Unifiedpost prepares for next steps to full e-invoicing digitisation

La Hulpe, Belgium – November 30, 2022, 1.00 p.m. CET, Unifiedpost Group (Euronext: UPG) (Unifiedpost, the Group or the Company) is hosting an Investor Day today.

Highlights
- *Regulatory tailwinds for the growth of Unifiedpost are strengthening as more European countries are expected to make B2B e-invoicing mandatory and tax administration want to monitor transactions in real time in the next coming years*
- *Management shifts focus from investing to earning based on current market conditions, resulting in a thorough cost management and product-oriented steering of digital and non-digital business*
- *Unifiedpost is ready to further upscale its technology and respond to the growing demand for fully data-driven e-invoicing platforms and business digitisation*

Unifiedpost Group will hold its 2022 Investor Day today. The management will further explain on their threefold strategic ambition to futureproof its business and organization, in order to benefit from the growth momentum the Company is currently encountering.

Technology ready for businesses and governments

Certainly in current times of budgetary tightness, rising interest rates and mounting national debt, governments are seeking to close the so-called VAT-gap. This is the difference between the VAT revenue a government expects to collect and the actual collected amount. As part of the European legislative proposal 'VAT in the digital age', all European countries are expected to make B2B e-invoicing mandatory in the next coming years. This implies not only a growing demand from businesses for technologies which allow them to be compliant. Additionally, by continuous transaction controls (CTC) technology, tax administrations will want to view in real time data transactions between enterprises. As Unifiedpost inhouse developed both technologies, it therefore detects an open window of opportunity for further growth in the run up to the increasing demand for e-invoicing solutions for all business sizes. This implies that regulatory tailwinds for the growth of Unifiedpost's business are strengthening.

Over the past two years, in addition to a strategic acquisition path, the Company has invested in the targeted expansion of the product range. As a result, Unifiedpost is now best positioned with the technology needed to meet the expectations of both businesses and governments in the context of EU-directions. The Company recently added licence deals with governments to its revenue base and is expecting to close new government deals in the next months.

Effective cost management to become cashflow positive by H2 2023

Market circumstances have changed and financial stakeholders have different priorities. After the strategic acquisition path and significant investments in the product offering over the past two years, Unifiedpost therefore now shifts its focus to becoming cashflow positive in H2 2023. With this goal in mind, management will execute a well thought out cost management programme and will focus on operational excellence, still staying strongly funded on security, compliance and innovation.

In line with market and technology evolutions, Unifiedpost is also taking the next steps to futureproof its structure and internal organisation. The Company currently offers customers a hybrid product range that includes digital products as well as postal, scan and print services. In order to be able to strategically steer investments, control costs and maximise profits, management focus will be more tailored on each specific business. This means that Unifiedpost will create two separate business lines, a digital-only one and one bundling all non-digital products and services. By this split up, management can apply a more customised strategy in order to maximise profitability for each business line. It will allow Unifiedpost to monitor and further upscale both product segments based on their market potential.

Next steps on road to digitisation: real time data flows and strong authentication in a trusted network

Invoicing is now rapidly evolving from a paper and pdf-exchange to merely digital, real time dataflows between companies. Additionally, governments will be monitoring transactions between sellers and buyers also in real time. Digitisation within document flows has always been the mission of Unifiedpost during the past 20 years, and the Company is now ready to take the next steps on this road. Due to intensive R&D and the acquisition of the Crossinx and its technology, Unifiedpost is in a unique position and ready to fully serve existing and new markets in Europe and beyond.

Investor day

This event will be held virtually on November 30th 2022 starting at 3.00 p.m. CET until 5.30 p.m. CET. Presentations will be held by the CEO, CFO and senior management of Unifiedpost Group. Participants will have the opportunity to ask questions.

To attend, please register in advance on https://onlinexperiences.com/Launch/QReg/ShowUUID=73CFF85F-3D46-4027-93A9-FBF2B6829DAD

A full replay and a copy of the slides will be made available on https://www.unifiedpost.com/en/investor-relations

Investor Relations & Media

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Financial Calendar 2023

- 6 March 2023   Publication FY 2022 Financial Results
- 18 April 2023   Publication Annual Report 2022
- 16 May 2023   Annual General Meeting of Shareholders
- 22 May 2023   Publication Q1 2023 Business Update
- 29 August 2023   Publication H1 2023 Financial Results
- 16 November 2023   Publication Q3 2023 Business Update

About Unifiedpost Group

Unifiedpost is a leading cloud-based platform for SME business services built on "Documents", "Identity" and "Payments". Unifiedpost operates and develops a 100% cloud-based platform for administrative and financial services that allows real-time and seamless connections between Unifiedpost's customers, their suppliers, their customers, and other parties along the financial value chain. With its one-stop-shop solutions, Unifiedpost's mission is to make administrative and financial processes simple and smart for its customers. Since its founding in 2001, Unifiedpost has grown significantly, expanding to offices in 32 countries, with more than 500 million documents processed in 2021, reaching over 1,600,000 SMEs and more than 2,500 Corporates across its platform today.

Noteworthy facts and figures:

- Established in 2001, with a proven track record
- 2021 turnover €171 million
- 1400+ employees
- Diverse portfolio of clients across a wide variety of industries (banking, leasing, utilities, media, telecommunications, travel, social security service providers, public organisations, etc.) ranging from large internationals to SMEs
- Unifiedpost Payments, a fully owned subsidiary, is recognised as a payment institution by the National Bank of Belgium
- Certified Swift partner
- International M&A track record
- Listed on the regulated market of Euronext Brussels, symbol: UPG

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