



Q1 2025: growing earnings and financial strength!

Analysts and Investors Conference Call
12 May 2025

Disclaimer

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.

Although the forward-looking statements are made with great care, their correctness cannot be guaranteed. Actual results may therefore deviate from the expected results described here. q.beyond does not intend to adjust or update any forward-looking statements after publication of the presentation.





**Q1 2025: good start in
challenging climate**

Q1 2025 shaped by growing earnings strength

8.9



Gross profit

Q1 2024: 8.2

2.3



EBITDA

Q1 2024: 2.0

(0.3)



Consolidated
net income

Q1 2024: (1.1)

€ million



Revenues develop in line with expectations

Q1 2025



Q1 2024



€ million

Relevant factors:

High share of recurring revenues (73%)

Concentration on five focus sectors (70%)

Focus on profitable solutions and services



Managed Services: stable high margin

Gross profit

Q1 2025



Q1 2024



€ million

Revenues:

Q1 2025: € 31.6 million

Q1 2024: € 32.9 million

Relevant factors:

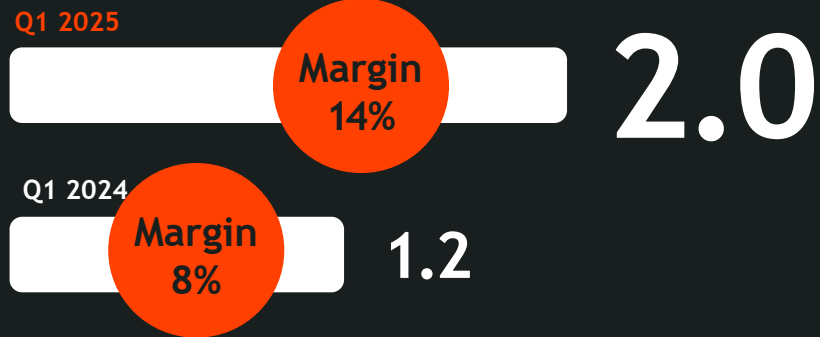
+ Greater efficiency thanks to “2025 Strategy”

+/- Focus on profitable solutions boosts earnings and influences revenues



Consulting: significant increase in margin

Gross profit



€ million

Revenues:

Q1 2025: € 14.8 million

Q1 2024: € 14.2 million

Relevant factors:

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



Consolidated net income approaches break-even

	Q1 2024	Q1 2025
Revenues	47.1	46.4
Cost of revenues	(38.9)	(37.5)
Gross profit	8.2	8.9
Sales and marketing expenses	(2.9)	(3.4)
General and administrative expenses	(3.7)	(3.4)
Other operating result	0.4	0.2
EBITDA	2.0	2.3
Depreciation and amortisation	(3.1)	(2.7)
EBIT	(1.1)	(0.4)
Financial result	0.1	0.1
Taxes	(0.1)	(0.1)
Consolidated net income	(1.1)	(0.3)

< Focus on profitable solutions and services pays off

< Individual allowance of € 0.3 million

< EBITDA margin reaches 5%

< Positive consolidated net income expected for 2025





Committed team
forms basis for
ongoing success

1,118
employees

174
of which nearshoring/
offshoring employees



16%
Nearshoring/
offshoring quota

51%
personnel expense ratio

96%
health rate

91%
staff retention rate

Rising net liquidity thanks to positive free cash flow

31/03/2025

39.9

31/12/2024

39.1

€ million

Free cash flow of € 0.8 million (Q1 2024: € 0.6 million)

Net liquidity of € 0.32 per share

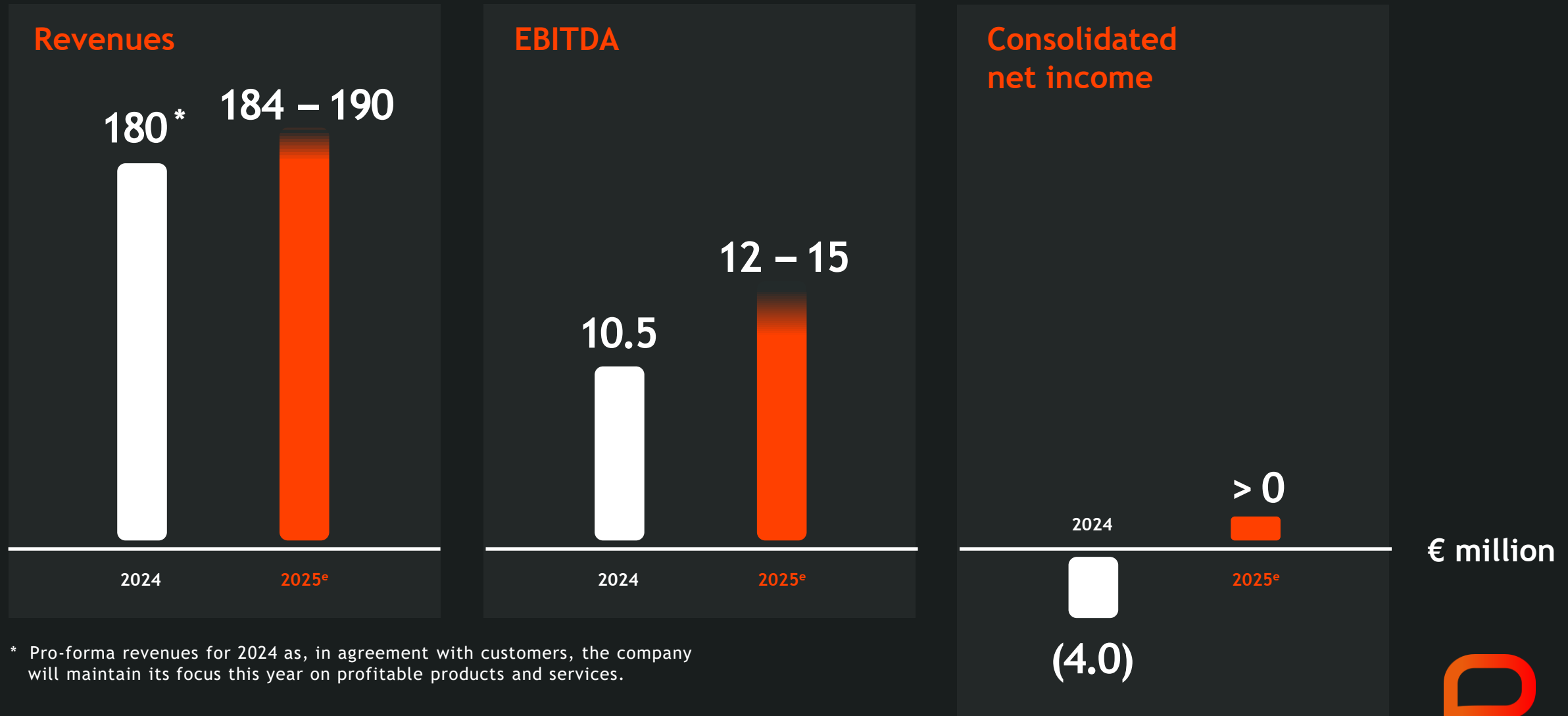
In Q3 2025 (at the latest): additional liquidity inflow of € 5 million from Plusnet sale (2019)



2025: earnings
strength rises
significantly



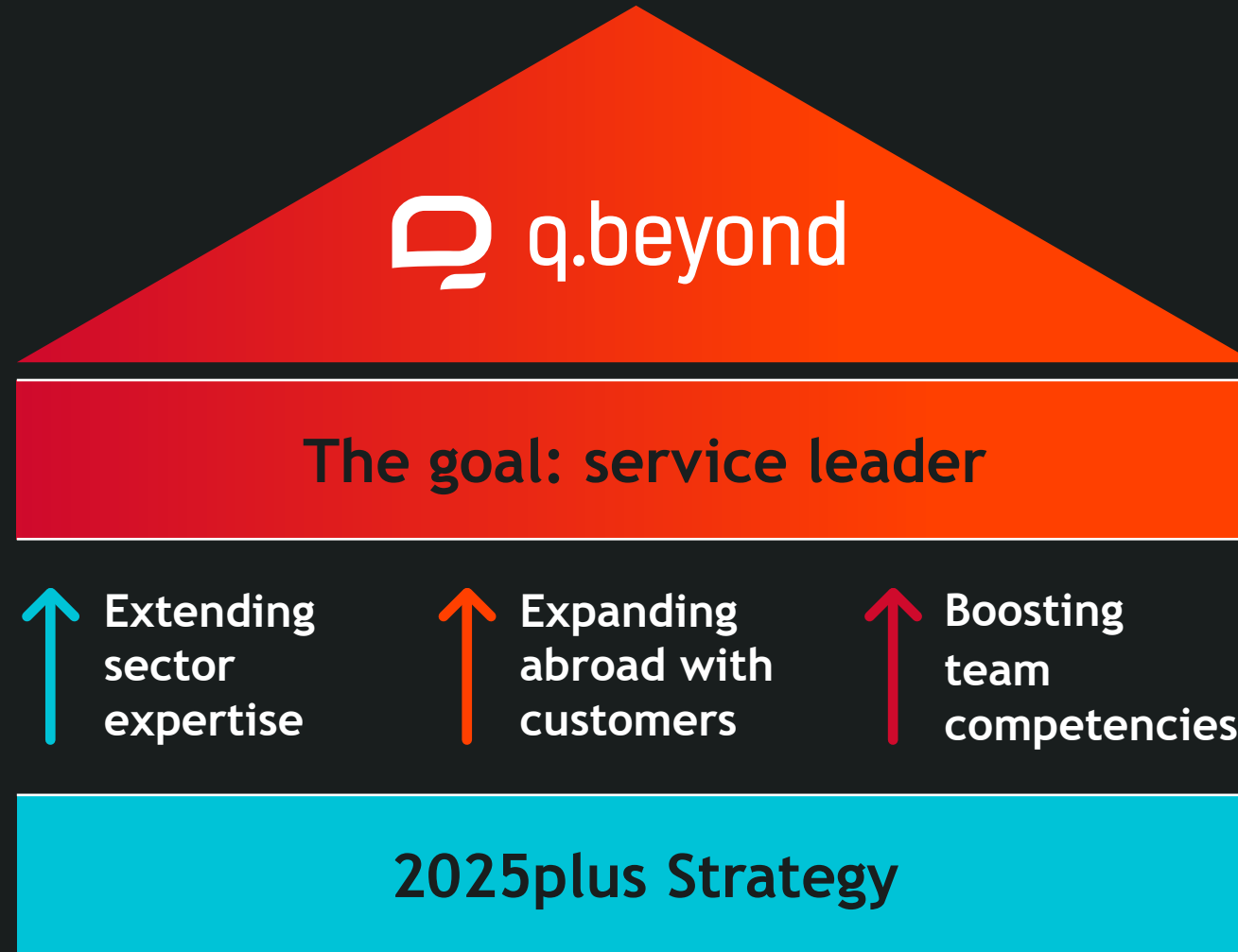
Forecast: higher EBITDA and consolidated net income



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



“2025plus Strategy” paves way to higher profitability



AI expertise: exclusive platform for sensitive data

Data sovereignty

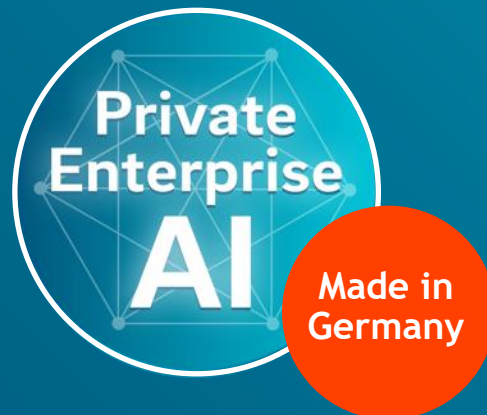
A 100% private solution located in q.beyond's or customer's data centres

Individuality

A solution that is 100% adaptable to customers' specific requirements

Flexibility

A solution that allows customary AI models to be used for various applications



Retail and e-commerce

> Companies receive thousands of customer enquiries every day.

Private Enterprise AI accelerates processing with automated answers to frequently asked questions, smart forwarding of complex enquiries, and personalised customer interaction.

Benefits

- Faster response times
- Increased customer satisfaction
- Substantial cost savings

AI in use

Boosting customer service efficiency



Logistics

> Manual data collection is time-consuming, prone to errors, and slows down the supply chain.

Private Enterprise AI automatically reads consignment notes, invoices, and customs documents, checks their completeness, and compares them with existing orders or legal requirements.

AI in
use

Benefits

- Accelerated handling
- Enhanced efficiency
- Improved compliance
- Optimised supply chains

Automated
data analysis



Internationalisation: operations launched in USA



Strategic target: double-digit EBITDA margin

2025

Medium term

Rising EBITDA margin (7 – 8%)

Sustainably positive consolidated
net income

Growing company value

EBITDA margin of at least **10%**



2025plus Strategy boosts attractiveness of q.beyond shares

- 1 Clear strategy: **greater earnings strength and new growth opportunities**
- 2 Growing earnings strength: **medium-term EBITDA margin of at least 10%**
- 3 Great efficiency: **using AI and nearshoring/offshoring**
- 4 Strong financial resources: **positive free cash flow – no debts**
- 5 Great resilience: **business model withstands recession**



Questions & Answers

Contact

q.beyond AG

Arne Thull

Head of Investor Relations / M&A

T +49 221 669-8724

M +49 163 669-8425

invest@qbeyond.de

www.qbeyond.de

www.qbeyond.de/linkedin

www.qbeyond.de/xing

www.qbeyond.de/facebook

www.qbeyond.de/instagram

www.qbeyond.de/youtube



An abstract white graphic on a red background, consisting of a large, thick, curved line that starts from the left edge and curves downwards and to the right, ending in a smaller, curved shape below it.

Excellence in all we do.