Q2 2025: steady and substantial growth in earnings strength

Analysts and Investors Conference Call
11 August 2025

q.beyond

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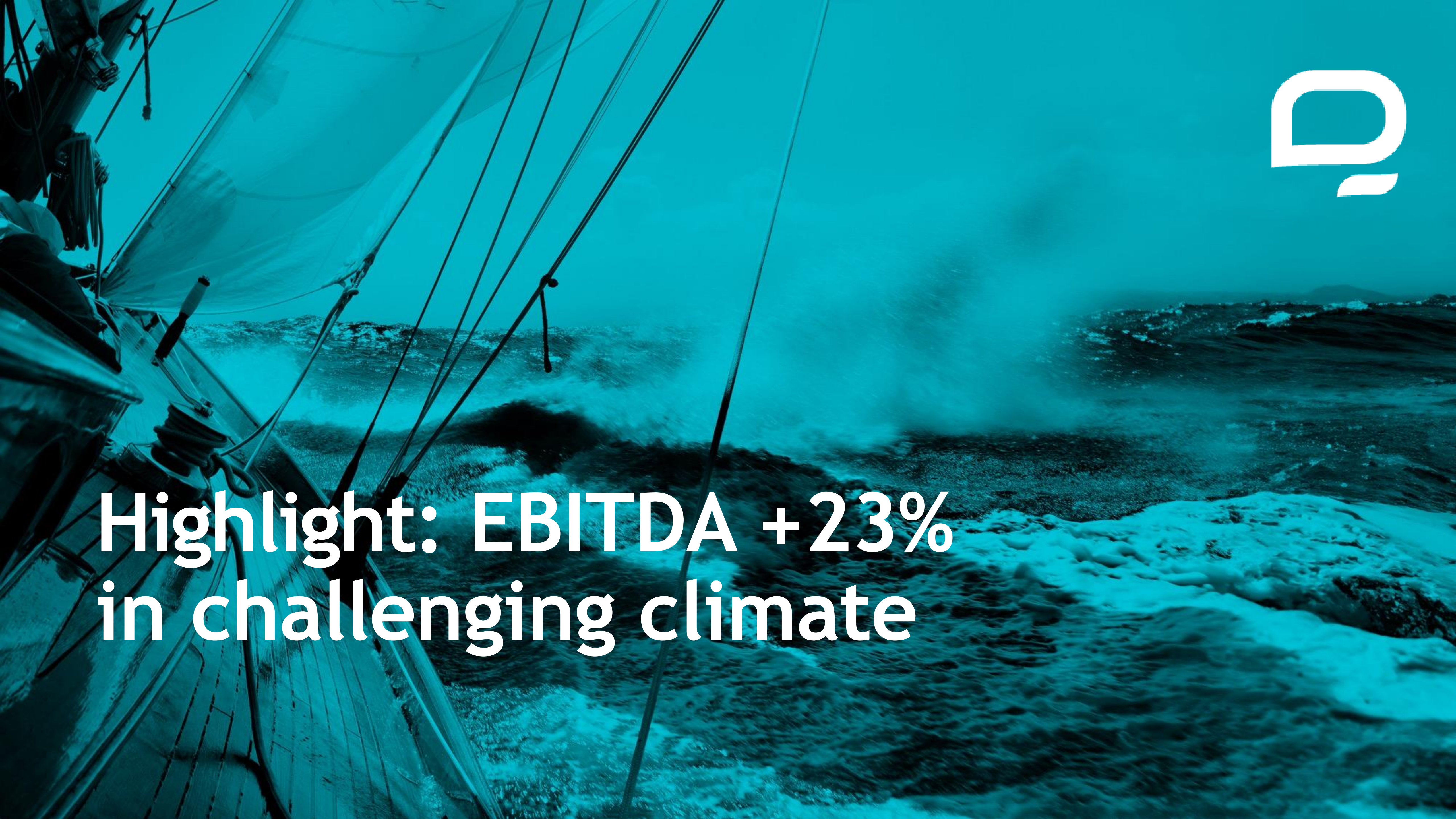


Highlight: EBITDA +23% in challenging climate

Steady increase in all key earnings figures

8.7

Gross profit

Q2 2024: 7.9

2.7

EBITDA

Q2 2024: 2.2

0.0

Consolidated net income

Q2 2024: (0.8)

€ million

Rising earnings strength based on solid foundations

2025plus Strategy

Focus on high-margin revenues proves its worth – particularly in recession

Strong balance sheet

Disbursement of Plusnet escrow deposit serves to reduce liabilities

Great financial strength

€ 0.32

Net liquidity per share creates potential for targeted acquisitions

Growing AI expertise

Private Enterprise AI satisfies need for AI and IT sovereignty

Extending security portfolio

Second Cyber Defence Center in Riga boosts 24/7 service

Q2 2025: profitability has priority over growth

Revenues develop in line with expectations

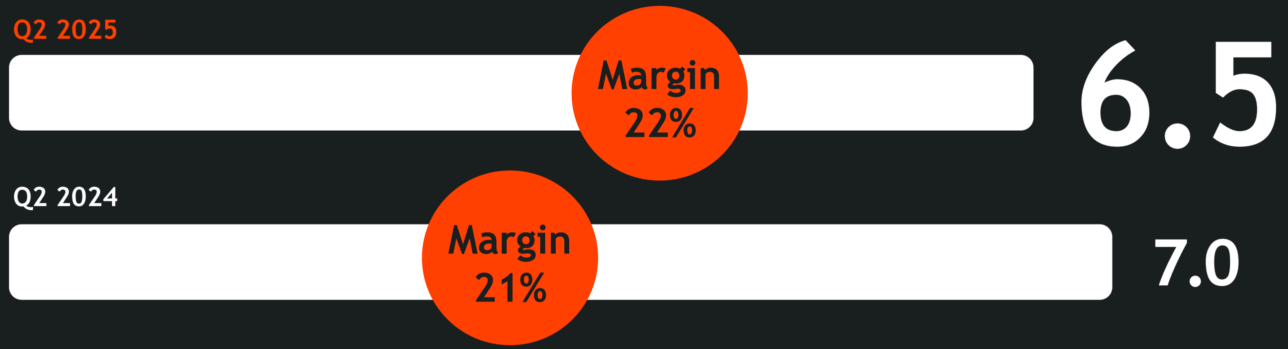
€ million

Relevant factors:

- \+ Focus on profitable solutions and services
- \+ Concentration on five focus sectors (70%)
- \+ High share of recurring revenues (71%)

Managed Services: higher margin than in previous year

Gross profit



€ million

Revenues:

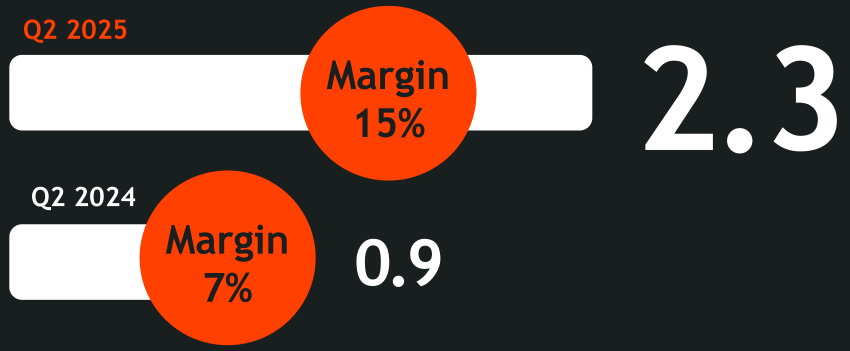
Q2 2025: € 29.2 million
Q2 2024: € 33.7 million

Relevant factors:

+ Greater efficiency thanks to use of AI and automation
+ Focus on profitable solutions boosts earnings
- Focus on profitable solutions influences revenues

Consulting: margin more than doubles

Gross profit



€ million

Revenues:

Q2 2025: € 15.2 million
Q2 2024: € 13.5 million

Relevant factors:

+ Sales activities focus on consulting and development
+ Better utilisation of team capacities
- Higher personnel expenses

Profitability rises significantly in Q2 2025

	Q2 2024	Q2 2025
Revenues	**47.3**	**44.4**
Cost of revenues	(39.4)	(35.7)
Gross profit	**7.9**	**8.7**
Sales and marketing expenses	(2.7)	(2.9)
General and administrative expenses	(3.1)	(3.9)
Other operating result	0.1	0.8
EBITDA	**2.2**	**2.7**
Depreciation and amortisation	(3.2)	(2.6)
EBIT	**(1.0)**	**0.2**
Financial result	0.2	0.1
Taxes	0.0	(0.3)
Consolidated net income	**(0.8)**	**0.0**

< Higher gross profit with lower revenues

< EBITDA margin grows to 6%

< As planned, EBIT positive

< Positive full-year consolidated net income expected for 2025

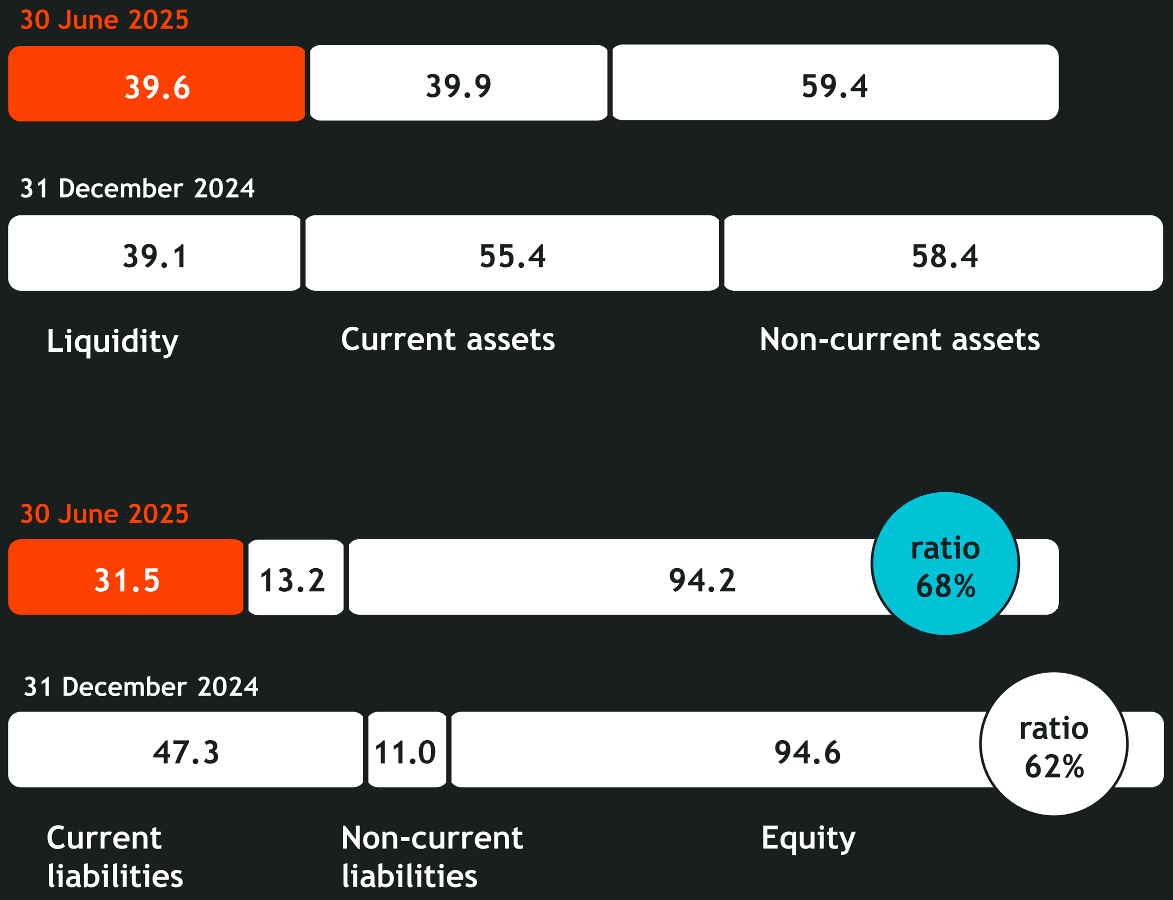
Free cash flow grows by 38%

€ million

Relevant factors:

+ Net liquidity as of 30 June 2025: € 39.6 million
- Third tranche (€ 1.3 million) for q.beyond Data Solutions in Q2 2025
- Final tranche (€ 1.3 million) already due in Q4 2025

Inflow of liquidity from Plusnet transaction boosts balance sheet



Assets

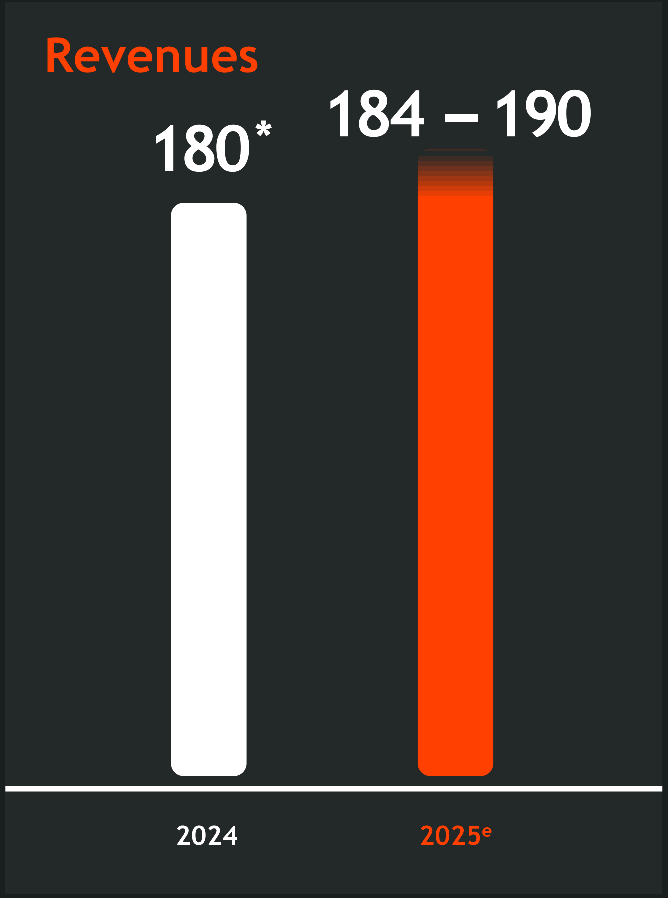
+ Inflow of liquidity due to closure of notary public's escrow account	+8.6
- Settlement of current liabilities (especially trade payables)	-15.8

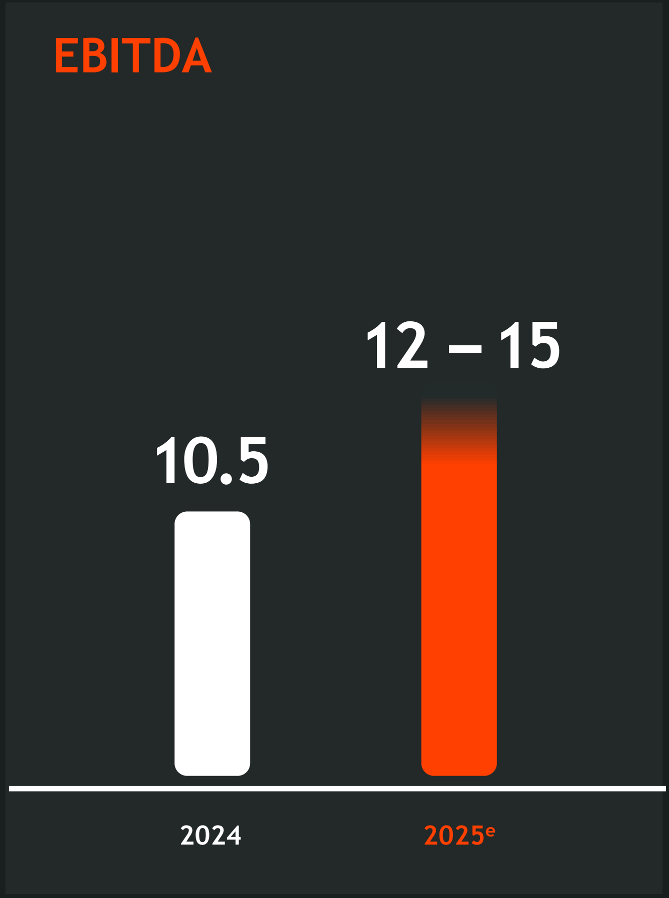
Equity and liabilities

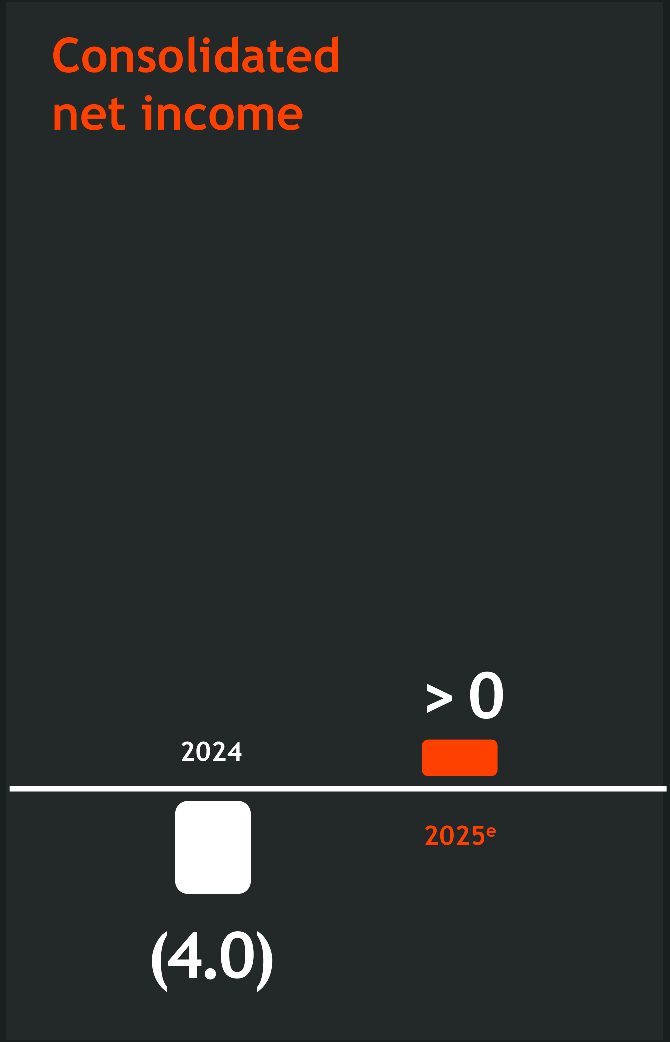
€ million

Full-year 2025: rising earnings strength

Forecast confirmed: higher EBITDA and consolidated net income







€ million

* Pro-forma revenues for 2024 as, in liaison with customers, the company will maintain its focus this year on profitable products and services.

Strategic levers driving rising earnings strength

1	"Profitability over growth": focus on higher-margin business fields
2	Near and offshoring: quota set to rise to at least 20% by end of year
3	Automation: increasing use of AI for internal processes
4	AI and security expertise: rising revenues in growth markets

Strategic target: double-digit EBITDA margin

2025	Medium term
Rising EBITDA margin (7 – 8%) Sustainable consolidated net income	EBITDA margin at least 10%

Rising earnings and financial strength opens up new opportunities

“2025plus Strategy”

Extending sector expertise
High net liquidity facilitates acquisitions

Expansion abroad
Nearshoring locations become “international hubs”

Expanding AI/security expertise
Pioneering role leads to profitable growth

The goal: service leader

Questions & Answers

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