

Monthly Financial Metrics						
	Revenue		Gross Margin		EBITDA	
	\$227M		67M		27M	
Vs Budget	(\$3M)	-1.5%	(\$2M)	-0.6%	(\$3M)	-1.0%
Vs FC	\$0M	0.0%	(\$2M)	-3.3%	(\$3M)	-9.0%
Vs Prev Year	(\$50M)	-18.0%	(\$18M)	-1.1%	(\$19M)	-4.5%

2022 Q2 Financial Metrics						
	Revenue		Gross Margin		EBITDA	
	\$227M		\$67M		\$27M	
Vs Budget	(\$3M)	-1.5%	(\$2M)	-0.6%	(\$3M)	-1.0%
Vs FC	\$0M	0.0%	(\$2M)	-3.3%	(\$3M)	-9.0%
Vs Prev Year	(\$50M)	-18.0%	(\$18M)	-1.1%	(\$19M)	-4.5%

2022 FY Financial Metrics						
	Revenue		Gross Margin		EBITDA	
	\$963M		\$293M		\$136M	
Vs Budget	\$10M	1.1%	(\$2M)	-0.5%	(\$1M)	-0.2%
Vs FC	\$13M	1.3%	(\$2M)	-0.6%	(\$1M)	-0.5%
Vs Prev Year	(\$223M)	-18.8%	(\$73M)	-0.5%	(\$75M)	-3.7%

DEMAND

Apr Ebitda vs FC04			
Country	EBITDA %	Var %	[\$, M]
Sweden	4.10%	-17.1%	0.0M
Netherlands	-12.63%	-1.9%	0.0M
Ireland	14.84%	10.2%	0.0M
Finland	13.24%	-10.9%	0.0M
Norway	5.15%	-313.0%	0.0M
Germany	9.54%	-1.2%	0.0M
Italy	4.52%	-365.3%	-0.1M
France	4.92%	-7.6%	-0.1M
Denmark	7.13%	-103.4%	-0.1M
Spain	1.92%	142.0%	-0.1M
UK	11.92%	-16.1%	-0.6M
Total	7.92%	-13.3%	-1.0M

Apr Ebitda vs Budget			
Country	EBITDA %	Var %	[\$, M]
Spain	1.92%	-51.8%	0.3M
Ireland	14.84%	7.4%	0.0M
Italy	4.52%	87.9%	0.0M
Denmark	7.13%	-101.9%	-0.1M
Norway	5.15%	-118.1%	-0.2M
Finland	13.24%	-48.5%	-0.2M
Sweden	4.10%	-152.9%	-0.2M
Germany	9.54%	-5.7%	-0.2M
Netherlands	-12.63%	-391.8%	-0.4M
UK	11.92%	-12.3%	-0.4M
France	4.92%	-66.8%	-1.5M
Total	7.92%	-31.0%	-3.0M

Apr Ebitda vs Prior Year		
Country	Var %	[\$, M]
Spain	-4.89%	\$3.5M
Italy	3.83%	\$0.1M
Ireland	2.51%	(\$0.0M)
Norway	6.64%	(\$0.2M)
Denmark	9.44%	(\$0.2M)
Finland	20.42%	(\$0.7M)
Netherlands	2.24%	(\$1.3M)
France	5.68%	(\$2.2M)
Sweden	10.41%	(\$3.0M)
Germany	14.22%	(\$16.1M)
UK	22.94%	(\$57.3M)
Total	14.48%	(\$77.5M)

NEAR/OFFSHORE

Country	EBITDA %	Var %	[\$, M]
Cyprus	21.86%	60.2%	0.3M
Morocco	32.76%	2.8%	0.2M
Egypt	33.96%	13.7%	0.1M
Senegal	26.51%	9.5%	0.1M
Poland	29.98%	5.1%	0.1M
Greece	-13.39%	-3.5%	0.0M
Slovakia	0.00%	-389.7%	0.0M
Hungary	29.17%	-2.5%	0.0M
Serbia	25.20%	-3.4%	0.0M
Portugal	16.43%	-1.1%	0.0M
Ivory Coast	26.12%	-6.7%	0.0M
Total	25.94%	2.6%	0.5M

Country	EBITDA %	Var %	[\$, M]
Senegal	26.51%	115.4%	0.6M
Morocco	32.76%	7.3%	0.5M
Egypt	33.96%	37.1%	0.2M
Ivory Coast	26.12%	54.2%	0.2M
Cyprus	21.86%	16.7%	0.1M
Romania	31.39%	3.9%	0.1M
Bulgaria	28.12%	2.8%	0.1M
Hungary	29.17%	0.2%	0.0M
Slovakia	0.00%	-4.5%	0.0M
Poland	29.98%	-0.9%	0.0M
Greece	-13.39%	-733.9%	-0.3M
Total	25.94%	1.4%	0.3M

Country	Var %	[\$, M]
Morocco	30.75%	\$2.7M
Poland	30.86%	\$2.1M
Egypt	27.71%	\$1.4M
Senegal	17.00%	\$1.2M
Ivory Coast	17.79%	\$0.8M
Hungary	23.62%	\$0.4M
Cyprus	23.65%	\$0.2M
Slovakia	0.00%	\$0.0M
Greece	0.00%	(\$0.1M)
Bulgaria	30.85%	(\$0.9M)
Serbia	28.36%	(\$0.9M)
Total	27.46%	\$2.3M

Apr Bottom 15 EMEA Clients GM vs FC04

Client		GM %	Var %	[\$, M]
Airbnb		29.12%	-0.09	-0.3M
Virgin Media Limited		25.20%	-0.09	-0.3M
ANSM		-30.41%	-2.69	-0.2M
Non Client		0.00%	1.17	-0.2M
Verizon		43.63%	-0.17	-0.2M
Project Care		19.23%	-0.49	-0.2M
John Lewis		20.69%	-0.14	-0.1M
Paris Mutuel (PMU)		10.35%	-0.55	-0.1M
Panasonic		42.04%	-0.22	-0.1M
Zalando		16.66%	-0.22	-0.1M
Deutsche Glasfaser		17.91%	-0.40	-0.1M
Huawei		31.93%	-0.12	-0.1M
Shared Group		5.79%	-0.91	-0.1M
Free Televente		21.63%	-0.69	-0.1M
EDF Energy (Electricite de France)		14.97%	-0.05	-0.1M
Total		23.01%	-0.17	-2.1M

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Bottom

Apr Bottom 15 Clients GM vs Budget

Client		GM %	Var %	[\$, M]
EDF Energy (Electricite de France)		14.97%	-58.65%	-1.6M
Klarna		21.95%	-41.17%	-1.1M
Amazon		13.21%	-71.80%	-0.8M
Bouygues Telecom		41.51%	-23.87%	-0.7M
Zalando		16.66%	-52.14%	-0.3M
Airbnb		29.12%	-7.81%	-0.3M
Ebay		14.15%	-54.68%	-0.3M
Samsung		28.14%	-22.06%	-0.3M
John Lewis		20.69%	-21.62%	-0.2M
Sony		30.67%	-11.24%	-0.2M
ANSM		-30.41%	-399.39%	-0.2M
Shark Ninja		17.01%	-50.54%	-0.2M
Paris Mutuel (PMU)		10.35%	-67.66%	-0.2M
Chronopost		27.85%	-82.99%	-0.2M
Total		24.06%	-34.06%	-6.4M