Q1 2023 results

Juha Varelius, CEO
Jouni Lintunen, CFO

April 28, 2023
Agenda

1. Q1/23 business highlights
2. Financials
3. Outlook and guidance for 2023
Q1/23 business highlights

Juha Varelius, CEO
Strong start for the year

- Net sales growth 27%
  - Reached EUR 40 million quarterly net sales
  - Growth of 24% at comparable currencies

- EBITA-margin at 20%
  - EBITA was EUR 8 million, increase of 40%
  - Profitability in line with business plans

- Personnel 706 on March 31
  - Increase of 18 employees during Q1/23
Q1/23 Product and business highlights

- General Motors chose Qt Group’s full product portfolio for a prominent role in their software-defined vehicle development

- Analytics solution Qt Insight 1.0 launched to bring Qt customers actionable insights into the usage of applications or devices

- Design Studio 4.0
  - New, simplified, and more intuitive UI and improvements in photorealistic 3D designs

- Qt Creator 10

- Coco 6.1
Financials

Jouni Lintunen, CFO

April 28, 2023
Net sales growth continued

- Net sales increased 26.6% in Q1/23, and 24.0% in comparable currencies
  - Exchange rate impact EUR 0.7 million
  - License sales and consulting EUR 36.1 million, growth 33.6%

- Strong quarterly fluctuation and exchange rate impact expected to continue

<table>
<thead>
<tr>
<th>EUR 1,000</th>
<th>1-3/2023</th>
<th>1-3/2022</th>
<th>Change, %</th>
<th>1-12/2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>License sales and consulting</td>
<td>36,149</td>
<td>27,055</td>
<td>33.6%</td>
<td>136,355</td>
</tr>
<tr>
<td>Maintenance revenue</td>
<td>3,822</td>
<td>4,516</td>
<td>-15.4%</td>
<td>18,963</td>
</tr>
<tr>
<td>Total</td>
<td>39,971</td>
<td>31,572</td>
<td>26.6%</td>
<td>155,318</td>
</tr>
</tbody>
</table>
### Q1/23 Income statement

<table>
<thead>
<tr>
<th>EUR 1,000</th>
<th>Q1/23</th>
<th>Q1/22</th>
<th>Change, %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>39,971</td>
<td>31,572</td>
<td>26.6 %</td>
</tr>
<tr>
<td>Other operating income</td>
<td>5</td>
<td>12</td>
<td>-54.8 %</td>
</tr>
<tr>
<td>Materials and services</td>
<td>-1,312</td>
<td>-1,802</td>
<td>-27.2 %</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>-22,591</td>
<td>-16,987</td>
<td>33.0 %</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment (excl. Intangible assets arising from business combinations)</td>
<td>-762</td>
<td>-726</td>
<td>4.9 %</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>-7,511</td>
<td>-6,481</td>
<td>15.9 %</td>
</tr>
<tr>
<td><strong>Operating result (EBITA)</strong></td>
<td>7,800</td>
<td>5,586</td>
<td>39.6 %</td>
</tr>
<tr>
<td>EBIT-%</td>
<td>19.5 %</td>
<td>17.7 %</td>
<td></td>
</tr>
<tr>
<td>Depreciation (Intangible assets arising from business combinations)</td>
<td>-2,008</td>
<td>-919</td>
<td>118.5 %</td>
</tr>
<tr>
<td><strong>Operating result (EBIT)</strong></td>
<td>5,792</td>
<td>4,667</td>
<td>24.1 %</td>
</tr>
<tr>
<td>EBIT-%</td>
<td>14.5 %</td>
<td>14.8 %</td>
<td></td>
</tr>
<tr>
<td>Financial income and expenses (net)</td>
<td>-480</td>
<td>257</td>
<td></td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>5,312</td>
<td>4,925</td>
<td>7.9 %</td>
</tr>
<tr>
<td>Income taxes</td>
<td>-923</td>
<td>-1,080</td>
<td>-14.5 %</td>
</tr>
<tr>
<td><strong>Net profit for the period</strong></td>
<td>4,389</td>
<td>3,845</td>
<td>14.1 %</td>
</tr>
<tr>
<td>% of net sales</td>
<td>11.0 %</td>
<td>12.2 %</td>
<td></td>
</tr>
</tbody>
</table>

### Expenses
- Growth strategy implementation continued as planned
- Headcount +31%

### Profitability
- Q1 EBITA up by 40% to 7.8MEUR
- EBIT 5.8MEUR / 14.5%
- Net profit 4.4MEUR / 11.0%
- EPS 0.17EUR
Q1/23 Balance sheet

### Assets
- Operative cashflow +15MEUR, ending cash balance 23.1MEUR
- Trade receivables down by 8.4MEUR from Q4/2022
- Minor change in contract assets

### Equity and liabilities
- Only minor movement
Market outlook and guidance for 2023
Market outlook

- Our long-term growth prospects are very promising
  - Increasing demand for devices with software-enabled displays across different industries is a major growth driver for Qt Design and Development tools
  - As the amount of software in the world grows and the pace of software releases quickens, product development teams are increasingly turning to automated testing and Quality Assurance

- Challenging market environment causes uncertainty in short-term
  - High energy prices, inflation and increasing interest rates decrease household consumption and affect demand for Qt’s customers products
  - Global component shortage and logistics issues continue to impact some of Qt Group’s customers
Guidance for 2023

- We estimate that
  - our net sales for 2023 will increase by 20-30 percent year-on-year at comparable exchange rates, and
  - our operating profit margin (EBITA-%) will be 20-30 percent.
Thank you!

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