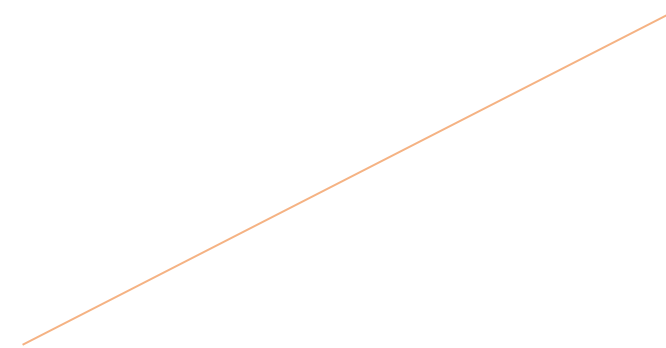


# 2020 Revenue

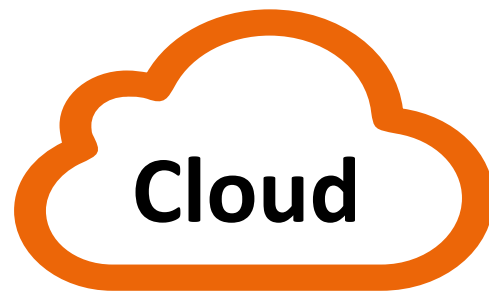
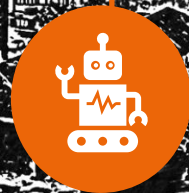
**February 12, 2021**



# Address vulnerabilities created by new digital usages

Automation

Smart Building



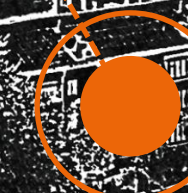
IoT



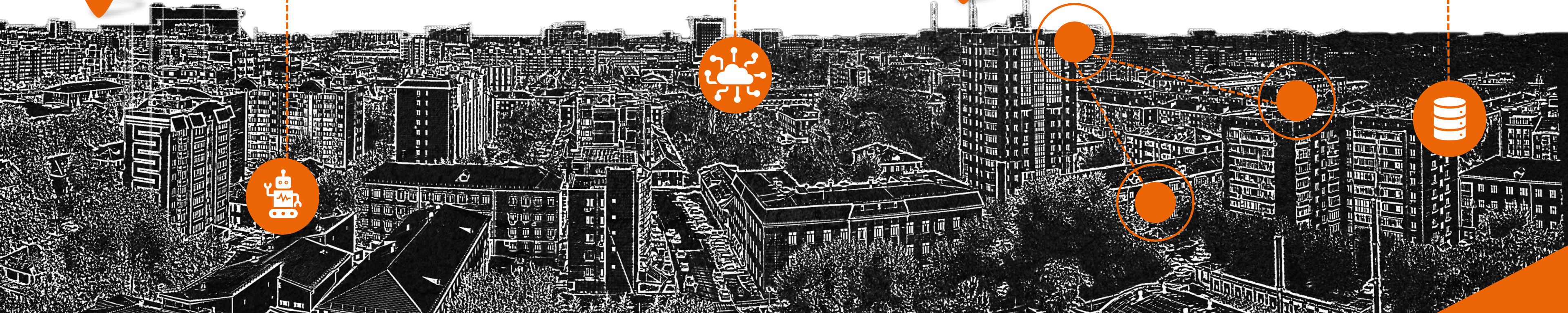
IT to OT security



Remote workers



Devops



# Every business activities are concerned about new attack surface



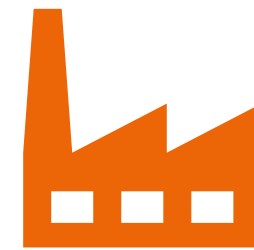
## HEALTHCARE

- Private patient information to resell
- Medical devices are an easy entry point for attackers
- Staff need to access data remotely, opening-up more opportunities for attack
- Healthcare information needs to be open and shareable



## FINANCIAL SERVICES

- Hold huge volumes of personal as well as financial data, which is incredibly valuable for cyber-criminals
- More services being offered online and increasing the risk of data breaches



## MANUFACTURING

- Intellectual property high value
- Historically manufacturers have been concerned with securing their OT not IT
- Manufacturers are a very attractive target for hostile nation state actors



## ENERGY / UTILITIES

- High target for political driver cyber attacks
- The emergence of smart grids, smart devices, and the massive growth of IoT connected devices, rapid digitization of the energy industry has increased the potential attack surfaces

A woman with long blonde hair is sitting at a desk, writing in a spiral notebook. She is wearing a blue top and a watch. The desk is cluttered with papers, a laptop, and a coffee cup. The background is a bright, modern office with large windows. The text is overlaid on the left side of the image.

A SECURE DIGITAL  
TRANSFORMATION FOR  
EVERYONE  
ANYWHERE  
ANYTIME

# The European cybersecurity leader providing **Identity and Access Security** solutions for a secure digital future



**1,300+**  
clients served



**€20m**  
FY 2020 turnover



**180+**  
resellers & integrators



**70+**  
countries



**~200**  
employees



**€23m**  
gross cash

# 2020 Revenue

# 23% BUSINESS GROWTH IN 2020

## STRONG GROWTH MOMENTUM IN H2 (+33%)

Business growth slowed in the first half (+10%)

Impact of COVID 19 on sales activity & Key accounts deployment

## CONTINUED STRONG MOMENTUM ABROAD

Strong growth in Germany-Central Europe, the United Kingdom and Middle East Africa

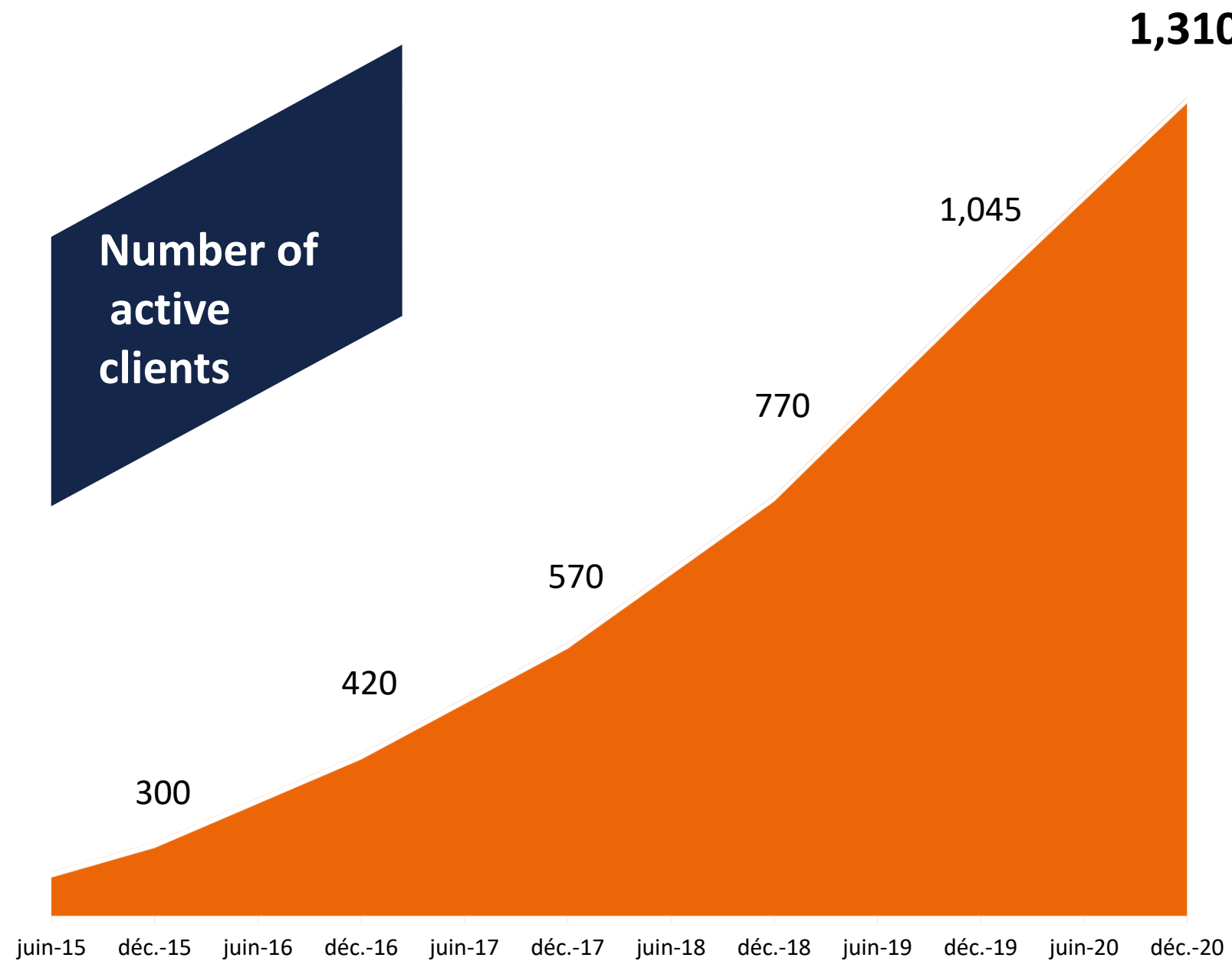
1<sup>st</sup> contract outside France at more than €1 million

## ENRICHMENT OF THE OFFER ON IDENTITY AND ACCESS SECURITY

Portfolio of 4 highly complementary offerings with the launch of WALLIX BestSafe (February 2020) & WALLIX Trustelem (May 2020)

Development of high-potential business solutions in the health and industrial sectors

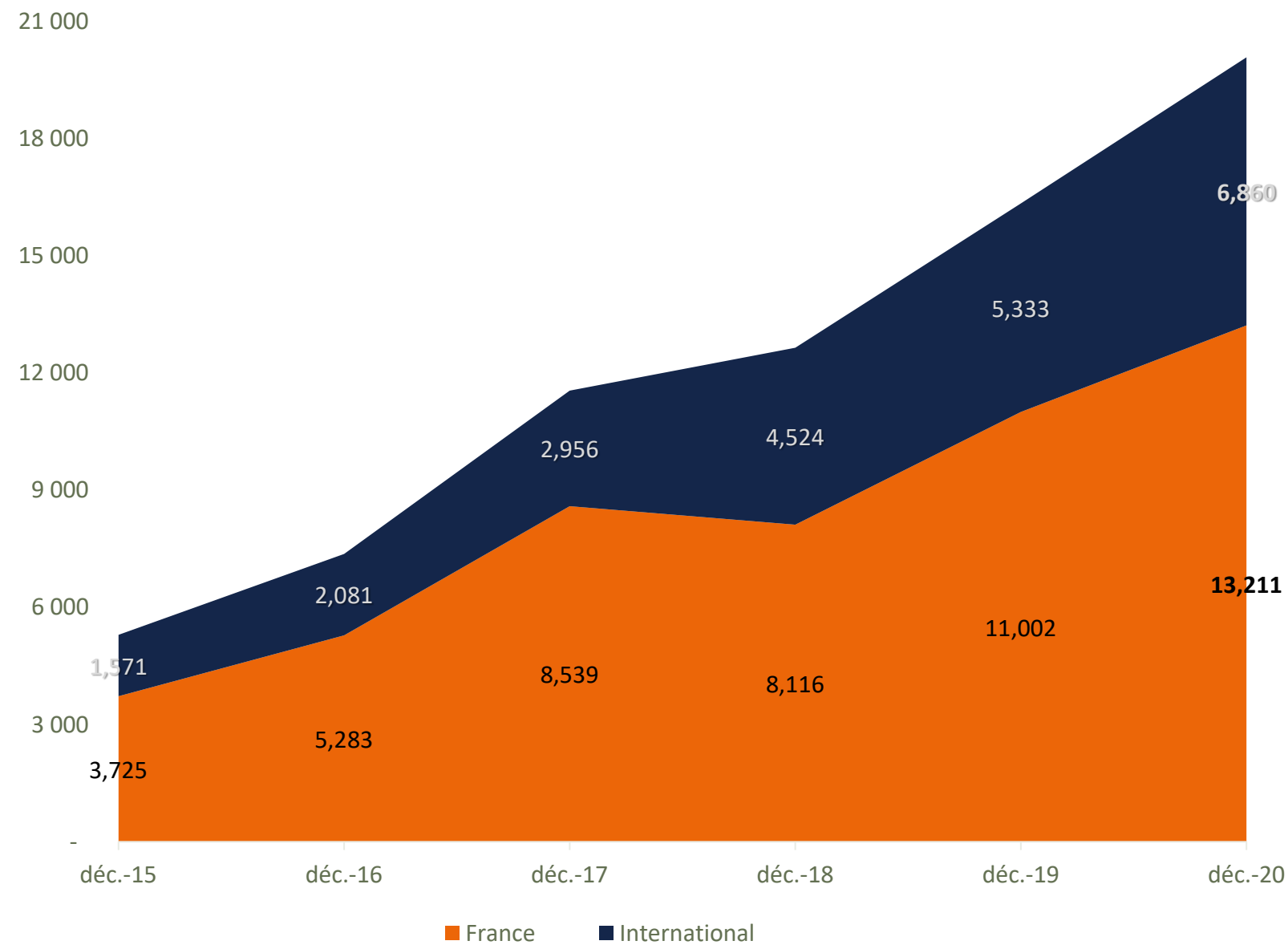
# Continued commercial success



**+265**  
**new clients**  
**in 2020**  
**enlarging the**  
**client base by**  
**+25%**

# Growth in turnover

Unaudited data, €000



**International: €6.9m // +29% vs. 2019**

Investments made are bearing fruits

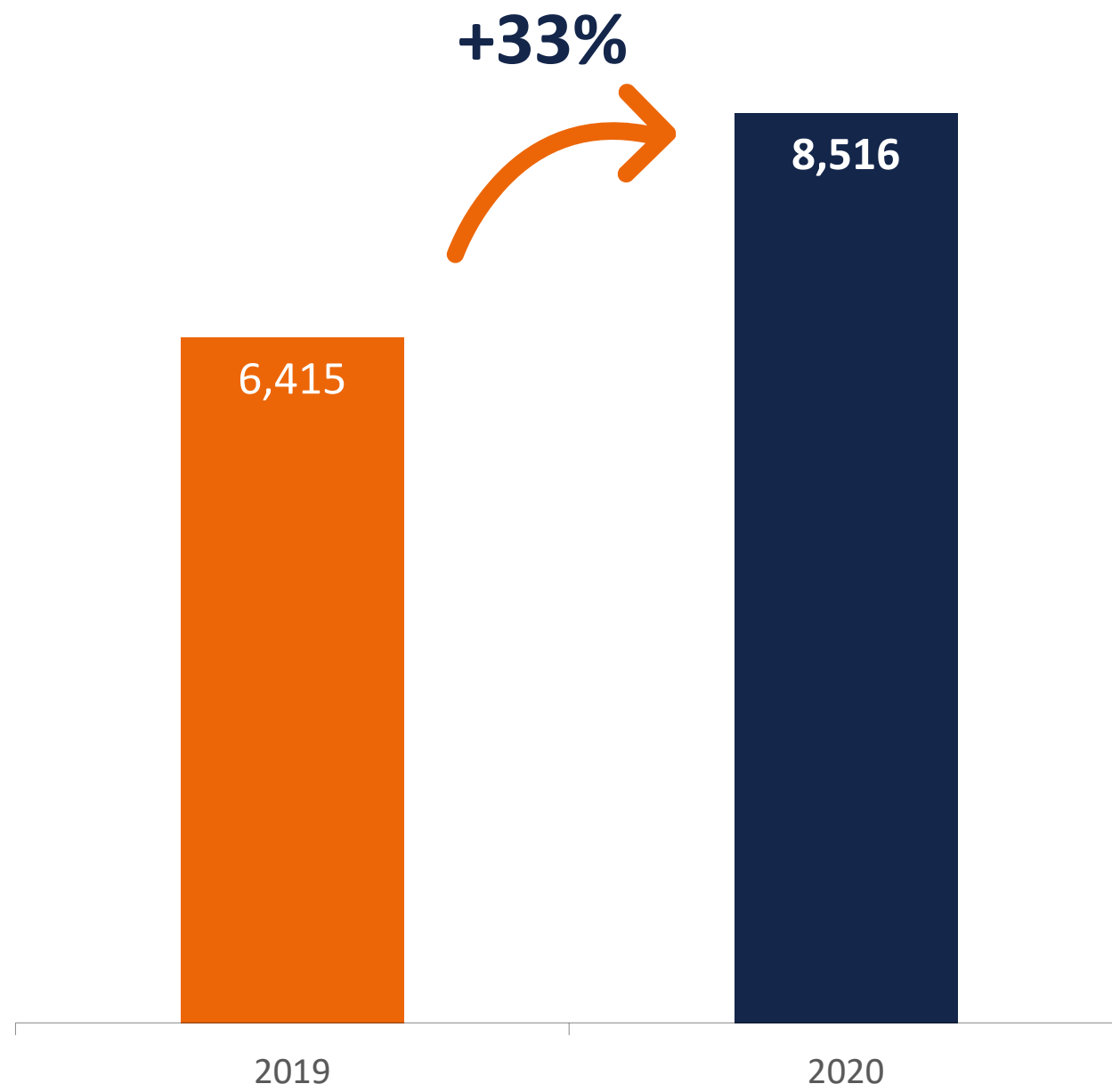
Strong growth in Germany/Central Europe, United Kingdom and Middle East Africa region

**France: €13.2m // +20% vs. 2019**

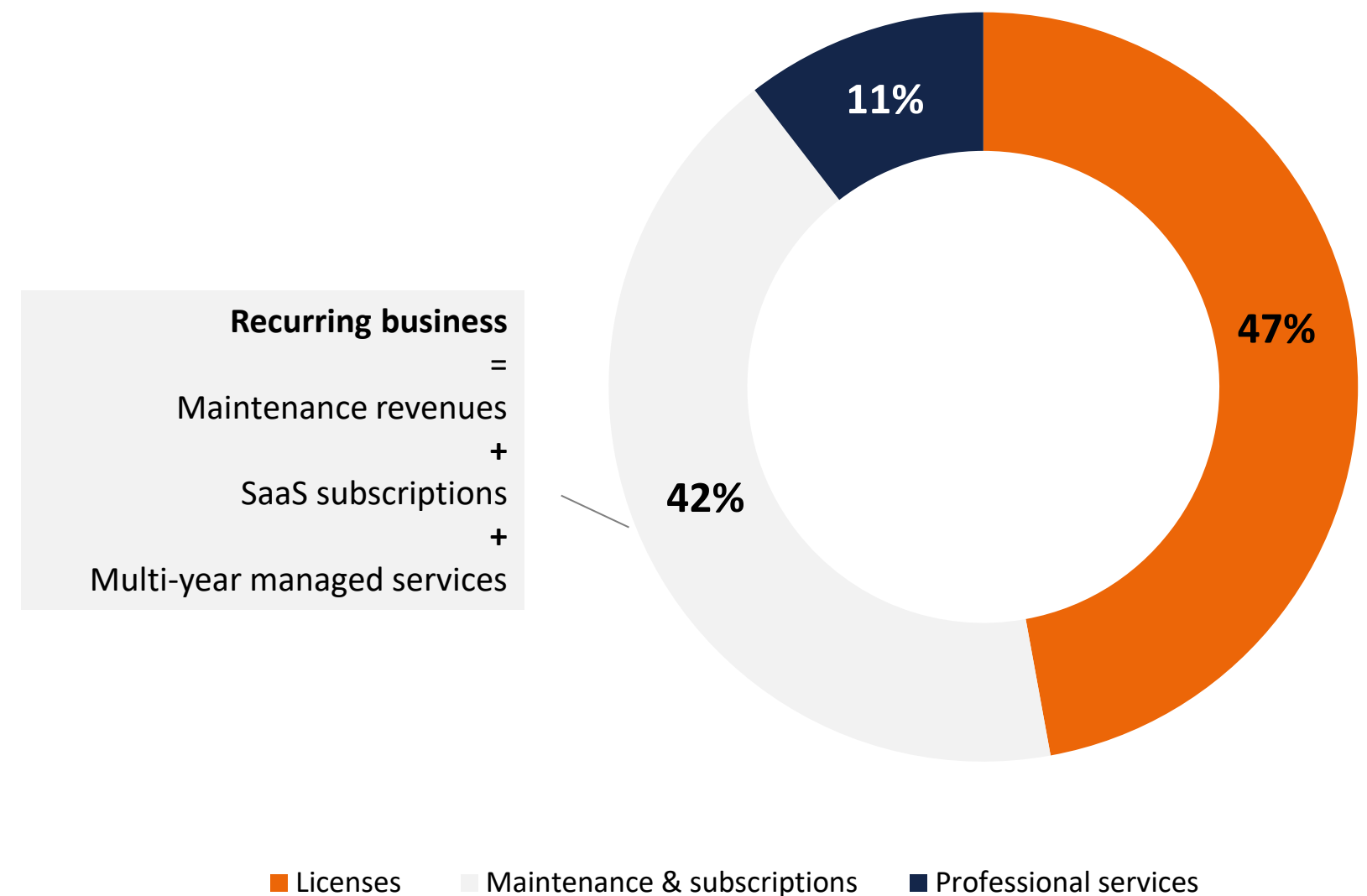
Commercial success in the mid-market

Covid impact on the deployment of solutions for major accounts without jeopardizing significant contracts signed

# Growth in recurring business



## TURNOVER BY BUSINESS LINE in 2020



# Sustained growth path

# Growth investments are bearing fruits

## NEW PRODUCT OFFERINGS

**From PAM\* leader to IAS\*\* solutions**

- Acquisition of **Simarks** and **Trustelem**
- **R&D drive** to develop solutions portfolio

## GEOGRAPHICAL EXPANSION

**Penetration of target markets**

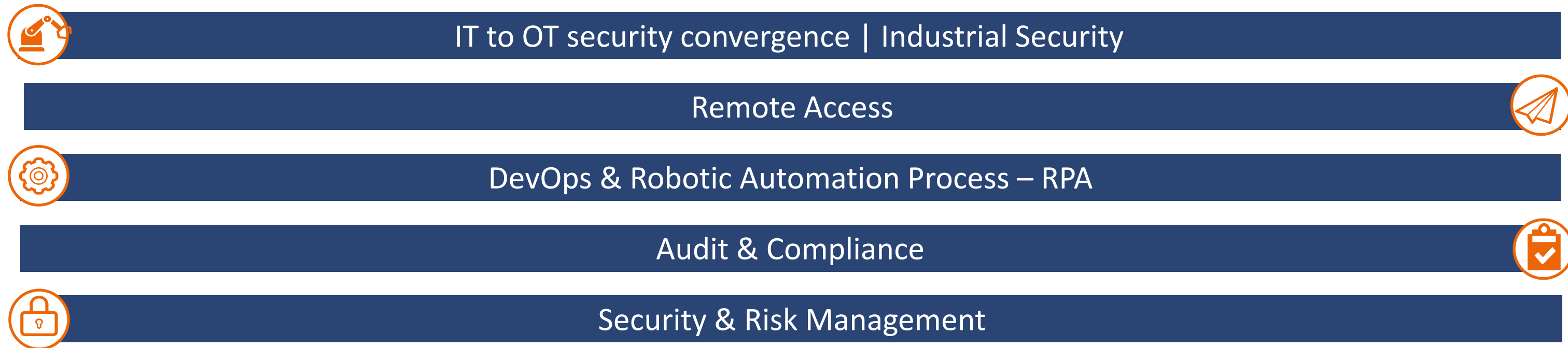
- Recent launch of operations in **Spain** and **Italy**
- Major expansion in **Germany/Centra Europe** and **UK**
- **+180 resellers worldwide**

## STRATEGIC ALLIANCES

**Cybersecurity ecosystems**

- **OEM offerings (Fives)**
- **Sector verticals in healthcare & Industry**

# From a PAM\* offering to IAS\*\* solutions



**PAM&PEDM**  
Privileged Access Management

- Access Management
- Session Management
- Password Management
- Privilege Elevation and Delegation Management

WALLIX Bastion

**EPM**  
EndPoint Privilege Management

- Enforce Least Privilege
- Elevate rights to application
- Block malware

WALLIX BestSafe

**MFA**  
Multi Factor Authentication

- High security authentication level

WALLIX Authenticator

**IDaaS**  
Identity as a service

- Single-Sign-On | SSO
- Contextual MFA
- Zero Trust access
- Identity Federation

WALLIX Trustelem

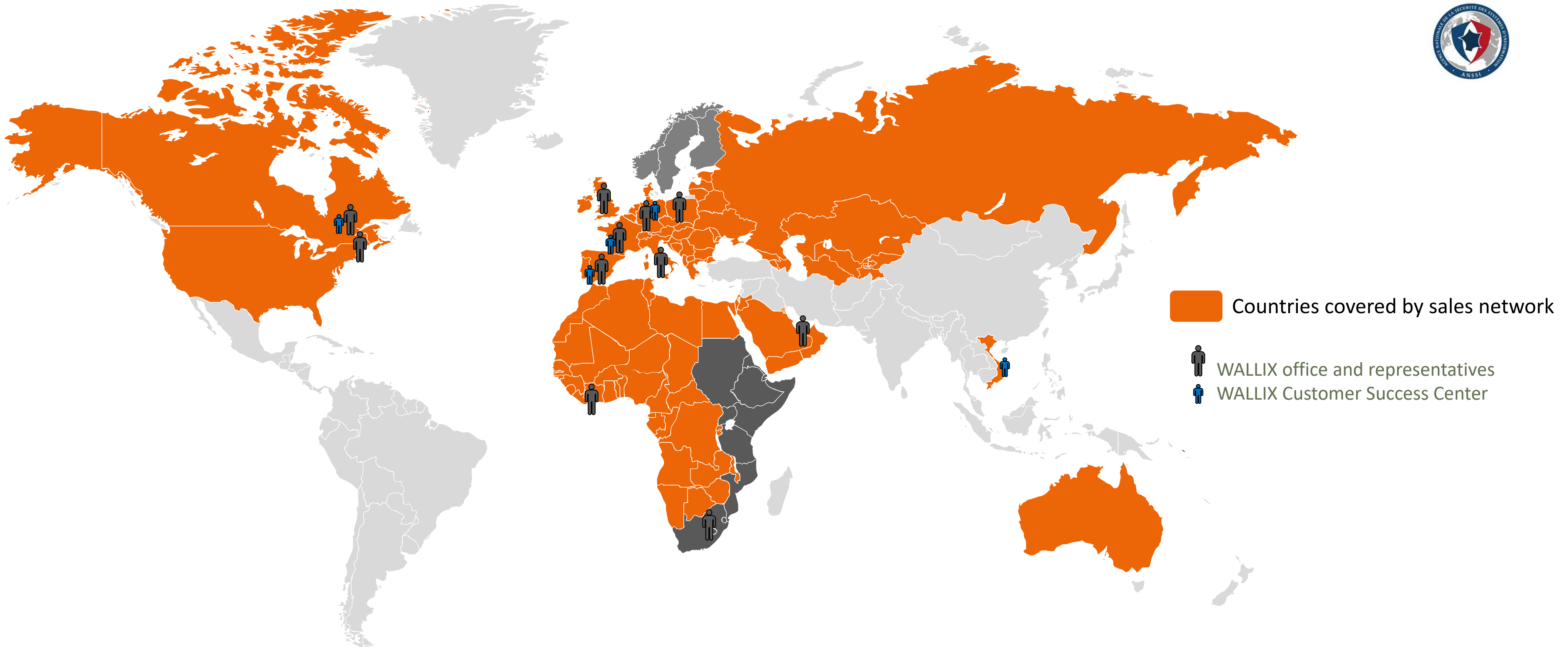
**Alliances**

- Technical Partners
- Strategic Partners

SIEM, IGA, IoT, RPA...

\* PAM = Privileged Access Management // \*\* IAS = Identity and Access Security

# A Global Presence



# A Network of Leading Partners in Europe, Middle-East & Africa

Reinforcement of the Channel team

Arrival of a VP Channel

Dedicated team + country relays



21 partners  
1 VAD  
19 INITIAL  
1 PREMIER



26 partners  
1 VAD  
3 ELITE  
3 PREMIER  
9 INITIAL



10 partners  
1 VAD  
9 INITIAL



6 partners  
1 ELITE  
3 PREMIER  
2 INITIAL

1 VAD  
IT BASTION

25 partners  
5 VAD  
13 ELITE  
7 PREMIER



# Embedded growth

Growing success of offers  
in the middle market

Installed base of  
**1,300 customers**

Maintenance on installed base  
Very strong growth in subscription offers +  
managed services

**Increase in  
recurring  
business**

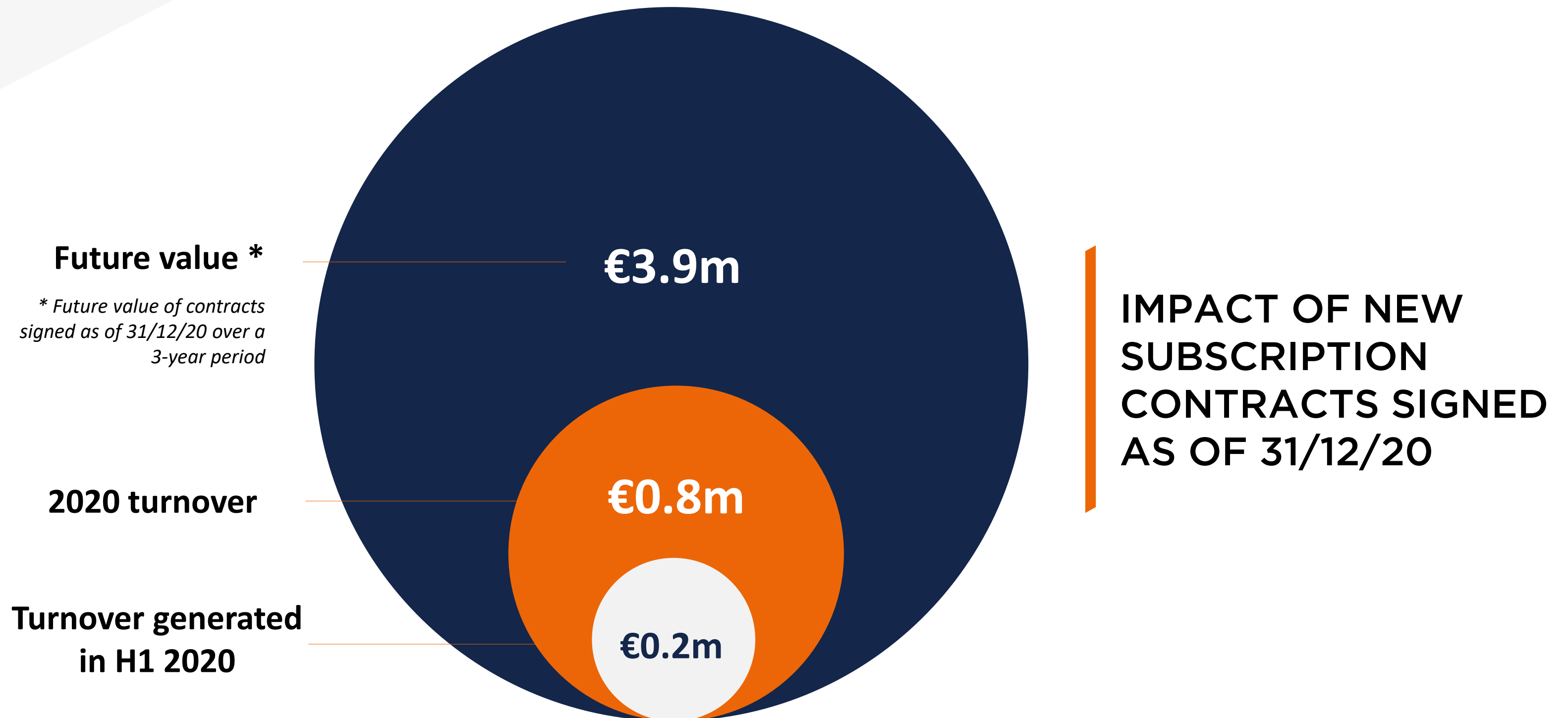
42% of 2020 turnover

Potential turnover over the  
next three years (2021-  
2023) from equipment  
contracts signed as of  
31/12/20

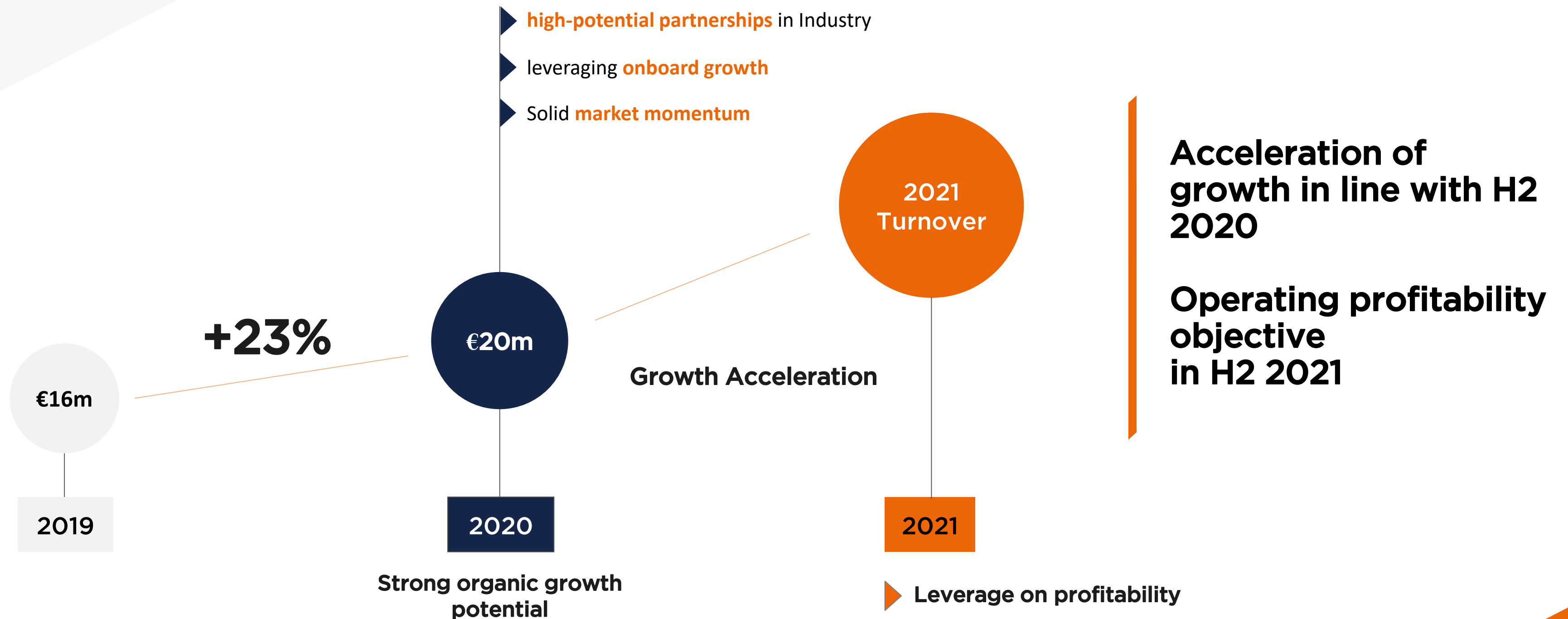
**Signed master  
agreements in  
France  
€18m**

# Successful subscription offering

(Bastion Souscription + Bastion Managed Services)



# Ambition of strong growth and profitability for 2021



# Secure corporate digital transformation



## BUILDING AN INDEPENDENT EUROPEAN CYBERSECURITY OFFER OF GLOBAL STATURE

### INNOVATION

Authentication, Cloud, IA  
WALLIX R&D or external  
growth

### WALLIX INSIDE

Industrial partnerships for  
the construction of  
"cybersecurity by design"  
offers

### BUSINESS VERTICALS

For critical economic sectors where the  
need for **European independence is crucial**

WALLIX

THANK YOU

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