



Fourth quarter: Strong growth continued

#### Fiscal year 2021

- Net sales increased by 52.5 percent to EUR 121,139 thousand (79,455). At comparable exchange rates, net sales increased by 55.0 percent.
- Net sales of distribution licenses grew by 40.5 percent to EUR 21,431 thousand (15,255).
- Operating profit (EBITA) was EUR 31,534 (17,422) thousand, or 26.0 (21.9) percent of net sales.
- Operating profit (EBIT) was EUR 28,812 (17,017) thousand, or 23.8 (21.4) percent of net sales.
- Earnings per share were EUR 0.91 (0.53).

#### October-December 2021

- Net sales increased by 55.2 percent to EUR 36,960 thousand (23,819). At comparable exchange rates, net sales increased by 51.2 percent.
- Operating profit (EBITA) was EUR 9,022 (6,235) thousand, or 24.4 (26.2) percent of net sales.
- Operating profit (EBIT) was EUR 8,106 (6,134) thousand, or 21.9 (25.8) percent of net sales.
- Earnings per share were EUR 0.24 (0.19).



The figures in brackets refer to the comparison period, i.e. the corresponding period in the previous year. This financial statements bulletin was prepared in compliance with IAS 34 Interim Financial Reporting. The amounts from the financial statements presented in this bulletin are based on the company's audited financial statements. The Auditor's Report was issued on 16 February 2022.

#### BOARD OF DIRECTORS' DIVIDEND PROPOSAL

The Board of Directors of Qt Group Plc proposes to the Annual General Meeting that no dividend be paid for the fiscal year that ended on December 31, 2021.

# **Business Report**

#### Financial performance:

Qt's net sales for the fourth quarter amounted to EUR 36,960 thousand (EUR 23,819 thousand), up 55.2 percent. License sales and consulting grew by 66.7 percent, while maintenance revenue increased by 11.2 percent. The effect of exchange rates on the comparison period's net sales was EUR 619 thousand and at comparable exchange rates, net sales increased by 51.2 percent.

Full-year net sales for 2021 increased by 52.5 percent year-on-year and amounted to EUR 121,139 thousand (EUR 79,455 thousand). License sales and consulting grew by 68.7 percent, while maintenance revenue increased by 4.0 percent. As part of license sales and consulting, the net sales of distribution licenses grew by 40.5 percent to EUR 21,431 thousand (15,255). The effect of exchange rates on the comparison period's net sales was EUR -1,321 thousand. At comparable exchange rates, net sales increased by 55.0 percent.

Qt's operating profit (EBITA) for the fourth quarter was EUR 9,022 thousand (EUR 6,235 thousand). Qt's operating profit (EBIT) for the fourth quarter was EUR 8,106 thousand (EUR 6,134 thousand). Operating profit (EBITA) for the fiscal year was EUR 31,534 thousand (EUR 17,422 thousand). Operating profit (EBIT) for the fiscal year was EUR 28,812 thousand (EUR 17,017 thousand). Compared to the corresponding period in the previous year, expenses for the fiscal year were particularly increased by an increase in wages and incentive bonuses caused by an increase in personnel, as well as subcontracting costs, which were allocated to consulting and product development, for example.

The Group had 496 employees at the end of 2021, compared to 366 a year earlier. The increase in the number of employees has been strongest in the sales and product development organizations.

#### Juha Varelius, President and CEO:

Qt had a year of record-breaking success in 2021. We were able to execute our growth strategy at an excellent level throughout the year, in spite of the global component shortage and Covid-19 pandemic. Our net sales in 2021 grew



by 52 percent to EUR 121 million, while our operating result was EUR 29 million. At the same time, we exceeded by a clear margin the ambitious targets set in 2017 for net sales of EUR 100 million and an operating margin of more than 15 percent by 2021.

In the second half of 2020, we transitioned to a subscription license model in developer license sales. Transition to subscription license model has proceeded according to expectations and we expect most of our customers to adopt the new model by the end of 2023.

The continued Covid-19 pandemic, the global component shortage and logistics problems slowed down the growth of the embedded devices business, especially with regard to distribution license sales. Nevertheless, despite the challenging market conditions, we managed to increase our sales of distribution licenses to EUR 21 million in 2021, representing year-on-year growth of 40 percent.

The strong growth of net sales was reflected in our operating result despite the fact that we continued to drive growth by investing strongly in areas such as sales, marketing and product development. Our number of personnel grew substantially in 2021, from 366 employees to 496. Personnel expenses increased not only due to the increase in personnel but also at the end of the year by the sales bonuses and incentives recognized as expenses at the end of the year.

The froglogic acquisition completed in spring 2021 expanded Qt's product portfolio to include test automation tools and is a good example of the work done by the new Ventures business unit, established at the beginning of 2021, to develop new business opportunities. Our growing R&D investments are allocated to customer-focused product development projects as well as new features and products.

Examples of our product releases in 2021 include Qt 6.2 LTS, which is the first long-term supported version of Qt 6, and a significant update to Qt for MCUs 2.0, which is a design tool for embedded microcontrollers, with the update including new features to support text rendering in any language and the efficient translation of user interfaces.

All in all, Qt is in a good position to further develop its offering, respond to growing demand and achieve continued strong growth in the coming years.

## **Future Outlook**

## Operating environment and market outlook

The company estimates the growth prospects for its business in the next few years as very promising. The Group's business development efforts will focus on desktop applications as well as embedded systems in the automotive industry, consumer electronics, medical devices, and industrial automation sectors. Product development efforts will also focus on the value-added features and tools needed in the creation of embedded systems. Sales growth associated with embedded systems will also reflect on the earnings logic. Volume-based distribution license revenue from these sales accumulates over the long term. Accordingly, it is typical of Qt as a company that quarterly net sales and growth may vary significantly between quarters. In addition to organic growth, the company also actively pursues in organic growth through acquisitions that support its strategy.



The Covid-19 pandemic continues to cause increased uncertainty for the company's short-term outlook. The pandemic has created pent-up demand for many products. When this pent-up demand is released, it may lead to increased demand for Qt's solutions. At the same time, however, the logistics problems in world trade and the global component shortage are expected to have an impact on at least some of the company's customers in the form of project delays and reduced production volumes. These challenges in the operating environment may slow down the accumulation of net sales from distribution licenses, in particular. It is obvious that recovery from the pandemic will be uneven between different industries and geographical regions and the recovery may be a long process.

#### Outlook for 2022

We expect the very strong growth of development license sales to continue in 2022. However, the challenges in the operating environment caused by the prolonged Covid-19 pandemic may still slow down the growth of distribution licenses to some degree. All in all, we estimate that our full-year net sales for 2022 will increase by 30-40 percent year-on-year at comparable exchange rates and our operating profit margin will be 20-30 percent. There may be significant quarterly variation in the development of net sales and the operating result. The figures for the second quarter, in particular, will be influenced by the exceptionally strong comparison figures for the previous year.

# Financial reporting

## Net sales and profit performance

Qt's net sales for the fourth quarter amounted to EUR 36,960 thousand (EUR 23,819 thousand), up 55.2 percent. License sales and consulting grew by 66.7 percent, while maintenance revenue increased by 11.2 percent. The effect of exchange rates on the comparison period's net sales was EUR 619 thousand and at comparable exchange rates, net sales increased by 51.2 percent.

Qt's operating profit (EBITA) for the fourth quarter was EUR 9,022 thousand (EUR 6,235 thousand). Qt's operating profit (EBIT) for the fourth quarter was EUR 8,106 thousand (EUR 6,134 thousand). The company's operating expenses, including materials and services, personnel expenses, depreciation and other operating expenses, amounted to EUR 28,910 thousand (EUR 17,781 thousand) in the fourth quarter, up 62.6 percent year-on-year. Personnel expenses accounted for 64.9 percent (65.1%) of operating expenses, or EUR 18,777 thousand (EUR 11,572 thousand).

The company's net financial expenses in the fourth quarter were EUR 340 thousand in the positive (EUR -442 thousand), due to exchange rate differences in currency-denominated internal receivables and debts related to the financing of international subsidiaries.

Qt's earnings before tax for the fourth quarter totaled EUR 8,446 thousand (EUR 5,691 thousand) and the result was EUR 5,905 thousand (EUR 4,462 thousand). Taxes for the review period amounted to EUR 2,541 thousand (EUR 1,229 thousand).



Earnings per share amounted to EUR 0.24 for the fourth quarter (EUR 0.19).

Full-year net sales for 2021 increased by 52.5 percent year-on-year and amounted to EUR 121,139 thousand (EUR 79,455 thousand). License sales and consulting grew by 68.7 percent, while maintenance revenue increased by 4.0 percent. As part of license sales and consulting, the net sales of distribution licenses grew by 40.5 percent to EUR 21,431 thousand (15,255). The effect of exchange rates on the comparison period's net sales was EUR -1,321 thousand. At comparable exchange rates, net sales increased by 55.0 percent.

Qt's operating profit (EBITA) for 2021 was EUR 31,534 thousand (EUR 17,422 thousand) and the operating result (EBIT) for the fiscal year was EUR 28,812 thousand (EUR 17,017 thousand). The Group's operating expenses, including materials and services, personnel expenses, depreciation and other operating expenses, amounted to EUR 92,751 thousand (EUR 62,901 thousand) in the fiscal year, up 47.5 percent year-on-year. Personnel expenses accounted for 65.3 percent (67.0%) of operating expenses, or EUR 60,595 thousand (EUR 42,140 thousand). Compared to the corresponding period in the previous year, expenses for the fiscal year were particularly increased by an increase in wages and incentive bonuses caused by an increase in personnel, as well as subcontracting costs, which were allocated to consulting and product development, for example.

The company's net financial expenses in the fourth quarter were EUR 472 thousand in the positive (EUR -657 thousand), due to exchange rate differences in currency-denominated internal receivables and debts related to the financing of international subsidiaries.

Other operating income includes income from events held and tax-free research and development investment grants received by the company in Norway, totaling approximately EUR 316 thousand (EUR 222 thousand). The grants concern the applicable personnel expenses related to the research and development activities of Qt's Norwegian company, and they were paid to the company in the second half of 2021.

Qt's earnings before tax for the fiscal year totaled EUR 29,284 thousand (EUR 16,360 thousand) and the result was EUR 22,410 thousand (EUR 12,826 thousand). Taxes for the review period amounted to EUR 6,873 thousand (EUR 3,534 thousand).

Earnings per share for the fiscal year were EUR 0.91 (0.53).

#### Financing and investments

Cash flow from operating activities was EUR 16,035 thousand (EUR 12,745 thousand) in the fiscal year. Qt's cash and cash equivalents totaled EUR 17,374 thousand (EUR 22,046 thousand) at the end of the fiscal year.

Qt Group's consolidated balance sheet total at the end of the fiscal year stood at EUR 117,216 thousand (EUR 61,416 thousand). Net cash flow from investments in the fiscal year was EUR -25,000 thousand (EUR -630 thousand), mainly due to the acquisition in the second quarter.



The equity ratio was 51.1 percent (66.6%) and gearing was -0.7 percent (-64.9%). Interest-bearing liabilities amounted to EUR 17,028 thousand (EUR 2,655 thousand) of which short-term loans accounted for EUR 15,862 thousand (EUR 1,282 thousand).

During the fiscal year, return on investment was 57.0 percent (63.6%) and return on equity was 55.0 percent (54.8%).

#### Research and development

Product development expenses are included in the result for the fiscal year in their entirety and the company has no capitalized product development expenses on its balance sheet.

Product development expenses during the fiscal year totaled EUR 19,163 thousand (EUR 13,601 thousand), accounting for 15.8 percent (17.1%) of net sales. Product development expenses increased by 40.9 percent year-onyear.

There were, on average, 133 people working in product development during the financial year (117).

#### Personnel

The number of Group personnel was 486 (361) on average during the fourth quarter and 496 (366) at the end of the fiscal year. The Group's personnel expenses during the quarter amounted to EUR 18,777 thousand (EUR 11,572 thousand), up 62.3 percent year-on-year. Personnel expenses totaled EUR 60,595 thousand for the fiscal year (EUR 42,140 thousand), up 43.8 percent.

At the end of the fiscal year, international personnel represented 71 percent (73%) of the total.

# Other events during the review period

#### Governance

Qt Group Plc's Annual General Meeting (AGM) held on 16 March 2021 adopted the company's annual accounts, including the consolidated annual accounts for the accounting period 1 January-31 December 2020, reviewed the remuneration report for the company's governing bodies and discharged the members of the Board of Directors and the Chief Executive Officer from liability. The AGM resolved, in accordance with the Board's proposal, that no dividend be paid based on the balance sheet adopted for the accounting period that ended on December 31, 2020.

The AGM confirmed the remuneration of the company's Board of Directors and auditors, decided that the number of members on the Board of Directors would be five (5) and elected the company's Board of Directors. Robert Ingman, Jaakko Koppinen, Mikko Marsio, Leena Saarinen and Tommi Uhari were re-elected as members of Qt Group Plc's Board of Directors. At its organizing meeting held after the general meeting, the Board of Directors elected Robert Ingman as its Chairman and Tommi Uhari as the Vice Chairman.

The general meeting granted the following authorizations to the Board of Directors of Qt Group Plc:

Authorizing the Board of Directors to decide on repurchasing the company's own shares and/or accepting them as collateral

The general meeting authorized the Board of Directors to decide on the repurchase and/or acceptance as collateral of a maximum of 2,000,000 of the company's own shares by using funds in the unrestricted equity.

According to the authorization, the Board will decide on how these shares are to be purchased. The shares may be repurchased in a proportion other than that of the shares held by the current shareholders. The authorization also includes the acquisition of shares through public trading organized by Nasdaq Helsinki Ltd in accordance with its and Euroclear Finland Ltd's rules and instructions, or through offers made to shareholders.

Shares may be acquired in order to improve the company's capital structure, to finance or carry out acquisitions or other arrangements, to implement

share-based incentive schemes, to be transferred for other purposes, or to be cancelled.

The shares shall be repurchased for a price based on the fair value quoted in public trading. The authorization is valid for 18 months from the issue date of the authorization, i.e. until September 16, 2022, and it replaces any earlier authorizations on the repurchase and/or acceptance as collateral of the company's own shares.

Authorizing the Board of Directors to decide on a share issue and the granting of special rights entitling to shares

The general meeting authorized the Board to decide on a share issue and the granting of special rights pursuant to Chapter 10, Section 1, of the Companies Act, subject to or free of charge, in one or several tranches on the following terms

The maximum total number of shares to be issued by virtue of the authorization is 2,000,000.

The authorization concerns both the issuance of new shares and the transfer of shares held by the company. By virtue of the authorization, the Board of Directors is entitled to decide on share issues and the granting of special rights waiving the pre-emptive subscription rights of the shareholders (directed issue).

The authorization may be used in order to finance or carry out acquisitions or other arrangements, to carry out the company's share-based incentive schemes and to improve the capital structure of the company, or for other purposes decided by the Board of Directors.

The authorization includes the Board of Directors' right to decide on all terms relating to the share issue and granting of special rights including the subscription price, its payment, and its entry into the company's balance sheet.

The authorization is valid for 18 months from the issue date of the authorization, i.e. until September 16, 2022, and it replaces any earlier authorizations on the granting of shares or special rights entitling to shares.



# Events after the review period

On January 3, 2022, Qt Group issued a release to disclose that, during the period September 14–December 9, 2021, a total of 550 new shares in the company had been subscribed for with the company's stock options 2016. For subscriptions made with the stock options 2016, the entire subscription price of EUR 2,662.00 will be entered in the reserve for invested unrestricted equity. After the new shares are entered in the Trade Register, the total amount of shares is 25,181,198. The shares subscribed for under the stock options were entered in the Trade Register on January 3, 2022. The shares are traded on Nasdaq Helsinki together with the old shares as of January 4, 2022.

The company had no other significant events deviating from normal business operations after the end of the review period.

#### Risks and uncertainties

The Qt Group's short-term risks and uncertainties are related to potential significant changes in the company's business operations as well as the retention and recruitment of the personnel required for business development. The potential extensive spread of the Covid-19 pandemic among the employees and any resulting sick leave absences could slow down the development of business operations. Furthermore, prolonged Covid-19 pandemic might slow down the growth of the business and affect the valuation of assets. The pandemic has not affected the valuation of assets thus far. The global component shortage and logistic issues in global trade are expected to lead to reductions in production volumes and delays in projects for at least part of the company's customer base, which may slow down the accumulation of net sales from distribution licenses.

Exchange rate fluctuations, particularly between the US dollar and Euro, may have a large impact on the development of the company's net sales. Another factor contributing to considerable fluctuation in quarterly net sales and profitability in particular is the contract turnaround times which, in the major customer segment, are very long at up to 18 months.

The company's business risks and preparations for them are also described on the company website at <a href="https://www.qt.io">www.qt.io</a>

Espoo, February 17, 2022

Qt Group Plc

**Board of Directors** 

# Briefing

Qt will hold a briefing in English at 3:00-4:00 p.m. EET on February 17, 2022, where President and CEO Juha Varelius and CFO Jouni Lintunen will be presenting. The briefing will be available as a live webcast at <a href="https://www.qt.io/sijoittajat">www.qt.io/sijoittajat</a> and via telephone conferencing:



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### Further information

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# Summary of financial statements and notes to the financial statements 1 January–31 December 2021

#### Accounting principles

This financial statement bulletin was prepared in compliance with IAS 34 Interim Financial Reporting. The amounts from the financial statements presented in this bulletin are based on the company's audited financial statements. The Auditor's Report was issued on 16 February 2022.

The preparation of IFRS financial statements requires the application of judgement by the management to make estimates and assumptions that affect the reported amounts of assets and liabilities on the balance sheet date and the reported amounts of income and expenses for the financial year. The management also has to make judgements when applying the accounting policies of the Group. As the estimates and related assumptions are based on the management's view at the end of the review period, they include risks and uncertainties. Actual results may differ from the estimates and assumptions used. The figures shown in the income statement and balance sheet are consolidated figures. As the figures in this report are independently rounded, the sums of individual figures may deviate from the sum figures shown.

## Alternative performance measures

Qt Group Plc has applied the guidance from ESMA (European Securities and Markets Authority) on Alternative Performance Measures and presents the following alternative performance measure in addition to its consolidated IFRS financial statements.

Net sales at comparable exchange rates. The purpose of this alternative performance measure is to provide investors with information for comparison between reporting periods by illustrating the company's operative net sales development independent of exchange rates. The percentage of change in net sales at comparable exchange rates is calculated by translating the net sales from the comparison period of 2020 with the actual exchange rates of the reporting period of 2021 and by comparing the reported net sales in 2021 with the calculated 2020 net sales at comparable exchange rates.

EUR 1,000	10-12/2021	10-12/2020	Change, %	1-12/2021	1-12/2020	Change, %
Net sales	36,960	23,819	55.2%	121,139	79,455	52.5%
Effect of exchange rates		619			-1,321	
Net sales at comparable						
exchange rates		24,438	51.2%		78,134	55.0%

Operating profit (EBITA) and EBITA %. Operating profit (EBITA) is presented, because it reflects the Group's operational performance better than Operating profit (EBIT). Operating profit (EBITA) does not include amortization of fair value adjustments at acquisitions. EBITA, % presents Operating profit (EBITA) as a percentage share of revenue. The table below shows a reconciliation between Operating profit (EBITA) and Operating profit (EBIT).

EUR 1,000	10-12/2021	10-12/2020	1-12/2021	1-12/2020
Operating profit (EBIT)	8,106	6,134	28,812	17,017
Amortization on fair value adjustments at				
acquisitions	916	101	2,722	405
Operating profit (EBITA)	9,022	6,235	31,534	17,422

## Segment reporting

Qt reports one business segment. The reported segment covers the entire Group, and its figures are congruent with the consolidated figures.

## Information on products and services

Qt reports its net sales by type as follows: License sales and consulting, and support and maintenance revenue. License sales includes developer licenses and distribution licenses (runtimes).

EUR 1,000	10-12/2021	10-12/2020	Change %	1-12/2021	1-12/2020	Change %
License sales						
and						
consulting	31,447	18,860	66.7%	100,384*	59,494*	68.7%
Maintenance						
revenue	5,513	4,959	11.2%	20,755	19,961	4.0%
Group total	36,960	23,819	55.2%	121,139	79,455	52.5%

*of which			
distribution			
licenses	21,431	15,255	40.5%

# Geographical information

Geographical distribution of personnel:

					1-	
PERSONNEL	10-12/2021	10-12/202	O Change %	1-12/2021	12/2020	Change %
(number of						
employees, on						
average)						
Finland	139	97	43%	123	96	28%
Rest of Europe						
& APAC	278	208	34%	258	199	30%
North America	70	57	23%	64	54	19%
Group total	486	361	35%	445	348	28%

# Consolidated income statement

		10-		1-		
EUR 1,000	10-12/2021	12/2020	Change %	12/2021	1-12/2020	Change %
Net sales	36,960	23,819	55.2%	121,139	79,455	52.5%
Other operating income	56	95	-41.5%	424	463	-8.4%
Materials and services	-1,792	-1,206	48.6%	-6,435	-4,484	43.5%
Personnel expenses	-18,777	-11,572	62.3%	-60,595	-42,140	43.8%
Depreciation, amortization and						
impairment	-1,494	-535	179.2%	-4,515	-2,432	85.6%
Other operating expenses	-6,847	-4,467	53.3%	-21,206	-13,845	53.2%
Operating result	8,106	6,134	32.2%	28,812	17,017	69.3%
Financial expenses (net)	340	-442		472	-657	
Profit before taxes	8,446	5,691	48.4%	29,284	16,360	79.0%
Income taxes	-2,541	-1,229	106.8%	-6,873	-3,534	94.5%
Net profit for the review period	5,905	4,462	32.3%	22,410	12,826	74.7%
Other comprehensive income:						
Items which may be reclassified						
subsequently to profit or loss:						

Exchange differences on						
translation of foreign operations	85	79	8.2%	176	-110	
Total comprehensive income for						
the review period	5,990	4,541	31.9%	22,587	12,717	77.6%
Distribution of comprehensive						
income for the review period:						
Parent company shareholders	5,905	4,462	32.3%	22,410	12,826	74.7%
Distribution of comprehensive						
income for the review period:						
Parent company shareholders	5,990	4,541	31.9%	22,587	12,717	77.6%
Earnings per share (EPS), EUR	0.24	0.19		0.91	0.53	
EPS adjusted for dilution, EUR	0.23	0.18		0.88	0.51	

# Consolidated statement of financial position

## Assets

EUR 1,000	31.12.2021	31.12.2020
Non-current assets		
Goodwill	25,412	6,562
Other intangible assets	26,489	3,706
Tangible assets	3,046	3,180
Long-term receivables	338	306
Deferred tax assets	1,351	683
Total non-current assets	56,635	14,438
Current assets		
Trade receivables	29,116	17,772
Other receivables	14,091	7,160
Cash and cash equivalents	17,374	22,046
Total current assets	60,581	46,978
Total assets	117,216	61,416

# Shareholders' equity and liabilities

EUR 1,000	31.12.2021	31.12.2020
Shareholders' equity		

Share capital	500	500
Unrestricted shareholders' equity		
reserve	36,072	28,714
Own shares	-18,351	-7,284
Translation difference	607	431
Retained earnings	10,331	-5,310
Net profit for the review period	22,410	12,826
Total shareholders' equity	51,570	29,878
Liabilities		
Long-term interest-bearing liabilities	1,166	1,373
Deferred tax liabilities	7,504	504
Other long-term liabilities	4,836	2,416
Total long-term liabilities	13,506	4,292
Short-term interest-bearing liabilities	15,862	1,282
Other short-term liabilities	36,278	25,964
Total short-term liabilities	52,140	27,246
Total liabilities	65,646	31,538
Total shareholders' equity and liabilities	117,216	61,416

# Consolidated cash flow statement

EUR 1,000	1.131.12.2021	1.131.12.2020
Result before taxes	29,284	16,360
Adjustment to net profit		
Depreciation and amortization	4,515	2,432
Other adjustments	2,350	1,176
Change in working capital		
Change in trade and other receivables	-16,784	-5,924
Change in accounts payable and other liabilities	1,566	-794
Interest paid	-149	-128
Other financial items	222	214
Tax paid	-4,967	-590
Cash flow from operations	16,035	12,745
Purchase of tangible and intangible assets	-1,014	-630
Payment for acquisition of subsidiary, net of cash acquired	-23,985	0

Cash flow from investments	-25,000	-630
Changes in lease liabilities	-1,349	-1,427
Share subscriptions based on stock options 2016	1,358	5,063
Purchase of own shares	-11,067	-5,362
Proceeds from issue of new current loan	15,000	0
Cash flow from financing	3,941	-1,725
Change in cash and cash equivalents	-5,023	10,390
Cash and cash equivalents at beginning of period	22,046	11,944
Net foreign exchange difference	350	-289
Cash and cash equivalents at end of period	17,374	22,046

# Consolidated statement of changes in shareholders' equity

		Unrestricted shareholders'	Own	Translation	Retained	Total shareholders'
EUR 1,000	Share capital	equity reserve	shares	difference	earnings	equity
Shareholders' equity 1						
January 2020	500	23,651	-1,922	540	-5,829	16,940
Comprehensive income						_
for the period						
Net profit for the						_
review period					12,826	12,826
Stock option and						
equity						
incentive program		5,063	-5,362		519	221
Comprehensive						
income				-110		-110
Shareholders' equity						
31 December 2020	500	28,714	-7,284	431	7,516	29,878
Shareholders' equity 1						
January 2021	500	28,714	-7,284	431	7,516	29,878
Comprehensive income						
for the period						
Net profit for the						
review period					22,410	22,410
Stock option and						
equity incentive						
programs		1,358	-11,067		2,815	-6,894



Issue of shares as					
consideration of a					
business acquisition		6,000			6,000
Comprehensive					
income			176		176
Shareholders' equity					
31 December 2021	500	36,072 -18,351	607	32,742	51,570

# The Group's contingent liabilities

EUR 1,000	31.12.2021	31.12.2020
Pledges given on own behalf		
Guarantees	425	479
Pledges and contingent liabilities total	425	479

# Consolidated key figures

		10-		
EUR 1,000	10-12/2021	12/2020	1-12/2021	1-12/2020
Net sales	36,960	23,819	121,139	79,455
Operating profit (EBITA)	9,022	6,235	31,534	17,422
EBITA, %	24.4%	26.2%	26.0%	21.9%
Operating profit (EBIT)	8,106	6,134	28,812	17,017
EBIT, %	21.9%	25.8%	23.8%	21.4%
Net profit	5,905	4,462	22,410	12,826
- % of net sales	16.0%	18.7%	18.5%	16.1%
Return on equity. %	14.5%	19.1%	55.0%	54.8%
Return on investment. %	16.0%	22.9%	57.0%	63.6%
Interest-bearing liabilities	17,028	2,655	17,028	2,655
Cash and cash equivalents	17,374	22,046	17,374	22,046
Net gearing. %	-0.7%	-64.9%	-0.7%	-64.9%
Equity ratio. %	51.1%	66.6%	51.1%	66.6%
Earnings per share (EPS), EUR*	0.24	0.19	0.91	0.53
Diluted earnings per share (EUR)	0.23	0.18	0.88	0.51

# Calculation formulas for key figures

## Return on equity

(Profit/loss before taxes – taxes)	v 100
Shareholders' equity + minority interest (average)	x 100
Return on investment	
(Profit/loss before taxes + interest and other financing costs)	· x 100 ı
Balance sheet total – non-interest-bearing liabilities (average)	X 100
Gearing	
dearing	
Interest-bearing liabilities – cash, bank receivables and financial securities	
Shareholders' equity	· x 100
Equity ratio	
Shareholders' equity + minority interest	× 100 i
Balance sheet total – advance payments received	X 100

## Share and shareholders

At the end of the financial year, the Group held 398,000 treasury shares accounting for 1.58 percent of the total number of listed shares.

On December 31, 2021 the number of Qt Group Plc outstanding shares was 24,782,648 (24,218,340). According to Euroclear Finland Ltd. the company had 26,982 shareholders on December 31, 2021.

The company did not receive flagging notifications during the fiscal year 2021.

## The ten largest shareholders on 31 December 2021

Shareholder	Percentage of shares and votes
SKANDINAVISKA ENSKILDA BANKEN AB (PUBL) HELSINKI	
BRANCH*	25.4%
INGMAN DEVELOPMENT OY AB	21.3%
CITIBANK EUROPE PLC*	4.7%

VARMA MUTUAL PENSION INSURANCE COMPANY	3.0%
KARVINEN KARI JUHANI	2.8%
ILMARINEN MUTUAL PENSION INSURANCE COMPANY	2.8%
SAVOLAINEN MATTI ILMARI	2.0%
UHARI TOMMI MARKUS	1.6%
VARELIUS JUHA PEKKA	1.1%
ELO MUTUAL PENSION INSURANCE COMPANY	1.0%

<sup>\*</sup>Nominee register

# Distribution of holdings by number of shares held on 31 December 2021

Number of shares	Shareholders	Percentage of shares and votes
1 – 100	79.7%	2.1%
101 – 1,000	17.4%	5.7%
1,001 – 10,000	2.5%	6.7%
10,001 – 100,000	0.3%	10.2%
100,001 – 1,000,000	0.1%	24.0%
1,000,001 – 9,999,999	0.01%	51.4%

# Shareholding by sector on 31 December 2021

Number of shares	Shareholders	Shares
Non-financial corporations	3.3%	26.1%
Financial and insurance corporations*	0.2%	33.6%
General government	0.02%	6.8%
Not-for-profit institutions serving		
households	0.2%	0.3%
Households	95.9%	27.8%
Foreign holding	0.3%	5.5%
*incl. nominee registered	0.1%	31.3%