

Financial and commercial highlights

Franck SIMON
Max HANOT



Commercial highlights

(from 1st of July 2020 to 30th of June 2021)

✓ New customers/members

	PARIS	MARSEILLE	LYON
ASNs	23	5	5

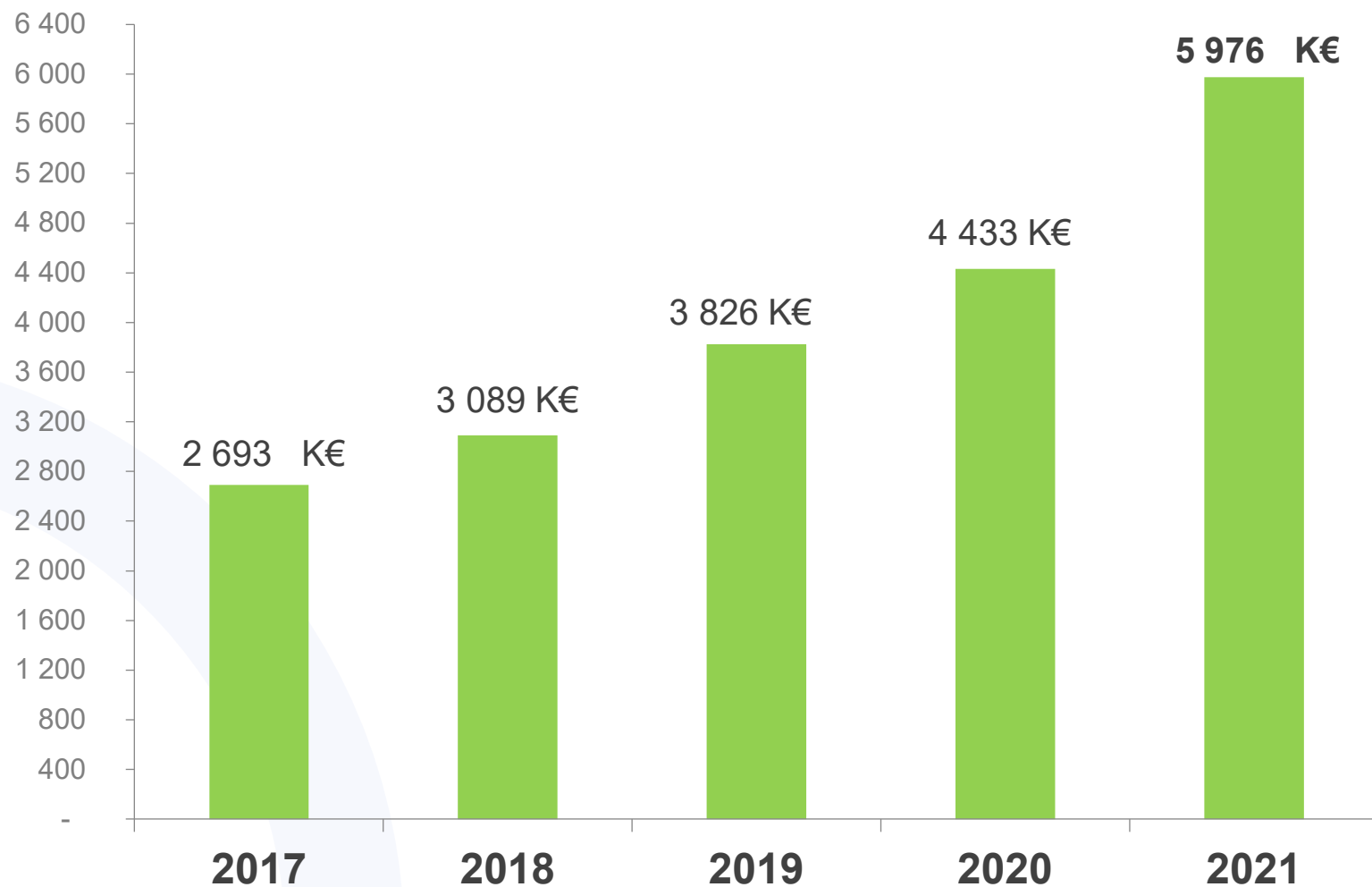
✓ New ports delivered

	PARIS	MARSEILLE	LYON	Total
10G port	39	5	7	51
100G port	36	6	N/A	42
Total	75	11	7	93

✓ Upgrades

	PARIS	MARSEILLE	LYON	Total
Upgrades	62	10	2	74

Sales Overview



Sales/revenues:
5976 K€

(from 1st of July 2020 to
30th of June 2021)

Total invoiced:
7475 K€

Operating costs

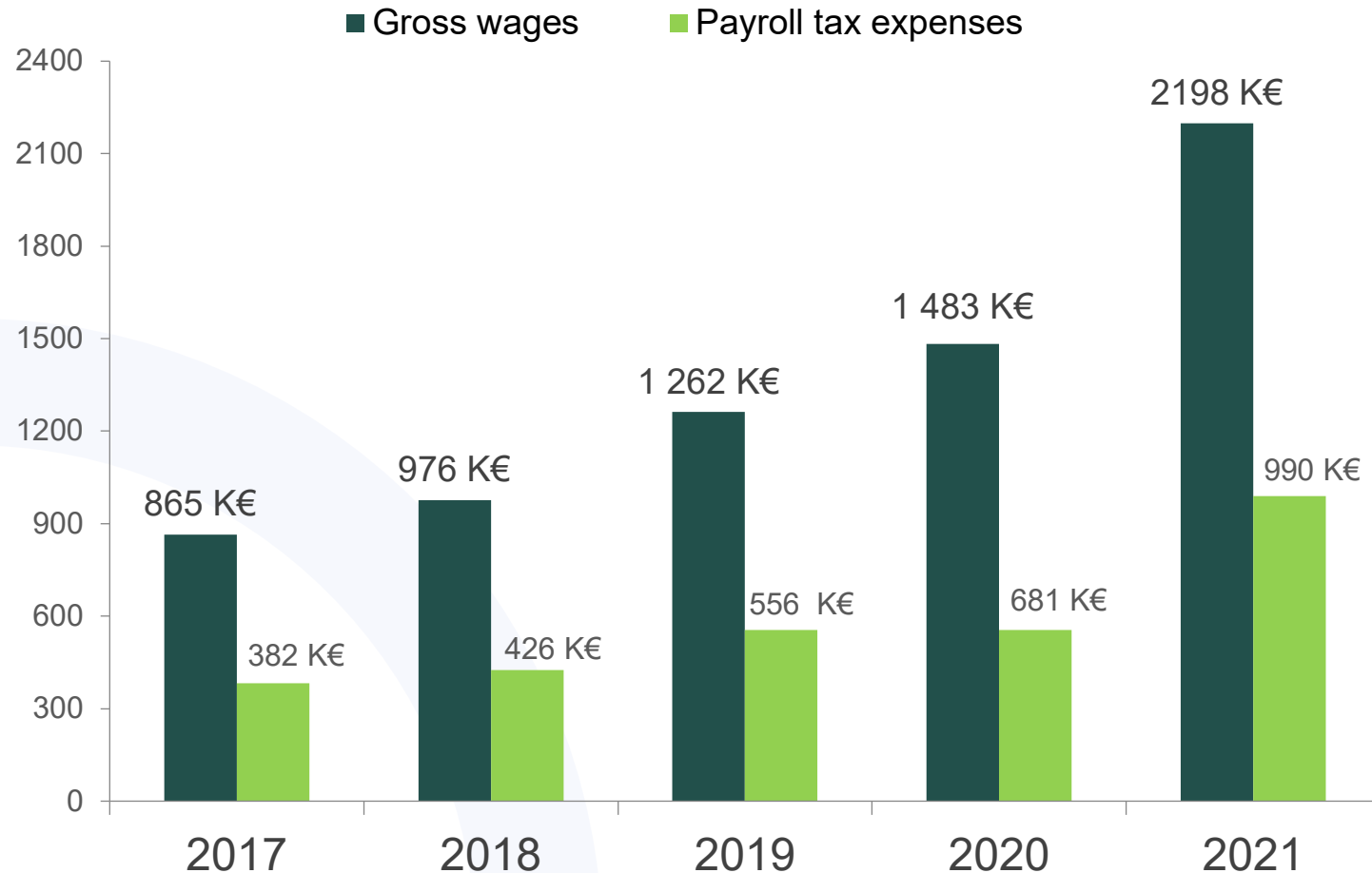
- The **operating costs** represent **5977 K€** vs 4432 K€ for the previous accounting period, compensated by **operating revenues of 6101 K€**

✓ **Increase of staff** (cf. manpower costs) – **Merger with Rezopole**

✓ **Acquisition of new equipment**, especially to upgrade the Parisian metropolitan backbone. Equipment acquisition mainly achieved this time by **using our equity** instead of going through a leasing process or bank loans

✓ **Migration to new premises in Paris**

Manpower costs



- ✓ The **staff expenses** represent a total of **3188K€** (charges/taxes included)
- ✓ The **payroll tax expenses** represent 45% of paid gross wages
- ✓ **Total salary costs** are growing by 47%, meanwhile the number of employees has increased by 52% (merger with Rezopole – 9 people) + a few hirings. Total of **32 employees** in 2021.

Cash flow & Net result

On the 30th of June 2021, the **cash level** stands at **1683 K€** vs 995 K€ for the previous accounting period (increase of **69%**) => positive effect of cash flow collection improvement + merger with Rezopole

Cash flow collection does require significant efforts and time (dedicated person internally)

Importance of continuing to **grow the working capital** in order to balance the growth of the fixed costs (staff + infrastructure) and consolidate the financial position of the company

The **net result** for the accounting period of 1st of July 2020 to 30th of June 2021 is **138 K€**

=> For 2022, we are aiming to reach a growth of 15% of the revenues



Thank you!

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