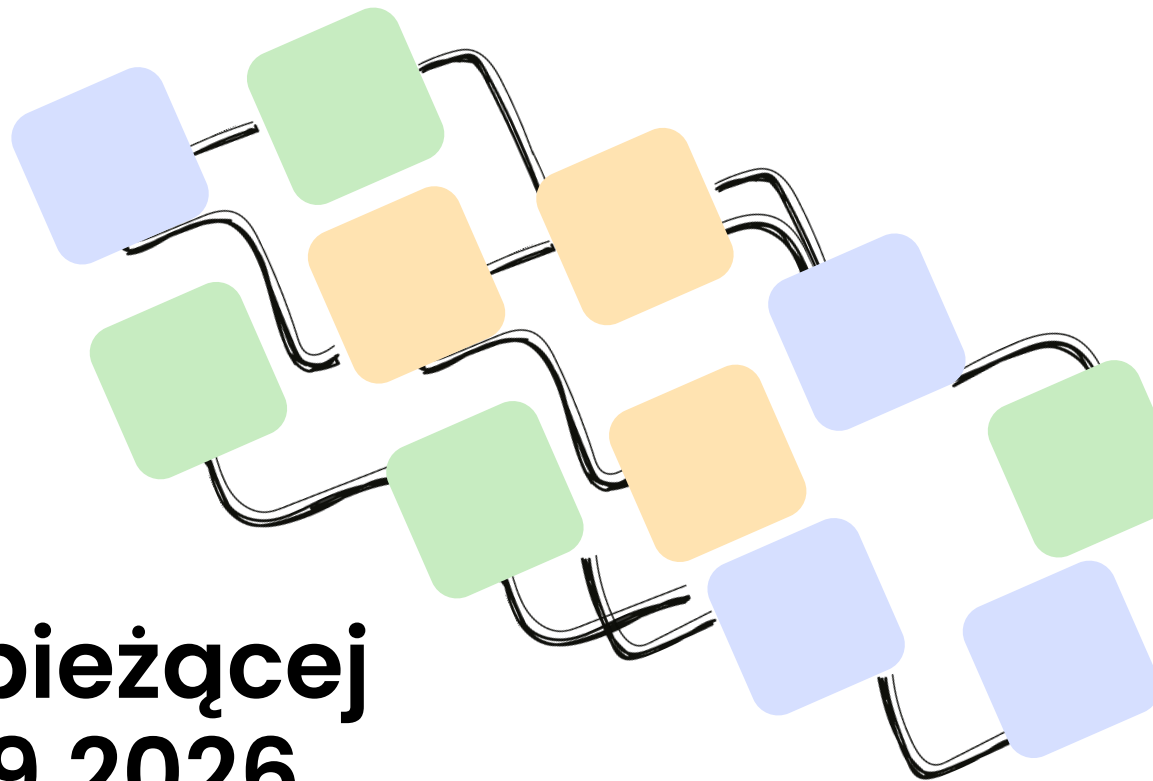




Woodpecker.

Omówienie bieżącej sytuacji 10.09.2026

Spółki Woodpecker.co S.A.



Agenda

- Najnowsze wyniki finansowe
- Rozwój biznesu – podsumowanie I półrocza 2026
- Perspektywy



Woodpecker

Product ▾

Free tools ▾

Resources ▾

Pricing

Log in

Book a call

Start free trial

Self-serve
for teams and individuals

Embedded AI-ready
white label for apps

★★★★★ 4.5/5

Cold email and LinkedIn outreach tool

All you need for outbound in one place



Send cold emails.
Free catch-all email
verification. Free warm-up



Add LinkedIn invites, profile
visits, DMs and InMails to
email campaigns



Buy domains and emails
with SPF, DKIM and DMARC
pre-configured



Find B2B leads for cold
outreach in a +1 billion
database



Connect to apps and AI
with integrations, API,
webhooks, MCP and CLI

Start free trial

Watch Demo

Book a call

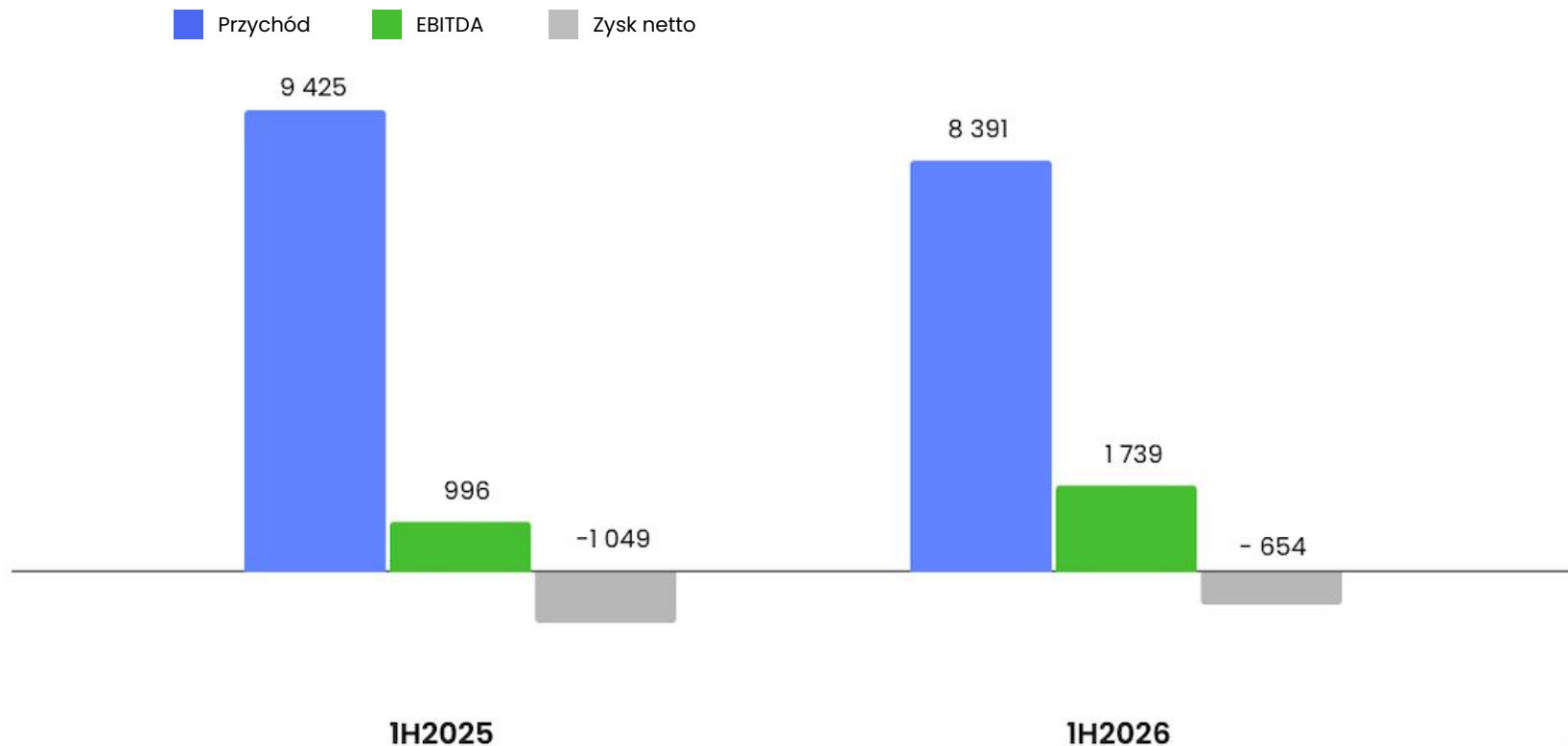
✓ 14-day trial

✓ All features unlocked

✓ No credit card required

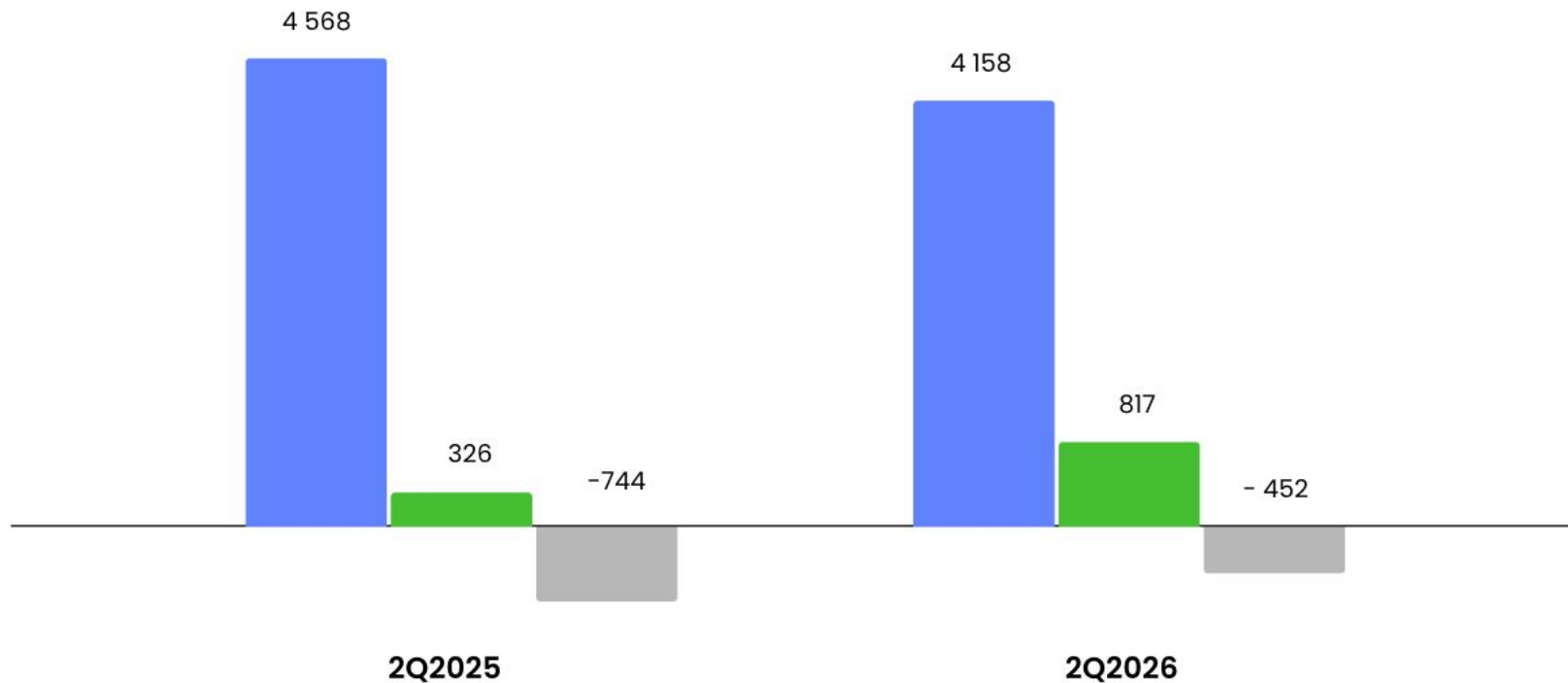
Wyniki 1H26

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

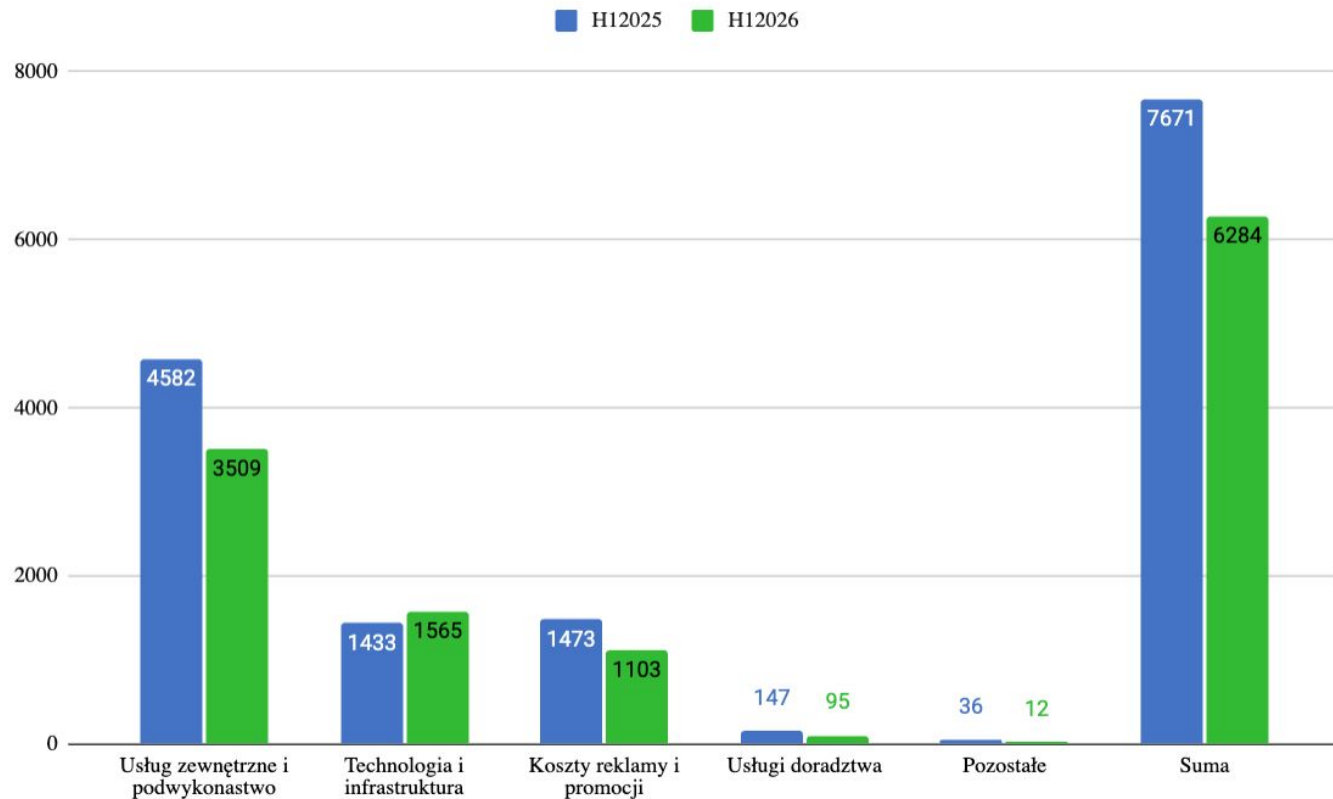


Przychód, EBITDA i zysk netto (w tys. PLN)

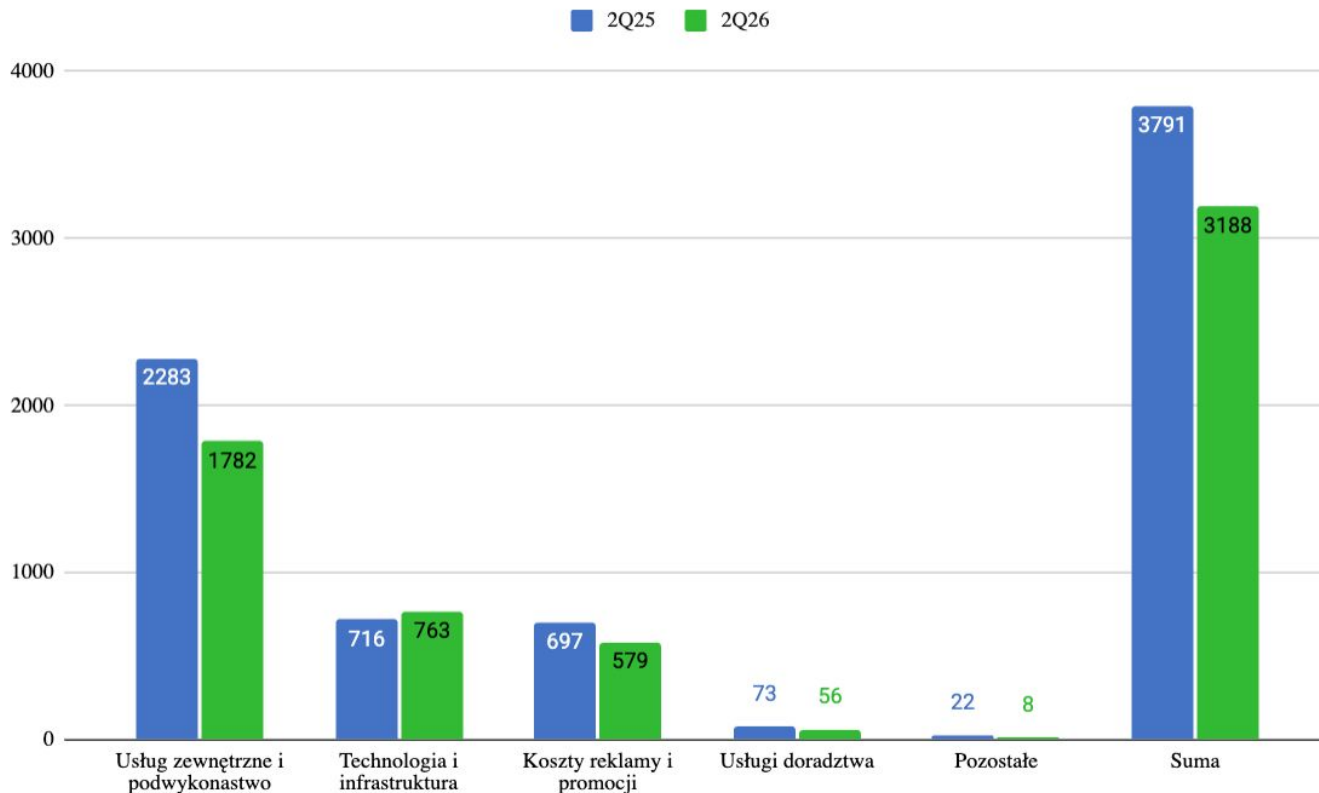
■ Przychód ■ EBITDA ■ Zysk netto



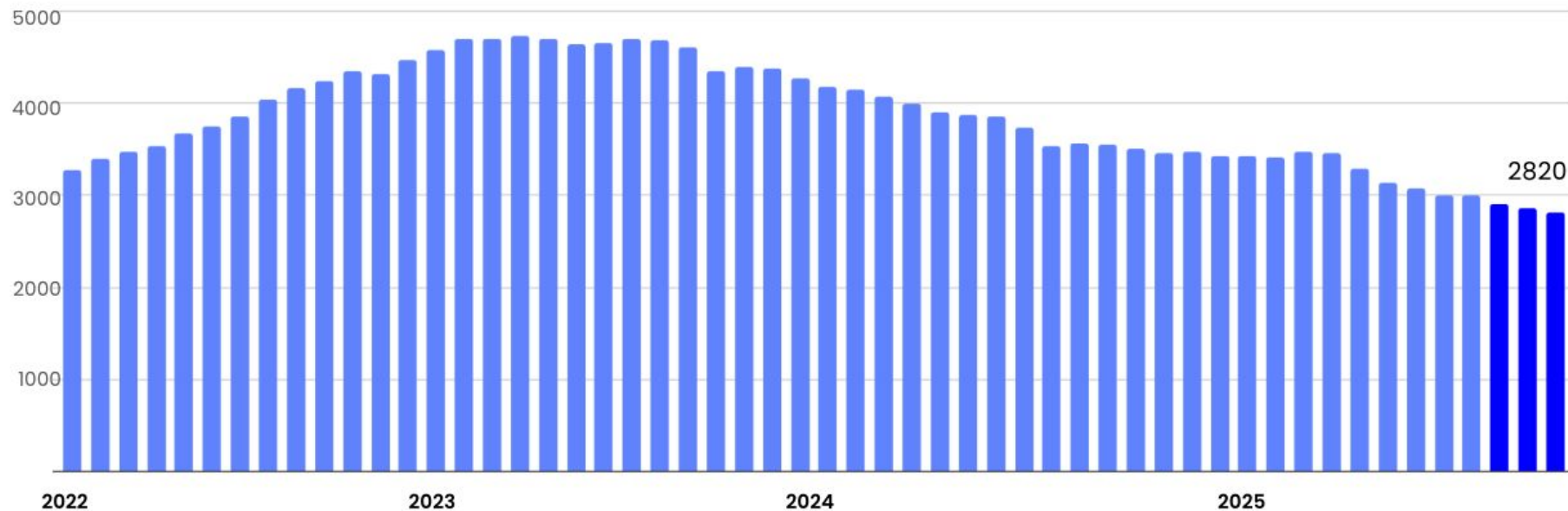
Struktura kosztów usług obcych 1H25 vs. 1H26



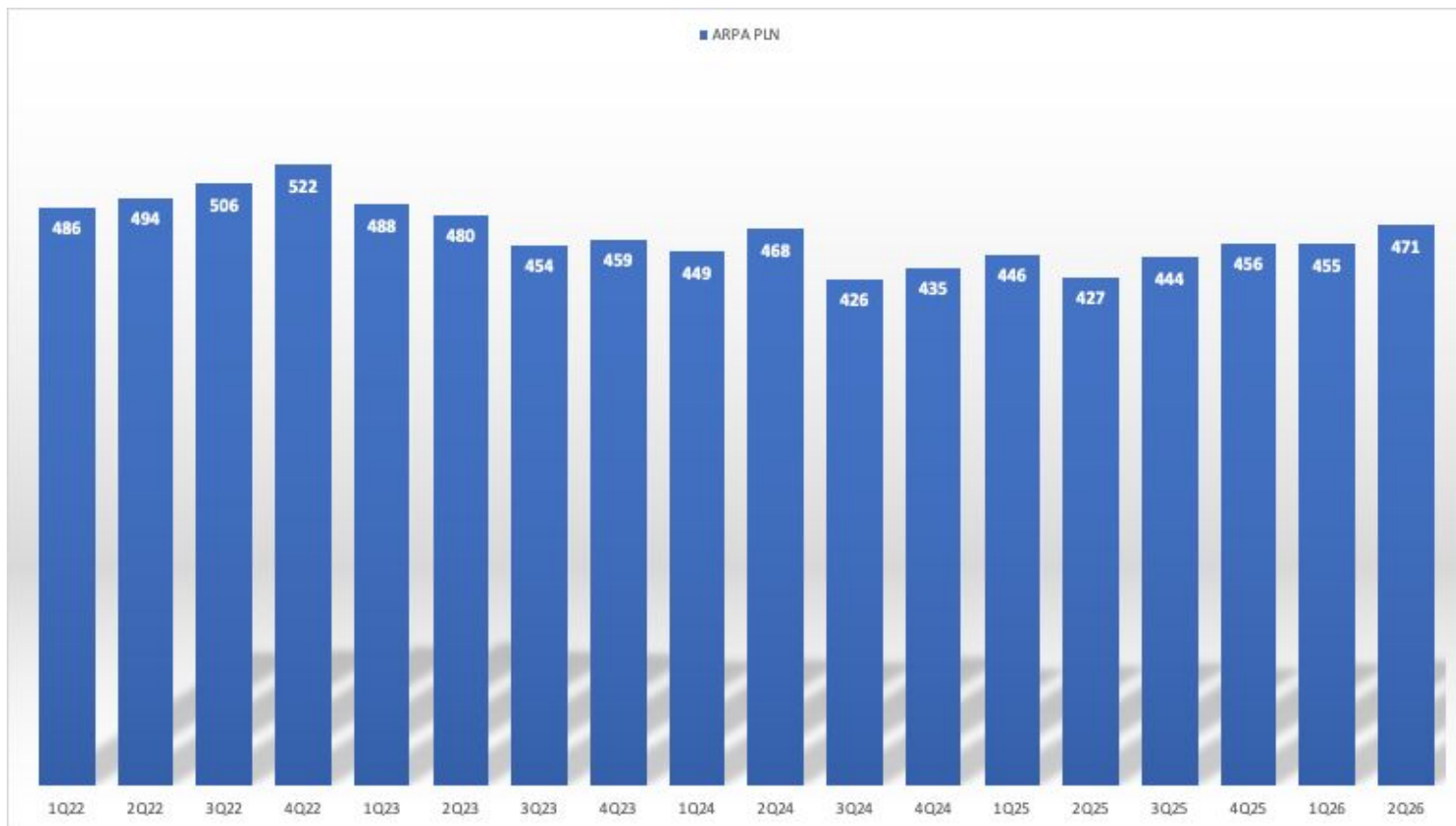
Struktura kosztów usług obcych 2Q25 vs. 2Q26



Liczba klientów

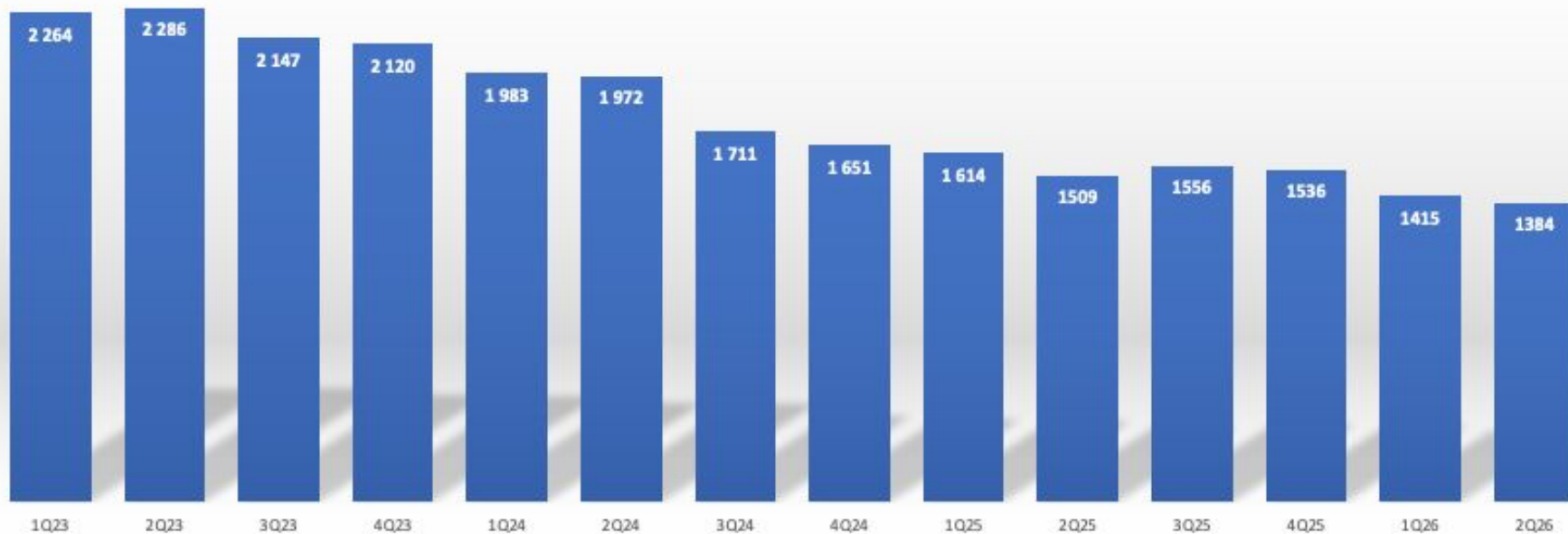


ARPA (w PLN)



MRR (w PLN)

Średnia miesięczna wartość MRR w kwartałach (PLN)



OPCJE STRATEGICZNE



Podział przez wydzielenie spółki



Wyzwania



Usługi komplementarne Sales Teams



OUTBOUND WORKSHOPS ^

Outbound workshops ?

\$2000 / 4 sessions of 2 hours to cover the whole outbound process. Additional 2-hour sessions are \$500 each. Includes a free discovery call. Unlimited attendees.

Chat with us to make reservations.

4 ^

\$2000

0

4 ✓

5

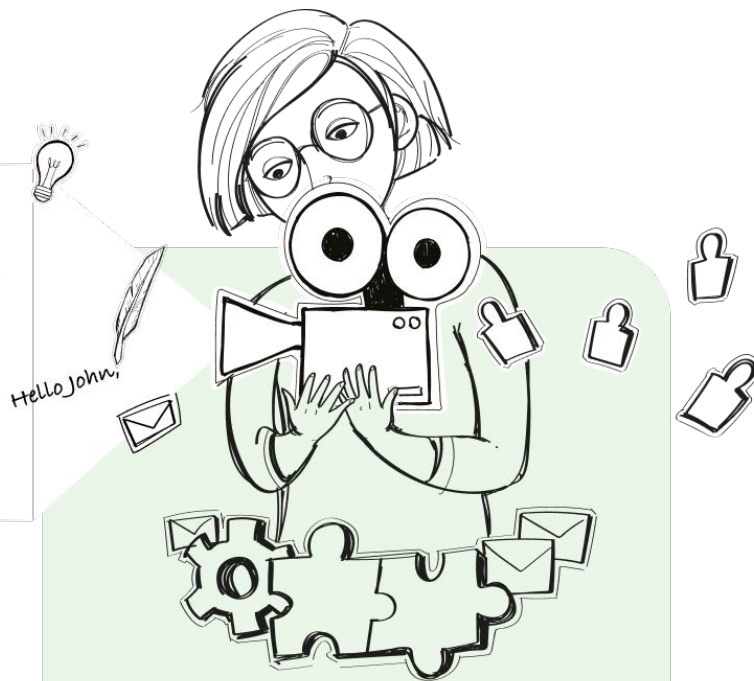
6

7

8

9

10



Woodpecker AI



AI Agent

```
woodpecker prospects list --campaign-id 123456 --contacted false --status ACTIVE
```

What do you want to create?

Describe your idea...



ICP + offer fit



Value prop cleanup
(message-market fit)



Personalization



Fix my campaign based
on metrics



Embedded AI-ready
white label for apps



Show "Secondary reply" campaign
stats.



7 steps



Found it — campaign ID 1201217. Pulling
stats now.

RetrieveCampaignStatistics



Use the Woodpecker CLI to fetch my latest inbox replies. Summarize
who replied, and point out replies that I should prioritize first.



Campaigns

Folders

Search...



Status



Send from



Folder



Campaign type



+ Create campaign

Campaign

Progress

Total actions ⓘ

Prospects

Delivered

Opened

Responded

Interested



SaaS in Portugal

send from: Margaret (margaret@woodpecker.c...

MS

New editor

IF

A/B

+2



211

233

96

26 27%

5 19.2%

😊 4 80% positive rate



AI-powered lead generation for yo...

send from: Multiple email accounts (5)

EG

New editor

Post-Webinar c...



Global outbound #7

send from: Kristen (kristen@acmesolutions.com)

MS

New editor

LinkedIn

Outbound



Multichannel campaign - US Agen...

send from: No email chosen

KT

New editor

A/B

Sequence

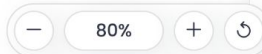
Workflows

Settings

Summary

⌚ Next step delay

4 days



Condition

Uses multiple conditions

✓ YES

✗ NO

✉ Email
Step 4.1

A

Subject line

⌚ Next step delay



2 days

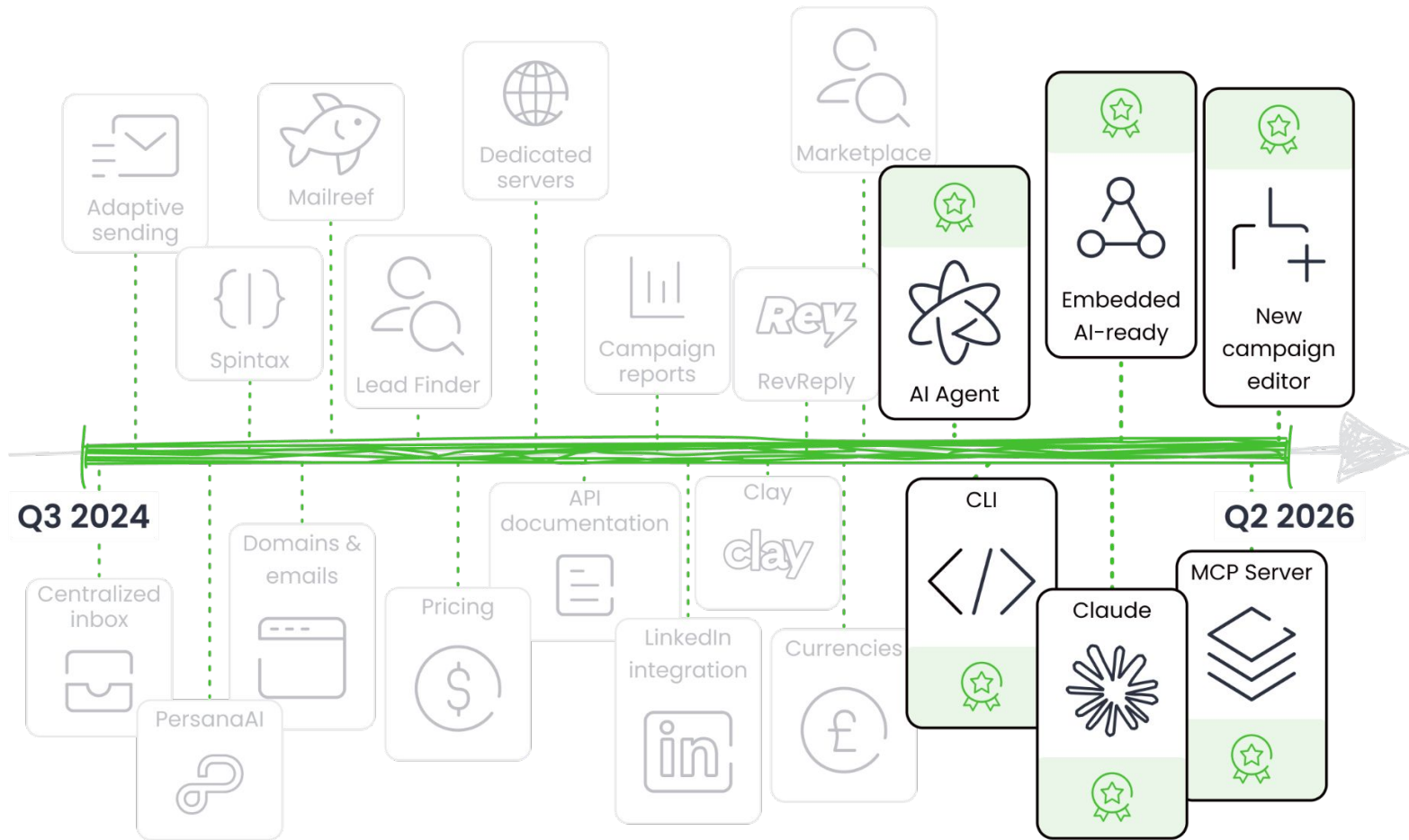
in LinkedIn
Step 4.2

Visit profile

⌚ Next step delay



3 days



Nowa metryka

nowy cennik w planach

Monthly

SAVE 33%

Annually

USD ▾

Contacted prospects ▾

\$4.8 per 100 Contacted prospects

500 ▾

\$35

\$24

Select more Contacted Prospects to get more free stuff:

✓ Emails monthly ?	6 000	FREE
✓ Warm-ups ?	2	\$10 FREE

Total:

\$24

\$35 /monthly

\$420 \$288 billed annually. \$132 saved



✓ No credit card required

Add-ons ^

LINKEDIN OUTREACH ^

Kontakt

https://x.com/Woodpecker_IR

<https://woodpecker.co/investors/>

ir@woodpecker.co

