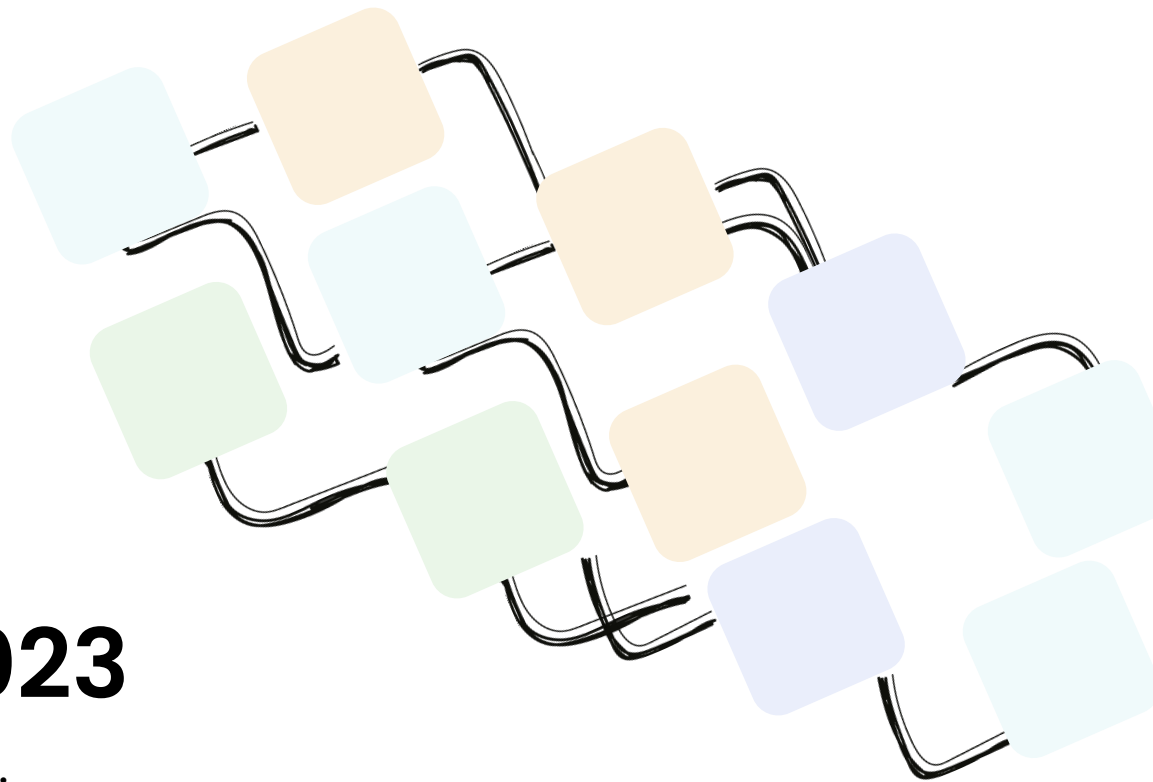




Woodpecker®

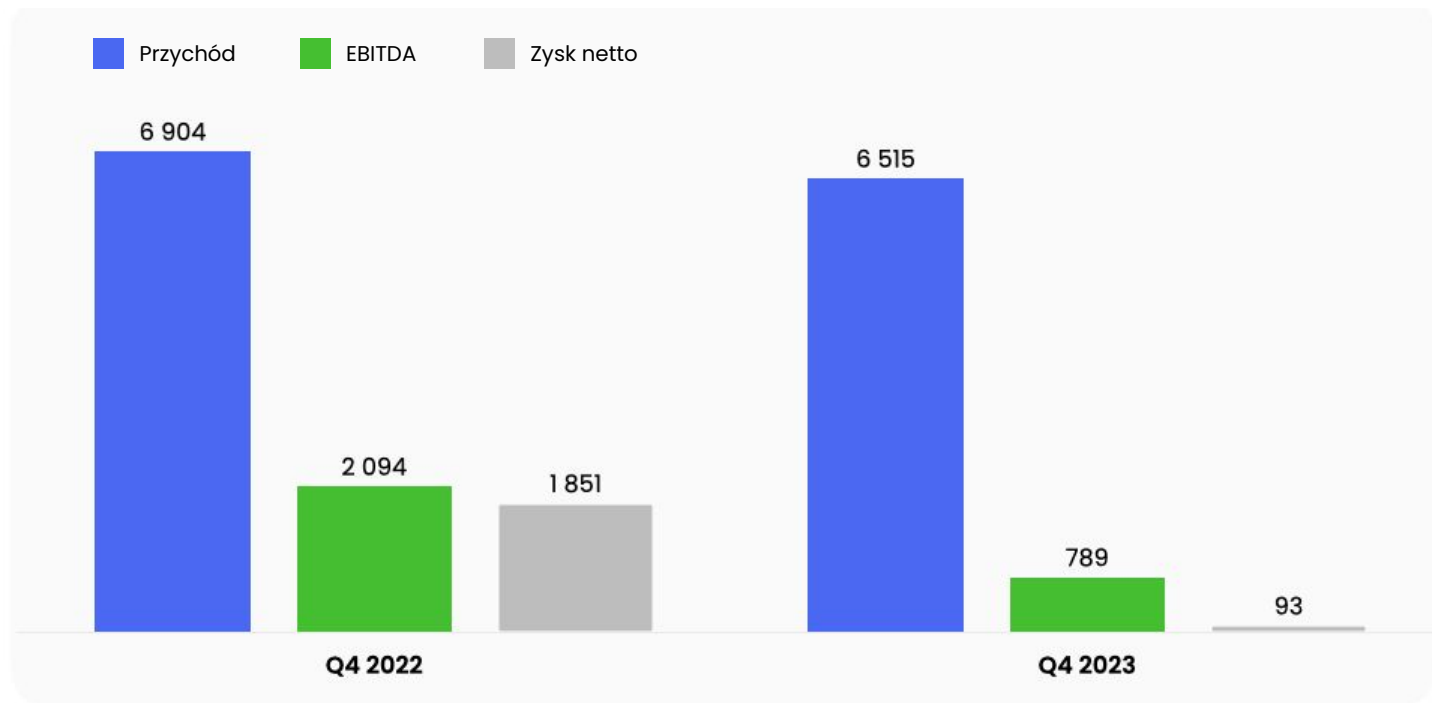
IV kwartał 2023

Spółki Woodpecker.co S.A.

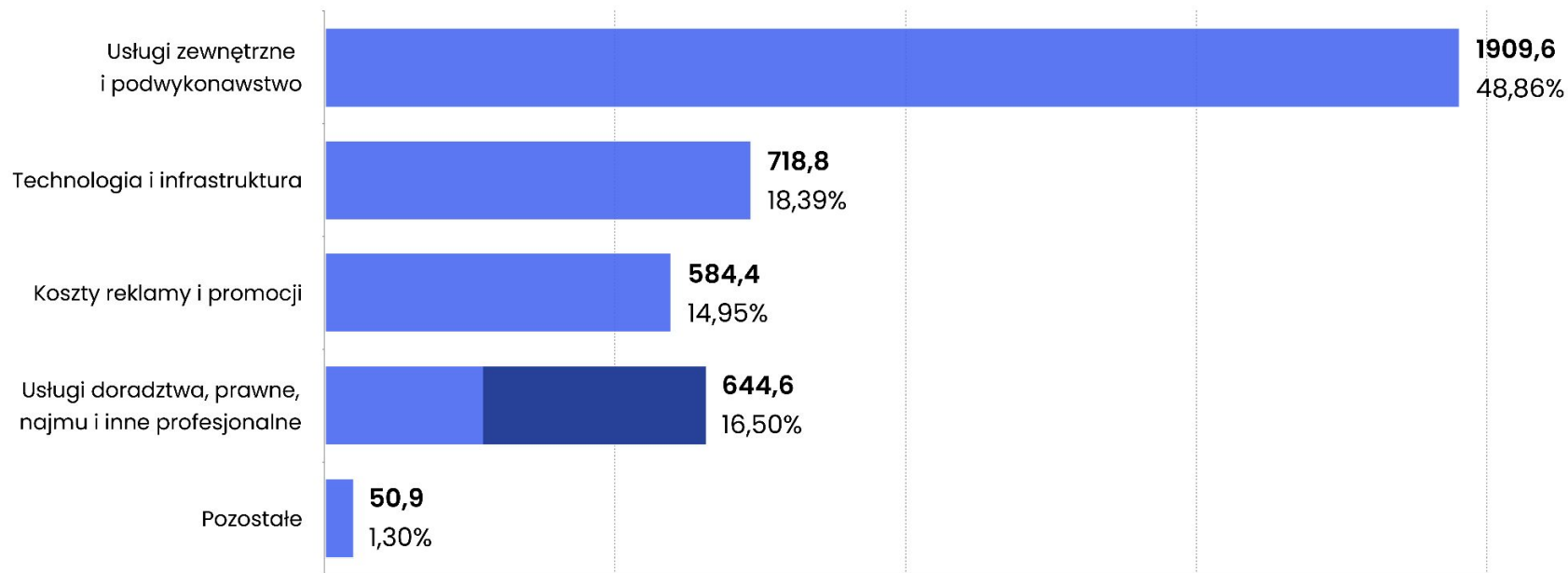


Opóźnienia

Przychód, EBITDA i zysk netto (w tys. PLN)



Struktura kosztów usług obcych Q4 2023



 379 tys. zł – koszty związane z GPW

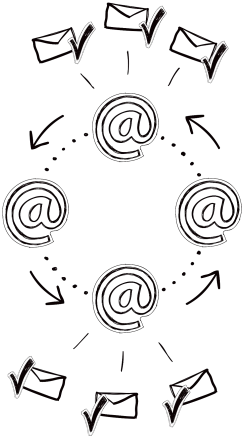
100% – 3 908,3 tys. zł

1909,6 – kwoty w tys. zł

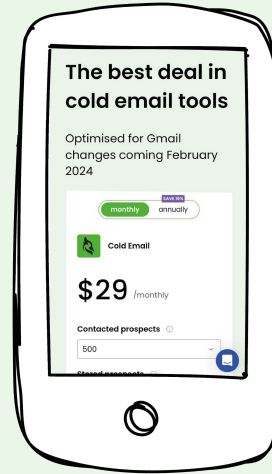
48,86% – udział %

Trzy fundamenty wzrostu na 2024

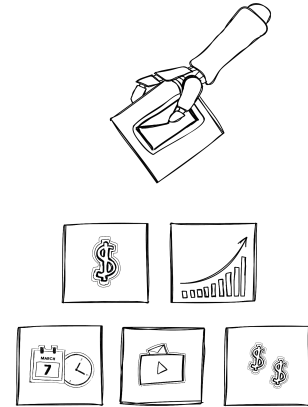
Mailbox Rotation



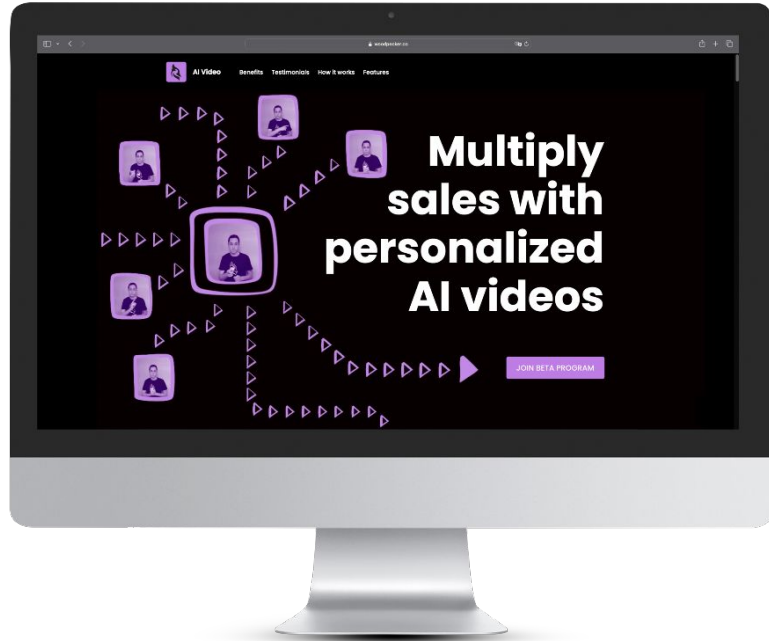
Pricing



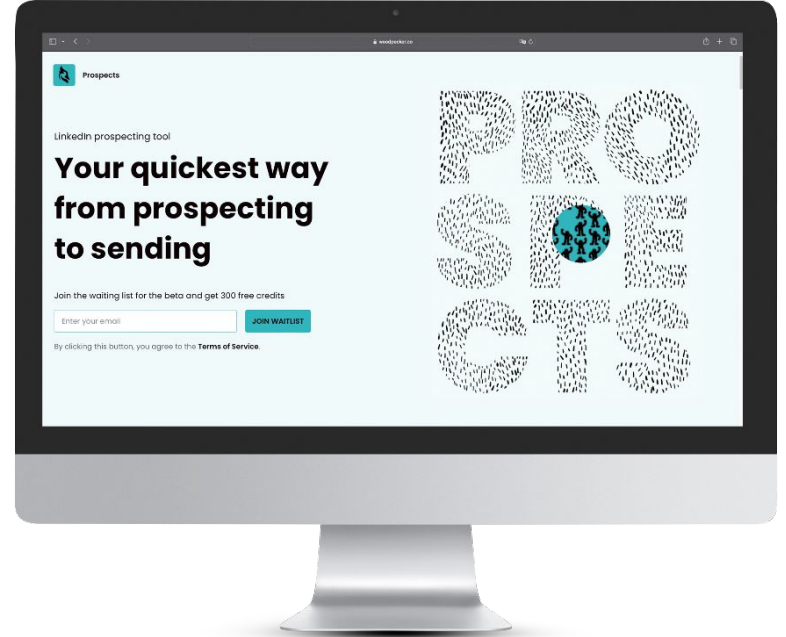
AI-driven deliverability



**Dwa dodatkowe silniki
wzrostu na 2024**

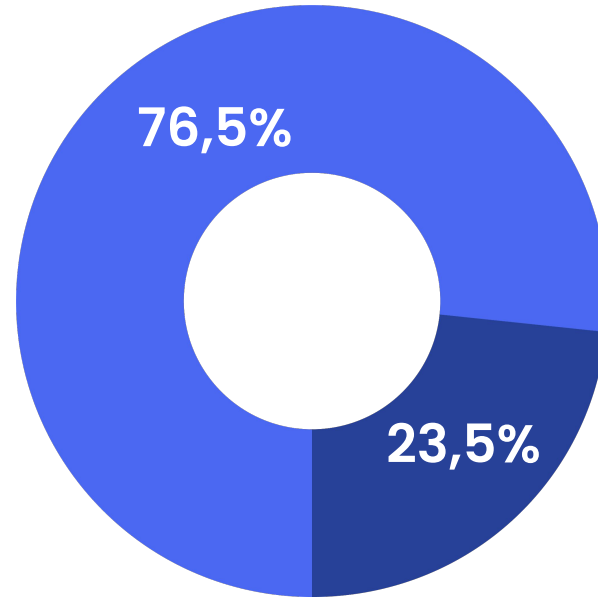


AI Video



Prospects

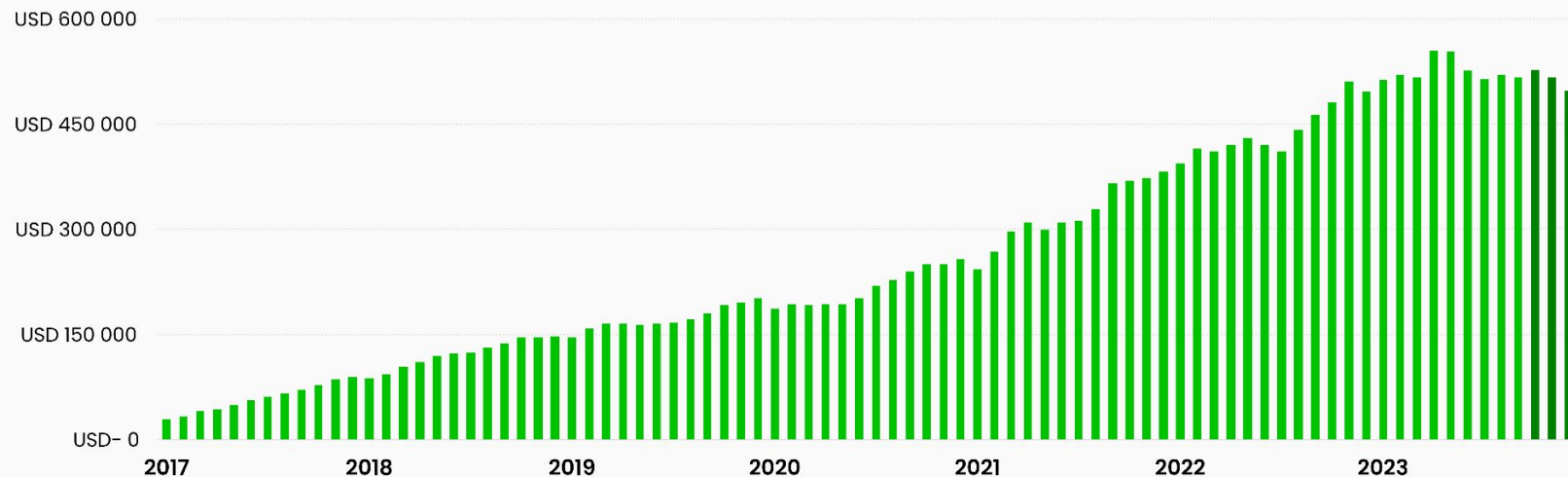
Core products
Inwestycje



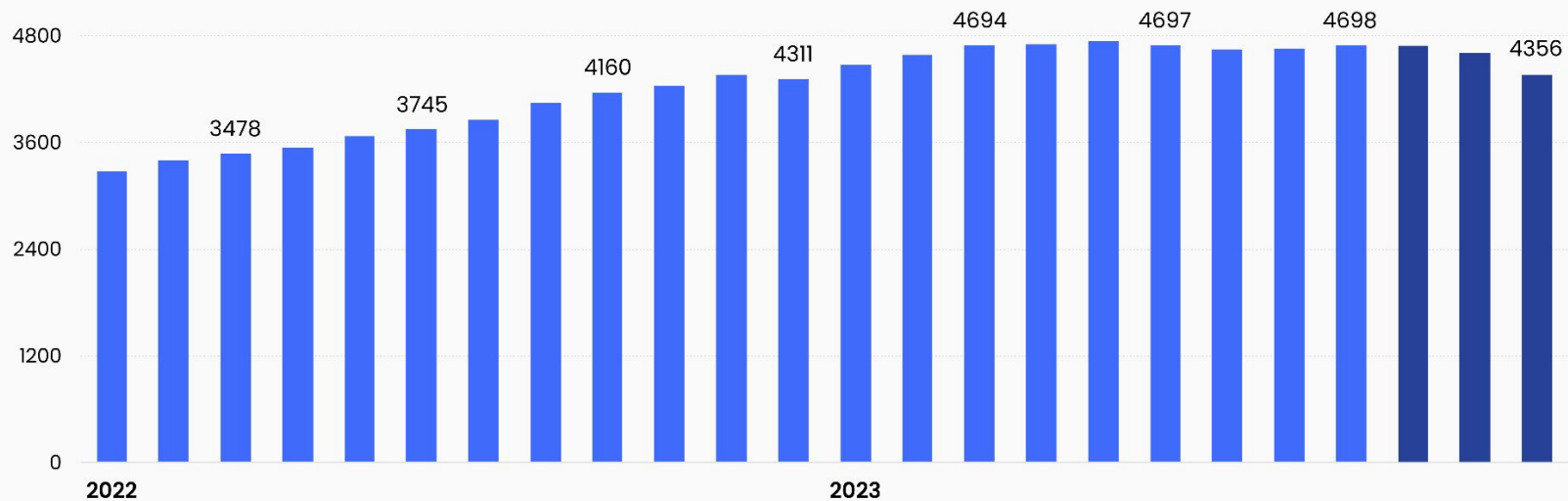
New business
Inwestycje

Zmiany rynkowe

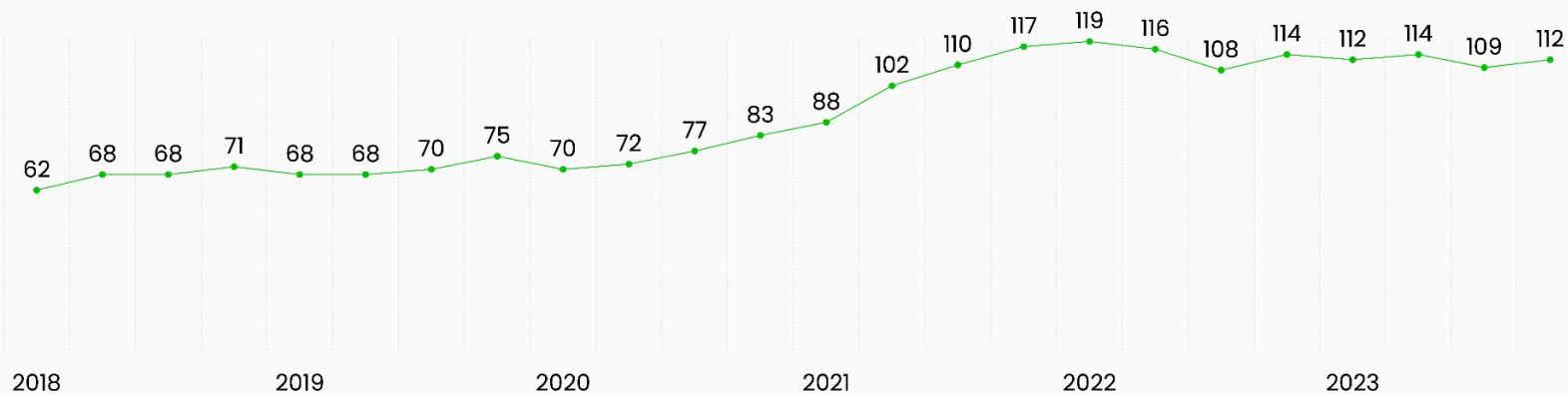
MRR



Liczba klientów



ARPA (w USD)





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Optymalizacja

organizacyjna i kosztowa

Monetyzacja

prac B+R oraz rentowność

93 kraje

USA 37,82%

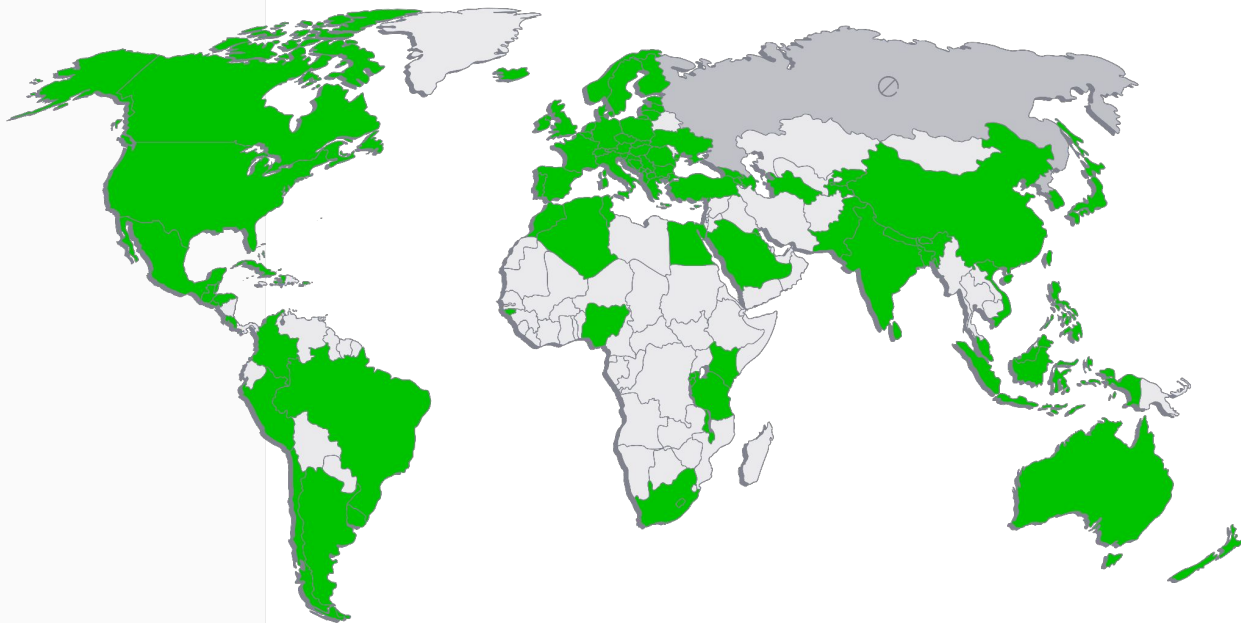
Polska 11,60%

UK 10,57%

Niemcy 10,06%

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pozostałe 24,78%





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