



q.beyond: growth accelerates further






Quarterly results Q3 2021
8 November 2021 | Jürgen Hermann, CEO

Disclaimer

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Q3 2021: High profitability following colocation sale

	Q3 2020	Q3 2021
Revenues	€ 35.1 million 	€ 40.0 million
EBITDA	€ -0.6 million 	€ 29.4 million
Operating EBITDA	€ -0.6 million 	€ 1.6 million
Consolidated net income	€ -5.0 million 	€ 20.7 million
Free cash flow	€ -3.9 million 	€ +3.6 million



Colocation sale at a glance

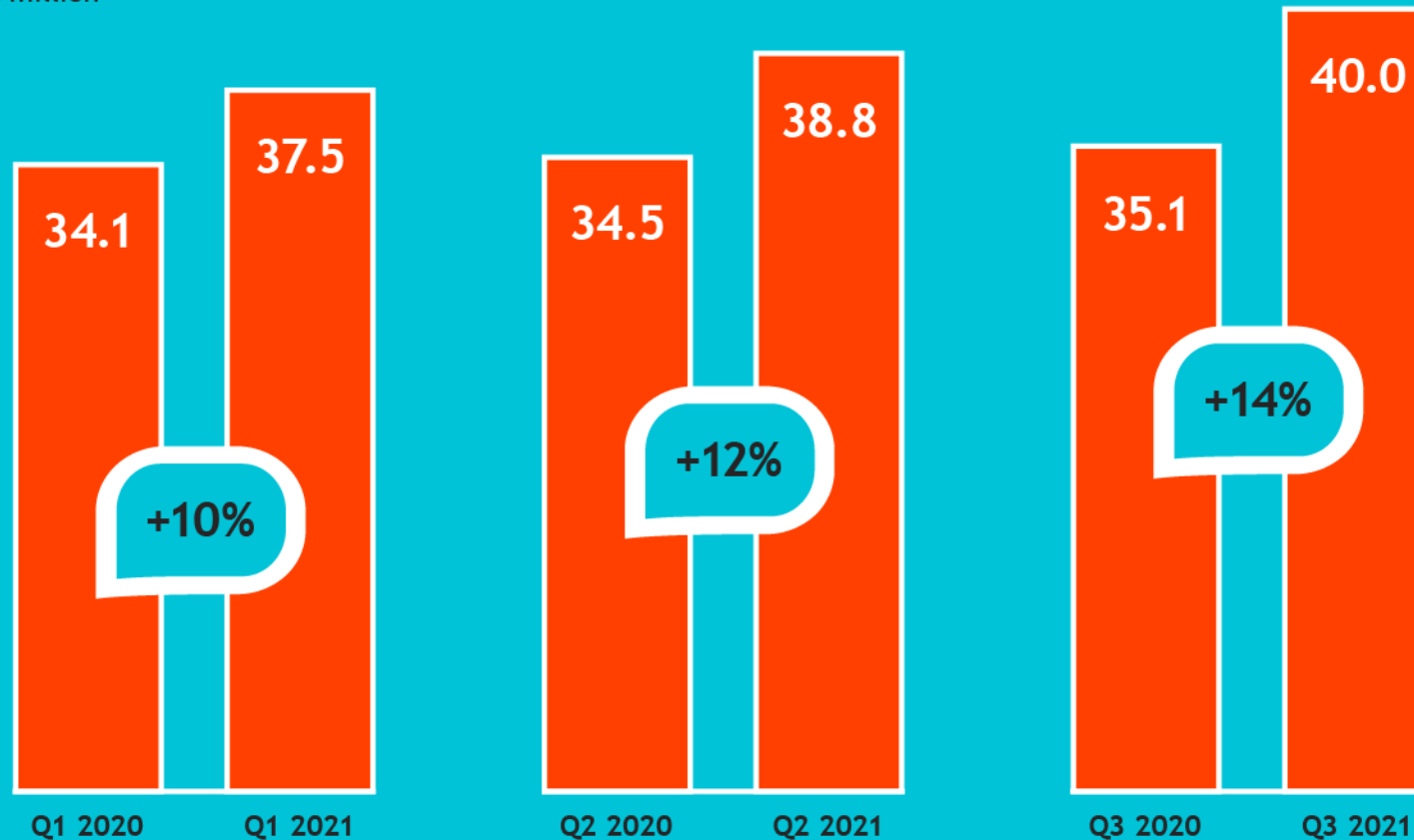
- 28 July 2021: The existing customer **DATEV** acquires **IP Colocation** and thus the data centre it uses in Nuremberg (inflow of funds in Q3 2021: € 9.6 million)
 - 17 September 2021: **NorthC Group** acquires the significantly larger **IP Exchange** with two data centres in Munich and Nuremberg (purchase price: € 44.0 million enterprise value)
 - Both transactions lead to **one-off accounting gains** and **high inflows of funds**
- 2021 forecast raised twice



Dynamic revenue growth in 2021

Revenues

in € million



- **79%** of revenues in Q3 2021 were recurring
- **65%** of revenues came from the focus sectors of retail, logistics, manufacturing and energy



Record new orders boost growth momentum

- **85%** of orders in year to date come from **new customers** or involve **new projects** with existing customers
 - Contracts generally have **terms of 3 to 5 years**
- Firm foundation for consistently strong and profitable growth

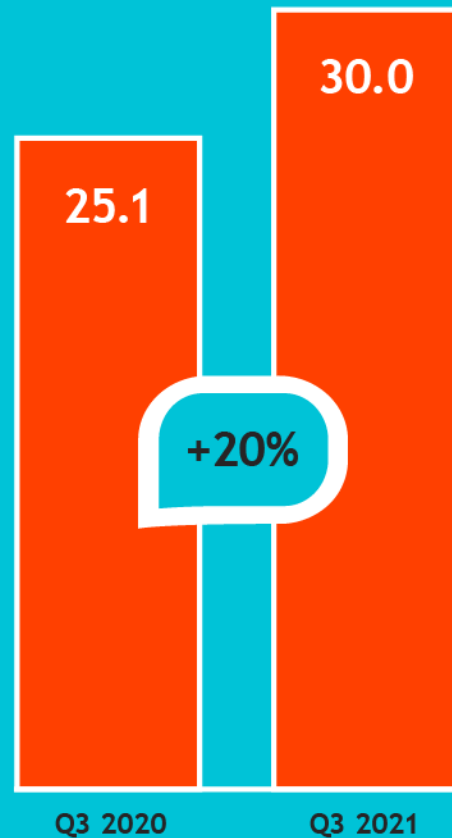
New orders
in € million



Cloud & IoT as key growth driver

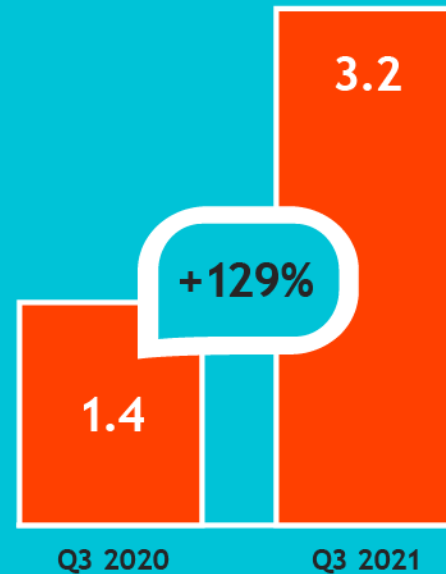
Revenues

in € million



Segment contribution

in € million



- **Great demand** for cloud solutions and digital workplaces
- **Cloud & IoT business is highly scalable:**
 - platform-based
 - growing share of IP
 - automated processes
- **Profitable growth in nine-month comparison:**
 - Revenues: € 84.9 million (+17%)
 - Segment contribution: € 9.9 million (+120%)



Sustainable rise in profitability in SAP business

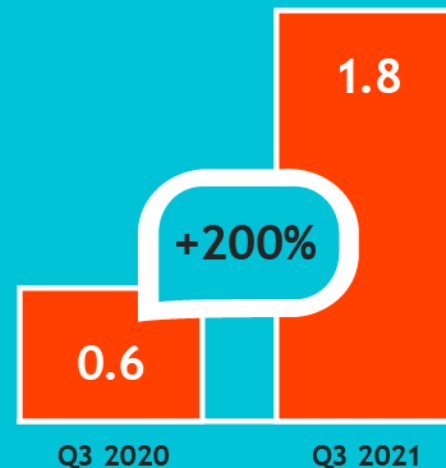
Revenues

in € million



Segment contribution

in € million



- **Recurring revenues** from operations and application management **stabilise business** during pandemic
- **Double-digit segment margin** (Q3 2021: 18%) in personnel-intensive business
- **Nine-month comparison underlines stability and profitability:**
 - Revenues: € 31.4 million (+1%)
 - Segment contribution: € 4.3 million (+95%)



Disproportionate earnings growth

In € million	Q3 2020		Q3 2021
Revenues	35.1	↗	40.0
Cost of revenues	(29.6)		(31.9)
Gross profit	5.5	↗	8.1
Sales and marketing expenses	(3.4)		(3.1)
Segment contribution	2.0	↗	5.0
General and administrative expenses	(3.2)		(4.9)
Other operating income	0.6		33.2
Other operating expenses	(0.1)		(3.8)
EBITDA	(0.6)	↗	29.4
Depreciation	(4.3)		(4.2)
EBIT	(4.9)	↗	25.3
Financial result / Income taxes	(0,1)		(4.6)
Consolidated net income	(5.0)	↗	20.7

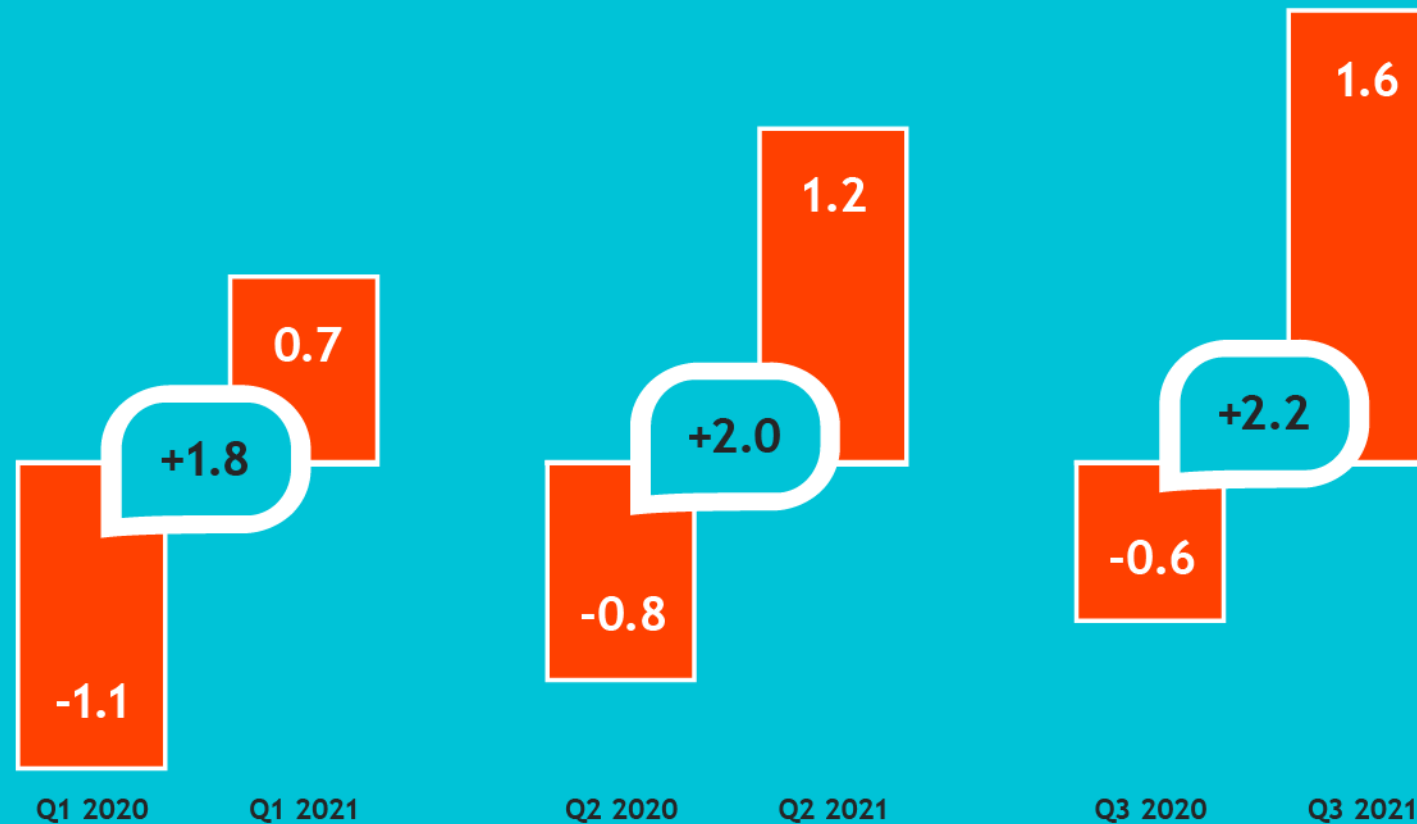
- Revenues grow by 14%
- Gross profit rises by 47%
- Segment contribution increases by 150%
- One-off: Transaction costs increase administrative expenses and other operating expenses
- Net one-off items of € 27.8 million in Q3 2021
 - + Accounting gains
 - Reduction in goodwill
 - Transaction costs



Operating EBITDA continues to rise

EBITDA

in € million



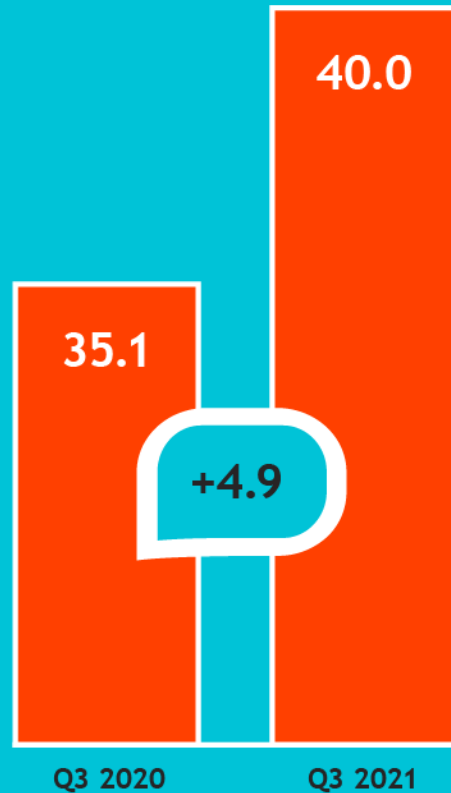
- EBITDA (excluding deconsolidation items) with sequential growth of 33% to € 1.6 million



High marginal return once more in Q3 2021

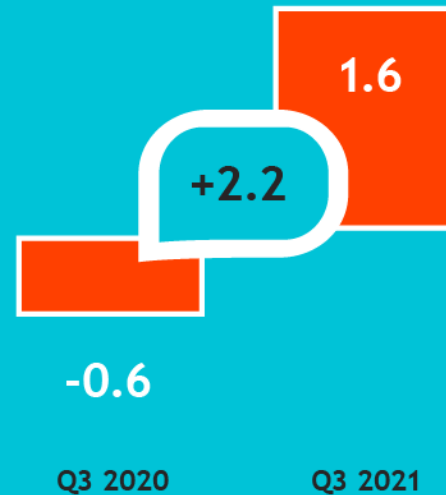
Revenues

in € million



Operating EBITDA

in € million



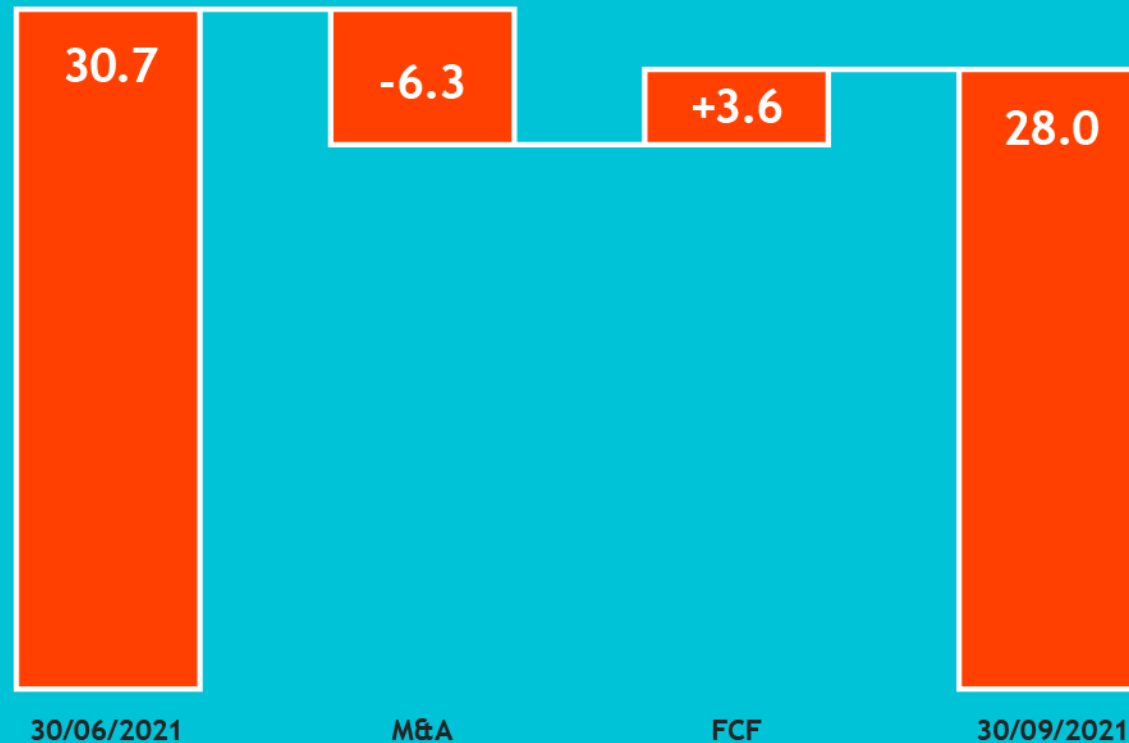
- Q3 2021 again documents the **scalability of the business model** - the marginal return stands at more than 40%



Q3 2021: Positive free cash flow

Net liquidity

in € million



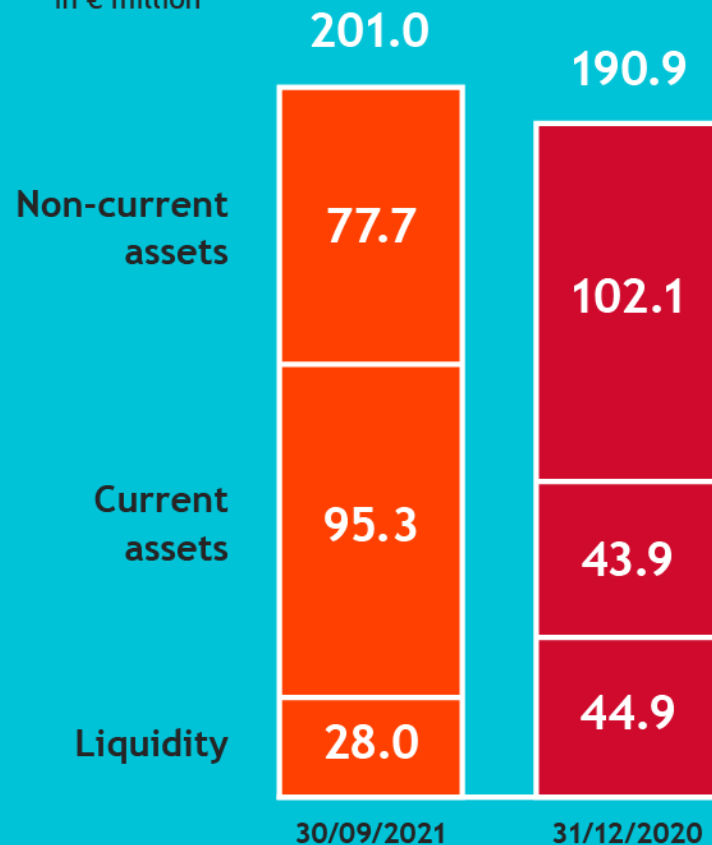
- Significant increase in net liquidity in Q4 2021 due to payment of purchase price for IP Exchange
- High free cash flow in Q4 2021 and in 2021 as a whole



q.beyond's financing is rock solid

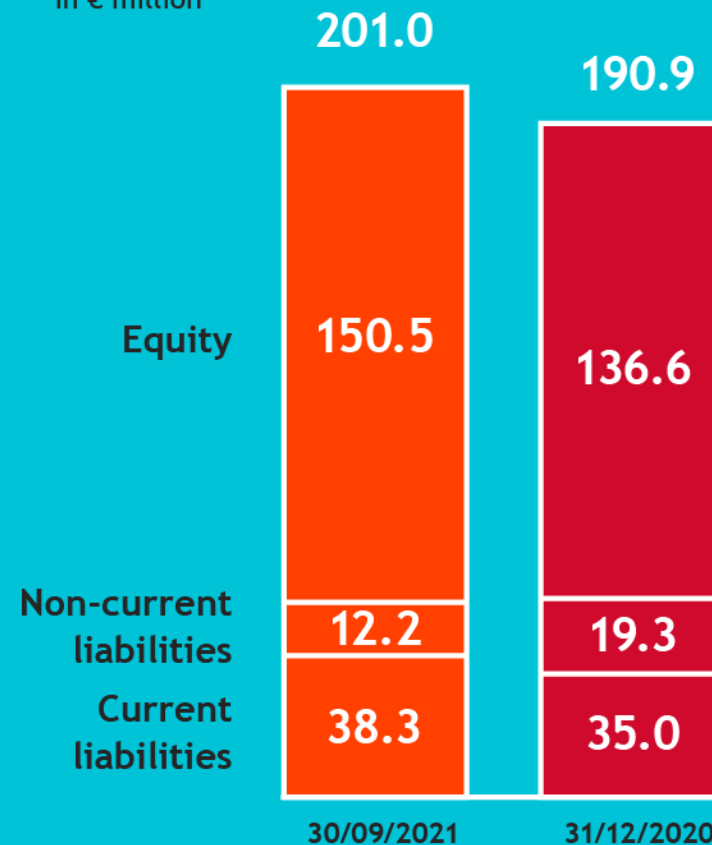
Total assets

in € million



Total equity and liabilities

in € million



- Non-current assets no longer include asset-intensive colocation business
- Current assets include purchase price receivable for IP Exchange
- Equity ratio rises to 75%



No debt

**Net liquidity:
€ 28 million**

**Equity ratio:
75%**

Colocation sale extends scope for M&A

q.beyond plans to take over further technology companies with annual revenues of up to € 30 million and has set three key focuses:

- Expanding strong position in focus sectors
→ **May 2021: Röhlig Logistics**
- Extending product portfolio, e.g. towards enterprise software
→ **June 2021: datac**
- Unique technologies in fields of cloud services, data analytics, IoT, AI
→ **July 2021: Snabble**



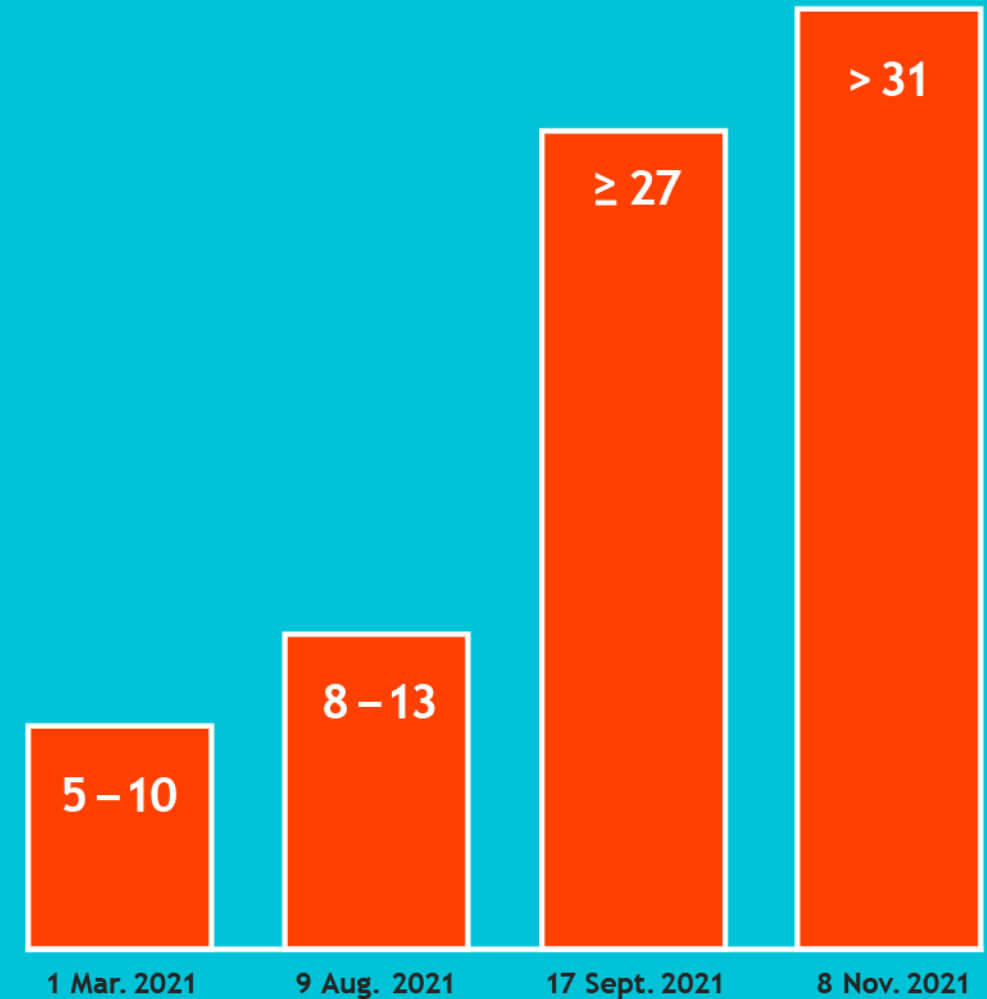
EBITDA forecast raised once again

Revenue and FCF forecast dated 17 September 2021 confirmed

- Revenues to rise to € 155 to € 165 million (previously: € 160 to € 170 million; loss of colocation revenues of € 5 million in Q4 2021)
- Free cash flow to rise to at least € 33 million (previously: € -2 to € +3 million)
- EBITDA to improve to more than € 31 million (previously: at least € 27 million; before that: € 8 to € 13 million)

EBITDA forecast

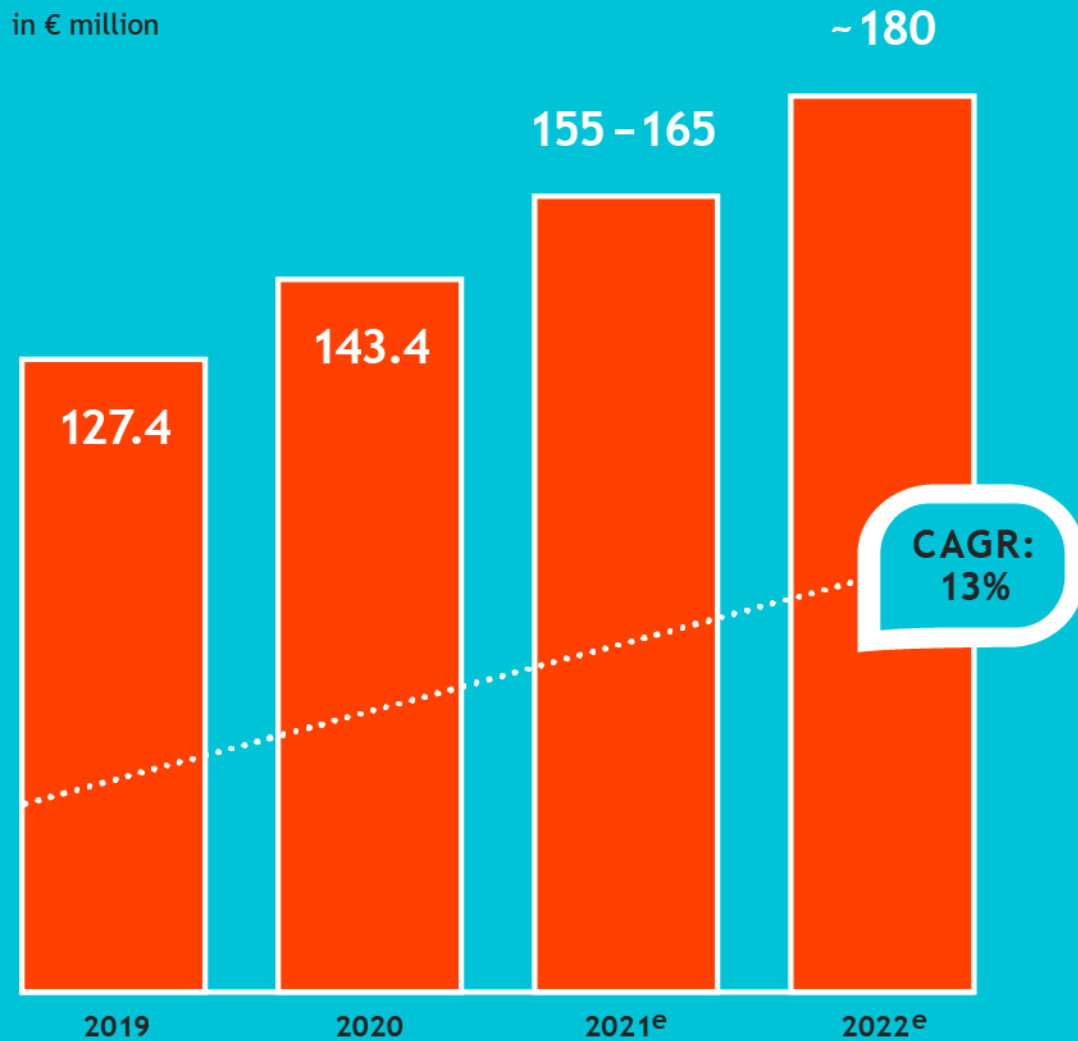
in € million



Strong growth in 2022 as well

- Revenue target accounts for discontinuation of colocation revenues of € 20 million in 2022
- Scalable business model will continue to raise EBITDA margin (2022: >10%)
- Sustainably positive free cash flow in 2022

Revenues
in € million



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