



Clear focus and consistent growth

Deutsches Eigenkapitalforum 2022
29/30 November 2022

Disclaimer

This presentation contains forward-looking statements based on management estimates and reflects the current views of q.beyond AG's ("q.beyond's") Management Board with respect to future events. These forward-looking statements correspond to the situation at the time this presentation was prepared. Such statements are subject to risks and uncertainties, which q.beyond is mostly unable to influence. These risks and uncertainties are covered in detail within the risk report section in our financial reporting.

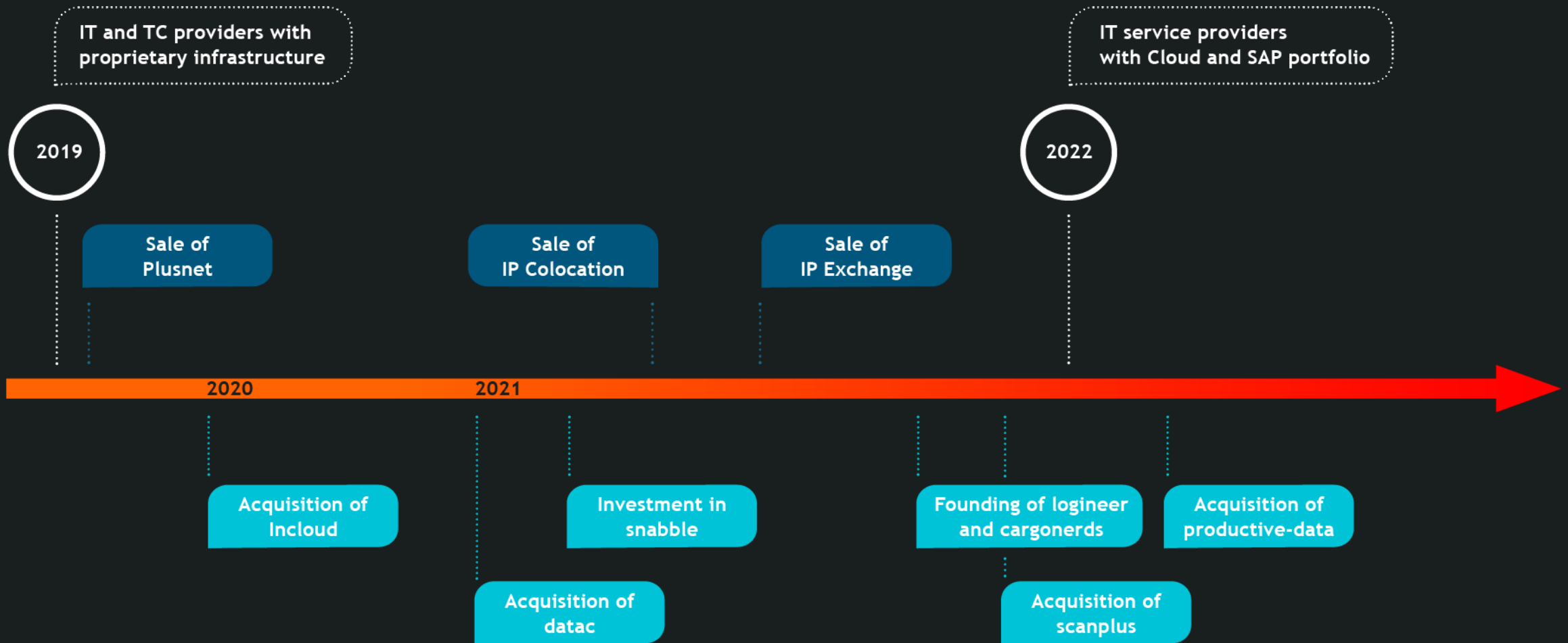
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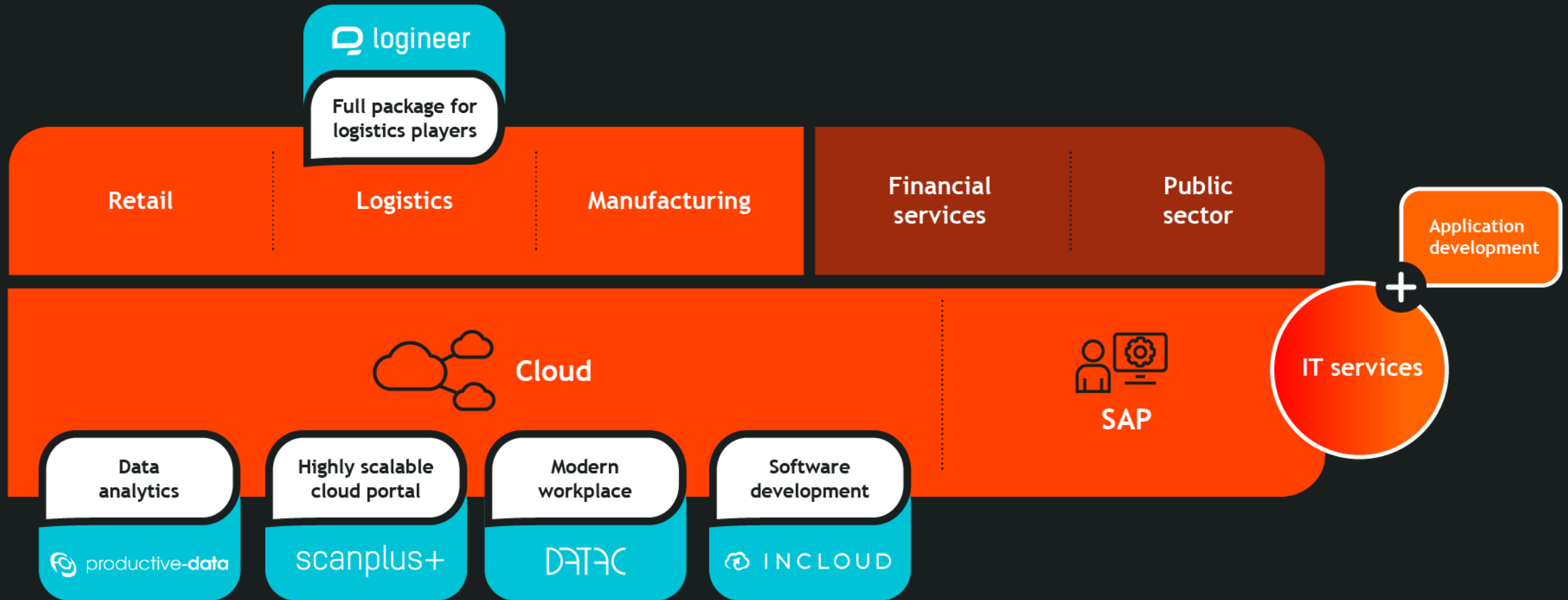
2019-2022: growth driven by successful transformation

Jürgen Hermann, Chief Executive Officer

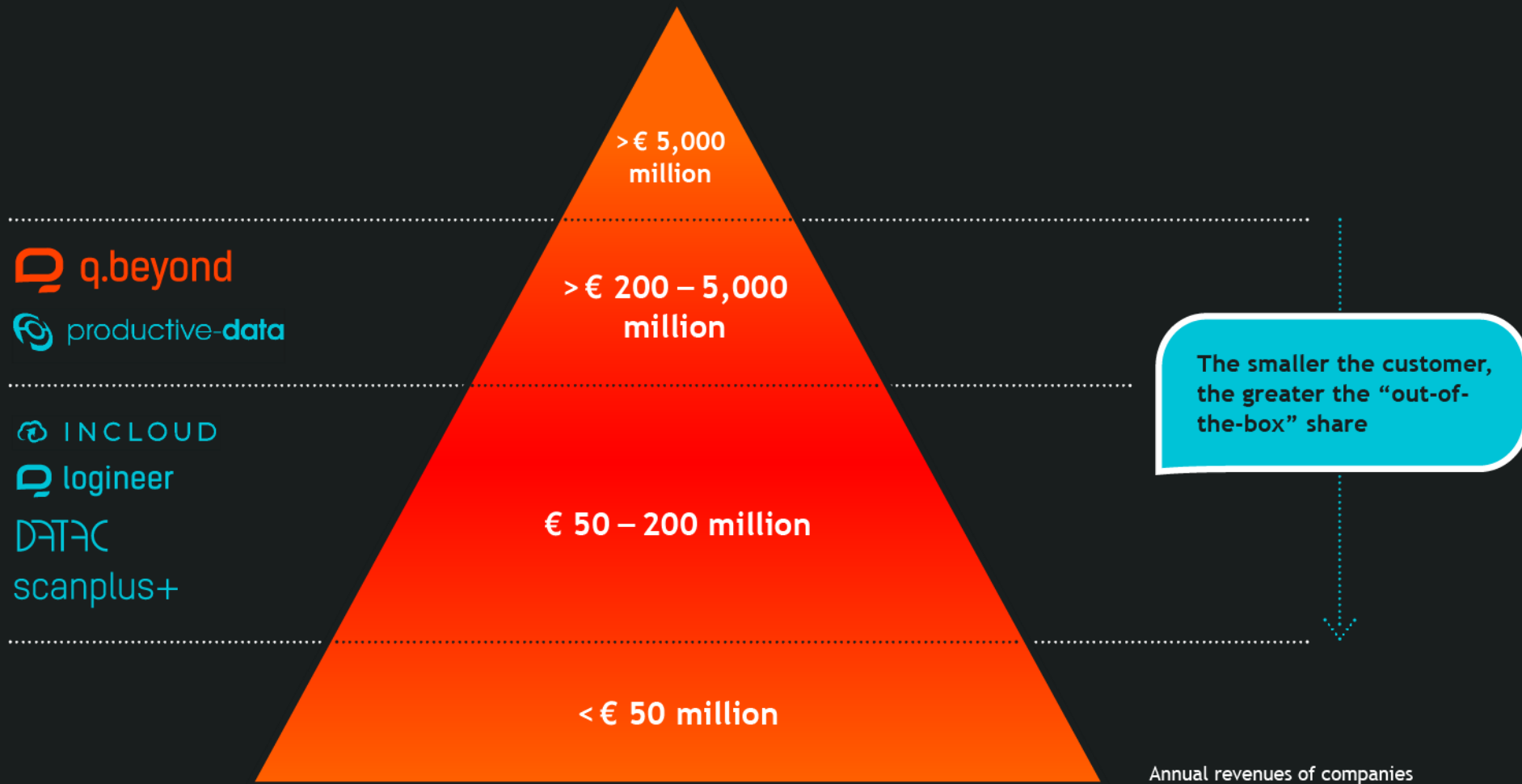
Transformation successfully completed



Portfolio consistently extended with acquisitions ...



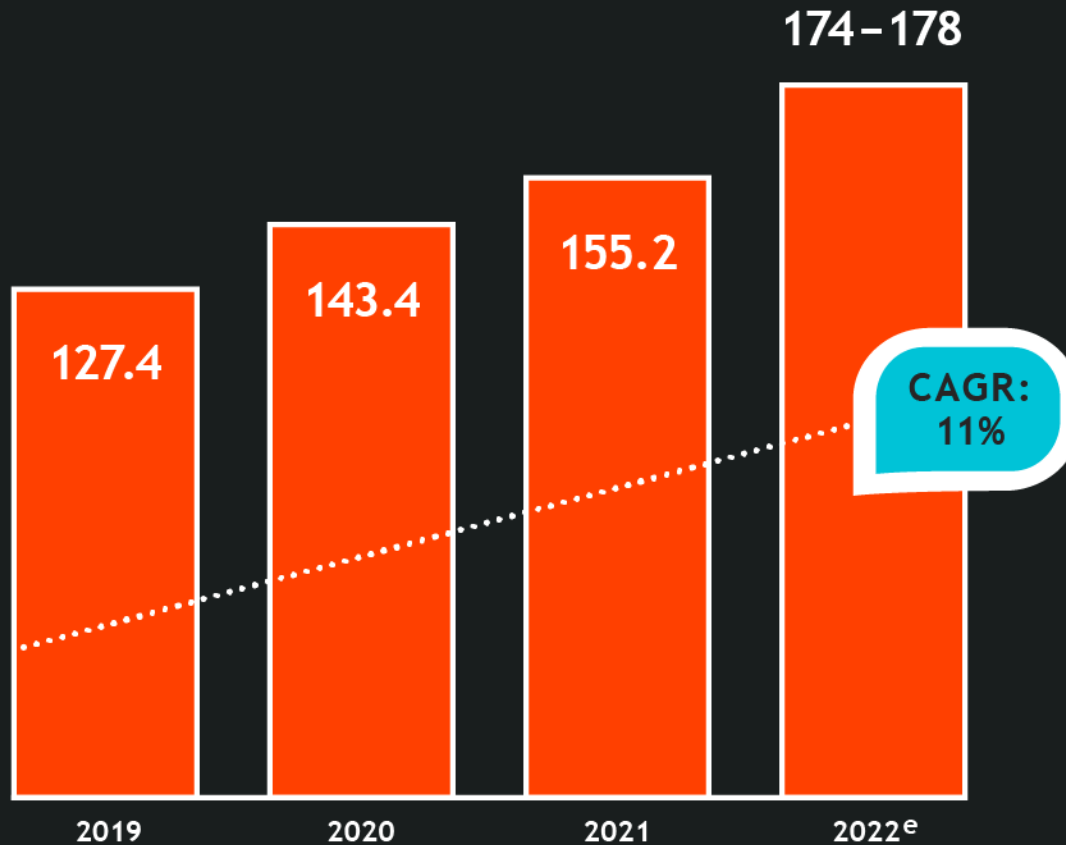
... thus also accessing additional customer groups



Transformation facilitates strong growth

Revenues

in € million



Key growth drivers

- High growth in cloud business (organic growth of 9% p.a.)
- Revenue contributions from subsidiaries

Q3 2022: growth despite pending recession

In a tough economic climate, q.beyond benefited from its

- **strong core business**
(organic growth: +6%)
- **targeted acquisitions**
- **high share of recurring revenues**
(Q3 2022: 78%)
- **concentration on focus sectors** –
60% of revenues generated with retail, logistics and manufacturing customers

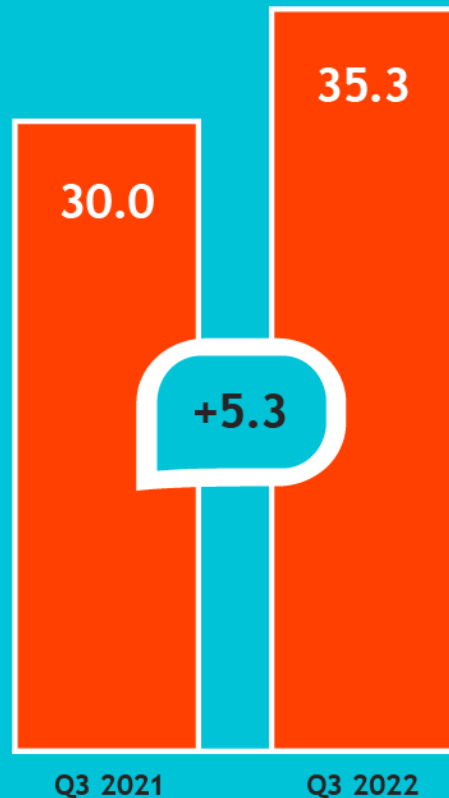
Revenues
in € million



Cloud business with dynamic growth

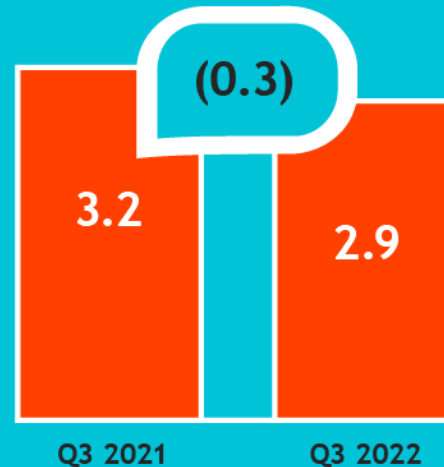
Revenues

in € million



Segment contribution

in € million



Growth drivers

- consistently high demand for cloud solutions
- growing interest in hybrid cloud portfolio
- success of new subsidiaries

Additional cost factors

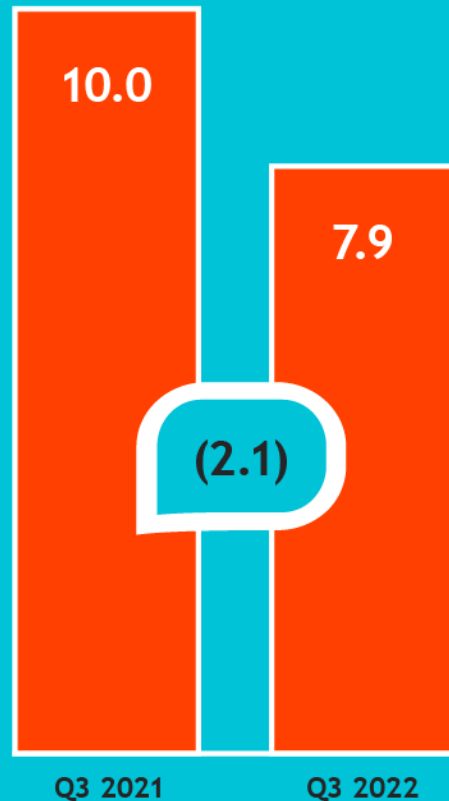
- temporary expansion in SaaS business
- temporary change in cost structure (especially discontinuation of colocation margin)



SAP business approaching turnaround

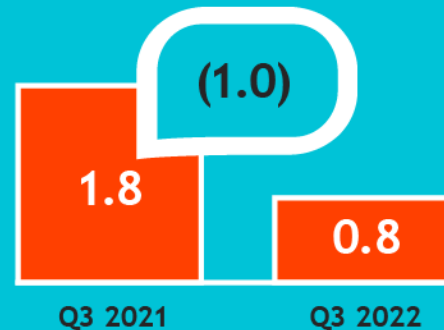
Revenues

in € million



Segment contribution

in € million



Sales campaign

- SAP suffering from downstream effects of pandemic-related restrictions
- New business held back by high levels of uncertainty
- Highly targeted approach to potential customers proving effective

Success on cost side

- COGS of € 6.4m in Q3 2022 as against € 7.1m in Q2 2022

→ Return to growth course expected for 2023



Slight rise in operating EBITDA

In € million	Q3 2021	Q3 2022
Revenues	40.0	43.1
Cost of revenues	(31.9)	(35.9)
Gross profit	8.1	7.3
Sales and marketing expenses	(3.1)	(3.5)
Segment contribution	5.0	3.7
General and administrative expenses	(4.9)	(3.6)
Other operating income	33.2	1.7
Other operating expenses	(3.8)	(0.1)
EBITDA	29.4	1.7
Depreciation and amortisation	(4.2)	(4.3)
EBIT	25.3	(2.6)
Financial result / taxes	(4.6)	(0.2)
Consolidated net income	20.7	(2.8)

Year-on-year comparison of quarterly earnings affected by successful sale of colocation business in Q3 2021

- Changed cost structure, also due to consolidation of scanplus
- High other operating result in previous year

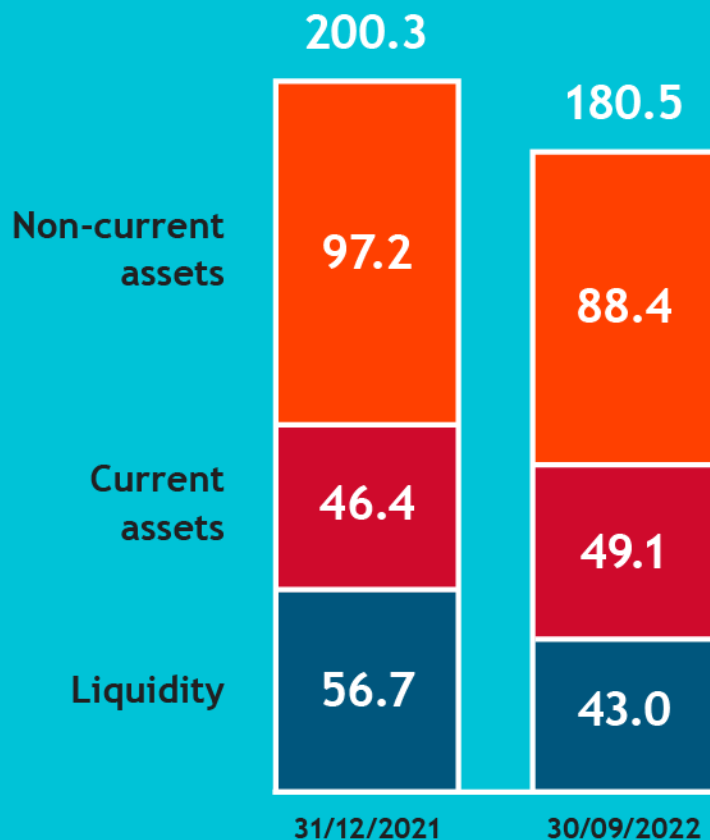
→ Excluding colocation sale, EBITDA in Q3 2021 stood at € 1.6 million



Rock-solid financing ...

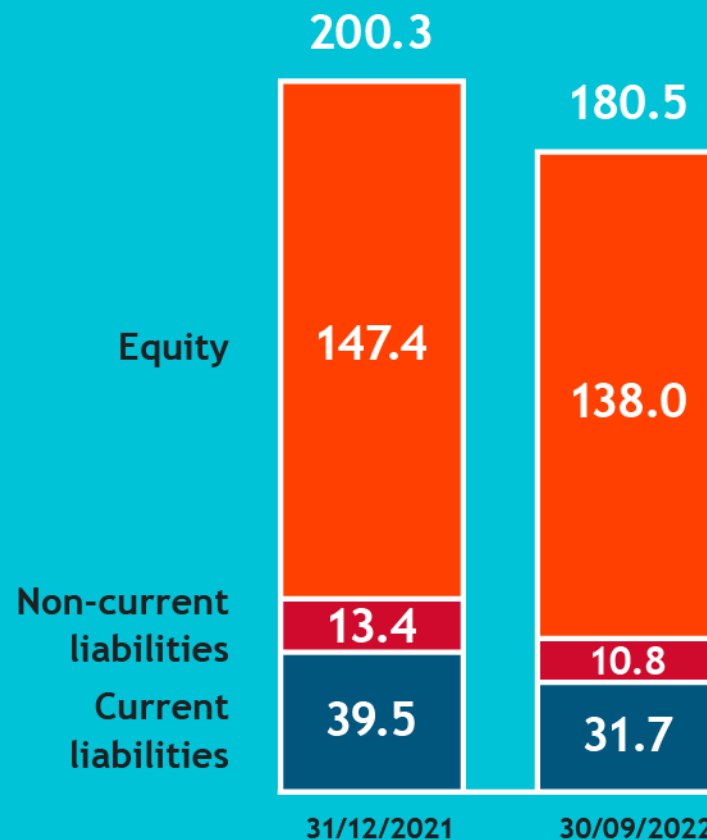
Total assets

in € million



Total equity and liabilities

in € million



q.beyond finances its growth from its own resources:

- equity ratio of 76%
- no bank liabilities

Great substance:

- high net liquidity
- proprietary land in Hamburg (market value > € 20m)
- Attractive subsidiaries and shareholdings (including datac, scanplus)

Low volume of capital expenditure:

€ ~3 million in 2022



2022: revenue growth of ~€ 20 million planned

Forecast dated November 2022:

- **Revenues** grow to € 174 to 178 million (2021: € 155.2 million)
- **EBITDA** rises to € 6 to 8 million (2021 excl. colocation effect: € 3.4 million)
- **Free cash flow** at maximum of € -10 million (2021 excl. colocation effect: € -11.6 million)

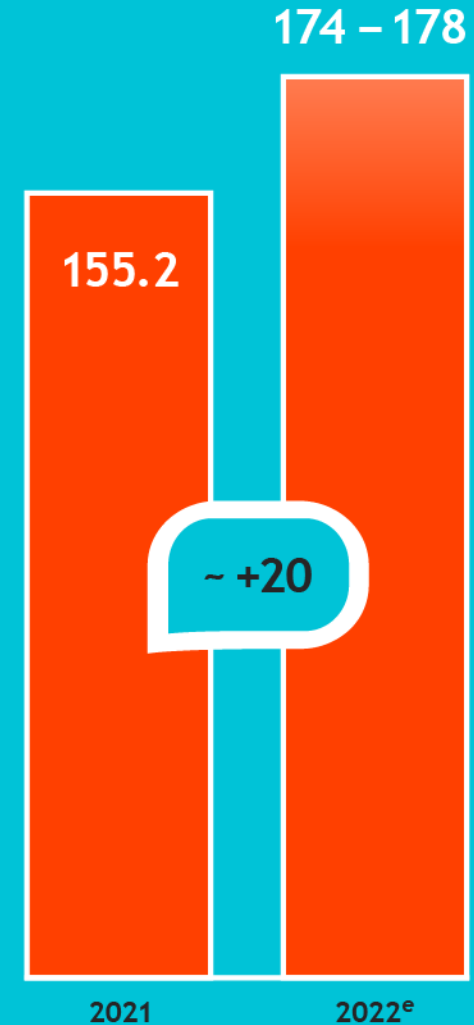
→ **Strong revenues expected in Q4 2022:**

Organic growth

+ first revenues from new subsidiary
productive-data

+ realisation of projects

Revenues
in € million

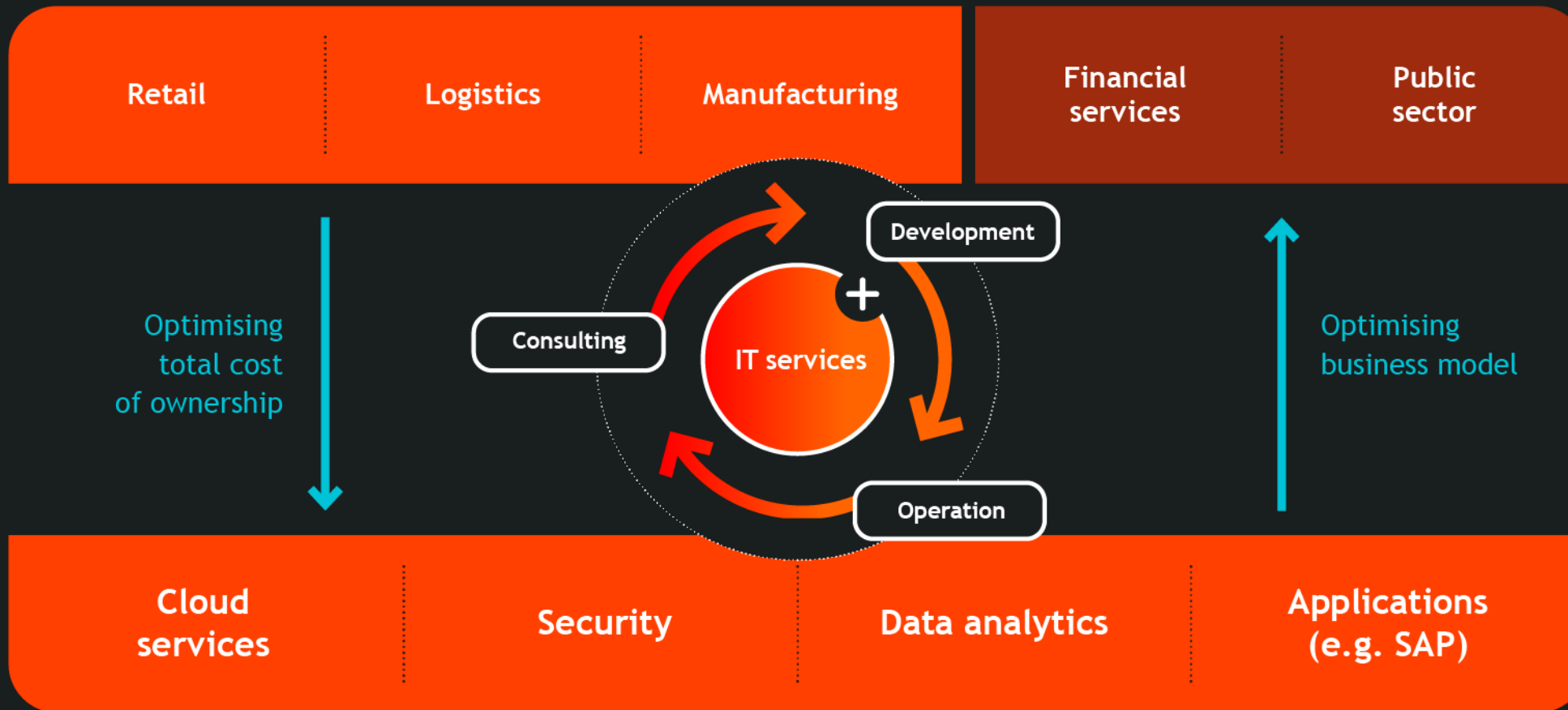




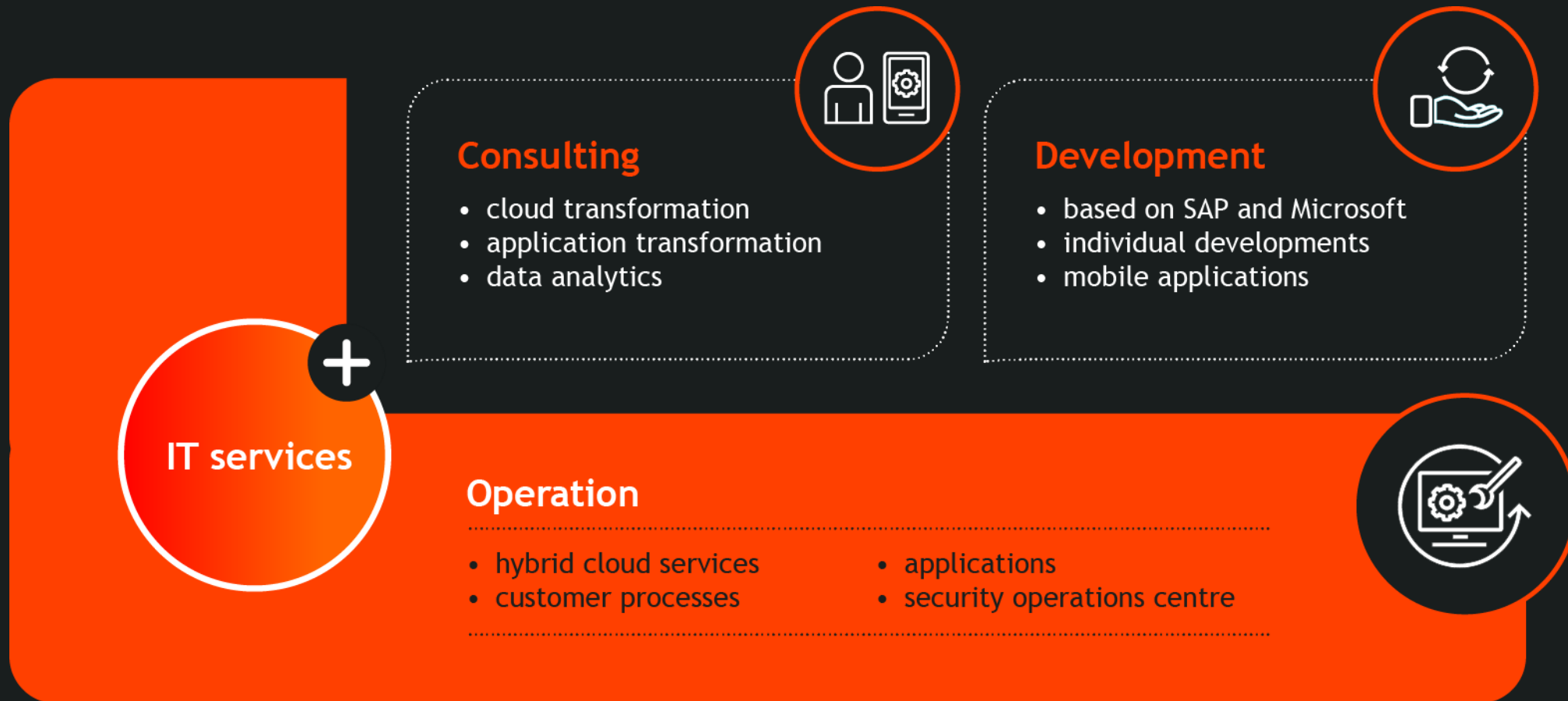
Profitable growth with highly focused business model

Thies Rixen, Chief Operating Officer

IT services and applications create solid foundation for consistent and profitable growth

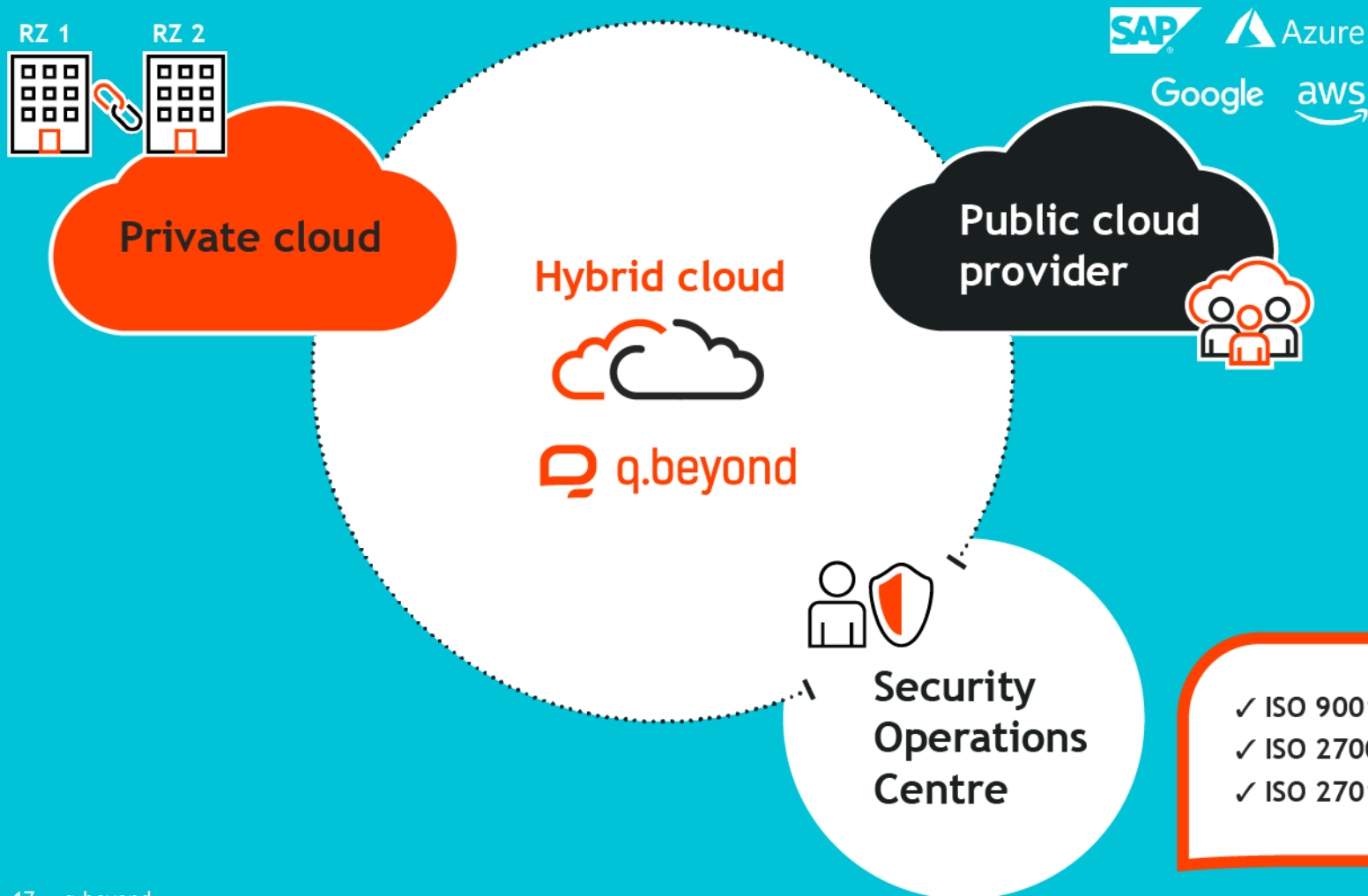


Growth driver: expansion in IT services



SECURE / SUSTAINABLE / AUTOMATED

Core competence of hybrid cloud



Hybrid cloud is becoming the centrepiece of corporate IT

- q.beyond is prepared:

- Hybrid cloud competence centre with around 150 staff
- Dual, highly secure, certified data centres
- Maximum scalability (CapEx light) due to hybrid cloud approach
- Security operations centre
- Nearshore 24/7 operations

- ✓ ISO 9001 Quality Management
- ✓ ISO 27001 Information Security
- ✓ ISO 27017 Cloud Services

Core competence of cybersecurity: consistent portfolio expansion



Market trend: growing
threat posed by
cybersecurity attacks



q.beyond's focus

Portfolio

Expanding security portfolio to help protect customers (avoid, detect and respond)

Employees

Permanent awareness and training measures

Governance

Establishment of q.beyond's Security Board



Cybersecurity: key focuses in portfolio

Portfolio expansion

Avoid

- securing terminals with endpoint detection and response (EDR)
- securing networks to defend against harmful content (e.g. DDOS)
- additional protection for e-mail programmes and infrastructure



**Pooled at Security
Operations
Centre (SOC)**

Detect

- detect attacks in real time by establishing Security Information and Event Team with 24/7 service (SIEM)
- using AI and expert knowledge to detect IT weak points

Respond

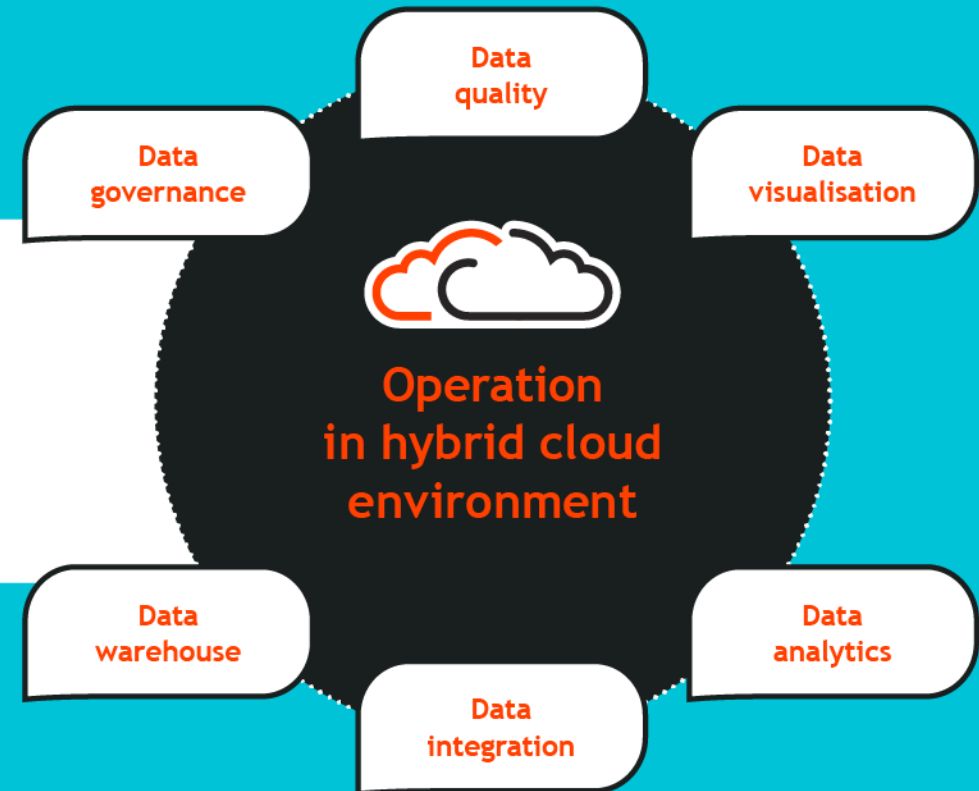
- establishment of rapid expert response team/deployment on location
- supported by cutting-edge forensic technology to assist analysis

Core competence of data analytics

Market trend:
data-driven
business models

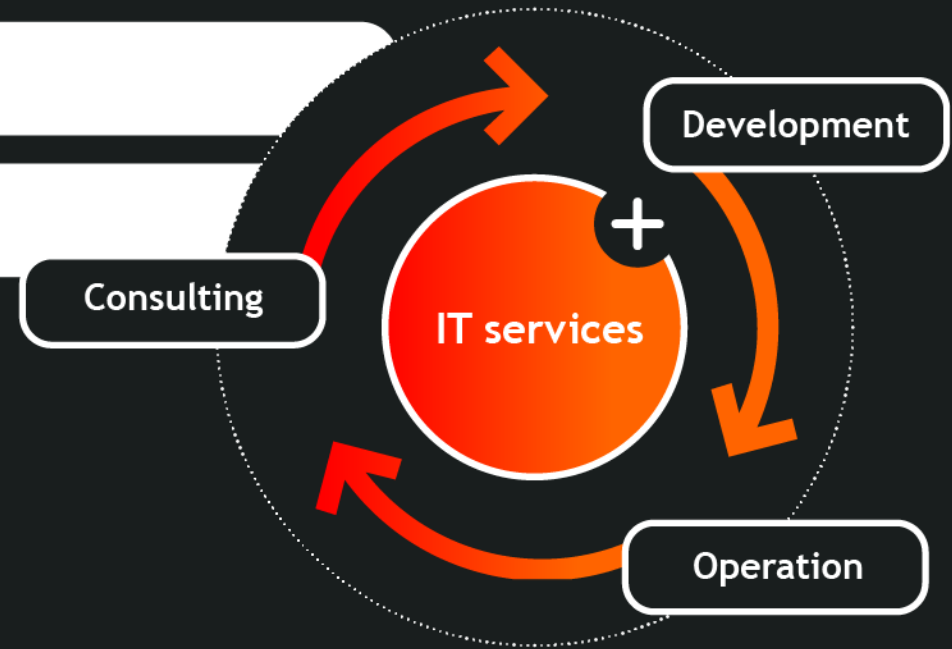
q.beyond's focus

Boosting customer advice
and application business in
data analytics environment

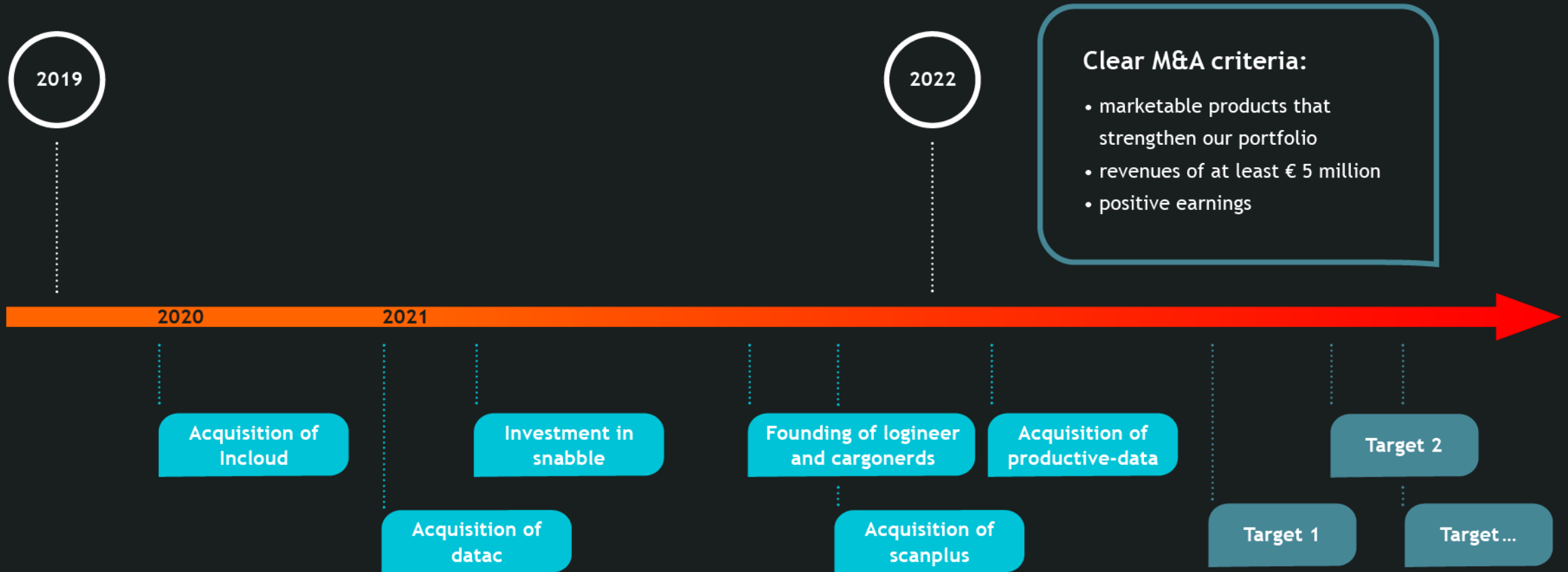


What makes us special?

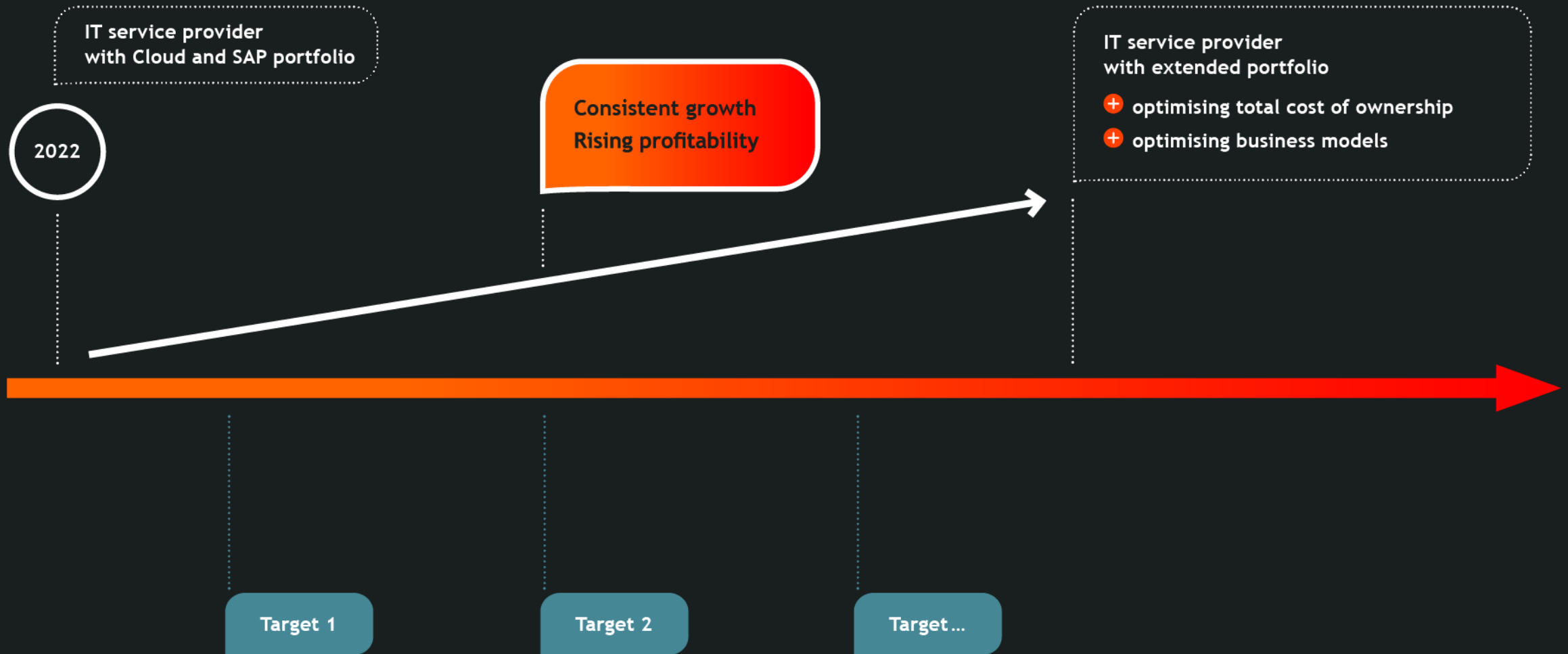
- 1 We understand SMEs and build partnerships of equals
- 2 We deliver reliably
- 3 We set out in new directions with our customers
- 4 We integrate successfully



Expanding core competences also with acquisitions



Strong IT portfolio facilitates profitable growth



Why q.beyond will continue to grow!

1

q.beyond is already one of the **10 largest independent IT service companies**

2

q.beyond is **consistently growing** and now focusing even more closely on profitable growth

3

q.beyond has a **crisis-proof business model** with a high share of recurring revenues

4

q.beyond has **no debt** and, with **net liquidity of > € 40 million**, can press ahead with its organic and external growth



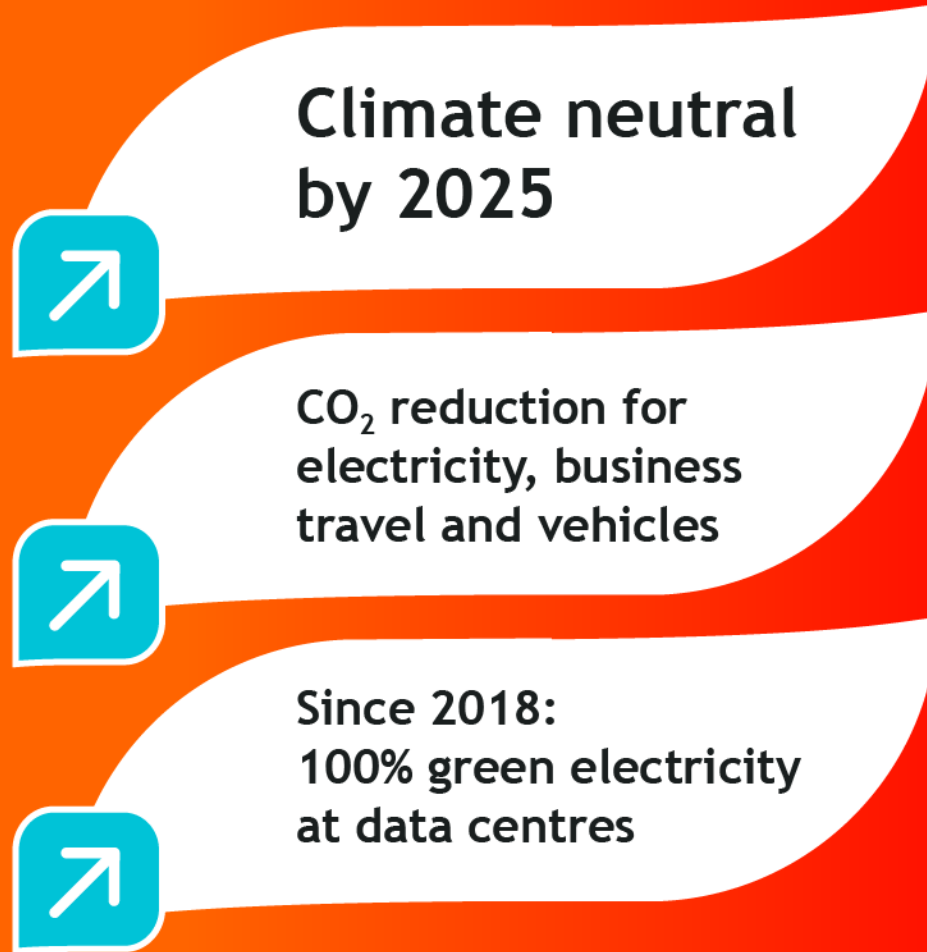
Questions & Answers

An abstract white graphic on an orange background, consisting of a large, thick, curved line that starts from the left edge, curves upwards and to the right, then curves downwards and to the right, ending in a smaller, curved line segment below it.

Appendix

Financial calendar 2023

Date	Event
March 2023	2023 guidance
30.03.2023	2022 Annual Report
08.05.2023	Quarterly Statement Q1 2023
24.05.2023	Annual General Meeting
14.08.2023	Half-Year Financial Report H1 2023
13.11.2023	Quarterly Statement Q3 2023



ESG: additional growth opportunity

Climate neutrality lends competitive edge

Customers expect climate-neutral IT services and a corresponding portfolio to meet their own climate targets (Scope 3)

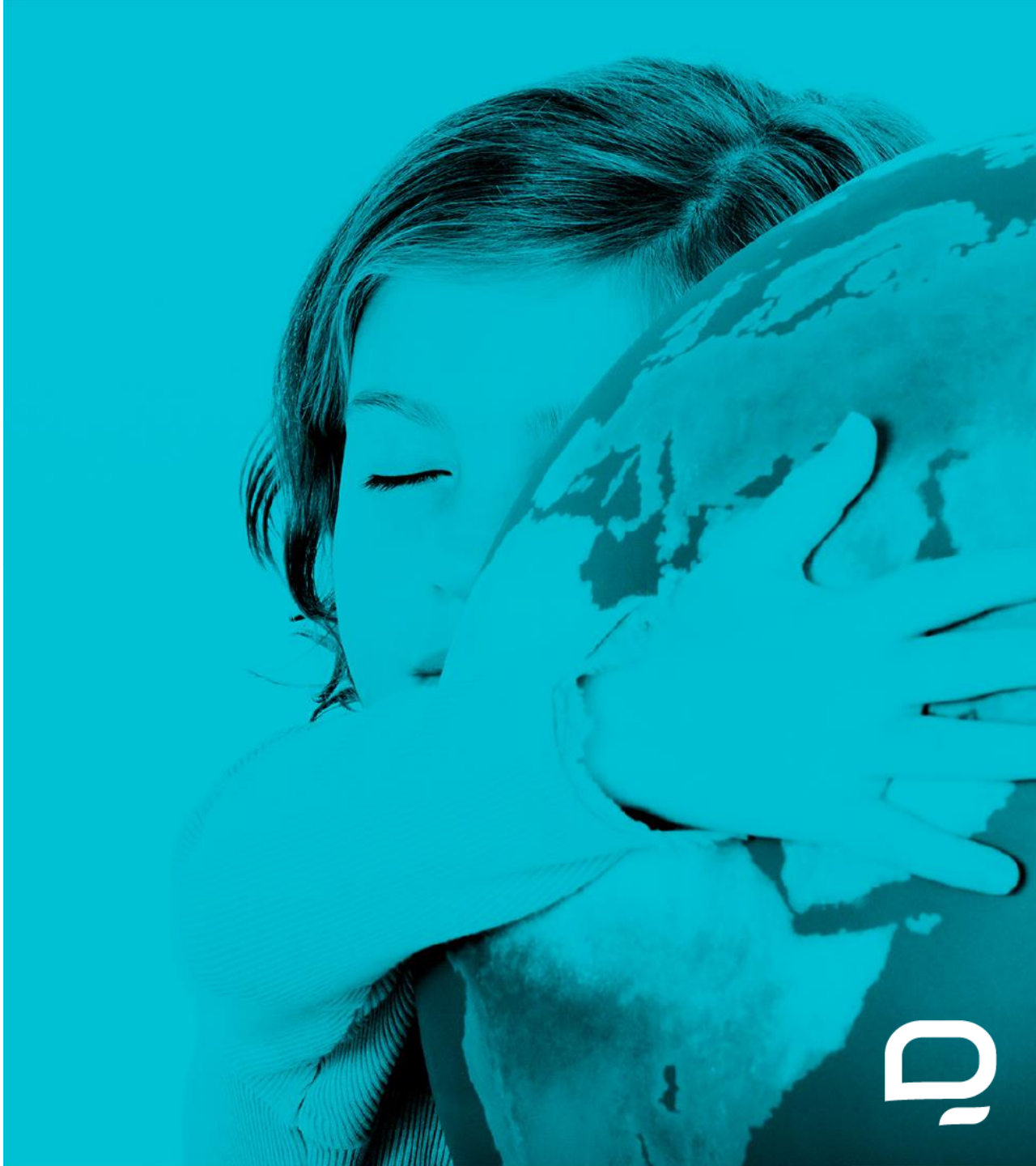
q.beyond to be climate neutral itself by 2025

Gradual reduction in CO₂ emissions by at least 40% compared with 2019; remaining emissions to be offset



Portfolio promotes sustainability

- Lower consumption of resources and longer lifecycles for industrial machines thanks to predictive maintenance
- Less business travel and better work-life balance due to digital workplaces
- Enhanced energy efficiency due to smart building control
- Less waste by monitoring best-before dates and automatic price adjustments
- Comprehensive protection against cybercrime with weak point scans and cybersecurity monitoring



Management and Supervisory Boards heavily invested

Management Board members **Jürgen Hermann** and **Thies Rixen** have so far acquired **1.3 million shares** with their own funds

Neither founder has yet sold any shares — share ownership is structured as follows:

12.66% Gerd Eickers¹

12.66% Dr. Bernd Schlobohm²

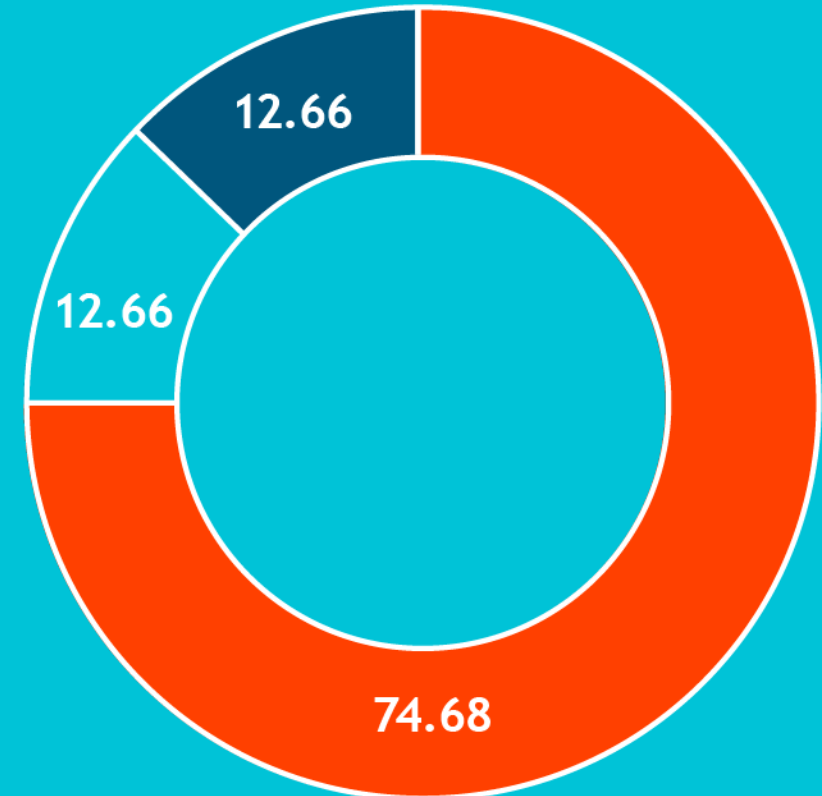
74.68% Free float

¹ Founder and member of Supervisory Board.

² Founder and Chairman of Supervisory Board.

Shareholder structure

in %



Status: 31 October 2022

Contact

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