





1999

founded



2020

listed company



15

countries



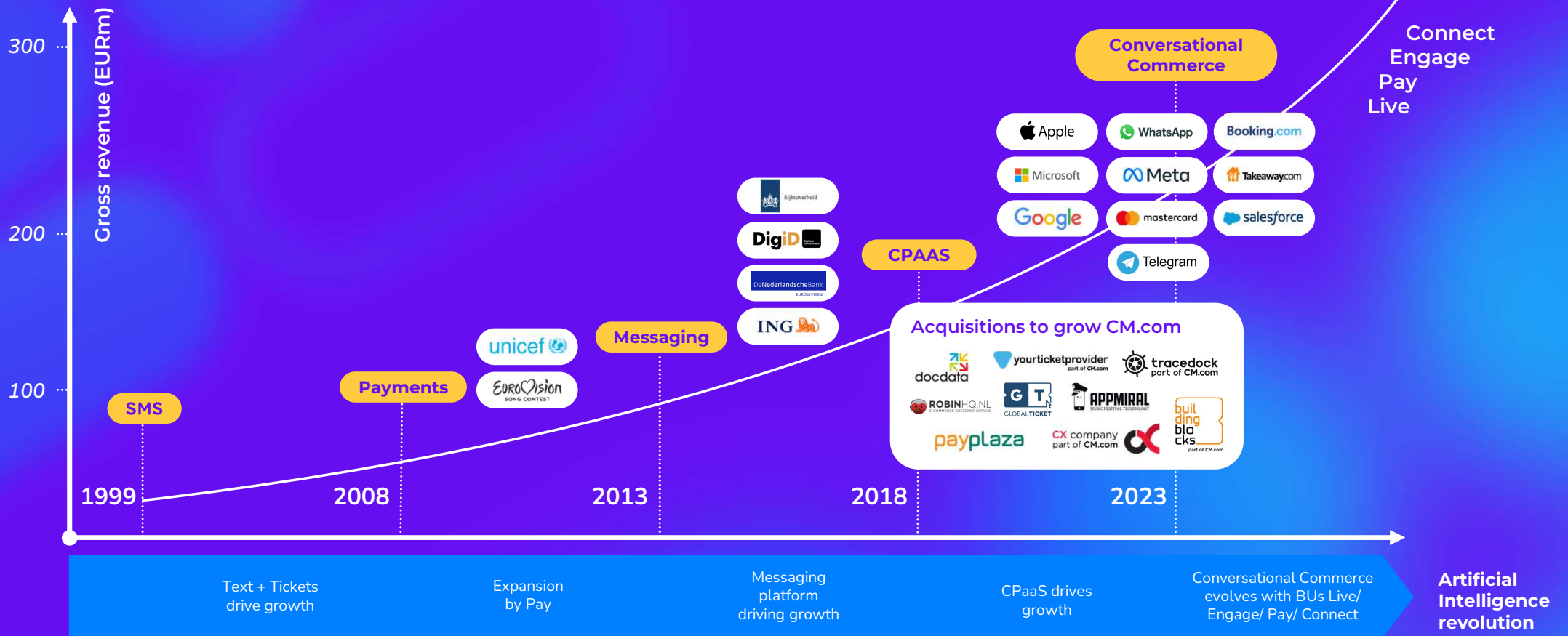
750+

employees

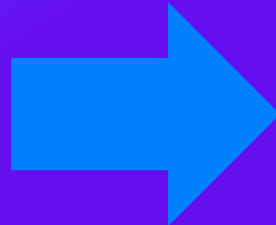




CM.com: Shaping the Future



Technology has changed the way we communicate



TutorialsMate

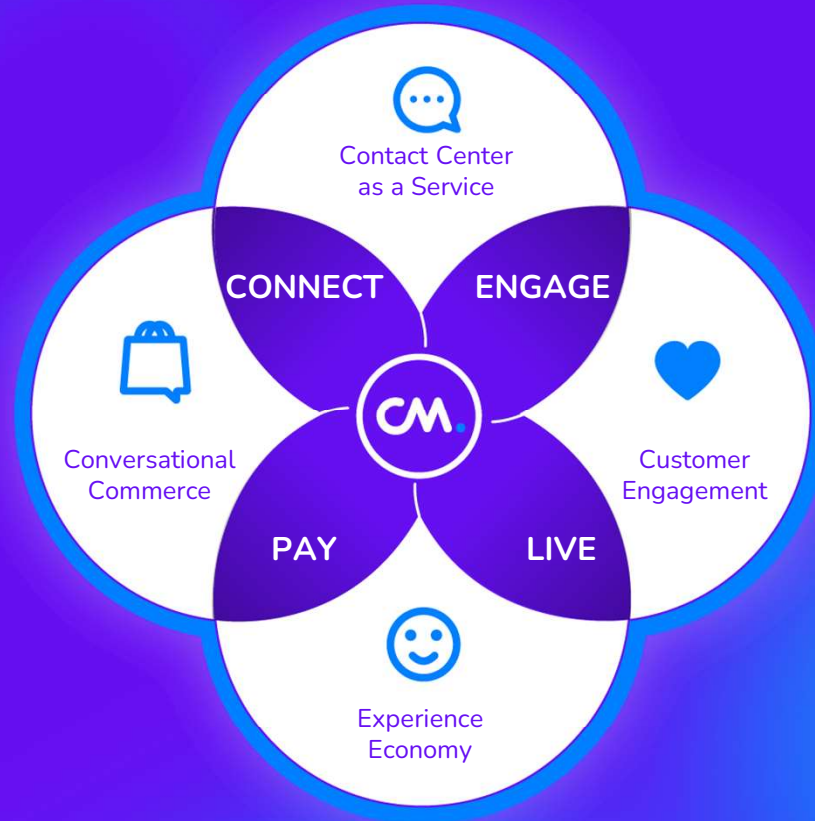
- Communication
- Education
- E-Banking & Finance
- Photo & Video Shoots
- Entertainment
- Navigation
- Notes & Reminders
- Online Orders, Bookings & Payments
- Web Learning & Updates
- Other Gadgets & Devices

Uses of Mobile Phones in Daily Life

Experience
Economy



CM.com: One complete technology platform





CPaaS



CONNECT

One connection for all conversations.

Financial Services

Logistics & Transport

Retail & eCommerce

Tech & Media

KEY PRODUCTS

- SMS Gateway
- Business Messaging API
- Voice
- One Time Password

SaaS



ENGAGE

Join the era of conversational customer experience.

Retail & eCommerce

Utilities

Leisure & Travel

KEY PRODUCTS

- Mobile Marketing Cloud
- Mobile Service Cloud
- Conversational AI Cloud
- AI Engines
- Customer Data Platform

Ticketing



LIVE

One platform to amplify the experience.

Music & Live

Sports

Museums & Parks

KEY PRODUCTS

- Ticketing
- Event App
- POS
- Event Marketing
- Customer Data Platform

Payments



PAY

Simplicity that pays off.

Retail & eCommerce

Tech & Media

Government

Charities

KEY PRODUCTS

- Online Payments
- In-Person Payments



OUR PLATFORM IS TRUSTED BY COMPANIES WORLDWIDE



TOMORROWLAND
LIVE YOUR DREAMS. MAKE YOURS.



WITHIN
TEMPTATION



MISSGUIDED



Prénatal



PageGroup



Hollard.





Key Facts YTD in 2024



EBITDA and Gross Profit reached record level



Revenue growth returned to positive levels



ARR grew 7% YoY to €33.6m end of Q3 2024



Growth focus remains on Profitable Growth



Normalized OPEX* fell more than 20% YoY



OTT channels, (WhatsApp, RCS) growing rapidly



FTE decreased to 676 end of Q3 2024



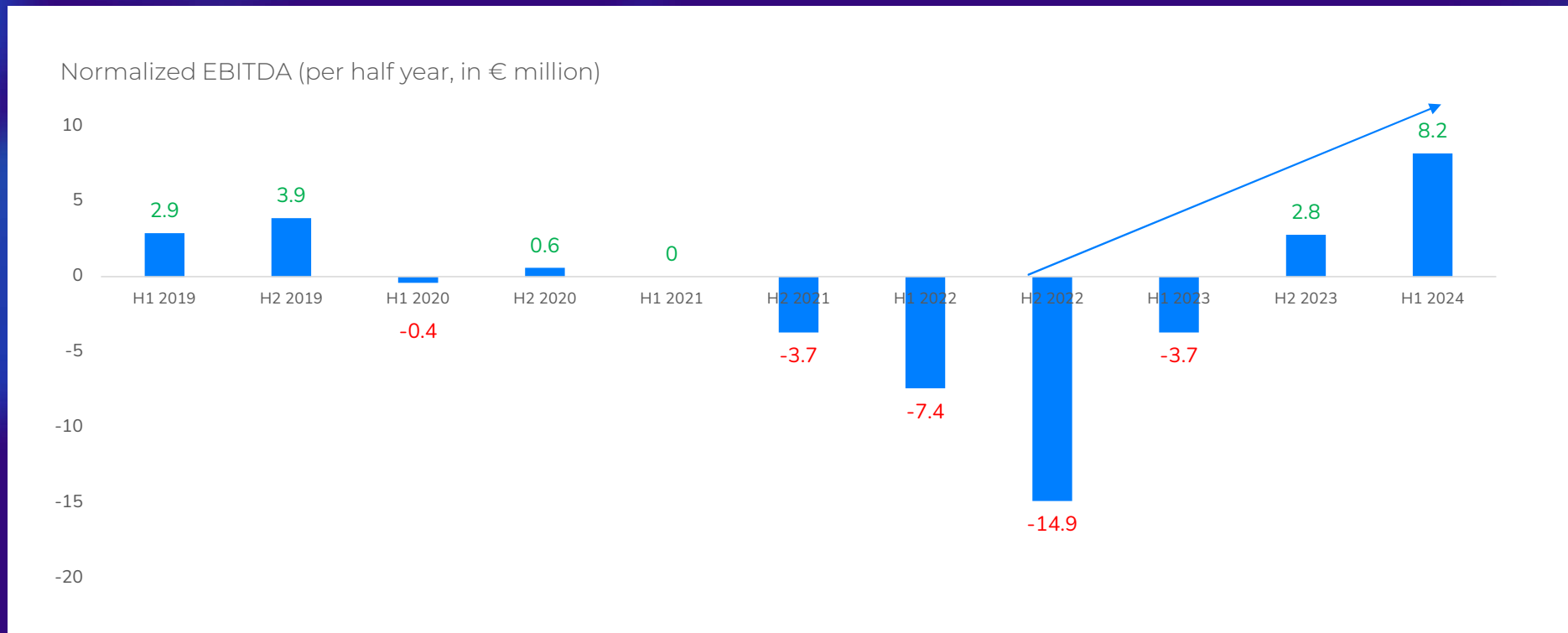
International traction Live is growing

* Normalized OPEX means OPEX corrected for material one offs



EBITDA back in positive territory and growing

CM.com continued to grow its normalized EBITDA in 2024. In the remainder of 2024, CM.com will continue to grow its Normalized EBITDA to become free cash flow positive by H2 2024.





Efficiency improvements result in profitable growth

FTE development since listing



Gross margins and OPEX growth historically



Value-over-Volume focus impacted FTE development

OPEX-to-Revenue now in low-20's range, as targeted for midterm

Gross Margins remain at 30% as product mix shifts more towards higher margins products in all business units



H2 2024 Outlook

Grow Normalized EBITDA to €16-18m in FY 2024

Normalized OPEX to decrease at least
15% year-over-year

Become FCF positive by H2 2024



Thank you.

If you have any questions, don't hesitate to contact us.

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