



expect the next

— Quarterly Results Q3 2024 —

Analysts and Investors Conference Call | 11 November 2024

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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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**Q3: Earnings
strength rises
as planned**



Quarterly comparison: **significant EBITDA growth**

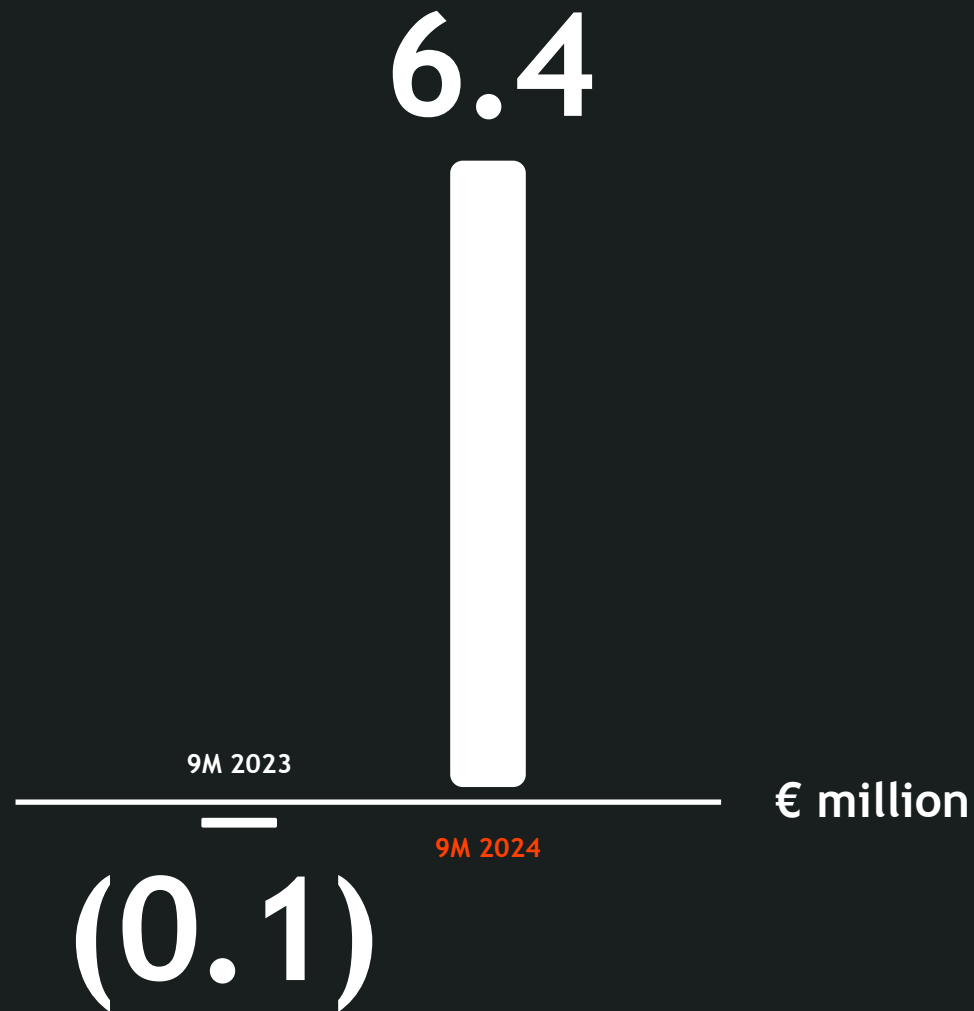


“2025 Strategy” is working

“One q.beyond” is enhancing efficiency

Profitability has priority over growth

9M comparison underlines **success of 2025 Strategy**



Greater efficiency thanks to One q.beyond

Standardisation and simplification of structures

Automation of processes / deployment of AI

Expansion in nearshoring and offshoring (current share: 13%)



Revenue growth despite ongoing recession

Q3 2024



Q3 2023



€ million

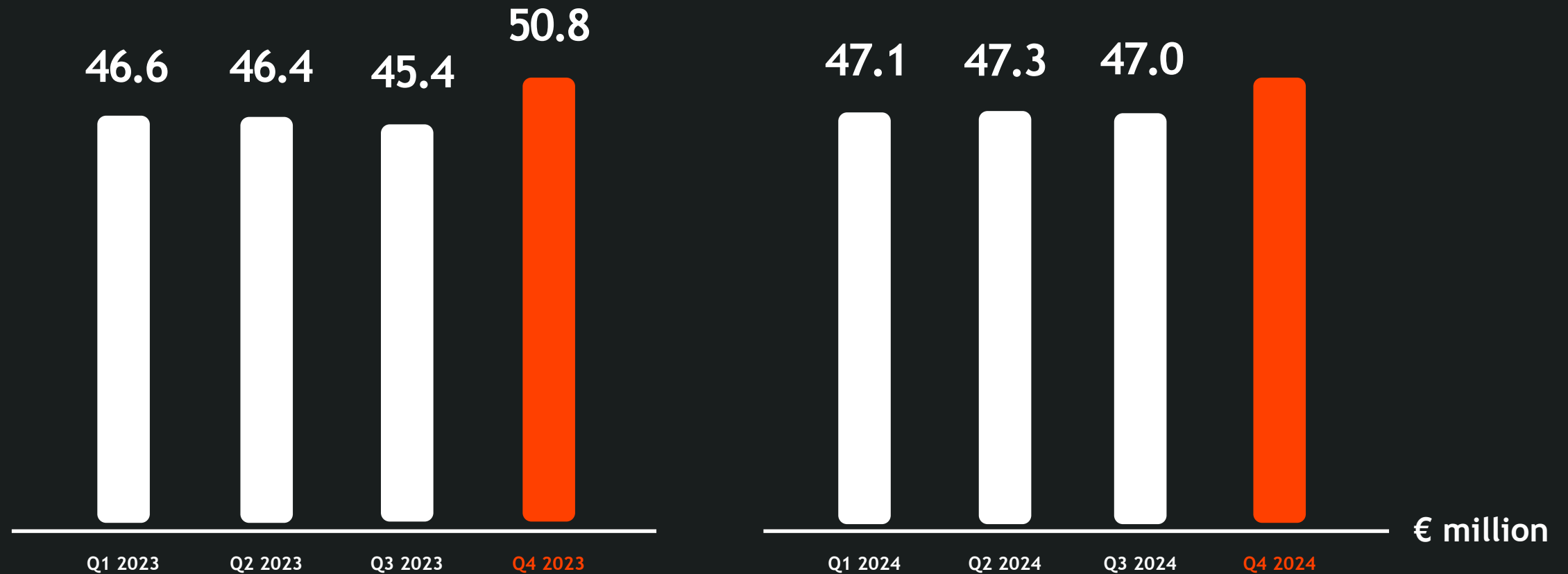
Success due to “profitability over growth”

High share of recurring revenues (75%)

Concentration on five focus sectors (72%)

Focus on profitable business fields

Sales to perform as in 2023: **strong Q4 expected**



Managed Services: **revenue and earnings growth**

Q3 2024



Q3 2023



€ million

Gross profit:

Q3 2024: € 6.6 million

Q3 2023: € 5.6 million

Factors:

+ High resilience due to long-term contracts

+ Greater efficiency thanks to One q.beyond

- Higher personnel and licence expenses

Consulting: **project business held back by recession**

Q3 2024



14.1

Q3 2023



14.1

€ million

Gross profit:

Q3 2024: € 1.0 million

Q3 2023: € 1.4 million

Factors:

- + Higher efficiency thanks to One q.beyond
- + New projects in consulting and development
- SMEs reluctant to invest
- Higher personnel expenses

Consolidated net income approaches break-even

	Q3 2023	Q3 2024
Revenues	45.4	47.0
Cost of revenues	(38.5)	(39.4)
Gross profit	6.9	7.6
Sales and marketing expenses	(3.2)	(2.7)
General and administrative expenses	(3.9)	(3.4)
Other operating result	0.2	0.7
EBITDA	0.1	2.2
Depreciation and amortisation	(3.7)	(3.1)
EBIT	(3.6)	(0.9)
Financial result	0.1	0.2
Taxes	(0.3)	(0.1)
Consolidated net income	(4.0)	(0.9)

< Savings offset higher personnel and licence expenses

< Higher efficiency in sales and administration

< EBITDA margin rises as planned to 5%

< Positive consolidated net income expected for 2025



Personnel expense ratio falls – earnings rise

	2022	Q3 2024	
Personnel expense ratio	53%	50%	↘
Number of employees	1,112	1,101*	→
Nearshoring and offshoring quota	3%	13%	↗

* Including 58 employees at q.beyond logineer India.

> Target: nearshoring and offshoring quota of at least 20%

Positive free cash flow: **rising net liquidity**

30 September 2024



31 December 2023




€ million

Free cash flow of € 1.0 million (Q3 2023: € 1.1 m)

Net liquidity of € 0.31 per share

Acquisition in line with relevant agreement of further shares in q.beyond Data Solutions for € 1.3 million in Q3 2024

A high jumper is captured in mid-air, performing a Fosbury Flop. The athlete is silhouetted against a vibrant red background. The pole is visible, extending from the bottom left towards the top right. The text is positioned in the upper right quadrant of the image.

**2024: EBITDA
set to rise by
significantly
more than 40%!**

Profitability before growth: **high EBITDA growth**

5.7
EBITDA

2023

8–10
EBITDA

2024 forecast

€ million

Revenues closer to € 192 million than to € 198 million
(2023: € 189.3 million)

Sustainably positive free cash flow
(2023: € 1.7 million)

Earnings strength growing – **despite recession!**

> **Ongoing recession**

Federal government: GDP set to contract for second consecutive year in 2024

> **Low confidence levels**

Even after latest increase, Ifo Index indicates continuing crisis

> **Massive reluctance to invest**

Gross capital investments fall by 3.4% in 2024 (BMWK)

EBITDA margin will **rise further in 2025**

2024^e



2025^e



2024

Profitability levers

Focused business model

Nearshoring and offshoring

Artificial intelligence

2025

Targets are set

Sustainably positive consolidated net income

Sustainably positive free cash flow

Rising company value



Questions & answers

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