



SOLUTION
DE CYBER-SÉCURITÉ
ET DE GOUVERNANCE
DES ACCÈS AU SYSTÈME
D'INFORMATION



WALLIX
TRACE, AUDIT & TRUST

Paris, 06/04/2017

2016 RESULTS: ACCELERATION IN GROWTH DRIVEN BY A CONTROLLED INCREASE IN INVESTMENT

- 50%+ GROWTH IN SOFTWARE SALES
- 70+ EMPLOYEES (+18%), STRENGTHENING OF TOP AND MIDDLE MANAGEMENT TEAMS
- €6 MILLION IN CASH ASSETS IN LINE WITH THE DEVELOPMENT ROADMAP
- NEW ACCELERATION EXPECTED IN 2017 THANKS TO THE SUCCESS OF WAB SUITE

WALLIX GROUP, a software company providing cyber security and governance solutions for information systems access, has published its results for the financial year ended December 31, 2016.

Audited figures* (in thousands of euros)	2015	2016
Turnover	5,295	7,364
Other operating income (capitalized production, subsidies, etc.)	2,356	2,878
Total operating income	7,651	10,242
Total operating costs	(8,725)	(12,007)
Operating profit	(1,074)	(1,765)
Net profit	(1,113)	(1,683)

* The consolidated financial statements were approved by the Management Board on March 29, 2017. The accounts have been audited and the certification report will be issued following the completion of the procedures required for the publication of the annual financial report. The 2016 consolidated financial statements are available on the company's website: www.wallix.com.

Jean-Noël de Galzain, Chairman of the WALLIX GROUP Management Board, said: "Our 2016 financial statements show our ability to accelerate growth and capitalize on the strong momentum in the cyber security market in Europe Middle East and Africa. But this is just the beginning of the story. Today's increasingly strict regulations and digital transformation are forcing major companies to make the protection of their sensitive infrastructures and the personal data a strategic priority. At the same time, we



have raised our offer with the WAB Suite which enables us the access to the top end of the market on larger and multi annual projects. Our ANSSI certified WAB Suite software remains the reference solution for French and European NIS¹ & GDPR regulated companies, which strengthens WALLIX's position in its domestic market. Thus our investments in Europe, the Middle East and Africa's operations in 2016 should see this dynamic spread throughout the whole region. With a strong execution plan for 2015-2018 and driven by this market's dynamic, we are confident that WALLIX will continue to grow to become a European leader in cyber security."

STRONG INCREASE IN YEARLY TURNOVER OF 39%

2016 was marked by a new acceleration in growth for WALLIX GROUP, with turnover up 39% to €7,364 thousand (versus 33% in 2015). This performance was driven by the core Software business (53% growth versus 31% in 2015) in line with Group forecasts.

With an increasingly diverse portfolio of clients, which now has more than 420 active accounts versus 300 in 2015, WALLIX GROUP enjoyed another year of strong organic growth in 2016.

YEARLY RESULTS IN LINE WITH THE DEVELOPMENT ROADMAP

To maintain the pace of growth, WALLIX GROUP continued to implement its human resources development plan, hiring 11 new employees in 2016 (after 20 net hires in 2015) to bring the total workforce to 71 employees. In order to increase its visibility and market position in Europe, WALLIX GROUP has reinforced its top & middle management, appointing Edwige Brossard as VP Product Marketing, Philippe Guerber as Channel Manager for Western & Southern Europe, Markus Westphal as VP Sales for Central and Eastern Europe and Henri Binsztok as VP Cloud Products.

The Group has also upped its marketing investments to accompany its network of partner resellers and integrators and develop the Group's notoriety and visibility. At the end of 2016, WALLIX GROUP had more than 140 reseller partners and more than 130 end clients and Wallix Professional Training & Wallix Expert Training certified partner resellers.

This had an automatic impact and resulted in an operating expense of €1,765 thousand for 2016 in line with the roadmap and a Group net loss of €16,683 thousand.

A ROBUST CASH POSITION

Equity for WALLIX Group amounted to €8,927 thousand at end-December 2016 for a gross cash position of €5,938 thousand. Financial borrowings and debt stood at €1,572 thousand, two-thirds of which consisted of loans of one year or longer.

WALLIX has a healthy financial structure that will enable it to comfortably achieve its ambitious development plan.

VERY POSITIVE OUTLOOK FOR 2017 CONFIRMED

WALLIX GROUP is looking forward to a new acceleration in growth in 2017. Its WAB Suite has been on the market for a full year now which means it is able to meet all PAM (*Privileged Access Management*) needs and secure much larger contracts with major corporations. WALLIX currently provides cyber security solutions for 26 SBF120 companies (+5 in 1 year) and signed 13 contracts of over €100,000 in 2016 as against

¹ French Network and Information System Security Agency.



5 in 2015. Average spending has increased by 40% between 2015 and 2016, which reflects the very strong growth in the market.

This impetus is reflected in the number of orders invoiced but not yet booked to turnover (deferred revenue) which amounted to €3 million at the end of 2016, up 59% on the end of 2015.

The prevention of data leakage, compliance with GDPR² regulations & the NIS³ directive, and digital transition are major concerns for companies in Finance & Insurance, Healthcare and industrial sectors, placing WALLIX at the heart of digital investment in the years to come.

Next publication: H1 2017 turnover on 27 July 2017

ABOUT WALLIX

As a software company providing cyber security solutions, WALLIX Group is the European specialist in privileged account governance.

In response to recent regulatory change (NIS/GDPR in Europe and OVI in France) and the cyber security threats affecting all companies today, the Wallix AdminBastion Suite (or WAB Suite) helps users protect their critical IT assets: data, servers, terminals and connected objects. The suite is the first market solution to have been awarded first-level security certification (CSPN) by France's National Cybersecurity Agency (ANSSI) and to fully meet all of the criteria for regulatory compliance.

WALLIX accompanies more than 400 companies and organizations on a day-to-day basis, securing the access to more than 100,000 hardware and software resources. Its solutions are marketed through a network of more than 90 resellers and trained and accredited integrators. Listed on Euronext under the code ALLIX, WALLIX Group is a leader on the PAM market with a strong presence throughout Europe and EMEA. Alain Afflelou, Dassault Aviation, Gulf Air, Maroc Telecom, McDonald's, Michelin, and PSA Peugeot-Citroën trust WALLIX to secure their information systems.

WALLIX AdminBastion Suite was a winner at the 2016 Computing Security Awards and has been rated Best Buy by SC Magazine. The company is a member of BPI Excellence, a champion of the Pôle Systematic Paris Region cluster and a founding member of the Hexatrust grouping of cyber security companies.

ACTUS finance & communication

Natacha Morandi – Investor Relations
+33 (0)1 53 67 36 94 / wallix@actus.fr

ACTUS finance & communication

Nicolas Bouchez – Finance Media Relations
+33 (0)1 53 67 36 74 / nbouchez@actus.fr

Agence Raoul – PR

Mathilde Ozanne – Corporate Media Relations
+33 (0)6 09 99 13 85 / mathilde@agenceraoul.com

² French General Data Protection Regulations

³ Network & Information Security