



unifiedpost
G R O U P

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 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 Q3 2022' is centered in white.

Key figures Q3 2022

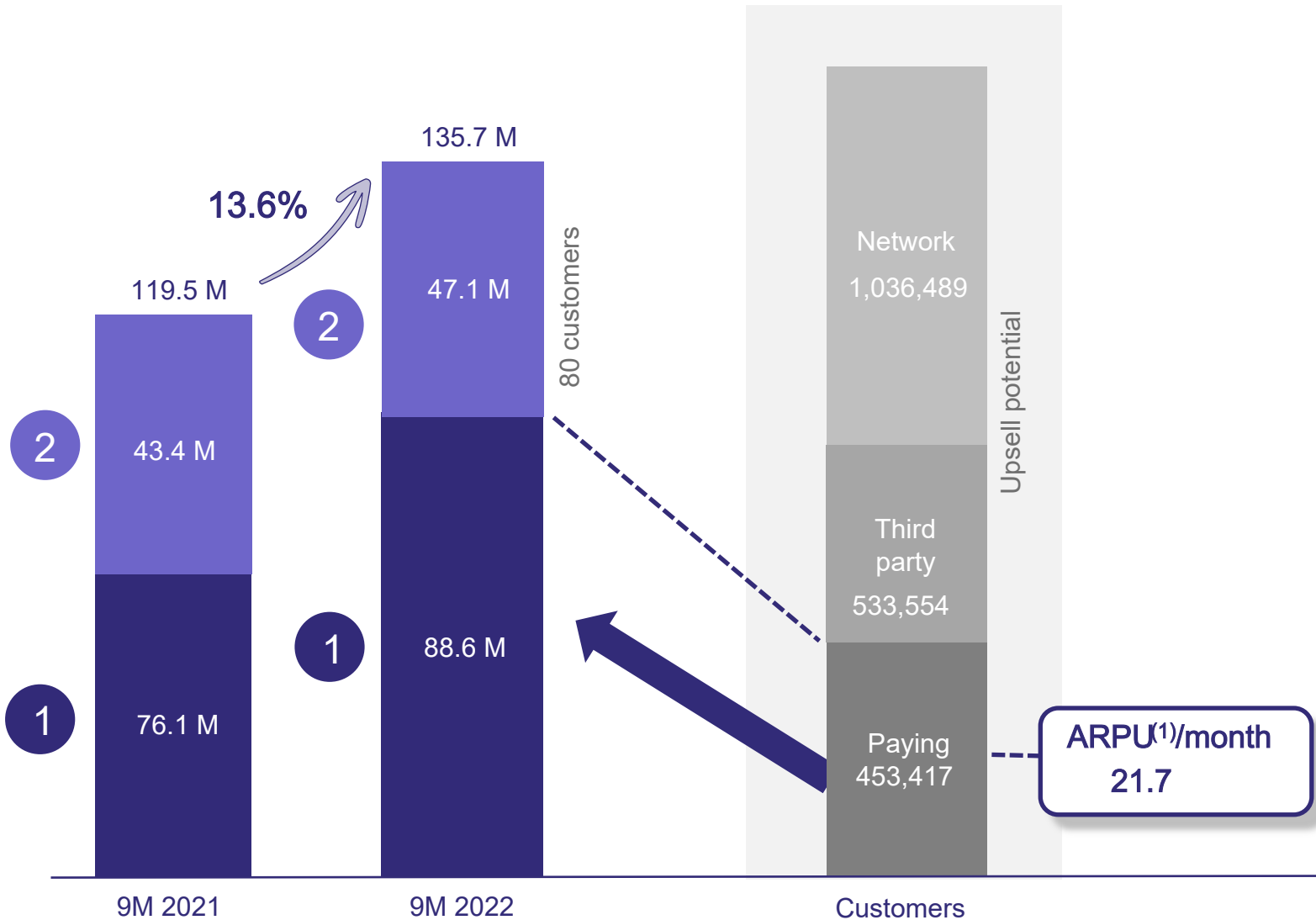
By Laurent Marcelis, CFO

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	-
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

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

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Business Update Q3 2022

By Hans Leybaert, CEO

Q&A



Contact data



Communicate with us

Hans Leybaert
CEO

hans.leybaert@unifiedpost.com

Laurent Marcelis
CFO

laurent.marcelis@unifiedpost.com

Sarah Heuninck
Investor Relations

+32 491 150509
investor.relations@unifiedpost.com



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Unifiedpost Group
Avenue Reine Astrid 92A
1310 LaHulpe, Belgium