



q.beyond: growth accelerates

Quarterly results Q2 2021
9 August 2021 | Jürgen Hermann, CEO

Disclaimer

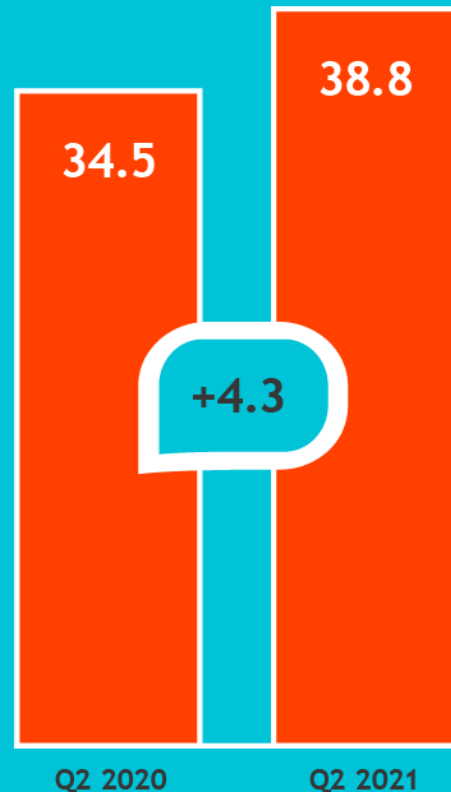
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q.beyond with strong and profitable growth

Revenues

in € million



EBITDA

in € million



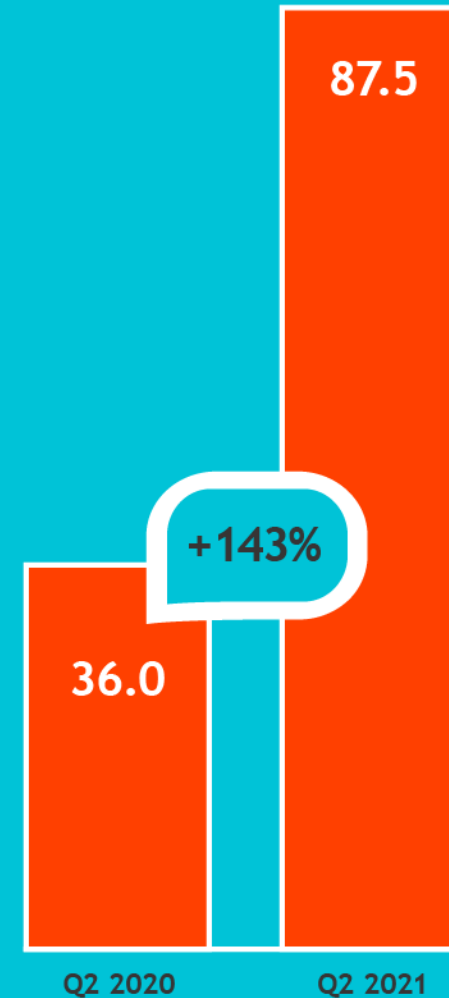
- Q2 2021 provides further evidence of **scalability of business model** – marginal return of more than 40%
- **77% of revenues** in Q2 2021 were **recurring**
- **68% of revenues** came from the **focus sectors** of retail, manufacturing and energy



Record new orders boost growth momentum

- **Almost 90%** of orders in Q2 2021 involve **new customers** or **new projects** with existing customers
 - **Sales success in new focus sector of logistics** – major order placed by Röhlig Logistics
 - Contracts generally have **terms of 3 to 5 years**
- Strong foundation for ongoing strong and profitable growth

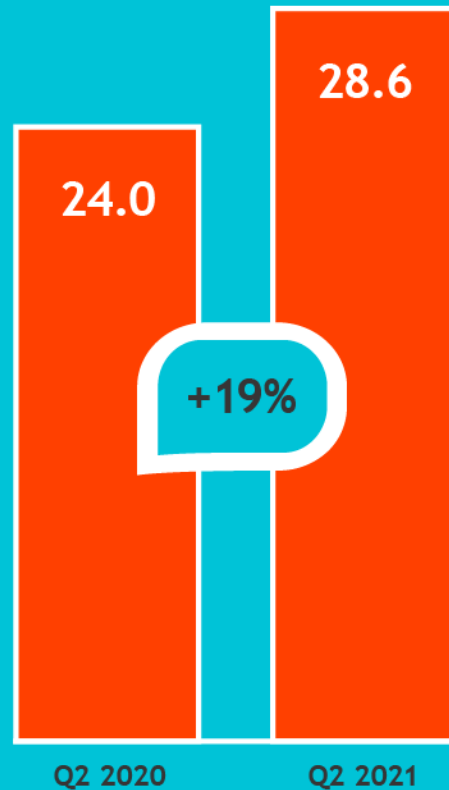
New orders
in € million



Cloud & IoT as key growth driver

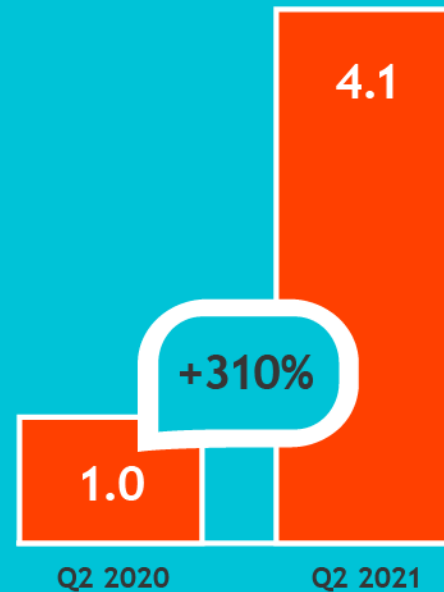
Revenues

in € million



Segment contribution

in € million



- Great demand for cloud solutions and digital workplaces
- Cloud & IoT business is highly scalable:
 - platform-based
 - rising share of IP
 - automated processes
- Segment margin already rises to 14% – despite ongoing investments in future growth



SAP business stable in pandemic

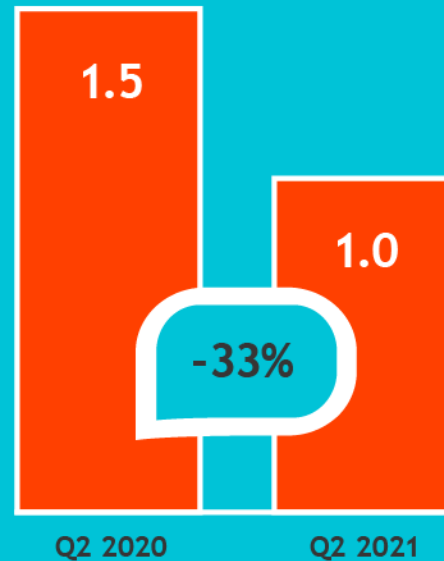
Revenues

in € million



Segment contribution

in € million



- **Recurring revenues** from operations and application management **stabilise business** in the pandemic
- Segment contribution traditionally fluctuates from quarter to quarter
- **Y-o-y H1 comparison underlines stability and profitability:**
 - Revenues H1 2021: € 21.4m (€ +0.1m)
 - Seg. contribution H1 2021: € 2.5m (€ +0.9m)



Growth in all key earnings figures

In € million	Q2 2020		Q2 2021
Revenues	34.5	↗	38.8
Cost of revenues	(29.1)		(30.7)
Gross profit	5.4	↗	8.1
Sales and marketing expenses	(2.9)		(3.0)
Segment contribution	2.5	↗	5.1
General and administrative expenses	(3.9)		(3.8)
Other operating result	0.7		(0.1)
EBITDA	(0.8)	↗	1.2
Depreciation	(4.2)		(4.1)
EBIT	(5.0)	↗	(2.9)
Financial result / taxes	(0.1)		(0.5)
Consolidated net income	(5.1)	↗	(3.4)

Highlights

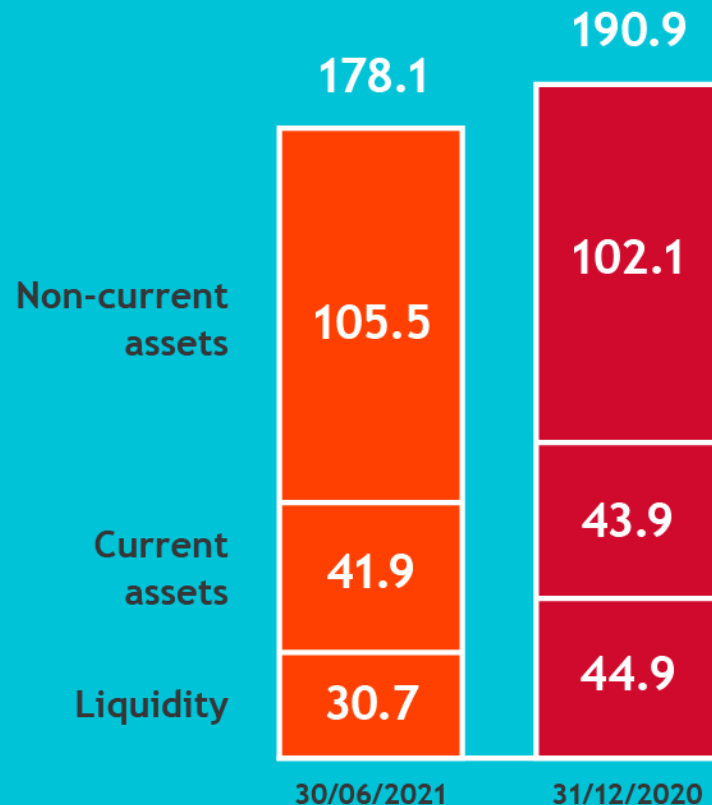
- Revenues grow by 12%
- Gross profit rises by 50%
- Segment contribution increases by 104%
- Sales and administrative expenses remain stable
- EBITDA, EBIT and consolidated net income show significant improvements



q.beyond's financing is rock solid ...

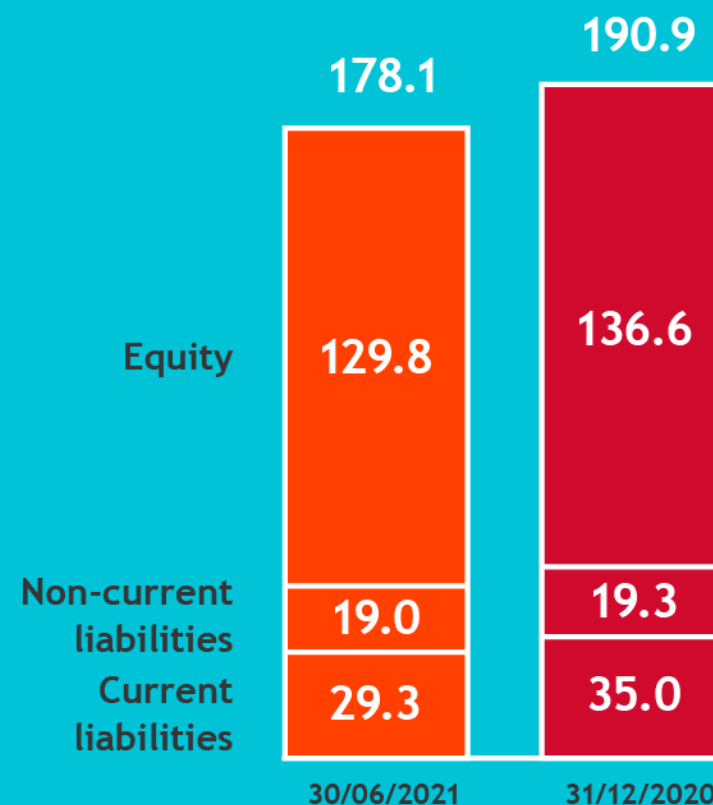
Total assets

in € million



Total equity and liabilities

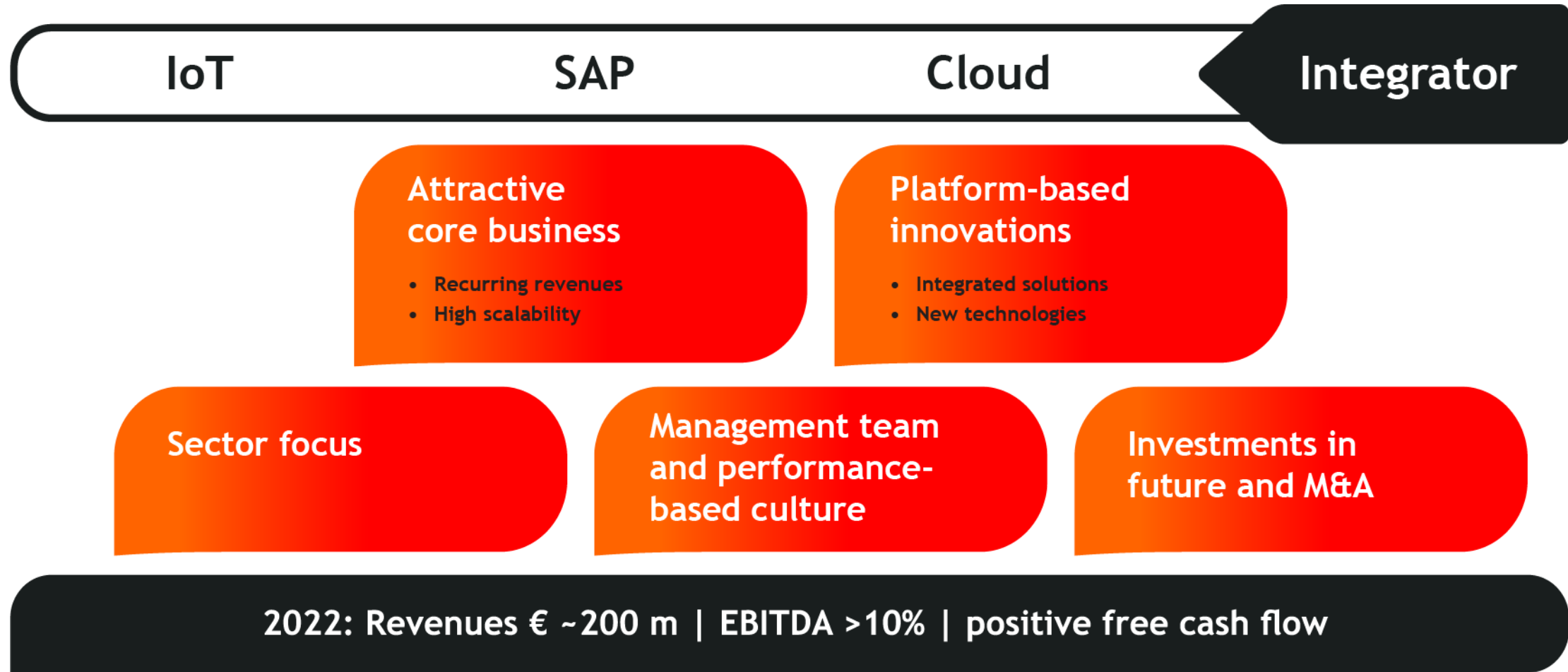
in € million



- Net liquidity of € 30.7 million, as against € 40.4 million at 31/03/2021
- Free cash flow of € -3.6 million (excluding datac purchase price)
- Equity ratio rises to 73%



... in order to grow further: our growth strategy





Focus on platform-based innovations

- **Pooling expertise:**
 - Augsburg (Microsoft competence centre)
 - Darmstadt (software engineering)
 - Hamburg (Cloud and SAP competence centre)
 - Cologne (IoT)
 - Riga (software development support)
- **R&D budget of € 4.2 million in H1 2021 already corresponds to 2/3 of total R&D spending in 2020**
- **Focus on forward-looking sector solutions and cross-sector platforms such as StoreButler for retailers**



No debt

**Net liquidity:
€31 million**

**Equity ratio:
73%**

Active role in M&As

q.beyond is making target acquisitions of technology companies – and has three key focuses:

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



More growth with “modern workplaces”

- Takeover of 100% of shares in modern workplace and collaboration specialist datac in June 2021
 - datac develops and supervises end-to-end solutions for the digital world of work and relies above all on Microsoft products:
 - more than 700 SME customers
 - revenues: around € 6.5 million
 - sustainably profitable
 - 50 IT specialists in Augsburg and Düsseldorf
- Acquisition of new expertise in growth market of “digital workplaces”



Greater opportunities for digitalisation in retail

- Acquisition of 25.4% stake in self-checkout specialist Snabble – option to take over majority stake from 2023
 - Proven scan-&-go solution from Snabble (at customers including IKEA, Tegut) to be key component of StoreButler digitalisation platform
- Solution covers whole of shopping experience in digitalised stores with integrated solutions from a single source



Sale of first part of colocation business

- Existing customer **DATEV** acquires **IP Colocation** and thus the data centre it itself uses in Nuremberg
 - Decision on future of significantly larger **IP Exchange** with two further data centres to be taken in autumn 2021
 - Sale of IP Colocation leads to one-off accounting gains and inflow of funds
- Higher EBITDA and free cash flow forecast for 2021

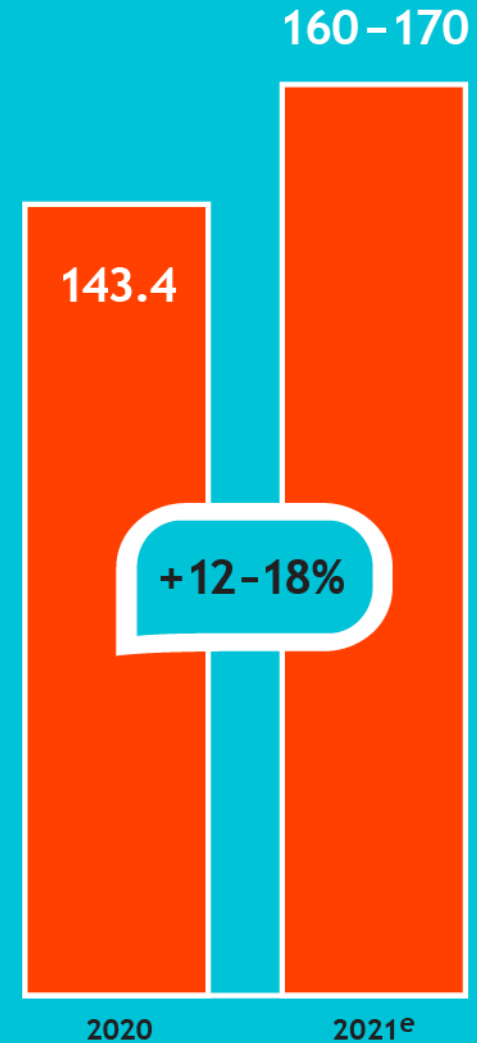


q.beyond raises EBITDA and FCF forecast

Forecast after IP Colocation sale

- Revenues still set to rise to € 160 to € 170 million
- **EBITDA to improve to € 8 to € 13 million**
(previously: € 5 to € 10 million)
- **Free cash flow to reach € -2 to € +3 million**
(previously: € -10 to € -5 million)
- **Sustainably positive free cash flow from Q3 2021 already**

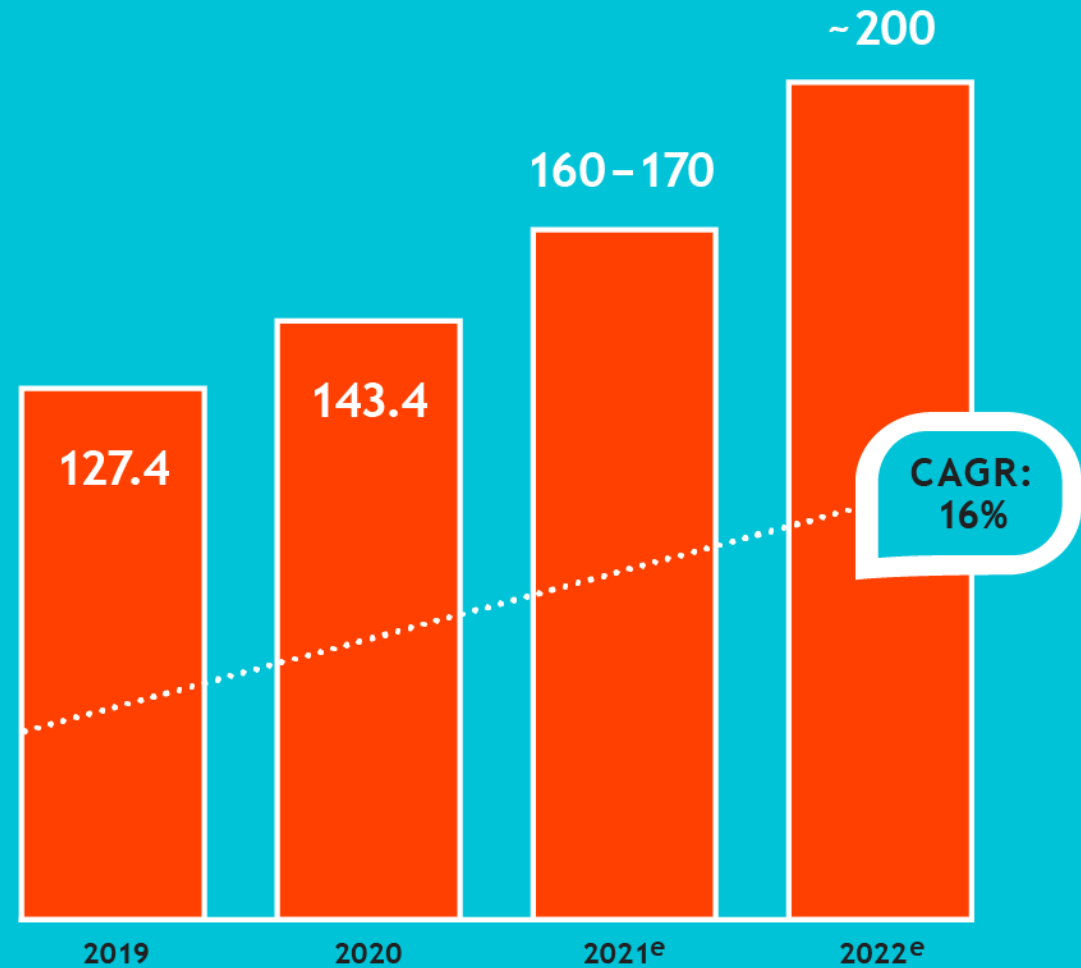
Revenues
in € million



On course for revenues of € 200 million

- Ongoing strong and profitable growth means that ambitious targets set out in “2020plus” growth strategy for 2022 are now within reach
- High volume of new orders broadens revenue base
- Scalable business model leads to rising EBITDA margin (2022: >10%)
- Sustainably positive free cash flow from Q3 2021 already

Revenues
in € million



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