beaconsmind® group

Innovating Together for Digital Excellence

September 2024

beaconsmind® group

We do SaaS Analytics & IT-Infrastructure great …

… by connecting and engaging mobile-app users at the point-of-sale (PoS) and empowering B2B environments with powerful location-based marketing campaigns, anywhere, anytime - with our Bluetooth and WiFi Hotspot driven technologies.

We are the experts for ...

... digitization, Location Based Marketing, Infrastructure and Wi-Fi-Services for SaaS clients. With smart and fully cloud-based technologies, we create real added value for you and your customers.
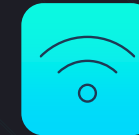
Key facts:
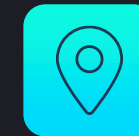
70+ Employees

32+ MM users per month

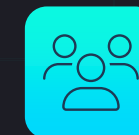**255%** Revenue CAGR 22-24E

41K+ Hotspots worldwide
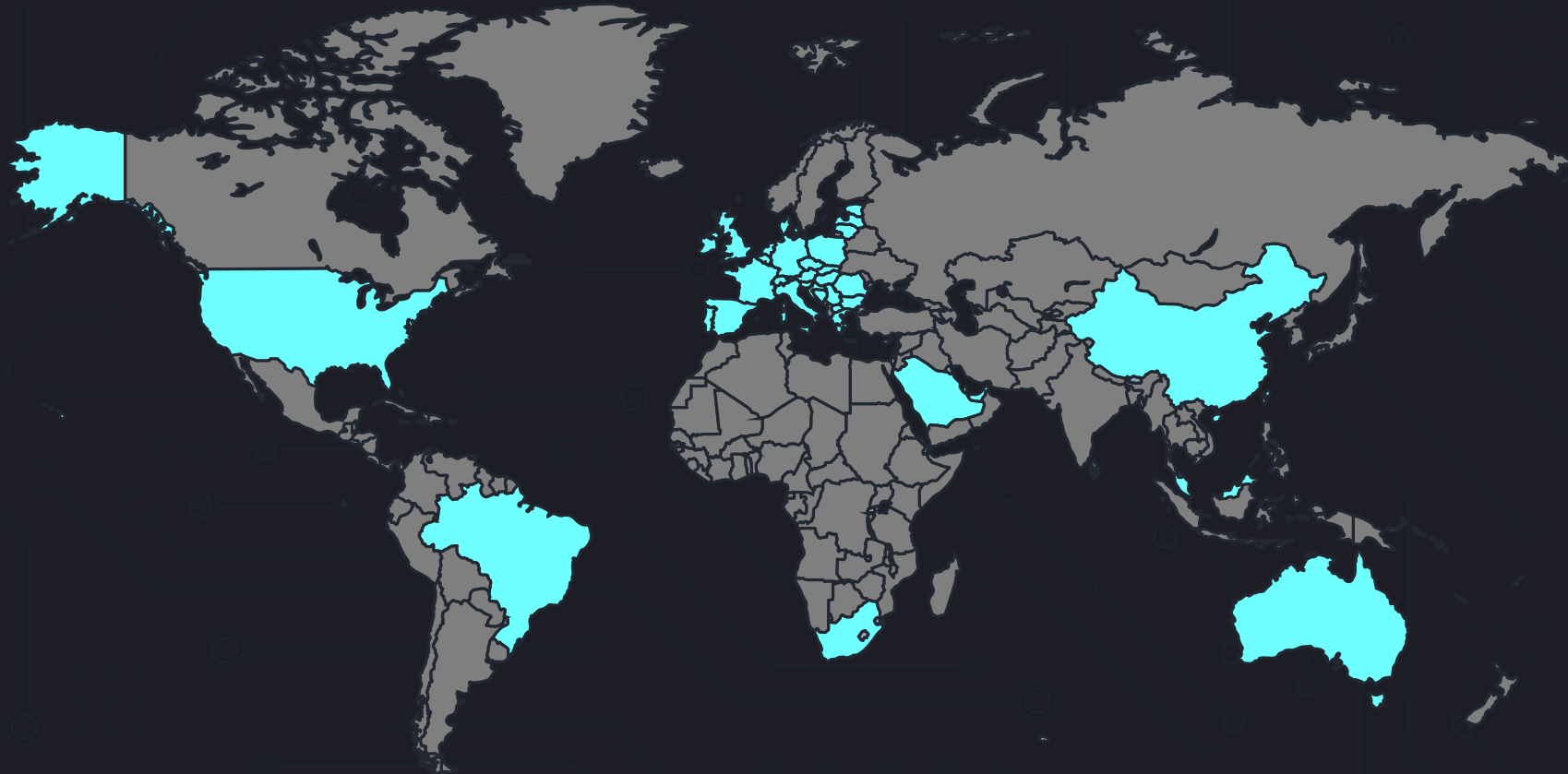
CHF 12.9 MM Revenue[1]

40+ Countries

CHF 2.5 MM EBITDA[1]

280k+ Concurrent users

Note(s): (1) Representing run-rate numbers FY2024E (fully captured run-rate financials)

beaconsmind group:
Strong global footprint

More than 7,000 customers worldwide are managed by our group

We are on-site for our clients in +8 Locations and 5 markets for top-of-class service excellence, anytime, anywhere

Zurich, Switzerland

Hannover, Germany

Dresden, Germany

Munich, Germany

Barcelona, Spain

Dubai, United Arab Emirates

Ryiadh, Saudi Arabia

beaconsmind group

beaconsmind® Group: Segment's key KPIs

In CHF MM (except no. of clients and Point-of-Sales)

	Infrastructure[1]		Software/SaaS[1]		Total
Number of Clients	265	+	6,770	=	**7,035**
Number of Point-of-Sales	11,978	+	19,753	=	**31,731**
Run-Rate Revenues[1]	~5.7	+	~7.2	=	**~12.9**
EBITDA [2]	~1.1	+	~1.4	=	**~2.5**
Synergies (Realized)	~0.2	+	~0.4	=	**~0.6**
Gross Margin	~65%	+	~90%	=	**~80%**

Group history (1/2)

2015 — **Foundation**

Headquarters Wollerau, Schwyz

2021 — **Middle East Expansion**

Regional office & entity GCC Dubai

2021/2022 — **Going Public**

Euronext & Frankfurt Stock Exchange

JUL 2022 — **APAC**

Regional office & entity APAC Shanghai

NOV 2022 — **Extension into Hotspot via FREDERIX Acquisition**

Headquarter Frederix Hanover, Germany

○ IPO/Foundation

○ Acquisition

○ Geographic Expansion

Group history (2/2)

JAN 2023 — **GCC Expansion**

Regional office & entity KSA Riyadh

MAR 2023 — **FREDERIX acquired Netopsie**

Headquarters Netopsie Hannover, Germany

MAR 2023 — **Socialwave Acquisition**

Headquarters Socialwave Munich, Germany

OCT 2023 — **KADSOFT & T2 Acquisition**

APR 2024 — **Strategic sales and technology cooperation with at-visions & lokalee**

May 2024 — **Spain Expansion**

- IPO/Foundation
- Acquisition
- Geographic Expansion

beaconsmind Group: Extending B2B Across Value Chain

Verticalization via establishment of a B2B Marketplace:

Development

Technology
Strong inhouse software capabilities & team

Company Building
Structure Implementation Go-to-Market capabilities via online marketing and tele-sales

Sourcing
M&A

Finance
Debt Raise Equity Solutions

Segment: Infrastructure

Hotspot
Hotspot layers like for example WLAN Hotspots

frederix HOTSPOT

Infrastructure
Strengthen infrastructure segment (LAN, WLAN etc.)

KADSOFT

T2 vertrieb

Value Add Synergies
Global client base and technology additional client roster and verticals E-mail review collection

Value Add Synergies
New web layers and products additional client roster (large corporates) and verticals

Segment: Software/SaaS

LBBM (beacon)
A scalable solution for delivering personalized digital experiences – across all channels, geographies, and languages.

Customer Management
LBBM manages and supports across full customer journey

Customized Experience
Digitalization and transformation into a powerful marketing and revenue channel

Point-Of-Sales (POS)
Expansion across any POS layers like for example WIFI, tablet and pos solutions

SOCIALWAVE

Value Add Synergies
Hotspot access points extension of technology and features additional client roster & verticals Instore review collection

Review
Exclusive partnership with eKomi (Feedback collection, management and distribution)

eKomi The Feedback Company

Hospitality
Comprehensive full-service solution for the entire guest journey by beaconsmind, at-visions, and Lokalee

at-visions Advanced Technologies

Lokalee

Technological value proposition

From Bluetooth Low Energy Hardware, Software and Cloud WiFi Hotspot Technology:

Bluetooth Beacon

The Bluetooth beacons localize and identify the mobile app user

Mobile App

The app is the main communication channel with the customer

Suite Software

Suite collects app-user/ location-based data & serves as push message manager

Cloud/Guest WiFi

Users can access more than just the Internet over WLAN. Our solutions leverage the potential of WLANs for your customers

Digitial signature solution

Specializes in Multitouch and Multiuser technology, developing interactive software and hardware solutions for large touch screens

Seamless Digital Experience: Customer journey with Location Based Services

1 A public WiFi throughout the city grants a seamless internet connection everywhere. WiFi analytics and personalized Location Based Marketing subsidize the WiFi network.

2 An app serves as the central tool where the customer receives added value. You benefit from very extensive data analysis of user behavior.

Centralized management of all digital experiences
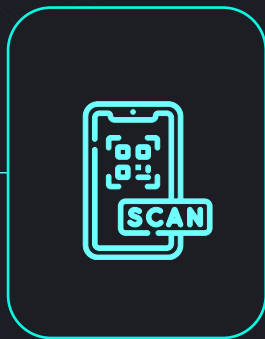
| Arrival at Airport | Scan QR code | Install app | Get benefits | Automatically connected with the city WiFi | Know your customer and stay in touch | Know your guest and stay in touch |

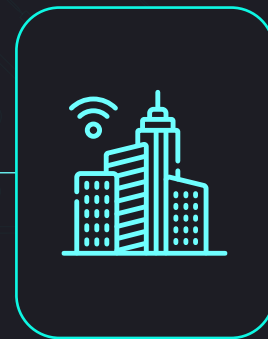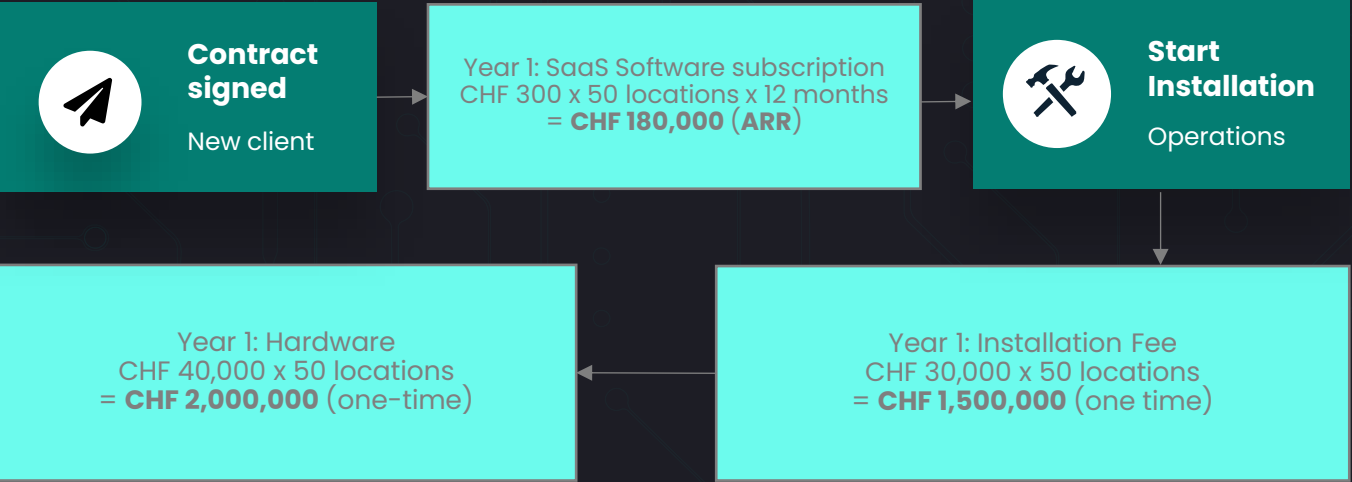# Infrastructure

Pricing flowchart

Clients Facts Example (Healthcare)

# of Location	50
# of Hotspots (WI-FI beacons)	3,750
Installation Fee	CHF30,000/Location
Hardware	CHF40,000/Location
SaaS Maintenance	CHF300/Location /Month

Annual Recurring Revenues (ARR)

✓ Subscription fee for beaconsmind® Suite / FREDERIX Cloud Wifi/ Socialwave marketing platform based on number of location per month and infrastructure services as well as support it is used

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Contract signed

New client

→

Year 1: SaaS Software subscription
CHF 300 x 50 locations x 12 months
= **CHF 180,000** (**ARR**)

→

Start Installation

Operations

↓

Year 1: Hardware
CHF 40,000 x 50 locations
= **CHF 2,000,000** (one-time)

←

Year 1: Installation Fee
CHF 30,000 x 50 locations
= **CHF 1,500,000** (one time)

Revenue Calculation – Year 1

SaaS Maintenance

CHF 180,000

(Annual Recurring)

+

Installation Fee

CHF 1,500,000

(one-time)

+

Hardware Revenue

CHF 2,000,000

(one-time)

=

Total Revenue

CHF 3,680,000

(year)

SaaS software and hardware
Pricing flowchart

Clients Facts Example (Retail)

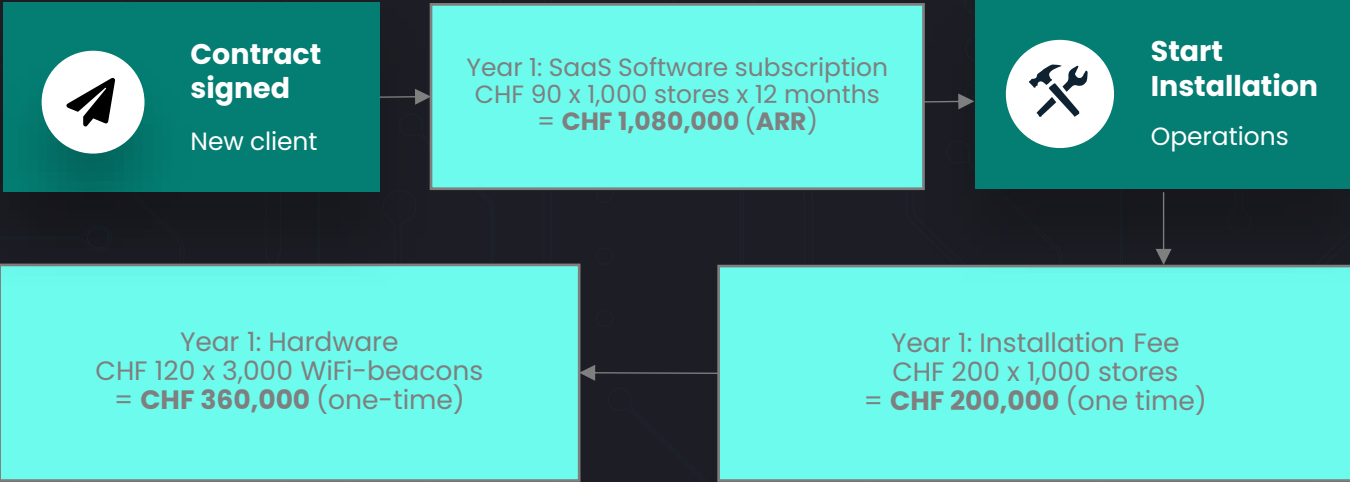|	
# of Stores	1,000
# of Hotspots (WI-FI beacons)	3,000
Installation Fee	CHF200/POS
Hardware	CHF120/Pc.
SaaS Software	CHF90/POS/Month

Annual Recurring Revenues (ARR)

✓ Subscription fee for beaconsmind® Suite / FREDERIX Cloud Wifi/ Socialwave marketing platform based on number of stores per month it is used

Contract signed
New client

Year 1: SaaS Software subscription
CHF 90 x 1,000 stores x 12 months
= **CHF 1,080,000** (**ARR**)

Start Installation
Operations

Year 1: Installation Fee
CHF 200 x 1,000 stores
= **CHF 200,000** (one time)

Year 1: Hardware
CHF 120 x 3,000 WiFi-beacons
= **CHF 360,000** (one-time)

Revenue Calculation – Year 1

SaaS Software		Installation Fee		Hardware Revenue		Total Revenue
CHF 1,080,000	**+**	**CHF 200,000**	**+**	**CHF 360,000**	**=**	**CHF 1,640,000**
(Annual Recurring)		(one-time)		(one-time)		(year)

Our respected clients –
our top priority, every day!

We turn business relationships into partnerships with technological and service excellence

beaconsmind Group Exponential Growth via multiple layers: organic, internationalisation and new vertical expansion

Layers of growth

IV Up- and Cross-Sell/ New Products

III Internationalization

II Vertical Expansion/ Acquisitions

I beaconsmind Group: Organic Growth

I **Organic Growth**

- Conservative and stable growth within the customer with high single digits **expected organic growth** over the upcoming years
- Internationalisation strategy in place to further expand customer base
- Product development **(Digital Experience Group)**

II **Vertical Expansion/ Acquisitions**

- **Vertical expansion via across multiple layers**:
  - POS Expansion
  - Hotspot Expansion
  - Infrastructure Expansion
  - DXP
- **Further extensions possible in the universe of the beaconsmind Group**

III **Internationalisation**

- Currently beaconsmind Group has a **dominant focus in the German and European market**
- **Further internationalization expected** with growth in new regions/countries like Middle East (especially Saudi Arabia, UAE), Asia and Spain

IV **Up- and Cross-Sell/ New Products**

- **Cross-selling and up-selling of newly acquired products** across the review database
- **Accelerate growth on existing customer base** by leveraging existing customer relationships

LIDL

Client Success Story Lidl

In-Store Customer WiFi and Analytics.

☑ **Project**

Lidl implemented beaconsmind Hotspots in **10,000+ Supermarkets** to offer seamless and fast WiFi internet access for their Lidl mobile app customers
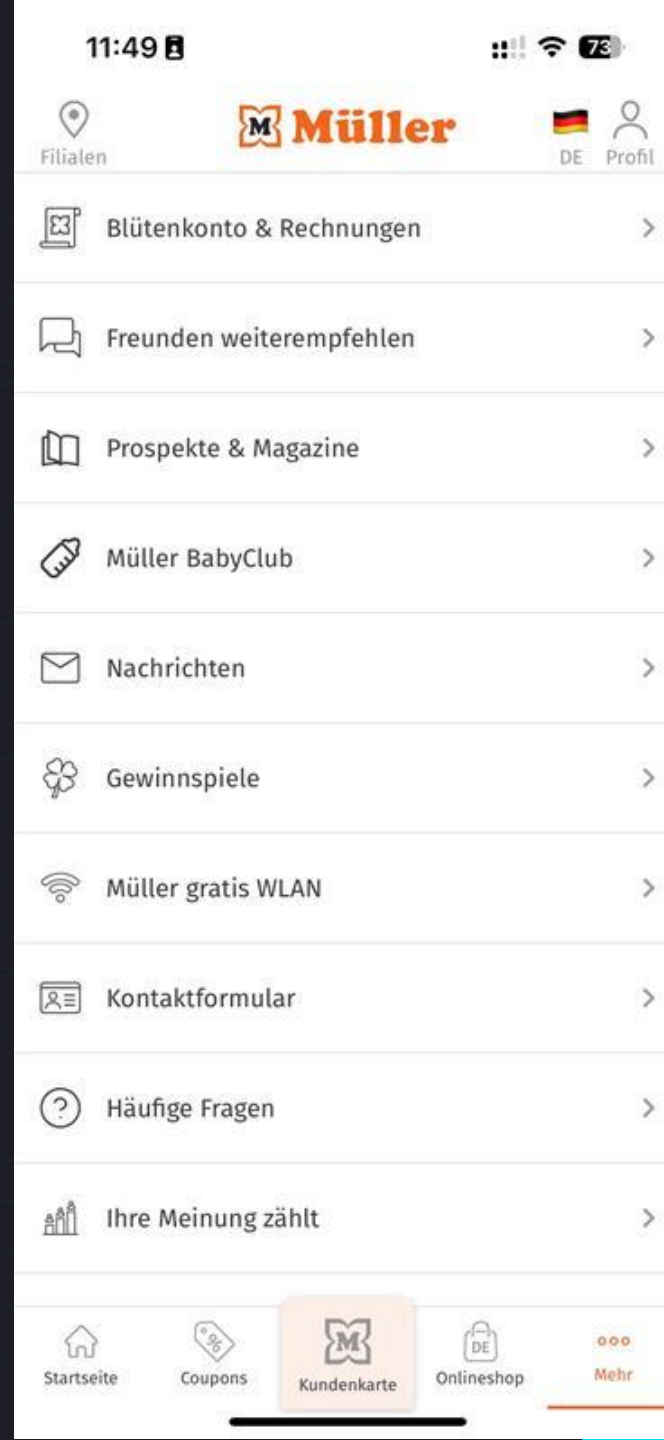
☑ **Benefits & Results**

- Lidl USA: **+50,000 more newsletter subscriptions** in 1 year

- **Highly available customer WiFi connection** to the Lidl App customers

- Realtime **In-Store Analytics**

beaconsmind® group

① Organic Growth

Client Success Story Müller

In-Store Customer WiFi and Analytics.

☑ **Project**

Müller implemented beaconsmind CloudWiFi solutions in **770+ Supermarkets** to offer seamless and fast WiFi internet access for their Müller mobile app customers in the DACH region and Spain

☑ **Benefits & Results**

- **Highly available customer WiFi connection** to the Müller App customers

- **Unified state-of-the-art software solution** that allows **centralized management and monitoring of customer Wi-Fi across all locations**

- Realtime **In-Store Analytics**

☑ **Project Revenue**

- Around **EUR 130,000 with additional rollouts** in Hungary, Croatia and Slovenia planned

ⓘ **Organic Growth**

ECE

Client Success Story ECE Group

Major Shopping center operator

☑ **Project**

ECE Group implemented beaconsmind CloudWiFi solutions in **77 shopping centers** to offer seamless and fast WiFi internet access for their customers in Germany

☑ **Benefits & Results**

- **Highly available customer WiFi connection** to the customers

- Realtime **In-Store Analytics**

- **Improved network infrastructure and quality of WiFi access** for stores and customers

☑ **Project Revenue**

- Around **EUR 500,000 with additional 200 shopping centers rollouts** worldwide

Client Success Story Semperoper

One of Germany's largest opera houses

☑ **Project**

beaconsmind Group has **delivered and installed new projection technology** for the stage at the Semperoper Dresden, one of Germany's largest opera houses

☑ **Benefits & Results**

- **Lamp-free laser projection** and **a filterless design, ensuring up to 20,000 hours** of maintenance-free operation

- **Minimizes the loss of brightness or color uniformity** in the unlikely event of a diode failure

☑ **Project Revenue**

- Around **EUR 200,000 with additional potential rollouts** in other opera houses

⊙ Organic Growth

RENAFAN
pflegen und betreuen

Client Success Story Renafan

Large German elderly care provider with 5000 FTEs & 9000 customers

☑ **Project**

beaconsmind Group has **implemented Wifi infrastructure for internal services and residents** for Renafan GmbH

☑ **Benefits & Results**

- Renafan required **Wifi infrastructure** at their locations in Berlin Tegel and Ludwigspark for **internal services such as telemedicine** and to provide **residents with wireless internet access**.

☑ **Project Revenue**

- Around **EUR 100,000 with additional potential rollouts** at other locations

SZ PFLEGEGRUPPE WESERBERGLAND

Client
SuccessStory
SZ Pflegegruppe
Weserbergland

Operator of nursing and retirement homes

„Hier bin ich Mensch"

Pflege- und Seniorenresidenzen im Weserbergland

Unsere Residenzen

☑ **Project**

beaconsmind Group has **renewed and installed telecommunication and alarm systems** for the SZ Pflegegruppe Weserbergland at 4 locations

☑ **Benefits & Results**

- SZ Pflegegruppe benefits from new telecommunication systems and an **improved alarm and security features** including the installation of **a nurse call system.**

☑ **Project Revenue**

- Project Revenue amounts to **EUR 206,400**

Vertical Expansion

The Future of Hospitality:
A Journey through Innovation and Hospitality

Navigating the evolving landscape of hospitality - from workforce challenges to rising guest expectations and online competition.

Innovating Together for Digital Excellence

Vertical Expansion

Hospitality – The Role of Digitalization

Transforming Hospitality:

From Digitalization to Unforgettable

Guest Experiences

✓ Comprehensive full-service solution for the entire guest journey by beaconsmind, at-visions, and Lokalee

✓ Resulting in an enhanced guest journey and unforgettable experiences for our guests

Vertical Expansion

JV Lokalee – Hospitality solutions

1 A plug and play white label app branded and customized for your hotel.

2 Full access to carefully curated content from our local heroes from dining to events, shopping, experiences and attractions.

3 Personalized offers, activities and promotions for your guests based on our AI Algorithm .

4 A single touch point to communicate all hotel's features and services (digital Guest Directory)

5 Curate customized trip plans and itineraries detailed for each day of the customer's stay

Software

Pre Stay:
- Booking confirmation
- Communication before arrival
- Online check-in
- Registration form
- Payment gateway
- WhiteLabel App
- Customer activation through voucher
- Individual loyalty programs
- Planning & booking of excursions, events, tours, etc.

Check In:
- Mobile key in mobile app
- Kiosk, key issuance
- Self-upgrade
- Managed WiFi (Saas)
- Whitelabel App
- App user recognition in Wi-Fi
- Operational Wi-Fi networks (FO, restaurant, etc.)

Stay Phase:
- In app service for
- Hotel A-Z (General information)
- Room service menu
- Remote control
- Netflix/Amazon streaming
- POS - Book room service
- Simplified communication
- Special experience programs for hotel guests during stay
- Discounted access to partner programs

End Stay:
- PMS invoice viewing + Online check-out
- SaaS solution for collecting provider and product reviews
- Automated provision of review requests after checkout
- Ensuring of content reviews / confirmation before publication
- Customer Wi-Fi with advertising opt-in even beyond the duration of Wi-Fi usage
- Tools for automated loyalty programs and other tools for customer activation

Pre Stay   ## Check In   ## Stay Phase   ## End Stay

Infrastructure

Pre Stay:
- Failsafe 5G Fallback
- Proviion of networks (TV/Phone)

Check In:
- Digital signage and kiosk systems for indoor and outdoor applications
- Conference and projection technology for meeting and conference rooms
- Networking technology
- CCTV, video-based fire detection
- Interactive displays for Lokalee offering
- Interactive overview maps for orientation in large facilities and hotels

Stay Phase:
- Digital/Interactive Signage
- CCTV, video-based fire detection
- VOIP telephone, SIP Client
- Digital Signage und Kiosk Solutions (indoor und outdoor)
- Infrastructure for MICE (meeting / conferences)
- Netzwerktechnik
- Unified communication solutions

27

Acquisitions Criteria: 100% Consistency

Strategic acquisitions as DNA to extend Group

beaconsmind **Group** becoming an extended business model as Point-of-Sales B2B Player offering Beacons and Hotspot Access for its Clients.

1-2 Deals in 2H 2024 Expected

Combined strength to offer integrated Point-of-Sales	• Integrated product offering with BLE (Bluetooth Low Energy) and Hotspot technology • Combined end-to-end offering will increase client retention rate
Revenue synergies	• Combining sales channels will lead to imminent ramp-up in revenues • With low overlap in existing clients significant cross-selling potential for both verticals
Scale Matters	• Offering scalable Point-of-Sales ("PoS") solutions to large customers • Scale leads to lower fixed costs per client and improved overall ability to develop the product portfolio
Client base is a natural fit	• Same client based or value-add: Retail ("PoS"), Healthcare, public, hospitality
International-ization	• Revenue growth in new markets and internationalization • Increasing the synergies between sales and marketing teams across beaconsmind Group
Acquisition criteria	• EV/EBITDA: ~5x – 6x pre-Synergies to ensure accretive transactions • Further potential to expand current infrastructure or software/SaaS segment • Add-on value for Digital Experience Platform vision

International Expansion – MENA Region
Smart lighting pole project

The smart Lighting Pole: Technology must not be an end in itself. It is closely related to life and the needs, expectations, and potential of people. We help making your city a better place to live in.

- ✅ Modular structure
- ✅ Intelligent lighting
- ✅ Versatile and customisable
- ✅ Integrated smart functions
- ✅ High energy efficiency
- ✅ Reduced light pollution

Wi-Fi · LoRaWAN® · Bluetooth™ · IoT

✅ Project

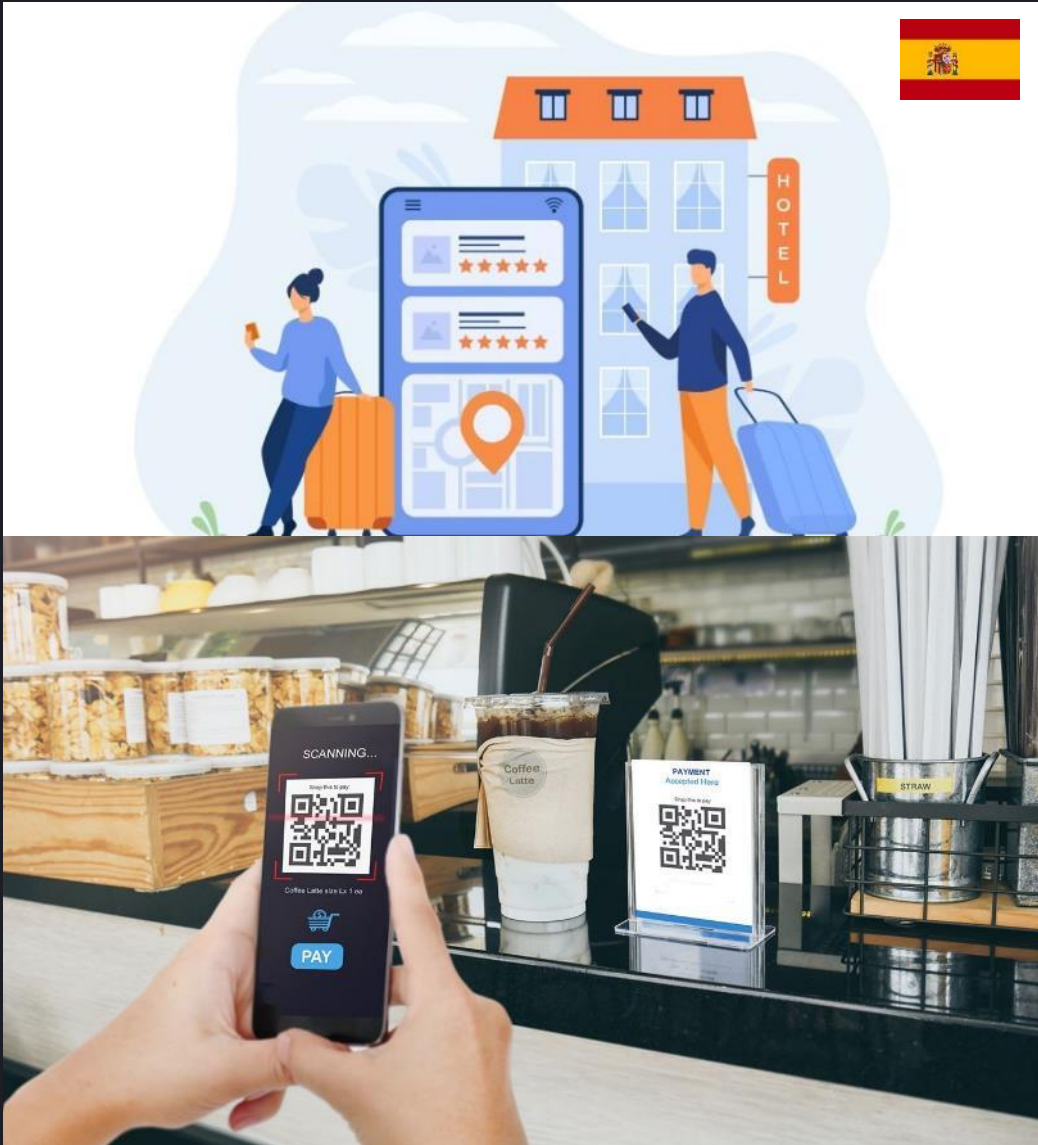Smart **lighting for pathways, access roads, and event areas** is being searched.

✅ Current Status

- **Presentation phase**

- **Demo pole was installed** in the park area and is waiting for the presentation

✅ Expected Project Volume

- Total project revenue of **EUR 5.3MM** expected, thereof hardware and infrastructure cost would be around **EUR 1.3MM.**

International Expansion – Spain

Project

- Establishment of the subsidiary Socialwave Spain S.L .

- Expansion in Spain with beaconsmind Group's integrated WiFi marketing product

Spanish Market

- **Dynamic business environment** and high acceptance of **digital marketing solutions**

- **Growing demand for innovative social media strategies,** particularly in the **hospitality and gastronomy sectors**
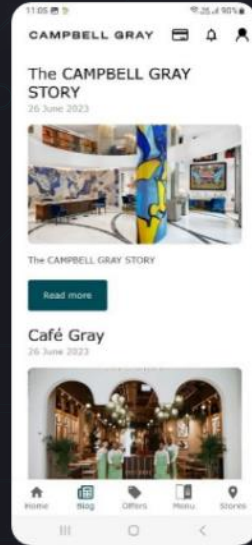
Expected Project Volume

- **Annual revenue of EUR 600,000** in Spain expected

- **Rollouts of existing customers like Müller**

Successful Upselling/Cross-selling

Existing Clients "CAFE GRAY"

Menu

Blog

Stores
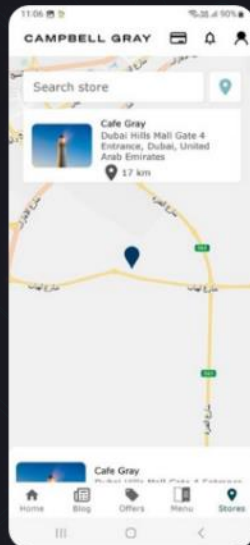
Customer Card

☑ **Project**

- **White-Label app** already created

- New integration of solution with the client's **Point of Sale (POS) system** will now be implemented

☑ **Benefits & Results**

- **Enable targeted marketing campaigns, enhancing customer engagement and experience**

- With the integrated POS system, the operational efficiency is also significantly improved

☑ **Project Revenue**

- Currently, **EUR 36K annual revenue with more upselling potential**

31

Ⅳ <u>Successful Upselling/Cross-selling</u>

Existing Clients "Vitanas"

☑ **Project**

- **Vitanas now newly implemented CloudWiFi solutions in 15 Vitanas locations with a total around 2,500 nursing care places**

☑ **Benefits & Results**

- **Unlimited number of locations and hotspots,** create, analyze, and compare usage statistics.

☑ **Project Revenue**

- Around **EUR 1.0MM revenue expected with 5 years contracts signed**

Strong revenue development in both segments

Revenue of CHF 5.9MM in 1H 2024 achieved [1]

CHF MM

Legend: ■ Infrastructure ■ Software / SaaS

	1H 2023A	2H 2023A	2023A	1H 2024A	2024E [1]
Total	2.7	3.5	6.2	5.9	12.9
Software / SaaS	1.9	2.6	4.5	2.9	7.2
Infrastructure	0.8	0.9	1.6	3.0	5.7

2023 | 2024
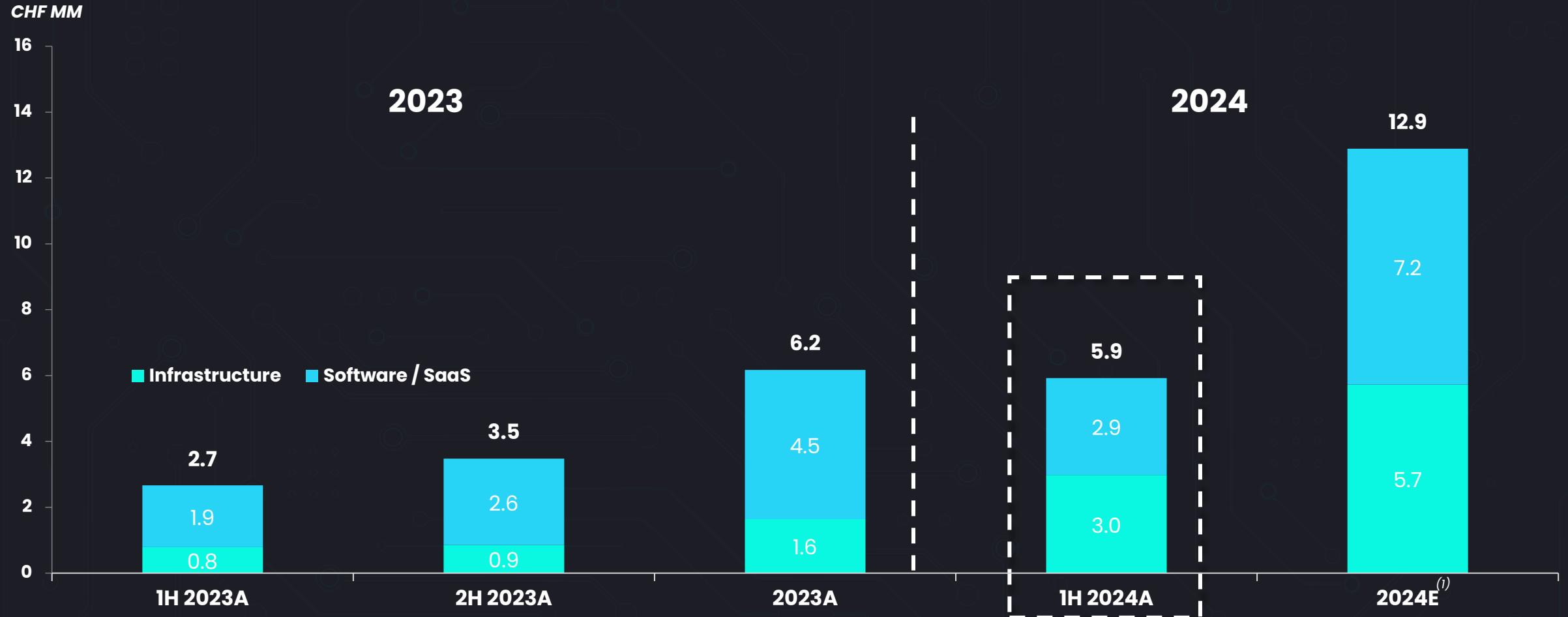
Note(s): (1) Based on calendar year (Jan – Dec), representing run-rate numbers on a pro-forma basis (fully captured in FY 2024 financials)

1H 2024 CHF 1.1MM EBITDA achieved with expected CHF 2.5 MM EBITDA for FY 2024

CHF MM

■ Infrastructure ■ Software / SaaS

2023			2024	

1H 2023A: 0.2, (0.7), (0.5)
2H 2023A: (0.0), (0.2), 0.1
2023A: 0.2, (0.5), (0.4)
1H 2024A[1]: 0.5, 0.6, 1.1 — Positive EBITDA achieved!
2024E[1]: 1.1, 1.4, 2.5
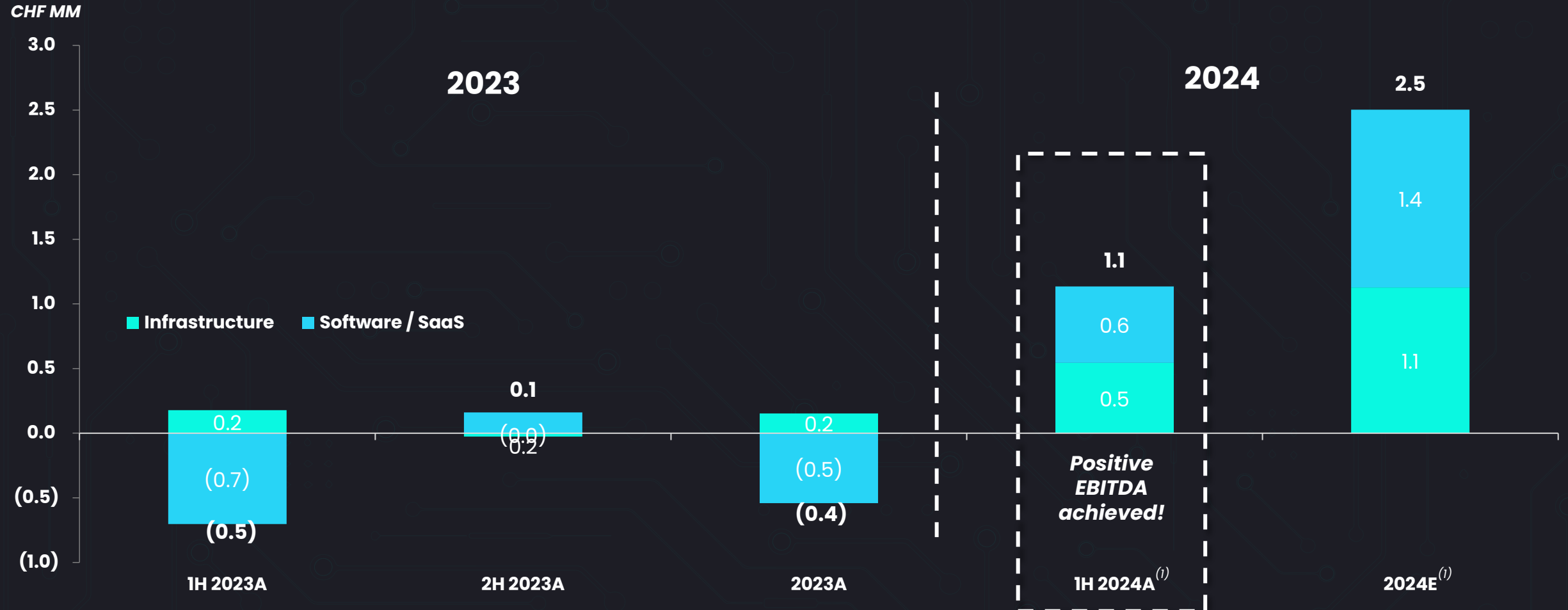
Note(s): Operational EBITDA Includes adjustments for non-recurring expenses and restructuring costs

34

Free Cash Flow Analysis –Breakeven FCF in 1H 2024 with positive FCF expected 2024ff

CHF MM

■ Adj. EBITDA [1] ■ Unlevered FCF

2023

2024

	Adj. EBITDA	Unlevered FCF
1H 2023A	(0.5)	(3.5)
2H 2023A	0.1	0.1
2023A	(0.4)	(3.4)
1H 2024A	1.1	(0.1)
2024E	2.5	0.5
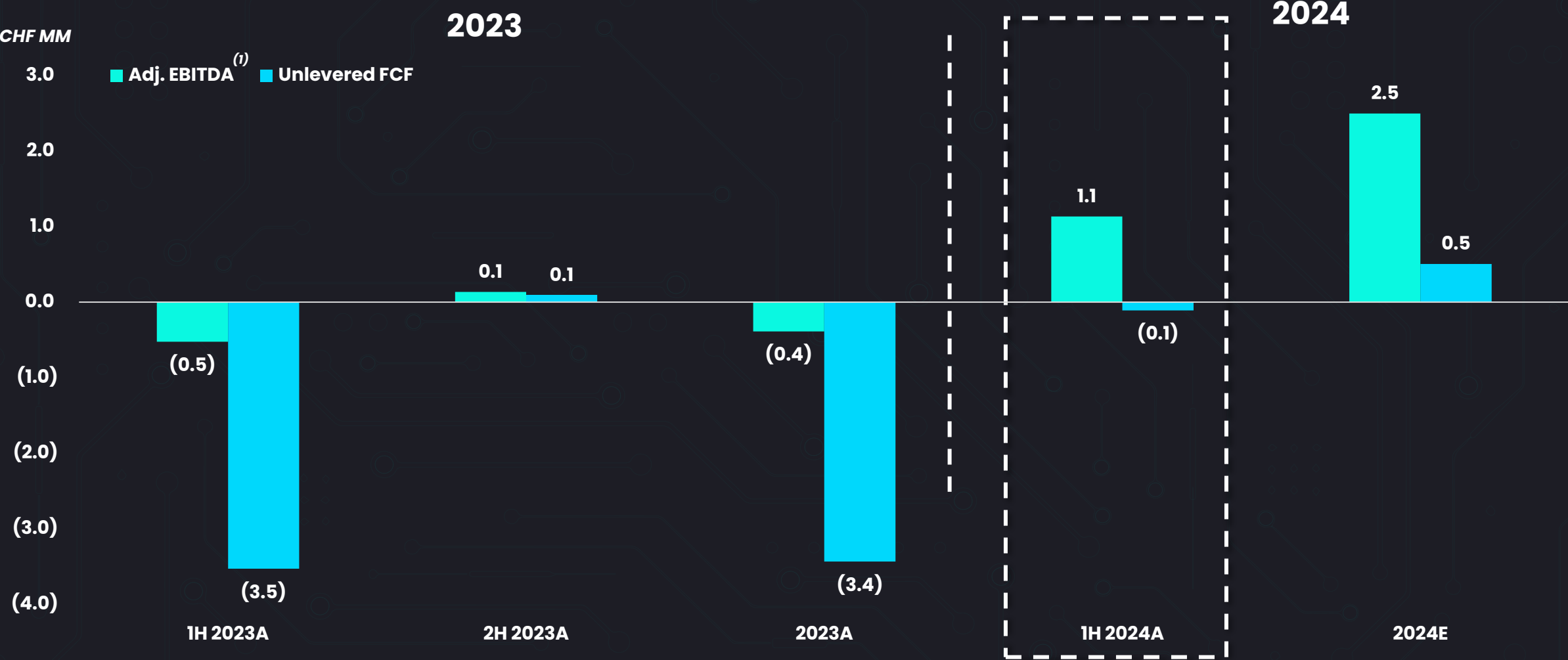
Note(s): (1) Includes adjustments for non-recurring expenses and restructuring costs

Capital structure and Acquisition Summary (1/2)

Equity Raising in FY 2023 (IN MM. CHF)

Legend: ■ Cash Capital Increase ■ Capital Increase in kind

1H 23A: Cash Capital Increase 3.3, Capital Increase in kind 2.5, Total 5.8
FY 23A: Cash Capital Increase 6.3, Capital Increase in kind 4.1, Total 10.5
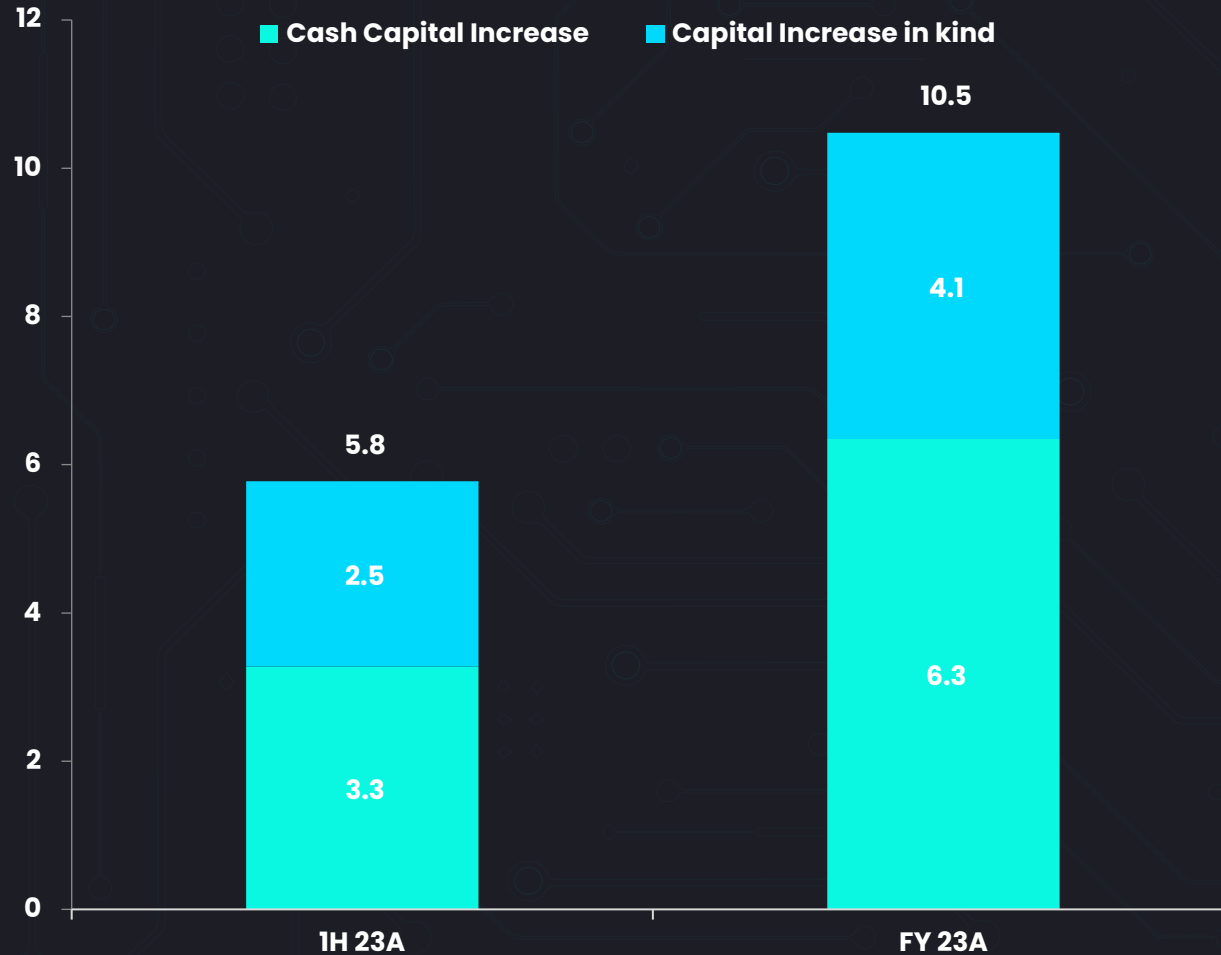
Acquisition Table (FY 2023 IN MM. CHF)

IN MM. CHF	FREDERIX (62%)	Netopsie	Socialwave	KADSOFT/T2
Purchase Price	2.9	0.5	9.6	2.9
Equity Raised (FY 23)	1.9	–	5.7	3.0
Debt assumed	–	–	4.8	–
Run rate Revenue	3.8	0.6	4.3	3.0
Run rate EBITDA	0.7	0.1	1.7	0.5
EV/Revenue	1.2x	0.8x	2.1x	0.9x
EV/EBITDA	7.0x	5.0x	3.8x	5.4x
Price BM (Xetra) After deal closed	12.0/7.8 [1]	8.1 [2]	9.5 [3]	6.6 [4]
Closing date	Nov 22/Jul 23 [1]	Feb 2023	Apr 2023	DEC 2023

beaconsmind Group raised CHF 10.5MM equity in full year 2023 and acquired these assets all around 1x revenues and below 5-7x EBITDA pre synergies.

Notes: (1) 51% shares on 21.11.2022, Xetra BM price @12.0; 62% shares on 28.07.23, Xetra BM price @7.8; (2) On 24.02.2023 Xetra BM price @8.10; (3) Socialwave acquisition 21.04.2023, Xetra price @9.45; (4) Post acquisition on 31.10.23 Xetra Price @6.6

Balance Sheet

Assets (MM. CHF)	FY 2023	H1 2024
Inventories	0.5	0.7
Trade and other receivables ②	2.7	3.8
Accrued income and prepaid expenses	0.0	0.5
Cash	0.8	0.3
Work in progress	0.0	0.8
Investment in subsidiaries	0.0	0.0
PP&E	1.0	0.8
Right-of-use assets	0.4	0.4
Intangible assets	11.0	10.4
Goodwill	2.9	2.9
Other	0.0	0.0
Total Assets ①	**19.3**	**20.5**

Equity and Liabilities (MM. CHF)	FY 2023	H1 2024
Current Lease	0.3	0.1
Trade and other payables	1.0	0.7
Accrued expenses and deferred income	1.2	2.8
Borrowings - Current portion	0.9	0.7
Deferred tax liabilities	2.2	2.2
Employee benefit obligations	0.1	0.1
Borrowings	6.4	7.2
Non-current Lease	0.2	0.3
Shareholder Equity	6.9	6.2
Non-controlling interests	0.2	0.3
Total Equity and Liabilities	**19.3**	**20.5**

Comments:

The Balance Sheet has been *fully capitalized* in H1 2024:

① **Strong Assets:** Around CHF 20.5MM total assets remains in beaconsmind Group at the end of H1 2024.

② **Trade and other receivables** increased to CHF 3.81MM in H1 2024, which negatively impacted working capital and will be normalized in the second half year of 2024.

Net Debt/Total Assets (x):

Net Debt/ Total Assets

	FY 2023	H1 2024
	0.3x	0.4x
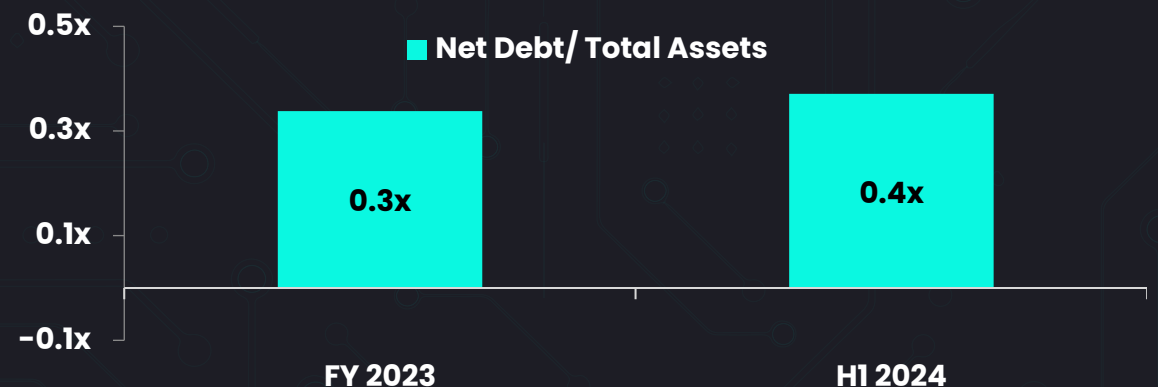
beaconsmind® Group Leadership Team.

Proofed Across Bluetooth Low Energy Technology and Hotspot Wifi Spectrum

Jonathan Sauppe
Chairman & CEO
- CEO beaconsmind® group
- Founder and previous CEO of several tech companies
- Core Shareholder

Michael Ambros
Board Member
- In charge of M&A at beaconsmind® Group
- Founder & CEO eKomi
- Entrepreneur, Executive
- Online marketing, reputation management, and CRM
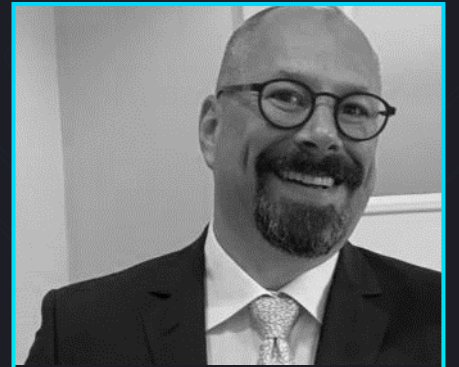- Core Shareholder

Martin Niederberger
Board Member
- In charge of Audit/Tax/Compliance at beaconsmind Group
- Former CEO Dictaphone Corp.
- Former Leader Corporate Restructuring BDO

Andreas Wyss
Board Member
- In charge of new acquisition valuation at beaconsmind Group
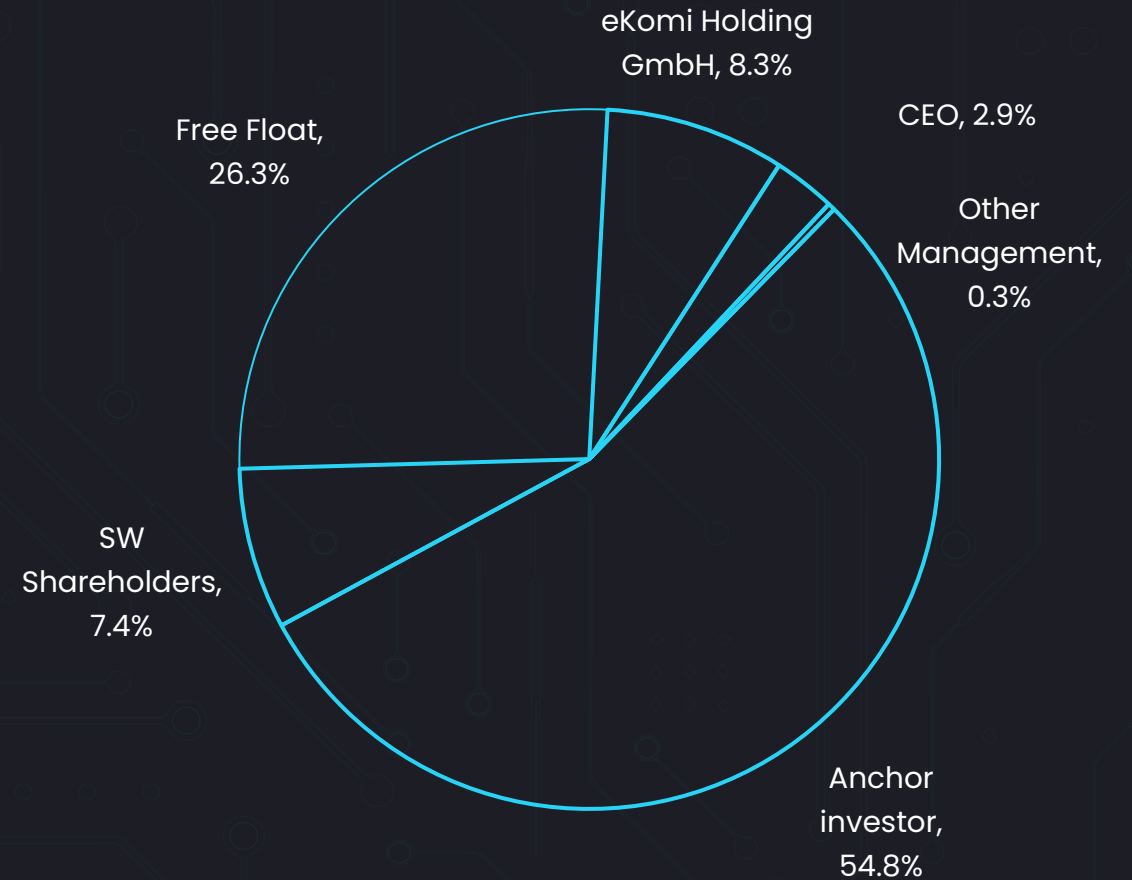- Partner & Head of International Clients, Relationships of BDO

Christian Legros
Board Member
- Transaction experience from over 20 M&A deals and two IPOs
- Founder of Legros Partners Group and Socialwave Group
- Core Shareholder

Shareholder Summary: beaconsmind® stock

ISIN/WKN/TICKER	CH0451123589 / A2QN5W
Number of Shares	4,699,326
Stock Exchanges	Euronext Paris Stock Exchange Frankfurt Stock Exchange
Market Cap[1]	EUR 25,376,360
Analysts	NuWays Hauck & Aufhäuser *PT EUR 15– BUY (28/02/24)* First Berlin *PT EUR 14 – BUY (04/04/24)*

eKomi Holding GmbH, 8.3%

CEO, 2.9%

Free Float, 26.3%

Other Management, 0.3%

SW Shareholders, 7.4%

Anchor investor, 54.8%

Notes: (1) Share price & market cap of Xetra Stock Exchange as close of 27/09 with share price of EUR 5.40

39

beaconsmind® group

Thank You,

for your attention.

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