

Q2 2023 REVENUE HY 2023 EARNINGS

Amedeo D'Angelo – Executive Chairman
Jean-François Labadie – CFO



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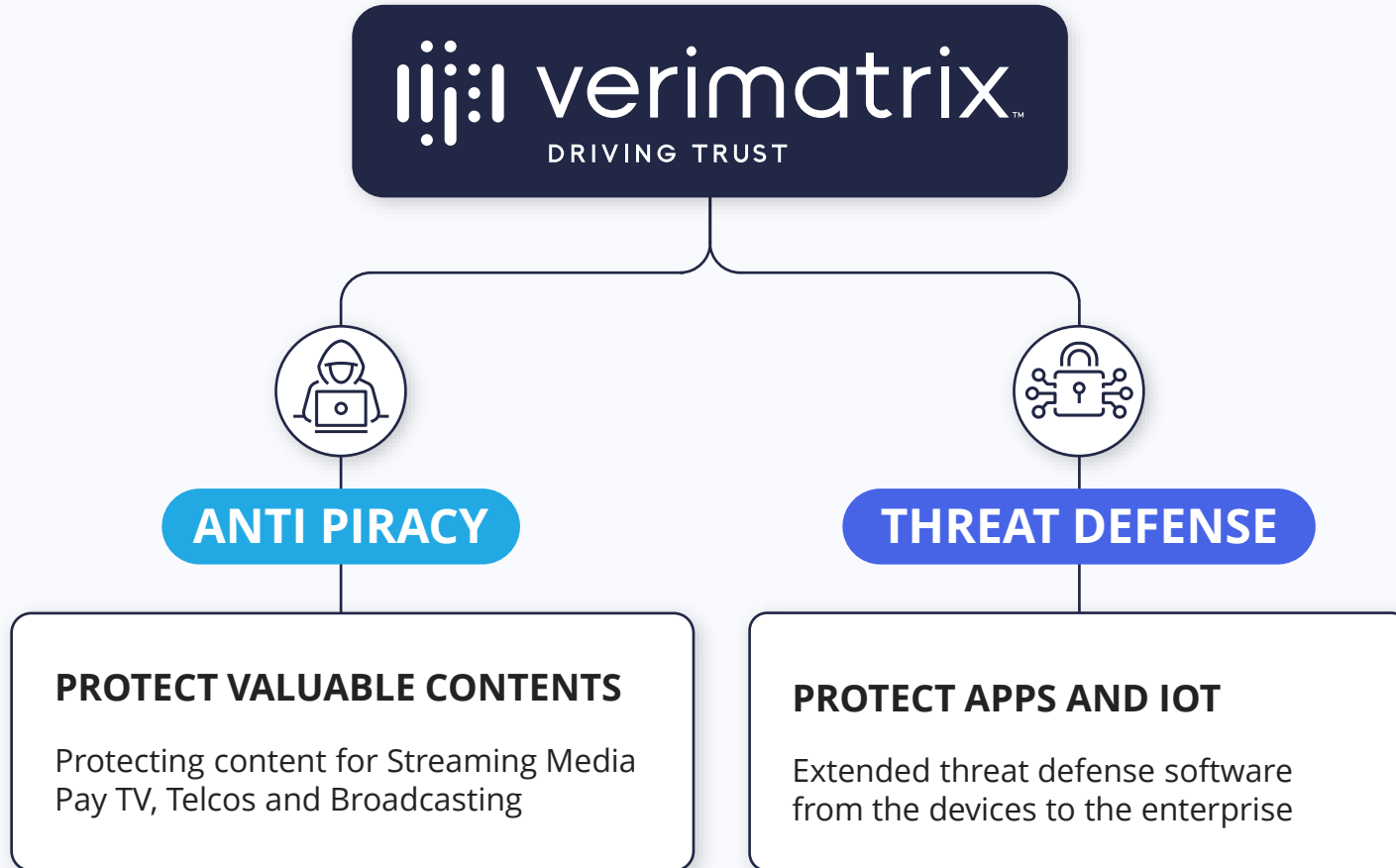
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2 global business lines



HY 2023 – MAIN EVENTS

Roll-out of the Back to Growth plan

Recurring revenue represents close to 50% of the total revenue

- ✓ Increasing base of customers using our new solutions under subscription model
- ✓ New logos and new verticals added
- ✓ Resilience of our traditional solutions – Perpetual license sales and stabilized maintenance
- ✓ Growing recognition and awareness on Streamkeeper and XTD products
- ✓ Further deployment of the new organisation
- ✓ Continuous investment on innovation
- ✓ Strong balance sheet and cash position

Q2 2023 PERFORMANCE - HIGHLIGHTS

6 consecutive quarters of growth in ARR from subscriptions

6 consecutive quarters of growth in revenue from subscriptions


5 consecutive quarters of growth in recurring revenue



Recurring revenue is now close to 50% of the total revenue



Upgrade of the subscription revenue guidance to 60% from 40%



HY 2023 New Customers and Awards

 **Antipiracy**

 **Threat Defense**

-  **2023 GLOBAL INFOSEC AWARD**
Threat Defense
Cyber Defense Magazine
-  **2023 CYBER SECURITY AWARD**
Threat Defense
Gold Award for AI Security
-  **2023 NAB SHOW AWARDS**
Threat Defense
Product of the Year



Q2 2023 REVENUE HY 2023 EARNINGS

HY 2023 – Financial highlights

Revenue growth for two quarters in a row

Strong growth momentum from the subscription activities on both revenue and ARR

Positive ebitda and solid cash position

- ✔ **+6%** growth in total revenue compared with HY 2022
- ✔ Q2 2023 revenue growth **+3%**
- ✔ Growth from subscription revenue above **100%** compared to HY 2022
- ✔ **67%** growth in subscription ARR
- ✔ Positive Ebitda at \$0.4m =61% Vs HY 2022
- ✔ Strong cash position at \$25.7m

Q2 2023 REVENUE

(\$ million US)	Q2 2023	Q2 2022	Chg.
Recurring turnover	7.5	6.1	22%
<i>of which maintenance</i>	4.2	4.5	-8%
<i>of which subscriptions</i>	3.3	1.6	108%
Non-recurring turnover	9.1	10.0	-9%
Total turnover	16.6	16.2	3%
ARR²	29.8	26.1	14%
<i>of which maintenance</i>	16.4	18.1	-9%
<i>of which subscriptions</i>	13.4	8.0	67%

Q2 2023 revenue up 3% compared to Q2 2022

- **Total recurring revenue up 22% compared to Q2 2022**
- **Non-recurring revenue down 9%**
- **ARR from subscriptions increased 21% since January 2023**
- **Guidance for the full year revised up**
 - **Min 60% growth of Subscription revenue – was 40%**
 - **Min 40% growth of ARR from subscriptions**

HY 2023 REVENUE

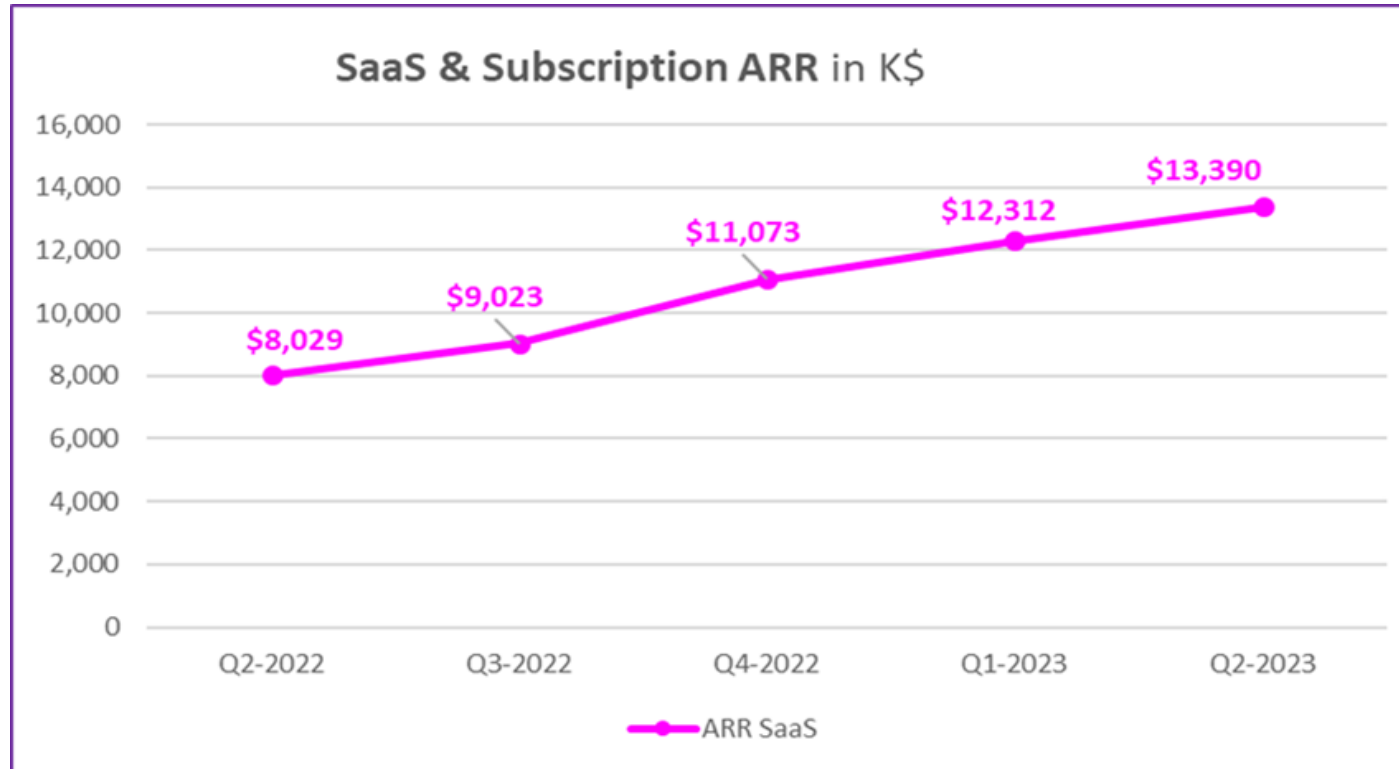
(\$ million US)	HY 2023	HY 2022	Chg.
Recurring turnover	15.0	12.3	22%
<i>of which maintenance</i>	8.5	9.1	-8%
<i>of which subscriptions</i>	6.5	3.2	107%
Non-recurring turnover	15.6	16.6	-6%
Total turnover	30.6	28.9	6%
ARR²	29.8	26.1	14%
<i>of which maintenance</i>	16.4	18.1	-9%
<i>of which subscriptions</i>	13.4	8.0	67%

HY 2023 revenue up 6% compared to HY 2022

- **Subscription revenue growth of 107%**
- **ARR From Subscriptions growth of 67%**
- **Resilience of Maintenance revenue -8%**
- **Total recurring revenue growth of 22%**
- **Total recurring revenue represents 49% of total revenue**

Half year 2023 performance is aligned with our full year guidances

ARR SUBSCRIPTION – A CONTINUOUS GROWTH



- **67% ARR increase over the last twelve months (June 2022)**
- **21% ARR increase since the beginning of this year (December 2022)**
- **40% ARR increase expected for the full year (December 2023)**

HY 2023 – P&L - POSITIVE EBITDA

(US\$ million)	2023	2022	
Revenue	30,6	28,9	+6%
Gross profit	22,1	20,8	+6%
<i>As a % of revenue</i>	72.2%	71.9%	
Research and development expenses	(10,0)	(9,8)	+2%
Selling and marketing expenses	(8,5)	(7,1)	+20%
General and administrative expenses	(6,1)	(6,2)	-2%
Other gains / (losses), net	0.2	0.4	-49%
Total adjusted operating expenses	(24.3)	(22.6)	+8%
Adjusted operating Income	(2.2)	(1.8)	-21%
EBITDA	0,4	0,2	+61%

Improvement of Gross Profit in value and %
 -Revenue is back to growth
 -Continuous optimisation of cost of sales

Controlled investment in Sales and Marketing to support the transition to SaaS

Positive EBITDA of \$0.4 million for HY 2023 compared \$0.2 million in the first half of 2022

HY 2023 – Cash Flow – Strong improvement in cash generated from Operations

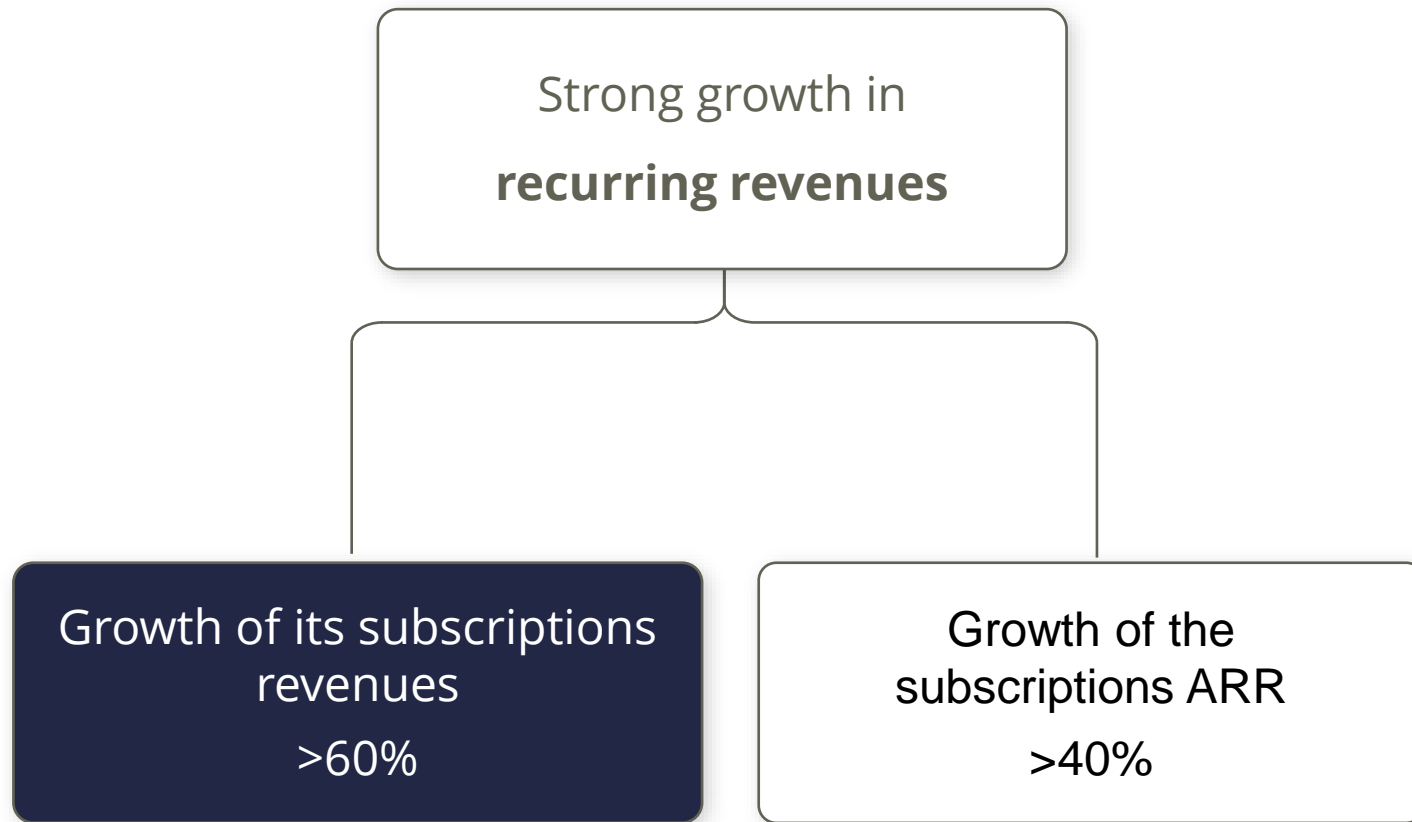
US\$ million)	2023	2022	
Income / expense from continuing operations	(7.3)	(7.3)	
Non-cash items from continuing operations	7.4	7.0	
Changes in working capital from continuing operations	2.6	(2.2)	
Cash generated by / Used in operational activities	2.7	(2.6)	→ \$5.3m increase in cash flow generated from operations
Cash used in discontinued operations	-	-	
Taxes paid	(1.0)	(0.7)	
Interests paid	(1.5)	(2.1)	
Net cash generated by / used in operating activities	0.2	(5.4)	→ Positive cash flow after cost of debt and taxes compared to negative \$5.4m over the same period 2022 → Mainly allocated to the development of additional functionalities on our new solutions.
Cash flows / used in investment activities, net	(1.7)	(2.0)	
Cash flows from / used in financing activities, net	(2.8)	(18.2)	→ Down payment for \$2.0 millions to reduce cost of debt
Net increase / (decrease) in cash and cash equivalents	(4.2)	(25.7)	
Cash and cash equivalents at beginning of the period	30.0	45.3	
Foreign exchange impact	(0.1)	(0.1)	
Cash and cash equivalents at end of the period	25.7	19.5	→ \$25.7 m cash available after reduction of debt for an amount of \$2.8 million



2023 OUTLOOK

2023 Full-year guidance

Growth of subscriptions revenue revised up to 60% from 40%



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Investor relations

CFO

finance@verimatrix.com

Lucie Morlot

Lucie.morlot@actifin.fr

Media Contact

Matthew Zintel

communication@verimatrix.com

Financial Calendar

2023 Q3 Revenue: October 19, 2023 (after market)

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