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## Axway announces an excellent performance with organic growth of:

- 15.7% for the 3<sup>rd</sup> quarter 2011 and
- 9.5% for the first 9 months of the year

*Paris, 2 November 2011* – Axway announces revenue of €53.6 million for the third quarter of 2011. Despite a challenging economic environment, particularly in Europe, the group remains on track to achieve its forecast for the year, namely positive organic growth and an improvement in operating profit on business activity.

3rd quarter	Breakdown by business segment				
	2011	2010 Published	2010 Pro forma	Total growth	Organic growth <sup>1</sup>
€m					
Licences	19.7	15.7	15.0	25.0%	31.4%
Maintenance	20.8	20.1	19.2	3.7%	8.1%
Services	13.1	12.4	12.1	5.5%	8.3%
<b>Axway</b>	<b>53.6</b>	<b>48.2</b>	<b>46.3</b>	<b>11.1%</b>	<b>15.7%</b>

(1) *At constant exchange rates and group structure*

### Comments on business activity

Licences (representing almost 37% of revenue) grew by a total of over 20% with respect to the 3rd quarter of 2010, which had been particularly strong. Maintenance revenue (over 38% of total revenue) is in line with forecasts. Services revenue grew significantly, particularly in the United States.

3rd quarter	Breakdown by geographic segment				
€m	2011	2010 Published	2010 Pro forma	Total growth	Organic growth <sup>1</sup>
Europe	29.9	27.1	26.9	10.0%	10.7%
Americas	22.4	20.1	18.5	11.2%	20.9%
Asia/Pacific	1.3	1.0	0.8	37.0%	63.9%
<b>Axway</b>	<b>53.6</b>	<b>48.2</b>	<b>46.3</b>	<b>11.1%</b>	<b>15.7%</b>

(1) At constant exchange rates and group structure

Growth for the 3rd quarter was particularly strong in France and the USA, where some impressive new contracts have been signed. For the rest of Europe, the economic environment remains difficult, continuing the trend observed in the second quarter. However, clients' projects remain active and are expected to come to fruition in the final quarter of the year.

For the first 9 months of 2011, the group's performance has been good, with organic growth of 9.5%, a significant proportion of which is attributable to the Americas region. Cumulative licence growth reflects strong commercial activity since the beginning of 2011.

Year to date 9 months €m	Year to date 2011 <sup>2</sup>	Year to date 2010 Published	Year to date 2010 Pro forma	Total growth	Organic growth <sup>1</sup>
Europe	93.3	88.6	89.6	5.2%	4.0%
Americas	56.4	52.2	48.0	8.1%	17.6%
Asia/Pacific	3.9	2.7	2.6	43.3%	49.1%
	<b>153.6</b>	<b>143.5</b>	<b>140.2</b>	<b>7.0%</b>	<b>9.5%</b>

  

Year to date 9 months €m	Year to date 2011 <sup>2</sup>	Year to date 2010 Published	Year to date 2010 Pro forma	Total growth	Organic growth <sup>1</sup>
Licences	51.6	47.3	46.1	9.0%	12.0%
Maintenance	61.5	58.7	57.2	4.8%	7.5%
Services	40.5	37.5	37.0	7.9%	9.5%
	<b>153.6</b>	<b>143.5</b>	<b>140.2</b>	<b>7.0%</b>	<b>9.5%</b>

(1) At constant exchange rates and group structure

(2) For Q1 2011, revenue was adjusted to reflect the separation of Axway's business from that of Sopra Group

## Outlook

Despite a deteriorating economic environment, particularly in Europe, Axway confirms its initial objective of achieving positive organic growth and, as a minimum, maintaining its operating margin for 2011 as a whole.

## Financial calendar

Wednesday, 15 February 2012, after stock market close: publication of full-year results.

Thursday, 16 February 2012 at 2.30pm: analysts' meeting, at Hôtel Meurice, Paris.

**Disclaimer**

This document is a free translation into English of the original French press release. It is not a binding document. In the event of a conflict in interpretation, reference should be made to the French version, which is the authentic text.

**About Axway**

Axway (NYSE Euronext: AXW), the Business Interaction Networks company, is a software and services company registered in France with headquarters in Phoenix, Arizona (USA). Established in 2001, Axway serves more than 11,000 organisations in 100 countries, with offices around the globe. Our award-winning products, solutions and services enable the business-critical transactions required to accelerate performance within and among enterprises – while providing management, security and governance on interactions throughout business networks. Axway's industry-leading offerings include: business-to-business integration, managed file transfer, secure email, business operations monitoring, process management and identity validation solutions, as well as professional and managed services, cloud solutions, and Software-as-a-Service. More information is available at [www.axway.com](http://www.axway.com).