

Financial Performance Overview

€ 81.5M

€ 39.3M

48.2%

Revenue

Gross Margin

GM %

€ 18.9M

Operating Profit

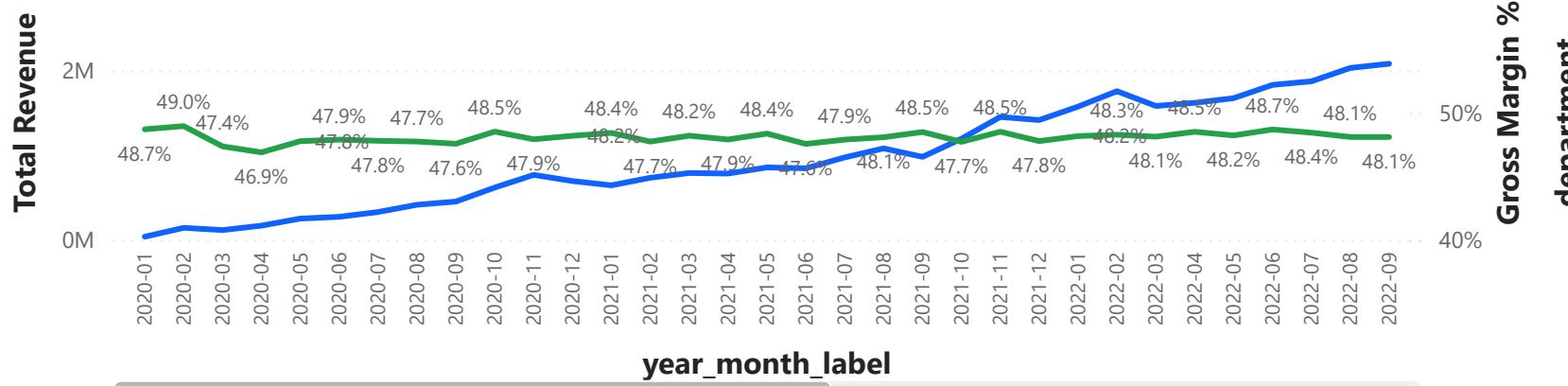
23.2%

2016

Active Customers

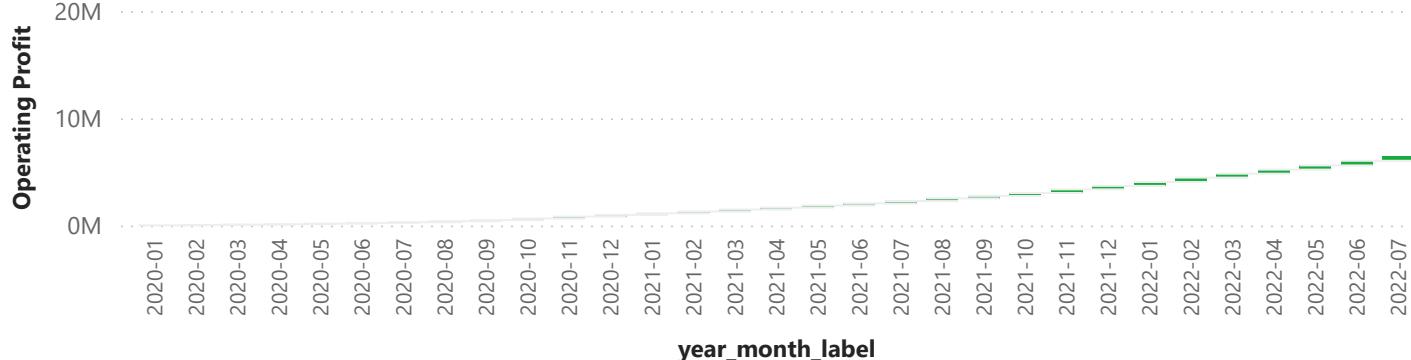
Revenue & Gross Margin Trend

Total Revenue Gross Margin %



Monthly P&L Waterfall

Increase Decrease Total



year, quar...

- ✓ 2020
- ✓ 2021
- ✓ 2022
- ✓ 2023
- ✓ 2024

segment

- Corporate
- Retail
- SME

region

- Central
- East
- International
- North
- South
- West

Product Profitability & Revenue Mix

€ 81.5M

Revenue

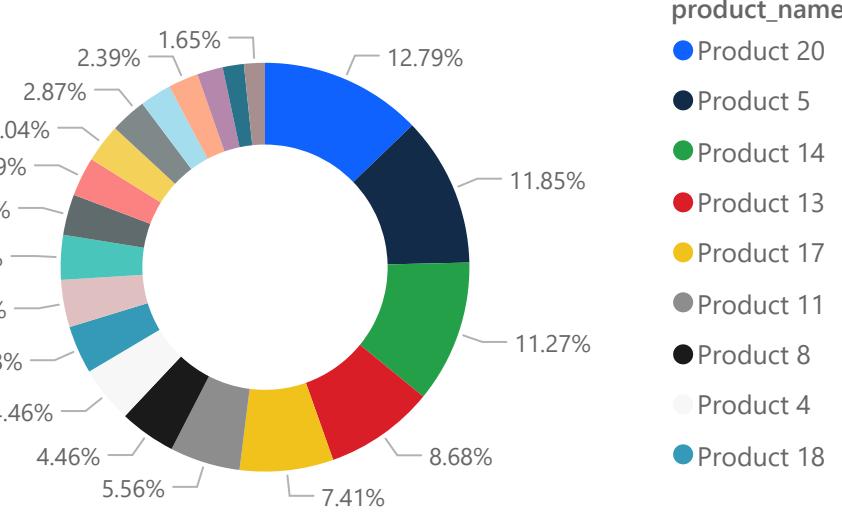
€ 39.3M

Product Gross Margin

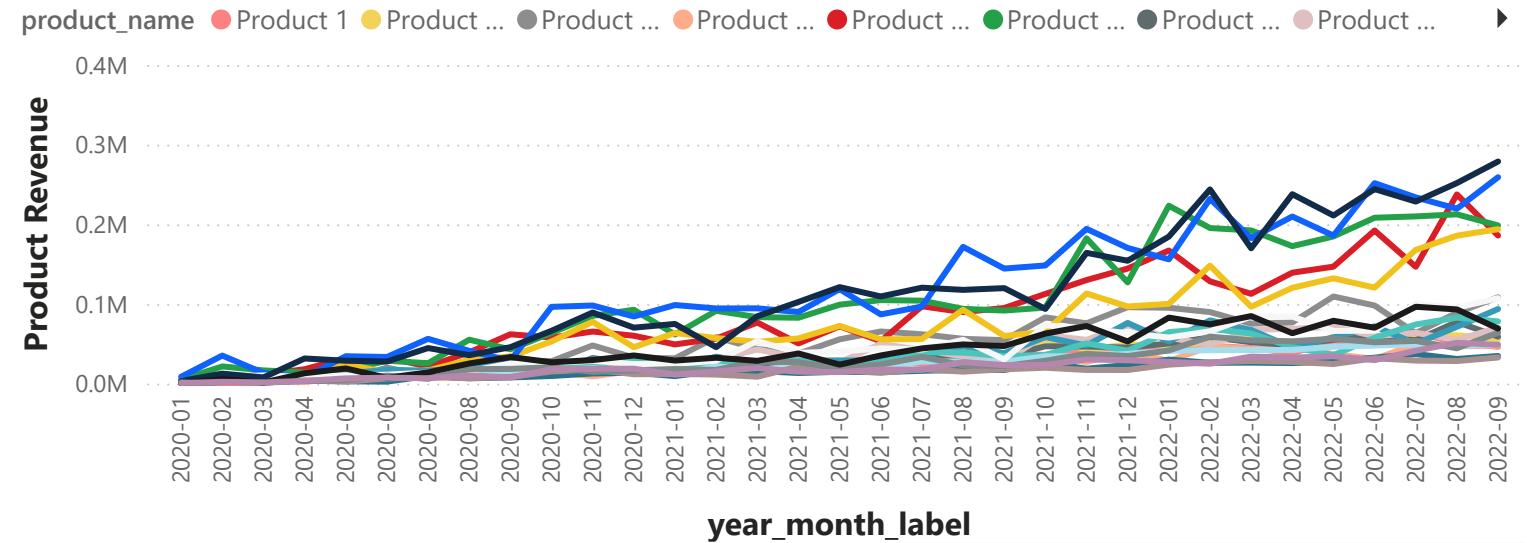
48.2%

Product GM %

Product Revenue by product_name



Product Revenue by year_month_label and product_name



product_name	Revenue	GM	GM %	OPEX	Operating Profit
Product 18	€ 3.1M	€ 1.0M	31.2%	€ 0.8M	€ 0.2M
Product 3	€ 1.4M	€ 0.6M	46.0%	€ 0.3M	€ 0.3M
Product 6	€ 1.3M	€ 0.7M	48.7%	€ 0.3M	€ 0.3M
Product 2	€ 2.0M	€ 0.8M	41.0%	€ 0.5M	€ 0.3M
Product 15	€ 2.6M	€ 1.0M	38.2%	€ 0.7M	€ 0.3M
Product 9	€ 1.7M	€ 0.8M	46.3%	€ 0.4M	€ 0.4M
Product 16	€ 3.0M	€ 1.1M	37.7%	€ 0.8M	€ 0.4M
Product 12	€ 1.9M	€ 1.0M	52.1%	€ 0.5M	€ 0.5M
Product 19	€ 2.9M	€ 1.3M	44.9%	€ 0.7M	€ 0.6M
Total	€ 81.5M	€ 39.3M	48.2%	€ 20.4M	€ 18.9M

year, quarter

✓ 2020

✓ 2021

✓ 2022

✓ 2023

✓ 2024

category

Advisory

Loan

Service

Subscription

Customer & Segment Insights

2016

Active Customers

€ 27K

Avg Revenue per Custo...

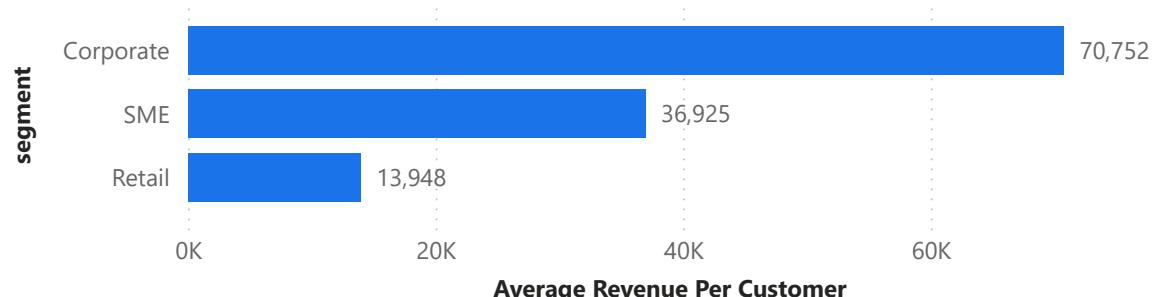
€ 19K

Avg GM Per Customer

71.8%

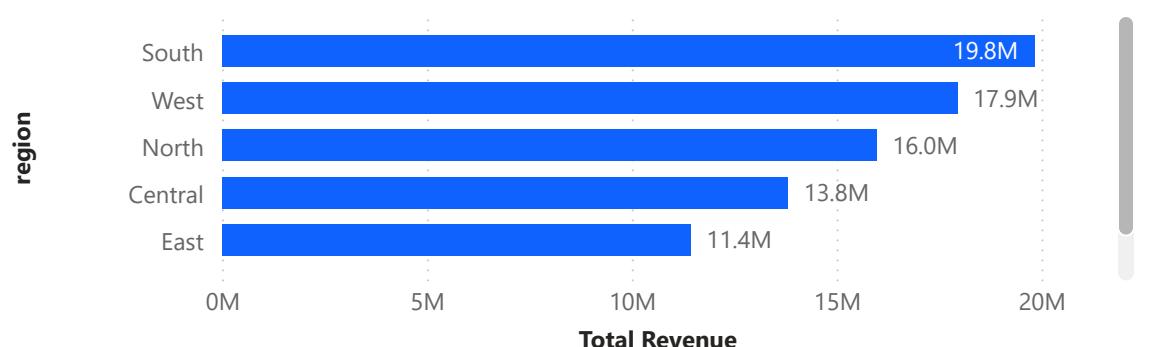
Customer GM %

Average Revenue Per Customer by segment

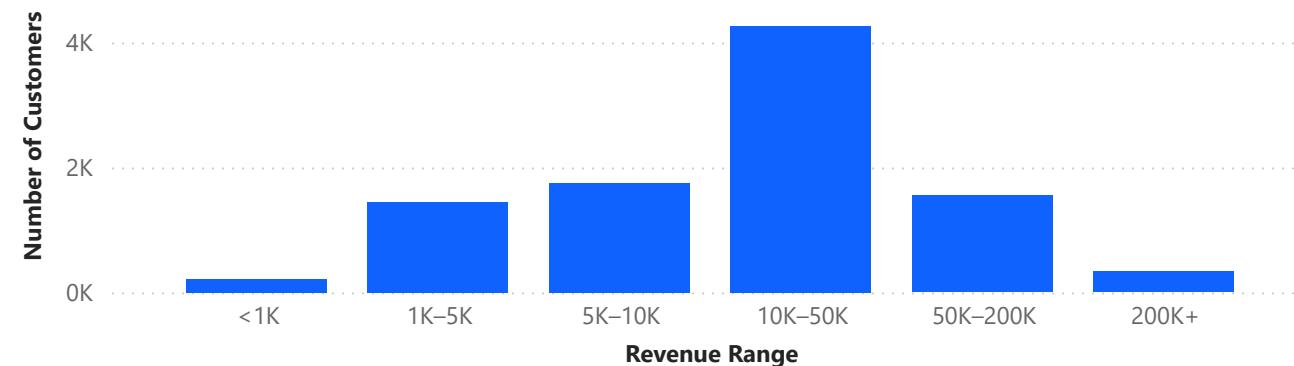


segment	Total Revenue	GM	GM %	Avg Rev Per Customer
Corporate	€ 21.9M	€ 11.3M	51.8%	€ 70.8K
SME	€ 35.5M	€ 17.1M	48.0%	€ 36.9K
Retail	€ 24.1M	€ 10.9M	45.3%	€ 13.9K
Total	€ 81.5M	€ 39.3M	48.2%	€ 27.2K

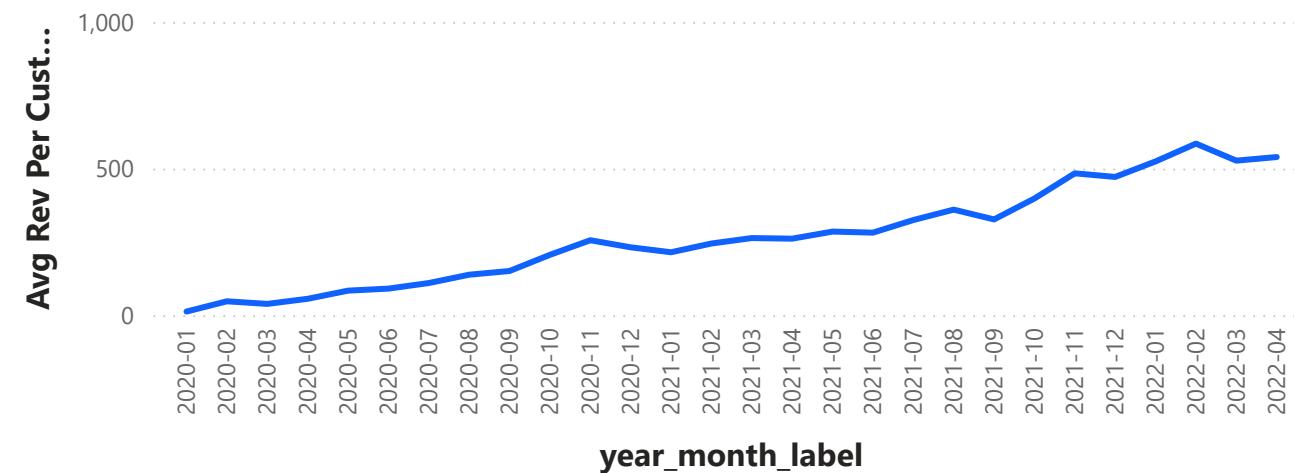
Revenue by region



Customer Revenue Distribution



Customer Activity Trend



Churn Risk Management

33.1%

Avg Churn Probability

800

High-Risk Customers

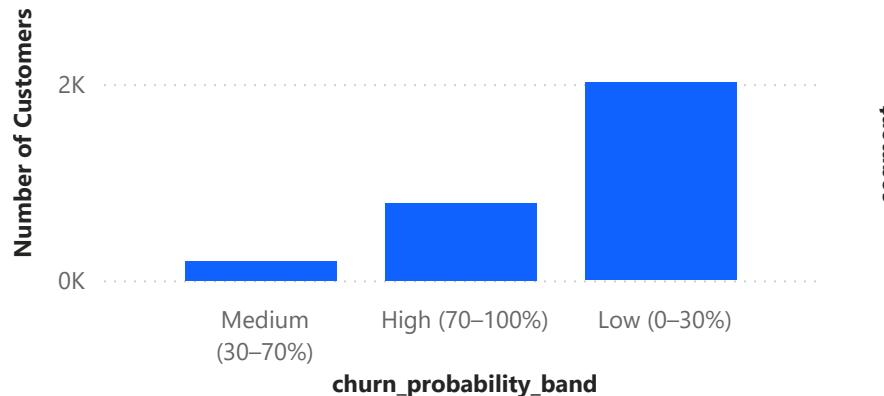
€ 10.6M

Revenue at Risk

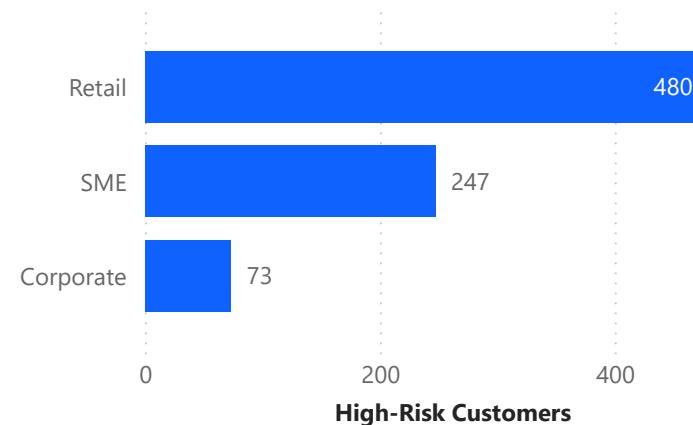
39.7%

High-Risk Customer %

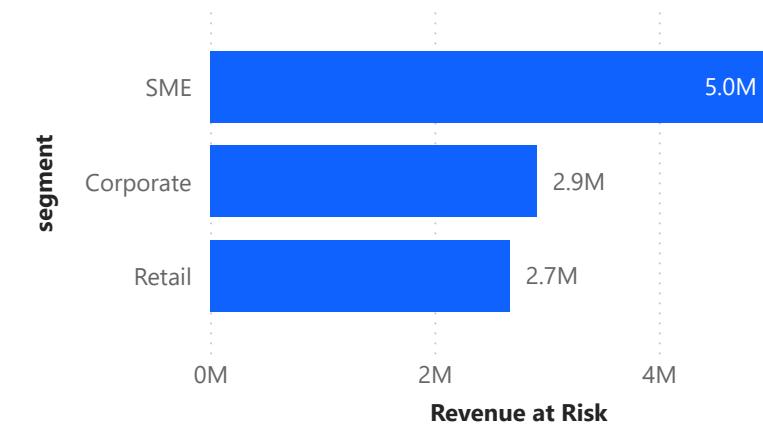
Churn Probability Distribution



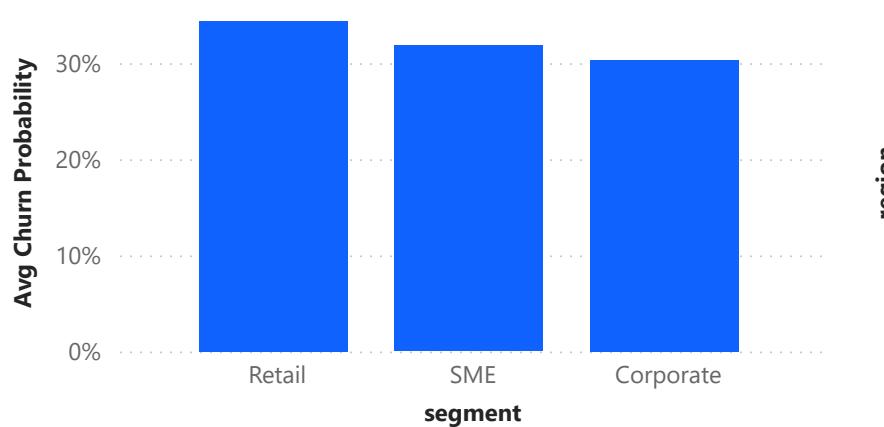
High-Risk Customers by Segment



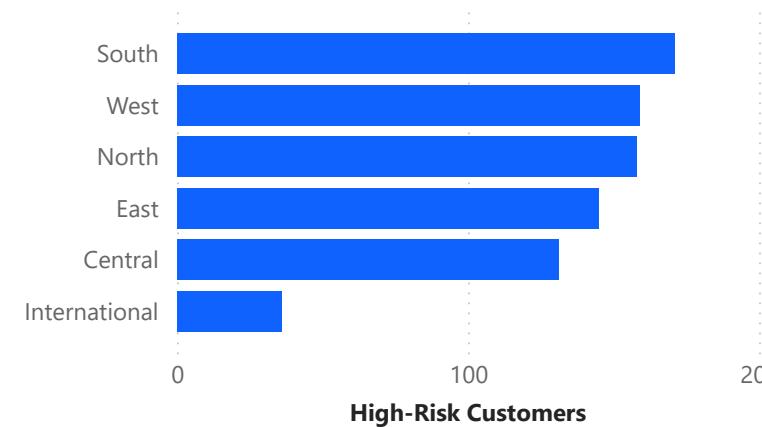
Revenue at Risk by Segment



Avg Churn Probability by Segment



High-Risk Customers by Region



region

- Central
- East
- International
- North
- South
- West

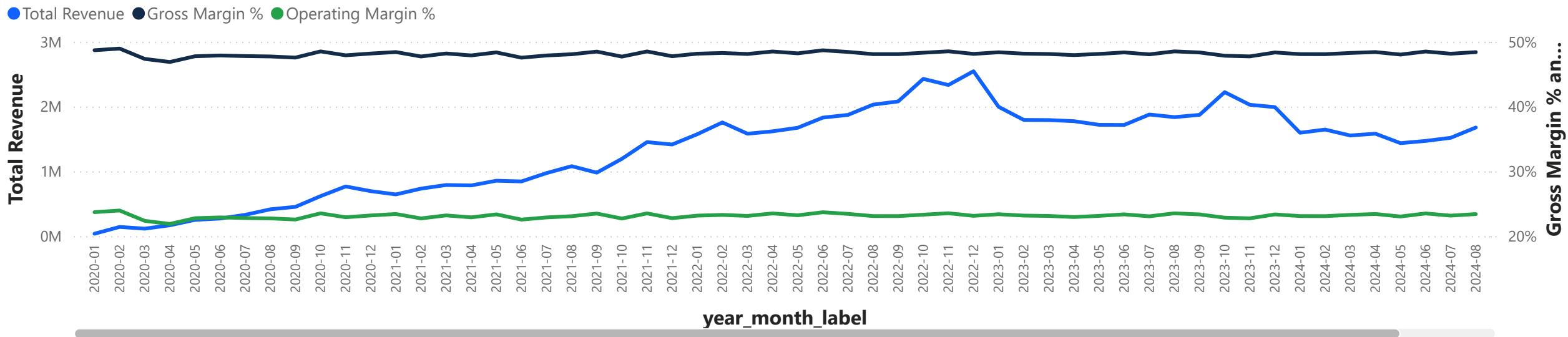
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Executive Summary

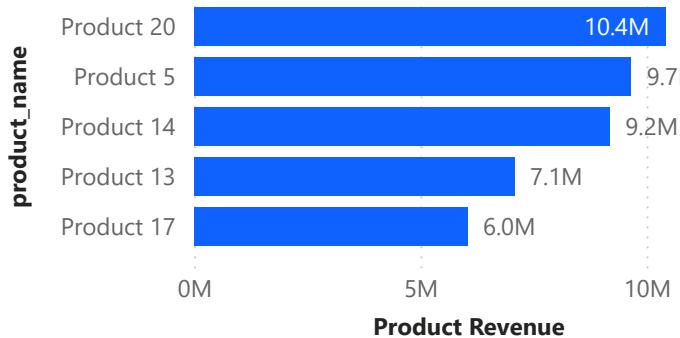
€ 81.5M **€ 39.3M** **€ 18.9M** **2016** **€ 27K** **33.1%**

Revenue Gross Margin Operating Profit Active Customers Avg Revenue per Cust... Avg Churn Probability

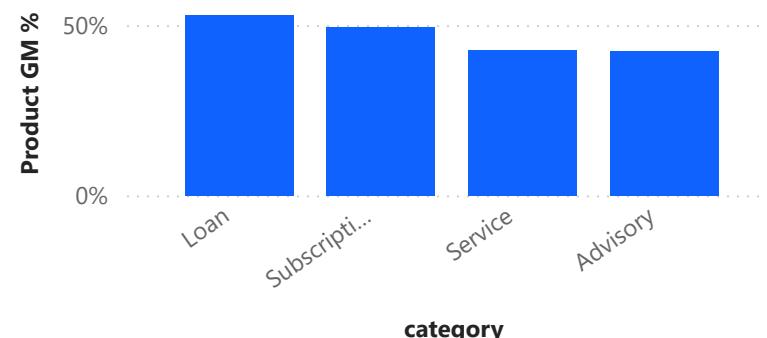
Financial Performance Trend (Revenue, GM%, OP Margin)



Product Revenue by product_name



Margin % by Category



Customer Segment Revenue Mix

