



#WeAreExclusive



Exclusive Networks

Q1 2023 Earnings call



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Business Review

Jesper Trolle
CEO



Q1 2023 Highlights



SCALE

€1,180 m, up 28%¹

In Q1-23 Gross Sales



Market Opportunity

~\$820m

additional SAM² opportunity



VISIBLE & DIVERSIFIED
PORTFOLIO

126%
119% in
Q1-22

Q1-23 net vendor
retention rate³

123%
116% in
Q1-22

Q1-23 net customer
retention rate³



- Excellent start to 2023, benefitting from demand and continued positive momentum from 2022
- Growing ahead of the cybersecurity market



- Run rate Gross Sales above €1bn for the fourth consecutive quarter reflects scale and strategy
- Double digit performance across all Regions



- Confidence in meeting 2023 guidance

1. VS. Q1-22 reported Gross Sales.

2. Serviceable Addressable Market.

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.

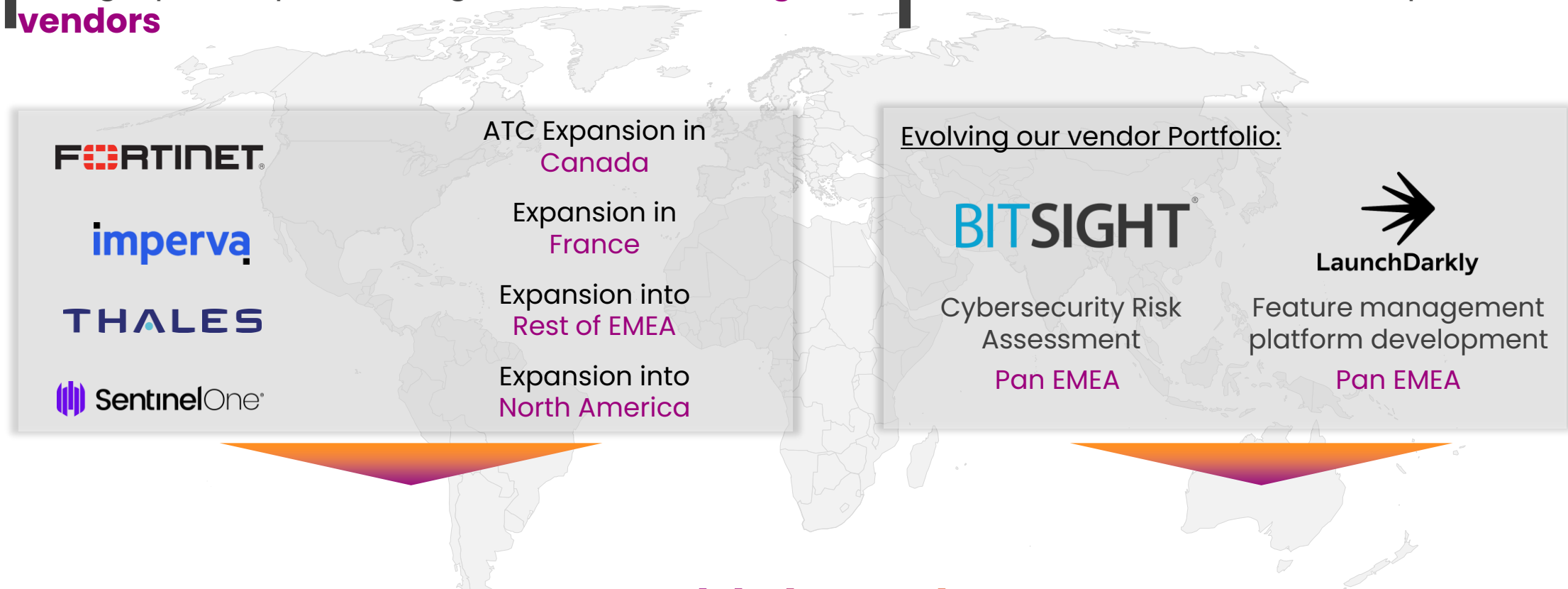


Continuously grow our addressable market oppor increasing our SAM by close to \$1b

TBU

Geographic expansion signed with **4 existing vendors**

2 new vendors added to our portfolio



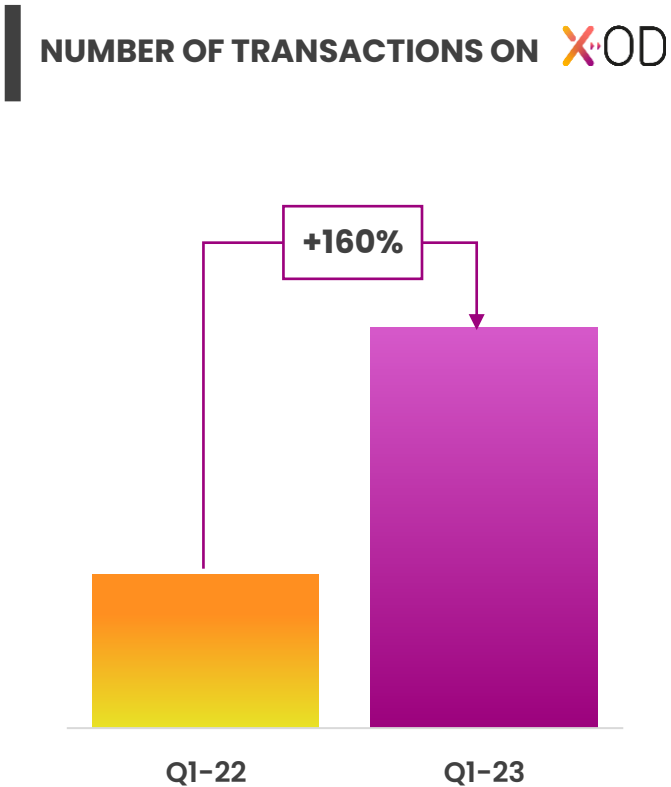
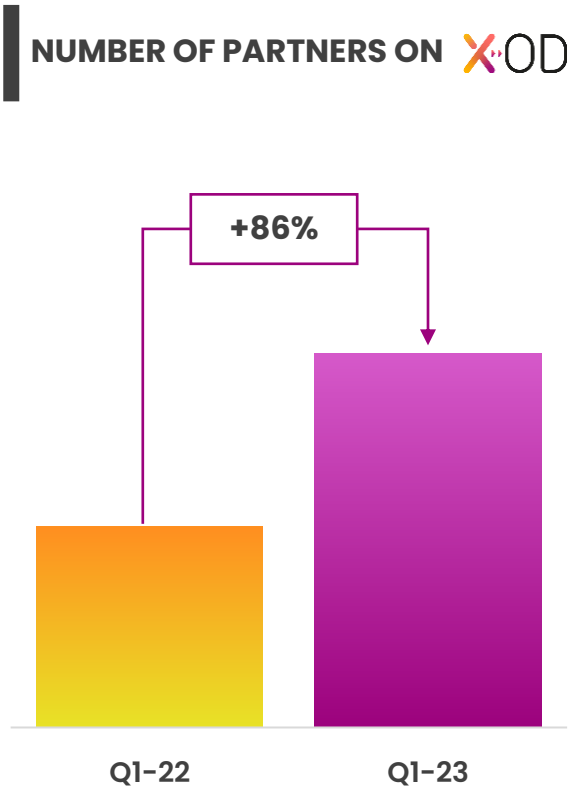
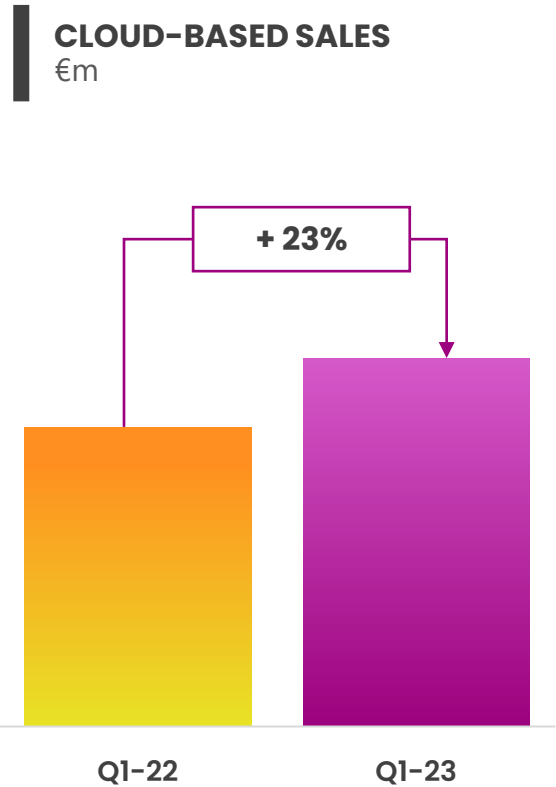
Global Annual SAM

+ \$820m in Q1 2023 leading to
~\$41bn of annual SAM



Unique positioning in cloud business

Cloud business remains a key accelerator in the growth



1. Year over year growth of cloud-based business



Constantly seeking complementary services in the most innovative segments

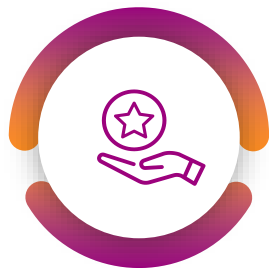
Channel Pentest Service

Why Pentest ?

Penetration test, known as a Pentest or ethical hacking, is an authorized simulated cyberattack on a computer system, performed to evaluate the security of the system.



**Client
Stickiness**



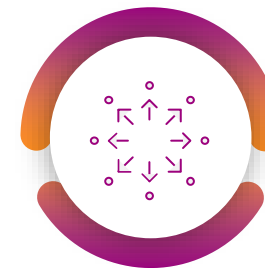
**Product &
Services Upsell**



**Vulnerabilities
Identification**



**Growing market
opportunities**



Differentiation

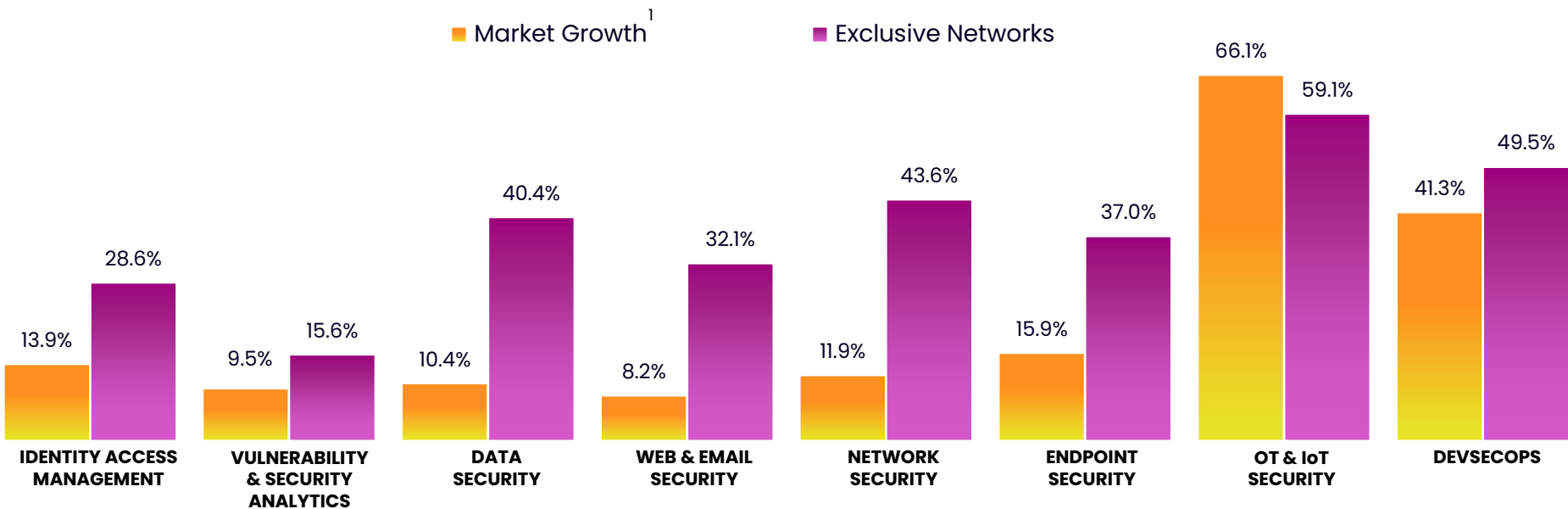
*Demand for pentest is constantly growing : global market for pentest services is expected to reach **\$2.7 billion by 2027.***



Benefitting from a strong positioning in all innovative and booming segments

Our diversification enables durable and balanced growth

Top Tier Cybersecurity segments growth (% , 12 months rolling)



Estimated size of the market for 2023¹

\$13.2bn	\$11.1bn	\$2.7bn	\$8.3bn	\$19.9bn	\$9.1bn	\$2.8bn	\$10.2bn
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Outperforming cybersecurity market

1. Source: Canalys



Financial Review

Nathalie Bühnemann
CFO

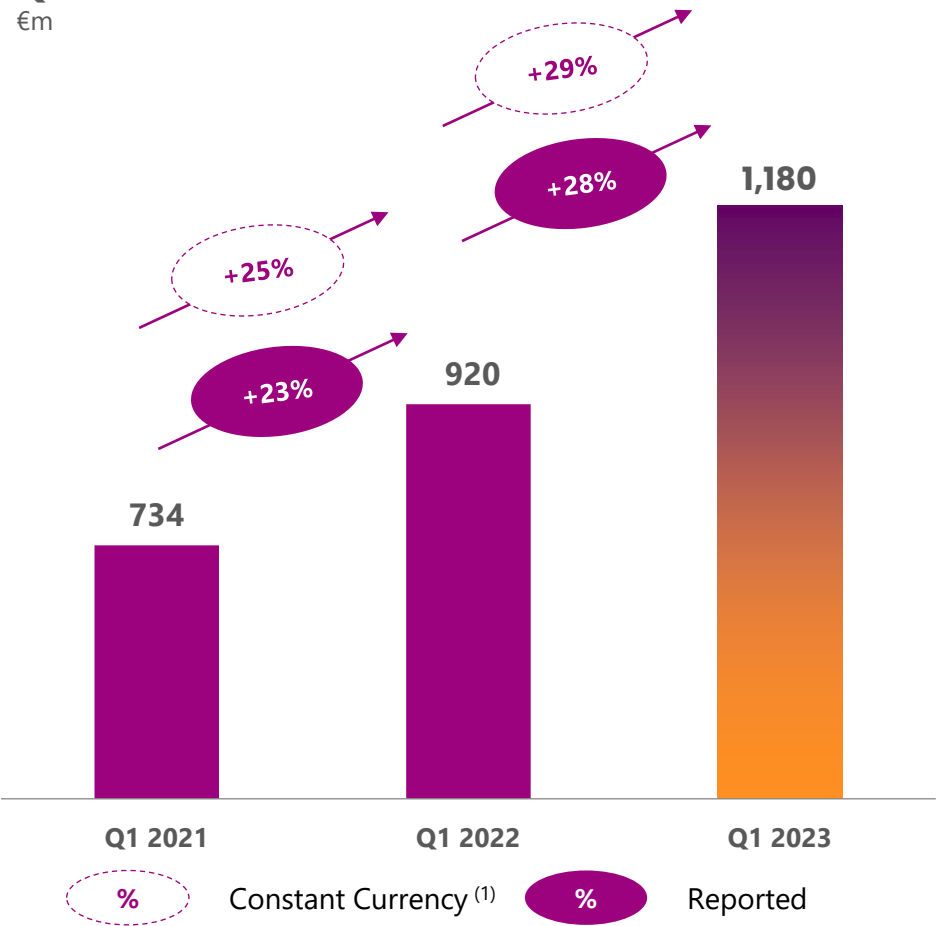


Q1 2023 Gross Sales drivers

Growth driven by our strong and diversified vendors portfolio

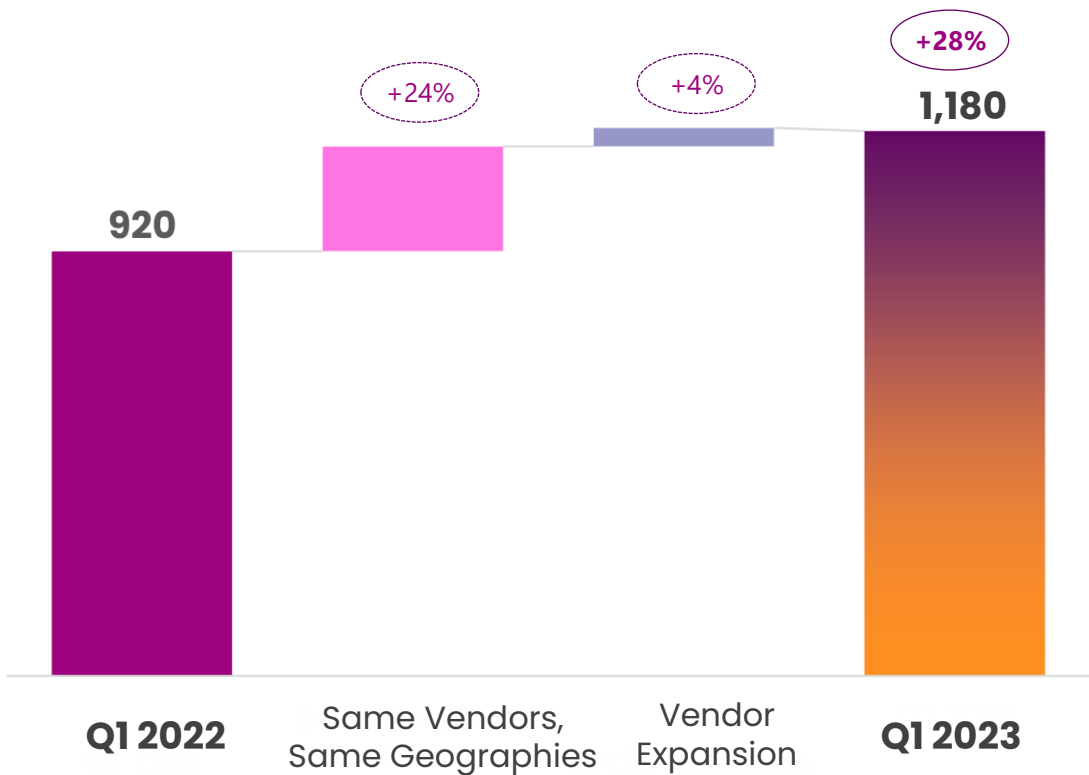
► Q1 2023 GROSS SALES

€m



► Q1 2023 DRIVERS OF GROWTH

Contribution to Gross Sales growth⁽¹⁾
€m



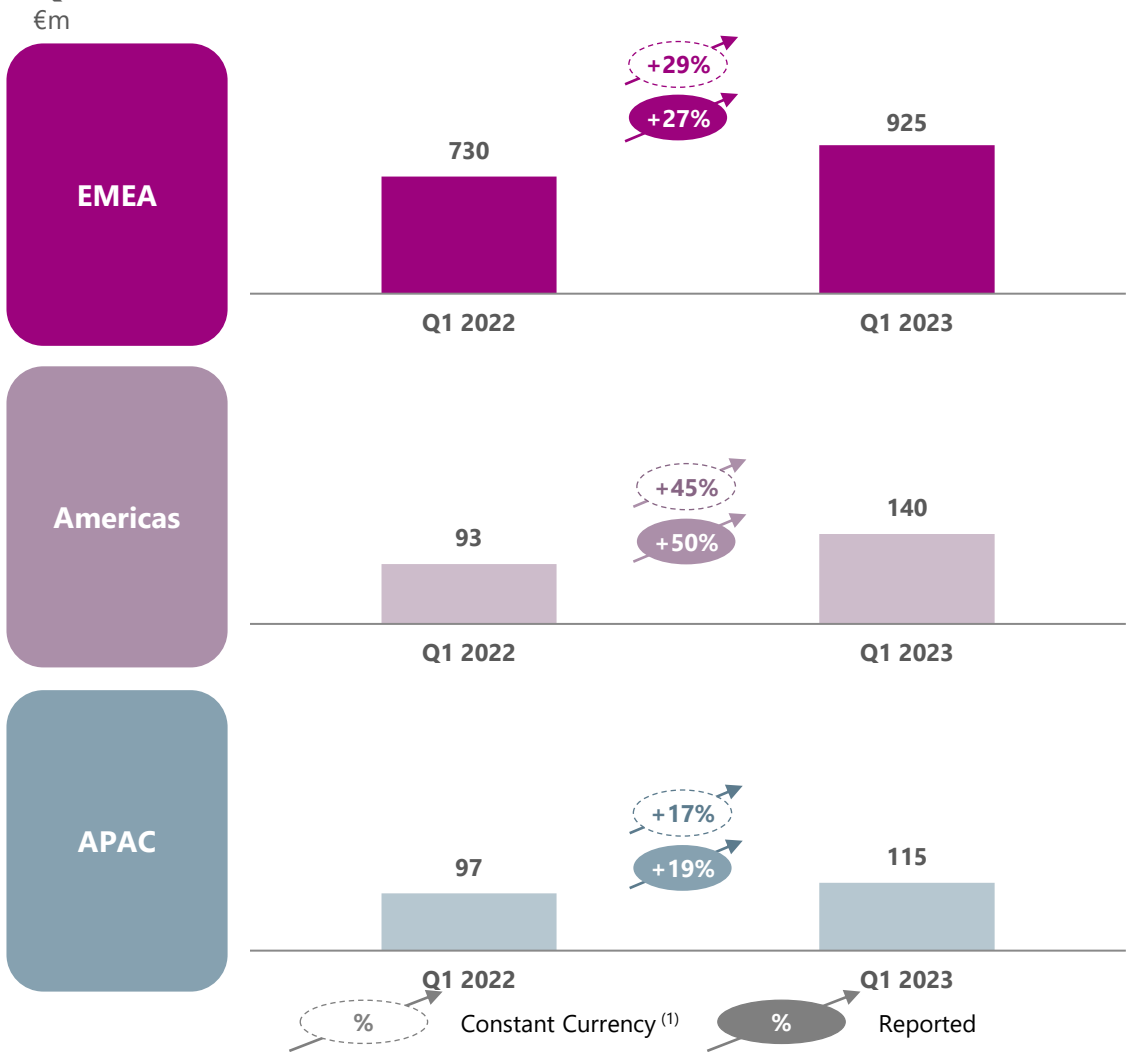
Sources: Management Reporting

- 1. New geographies / new vendors analysis performed on single vendors above €100K annual Gross Sales
- 2. Vendor Expansion: ~2% from existing vendors in new geographies and ~2% 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



Q1 2023 Gross Sales: Double digit performance in all regions

Q1 2023 GROSS SALES BY REGION



- Continued demand allowing to maintain a healthy backlog
- Strategic vendors driving up the activity

- Sustained demand and continued expansion fuelled by large deals
- Reaping the benefits of our strategy in place

- Strong execution driven by a positive pipeline built at year-end 2022
- Benefitting from low prior year comparator

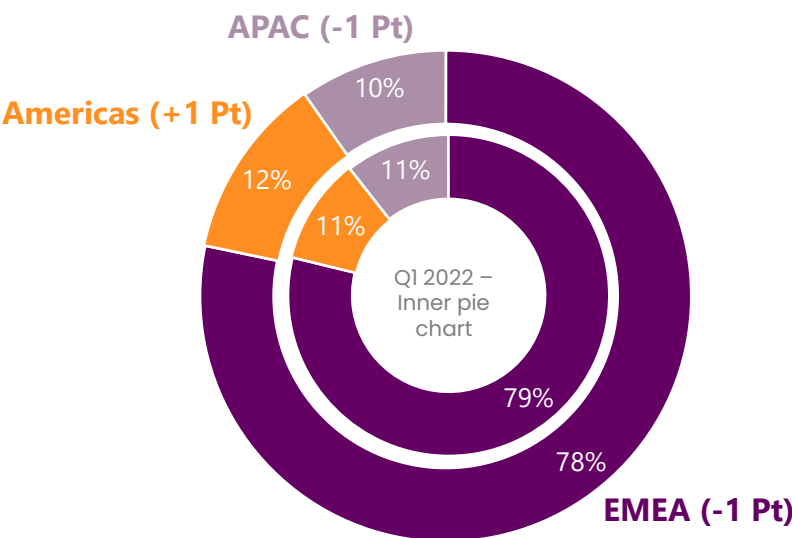
1. Variation at constant currency is computed using the first quarter of 2022 rates applied to the first quarter of 2023



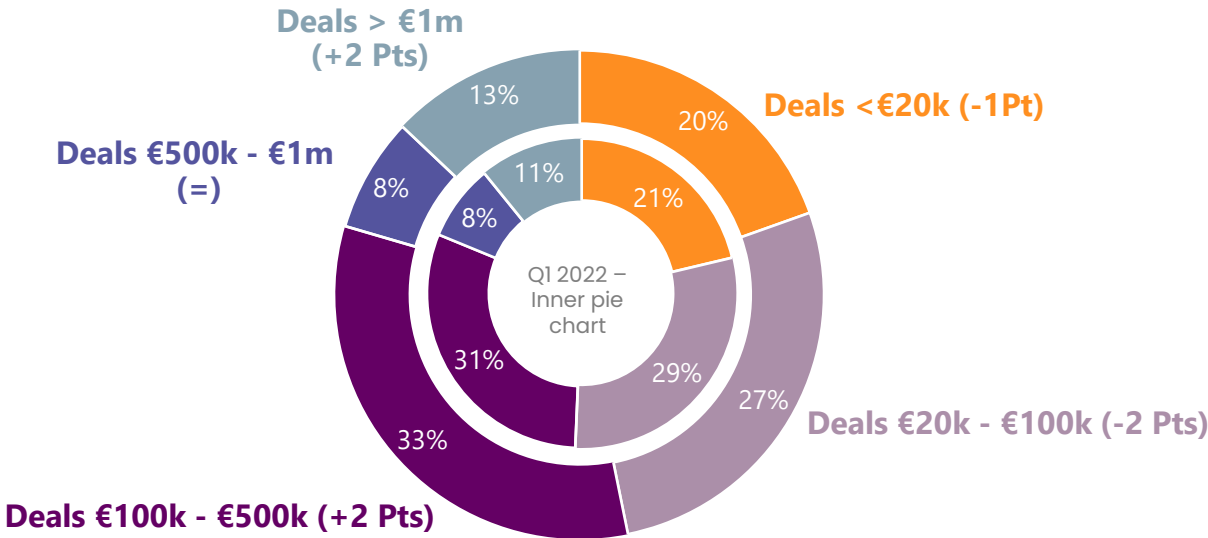
Continued momentum in Q1 2023 in all regions

Large deals contribute to our growth, especially in Americas

Gross Sales breakdown by geography



Gross Sales breakdown by Deal Size¹



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



Key takeaways



Strong start to the year, outperforming the Cybersecurity market



Double digit growth in Cybersecurity market expected in years to come



Confidence in meeting full year guidance, despite visible slowdown and persistent uncertainty with macro-environment





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Q&A

**We welcome any
questions you may have**



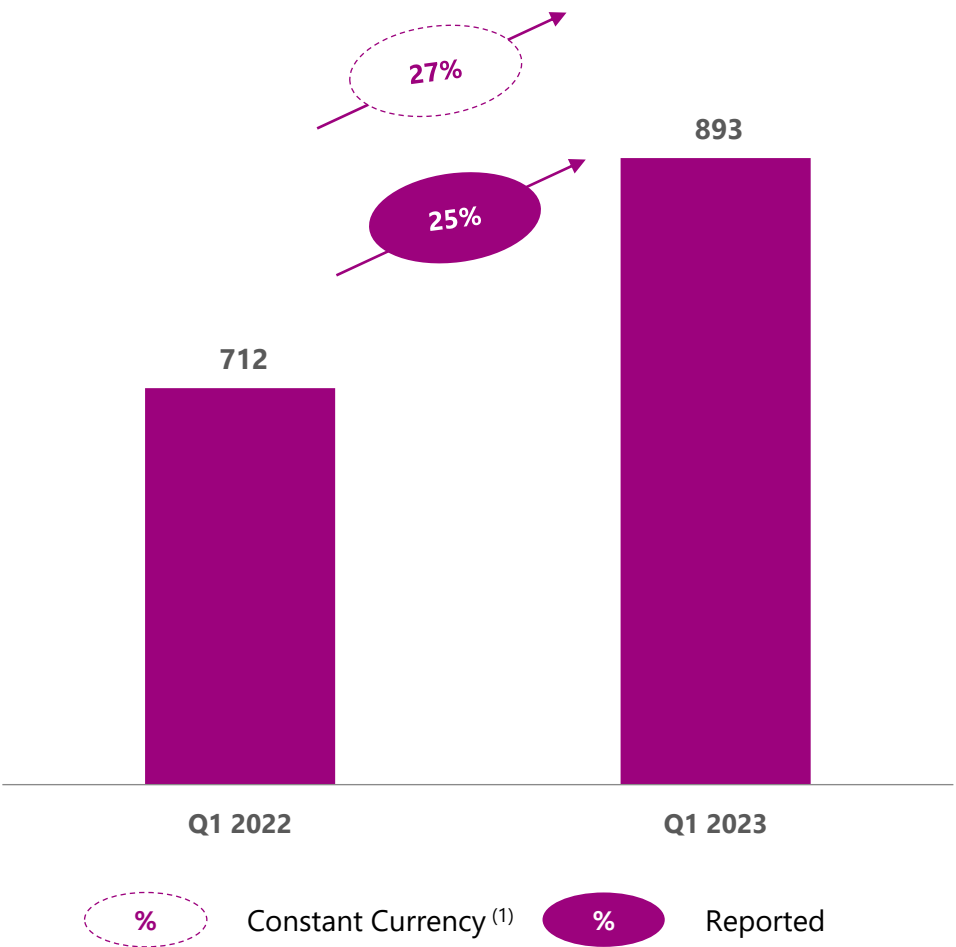
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Appendix

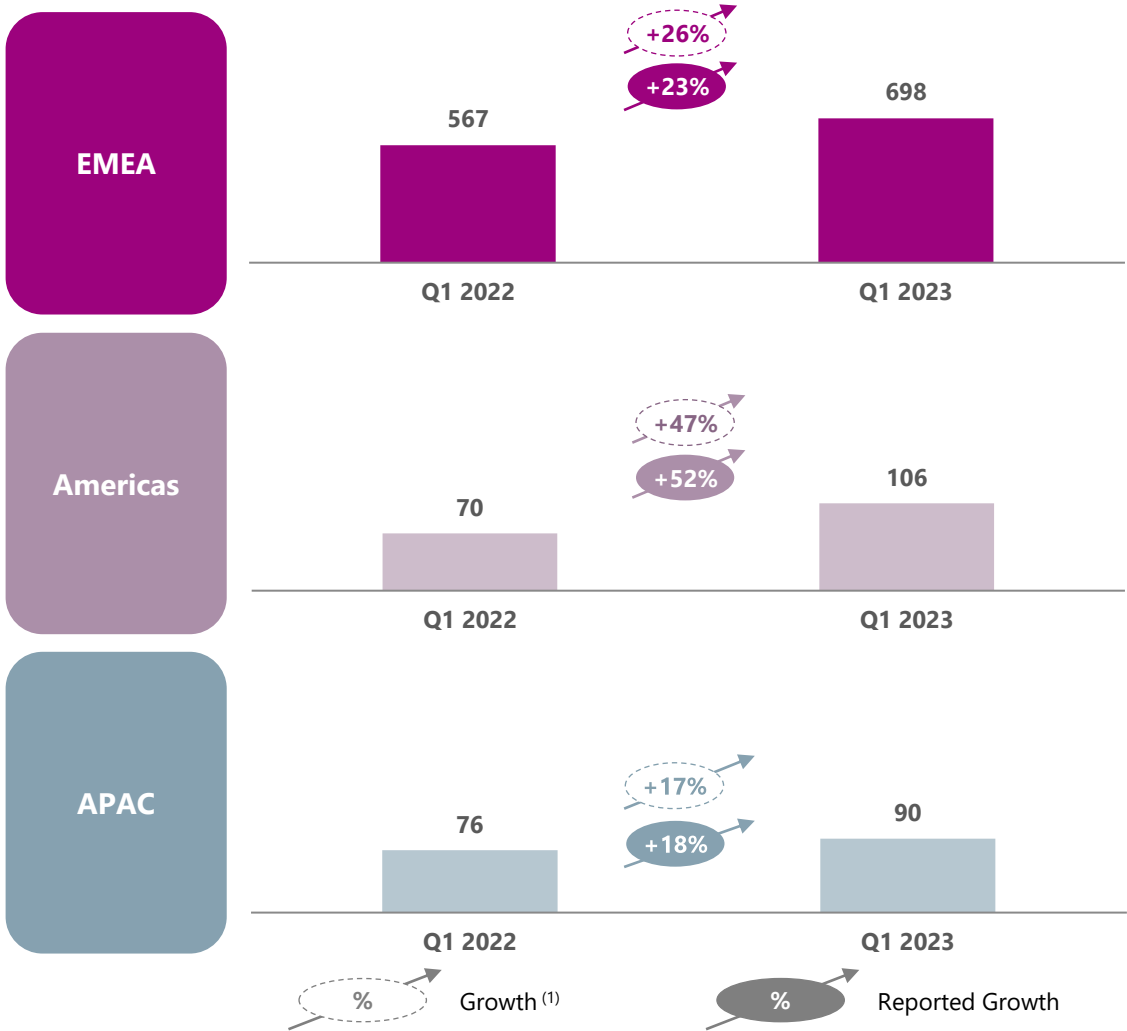


Q1 2023 Revenue by region

Q1 2023 REVENUE €m



Q1 2023 REVENUE BY REGION €m



1. Variation at constant currency is computed using the first quarter of 2022 rates applied to the first quarter of 2023



2023 Outlook

Gross Sales

› Above €5,150m

Net Margin

› €450- €465m

Adj. EBIT

› €172 – €178m

Adj. Operating FCF

› 80% of Adj. EBITDA

2023 Outlook
(Feb 28, 2023)



From gross sales to revenue

Gross Sales to revenue reconciliation (EURm)		
	Q1-22	Q1-23
Gross Sales	920.3	1,179.8
Agent vs Principal (Mainly Vendors' Support) – IFRS 15	(208.2)	(286.5)
Revenue	712.1	893.3



Glossary

K	<u>Gross Sales</u>	<ul style="list-style-type: none">• Gross Sales represent revenue recognized by the Group on a gross basis for each revenue stream• Net of returns, discount and rebates
I	<u>Revenue</u>	<ul style="list-style-type: none">• IFRS revenue• Support & Maintenance margin accounted for revenue• Net of returns, discount and rebates
I	<u>Net margin</u>	<ul style="list-style-type: none">• Revenue less costs of purchased goods and services and freight on sales
K	<u>Adj. EBIT</u>	<ul style="list-style-type: none">• Formerly identified as Adj. EBITA• Recurring operating profit before amortisation of intangible assets, adjusted for non-GAAP items.
K	<u>Adj. EBITDA</u>	<ul style="list-style-type: none">• Adj. EBIT restated from D&A
K	<u>Adj. Net income</u>	<ul style="list-style-type: none">• Net income restated for non-recurring IFRS and non-GAAP items, net of taxes
K	<u>Adj. Operating FCF</u>	<ul style="list-style-type: none">• Operating Free Cash Flow before tax and adjusted for non-recurring items
K	<u>Non-recurring/non-GAAP items</u>	<ul style="list-style-type: none">• Items defined as unusual, abnormal and infrequent, of limited number and presented separately in order not to distort the understanding of the Group's underlying performance



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Thank You

Investors & Analysts

Hacene BOUMENDJEL , Head of IR
ir@exclusive-networks.com