

Conference Call



July 2019

CYBERSECURITY
AND GOVERNANCE
SOLUTIONS FOR
INFORMATION SYSTEMS
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 business 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 NUMBERS



Bastion technologies developer for Privileged Access Management



980+ clients



Several big fundraisings totalling **€53m**



Operating in **55 countries**



€12.6m
2018 revenues



160
distributors

ALLIX

**EURONEXT
GROWTH**

**Forbes
Futur40**



01

H1 2019
HIGHLIGHTS

WALLiX
TRACE, AUDIT & TRUST



CYBERSECURITY AND GOVERNANCE SOLUTIONS FOR INFORMATION SYSTEMS ACCESS



KEY POINTS



● **35% GROWTH**



● **OUTLET: NEW DISTRIBUTORS IN KEY REGIONS**



● **OUTLET: BASTION MULTISITES, DEVOPS, CLOUD BASED SECURITY SERVICES**

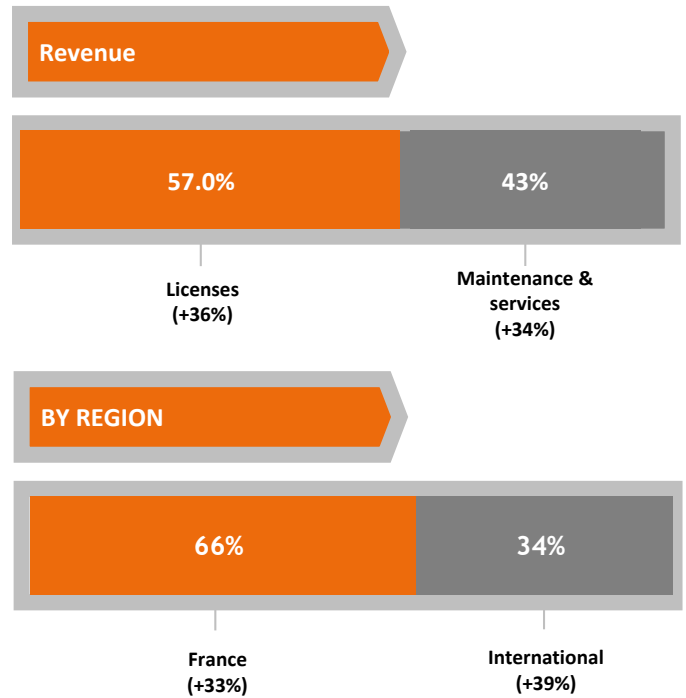
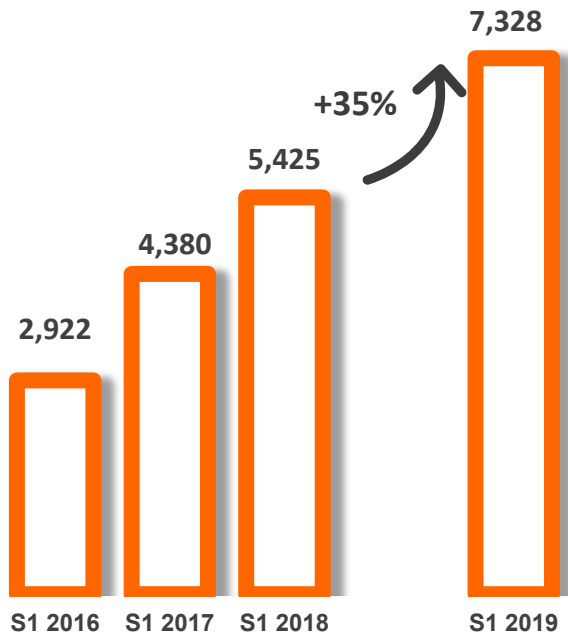


● **EXTERNAL GROWTH: TWO STRATEGIC ACQUISITIONS**

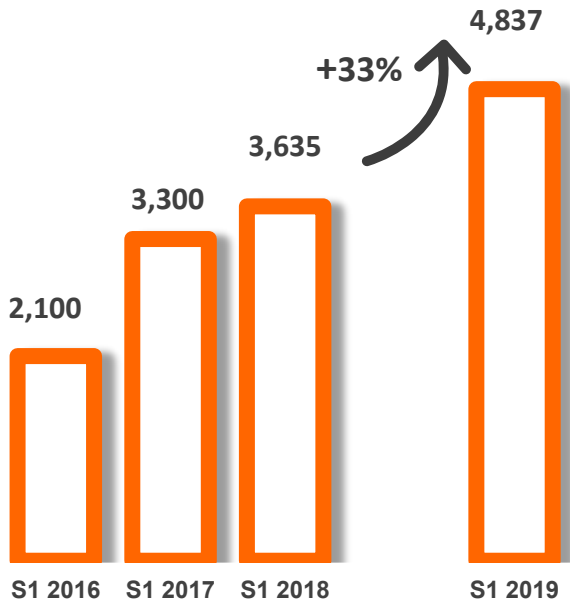


2019 REVENUE BREAKDOWN

French GAAP
Revenues (€000)



RESUMPTION IN RAPID GROWTH IN FRANCE



Highlights

1st orders from multi-year agreements with large companies

Big and well known **aerospace & defense clients won**

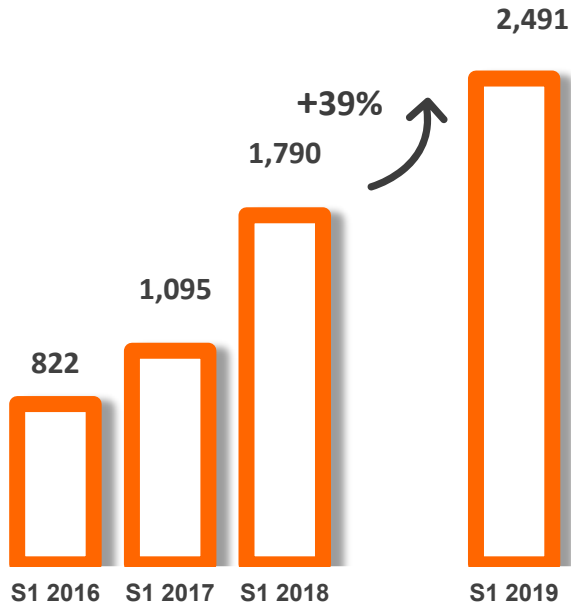
Resumption of buoyant public sector order entry since the UGAP contract was renewed

+70

**new clients
in France**



INTERNATIONAL



Highlights

Ongoing roll-out in DACH + EASTERN

Munich office opened, new contracts in the region

New distributors in key regions signed up

Germany-based Infinigate, UK-based E92, Middle East-based Credence, Eastern Europe-based Comguard

Boston USA office opening

Bastion presentation at the RSA conference

+141

new international clients



FINELY TUNED MANAGEMENT OF CASH AND CAPITAL EXPENDITURE

Consolidated data, €m
French GAAP



€3m 5-year bank loan (signed July 2019)

- Optimize balance sheet structure
- Take advantage of low interest rates
- Increase cash for acquisitions



02

H1 ACHIEVEMENTS



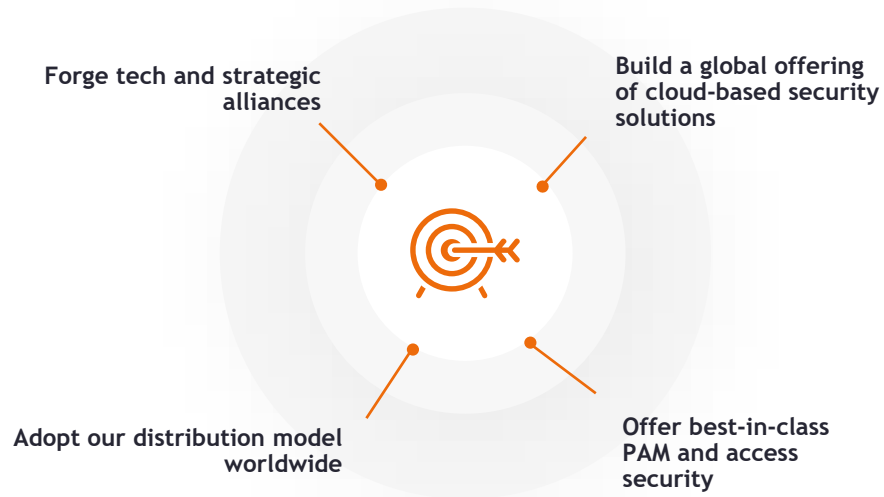
CYBERSECURITY AND GOVERNANCE SOLUTIONS FOR INFORMATION SYSTEMS ACCESS



BECOME A EUROPEAN LEADER ON THE WORLD CYBERSECURITY MARKET



ACCESS - IDENTITY - DATA



SECURE CORPORATE DIGITAL TRANSFORMATIONS

NEW HIRES BASED ON STRATEGIC PRIORITIES

Period-end headcount



Most recent hires

- Sales and marketing (+9)



JEAN-MARC GUYOT
 VP ENGINEERING
 CLOUD-BASED SECURITY SERVICES

H1
2019



MARK DE SIMONE
 VP BUSINESS DEVELOPMENT AND ALLIANCES

H1
2019



JEAN-PIERRE BARRÉ
 PUBLIC SECTOR MANAGER

H1
2019



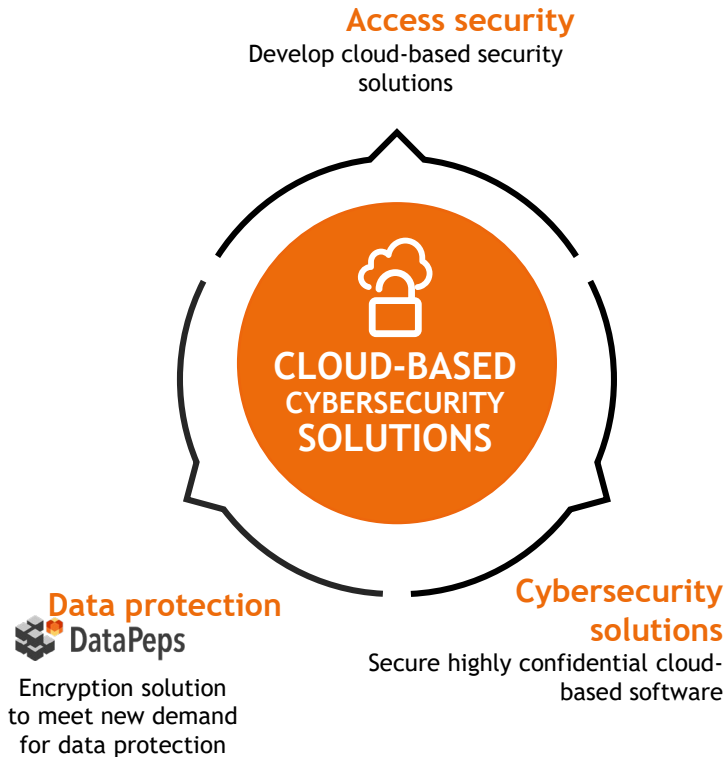


2019 PRODUCT ROADMAP ON TRACK



RENNES DEVELOPMENT CENTER OPENED

Working on cloud-based security services



Rennes Cloud Center formerly opened

- The R&D center will eventually house 20 engineers
- An experienced manager
 - ✓ XTelecom, 20 years software tech experience
- A leading cybersecurity Rennes business community
- Wallix will take on a unifying role

TRUSTELEM ACQUISITION



Trustelem

Secure and streamline access to cloud-based applications



Identity as a Service Solution (IDaaS) to manage and control access:

- Unique authentication applications (Single Sign-On - SSO)
- Multi-factor authentication - MFA - application

HIGHLY PROMISING TECH ACQUISITION

- Expand the offering to strategic fields
 - ✓ First step towards the IAM market
 - ✓ New paradigm shift to adopting cloud-based security services
 - ✓ Wallix users expand as new features are adopted
- State-of-the-art competitive solution
 - ✓ A native SaaS solution
 - ✓ User-friendly adoption and low TCO
- Terms
 - ✓ Entirely cash price of €1m for 100% of the equity with potential price supplement

TRUSTELEM ACQUISITION

SIMARKS

PROTECTION
against
ANY TYPE OF MALWARE,
current or future


*Real implementation of
the Principle of Least
Privilege (POLP) in
Microsoft Windows
environments.*

 **BestSafe**
SIMARKS Security
Management
technology
at the process level

+

 **SDM**
SIMARKS technology for
Application
Deployment

=

 **SIMARKS
Suite**
SDM

PEDM¹ solution to manage and control access

- Raise user privileges at endpoint on demand
- Protect users against threats like ransomware and malware

SECURE WORKSTATIONS

- Bastion package expanded to PEDM
 - ✓ Bastion package takes on board a solution to secure workstations
 - ✓ One of the most demanded latest priorities among customers
 - ✓ A WALLIX state-of-the-art PAM package
- A way into Spanish and Spanish-speaking markets
 - ✓ Key account prospects in Spain
 - ✓ Sales leads in Latin America
- Terms
 - ✓ Entirely cash price of €1.3m with potential price supplement

¹PRIVILEGED ELEVATION AND DELAGATION MANAGEMENT



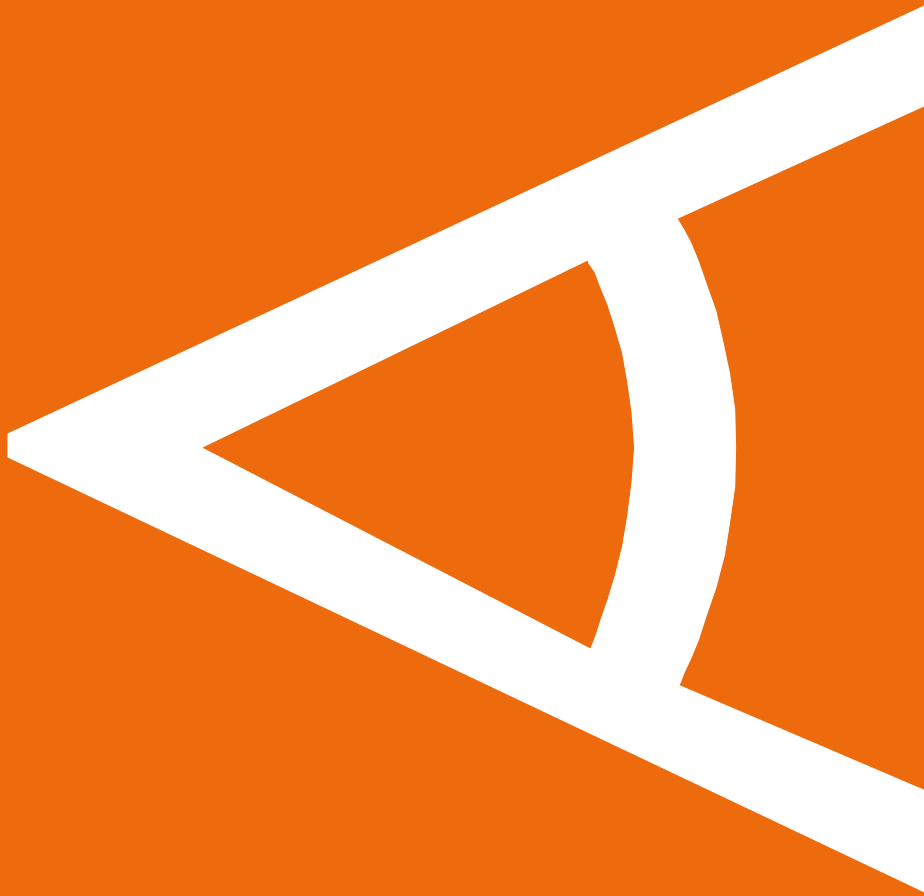
CAP MAINTAINED AT €50 MILLION IN SALES IN 2021

Revenues

€12.6m
2018

Solid
growth
2019

>€50m
2021e



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