

Conference Call



FEBRUARY 2019

CYBER-SECURITY
AND GOVERNANCE
SOLUTIONS FOR
INFORMATION SYSTEM
ACCESS



WALLIX
TRACE, AUDIT & TRUST



YOUR CONTACTS



Jean-Noël de Galzain

Founder and Chairman of the Management Board

Founder of **Aurora**, a services company sold to Business & Decision in 2003

Founding Chairman of the HEXATRUST club

Vice-Chairman of the Systematic Paris-Region business cluster

HEXATRUST
CLOUD CONFIDENCE & CYBERSECURITY

Systematic
Paris Region Digital Ecosystem



Amaury Rosset

Co-founder and Chief Financial Officer

Four years with **Hachette Filipacchi Medias** as financial controller, Asia-Pacific project manager (based in Hong Kong) and then associate publisher for the Group's Hong Kong and Chinese editions

Founder of multimedia communications agency **XLAB**



WALLIX IN A NUTSHELL

Cyber security software developer

770+ clients

55 countries

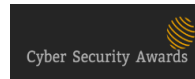
12,6 revenue in 2018

127 Employees

ALLIX
EURONEXT
GROWTH

Specialist in
Privileged Access
Management

Supporting Information System security governance and protecting strategic content and assets



TECH40





01

FIRST HALF 2018 HIGHLIGHTS

WALLiX
TRACE, AUDIT & TRUST



CYBER-SECURITY AND GOVERNANCE SOLUTIONS FOR INFORMATION SYSTEMS ACCESS



2018: KEY FIGURES

€12.6m

CONSOLIDATED REVENUE

+53%

INTERNATIONAL GROWTH

+53%

INCREASE IN WORKFORCE SIZE
127 EMPLOYEES AT 31.12.2018

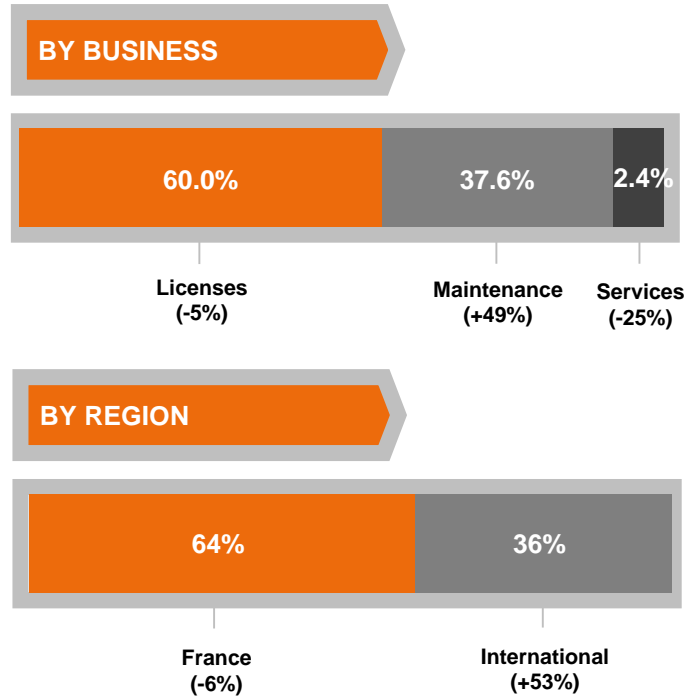
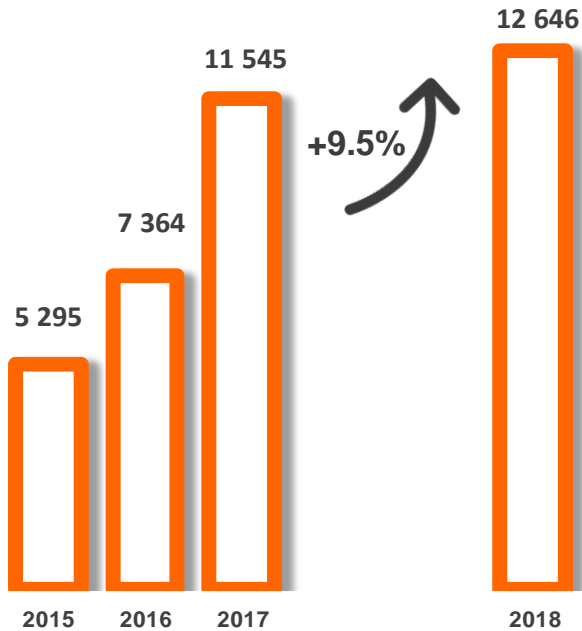
up €35m

INCREASE IN NET CASH
INCLUDING 34,1m FOR CAPITAL INCREASE



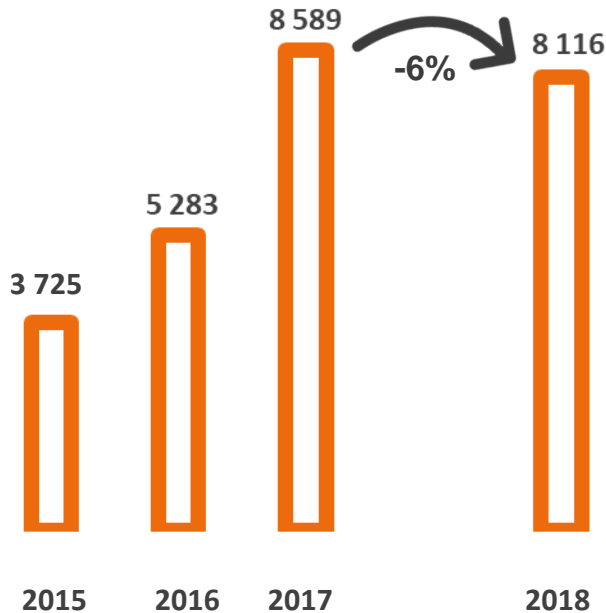
ANALYSIS OF FY 2018 REVENUE

French GAAP
Revenues (€000)





THE ACTIVITY IN FRANCE IS BEING RADICALLY OVERHAULED



Highlights

A market shift with people becoming aware of the impact of GDPR and NIS

Fewer one-off orders

Multi-year master agreements are being instituted with the major groups

Renewal of the UGAP contract

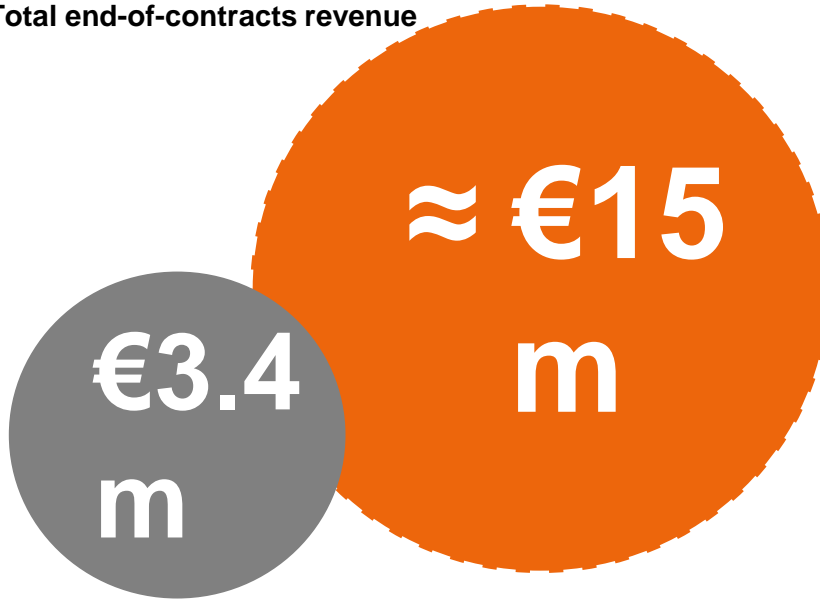
+81

**new customers
in France**



MAJOR GROUPS ARE GATHERING MOMENTUM

Revenue generated in 2018 v.
Total end-of-contracts revenue



2018 revenue **3-Year commercial potential**



Higher medium-term volumes



More recurrent business

WINNING OF SEVERAL MASTER AGREEMENTS AND BID CALLS

Contracts providing for several orders spread over time

Consolidation of the relationship between WALLIX and its major customers

A secure volume of business covering future financial years

14 contracts including 4 CAC 40 companies and 3 with major actors of the public sector

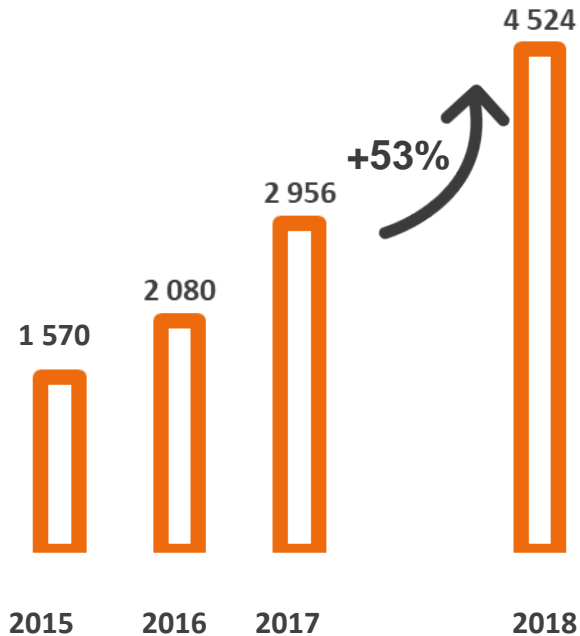
RENEWAL OF THE UGAP CONTRACT

The leading central buying agency for public-sector operators

Bid call awarded to WALLIX,
The exclusive supplier to privileged accounts



French GAAP



Highlights

Deployment in DACH + EASTERN
Recruitment of 12 staff

Contract signed with a major actor of distribution in the Middle East

Starting up in the United States
Setting up an office in Boston
A 5-person team

+118

**new customers
abroad**



02

Focus on investment



CYBER-SECURITY AND GOVERNANCE SOLUTIONS FOR INFORMATION SYSTEMS ACCESS



WORKFORCE BOOSTED TO DRIVE LONG-TERM GROWTH

Average annual headcount



Most recent hires

- Sales teams (+18) of which Abroad
- Management Committee (+2)



DIDIER COHEN
STRATEGY DIRECTOR

2018




DELPHINE SCHOFFLER DEVEVEY
HUMAN RESOURCES DIRECTOR

2018




STEFAN RABBEN
DACH* SALES DIRECTOR

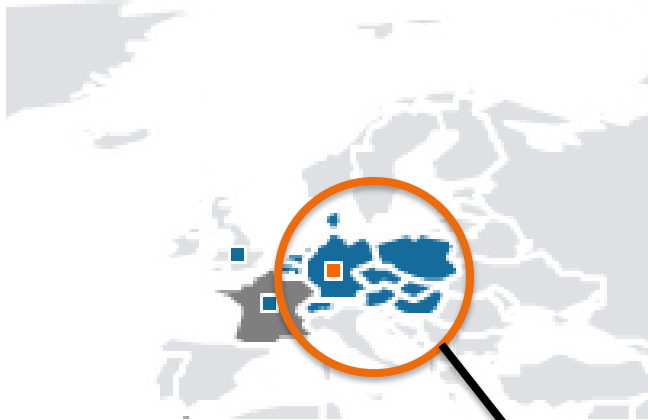
2018



* Germany, Austria and central Europe



INTERNATIONAL EXPANSION: DACH/EASTERN



GLOBAL TARGET MARKET

≈20%

2017

≈80%

2021

Munich:

Sales office covering
DACH/EASTERN zone

A dedicated team
currently numbering 12 persons

1 Sales Director

6 Sales

3 pre-Sales

2 Channel managers



INTERNATIONAL EXPANSION: NORTH AMERICA



Boston:

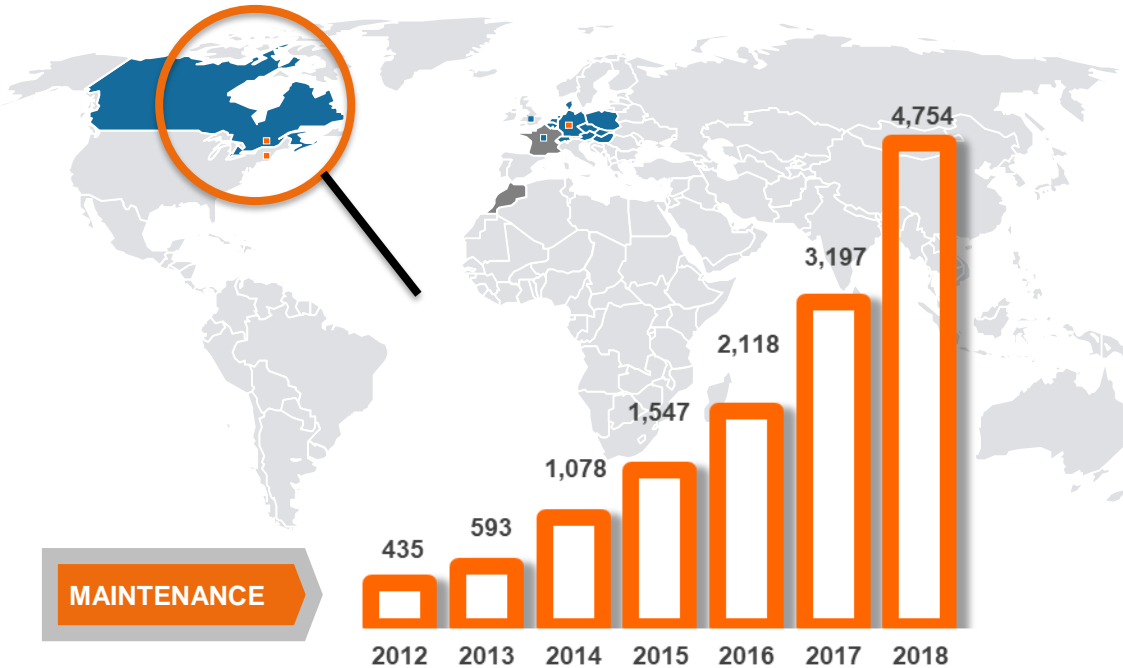
Sales office covering North America

A dedicated team currently numbering some 6 persons:

- 1 VP Sales
- 3 Sales
- 1 pre-Sales
- 1 Channel manager



SETTING UP A CUSTOMER SUCCESS TEAM



MAINTENANCE

Paris & Montreal:

Office dedicated to customer support

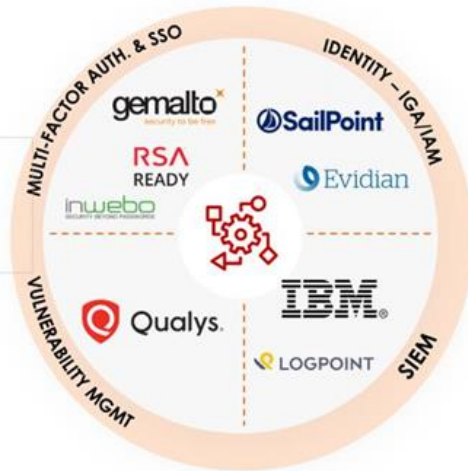
24/7 support services for all Group clients (Europe and US)

A Customer Success team numbering 17 persons
2 offices: Paris and Montreal

MAINTENANCE = GROWTH & RECURRING BUSINESS



SETTING-UP OF THE WIDE-RANGING ALLIANCE PROGRAM



Alliance strategy:

Setting up a dedicated 6-person team: stepping up the offer and accelerating the commercial deployment

14 alliances have already been made: Gemalto, IBM, Sailpoint

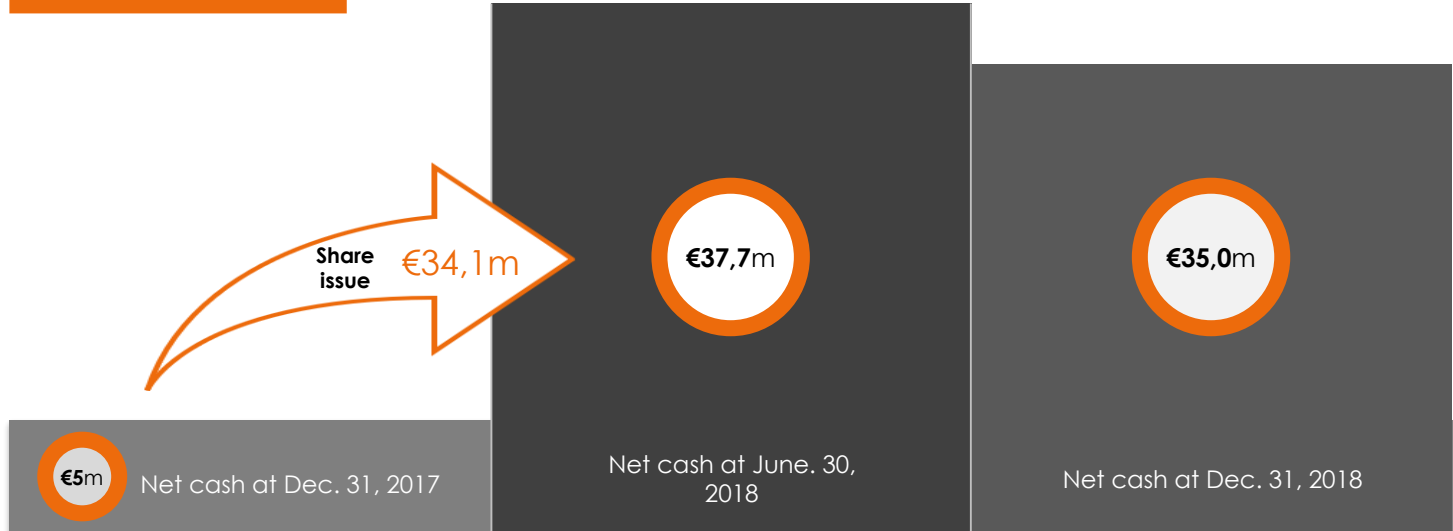
An objective of 80 partners by 2021

POSITION THE WALLIX SOLUTION IN GLOBAL OFFERS



CONTROLLED CASH CONSUMPTION NOTWITHSTANDING INVESTMENT

Consolidated data, in €000
French GAAP





03

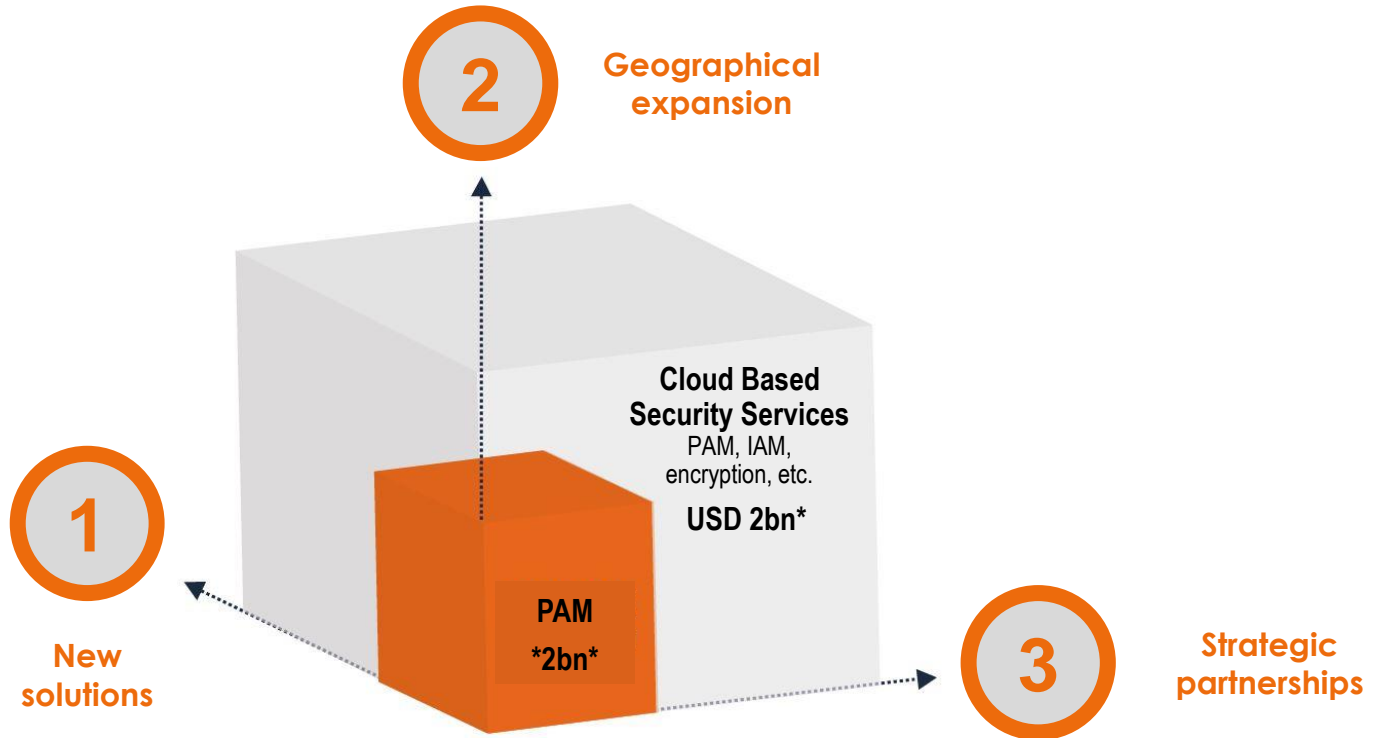
Outlook



CYBER-SECURITY AND GOVERNANCE SOLUTIONS FOR INFORMATION SYSTEMS ACCESS



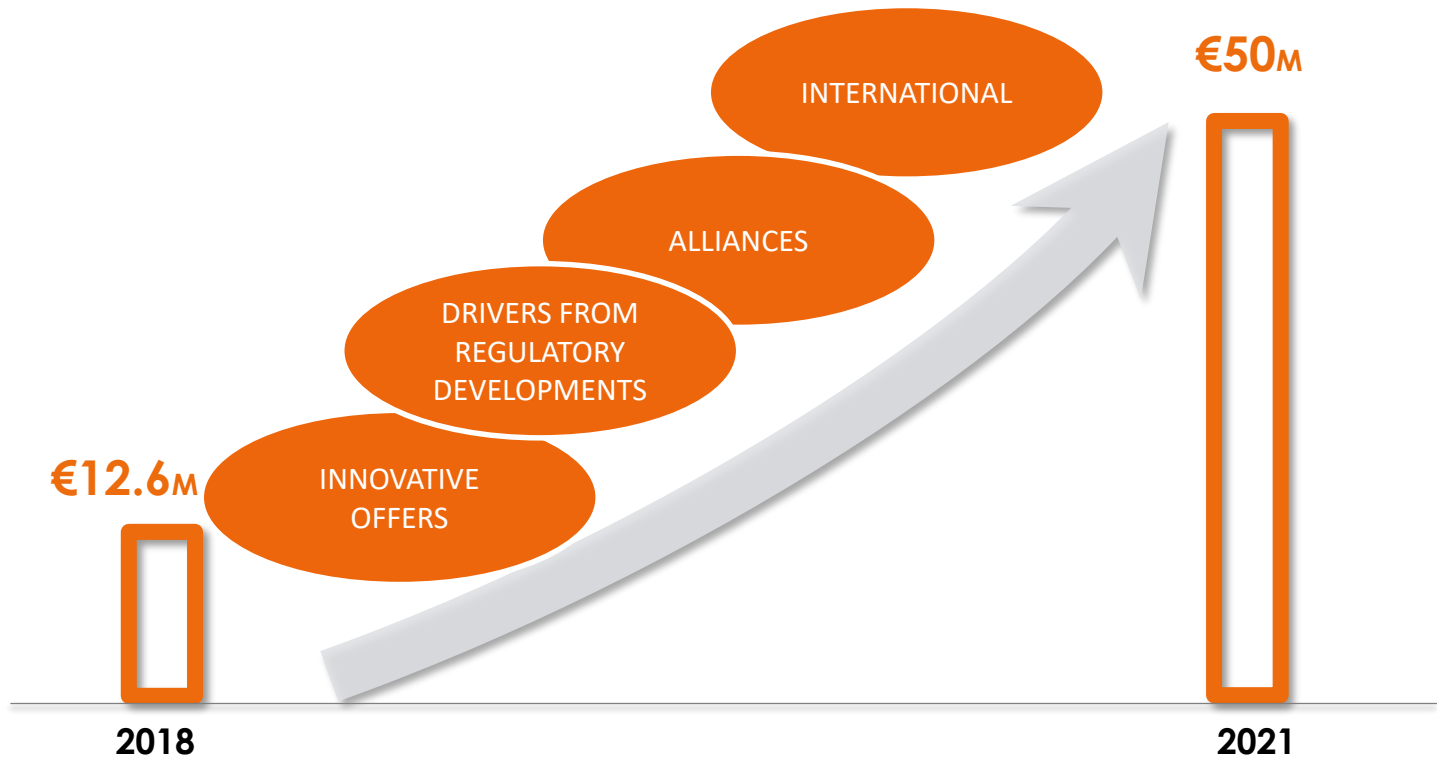
EXTENSION OF OFFERING AND PARTNERSHIPS TO DRIVE DEPLOYMENT IN CLOUD BASED SECURITY SERVICES



* Market size in 2021



GROWTH DRIVERS WITH CONTINUING MOMENTUM





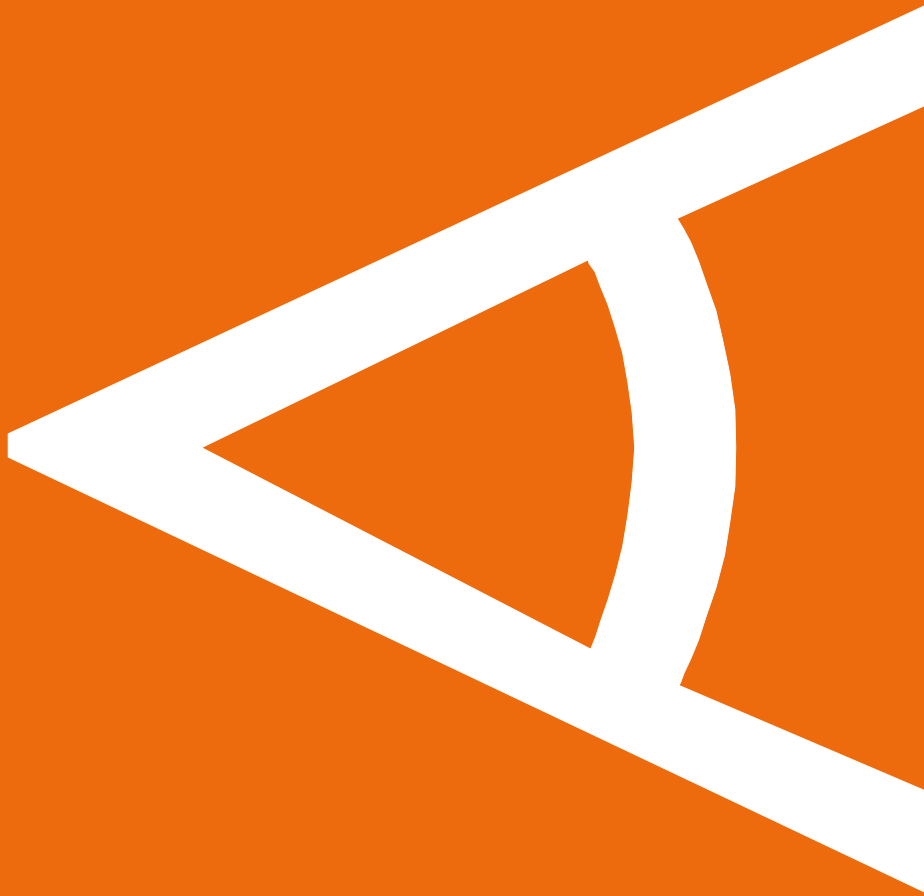
STARTING IN 2019, A RETURN TO GROWTH IN LINE WITH THE AMBITION OF THE WALLIX 2021 OBJECTIVE

Revenue

€12.6
m
2018

Robust
growth
2019

>€50_m
2021e



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