

# France-IX Commercial & Financial highlights

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# Commercial highlights

(from 1<sup>st</sup> of July 2021 to 31<sup>th</sup> of December 2022)

## ✓ New ports delivered

	PARIS	MARSEILLE	LYON	TOULOUSE
10G port	54	17	10	9
100G port	35	10	1	0
Total	89	27	11	9

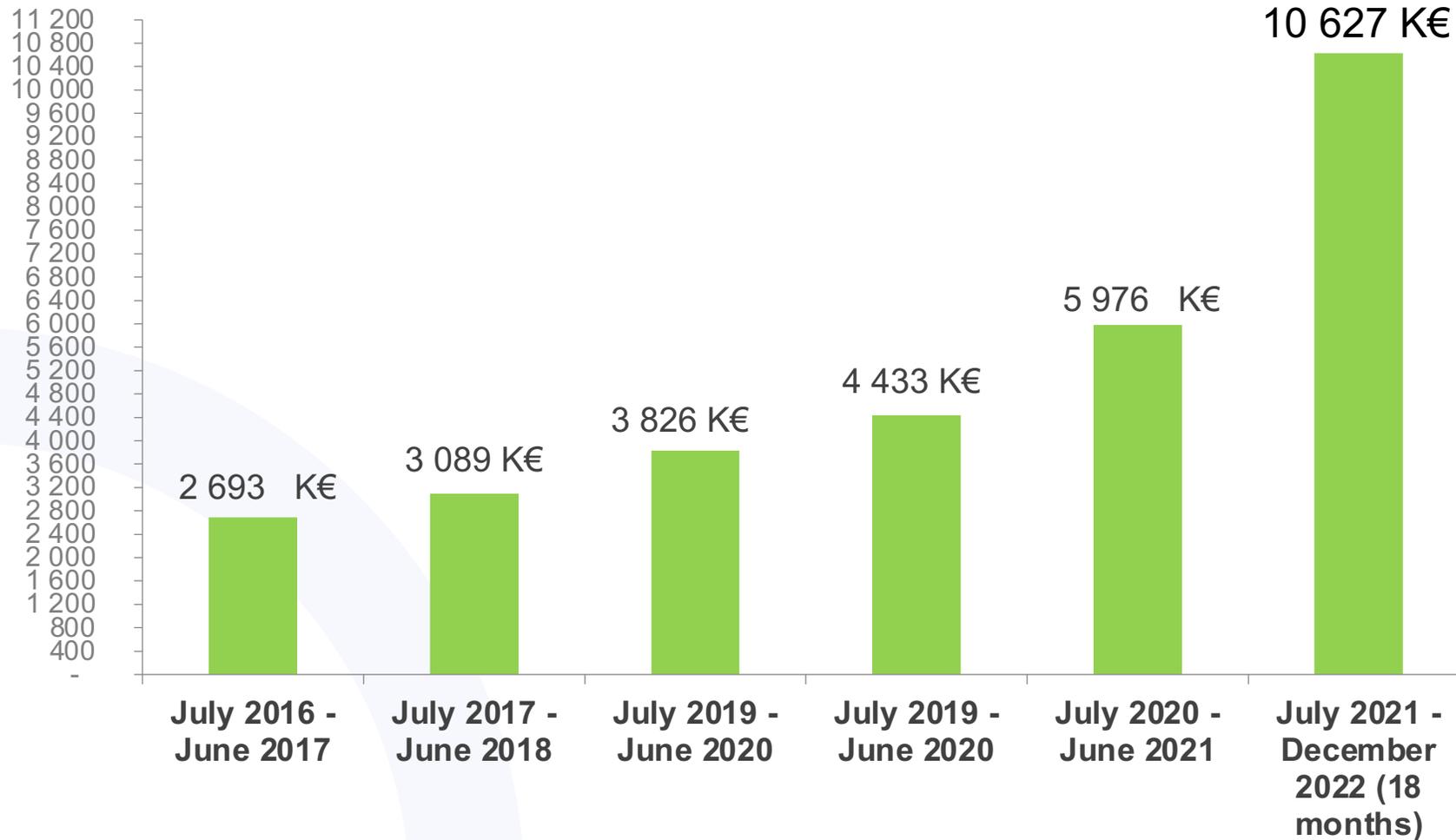
## ✓ New customers

PARIS	MARSEILLE	LYON	TOULOUSE
45	19	7	9

## ✓ Upgrades

PARIS	MARSEILLE	LYON	TOULOUSE
92	12	2	0

# Sales Overview



**Sales/revenues:**

**10 627 K€**

(from 1st of July 2021 to 31<sup>st</sup> of December 2022)

**Total invoiced:**

**14 537 K€**

(3 910 K€ differed revenues)

# Operating costs

- The **operating costs** represent **10 211 K€** vs 5977 K€ for the previous accounting period, compensated by **operating revenues 10 753 K€** (vs 6101 K€)

✓ **Some staff hiring**

✓ **Datacenters costs** (private room at Leon Frot)

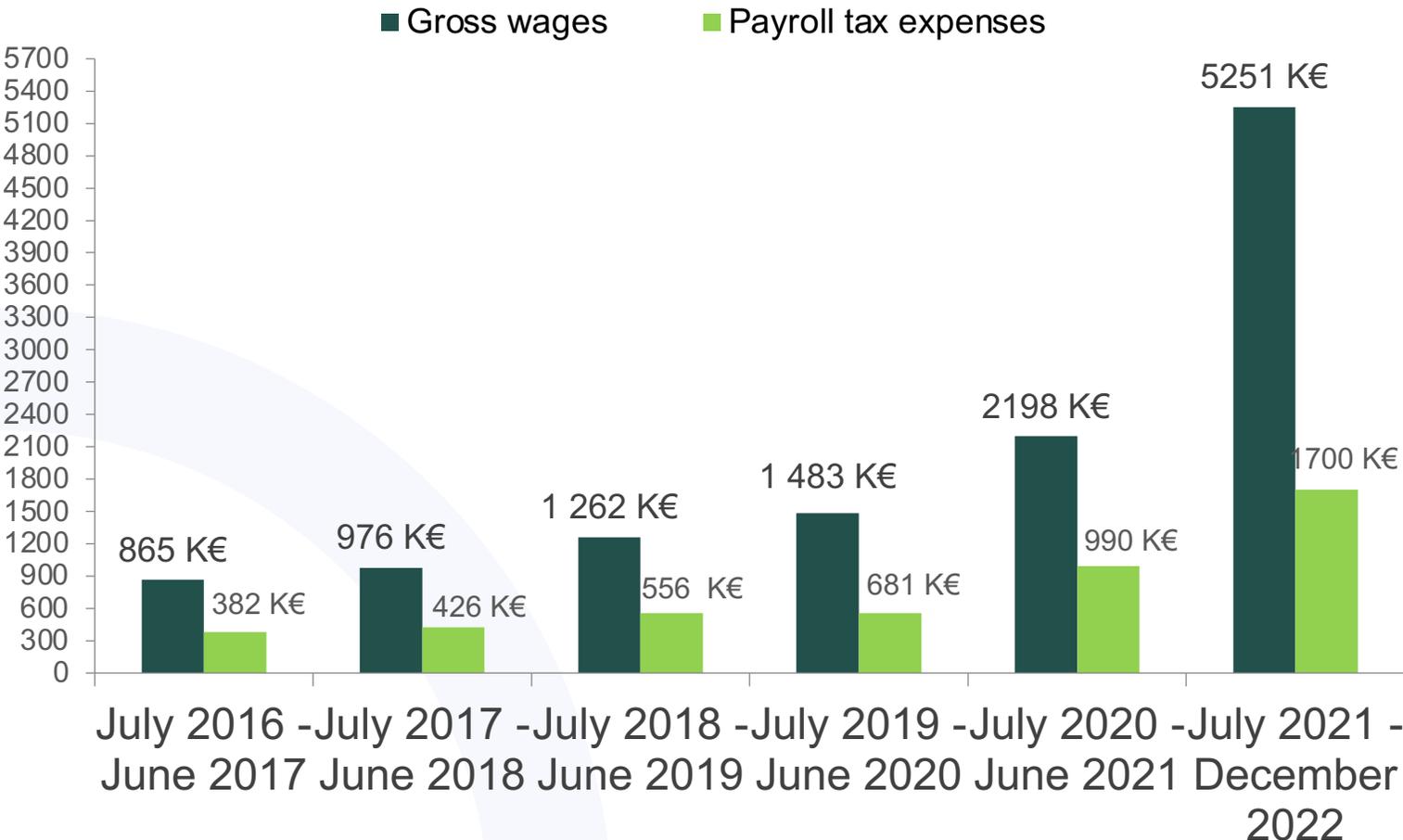
✓ **Dark fibers & DWDM infrastructure**

✓ **100Gbps wavelengths** to interconnect cities

✓ **Acquisition of new equipment**

✓ **New premises in Lyon**

# Manpower costs



- ✓ The **staff expenses** represent a total of **5 251K€** (charges/taxes included)
- ✓ The **payroll tax expenses** represent 48% of paid gross wages
- ✓ Gross wages represent 33,4% of the turnover vs 38,8% during the previous accounting period

# Cash flow & Net result

On the 31st of December 2022, the **cash level** stands at **1501 K€**.  
The average cash flow is 2063 K€.

The average delay of payment has decreased from 74 days to 66 days (compensated by an invoicing launched one month in advance)

The net result before taxes for the accounting period of 1<sup>st</sup> of July 2021 to 31st of December 2022 is 537 K€, and 376 K€ after taxes.



# Thank you !

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