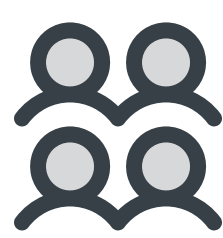


7 Characteristics

Of companies with high RESILIENCE.

Evaluate the resilience of your business: Place a circle at the level you have today, on a scale from 0 to 10.



1. Customer Retention

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
Customers can switch to another supplier without hassle or cost Customers cannot switch to another supplier without significant costs or difficulties



2. Prepayment

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
We receive payment after delivery, potentially with investments required to provide the product Customers prepay for services, thereby contributing to positive cash flow



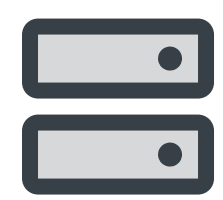
3. Contract Length

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
We have no contracts for our sales in the coming year All our revenue for the coming year is on fixed contracts.



4. Co-Development

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
We have no development dialogue with our customers Customers engage in collaboration on development and contribute to financing



5. Data & Digitalisation

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
We have no exchange of data or process integration with our customers We own customer data, or our digital solution is part of the customer's processes



6. Community & Fans

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
There is no community around our product We have a strong and well-organized community with loyal fans



7. Personal Relationships

0 ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— • ————— 10
We have no personal relationships with our customers We have close personal and professional relationships at multiple levels in the customers' organizations