

Investor Deck

May 2025



Disclaimer

FORWARD LOOKING STATEMENT

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 2024 Universal Registration Document filed with the Autorité des Marchés Financiers (AMF) on March 24, 2025.

The distribution of this document in certain countries may be subject to prevailing laws and regulations. Individuals present in these countries and in which this document is disseminated, published or distributed, should obtain information about such restrictions and comply with them.

Agenda

01 Who We Are

02 What We Do

03 FY2024 & Q1 2025 Performance

04 Looking to 2025 and Beyond

05 Appendices

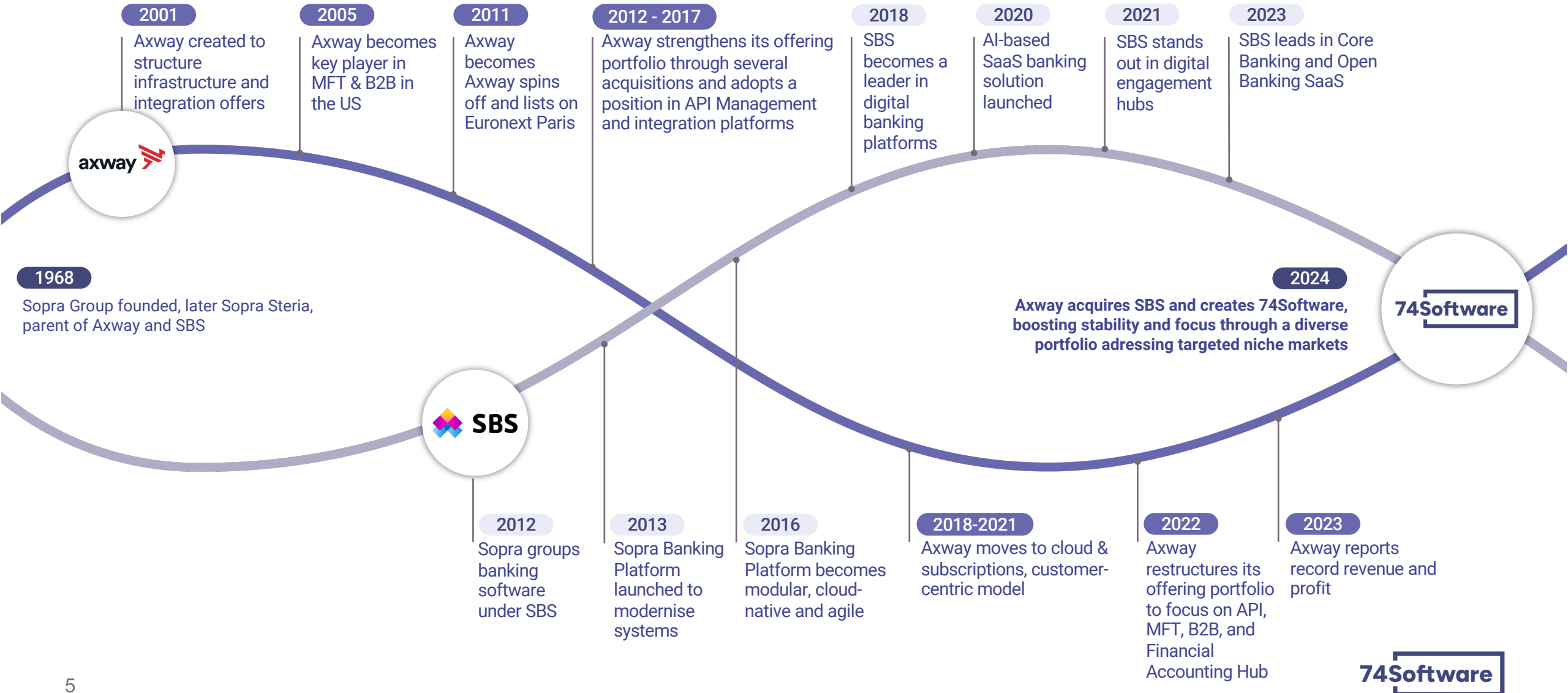


01

Who We Are

74Software

Birth of 74Software



Entering a New Era...



**A LISTED CENTRAL ENTITY SERVING ITS
ENTERPRISE SOFTWARE PORTFOLIO COMPANIES**

74SW
LISTED
EURONEXT

**LEVERAGING A PORTFOLIO OF RECOGNISED
BRANDS AND LEADING PRODUCTS**

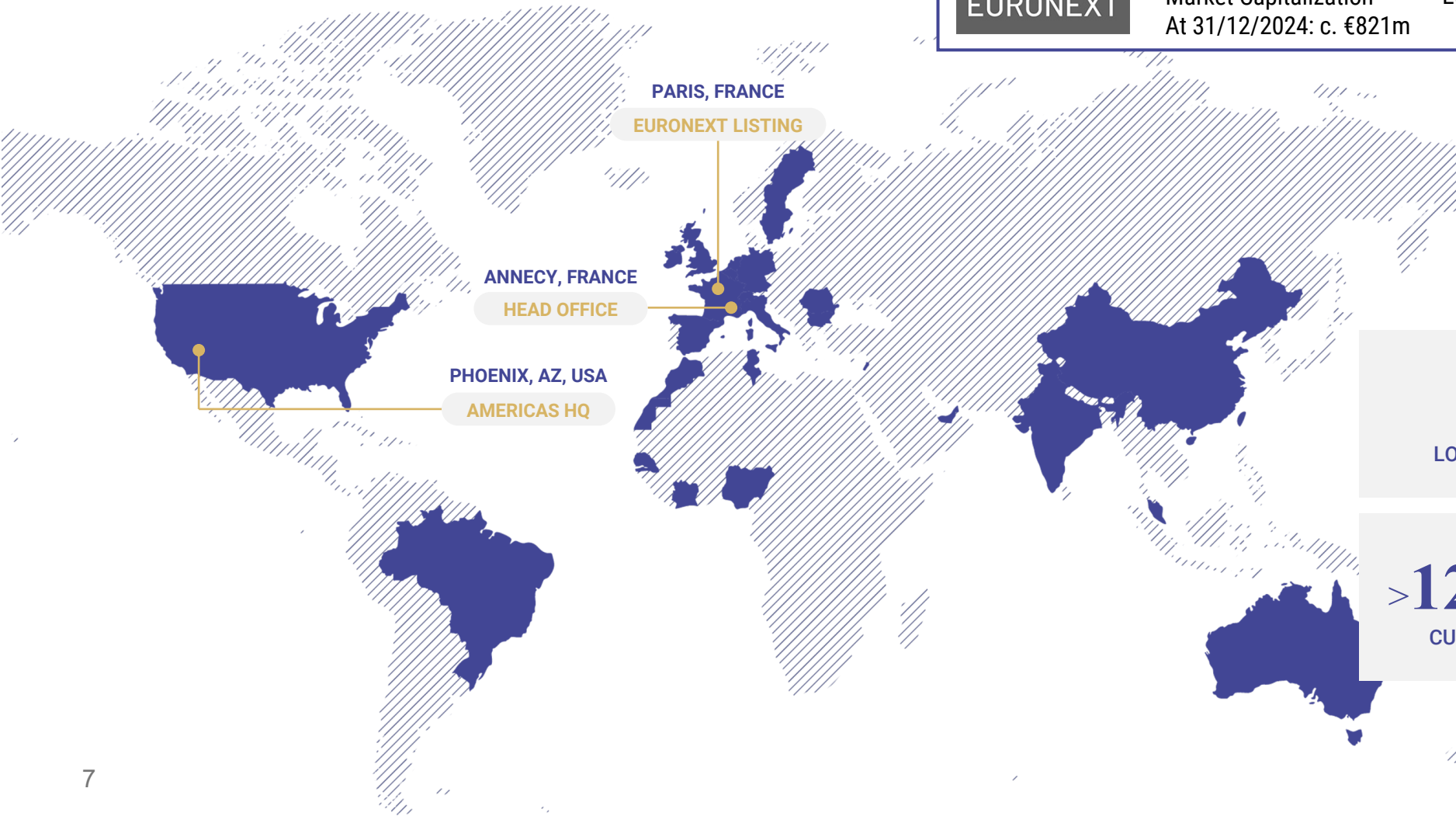


WITH ALWAYS THE SAME PURPOSE:

To be an independent technology provider that sustainably grows enduring value, based upon trust, for our customers, employees and shareholders through its market-leading portfolio of products delivering successful customer outcomes.

With Solid Foundations

74SW LISTED EURONEXT	EURONEXT PARIS - COMPARTMENT B Bloomberg : 74SW:PW Reuters : 74SW.PA Market Capitalization At 31/12/2024: c. €821m	MAIN EURONEXT INDICES CAC Technology Euronext Tech Croissance Euronext PEA-PME 150	ELIGIBILITY SRD PEA PEA-PME
-----------------------------------	---	--	---



Top 5
FRENCH ENTREPRISE
SOFTWARE PROVIDER
TOP 250
NUMEUM – EY 2024

26
LOCATIONS

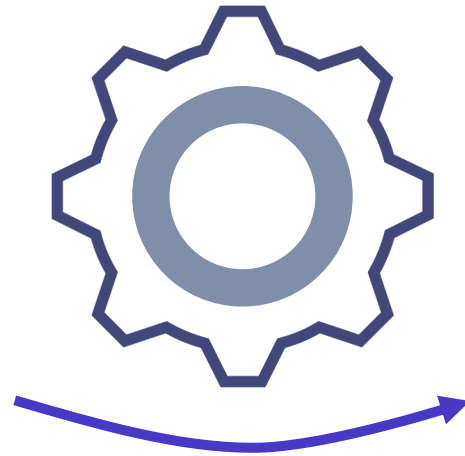
4,787
EMPLOYEES

>12,000
CUSTOMERS

DISTRIBUTION IN
>100
COUNTRIES

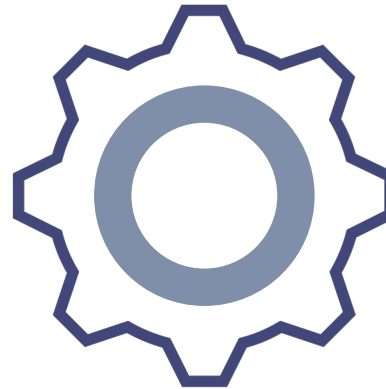
And Faithful to our Roots and Culture

OUR EMPLOYEES



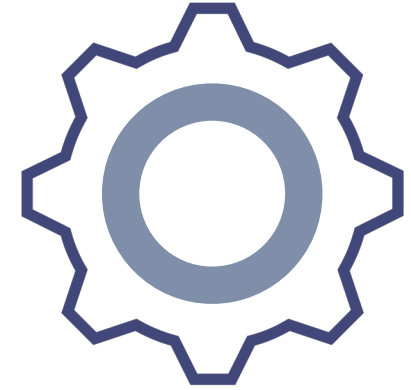
The Place to Be

Delivering Brilliant
Customer Experience



OUR CUSTOMERS

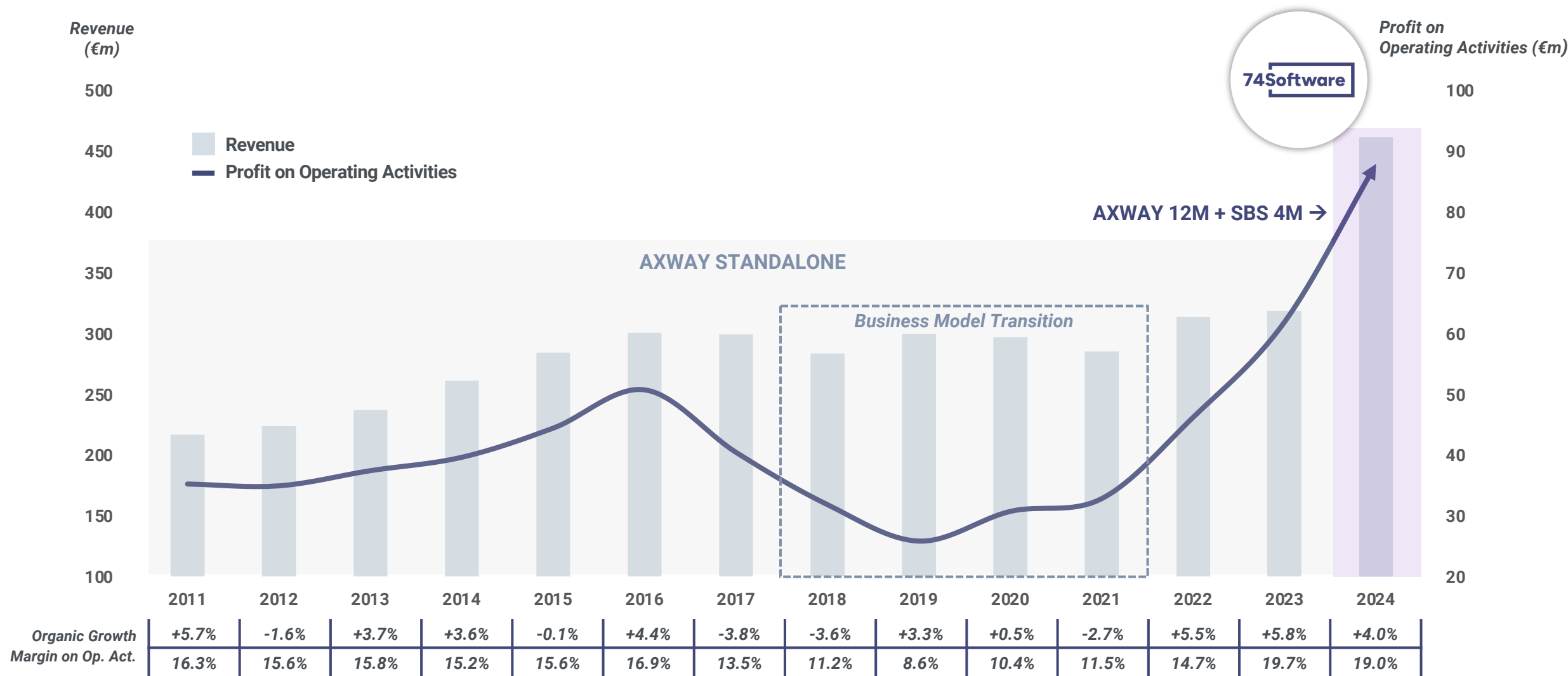
OUR SHAREHOLDERS



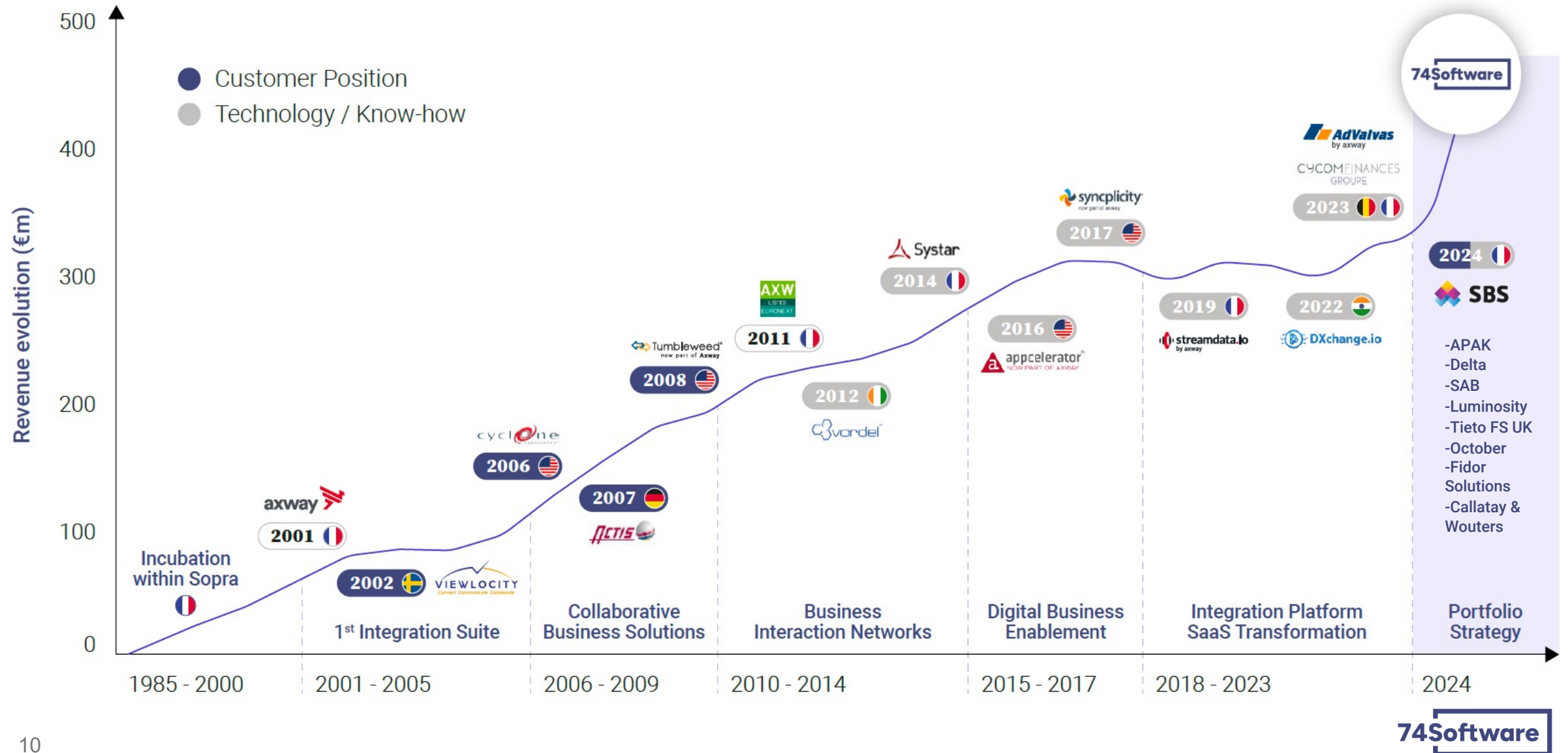
Building a Predictable and
Profitable Long-Term Project



Historical Performance



Mergers and Acquisitions Strategy



Corporate Responsibility

PRINCIPLES



EXTERNAL APPRAISALS



GOVERNANCE



CERTIFICATIONS



SOCIAL

- Promote employee well-being and work-life balance
- Increase the percentage of women in the workforce
- Invest in training and skills development programs

BUSINESS CONDUCT

- Standardise business conduct charters and practices
- Strengthen compliance policies and mechanisms for reporting ethical concerns
- Promote responsible purchasing practices



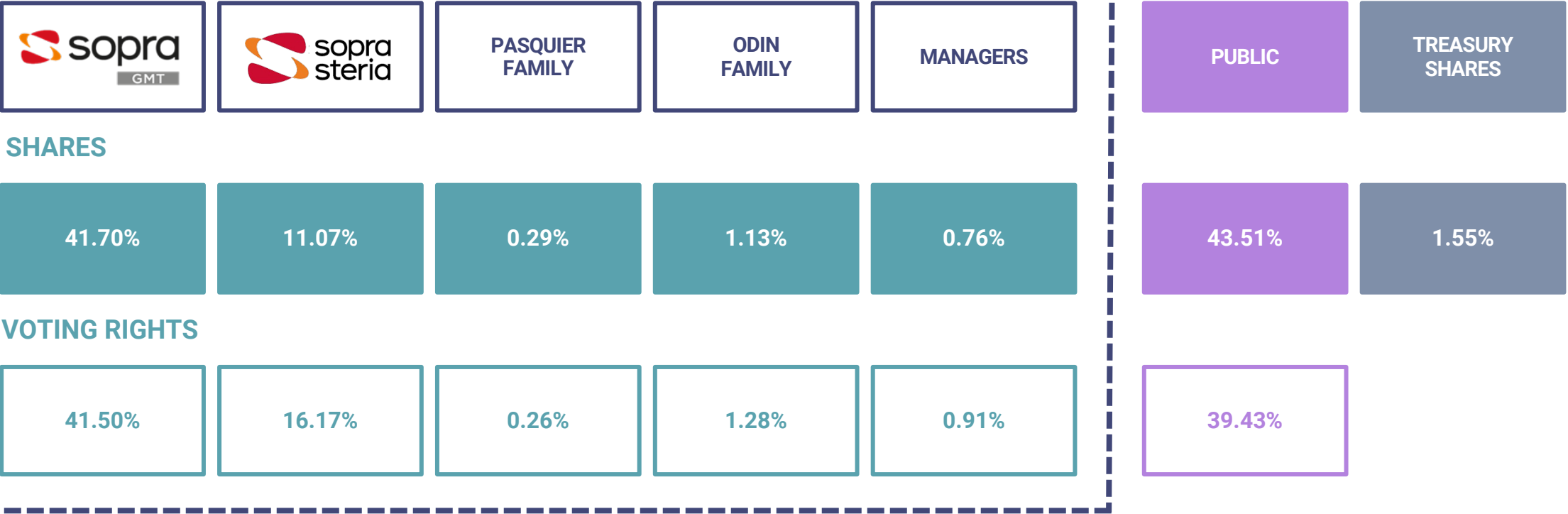
ENVIRONMENT

- Define a carbon trajectory and implement Science-Based Targets objectives to reduce greenhouse gas emissions
- Reduce the impact of our products by continuing our eco-design efforts and environmental impact assessments

CUSTOMERS & USERS

- Invest constantly in our products and guarantee their relevance and performance
- Continue to measure and improve customer satisfaction through NPS surveys and customer success management initiatives
- Maintain first-class data protection and cybersecurity measures

Capital Structure at 31/03/2025



29,746,194 Shares outstanding
40,742,163 Voting rights

SHAREHOLDERS' AGREEMENT
54.95% of shares outstanding / 59.45% of voting rights



02

What We Do

74Software

Capitalizing on our Recent Successes

TO BUILD A ROBUST SOFTWARE HOUSE WITH TRIED-AND-TESTED RECIPES

74Software

PRODUCT PORTFOLIO

INTEGRATION

axway

- Managed File Transfer (MFT)
- API Management (APIM)
- B2B Integration
- Specialised products

BANKING APP

SBS


- Integrated Products
- Modular products
- Financing products
- Banking components




Customer Centric,
NPS Driven



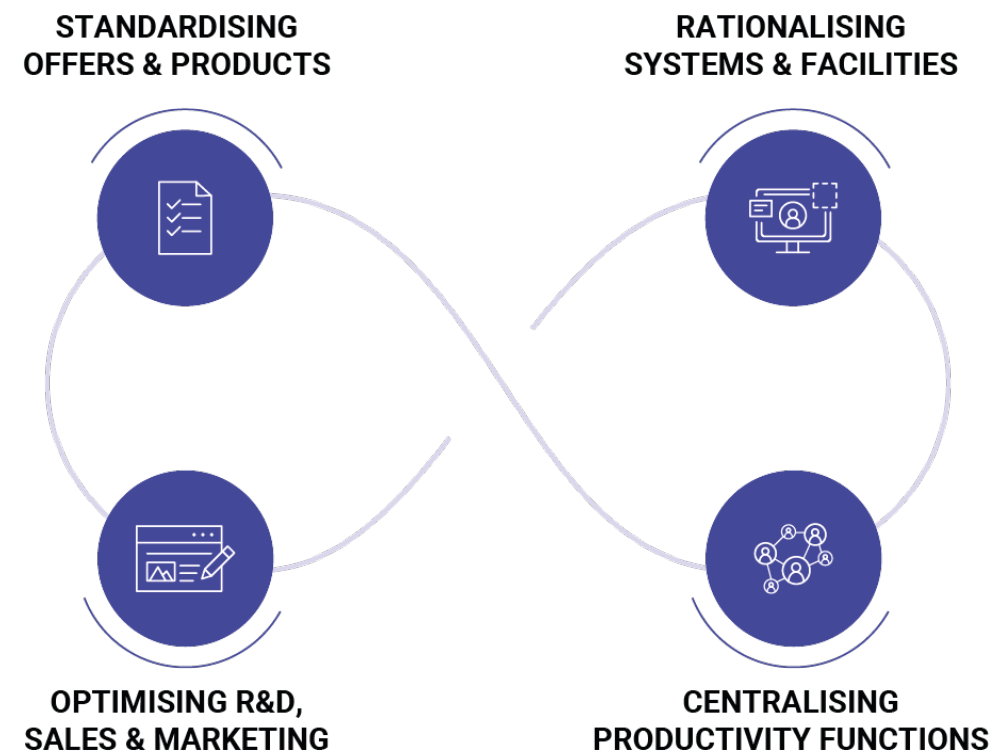
Agile Portfolio,
Leading Products



Focused R&D,
Sales & Marketing



Engaged People,
Efficient Organization



Managed File Transfer

Secure managed file transfer operations



Tightest Security

Protect organizations from operations disruption and avoid security incidents with Zero-trust enabled MFT



Automate and meet SLAs

Use automated workflows to encrypt and transfer files according to your organization's SLAs requirements



Managed Cloud Services for MFT

Spend less time managing a technical platform and more time on business by letting Axway handle your MFT in our secure cloud



Scalable Hybrid Deployment

Deploy as a flexible subscription service on-premises or the hybrid cloud from a single point of control



Intelligent MFT

Empower MFT practitioners and business users with no-code tools for MFT process integration and end-to-end orchestration



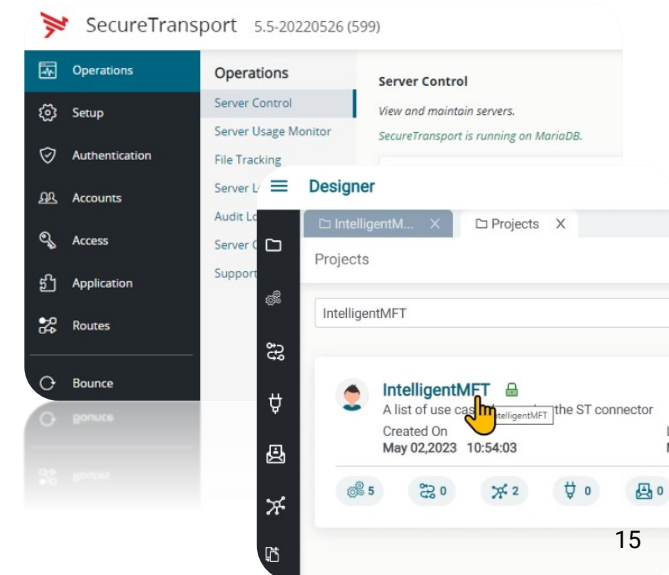
Modernize with API Integrations

Integrate more easily and get governance capabilities into third-party applications using REST APIs and connectors



Faster, more secure transfers

Decrease the time it takes to create and initiate a secured file transfer by up to 90 percent for your entire MFT ecosystem



B2B Integration

Secure, API-enabled EDI in the cloud



Better Responsiveness

Cut manual involvement and shorten response times with DevOps-friendly, low-code/no-code integrations



Global Compliance

Solutions for B2B and B2G eInvoice compliance as well as Controlled Substance Ordering and Track & Trace (DSCSA) in US Healthcare



B2B Communications

Connect to all your partners quickly and securely using their preferred standards, protocols, or even Business Network (VAN)



Fully Containerized

Containerized deployments to ensure that companies can run the most resilient and highly available B2B platform for their business



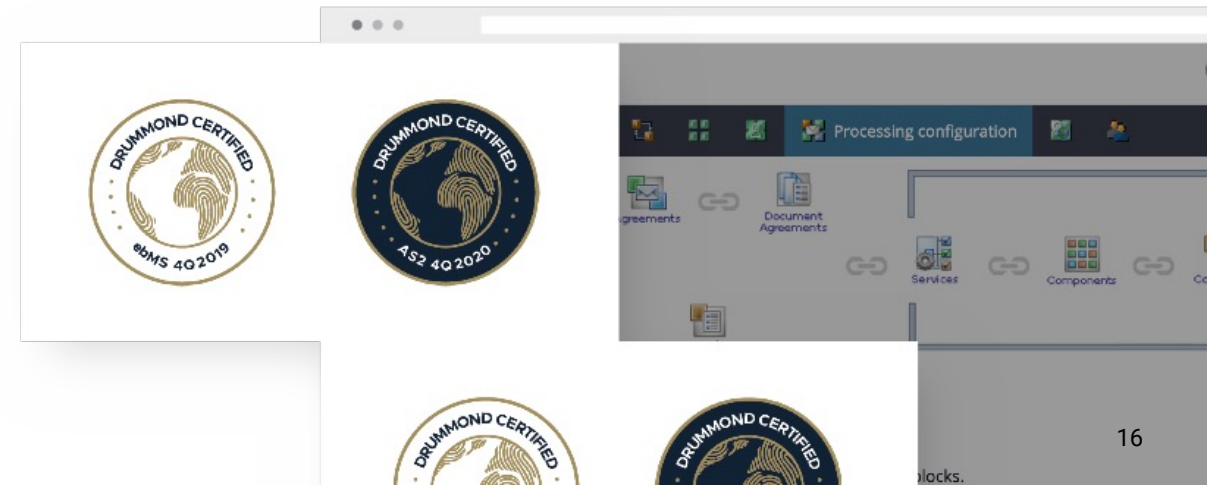
Managed Cloud Services for B2B

Cut operational and capital costs by letting Axway manage your integrations in a secure cloud environment



Uncompromising Security

Ensure data integrity and SLA compliance across a range of cloud based B2B messaging protocols



Amplify API Management

IT complexity has met its match



Open Platform

Discover, reuse, and govern APIs across multiple gateways, environments, and vendor solutions



Developer Independence

Speed API and app development by giving DevOps the freedom to use the tools that work best for them



Full Lifecycle

Manage the entire API lifecycle: design, build, test, deploy, secure, manage, analyze, extend & reuse



Zero Duplication

Automatically detect new APIs wherever they surface and reuse them instead of rebuilding from scratch



IT and Business

Unified catalog of pre-built APIs and agents empower line of business users, not just IT



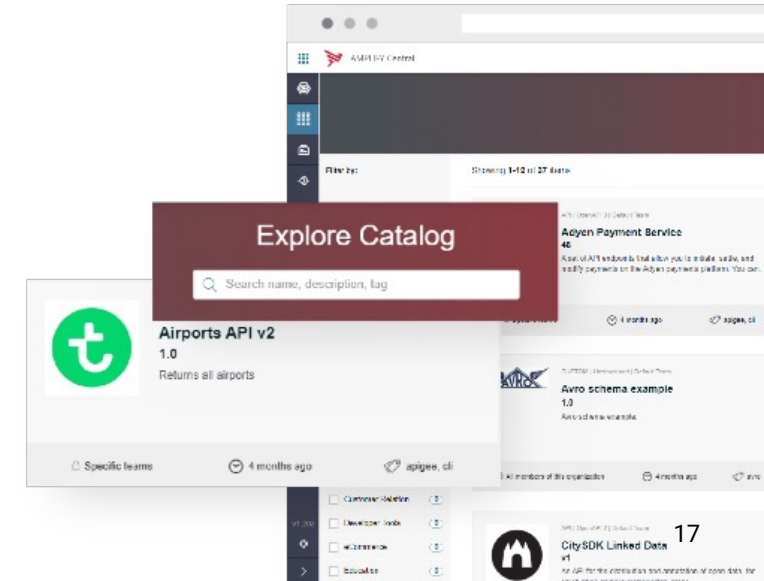
Analyst Recognized

Trust in solutions recognized by industry analysts such as Gartner, Forrester, Ovum, IDC, and others



Event Enablement

Bring an event-driven architecture to your enterprise by making APIs available as real-time event streams

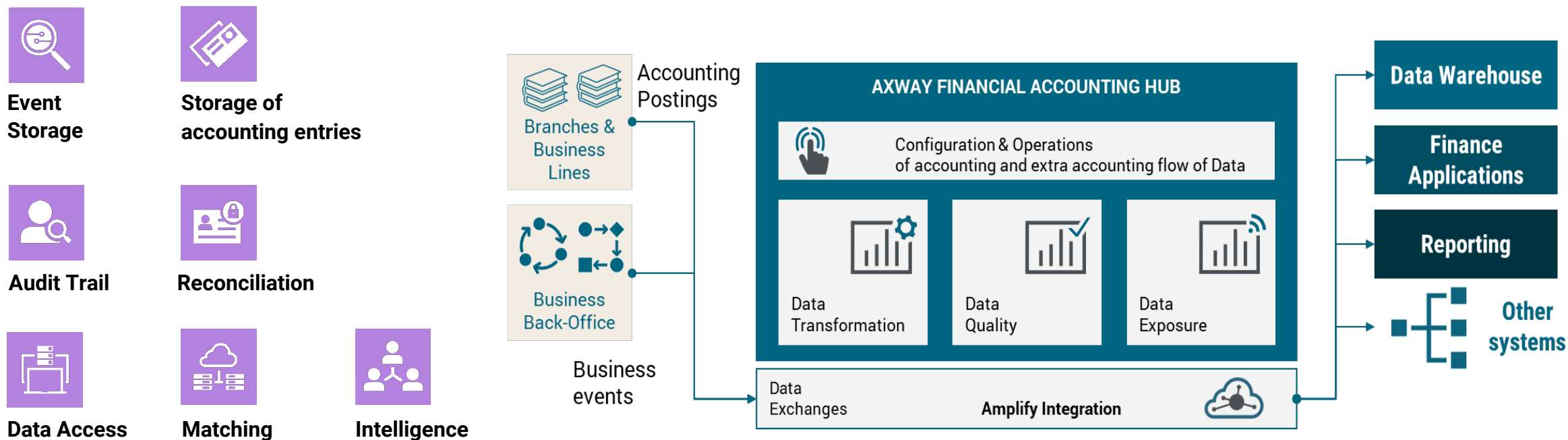


Financial Accounting Hub

Digital finance transformation



Accelerate accounts closing, ensure data accuracy, and comply with all regulations.
Digital transformation, operational excellence, and accurate data for the entire company.



SBS Product Portfolio

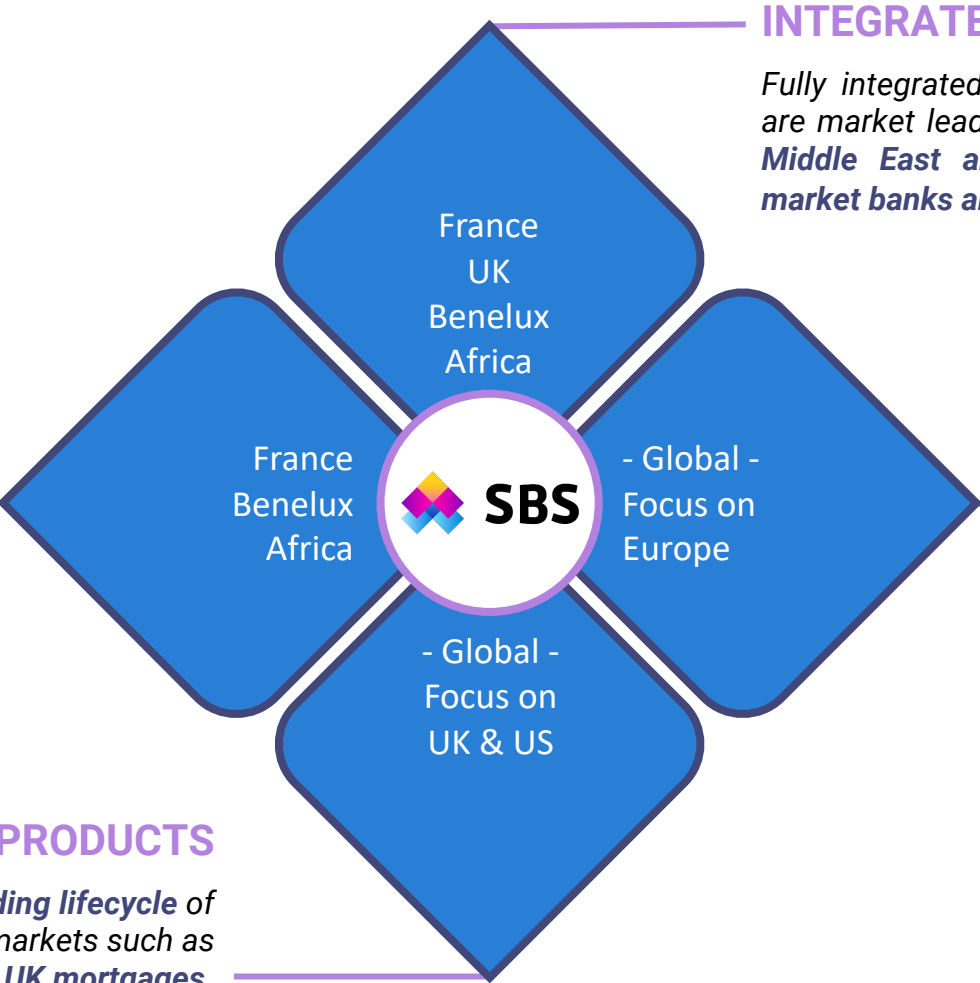


BANKING COMPONENTS

Various components to address the needs of discerning bank customers with **point solutions** across the **payments, lending and processing** space.

FINANCING PRODUCTS

Products to support the **full lending lifecycle** of origination and servicing in niche markets such as **wholesale auto financing or UK mortgages**.



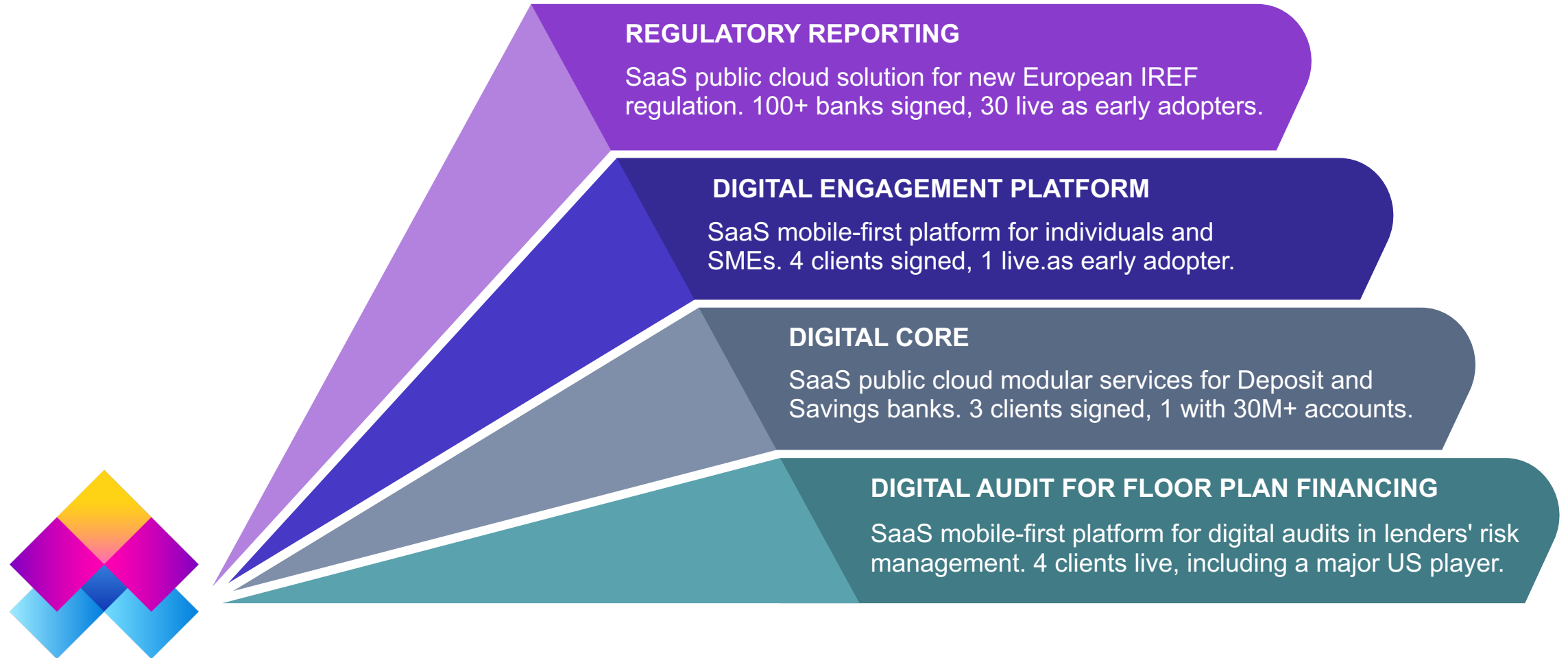
INTEGRATED BANKING PRODUCTS

Fully integrated **core banking processing platforms** that are market leaders in their chosen markets, most notably **Middle East and African retail banking, French mid-market banks and retail banks in the Benelux region**.

MODULAR BANKING PRODUCTS

Innovative and composable **SaaS banking platform** to address the needs of **Tier 2 to Tier 4 banks** with modular solutions covering front-to-back functionality in retail banking.

SBS Incubation Zone





03

FY2024 & Q1 2025 Performance

74Software

A Strong Start Together!



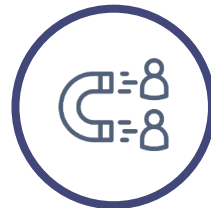
2024 proforma **revenue** of €690.0m
with **organic growth** of 5.6%



2024 proforma **profit on operating activities** of €94.0m or 13.6% of revenue



Axway at record-high NPS, excellent *Employee Engagement*,
with its most profitable year, at the top of its targets



SBS with strong growth, accelerating transformation
and successfully deploying new offers



2024 Key Figures

Proforma basis except if otherwise noted

€690m

Annual Revenue

- ARR Axway: €246m
- ARR SBS: €225m

+5.6%

Organic Growth

- ARR Growth Axway: 7.4%
- ARR Growth SBS: 11.8%

13.6%

Margin on Operating Activities

- Axway: 20.9%
- SBS: 6.9%

5.7%

Unlevered FCF

- IFRS consolidated
(12m Axway + 4m SBS)

2.87x

Leverage ratio

- Gearing ratio: 0.47x

€1.67

Earnings per Share

- IFRS consolidated
(12m Axway + 4m SBS)

2024 Proforma Income Statement

	2024 Proforma 12m AXW + 12m SBS		2024 IFRS Consolidated 12m AXW + 4m SBS		2023 Reported Axway Standalone	
	€m	% of Rev.	€m	% of Rev.	€m	% of Rev.
TOTAL REVENUE	690.0		461.9		319.0	
Total costs of revenue	241.3		141.7		87.2	
GROSS PROFIT	448.8	65.0%	320.2	69.3%	231.7	72.6%
Operating expenses	354.7		233.1		168.9	
PROFIT ON OPERATING ACTIVITIES	94.0	13.6%	87.7	19.0%	62.8	19.7%
Share-based expenses	-5.8		-6.1		-4.2	
Amortization of allocated intangibles	-19.6		-8.6		-3.2	
PROFIT FROM RECURRING OPERATIONS	68.7	10.0%	73.0	15.8%	55.4	17.4%
Other operating income and expenses	-17.7		-11.7		-7.9	
OPERATING PROFIT	51.1	7.4%	61.4	13.3%	47.6	14.9%
Cost of financial debt	-18.3		-10.2		-4.6	
Other financial income and expenses	-5.9		-4.6		-0.2	
Income tax expenses	-2.2		-7.4		-7.0	
NET PROFIT	24.6	3.6%	39.3	8.5%	35.8	11.2%
Earnings per share	0.85 €		1.67 €		1.71 €	

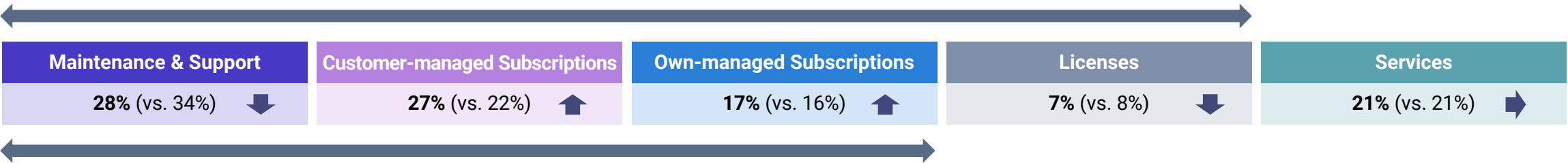
Change in Revenue



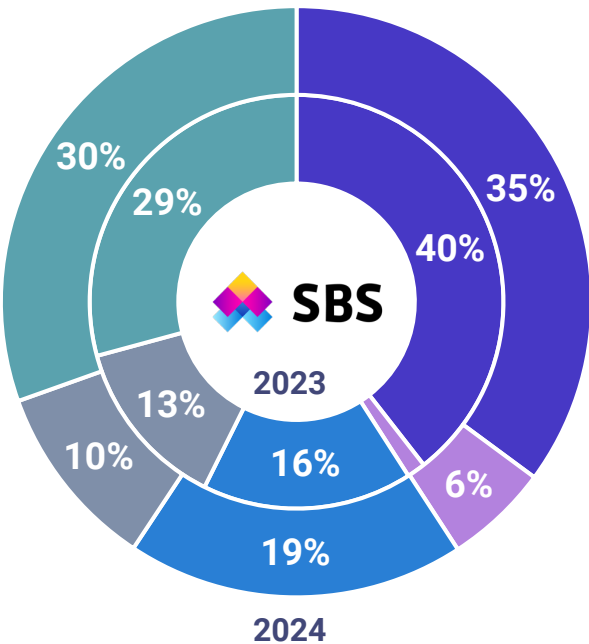
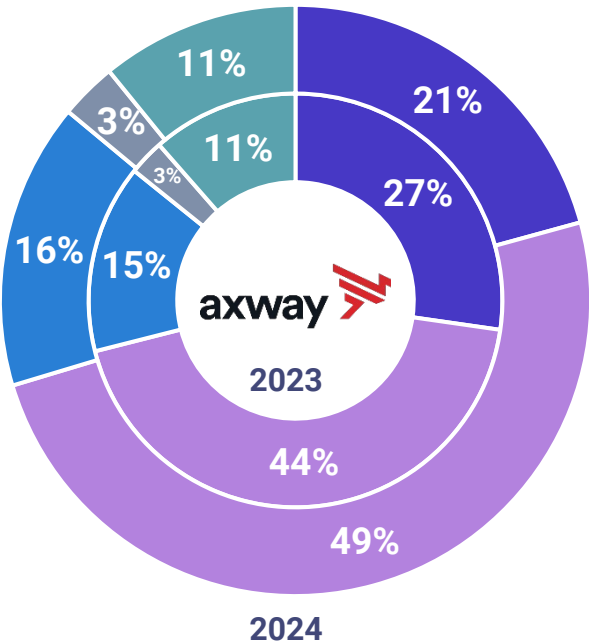
Revenue Breakdown by Type

Reporting structure for revenues explained

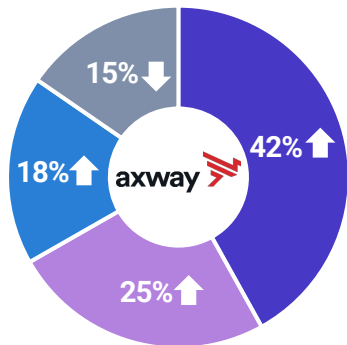
Product revenue 79% (vs. 79%) of total revenue



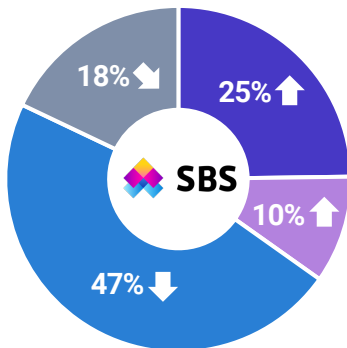
Recurring revenue 72% (vs. 71%) of total revenue



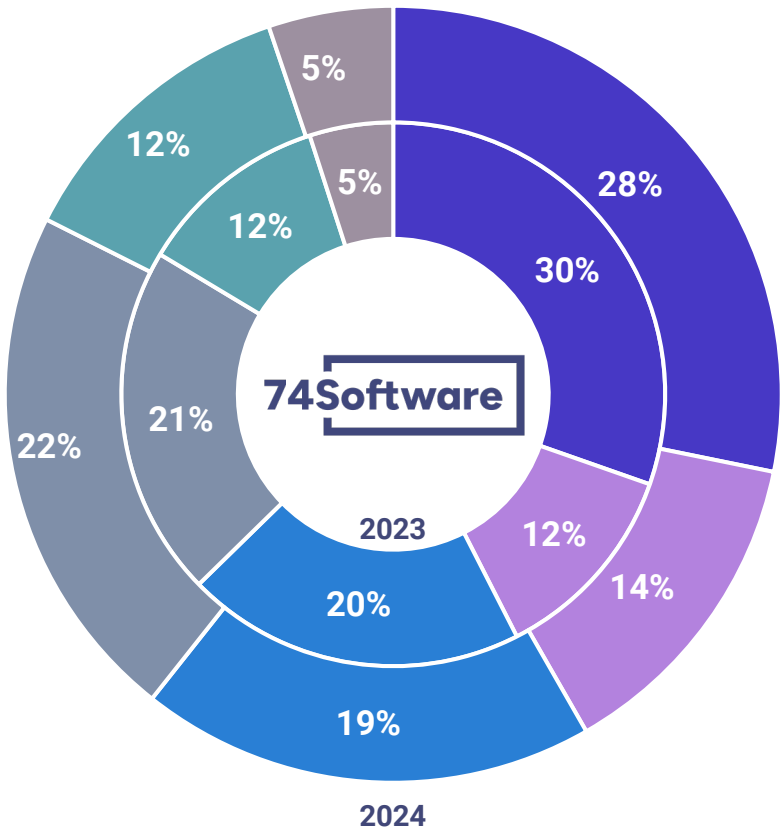
Revenue Breakdown by Product and Region



■ Managed File Transfer ■ B2B Integration ■ API Management ■ Specialised Products



■ Financing Products ■ Modular Products ■ Integrated Products ■ Banking Components



■ France ■ UK
■ Rest of Europe ■ Americas
■ Middle East & Africa ■ Asia & Pacific

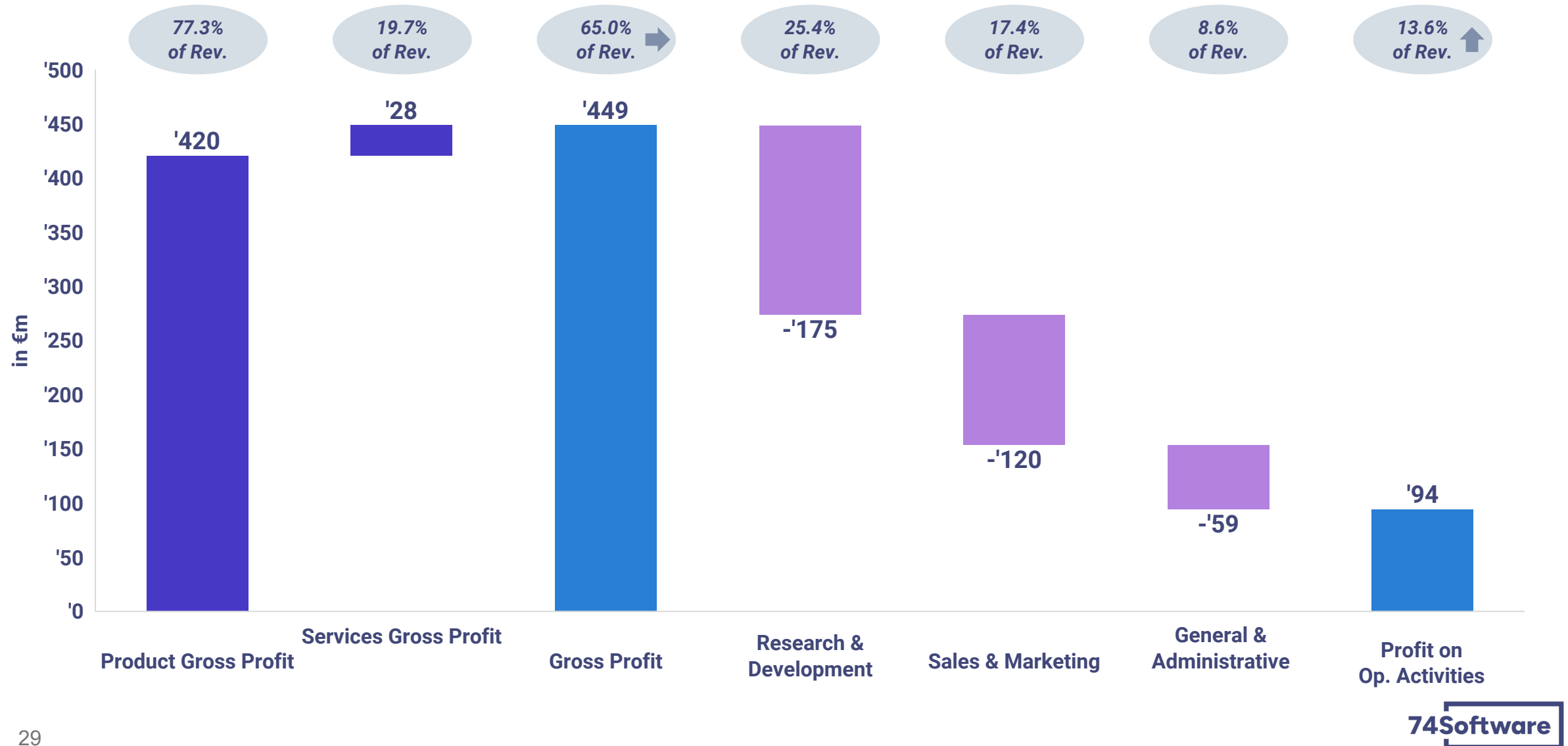
Annual Recurring Revenue (ARR)

Strong ARR growth for both companies



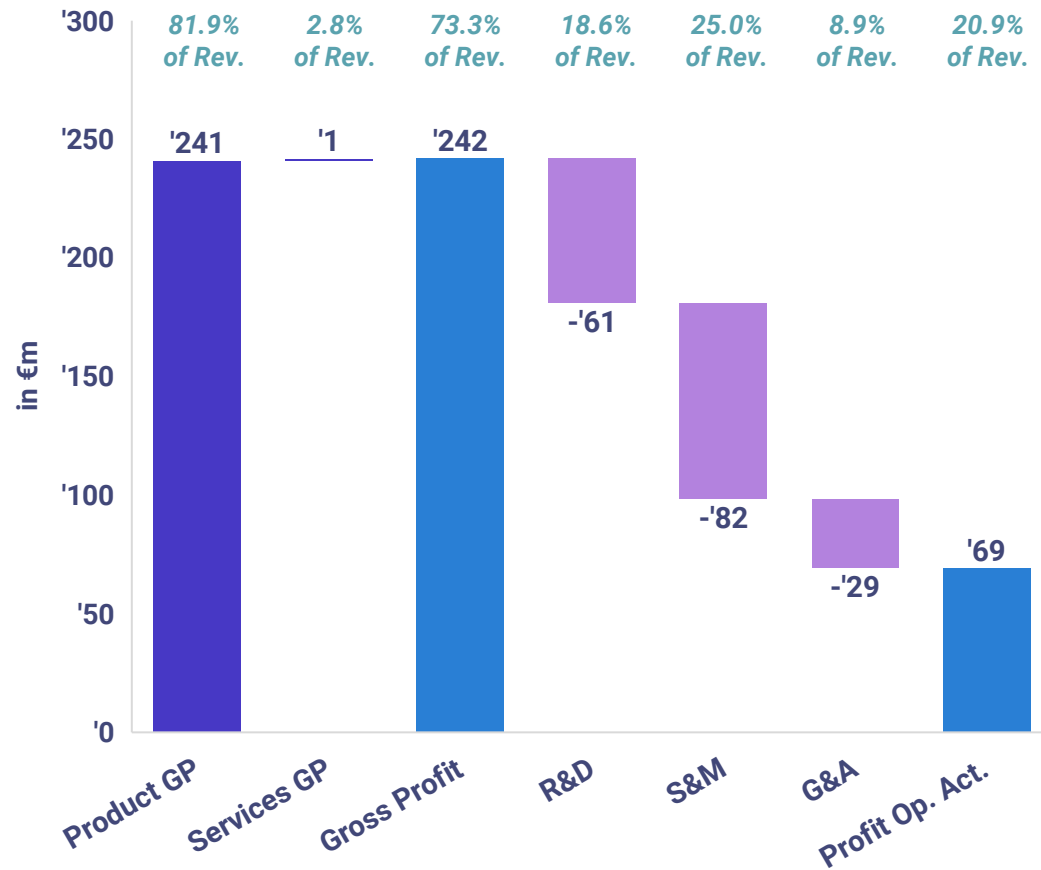
Methodologies differ between Axway and SBS due to differences in business model (time between signature and start of recurring revenue longer for SBS).
Axway recognizes ARR at the time of signature of forward commitment, while **SBS** recognizes ARR from time of invoicing the recurring revenue (MRR) multiplied by 12.
* Revenues from customer-managed subscriptions recognized upfront under IFRS rules. Assumes an average duration of 4 years for customer-managed subscriptions
** Includes full year effect of new business and churn. For Axway it also includes bookings translating into recurring revenues only after the end of the accounting period

Margin on Operating Activities

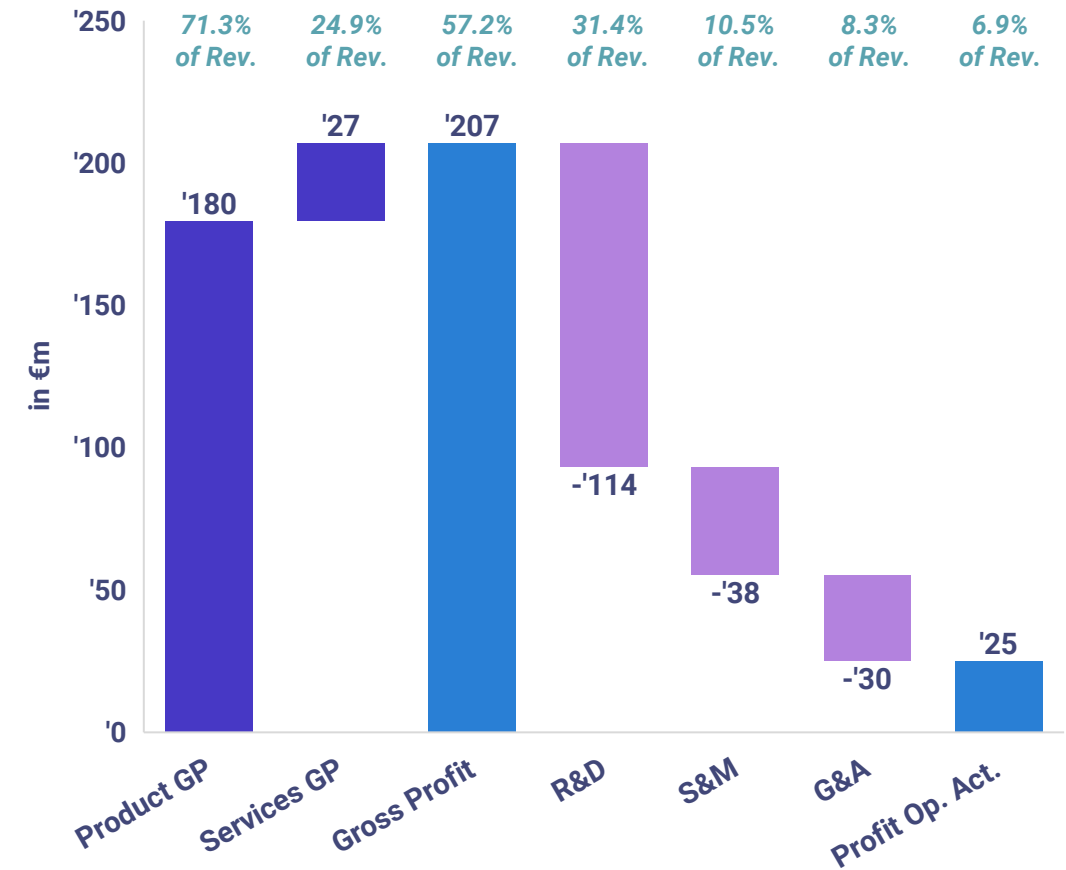


Margins on Operating Activities

axway 



 SBS



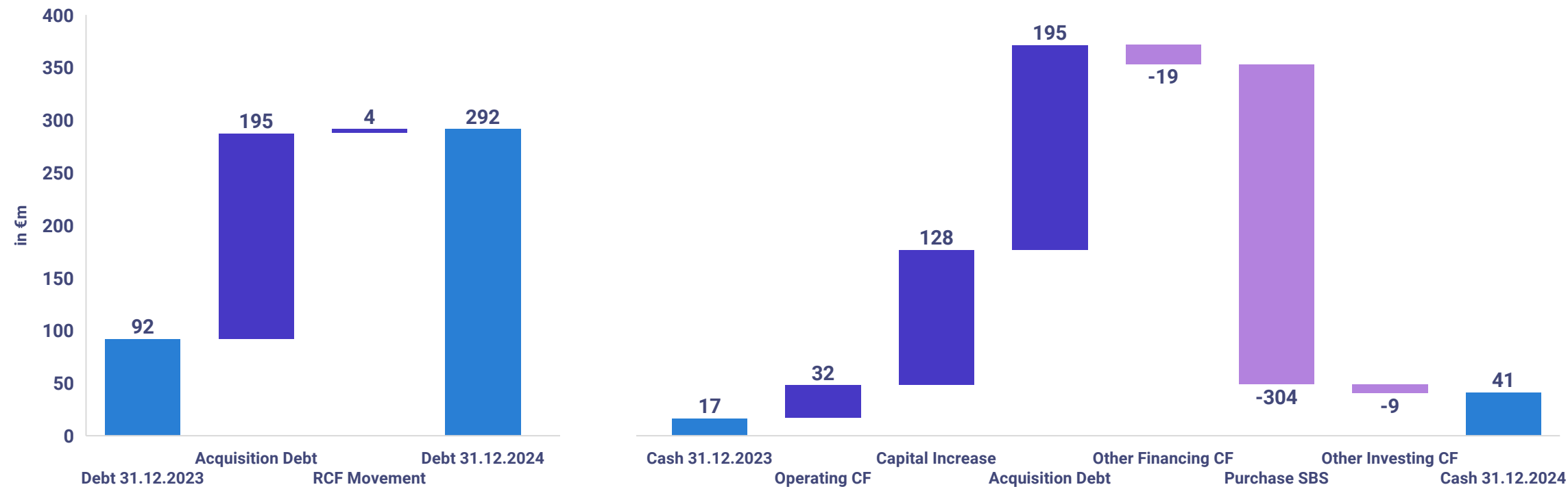
Cashflow

IFRS consolidated basis (12m Axway + 4m SBS) – SBS generates most of its cashflow in first half of the year!

in €m	2024			2023	Delta 2024 vs. 2023
	12m Axway + 4m SBS	4m SBS	12m Axway	Reported Axway	Axway
Operating cashflow	31.7	-7.1	39.0	32.1	6.9
<i>o/w change in NWC</i>	-37.1	-12.6	-24.5	-32.9	8.4
Investing cashflow	-312.9	-0.9	-312.1	-12.6	-299.5
Financing cashflow	304.7	13.7	291.0	-21.1	312.1
NET CHANGE IN CASH	23.9	6.1	17.9	-1.6	19.5
Unlevered free cashflow	26.3	-10.9	37.2	27.1	10.1
<i>as a % of revenue</i>	5.7%	-8.2%	11.3%	8.5%	+2.8%

Balance Sheet

IFRS consolidated



	31/12/2023	31/12/2024
Leverage (Net debt / EBITDA)	1.19x	2.87x
Gearing (Net debt / Equity)	0.22x	0.47x
Net debt / Total Capital	18%	32%

	31/12/2023	31/12/2024
Equity	€346m	€532m
Net debt	€76m	€250m
Capital employed	€422m	€783m

Q1 2025 - Strong Momentum Continues

Revenue Breakdown by Portfolio Company					
€m / %	Q1 2025	Q1 2024 Proforma	Q1 2024 Restated	Total Growth	Organic Growth
Axway Scope	82.5	76.9	77.8	7.2%	6.0%
SBS Scope	88.3	82.4	82.8	7.2%	6.7%
Consolidation	-0.4	0.0	0.0		
74Software	170.4	159.4	160.6	6.9%	6.1%

Quarterly Revenue Breakdown by Type					
€m / %	Q1 2025	Q1 2024 Proforma	Q1 2024 Restated	Total Growth	Organic Growth
Product revenue	139.0	121.9	123.1	14.1%	12.9%
Recurring revenue	129.5	116.3	117.5	11.3%	10.2%
o/w Maintenance & Support	47.0	47.9	48.3	-2.0%	-2.8%
o/w Customer-managed Subscription	48.5	40.8	41.1	19.0%	18.0%
o/w Own-managed Subscription	34.0	27.6	28.1	23.3%	21.3%
License revenue	9.5	5.6	5.6	71.6%	69.3%
Services revenue	31.3	37.5	37.5	-16.4%	-16.4%
Total revenue	170.4	159.4	160.6	6.9%	6.1%

- Group revenue reached €170.4M in Q1 2025, driven by +6.1% organic growth.
- ARR showed strong double-digit growth: +10.9% for Axway, +10.4% for SBS.
- Strong execution, early strategic wins, and high product demand sustained momentum.
- Full-year 2025 targets reaffirmed, supported by integration synergies and product-led strategy.



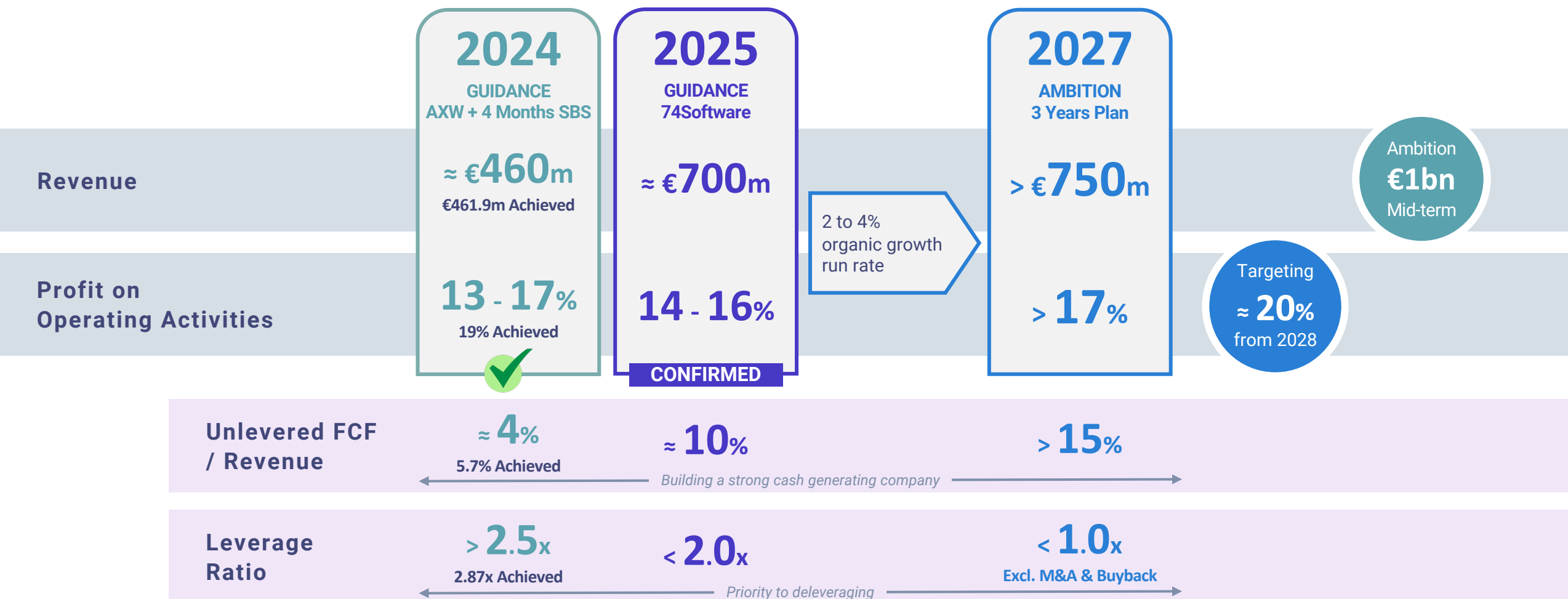
04

Looking to 2025 and Beyond

74Software

A Future of Dynamic Growth

Driven by both organic expansion and strategic acquisitions



Capital Allocation Priority

FOCUS ON DELEVERAGING



< 2.0x
by end-2025

RETURN TO DIVIDEND



As soon as
possible and
appropriate

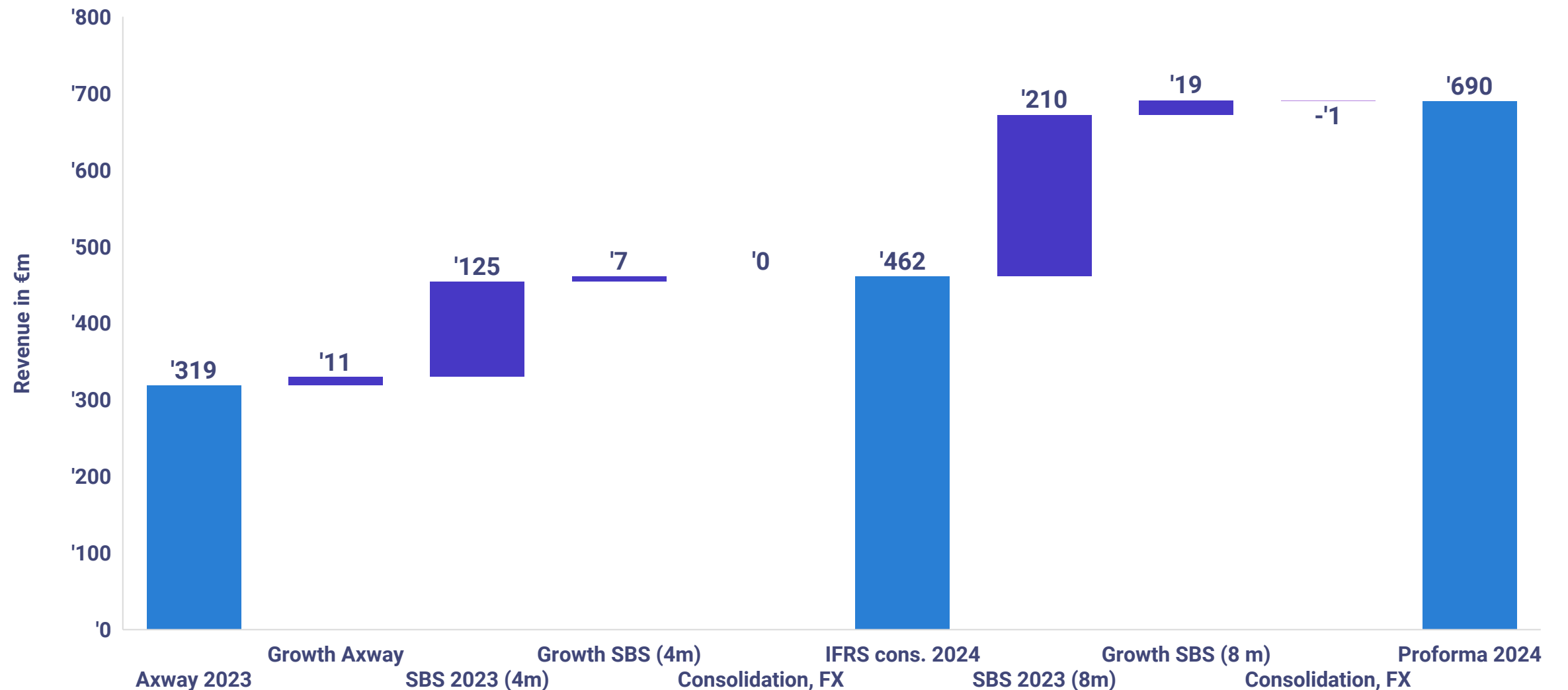
SHARE BUYBACK



Regular activation
of share buyback
authorizations

Appendices

Change in Revenue



Revenue Breakdown by Portfolio Company & by Type

€m / %	2024 Proforma Axway	2024 Proforma SBS	2024 Proforma Consolidation	2024 Proforma 74Software
Product revenue	293.9	251.7	-1.6	544.1
Recurring revenue	283.7	214.7	-1.6	496.8
<i>o/w Maintenance & Support</i>	68.4	127.1	-0.8	194.8
<i>o/w Customer-managed Subscription</i>	163.6	20.6	-0.8	183.4
<i>o/w Own-managed Subscription</i>	51.7	66.9	-0.0	118.6
License revenue	10.2	37.1	-0.0	47.3
Services revenue	35.8	110.2	-0.1	146.0
Total revenue	329.8	362.0	-1.7	690.0

€m / %	2023 Proforma Axway	2023 Proforma SBS	2023 Proforma Consolidation	2023 Proforma 74Software
Product revenue	282.4	236.4	-1.5	517.4
Recurring revenue	273.6	191.5	-0.8	464.3
<i>o/w Maintenance & Support</i>	87.0	131.8	-0.4	218.4
<i>o/w Customer-managed Subscription</i>	139.6	4.8	-0.8	143.7
<i>o/w Own-managed Subscription</i>	47.0	54.9	0.3	102.2
License revenue	8.8	44.9	-0.6	53.1
Services revenue	36.5	97.5	-0.0	134.1
Total revenue	319.0	333.9	-1.5	651.4

Revenue Breakdown by Geography

	2024		2023 Proforma	2023 Restated	Total Growth	Organic Growth
	€m	% of Rev.				
Europe	418.6	60.7%	408.2	410.1	2.5%	2.1%
o/w France	194.6	28.2%	197.8	197.8	-1.6%	-1.6%
o/w UK	93.3	13.5%	78.9	80.7	18.2%	15.5%
Americas	150.2	21.8%	136.3	136.3	10.2%	10.2%
Middle East & Africa	85.4	12.4%	74.4	74.4	14.7%	14.7%
Asia & Pacific	35.8	5.2%	32.4	32.4	10.7%	10.7%
74Software	690.0		651.3	653.1	5.9%	5.7%

Margin Analysis – 74Software

	2024 Proforma 12m AXW + 12m SBS		2023 Proforma 12m AXW + 12m SBS		Change	
	€m	% of Rev.	€m	% of Rev.	€m	Basis Points
Product revenue	544.1	78.8%	517.4	79.4%	+ 26.7	- 58
Services revenue	146.0	21.2%	134.1	20.6%	+ 11.9	+ 58
Total revenue	690.0		651.4		+ 38.6	
Total costs of revenue	241.3		227.2		+ 14.1	
GROSS PROFIT	448.8	65.0%	424.2	65.1%	+ 24.5	- 10
Operating expenses	354.7	51.4%	339.2	52.1%	+ 15.5	- 66
<i>o/w research & development</i>	174.9	25.4%	163.8	25.1%	+ 11.1	+ 20
<i>o/w sales & marketing</i>	120.4	17.4%	118.5	18.2%	+ 1.8	- 75
<i>o/w general & administrative</i>	59.4	8.6%	56.8	8.7%	+ 2.6	- 11
PROFIT ON OPERATING ACTIVITIES	94.0	13.6%	85.1	13.1%	+ 9.0	+ 57
<i>Product gross profit</i>	420.4	77.3%	402.5	77.8%	+ 17.8	- 54
<i>Services gross profit</i>	28.4	19.4%	21.7	16.2%	+ 6.7	+ 324
<i>Net capitalization of R&D</i>	19.4	2.8%	23.2	3.6%	-3.8	-75
<i>in % of gross R&D</i>	10.0%		12.4%		-2.4%	

Margin Analysis – Portfolio Companies



	2024 Axway		2023 Reported Axway		Change	
	€m	% of Rev.	€m	% of Rev.	€m	Basis Points
Product revenue	293.9	89.1%	282.4	88.5%	+ 11.5	+ 61
Services revenue	35.8	10.9%	36.5	11.4%	- 0.7	- 58
Total revenue	329.8		319.0		+ 10.8	
Total costs of revenue	88.0		87.2		+ 0.8	
GROSS PROFIT	241.8	73.3%	231.8	72.7%	+ 10.0	+ 66
Operating expenses	172.8	52.4%	168.9	52.9%	+ 3.9	- 54
<i>o/w research & development</i>	61.2	18.6%	60.1	18.8%	+ 1.1	- 29
<i>o/w sales & marketing</i>	82.4	25.0%	81.6	25.6%	+ 0.8	- 59
<i>o/w general & administrative</i>	29.2	8.9%	27.2	8.5%	+ 2.0	+ 33
PROFIT ON OPERATING ACTIVITIES	69.0	20.9%	62.8	19.7%	+ 6.2	+ 123
<i>Product gross profit</i>	240.8	81.9%	230.1	81.5%	+ 10.7	+ 44
<i>Services gross profit</i>	1.0	2.8%	1.6	4.4%	- 0.6	- 163

Margin Analysis – Portfolio Companies



	2024 Proforma 12M SBS		2023 Proforma 12M SBS		Change	
	€m	% of Rev.	€m	% of Rev.	€m	Basis Points
Product revenue	251.7	69.5%	236.4	70.8%	+ 15.4	- 124
Services revenue	110.2	30.5%	97.5	29.2%	+ 12.7	+ 124
Total revenue	362.0		333.9		+ 28.0	
Total costs of revenue	155.0		141.5		+ 13.5	
GROSS PROFIT	207.0	57.2%	192.4	57.6%	+ 14.5	- 45
Operating expenses	181.9	50.3%	170.3	51.0%	+ 11.6	- 74
o/w research & development	113.7	31.4%	103.7	31.1%	+ 10.0	+ 36
o/w sales & marketing	38.0	10.5%	36.9	11.1%	+ 1.0	- 58
o/w general & administrative	30.2	8.3%	29.6	8.9%	+ 0.6	- 53
PROFIT ON OPERATING ACTIVITIES	25.1	6.9%	22.2	6.6%	+ 2.9	+ 29
Product gross profit	179.6	71.3%	172.3	72.9%	+ 7.3	- 156
Services gross profit	27.4	24.9%	20.1	20.6%	+ 7.3	+ 424

Balance Sheet

in €m	2024 IFRS Consolidated	2023 Reported Axway	Change
Accounts receivables	293.5	178.0	+ 115.5
Other current assets	101.9	32.3	+ 69.6
Accounts payables	-28.7	-11.3	- 17.4
Deferred revenue	-88.6	-49.1	- 39.5
Other current liabilities	-158.0	-55.4	- 102.6
Net working capital	120.1	94.5	+ 25.6
Tangible fixed assets	25.0	9.3	+ 15.7
Goodwill	497.4	302.1	+ 195.3
Other intangibles	192.3	5.1	+ 187.2
Fixed assets	714.7	316.5	+ 398.2
Other assets	78.1	51.0	+ 27.1
Other liabilities	-130.1	-40.2	- 89.9
Other assets - liabilities	-52.0	10.8	- 62.8
INVESTED ASSETS	782.8	421.8	+ 361.1












in €m	2024 IFRS Consolidated	2023 Reported Axway	Change
Cash & cash equivalents	-41.4	-16.7	- 24.7
Financial debt	291.8	92.3	+ 199.5
Net debt	250.4	75.6	+ 174.8
Equity	532.4	346.0	+ 186.4
CAPITAL EMPLOYED	782.8	421.6	+ 361.2

Ratios	2024 IFRS Consolidated	2023 Reported Axway	Change
<i>NWC as a % of revenue</i>	26.0%	29.6%	- 3.6
<i>DSO (days)</i>	145	182	- 37
<i>Net debt / total capital</i>	32.0%	17.9%	+ 14.1
<i>Equity / total capital</i>	68.0%	82.1%	- 14.1

Headcount

Headcount			
	31/12/2024	31/12/2023	Change
Europe	3090	1044	2046
Americas	378	357	21
Asia - Pacific	882	64	818
Middle East - Africa	437	0	-
TOTAL	4787	1465	3322

Gouvernance

		Age	Nationality	Independent Director	Board Observer	Number of offices in other listed companies	Audit Committee	Appointments, Governance and Corporate Responsibility Committee	Compensation Committee	Expiry date of term of office (GM date)	Number of shares held personally
PIERRE PASQUIER		89	FR			1		M		2027	0
KATHLEEN CLARK		57	US/FR			1		C	M	2027	9,587
PIERRE-YVES COMMANAY		59	FR			0		M	M	2026	4,856
NICOLE-CLAUDE DUPLESSIX		65	FR			0			M	2025	2,166
EMMA FERNANDEZ		61	ESP	I		1		M	C	2027	0
MICHAEL GOLLNER		66	US/UK		O	1	O			2025	100
DOMINIQUE ILLIEN		71	FR	I		0	C			2028	82,500
YANN METZ-PASQUIER		36	FR/US			0	M			2026	65,549
OLIVIER PLACCA		56	FR	I		0			M	2025	0
PATRICK RENOUVIN		65	FR	I		0	M	M		2027	0
MARIE-HÉLÈNE RIGAL		54	FR			1	M			2026	0

 Independent
  Board Observer
  Chairman/Chairwoman
  Member

11
Members

4
Nationalities

40%
Women

8
Meetings

97%
Attendance

Executive Committee



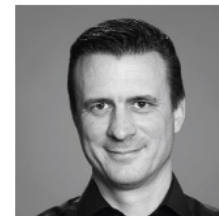
PATRICK DONOVAN
CEO
United States - France



ERIC BIERRY
Deputy CEO
CEO SBS
France



ROLAND ROYER
CEO Axway
France



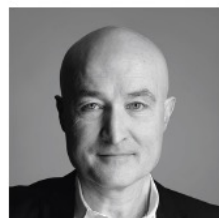
TOBIAS UNGER
CFO
Switzerland



XAVIER REBEUF
R&D Operations
France



PAUL FRENCH
Chief of Staff
United States



PHILIPPE BUISSON
Secretary
France



YANN METZ-PASQUIER
Strategy & Ventures
Digital Engagement SBS
France

8
members

3
nationalities

Glossary and Alternative Performance Measure

- Axway ARR: Annual Recurring Revenue – Expected annual billing amounts from all active maintenance and subscription agreements.
- SBS ARR: Annual Recurring Revenue – Monthly recurring revenue (MRR) for the last month of the reporting period multiplied by 12. Where contracts are affected by seasonality or contracted volume-based elements, the last 12 months of revenue are aggregated in determining ARR. Expected recurring revenue from contracts signed but not yet active are not included in ARR.
- 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.
- Proforma: Proforma measures assume the acquisition of SBS happened at the beginning of the respective reporting period.
- Restated revenue: Revenue for the prior year, adjusted for the consolidation scope and exchange rates of the current year.
- Unlevered free cashflow: Free cashflow before exceptional items and before net interest expense.

Thank you

74Software