Reach-u
MANAGEMENT REPORT 2015
www.reach-u.com/management-report
Product development 1.2 MEUR
Demograft
EyeVi
Copernicus downstream
Delivery for Station # 007
Station # 007
Delivery of Locus
Station # 003
Airbus Defence and Space
Elering
Tootsi Turvas
Ministry of the Interior
EARSC
Mattias 05:02
Mart 21:11
Rauni 04:08
Martin 00:06
Criminal Police
Telia (EMT)
Romanian Space Agency
Terra Signa
Ivano-Frankivsk
Kalush
Kyivstar
Dolina
Export radar
2014: 50.4 %
2015: 52.5 %
Telcel
Telefonica
Software Mind
Kaubamaja
Tartu City
Co-op with competitiers
Friends
Aivar 23:10
Juan 06:00
Aleksandr 04:08
Kernel 10:00
Luciad
GIM
ESA
Datel
Elis 07:00
Piret 03:03
Station # 011
Stop #008
Gaspar 08:10
Station # 012
Stop # 005
Honorary Consul
Station # 009
Land Board
Eliko
Siret 17:03
Kasper 09:04
Ulo 03:10
Lauri 06:08
Hanna 13:09
Ateknea
Marine Systems Institute
Ando 15:06
Positium LBS
Katrek 00:01
Rait 00:02
Harku Municipality
Tallinna Vesi
JIT-Deliveries
E///Global
Station #001
Oracle Estonia
RIKS / SIF
LauriA 03:03
MNT / ERA
Anu 03:08
EAS
Liis 02:01
Geo-matrix
Kätlin 02:01
Vilniaus Planas
PressExpress
Ministry of Economy
Ministry of Agriculture
Tallinn City
Omniva
Tõnis 03:02
Scanex
Daria 00:04
Jane 01:01
Santa Monica Networks
Viimsi Municipality
Eesti Energia
Madis 03:02
SteveM 03:02
Jāna Sēta
RMK
Geological Survey of Estonia
Rīgas Dome
LVM State Forest
Lääne County Government
Station # 005
Stop # 003
e-Governance Academy
Teet 03:05(+1)
MarkIT
University of Tartu
Henry 08:09
Jevgeni 04:03
European Commission
Elar 08:00
ITL
Markus 15:02
Ivar 08:01
Honorary Consul
Accenture
Türk Telekom
Joosep 04:11
EU Space Imaging
Pitney Bowes
Mati 21:03
Katerina 01:02
Ingrid 02:01
Hexagon AB
Indrek 08:08
Station # 002
Toomas 01:01
Riivo 08:11
Metria
Avea
Entel
MTT
Zain
Spin-off
PRIA / ARIB
Station # 004
Stop # 002
Sven 09:10
Tallinn University of Technology
Tartu Observatory
Telefonica O2
Planet Labs
Station # 006
Stop # 004
Stop # 006
Leelo 01:11
Leino 11:02
Station # 008
Ministy of Environment / KEMIT
Station # 010
Kälver 01:02
Toivo 10:04
Andra 11:10
Janno 00:04
Smart City Lab
Business sector turntable
Corporate
Public sector
Consumer market
Telco
Other
65%
29%
6%
16%
49%
Rene 01:08
Estonian Defence Forces
Environmental Board
Land Board
Apollo
REGIO
Destination: 50 MEUR
TURNOVER 2014: 3.7 MEUR 2015: 3.1 MEUR
GP/person 2014: 4.0 kEUR/m 2015: 3.8 kEUR/m
GP 2014: 2.7 MEUR 2015: 2.5 MEUR
NP 2014: 513 kEUR 2015: 107 kEUR
ROE 2014: 61.5 % 2015: 9.7 %
Number of subscribers in Reach-U customers networks
50 M 2007
150 M 2008
170 M 2009
200 M 2010
250 M 2011
315 M 2012
333 M 2013
343 M 2014
324 M 2015
incl. 0.5 M big data clients
incl. 18 M big data clients
incl. 21 M big data clients
Work satisfaction of employees: grade "5" grade "4"
Legend: Client Partner (e) Employee yy:mm XX ISO 3166-1 alpha-2 Ruler Rubic Ruler nominee Deed of the year
restful river
testing canal