



unifiedpost
GROUP

Q3 2022 Business Update

Investor presentation – November 10, 2022

Agenda

1 Key figures Q3 2022 *by CFO Laurent Marcelis*

2 Business update *by CEO Hans Leybaert*

A top-down view of a business meeting around a wooden table. Several people are seated, with their hands and arms visible. On the table are various items: a laptop, a tablet, a calculator, a coffee cup, a glass of water, and some papers. One paper is labeled 'INFORMATION'. A network of white dots connected by lines is overlaid on the right side of the image. The entire scene is tinted with a dark blue color.

Key figures Q3 2022

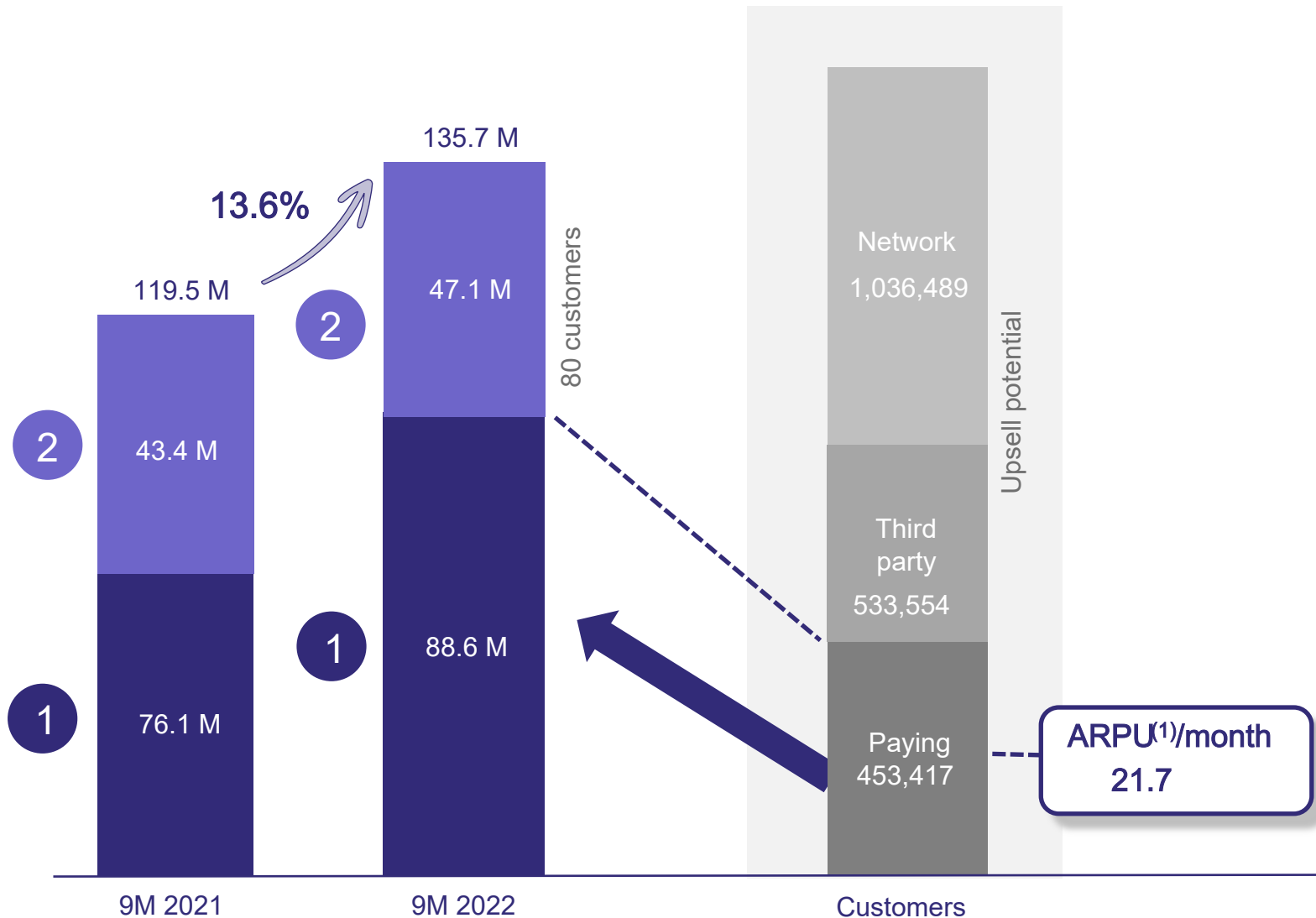
By Laurent Marcelis, CFO

Key financial figures

(EUR million)	Q3 2022	9M 2022	9M 2021	Change(%)
Digital processing revenue	29.3	88.6	76.1	+16.4%
Recurring	27.1	83.4	69.5	+20.0%
Project & licences	2.2	5.2	6.6	-21.2%
Postage & parcel optimisation revenue	14.7	47.1	43.4	+8.5%
Group revenue	44.0	135.7 (96.2 % recurring)	119.5 (94.5% recurring)	+13.6%

KPI	9M 2022	End 2021	Change (%)
Customers	986,971	792,594	24.5%
Direct paying customers	453,417	368,277	23.1%
Indirect paying customers (third party)	533,554	424,317	25.7%
Companies in business network	2,023,460	1,504,895	34.5%
Banqup customers	80,420	35,408	127.1%
Organic growth (new subscriptions)	3,928	4,855	-19.1%
Migrated	7,847	-	-
Banqup customers Belgium (Billtobox)	37,459	28,864	29.8%
Banqup customers France (JeFacture)	4,087	2,072	97.2%

Revenue split



1 Digital processing revenue

- Core UPG business
- Recurring revenue stream (96.2%)
- Customers are small & medium enterprises as well as corporates
- Monthly SaaS⁽²⁾ like subscription revenue & transaction-based revenue

2 Postage & parcel optimisation

- Postage & parcel optimisation is linked to the acquired 21 Grams business

A top-down view of a business meeting around a wooden table. Several people's hands and arms are visible, some holding documents. One document in the bottom left is titled 'INFORMATION'. On the table are a laptop, a tablet, a notebook, a pen, and a cup of coffee. A faint, light-blue network diagram with nodes and connecting lines is overlaid on the right side of the image. The entire image has a dark blue tint.

Business Update Q3 2022

By Hans Leybaert, CEO

Q&A



Contact data



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