

Unleash the full potential of your digital assets with QBank DAM

QBNK Investor Presentation – Q1 Report 2025

2025-04-10

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

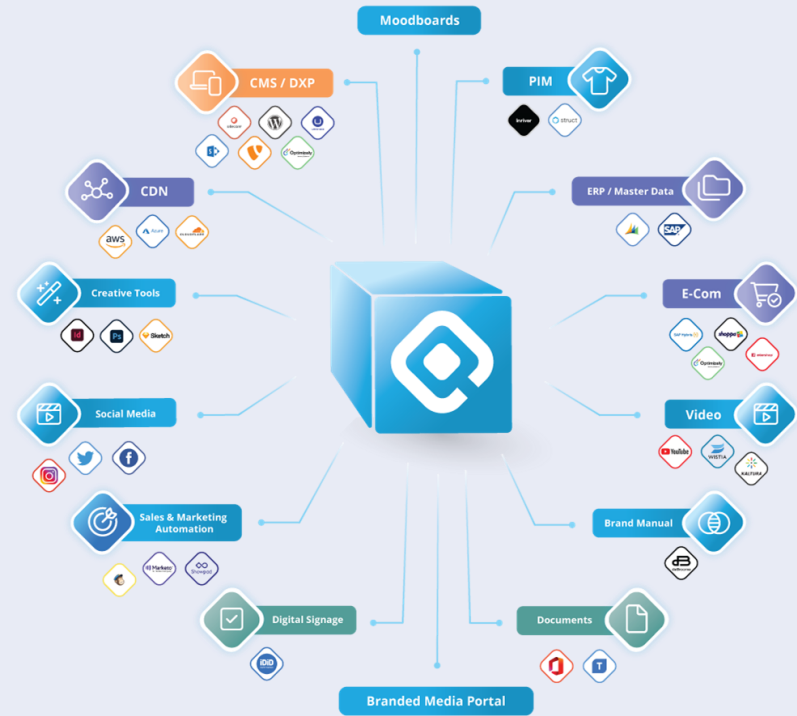
QBank | What we do

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



Highlights from the Q1 report for 2025

Period 1 January– 31 March

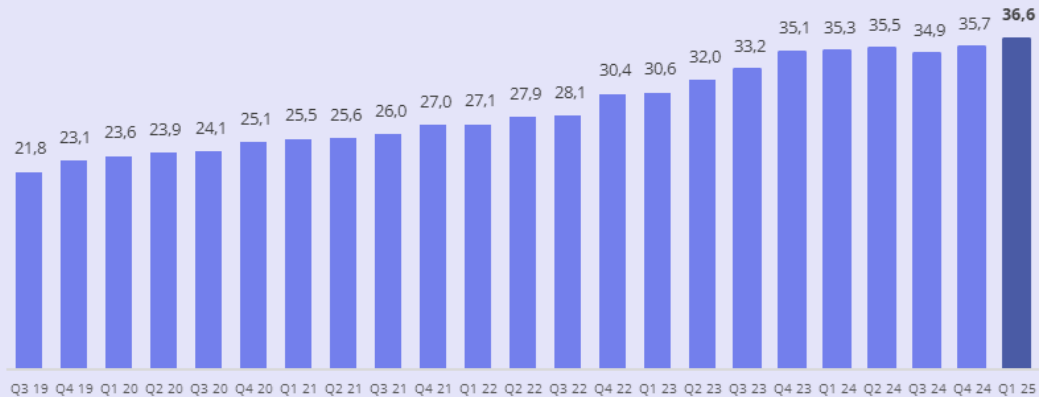
- Total operating revenue amounted to: **10.6** (10.6) SEKm
- Annual recurring revenue (ARR) 1 April 2025: **36.6** (35.3) SEKm
- EBITDA: **0.2** (0.4)
- EBIT: **-0.1** (0.4) SEKm with an operating margin of **-0.6** (3.4) %
- The operating profit (EBIT) was impacted by **0.2** SEKm due to the strategic review; EBIT excluding these costs amounted to SEK **0.2** million.
- Net income: **0.0** (0.4) SEKm
- The cash flow from operating activities amounted to **-3.8** (12.0) SEKm

Significant events during the reporting period

- Total subscription revenue amounted to 9.1 SEKm, an increase of 3% compared to the previous year.
- The share of subscription revenue in net sales during the period amounted to 86%.
- Operating revenues increased by 5% compared to the previous year.
- The company's operating revenues remained unchanged compared to the previous year.
- In January 2025 the company announced that it was initiating a strategic review.

QBank's financial KPIs

Annual recurring revenue by quarter (SEKm)



QBank's financial KPIs

KPI	2020	2021	2022	2023	2024	2025 R12
Subscription revenue (SEKm)	24.2	25.7	27.8	32.0	35.7	36.0
Subscription growth (%)	17%	6%	8%	15%	12%	8%
Revenue (SEKm)	31.1	35.6	34.5	38.5	40.3	40.3
Revenue growth (%)	8%	14%	-3%	12%	5%	1%
EBITDA (SEKm)	1.1	-5.2	-14.5	-7.3	-1.4	-2.0
EBIT (SEKm)	0.7	-5.7	-14.7	-7.7	-1.6	-1.7
Net income (SEKm)	0.5	-4.6	-11.7	-6.1	-1.0	-1.4
Net cash (SEKm)	16.3	8.6	13.8	8.5	21.5	17.7

Business model:

SaaS - Software as a Service

Actual Annual Recurring Revenue (ARR): SEK 36.6m

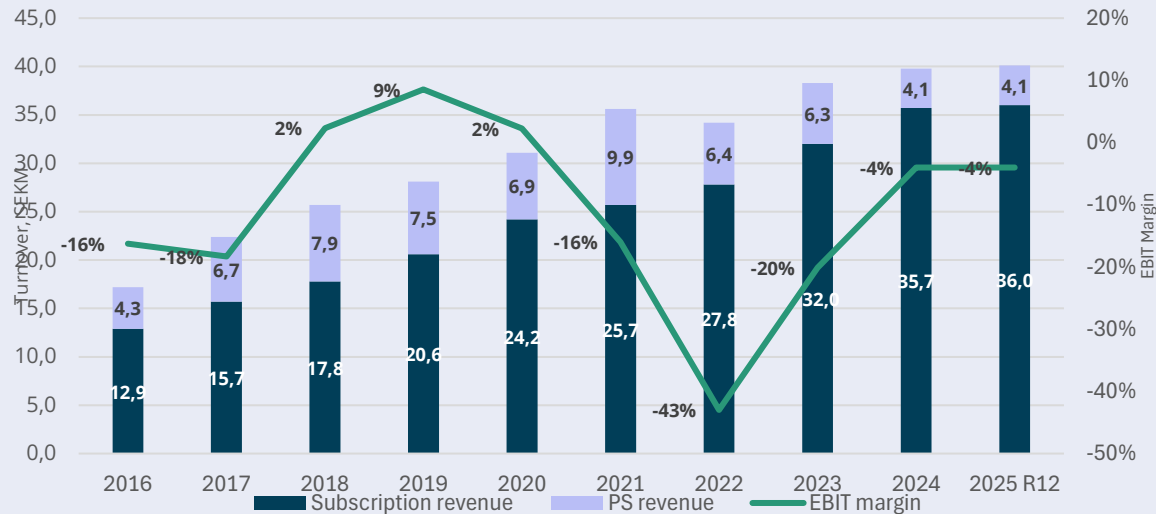
ARR YoY growth 2025
3.7%

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 have delivered a CAGR of 14% since 2016

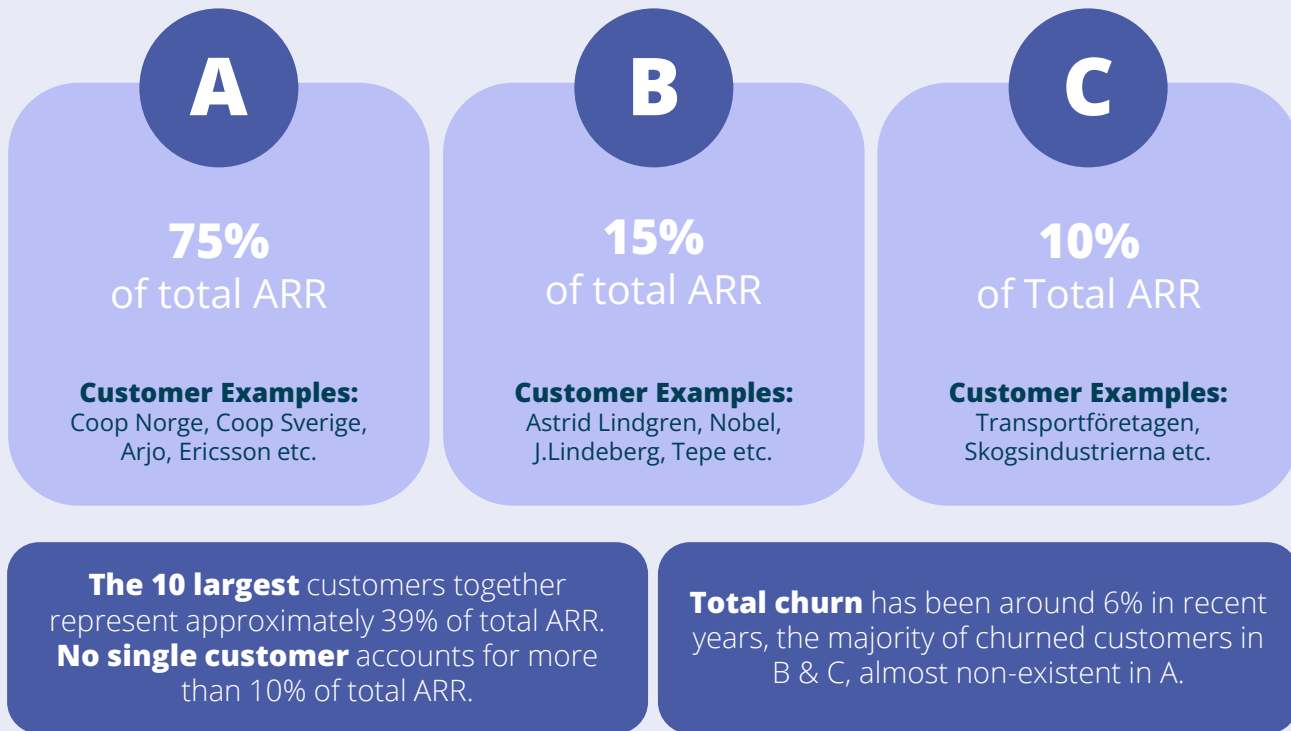


Strategic investments have been executed, primarily through organizational expansion since 2021, and the organization has been "fully operational" since the second half of 2022.

Other

- Net Sales +43 % since 2019
- +75% i Subscription rev. since 2019
- EBIT: From -43 % to -4 % during the past 2 years

Our Targeted Customer Profile (TCP) continues to demonstrate strong retention and long-term stability



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

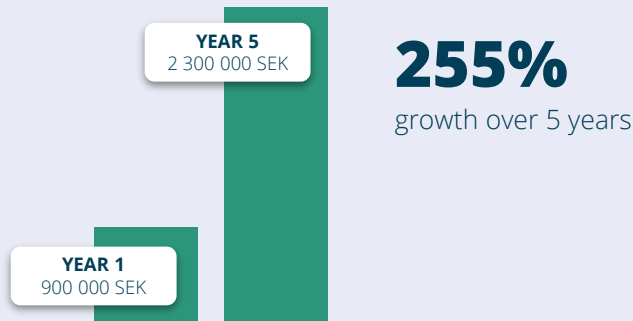
**impressive average satisfaction score
of 8.8 among our strategic customers.**

QBank | The Market

Stable growth and low churn among QBank's customers

In a fast-changing market, QBank's 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:



Meet some of Our Friends: QBank Enterprise Customer Community






















Meet Some of Our Friends: The QBank Partner Community

Implementation Partners:

NEXER



knowit

Technical Partners:

CMS



PIM



CRM



OTHER



Advanced DAM platform powered by AI capabilities

Product Highlights

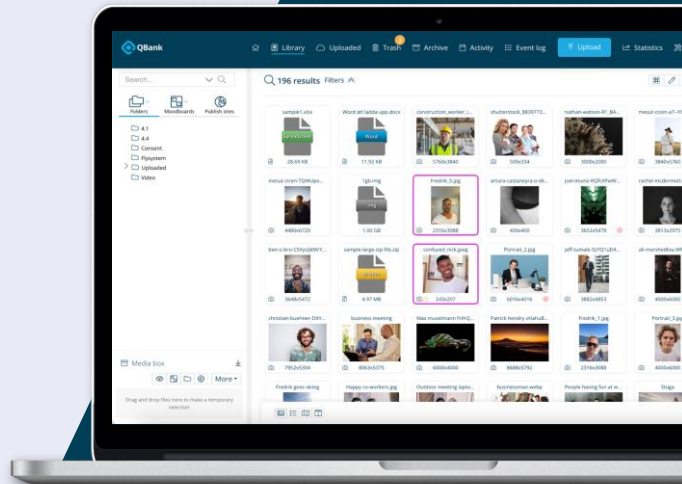
- All Types of Digital Assets
- Advanced **Auto Tagging** and Metadata
- **Auto publishing** in various formats, sizes, cropping to various channels based on custom business rules
- Reverse Image Search, Video Search, **Automatic Subtitles**
- Custom Workflows
- **Digital Rights Management**
- Customizable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

Rising DAM Demand:

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

Increasing Customer Commitment:

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

Product Resilience:

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

Elite Clientele:

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

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

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