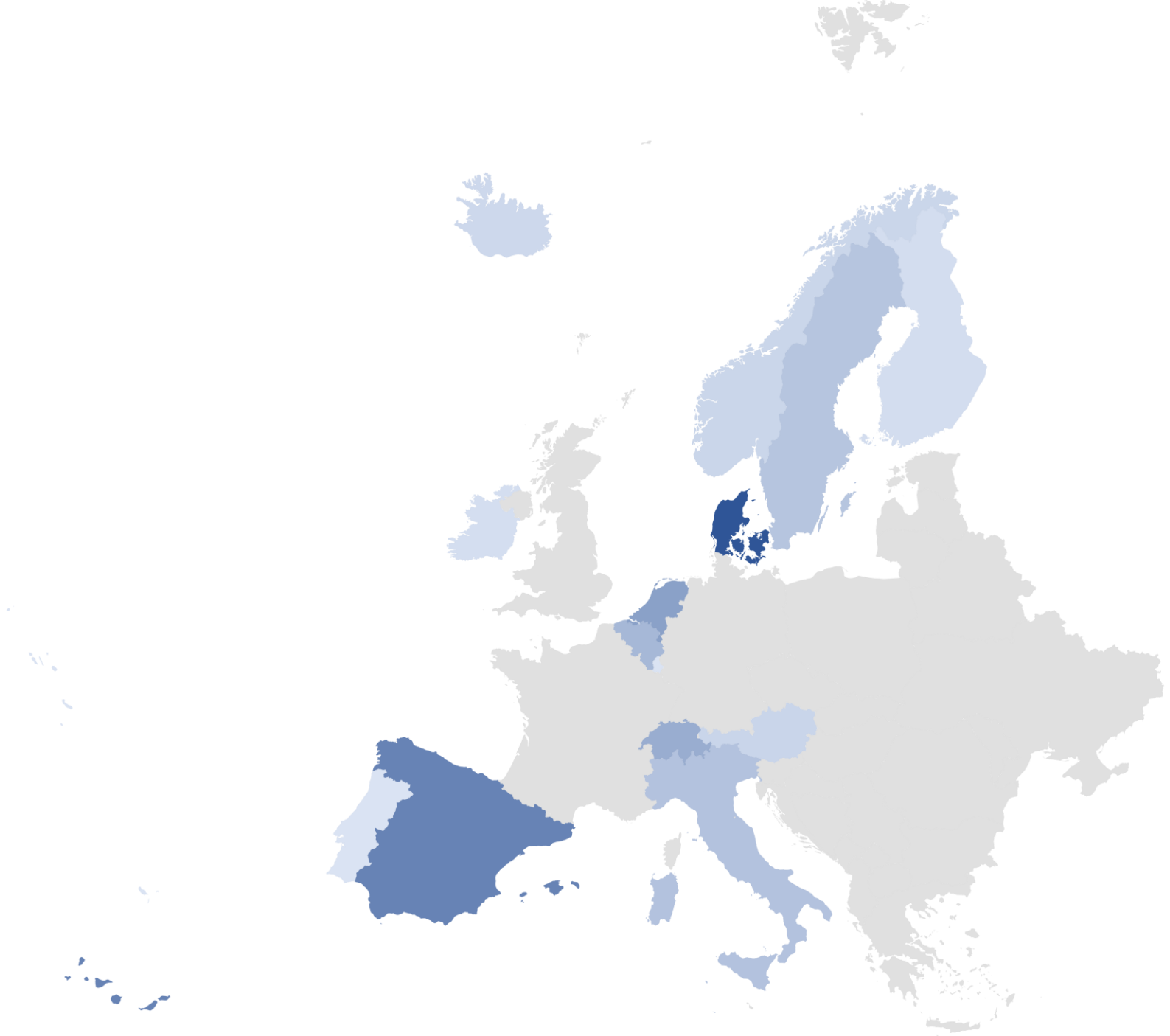


# Business Central by the numbers

- learnings & benchmark

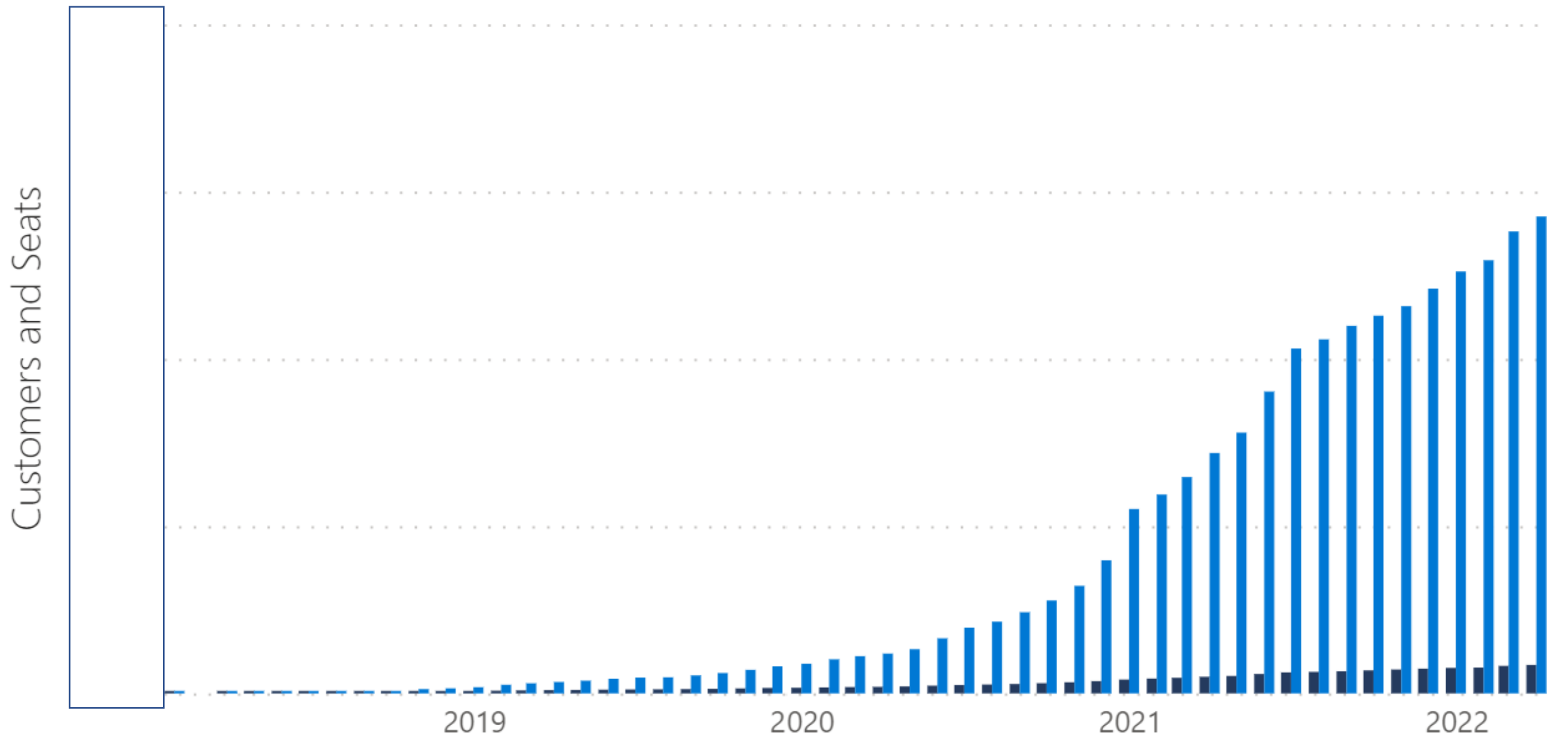


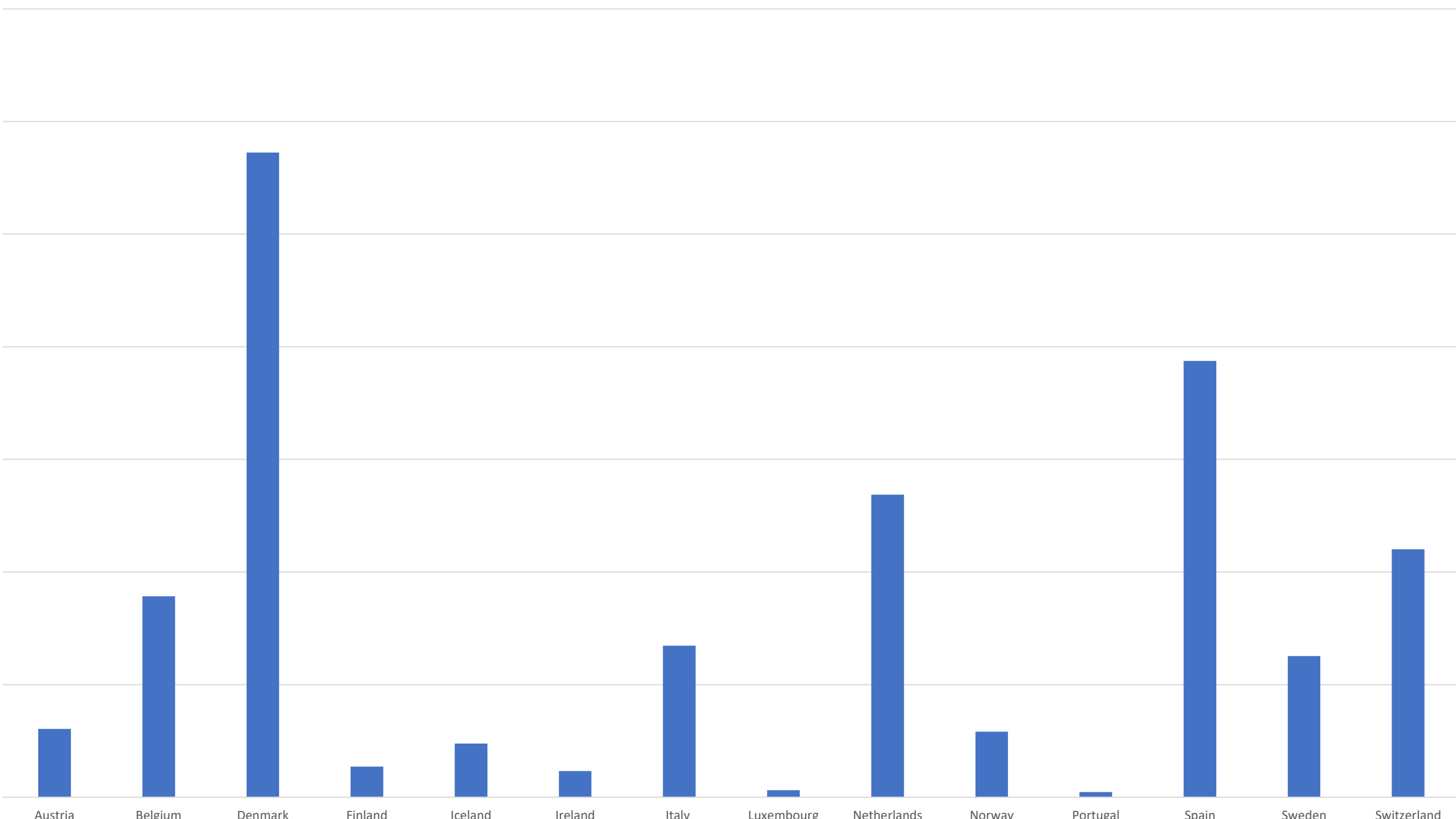


# EOP Customers & Seats

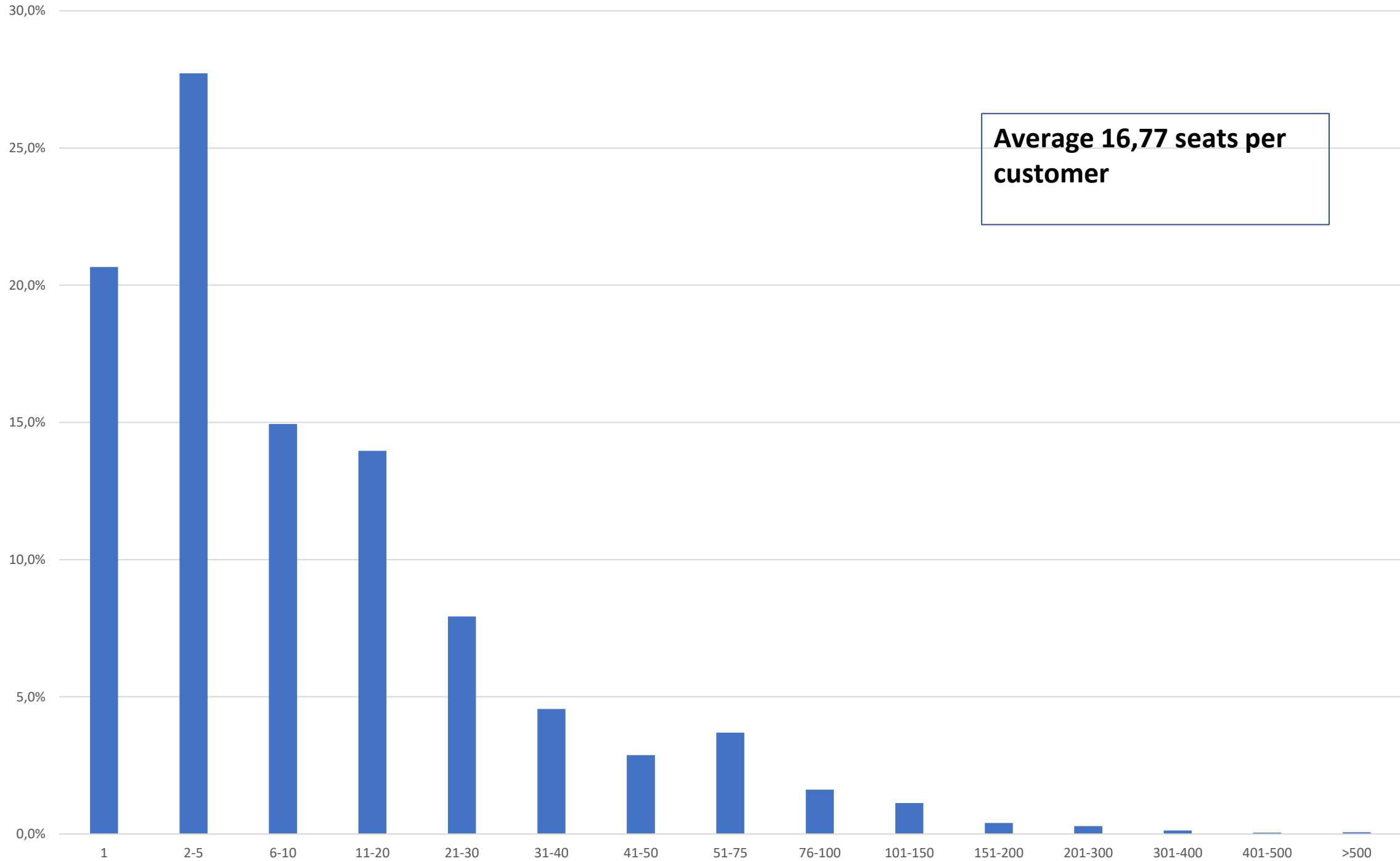


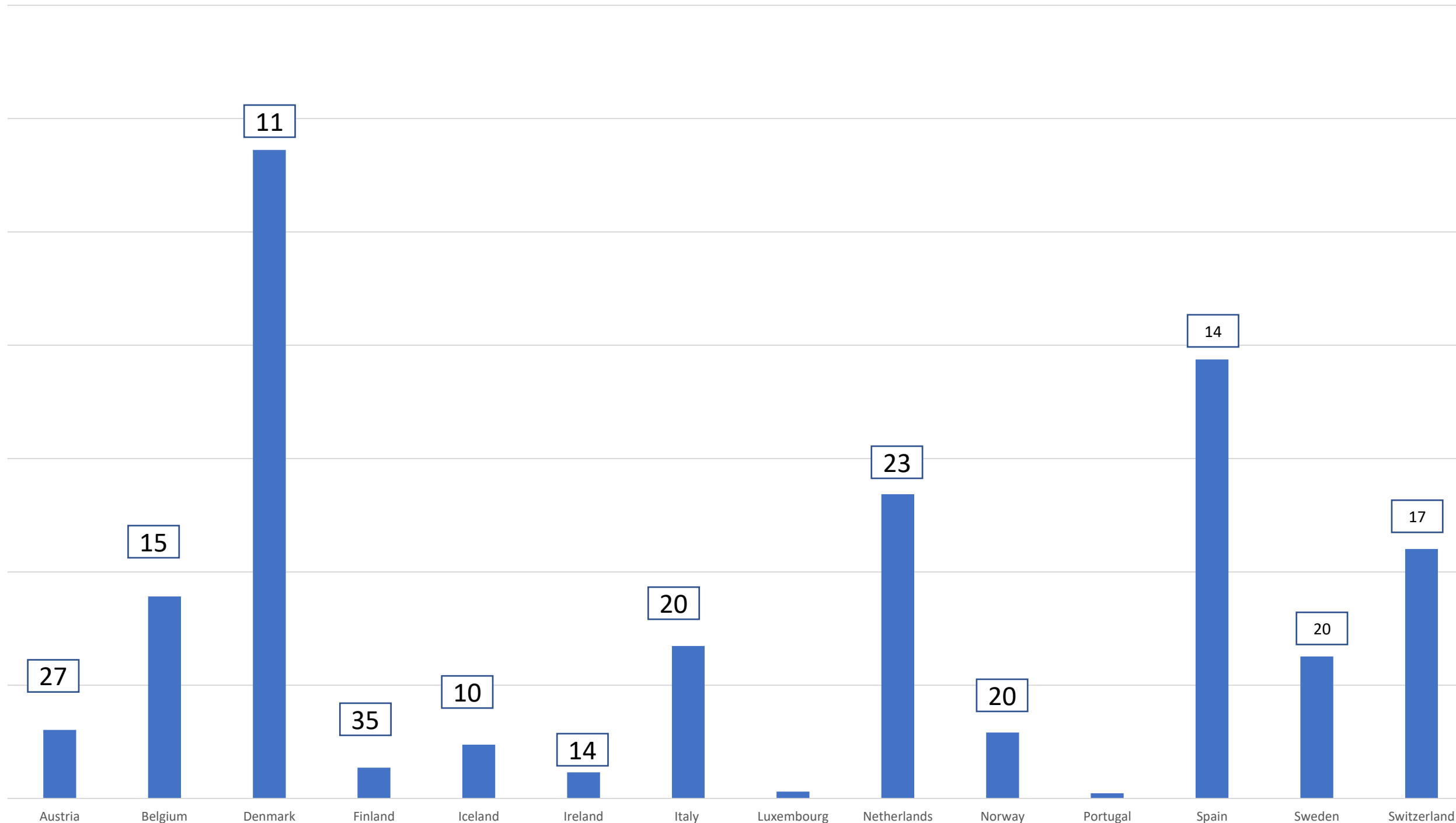
● Customers ● Seats





**Average 16,77 seats per customer**





AreaName	EOP MPNs Base	EOP MPNs	MPNs Growth	EOP CSPs Base
<input type="checkbox"/> <b>Western Europe</b>	<b>752</b>	<b>846</b>	<b>13%</b>	<b>260</b>
Austria	37	48	30%	20
Belgium	69	71	3%	42
Denmark	176	189	7%	43
Finland	16	21	31%	14
Iceland	12	13	8%	4
Ireland	24	31	29%	17
Italy	51	69	35%	26
Luxembourg		6		
Netherlands	115	127	10%	66
Norway	25	38	52%	20
Portugal	2	3	50%	4
Spain	166	189	14%	33
Sweden	61	71	16%	38
Switzerland	86	110	28%	59
<b>Total</b>	<b>752</b>	<b>846</b>	<b>13%</b>	<b>260</b>

## Growth by Industry

IndustryName	EOP Seats Base	EOP Seats	Seats Growth	EOP Customers Base	EOP Customers	Customers Growth
+ Consumer Goods			105%			87%
+ N/A			411%			175%
+ High Tech Software & Platform			552%			157%
+ Real Estate			117%			240%
+ Process Manufacturing			266%			56%
+ Media & Entertainment			135%			67%
+ Discrete Manufacturing			272%			200%
+ Other Professional Services			58%			125%
+ Retailers			91%			200%
+ Transport & Logistics			-46%			50%
+ Nonprofit & IGO			29%			25%
+ Power & Utilities			11%			100%
+ Critical Infrastructure			95%			0%
+ Other - Unsegmented			522%			50%
+ Other Partner Prof Services			7%			200%



**Medium  
Business**

25-300+ employees  
In house IT or Partial IT  
6.4M Accounts

**Small Business**

1-24 employees  
In house IT or Partial IT  
142.4M accounts