

## Current ESPI Report No. 6/2020

Date of Preparation: 2020-04-28

Subject: Information on quarterly sales revenues

Legal basis: Article 17 paragraph 1 MAR - confidential information

Content of report:

The Management Board of QuarticOn S.A. ["Company", "Issuer"] informs that in connection with the completion, on 27 April 2020, of postings and summary of sales data obtained in the SaaS channel [Software as a Services] through e-commerce platforms in the first quarter of 2020, the Company provides the below mentioned data.

Information on the quarterly sales revenue in the SaaS channel in the first quarter of 2020 is provided below, while the same sales results are attached in the form of a table.

SaaS customers [monthly average] – quantity: 75

SaaS sales [quarterly]: EUR 13 864

SaaS ARPC\* [monthly average]: EUR 62

*\*ARPC [Average revenue per paying customer] - average revenue from an active [paying] customer calculated according to the formula – revenues from the SaaS segment [monthly] / number of paying customers in a month.*

The whole quarter has recorded a + 6.0% growth [compared to the previous quarter], with an over + 8.8% increase in the average customer revenue (ARPC). In the second half of March there was a decrease in the number of customers in the SaaS channel, which resulted in a slight decrease in revenues this month. In the first quarter of this year, the Company also developed an integration with new platforms (including RedCart.pl and Plentymarkets.co.uk platforms), which will be launched together with the others in the second quarter of this year. This will allow the Company accelerate growth in this sales channel. Notwithstanding the above, as at the date of publication of this report, it is difficult to unequivocally estimate the impact of the CONVID-19 epidemic on results in the SaaS in the long run.

The Company informs that the sales results presented above do not constitute the initial financial results of QuarticOn S.A., but in quarterly terms, they present sales data from the accounting and invoice system in the SaaS channel, while the final financial results of QuarticOn S.A. for the first quarter of 2020 remain aggregated and will be published later.

### Attachment to the current report No. ESPI 6/2020

The 1st quarter 2020 SaaS segment results were as the following:

		Q4 2019	Q1 2020	change
SaaS clients (average quarterly)	<i>quant.</i>	77	75	-2,6%
SaaS sales (quarter)	<i>EUR</i>	<b>13 063</b>	<b>13 846</b>	<b>6,0%</b>
SaaS ARPC (average monthly)	<i>EUR</i>	57	62	8,8%

*\*ARPC [Average revenue per paying customer] – average revenue from an active [paying] customer calculated according to the formula – revenues from the SaaS segment [monthly] / number of paying customers in a month.*