QBank | Digital Asset Management

Unleash the full potential of your digital assets with QBank DAM

QBNK Investor Presentation – Q3 Report 2025
2025-10-15

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"

QBank

Used by over **350 Brands** worldwide

Collaboration with over **30 Partners**

More than **50 different integrations.**

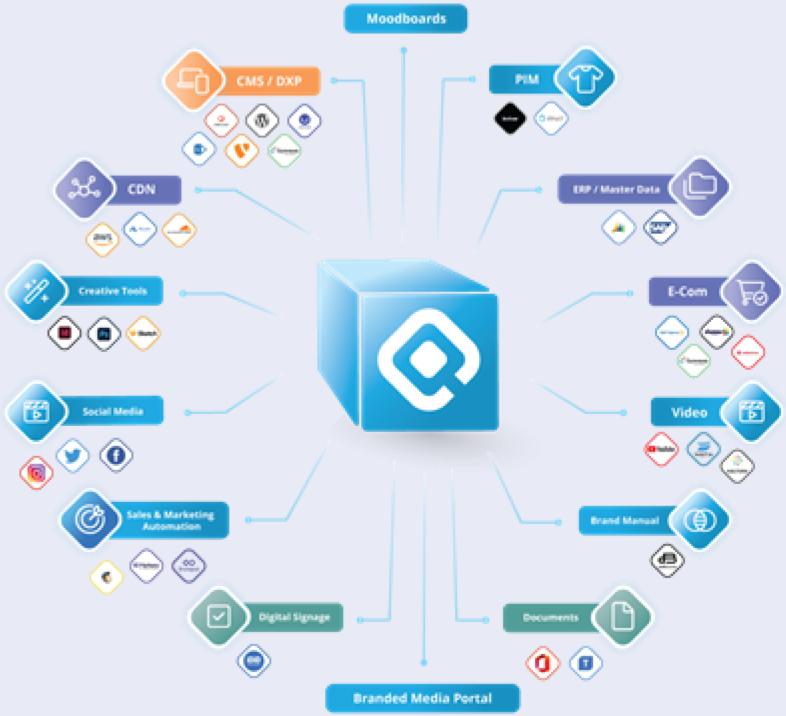
More than **500k users** of QBank

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.

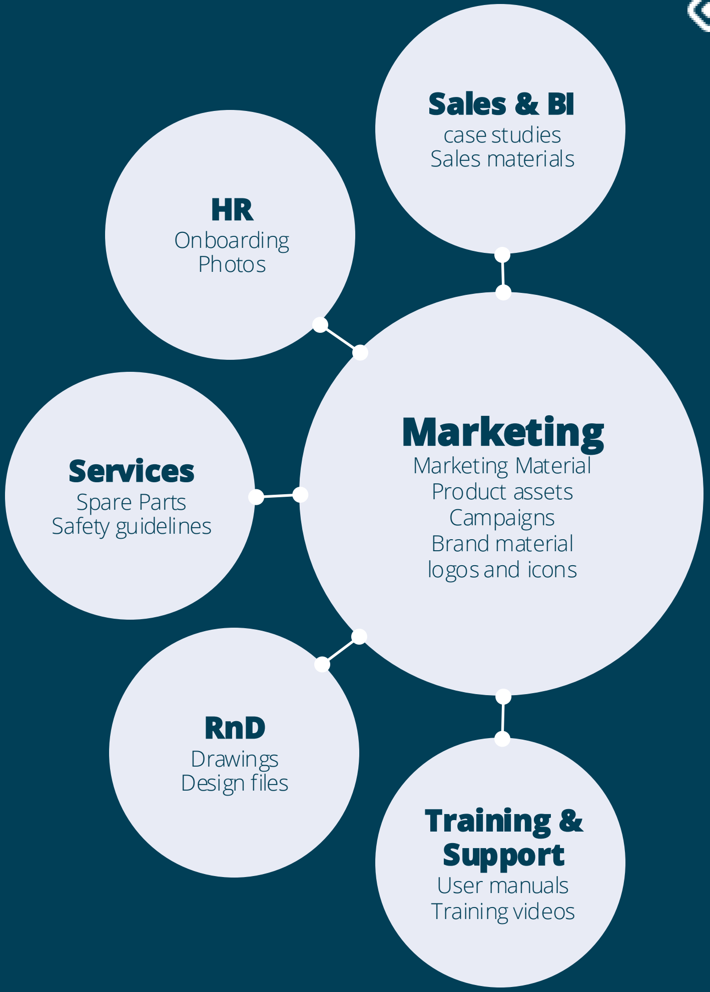


QBank | What we do

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

Revenue
The TCPs have a revenue around and beyond 100 M€

Market presence
The TCPs are present in many different markets and / or have many different brands connected

Technology
The TCPs have a large tech stack of different tools supporting their different services

Digital Assets
The TCPs manage a lot of different digital assets across the organization, e.g., products, services

Industry
Non-specific

Geographical
Non-specific

“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.

QBank

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

QBank

Highlights from the Q3 report for 2025

Period 1 January – 30 Sept

- Total operating revenue amounted to: 31.4 (30.3) SEKm
- Annual recurring revenue (ARR) 1 Oct 2025: 36.4 (34.9) SEKm
- EBITDA: 1.6 (-0.6)
- EBIT: 1.3 (-0.8) SEKm with an operating margin of 4.2 (-2.6) %
- The operating profit (EBIT) was impacted by 0.6 SEKm due to the strategic review; EBIT excluding these costs amounted to SEKm 1.9
- Net income: 1.1 (-0.5) SEKm
- The cash flow from operating activities amounted to -7.9 (6.7) SEKm

Period 1 July – 30 Sept

- Total operating revenue amounted to: 10.2 (9.7) SEKm
- EBITDA: 1.8 (0.4)
- EBIT: 1.8 (0.3) SEKm with an operating margin of 17.7 (3.6) %
- The operating profit (EBIT) was impacted by 0.2 SEKm due to the strategic review; EBIT excluding these costs amounted to 2.0 SEKm
- Net income: 1.4 (0.3) SEKm
- The cash flow from operating activities amounted to -4.2 (-0.9) SEKm

Significant events during the reporting period

Period 1 January – 30 Sept

- Total subscription revenue amounted to 27.7 SEKm, an increase of 3% compared to the previous year.
- The share of subscription revenue in net sales during the period amounted to 88%.
- Operating revenues increased by 4% compared to the previous year.
- In January 2025 the company announced that it was initiating a strategic review
- In August the company announced that CEO Anna Gomes has decided to leave her position
- In September Jacob Philipson was appointed as interim CEO, effective 18 October 2025.

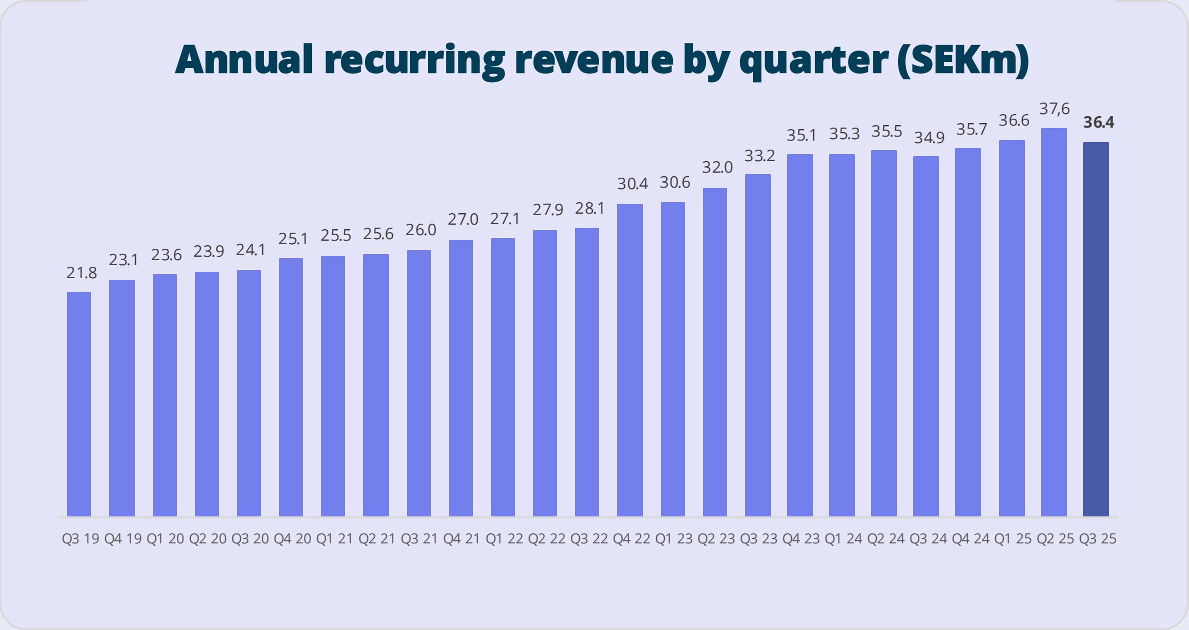
Period 1 July – 30 Sept

- Total subscription revenue amounted to 9.2 SEKm, an increase of 4% compared to the previous year.
- The share of subscription revenue in net sales during the period amounted to 90%.
- Operating revenues increased by 5% compared to the previous
- In August the company announced that CEO Anna Gomes has decided to leave her position
- In September Jacob Philipson was appointed as interim CEO, effective 18 October 2025.

Significant events after the reporting period

No significant events have occured after the reporting period.

QBank's financial KPIs



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	36.7
Subscription growth (%)	17%	6%	8%	15%	12%	4%
Revenue (SEKm)	31.1	35.6	34.5	38.5	40.3	41.4
Revenue growth (%)	8%	14%	-3%	12%	5%	2%
EBITDA (SEKm)	1.1	-5.2	-14.5	-7.3	-1.4	0.9
EBIT (SEKm)	0.7	-5.7	-14.7	-7.7	-1.6	0.5
Net income (SEKm)	0.5	-4.6	-11.7	-6.1	-1.0	-0.5
Net cash (SEKm)	16.3	8.6	13.8	8.5	21.5	13.7

Business model:
SaaS - Software as a Service

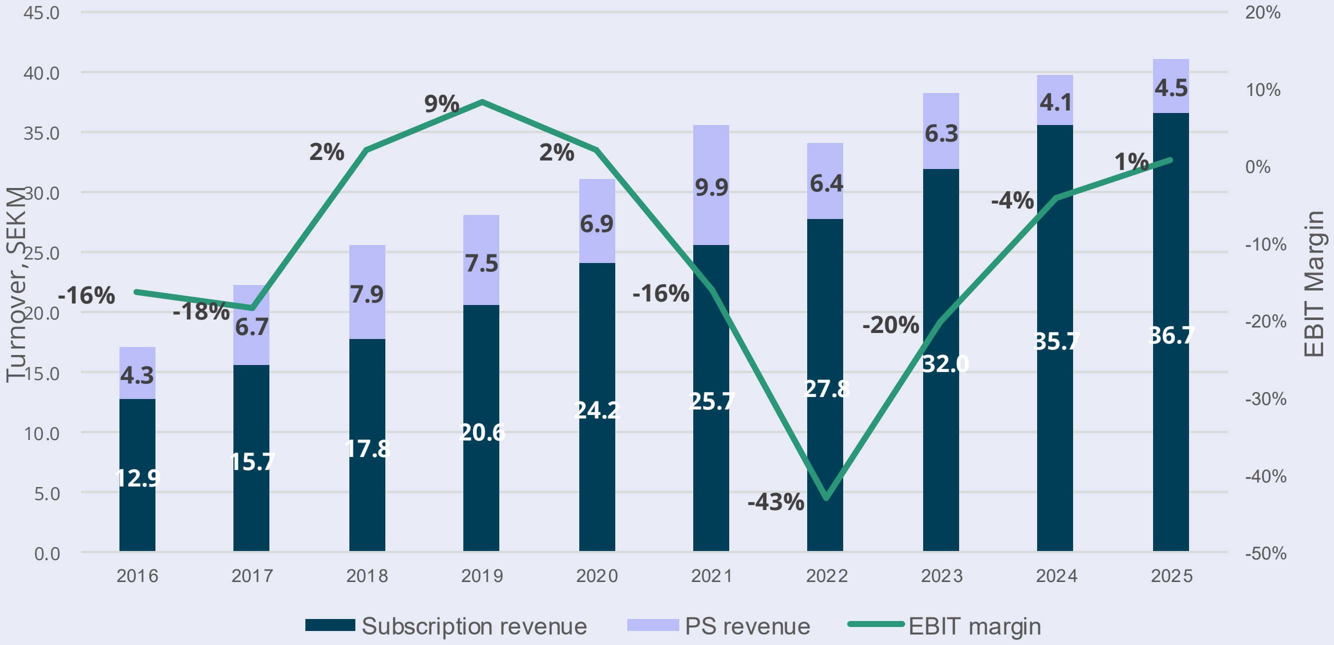
Actual Annual Recurring Revenue (ARR): SEK 36.4m

ARR YoY growth 2025
4%

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 1 % during the past 3 years

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

A

72%
of total ARR

Customer Examples:
Coop Norge, Coop Sverige, Arjo, Ericsson etc.

B

20%
of total ARR

Customer Examples:
Astrid Lindgren, Nobel, J.Lindeberg, Tepe etc.

C

8%
of Total ARR

Customer Examples:
Transportföretagen, Skogsindustrierna etc.

The 10 largest customers together represent approximately 39% of total ARR. **No single customer** accounts for more than 10% of total ARR.

Total churn has been around 6% in recent years, the majority of churned customers in B & C, almost non-existent in A.

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 equaly proud to maintain the enduring trust of our long-standing customers.

Atlas Copco Lantmännen TePe

DOMETIC coop stadium arjo

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

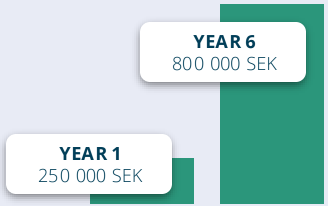
impressive average satisfaction score of 8.8 among our strategic customers.

QBank | The Market

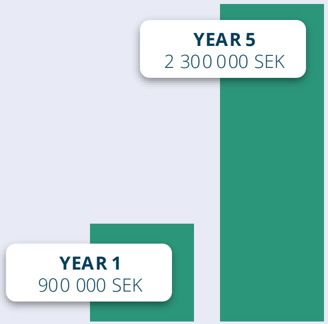
Stable growth and low churn among QBanks customers

In a fast-changing market, QBanks 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

QBank | Who we work with

Meet some of Our Friends: QBank Enterprise Customer Community

Hemköp
DOMETIC
Swedish Match
arjo
NORMA GROUP
Lantmännen
Atlas Copco
J.LINDEBERG
elfa
coop
TePe
stadium
TOYOTA MATERIAL HANDLING
KALMAR
GEELY
coop
Metso
ERICSSON
ASTRID LINDGREN COMPANY
Securitas

QBank | Who we work with

Meet Some of Our Friends: The QBank Partner Community

Implementation Partners:

- NEXER
- avensia
- CONSID
- NOVA consulting group
- omega point.
- knowit

Technical Partners:

CMS	PIM	CRM	OTHER
umbraco	inriver	salesforce	Brandwatch
Optimizely	Bluestone PIM	HubSpot	Showpad
storyblok	struct		QUICKCHANNEL
			Cloudinary

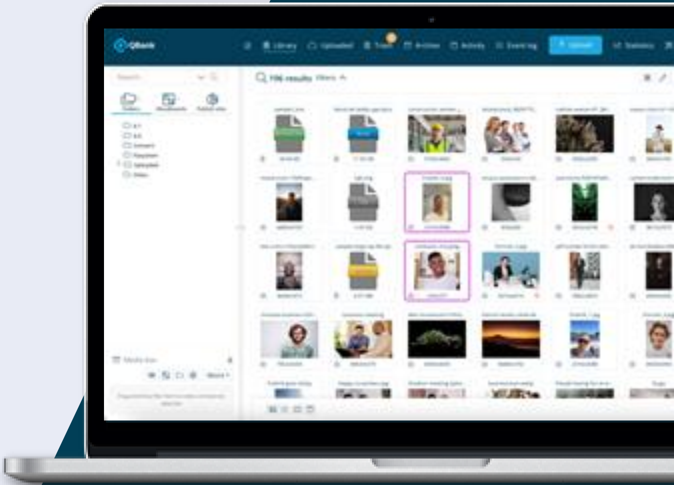
Advanced DAM platform powered by AI capabilities

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

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!

www.qbankdam.com

Anna Gomes, CEO
anna.gomes@qbank.se

QBank