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Axway reports solid organic growth in the first half of 2011

Paris, 26 July 2011 – Axway reports revenue of €100.0 million for the first half of 2011, representing total growth of 4.9% and organic growth of 6.5%. All business lines (licences, maintenance and services) contributed to this performance.

1 st half						
€m	2011 ¹	2010 Reported	2010 Pro forma ²	Total growth	Organic growth ²	
1 st quarter	47.3	43.8	44.3	8.0%	7.0%	
2 nd quarter	52.7	51.5	49.7	2.4%	6.1%	
Axway	100.0	95.3	93.9	4.9%	6.5%	

Comments on business activity

Revenue for the first half of 2011 came in at a healthy €100.0 million, representing total growth of 4.9% and organic growth of 6.5%. Sales remained strong in the second quarter with 6.1% organic growth, despite a particularly high comparison basis in 2010. Sales volumes remained buoyant in all sectors in which the company operates.

While business proved to be robust in North America, the company faced a more challenging economic climate in Europe (particularly France and Germany) in the second quarter. However the company's European clients remain active and their orders are likely to be finalised in the second half.

Strategy & Outlook

The Group's strategy aims to develop a leadership position in Business Interaction Networks by supplying large companies and organisations with software platforms for managing electronic data exchanges with their ecosystems.

Axway confirms its target of positive organic growth for 2011 and expects that its operating margin will at least remain stable for the full year.

¹ For Q1 2011, adjusted to account for the spin-off of Axway businesses from those of Sopra Group.

² At constant exchange rates and group structure.

Financial calendar

Wednesday, 31 August 2011 after the stock market close: Publication of 2011 interim results.

Thursday, 1 September 2011 at 2:30 pm: Analysts' meeting at Hotel Meurice in Paris.

About Axway

Axway (NYSE Euronext: AXW), the Business Interaction Networks company, is a software and services company registered in France with headquarters in Phoenix, Arizona (USA). Established in 2001, Axway serves more than 11,000 organisations in 100 countries, with offices around the globe. Our award-winning products, solutions and services enable the business-critical transactions required to accelerate performance within and among enterprises – while providing management, security and governance on interactions throughout business networks. Axway's industry-leading offerings include: business-to-business integration, managed file transfer, secure email, business operations monitoring, process management and identity validation solutions, as well as professional and managed services, cloud solutions, and Software-as-a-Service. More information is available at www.axway.com.

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