

	REAL						PREVISION	PROJECTED WITH 100% OF INITIAL BUDGET					Total 2021
	ene-21	feb-21	mar-21	abr-21	may-21	jun-21	jul-21	ago-21	sept-21	oct-21	nov-21	dic-21	
<b>INVOICING</b>													
NET Invoice	84.561	83.653	69.581	112.188	138.809	152.466	137.361	127.237	133.719	150.764	150.570	165.007	1.505.917
<i>m/m growth [Invoiced]</i>	47,17%	-1,07%	-16,82%	61,23%	23,73%	9,84%	-9,91%	-7,37%	5,09%	12,75%	-0,13%	9,59%	
Suspended Fees	18.247	15.824	24.908	25.056	18.917	18.538	18.158	17.778	17.398	17.019	16.639	16.259	224.741
NET Monthly with Suspended Fees & Yearly Fees	93.306	95.095	98.527	110.290	121.576	138.257	148.363	147.983	148.664	151.466	156.389	163.964	1.573.879
<i>m/m growth</i>		1,92%	3,61%	11,94%	10,23%	13,72%	7,31%	-0,26%	0,46%	1,88%	3,25%	4,84%	
Monthly Fees	69.970	74.182	68.531	80.145	97.569	114.631	125.116	126.176	129.358	134.661	142.616	153.222	1.316.178
SetUp Fees	0	7.113	1.050	21.243	36.239	22.676	12.245	2.121	6.364	10.606	15.909	21.212	156.779
Yearly and non-Monthly Fees	14.591	2.358	0	10.800	5.000	15.159	0	0	1.179 €	10.800 €		1.179 €	61.066
													5.089
<b>% Monthly Fees</b>	<b>82,74%</b>	<b>88,68%</b>	<b>98,49%</b>	<b>71,44%</b>	<b>70,29%</b>	<b>75,18%</b>	<b>91,09%</b>	<b>99,17%</b>	<b>96,74%</b>	<b>89,32%</b>	<b>94,72%</b>	<b>92,86%</b>	
<b>MRR</b>													
MRR beginning of the month	75.561 €	72.599 €	80.510 €	72.499 €	82.558 €	102.123 €	120.623 €	130.478 €	131.223 €	137.089 €	142.076 €	149.715 €	
New MRR [a]	0 €	2.803 €	525 €	13.498 €	12.550 €	9.007 €	9.855 €	1.061 €	3.182 €	5.303 €	7.955 €	10.606 €	76.343 €
Recovered MRR [b]					6.724 €	199 €		380 €	380 €	380 €	380 €	380 €	8.822 €
Upselling [c]		5.108 €		461 €	291 €	9.294 €	0 €						18.154 €
<b>Total new MRR [a]+[b]+[c]</b>	<b>0 €</b>	<b>7.911 €</b>	<b>525 €</b>	<b>13.959 €</b>	<b>19.565 €</b>	<b>18.500 €</b>	<b>9.855 €</b>	<b>1.440 €</b>	<b>6.562 €</b>	<b>5.683 €</b>	<b>8.334 €</b>	<b>10.986 €</b>	<b>103.320 €</b>
Suspended/ Reduced MRR [d]	0 €	0 €	-6.724 €										-6.724 €
Lost MRR [e]	-2.962 €	0 €	-1.812 €	-3.900 €				-696 €	-696 €	-696 €	-696 €	-696 €	-12.152 €
<b>Total LOST [d]+[e]</b>	<b>-2.962 €</b>	<b>0 €</b>	<b>-8.536 €</b>	<b>-3.900 €</b>	<b>0 €</b>	<b>0 €</b>	<b>0 €</b>	<b>-696 €</b>	<b>-696 €</b>	<b>-696 €</b>	<b>-696 €</b>	<b>-696 €</b>	<b>-18.876 €</b>
<b>CHURN [b]+[c]+[d]+[e]</b>	<b>-2.962 €</b>	<b>5.108 €</b>	<b>-8.536 €</b>	<b>-3.439 €</b>	<b>7.015 €</b>	<b>9.493 €</b>	<b>0 €</b>	<b>-316 €</b>	<b>2.684 €</b>	<b>-316 €</b>	<b>-316 €</b>	<b>-316 €</b>	<b>8.101 €</b>
<b>MRR churn rate [=CHURN/MRR]</b>	<b>-4,08%</b>	<b>6,34%</b>	<b>-11,77%</b>	<b>-4,17%</b>	<b>6,87%</b>	<b>7,87%</b>	<b>0,00%</b>	<b>-0,24%</b>	<b>1,96%</b>	<b>-0,22%</b>	<b>-0,21%</b>	<b>-0,20%</b>	<b>5,06%</b>
<b>Net new MRR</b>	<b>-2.962 €</b>	<b>7.911 €</b>	<b>-8.011 €</b>	<b>10.059 €</b>	<b>19.565 €</b>	<b>18.500 €</b>	<b>9.855 €</b>	<b>745 €</b>	<b>5.866 €</b>	<b>4.987 €</b>	<b>7.639 €</b>	<b>10.290 €</b>	84.444 €
<b>MRR end of month</b>	<b>72.599 €</b>	<b>80.510 €</b>	<b>72.499 €</b>	<b>82.558 €</b>	<b>102.123 €</b>	<b>120.623 €</b>	<b>130.478 €</b>	<b>131.223 €</b>	<b>137.089 €</b>	<b>142.076 €</b>	<b>149.715 €</b>	<b>160.005 €</b>	<b>1.920.061 €</b>
<i>m/m growth [MRR]</i>	-3,92%	10,90%	-9,95%	13,87%	23,70%	18,12%	8,17%	0,57%	4,47%	3,64%	5,38%	6,87%	111,76%
<i>Compound Monthly Growth 2021 [MRR]</i>		6,55%	-2,05%	3,00%	7,82%	9,81%	5,53%						
<i>Compound Monthly Growth since April 2020 [MRR]</i>	11,11%	11,09%	8,99%	9,39%	10,43%	10,96%	10,77%						
Budget Final MRR	77.946 €	85.584 €	90.572 €	91.559 €	96.546 €	102.063 €	105.990 €	106.735 €	109.601 €	114.588 €	122.226 €	132.517 €	
Difference Accrued	5.346 €	5.074 €	18.072 €	9.000 €	5.578 €	18.560 €	24.488 €						11.132 €
Difference Accrued	93%	94%	80%	90%	106%	118%	123%						
<b>Final Contracted MRR</b>	<b>90.828 €</b>	<b>98.739 €</b>	<b>97.452 €</b>	<b>107.511 €</b>	<b>127.076 €</b>	<b>145.576 €</b>	<b>155.431 €</b>	<b>156.176 €</b>	<b>162.042 €</b>	<b>167.029 €</b>	<b>174.667 €</b>	<b>184.958 €</b>	184.958 €
% Monthly Growth [Contracted]	20,20%	8,71%	-1,30%	10,32%	18,20%	14,56%	6,77%	0,48%	3,76%	3,08%	4,57%	5,89%	
ARPA (p.m.)	33.028 €	32.913 €	32.484 €	31.467 €	35.029 €	42.060 €	43.852 €	43.050 €	43.664 €	44.019 €	43.187 €	45.731 €	
ARPA new customers (p.m.)	0 €	11.212 €	6.300 €	26.996 €	50.200 €	0 €	118.260 €	6.364 €	38.182 €	63.636 €	31.818 €	0 €	\$43.625
<b>CASH</b>													
[CASH CRITERIA DO NOT INCLUDES BAILS]							Updated July 2nd. 2021						
Cash beginning of month	798.879 €	807.599 €	925.656 €	920.804 €	874.129 €	813.536 €	870.904 €	892.864 €	870.315 €	868.078 €	813.895 €	781.863 €	
Cash in (customers only)	109.358 €	101.795 €	94.320 €	91.901 €	45.397 €	139.771 €	40.636 €	97.320 €	103.014 €	105.199 €	102.875 €	107.566 €	1.139.151 €
Cash going out (without leverage)	-85.423 €	-88.589 €	-99.172 €	-131.441 €	-98.838 €	-150.234 €	-11.526 €	-112.718 €	-98.100 €	-152.231 €	-127.756 €	-104.129 €	-1.260.158 €
Net cash burn (operational)	23.935 €	13.206 €	-4.852 €	-39.541 €	-53.442 €	-10.463 €	29.110 €	-15.398 €	4.914 €	-47.032 €	-24.881 €	3.437 €	-121.006 €
Capital Increase													
Leverage	-15.215 €	104.851 €		-7.134 €	-7.151 €	67.831 €	-7.151 €	-7.151 €	-7.151 €	-7.151 €	-7.151 €	112.849 €	220.276 €
Net cash burn	8.720 €	118.057 €	-4.852 €	-46.675 €	-60.593 €	57.368 €	21.959 €	-22.549 €	-2.237 €	-54.183 €	-32.032 €	116.286 €	99.270 €
Net cash burn (with income 100% cash / without Leverage)	5.903 €	1.756 €	-24.024 €	-10.279 €	51.075 €	14.430 €	136.824 €	24.698 €	46.317 €	10.595 €	34.860 €	74.079 €	366.233 €
Cash end of month (liquid)	807.599 €	925.656 €	920.804 €	874.129 €	813.536 €	870.904 €	892.864 €	870.315 €	868.078 €	813.895 €	781.863 €	898.149 €	
Leverage planned next 18 months (average)	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-26.666,7	-33.333,3	
Runway at current burn (operational last Q - leverage)			-57,9	-23,6	-13,7	-14,2	-23,3	-34,0	-42,4	-17,8	-16,0	-16,0	

