

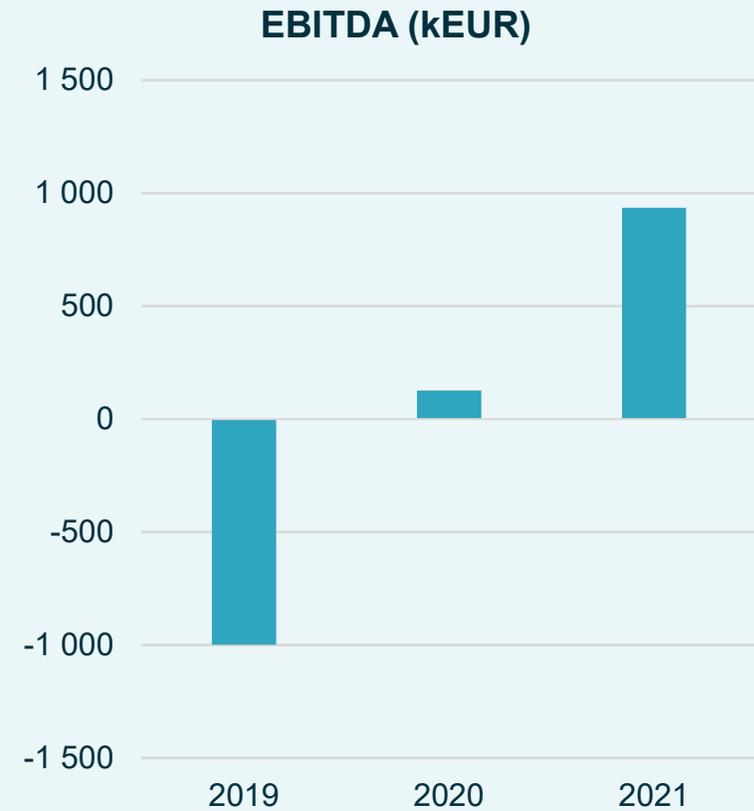
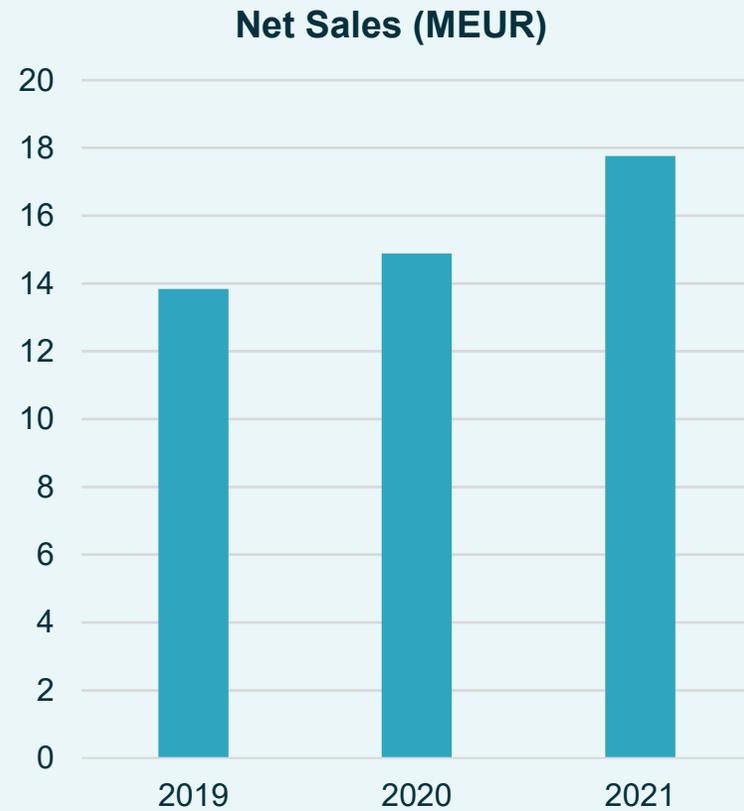
CFO view: landing our previous strategy

Taru Mäkinen, CFO / 9 March 2022

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Revenue and profitability development



Delivering our strategy

PROMISED



SaaS growth
over 20%

2019

SaaS growth
23%

2020

SaaS growth
24%

2021

SaaS growth
24%



International
expansion

International
SaaS growth
69%

International
SaaS growth
63%

International
SaaS growth
38%



EBITDA margin
improvement

EBITDA margin
-7%

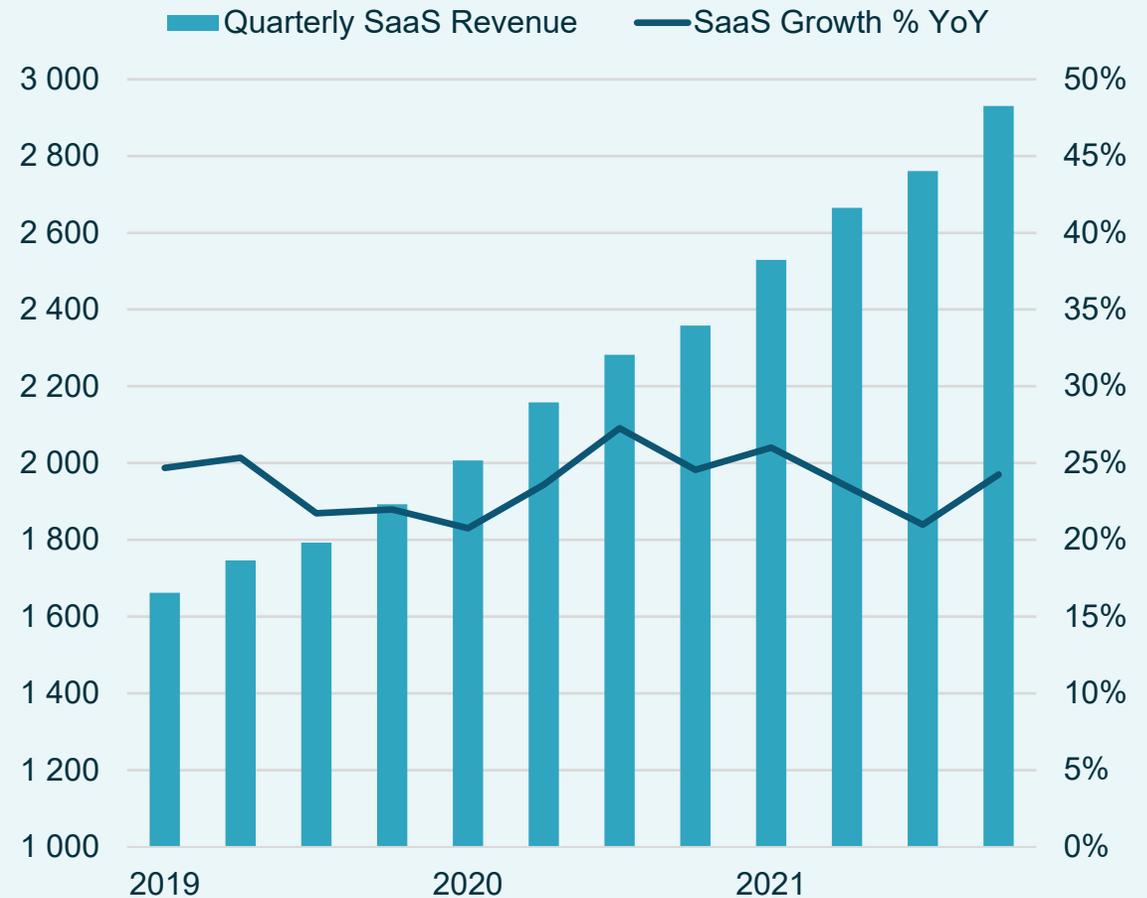
EBITDA margin
1%

EBITDA margin
5%

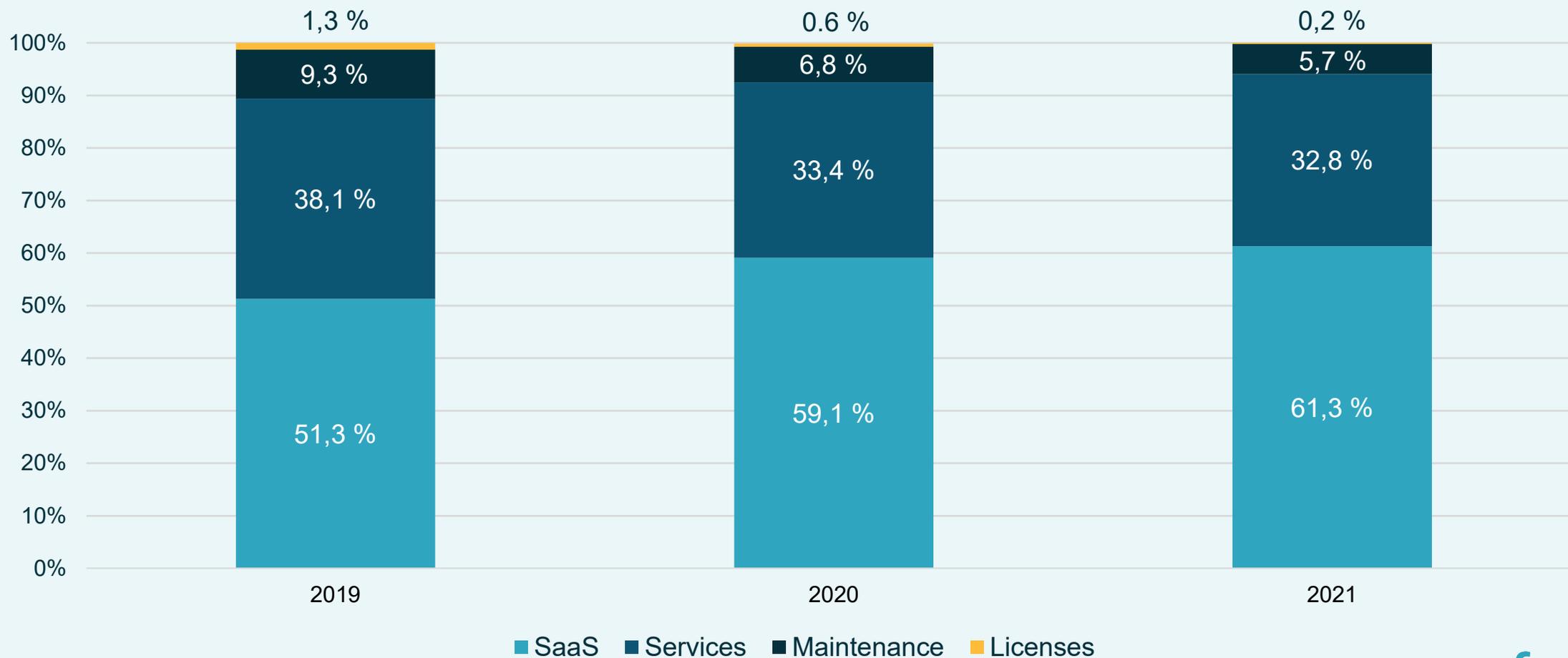
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Consistent execution has paid off

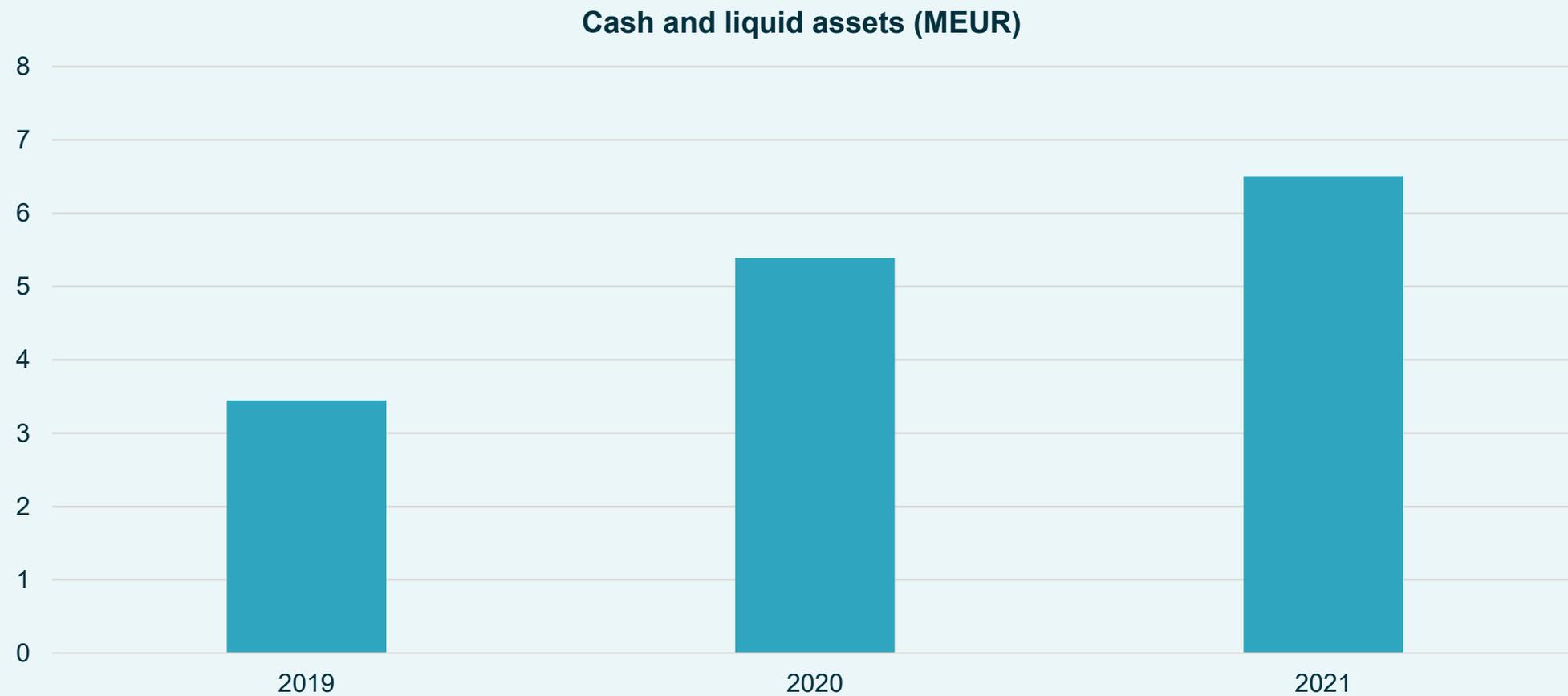
- SaaS growth over 20% each quarter (17 quarters) as listed company
- Steady growth % translates to exponential growth in absolute numbers
- SaaS share of total net sales increased already to 61% in 2021



Share of SaaS has steadily increased



Solid cash development

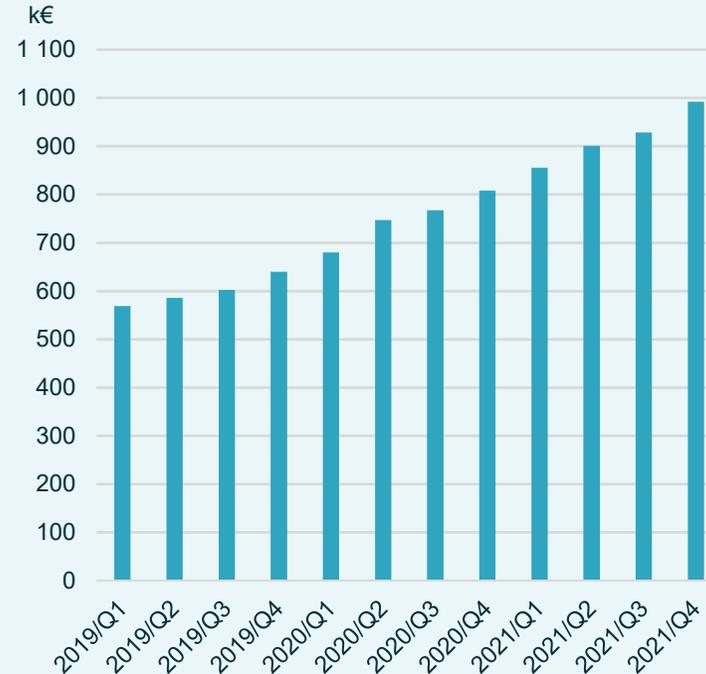


Efecte financial summary

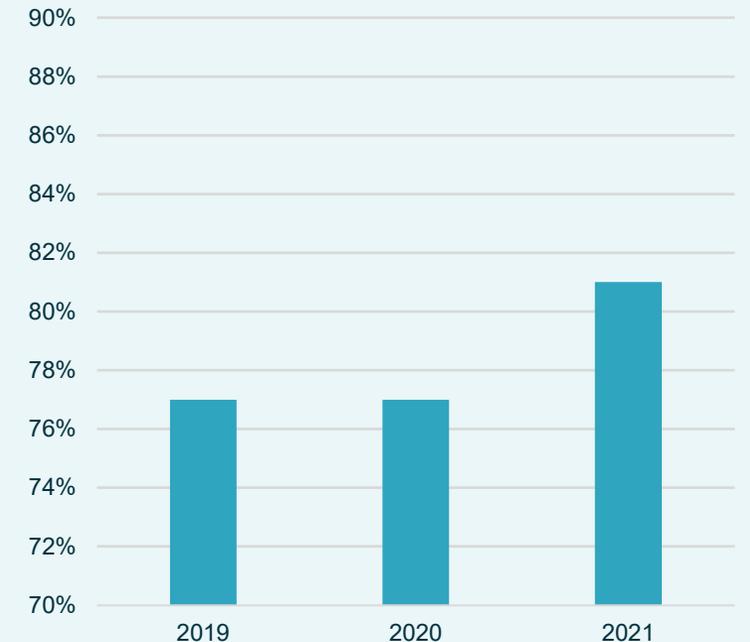
Growth from new and existing customers



MRR development



Recurring gross margin



24 %

Avg. total SaaS growth 2021

81 %

Recurring gross margin as of 2021

8.3

LTV/CAC as of 2021

115 %

Net retention rate (2021)

0

Interest bearing debt in 2021

> 300

Customers

< 10 %

Employee attrition

125

Full-time Equivalent Employees (2021)

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Thank you.