

# CloudScale Technologies GmbH - Q3 2024 Investor Update

Direct Investment: CloudScale Technologies GmbH

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## Highlights:

- Signed 12 STOXX Europe 50 customers including Siemens and SAP
- Launched AI-powered analytics platform for GDPR-compliant deployments
- Achieved 135% net euro retention
- Expanded with hubs in London, Paris, and Berlin

## Lowlights:

- Sales cycle extended to 7 months vs 5 month target
- Engineering hiring behind plan by 15 positions across DACH region
- Customer churn increased to 8% (from 5%)

## Milestones:

- Released CloudScale v3.0 with AI capabilities
- Achieved SOC 2 Type II and ISO 27001 certifications
- Expanded managed services presence across Europe
- Reached €20M ARR milestone

## Metrics Snapshot:

Revenue: €3,600,000

ARR: €4,200,000

MRR: €350,000

Gross Margin: 82.0%

Burn: €220,000

Runway (months): 32

Headcount: 125

CAC: €15,000

LTV: €75,000

NRR: 135.0%

Cash Balance: €5,200,000