



WANdisco plc

Interim Results
six months ended 30 June 2014

18 September 2014

Highlights

Sales & Operational

Strategic Big Data customer wins
Big Data production trials at advanced stages
ALM sales bookings up 19% - new customers and up-selling

Financial

Sales Bookings increased 21% to \$7.4m
Investment in sales & product – adjusted EBITDA loss \$9.5m
New \$10m credit facility with HSBC

Strategic

OhmData acquisition
First wins and pipeline build with Hadoop distribution partners
New Oracle partnership opens up large distribution channel

ALM

New products for a growing market

- ◆ Increasing need for control & scale in distributed development
- ◆ Increasing adoption of open source version control, displacing proprietary software (IBM & MSFT)
- ◆ Adoption of open source Git by bigger development teams

Customers moving to new products

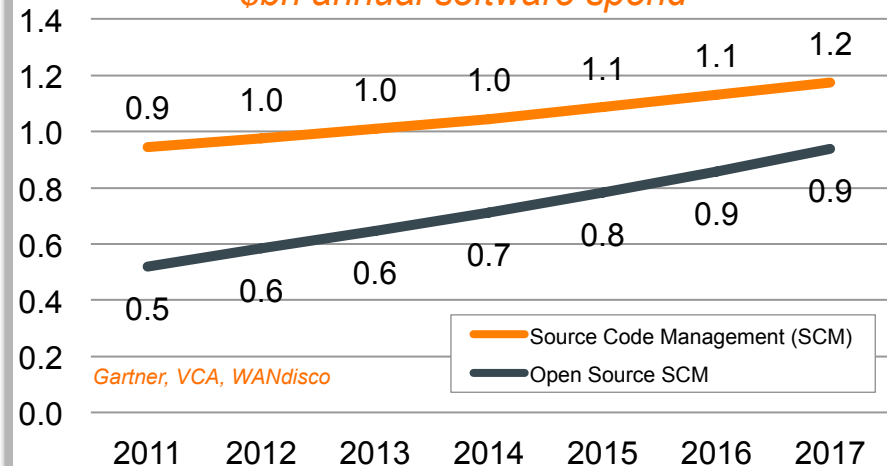
Git MultiSite Plus for new Git projects or teams

Subversion Multisite Plus for managing distributed teams

Access Control for protection and audit over development work

Source Code Management Market

\$bn annual software spend



ALM continues to deliver high growth

Sales and adoption momentum continues

Continued addition of new blue chip customers

ARM

Synaptics™

PETSMART

Panasonic

Globant
we are ready

Polycom®

Customers expanding scope of source code management

PitneyBowes

HUAWEI

T.RowePrice
INVEST WITH CONFIDENCE

CISCO

86% renewal rate

Mc
Graw
Hill

pixelworks®

FannieMae

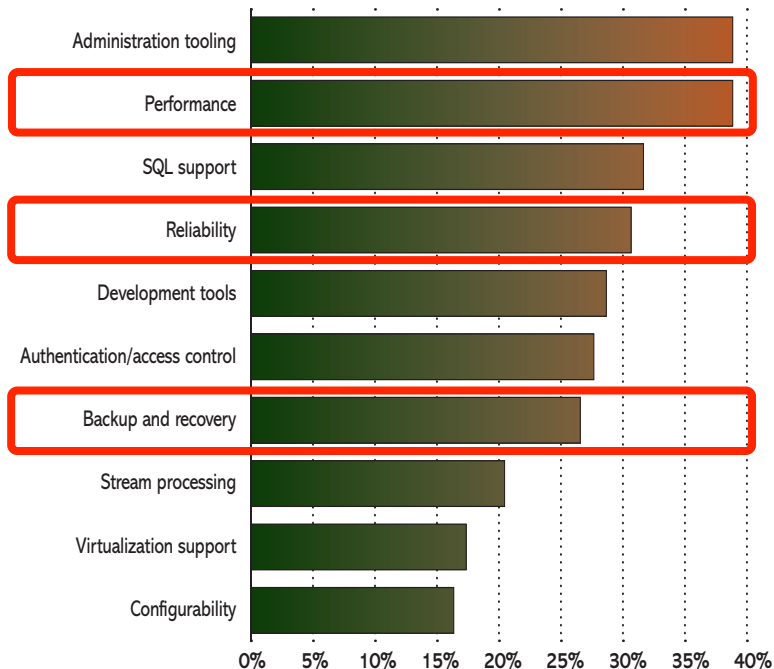
Walmart*

19% growth in ALM sales bookings

Non-Stop is critical in Big Data

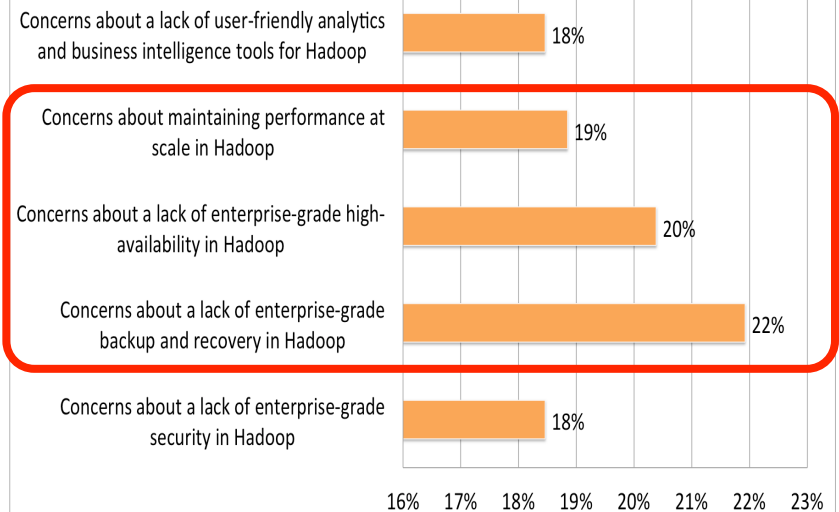
Validation from Wikibon and 451 Surveys, June 2014

451 Research ADVANCES THAT WOULD DRIVE GREATER HADOOP ADOPTION



Wikibon

What factors, if any, are preventing you from deploying Hadoop in production for mission critical applications?



Requirements met by WANdisco

Non-Stop Big Data market

Source: Wikibon

90%+ of Hadoop on WAN by 2017

70%

YES

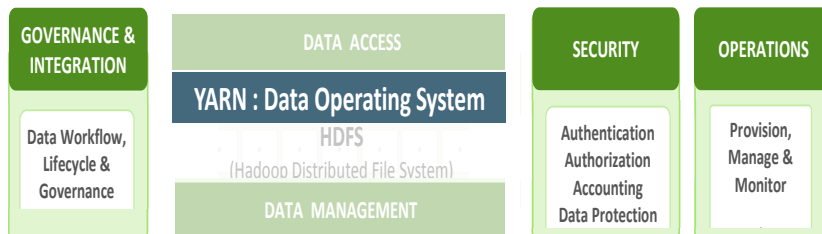
17%

NEXT 2
YEARS

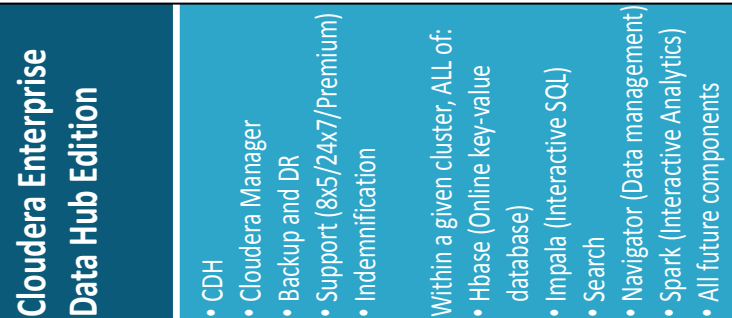
13%

NO

80% of customer use cases need Non-Stop

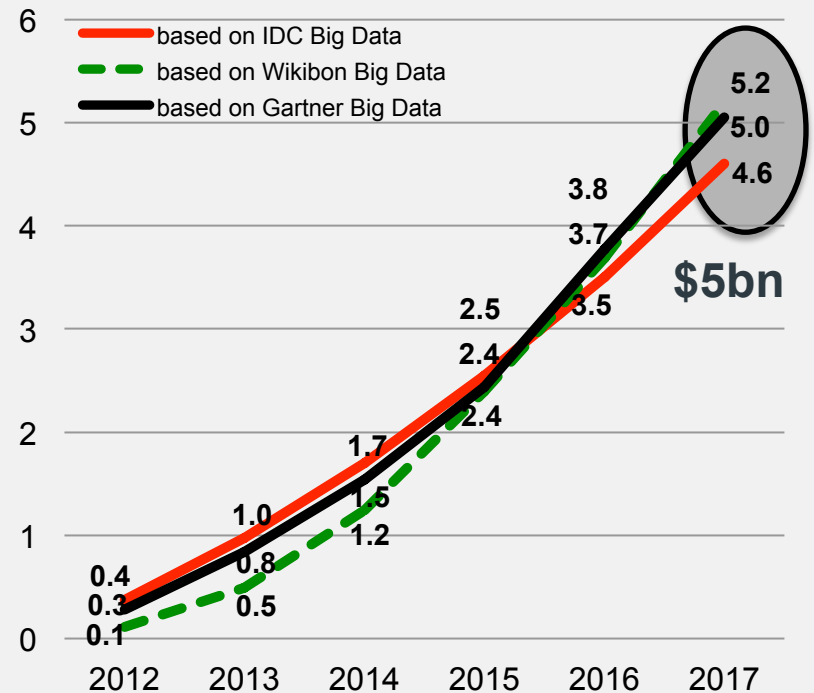


33% of commercial value is Non-Stop



Non-Stop Big Data Software

\$bn annual spend



Progress with early Big Data customers

British Gas

Cost-efficient customer analytics

Opportunity

Real-time smart meter analytics to improve service

Hadoop brings

Data center cost saving – consolidated customer data

WANdisco ensures

Full hardware utilisation - smart meter data always on



UCI Health

Saving lives with Big Data

Opportunity

Proactive and predictive patient treatment

Hadoop brings

Capture of machine data for the first time

WANdisco ensures

Virtual around the clock doctor



Pharma logistics

100% inventory visibility

Opportunity

Real-time supply chain visibility

Hadoop brings

More data feeding into 'Demand Network Analytics'

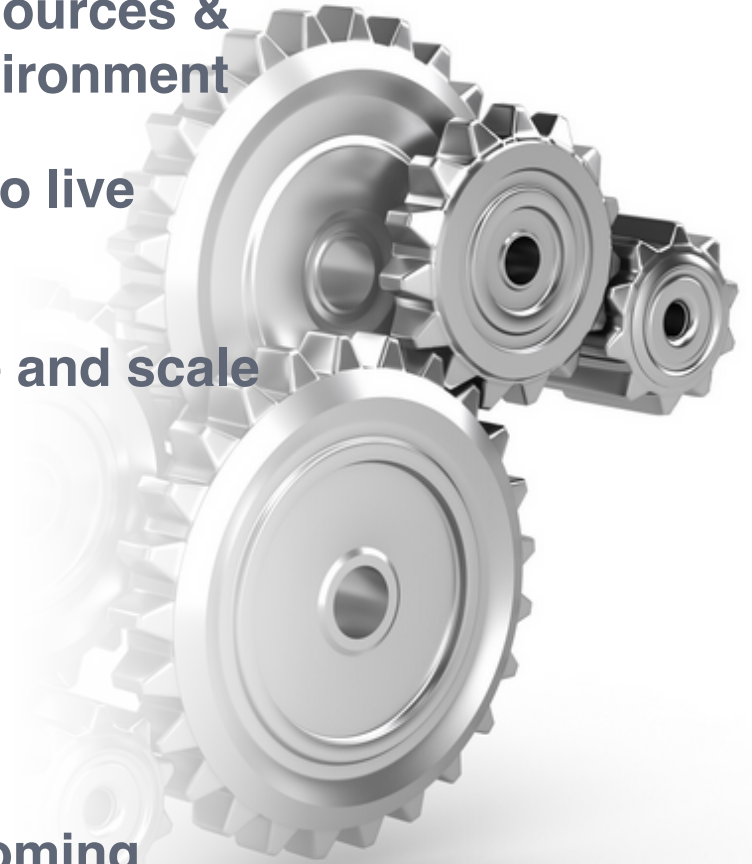
WANdisco ensures

Continuously available 'just in time' inventory data



Customers trialling Non-Stop Hadoop

- ◆ Prospects devoting time, hardware resources & data center space - full production environment
- ◆ *Non-Stop* critical for taking Hadoop into live production
- ◆ Opportunities have expanded in scope and scale as they have progressed
- ◆ Business drivers
 - business continuity
 - hardware utilisation
 - reduced deployment costs
- ◆ Initial subscriptions expected in the coming months



Big Data production trial case study

Understanding customers, protecting customers

UK-based international retail bank

Business challenge

Targeting of financial products using more complete customer intelligence

Real-time risk management including fraud prevention

Hadoop brings...

Consolidating unstructured customer data – 50% of all data

Cost of ownership 90% lower than legacy platform

WANdisco ensures...

No more redundant data storage

Analysis run time down from hours to minutes

Big Data production trial case study

Controlling the spread of disease

Government public safety program

Challenge Predicting epidemics and pandemics before they happen

Disease data captured but not analysed

Hadoop brings... Health, environment & tracking data from hospitals, energy suppliers & ports

Visibility of correlations between factors never before analysed together

WANdisco ensures... Availability of disparate types of data, together in real time

Sensitive and private data is protected

Big Data production trial case study

Managing insurance risk

Global property and casualty insurer

Business challenge & opportunity

Inaccurate risk-predicting variables
inflating claim costs

Unstructured data predicts risk more
accurately - half of the data load

Hadoop brings...

Unstructured data for management
decisions – new Head of Big Data

Global data lake sourced in US, UK &
Brazil

WANdisco ensures...

Continual access to all data for
management decisions

Batch & real-time processes each
go to most cost-effective hardware

Big Data production trial case study

Insights from connected devices

Consumer Electronics: The 'Internet of Things'

Business opportunity

**Insight into device usage across
all media & products**

**Consumers offered unprecedented
storage capacity**

Hadoop brings...

Data capture from a range of devices

**Global-scale data never captured
before**

WANdisco ensures...

**Continuous device data without
disrupting other business processes**

**Spreading storage cost-effectively
across hardware infrastructure**

WANdisco Big Data products

Responding to customer requirements

Customer requirements

Disaster recovery

Distributed data ingest

Hardware optimisation

Real-time analytics

Enterprise-ready Hadoop & HBase

Non-Stop Hadoop with Non-Stop NameNode

New Non-Stop Hadoop 1.9.6

Non-Stop HBase for real-time streaming

Partner certifications

New replication features

Selective replication - data only where required

Zoning - different workloads sent to different hardware

Rolling upgrades – no service interruption

**Bloomberg
Businessweek**

Global
Economics

Companies &
Industries

Politics & Policy

Technology

Markets &
Finance

Innovation &
Design

WANdisco Releases Non-Stop Hadoop 1.9.6 & Reduces Deployment Costs by 35%

OhmData acquisition

Accelerating HBase go-to-market

OhmData

Acquired for \$2.1m including post-acquisition share awards contingent on performance

HBase community committers and leaders

Patented HBase IP

Follows Altosor model – Hadoop pioneer expertise

HBase



Like an endlessly scalable spreadsheet

Best-practice transactional database

Real-time analytics, web apps, systems of record, fraud detection

HBase ecosystem

Committers

SalesForce, Huawei, Intel

Users

Yahoo, Facebook, Dropbox, Pinterest, Bloomberg

Partner Ecosystem

Continuuity, HP, WibiData

Non-Stop HBase

OhmData's patent IP merging into open source HBase

Non-stop HBase accelerated

New enterprise level of reliability and performance, cloud-optimised

Extended channel reach and effectiveness

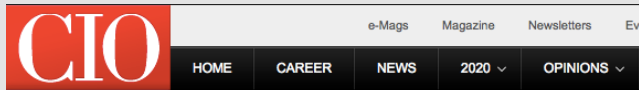
Distributors established
as primary channel

Non-Stop hardware
utilisation scales up
solution value



Certification against latest
distributor releases

Tight interoperability
demonstrated to prospects



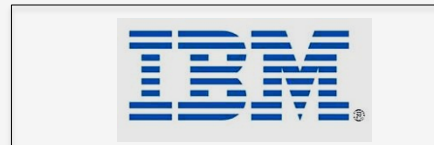
HP invests in Hortonworks'
Hadoop

Large corporate
investments in
distributors fund
the market's
development



THE WALL STREET JOURNAL. **TECH**
TECHNOLOGY
Intel's Investment Into Cloudera

New Oracle & IBM
partnerships open
access to wide sales &
customer bases



Oracle-certified stack well-
received by prospects

IBM go-to-market in
development

Indirect channel is technically enabled and scalable

Key financials

		\$m	H1 2014	H1 2013	% change	FY 2013
New & expanded ALM subscriptions	Bookings		7.4	6.1	+21%	14.8
Multi-year bookings	Deferred Revenue		15.5	9.0	+73%	13.1
Reflects strong deferred revenue	Revenue		5.0	3.5	+43%	8.0
Sales and engineering investment Cost efficiencies in product delivery	Adjusted EBITDA		(9.5)	(3.3)		(7.8)
New products - advanced ALM and Big Data	Capitalised R&D		4.2	3.0	+40%	7.4
Strong cash position supports investment	Net Cash		15.0	5.5		25.7

Sales Bookings metrics

ALM

ALM Deal Type excluding e-commerce	Deal count		Bookings Value (\$m)		Average deal size (\$'000)		% of total bookings		Annualised Value (\$'000)	
	H1 2014	H1 2013	H1 2014	H1 2013	H1 2014	H1 2013	H1 2014	H1 2013	H1 2014	H1 2013
New subscriptions	26	27	4.6	3.3	178	122	67%	58%	1.9	1.4
Add-on deals	28	14	1.2	0.5	42	39	17%	8%	0.6	0.3
Renewals	33	38	1.1	2.0	33	50	16%	34%	0.7	1.0
ALL ALM DEALS	87	79	6.9	5.8	79	73	100%	100%	3.2	2.7

- ↑ New customer deal sizes +46% – enterprise multi-site operations
- ↑ Annualised bookings +19% – multi-year deals spreading the sale value
- ✓ Renewal rate 86% – by contract value, excluding add-on features

Sales Bookings breakdown

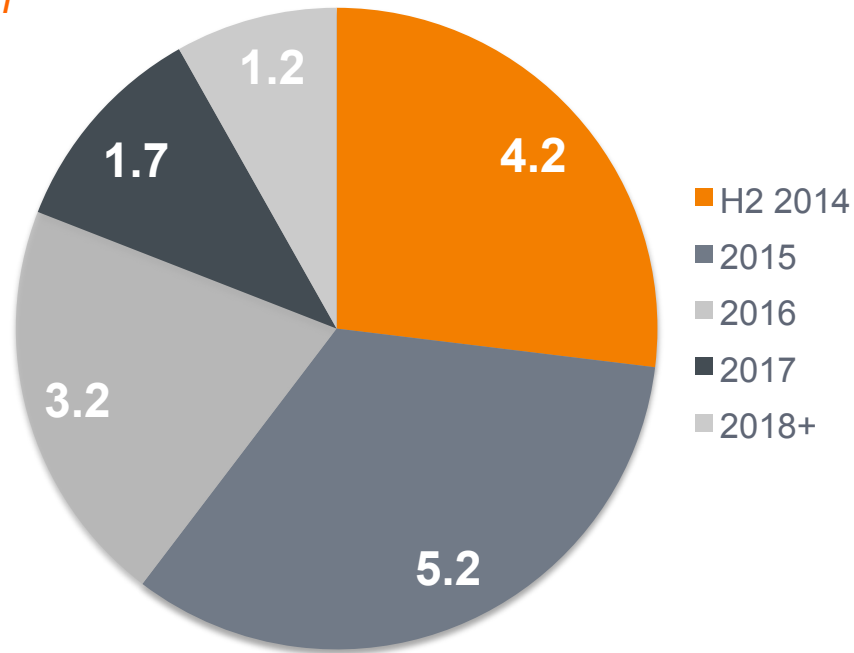
- ◆ ALM is the majority of bookings
- ◆ Strong growth – new multisite & access control products
- ◆ More enterprise deals - global corporations

- ◆ Early stage subscriptions
- ◆ All have expansion potential
- ◆ Mix of deal sizes
- ◆ Pricing model still emerging

\$m	H1 2014	H1 2013
ALM	7.1	5.9
Big Data	0.3	0.2
ALL	7.4	6.1

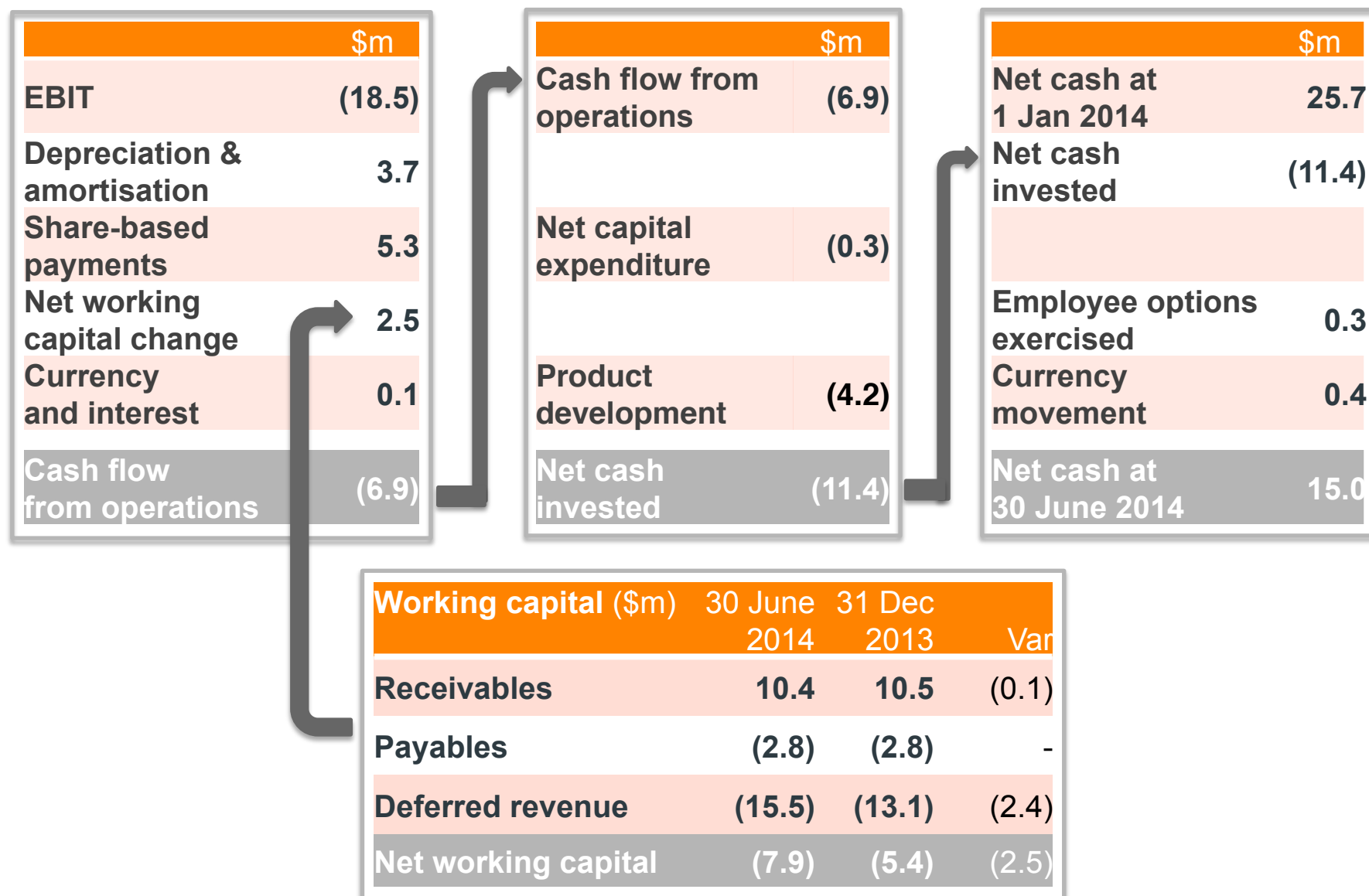
Deferred revenue

Release of 30 June 2014 deferred revenue
\$m



- ◆ Up 73% to \$15.5m
- ◆ Multi-year deals from H1 2014 and FY 2013 added large deferrals
- ◆ Provides \$5.2m of revenue for 2015
- ◆ Increasingly predictable revenue stream

Cash flow



New HSBC credit facility

- ◆ \$10m revolving credit with HSBC
- ◆ Available to 31 March 2017
- ◆ To finance Big Data investment
- ◆ Interest rate 1.2% above LIBOR



Technology



- ◆ Based on recurring revenue quality
- ◆ Currently undrawn
- ◆ Diversifies financing options

Headcount aligned with Big Data strategy

Headcount H1 2014 (H1 2013)	ALM Product	Big Data Product	Sales & Marketing	Customer Support	Admin- istration	TOTAL
Americas	2 (2)	15 (7)	25 (19)	2 (0)	0 (0)	44 (28)
EMEA	26 (35)	24 (1)	6 (5)	18 (14)	10 (10)	84 (65)
APAC	0 (0)	0 (0)	4 (1)	1 (0)	0 (0)	5 (1)
Central	1 (1)	8 (5)	10 (9)	0 (0)	10 (6)	29 (21)
TOTAL	29 (38)	47 (13)	45 (34)	21 (14)	20 (16)	162 (115)

Investments

- ◆ Sales hiring – all regions
- ◆ Big Data product development

Efficiencies

- ◆ Big Data QA & Support consolidated in the UK
- ◆ ALM product development - UK productivity improvements

2014 progress summary

New Products

- ✓ Non-Stop Hadoop with new features arising from customer feedback
- ✓ Git & Subversion upgrades & enhancements
- ✓ OhmData acquisition accelerated HBase go-to-market

Channel partnerships

- ✓ Cloudera and Hortonworks pipelines expanded
- ✓ Oracle Big Data partnership established
- ✓ Updated partner certifications & tightened interoperability

Organisation, Costs & Finance

- ✓ Enterprise sales expanded and improved
- ✓ ALM & Big Data engineering cost savings with changed geographic mix
- ✓ New credit facility with HSBC

Sales & Customers

- ✓ Strategic Big Data customer wins
- ✓ Advanced production trials with global names
- ✓ 26 new ALM subscriptions & strong renewal rates

High focus on strategic Big Data customer wins

Outlook

- ◆ **ALM business maturing well, becoming more efficient**
- ◆ **Global corporations taking Hadoop very seriously**
- ◆ **Opportunities are enlarging, causing production trials to take more time**
- ◆ **Our products are very responsive to customer feedback**
- ◆ **Orienting our sales and marketing to Big Data use cases**
- ◆ **We expect major Big Data customer wins**

