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GROUP

# Business Update H1 2022

Investor presentation – August 12th, 2022

# Agenda

**1**

**Business update *by CEO Hans Leybaert***

**2**

**Key figures H1 2022 *by CFO Laurent Marcelis***

A top-down view of a business meeting around a table with laptops, documents, and coffee cups. A network of white dots and lines is overlaid on the right side of the image. The text 'Business Update H1 2022' is centered in white.

# Business Update H1 2022

By Hans Leybaert, CEO

A top-down view of a business meeting around a table with laptops, documents, and coffee cups. A network of white dots and lines is overlaid on the right side of the image. The text 'Key figures H1 2022' is centered in white.

# Key figures H1 2022

By Laurent Marcelis, CFO

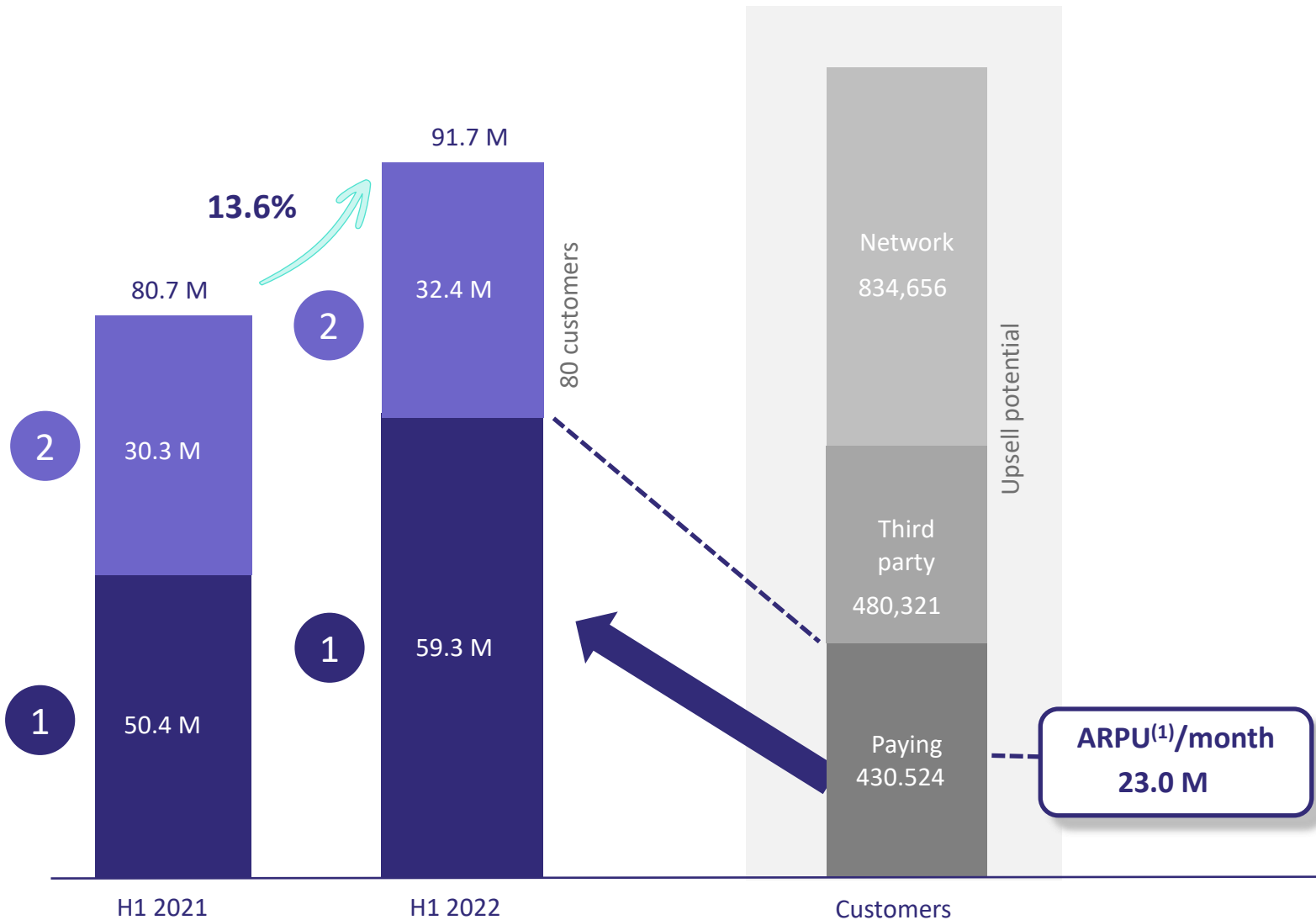
# Key financial figures

(EUR)	H1 2022	H1 2021	Change(%)
<b>Digital processing revenue</b>	59.3	50.4	<b>+17.7%</b>
Recurring	55.9	45.9	<b>+21.7%</b>
Project & licences	3.4	4.5	<b>-24.3%</b>
<b>Postage &amp; parcel optimisation revenue</b>	32.4	30.3	<b>+6.9%</b>
<b>Group revenue</b>	91.7 (96.3 % recurring)	80.7 (94.5% recurring)	<b>+13.6%</b>

# Business KPIs

KPI	End H1 2022	End 2021	Change (%)
<b>Customers</b>	910,845	792,594	<b>+14.9%</b>
Direct paying customers	430,524	368,277	<b>+16.9%</b>
Indirect paying customers (third party)	480,321	424,317	<b>+13.2%</b>
<b>Companies in business network</b>	1,745,401	1,504,895	<b>+16.0%</b>
<b>Banqup customers</b>	68,645	35,408	<b>+93.9%</b>
Organic growth (new subscriptions)	10,726	4,855	<b>+120.9%</b>
Migrated	22,511	-	-
<b>Banqup customers Belgium (Billtobox)</b>	35,382	28,864	<b>+22.6%</b>
<b>Banqup customers France (JeFacture)</b>	3,591	2,072	<b>+73.3%</b>

# Revenue split



## 1 Digital processing revenue

- Core UPG business
- Recurring revenue stream (96%)
- Customers are small & medium enterprises as well as corporates
- Monthly SaaS<sup>(2)</sup> like subscription revenue & transaction-based revenue

## 2 Postage & parcel optimization

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

(1) ARPU refers to Average Revenue Per User  
 (2) SaaS refers to Software as a Service

# Q&A





# Contact data



## Communicate with us

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