Q3 2022
Quarterly report
R22 Group

for Q3 2022
ended 30 September 2022

Wednesday, 16 November, 2022

Dear Shareholders, Employees, Partners,

The past three months have shown that for R22 Group the time has come to start effectively consuming the results of successful takeovers executed in the previous months. Their impact can be seen clearly in our results, with Q3 2022 being the best quarter in the history of our Group. We achieved record revenues totaling PLN 108.4m, with an adjusted EBITDA of PLN 27.9m. On an annual basis, it means that both of these metrics improved nearly by half. Such a dynamic growth was achieved thanks to the rapid development of Group's companies, all of whom made a very positive contribution to the final results of R22 Group.

While integrating our businesses, finding new layers of synergies and driving their growth, we found that common ground, we've built excellent traction. One important link in the process of rapid value creation and improving results of the entire R22 Group is MailerLite, which is making a global career. The nearest milestone of its development will be to reach annual EBITDA of as much as EUR 10m. The entire R22 Group can already boast a strong, double-digit growth rate at nearly every level of its financial results. And that is only the beginning, since the forward-looking companies from our Group will be fueling further accelerated growth. Analysis of the progress made by R22 in recent quarters, as well as global megatrends supporting our Group are giving us strong reasons to believe the following quarters will be just as excellent. **I will be straightforward about it: my assessment is that we have built a potential that will allow us to even double our key financial metrics within two to three years**.

This scenario is being reinforced with the new evidence shown by our results. As you probably already know, for years R22 had a strong capacity to convert EBITDA profit into operating cash flows, it's virtually part of our DNA. But it may surprise you to learn how high that rate was: in recent years it reached 90% on average and in the past quarter as much as 100%, giving us the ability to post strong growth in operating cash flows, over twice as high as the increase in debt servicing-related payments. This gives us a high degree of comfort for further, uninterrupted, strong growth of the business.

R22's strong cash generating capacity and its ability to keep the debt servicing costs under control are allowing us to continue pro-growth initiatives as well as regular dividend payments. Here I would like to make a clear statement - we are upholding our policy in this respect, and we intend to allocate at least 30% of our consolidated net profit attributable to shareholders towards that goal.

I would like to thank all those involved in the growth of R22 Group - our Employees, Partners, Clients and Investors for their effective collaboration and for the confidence they have shown. I am convinced that R22's performance in the upcoming quarters will give us all the more reasons for satisfaction, driven by further growth.

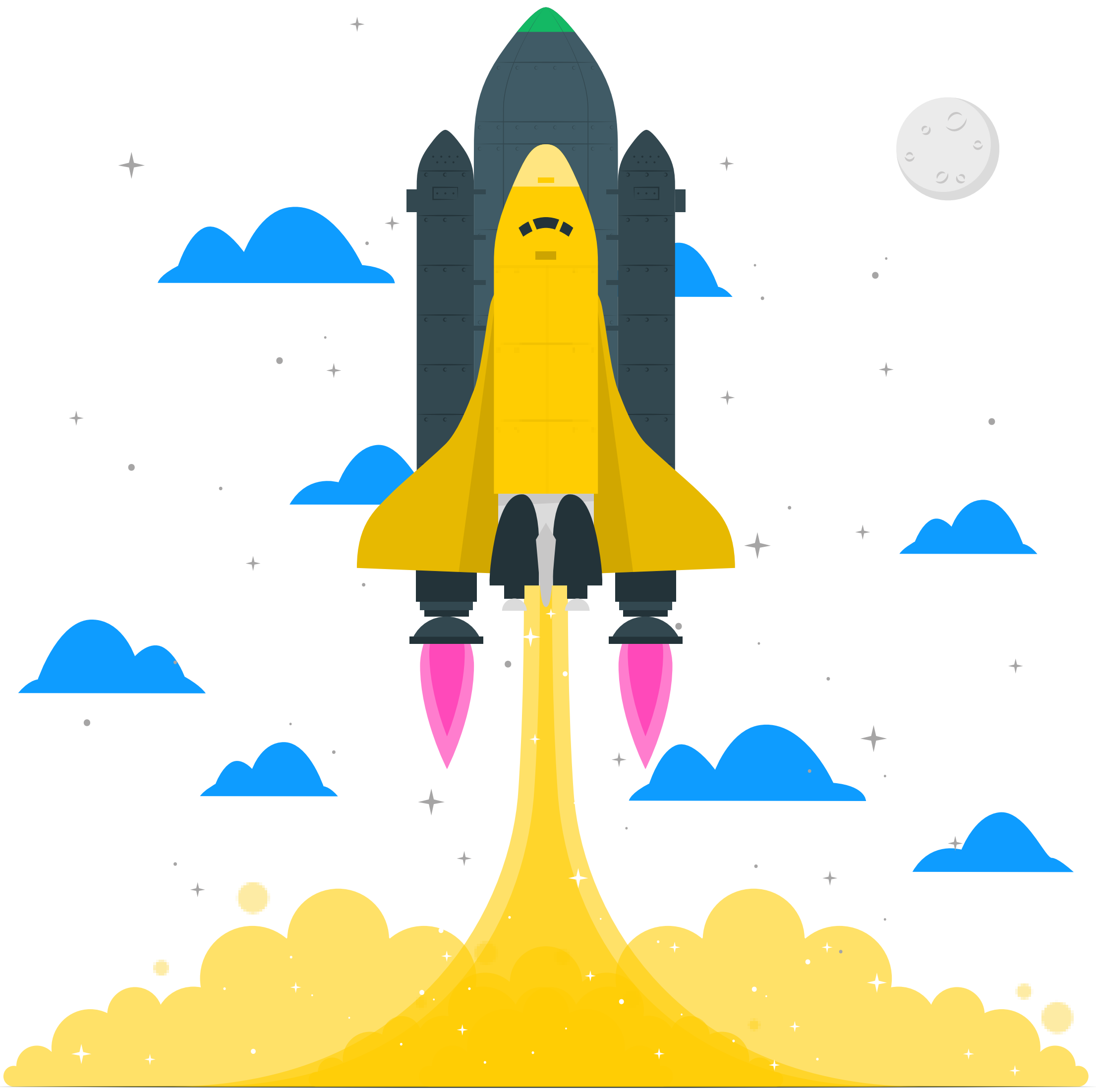
My regards,

Jakub Dwernicki

CEO

Our Mission

is to empower our customers and partners to recalibrate and rescale their business, by delivering know-how and technology



Who we are:

In 1999 we created one of the first hosting companies in Poland. Since then we scaled our business to new sectors and regions, earning us the trust of over 300k customers and PLN 300m in annual sales.

Today, we are a group of dynamically growing technological companies aiming to **support small, medium-sized, and large businesses** in their Internet presence, business process automation, communications, marketing and sales.

Our portfolio includes **scalable services** offered in a **subscription model**, operating along the entire value chain – from creating our own proprietary solutions and their ongoing maintenance, to far-reaching sales and customer support.

*R22 selected brands

Our Team: More than 1000 professionals in over 30 locations


Ionut Ariton
Joint-CEO
cyber_Folks Romania


Adrian Chiruta
Joint-CEO
cyber_Folks Romania


Jacek Duch
Chairman
Supervisory Board


Jakub Dwernicki
Founder & CEO
R22 & cyber_Folks


Katarzyna Garbaciak
Managing Director
Email Labs


Krzysztof Gręda
Founder &
CEO Profitroom


Anna Harris
Chief Growth
Officer Profitroom


Katarzyna Juszkiewicz
Managing Director
cyber_Folks


Piotr Karwatka
Advisor to the Board


Tomasz Karwatka
Advisor to the Board


Konrad Kowalski
CFO
cyber_Folks


Petra Krajacic
CEO
cyber_Folks Croatia


Marek Kohut
CEO
Profi SMS


Karolina Latos
COO
FreshMail


Adam Lewkowicz
Founder & CTO
Vercom


Dawid Mędrek
Founder & CEO
PushPushGo


Ilma Nausedaite
Founder & COO
MailerLite


Artur Pajkert
Head of Marketing
cyber_Folks


Tomasz Pakulski
COO
Vercom


Natalia Pawlak
Chief Product Officer
Vercom


Paweł Pindera
Founder & CEO
Sellintegro


Ignas Rubezius
Founder & CEO
MailerLite


Marika Rybarczyk
Managing Director
Oxylion


Paweł Sala
Founder & CEO
FreshMail


Indre Sizovaite
Head of Marketing
MailerLite


Robert Stasik
VP & CFO
R22


Łukasz Szałaśnik
CFO
Vercom


Krzysztof Szyszka
Founder & CEO
Vercom


Grzegorz Warzecha
Founder & CEO
User.com


Miłosz Wójcik
Founder
Appchance / Center.ai

*Key team members in alphabetical order

360º Ecosystem

Servers and infrastructure
Internet and TV

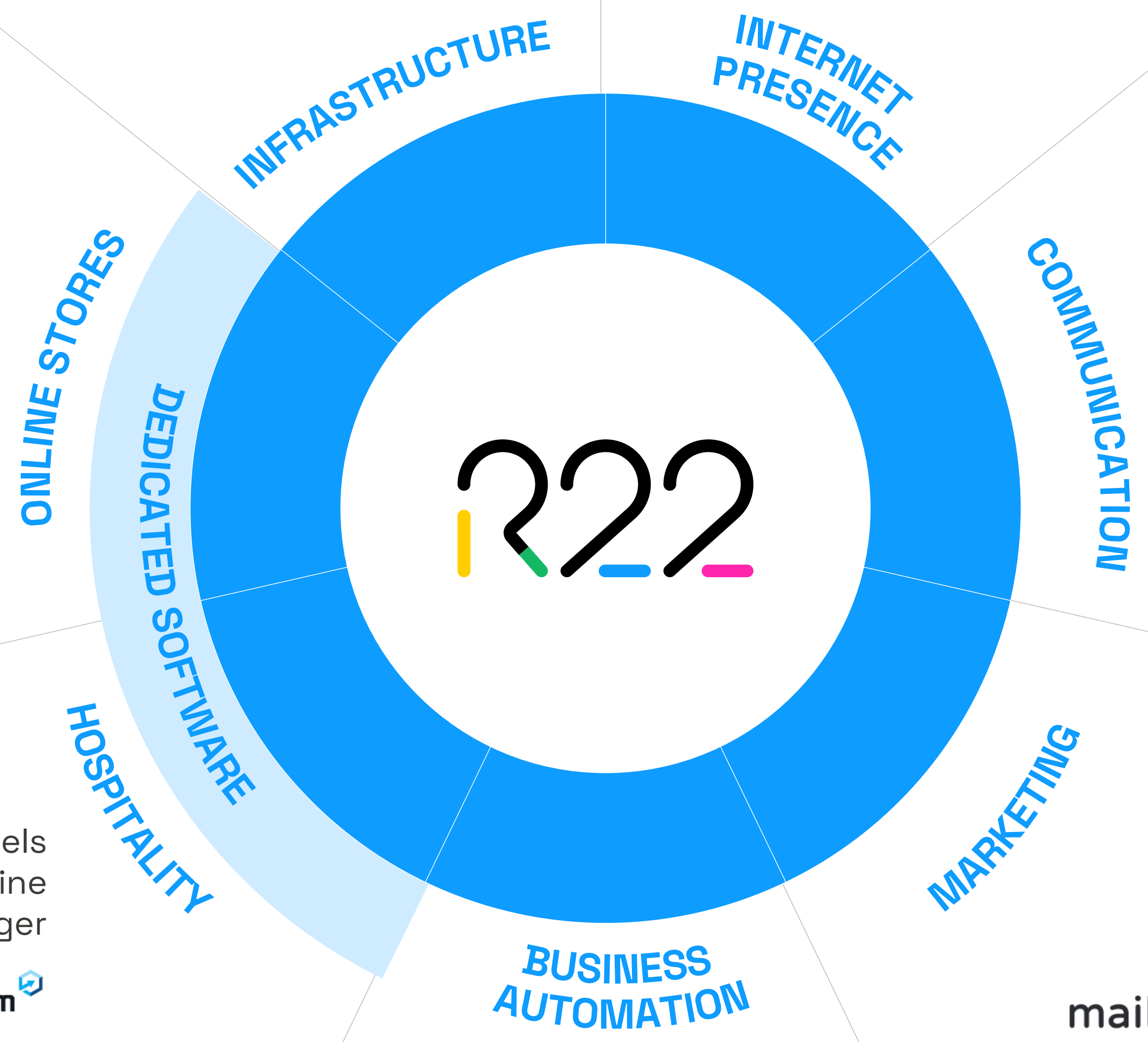
cyber_Folks™ oxylion
appchance

Hosting: WordPress, WooCommerce, PrestaShop
Domain registration, & transfer
Data protection

cyber_Folks™ zenbox.pl

SaaS e-commerce
Online store builder
Content creation
Customized templates

_Stores



Marketing and transactional emails
Web and mobile push notifications
SMS marketing
Voice
RCS

VERCOM mailer lite
EmailLabs™ REDLINK SMS, EMAIL & PUSH EXPERTS
SerwerSMS.pl ProfiSMS
PUSHPUSH GO FRESHMAIL

Software for hotels
Booking engine
Channel manager

Profitroom

Marketing emails
MarTech
Web dev & design
iOS & Android dev

mailer lite FRESHMAIL
user.com center_ai
appchance

B2B integrations

SellIntegro user.com

*R22 selected brands

Customer Journey

Delivering end-to-end value of real-life products

Customer Journey:

Hosting — **Build your Internet presence:**

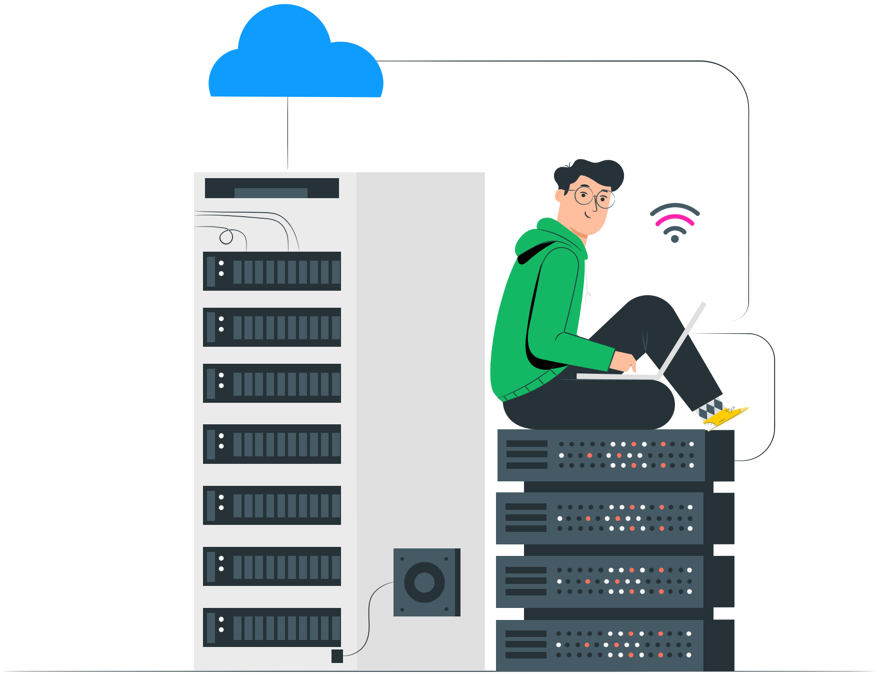
- Domain registration
- Hosting WordPress, WooCommerce, PrestaShop
- E-shops tools
- Data protection
- Servers and infrastructure

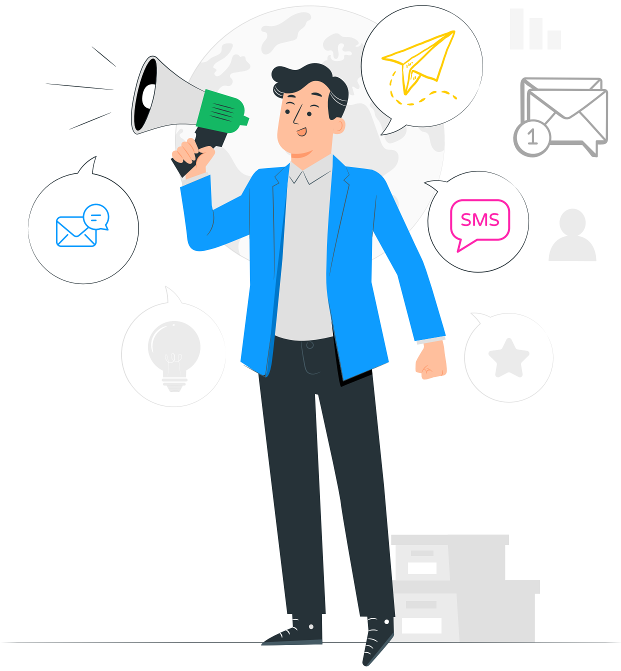
CPaaS — **Facilitate contact with your clients through omnichannel communication:**

- Marketing and transactional e-mails
- SMS notifications
- Web and mobile push notifications
- Voice
- RCS

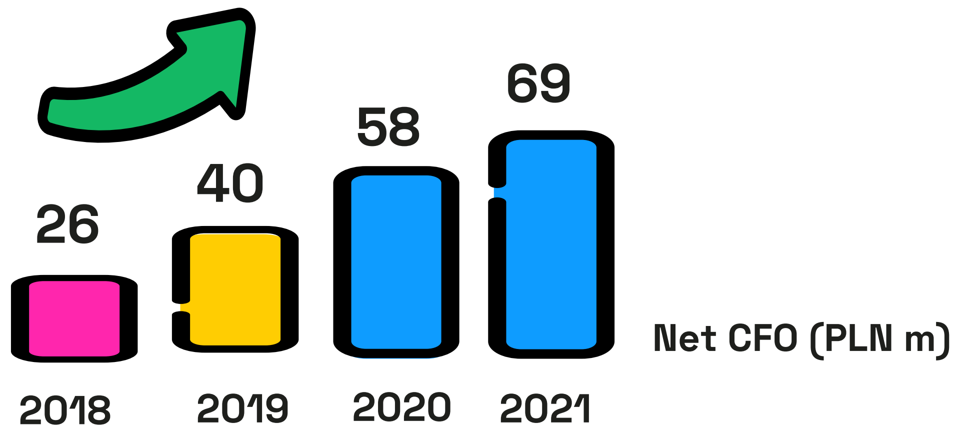
SaaS — **Optimize processes with business automation solutions:**

- B2B integrations
- E-commerce integrations
- Dedicated software





Key Facts: Proven ability to translate customer satisfaction into profitable growth



Global-Scale Diversification

>300k

We offer solutions for small, medium, and large business customers representing a wide range of sectors and regions.

High Quality Services & Customer Loyalty

x2 above industry average

Exceptionally high value to price ratio gives us the highest customer ratings in the industry, confirmed by a >70 NPS score[2].
The average response time of customer support requests of less than 10 minutes.

Stable & growth Cash Flow

~40% CAGR

High conversion of EBITDA to operating cash flows (>90%) ensures the safety of our operations.

Sources: (1) Source: Retently - B2B Software & SaaS Industry Average NPS: 40, Hosting & Cloud Industry Average NPS: 25, (2) NPS of selected R22 brands.

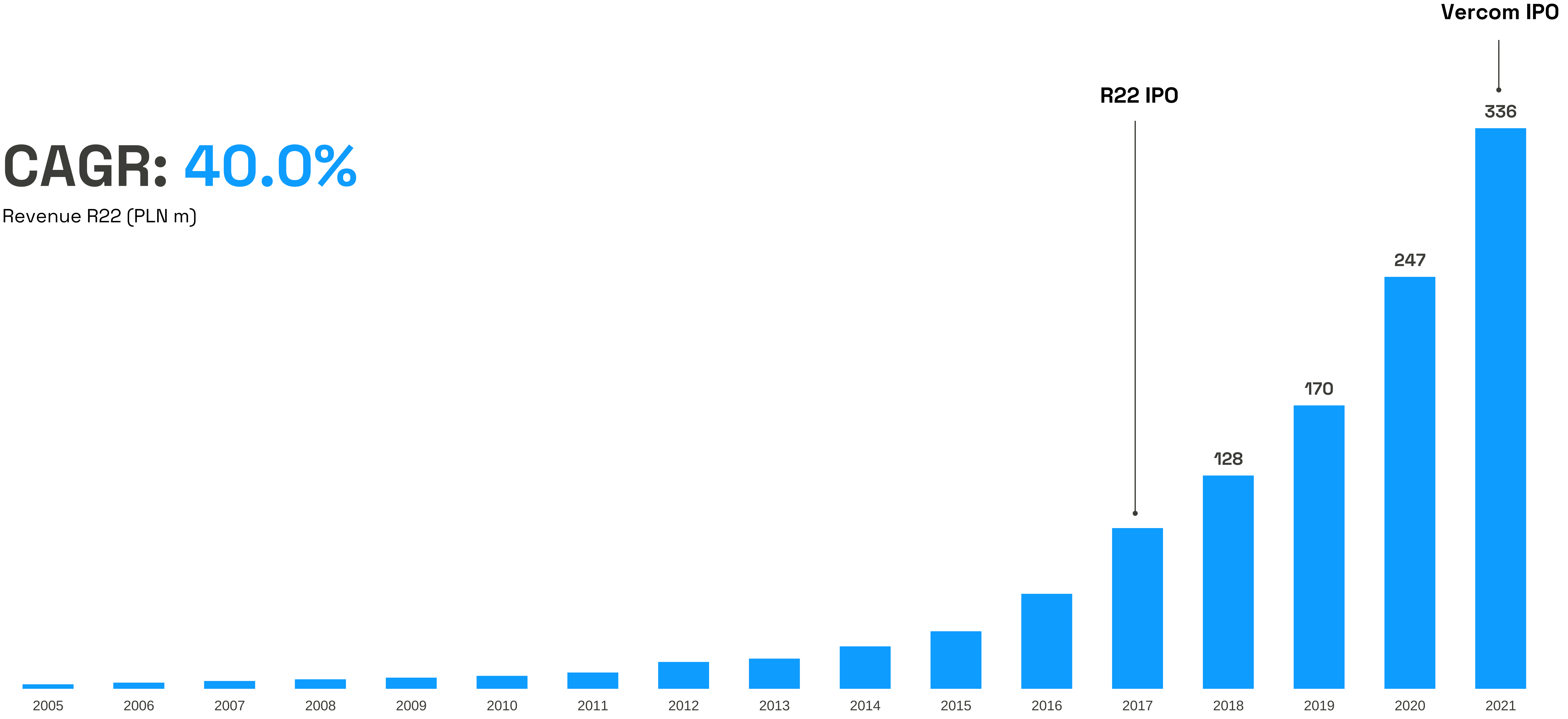
Our Experience

Over 20 years of building digital-enabled businesses

Exponential growth driven by organic growth and acquisitions

CAGR: 40.0%

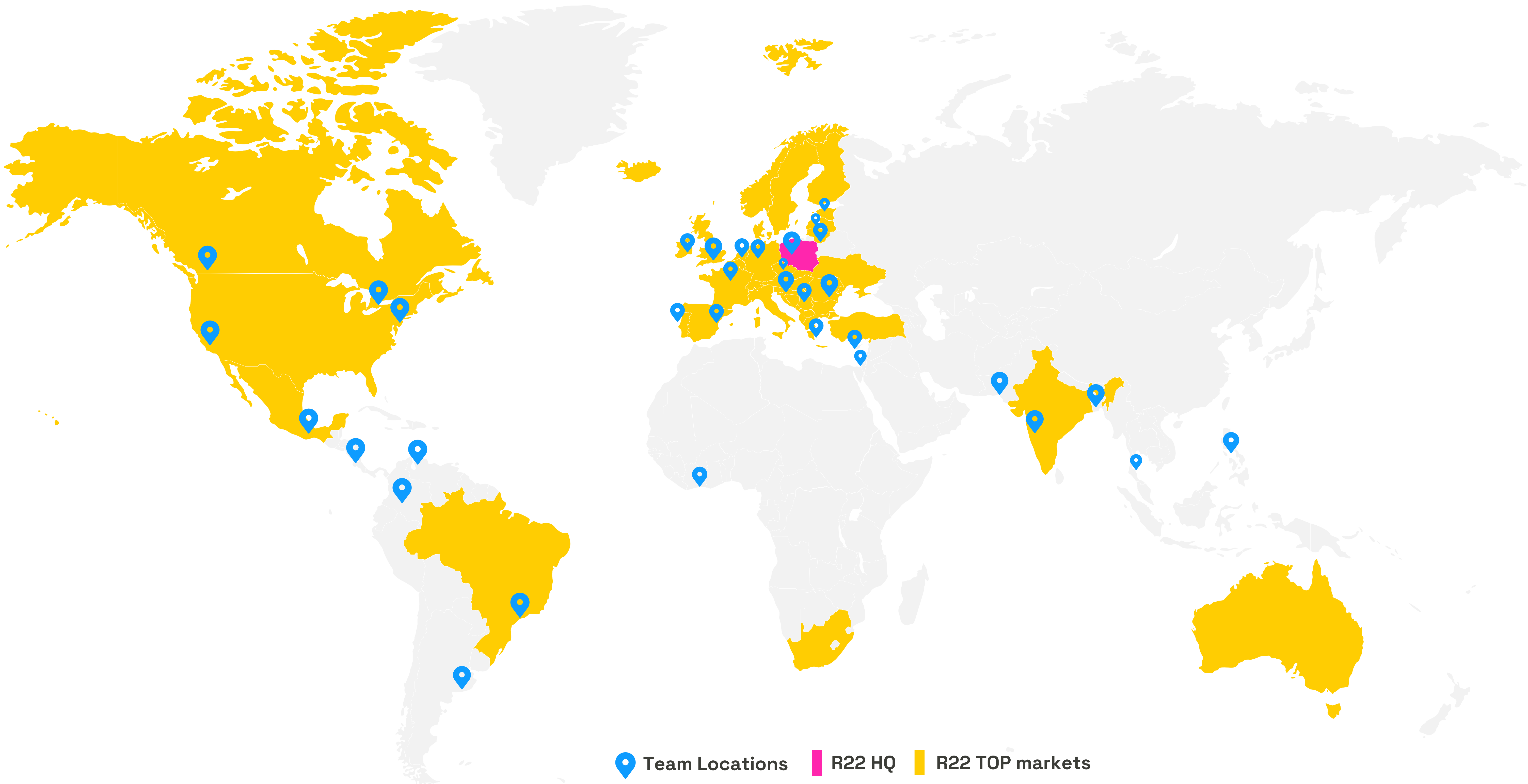
Revenue R22 (PLN m)



Market

From local company to
global player

Markets: Scaleup to >100 countries

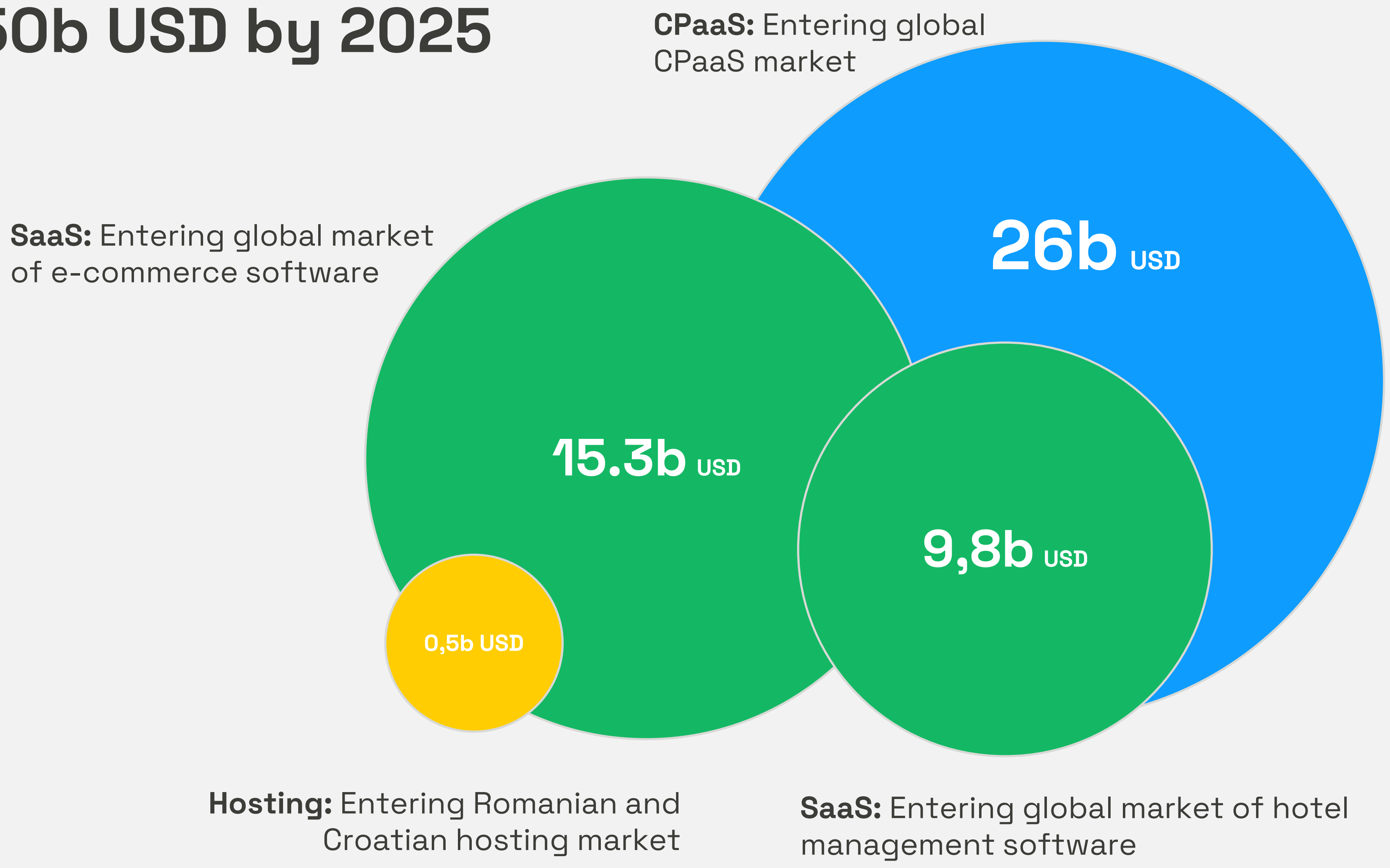


Total Addressable Market: 50x increase in growth potential by unlocking new products and markets

Goal: Maintaining the upward trend of growth by:

- → **Product Expansion:** Unlocking new opportunities in the SaaS segment by broadening the product portfolio complexity to meet specific client needs.
- → **Segment Expansion**: Increase customer base by mapping and targeting new customer segments in terms of customer size, industry and location.
- → **Global Expansion**: Explore post-merger synergies arising from MailerLite acquisition with a focus on global cross-selling and up-selling opportunities.

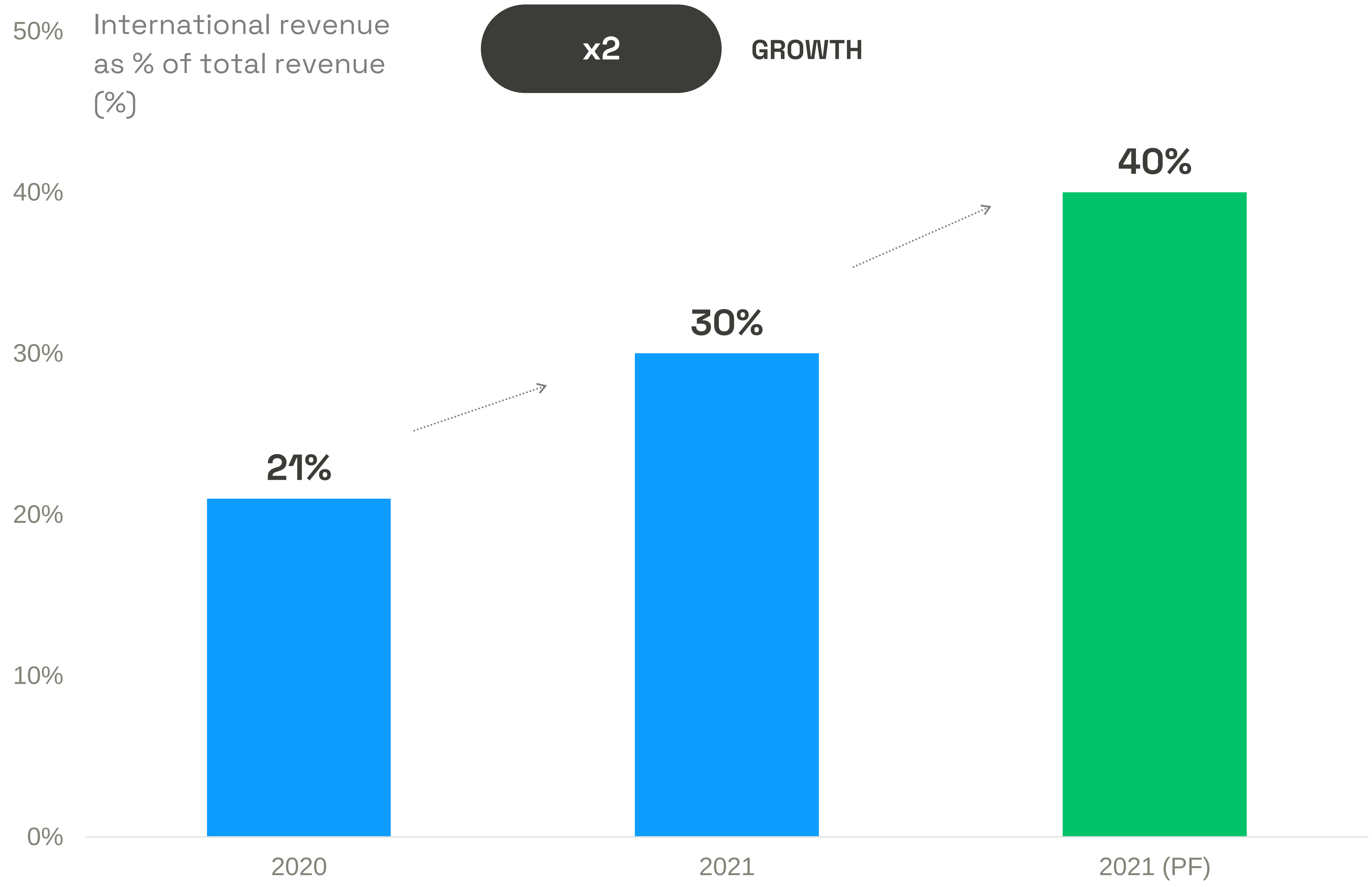
Market Value:
50b USD by 2025



Information for selected markets segments

Sources: Hosting – own estimation based on internal resources and market revenue Statista: *"data processing, hosting and related activities"*, SaaS: Hotel Management Software market value - Research and Markets: *„Hotel Property Management Software Market Research Report"*, SaaS: E-commerce Software market value - Grand View Research: *„E-commerce Software Market Size, Share & Trends Analysis Report"*, CPaaS – based on market revenue Statista.

R22: Welcoming customers all over the world

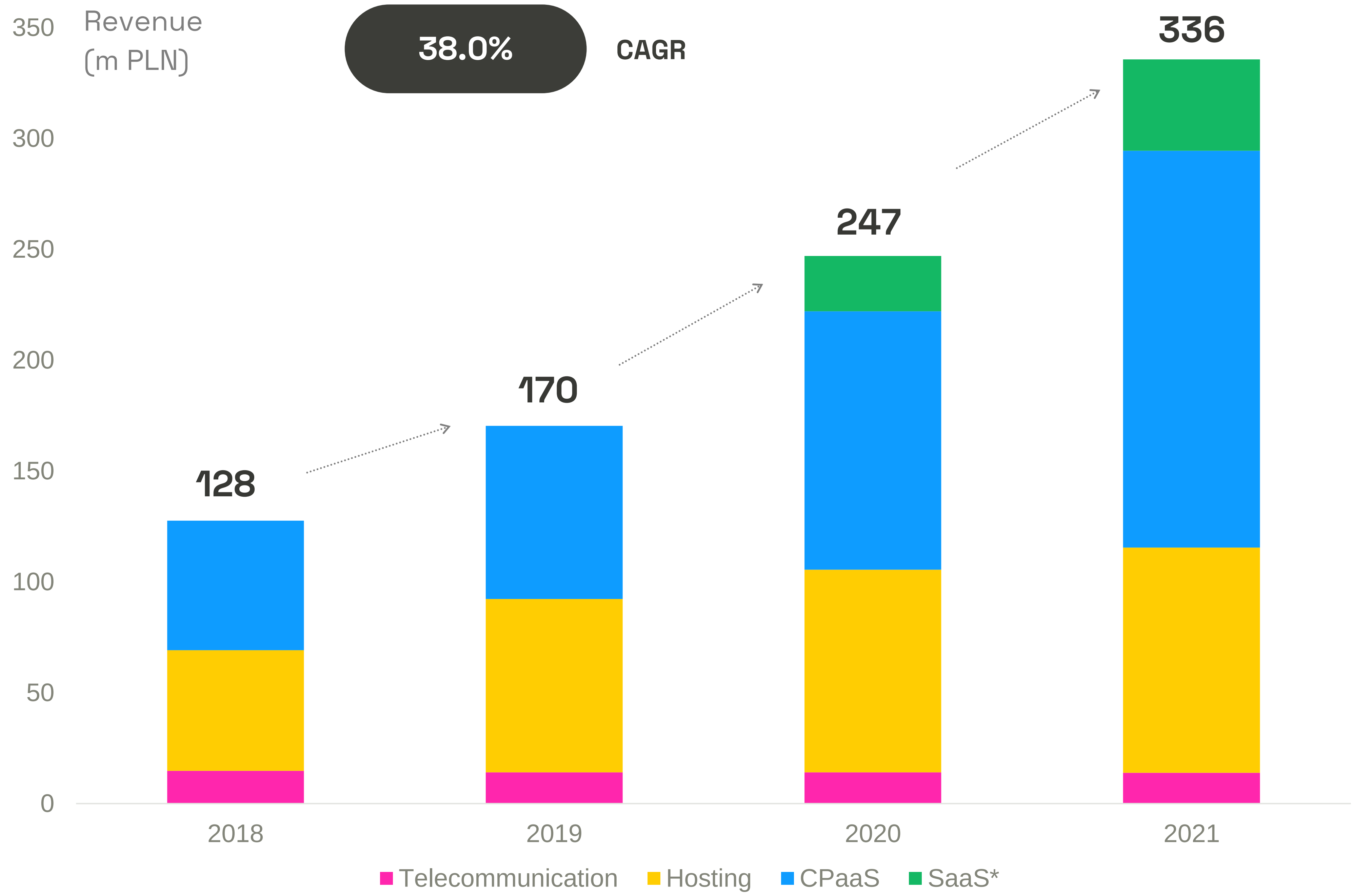


*2021 (PF) including MailerLite management accounts

Growth Dynamics

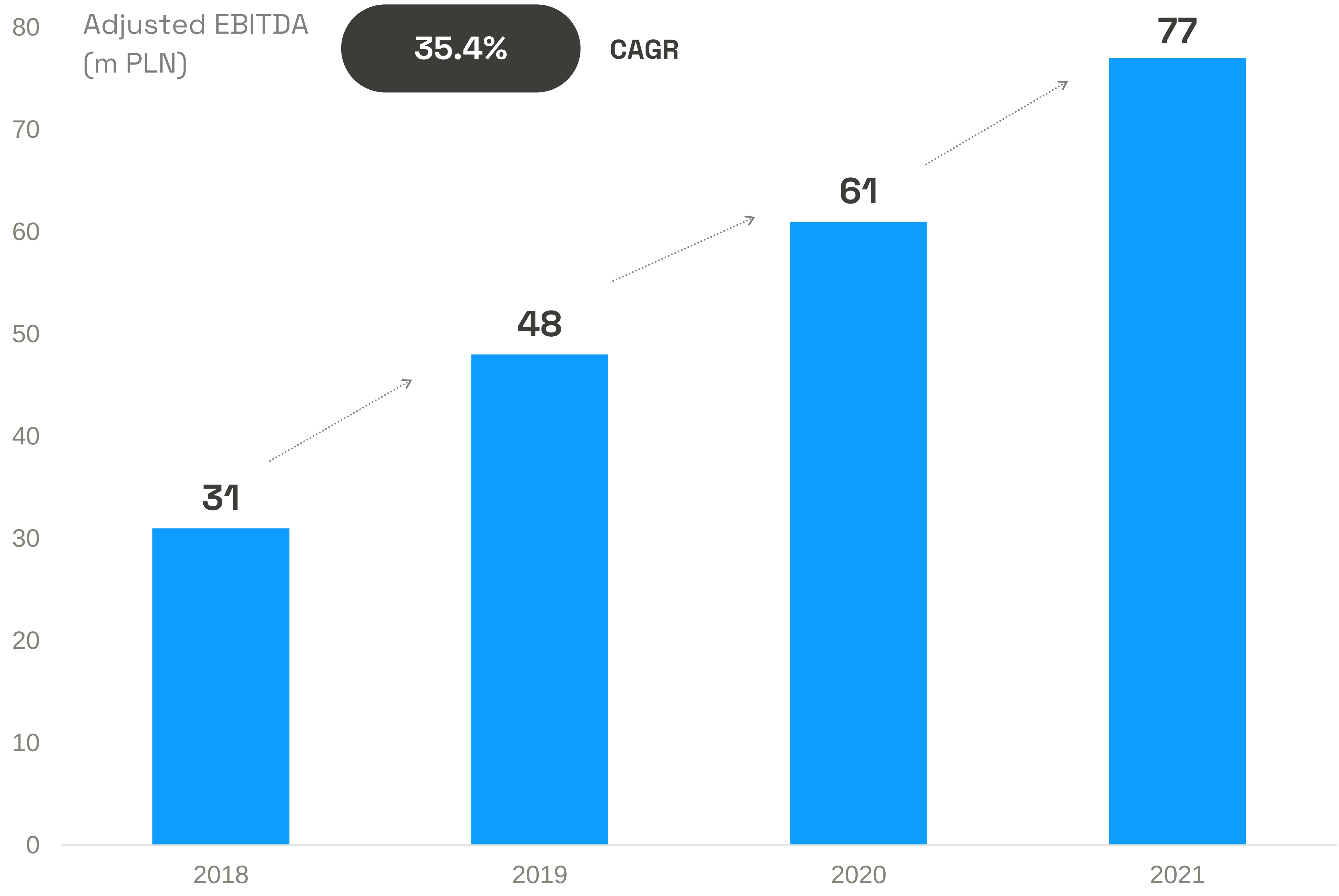
Turning Strategy
into Results

Revenue: Accelerating the growth momentum with highly diversified revenue structure

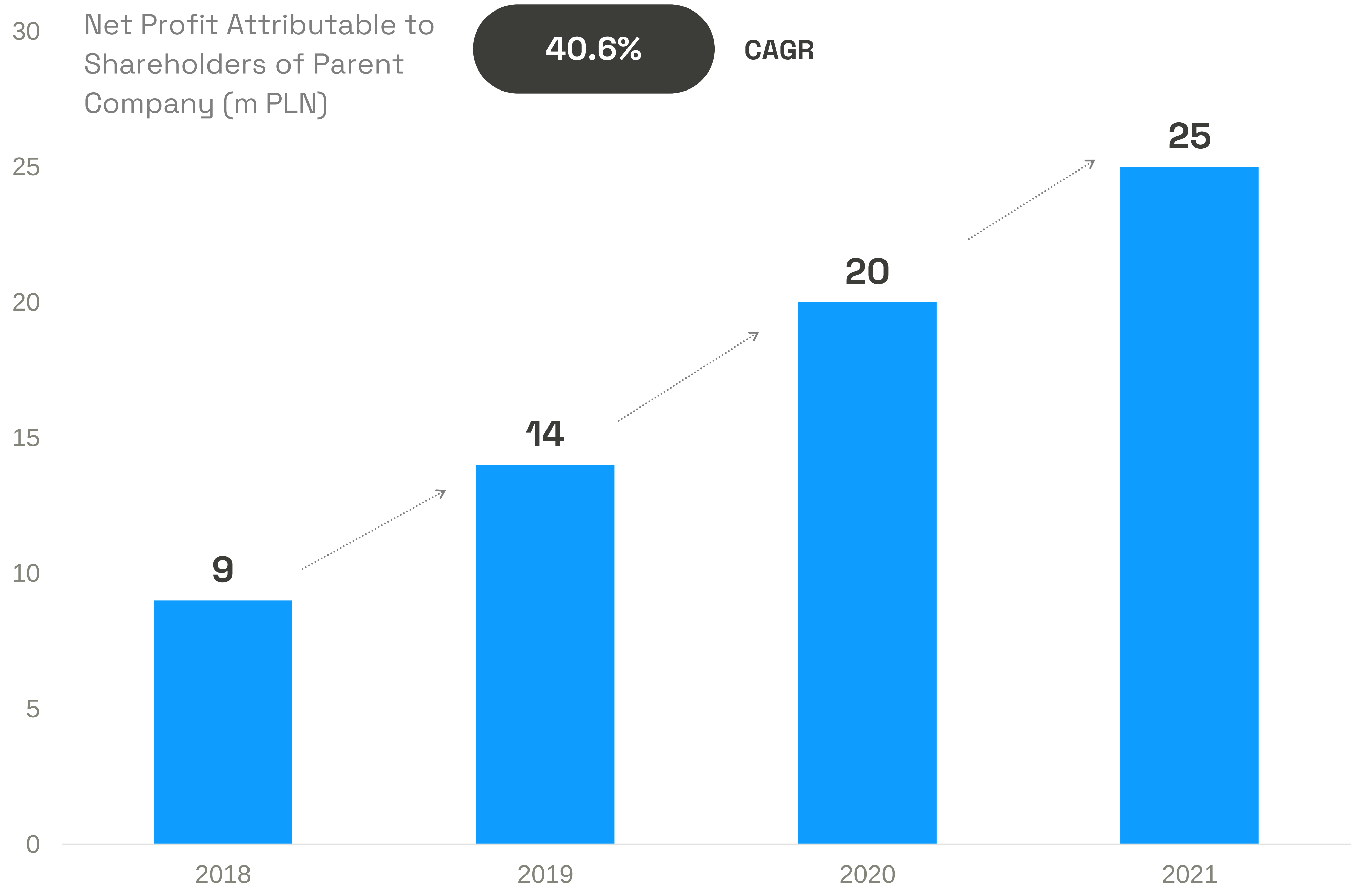


***SaaS segment:** The data for this segment also includes financial results of Profitroom and SellIntegro, which are only consolidated by the Group in the net result (no consolidation at the level of revenues and EBITDA). Group R22 has an option of taking over a controlling stake in both companies.

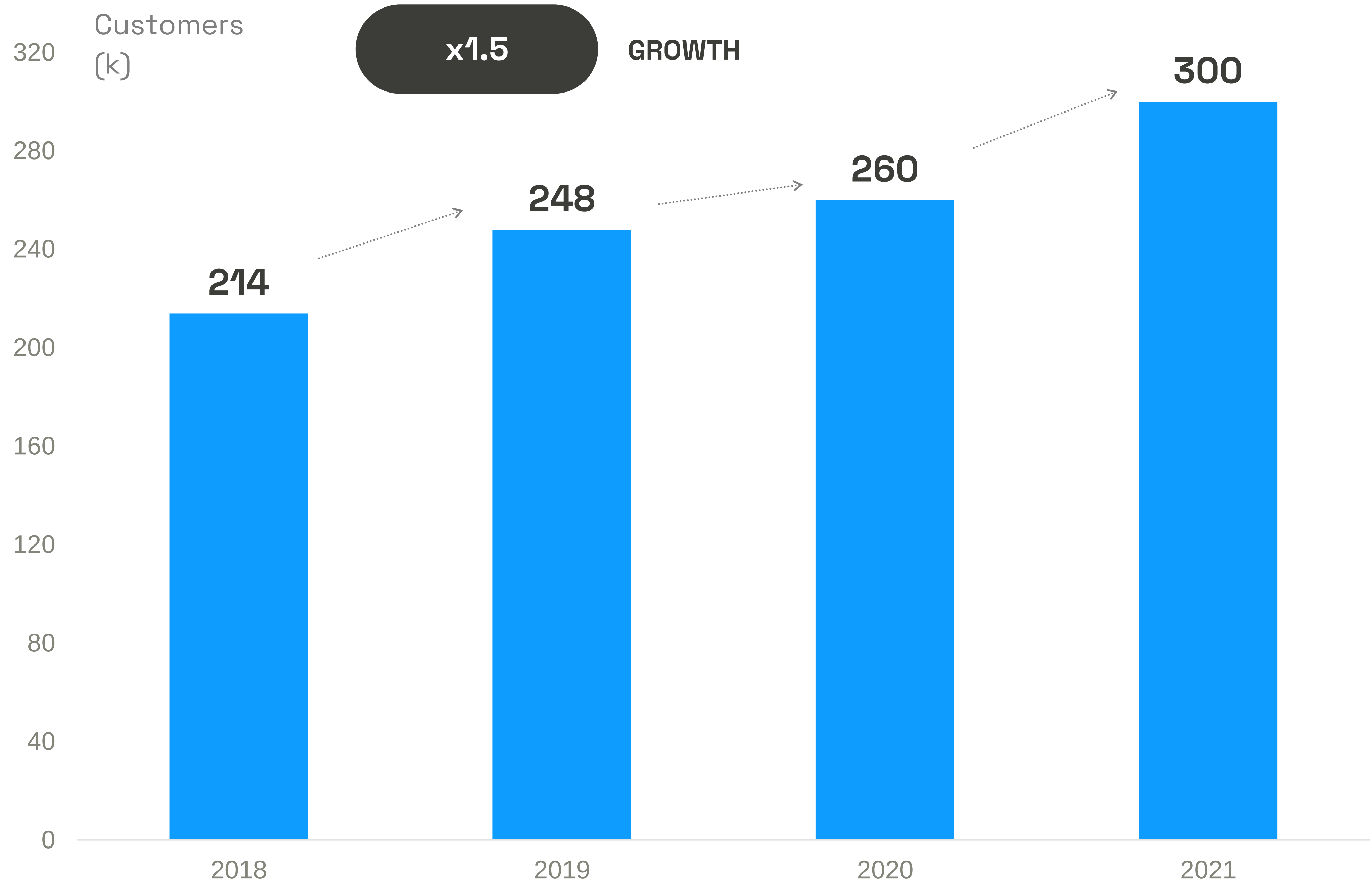
EBITDA: Proving our business value



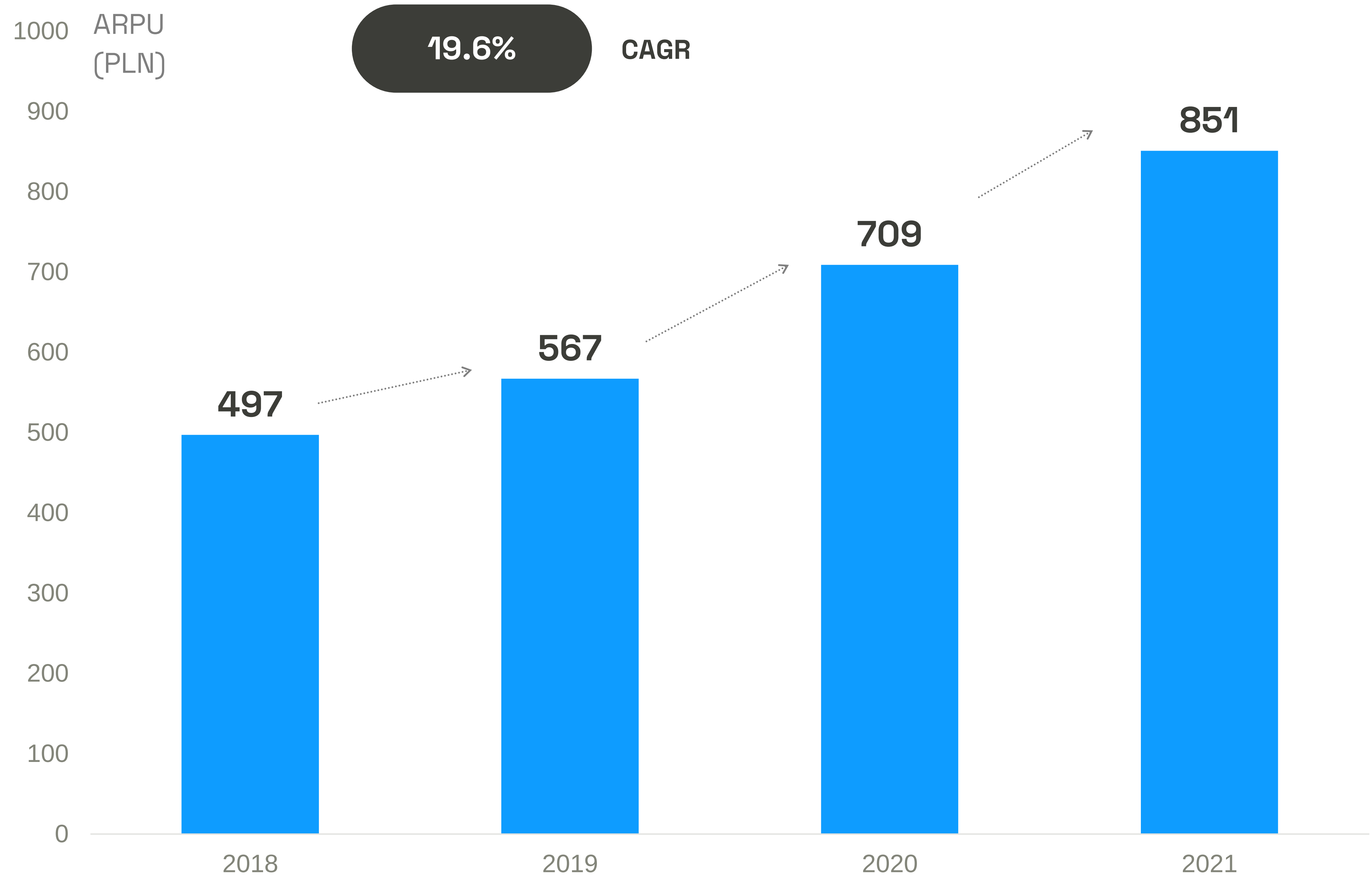
Net Profit: Continuous profitability and cash flow generation



Customers: Steadfast stability thanks to the trust of over 300k customers



ARPU*: Supporting a strong value proposition



***ARPU:** Excluding TOP 10 customers generating 14% of revenue and 3% of gross profit (internal estimation).

Our Customers

Delivering industry-agnostic solutions that meet the most demanding needs

Retail
CCC, LPP, ROSSMANN, DECATHLON, IKEA, Jerónimo Martins

E-commerce
allegro, olx, MALL.CZ, eobuwie.pl, BEMONDI, domodi

Financial
PZU, mBank, BNP PARIBAS, ING, AMERICAN EXPRESS, BT

Tech & Digital Marketing
asseco, sales tube, COMARCH, PAYBACK, synerise, edrone

Last mile
dpd, InPost out of the box, DHL, epaka.pl, ORLEN, DeliGoo

FMCG
KFC, McDonald's, Coca-Cola, YVES ROCHER, DOUGLAS, YES

Media & Telecomms
tvn, ringier axel springer, RMF, AGORA SA, T Mobile, vectra

Hospitality
ST MICHAELS FALMOUTH, RP THE ROBERT PARKER COLLECTION, Dr Irena Eris HOTELE SPA, ARŁAMÓW HOTEL, MARBURGER HOF

Manufacturing
SUBARU, IVECO, Unilever, SUZUKI, ATLAS

Utilities & Other
Energa GRUPA ORLEN, PGNiG, TAURON POLSKA ENERGIA, GRUPA LUXMED, STS, BIBLIOTEKA NARODOWA

Q3 2022: Highlights

Over 40% growth at MailerLite:

→ MailerLite validates its investment thesis with a **40%-plus increase in revenues** at close to 25% EBITDA margin (PLN 5.3m) while delivering its products to **over 43k clients worldwide**.

More than 100% increase in cash flow from operating activities:

→ R22 is recording a dynamic increase in cash flows, by 116% yoy to c. PLN 28m and generating **surplus cash** in excess of debt servicing costs totaling c. PLN 15m (c. PLN 30m after 9M 2022)

cyber_Folks supports e-commerce:

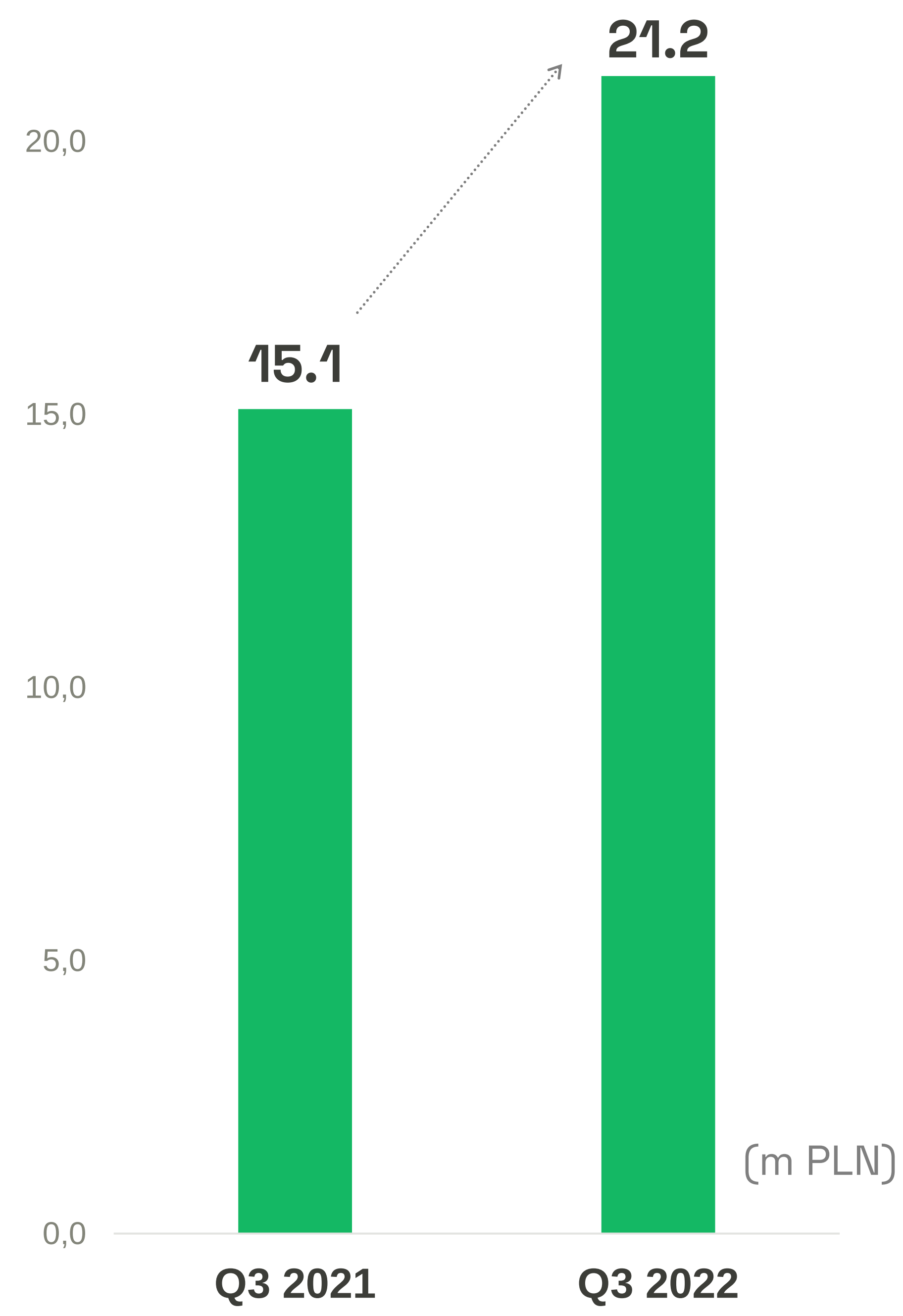
→ **cyber_Folks publishes "Patent na e-commerce"** [Patent for e-commerce] book and strengthens its position in the e-commerce segment by launching produkt _Stores (Beta version), an online store builder and management tool.

MailerLite

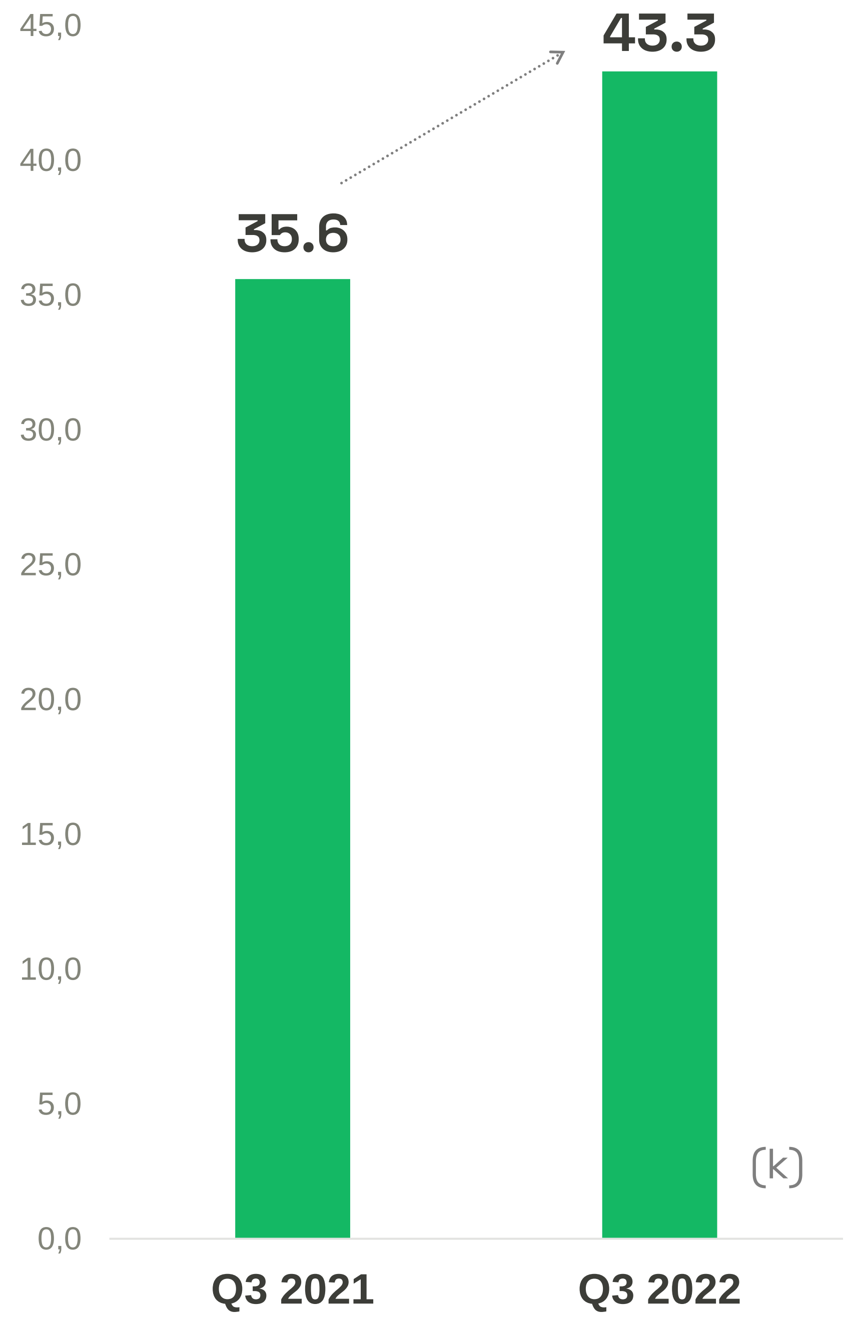
MailerLite's growth rate confirms the investment thesis

MailerLite: Growth with 25% EBITDA margin

Revenue **+41%**



Customers **+7.6k**

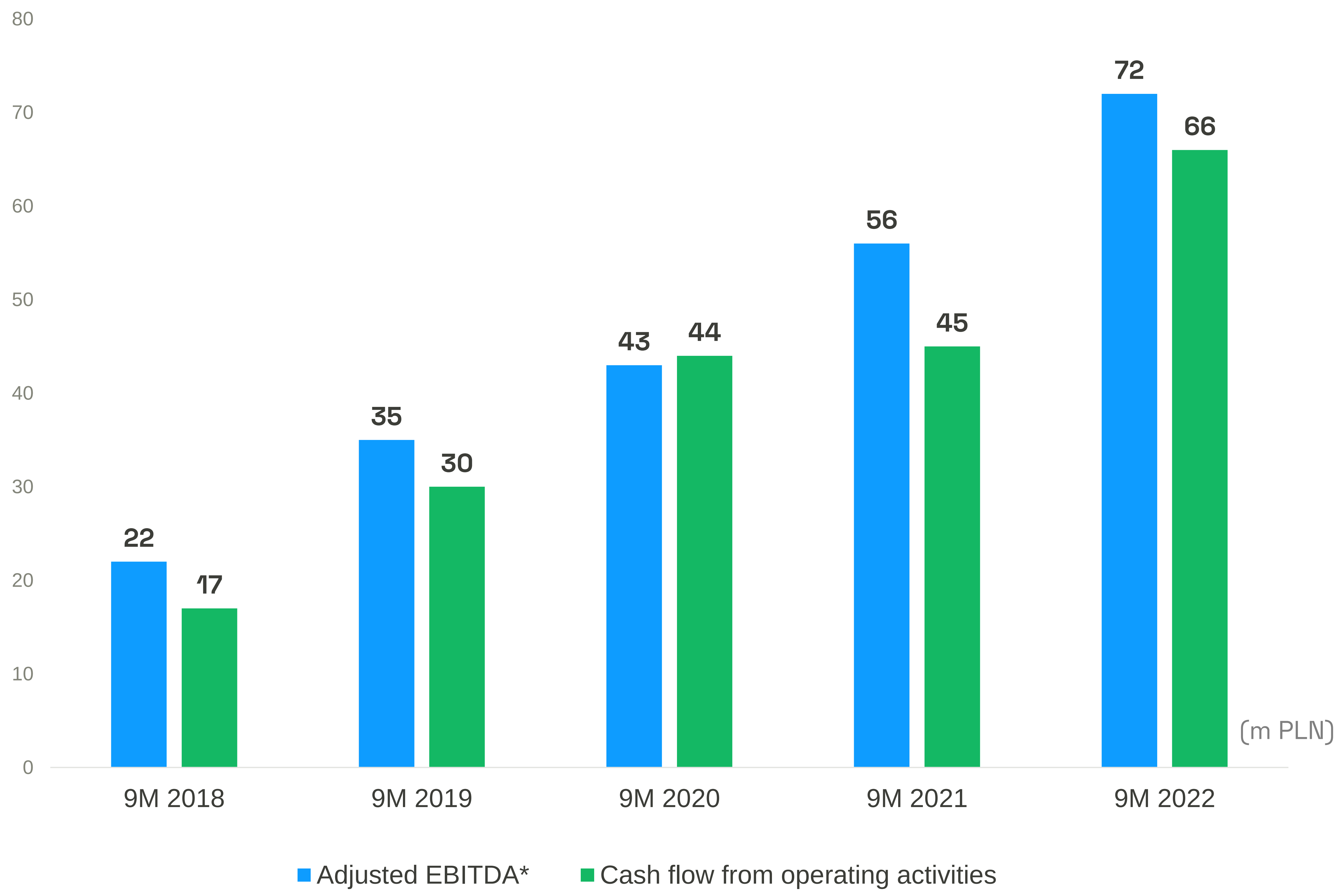


* MailerLite management data
** fixed exchange rate

Strong Cash Flow

High cash flow generation capacity

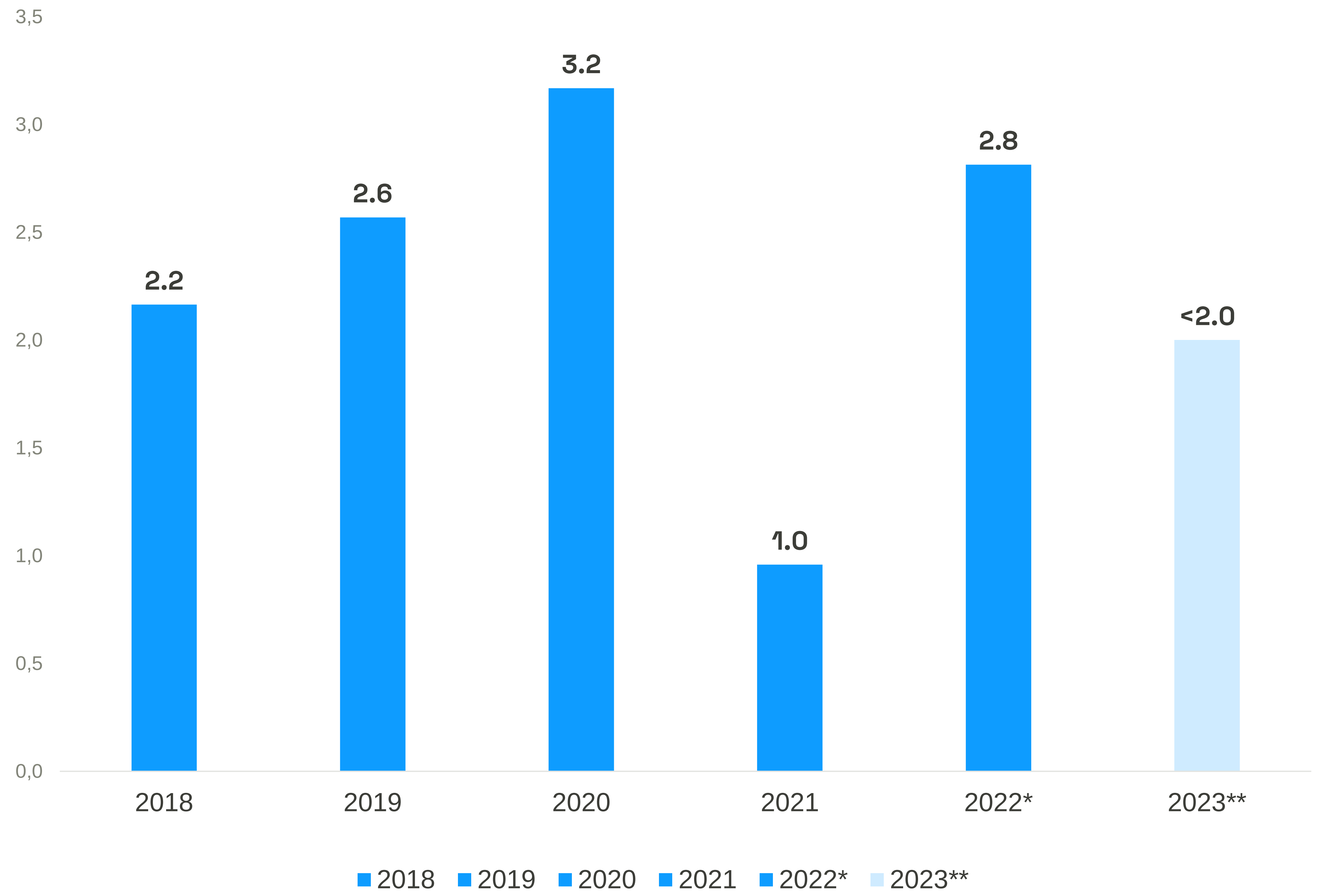
90% conversion of 9M EBITDA to operating cash flow



*EBITDA adjusted for one-off costs (transaction costs and ESOP valuations at Vercom) and gain on sale of fixed assets

100% conversion of EBITDA to operating cash flow in Q3 2022 alone (PLN 28 million)

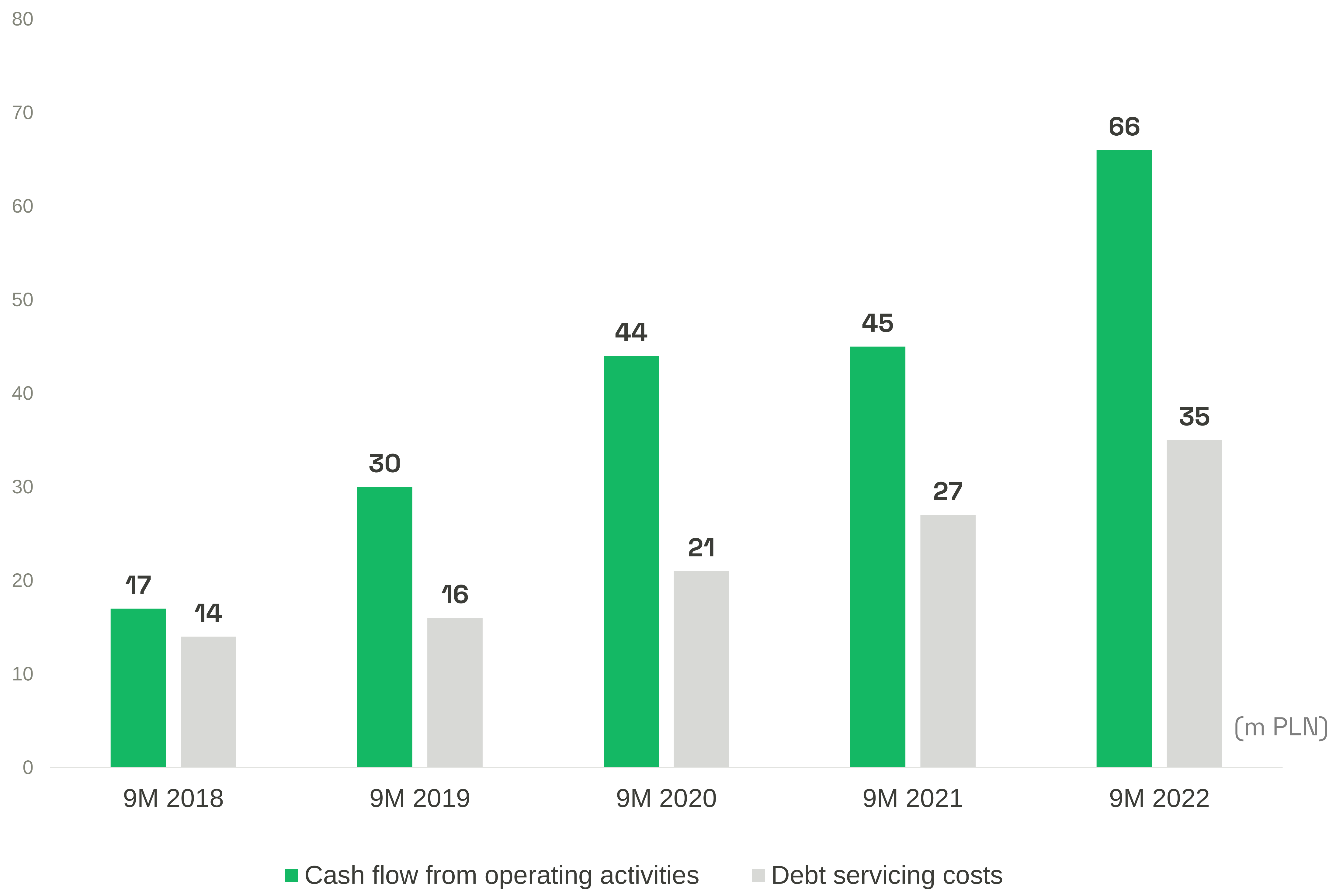
Safe debt level: EBITDA vs. net debt



*Comparison of net debt at 30 September 2022 to annualised EBITDA level based on adjusted EBITDA for Q3 2022.
**Target level of net debt to EBITDA in 2023.

- Considering the current debt and cash levels and the debt repayment schedule we see that the net debt-to-EBITDA ratio is **close to historical levels.**
- In Q3 2022, a decrease of PLN 8.6m in net debt compared to the level of net debt at the end of Q2 2022 (30 June 2022).
- The debt level will be declining rapidly due to growth dynamics and the group's strong cash generating ability. **Already in 2023 it should fall below 2x EBITDA**, ending up below the historic minimum levels (excluding the exceptional year 2021 when the group raised a significant amount from Vercom IPO).

Safe debt level: Cash flow from operating activities vs. debt servicing costs

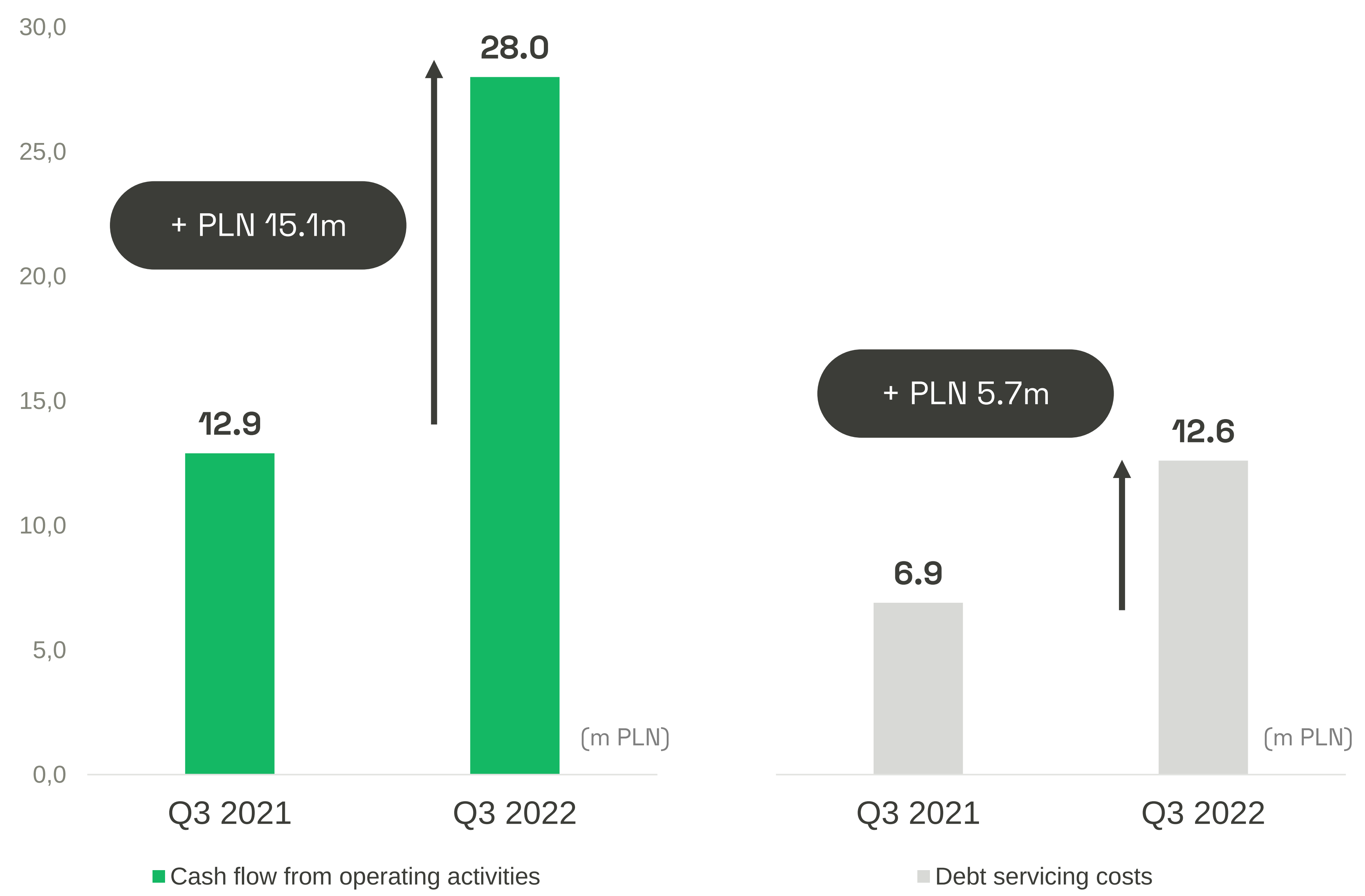


- The company is recording an increase in cash flow by c. 40% (CAGR 2018-2022) while its payments related to debt servicing are up by around 25% (CAGR 2018-2022)*.

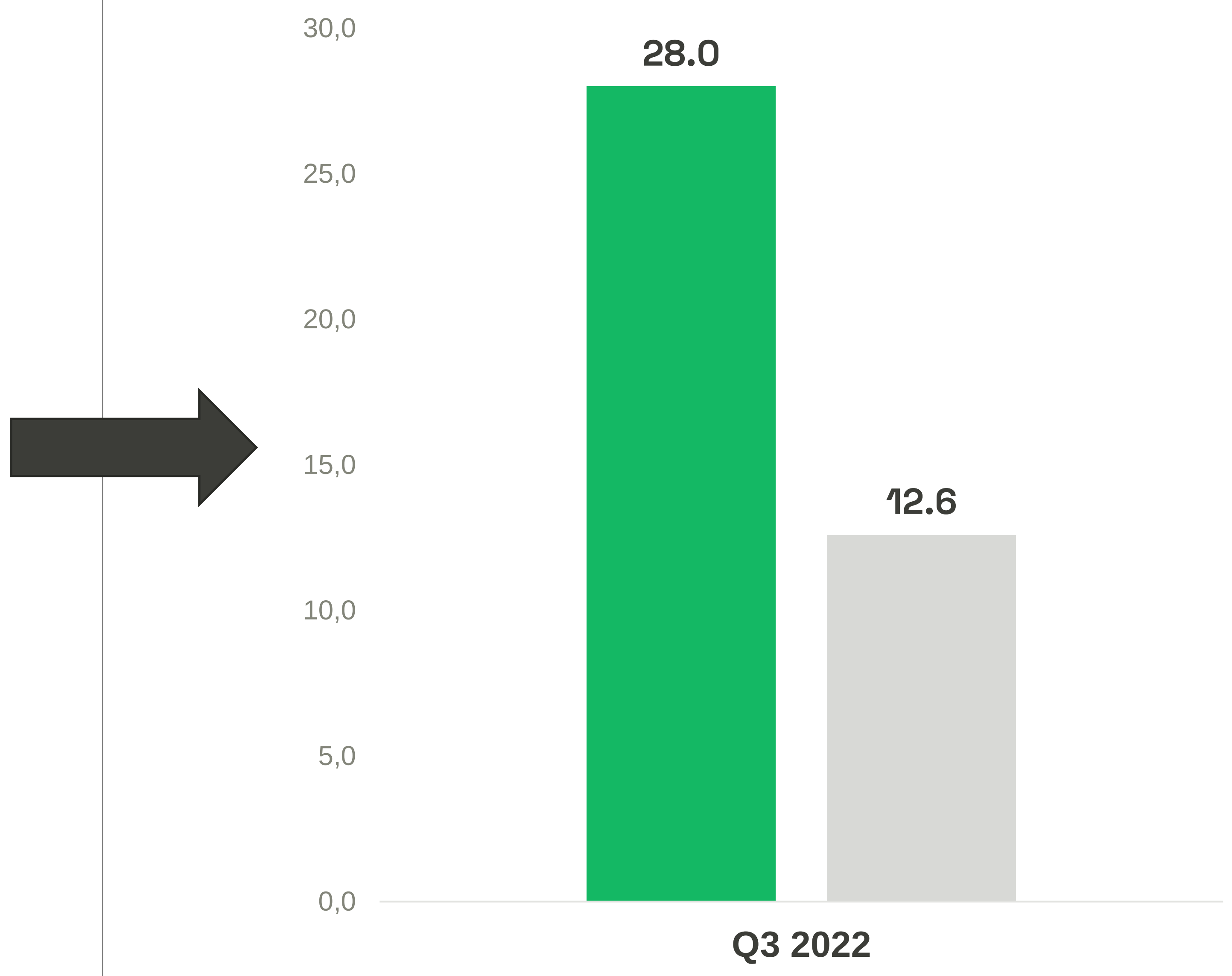
surplus: ~ PLN **30m**

*9M period

Safe debt level: 2-fold increase in cash flow from operating activities



The growth in cash flow from operating activities **is over twice** as high as the increase of payments related to debt servicing.



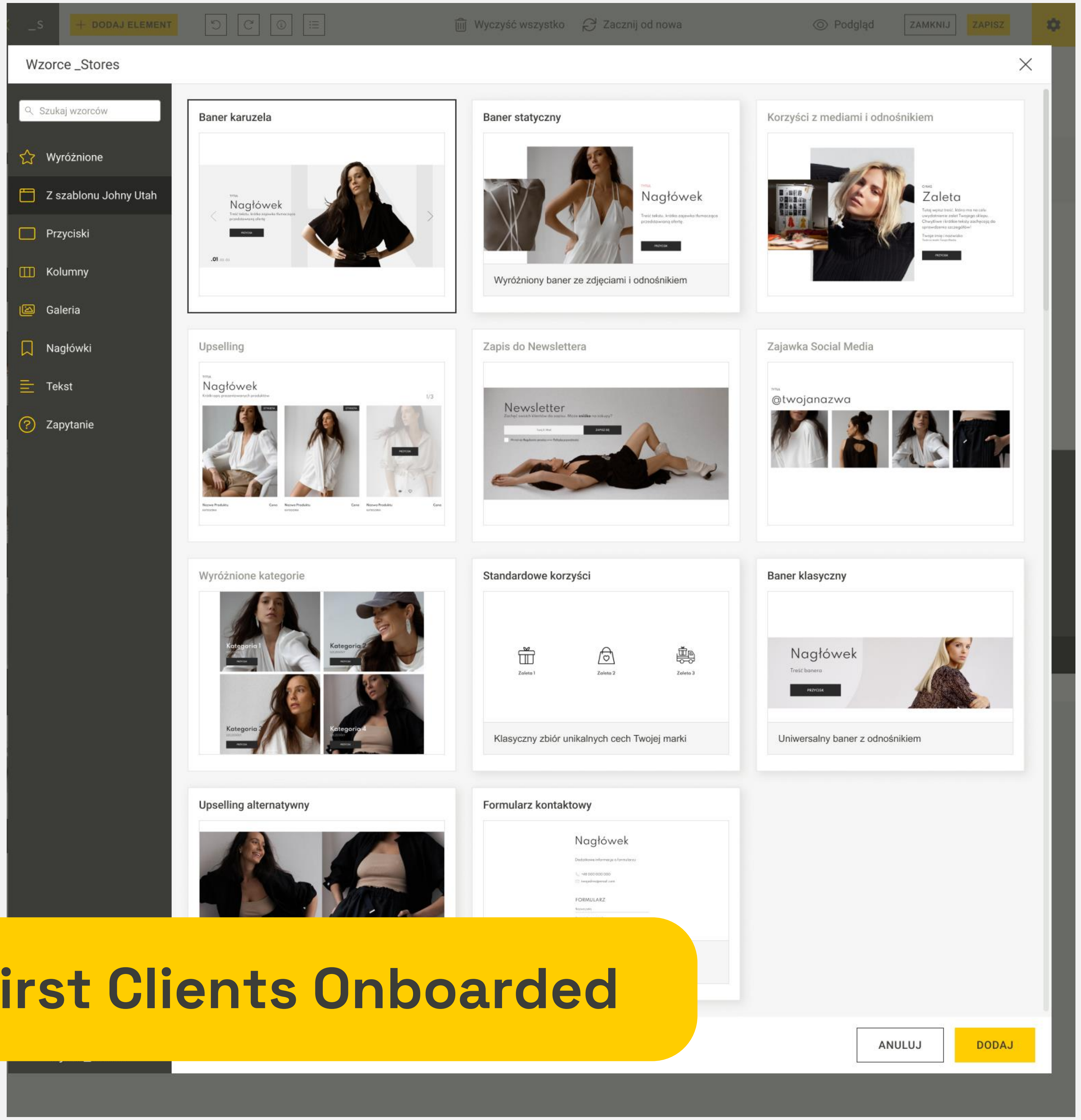
surplus: ~ PLN 15m


_Stores
by cyber_Folks

Launch your online store in less than 15 minutes

_Stores is all-in-one Online Store Builder where you will find everything to easily and effectively start, run, and grow your online sales:

- → Support Team focused on increasing sales
- → Professional templates optimized for high conversion
- → Fully hosted website (incl. domain registration, email inbox)
- → Simple and intuitive control panel
- → Extensive multi-channel marketing module
- → E-commerce tools integrations (incl. payments, delivery)



>220k

hosting clients

>40k

of our hosting clients are running online stores

First Clients Onboarded

cyber_Folks makes its mark on the e-commerce market

The cyber_Folks brand has been supporting thousands of e-commerce clients for years, offering them dedicated online sales products but also inspiring its clients with proven, reliable know-how. Today cyber_Folks is taking a step forward by publishing a book full of inspirations in which representatives of leading Polish e-commerce brands share their knowledge and experience on how to run an e-commerce business.

- Author: Krzysztof Domaradzki, Forbes
- Stories: Altenberg, Coffedesk, DeeZee, Displate, Kubota, Morele, Oponeo, Tylko, Your Kaya
- The book is available at Empik bookstores and on Empik website in the *Business, economy, marketing* category.

At the same time cyber_Folks is launching its **_Stores** product (Beta version) an online store builder and management tool, strengthening its position in the e-commerce segment.

cyber_Folks makes its mark on the e-commerce market

"In this book you will read real stories from which sweat, blood and tears drip. Not PR tweaked pieces, but a record of entrepreneurs' battles with the market, the competition, their weaknesses and business reality."

- Artur Kurasiński, entrepreneur and investor, arturkurasinski.com

Łukasz Wichłacz
CEO Coffeedesk

Paweł Sala
CEO & Co-Founder FreshMail, CCO Vercom

Krzysztof Domaradzki – Forbes, author of book „Patent na e-commerce"

"By trying, fine-tuning and... being inspired by the best ones you will create a patent for your e-commerce. A beautifully produced volume - perfect for gifting."

- Greg Albrecht, advisor to management boards and business owners, CEO, Albrecht & Partners

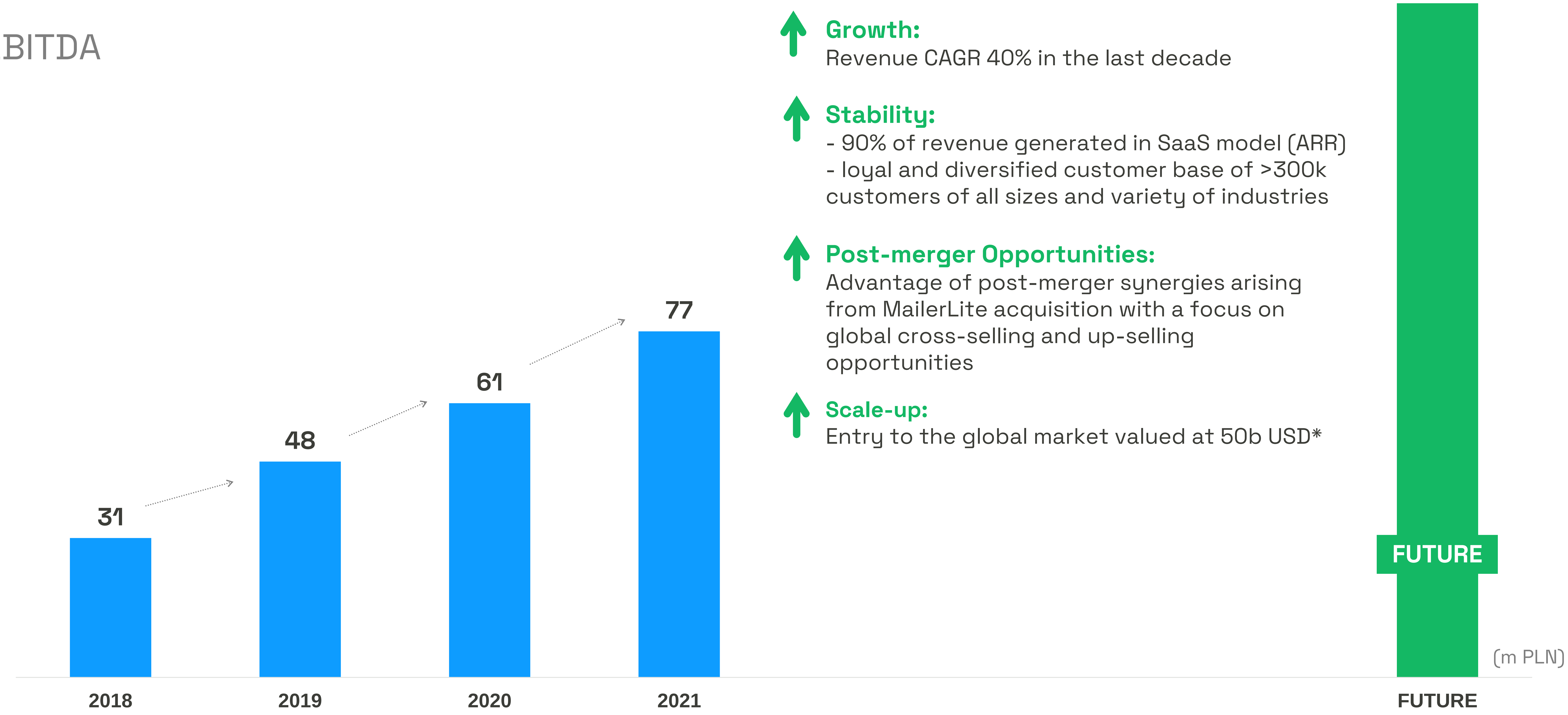
"Great job in terms of content, proofreading and publishing. I appreciate little tidbits like the texture of the cover. It's the little things like this that determine success. Every success, and business success in particular."

- Alina Sztoch, CEO & Co-Founder Kubota

Investment Thesis

R22 Investment Thesis

EBITDA



Growth:
Revenue CAGR 40% in the last decade

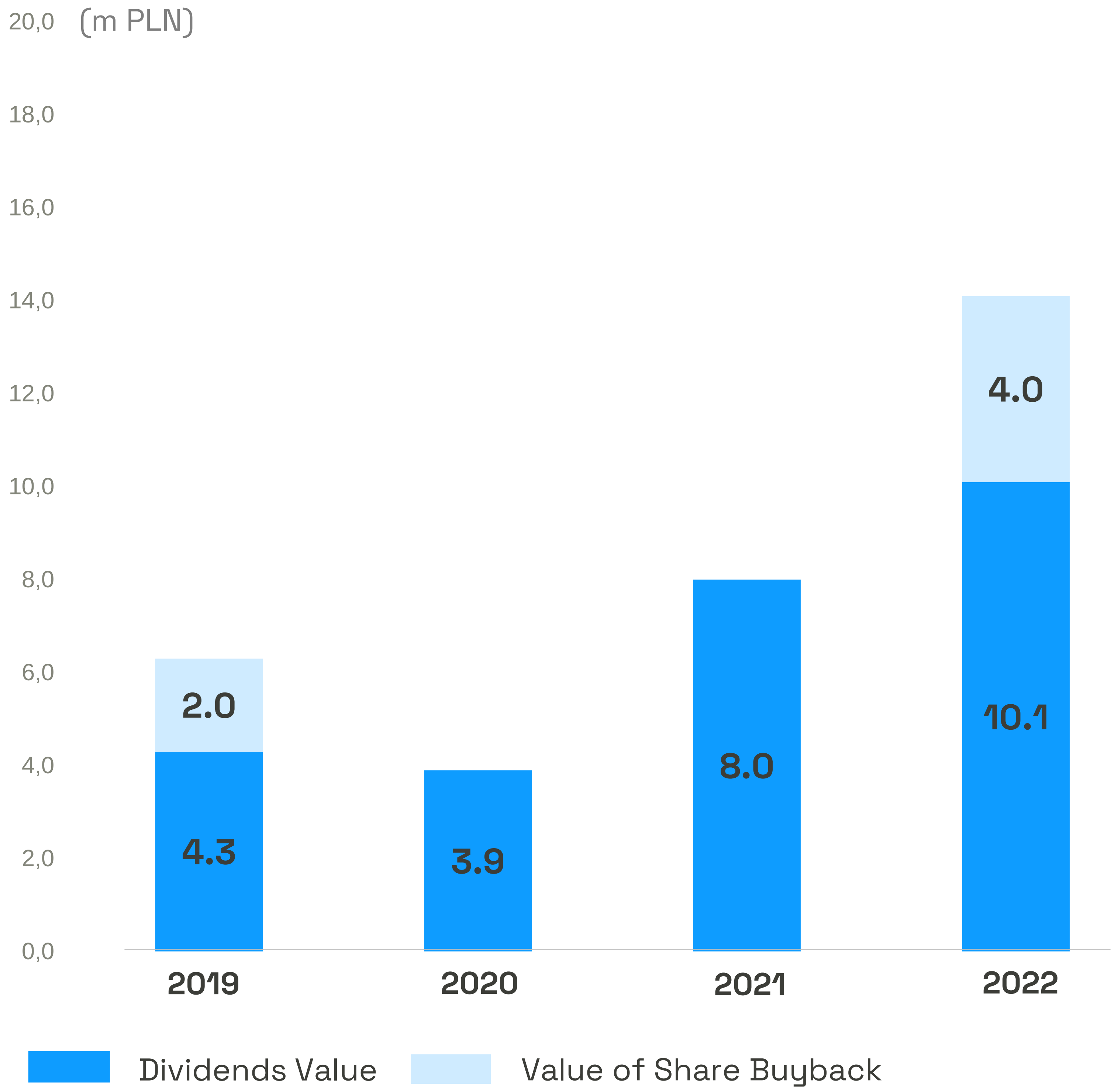
Stability:
- 90% of revenue generated in SaaS model (ARR)
- loyal and diversified customer base of >300k customers of all sizes and variety of industries

Post-merger Opportunities:
Advantage of post-merger synergies arising from MailerLite acquisition with a focus on global cross-selling and up-selling opportunities

Scale-up:
Entry to the global market valued at 50b USD*

*by 2025

Dividends: Investors benefiting from strategy execution



Highlights

Highlights 2022

13 January 2022

→ **Profitroom has won the main prize in the competition ”Polish Company - International Champion.**

→ Profitroom, a company belonging to the R22 Group - a provider of booking technologies for the majority of Polish hotels - won the main prize in the competition 'Polish Company - International Champion' in the category 'Debutant on Foreign Markets' organised jointly by PwC and Puls Biznesu. The competition focuses on honouring Polish companies which, thanks to foreign investments and export activities, are transforming into global entities, successfully competing on foreign markets and building the Polish brand on the international arena.

24 March 2022

→ **Nearly PLN 300m revenue for the R22 Group in 2021.**

→ The R22 Group continues its dynamic growth, increasing the scale of its operations and the financial results it achieves. In 2021 revenues increased by 33% to PLN 296.6m and adjusted EBITDA increased by 26% to PLN 77.2m. Adjusted net profit attributable to shareholders of the parent company was 28% higher than a year earlier, at PLN 28.9m, or PLN 2.06 per share. The dynamic growth in the Group's results is supported by favourable market trends in the digitalisation and automation of the economy and exposure to the fast-growing e-commerce industry.

26 April 2022

→ **Vercom has acquired MailerLite**

→ Vercom has reached a milestone in its international market expansion. The acquisition of MailerLite, a global provider of email communication tools for business customers headquartered in the US, has allowed the company to nearly triple its customer base and establish a presence in 180 markets. MailerLite's main markets are the US and Western Europe, which together account for more than 70 per cent of the company's revenue. MailerLite has more than 38k customers in 180 markets and employs around 100 people in 30 international locations. The value of the transaction was approximately PLN 340m.

9 May 2022

→ **Management Board recommends distribution of profit for 2021**

→ Management Board of R22 has proposed to the General Meeting a transfer to shareholders of PLN 14m, or 55% of the consolidated net profit attributable to shareholders of the parent company for 2021. The Board's original recommendation was to carry out a buyback of up to 260,000 treasury shares, at a price of no more than PLN 54.00 per share. Influenced by the dialogue with individual investors, CEO and significant shareholder, Jakub Dwernicki, proposed amendments to the draft resolutions, which included the payment of a dividend of PLN 10m and a share buyback of PLN 4m.

Highlights 2022

13 May 2022

→ **cyber_Folks technology partner of PrestaShop**

→ cyber_Folks, as the only Polish hosting company, has become an official PrestaShop hosting partner. The e-commerce solutions, including hosting dedicated to the requirements of this application, have been recognised not only by the 11k shop owners using PrestaShop (almost half of Polish shops using this technology), but also by the producer of this software itself.

6 June 2022

→ **General Meeting's decision on a dividend payment and a stock buyback**

→ On June 6, 2022, an Ordinary General Meeting adopted a resolution on the allocation of profit for the fiscal year 2021. Pursuant to that resolution, PLN 10.07m was allocated for a dividend payment totaling PLN 0.71 per share. The dividend date was set for June 11, 2022, with the payment date set for June 17, 2022. The remaining part of 2021 net profit (PLN 9.94m) was allocated to reserve capital. At the same time the OGM has authorized R22's Managing Board to conduct a stock buyback of up to 80,000 shares for PLN 50 apiece.

14 June 2022

→ **Taking up shares in Vercom and the sale of Oxylion shares**

→ As part of the transaction, R22 acquired 903,085 new issue shares in Vercom S.A. for a total issue price of PLN 37.0m in exchange for a non-cash contribution of 100% of Oxylion S.A. shares (PLN 28.0m) and a cash contribution (PLN 9.0m). The amount of PLN 8.0m was used to repay Oxylion S.A.'s debt to R22.

Highlights 2022

2 August 2022

→ **Organizational changes at cyber_Folks**

→ The Ordinary General Meeting of cyber_Folks made a decision to change the company's Managing Board. Robert Stasik was recalled from his position as a Managing Board member and was appointed to cyber_Folks Supervisory Board. At the same time Katarzyna Juszkiewicz, Konrad Kowalski and Artur Pajkert were appointed as new Managing Board members. The General Meeting also decided on cyber_Folks share split and a dividend payment totaling nearly PLN 18m.

→ Prior to that, in January 2022, newly issued shares of cyber_Folks S.A. representing a combined stake of 0.57% were taken up by Tomasz Karwatka and Piotr Karwatka in return for a cash payment of PLN 3m. The Karwatka brothers have extensive experience in the development of eCommerce projects and are currently managing venture builder Catch The Tornado.

21 September 2022

→ **cyber_Folks launches _Stores**

→ _Stores is a creator for setting up and running online shops. The product is currently available in Beta version. The product stands out for its comprehensive offering, intuitiveness and ease of use, as well as its support in terms of technology and activities focused on increasing sales.

20 October 2022

→ **R22 makes early repayment of loans taken from PFR TFI**

→ R22 has made an early repayment of loans totalling EUR 3m taken out in 2018 from the Foreign Expansion Fund. The loan proceeds were used for a number of acquisitions in the Romanian and Croatian markets in 2018-2019. Over the past four years, R22 has acquired nine foreign hosting companies.

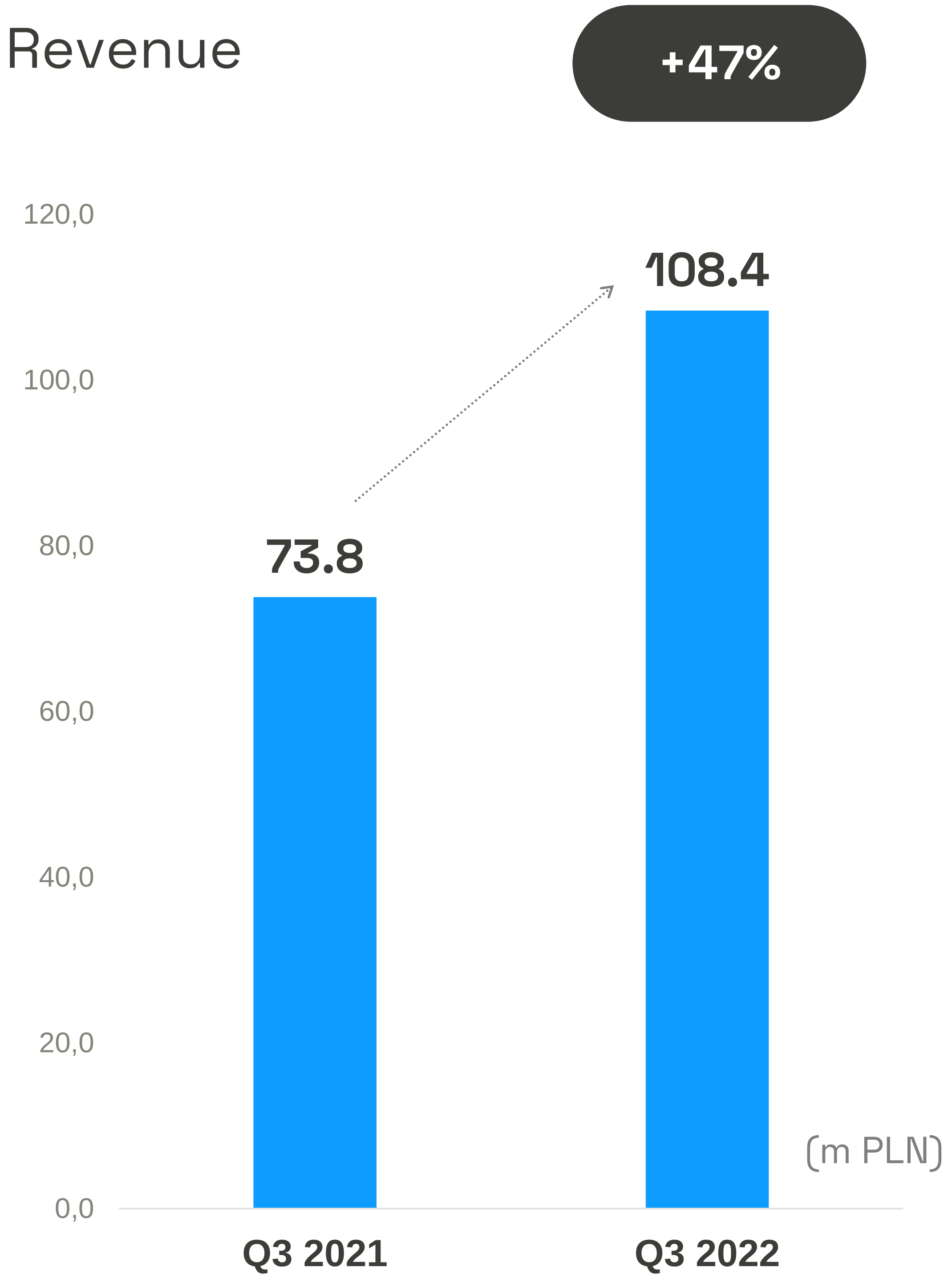
27 October 2022

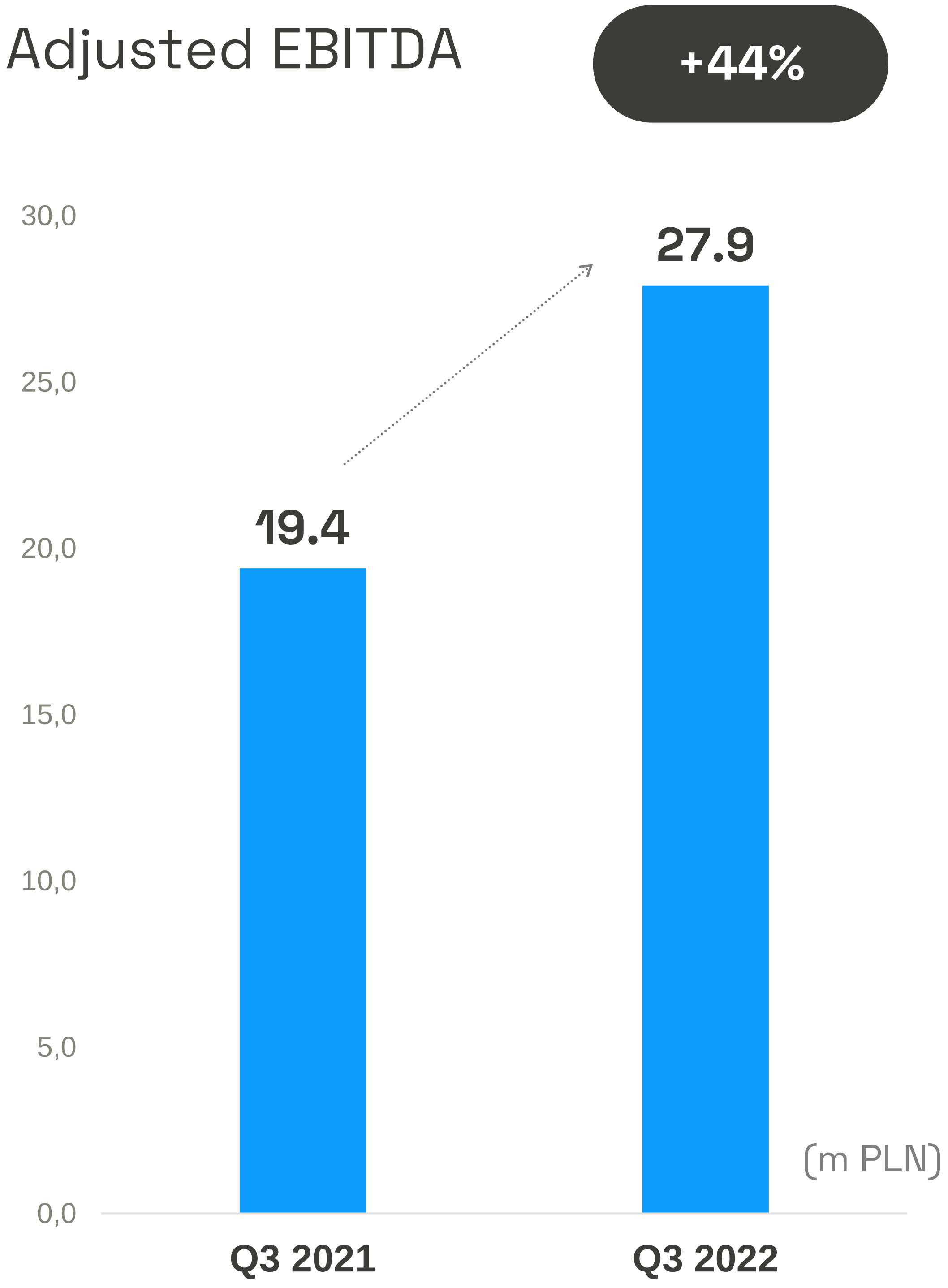
→ **Book launch 'Patent na e-commerce' [Patent for e-commerce]**

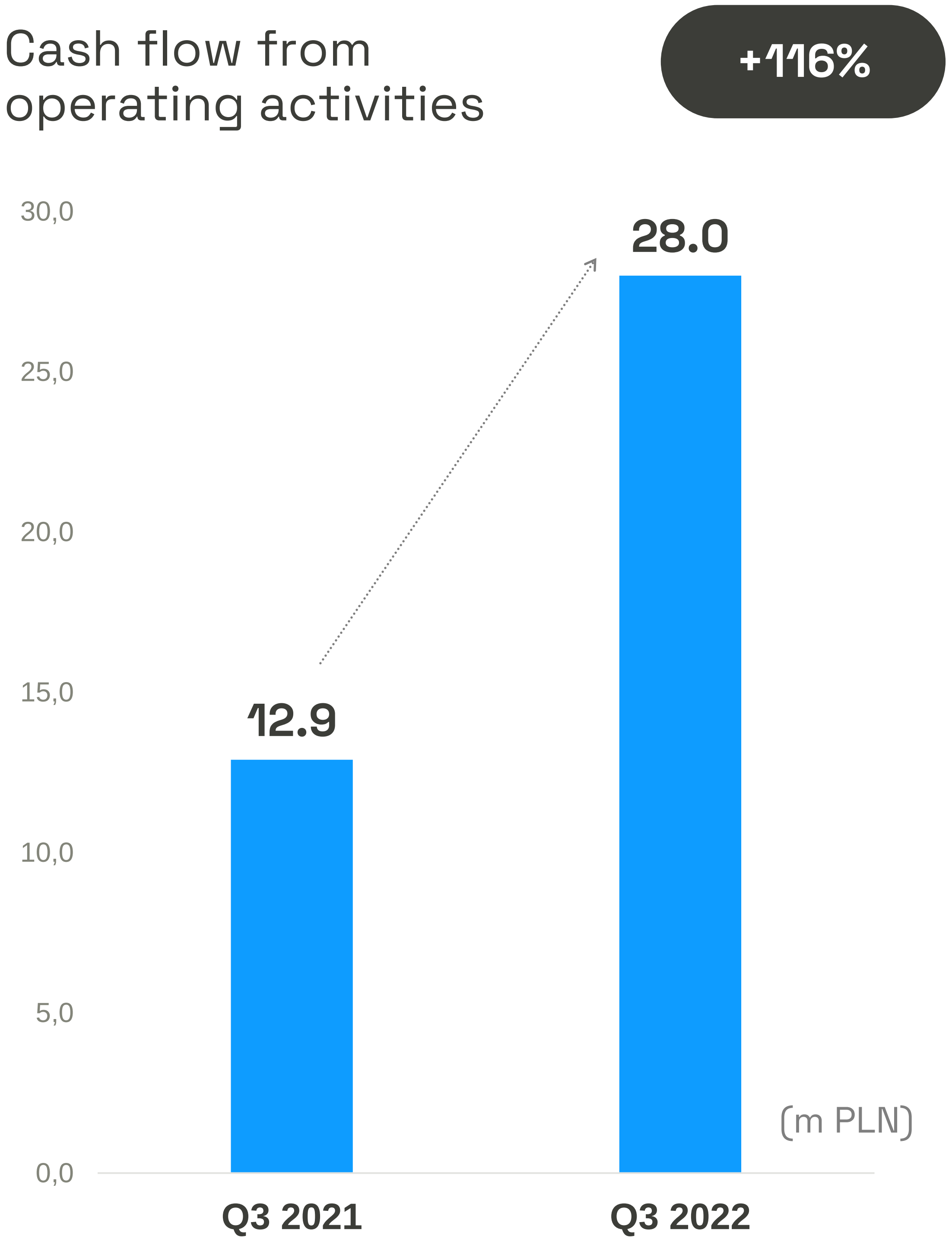
→ During the 22nd eCommerce Fair in Warsaw, the book 'Patent for e-commerce' was premiered, in which representatives of leading Polish e-commerce brands share their knowledge and experience in running an e-commerce business. Full of inspiration, the book is available to cyber_Folks customers and in Empik stores.

Financial results

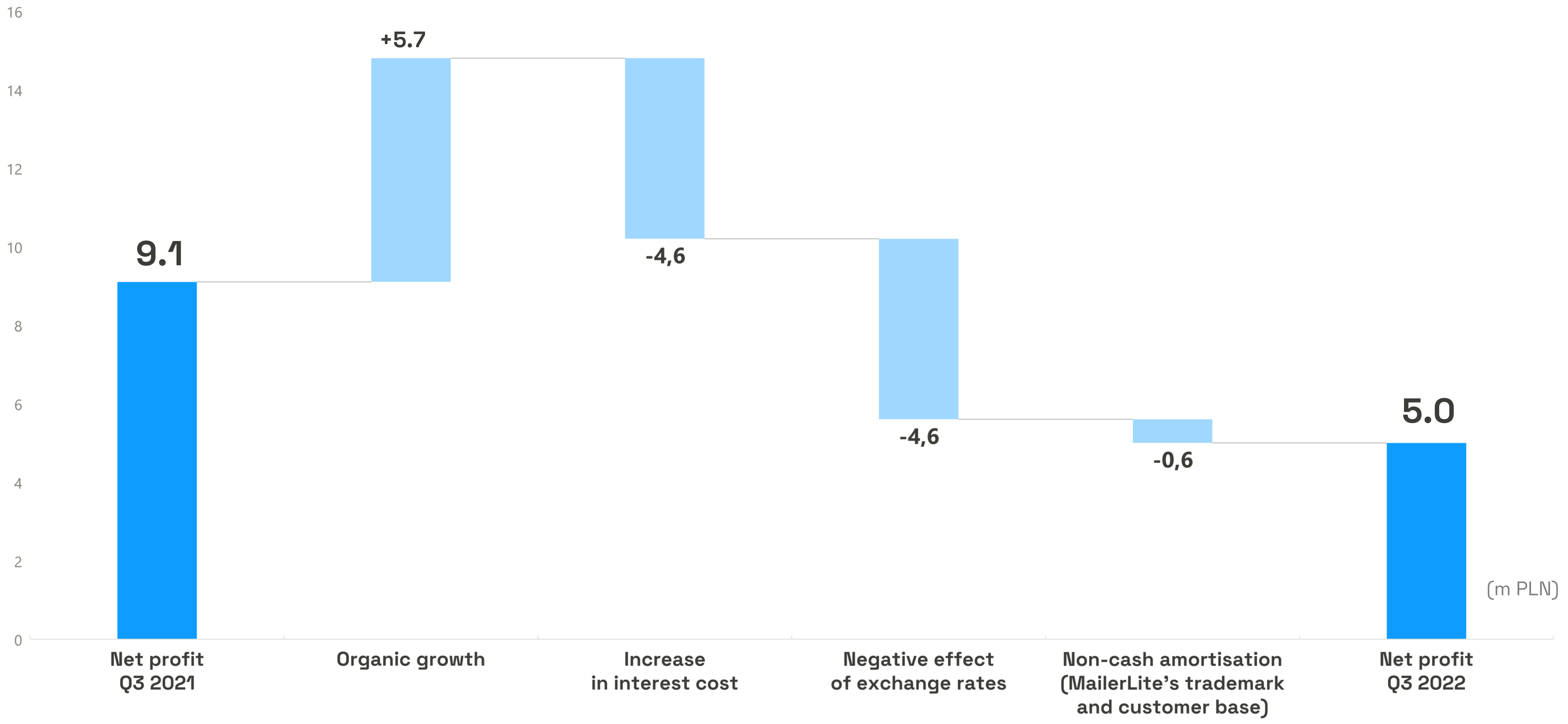
R22: Best quarter ever







Net Profit: Exceptional impact of financial costs

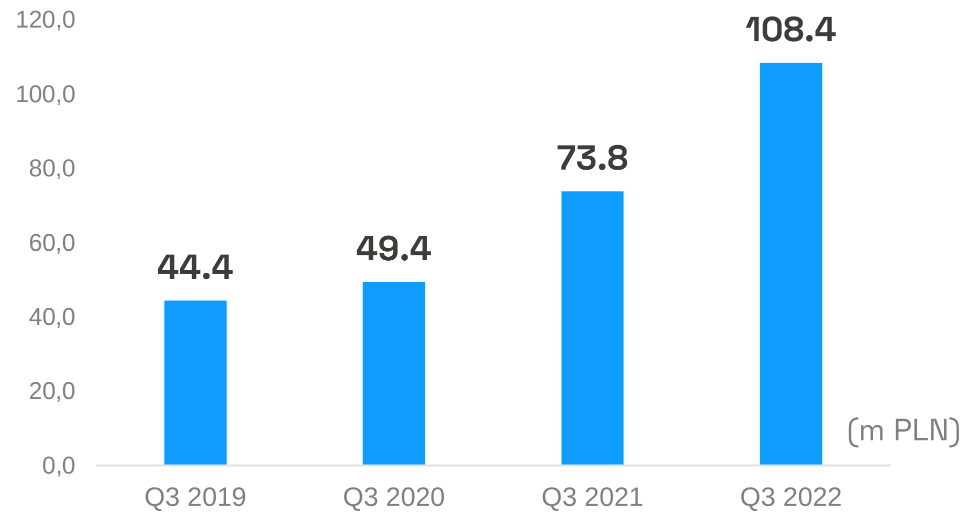


Dynamic growth of revenues and profits

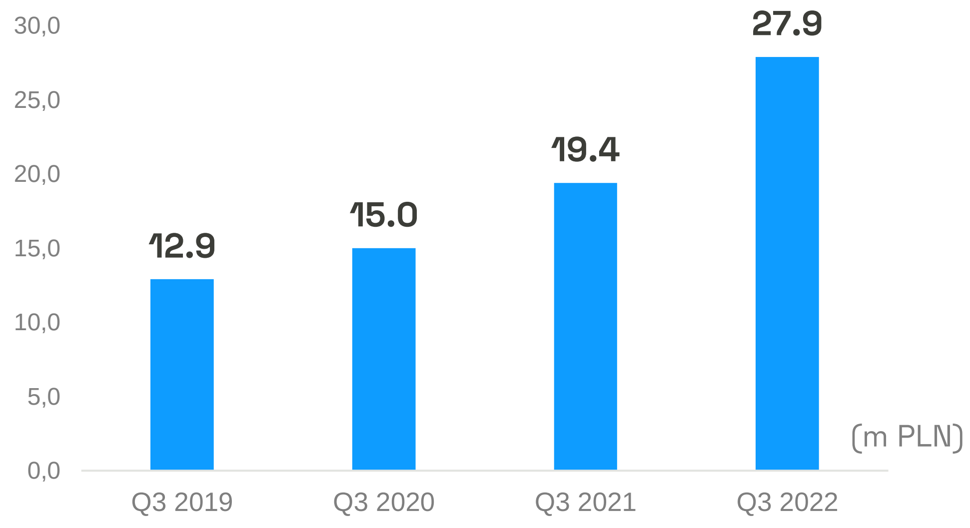
Selected consolidated financial data:

(k PLN)	9M 2021	9M 2022	Change	Q3 2021	Q3 2022	Change
Revenue from sales	**209 367**	**279 439**	**33.5%**	**73 812**	**108 385**	**46.8%**
EBIT	38 770	49 786	28.4%	12 342	20 124	63.1%
Adjusted EBITDA	**56 055**	**71 726**	**28.0%**	**19 361**	**27 874**	**44.0%**
Transaction costs	1 212	2 246	85.3%	1212	310	-74.4%
ESOP Vercom	1 123	471	-58.1%	674	157	-76.7%
Gain/(loss) on sale and liquidation of tangible fixed assets	0	-503		0	0	
Net Profit	**28 015**	**22 799**	**-18.6%**	**9 085**	**5 049**	**-44.4%**
Net Profit attributable to shareholders of parent company	**22 359**	**15 177**	**-32.1%**	**7 030**	**2 984**	**-57.6%**
Net profit adjusted for exchange rate losses	28 611	29 649	3.6%	9 660	10 693	10.7%

Revenue:



Adjusted EBITDA:



Clear organic growth + Acquisitions:

- Increase in revenue to PLN 108.4m (vs. PLN 73.8m) and adjusted EBITDA to PLN 27.9m (vs. PLN 19.4m). The past quarter (Q3 2022) was the **first quarter of full consolidation of the results of the acquired MailerLite**, which generated revenue of PLN 21.2m in Q3 2022, with an EBITDA margin of 25% (PLN 5.3m).
- A decrease in net profit related to an **increase in net finance costs**, which amounted to PLN 12.4m in Q3 2022 (PLN 2.3m a year earlier). Including interest expenses of PLN 6.5m (vs. PLN 1.8m) and net foreign exchange differences of PLN 5.6m (vs. PLN 0.6m), significant fluctuations in value possible in subsequent periods. The valuation of credit liabilities in EUR, which is non-cash in nature and will be offset in subsequent periods by the large stream of EUR and USD receipts generated by MailerLite.

More than 2-fold increase in cash flow from operations

Selected consolidated financial data:

(k PLN)	9M 2021	9M 2022	Change	Q3 2021	Q3 2022	Change
Net cash flow from operating activities	**44 577**	**65 715**	**47.4%**	**12 937**	**27 983**	**116.3%**
Purchase of fixed real assets and intangibles less the proceeds from sale of fixed assets	-5 358	-12 483	133.0%	-30	-4 737	15690.0%
Payments of lease liabilities	-4 498	-6 195	37.7%	-1 736	-2 022	16.5%
Unlevered FCF	**34 721**	**47 037**	**35.5%**	**11 171**	**21 224**	**90.0%**
Repayment of credits and loans	-16 761	-16 523	-1.4%	-3 529	-4 960	40.5%
Interest paid	-5 563	-12 240	120.0%	-1 692	-5 974	253.1%
Dividends to minority shareholders	-4 442	0	-100.0%	0	0	
Free Cash Flow (FCF)	**7 955**	**18 274**	**129.7%**	**5 950**	**10 290**	**72.9%**

(k PLN)	31.12.2021	30.09.2022	Change
Net debt	73 972	**313 760**	324%

- **More than 2-fold increase in cash flow from operating activities (up 116.3%).**
- **High, 90% conversion of EBITDA** to operating cash flow.
- **Increase in capital expenditure and lease payments** due to increased investment in the development of CPaaS platforms and increased scale of operations.
- Increase in interest paid due to the increase in WIBOR.
- **Long-term ability to generate high cash surplus.** High efficiency of capital expenditure.
- **The change in net debt** is primarily due to the MailerLite acquisition financed with equity from the Vercom IPO and a bank loan.

Business Segment Overview

cyber_Folks

cyber_Folks™

Financial results of cyber_Folks

Selected financial data:

(k PLN)	9M 2021	9M 2022	Change	Q3 2021	Q3 2022	Change
Revenue	74 523	90 734	21.8%	**25 210**	**31 269**	**24.0%**
EBIT	21 700	25 855	19.1%	7 569	8 798	16.2%
Amortization	-8 341	-10 429	25.0%	-2 694	-3 616	34.2%
EBITDA	30 041	36 284	20.8%	**10 263**	**12 414**	**21.0%**
Margin	40.3%	40.0%		40.7%	39.7%	
CapEx	7 719(1)	8 023	3.9%	**2 768**	**2 575**	**-7.0%**
CapEx%	10.4%	8.8%		11.0%	8.2%	

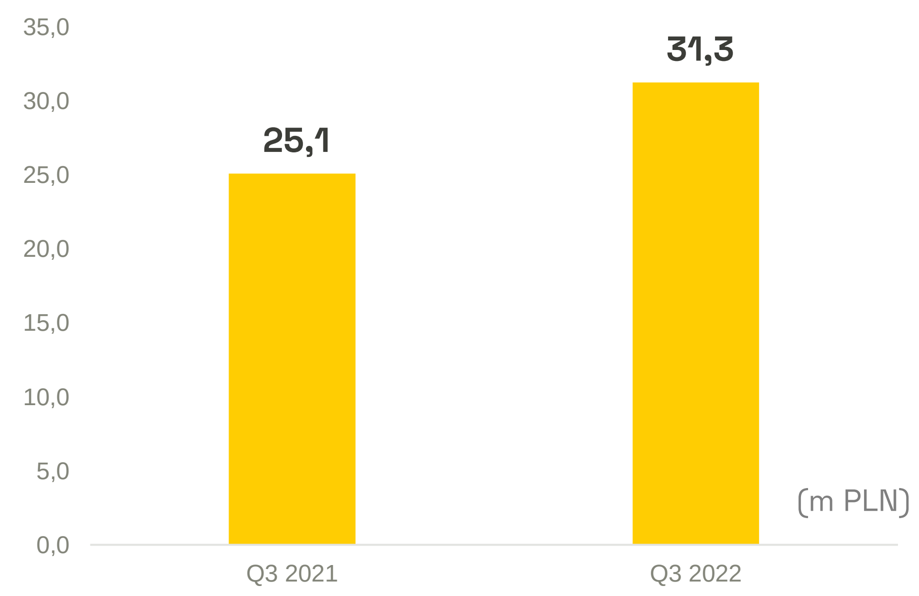
Reformatting the customer base - rotating customers and acquiring new customers with higher growth potential, particularly from the e-commerce industry.

As a result, the observed increase in ARPU and, above all, above-average EBITDA growth.

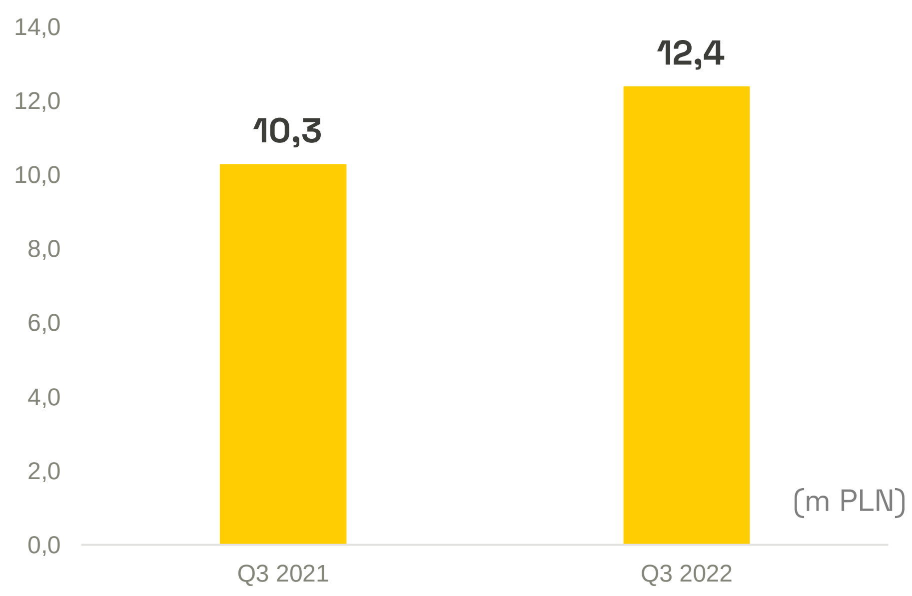
24% increase in revenues yoy
21% increase in EBITDA yoy

Consolidation of Zenbox.pl from Q4 2021.

Revenue: +24%



EBITDA: +21%



*CapEx, excluding the disclosure of the lease agreement for the server room, worth PLN 2.467m

Selected KPI of cyber_Folks

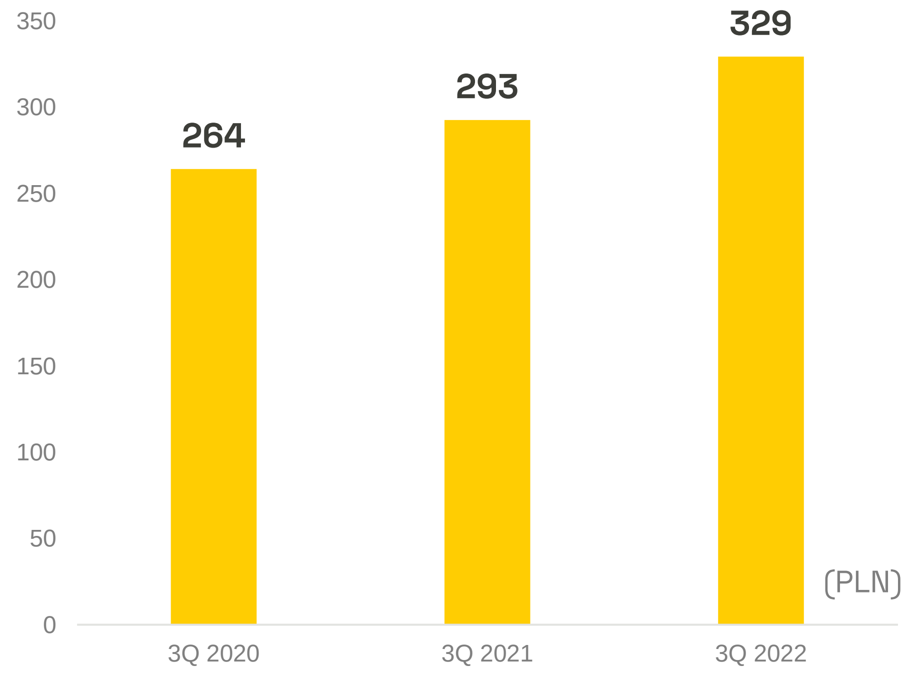
Hosting:

	Q3 2020	Q3 2021	Q3 2022
# customers (k)	200.5	200.2	**221.7**
ARPU LTM (PLN)	264.2	292.7	**329.4**

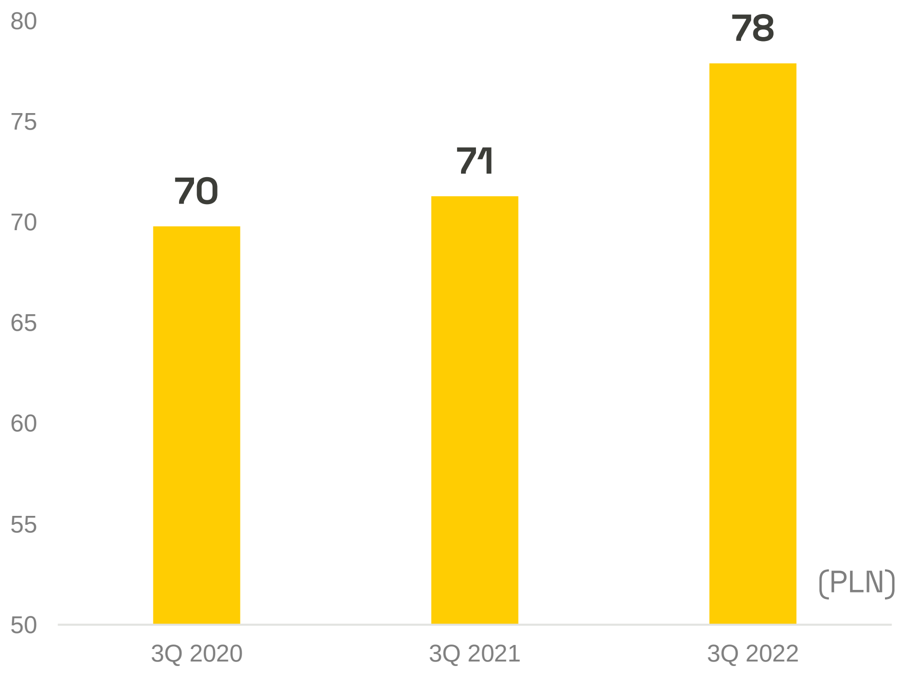
Domains :

	Q3 2020[1]	Q3 2021[2]	Q3 2022[2]
# domains (k)	365.2	359.6	391.4
ARPU LTM[3] (PLN)	69.8	71.3	77.9

ARPU LTM:



ARPU LTM[3]:



Focus on the e-commerce sector

Increase in ARPU and margin

High level of service quality and customer satisfaction.

Stable level of NPS and First Time Response.

The group has about **220k hosting customers** and over **390kdomains**

Stable churn, better the market average:

Hosting 17%

Domains 27%

1) Including 29.6k domains in the promotion for PLN 0
2) All paid domains.
3) Only on paid domains.

R22 repaid loans taken from PFR TFI ahead of schedule

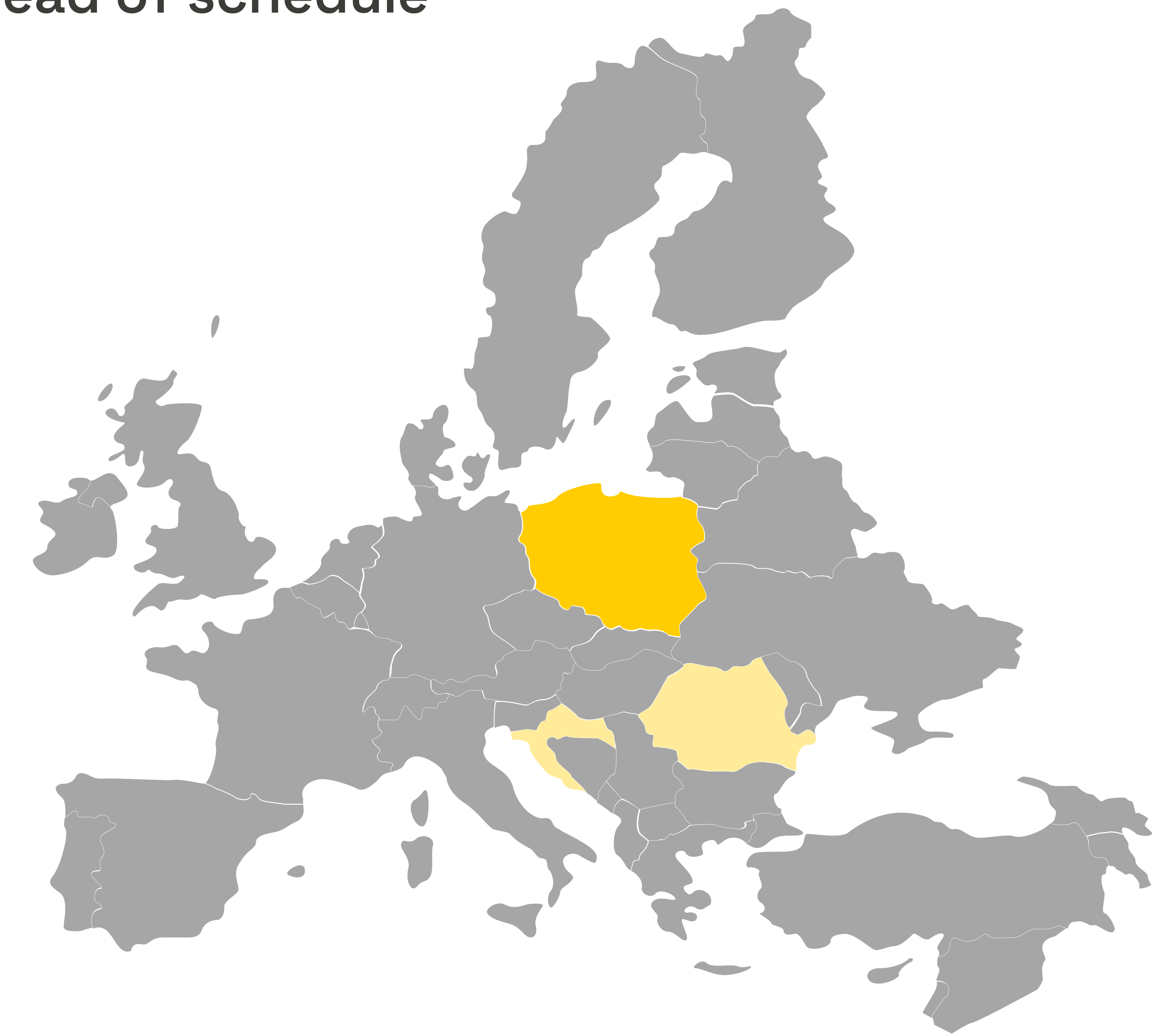
After the reporting period, R22 has made an early repayment of loans totalling EUR 3m taken from the Foreign Expansion Fund in 2018. The loan proceeds were used for a number of acquisitions in the Romanian and Croatian markets in 2018-2019. Over the past four years, R22 has acquired nine foreign hosting companies. The early repayment of the debt is the result of better-than-anticipated operating cash flows for the company.

1st Romania

We are the **first largest web hosting provider in Romania**

2nd Croatia

We are the **second largest hosting provider in Croatia**



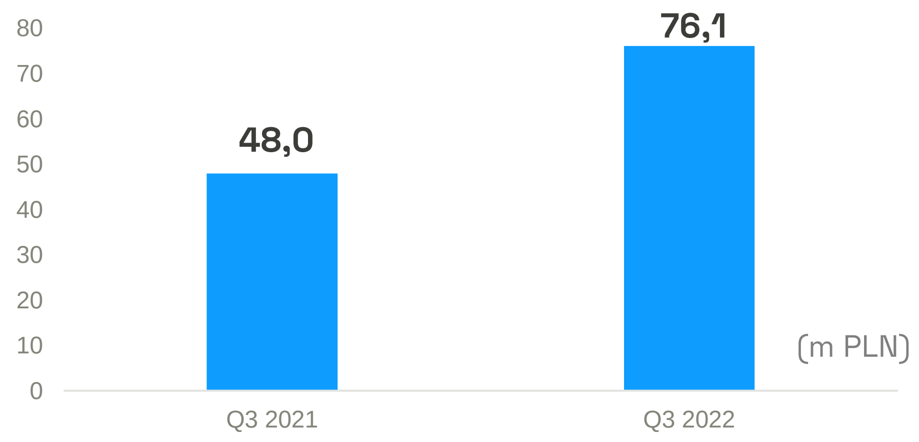
CPaaS

Finanscial results of CPaaS

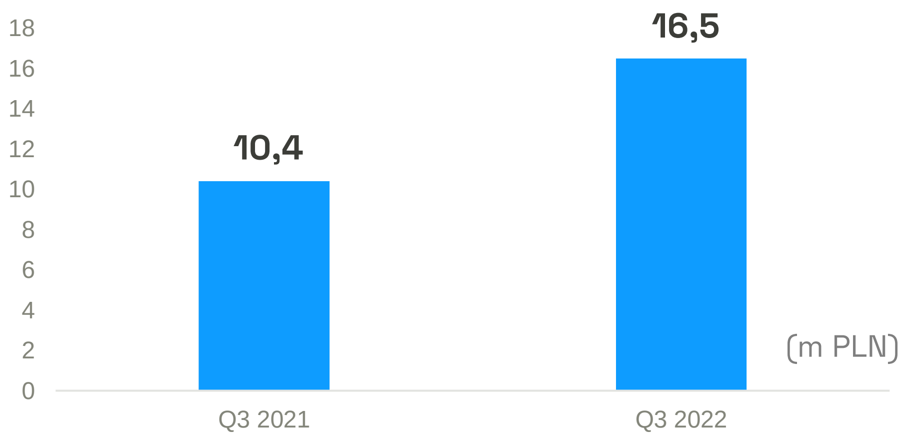
Selected financial data:

(k PLN)	9M 2021	9M 2022	Change	Q3 2021	Q3 2022	Change
Revenue	**133 209**	**185 684**	**39.4%**	**47 970**	**76 084**	**58.6%**
EBIT	21 448	27 828	29.7%	6 384	12 741	99.6%
Amortization	-5 789	-8 137	40.6%	-2 139	-3 290	53.8%
EBITDA	**27 237**	**35 965**	**32.0%**	**8 523**	**16 031**	**88.1%**
Transaction costs	1 212	2 246	85.3%	1 212	310	-74.4%
ESOP	1 123	471	-58.1%	674	157	-76.7%
Profit for sale fixed assets	0	-224		0	0	
Adjusted EBITDA	**29 572**	**38 458**	**30.0%**	**10 409**	**16 498**	**58.5%**
Margin	22.2%	20.7%		21.7%	21.7%	
CapEx	**4 675**	**6 926**	**48.1%**	**2 106**	**1 882**	**-10.6%**
CapEx%	3.5%	3.7%		4.4%	2.5%	

Revenue: +59%



Adjusted EBITDA: +59%



Nearly 60% increase in revenue

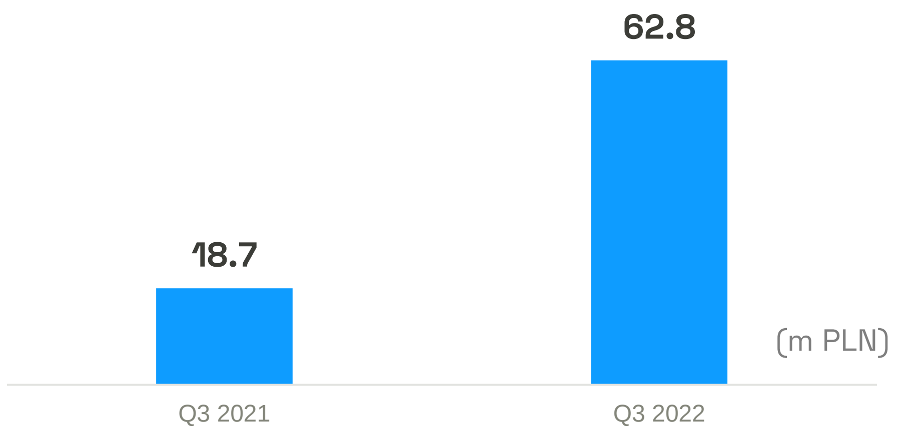
Gross margin and EBITDA margin growth as a result of improved product mix

First full quarter of consolidation of MailerLite results

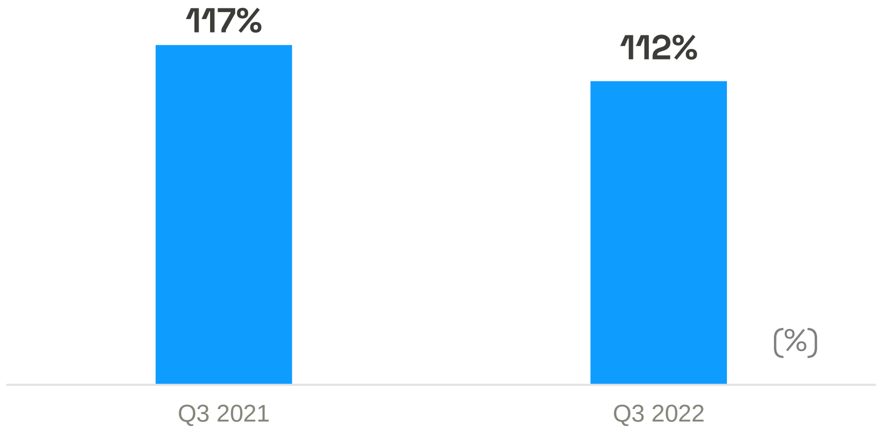
High cash generation capacity

Selected KPI of CPaaS

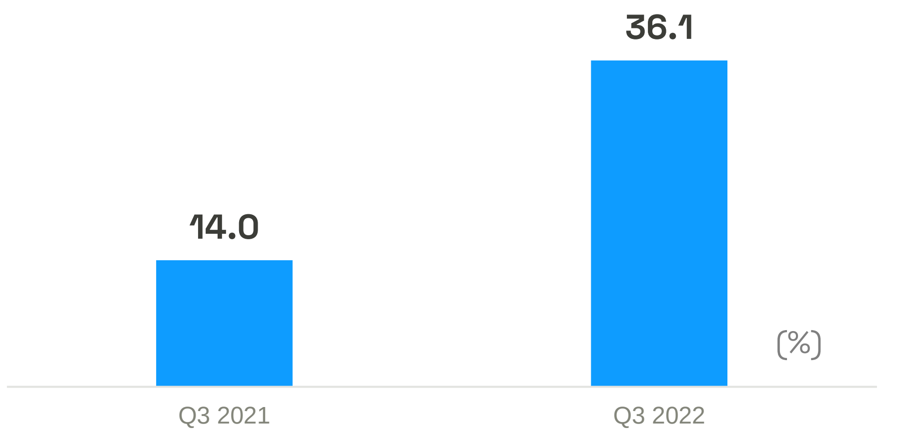
 # customers: **+236%**



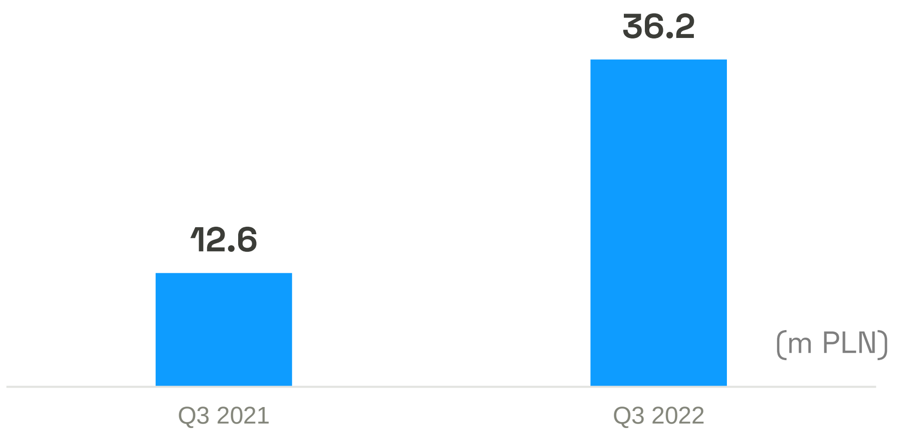
NER(1): **-5 p.p.**



Gross margin: **+157%**



Foreign sales: **x3**



(1) NER (Net Expansion Rate): increase in sales to a repeat group of customers, i.e. entities that were the Group's customers in the period for which the ratio is calculated and in the comparative period

3-fold increase in the number of customers

Increase in industry and geographic diversification of customers

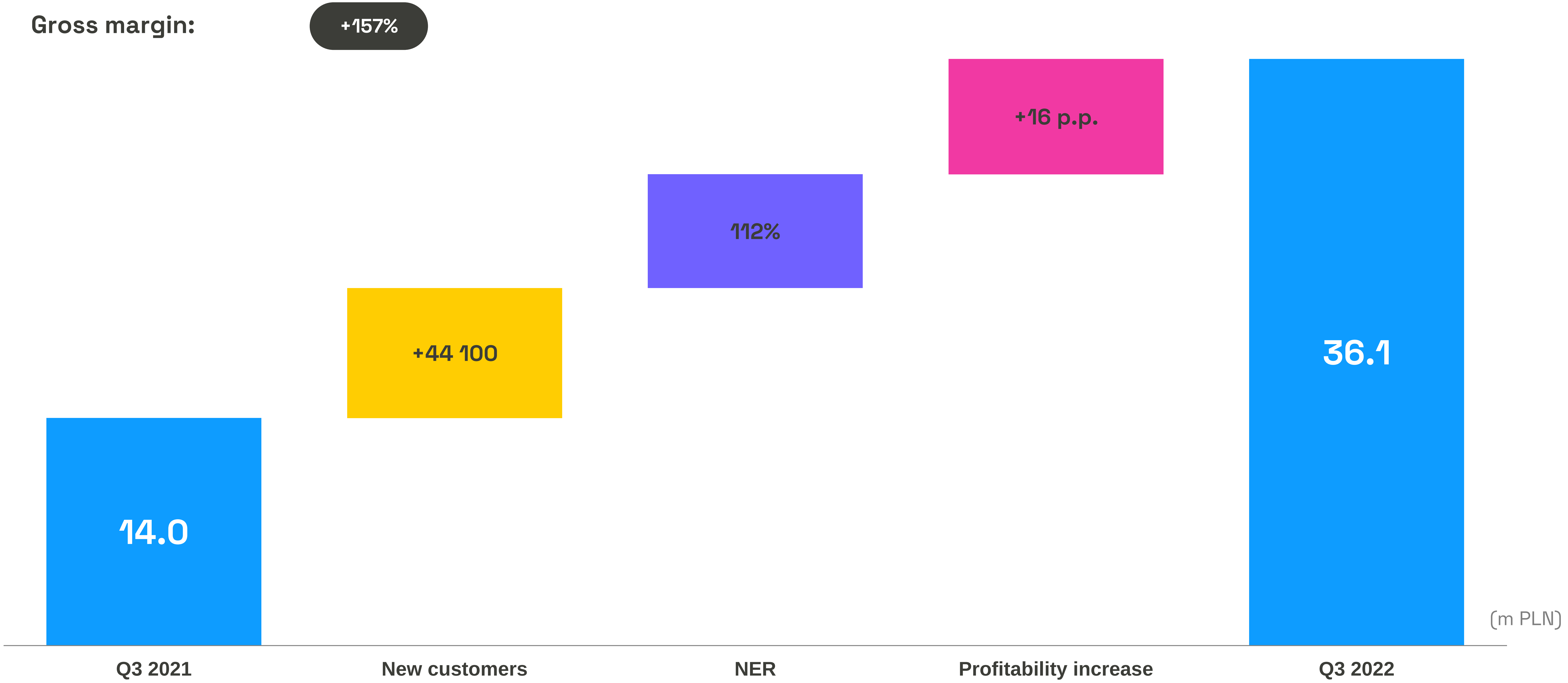
Increase in gross margin by 157% yoy to PLN 36m

Improved product mix for high-margin services - email and push channel in consolidated revenues

Leap growth of international revenue as a result of MailerLite acquisition

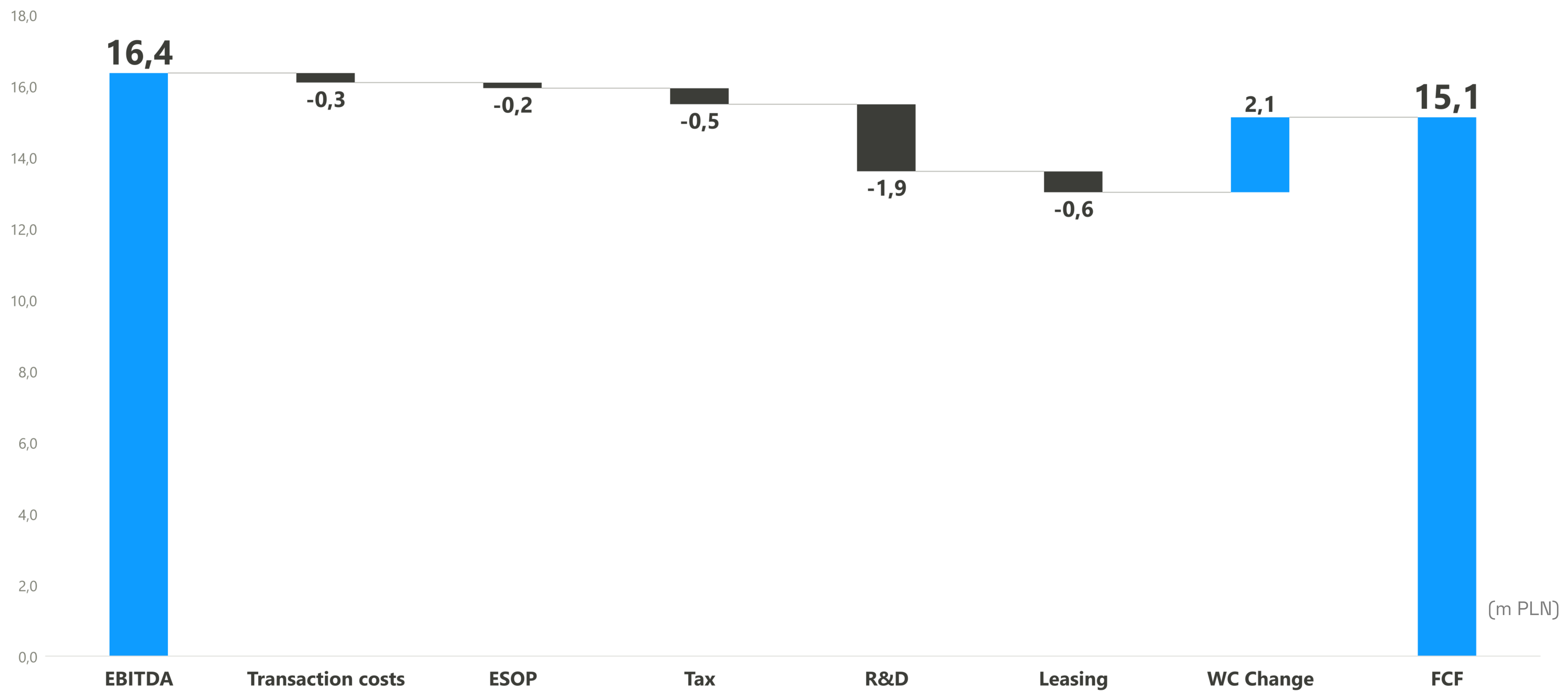
Presence in **180 markets** with strong exposure to the US and Western Europe

Dynamic growth of the gross margin



(1) NER (Net Expansion Rate): increase in sales to a repeat group of customers, i.e. entities that were the Group's customers in the period for which the ratio is calculated and in the comparative period

Cash Flow: High EBITDA to cash conversion



Communication Platform as a Service

Basic information

Vercom creates global cloud-based communications platforms (CPaaS) that enable companies to build and develop lasting relationships with their audiences across multiple communication channels.

Vercom's solutions help our customers and partners overcome communication complexity, automate and scale-up, while maintaining high deliverability and efficiency - all in a fast, secure and reliable manner.

The company's solutions include services using commonly used communication channels, such as SMS, email and push.

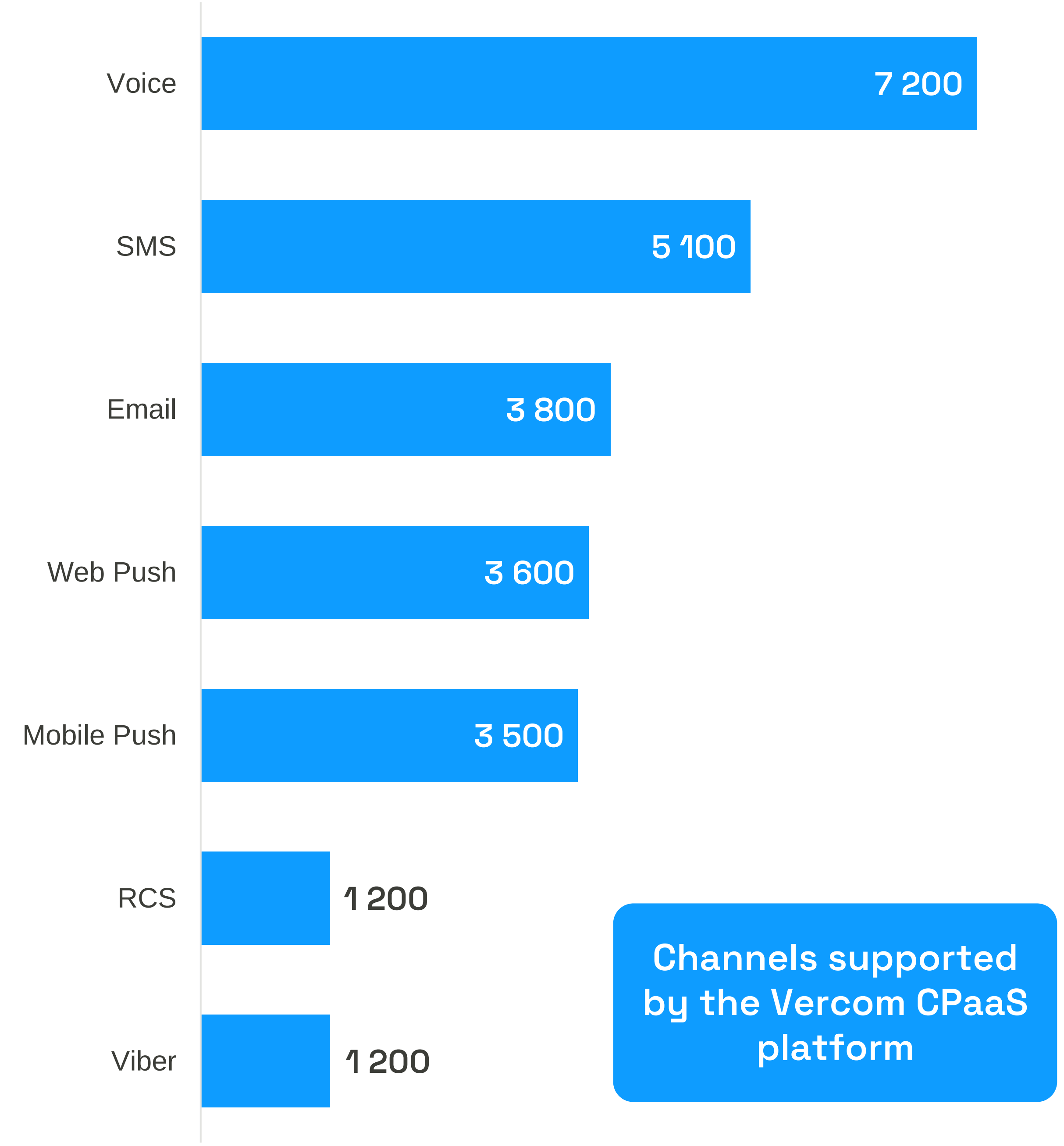
Vercom's clients are entities from various sectors of the economy, in particular e-commerce companies and e-commerce support services, including logistics of electronic payments. Entities from the financial sector are also a significant group of clients.

CPaaS services

CPaaS is a solution enabling communication between companies and their customers through one centralized platform.

The platform organizes communication within complementary channels: SMS, e-mail, push, OTT, as well as voice and video. In B2C communication, each of these channels has a specific purpose. The key to effective communication is the appropriate combination of individual channels, thanks to which it is possible to transfer transactional and marketing information as effectively as possible.

Global range (m users)



Source: GSMA.com, Statista, Facebook

Communication Platform as a Service

Why is it worth using CPaaS services

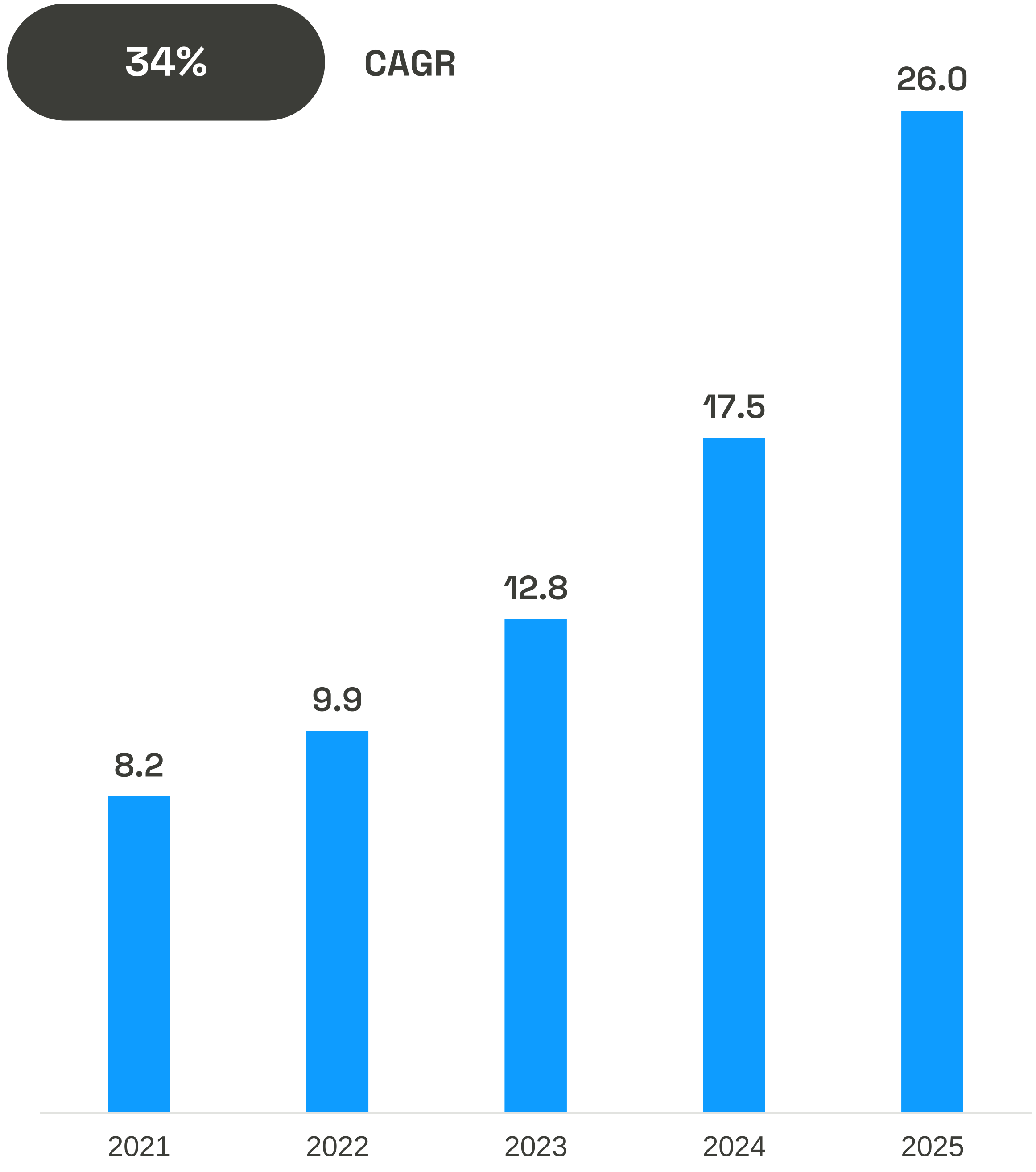
Thanks, among others the use of distributed system architecture and appropriate encryption standards, the use of CPaaS greatly facilitates the management of communication processes and increases security.

CPaaS market

The main stimulants of the growth of this market are the dynamic development of e-commerce, the development of marketing automation services and the broadly understood digitization of society (banking, telecommunications, administration, etc.). The growth of e-commerce consequently drives the growth of the entire ecosystem supporting its operation (logistics, payments, MarTech). For each single online transaction, the CPaaS platform is responsible for providing several information and messages for entities participating in this process.

The level of use of CPaaS services among enterprises is relatively low, which is another factor positively influencing the market development prospects in the long term. The market is still dominated by single-channel solutions, which, compared to multi-channel solutions, are less effective, convert less well, are usually more expensive and more complicated to manage.

Global SPaaS market value (b USD)



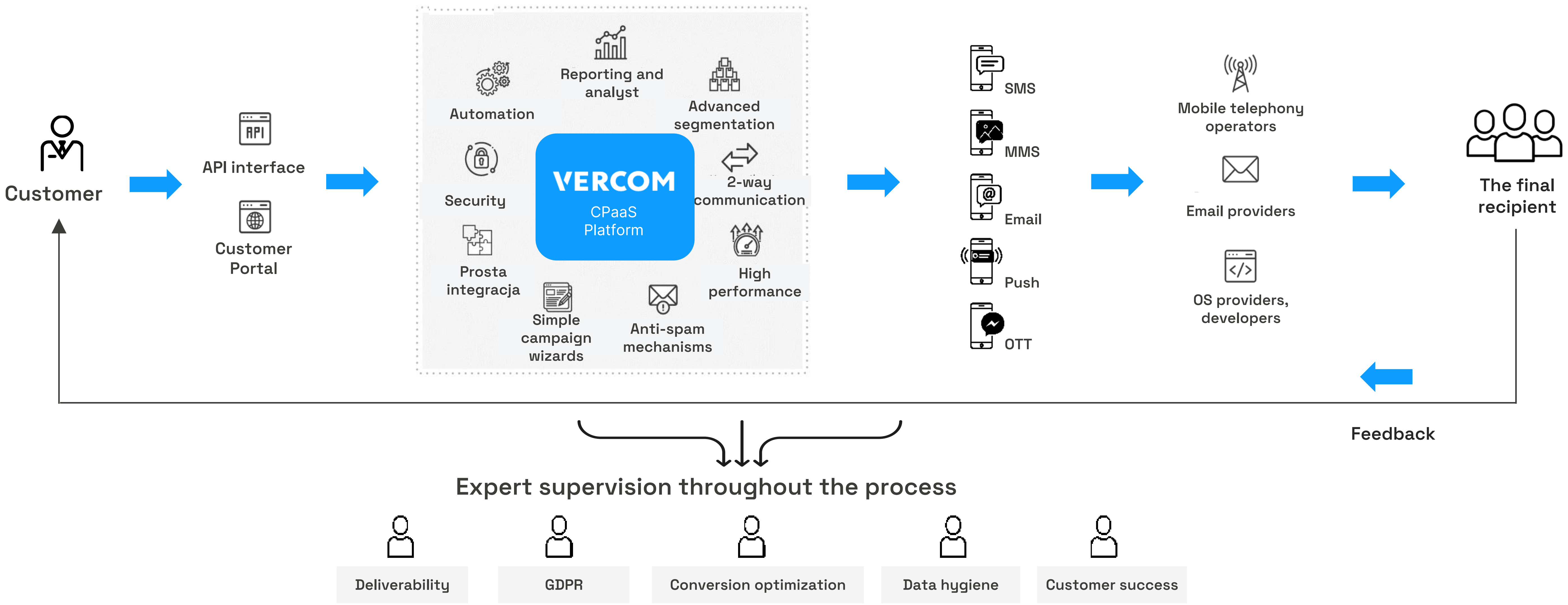
One e-commerce transaction generates multiple messages

e-commerce	Financial institutions	Courier	Utilities	Telecoms	FMCG	Publishing
Orders	Payment	Shipment	Invoice	Notifications	Promotions	Advertisement
Thank you for ordering # 12345. Your order is being processed.	Payment for order no. #12345 has been accepted.	Your order has been shipped. Estimated delivery: 26.02.2021	Thank you for the payment of 44.90 PLN to the client's account 52071. The current balance is 0.00 PLN.	Welcome to Roaming! Take advantage of free calls, sms and mms in the EU (zone 1 and to PL).	This week only! A special occasion for an enlarged portion of fries and a drink for FREE!	Send an SMS with the text I play to number 224455 and fight for valuable prizes. There is a new Suzuki Swift to be won.

Communication Platform as a Service

One of the leading suppliers of technology enabling the integration and automation of various electronic communication channels in CEE

Flexible access + Integrated communication tools + Real multi-channel

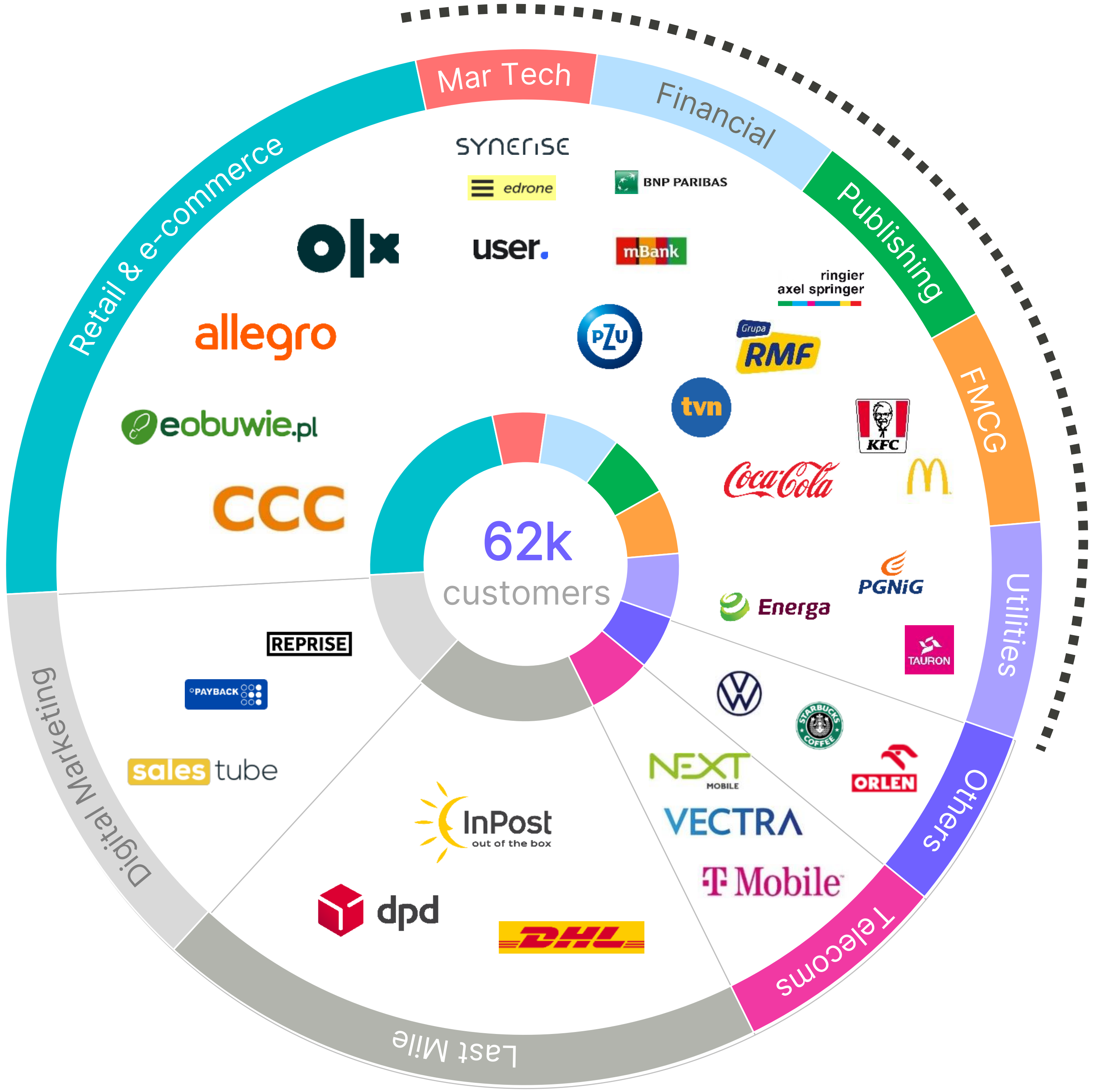


Strong market position of Vercom

Sources of Vercom's competitive advantages

- High efficiency of omnichannel communication
- High level of message deliverability
- All communication channels available under one service
- Potential for a significant reduction in unit costs on the client's side
- Possibility of full integration with the client's IT system
- Access to advanced analytical tools
- Simple integration with other systems
- A scalable self-service model that does not require significant sales forces and customer support

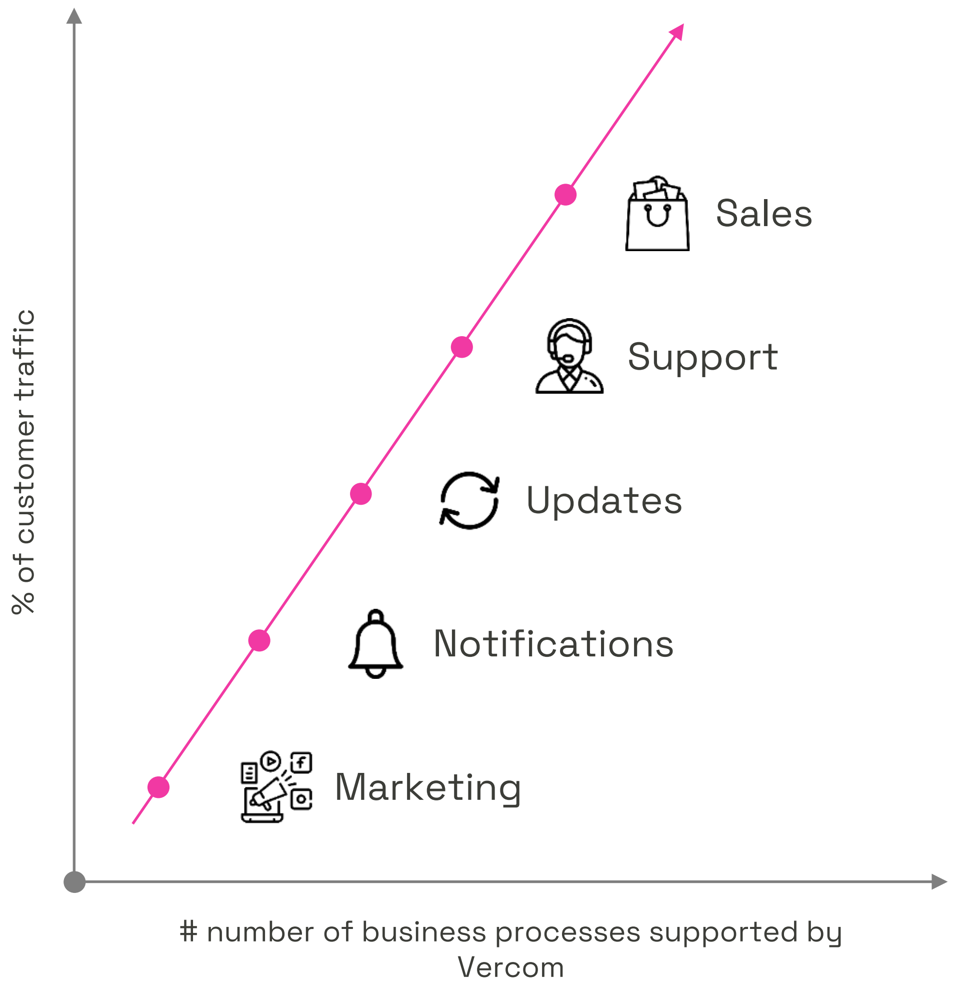
Growing use of Vercom services in futher sectors



Development strategy

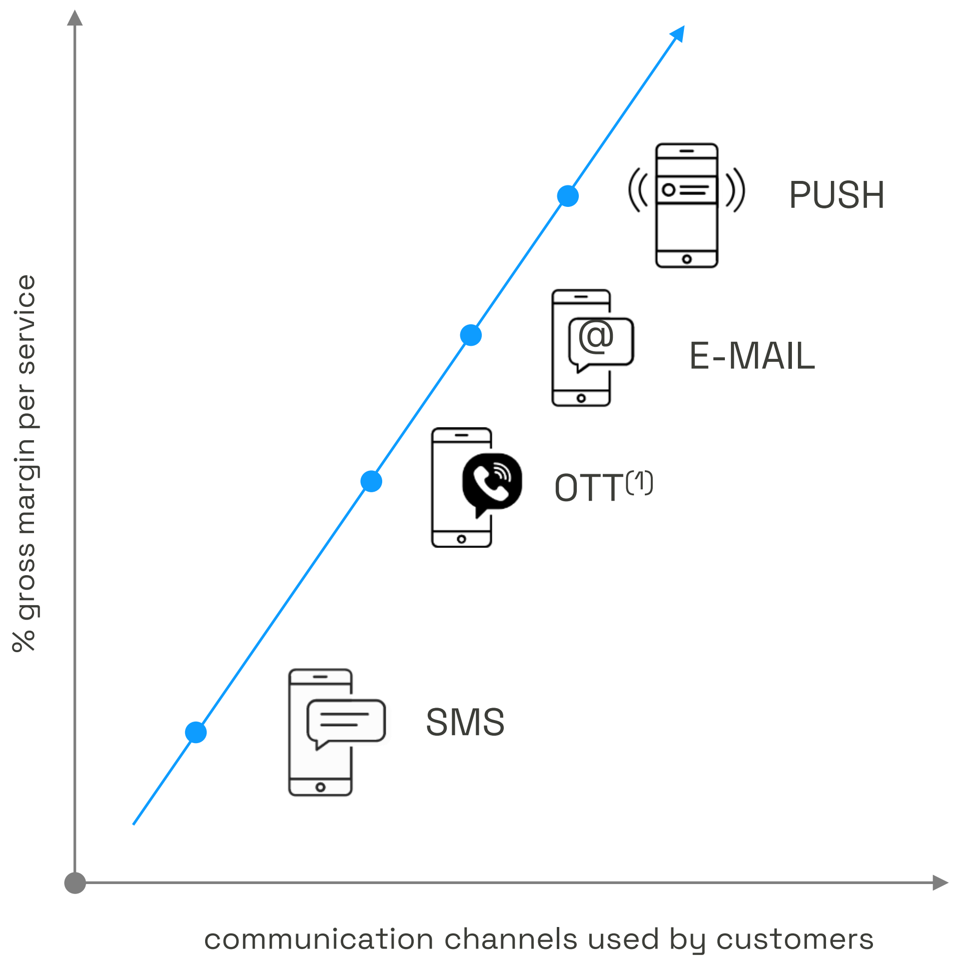
Development of cooperation with clients

→ Extending cooperation to support communication in other business areas



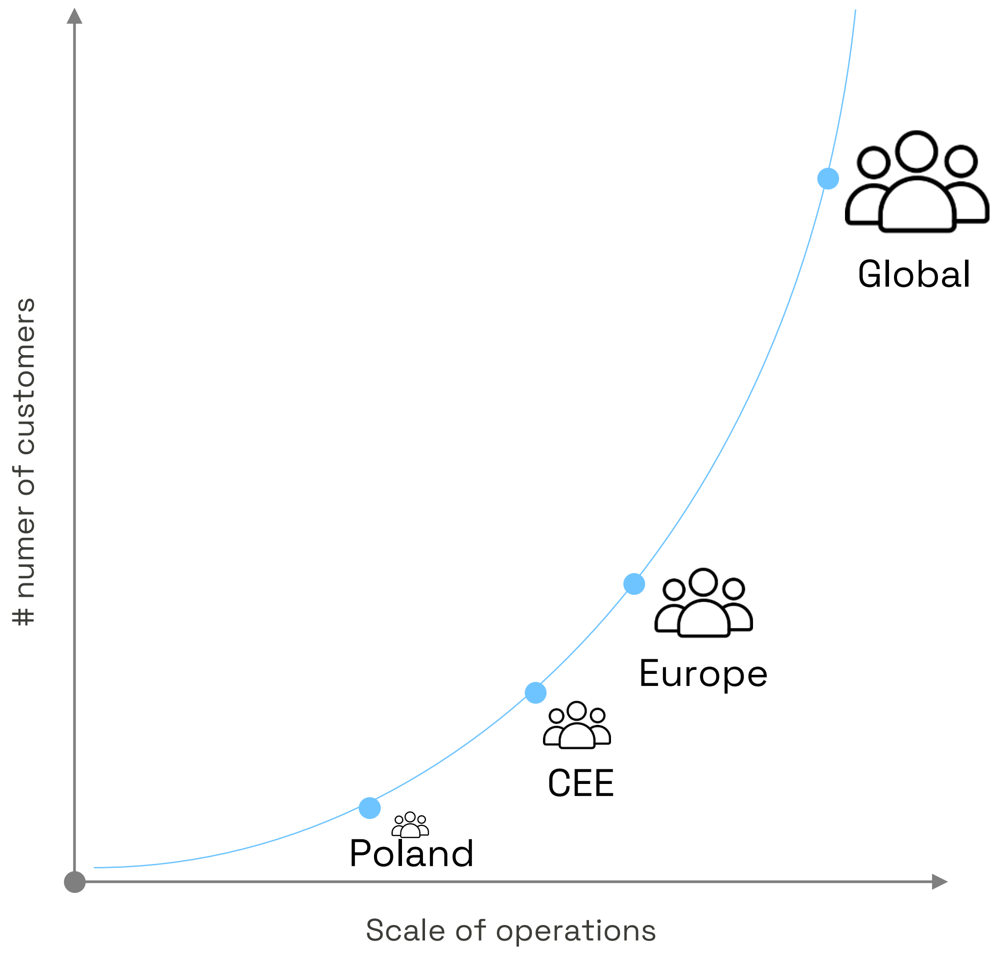
Cross-selling of services

→ Implementation of the omnichannel strategy
→ Increase in sales of high-margin services



Increase in the scale of operations

→ Increase business reach through acquisitions and organic growth



(1) Based on gross margin generated from Viber services in the Czech Republic

User.com: dynamic growth of no-code platform available in SaaS

user.com

User.com:

User.com is a complete No-Code Marketing Automation (MA) and Customer Data Platform (CDP) **which helps enterprise-class clients convert large amounts of data into personalized customer experience** consequently contributing to their revenue growth.

The system makes it possible to create a single source of knowledge about the clients, with data collected in real time and combined with data from various external sources and applications, and automatic delivery of personalized content and experiences.

The heart of the platform is an **intuitive no-code automation builder** which makes it possible to create complex user segmentation rules and automation paths without having to get the IT teams involved.

Key events of Q3 2022:

In Q3 2022 User.com team consistently executed the assumptions of vertical marketing and sales strategy in order to increase the share of companies from precisely defined industries (retail / FMCG, EdTech, real estate, financial services, telecommunications) both in its client portfolio and in Monthly Recurring Revenues.

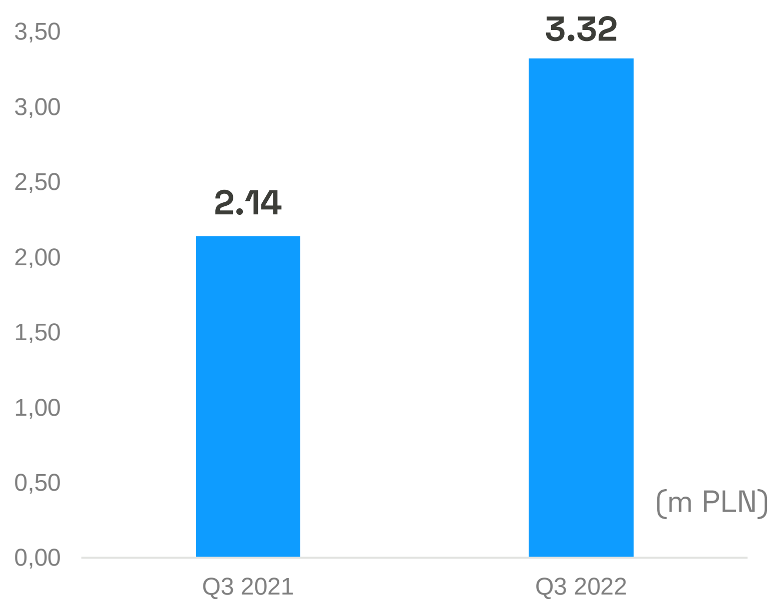
In geographical terms, User.com's priority in the past quarter was the acquisition of key new partners from Poland. **Companies that joined its client base included the leading Polish corporations from the telecommunications and FMCG industries.**

MRR and client numbers:

By executing preset strategic goals, **the average monthly recurring revenues from new clients (new ARPA) rose by 134% yoy**. Combined with the process of addressing individual customer needs and effective upselling, this has led to an increase in sales despite the slight decline in the number of clients yoy.

In the past quarter, the company recorded a further stable increase of the MRR, which reached PLN 3.316m (+55% yoy). The decline in the number of clients was due to a strategic decision taken in 2021 to focus company activities on sales to larger clients and the consequent increase in ARPA.

MRR: +55%



SaaS

Financial results of SaaS

Selected financial data (Blugento):

(k PLN)	9M 2021	9M 2022	Change	Q3 2021	Q3 2022	Change
Revenue	**2 238**	**3 651**	**63.1%**	**843**	**1 191**	**41.3%**
EBIT	-1 563	-135	-91.4%	-604	-85	-85.9%
Amortization	-579	-848	46.5%	-219	-295	34.7%
EBITDA	**-984**	**713**		**-385**	**210**	
Margin	*-44.0%*	*19.5%*		*-45.7%*	17.6%	
CapEx	**857**	**843**	**-1.6%**	**276**	**371**	**34.4%**
CapEx%	*38.3%*	*23.1%*		*32.7%*	*31.2%*	

Significant improvement in financial performance.

Within the SaaS segment, the results of Blugento are consolidated.

The segment also includes Profitroom and SellIntegro, which are only consolidated by the Group's share of net income (no consolidation at the revenue and EBITDA level). The R22 Group has an option to acquire a controlling interest in both companies.

Blugento

Blugento is a tool for the development and management of online stores based on the Magento platform. This solution combines all the benefits of an individual, agency-developed solution and a standardized platform for a wide range of entrepreneurs active in online sales.

The company offers an on-line store, hosting, monitoring and support in a price-affordable subscription model. Most of Blugento's customers are from Romania. The company's results have been consolidated since September 2020.

Due to the planned development of the R22 Group's e-commerce offering based on the WooCommerce platform, the Group decided to invest less in Blugento, not actively promote the brand and migrate Blugento customers to the ZentoShop platform.

Dynamic development of Profitroom

Profitroom

Profitroom is a supplier of booking technologies for hotels, sold in SaaS model, as well as other solutions which support online sales and marketing. These solutions let guests book their stay and pay for it while hotel operators are given access to CRM-type solutions, a mailing system and give them an opportunity to manage sales via third party brokers such as Booking.com, Expedia etc.

The effectiveness of solutions offered by Profitroom turned it into **a technological leader on the Polish hotel market**, used by over half of all hotels, including primarily the biggest Polish resorts such as Dr Irena Eris, Hotel Arłamów, Grand Lubicz, Hotele PURO, Górskie Resorty and many others.

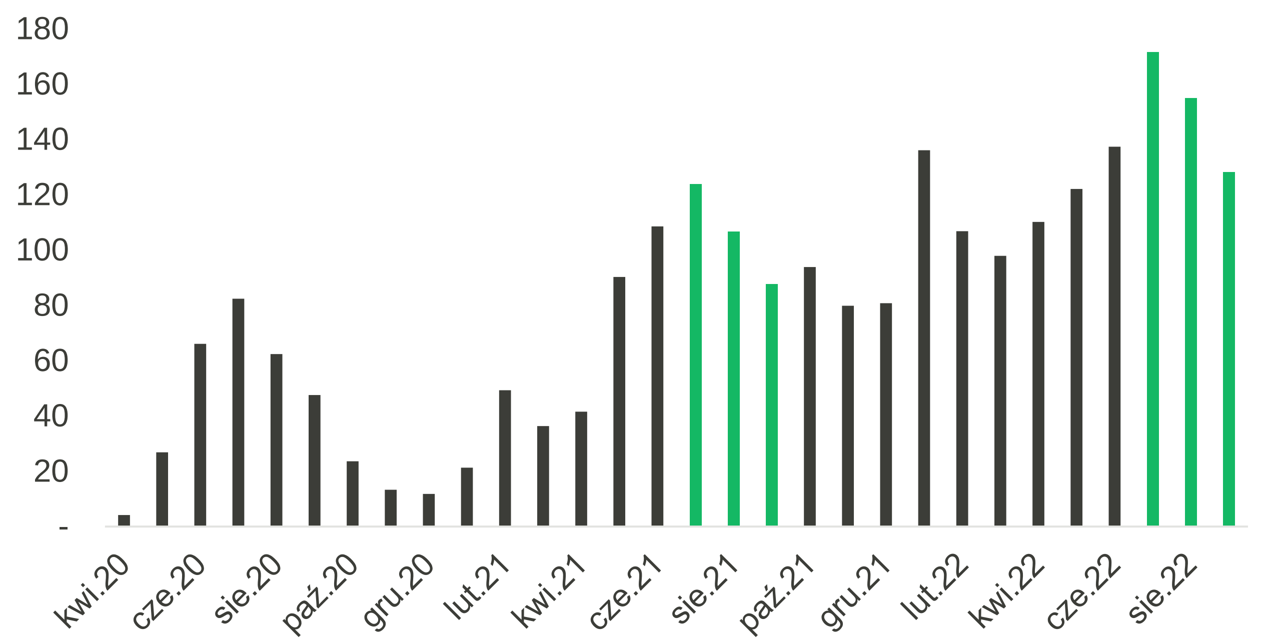
The company, which has been growing at a double-digit rate since its foundation, currently focuses on foreign expansion. Profitroom is rapidly increasing the number of foreign clients in its portfolio and is now supporting hotels **in 41 countries on five continents.** In Q1-3 of this year, the value of bookings made using Profitroom Booking Engine for the first time ever **exceeded PLN 1bn.**

The company's business model is based on commissions on bookings made, along with fixed subscription payments.

Profitroom

Reservation value:

Q2 2021	PLN 2405m	+147% yoy
Q3 2021	PLN 318.4m	+65% yoy
Q4 2021	PLN 255.1m	+408% yoy
Q1 2022	PLN 340.9m	+218% yoy
Q2 2022	PLN 369.8m	+54% yoy
Q3 2022	PLN 454.8m	+43% yoy



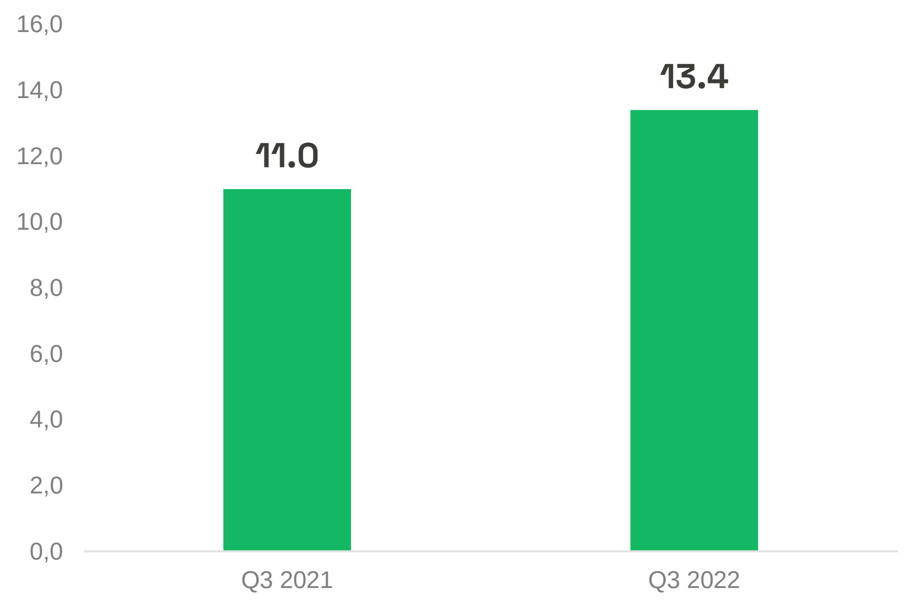
Dynamic development of Profitroom

Financial results

Profitroom's financial results this year are continuing their dynamic growth. In Q3 2022, revenues excluding marketing budgets paid by clients, totaled PLN 13.4m, representing an increase by PLN 2.4m yoy.

One of the main drivers behind Profitroom's financial results is international expansion. During the past quarter **29% of revenues in the SaaS model came from foreign markets**. In the mid- to longer term the company is expecting further growth in revenues arising from organic growth backed by selective acquisitions.

Revenue(1): PLN +2.4m



(1) The consolidated Profitroom data also includes the German subsidiary. Data excluding customer marketing budgets. The individual data of Profitroom as an associate are shown in the Consolidated Financial Statements.

Foreign expansion

Profitroom is consistently executing its foreign expansion strategy, focusing on markets with a strong potential to generate direct bookings. These markets include above all Nordic countries, Anglo-Saxon markets, above all the UK and South Africa, Spain and LATAM markets, the Czech Republic and Slovakia and the DACH region (Germany, Austria and Switzerland).

The company is working actively to boost the recognition of the Profitroom brand in South Africa by organizing in 3Q conferences for the hotel industry using a model tested successfully on the Polish market (Profitroom On Tour). The effect of these activities is directly visible in the higher number of hotels under contract. **The number of contracts signed quarter over quarter increased by over 100%.**

One of the most attractive markets for expansion is the LATAM region. The regional penetration rate with HotelTech products is relatively low, making it an ideal destination for a blue ocean strategy, with a huge potential for growth. One of key factors for the success of LATAM expansion is to build a position in Spain, an important benchmark for the tourism and hotel industry in Latin America.

One of Profitroom's main competitive advantages is its model of providing hoteliers with active support in their efforts to increase the booking value. A dedicated Customer success advisory department remains in touch with clients on a regular basis, which further supports continuous development of the technology offered by Profitroom towards increasing its conversion rate (i.e. increasing the level of hotel bookings).

Sellintegro developing its product ecosystem

Sellintegro:

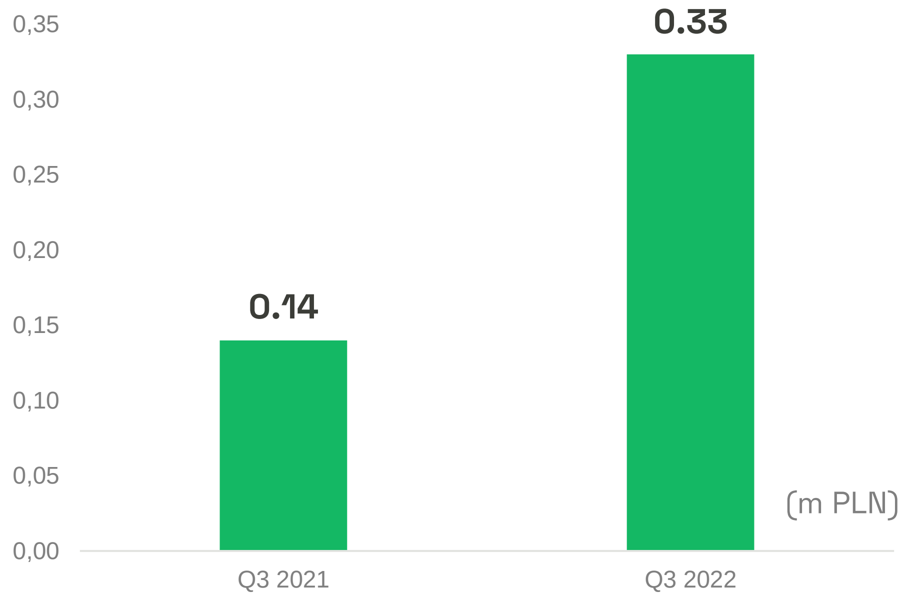
Sellintegro is an ecosystem for e-commerce sector clients designed to **manage all the processes in one place.** Thanks to SellIntegro, clients are free to select their suppliers of OMS and ERP systems, couriers and marketplaces - Sellintegro's solution is integrated with most providers present on the market. Thus, it ensures its clients **have shorter end client servicing time, a more effective use of its own resources and cost savings.**

Key events of Q3 2022:

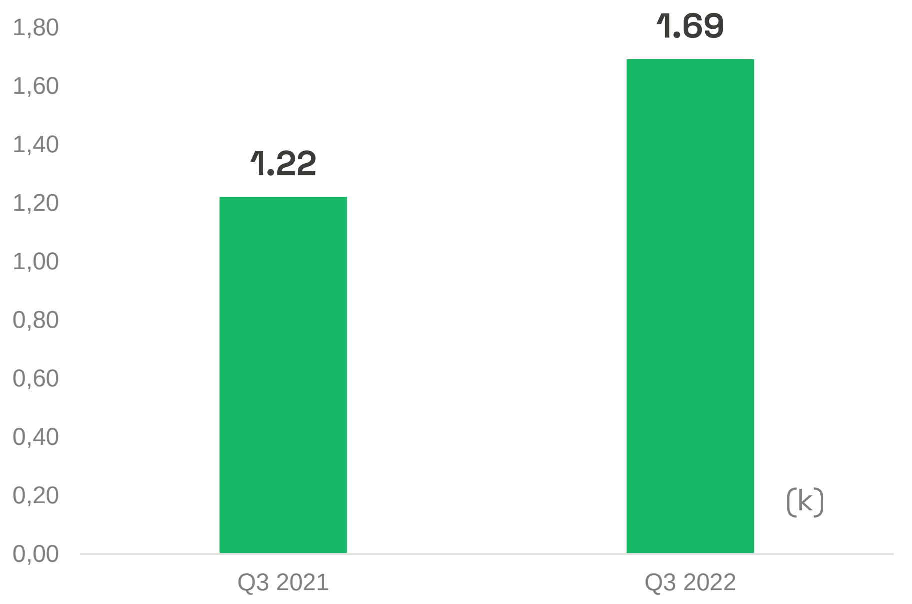
- Sellintegro focuses its activity on fully automated integrations for e-commerce clients, providing them with a full range of service and support features that encompass all the processes.
- SellIntegro is limiting efforts related to non-standard (bespoke) solutions.

SellIntegro

MRR(1): +139%



Customers: +38%



(1) Excluding foreign countries.

Development prospects

Development prospects

We provide essential services for the digitisation and automation of communication and business processes

Our goal is to have a strong presence in global markets

Maintaining growth rate using organic growth and acquisitions while retaining financial stability

Leveraging present customer base
Optimizing the offering, ARPU growth, cross-selling (including to MailerLite customers), product and technology development

International expansion
The R22 Group's goal is to achieve 50% of its revenue from foreign markets, which can be achieved in the short term with the acquisition of MailerLite and the continued international expansion of Profitroom

Portfolio development
Further development of the group's offer to include complementary solutions and cross-selling

Further dynamic development of the SaaS segment
and consolidation of the results of the segment companies (Profitroom, SellIntegro)

Leveraging present customer base

ARPU Boost

- Continuing changes in the service portfolio related to service unification and introduction of new products of both hosting and domain services and CPaaS services.
- Cross-selling products and services offered by the R22 Group.
- Increasing sales of additional services, including SSL certificates.

Product development

- Sale of higher-margin communication channels (email, push) to existing customers in the acquired company ProfiSMS.
- Product development in the CPaaS segment, in the field of Viber, WhatsApp, RCS communicators using chatbot technology.
- Use of companies acquired by R22 to sell additional and new group products - User.com (new markets for e-mail and text messaging services), Appchance (push- and RCS-based solutions).
- The Group also plans to develop platforms supporting the currently offered tools. The main areas of interest are primarily e-mail, retargeting and lead generation.
- Development of tools for e-commerce, including, among others, the _Stores online shop creation and maintenance solution and Sellintegro e-commerce integration. Commercialisation in international markets, including cross-sell to R22 customers.

Marketing strategy

- Consolidation of marketing and communications strategy at Group R22 level over the longer term - complete solutions for all clients active in online space and those wishing to communicate effectively with their clients. In the short- and medium-term in particular, the group is planning to consolidate its brands and marketing strategy in the hosting segment, giving it an opportunity it utilize current marketing budgets in a more effective manner, acquiring new clients and supporting other efforts to increase the ARPU, i.e. greater cross-selling among the existing segments and using opportunities to upsell to clients and a further unification of the offering both in Poland and on new markets.

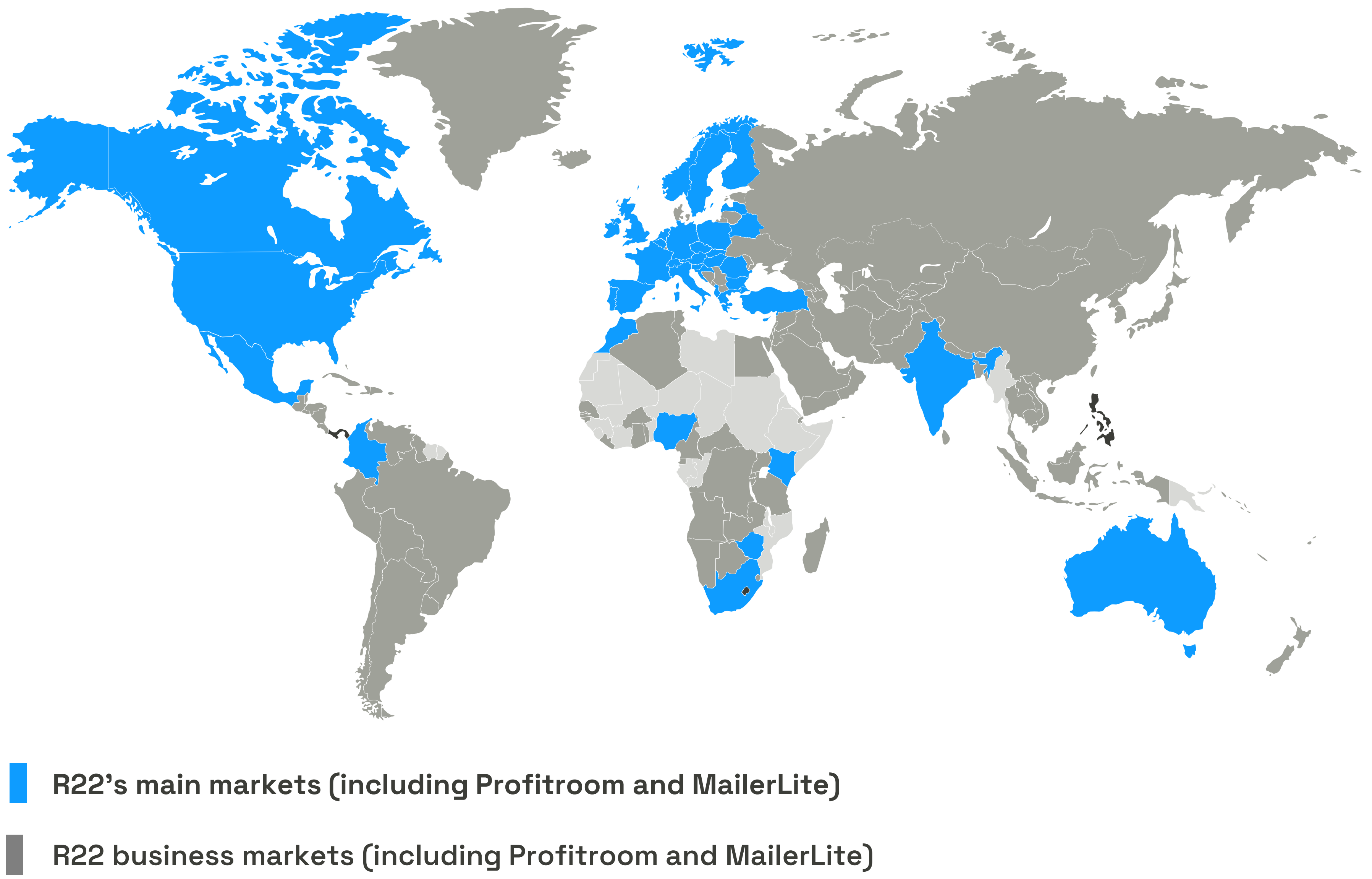
ESG

- Due to the subject and specificity of its activity, the R22 Group has no significant impact on the environment. The company conducts low-emission activities, mainly in the area of software production.
- In its activities, R22 takes into account factors reducing the impact on the environment through, inter alia, reduction of electricity consumption (e.g. investments in energy-saving servers) and paper consumption (e.g. implementation of electronic documentation flow).
- One of the Group’s priorities is to ensure appropriate working and development conditions for all employees. The company complies with all regulations related to employee rights, and the principles of gender equality are respected.

Foreign expansion

Acquisitions and sales development

- In May 2019, the Group entered the Croatian market through the acquisition of a local market vice-leader. R22 is analysing further players that could strengthen its market position.
- In late 2019 and early 2020, R22 invested in Profitroom, a developer of SaaS-based technology solutions for the hospitality industry. The company has a dominant position on the Polish market and a growing portfolio of foreign clients.
- The first step of foreign expansion of the CPaaS segment was the acquisition of ProfiSMS - the leader of the Czech SMS market with a strong position on the Slovak market - completed at the turn of Q3 and Q4 2020.
- 26 April this year Vercom signed a conditional agreement to acquire UAB MIr grupe (MailerLite). The fulfilment of the conditions precedent and the finalisation of the transaction took place on 14 June 2022. The PLN 340m transaction was financed with equity from last year's IPO, debt financing and a share issue to existing MailerLite owners. MailerLite has 38k customers, 100 employees in 30 locations. The company operates in 180 markets, with 70% of revenue coming from the US and Western Europe.
- The group is actively seeking and in discussions with further potential acquisition targets operating overseas.
- In addition to seeking acquisitions in the Group's current business areas, R22 is also in investment and acquisition discussions regarding companies with products that are complementary to the Group's portfolio in the areas of digitalisation and business process automation.



Financial data

Consolidated P&L – R22 Group

(k PLN)	9M 2021	9M 2022	Change	Q3 2021	Q3 2022	Change
		01.01.2022 – 30.09.2022		01.07.2021 – 30.09.2021	01.07.2022 – 30.09.2022	
Sales revenue	**209 367**	**279 439**	**33%**	**73 812**	**108 385**	**47%**
Other operating revenue	95	383	303%	15	70	**367%**
Amortization and depreciation	-14 950	-19 726	32%	-5 133	-7 283	**42%**
External services	-127 954	-170 928	34%	-45 433	-66 799	**47%**
Costs of employee benefits	-23 561	-34 032	44%	-8 776	-12 231	**39%**
Use fo materials and consumption of energy	-2 389	-4 112	72%	-908	-1 318	**45%**
Taxes and charges	-761	-664	-13%	-503	-275	**-45%**
Other operational expenses	-438	-391	-11%	-332	-225	**-32%**
Profit / (loss) on sale and liquidation of tangible fixed assets	64	464	625%	33	-39	**-**
Other write-offs	-703	-651	-7%	-433	-165	**-62%**
Profit on operating activity (EBIT)	**38 770**	**49 786**	**28%**	**12 342**	**20 124**	**63%**
Net financial cost	-6 133	-19 962	225%	-2 335	-12 443	**433%**
Share in profits of associates accounted for using the equity method	1 189	836	-30%	884	179	**-80%**
Profit before taxes	**33 826**	**30 660**	**-9%**	**10 891**	**7 860**	**-28%**
Income tax	-5 811	-7 861	35%	-1 806	-2 811	**56%**
Net profit	**28 015**	**22 799**	**-19%**	**9 085**	**5 049**	**-44%**
- attributable to the shareholders of the parent	22 359	15 177	-32%	7 030	2 984	**-58%**
- attributable to non-controlling shares	5 656	7 622	35%	2 055	2 065	**-**

Consolidated P&L – R22 Group

Factors impacting finansical results in Q3 i 9M 2022

- Organic sales and profit growth in the CPaaS and hosting segments.
- Mailerlite's first full quarter within the R22 Group structure and the acquisition and consolidation of Freshmail and PushPushGo from July 2021 have driven revenue and profit growth in the CPaaS segment.
- Increase in depreciation and amortisation expenses largely due to amortisation of intangible assets recognised on acquisitions.
- Increase in finance costs due to an increase in WIBOR and an increase in debt following the MeilerLite acquisition.
- In Q3 2022 significant impact of foreign exchange losses from the valuation of EUR loan commitments, which is a non-cash nature and will be offset in subsequent quarters by a large stream of EUR and USD inflows generated by MailerLite.
- Increase in earnings of associates, in particular Profitroom.
- 9M 2022 results were impacted by one-off costs, i.e. transaction costs of PLN 2,246k (in the CPaaS segment) and ESOP valuation costs of PLN 471k. In Q3 alone, transaction costs of PLN 310k and ESOP valuation costs of PLN 157k.

Balance sheet – R22 Group

Assets

	30.09.2021	31.12.2021	30.09.2022
Tangible fixed assets	20 332	19 105	19 234
Right to use assets	19 771	23 186	34 114
Intangible assets and goodwill	298 288	294 477	646 675
Investments in affiliates	74 904	64 755	65 595
Leasing receivables	0	0	285
Loans granted	0	86	0
Assets due to deferred income tax	7 823	7 291	8 116
Derivatives	0	2 731	2 601
Other assets	295	312	366
Fixed assets	**421 413**	**411 943**	**776 986**
Trade receivables	28 607	34 575	31 746
Loans granted	563	521	1 489
Leasing receivables	0	0	125
Cash and cash equivalents	122 743	129 709	50 719
Other assets	3 008	2 528	4 982
Current assets	**154 921**	**167 333**	**89 061**
Total assets	**576 334**	**579 276**	**866 047**

The most significant changes in the asset structure

Increase of the right to use assets as a result of signing a lease agreement for aircraft.

Increase in intangible assets and goodwill as a result of the acquisition of MailerLite.

Decrease in cash as a result of the implementation of the MailerLite acquisition. Maintained relatively high cash levels due to EBITDA growth achieved and high cash conversion, despite increased interest costs.

Balance sheet – R22 Group

Equity and liabilities

	30.09.2021	31.12.2021	30.09.2022
Basic capital	284	284	284
Own shares	-2 060	-2 060	-4 090
Retained earnings and other capital	176 093	184 929	215 718
Exchange differences on the translation of foreign operations	-1 459	-808	-1 237
Equity attributable to equity holders of the parent	172 858	182 345	210 675
Non-controlling shares	98 341	95 779	171 012
Equity capital	**271 199**	**278 124**	**381 687**
Liabilities for loans and borrowings	161 097	154 676	296 314
Liabilities due to financial leasing	13 791	16 050	25 914
Liabilities due to contracts with clients	463	149	153
Deferred income tax	17 842	17 674	22 701
Other liabilities	60	3 503	2 073
Long-term liabilities	**193 253**	**192 052**	**347 155**
Liabilities for loans and borrowings	28 819	25 728	34 139
Liabilities due to financial leasing	6 278	7 227	8 112
Derivatives	1	0	0
Trade liabilities	26 892	33 890	37 249
Liabilities due to contracts with clients	27 157	29 894	38 548
Income tax liabilities	3 207	4 772	7 499
Liabilities for employee benefits	2 468	2 726	3 711
Other liabilities	14 774	4 863	7 947
Reserves	2 286	0	0
Short-term liabilities	**111 882**	**109 100**	**137 205**
Total liabilities	305 135	301 152	484 360
Total equity and liabilities	576 334	579 276	866 047

The most significant changes in the structure of equity and liabilities

Vercom's issue to the sellers of MailerLite.

Increase in debt related to the implementation of the MailerLite acquisition. Increase in equity - non-controlling interests as a result of the issue of Vercom shares to the sellers of MailerLite.

Increase in lease liabilities due to the conclusion of an aircraft lease agreement worth PLN 14.8m for a period of 10 years.

The increase in liabilities due to contracts with clients is mainly due to high organic sales growth in the hosting segment and the acquisition of MailerLite's customer base.

The increase in other liabilities is due to the deferred payment for the shares in Freshmail and SellIntegro.

Cashflow – R22 Group

Cash flow statement

	9M 2021	9M 2022
Net profit for the reporting period	**28 015**	**22 799**
Adjustments, including i.a.:	26 655	45 531
- Amortization and depreciation	*14 950*	*19 726*
- Income tax	*5 811*	*7 861*
- Interest cost	*6 133*	*19 311*
Change in inventories, receivables, liabilities and other assets - total	-1 024	7 057
Cash generated on operating activities	53 646	75 387
Tax paid	-9 069	-9 672
Net cash from operating activities	**44 577**	**65 715**
Interest received	46	376
Repayment of granted loans	2 122	0
Loans granted	0	-894
Acquisition of subsidiaries less cash acquired	-41 399	-244 503
Investments in affiliates	-33 765	-3
Proceeds from sale of tangible fixed assets	131	560
Purchase of tangible fixed assets and intangible assets	-5 358	-12 483
Net cash from investign activities	**-78 223**	**-256 947**
Proceeds from the sale of own shares	0	3 244
Purchase of own shares	0	-4 005
Net proceeds from the issue of subsidiary shares	170 154	-60
Dividends and other payments to owners	-8 037	-10 068
Dividends paid to non-controlling shareholders	-4 442	0
Other distributions to non-controlling shareholders	0	-808
Proceeds from borrowings	0	159 895
Repayment of loans and credits	-16 761	-16 523
Receipts / (Repayment) of overdraft facility	4 592	30
Contributions to the capital increase in the subsidiary made by the shareholding. non-control.	0	3 000
Interest paid	-5 563	-12 240
Payments of liabilities under financial leasing agreements	-4 498	-6 195
Acquisition of non-controlling interests in subsidiaries	0	-4 028
Net cash from financing activities	**135 445**	**112 242**
Total net cash flow	**101 799**	**-78 990**
Cash and cash equivalents at the beginning of the period	20 944	129 709
Cash and cash equivalents at the end of the period	122 743	50 719

The most significant changes in cash flows

High conversion of EBITDA into operating cash flows:

- Adjusted EBITDA: PLN 72m
- Net cash flows from operating activities: PLN 65.7m

Current operating cash flows covered, among other things:

- Acquisitions of non-current assets and intangible assets, the increase in which is due to expenditure on IT equipment in the new server room and R&D expenditure.

MailerLite acquisition financed with own funds (from the issue of Vercom shares in 2021), a bank loan and partly settled in new Vercom shares.

The increase in interest paid is due to the increase in the WIBOR rate

Changes in equity – R22 Group

	Basic capital R22 S.A.	Retained earnings and other capital	Own shares	Exchange differences on the translation of foreign operations	**Equity attributable to equity holders of the parent**	Capital attributable to non-controlling shares	**Equity**
As at 1 January 2022	**284**	**184 929**	**-2 060**	**-808**	**182 345**	**95 779**	**278 124**
Net profit		15 177			**15 177**	7 622	**22 799**
Other comprehensive income				-429	**-429**	-233	**-662**
Total income in the period		**15 177**		**-429**	**14 748**	**7 389**	**22 137**
Transactions with owners included directly in equity							
Payment of dividends to owners		-10 068			**-10 068**		**-10 068**
Acquisition of non-controlling interests		-2 706			**-2 706**	-1 322	**-4 028**
Net assets attributable to non-controlling interests from acquisition of shares in subsidiary		2 249			**2 249**	751	**3 000**
Sale of own shares		1 184	2 060		**3 244**		**3 244**
Buy-back of own shares			-4 090		**-4 090**		**-4 090**
Capital increase in a subsidiary		25 013			**25 013**	68 752	**93 765**
Share-based payment capital						471	**471**
Share issue costs in the subsidiary		-60			**-60**		**-60**
Net assets attributable to non-controlling interests due to capital reduction in subsidiary						-808	**-808**
As at 30 September 2022		**215 718**	**-4 090**	**-1 237**	**210 675**	**171 012**	**381 687**

Factors important for the development of R22 & threats and risks

The R22 Group has an established position on the Polish hosting and domain market as well as automated SMS, Mobile and E-mail communication platforms. At the same time, the Group is expanding its operations in new markets, both through acquisitions of local entities (Romanian and Croatian market of hosting and domains, Czech SMS communication market) and organic development of Polish companies on foreign markets. The markets in which the R22 Group operates are characterized by high growth dynamics, they are influenced by many internal and external factors, which in the future may translate into the financial and market situation of the Group. Among the most important factors and risks that may affect the Group in the perspective of at least one quarter, the following can be distinguished:

- Effectiveness of subsequent acquisitions
- Increase or decrease in customer confidence and volatility of the CHURN index
- Dependency on suppliers in the CPaaS segment
- Dependency on suppliers in the Hosting segment
- Retention and acquisition of new employees. Ability to effectively allocate staff competence and knowledge and motivate them
- Changes in interest rates
- Ensuring compliance with RODO and other legislation
- Situation on the e-commerce and m-commerce market
- Potential hacking attacks
- Effectiveness of realising operational, revenue and cost synergies from past acquisitions
- Opportunities and risks associated with relatively rapid technological change and innovation in the IT market
- Activities carried out by competing companies
- The global economic, business and political situation, particularly in Poland, Romania, Croatia, the Czech Republic and the countries in which the Group will develop its operations
- Inflation and exchange rate fluctuations of currencies of the countries in which the Group operates and performs its settlements (PLN, RON, HRK, CZK, USD, EUR)
- An increase or decrease in demand for shared hosting, dedicated hosting, internet domains and additional services accompanying them
- An increase or decrease in demand for multi-channel, automated communication services via digital channels

Separate statement of P&L – R22 S.A.

P&L

	9M 2021	9M 2022
Revenue	2 916	3 416
Profit on operating activity (EBIT)	-2 701	-3 704
Net financial cost	23 967	13 069
Profit before taxes	**21 266**	**9 365**
Income tax	300	340
Net profit	**21 566**	**9 705**

Factors affecting performance and financial position

The main item of the profit and loss account is financial income resulting from received dividends, gains on the sale of shares in subsidiaries and received interest

The increase in investments in subsidiaries with a decrease in loans granted is due to the conversion of part of the loans granted to cyber_Folks into share capital

Assets

	31.12.2021	30.09.2022
Fixed assets including, among others	**337 939**	**332 758**
Right to use assets	417	12 697
Investments in subsidiaries	253 139	287 521
Investments in affiliates	30 266	30 266
Loans granted	53 255	0
Current assets	**3 164**	**9 345**
Cash and cash equivalents	1 958	376
Total assets	**341 103**	**342 103**

Equity and liabilities

	31.12.2021	30.09.2022
Equity capital including, among others	**230 733**	**226 280**
Reserve capital *from the excess of the issue price over the nominal value*	209 270	209 270
Reserve capital from profit appropriations	880	6 588
Supplementary capital	0	4 300
Own shares	0	-4 090
Retained earnings	20 299	9 928
Longterm liabilities including, among others	**96 253**	**100 092**
Liabilities due to credits, loans and bonds	95 946	86 900
Liabilities due to financial leasing	307	13 192
Shortterm liabilities	**14 117**	**15 731**
Liabilities due to credits, loans and bonds	12 885	13 087
Total liabilities	**110 370**	**115 823**
Total equity and liabilities	**341 103**	**342 103**

Shares and shareholding

Akcje i akcjonariat

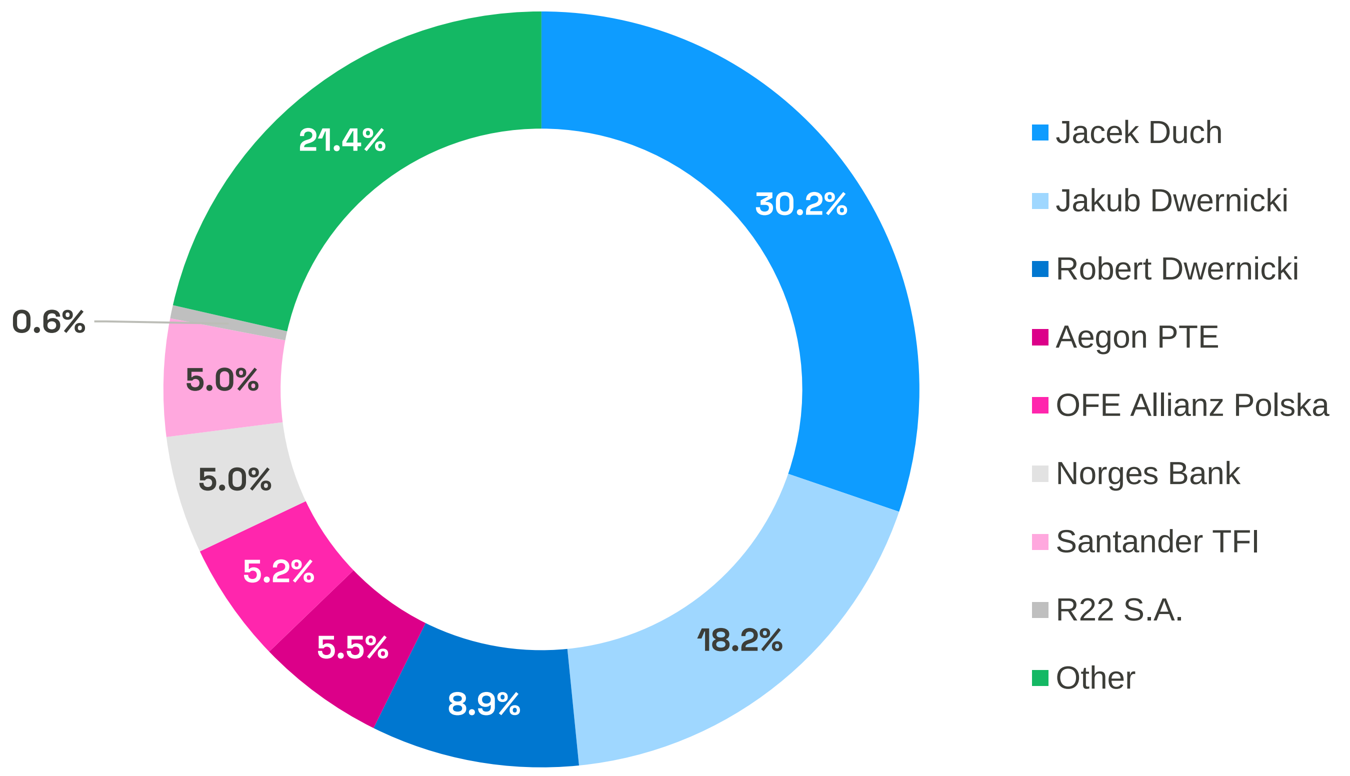
Shareholders holding at least 5% of votes at the General Meeting

As at the date of this report, the Company's share capital amounts to PLN 283,600 and is divided into 14,180,000 shares with a nominal value of PLN 0.02 each.

Shareholders holding at least 5% of the number of votes at the General Meeting as at 30 September 2022 and as at the date of publication of this report:

	30 September 2022		16 November 2022	
Shareholder	Number of shares / votes at the GM	% of shares in the share capital / votes at the GM	Number of shares / votes at the GM	% of shares in the share capital / votes at the GM
Jacek Duch	4 288 993	30.25%	4 288 993	30.25%
Jakub Dwernicki	2 576 080	18.17%	2 576 080	18.17%
Robert Dwernicki	1 263 193	8.91%	1 263 193	8.91%
Aegon PTE	776 507	5.48%	776 507	5.48%
OFE Allianz Polska	730 535	5.15%	730 535	5.15%
Norges Bank	714 610	5.04%		
Santander TFI	712 360	5.02%		
cyber_Folks S.A.	0	0%	0	0%
R22 S.A.	80 000	0.56%	80 000	0.56%
Other shareholders	3 037 722	21.42%	4 464 692	31.49%
TOTAL	14 180 000	100.00%	14 180 000	100.00%

Shareholding structure as at 30 September 2022



Shares and shareholding

Buy-back of own shares

R22 S.A. held a stock buyback of 80,000 shares for PLN 50 apiece. The buyback was in the nature of an invitation to sell shares. As part of the buyback, bids were submitted for sales a total of 12,544,050 R22 shares. The average oversubscription reached 99.36%. The transaction was executed and cleared on July 28.

Treasury shares may be canceled, resold to third parties, used to finance acquisitions of other companies or they may be offered as part of an ESOP scheme set up by the Company based on a separate resolution of the Company's General Meeting.

On May 20 a subsidiary, cyber_Folks S.A., sold 80,000 shares of R22. The buyers (40,000 shares each) were Vercom board members Krzysztof Szyszka and Adam Lewkowicz. At the same time each sold 44,000 shares of Vercom.

The purpose of this transaction was to help R22 retain a majority stake in Vercom following the planned stock sale related to Vercom's acquisition of MailerLite and Oxylion.

Employee shares

The company does not run any employee share programs. The employee shares program is conducted by the subsidiary Vercom S.A. It is addressed to the employees of the Vercom Group, and its implementation depends on the achievement of the market and performance goals of the Vercom Group.

Company shares held by the Management Board and the Supervisory Board

Name	Position	30 September 2022	16 November 2022
Jacek Duch	Chairman of the Supervisory Board	4 288 993	4 288 993
Jakub Dwernicki	President of the Management Board	2 576 080	2 576 080
Robert Stasik	Vicepresident of the Management Board	44 931	44 931

Agreements which may lead, in the future to changes in the share holdings among shareholders and bondholders

The company is not aware of any contracts that may change the proportion of shares held by shareholders.

Shares and shareholding

Changes in the shareholding structure

On 2 August 2022, the Company received a notice from the Shareholders' Agreement (Jacek Duch, Robert Dwernicki, Sebastian Górecki, Daniel Dwernicki, Jakub Dwernicki) in which the Shareholders' Agreement gave notice that as a result of share sale transaction executed on 28 July 2022, the Shareholders' Agreement stake in the initial equity changed by more than one percentage point. Following the change, members of the Shareholders' Agreement possess 8,473,005 of R22 shares representing 59.75% of the initial equity.

On 18 August 2022 the Shareholders' Agreement made on 18 August 2017 between Jacek Duch, Jakub Dwernicki, Robert Dwernicki, Sebastian Górecki and Daniel Dwernicki expired. Upon the expiry of this Agreement, no entity holds a majority stake at the Company's shareholders' meeting.

Following the termination of the Shareholders' Agreement, its members reported on 22 August of this year the number of shares and votes they held directly at R22 general meetings:

a) Jacek Duch holds 4,288,993 shares in the Company, representing 30.25% of the share capital, entitling him to cast 4,288,993 votes, representing 30.25% of the total number of votes,
b) Jakub Dwernicki holds 2,576,080 shares in the Company, representing 18.17% of the share capital, entitling him to cast 2,576,080 votes, representing 18.17% of the total number of votes,
c) Robert Dwernicki holds 1,263,193 shares in the Company, representing 8.91% of the share capital, entitling him to cast 1,263,193 votes, representing 8.91% of the total number of votes,
d) Sebastian Górecki holds 181,238 shares in the Company, representing 1.28% of the share capital, entitling him to cast 181,238 votes, representing 1.28% of the total number of votes,
e) Daniel Dwernicki holds 163,501 shares in the Company, representing 1.15% of the share capital, entitling him to cast 163,501 votes, representing 1.15% of the total number of votes.

On 16 September 2022 the Company received notice from Oslo-domiciled Norges Bank in which Norges Bank gave notice about exceeding 5% stake in the general number of votes on 15 September of this year, taking into consideration votes related to shares held directly and votes arising from financial instruments held.

On 19 September 2022, the Company received notice from Oslo-domiciled Norges Bank in which Norges Bank gave notice about exceeding 5% stake in the general number of votes on 16 September 1 of this year, taking into consideration votes related to shares held directly.

On 13 October 2022 the Company received notice from Oslo-domiciled Norges Bank in which Norges Bank gave notice about:

- going below the threshold of 5% in the general number of votes on 11 October of this year, taking into consideration votes related to shares held directly (taking into consideration votes arising from financial instruments held, Norges Bank held more than 5% of the shares),
- Exceeding 5% stake in the general numer of votes on 12 October of this year, taking into consideration votes related to shares held directly

On 14 October 2022 the Company received notice from Santander Towarzystwo Funduszy Inwestycyjnych S.A. in which Fund gave notice about going below the threshold of 5% in the general number of votes on 10 October of this year.

On 20 October 2022 the Company received notice from Oslo-domiciled Norges Bank in which Norges Bank gave notice about going below the threshold of 5% in the general number of votes on 19 October of this year, taking into consideration votes related to shares held directly and votes arising from financial instruments held.

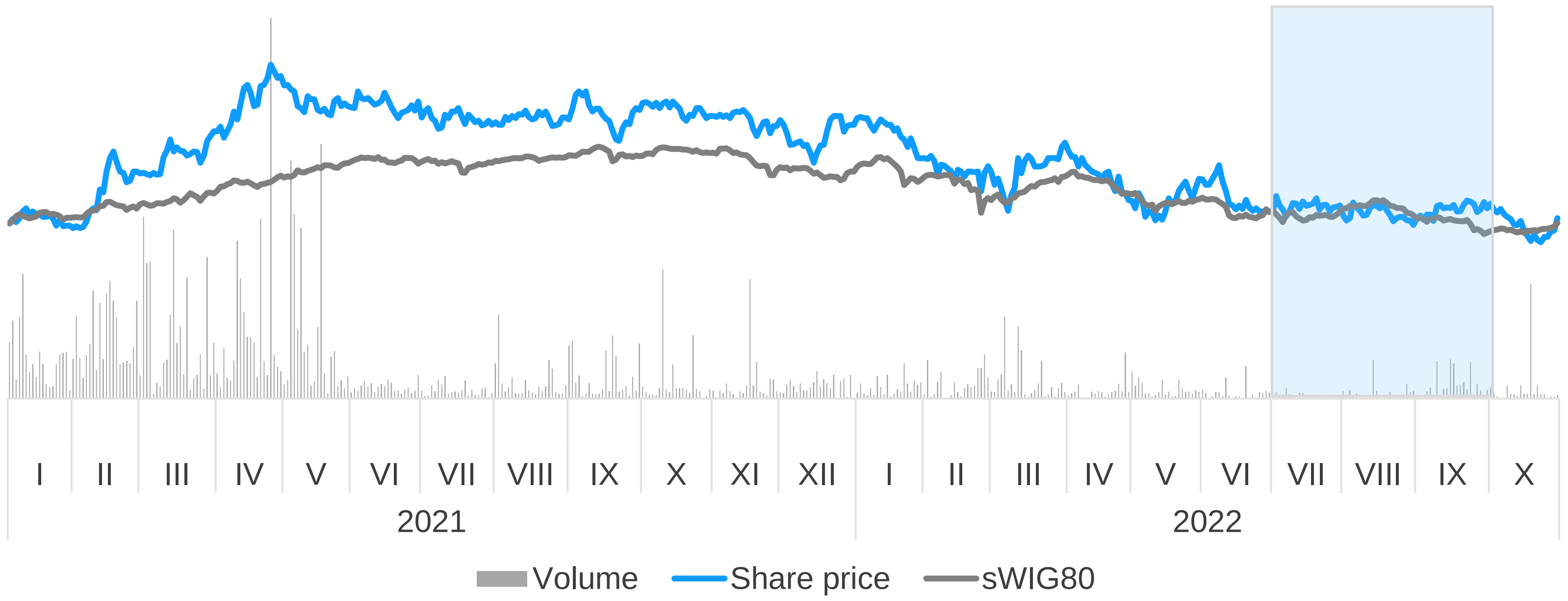
Shares and shareholding

R22 at the WSE

Shares of R22 have been listed on the Warsaw Stock Exchange since 29 December 2017. The company's shares are part of stock indices: sWIG80, sWIG80TR, WIG, WIG-Poland, WIGTECH.

At the end of September 2022, R22 quotations were 24.5% lower than at the beginning of 2022.

R22 share price as of the beginning of 2021, with a comparison to the sWIG80 index price.



Dividend

6 June 2022. The General Meeting passed resolutions on the payment of dividends and the repurchase of treasury shares. PLN 10.07m was allocated to the payment of dividends, which amounted to PLN 0.71 per share. The dividend date was set for 11 June 2022 and the dividend payment date for 17 June 2022.

The remaining part of 2021 net profit (PLN 9.94m) was allocated to reserve capital. At the same time the OGM has authorized R22's Managing Board to conduct a stock buyback of up to 80,000 shares for PLN 50 apiece. The buyback was carried out in July this year.

Dividend Policy

In accordance with the dividend policy R22, the Management Board will recommend to the General Meeting of the Company the payment of a dividend in the amount of at least 30% of the consolidated net profit of the R22 Capital Group, attributable to the shareholders of the parent company, with a simultaneous increase in the nominal amount of dividend per share.

When recommending the distribution of the net profit R22, the Management Board will take into account the current and predictable financial and liquidity situation of R22 S.A. and the R22 Capital Group as well as existing and future liabilities.

The dividend policy was adopted by the R22 Management Board on 9 September 2019. The final decision on the amount of dividend paid is made by the General Meeting of R22 S.A.

Dividends and share repurchases carried out by the company in each calendar year.

Year	Dividend per share	Value of dividends	Value of share buy-backs	Total transfer to shareholders
2019	PLN 0.30[1)]	PLN 4.254m	PLN 2.0,	PLN 6.3m
2020	PLN 0.28[2)]	PLN 3.948m	-	PLN 3.9m
2021	PLN 0.57[3)]	PLN 8.037m	-	PLN 8.0m
2022	PLN 0.71[4)]	PLN 10.068m	PLN 4.0m	PLN 14.1m

1) Dividend for the 2018/2019 financial year.
2) Advance dividend on profits for FY 2019/2020
3) Dividend advance from earnings for 2019/2020 FY.
4) Dividend advance for 2021 FY.

Group authorities

Management Board R22

Founder and main person managing the R22 Group

The main author of the hosting business acquisition strategy. President of cyber_Folks S.A.

In R22, he is responsible for development strategy and acquisitions

Member of the Management Board, Financial Director, CIMA

He has been associated with the R22 Group for 9 years, as the Financial Director since 2014.

Responsible for managing the Group’s finances, controlling, relations with banks, acquisitions

Jakub Dwernicki

President of the Management Board

Robert Stasik

Vicepresident of the Management Board

Supervisory Board

Jacek Duch

Chairman of the Supervisory Board

In 1970 he graduated from the Warsaw University of Technology. During his doctoral studies he worked at Nixdorf Computer in Germany and then as a researcher at PSI AG in Berlin. In the years 1978-1993 he worked for Digital Equipment Corporation (DEC) where he led projects including in Munich, Vienna and Paris. He supervised the creation of the DEC branch in the countries of Central Europe, including Poland.

From 1993 to 1998, he was the head of Oracle Polska and then served on the management boards of Prokom Software S.A. and Prokom Internet S.A., as well as numerous supervisory boards, among others Postdata S.A., Bank Pocztowy S.A., PVT a.s, numerous Asseco companies. He has extensive experience in both technical software engineering and management in international and Polish IT groups.

Katarzyna Zimnicka-Jankowska

Member of the Supervisory Board (independent)

A graduate of the Faculty of Organization and Management at the Lodz University of Technology. He holds the Charted Financial Analyst title. She completed numerous courses and trainings in accounting, financial management, financial modeling and business valuation.

Running his own business, and previously working at KPMG Advisory Spółka z ograniczoną odpowiedzialnością sp. K., Pekao Access Sp. z o.o., Armada Sp. z o.o. and Grupa Zarządzająca Łódź Sp. z o.o. - companies specializing in corporate finance consulting - implemented projects in the field of mergers and acquisitions, obtaining financing for transaction purposes and the implementation of investment plans, as well as financial restructuring projects.

She was a Member of the Management Board, Commercial Director and Strategy Director of PKP Intercity S.A., where she was responsible, inter alia, for IT systems and IT development. He sits on the supervisory boards of IDS-BUD S.A., DiM Construction Sp. z o.o. and Piastowskie Przedsiębiorstwo Usług Komunalnych Sp. z o.o.

Prof. dr hab. inż. Wojciech Cellary

Member of the Supervisory Board (independent)

Computer scientist currently working at the WSB University in Poznan. Previously he worked at 3 universities in Poland - Poznan University of Technology, where he held the position of Deputy Director of the Institute of Computer Science, at the Franco-Polish School of New Information and Communication Technologies, where he held the position of Vice Rector for Science, and at the Poznan University of Economics, where he held the position of Head of the Department of Information Technology. In addition, he worked at 6 universities in France and Italy and was a visiting professor at the United Nations University in Macao and Portugal. He was the manager of more than 80 research and industrial projects, the main organizer of 60 scientific conferences, and a member of the program committees of 350 conferences. He has authored over 200 scientific publications. His professional activities include consulting, membership in professional organizations, editorial boards of scientific journals, expert groups, committees, councils and associations. He has promoted 18 PhD's, 6 of whom were subsequently habilitated and 2 of whom became full professors. He has received 40 awards for achievements in scientific and teaching work.
His lectures in Polish, English and French were attended by about 20,000 students. Currently he specializes in e-business technology, e-government, digital economy and society and Industry 4.0.

Magdalena Dwernicka

Member of the Supervisory Board

In 2002, she graduated from the University of Agriculture in Poznań, in 2003 and 2004 she graduated from Marketing Business Management and Human Resources Management at the Academy of Economic Development. In 2003-2004 she participated in a series of trainings in the field of implementation and settlement of projects implemented under the European Social Fund organized by PARP.
She worked in 2007-2012 as a PR specialist in Telepuls "Spider" Sp. z o.o. S.K.A. based in Poznań, in the years 2012 - 2017 as Ogicom "Spider" Sp. z o.o. S.K.A. (currently H88 S.A.) based in Poznań as an EU Projects Specialist.

Supervisory Board

Kamil Pałyska

Member of the Supervisory Board (independent)

Kamil Pałyska has over 13 years of experience in the field of finance. Currently, he leads the team in the finance department at Agora SA Capital Group, supporting the companies in the Group in the field of controlling, financial and non-financial reporting, taxes and financial reporting. He also conducts training in the field of new standards and changes in tax legislation regarding the finances of large enterprises.

He has an accounting certificate issued by the Minister of Finance and is at the final stage of receiving the international ACCA (Association of Chartered Certified Accountants) title. He is a graduate of the University of Warsaw, where he graduated in Finance and Accounting.

He started his professional career in an accounting office where he took his first steps in finance. After 4 years, he moved to the international consulting company KPMG, where he continued to expand his knowledge in the field of finance, starting from the position of the Senior Manager of audit projects in the Technology, Media and Telecommunications department. In the years 2018-2020 he was a Manager in the Audit Department at Deloitte Polska. During these 7 years, he participated in many consulting projects in the field of audit, acquisition, restructuring and assistance in introducing IPO of listed companies.

Changes in the Management Board and Supervisory Board

There were no changes to the composition of the Supervisory Board in Q3 2022.

Other information

Other information

Principles of managing the Company and the Group

There were no other significant changes in the basic management principles of the Company and its Capital Group in the reporting period.

Description of material court proceedings

The R22 Group has yet to settle advance Payments made to SOPOL Solewodzińscy sp. j. („SOPOL") totaling PLN 517 thous. For the provision of services. The R22 Group, According to the agreement on the provision of services signed with SOPOL has charged a contractual penalty totaling PLN 1,100,000 for the failure by SOPOL to provide the minimum daily capacity for text messages as per contractual terms. Proceedings to issue a payment order were initiated on 2 July 2018. The contractual penalty has not been booked as a profit until there is a strong likelihood of the actual collection. A court bailiff at the District Court in Mikołów has initiated enforcement proceedings against the properties owned by the partners of SOPOL. Additionally, the R22 Group has a judicial mortgage of PLN 1,396,208.04 on a property owned by SOPOL in order to secure its claims arising from the above contractual penalty.
In 2020, the Group made a write-down on receivables in the amount of PLN 250 thousand. As at 31 December 2021, the Group assessed the risk of the debtor's repayment of receivables and, as a result of this assessment, considers that the write-downs made in the previous year are sufficient.
As at the date of the report, proceedings brought by the company Vercom S.A. are pending. towards Polkomtel sp.z o.o. for the payment of PLN 4,806,945 with statutory interest for delay for the period from 4 May 2020 to the date of payment as a contractual penalty reserved for the benefit of the Company. The suit was filed by the Company on 5 February 2021. In the opinion of the Company, Polkomtel did not duly perform its obligations under the contract concluded between the parties regarding the execution of the Company's orders regarding the sending / receiving of SMS / MMS messages by the Company in accordance with the rules set out between the parties.

Aside from the above, the R22 group has no other material proceedings before courts, arbitration bodies or the institutions of public administration relating to claims by R22 and its subsidiaries.

Employment

As at 30 September 2022 the Group had 459 employees calculated on a full-time basis. In the courde of Q3 2022, the average employment totaled 460 employees.

Sureties and guarantees

Sureties and guarantees are described in the consolidated financial statements

Significant transactions with related entities

Transactions with related entities were presented and described in unconsolidated and consolidated financial statements (Note 24).

Finansial forecast

The Management Board has not published financial forecast.

Relevant Agreements

In Q3 2022 the Group did not enter into any significant contracts.

Ordinary General Meeting

On 6 June 20222, the Annual General Meeting of the Company was held. At the AGM, the shareholders decided, among other things, to distribute the net profit made in 2021, including the payment of a dividend totalling PLN 4m, and to authorise the management board to carry out a buyback of own shares with a total value of PLN 10m.

Information on the General Meetings is available on the company's website: www.r22.pl/walne-zgromadzenie/

Date of the report and approval for publication of Quarterly Report of R22 Group for Q3 2022

16 November 2022

Date of the publication of the Quarterly Report of R22 Group for Q3 2022:

16 November 2022

Jakub Dwernicki

CEO

Rober Stasik

CFO