

The world is opening.

Cross-pollenating new ideas, creating new possibilities across geographies, industries, and customers and partners. With every investment, old and new, opportunities for growth are blossoming. So what are you waiting for?

Axway will help turn what you already have into brilliant digital customer experiences. It's time to

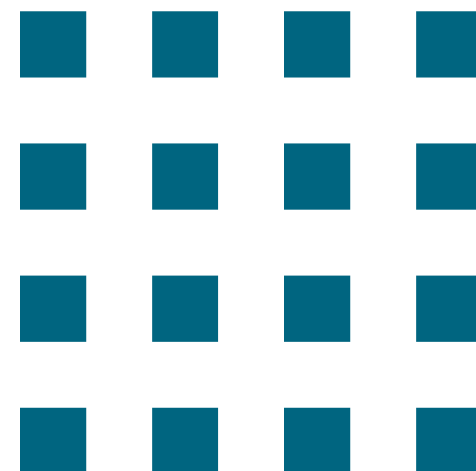
Open
Are you open?
Everything





2022 Half-Year Results

Analysts Conference
July 26, 2022



Disclaimer

Forward-looking statements

This presentation contains forecasts that may be subject to various risks and uncertainties concerning the Company's future growth and profitability. The Company highlights that contract signatures, which represent investments for customers, are historically more significant in the second half of the year and may therefore have a more or less favorable impact on full-year performance.

Furthermore, activity during the year and/or actual results may differ from those described in this document as a result of a number of risks and uncertainties set out in the 2021 Universal Registration Document filed with the French Financial Markets Authority (Autorité des Marchés Financiers, AMF) on March 24, 2022, under number D. 22-0145.

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2022 Half-Year Results

Agenda

1. Operational commentary on H1 2022
2. H1 2022 Financial Results
3. Customers and Market trends
4. Looking to H2 2022 and Beyond
5. Q&A Session



Patrick Donovan
Chief Executive Officer



Cécile Allmacher
Chief Financial Officer



Roland Royer
Chief Customer Officer



Operational commentary on H1 2022



Patrick Donovan
Chief Executive Officer

Vision & Mission unchanged

AXWAY ENABLES ENTERPRISES TO SECURELY OPEN EVERYTHING

We believe that in order to create the most value for your customers, partners, and employees, you need to Open Everything by securely integrating and moving data across a complex world of old and new.



20-years of delivering value with our Solutions such as MFT, B2Bi, Digital Finance, as well as other specialized products

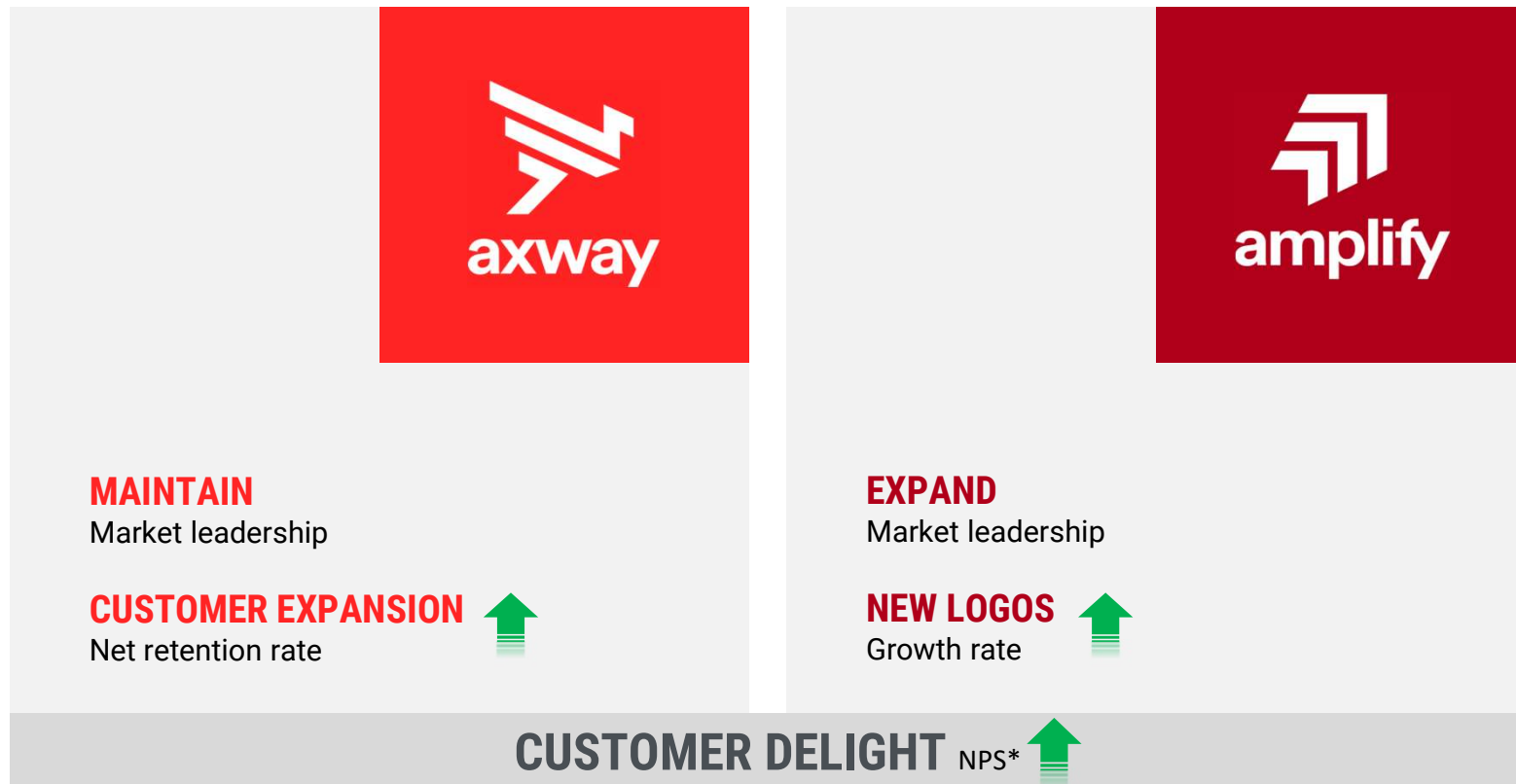
axway.com



APIM based platform helping meet our customers needs and outcomes



Continuing to execute our strategy



Focusing on our strengths

General Manager Model Roll-out

	<p>MARKET LEADERSHIP IN:</p> <ul style="list-style-type: none">➤ MFT➤ B2Bi➤ Digital Finance➤ Specialized Products		<p>MARKET LEADERSHIP IN:</p> <ul style="list-style-type: none">➤ APIM
<p>GENERAL MANAGER'S ROLE</p> <ul style="list-style-type: none">▪ Customer focused▪ Align team to support customers▪ Maintain and build on market leadership▪ Run a profitable business▪ Focus on retention, expansion and delight▪ Opportunistic new logo's		<p>GENERAL MANAGER'S ROLE</p> <ul style="list-style-type: none">▪ Customer focused▪ Align team to support customers▪ Grow market leadership▪ Leverage new patterns▪ Grow customer base▪ Focus on retention, expansion and delight▪ Invest strategically with a purpose	
<p>CUSTOMER DELIGHT NPS*</p>			

Key Figures in H1 2022

+8.6%

ARR* Growth

or €189.8m vs. €174.7m H1 2021, with almost 400% growth in Axway Managed subscriptions

€136.4m

Revenue

compared to €138.4m in H1 2021, an organic decline of 5.8% due to the changing mix of subscription bookings

4.9%

Margin on Operating Activities

ahead of budget at €6.7m, compared to €10.5m (7.6%) in H1 2021

37

Net Promoter Score

up from 29 at the end of 2021

** Alternative performance measures are defined in the glossary at the end of this document.*

2022 Half-Year Results

KEY FIGURES

Organic Growth*

-5.8%

Total Growth

-1.4%

Profit on Op. Activities

€6.7m

or 4.9% of Rev.

Net Profit

€2.4m

or €0.11 per share

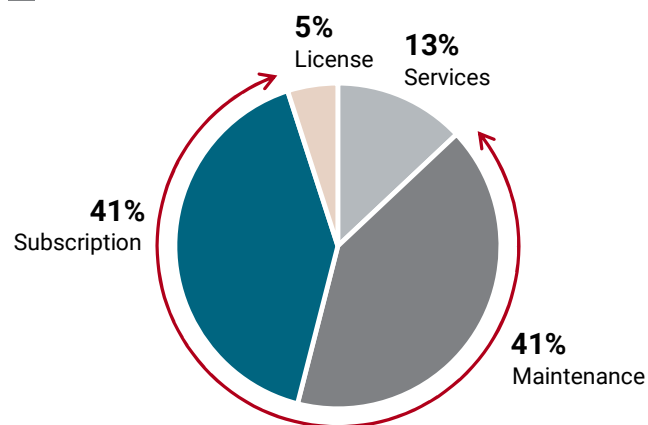
INCOME STATEMENT

<i>In millions of euros</i>	H1 2022		H1 2021	
	€m	% of Rev.	€m	% of Rev.
Revenue	136.4		138.4	
Cost of sales	45.8		42.7	
Gross Profit	90.6	66.4%	95.7	69.1%
Operating expenses	83.9		85.1	
<i>of which Sales and marketing</i>	42.8		43.3	
<i>of which Research and development</i>	28.2		29.0	
<i>of which General and administrative</i>	12.9		12.9	
Profit on operating activities	6.7	4.9%	10.5	7.6%
Profit from recurring operations	2.5	1.8%	5.0	3.6%
Operating profit	1.1	0.8%	3.1	2.3%
Income taxes	1.1		-1.1	
Net profit	2.4	1.8%	1.8	1.3%
Basic earnings per share (in €)	0.11		0.08	

* Alternative performance measures are defined in the glossary at the end of this document.

2022 Half-Year Results

REVENUE BY ACTIVITY



82% Recurring revenue
vs. 81% in H1 2021

[€m]	H1 2022	H1 2021 Restated*	H1 2021 Reported	Total Growth	Organic Growth*
License	6.3	9.8	9.3	-31.8%	-35.5%
Subscription	55.9	54.1	51.8	+7.9%	+3.2%
Maintenance	56.0	62.9	60.0	-6.6%	-10.9%
Services	18.2	18.1	17.3	+5.1%	+1.0%
Axway	136.4	144.9	138.4	-1.4%	-5.8%

* Alternative performance measures are defined in the glossary at the end of this document

- Continued improvement in recurring revenue which represents 82% of total revenue
- Subscription activity still growing despite decrease in upfront revenue
- Maintenance drops naturally as anticipated with the general shift towards Subscription

2022 Half-Year Results

LICENSE & MAINTENANCE ACTIVITIES

[€m]	H1 2022	H1 2021 Restated*	H1 2021 Reported	Organic Growth*
License	6.3	9.8	9.3	-35.5%
<i>of which Q1 22</i>	<i>3.7</i>	<i>4.0</i>	<i>3.8</i>	<i>-7.4%</i>
<i>of which Q2 22</i>	<i>2.6</i>	<i>5.8</i>	<i>5.4</i>	<i>-55.0%</i>
Maintenance	56.0	62.9	60.0	-10.9%
<i>of which Q1 22</i>	<i>27.9</i>	<i>30.8</i>	<i>29.8</i>	<i>-9.5%</i>
<i>of which Q2 22</i>	<i>28.1</i>	<i>32.0</i>	<i>30.2</i>	<i>-12.2%</i>

- Decline in License and Maintenance activities due to the accelerated transition to Subscription and cloud models
- Maintenance drop fully expected and less than planned

* Alternative performance measures are defined in the glossary at the end of this document

2022 Half-Year Results

SUBSCRIPTION ACTIVITY

[€m]	H1 2022	H1 2021 Restated*	H1 2021 Reported	Organic Growth*
Subscription	55.9	54.1	51.8	+3.2%
of which Q1 22	26.4	24.4	23.7	+8.2%
of which Q2 22	29.5	29.7	28.1	-0.8%

* Alternative performance measures are defined in the glossary at the end of this document

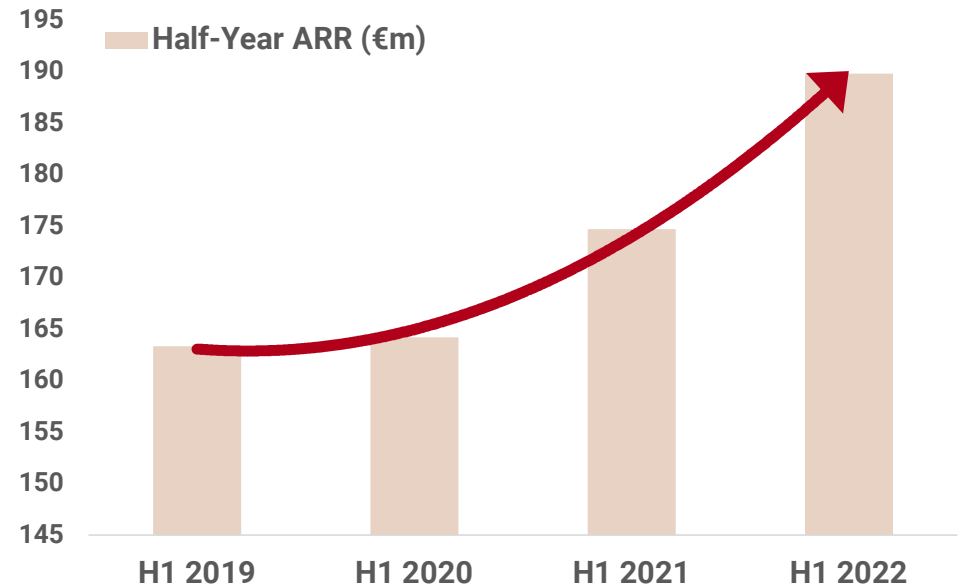
- Strong momentum in Axway Managed subscription bookings which generates no immediate revenue, up almost 400% over H1 2021
- Upfront Subscription revenue of €18.3m vs. €22.4m in H1 2021

2022 Half-Year Results

ARR (Annual Recurrent Revenue)

€189.8m

up 8.6% compared to H1 2021



2022 Half-Year Results

SERVICES ACTIVITY

[€m]	H1 2022	H1 2021 Restated*	H1 2021 Reported	Organic Growth*
Services	18.2	18.1	17.3	+1.0%
of which Q1 22	9.0	9.3	9.0	-4.0%
of which Q2 22	9.3	8.7	8.3	+6.3%

* Alternative performance measures are defined in the glossary at the end of this document

- Activity stabilizing at between 12 and 15% of total revenue
- Good growth in Q2 2022 due to a return to business as usual after the COVID-19 pandemic

2022 Half-Year Results

Main Balance Sheet items at 30/06/2022

Cash and cash equivalents

€19.5m

vs. €25.4m at 31/12/2021

DSO

124 days

vs. 94 days at 30/06/2021

Total assets

€620.5m

vs. €582.9m at 31/12/2021

Net debt

€58.8m

vs. €36.5m at 31/12/2021

Current deferred revenues

€78.8m

vs. €55.8m at 31/12/2021

Total equity

€381.1m

vs. €372.2m at 31/12/2021

2022 Half-Year Results

H1 2022 Cash flows & Covenants at 30/06/2022

CASH FLOWS

In millions of euros

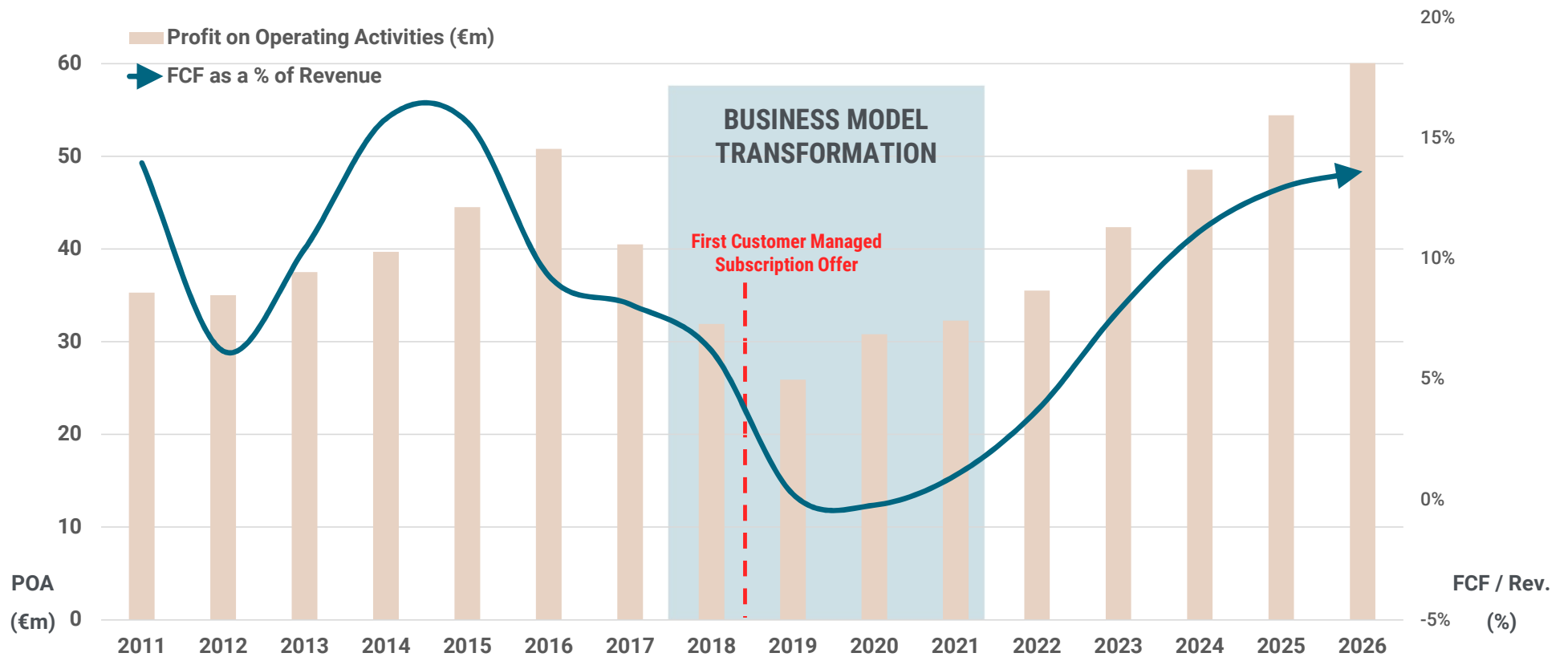
	H1 2022	H1 2021
Net profit for the period	2.4	1.8
Change in operating working capital requirements	2.3	7.5
Net cash from operating activities	13.1	22.3
Free cash flow	8.2	16.1
Net cash used in investing activities	-9.7	-2.6
Net cash used in financing activities	-10.5	-12.5
Net change in cash and cash equivalents	-6.1	7.6
Opening cash position	25.2	16.2
Closing cash position	19.1	23.7

→ H1 2022 Free cash flow was €8.2m vs. €16.1m in H1 2021

COVENANTS

	30/06/2022	31/12/2021	30/06/2021
EBITDA Cost of debt (covenant > 5)	-	73.0	66.6
Net debt EBITDA (covenant < 3)	1.76	1.02	0.41
Net debt Equity (covenant < 1)	0.15	0.10	0.04

Free Cash Flow Impact



Customers and Market trends



Roland Royer
Chief Customer Officer

Customer experience as a company value

NET PROMOTER SCORE

37

COMPARED TO 29
AT THE END OF 2021

**OVERALL RENEWAL
SUCCESS RATE**

94%

RENEWED OR MOVED
TO SUBSCRIPTION

**AVERAGE MIGRATION
MULTIPLIER**

1.8x

MAINTENANCE MOVING TO
SUBSCRIPTION



It's Cloud time!

+400%

Axway Managed bookings TCV

75%

of new customers' booking value on cloud

Market trends by product lines

MFT

EXPANSION OF
HIGH VALUE FILE MOVEMENT

AMPLIFY

APIM BUSINESS VALUE
THROUGH MARKETPLACE

B2B

ACCELERATION TOWARD
CLOUD MANAGED SERVICES

DIGITAL FINANCE

AXWAY FINANCIAL
ACCOUNTING HUB

Looking ahead



CORE PRODUCTS

+27% Core Product Pipeline Growth

SAAS DEMAND

+39% Axway Managed Pipeline Growth

CUSTOMERS



OUR CUSTOMER TO REVENUE



Looking to H2 2022 and beyond



Patrick Donovan
Chief Executive Officer

H2 2022 Priorities

01

Bookings AND Revenue

Carefully monitor booking mix and impact on revenue



02

Continued Focus on Delivering Operational Efficiency

Confidence in our strategy and guidance



03

Portfolio Management Execution

Release non-performing assets and add assets aligned to strategy



Bringing technological value

Cloud Native Integration Platform

20+ people based in Hyderabad, India

- Connected customer experience integrating and orchestrating systems, applications, data and users
- Low code/No code hybrid integration platform to build solutions for application, data and API integration use cases

Offerings to be launched at year-end to build pipeline and revenue for 2023

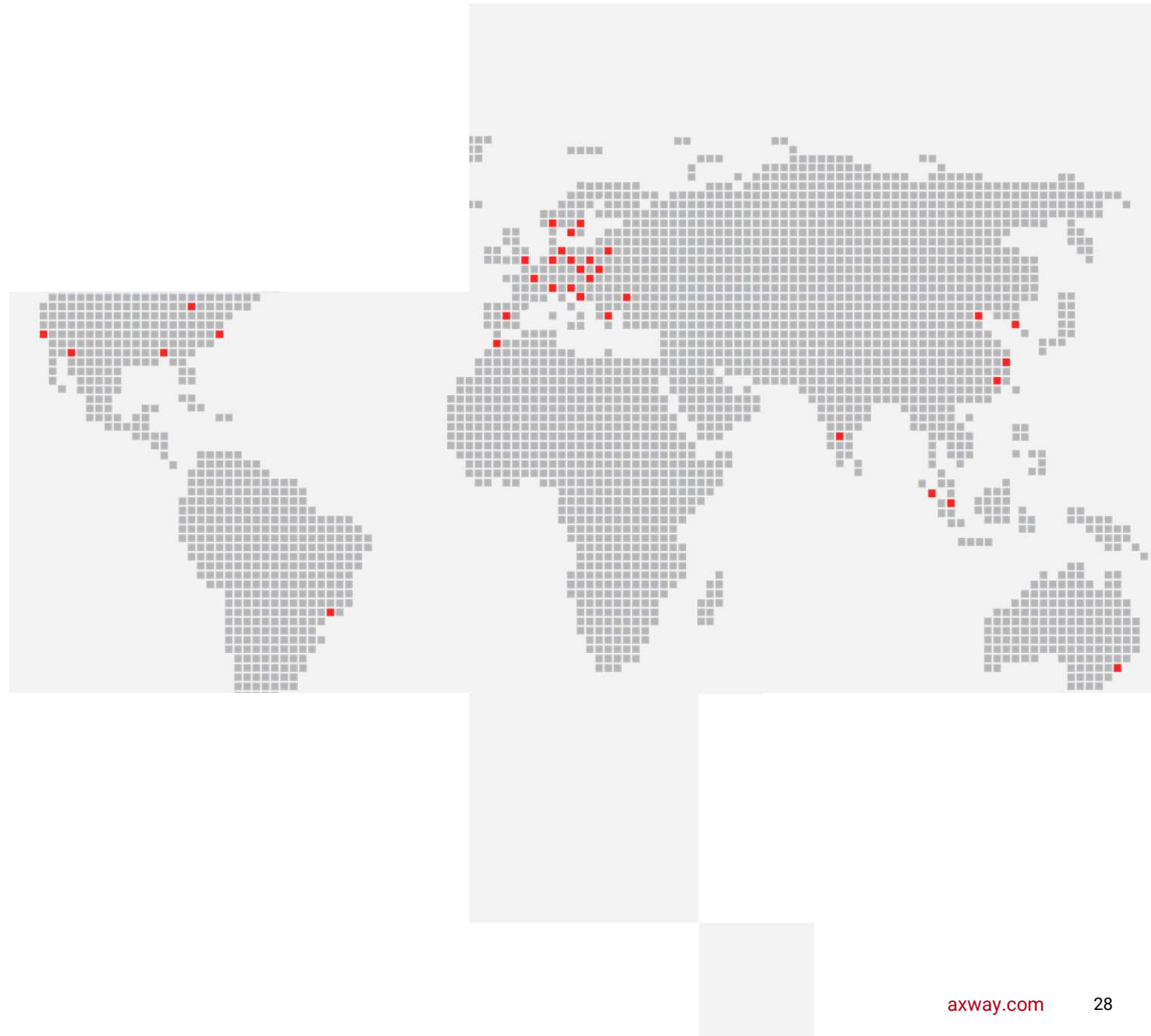


It's back...



LIMITED VISIBILITY

**HETEROGENEOUS SITUATION
ACROSS GEOGRAPHIES**



“

Axway maintains its 2022 targets:

Organic revenue growth of between 1% and 3%

Profit on operating activities representing 12% to 14% of revenue

Unchanged mid-term ambition

Mid-term Ambition

2022 Guidance

**Organic Revenue Growth
between +1% and +3%**

**Profit on Operating Activities
between 12% to 14% of total revenue**

Profit on Operating Activities $\geq 15\%$

Earnings per share $\geq \text{€}1$

**Revenue $\geq \text{€}500$ million
(including M&A)**



Q&A Session

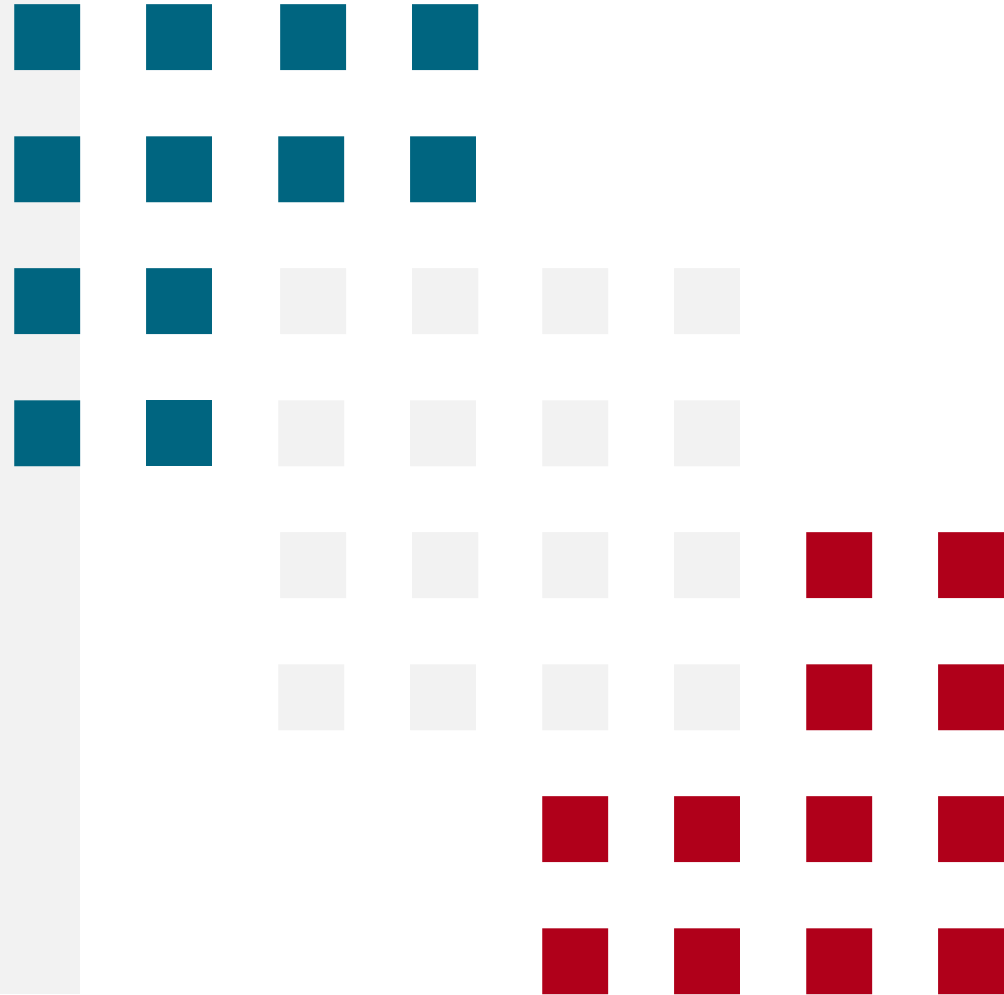
Use the chat or call +44 (0) 33 0551 0200 to ask a question

Financial Calendar

Friday, August 5, 2022: Filing of the 2022 half-year financial report

Thursday, October 20, 2022, before market opening: Publication of Q3 2022 Revenue

**Thank
you**

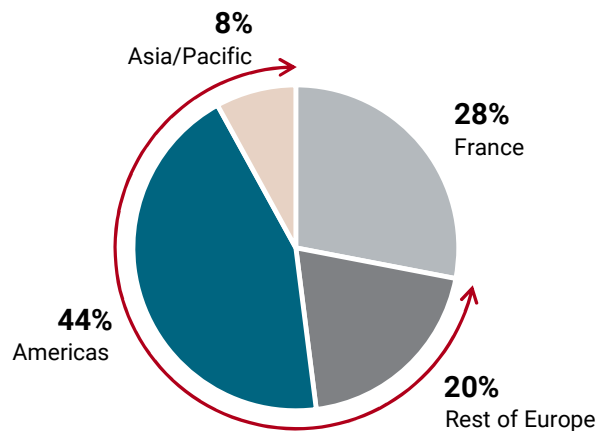




Appendices

2022 Half-Year Results

REVENUE BY GEOGRAPHY

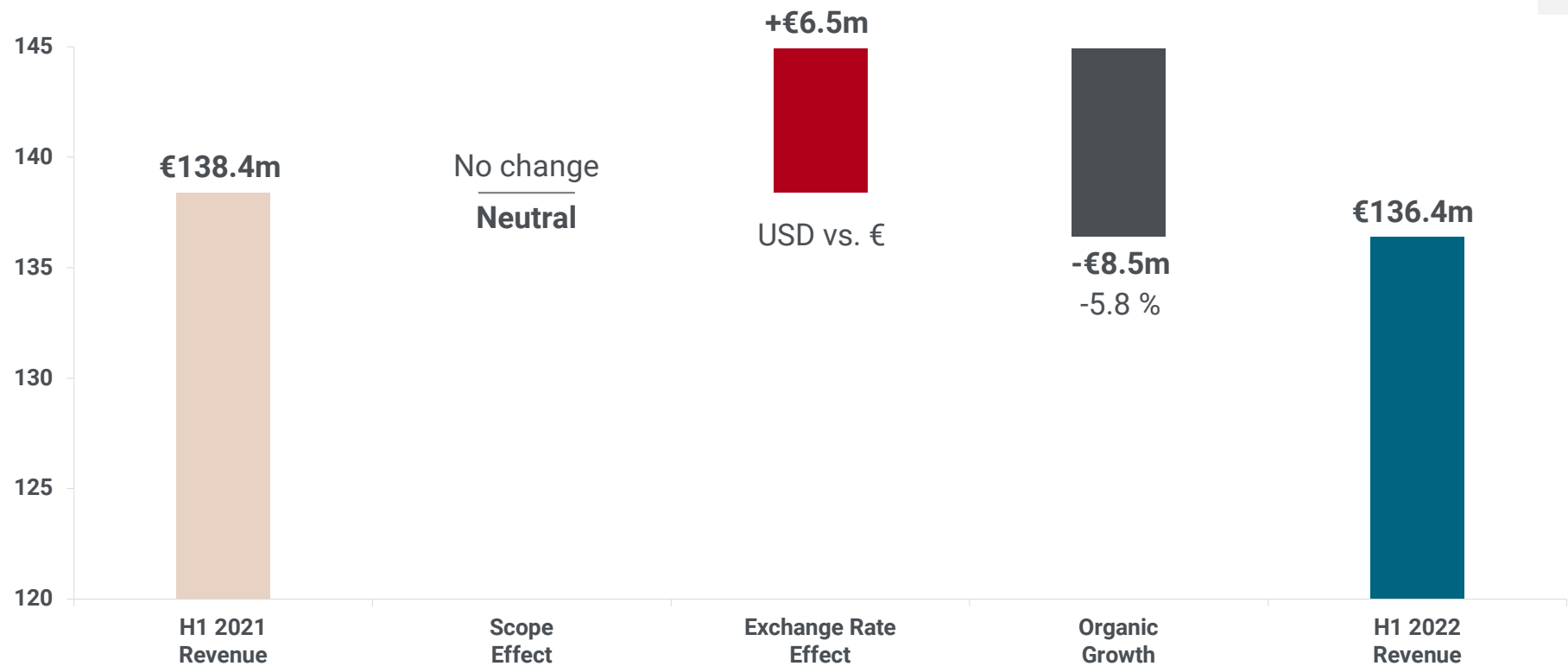


72% International revenue
stable vs. H1 2021

[€m]	H1 2022	H1 2021 Restated*	H1 2021 Reported	Total Growth	Organic Growth*
France	37.7	39.4	39.4	-4.1%	-4.1%
Rest of Europe	27.2	34.0	33.9	-19.9%	-19.9%
Americas	60.8	63.0	57.1	+6.5%	-3.5%
Asia/Pacific	10.7	8.5	8.0	+33.4%	+25.5%
Axway	136.4	144.9	138.4	-1.4%	-5.8%

* Alternative performance measures are defined in the glossary at the end of this document

Change in revenue in the first half of 2022



2022 Half-Year Results

SIMPLIFIED BALANCE SHEET

In millions of euros

	30/06/2022	30/06/2021
Assets		
Goodwill	383.7	337.3
Non-current assets	458.2	424.6
Trade receivables	106.8	86.0
Other current assets	36.0	27.0
Cash and cash equivalents	19.5	23.7
Current assets	162.3	136.7
Total Assets	620.5	561.3
Equity and Liabilities		
Equity	381.1	359.6
Financial debt - long-term portion	76.1	36.8
Lease liabilities - long-term portion	25.7	29.3
Other non-current liabilities	11.7	14.1
Non-current liabilities	113.4	80.2
Financial debt - short-term portion	2.3	2.1
Lease liabilities - short-term portion	5.6	6.1
Deferred revenues	78.8	72.3
Other current liabilities	39.3	41.0
Current liabilities	126.0	121.5
Total Liabilities	239.4	201.7
Total Equity and Liabilities	620.5	561.3

- Cash and cash equivalents of €19.5m
- DSO of 124 days vs. 94 days at 30/06/2021
- €58.8m net debt
- Current deferred revenues of €78.8m

Changes in equity & Earnings per share at 30/06/2022

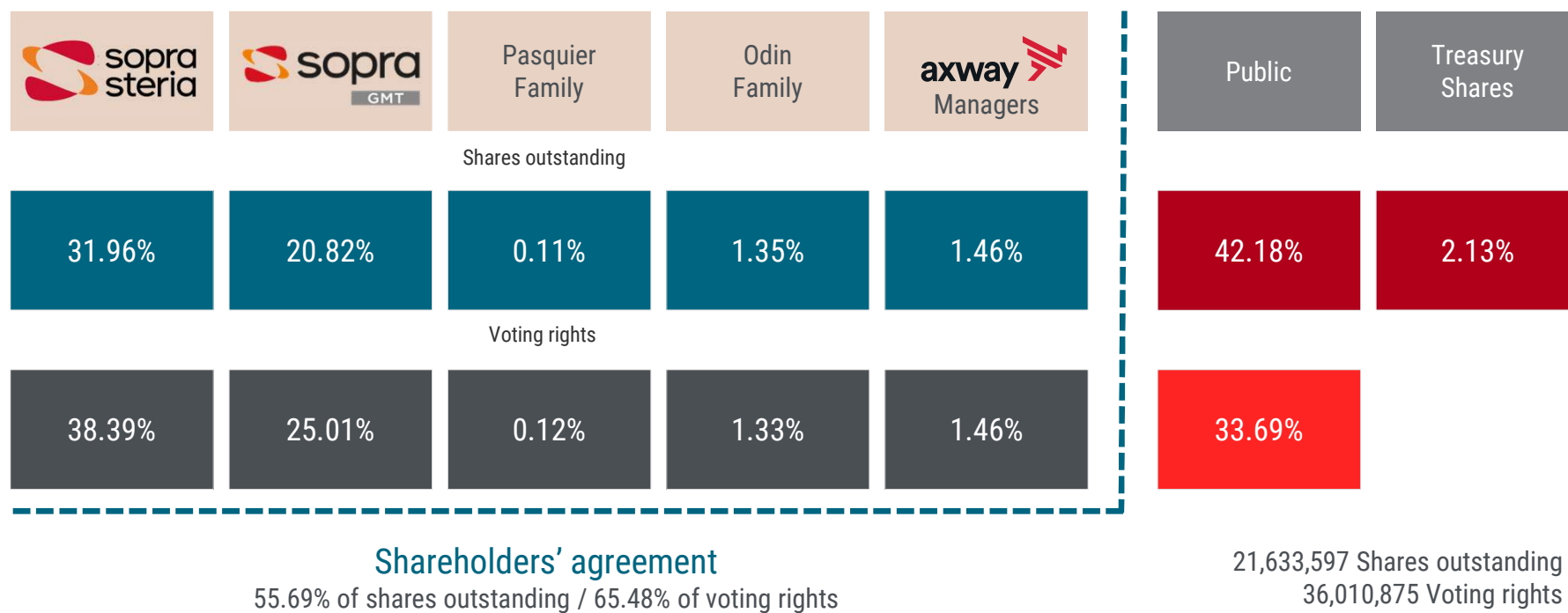
<i>In millions of euros</i>	30/06/2022	30/06/2021	31/12/2021
Equity at Beginning of Period	372.2	355.5	355.5
Profit for the period	2.4	1.8	9.6
Dividends	-8.5	-8.6	-8.6
Capital increase	0.0	1.2	2.1
Other	-6.6	2.7	-5.0
Foreign exchange translation adjustments	21.5	7.1	18.6
Equity at End of Period	381.1	359.6	372.2

<i>In €</i>	30/06/2022	30/06/2021
Net profit for the period	2.4	1.8
Weighted average number of shares excluding treasury shares	21,63M	21,46M
Basic earnings per share	0.11	0.08
Theoretical potential weighted average number of shares	22,03M	22,35M
Diluted earnings per share (in €)	0.11	0.08

Half-Year 2022 - Headcount

	30/06/2022	31/12/2021
France	453	466
Rest of Europe	702	748
Americas	421	436
Asia/Pacific	72	62
Axway	1 648	1 712

Shareholding structure at 30/06/2022



Alternative performance measures

ACV: *Annual Contract Value* – Annual contract value of a subscription agreement.

ARR: Annual Recurrent Revenue – Expected annual billing amounts from all active maintenance and subscription agreements.

Employee Engagement Score: Measurement of employee engagement through an independent annual survey.

Growth at constant exchange rates: Growth in revenue between the period under review and the prior period restated for exchange rate impacts.

NPS: Net Promoter Score – Customer satisfaction and recommendation indicator for a company.

Organic growth: Growth in revenue between the period under review and the prior period, restated for consolidation scope and exchange rate impacts.

Profit on operating activities: Profit from recurring operations adjusted for the non-cash share-based payment expense, as well as the amortization of allocated intangible assets.

Restated revenue: Revenue for the prior year, adjusted for the consolidation scope and exchange rates of the current year.

TCV: *Total Contract Value* – Full contracted value of a subscription agreement over the contract term.