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
Capital Markets Meeting

Agenda and opening remarks

Arthur Carli
## Agenda

<table>
<thead>
<tr>
<th>Wednesday June 2, 2021 – 3:30 PM CET</th>
<th>Speakers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Opening Remarks</strong></td>
<td>Arthur CARLI, Investor Relations</td>
</tr>
<tr>
<td><strong>Strategy &amp; Finance</strong></td>
<td></td>
</tr>
<tr>
<td>• 2021 – 2023 Vision and Strategy</td>
<td></td>
</tr>
<tr>
<td>• Financial Model &amp; Transformation</td>
<td>Patrick DONOVAN, CEO &amp; Roland ROYER, CCO</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Cécile ALLMACHER, CFO &amp; Patrick DONOVAN, CEO</td>
<td></td>
</tr>
<tr>
<td><strong>Q&amp;A Strategy &amp; Finance</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Break</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Technology Vision &amp; Go-To-Market</strong></td>
<td>Rahim BHAHIA, EVP Product Management</td>
</tr>
<tr>
<td>• Product Portfolio Approach</td>
<td>Vince PADUA, CTIO</td>
</tr>
<tr>
<td>• Strategic Vision</td>
<td>Paul FRENCH, EVP Go-To-Market</td>
</tr>
<tr>
<td>• Go-To-Market Approach</td>
<td></td>
</tr>
<tr>
<td><strong>Q&amp;A Technology Vision &amp; Go-To-Market</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Closing</strong></td>
<td>Patrick Donovan, CEO</td>
</tr>
</tbody>
</table>
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 Group highlights that signatures of its contracts, which often 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 2020 Universal registration document filed with the French Financial Markets Authority (Autorité des Marchés Financiers, AMF) on March 18, 2021 under number D.21-0147.

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About Axway

Listed on Euronext Paris (AXW.PA)
Registered in France

Phoenix, AZ & Paris, France
Global headquarters

€297.2M in revenue in 2020
1st French horizontal software publisher

1800+ Employees
17 countries worldwide

11,000 Customers
100 countries worldwide

Global API Management leader
Open platform plus proven MFT, B2B/EDI integration, and vertical solutions

Euronext Paris – Compartment B
Bloomberg : AXW:FR
Reuters : AXW.PA
Market Cap (30/04/21) : €645m

Main Indexes
→ CAC MID&SMALL
→ CAC TECHNOLOGY
→ EN TECH CROISSANCE
→ EN FAMILY BUSINESS
Vision & Strategy

Patrick Donovan and Roland Royer
Objectives for our first Capital Markets Meeting

01
VISION
Open everything

02
STRATEGY
Leverage our portfolio

03
EXECUTION
Delivering stakeholder value
Vision & Mission

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 supporting our customer’s goals

- 1985 - 2000: Incubation within Sopra
- 2001 - 2005: 1st Integration Suite
- 2006 - 2009: Collaborative Business Solutions
- 2010 - 2014: Business Interaction Networks
- 2018 - Today: Integration Platform

Customer Position
Technology / Know-how

Revenue evolution (€m)

- AXW LISTED EURONEXT

axway.com
Success of the 3-year transformation plan

- Upgraded product portfolio
- Strengthened management team and employee's engagement
- Adapted structure, based on customer centricity
- Increased awareness for sustainable growth
Strategy transformation

FROM HYBRID INTEGRATION PLATFORM TO

FROM IMAGINATION TAKES SHAPE TO

FROM CUSTOMER COMMITMENT TO

API integration platform

Open Everything

Delivering brilliant customer experience
Leveraging our strength

20-years of delivering value with our Core Solutions such as MFT, B2Bi, AlSuite, Validation Authority and other specialized products

APIM based platform helping meet our customers needs and outcomes
State of California protects citizens’ data and cuts costs with a central managed-file transfer platform

**SUPPORTS 50 AGENCIES**
and 250 departments data-sharing use cases across the state

**CENTRALIZED THE SERVICE**
and consolidated needs by reducing disparate applications

**ADDED GREATER SECURITY**
by protecting sensitive data at rest and in transit, facilitating regulatory compliance

“With AMPLIFY Managed File Transfer, we can scale from one or two accounts all the way up to more than 30,000 accounts.”

Kevin Paddock
*Supervisor of Web Services*
Our core offerings are more important than ever

TOP 3 REASONS CUSTOMERS INVEST IN INTEGRATION

- Innovate faster to stay ahead of the competition
- Reduce operational costs
- Ensure security and compliance

B2B/EDI AND MFT WILL CONTINUE TO DRIVE BUSINESS

50%

Of senior leaders who are implementing enterprise integration platforms identified B2B integration and MFT as being more critical in the next 3-5 years than it is today

Source: Vanson Bourne 2020 Enterprise Integration Survey
BNP Paribas Personal Finance uses APIs to create a firm foundation for data-driven decision-making

**RAPID**
deployment of Unified Catalog cuts time-to-insight

**SUPPORTS**
effective decision-making around API modernization

**FACILITATES**
the next phase of the digital transformation journey

*By augmenting our AMPLIFY API Management gateways with Unified Catalog, we will have the strong foundation to drive the next phase of the project: API monetization.*

Jérémy Ségura
Enterprise Architect
Growing trend of multiple API management solutions

95%
Of enterprises use multiple API management solutions

Source: IDC EMEA (2020): API Management & Integration Survey (right)
Well positioned for the next 3 years

BUILDING ON THE TRUST OF OUR CUSTOMERS

OUR AMPLIFY OFFERING IS HIGHLY DIFFERENTIATED
Financial Model and Transformation

Cécile Allmacher
In 2020, a new chapter begins

Revenue (€m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€m)</th>
<th>o/w Profit on Operating Activities (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>217</td>
<td>35</td>
</tr>
<tr>
<td>2012</td>
<td>224</td>
<td>35</td>
</tr>
<tr>
<td>2013</td>
<td>238</td>
<td>38</td>
</tr>
<tr>
<td>2014</td>
<td>262</td>
<td>40</td>
</tr>
<tr>
<td>2015</td>
<td>285</td>
<td>45</td>
</tr>
<tr>
<td>2016</td>
<td>301</td>
<td>51</td>
</tr>
<tr>
<td>2017</td>
<td>300</td>
<td>41</td>
</tr>
<tr>
<td>2018</td>
<td>284</td>
<td>32</td>
</tr>
<tr>
<td>2019</td>
<td>300</td>
<td>26</td>
</tr>
<tr>
<td>2020</td>
<td>297</td>
<td>31</td>
</tr>
</tbody>
</table>


<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>+5.7%</td>
<td>16.3%</td>
</tr>
<tr>
<td>2012</td>
<td>-1.6%</td>
<td>15.6%</td>
</tr>
<tr>
<td>2013</td>
<td>+3.7%</td>
<td>15.8%</td>
</tr>
<tr>
<td>2014</td>
<td>+3.6%</td>
<td>15.2%</td>
</tr>
<tr>
<td>2015</td>
<td>+0.0%</td>
<td>15.6%</td>
</tr>
<tr>
<td>2016</td>
<td>+4.4%</td>
<td>16.9%</td>
</tr>
<tr>
<td>2017</td>
<td>-3.8%</td>
<td>13.5%</td>
</tr>
<tr>
<td>2018</td>
<td>-3.6%</td>
<td>11.2%</td>
</tr>
<tr>
<td>2019</td>
<td>+3.3%</td>
<td>8.6%</td>
</tr>
<tr>
<td>2020</td>
<td>+0.5%</td>
<td>10.4%</td>
</tr>
</tbody>
</table>
... and it’s a 3-year journey!

2021 Guidance

- Organic Revenue growth between +2% and +4%
- Profit on Operating Activities between 11 to 13% of total revenue

2023 Ambitions

- Revenue ≥ €500 million (including M&A)
- Profit on Operating Activities ≥ 15%
- Earnings per share ≥ €1
Subscription brings visibility

<table>
<thead>
<tr>
<th></th>
<th>2011 Rev.</th>
<th>% of Rev.</th>
<th>2020 Rev.</th>
<th>% of Rev.</th>
</tr>
</thead>
<tbody>
<tr>
<td>License</td>
<td>78</td>
<td>36%</td>
<td>26</td>
<td>9%</td>
</tr>
<tr>
<td>Maintenance</td>
<td>85</td>
<td>39%</td>
<td>138</td>
<td>46%</td>
</tr>
<tr>
<td>Subscription</td>
<td>-</td>
<td>0%</td>
<td>97</td>
<td>33%</td>
</tr>
<tr>
<td>Services</td>
<td>54</td>
<td>25%</td>
<td>36</td>
<td>12%</td>
</tr>
<tr>
<td>Axway</td>
<td>217</td>
<td>100%</td>
<td>297</td>
<td>100%</td>
</tr>
</tbody>
</table>

Recurrent vs. Non-Recurent Revenue

- % Recurrent
- % Non-Recurrent
But disrupts revenue recognition

Contracting Model

Revenue Recognition under IFRS 15

<table>
<thead>
<tr>
<th>Non-Recurrent</th>
<th>Recurrent</th>
</tr>
</thead>
<tbody>
<tr>
<td>License ((100% \text{ upfront}))</td>
<td>Maintenance ((\text{pro-rata}))</td>
</tr>
<tr>
<td>Services ((\text{upon delivery}))</td>
<td></td>
</tr>
</tbody>
</table>

TCV

\(| 50\% \text{ upfront} |

Axway Managed Subcription

Customer Managed Subcription

2020

2011
# Subscription revenue recognition model

vs. Traditional

<table>
<thead>
<tr>
<th></th>
<th>Contract Value</th>
<th>Signature Metric Value*</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PERPETUAL</strong></td>
<td>180</td>
<td>147</td>
<td>147</td>
<td>33</td>
<td>33</td>
<td>-</td>
</tr>
<tr>
<td><strong>SUBSCRIPTION</strong></td>
<td>Customer Managed</td>
<td>180</td>
<td>90</td>
<td>30</td>
<td>30</td>
<td>90</td>
</tr>
<tr>
<td><strong>SUBSCRIPTION</strong></td>
<td>Axway Managed</td>
<td>180</td>
<td>-</td>
<td>60</td>
<td>60</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Upfront</th>
<th>Recurrent</th>
<th>Recurrent</th>
<th>Recurrent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PERPETUAL</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SUBSCRIPTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SUBSCRIPTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*The signature metric does not include Maintenance or renewals of Maintenance or Subscription.*
## Subscription impact on invoicing

<table>
<thead>
<tr>
<th>Contract Value</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PERPETUAL</strong></td>
<td>180</td>
<td>33</td>
<td>33</td>
<td>33</td>
</tr>
<tr>
<td>Revenue</td>
<td>180</td>
<td>33</td>
<td>33</td>
<td>33</td>
</tr>
<tr>
<td>Invoice</td>
<td>180</td>
<td>33</td>
<td>33</td>
<td>33</td>
</tr>
<tr>
<td>Δ</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>SUBSCRIPTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customer Managed</td>
<td>180</td>
<td>30</td>
<td>30</td>
<td>120</td>
</tr>
<tr>
<td>Revenue</td>
<td>120</td>
<td>30</td>
<td>30</td>
<td>120</td>
</tr>
<tr>
<td>Invoice</td>
<td>60</td>
<td>60</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>Δ</td>
<td>-60</td>
<td>-30</td>
<td>0</td>
<td>-60</td>
</tr>
<tr>
<td><strong>SUBSCRIPTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Axway Managed</td>
<td>180</td>
<td>60</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>Revenue</td>
<td>60</td>
<td>60</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>Invoice</td>
<td>60</td>
<td>60</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>Δ</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>
Transformation impact on FCF
Expected Revenue Growth - 2021 to 2023

Revenue (€m)

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core</td>
<td>250</td>
<td>250</td>
<td>250</td>
<td>250</td>
</tr>
<tr>
<td>Amplify</td>
<td>50</td>
<td>50</td>
<td>50</td>
<td>50</td>
</tr>
</tbody>
</table>

M&A to reach €500m of revenue
Customer Managed Subscription Renewals

2021 to 2025
# Evolution of the P&L profile

<table>
<thead>
<tr>
<th>Gross Margins (% of Revenue)</th>
<th>2011</th>
<th>2020</th>
<th>2023e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscription</td>
<td>-</td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td>License &amp; Maintenance</td>
<td>88%</td>
<td>85%</td>
<td></td>
</tr>
<tr>
<td>Sub-total Software</td>
<td>88%</td>
<td>80%</td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>10%</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Axway</td>
<td>68%</td>
<td>71%</td>
<td>71%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Operating Expenses (% of Revenue)</th>
<th>2011</th>
<th>2020</th>
<th>2023e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing</td>
<td>28%</td>
<td>31%</td>
<td></td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>15%</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>9%</td>
<td>9%</td>
<td>56%</td>
</tr>
<tr>
<td>Axway</td>
<td>52%</td>
<td>60%</td>
<td></td>
</tr>
</tbody>
</table>

| Profit on Operating Activities | 16%  | 10%  | 15%   |
For the future

01
FINANCE
Solid financial performance

02
2021
Confidence in our strategy and guidance

03
2022 & 2023
Profit & FCF return
Questions?
Break
Product Portfolio Approach

Rahim Bhatia – EVP Product Management
Customer challenges

- Manage a highly heterogeneous environment
- Incorporate new technologies, while deriving value from prior investments
- New types of users, endpoints, devices, protocols
- Unrelenting pressure to increase security posture
- Keep a lid on costs, increase ROI, decrease time to value
Customer challenges ➔ mega trends ➔ customer value

- **01** Hybrid Cloud
  - Choice and flexibility

- **02** No-Code
  - Time-to-value

- **03** DevOps
  - Productivity and innovation

- **04** Edge
  - Customer experience

- **05** Ecosystem
  - Channels and reach
Portfolio strategy
One game – two plays

01

Staying even closer to our historical customers with key account managers and customer success managers

02

A dedicated team of specialists to accelerate winning market share for Amplify Platform
# Investments aligned to market trends

<table>
<thead>
<tr>
<th></th>
<th>Market Size 2020</th>
<th>Relative Size 2020</th>
<th>Market Size 2024</th>
<th>Relative Size 2024</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>amplify</td>
<td>2B</td>
<td>54%</td>
<td>3.6B</td>
<td>64%</td>
<td>16%</td>
</tr>
<tr>
<td>MFT</td>
<td>0.943B</td>
<td>25%</td>
<td>1.3B</td>
<td>23%</td>
<td>9%</td>
</tr>
<tr>
<td>B2B</td>
<td>0.76B</td>
<td>20%</td>
<td>0.73B</td>
<td>13%</td>
<td>0%</td>
</tr>
<tr>
<td>Total Addressable Market</td>
<td>3.7B</td>
<td>100%</td>
<td>5.63B</td>
<td>100%</td>
<td>12%</td>
</tr>
</tbody>
</table>

Source: Gartner Q1 2021 update
WHERE WE HAVE BEEN
Mature API Gateway complemented by a SaaS Platform

WHERE WE ARE
Hundreds of customers rely on Axway and early adopters are blazing trails

WHERE WE ARE GOING
Amplify API Management Platform grows with your business needs
Growing IT complexity

2 Dev teams
10 APIs
3 Impacted applications

5 Dev teams
100 APIs
25 Impacted applications (Internal and Cloud)

10 Dev teams (internal and external)
500 APIs
100 Impacted applications (Internal and Cloud)

3 Geographies
Manage your ecosystem with Amplify

Centralized control for your environments

Amplify Management Plane

- Ecosystems
- Unified Catalog
- Environments
- Policies
- Analytics
- Organizations & Users
- Infrastructure
- CLI
- Subscriptions
- Identity & Access
- Dev Portal

Discovery / Traceability / Policy

Federated Data Planes

Amplify

- API Gateway
- Service Mesh
- Streams
- API Builder
- Integration Builder

Third Party

- AWS API Gateway
- Azure API Gateway
- Layer7 API Gateway
- Other Gateways
- Code Repositories

Agent / CLI / API / SDK

axway.com
Roadmap to a future proof platform

01 MANAGEMENT PLANE

02 MODERN GATEWAY

03 ADVANCED CAPABILITIES
Strengthened Market Position

The Forrester Wave™: API Management Solutions, Q3 2020

Gartner 2020 Magic Quadrant for Full Life Cycle API Management

*“A gray bubble indicates a nonparticipating vendor.

The Forrester Wave™ is a graphical representation of Forrester’s call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave™. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

Gartner 2020 Magic Quadrant for Full Life Cycle API Management, Paolo Malinverno, Kinshiki Iijima, Mark O’Neill, John Santoro, Shameen Pillai, Akash Jain, 22 September 2020. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Axway. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner’s research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.
WHERE WE HAVE BEEN

As MFT continues to be mission critical, our customers’ requirements are squarely centered on resiliency, scale and increased operational intelligence and efficiency.

WHERE WE ARE

Run on-premises, on multi-cloud platforms, and in a hybrid deployment setup. Axway also offers a SaaS solution and a best in class fully managed MFT service.

WHERE WE ARE GOING

Market leader always supporting the most mission critical and highest value file transfer infrastructures in the world.
Axway is modernizing MFT
Axway MFT: Built for cloud, driven by business

01
BEST OF BREED MFT

02
DEPLOY ANYWHERE

03
CENTRAL CONTROL AND EFFICIENCY
Axway B2B

WHERE WE HAVE BEEN
Axway entered the market and became THE benchmark against which all other B2B connectivity solutions are rated by standards bodies such as Drummond.

WHERE WE ARE
Axway has become integral to the largest and most sophisticated supply chains around the globe.

WHERE WE ARE GOING
Axway B2Bi offers the tools and capabilities to keep up with this changing landscape, including native JSON transformation and innovative APIs.
Axway B2B customer requirements

01 SCALE
02 MODERNIZE
03 OPERATIONAL EXCELLENCE
Axway B2B roadmap: Evolving to customer needs

01 CLOUD AND MANAGED SERVICE

02 DIGITALIZATION / INNOVATION

03 MODERNIZATION
Portfolio strategy
Strategic Vision

Vince Padua, CTIO
Vision & Mission

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.
Vision point of view

LAST DECADE
Security
Resiliency

THIS DECADE
Speed
Flexibility
Integration

NEXT DECADE
Automation
Interoperable
Composable

NEXT DECADE
Big problems and big opportunities

01
EXISTING AND EMERGING ECOSYSTEMS

02
SECURE AND INTEROPERABLE INFRASTRUCTURE

03
COMPOSABLE ECOSYSTEM
Composable ecosystem

Orchestration of automotive ecosystem

AUTOMATED

INTEROPERABLE

MODULAR

Data Exchange

API platform

Business processes
Flexible co-creation and co-innovation

NEXT DECADE
Automation
Interoperable
Composable
“We are what we repeatedly do” - Socrates
Go-To-Market Approach

Paul French – EVP Go-To-Market
Unified model to deliver results

CUSTOMER VIEW
- Product management
- Sales
- Engineering
- Marketing

2021 FOCUS & EXECUTION
- Customer experience
- Demand generation
- Sales efficiency
One game – two plays

01

MAINTAIN
Market leadership

CUSTOMER EXPANSION
Net retention rate

02

EXPAND
Market leadership

NEW LOGOS
Growth rate

CUSTOMER DELIGHT  NPS
Accelerating success with partners

Partners leveraged signatures grew from 13% to 22% in 3 years

Share of Partners leveraged signatures

- **Signatures**
- **of which Partners leveraged**

Partners leveraged signatures by product

- **Amplify**: 22%
- **B2B**: 41%
- **MFT**: 30%
- **Others**: 7%

- Significant success of the “API Boost” program with Sopra Steria, generating a 3-digit signature growth vs. 2019
Growing trend of multiple API management solutions

95%

Of enterprises use multiple API management solutions

Source: IDC EMEA (2020): API Management & Integration Survey (right)
Create a marketplace to monetize digital products through APIs and automate subscription management based on a single catalog across the enterprise

**INCREASE EFFICIENCY**
By offering API reusability which reduces manual tasks and errors via automation, auto-discover APIs, and makes consumption data easier

**CREATE A MARKETPLACE**
For all published APIs from a heterogenous API Gateway into a single enterprise catalog

**INCREASE REVENUE**
By driving higher API adoption
API complexity is a **beast**, tame it with **Amplify**.
## 2021 GTM — Amplify

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<th>PERSONAS</th>
<th>Board/CEO</th>
<th>CDO</th>
<th>Innovation teams</th>
<th>Functional, supply chain</th>
<th>CIO</th>
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<td>Amplify sales team</td>
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The challenge is achieving the right balance between managing the short-term issues of cost and complexity while at the same time investing in the future.

Mike Gilbert, The CEO’s Dilemma
Enables secure, seamless eGovernment services in Germany with a hybrid integration platform

€150 BILLION
In social security benefits paid in 2020

100,000 EMPLOYERS
Integrated with a secure, central platform

UP TO 5 MILLION
Cyber threats defeated daily

Our success during the COVID-19 crisis clearly demonstrates the value of a mature approach to data integration and security — and we look forward to supporting a new generation of eGovernment services with Axway.

Peter Neuhauser
Head of TEC1 – CERT, Network Services, and Security as a Service
# 2021 GTM – Axway Core

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- **Move to the cloud**
- **Self-service and real-time insights**
- **API-enabled MFT and B2B/EDI**
Winning in a competitive environment

01
Open and independent

02
Starts with strategy and process, not technology

03
Mission-critical performance and scale

04
Embracing heritage infrastructure to deliver brilliant digital experiences
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
Questions?
Objectives for our first Capital Markets Meeting

01
VISION
Open everything

02
STRATEGY
Leverage our portfolio

03
EXECUTION
Delivering stakeholder value