



Commercial highlights & Financial report

**From 1st of July 2019 to 30th of
June 2020**

Franck SIMON

Commercial highlights

(from 1st of July 2019 to 30th of June 2020)

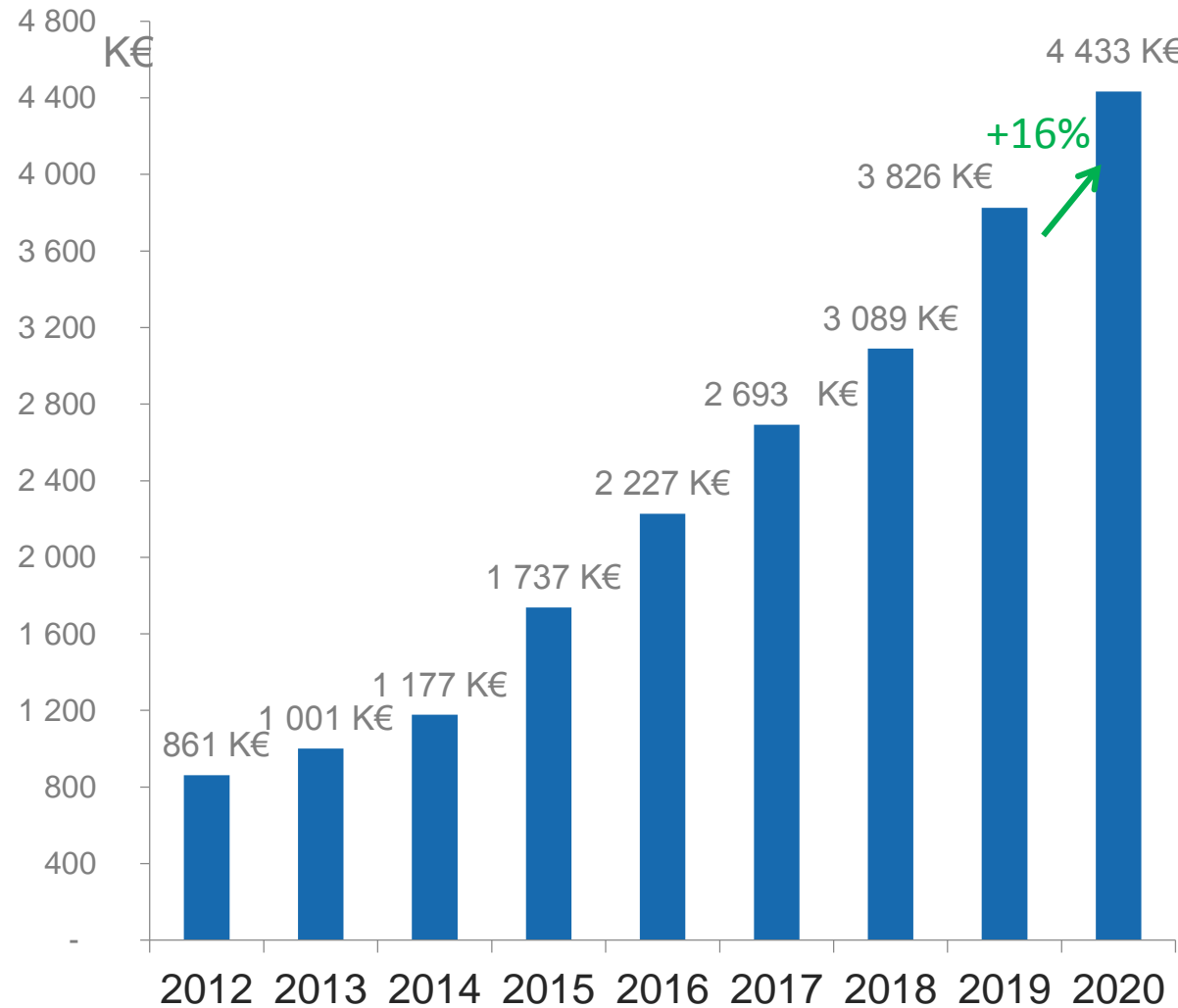
- **New connections**, either a new customer or an existing customer connected to a new PoP (58)
 - 50 for Paris
 - 8 for Marseille
- **Upgrades (63)**
 - 50 for Paris
 - 13 for Marseille
- **New ports delivered (>100)**
 - 80% of 10G ports
 - 20% of 100G ports
- **PASS service** (Paris-Marseille gateway)
 - 16 additional customers from Paris are now peering in Marseille
 - 2 additional customers from Marseille are now peering in Paris

Financial report

- Sales Overview
- Operating expenses
- Manpower Costs
- Cash Flow
- Tax & Tax credit



Sales Overview



- Sales: **4 433 K€**
(between **1st of July 2019**
and **30th of June 2020**)
 - Increased by **16%**
- Total invoiced:
5 452 K€



Operating Expenses

	2019 / 2020	2018 / 2019
Equipment - leasing (switches, servers)	349 915 €	457 704 €
Equipment - buying (WDM MUX, WDM optics, Out-of-band)	125 518 €	86 892 €
Equipment - maintenance	101 020 €	86 826 €
Premises - Rent	539 422 €	475 379 €
Intermediary fees (lawyers, translation of documents)	213 491 €	220 008 €
Partners (NOC, providers)	239 747 €	156 660 €
Travel & transportation expenses	84 855 €	120 480 €
Advertising (sponsoring, press releases, press agency)	51 651 €	96 462 €
Telecom expenses	15 746 €	14 229 €
Insurances (equipment, premises, civil insurance)	22 543 €	26 255 €
Office supplies, furniture & others	22 051 €	24 263 €
....
Total	1 898 612 €	1 828 522 €



Cash flow

- On the **30th of June 2020** cash stands at **995 k€** (positive position)
- Note that clients' payment terms went from **63 days to 66 days**



Tax & Tax credit

- The company already paid this year **14 K€** as advance payment on corporate tax
- The company benefits several tax reduction:
 - Tax credit on sponsorship: 6 600 €
- The company has at the 30/06/2020 a claim against the state of **7 K€**

Questions?

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