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Exclusive Networks

Q1 2022 Trading update



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Unless otherwise indicated, the financial information contained in the attached presentation relating to 2019 and 2020 has been extracted or derived from the Company's consolidated financial statements as of and for the years ended December 31, 2020 (including the year ended December 31, 2019 as a comparative), prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the EU (the "IFRS accounts"). In addition, financial information contained in the attached presentation relating to 2018 or prior periods has been derived or extracted from the Company's audited consolidated financial statements prepared in accordance with French GAAP. Consequently, the financial information provided herein may not be comparable across all of the periods presented.

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Business performance

Jesper Trolle
CEO



Q1 2022 Highlights

Top Line	Growth	Expansion	Visible & Diversified
	+24.9% in Q1 reported Gross Sales	~ €500m of additional SAM ² opportunity captured through vendor expansion	+52% growth in cloud-based business y-o-y



Strong start of the year accelerating the positive momentum seen in H2 2021, outperforming market growth



Cybersecurity keeps growing in strategic importance for corporates and governments



Continue to successfully navigate the supply chain challenges



Performance on track to meet guidance

(1) Defined as Gross Sales generated in year N from vendors/customers active in year N-1 divided by Gross Sales from the same vendors/customers in year N-1
(2) Serviceable Addressable Market



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We keep delivering against our strategy

GROWTH DRIVERS

INCREMENTAL ACCELERATORS



1

LEVERAGE UNDERLYING GROWTH OF EXISTING VENDORS IN CURRENT GEOGRAPHIES

Q122 HIGHLIGHTS

+411 net new resellers

+9x yoy growth in resellers on X:OD

+8x yoy growth in transactions on X:OD

2

ADD NEW GEOGRAPHIES ON EXISTING VENDORS

Q122 HIGHLIGHTS

4 existing vendors country expansion signed

12 in discussion

3

ENABLE NEW VENDORS ACROSS OUR FOOTPRINT

Q122 HIGHLIGHTS

2 net new vendors signed

13 in the pipeline

4

EXTEND SERVICES OFFERING

Q122 HIGHLIGHTS

Increased **Level 1 & 2 support** for Tanium

Finalizing **ASC¹** in EMEA for Netskope & SentinelOne

5

PURSUE VALUE ADD M&A BY ACQUIRING NEW OR UNDERWEIGHT GEOGRAPHIES OR CAPABILITIES

Q122 HIGHLIGHTS

Seamless integration of 2021 acquisitions

Continued discussions with potential targets for 2022

BUSINESS OPERATIONS

Project Core – Integration of ERP and CRM software

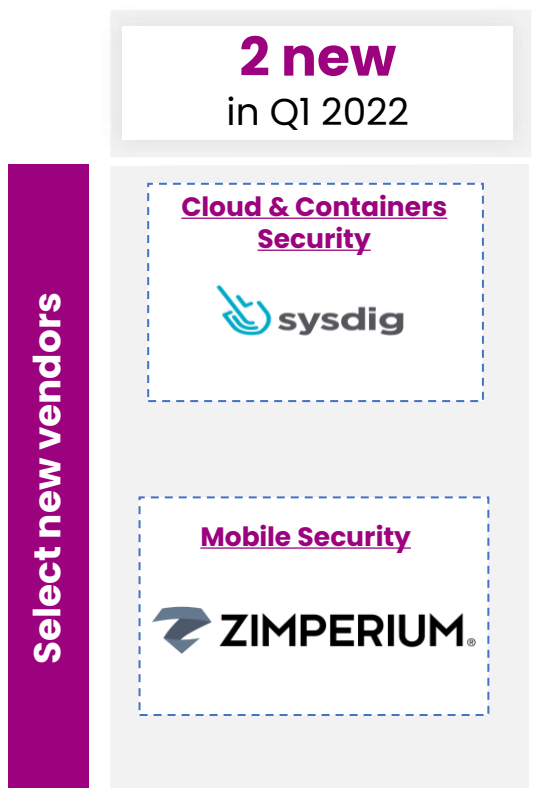
70% of sales now through NetSuite

(1) ASC: Authorized Support Center



Continued expansion with New and Existing Vendors

NEW VENDORS CONVERTED FROM Q4FY21 PIPELINE



ONGOING EXPANSION WITH EXISTING VENDORS

SELECT EXAMPLES



BeyondTrust PAM

✓ **Expansion** to Full EMEA & NAM



Juniper Ent. Networking & SD-WAN

✓ **Expansion** in Adriatic's countries & Eastern Europe



Netskope CASB - SASE

✓ **Expansion** Israel & Turkey



Ruckus Wireless

✓ **Expansion** North America

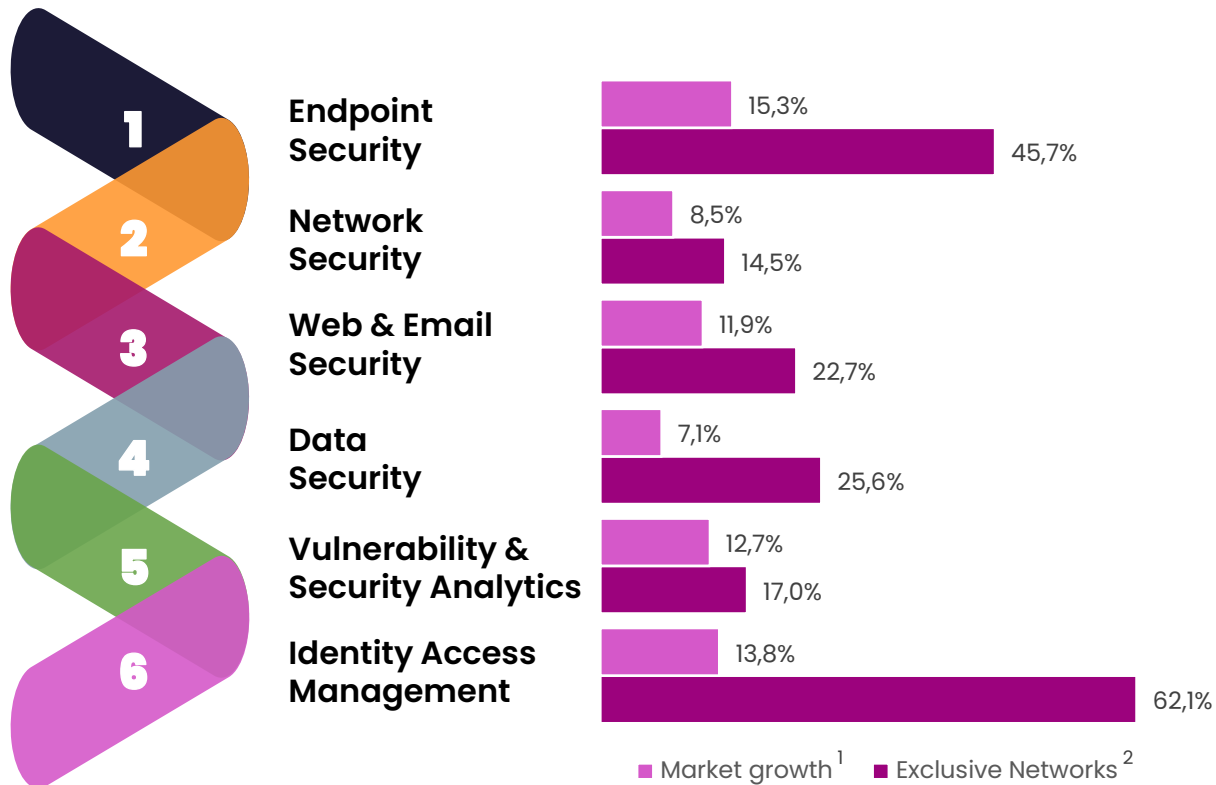
~€500m of additional SAM¹ opportunity through vendor expansion

(1) Serviceable Addressable Market



We keep outperforming all top cybersecurity segments

GROWTH FOR TOP TIER CYBERSECURITY SEGMENTS IN Q1



WE ARE ABLE TO CONTINUOUSLY IDENTIFY AND WORK WITH THE MARKET LEADERS IN EACH CATEGORY



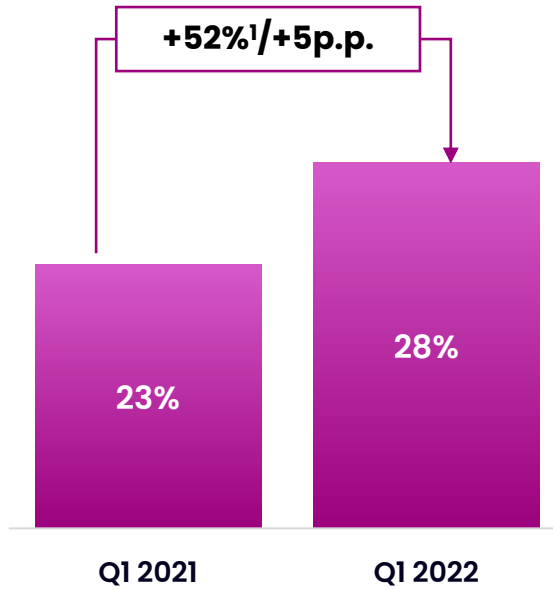
Our strategy creates a flywheel effect that increases our prominence position in the ecosystem

(1) Canalis estimates for cybersecurity segments for Q1 2022
 (2) Management estimates

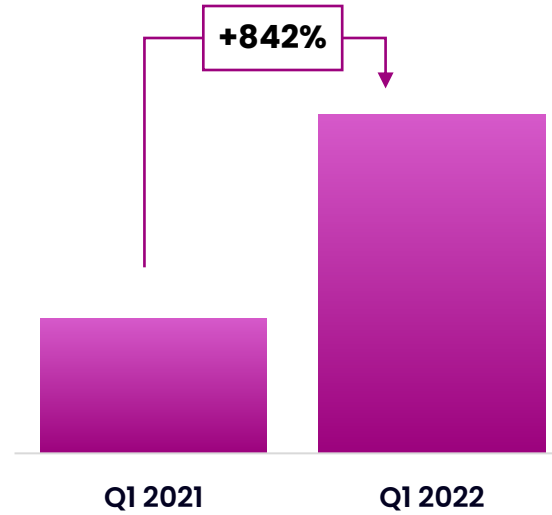


Our cloud-based business keeps growing fast

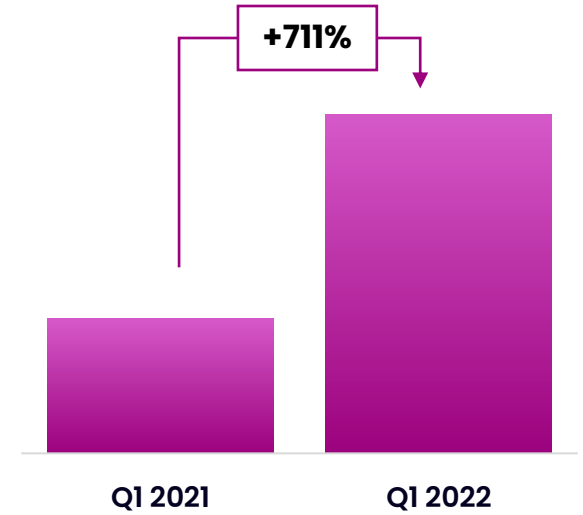
% of cloud-based sales



Number of partners on our X-OD platform



Number of transactions on our X-OD platform



1. Year-over-year growth of cloud-based business.



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Financial Overview

Pierre Boccon-Liaudet
CFO

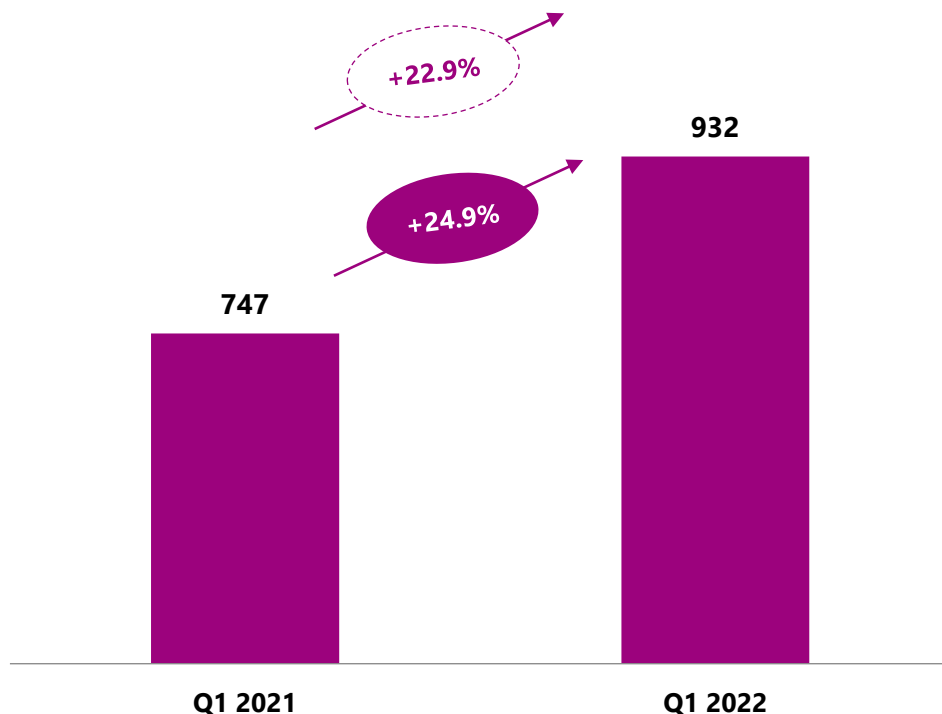


Q1 2022 Gross Sales: Strong performance with growth acceleration

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Q1 2022 GROSS SALES

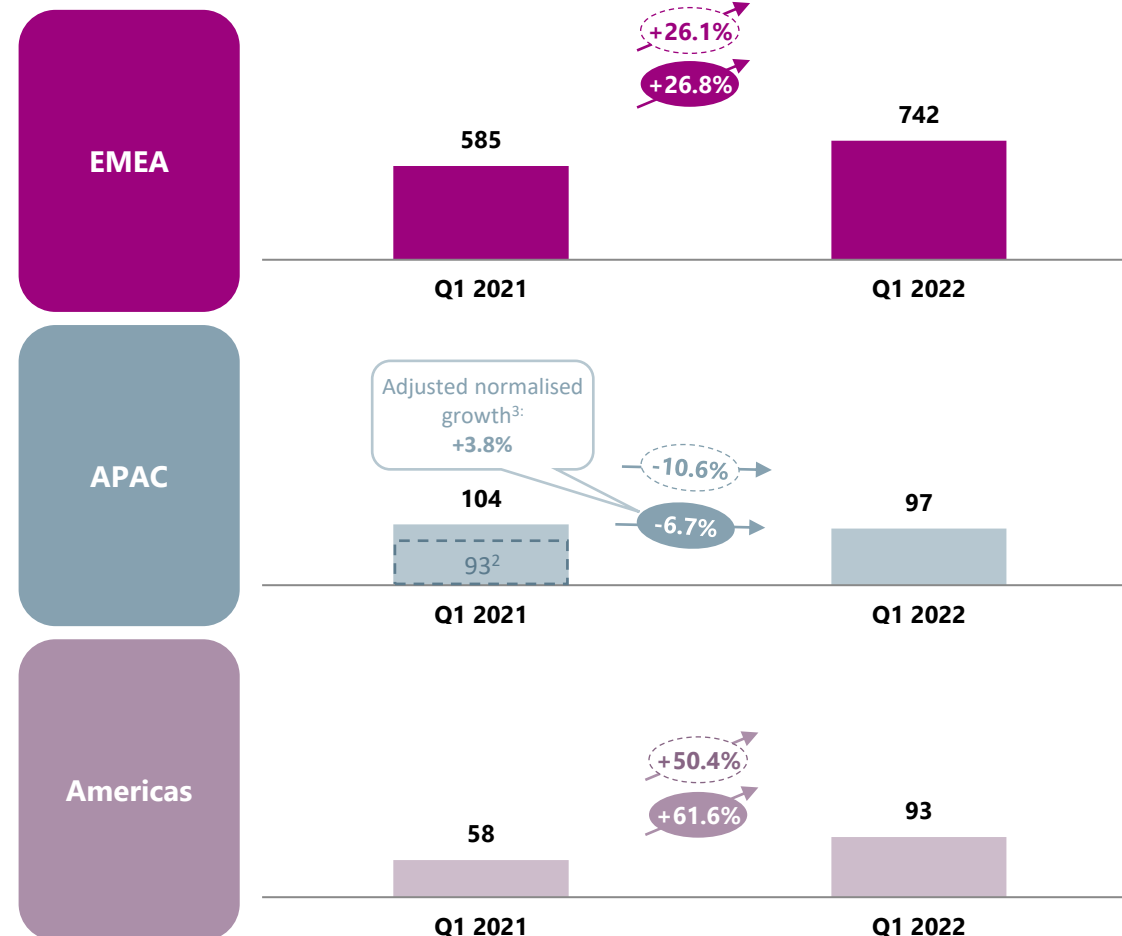
€m



Constant Currency ⁽¹⁾ Reported

Q1 2022 GROSS SALES BY SEGMENT

€m



Constant Currency ⁽¹⁾ Reported

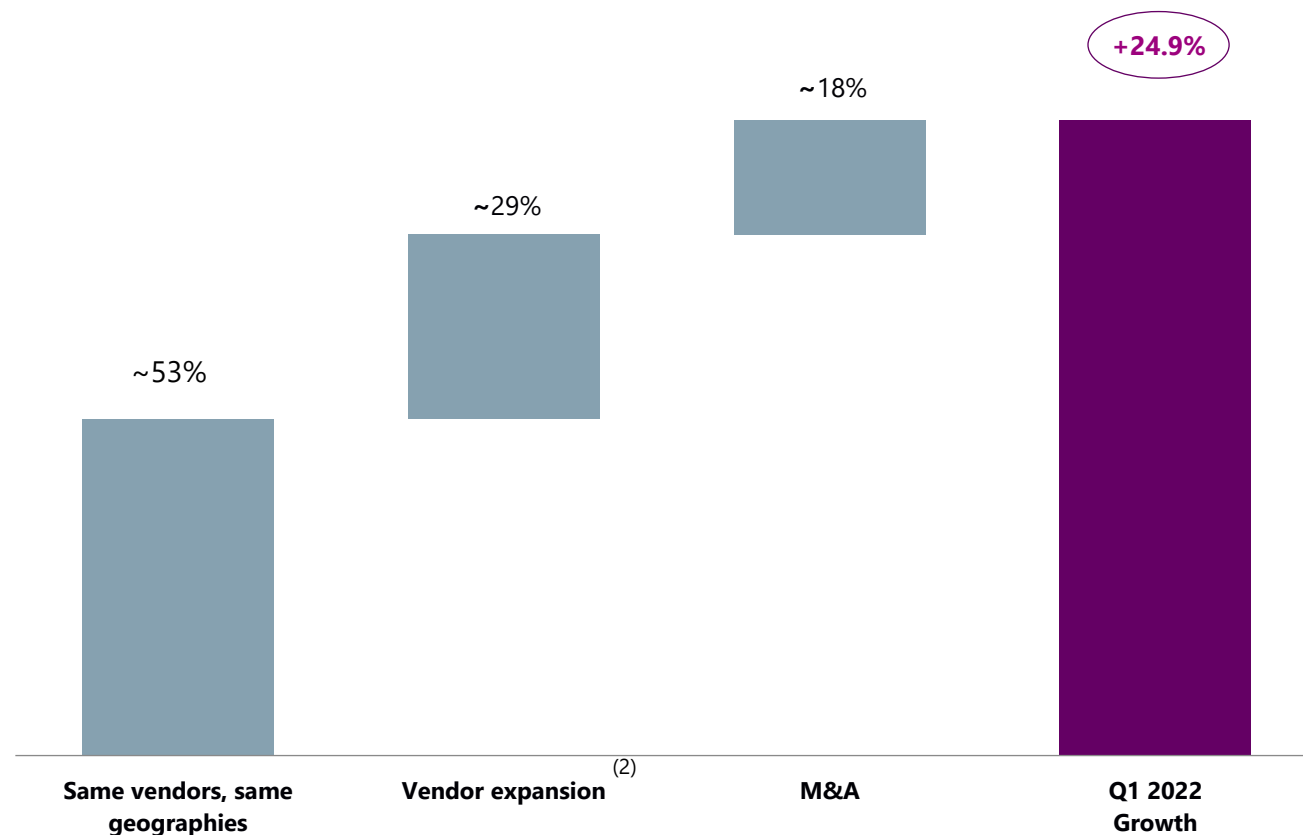
1. Variation at constant currency is computed using the first quarter of 2021 rates applied to the first quarter of 2022
 2. Q1 2021 gross sales in APAC excluding impact of exceptionally high value deal for the Australian public sector for €11m
 3. Q2 2022 y-o-y growth excluding impact in Q1 2021 of €11m public sector deal



Q1 2022 Growth – Strong contribution from vendor expansion and 2021 acquisitions

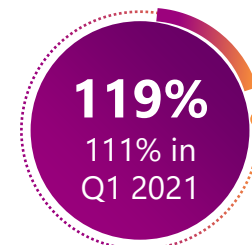
► Q1 2022 DRIVERS OF GROWTH

Contribution to Gross Sales growth⁽¹⁾



○ YoY Growth

► RENEWAL METRICS BACK TO PRE-COVID LEVELS



Q1 2022 vendors renewal rate⁽³⁾



Q1 2022 customers renewal rate⁽³⁾

► **M&A contribution** mainly comprising Ignition Technology incremental business (€20.3m) and Networks Unlimited (€13.5m).

► **Significant increase in renewal rates**, supported by the increasing demand for our vendors' solutions and the continued engagement of our channel partners

Sources: Management Reporting

1. New geographies / new vendors analysis performed on single vendors above €100K annual Gross Sales

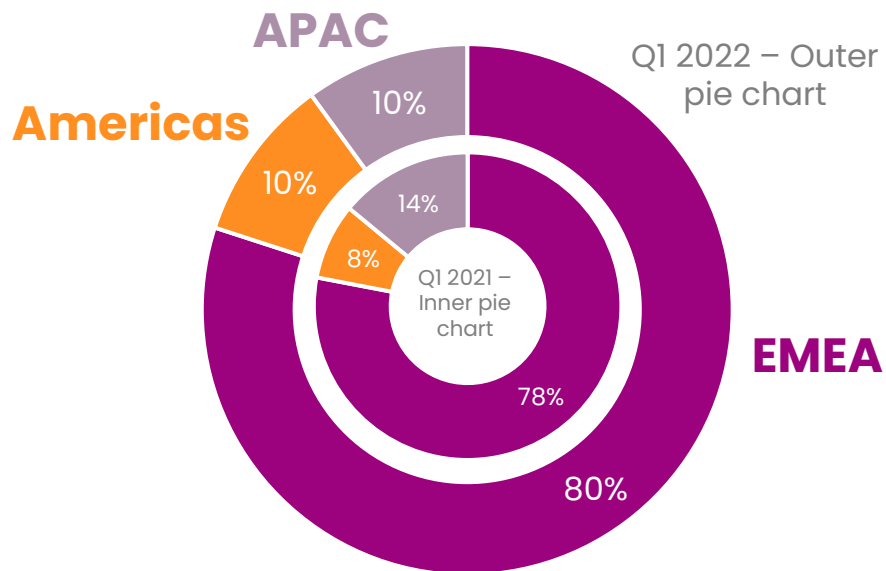
2. Vendor Expansion: ~12% from existing vendors in new geographies and ~17% from new vendors.

3. Defined as Gross Sales generated in year N from vendors/customers active in year N-1 divided by Gross Sales from the same vendors/customers in year N-1

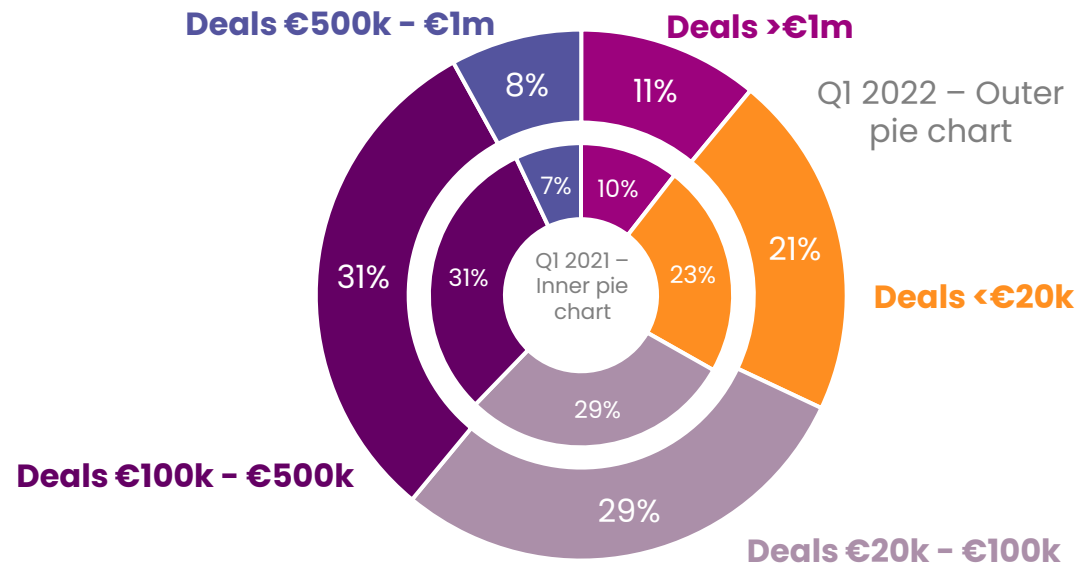


Trend in business mix in line with 2021

Gross Sales breakdown by geography



Gross Sales breakdown by Deal Size¹



Sources: Gross Sales & Management Reporting

1. Breakdown calculated by invoice based on Gross Sales pre-rebates



Key Takeaways

- 1 Strong start to the year with acceleration in growth**
- 2 Cybersecurity keeps growing in strategic importance for corporates and governments**
- 3 Unique central position in cybersecurity ecosystem brings growth and business resilience**
- 4 Performance on track to meet 2022 targets; 2022 outlook confirmed**





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Q&A

**We welcome any
questions you may have**



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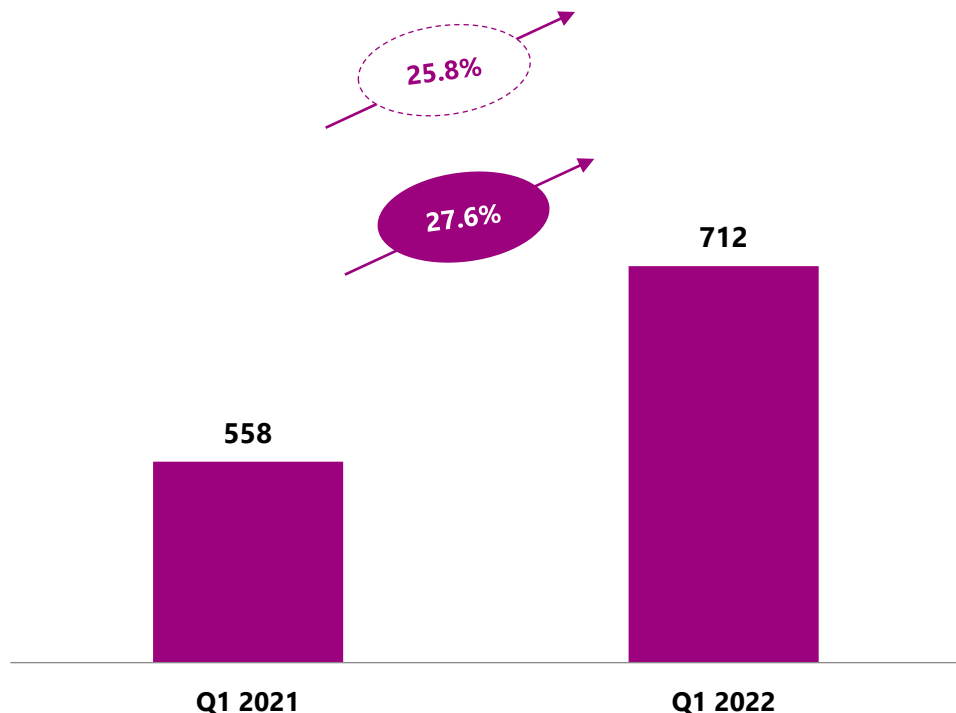
Appendix





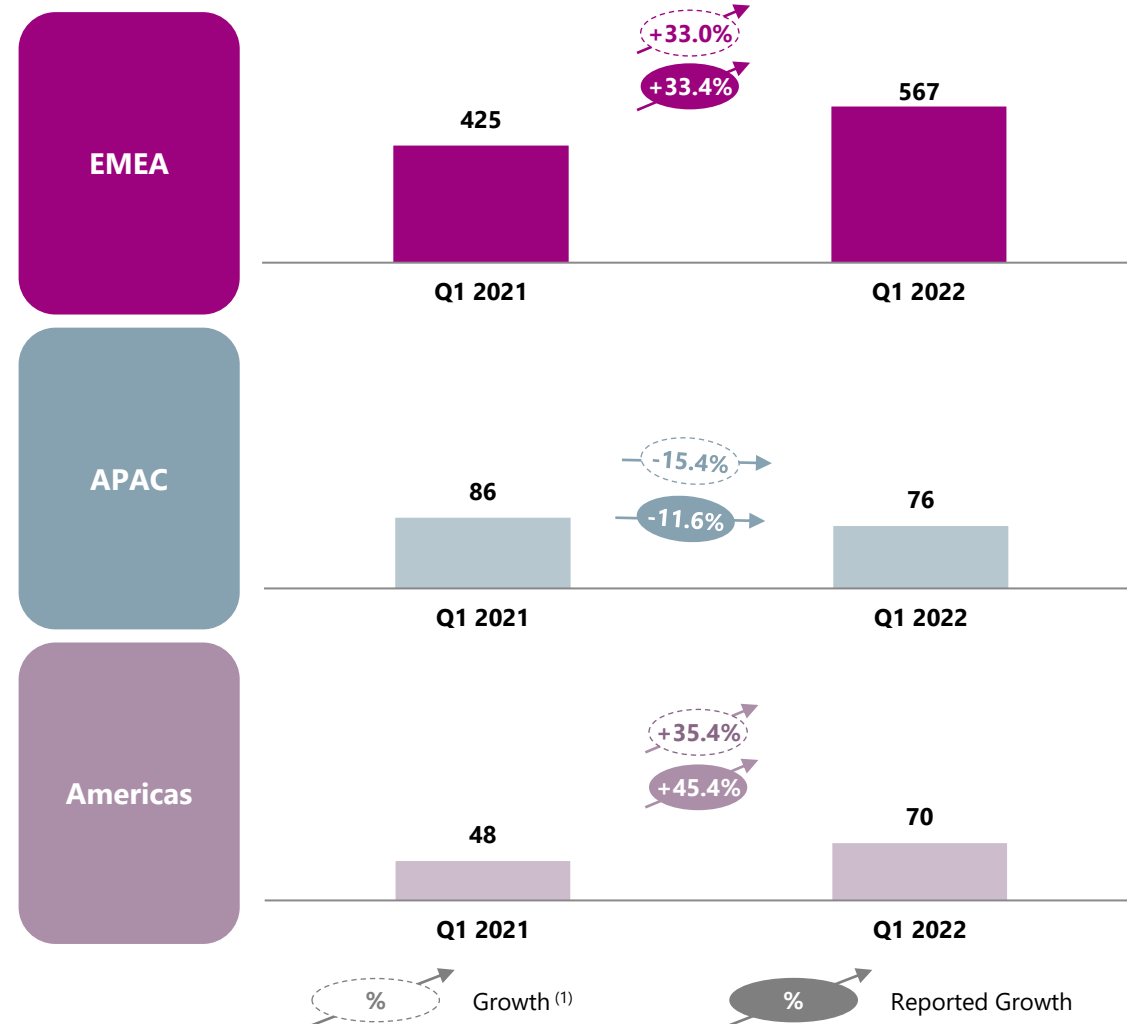
Q1 2022 Revenue: faster growth than Gross Sales, with lower share of Support & Maintenance in EMEA

Q1 2022 REVENUE €m



% Constant Currency ⁽¹⁾ % Reported

Q1 2022 REVENUE BY SEGMENT €m



% Growth ⁽¹⁾ % Reported Growth

1. Variation at constant currency is computed using the first quarter of 2021 rates applied to the first quarter of 2022



Outlook 2022

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	2021	2022
Gross Sales incl. M&A	€3,320m	▶ Above €3,800m
Net Margin	€319.9m	▶ €362 - €368m
Adj. EBITA <i>% of Net Margin</i>	€119.2m 37.3%	▶ €133 – €138m
Operating FCF Before Tax	€56.5m	▶ 80% of Adj. EBITDA

Sources: 2021 Unaudited Consolidated Financial Statements and Management Accounts. The 2021 Consolidated Financial Statements are unaudited, currently being audited.



Reconciliation: Gross Sales to Revenue

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€m	Q1 2021	Q1 2022
Gross Sales	746.7	932.4
Agent vs Principal (Mainly Vendors' Support) – IFRS 15	-174.0	-208.2
Timing of Revenue Recognition – IFRS 15	-2.1	0.0
Intercompany Eliminations	-12.4	-12.1
Revenue	558.2	712.1



Our Financial KPIs: Definitions and Contemplated Reporting

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		Definition	Segments	Reporting
Topline	K Gross Sales	<ul style="list-style-type: none"> Gross Sales represent revenue recognized by the Group on a gross basis for each revenue stream and before intra and inter segment intercompany eliminations Net of returns, discount and rebates 	EMEA, APAC, Americas	Quarterly
	I Revenue	<ul style="list-style-type: none"> IFRS revenue Support & Maintenance margin accounted for revenue Net of returns, discount and rebates 	EMEA, APAC, Americas	Quarterly
Profitability	I Net margin	<ul style="list-style-type: none"> Revenue less costs of purchased goods and services and freight on sales 	Group	Half-Yearly
	K Adj. EBITA	<ul style="list-style-type: none"> Recurring operating profit before amortisation of intangible assets, adjusted for certain costs that do not impact the day to day operations (these include implementation costs for finance and operations group management systems, restructuring costs and one-time costs) 	EMEA, APAC, Americas, Corporate	Half-Yearly
	K Adj. Net Income	<ul style="list-style-type: none"> Net income adjusted for amortisation of intangible assets, costs that do not impact the day to day operations, other operating expenses / income (post tax at effective tax rate) and deferred taxes 	Group	Half-Yearly
Cash Flow	Free Cash Flow metrics	<ul style="list-style-type: none"> Operating free cash flow before tax: for cash conversion Operating free cash flow (after tax, excl. M&A) Free cash flow (incl. M&A) 	Group	Half-Yearly
	I IFRS Metrics	K Non-GAAP KPIs		



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Thank You

Investors & Analysts

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