

KPI (Strategy 2022 – 2027)

	2021/2022	2022/2023	2023/2024	2024/2025	2025/2026
	2022	2023	2024	2025	2026, 9 months
	EUR '000	EUR '000	EUR '000	EUR '000	EUR '000

TOTAL REVENUE

Target	6 300	6 800	7 500	8 600	10 200
Actual	6 642	7 729	7 986	8 269	6 338
% of Target	105%	114%	106%	96%	62%

EBITDA

Target	667	832	939	1 085	1 339
Actual	-4	488	1 026	840	796
% of Target	-1%	59%	109%	77%	59%

RETURN ON EQUITY (ROE)

Target	7.1%	9.7%	10.5%	11.6%	13.8%
Actual	-7.7%	8.3%	16.8%	9.4%	8.4%
% of Target	-109%	85%	160%	81%	61%

REVENUE STRUCTURE BY SOURCE

Formal Education Revenue (Academic & Professional)

Target	4 300	4 515	4 978	5 762	7 053
Actual	3 703	3 727	4 219	4 321	3 496
% of Target	86%	83%	85%	75%	50%

Non-Formal Education Revenue (Life-long Learning & Training)

Target	490	500	550	600	650
Actual	507	282	56	-	-
% of Target	103%	56%	10%	0%	0%

Vocational Secondary School "Victoria"

Target	680	884	1 017	1 169	1 344
Actual	769	1 226	2 405	2 323	1 728
% of Target	113%	139%	237%	199%	129%

Project & Tender Revenue

Target	580	639	702	772	849
Actual	1 211	2 048	842	1 317	877
% of Target	209%	320%	120%	171%	103%

Other Revenue

Target	250	262	254	297	304
Actual	452	445	463	307	237
% of Target	181%	170%	182%	103%	78%