

# **Unleash the full potential of your digital assets with QBank DAM**

QBNK Investor Presentation – Communique of Year-End Report 2024  
2025-02-07

QBank | Who we are

# Your friend in Digital Asset Management

**20 years of experience**, QBank is your go-to partner for mastering digital asset management. QBank is crafted with automation at its core, designed to streamline your workflows and elevate organizational excellence.

★★★★★ Nov 24, 2022

"Powerful yet easy to use"

★★★★☆ Feb 09, 2023

"DAM solution that fulfills our needs"



Used by over **350 Brands** worldwide



Collaboration with over **30 Partners**



More than **50 different integrations.**



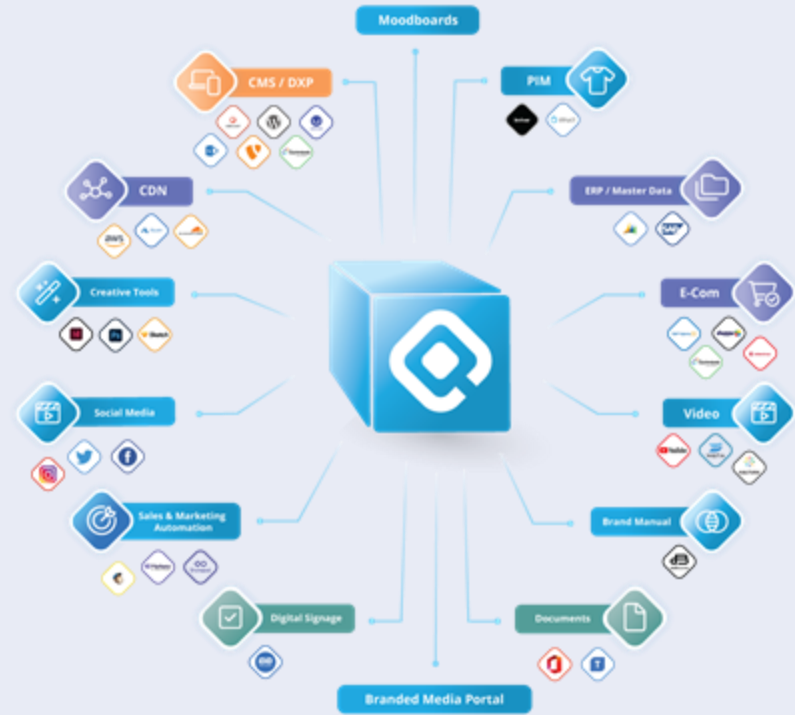
More than **500k users** of QBank

# QBank the single source of truth for your digital assets

Over the last 5-10 years, DAM (Digital Asset Management) solutions have not only expanded but also **woven themselves into broader ecosystems**. Consequently, seamless integration with other systems has risen as a pivotal feature for contemporary DAM platforms.

DAM solutions are now expected to seamlessly connect with core systems like **CMS** (Content Management Systems), **PIM** (Product Information Management), and **MDM** (Master Data Management).

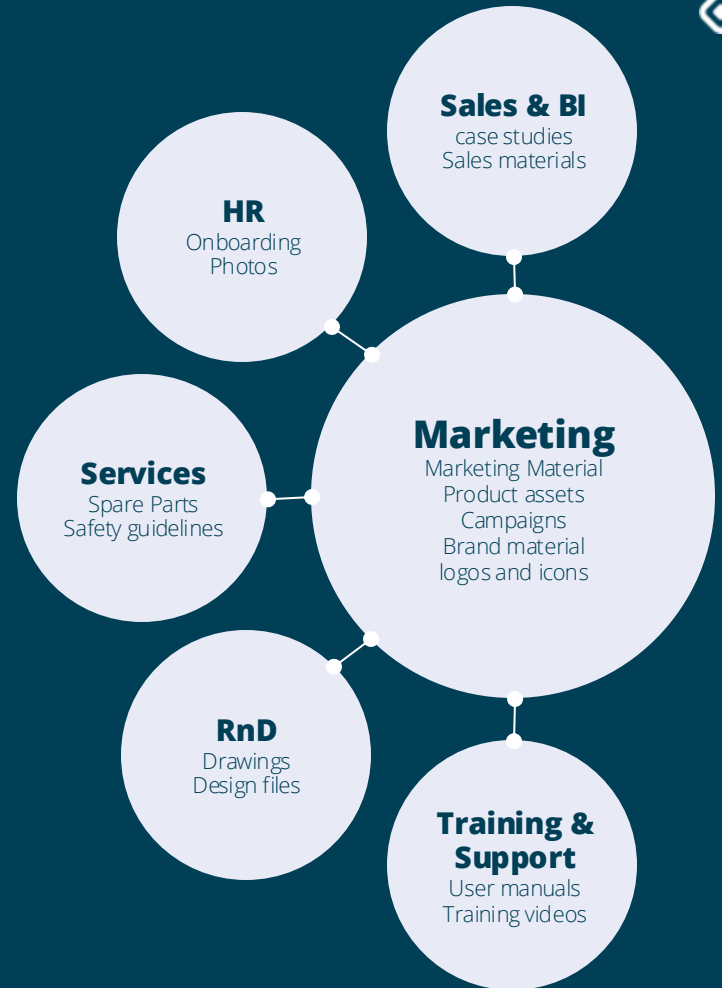
Furthermore, they should integrate effortlessly with diverse distribution channels, including social media, Microsoft Office, Adobe Creative Suite, and other bespoke systems and applications.



# QBank Expands beyond Marketing

The demand for DAM solutions is rapidly increasing as organizations recognize their value across a wider range of functions beyond just marketing.

Businesses are now leveraging DAM Solutions to enhance various organizational capabilities and operational efficiencies.



# Our Target Customer Profile (TCP) fulfills the following criteria



# “The Digital Asset Management Market is growing at a CAGR of 15% from 2022 to 2030”

Source: [The Insight Partners](#)

With a proven track record, cutting-edge technology, and a focus on innovation, QBank is revolutionizing how businesses manage their digital assets.

Join us in reshaping the future of content management and capitalize in a solution that delivers efficiency, scalability, and a competitive edge.



# The Market - One of the world's fastest growing technology markets



**Business Wire** HOME SERVICES NEWS EDUCATION

### Global Digital Asset Management Market Report 2022 Size, Growth, Opportunity and Forecast, 2015-2026 | ResearchAndMarkets.com

April 14, 2022 08:07 AM Eastern Daylight Time

DUBLIN, GERMANY (PR) - The "Digital Asset Management Market 2022-2026" Report has been added to ResearchAndMarkets.com.

"Digital Asset Management Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2021-2026"

Market is expected to reach a CAGR of **13.9%**

**32.0%** of global market revenue will be generated by the top 10 players in 2022

14.1%

Market size valued at **USD 3.65 Billion** in 2021

The market is **FAMILY CONSOLIDATED** with few players accounting for majority revenue

One of the key A growth drivers

**DIGITAL ASSET MANAGEMENT (DAM) SYSTEM MARKET 2019-2022**

15,000+ reports covering niche topics

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### Digital Asset Management Market Size to Reach USD 10220 Million by 2026 at a CAGR of 18.5% | Valuates Reports

NEWS PROVIDED BY Valuates Reports on 04 Jul 2022 09:58 AM

MANAGERS: India, July 1, 2022 (PRNewswire) - "Digital Asset Management (DAM) is Regarded as 'Type Cloud Based, On-Premise, On Application Based Management System, Library or Archive, Production Management Systems, Content Management System' (2022). This report is published on [Valuates Reports](#) on the [Global Management System](#) category.

**Market Watch**

### Digital Asset Management Market Report 2022: Opportunities to 2028

Published: July 15, 2021 at 3:54 pm ET

The global Digital Asset Management (DAM) market is expected to cross more than billion by 2026, at a Compound Annual Growth Rate (CAGR) of 12.0% during the forecast period.

The ResearchAndMarkets.com report is available in the [ResearchAndMarkets.com](#) database.

July 15, 2021 (MarketWatch) - Global Digital Asset Management market is segmented based on the Application as, Enterprise, Marketing, and Broadcasting and Publishing. On the basis of Component as, Solutions and Services.

The global Digital Asset Management (DAM) market is expected to cross more than USD 6.0 billion by 2026, at a Compound Annual Growth Rate (CAGR) of 12.0% during the forecast period.

### Global Digital Asset Management Market

Growing at a CAGR of 13.7% (2021 - 2023)

Digital asset management market is expected to reach \$5.187 billion by 2023.

### Global Digital Asset Management (DAM) Market Analysis Report 2023: An \$8.7 Billion Market by 2028 - The Ultimate Solution for Centralizing Media Assets Across Platforms.

October 02, 2023 10:43 ET Source: [Research and Markets](#) [Follow](#)

### Software Market Outlook And

Market growth (2017-2026) reveals report that software sales and services market is the market source and use. The aim of this research is to provide broader insight and strategic to help entrepreneurs make informed investment decisions and identify potential gaps and growth opportunities. The aim of this study is to provide a detailed overview of market trends and growth situations in that particular sector can be applied to expansion for global capital market.

Digital Asset Management Software Market was valued at USD 3.47 Billion in 2019 and is projected to reach USD 8.17 Billion by 2027, growing at a CAGR of 17.85% from 2020 to 2027.

The study provides insights for use and volume of the market in the present and the future. The report offers a comprehensive study of the Digital Asset Management Software industry and predictions about the required future trends that will have a significant impact on the growth of the market. The report has also an in-depth global players in the industry.

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# Highlights from the Q4 report for 2024

## Period 1 January– 31 December

- Total operating revenue amounted to: **40.3** (38.5) SEKm
- Annual recurring revenue (ARR) 1 January 2025: **35.7** (35.1) SEKm
- EBIT: **-1.6** (-7.7) SEKm with an operating margin of **-3.9** (-20.0) %
- Net income: **-1.0** (-6.1) SEKm
- The cash flow from operating activities amounted to **13.1** (-5.4) SEKm

## Period 1 October - 31 December

- Total operating revenue amounted to: **10.0** (10.5) SEKm
- EBIT: **-0.8** (-1.6) SEKm with an operating margin of **-8.2** (-15.2) %
- Net income: **-0.6** (-1.2) SEKm
- The cash flow from operating activities amounted to **6.4** (-4.7) SEKm

## Period 1 January – 31 December

- Total subscription revenue amounted to 35.7 SEKm, an increase of 12% compared to the previous year.
- The share of subscription revenue in net sales during the period amounted to 89%.
- Operating revenues increased by 5% compared to the previous year.

## Period 1 October – 31 December

- Total subscription revenue amounted to 9.0 SEKm, an increase of 7% compared to the previous year.
- The share of subscription revenue in net sales during the period amounted to 90%.
- Operating revenues increased by 4% compared to the previous year.



# QBank's financial KPI's

KPI	2020	2021	2022	2023	2024
Subscription revenue (SEKm)	24.2	25.7	27.8	32.0	35.7
Subscription CAGR	17%	6%	8%	15%	12%
Revenue (SEKm)	31.1	35.6	34.5	38.5	40.3
Revenue CAGR	8%	14%	-3%	12%	5%
EBIT (SEKm)	0.7	-5.7	-14.7	-7.7	-1.6
Net income (SEKm)	0.5	-4.6	-11.7	-6.1	-1.0
Net cash (SEKm)	16.3	8.6	13.8	8.5	21.5

\* Revenue CAGR compared to the same period previous year

**Business model:**

SaaS - Software as a Service

**Actual Annual Recurring Revenue (ARR):** 35.7 SEKm

**CAGR**

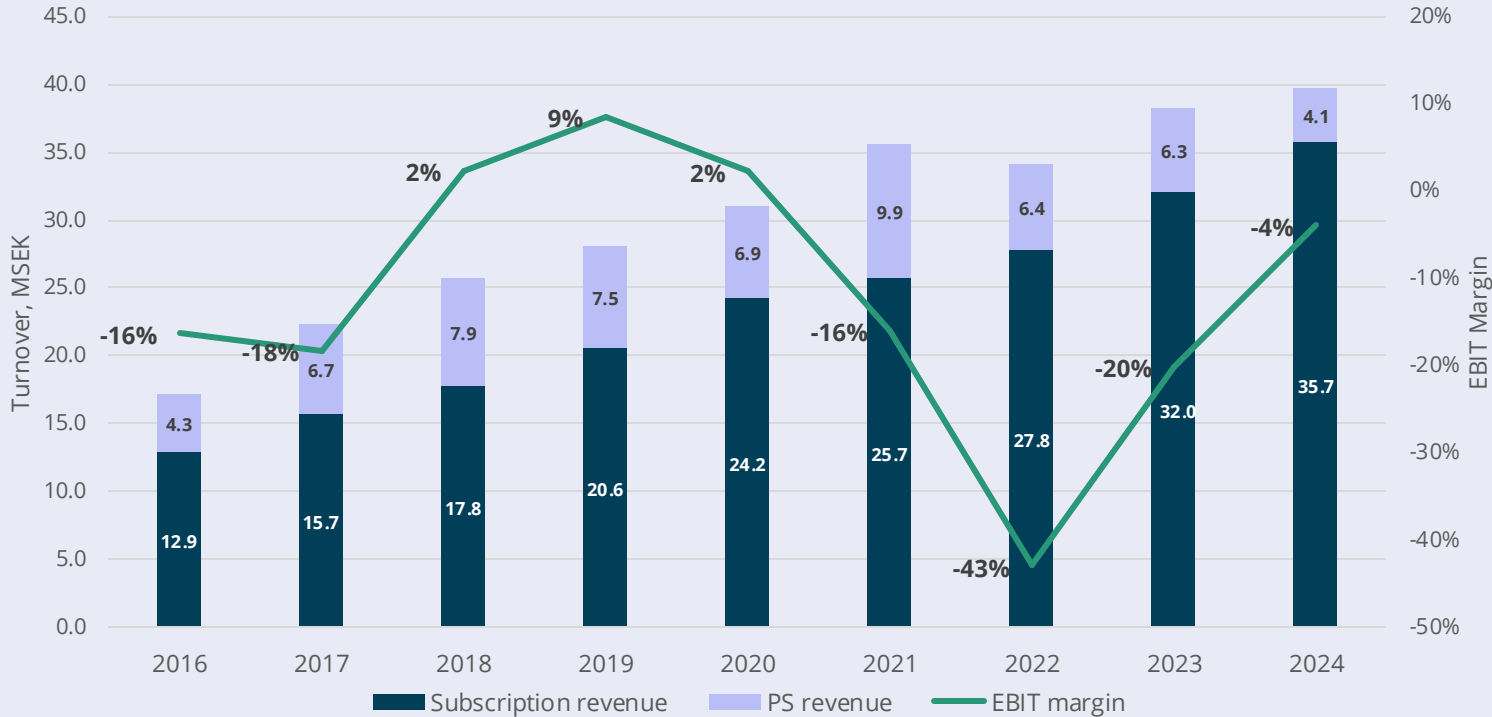
12%

QBank does not capitalize development costs

**Latest financial reports can be found at:**

<https://qbankdam.com/about-us/investor-relations/financial-reports>

# Our core subscription services has delivered a CAGR of 14% since 2016



Strategic investments have been executed, primarily through organizational expansion since 2021, and the organization has been "fully operational" since the second half of 2022.

**Other**

- Net Sales +42 % since 2019
- +73% i Subscription rev. since 2019
- EBIT: From -43 % to -4 % during the past 2 years

# QBank's financial KPI's

Annual recurring revenue by quarter (SEKm)



QBank | Who we are

# Empower your business with QBank DAM



**QBank has proudly onboarded several new clients**, including a couple of the Nordics largest global industrial players such as Atlas Copco. We are equally proud to maintain the enduring trust of our long-standing customers.



We scored an **NPS of 54** in our latest survey among our strategic customers

*December 2024*

54

At QBank, we are committed to building close relationships that maximize the value derived from our platform. This approach is reflected in our

**impressive average satisfaction score of 8.8 among our strategic customers.**

QBank | The Market

# Stable growth and low churn among QBank's customers

In a fast-changing market, QBank shines as a model of stability and trust. We're known for steady growth and very low customer churn, highlighting our focus on long-term relationships and great value.

## Examples of Account growth:



**320%**

growth over 6 years



**255%**

growth over 5 years

# Meet some of Our Friends: QBank Enterprise Customer Community


































# Meet Some of Our Friends: The QBank Partner Community

Implementation Partners:

- 
- 
- 
- 
- 
- 

Technical Partners:

CMS	PIM	CRM	OTHER
			
			
			
			

# Advanced DAM platform powered by AI capabilities

## Product Highlights

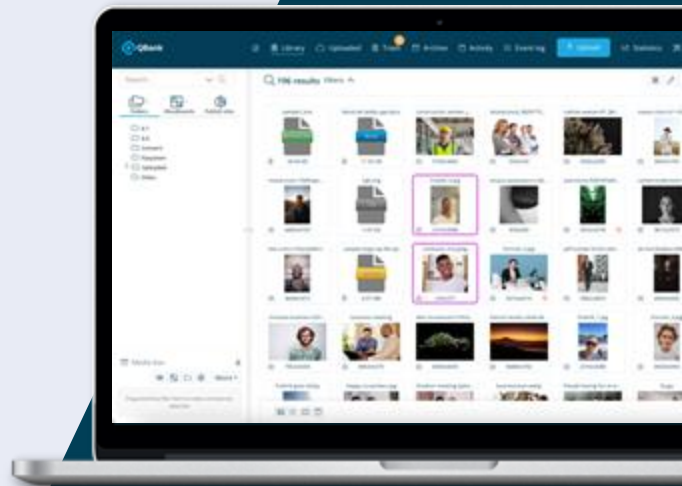
- All Types of Digital Assets
- Advanced **Auto Tagging** and Metadata
- **Auto publishing** in various formats, sizes, cropping to various channels based on custom business rules
- Reverse Image Search, Video Search, **Automatic Subtitles**
- Custom Workflows
- **Digital Rights Management**
- Customizable Moodboards
- Multi-Lingual Platform
- Rich Library of Integrations and connectors

★★★★★ Nov 24, 2022

"Powerful yet easy to use"

★★★★★ Sep 19, 2023

"I have enjoyed using QBank"





# QBank is a true Software as a Service (SaaS) Product



## Subscription Fee

(+85% of total revenue  
80-90% gross margin)

## Professional Services

(Creates stickiness &  
enables expansion)

# Strategies for QBank's Accelerated Growth

1

## Customer targeting

Concentrating on enterprise customers in sectors like industrial/manufacturing, medtech, and retail. These businesses often have complex operational needs, especially regarding product assets.

2

## Product Development

A roadmap-driven approach emphasizing additional functionality, deeper integrations, and significant infrastructure enhancements to meet evolving customer needs.

3

## Sales, Marketing, and Customer success

A blend of outbound and inbound sales tactics, enhanced digital marketing automation, and a bolstered customer success approach tailored to strategic accounts.

4

## Strategic Partnerships

Collaborating with System Integrators, Product Companies, and Digital/Web Bureaus for joint sales and marketing initiatives, while scaling delivery through integrations with solution partners.

# Capitalizing on a proven leader in a growing DAM market

## **Consistent Growth:**

Demonstrated by a positive growth trajectory over the last 25 quarters, underlining our market stability and forward momentum.

## **Increasing Customer Commitment:**

Current customers are continually investing more in our offerings, showcasing strong Net Revenue Retention (NRR).

## **Elite Clientele:**

Our portfolio boasts of strategic enterprise companies with expansive global operations, underscoring the trust large-scale businesses place in us.

## **Rising DAM Demand:**

The prevailing market conditions emphasize an escalating need for Digital Asset Management solutions, positioning QBank advantageously.

## **Product Resilience:**

Not only is our product robust, but the low churn rate indicates its reliability and the value it brings to customers.

## **Expansive Market Opportunity:**

We're navigating in a multi-billion dollar market that is witnessing consistent growth, presenting immense opportunities for further expansion.

# Thank you for listening!

[www.qbankdam.com](http://www.qbankdam.com)

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