

KubeFlow Systems GmbH - Q3 2024 Investor Update

Direct Investment: KubeFlow Systems GmbH

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Period: Q3 2024

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Highlights:

- Reached 5,000 enterprise customers
- Launched managed Kubernetes service
- Integrated with all major cloud providers
- 98% customer satisfaction score

Lowlights:

- Competition from HashiCorp intensified
- Open source community engagement declined
- Pricing pressure from cloud providers

Milestones:

- Processed 100M container deployments
- Achieved SOC 2 Type II certification
- Launched enterprise support tier
- Expanded managed clusters across Europe

Metrics Snapshot:

Revenue: €2,500,000

ARR: €3,100,000

MRR: €260,000

Gross Margin: 88.0%

Burn: €150,000

Runway (months): 30

Headcount: 68

CAC: €9,500

LTV: €62,000

NRR: 132.0%

Cash Balance: €3,200,000