



**EXCLUSIVE
NETWORKS**
ANALYST PRESENTATION

Q3 2021 UPDATE
10 November 2021



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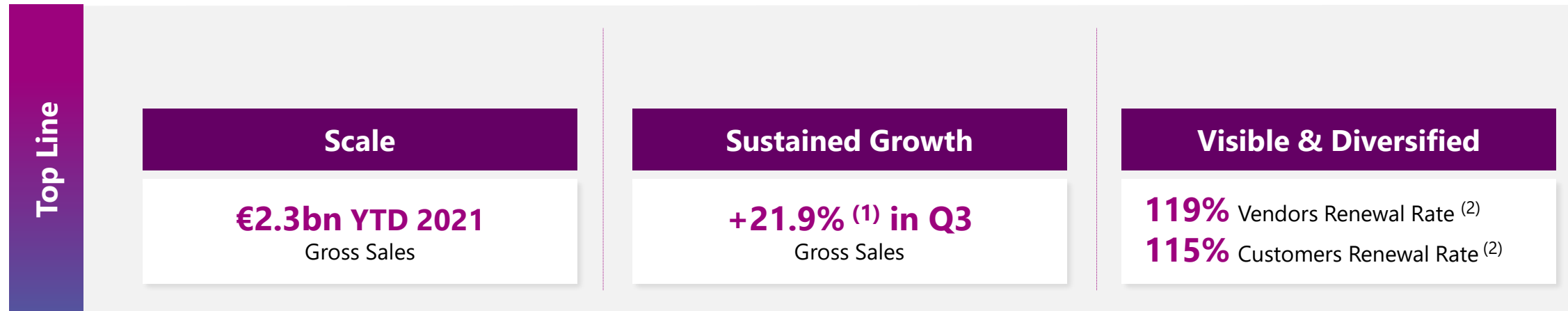
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Unless otherwise indicated, the financial information contained in the attached presentation relating to 2019 and 2020 has been extracted or derived from the Company’s consolidated financial statements as of and for the years ended December 31, 2020 (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.

Certain financial information and operating data relating to the Company contained in the Information has not been audited or reviewed and in some cases is based on management information and estimates. In addition, the Information includes certain non-IFRS financial measures of the Company derived from (or based on) its accounting records, and which it regards as alternative performance measures (“**APMs**”) for the purposes of Commission Delegated Regulation (EU) 2019/979 of March 14, 2019 and as defined in the European Securities and Market Authority Guidelines on Alternative Performance Measures dated October 5, 2015. Other companies may calculate such financial information differently or may use such measures for different purposes than the Company does, limiting the usefulness of such measures as comparative measures. These measures should not be considered as alternatives to measures derived in accordance with IFRS, have limited use as analytical tools, should not be considered in isolation and, may not be indicative of the Company’s results of operations.




Q3 2021 Highlights



 **EXN continues to outperform the strong security market as previously communicated**

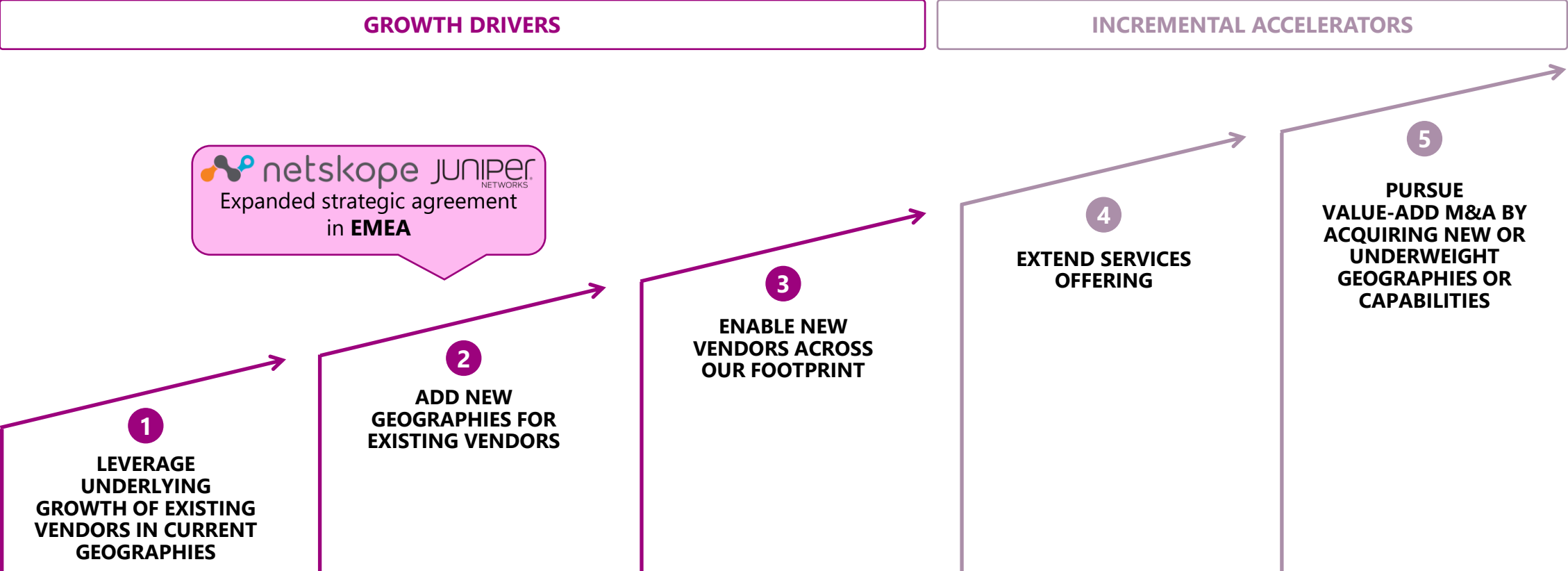
 **Strong underlying growth from existing vendors and vendor geographical expansion**

 **Guidance reconfirmed**

1. Including Veracomp in 2020.
2. 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



Q3 2021: Delivering our Strategy



Q3 2021 Highlights

279 new resellers ⁽¹⁾, bringing reseller base ⁽²⁾ to **c.17k**

20 new countries signed
20 in discussion

4 new vendors signed
13 in the pipeline

128 X-OD active partners ⁽²⁾
4 new vendors out of our top 10 added to the platform
Extension to **North America**

Acquired **IGNITION**
DRIVING TECHNOLOGY INNOVATION
In exclusive talks with
NETWORKS UNLIMITED
Empowering Africa Through Innovative IT Solutions

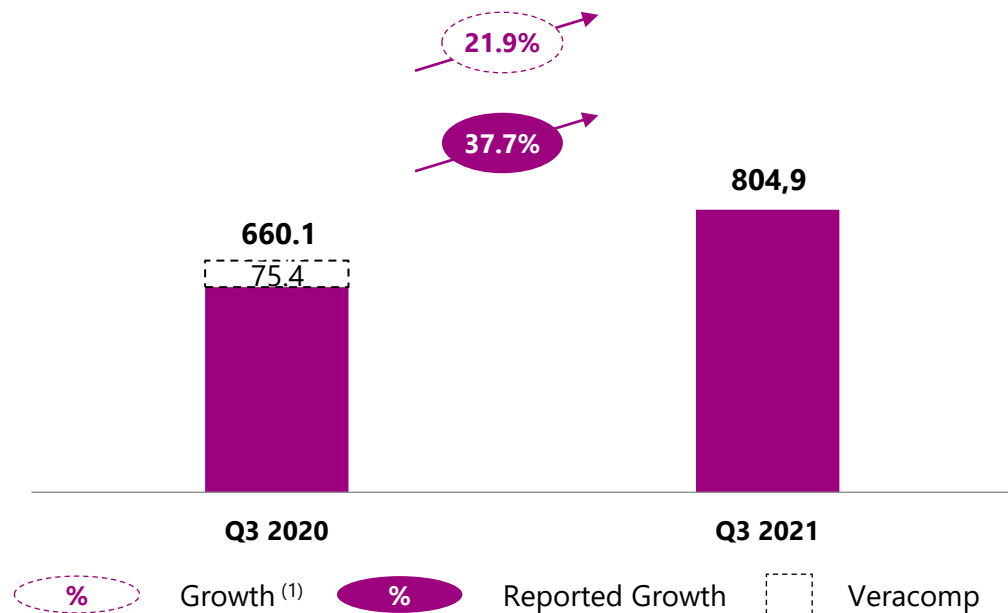
1. In comparison to Q3 2020 includes Veracomp, Nuaware, & Ignition and excludes Capital and ITEC due to missing data
2. At September-end 2021



Gross Sales: Double Digit Growth in Line with Guidance

Q3 2021 GROSS SALES

€m

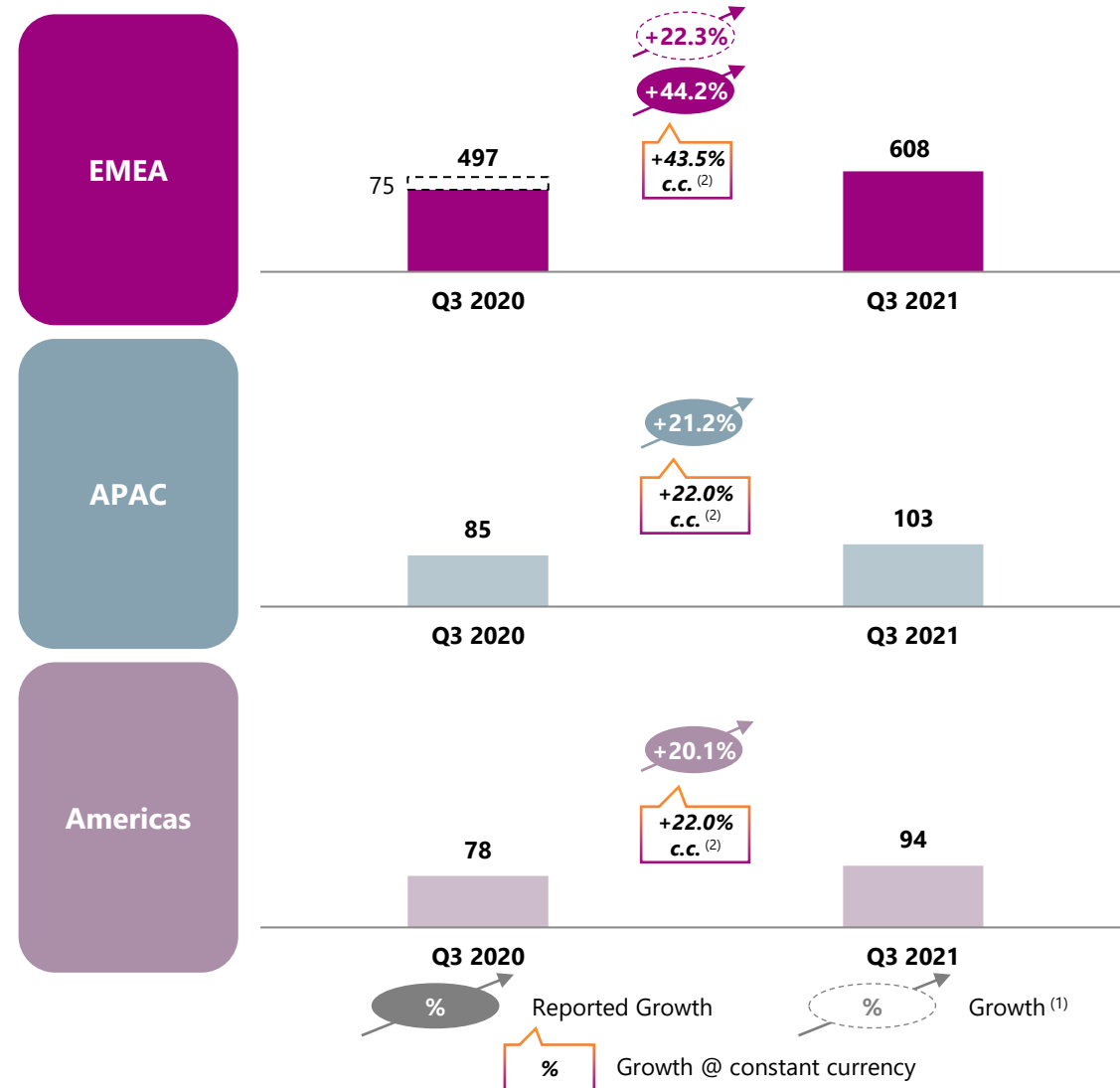


YoY Growth	
Growth ⁽¹⁾	+21.9%
Reported	+37.7%
@ Constant Currency ⁽²⁾	+37.5%

1. Including Veracomp in 2020
 2. Variation at constant currency is computed using the third quarter of 2020 rates applied to the third quarter of 2021 revenue

Q3 2021 GROSS SALES BY SEGMENT

€m

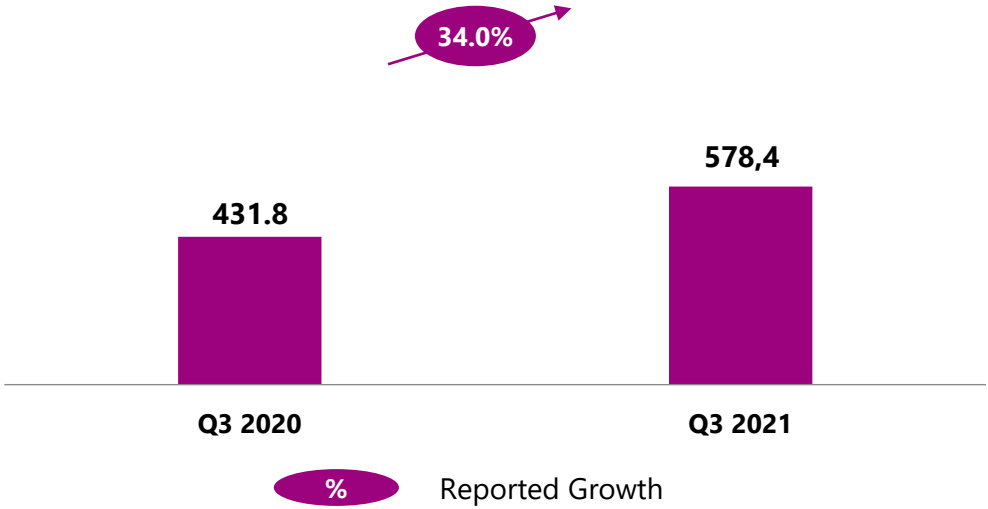




Revenue: Double Digit Growth Above Cybersecurity Market

Q3 2021 REVENUE

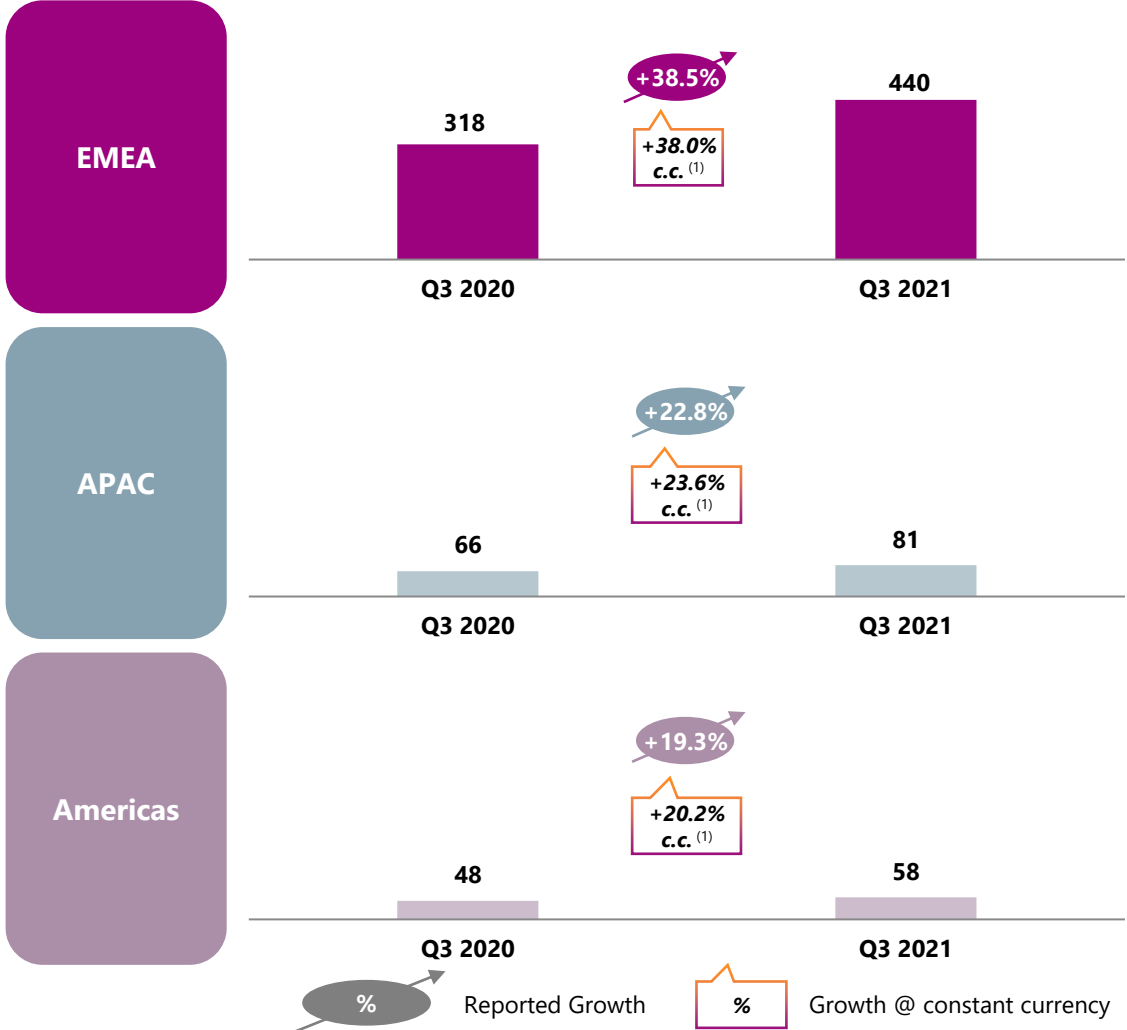
€m



YoY Growth	
Reported	+34.0%
@ Constant Currency ⁽¹⁾	+33.8%

Q3 2021 REVENUE BY SEGMENT

€m



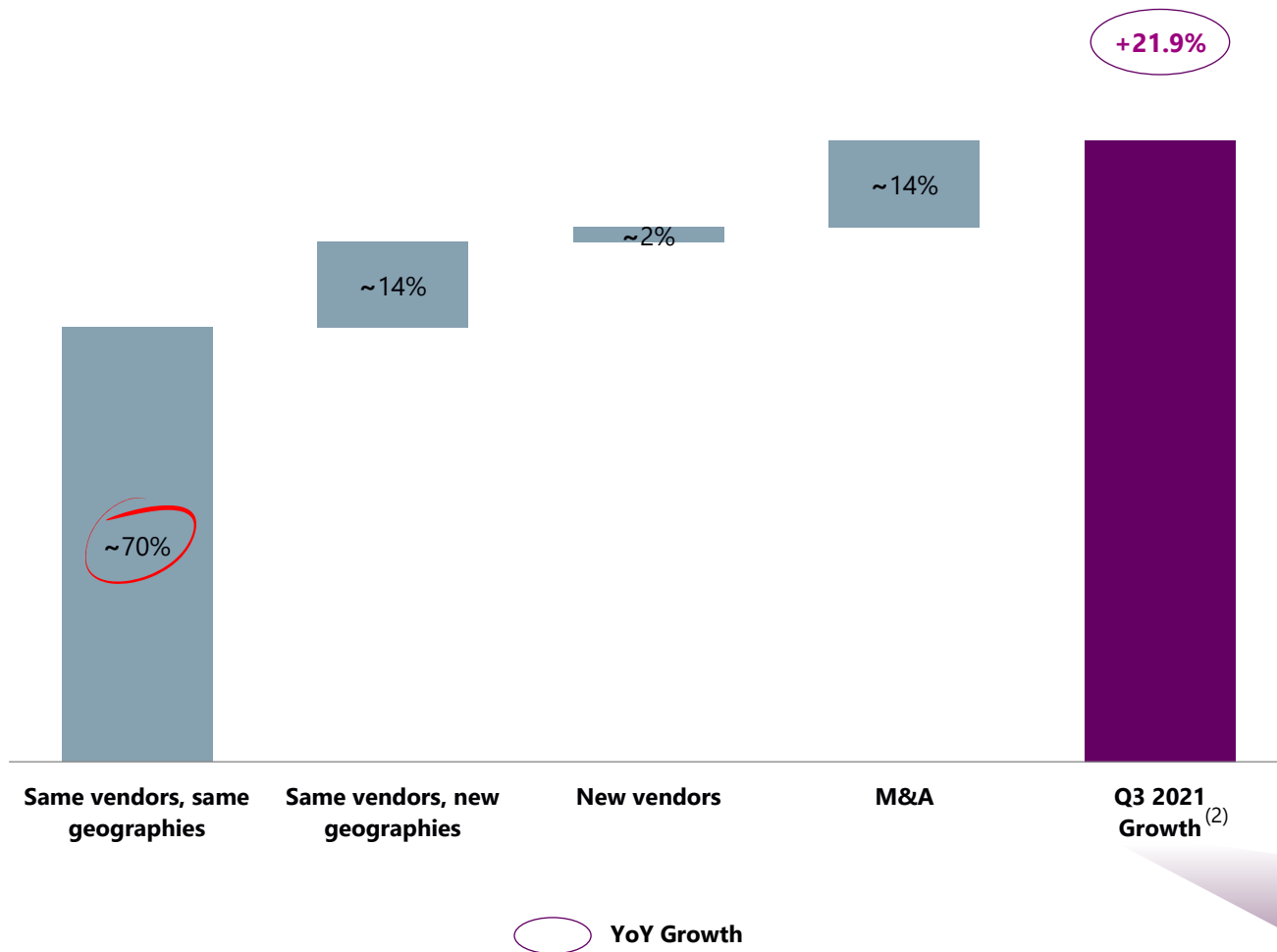
1. Variation at constant currency is computed using the third quarter of 2020 rates applied to the third quarter of 2021 revenue



Double Digit Growth Driven by Key Strategic Levers

Q3 2021 DRIVERS OF GROWTH

Contribution to Gross Sales growth ⁽¹⁾⁽²⁾



RENEWAL METRICS BACK TO PRE-COVID LEVELS



Q3 2021 vendors renewal rate ⁽³⁾



Q3 2021 customers renewal rate ⁽³⁾

- ▶ Sustained momentum in **Geographic expansion** contribution, including in the Americas
- ▶ **M&A** contribution, driven mainly by Ignition incremental business and also by JNET (Hong Kong) and Nuaware (DevSecOps)

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

2. Including Veracomp in 2020

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



Continued Progress with New and Existing Vendors

› NEW VENDORS CONVERTED FROM PIPELINE SINCE Q2

4
in Q3 2021

Select new vendors

Cloud Security (DevSecOps)

alkira

DIAMANTI
TECHNOLOGY ALLIANCE PARTNER

wasabi™

Device Identity As A Service

infinipoint

✓ 13 net new vendors currently in development

› ONGOING EXPANSION WITH EXISTING VENDORS

SELECT EXAMPLES

Juniper

✓ Expansion in the Belgium, Spain, UK

Netskope

✓ Expansion to PAN EMEA

CrowdStrike

✓ Expansion to the Philippines, Indonesia, India, Poland

SentinelOne

✓ Expansion to Israel

EXN continuously proves its capacity to identify and partner with industry leaders



M&A : 1 Acquisition Closed and 1 Under Exclusivity

› RECENT ACQUISITION



Rationale: Establishing a dedicated proposition for emerging vendors

- Acquired in July-21
- Geography: UK, Benelux & the Nordics
- Unique solution for emerging vendors, providing them with the focus of a local specialist and the scale of a global player
- Introduces additional vendors to the portfolio
- Planned roll-out into additional geographies

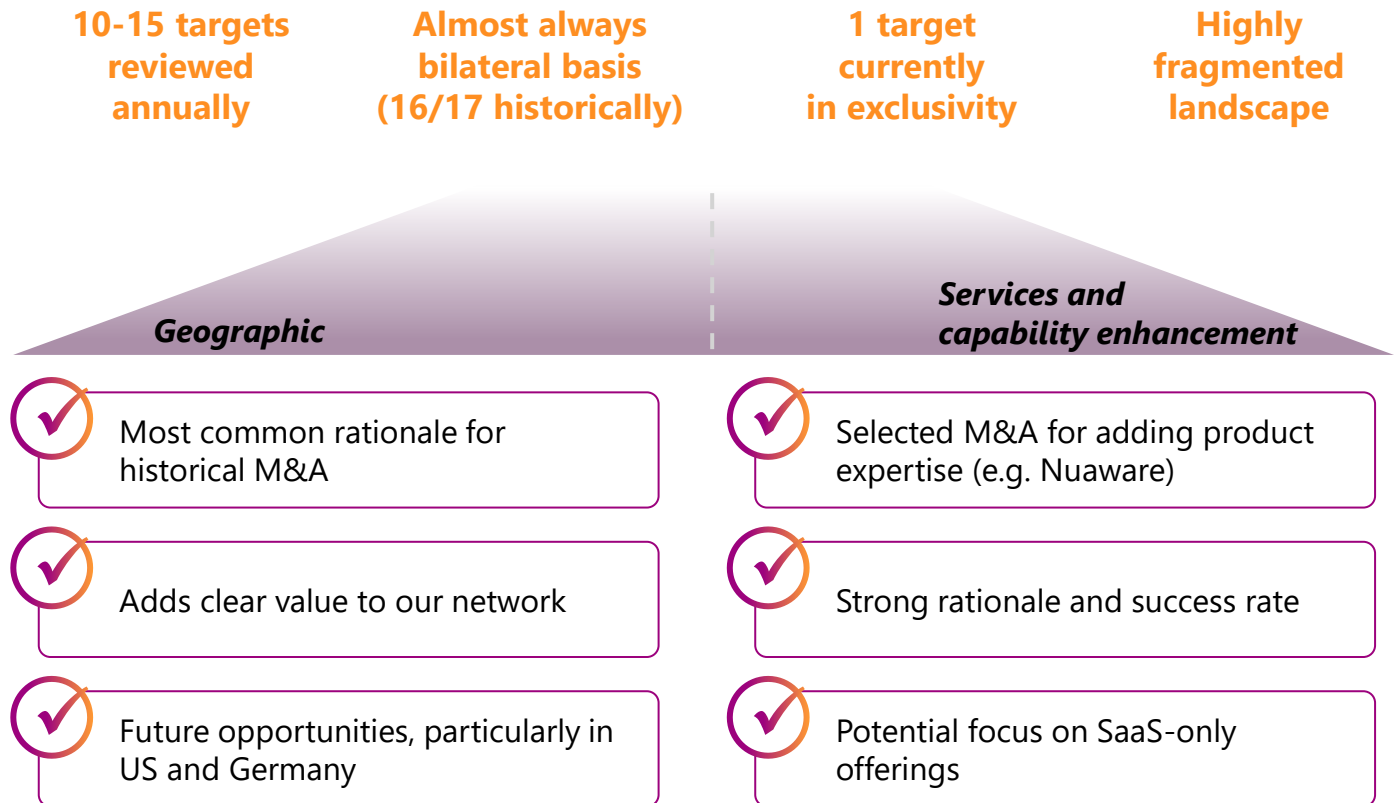
› TARGET UNDER EXCLUSIVITY



Rationale: Expansion into Sub-Saharan Africa

- Geography: Sub-Saharan Africa (38 markets including South Africa, Mauritius and Kenya)
- Broadening the global footprint by expanding into new geographies
- Enabling overlapping vendor portfolio to have access to more geographies

› ONGOING M&A STRATEGY : PIPELINE REMAINS STRONG



Exclusive has a strong reputation and is the 'consolidation platform' in our market



2021 and Medium Term Financial Guidance Reiterated (1/2)

	2020	2020 (incl. Veracomp)	2021	Medium Term
Gross Sales incl. M&A	€2,564m	€2,886m	<ul style="list-style-type: none"> ▶ Low teens % growth 	<ul style="list-style-type: none"> ▶ Mid-teens % growth in 2022 ▶ Low double-digit % growth in the mid-term
EMEA			<ul style="list-style-type: none"> ▶ Growth in line with Group 	
APAC			<ul style="list-style-type: none"> ▶ Growth slightly below Group level 	
Americas			<ul style="list-style-type: none"> ▶ Growth above Group level 	
M&A Contribution			<ul style="list-style-type: none"> ▶ Limited additional M&A contribution expected 	<ul style="list-style-type: none"> ▶ 1-2pts of growth p.a., in line with historic contribution
Revenue (Organic)	€1,892m	€2,139m	<ul style="list-style-type: none"> ▶ Growth similar to Gross Sales 	<ul style="list-style-type: none"> ▶ Growth similar to Gross Sales
Net Margin <i>% of Gross Sales</i>	€257m 10.0%	€293m 10.2%	<ul style="list-style-type: none"> ▶ High single digit % growth 	<ul style="list-style-type: none"> ▶ Small margin compression, limited to ~1pt decline overall during the period
Adj. EBITA <i>% of Net Margin</i>	€95m 37.0%	€108m 37.0%	<ul style="list-style-type: none"> ▶ Stable as % of Net Margin 	<ul style="list-style-type: none"> ▶ Stable as % of Net Margin in 2022 ▶ Margin expanding to slightly above 40% thereafter



2021 and Medium Term Financial Guidance Reiterated (2/2)

	2020	2021	Medium Term
Depreciation and Amortisation ⁽¹⁾ (incl. Leases)	€9m	▶ Low double digit in €m	▶ Low to mid double digit in €m
Effective Tax Rate (% Adj. PBT) ⁽²⁾	31%	▶ Low 20s %	▶ Increasing to mid 20s %
NWC ⁽³⁾ as % of Gross Sales	3.7% 4.7% normalized ⁽⁴⁾	▶ ~4.5% (after reversal of 2020 exceptional effects)	▶ ~4.5%
Capex ⁽⁵⁾ (€)	€9m	▶ Low double digit in €m	▶ Low to mid double digit in €m

1. Excluding amortisation of intangible assets
 2. Adj. PBT defined as Profit Before Tax + Amortisation of intangible assets
 3. Net working capital excluding EXN Capital Finance Asset
 4. Normalized for €28m exceptional decrease in NWC due to one-off delayed VAT payment in the UK and exceptional improvement of payment terms with one vendor
 5. Net Operating Capex + Repayment of Lease Liabilities



Q&A



APPENDIX



Appendix

› GROSS SALES TO REVENUE RECONCILIATION TABLE

€m	9 months 2020	9 months 2021
Gross Sales	2,282.3	1,774.1
Agent vs Principal (Mainly Vendors' Support) – IFRS 15	(567.9)	(449.3)
Timing of Revenue Recognition – IFRS 15	3.5	4.3
Intercompany Eliminations	(33.6)	(18.4)
Revenue	1,684.3	1,310.7



Our Financial KPIs: Definitions and Contemplated Reporting

	Definition	Years	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 	2018, 2019, 2020	EMEA, APAC, Americas	<i>Quarterly</i>
	I Revenue <ul style="list-style-type: none"> IFRS revenue Support & Maintenance margin accounted for revenue Net of returns, discount and rebates 	2019, 2020	EMEA, APAC, Americas	<i>Quarterly</i>
	I Net margin <ul style="list-style-type: none"> Revenue less costs of purchased goods and services and freight on sales 	2018, 2019, 2020	Group	<i>Half-Yearly</i>
Profitability	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) 	2019, 2020	EMEA, APAC, Americas, Corporate	<i>Half-Yearly</i>
	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 	2019, 2020	Group	<i>Half-Yearly</i>
	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) 	2018, 2019, 2020	Group	<i>Half-Yearly</i>

I IFRS Metrics

K Non-GAAP KPIs



The Global Cybersecurity Specialist