



In 2021, in an economic and health context that remains highly challenging, I was pleased with our teams' efforts to implement our new strategy.

After the successful transformation plan completed last year, it was important for us to launch a new momentum so as to continue moving forward and allow us to gradually establish the independent, growing, and profitable model we believe in for our Company.

Although we faced unusual buying patterns late in the year that prevented us from achieving our annual growth target, we still had several positive results in 2021.

On the ground, organisational adjustments continued around a more assertive product portfolio management strategy, positioning Amplify, our API platform, as the driver of our future business growth and the primary focus of our investments. The technological excellence of our offering, once again confirmed in 2021 by the most influential market analysts, allows me to reiterate my full confidence in this strategy.

Over the past two years, thanks to Amplify and our most important historical products (MFT, B2B-EDI, Digital Finance), our sales teams were able to meet or exceed their targets for seven consecutive quarters before the challenges faced at the end of 2021.

The continuous growth of our Net Promoter Score has confirmed the high level of satisfaction of our customers. More than ever, our customers trust us to guide them through the evolution of their most complex software

infrastructures. By choosing Axway, they benefit from one of the most comprehensive catalogs of offerings on the market, enabling them to turn their digitalization into a major competitive advantage through rapid and effective operational benefits.

This year, we have also succeeded in maintaining strong commitment among our employees despite the high turnover rates observed in our markets. We strive to maintain a transparent and regular dialogue with our teams to ensure that the relationship of trust we have established with them since 2018 continues. In this way, at the beginning of 2022, more than 1,000 employees who have been loyal to Axway for more than 3 years became shareholders in the Company.

Finally, we have taken new key steps in structuring our CSR programme and our corporate responsibility policy by defining more precise, well-defined non-financial objectives in line with our values and long-term ambitions.

We therefore begin 2022 with determination, ready to meet the challenges of a market characterised by limited visibility and strong competition, relying on the solid foundations we have built in recent years to best serve the interests of our stakeholders, including our Employees, Customers and Shareholders.

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Patrick DONOVAN
Axway Chief Executive Officer

