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**WALLIX**  
TRACE, AUDIT & TRUST

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## CLEAR ACCELERATION IN GROWTH IN THE SECOND HALF: +44% STRONG OUTLOOK FOR 2016

WALLIX GROUP, a software company providing cyber security and governance solutions for information systems access, has published its turnover for 2015 (for the year ended 31 December 2015).

Audited figures (in € thousands)	2014	2015	Change
First half	1,614	1,889	+17%
Second half	2,358	3,406	+44%
<b>TOTAL</b>	<b>3,972</b>	<b>5,295</b>	<b>+33%</b>

In line with the target figures announced by WALLIX GROUP last October, 2015 was marked by a strong acceleration in growth in the second half of the year, with turnover increasing 44% on the same period in 2014 to stand at €3,406 thousand.

Bolstered by this performance, the Group's annual turnover increased 33% to €5,295 thousand, reflecting another year of strong organic growth from amongst an increasingly large portfolio of clients, and confirming a sound offer on a fast-growing market.

**Jean-Noël de Galzain, Chairman of the WALLIX GROUP Management Board**, said: "2015 saw a clear acceleration in the growth dynamic on which WALLIX has embarked since its market listing. Today, the Group has 300 active clients compared with 220 one year ago, and new client acquisition amongst major corporate accounts means that it is currently referenced with 21 SBF 120 companies as against a figure of 15 last year. With the headlines continuing to declaim the scale of the risks incurred by companies that fail to secure all of their infrastructures, greater awareness is naturally reinforcing our market potential and our growth targets for 2016. We have also just launched our new software suite and the first feedback from our existing client base has been very positive."



## BREAKDOWN IN ACTIVITY

In € thousands	2014	2015	Change
<b>Software</b>	<b>3,505</b>	<b>4,582</b>	<b>+31%</b>
Licenses	2,428	3,036	+25%
Maintenance	1,078	1,547	+44%
<b>Managed services</b>	<b>467</b>	<b>713</b>	<b>+53%</b>

Following the extension of its offer and the Group's gradual entry into new market segments, software sales surged by 31% in 2015.

More specifically, license sales increased 38% in the second half (€2,118 thousand) as the Group finalized a number of deals towards the end of the year, and increased 25% over the full 12 months to stand at €3,036 thousand. Bolstered by this favorable backdrop, turnover for Maintenance continued to grow, finishing the year up 44%.

Managed services for their part increased 53% year-on-year in line with Group forecasts.

With growth driven by sales in both France and overseas (30% of invoicing in 2015), WALLIX has confirmed its target of generating over 50% of turnover outside France by the end of 2016.

## OUTLOOK FOR 2016: CONTINUED GROWTH

The acceleration in activity over the second half of 2015 is further proof of the quality of WALLIX's software offer and the validity of the strategy in place since its market listing during the summer:

- enrich the functionalities of its different solutions in order to broaden its potential market and consolidate its technological lead. In line with the timetable announced, WALLIX GROUP's complete software offer, WAB Suite, has been available since the start of 2016, enabling it to broaden its sales to cover the entire *Privileged Access Management* (PAM) market which is currently estimated at US\$512 million<sup>1</sup>. This continuous enrichment of the offer includes the filing of a new patent to reinforce the operational security of its software solutions;
- cement its presence in Europe. Over the past financial year, WALLIX GROUP substantially increased the number of sales and marketing employees devoted to EMEA. On 31 December 2015, its headcount had increased to 60 employees from 40 on 31 December 2014. The Group now has a robust network of 76 resellers in 21 countries, compared with a figure of 50 one year ago;
- accelerate its deployment outside of Europe via strategic partnerships. As part of its development plan, WALLIX GROUP will soon be announcing a key initiative in the United States.

<sup>1</sup> Gartner, Market Guide for Privileged Account Management, 2015



WALLIX GROUP's winning strategy means that the Group is ideally placed to pursue its growth on an increasingly active cyber security market where concentration trends offer new opportunities. Forecasts for the first half of 2016 are particularly strong in light of the current market backdrop and the potential commercial success of its new software suite amongst a larger and increasingly diversified client portfolio.

## ABOUT WALLIX

WALLIX, [www.wallix.com](http://www.wallix.com), is a software company offering privileged access management solutions for large and medium sized enterprises, public organizations and cloud service providers, helping their many customers to protect their critical IT assets including data, servers, terminals and connected devices.

Wallix AdminBastion Software Suite (or WAB Software Suite) gives the most effective route to security and compliance by reducing its users' biggest security risk – privileged access to IT – in the shortest possible time. With an unobtrusive architecture, full multi-tenancy, and virtual appliance packaging, WAB Software Suite is the easiest solution in its category to implement, use and manage. Its best of breed features which include password management, web access portal, access control and comprehensive session monitoring and recording can be deployed easily and securely on premise or in a hybrid cloud environment.

WALLIX is a public company listed on Alternext, with a strong customer presence in EMEA. WALLIX has offices in Paris, London and Munich. 300 companies trust WALLIX GROUP to secure their IT systems, including Alain Afflelou, Danagas, Dassault Aviation, Gulf Air, Maroc Telecom, McDonald's, Michelin, PSA Peugeot-Citroen and Quick.

For more information, go to: [www.wallix.com](http://www.wallix.com)

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