



Progress OpenEdge World Tour 2024

Lyon, France

Radisson Blu Hotel

Thursday, January 18, 2024

Anthony Cross, across@progress.com



Presenters



Anthony Cross

Directeur Commercial



Laurent Kieffer

Directeur Technique



**Jean-Michel
Gilbert**

Senior Principal
Consultant



Christophe Aubry

Directeur Général
gimel lavergne



Team



Aude Moulines

Senior Account Manager



Chantal Lorgeoux-Williams

Principal Account Manager



David Danche

Enterprise Account Manager



Romain Caudron

Field and Channel Marketing Specialist

Agenda

- 9h30 Progress Business Update
- 10h15 OpenEdge 12.8 and Beyond
- 11h Pause
- 11h30 Modernizing Your OpenEdge
- 12h15 gimel laverne, *En chemin vers OE12 !*
- 12h45 Déjeuner
- 14h Ateliers Technique
- 16h Cocktail de Clôture

Progress Business Update

Progress by the Numbers

1,700+

Software companies build their products on Progress technologies

6+M

Business users work with applications that run on Progress technologies

3.5+M

Strong developer community

**100s of
Thousands**

of enterprises run their high-impact applications on Progress

100s of Millions

of consumers use applications that run on Progress products

Progress Strength

\$698M

Revenue

Consistently growing revenues

100+%

Net Retention Rate (NRR)

Exceptionally sticky customer base

39%

Operating Margins

Industry-leading profits provide strength, stability and drive investments

17+%

Product Investment

High % of revenue reinvested in R&D ensures sustained customer value

2,300+

Employees in 20+ Countries

A vibrant and engaged organization

*PRGS | Nasdaq Listed



Consistent Financial Performance

5

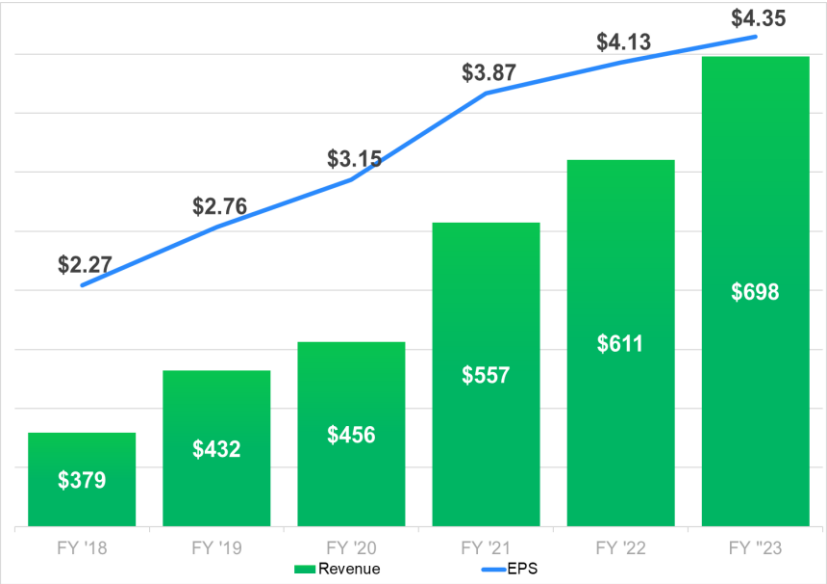
YEARS
FY '18–FY '23E

13%
Revenue
CAGR

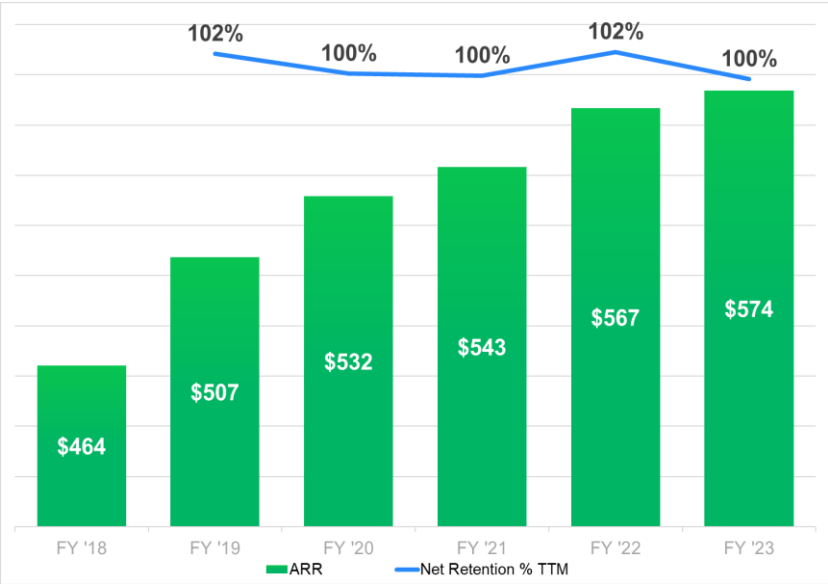
15%
Operating
Income CAGR

14%
EPS CAGR

Progress Revenue & EPS



Progress ARR & NRR



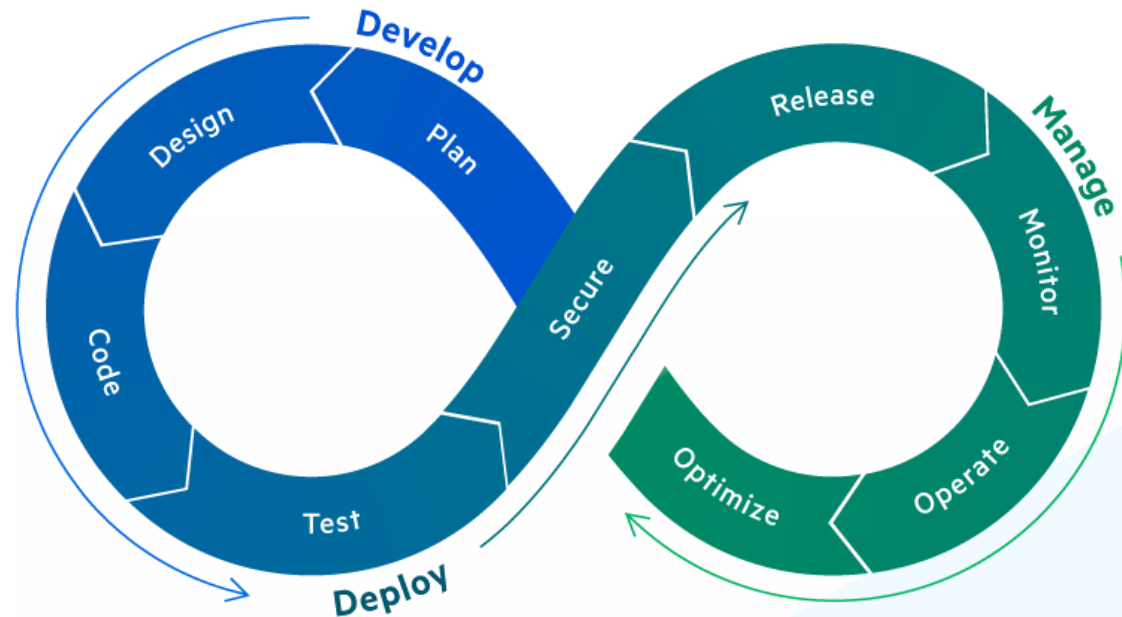
All financial results shown are on a non-GAAP basis. Revenue and ARR are in \$US millions. ARR is pro forma.

Our Vision

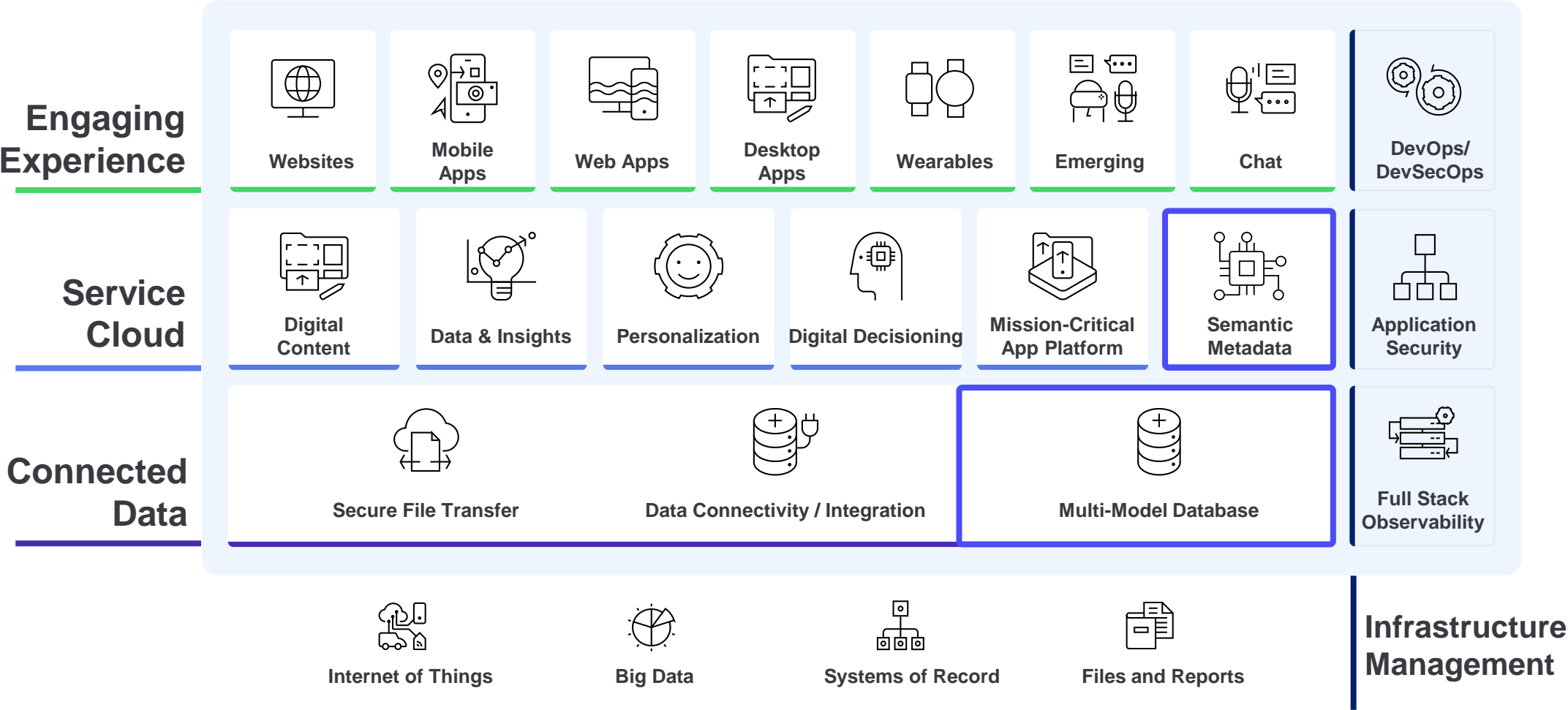
**To propel business forward
in a technology-driven world.**

Our Mission

To be the trusted provider of the best products to develop, deploy and manage high-impact applications.



The Right Architecture



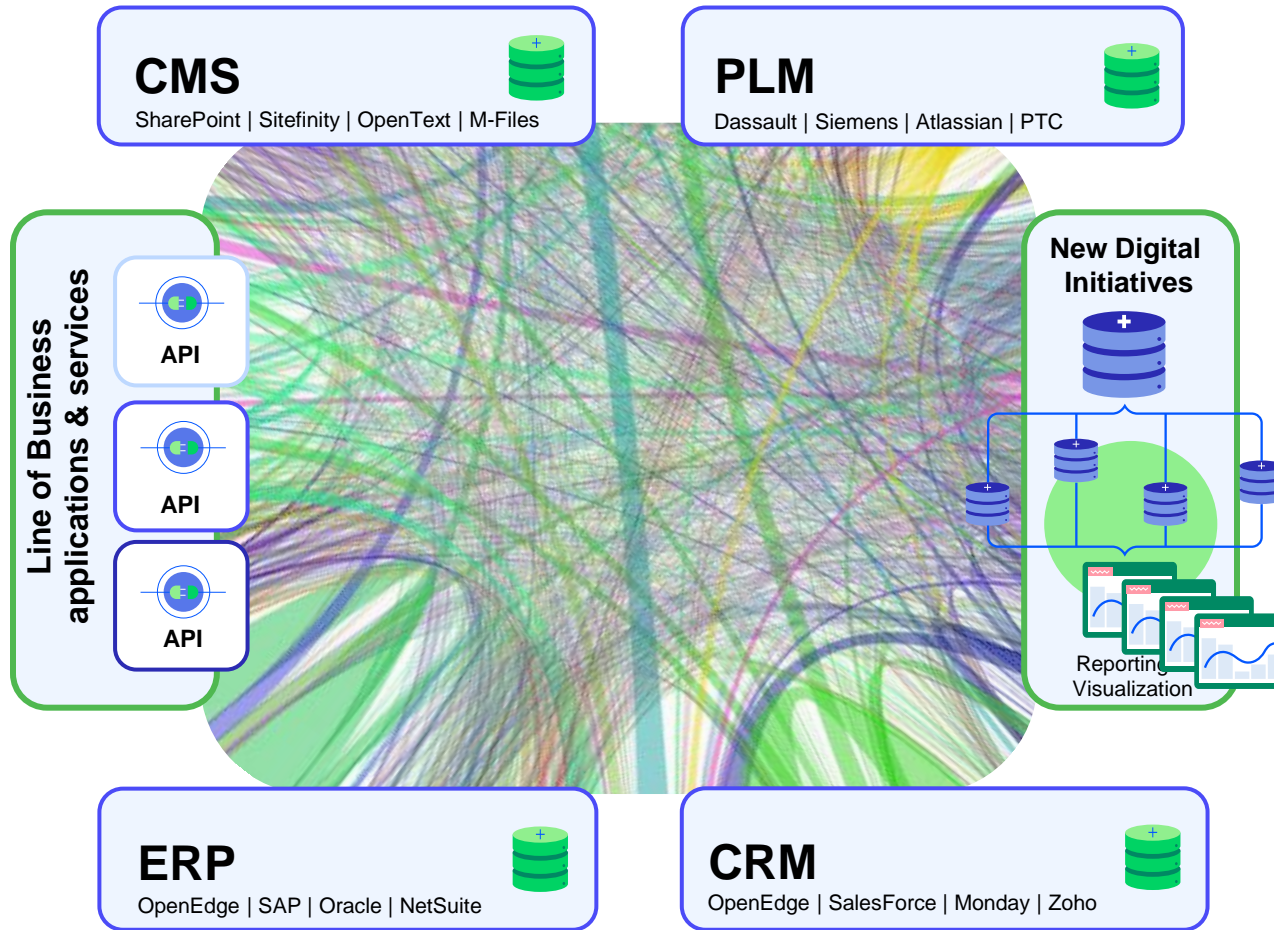
Thank You for an Incredible 2023!

- Over 3000 people attending OpenEdge, DataDirect, MarkLogic and Semaphore events - half in-person!
- Save the date !
 - PUG Francophonie 27 juin, Nantes
 - PUG Challenge 18 sept., Prague
- 250+ product releases and updates
- Welcomed MarkLogic and Semaphore to the portfolio

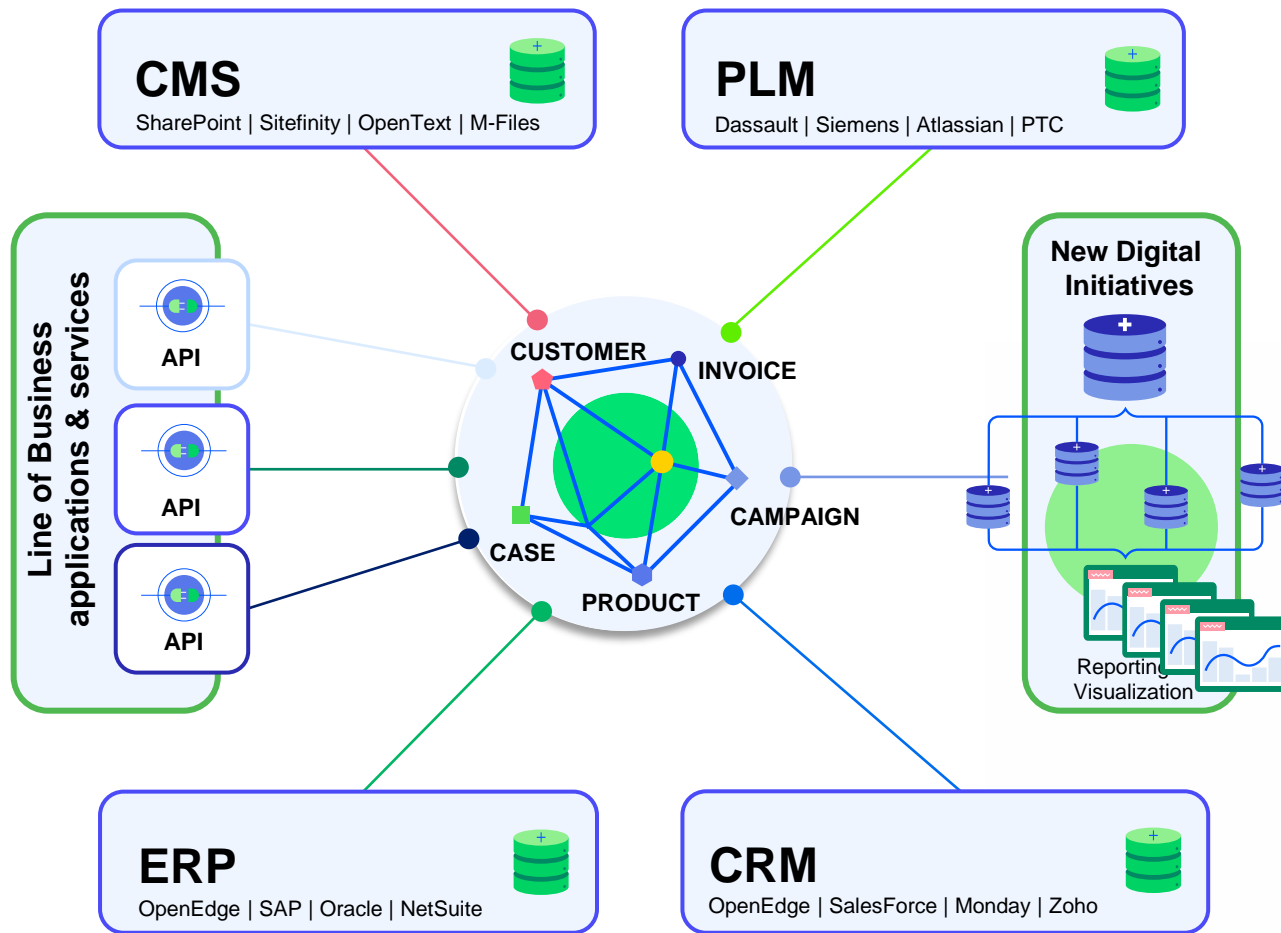


Welcome aboard Marklogic & Semaphore

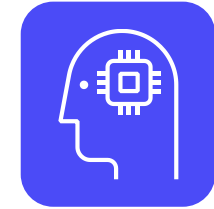
Application-Centric *de facto* Architecture



Data-Centric *agile* Architecture



**Reduce
Costs**



**Embrace
Artificial
Intelligence**



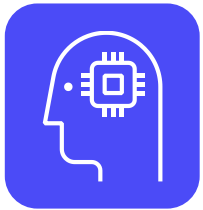
**Mitigate
Security
Risks**



**Meet
Regulatory
Compliance**



Regulation
*Pharma, MIFID,
Export Control*



**Intelligent
Search Engine**



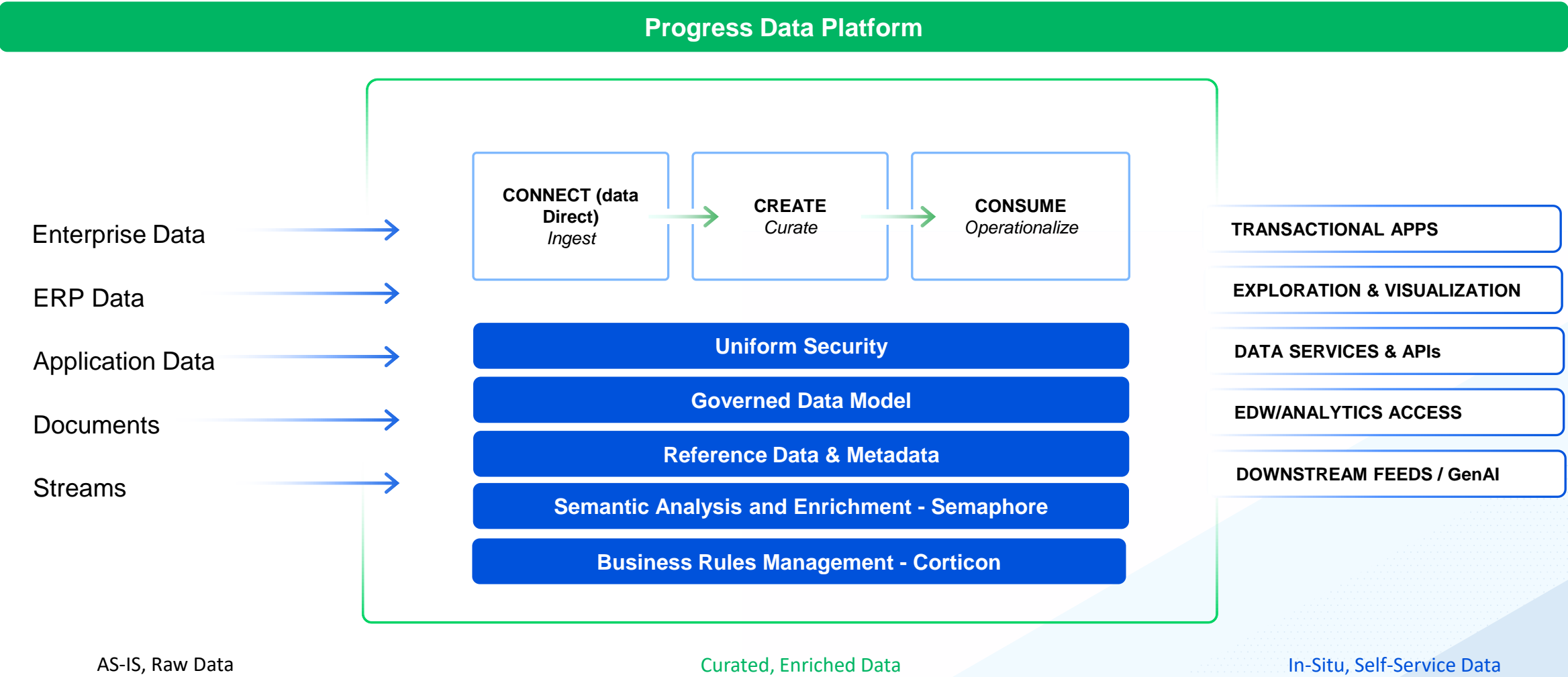
360° View
*Operational
Golden Record*



**Document
Management**
*Structured &
unstructured*

Progress Data Platform

Simplified Architecture Accelerates Data Agility



Four Key Pillars for Success in 2024 and Beyond



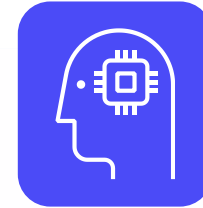
**Meet
Regulatory
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**Mitigate
Security
Risks**



**Reduce
Costs**



**Embrace
Artificial
Intelligence**

OpenEdge 11.7 Retired in 2025

- 7 years of R&D between OE 11.7 and OE 12.8
 - Almost 10 releases ! Over a hundred new features
 - Support of the latest OS and Security updates
 - 12.8, Long Term Support until 2030
- OpenEdge 11.7 : no more updates for OS / JDK / Tomcat

