

# Axway Software Investor Presentation

October 2019



# 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 Group highlights that signatures of license contracts, which often represent investments for clients, are historically more significant in the second half of the year and may therefore have a more or less favorable 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 2018 Registration Document filed with the French Financial Markets Authority (*Autorité des Marchés Financiers*, AMF) on April 26, 2019 under number D.19-0404.
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# Investor Presentation – October 2019

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## Company Overview



# Axway at a glance

A long-standing **specialist in Middleware** markets and the **5<sup>th</sup> largest software publisher in France\***, Axway develops, distributes, integrates and maintains its own infrastructure solutions to enable optimized **data flow governance in the most complex organizations**.

French-American dual nationality  
 → Headquartered in Phoenix, AZ – USA  
 → Listed on Euronext Paris (France)  
 17 Locations worldwide  
 1,850 employees – 680 in R&D



2018 Revenue : €283,8m  
 Profit on Operating Activities : 11.2%  
 Free Cash Flow / Revenue : 6.2%  
 Balance sheet and debt capacity to seize strategic acquisition opportunities

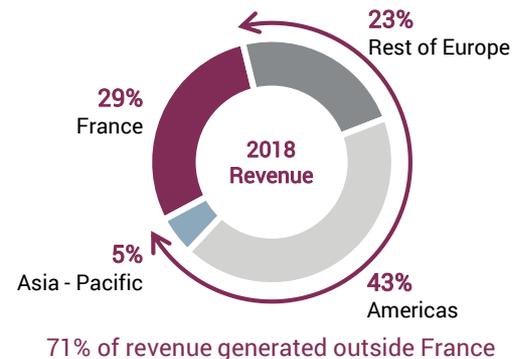
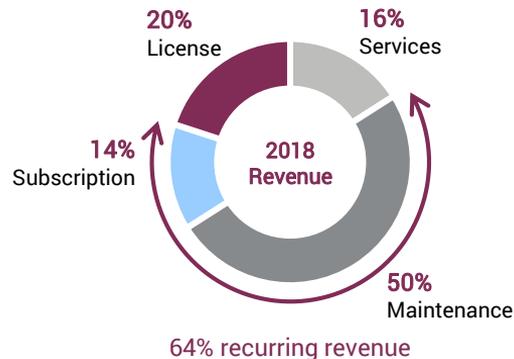


Figures as of 31/12/2018



	Euronext Paris – Compartment B	<u>Main Indexes</u>
	Bloomberg : AXW:FR	→ CAC Mid Small
	Reuters : AXW.PA	→ CAC TECHNOLOGY
	Market Cap (31/12/18) : €264m	→ ENT TECH 40

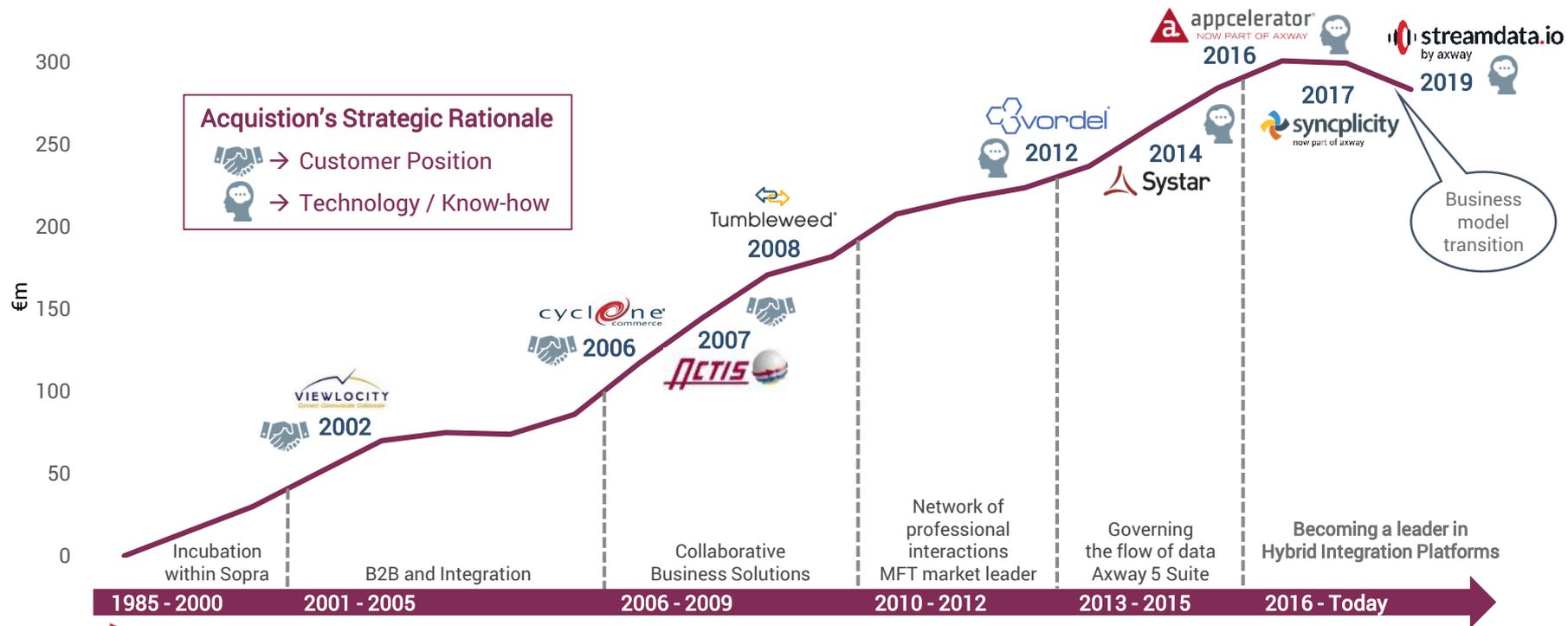
Axway solutions are deployed by over 11,000 customers spanning 100 countries



Main vertical markets: Financial Services / Manufacturing - Retail - Transport / Public Sector

\* Source = Top 250 EY – Syntec Numérique 2018

# A balanced history of organic and external growth



# Axway enables business to leverage change

Data Integration

Engagement



Fannie Mae™



Enterprise transitions

Integration broker

Automating supply chains

Securing file transfer

Protecting SOA and services through APIs

Increasing business visibility

Unifying app development

Securing collaboration

2001 2002 2006 2007 2008 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020



458M internet users (7.6% world)



Goes live



Apple iPhone changes smartphone market



1.86B smartphone users



15B connected IoT devices



4.17B internet users (54.6% world)



2.8B smartphone users



28B connected IoT devices



# Axway Partners

## Cloud Providers



## Global System Integrators



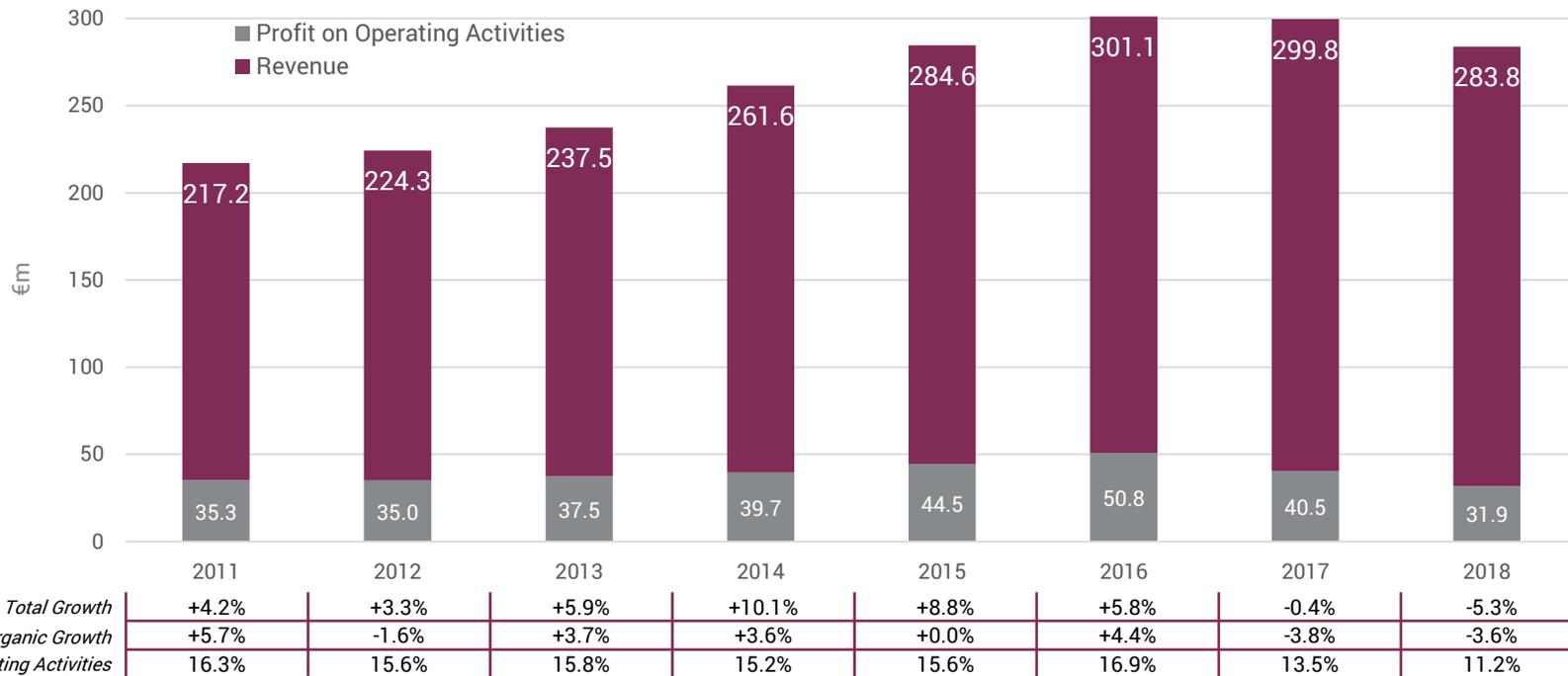
## Digital Solution Providers



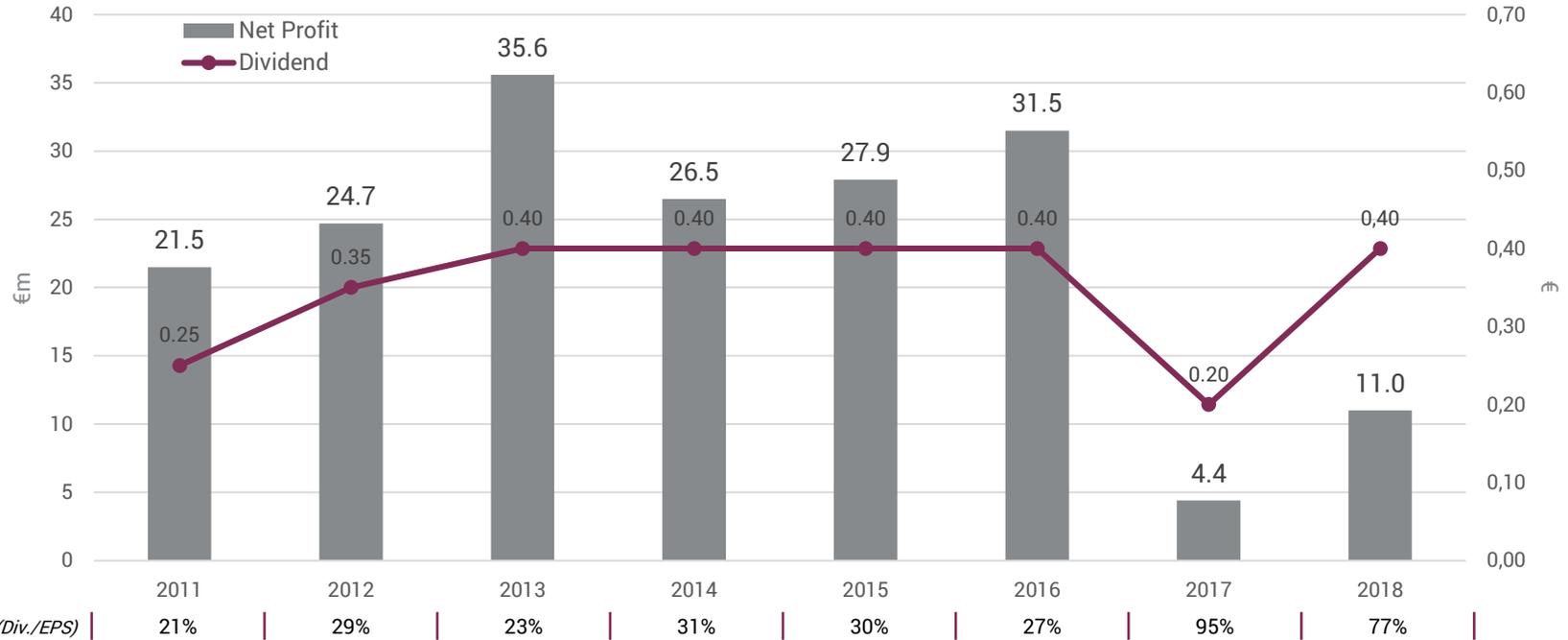
## Resellers



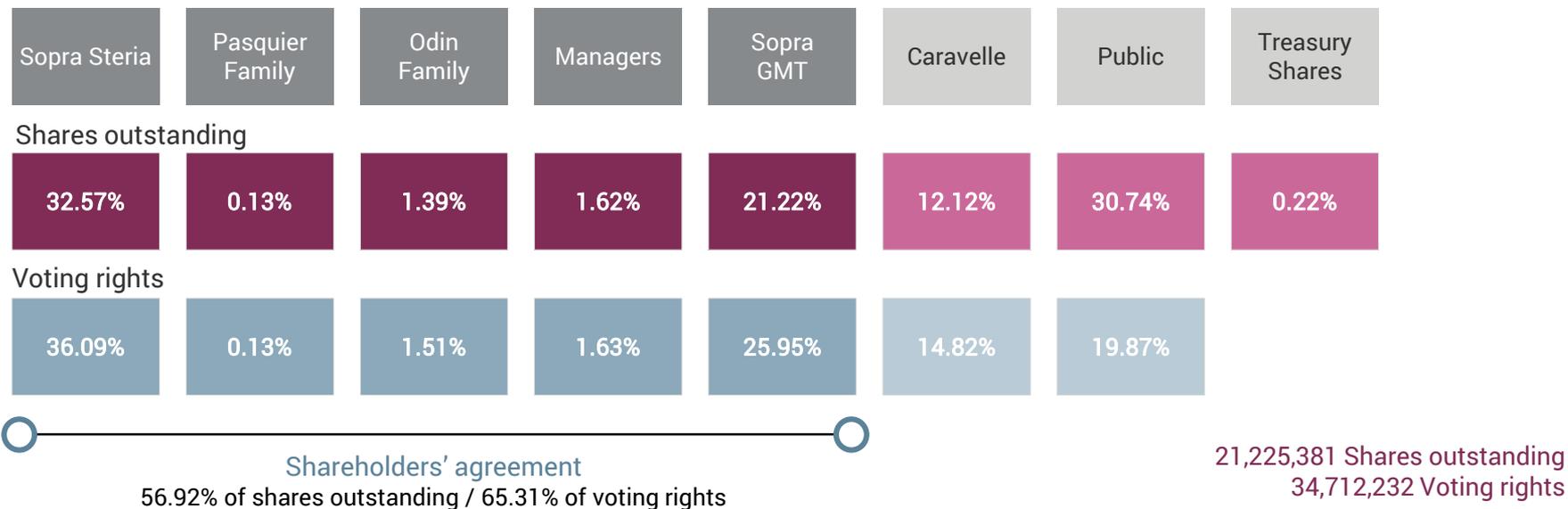
# Axway's historical performance



# Axway's historical net profit & dividend



# A shareholding structure backing the corporate project



# Axway's Corporate Social Responsibility

## 2018 Initiatives & Labels

→ Member of the UN Global Compact



→ Awarded Silver Ecovadis CSR Label



→ Selected for the Gaïa Index



→ Reinforced Ethics Charter & Alert System



## Governance

Board of Directors:

- 57% independent
- 43% of women
- 95% attendance rate

## Environment

- Promoting eco-responsible practices
- Measures to take account of environmental issues and carry out evaluations or certification procedures

## Human Resources

Axway University:

- 36K+ Hours of training for more than 1,250 Axwegians

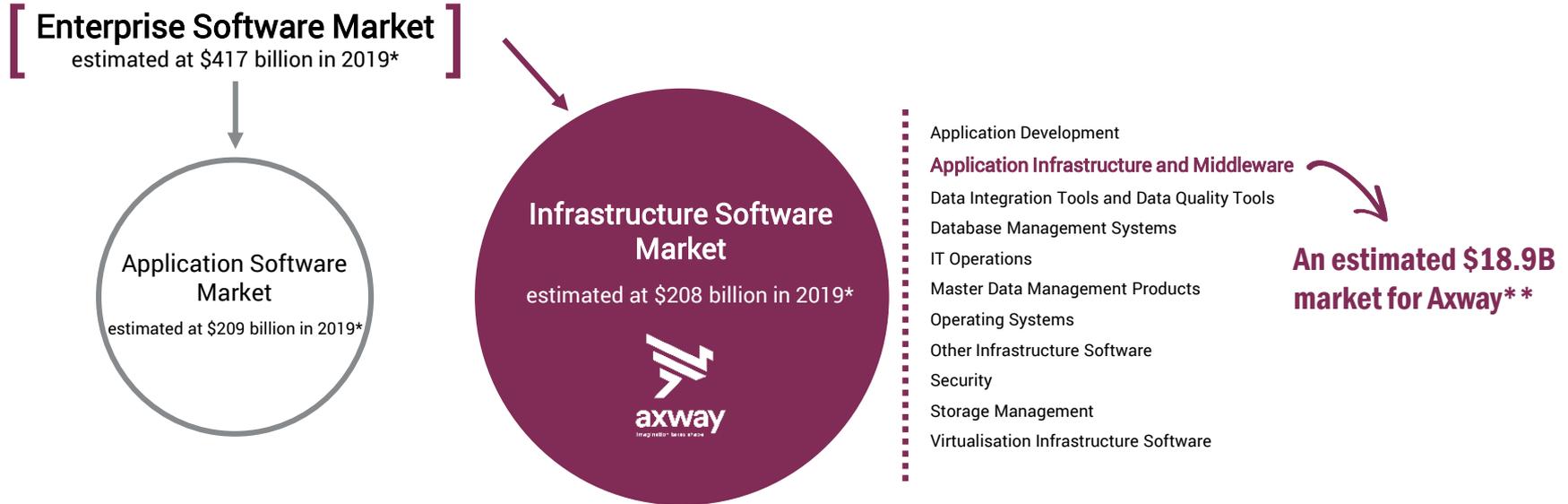




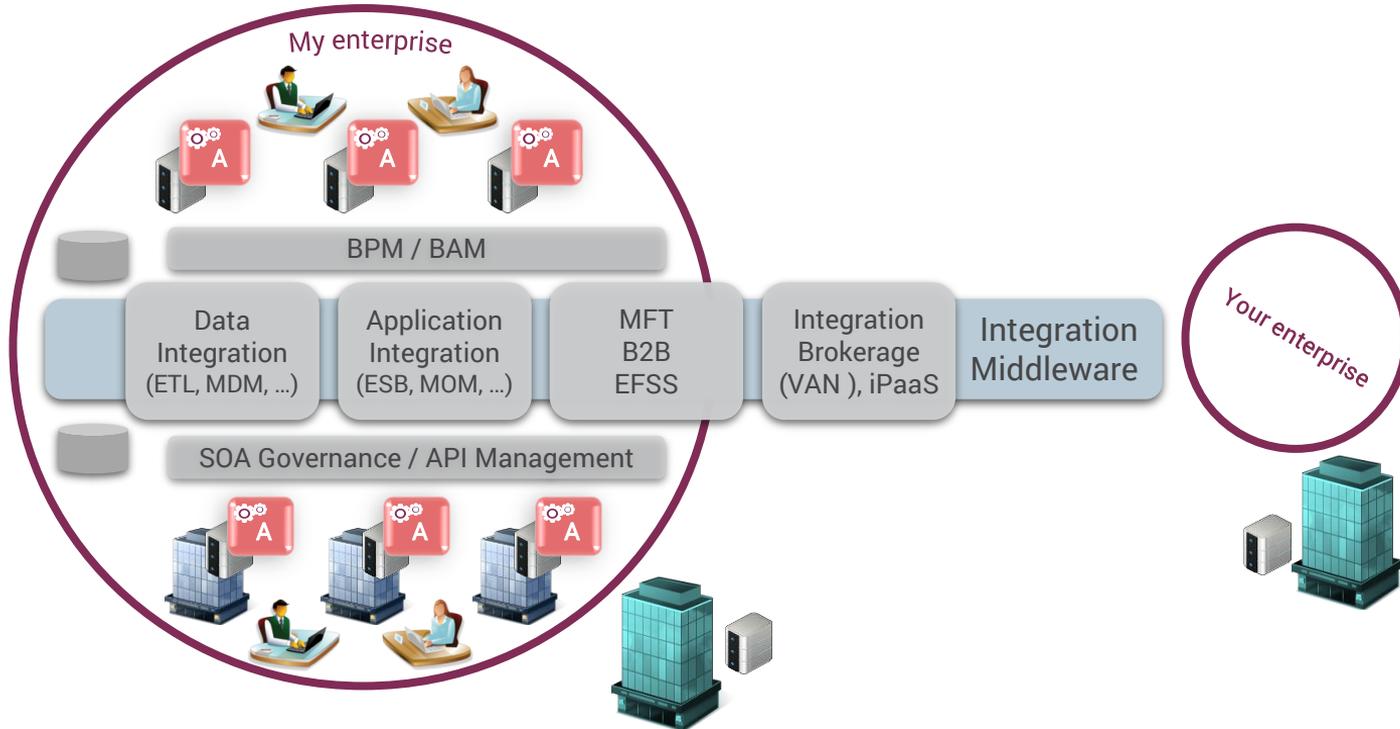
## Market Overview



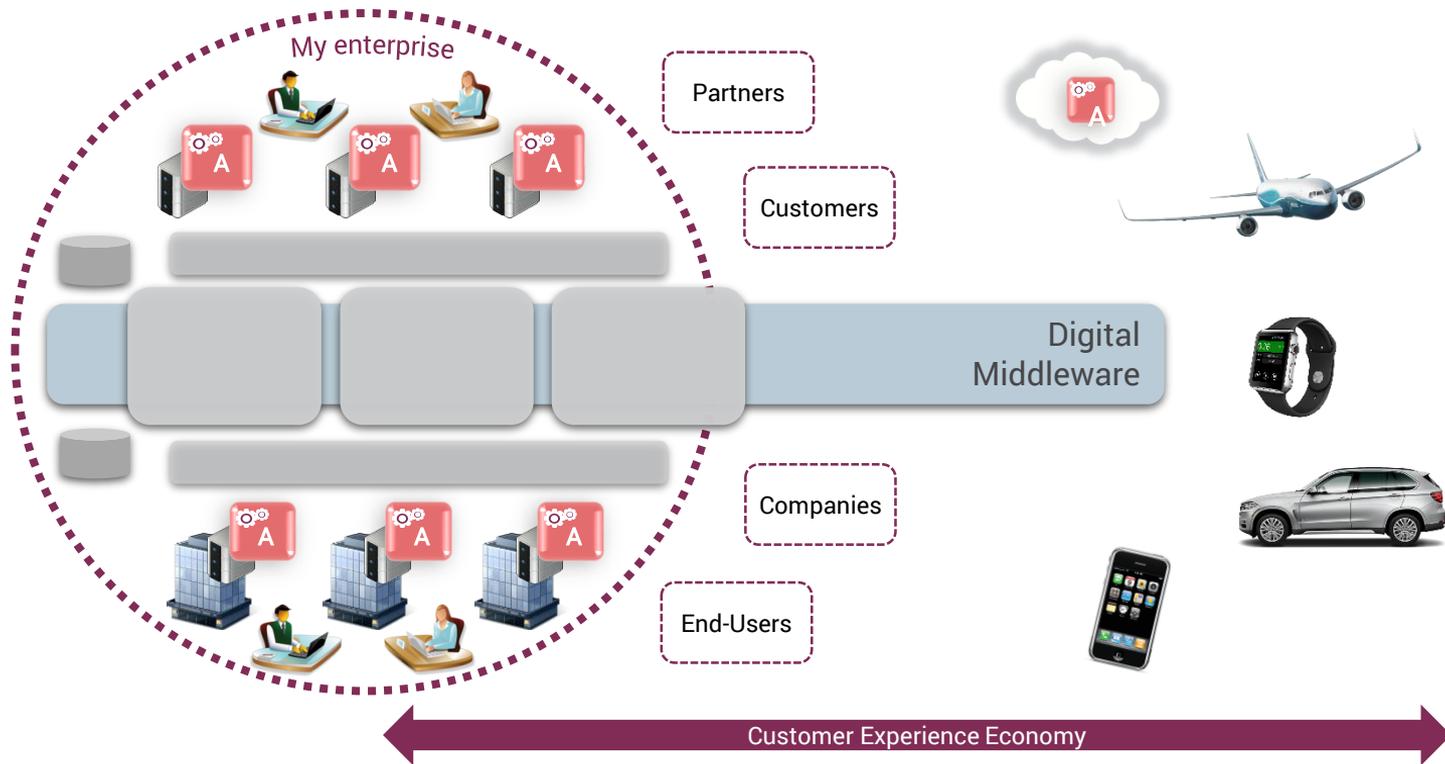
# Axway's market in the Software industry



# Axway's historical Middleware market...



# ... and its digital evolution !



# Axway's purpose remains the same

We moved and integrated data securely for businesses...  
It is the foundation of what we do

We will still move, integrate and expose data securely  
for businesses

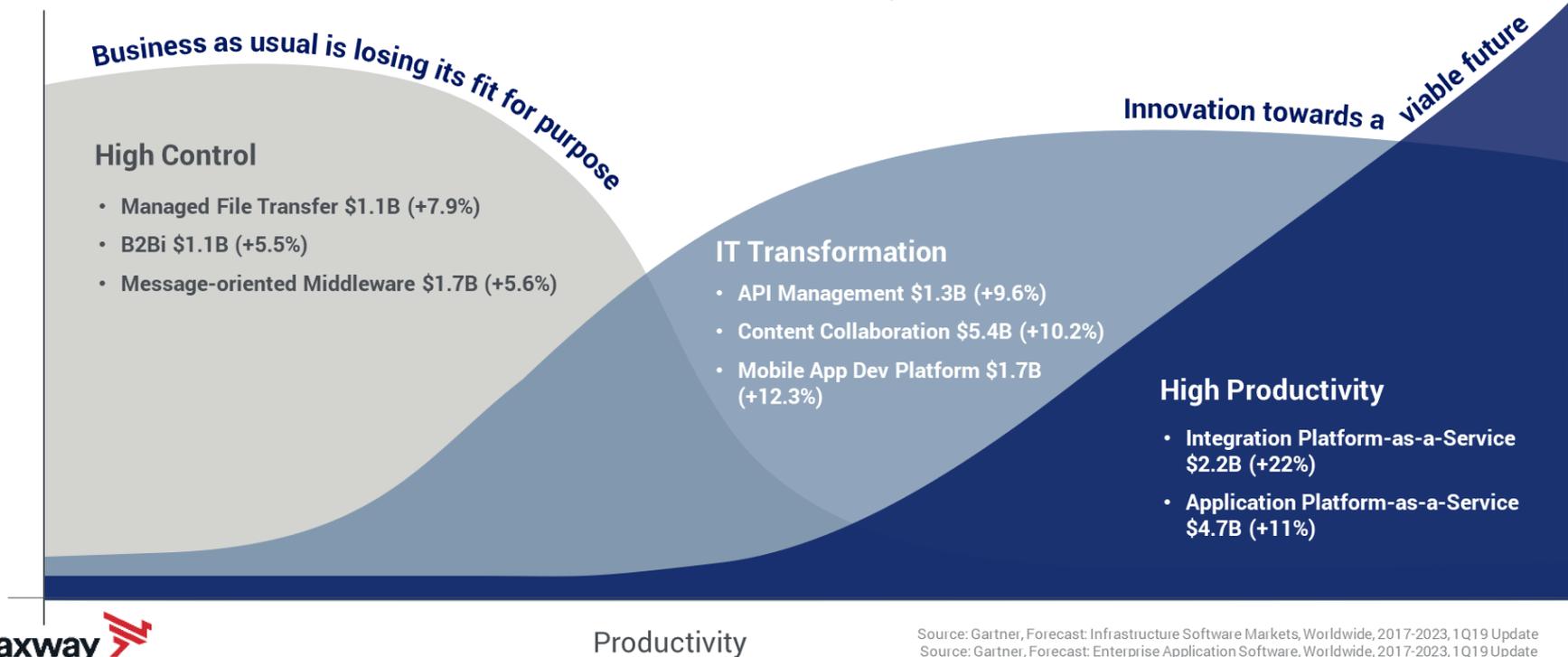


Axway's mission remains the same, we are merely implementing our market strategy:

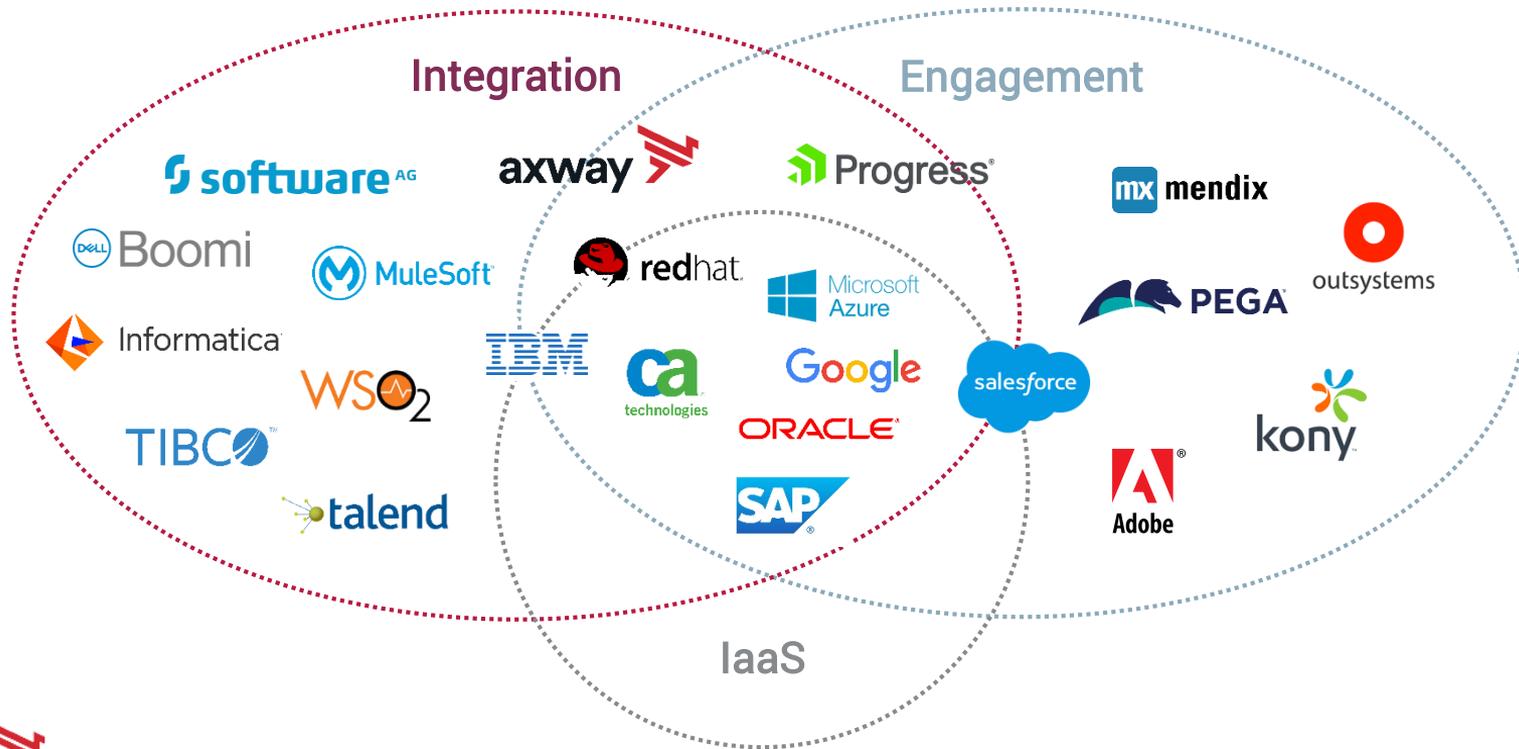
**Become a leader in Hybrid Integration Platforms**

# 2019 Market Forecast and 2019-2022 CAGR

Total market estimated at \$18.9 billion in 2019 / Average CAGR 2019-2022 estimated at +11.2%



# Competitive landscape



# Evolution of practices in a Subscription world

## Sequences of a perpetual License offering



## Cycle of a Subscription offering



IT Focus	⇒	Business Focus
Customer Acquisition	⇒	Customer Growth
Upfront Revenue	⇒	Lifetime Revenue
Episodic engagement	⇒	Continuous engagement
Reactive support	⇒	Proactive Value
Implementation services	⇒	Customer Outcomes

# Update on the transformation project



# Transformation project

Upgrading the product portfolio



Strengthening the management team and engaging employees



Implementing a structure adapted to changes in the business model



Increasing awareness and sustaining a growth dynamic

In Progress

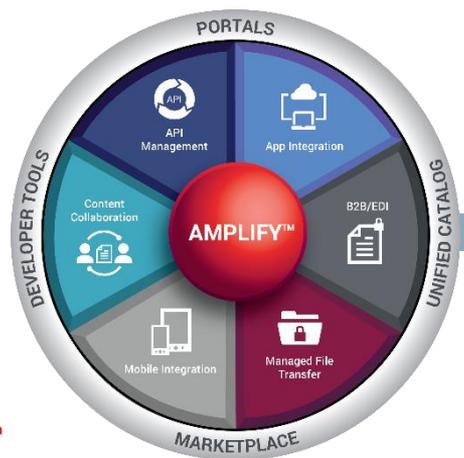
# AMPLIFY™: 15 years of strategic evolution

2006 SECURELY MOVING AND INTEGRATING DATA

2008 BUSINESS CONTEXT

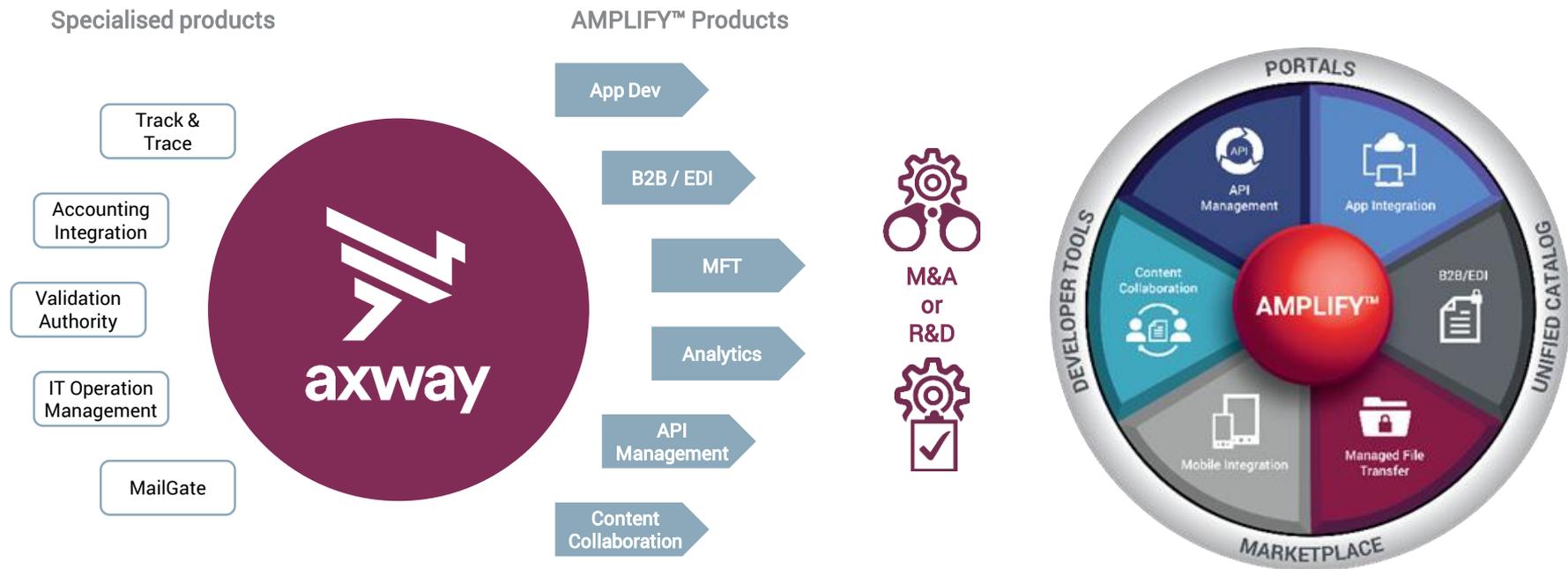
2013 DATA OPENESS

2017 CUSTOMER CENTRICITY



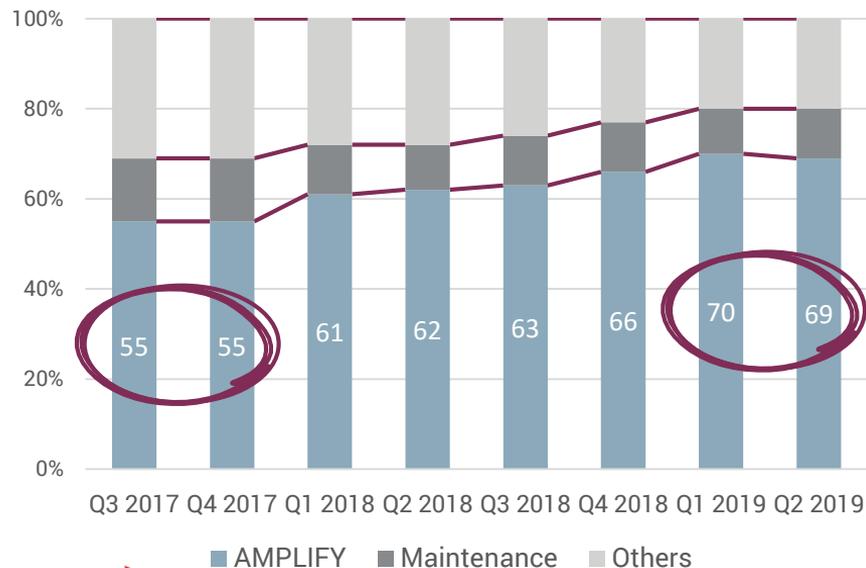
AMPLIFY™ 2020

# Axway's solutions evolution



# AMPLIFY™: Continued investments, Strengthened offer

Allocation of R&D resources (%)

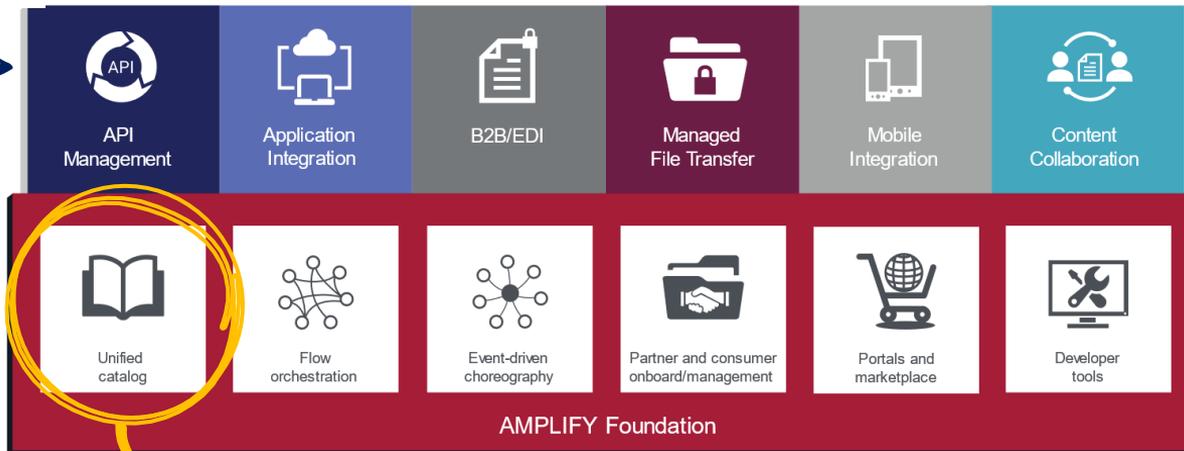


## AMPLIFY™ Investments

up + 49 % in H1 2019 vs. H2 2017

- Launch of the new AMPLIFY™ components at the end of March 2019
- Integration of Streamdata.io and launch of AMPLIFY™ Streams in June 2019
- Investments in MFT and API assets to maximize the capabilities of the HIP platform
- Strengthening of the HIP and UX in progress

# AMPLIFY™: Continued investments, Strengthened offer



AVAILABLE



since  
April 2019

**Unified Catalog**  
for multiple integration patterns

# AMPLIFY™: Setting the standard for HIP

## Endpoints

CRMs

Cloud Services

General Ledgers

Legacy Systems

etc.



AMPLIFY Catalog

## AMPLIFY™ Products



App Development



B2B / EDI



MFT



Analytics



API Management



Content Collaboration

# Better Together

## Strengthened management team

- Appointment of D. Fougerat, EVP Human Resources and C. Allmacher, Chief Financial Officer
- Entry into function of 3 new business leaders in Europe, the United States and the Asia-Pacific region
- Creation of a dedicated Go-to-Market team, supported by product experts, under the responsibility of Paul French, newly hired EVP, Go-to-Market

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## Renewed employee engagement

- Training and enablement through Axway University 2.0
  - Quarterly satisfaction surveys and enhanced dialogue with the management team
  - Implementation of a free share grant plan for all employees with a vesting date of 2022
- Attrition down 33% in H1 2019 compared to H1 2018

# Customer Success Organisation



## Objectives

- Help customers accelerate their transformation through **rapid results**
- Allow **incremental** AMPLIFY service **consumption**
- Facilitate and accelerate the transition to the **Subscription** model



## Customer Centric

- Bring together and align all players interacting with customers
- Optimize the **Acquisition, Adoption, Expansion and Renewal cycle**
- Making the **customer experience** a differentiator



## Organisation

- Creation of the **Customer Success Manager** function to support customers throughout their life cycle
- Proximity to customers with regional General Management

# Customer Success Organisation – H1 2019 evolution



## Organisation

### New Regional Leadership

- Asia-Pacific (January 2019)
- USA (April 2019)
- Europe (July 2019)



## Customer Success

### Evolve our Customer Success Management Team

- Accelerate our Customer Success Management practices
- Grow and expand Inside Sales



## Go-To-Market

### Strengthen Go-To-Market leadership, processes and focus:

- API First approach
- API GM / EVP Go-To-Market
- Evangelization

# Go-To-Market – Axway Catalysts Team and Offerings



## **Axway Catalysts**

A team of trusted advisors who help customers make digital strategy, design and technology decisions



## **Thought Leadership**

Proactive outreach and value delivery to the API Community through keynote presentations, networks of knowledge and workshop facilitation



## **Axway Accelerate**

High-impact consulting services to enable Integration Strategy, Digital Transformation, API Lifecycle Design and Continuous Delivery

# Our customers' success is our success



## Mission Critical

Axway Solutions at the heart of our customers' strategic business outcomes



## AMPLIFY™

Flexible solutions to secure and transform critical business processes while protecting past investment



## Customer Centric

Serving our customers as a valued, strategic partner  
"From Start to Forever"



# H1 & Q3 2019 Highlights & Performance



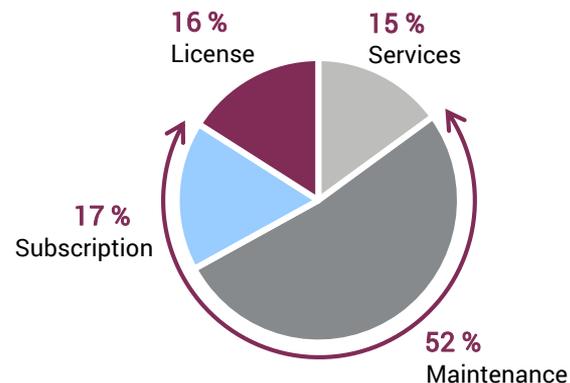


H1 2019

# 2019 Half-Year - Revenue by Activity

[€m]	H1 2019	H1 2018 Restated*	H1 2018 Reported	Total Growth	Organic Growth*
License	21.8	24.3	23.8	-8.3%	-10.3%
Subscription	23.1	19.7	18.8	23.1%	17.2%
Maintenance	72.1	71.7	69.9	3.1%	0.5%
Services	21.5	23.1	22.5	-4.3%	-6.8%
<b>Axway</b>	<b>138.6</b>	<b>138.9</b>	<b>134.9</b>	<b>2.7%</b>	<b>-0.2%</b>

\* Alternative performance measures are defined in the glossary at the end of this document



**69% Recurring revenue**  
vs. 61.0% in H1 2018

- Significant growth in Subscription revenue
- Resilience of the Maintenance activity
- Decrease in License and Services activities
- Increase of 8 points in the Group's share of recurring revenues to 69% of total revenue

# 2019 Half-Year - Income Statement

*In millions of euros*

	H1 2019		H1 2018	
<b>Revenue</b>	<b>138.6</b>		<b>134.9</b>	
Cost of sales	45.9		42.8	
<b>Gross Profit (% of Revenue)</b>	<b>92.6</b>	<i>66.8%</i>	<b>92.1</b>	<i>68.3%</i>
Operating expenses	90.2		79.8	
<i>of which Sales and marketing</i>	<i>44.3</i>		<i>39.0</i>	
<i>of which Research and development</i>	<i>32.6</i>		<i>26.8</i>	
<i>of which General and administrative</i>	<i>13.3</i>		<i>14.0</i>	
<b>Profit on operating activities</b>	<b>2.5</b>	<i>1.8%</i>	<b>12.3</b>	<i>9.1%</i>
<b>Profit from recurring operations</b>	<b>-2.7</b>	<i>-1.9%</i>	<b>7.8</b>	<i>5.8%</i>
<b>Operating profit</b>	<b>-3.0</b>	<i>-2.1%</i>	<b>5.0</b>	<i>3.7%</i>
Income taxes	-1.9		-0.2	
<b>Net profit (% of Revenue)</b>	<b>-6.1</b>	<i>-4.4%</i>	<b>3.9</b>	<i>2.9%</i>
Basic earnings per share (in €)	-0.29		0.18	

- Stable organic\* revenue, growth of 2.7 % in total
- In line with budget, profit on operating activities of €2.5m (1.8% of Rev.) due to the planned acceleration in operating investments
- Net profit of -€6.1m or -€0.29 per share

# AMPLIFY™: Continued investments, Strengthened offer

R&D Investments (€m)



Component	Availability
Application Integration (IPaaS)	✓
API – Build & Orchestrate	✓
MFT – Service enrollment	✓
B2Bi – Partner enrollment	✓
Microservice Mesh Management	Public Beta
Choreography (ACE)	Public Beta

## Advancing our innovation

- R&D investments up 22% between H1 2019 and H1 2018, stabilization and decrease expected in the coming quarters
- Rationalization of the portfolio and strategic priorities
- Significant improvement in attrition in the R&D workforce (20% decrease between H1 2019 and H1 2018)

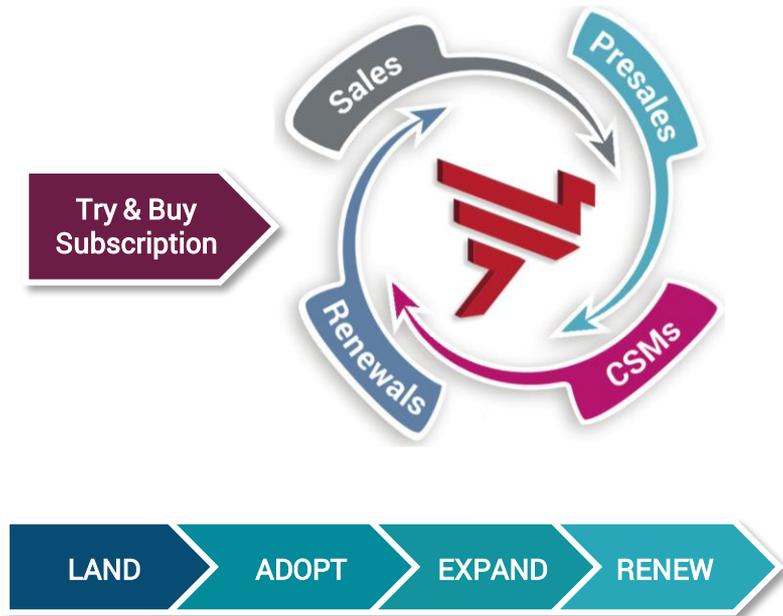
# 2019 Half-Year - Signatures tracking

[€m]	New Signatures Value	Weighting Factor	Weighted New Signatures
License	21.8	1x	21.8
New Subscription (ACV*)	3.5	3x	10.6
<b>Half-year 2019 Weighted Signatures</b>			<b>32.4</b>
<b>Organic Growth*</b>			<b>-15.4%</b>

\* Alternative performance measures are defined in the glossary at the end of this document

- New ACV down 25.5% organically
- Signatures metric down 15.4% organically
- The interest generated by the Group's new offers, combined with investment efforts dedicated both to strengthening the sales force and marketing, should allow a gradual reacceleration in new signatures as we move into 2020

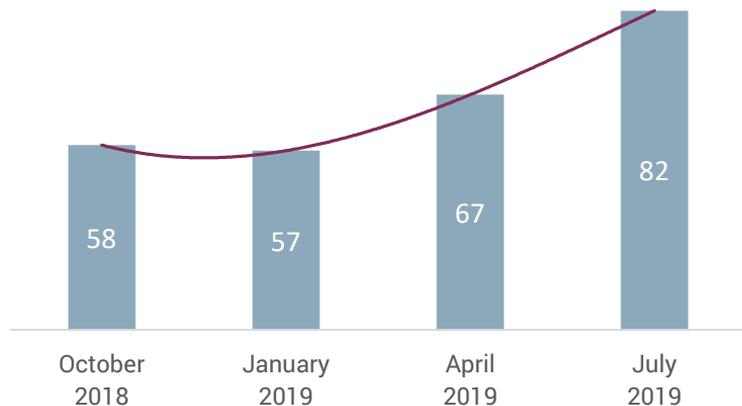
# Market Shift to Subscription



- Transition to subscription accelerating across all verticals and regions
- Significant increase in number of subscription transactions between H1 2018 and H1 2019
- Large subscription deals are taking much longer to execute as customers “learn” new processes and delivery models

# AMPLIFY™ API Management : Pipeline and Successes

APIM Pipeline trends (€m)



- Sales and Marketing investment up 14% between H1 2018 and H1 2019
- APIM Pipeline growth of 40%



Competitive win to drive a critical API implementation for a European Satellite program



PSD2 compliance and creation of new commercial channels for a major European bank



Extension of Axway's APIM and MFT offerings to all data movement for one of the largest healthcare systems in the United States

# Main Balance Sheet items at 30/06/2019

Cash and equivalents

**€32.3m**

vs. €35.8m at 31/12/2018

DSO

**61 days**

vs. 63 days at 30/06/2018

Total Assets

**€569.5m**

vs. €553.8m at 31/12/2018

Net debt

**€12.3m**

vs. €10.2m at 31/12/2018

Current deferred revenues

**€85.6m**

vs. €75.2m at 31/12/2018

Total Equity

**€356.4m**

vs. €362.7m at 31/12/2018

# Cash flows & Covenants at 30/06/2019

<i>In millions of euros</i>	30/06/2019	30/06/2018
<b>Net profit for the period</b>	-6.1	3.9
<b><i>Change in operating working capital requirements</i></b>	<b>3.0</b>	<b>16.0</b>
Net cash from operating activities	8.6	25.5
<b><i>Free cash flow</i></b>	<b>4.7</b>	<b>21.8</b>
Net cash used in investing activities	-4.5	-3.2
Net cash from (used in) financing activities	-7.8	-2.5
<b>Net change in cash and cash equivalents</b>	<b>-3.6</b>	<b>19.4</b>
Opening cash position	35.8	28.1
<b>Closing cash position</b>	<b>32.1</b>	<b>47.5</b>

→ Free cash flow of €4.7m at 30/06/2019

	30/06/2019	31/12/2018	30/06/2018
<u>EBITDA</u> Cost of debt (covenant > 5)	45.2	45.2	101.4
<u>Net debt</u> EBITDA (covenant < 3)	0.47	0.31	0.02
<u>Net debt</u> Equity (covenant < 1)	0.03	0.03	0.00

- All bank debt covenants fully met
- Balance sheet and debt capacity to seize strategic acquisition opportunities



Q3 & 9M  
2019

# Q3 2019 Highlights

[€m]	Q3 2019	Q3 2018 Restated*	Q3 2018 Reported	Total Growth	Organic Growth*
License	11.4	13.9	13.9	-18.0%	-18.1%
Subscription	13.4	11.7	10.8	24.6%	14.9%
Maintenance	36.9	37.7	36.3	1.8%	-2.2%
Services	9.4	11.0	10.7	-11.3%	-14.0%
<b>Axway</b>	<b>71.2</b>	<b>74.3</b>	<b>71.6</b>	<b>-0.6%</b>	<b>-4.2%</b>

\* Alternative performance measures are defined in the glossary at the end of this document

## Highlights of the 3<sup>rd</sup> quarter 2019

- **Strong growth in Subscription revenue** (+14.9%), in line with the roadmap
- **Maintenance resilience** (-2.2%)
- Significant progression in pipeline around new AMPLIFY™ offers
- Recognition of Axway's leadership in API management

# 9M Performance

[€m]	9M 2019	9M 2018 Restated*	9M 2018 Reported	Total Growth	Organic Growth*
License	33.2	38.2	37.6	-11.7%	-13.1%
Subscription	36.6	31.4	29.4	24.1%	16.3%
Maintenance	109.0	109.5	106.2	2.7%	-0.4%
Services	31.0	34.1	33.3	-7.0%	-9.1%
<b>Axway</b>	<b>209.8</b>	<b>213.2</b>	<b>206.5</b>	<b>1.6%</b>	<b>-1.6%</b>

\* Alternative performance measures are defined in the glossary at the end of this document



## Targets & Ambitions

# Targets & Ambitions

- 2019 Return to organic growth, continuing into 2020, enabling Axway to achieve targeted revenue of around €300 million
- 2019 Operating margin on business activity between 8 and 10%, the low point during the transformation period, before a rebound expected in 2020
- Become a Leader in the Hybrid Integration Platform market by the end of 2020



## Appendices





FY 2018

# Full-Year 2018 - Income Statement

*In millions of euros*

	2018		2017	
<b>Revenue</b>	<b>283.8</b>		<b>299.8</b>	
<i>of which License</i>	56.5		65.3	
<i>of which Subscription</i>	40.3		37.5	
<i>of which Maintenance</i>	142.8		145.4	
<b>Subtotal License, Subscription &amp; Maintenance</b>	<b>239.7</b>		<b>248.3</b>	
Services	44.2		51.6	
Cost of sales	84.2		88.2	
<b>Gross Profit (% of Revenue)</b>	<b>199.7</b>	<i>70.3%</i>	<b>211.6</b>	<i>70.6%</i>
Operating expenses	167.8		171.1	
<i>of which Sales and marketing</i>	83.3		83.8	
<i>of which Research and development</i>	58.0		59.4	
<i>of which General and administrative</i>	26.4		27.9	
<b>Profit on operating activities</b>	<b>31.9</b>	<i>11.2%</i>	<b>40.5</b>	<i>13.5%</i>
<b>Profit from recurring operations</b>	<b>22.5</b>	<i>7.9%</i>	<b>30.7</b>	<i>10.2%</i>
<b>Operating profit</b>	<b>18.3</b>	<i>6.4%</i>	<b>27.7</b>	<i>9.2%</i>
Income taxes	-5.6		-24.0	
<b>Net profit (% of Revenue)</b>	<b>11.0</b>	<i>3.9%</i>	<b>4.4</b>	<i>1.5%</i>
Basic earnings per share (in €)	0.52		0.21	

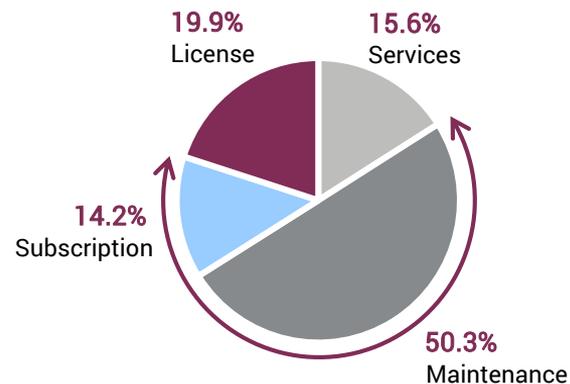
- Revenue down 3.6% organically\*, 2.7% at constant exchange rates, 5.3% in total
- Profit on operating activities maintained at 11.2% through sound cost management
- Net profit of €11.0 million (3.9% of revenue) or €0.52 per share compared with €0.21 in 2017

\* Alternative performance measures are defined in the glossary at the end of this document.

# Full-Year 2018 - Revenue by Activity

[€m]	2018	2017 Restated*	2017 Reported	Total Growth	Organic Growth*
License	56.5	63.7	65.3	-13.4%	-11.3%
Subscription	40.3	38.6	37.5	7.5%	4.4%
Maintenance	142.8	141.6	145.4	-1.8%	0.9%
Services	44.2	50.5	51.6	-14.4%	-12.6%
<b>Axway</b>	<b>283.8</b>	<b>294.4</b>	<b>299.8</b>	<b>-5.3%</b>	<b>-3.6%</b>

\* Alternative performance measures are defined in the glossary at the end of this document



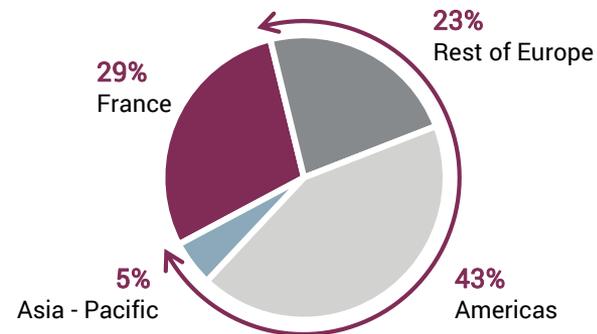
**64.5% recurring revenue**  
vs. 61.0% in 2017

- Growth in Subscription and Resilience of Maintenance
- Decline in License activity at year-end
- Continued strategic refocus on high value-added Services
- Increase of 3.5 points in the Group's recurring revenues to 64.5% of total revenue

# Full-Year 2018 - Revenue by Geography

[€m]	2018	2017 Restated*	2017 Reported	Total Growth	Organic Growth*
France	80.9	83.8	83.8	-3.4%	-3.4%
Rest of Europe	65.7	71.4	71.7	-8.4%	-7.9%
Americas	122.3	124.3	128.8	-5.0%	-1.6%
Asia / Pacific	14.9	15.1	15.6	-4.6%	-1.2%
<b>Axway</b>	<b>283.8</b>	<b>294.4</b>	<b>299.8</b>	<b>-5.3%</b>	<b>-3.6%</b>

\* Alternative performance measures are defined in the glossary at the end of this document



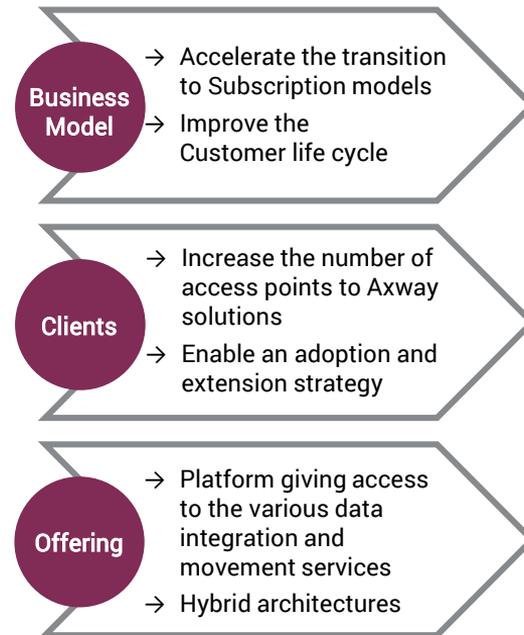
71% of revenue generated outside France stable compared to 2017

# Full-Year 2018 - Advancement toward our new business model

[€m]	New Signatures Value	Weighting Factor	Weighted New Signatures
License	56.5	1x	56.5
New Subscription (ACV*)	13.1	3x	39.3
<b>Full-Year 2018</b>			<b>95.8</b>
<b>Organic Growth*</b>			<b>+7.8%</b>

\* Alternative performance measures are defined in the glossary at the end of this document

→ **Signatures metric** (License + 3X New ACV) up **7.8% organically**



# Main Balance Sheet items at 31/12/2018

Cash and equivalents

**€35.8m**

vs. €28.1m at 31/12/2017

DSO

**77 days**

stable vs. 31/12/2017

Total Assets

**€553.8m**

vs. €551.1m at 31/12/2017

Net debt

**€10.2m**

vs. €24.1m at 31/12/2017

Current deferred revenues

**€75.2m**

vs. €67.3m at 31/12/2017 (+11.8%)

Total Equity

**€362.7m**

vs. €344.1m at 31/12/2017

# Simplified Balance Sheet at 31/12/2018

*In millions of euros*

	31/12/2018	31/12/2017
<b>Assets</b>		
Goodwill	344.1	333.6
<b>Non-current assets</b>	<b>422.7</b>	<b>420.7</b>
Trade receivables	65.6	71.1
Other current assets	29.7	31.2
Cash and cash equivalents	35.8	28.1
<b>Current assets</b>	<b>131.1</b>	<b>130.4</b>
<b>Total Assets</b>	<b>553.8</b>	<b>551.1</b>
<b>Equity and Liabilities</b>		
<b>Equity</b>	<b>362.7</b>	<b>344.1</b>
Financial debt - long-term portion	41.8	47.8
Other non-current liabilities	11.4	22.5
<b>Non-current liabilities</b>	<b>53.2</b>	<b>70.3</b>
Financial debt - short-term portion	4.2	4.5
Deferred Revenues	75.2	67.3
Other current liabilities	58.4	64.9
<b>Current liabilities</b>	<b>137.9</b>	<b>136.7</b>
<b>Total Liabilities</b>	<b>191.1</b>	<b>207.0</b>
<b>Total Equity and Liabilities</b>	<b>553.8</b>	<b>551.1</b>

- High cash position at €35.8 million
- 77-day DSO, stable compared to 2017
- Bank debt of €46.0 million, net debt of €10.2 million
- Current Deferred Revenues up 11.8% to €75.2m

# Cash flows & Covenants at 31/12/2018

*In millions of euros*

	31/12/2018	31/12/2017
<b>Net profit for the period</b>	<b>11.0</b>	<b>4.4</b>
<b><i>Change in operating working capital requirements</i></b>	<b>-3.6</b>	<b>-11.7</b>
Net cash from operating activities	22.6	29.6
<b><i>Free cash flow</i></b>	<b>17.5</b>	<b>24.3</b>
Net cash used in investing activities	-4.0	-57.5
Net cash from (used in) financing activities	-10.7	6.8
<b>Net change in cash and cash equivalents</b>	<b>7.6</b>	<b>-23.6</b>
Opening cash position	28.1	51.7
<b>Closing cash position</b>	<b>35.8</b>	<b>28.1</b>

→ Free cash flow of €17.5 million in 2018 despite significant additional investment

	31/12/2018	31/12/2017
<u>EBITDA</u> Cost of debt <i>(covenant &gt; 5)</i>	45.2	40.2
<u>Net debt</u> EBITDA <i>(covenant &lt; 3)</i>	0.31	0.47
<u>Net debt</u> Equity <i>(covenant &lt; 1)</i>	0.03	0.06

→ All bank debt covenants fully met  
→ Balance sheet and debt capacity to seize strategic acquisition opportunities

# Changes in equity and Earnings per share at 31/12/2018

*In millions of euros*

	31/12/2018	31/12/2017
<b>Equity at Beginning of Period</b>	<b>344.1</b>	<b>374.8</b>
Profit for the period	11.0	4.4
Dividends	-4.2	-8.5
Capital increase	0.2	3.2
Other	1.0	1.5
Foreign exchange translation adjustments	10.7	-31.3
<b>Equity at End of Period</b>	<b>362.7</b>	<b>344.1</b>

→ Distribution of a dividend of €0.40 per share submitted to the shareholders' vote at the general meeting scheduled for June 5, 2019

*In €*

	31/12/2018	31/12/2017
<b>Net profit for the period</b>	<b>11.0</b>	<b>4.4</b>
Weighted average number of shares excluding treasury shares	21.22M	21.16M
<b>Basic earnings per share</b>	<b>0.52</b>	<b>0.21</b>
Theoretical potential weighted average number of shares	21.71M	21.84M
<b>Diluted earnings per share (in €)</b>	<b>0.50</b>	<b>0.20</b>

→ Basic earnings per share of €0.52 in 2018 compared to €0.21 the previous year

# Full-Year 2018 - Headcount

	31/12/2018	30/06/2018	31/12/2017
France	468	467	518
Rest of Europe	771	727	733
Americas	537	514	515
Asia - Pacific	72	72	74
<b>Axway</b>	<b>1,848</b>	<b>1,780</b>	<b>1,839</b>

→ Recruitment stepped up significantly in the second half of 2018

# Alternative Performance Measures

- Restated revenue: Revenue for the prior year, adjusted for the consolidation scope and exchange rates of the current year.
- Organic growth: Growth in revenue between the period under review and the prior period, restated for consolidation scope and exchange rate impacts.
- Growth at constant exchange rates: Growth in revenue between the period under review and the prior period restated for exchange rate impacts.
- ACV: Annual Contract Value – Annual contract value of the subscription agreement.
- TCV: Total Contract Value – Full value of the subscription agreement including both recurring revenues over the contract term and one-time payments.
- Signature metric: Amount of License sales plus three times the annual value (3xACV) of new Subscription contracts signed over a given period.
- Profit on operating activities: Profit from recurring operations adjusted for the share-based payment expense for stock options and free shares, as well as the amortization of allocated intangible assets.