



Q3 2022

Result presentation

Juha Varelius, CEO and Jouni Lintunen, CFO
October 27, 2022

Agenda

- 1 Q3/22 business highlights
- 2 Financials
- 3 Outlook and guidance for 2022



Qt

Q3/22 business highlights

WE 
our customers

Net sales reached EUR 35 million in Q3 despite headwinds

Net sales growth 31%

- › Developer license growth strong especially in QA tools
- › Moderate growth in distribution licenses

EBIT EUR 6 million

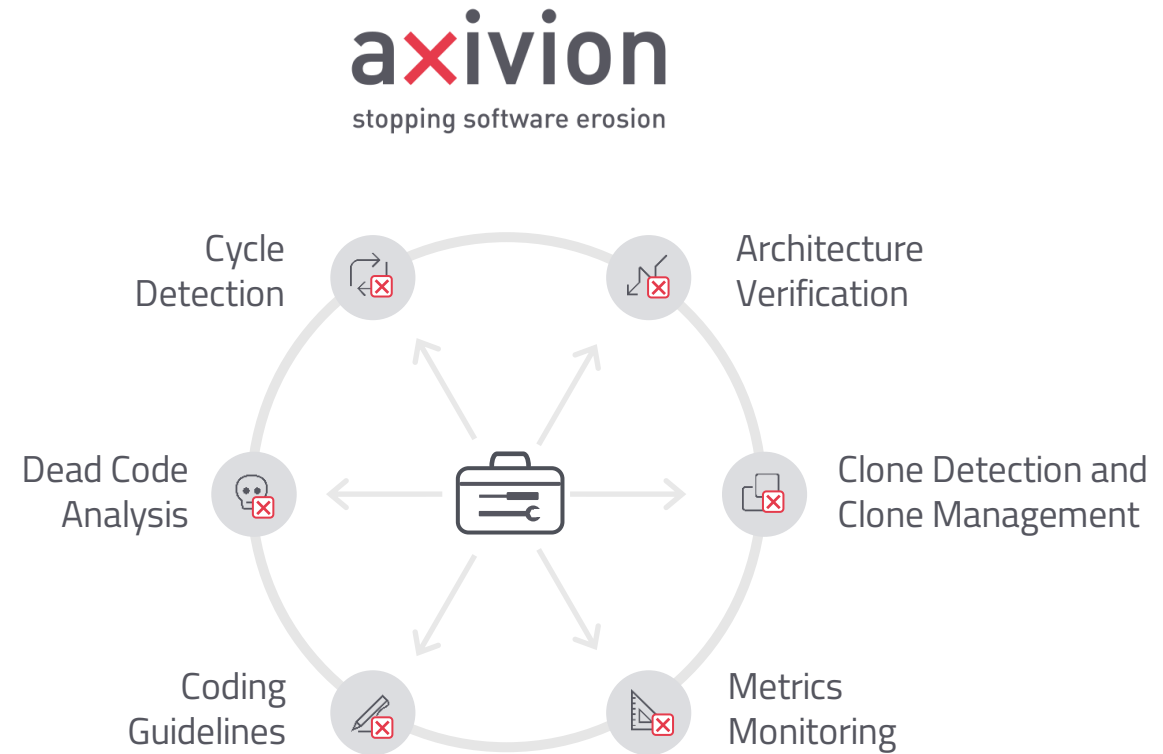
- › EBITA margin at 22% of net sales
- › EBIT impact of Axivion acquisition approx. -1 MEUR

Personnel increase +66 in Q3

- › Continuing growth investments in Sales and R&D
- › Axivion headcount impact +41

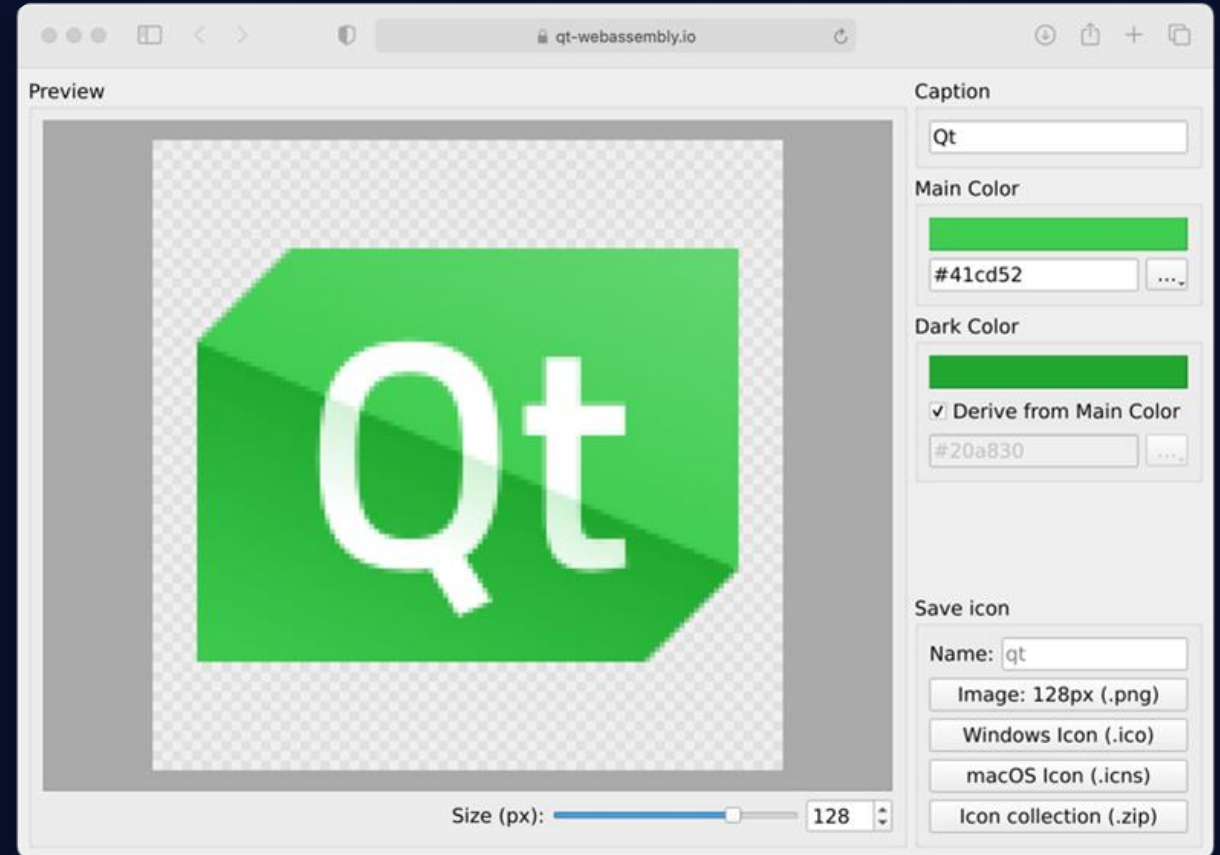
Axivion strengthens our Quality Assurance offering with scalable platform for static code analysis

- › Acquisition of Axivion GmbH closed on August 11, 2022
 - › In 2021 Axivion's net sales were approximately EUR 5 million and EBIT EUR 1.5 million.
 - › Personnel 41 as of Sep 30, 2022
- › Great fit for Qt Group's long-term growth strategy
 - › Expands our offering to C/C++ developers beyond the Qt-ecosystem
 - › Strengthens our ability to engage customers as a multi-product, one-stop-shop for improving product development processes
- › Addressing the growing static analysis tools market valued at USD +1 billion



Q3 Offering highlights

- > Qt 6.4
 - > Major improvements and new functionalities in Qt for WebAssembly as a fully supported platform
 - > Other new and improved functionalities such as Qt Quick 3D Physics, iOS Style for Qt Quick, Qt TextToSpeech and Qt HTTP Server
- > Coco 6.0
 - > The major update brings code coverage directly where developers work, integrated into their IDE with clear visuals to indicate if the code is being tested
- > Qt Design Studio 3.7
- > Qt for Android Automotive 6.3.2





Financials



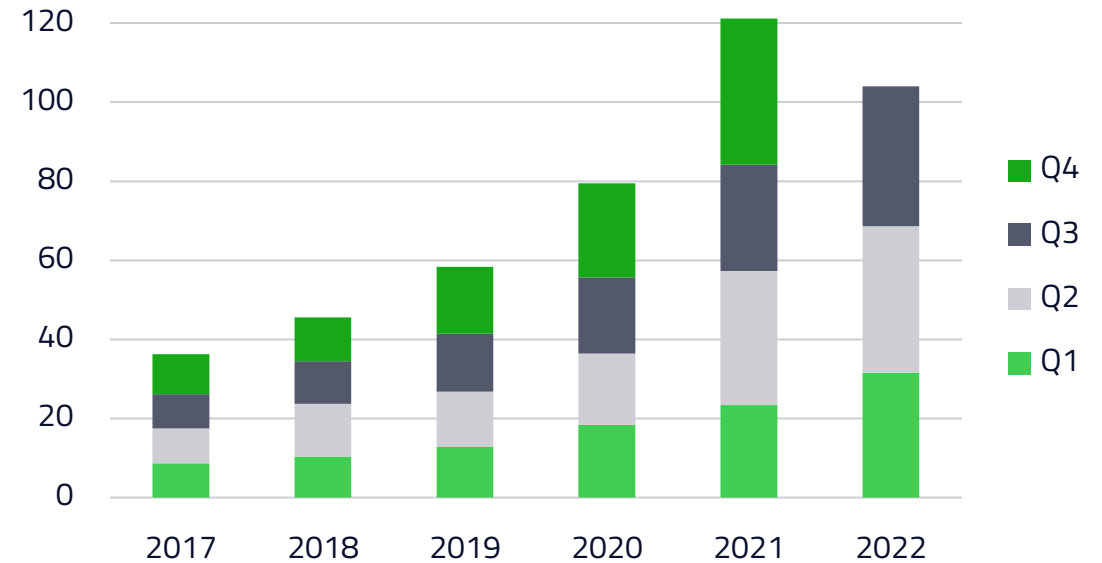
Net sales growth continued

- › Net sales increased 31.3% in the third quarter, and 20.0% in comparable currencies
 - › Exchange rate impact EUR 2.5 million
 - › License sales and consulting EUR 30.8 million, growth 42.5%

- › In January-September net sales increased 23.5%, and 15.0% in comparable currencies
 - › Exchange rate impact EUR 6.2 million
 - › License sales and consulting EUR 89.4 million, growth 29.7%

- › Strong quarterly fluctuation and exchange rate impact expected to continue

Net sales growth, EUR million



EUR 1,000	Q3/22	Q3/21	Change, %	1-9/22	1-9/21	Change, %
License sales and consulting	30 787	21 609	42.5%	89 436	68 436	29.7%
Maintenance	4 521	5 283	-14.4%	14 534	15 242	-4.6%
Total	35 308	26 891	31.3%	103 970	84 179	23.5%

Q3/22 Income statement

EUR 1,000	Q3/22	Q3/21	Change,%
Net sales	35 308	26 891	31,3%
Other operating income	28	26	11,5%
Materials and services	-1 604	-1 539	4,2%
Personnel expenses	-18 304	-14 008	30,7%
Depreciation, amortization and impairment	-778	-460	69,2%
Other operating expenses	-6 771	-4 731	43,1%
Operating result (EBITA)	7 880	6 179	27,5%
<i>EBITA-%</i>	<i>22,3 %</i>	<i>23,0 %</i>	
Amortization	-1 533	-919	66,8%
Operating result (EBIT)	6 347	5 260	20,7%
<i>EBIT-%</i>	<i>18,0 %</i>	<i>19,6 %</i>	
Financial income and expenses (net)	1 147	244	
Profit before taxes	7 494	5 505	36,1%
Income taxes	-550	-1 099	-49,9%
Net profit for the review period	6 944	4 406	57,6%
<i>% of net sales</i>	<i>19,7 %</i>	<i>16,4 %</i>	

- > Expenses developed according to growth investment plans
 - > Headcount increase y-o-y 38.5%

- > Profitability
 - > Q3 EBITA margin roughly at H1/22 level
 - > EBIT margin 18.0%
 - > Net profit 19.7% of net sales, or 6.9MEUR

Q1-Q3/22 Income statement

EUR 1,000	1-9/22	1-9/21	Change,%
Net sales	103 970	84 179	23,5%
Other operating income	51	368	-86,2%
Materials and services	-4 996	-4 643	7,6%
Personnel expenses	-53 115	-41 818	27,0%
Depreciation, amortization and impairment	-2 250	-1 216	85,2%
Other operating expenses	-20 221	-14 360	40,8%
Operating result (EBITA)	23 438	22 511	4,1%
<i>EBITA-%</i>	22,5 %	26,7 %	
Amortization	-3 371	-1 805	86,7%
Operating result (EBIT)	20 067	20 706	-3,1%
<i>EBIT-%</i>	19,3 %	24,6 %	
Financial income and expenses (net)	2 880	132	
Profit before taxes	22 947	20 838	10,1 %
Income taxes	-1 972	-4 332	-54,5 %
Net profit for the review period	20 975	16 506	27,1 %
<i>% of net sales</i>	20,2 %	19,6 %	

› Expense development according to growth investment plans

› Profitability

› EBITA margin 22.5%

› EBIT margin 19.3%

› Positive impact from financial items due to exchange rate changes

› Net profit 21.0MEUR / 20.2%

› EPS 0.84EUR

Q3/22 Balance sheet

EUR 1,000	30 Sep 2022	30 Sep 2021	31 Dec 2021
Non-current assets	107,591	56,559	56,635
Current assets			
Trade receivables	31,330	20,172	29,116
Other receivables	19,931	13,621	14,091
Cash and cash equivalents	18,926	14,431	17,374
Total current assets	70,188	48,224	60,581
Total assets	177,779	104,782	117,216
Total equity	70,584	44,550	51,570
Total long-term liabilities	57,076	30,587	13,506
Short-term liabilities			
Interest-bearing liabilities	17,925	1,307	15,862
Other short-term liabilities	32,194	28,339	36,278
Total short-term liabilities	50,119	29,646	52,140
Total equity and liabilities	177,779	104,782	117,216

- › Non-current assets increase driven by Axivion acquisition
- › Current assets up by 9.4M€ vs end of 2021
- › Equity changes driven by directed share issue related to Axivion acquisition, LTI plan and net profit for the review period
- › LT liabilities up due to Axivion acquisition



Market outlook and guidance for 2022



Market outlook

- › Our long-term growth prospects are unchanged and continue to be very promising
 - › Increasing demand for devices with software-enabled displays across different industries is a major growth driver for Qt
 - › Clear customer need for cross-platform software development and quality assurance tools
- › Uncertainty in the market environment has continued to increase
 - › High energy prices, inflation and increasing interest rates decrease household consumption and affect demand for Qt's customers products
 - › Covid-19 pandemic, global component shortage and logistics issues are impacting supply chains



Guidance for 2022 unchanged

- › We estimate that our full-year net sales for 2022 will increase by 20-30 percent year-on-year at comparable exchange rates and our operating profit margin will be 20-30 percent.



Thank you!

Get in touch with us:
pr@qt.io

