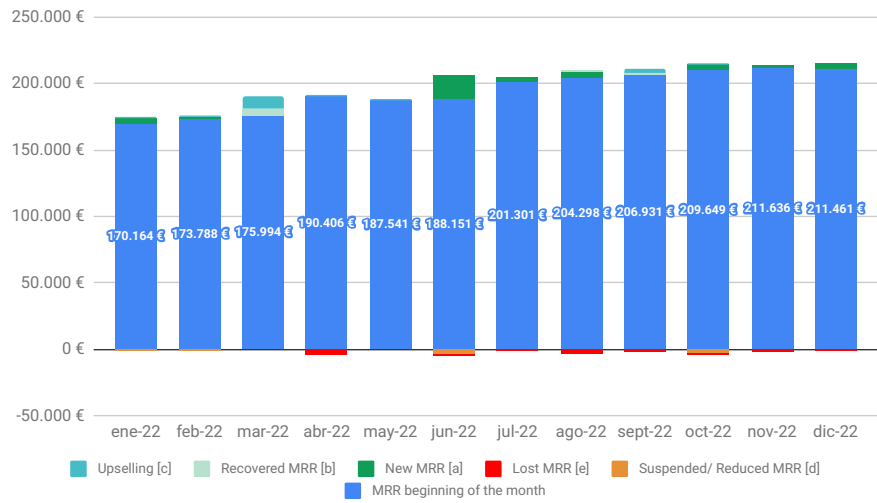


SaaS Metrics Dashboard

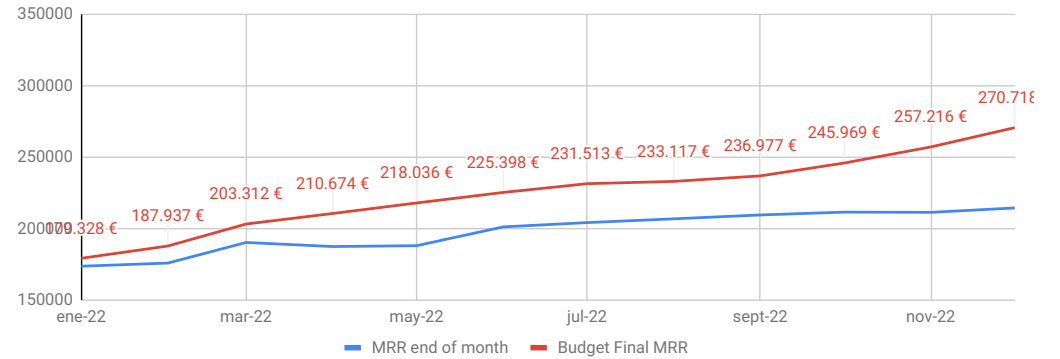
Updated Dec 10th 2022

	Estimado		Previsión con real										EUR €
	REAL												12/12/2022
	ene-22	feb-22	mar-22	abr-22	may-22	jun-22	jul-22	ago-22	sept-22	oct-22	nov-22	dic-22	
INVOICING													
NET Invoice	166.601	172.497	206.077	191.478	186.375	227.996	254.385	192.497	237.502	217.678	207.527	208.796	1.543.971
<i>m/m growth [Invoiced]</i>	189,96%	3,54%	19,47%	-7,08%	-2,66%	22,33%	11,57%	-24,33%	23,38%	-8,35%	-4,66%	0,61%	2.469.410
Suspended Fees	19.302	19.705	13.436	12.419	11.158	10.348	10.348	9.196	6.375	6.375	6.375	19.247	144.284
Monthly Fees	161.751	167.364	189.600	180.394	181.020	195.471	200.051	192.497	195.215	197.202	197.027	200.117	2.257.709
% Monthly Growth		3,47%	13,29%	-4,86%	0,35%	7,98%	2,34%	-3,78%	1,41%	1,02%	-0,09%	1,57%	26.55%
SetUp Fees	4.850	5.133	15.298	284	356	30.820	7.918	0	6.915	23.098	23.545	8.906	127.123
Yearly and non-Monthly Fees	0	0	1.179	10.800	5.000	1.705	46.416	0	30.656	10.800	6.500	1.179	114.235
<i>16,09%</i>												/12 = 9.520	
% Monthly Fees	97,09%	97,02%	92,00%	94,21%	97,13%	85,73%	78,64%	100,00%	82,20%	90,59%	94,94%	95,84%	
MRR													
MRR beginning of the month	170.164 €	173.788 €	175.994 €	190.406 €	187.541 €	188.151 €	201.301 €	204.298 €	206.931 €	209.649 €	211.636 €	211.461 €	232 €
New MRR [a]	3.650 €	1.410 €	0 €	0 €	0 €	18.118 €	3.868 €	4.533 €	0 €	4.838 €	2.000 €	3.750 €	42.167 €
Recovered MRR [b]			5.413 €	0 €	0 €	0 €	0 €	1.152 €	1.216 €	0 €	0 €	0 €	7.780 €
Upselling [c]	1.113 €	1.028 €	9.000 €	900 €	610 €	82 €	155 €	0 €	2.965 €	736 €	0 €	0 €	16.590 €
Total new MRR [a]+[b]+[c]	4.763 €	2.438 €	14.413 €	900 €	610 €	18.200 €	4.023 €	5.685 €	4.181 €	5.574 €	2.000 €	3.750 €	66.538 €
Suspended/ Reduced MRR [d]	-732 €	-232 €				-4.250 €	0 €	0 €	0 €	-2.850 €	0 €		-8.064 €
Lost MRR [e]	-407 €	0 €		-3.766 €	0 €	-800 €	-1.026 €	-3.053 €	-1.463 €	-737 €	-2.175 €	-660 €	-14.087 €
Total LOST [d]+[e]	-1.139 €	-232 €	0 €	-3.766 €	0 €	-5.050 €	-1.026 €	-3.053 €	-1.463 €	-3.587 €	-2.175 €	-660 €	-22.151 €
CHURN [b]+[c]+[d]+[e]	-26 €	796 €	14.413 €	-2.866 €	610 €	-4.968 €	-871 €	-1.901 €	2.718 €	-2.851 €	-2.175 €	-660 €	2.220 €
MRR churn rate [=CHURN/MRR]	0,01%	-0,45%	-7,57%	1,53%	-0,32%	2,47%	0,43%	0,92%	-1,30%	1,35%	1,03%	0,31%	-1,14%
Net new MRR	3.624 €	2.206 €	14.413 €	-2.866 €	610 €	13.150 €	2.997 €	2.633 €	2.718 €	1.987 €	-175 €	3.090 €	44.387 €
MRR end of month	173.788 €	175.994 €	190.406 €	187.541 €	188.151 €	201.301 €	204.298 €	206.931 €	209.649 €	211.636 €	211.461 €	214.551 €	2.574.610 €
<i>m/m growth [MRR]</i>	2,13%	1,27%	8,19%	-1,51%	0,33%	6,99%	1,49%	1,29%	1,31%	0,95%	-0,08%	1,46%	26,09%
<i>Compound Monthly Growth 2022 [MRR]</i>	2,13%	1,70%	3,82%	2,46%	2,03%	2,84%	2,65%	2,48%	2,35%	2,21%	1,99%	1,95%	
<i>Compound Monthly Growth since April 2020 [MRR]</i>	9,06%	8,69%	8,67%	8,23%	7,90%	7,86%	7,62%	7,39%	7,17%	6,96%	6,72%	6,56%	
Budget Net Sales Monthly	186.385 €	197.352 €	218.486 €	226.111 €	227.673 €	245.194 €	234.329 €	230.522 €	238.267 €	262.717 €	265.870 €	282.517 €	2.815.423 €
% Monthly	89,4%	87,4%	94,3%	84,7%	81,9%	93,0%	108,6%	83,5%	99,7%	82,9%			87,7%
% Accrued	89,4%	88,4%	90,5%	88,9%	87,4%	88,5%	91,5%	90,5%	91,6%	90,6%			
Budget Final MRR	179.328 €	187.937 €	203.312 €	210.674 €	218.036 €	225.398 €	231.513 €	233.117 €	236.977 €	245.969 €	257.216 €	270.718 €	
Difference Accrued	- 5.540 €	- 11.943 €	- 12.906 €	- 23.133 €	- 29.885 €	- 24.097 €	- 27.215 €	- 26.186 €	- 27.328 €	- 34.333 €	- 45.755 €	- 56.167 €	-324.489 €
Difference Accrued	97%	94%	93%	89%	86%	89%	88%	89%	88%	86%	82%	79%	
LTV / CAC (accrued 2022)	4,34	3,28	6,35	4,88	3,97	5,87	5,49	5,39	5,03	4,87	4,49	4,29	
ARPA (p.m.)	37.917 €	37.713 €	40.801 €	42.462 €	42.600 €	44.734 €	45.400 €	45.985 €	47.468 €	51.829 €	47.878 €	46.811 €	
ARPA new customers (p.m.)	21.900 €	30.360 €	30.360 €	30.360 €	15.180 €	55.627 €	54.092 €	63.159 €	63.159 €	72.835 €	76.835 €	36.143 €	
CASH													
[CASH CRITERIA DO NOT INCLUDES BAILS]	REAL												1
Cash beginning of month	1.718.459 €	1.721.615 €	1.675.186 €	1.621.420 €	1.535.127 €	1.518.151 €	1.700.269 €	1.644.076 €	1.637.663 €	1.726.661 €	1.741.842 €	1.673.419 €	
Cash in (customers & Grants only)	203.891 €	126.187 €	172.112 €	225.525 €	162.735 €	255.976 €	171.499 €	174.468 €	264.140 €	253.778 €	139.122 €	81.134 €	2.230.566 €
Cash going out (without leverage) [Opex+Capex]	-188.460 €	-160.323 €	-216.961 €	-302.893 €	-167.807 €	-210.509 €	-211.470 €	-164.397 €	-158.397 €	-221.589 €	-158.376 €	-73.056 €	-2.234.237 €
Free Cash Flow (Opex+Capex)	15.431 €	-34.136 €	-44.850 €	-77.368 €	-5.072 €	45.466 €	-39.971 €	10.072 €	105.744 €	32.189 €	-19.255 €	8.078 €	-3.672 €
Monthly FCF (3 months moving average)			-21.185 €	-52.118 €	-42.430 €	-12.325 €	141 €	5.189 €	25.281 €	49.335 €	39.559 €	7.004 €	-1.548 €
Leverage	-12.276 €	-12.294 €	-8.916 €	-8.925 €	-11.905 €	136.652 €	-16.222 €	-16.484 €	-16.746 €	-17.008 €	-49.168 €	-3.393 €	-36.683 €
Net cash burn	3.156 €	-46.430 €	-53.765 €	-86.293 €	-16.977 €	182.118 €	-56.193 €	-6.413 €	88.998 €	15.181 €	-68.423 €	4.685 €	-40.355 €
Net cash burn (with income 100% cash / without Leverage)	-11.029 €	23.387 €	2.511 €	-98.969 €	30.682 €	32.306 €	59.450 €	40.613 €	94.543 €	10.238 €	62.640 €	149.312 €	395.684 €
Cash end of month (liquid)	1.721.615 €	1.675.186 €	1.621.420 €	1.535.127 €	1.518.151 €	1.700.269 €	1.644.076 €	1.637.663 €	1.726.661 €	1.741.842 €	1.673.419 €	1.678.104 €	-40355
Leverage planned next 18 months (average)	-12.000,0	-12.000,0	-9.000,0	-9.000,0	-12.000,0	-13.348,0	-16.221,8	-16.484,0	-16.746,0	-20.000,0	-30.000,0	-30.000,0	-196.800 €
Runway (Y) current burn rate (operational last Q - lev.)			-4,5	-2,1	-2,3	-5,5	-8,5	-12,1	16,9	4,9	14,6	-6,1	

MRR [Q4 = Estimated]



MRR vs BUDGET



INCLUDES CDTI (120K Feb) and BS (75K June) NEW LEVERAGE, 802 K Bridge, 15 K Grants, BS (100K Nov) and PPC (-88K) Updated Dec 10th 2022

Invoiced : Recurrent / SetUp / Yearly Fees



Cash end of month

