

Sword Group - Results for the First Quarter of 2020

Consolidated Revenue: €57.1 m
Consolidated Growth: +13.1%
Organic Growth at constant perimeter: +10.3%
Profitability (EBITDA margin): 11.9%

1ST QUARTER ACCOUNTS

€m	Q1	
	2020 ⁽¹⁾	2019
Revenue	57.1	50.5
EBITDA	6.8	6.8
EBITDA margin	11.9%	13.5%

Organic Growth +10.3%

⁽¹⁾ Non audited figures

ANALYSIS

10.3% organic growth for the first quarter of 2020 on a like-for-like basis. It is divided up as follows:

- Software : - 8.4%
- Services : + 12.8%

The **Software** division shows a **drop**, mainly due to the **postponement of licence revenue** that was budgeted in the first quarter.

The **Services** division is suffering from the effects of the Coronavirus crisis, mainly due to:

- a **drop in productivity** linked to the new working organisation,
- the **cessation of the projects** related to events management with the **European Union**.

2020 OUTLOOK

Without the Coronavirus crisis, Sword Group planned **organic growth of 12%** associated with an **EBITDA margin of 13%** ^{*}.

The Group envisages **two time periods for 2020**, with this scenario naturally having to be put into perspective taking into account the different hypotheses presented by our health authorities:

1. **Hard confinement period** that we are currently experiencing throughout the world:

- **For Software**, continuation of the risk of **postponement of licence orders**,
- **For Services**, additional risk of **production reduction** linked to the postponement of certain projects that will have to be completed when confinement ends.

2. **Post-confinement period: during this period there will be:**

- A **recovery** period of several weeks in order to return to normal,
- At the end of this period, we could envisage **outperformance of Software** thanks to strong growth in licence revenue.

The press release will be published on the web sites here after: GlobeNewswire and Sword Group. It was also sent to the "Commission de Surveillance du Secteur Financier (CSSF)" and saved on the Luxembourg Stock Exchange's website.

Consolidated Revenue: **€57.1 m** EBITDA margin: **11.9%**

Q1 - 2020

Organic Growth at constant perimeter: **+10.3%**

Non audited figures

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Agenda

28/04/20

2019 Annual Shareholders Meeting

28/07/20

2020 Second Quarter Revenue

22/10/20

2020 Third Quarter Revenue

About Sword Group

Sword has **2,300+** IT/Digital & Software specialists present over **5 continents** to accompany you in the growth of your organisation in the digital age.

As a **leader in technological and digital transformation**, Sword has since **2000** acquired a solid reputation in software publishing and in complex IT & business project management.

With Sword you have the guarantee of **strong close** and qualified local commitment, the **aim of which is to optimise your processes and data**.

Market
Euronext Paris
Compartment B

ICB 9530
Software &
Computer Services

ISIN Code
FR0004180578

Indices
CAC® Small
CAC® Mid & Small

CAC® All-Tradable
CAC® All-Share

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