



q.beyond on growth course

Quarterly results Q1 2022
9 May 2022 | Jürgen Hermann, CEO

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Q1 2022: q.beyond on growth course

In a period of high incidence rates and macroeconomic uncertainty, q.beyond:

- Posts **double-digit** revenue growth
- **More than doubles** its new orders
- **Gains Fressnapf** as customer for “StoreButler” SaaS solution
- **Markets** further SaaS solutions (e.g. q.beyond IoT-SIM)
- **Integrates new subsidiaries**



q.beyond starts year with significant revenue growth

- 78% of revenues in Q1 2022 are recurring
- 66% of revenues generated in focus sectors of retail, logistics, manufacturing, and energy

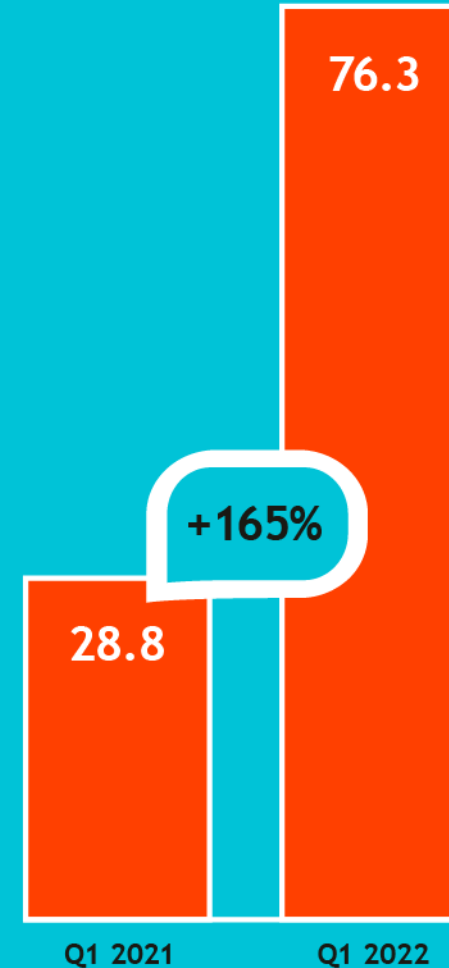
Revenues
in € million



Strong new orders in first quarter of 2022

- **53%** of orders come from **new customers** or involve **new projects** with existing customers
 - **47%** relate to **contract extensions**, some of which substantial, with **terms** generally amounting to **3 to 5 years**
- **Reliable foundation** for ongoing strong growth

New orders
in € million



Expansion underway in SaaS business



The target: € 15 – 20 million revenues in 2022

The way: Developing in-house products and making targeted acquisitions

The success: Fressnapf deploys StoreButler

→ 100,000 q.beyond IoT-SIMs already in use

The resources:

> 170 SaaS experts on board

Next step:

Decision on acquisition in Q2 2022



New subsidiaries contribute to growth

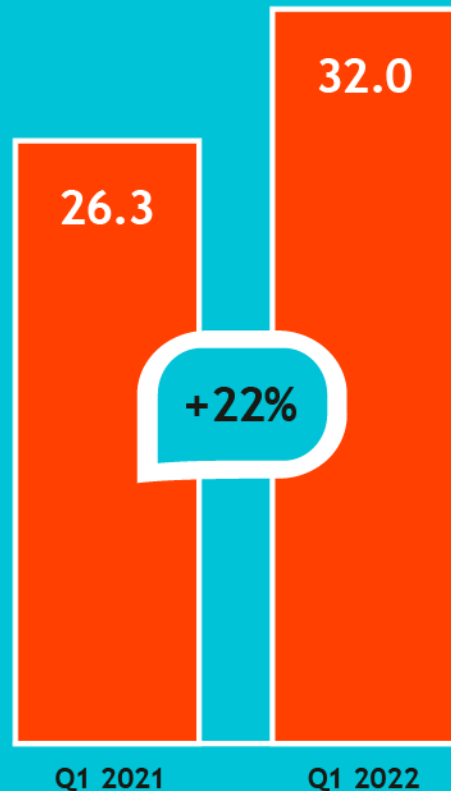
- **datac** is pressing ahead with the digital workplace business
→ Pooled Microsoft expertise pays off
 - **logineer/cargonerds** score highly with first internally developed SaaS solutions for the logistics sector
 - **scanplus** restructuring progressing on schedule following takeover of company out of self-administration proceedings
- On the revenue side, the **new subsidiaries** are already offsetting the impact of the colocation sale



Dynamic growth in Cloud business

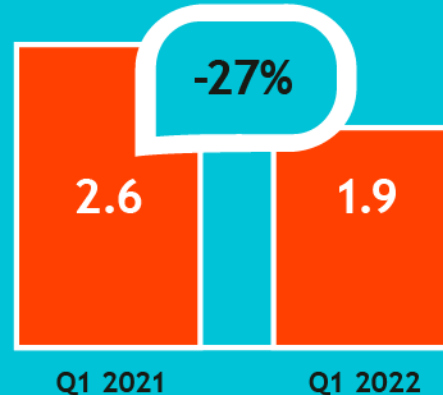
Revenues

in € million



Segment contribution

in € million



Growth drivers

- Rising demand for Cloud und SaaS solutions
- Success of new subsidiaries

Two cost factors in 2022

- Expansion in SaaS business
- Changed structure, e.g. scanplus segment margin currently a third of colocation margin

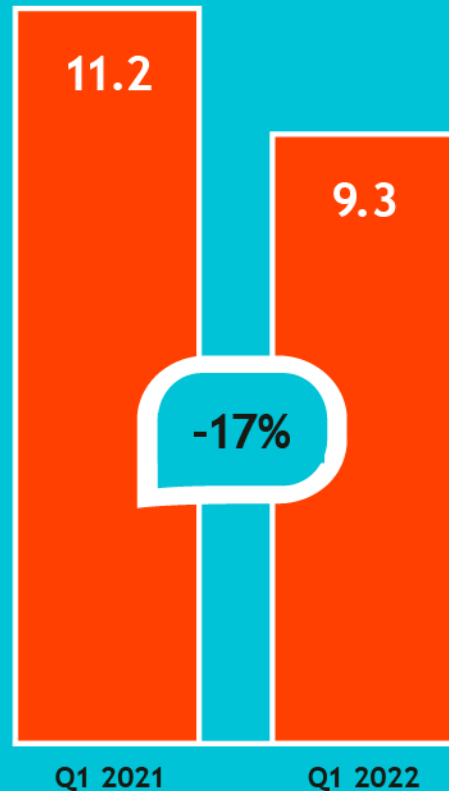
→ Segment contribution expected to increase in quarters ahead



SAP with subdued start to year

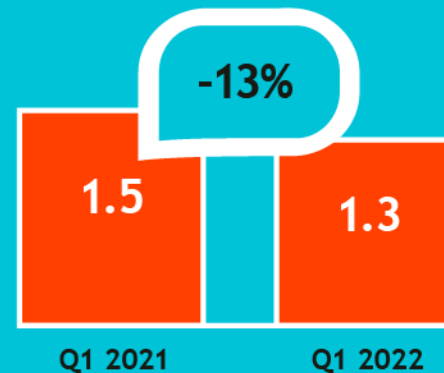
Revenues

in € million



Segment contribution

in € million



Revenue factors

- Projects delayed due to entire teams being in quarantine
- Volumes stabilised by application management and operations

Earnings factor

- High cost discipline
- Declining incidence rates open way to rising revenues and segment contributions, especially in second half of year



Earnings performance in line with expectations

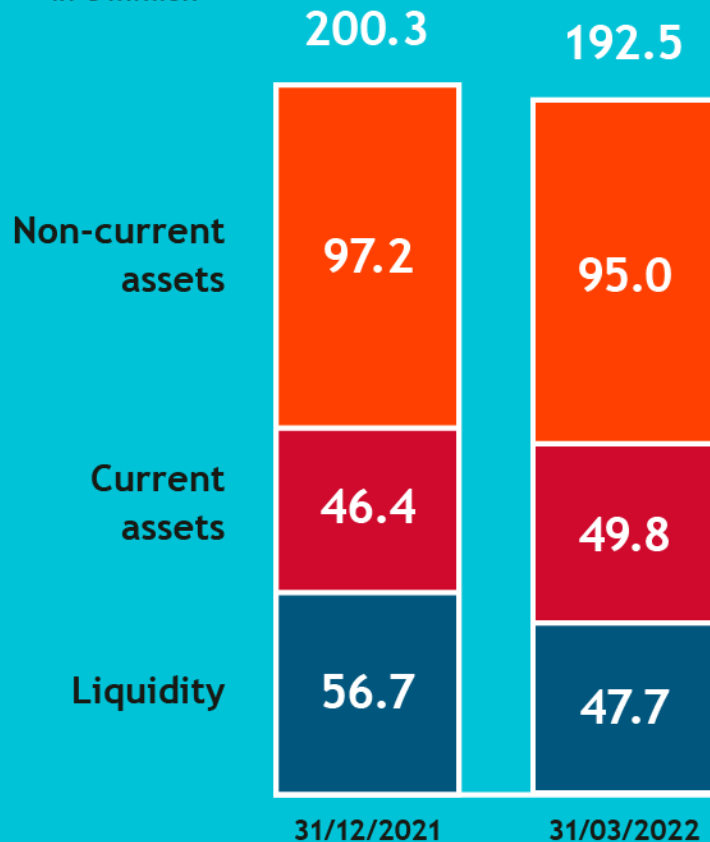
In € million	Q1 2021	Q1 2022
Revenues	37.5	41.2
Cost of revenues	(30.6)	(35.4)
Gross profit	6.9	5.8
Sales and marketing expenses	(2.7)	(2.6)
Segment contribution	4.1	3.3
General and administrative expenses	(4.0)	(3.7)
Other operating income	0.7	1.6
Other operating expenses	(0.1)	(0.3)
EBITDA	0.7	0.8
Depreciation and amortisation	(4.1)	(4.1)
EBIT	(3.4)	(3.3)
Financial result	(0.1)	(0.2)
Income taxes	-	-
Consolidated net income	(3.5)	(3.5)



Rock-solid financing

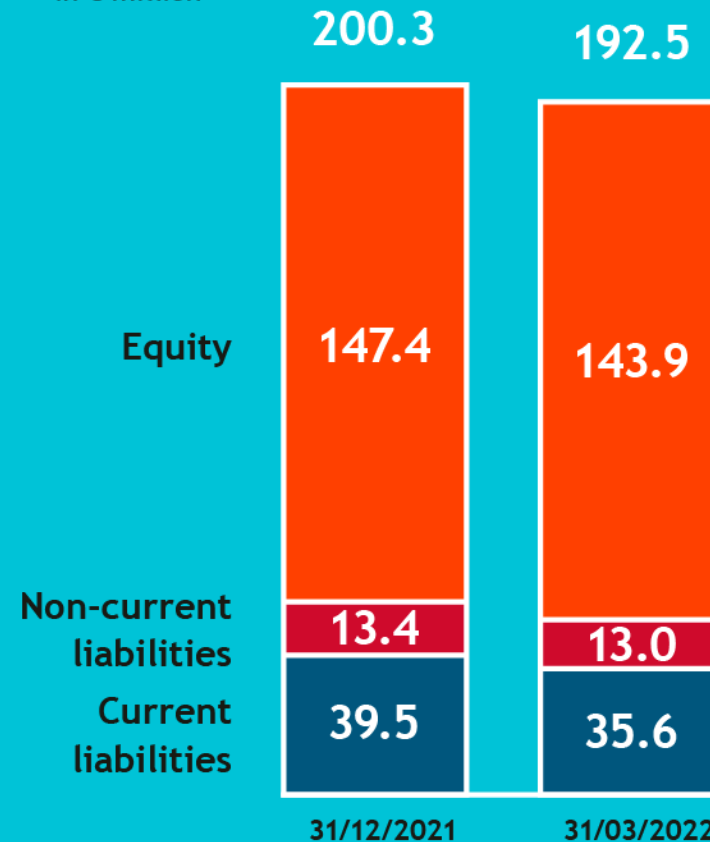
Total assets

in € million



Total equity and liabilities

in € million



- FCF in Q1 2022: € -1.6 m
- **Net liquidity** also affected by redemption of lease liabilities at scanplus (€ -6.8 million)
- q.beyond finances its **growth** from its own resources
 - equity ratio of 75%
 - no liabilities to banks

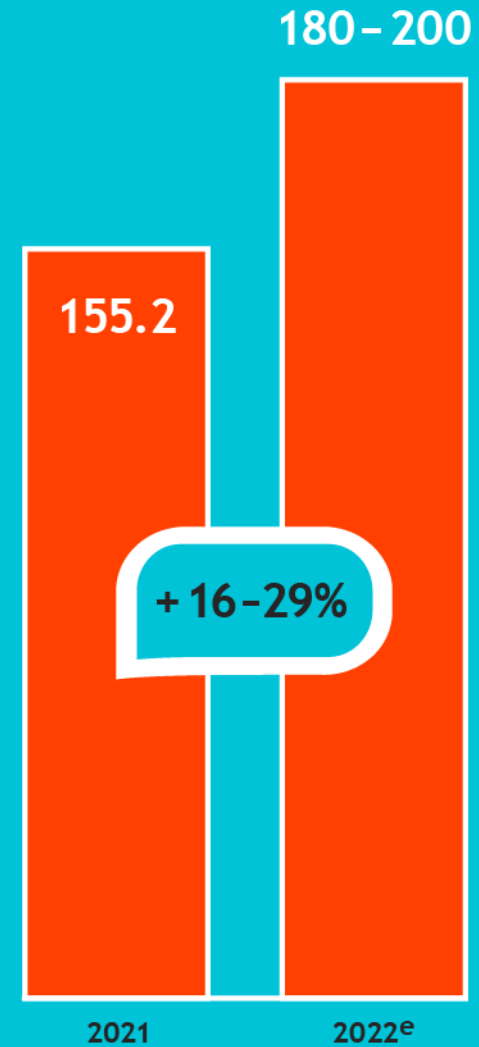


Revenue growth of at least 16% planned

q.beyond confirms full-year forecast for 2022:

- Revenues to grow to between € 180 million and € 200 million
- EBITDA to rise to € 8 million to € 16 million
- Free cash flow at a maximum of € -10 million

Revenues
in € million

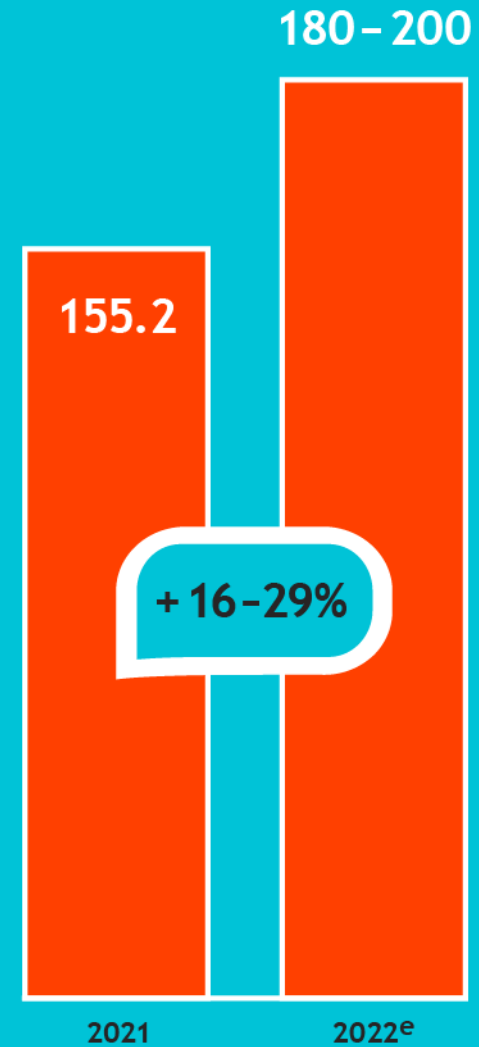


Growth to accelerate as year progresses

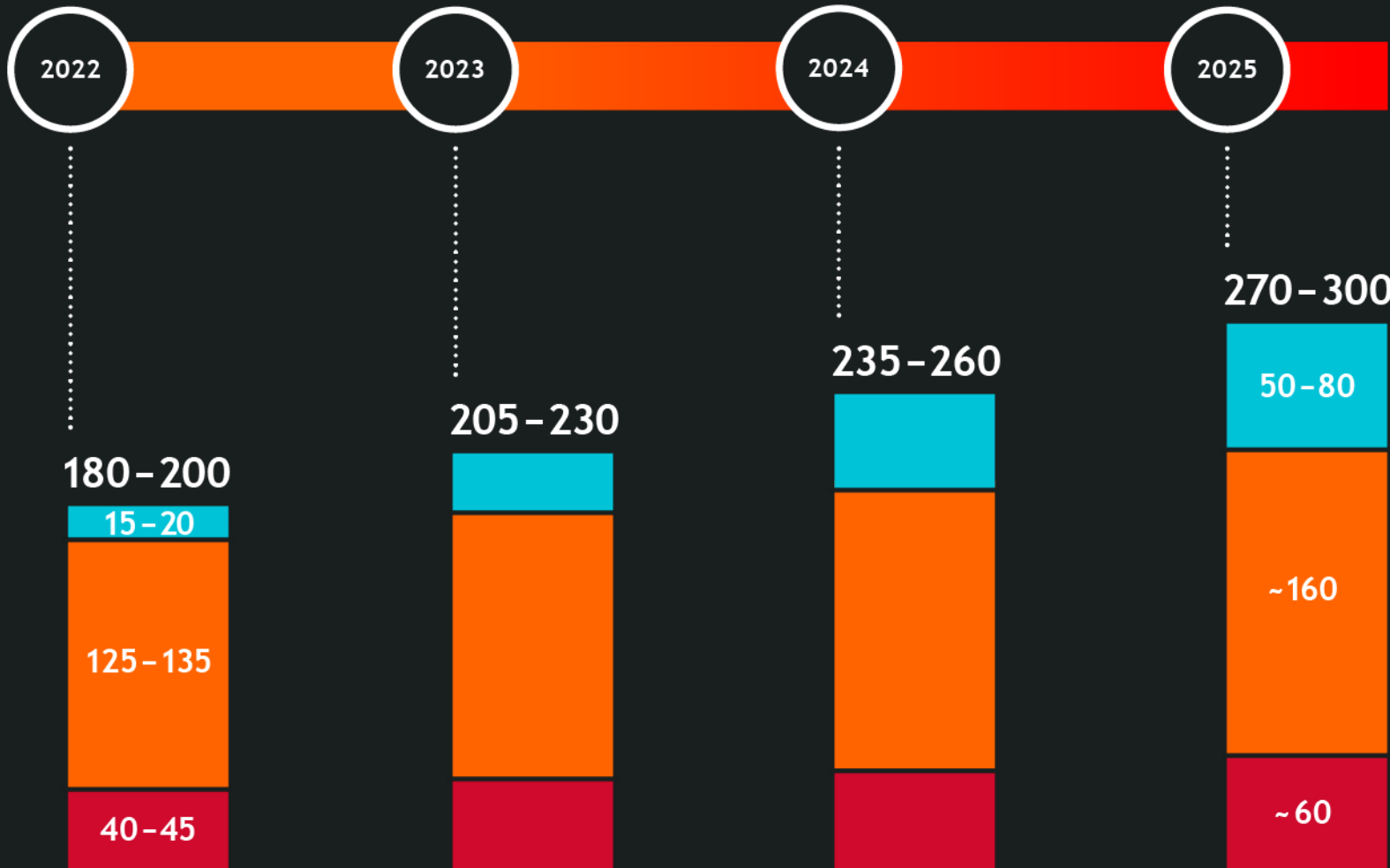
Three key drivers:

- Recovery in SAP business
- Ongoing Cloud growth (> 10%)
- Sharp rise in SaaS revenues

Revenues
in € million



Strong growth beyond 2022



Revenues

Targeted EBITDA margin 2025: 14-16%

Free cash flow 2025: € 15-25 million

- SaaS
- Cloud services
- SAP services

in € million





Questions & Answers

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