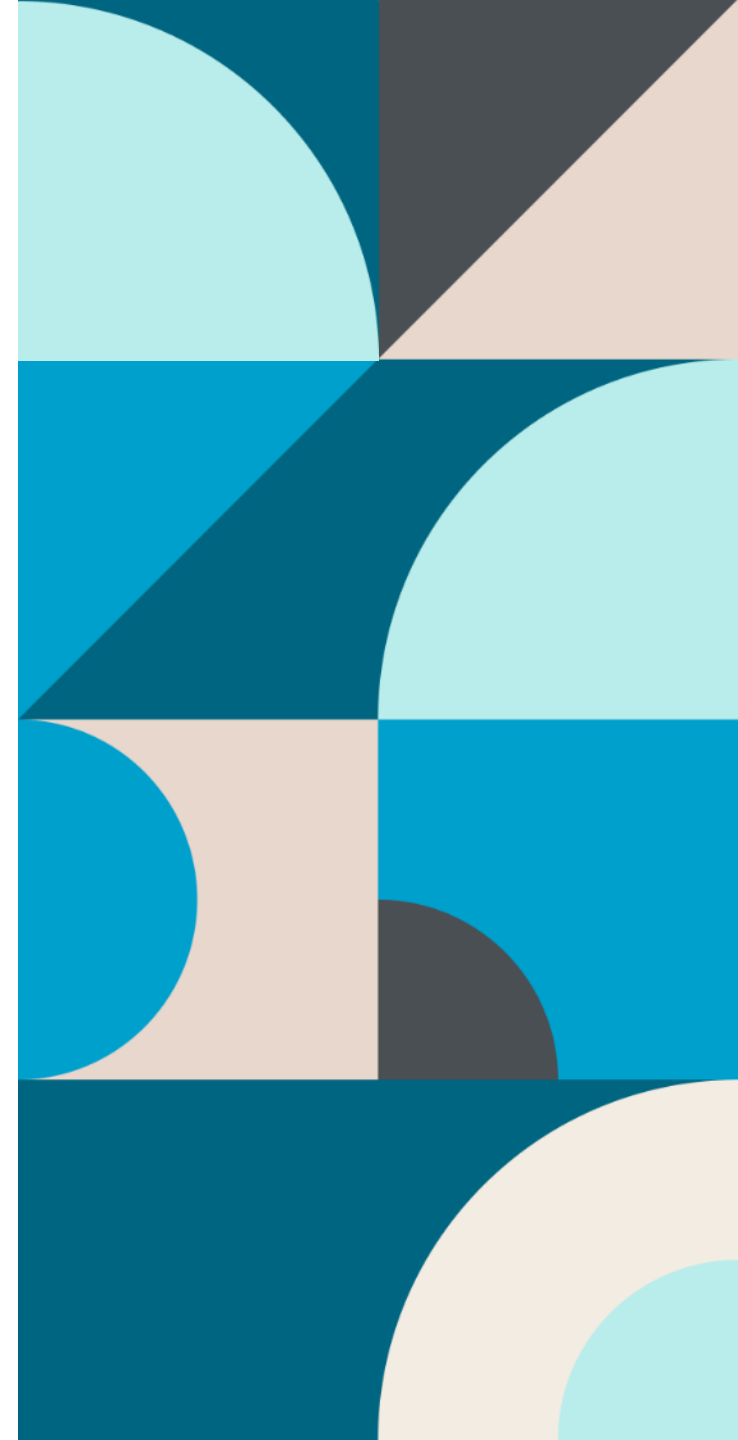




Q3 2024 Revenue

Analyst Conference Call

October 24, 2024



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 Company highlights that contract signatures, which represent investments for customers, are historically more significant in the second half of the year and may therefore have a more or less favourable 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 2023 Universal Registration Document filed with the Autorité des Marchés Financiers on March 24, 2024, as well as in its amendment filed with the Autorité des Marchés Financiers on July 22, 2024.

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Agenda

1

Operational Commentary on Q3 2024

2

SBS Update

3

Looking to Q4 2024 and Beyond

4

Q&A Session



Patrick Donovan
Group CEO



Eric Bierry
Deputy Group CEO



Operational Commentary on Q3 2024



Patrick Donovan
Group CEO



Eric Bierry
Deputy Group CEO



Q3 2024 HIGHLIGHTS



Strong revenue performance year-to-date

Organic Growth of 5.6% for first nine months

MFT momentum continues

Growth in new customers, especially in North American market

Core products continue market leadership

Most recently announced leadership in Gartner 2024 APIM Magic Quadrant



Positive momentum in new Group

Off to good start within the new consolidated perimeter

Good progress on new offerings

SBP Digital Core and SBP Regulatory & Reporting solutions showing early adoption

Sopra Banking Software now SBS

Move following acquisition

Q3 2024 Brands Revenue

AXWAY PERIMETER

Revenue by business line

3 rd Quarter 2024 (€m)	Q3 2024	Q3 2023 Restated*	Q3 2023 Reported	Total Growth	Organic Growth
Subscription	48.4	36.9	37.0	30.8%	31.2%
<i>of which Axway Managed</i>	12.8	11.8	11.9	7.7%	8.3%
<i>of which Customer Managed</i>	35.5	25.0	25.1	41.7%	42.1%
Maintenance	16.8	21.0	21.1	-20.4%	-19.9%
Subtotal - Renewable Contracts	65.2	57.8	58.1	12.1%	12.7%
License	4.1	2.6	2.7	54.4%	55.5%
Services	9.0	8.5	8.6	4.6%	5.4%
Axway Scope	78.3	69.0	69.4	12.8%	13.4%

SBS PERIMETER

Revenue

3 rd Quarter 2024 (€m)	Q3 2024	Q3 2023 Restated*	Q3 2023 Reported	Total Growth	Organic Growth
SBS Scope (1 month)	34.3	28.9	-	-	18.8%

* Revenue at 2024 scope and exchange rates

Q3 & 9M 2024 Group Revenue

AXWAY + SBS

Consolidated revenue

3 rd Quarter 2024 (€m)	Q3 2024	Q3 2023 Restated*	Q3 2023 Reported	Total Growth	Organic Growth
Axway Scope	78.3	69.0	69.4	12.8%	13.4%
SBS Scope (1 month)	34.3	28.9	-	-	18.8%
Intra-Group Operations	-0.1	0.0	-	-	173.8%
Group's Revenue	112.4	97.8	69.4	62.1%	14.9%

YTD - 9 Months 2024 (€m)	9M 2024	9M 2023 Restated*	9M 2023 Reported	Total Growth	Organic Growth
Axway Scope	226.9	214.9	214.8	5.6%	5.6%
SBS Scope (1 month)	34.3	28.9	-	-	18.8%
Intra-Group Operations	-0.1	0.0	-	-	173.8%
Group's Revenue	261.1	243.7	214.8	21.5%	7.1%

* Revenue at 2024 scope and exchange rates

Customer Success as a Company Value

Axway
Net Promoter Score

52

compared with 34*
at end Q3 2023

Axway Managed
Q3 Booking Value Growth

+35%

representing 37% of total
booking value

Axway
New Customers

20%

of booking value
vs. 18% in 9M 2023

** restated to include support surveys in both periods*

SBS Update



Patrick Donovan
Group CEO



Eric Bierry
Deputy Group CEO



Successful launch of SBS integration



A Robust Enterprise Software House



5000
Employees



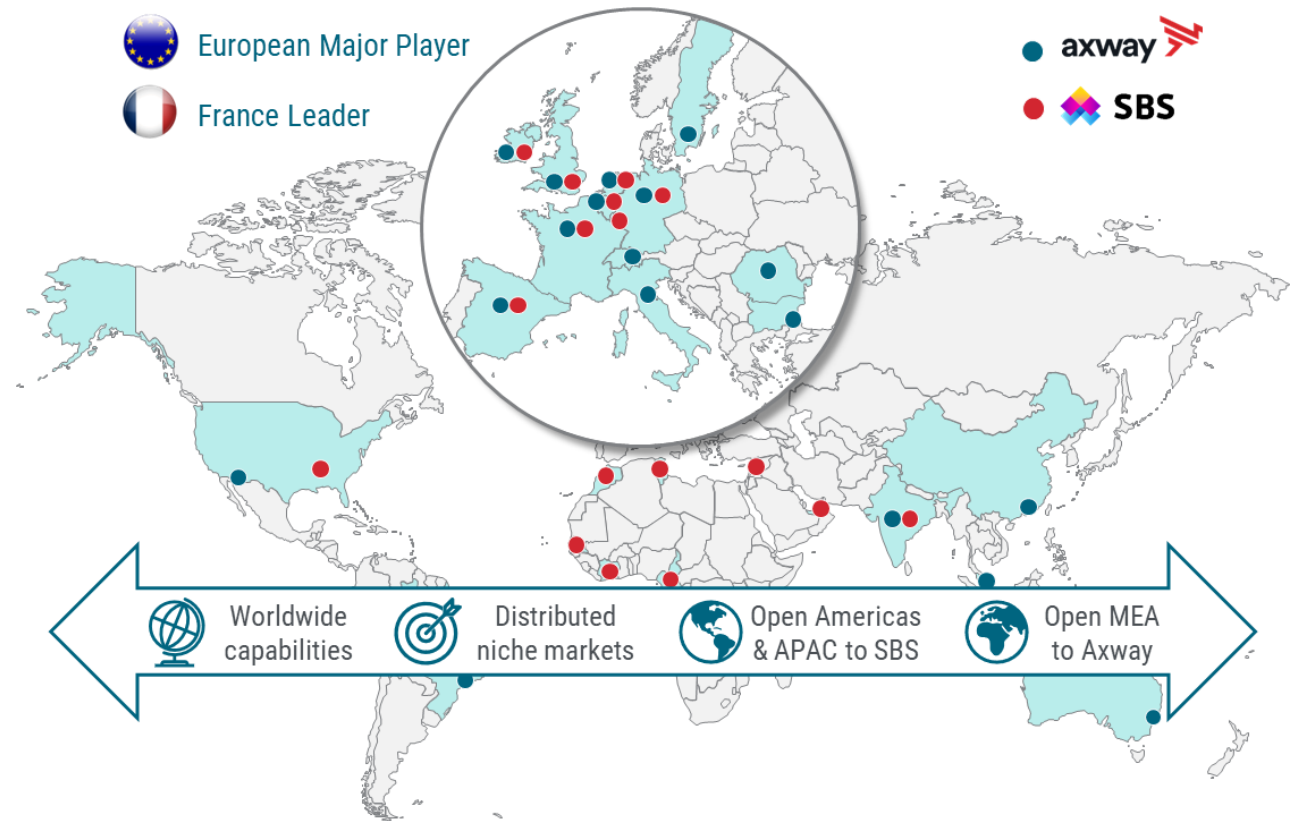
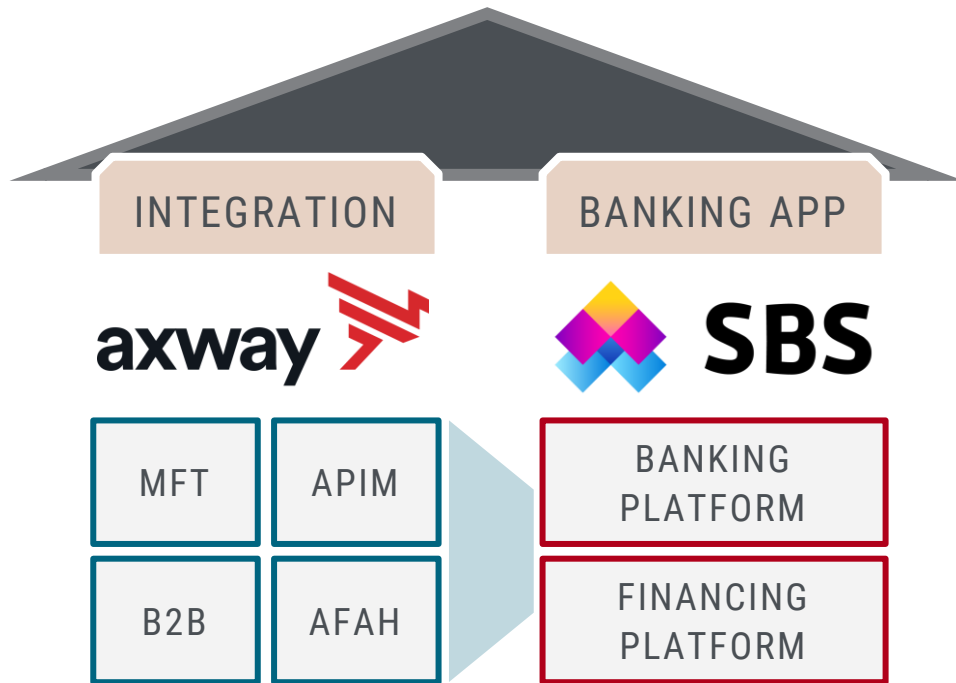
26
Countries



€676m
2023 Proforma Revenue



5th
Enterprise software vendor in France



With Awarded Leading Products



Gartner
Gartner Magic Quadrant
Leader in Full Life Cycle API Management
16 October 2024

FORRESTER®
The Forrester Wave
Leader in API Management Software
1 July 2024


G2 Reports
Leader in API, B2B & MFT
Summer 2024



FORRESTER®
Deal Survey
Ranked 3rd For Combined Deals
2022

OMDIA
Omdia Universe
World Leader for Digital Banking Platforms
2023

 **IBS intelligence**
Global FinTech Perspectives
Sales League Table
1st Worldwide Provider of Lending Solutions
2023

SBS is a Unique Opportunity to Grow Axway's Portfolio



Helping banks and lenders from around the world make financial services accessible to everyone, everywhere, at any time.

650+

Customers

€359m

2023 Carve-out Revenue

80+

Operating Countries

3,600

Employees

16

Locations

SOPRA BANKING PLATFORM

- Customer engagement
- Open banking
- Deposits & savings
- Lending lifecycle
- Payment & cards
- Risk, regulation & reporting



Public Cloud



Hybrid Cloud



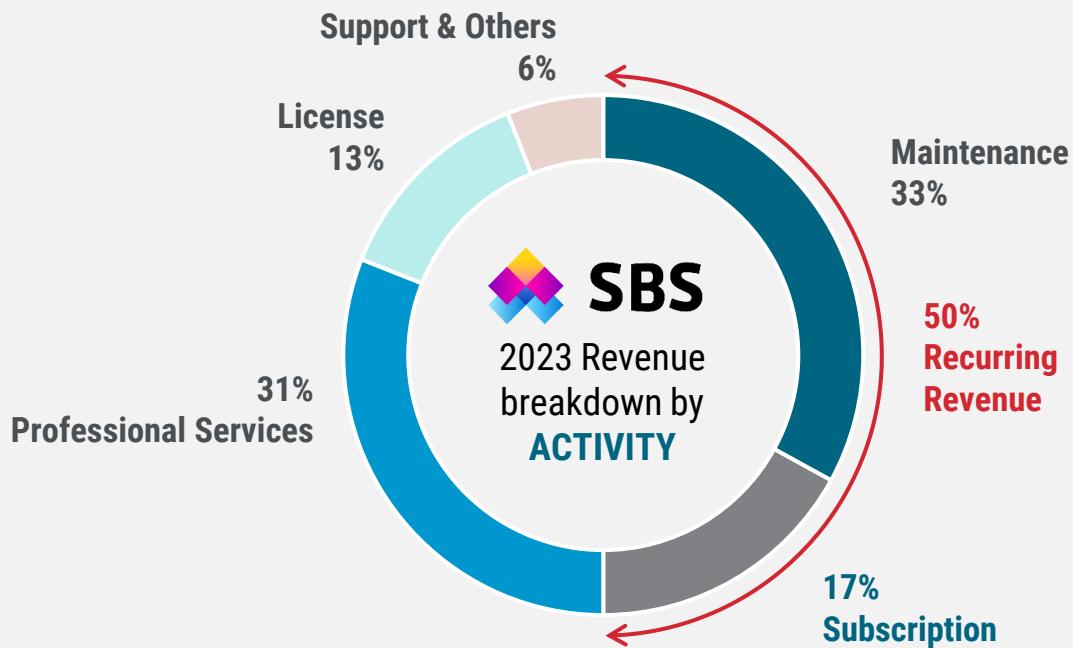
Private Cloud

SOPRA FINANCING PLATFORM

- Auto finance
- Equipment finance
- Commercial lending
- Wholesale finance
- Credit Risk
- Digital Audit

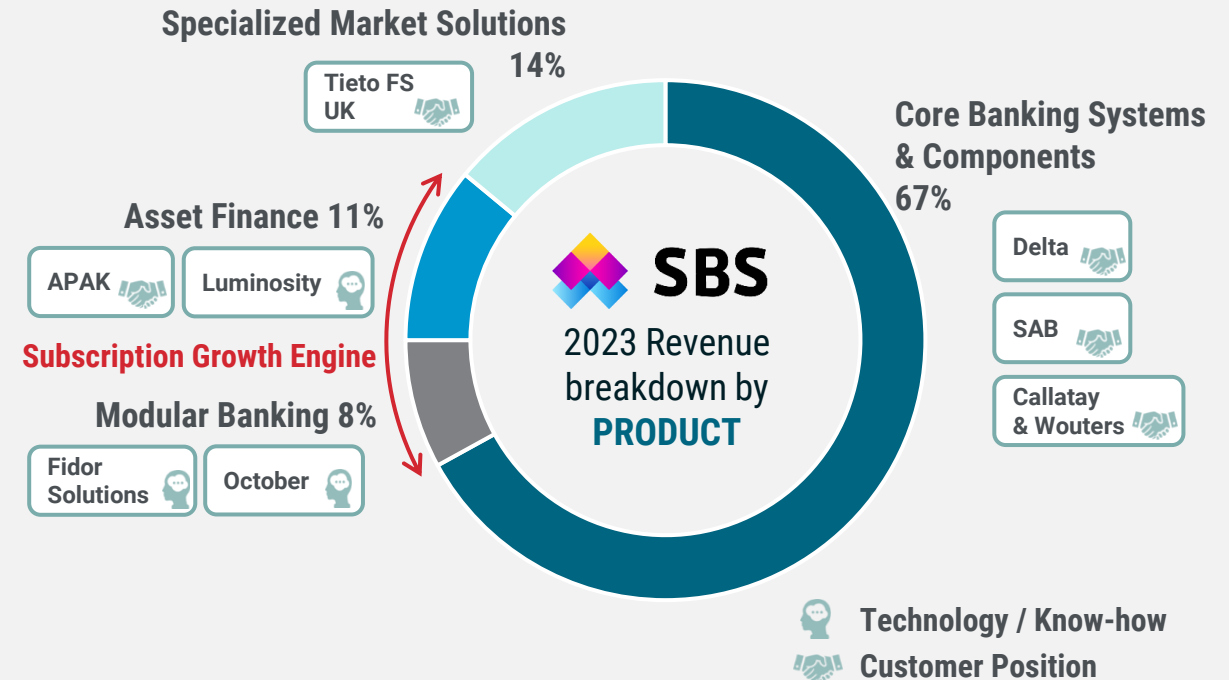
SBS has a Strong Potential for Higher Recurring Revenues

ACCELERATE TRANSITION TO A SUBSCRIPTION MODEL



TARGETING HIGHER RECURRING REVENUE

LEVERAGING POWERFUL BUSINESS UNITS



BUILT ON IN-HOUSE DEVELOPMENT AND M&A



Looking to Q4 2024 & Beyond



Patrick Donovan
Group CEO



A Day-to-day Software House Mindset

AXWAY'S RECENT SUCCESS PILLARS



**Customer Centric,
NPS Driven**



**Agile Portfolio Of
Leading Products**



**Focused R&D,
Sales And Marketing**



**Engaged People,
Efficient Organization**

... AND THE DISCIPLINE IT REQUIRES

**Standardizing
Offers & Products**



**Optimizing R&D, Sales
& Marketing**



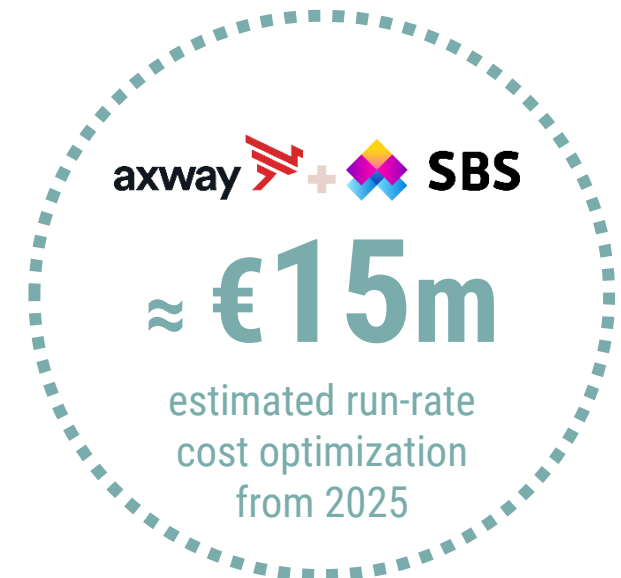
**Rationalizing
Systems & Facilities**



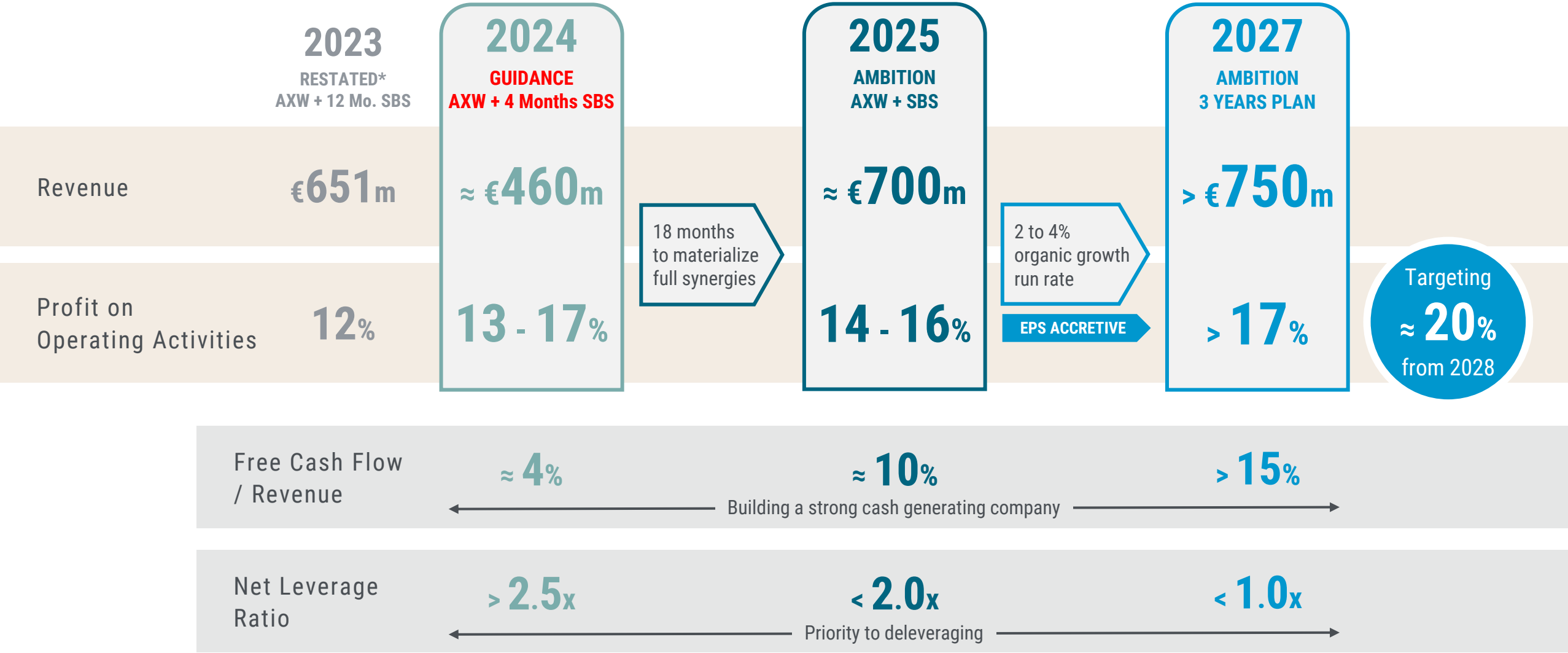
**Centralising
Productivity Functions**



CONTINUOUSLY



Clear Roadmap to Strong Ambitions



*Restated non-recurring items correspond to end-of-contract revenue and intra-group billings with Sopra Steria Group, which have been treated as non-recurring adjusting both Revenue and Profits from Operating Activities 17

Always The Same Ambitions

OUR CUSTOMERS

Delivering brilliant
Customer experience

OUR EMPLOYEES

The place to be

OUR SHAREHOLDERS

Building a predictable,
profitable model

An independent technology provider that sustainably grows enduring value

Capital Allocation Priorities

FOCUS ON DELEVERAGING



< 2.0x
by end-2025

RETURN TO DIVIDEND



As soon as
possible and
appropriate

SHARE BUYBACK



Regular activation
of share buyback
authorizations

Q&A Session

Call +44 (0) 33 0551 0200

or use the chat to ask a question

Next Events

Wednesday, February 26, 2025, after market closing: Publication of 2024 Full-Year Results

Wednesday, February 26, 2025, 6:30 pm (UTC+1): 2024 Full-Year Results Virtual Analyst Conference





Thank you



Alternative Performance Measures

ACV: *Annual Contract Value* – Annual contract value of a subscription agreement.

ARR: *Annual Recurring Revenue* – Expected annual billing amounts from all active maintenance and subscription agreements.

Growth at constant exchange rates: Growth in revenue between the period under review and the prior period restated for exchange rate impacts.

NPS: *Net Promoter Score* – Customer satisfaction and recommendation indicator for a company.

Organic growth: Growth in revenue between the period under review and the prior period, restated for consolidation scope and exchange rate impacts.

Profit on operating activities: Profit from recurring operations adjusted for the non-cash share-based payment expense, as well as the amortization of allocated intangible assets.

Restated revenue: Revenue for the prior year, adjusted for the consolidation scope and exchange rates of the current year.