

Envirly Investor Update

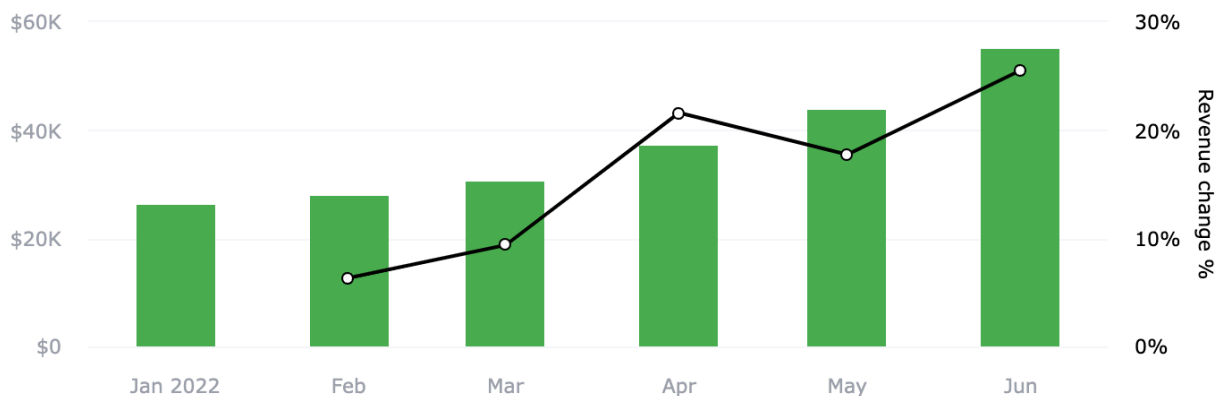
December 2023 updates to Envirly investors

Hey all, It's been an awesome, but intense winter. Many things are tracking well, but there are some challenges we could use your help with (more below).

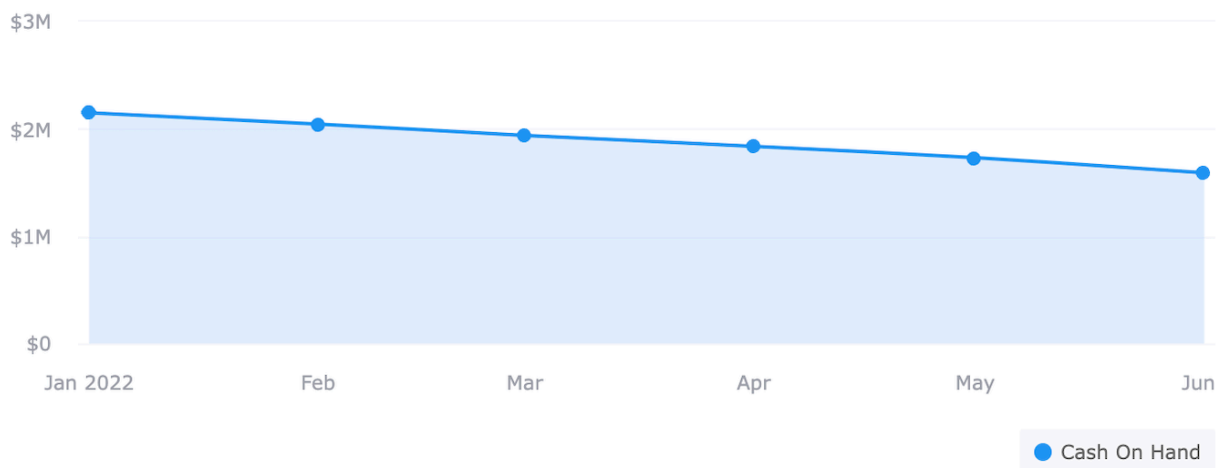
KPIs

- Revenue was up 15% month over month. This is because our sales team is fully ramped and we signed up BNP Paribas as a customer.
- You will notice we had a slight increase in our burn rate shown below
- This was expected as we onboarded 2 new employees sooner than anticipated last month.

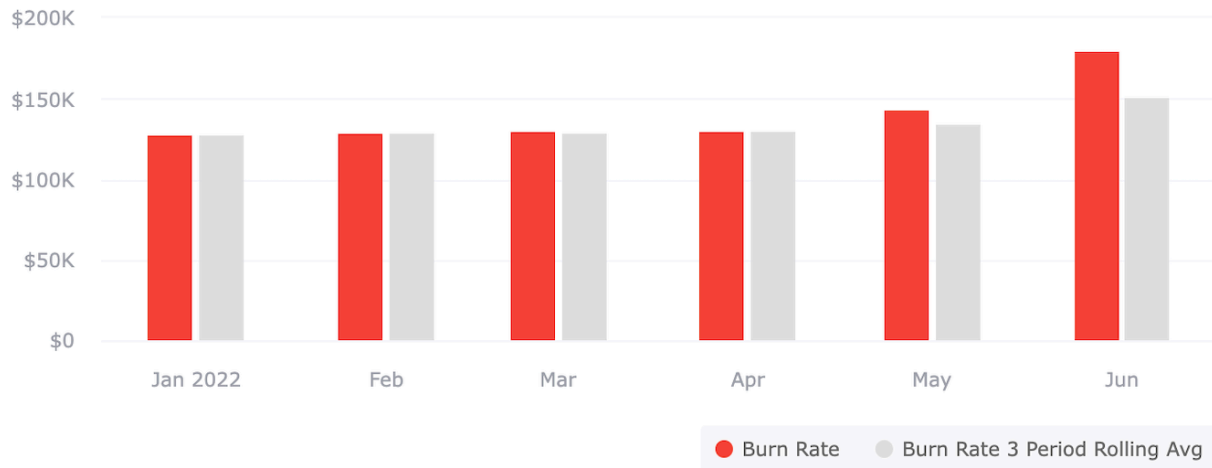
Revenue with Growth % [Example data](#)



Cash on Hand [Example data](#)



Net Income [Example data](#)



How You Can Help

- We have some problems with managing finances. We are lacking experience in consolidating finances. Can you recommend a Partner to come in and help (this can be a paid coaching position)?
- I have been approached by a VC who wants to potentially pre-empt a Series A. How do I best deal with this?
- We have lost 2 important potential customers due to misidentifying the key buyers. Can any of you spare some time to talk through our positioning statements and sales process?
- I am worried that Plan A has just closed a \$27M Series A (see here for more info), how shall we best deal with this (if at all)?

Quick Recap

We just announced our recent \$1.5 million funding round, and are onboarding new clients through BNP Paribas as a distribution channel!