

Unleash the full potential of your digital assets with QBank DAM

QBNK Investor Presentation - Delårsrapport Q3 2024

18 Oktober 2024

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.**



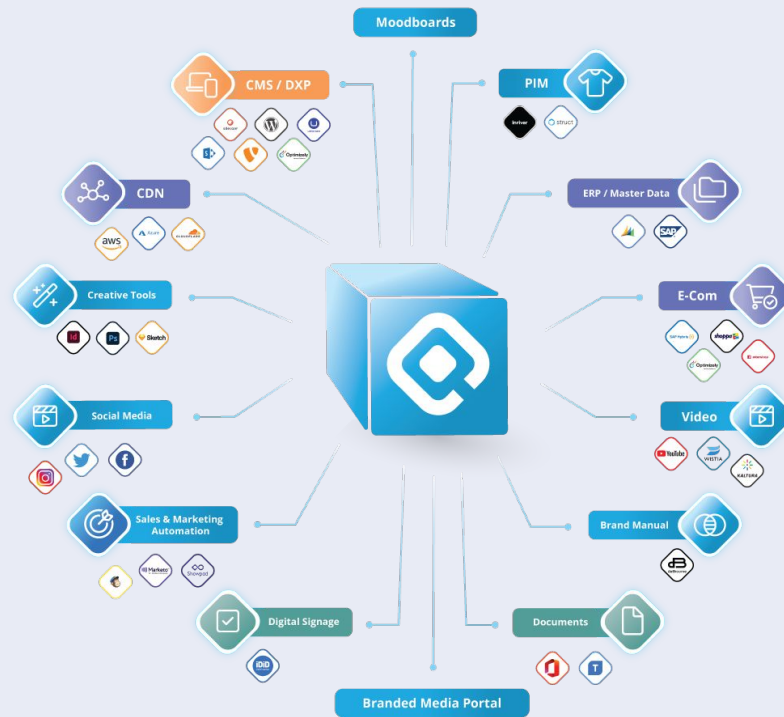
More than **500k users** of QBank

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 criterias

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.



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



businesswire
A Division of Dow Jones & Company

HOME SERVICES NEWS EDUCATION

Global Digital Asset Management Market Report 2022: Size, Growth, Opportunity and Forecast, 2015-2026

ResearchAndMarkets.com

April 14, 2021 08:57 AM Eastern Daylight Time

DUBLIN--(BUSINESS WIRE)--The "Digital Asset Management Market Report 2022" has been added to ResearchAndMarkets.com.

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

Market Watch

Press Release

Digital Asset Management Market Report 2022: Opportunities to 2028

Published: July 15, 2021 at 3:56 p.m. ET

The global Digital Asset Management (DAM) market is expected to cross more than \$5 billion by 2026, at a Compound Annual Growth Rate (CAGR) of 12.0% during the forecast period.

The MarketWatch News Department was not involved in the creation of this content.

Jul 15, 2021 (Heraldkeepers) -- 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.

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

Based on Organization Size, Large Enterprise segment is expected to register a CAGR of **14.1%**

32.0% of global market revenue was accounted for by North America in 2022

The market is FAIRLY CONSOLIDATED with few players accounting for majority market revenue

One of the KEY growth is growth content

The market was valued at **USD 3.65 Billion** in 2022

10,000+ reports covering niche topics

DIGITAL ASSET MANAGEMENT (DAM) SYSTEM MARKET 2019-2032

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Digital Asset Management Market Size to Reach USD 10220 Million by 2026 at a CAGR of 18.3% | Valuates Reports

NEWS PROVIDED BY Valuates Reports — 27 Jul 2022 00:30:01 ET

BANGALORE, India, July 1, 2022 (PRNewswire) -- "Digital Asset Management Market" is Segmented by Type (Cloud Based, On-Premise), by Application (Brand Management System, Library or Archive, Production Management System), by Industry Forecast 2021 - 2026. This report is published on Valuates platform in the following categories:

Global Digital Asset Management Market

Opportunities 2017 - 2023

Digital asset management market is expected to reach \$5,267 Million by 2023.

Growing at a CAGR of 13.7% (2017 - 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

Research has released a new **Digital Asset Management Software Market** growth 2022-2028 survey report that includes data and statistics related to the market structure and size. The aim of the research is to provide market insight and strategy to help policymakers 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 so that appropriate tactics can be applied to outperform the global Copper Mask market.

Digital Asset Management Software Market was valued at USD 2.41 Billion in 2019 and is projected to reach USD 8.77 Billion by 2027, growing at a CAGR of 17.53% from 2020 to 2027.

The study accurately predicts the size 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 information about the expected future trends that will have a significant impact on the growth of the market. The paper then looks at the major global players in the industry.

Get! Download Sample Copy with TOC, Graphs & List of Figures
<https://www.valuates.com/research/download-sample?r=100583>



Highlights from the Q3 report for 2024

Perioden 1 januari – 30 september

- Rörelsens intäkter uppgick till: **30,3** (28,0) MSEK
- Abonnemangsintäkter (ARR) ingångsvärde oktober 2024: **34,9** (33,2) MSEK
- Rörelseresultatet (EBIT) uppgick till: **-0,8** (-6,1) MSEK med en rörelsemarginal om **-2,6** (-21,7) %
- Resultatet efter skatt uppgick till: **-0,5** (-4,8) MSEK
- Kassaflödet från den löpande verksamheten uppgick till **6,7** (-0,7) MSEK

Perioden 1 juli – 30 september

- Rörelsens intäkter uppgick till: **9,7** (9,2) MSEK
- Rörelseresultatet (EBIT) uppgick till: **0,3** (-1,2) MSEK med en rörelsemarginal om **3,6** (-13,0) %
- Resultatet efter skatt uppgick till: **0,3** (-0,9) MSEK
- Kassaflödet från den löpande verksamheten uppgick till **-0,9** (-3,6) MSEK

Perioden 1 januari – 30 september

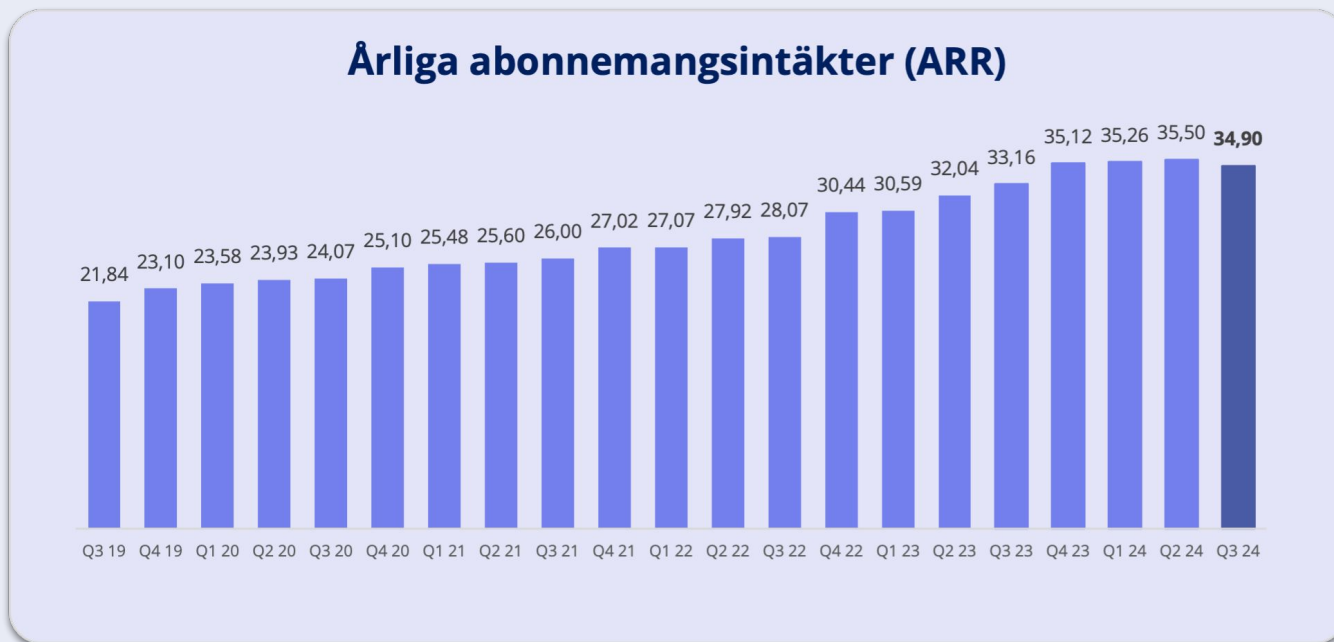
- Totala återkommande abonnemangsintäkter uppgick till 26,7 MSEK, vilket är en ökning med 13% jämfört med föregående år.
- Abonnemangsintäkternas andel av nettoomsättningen under perioden uppgick till 88 %.
- Rörelsens intäkter ökade med 8% jämfört med föregående år.

Perioden 1 juli – 30 september

- Totala återkommande abonnemangsintäkter uppgick till 8,9 MSEK, vilket är en ökning med 9% jämfört med föregående år.
- Abonnemangsintäkternas andel av nettoomsättningen under perioden uppgick till 92%.
- Rörelsens intäkter ökade med 5% jämfört med föregående år

QBank's financial KPI's

ARR – Annual recurring revenue by quarter (Mkr)



Average ARR CAGR (Annual recurring revenue compound annual growth rate)
2016 – Q3 2024, 10%

QBank's financial KPI's

KPI	2020	2021	2022	2023	R12 (Oct 23-Sep 24)
Subscription revenue (Mkr)	24,2	25,7	27,8	32,0	35,2
Subscription CAGR	17%	6%	8%	15%	14%
Revenue (Mkr)	31,1	35,6	34,5	38,5	40,8
Revenue CAGR	8%	14%	-3%	12%	9%
EBIT (Mkr)	0,7	-5,7	-14,7	-7,7	-2,4
Net income (Mkr)	0,5	-4,6	-11,7	-6,1	-1,7
Net cash (Mkr)	16,3	8,6	13,8	8,5	15,1

* Revenue CAGR compared to the same period previous year

Business model:

SaaS - Software as a Service

Actual Annual Recurring Revenue (ARR): 34.9 Mkr

CAGR

5%

QBank does not capitalize development costs

Latest financial reports can be found at:

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

QBank | Who we are

Empower your business with QBank DAM



In 2023, QBank 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.



Lantmännen



We scored an
NPS of 33
in our latest survey

June 2024

33

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 target
customers.**

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 Our Friends: The QBank Customer Community

Hemköp

↔ DOMETIC

Swedish Match.**

ARJO

MORAKNIV®

Lantmännen

Atlas Copco

J.LINDBERG

elfa®

COOP

TePe

stadium®

**TOYOTA
MATERIAL HANDLING**

KALMAR

GEELY

COOP

Metso

ERICSSON

**ASTRID
LINDGREN
COMPANY**

Securitas

QBank | Who we work with

Meet Our Friends: The QBank Partner Community

NEXER

 avensia

 CONSID

inriver

 Brandwatch

 umbraco

 Optimizely

 Showpad

 Bluestone PIM

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



Subscription Fee

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

Professional Services

(Creates stickiness &
enables expansion)

The Investment Case - Capitalize on the opportunity

- **Foundation for Growth:**

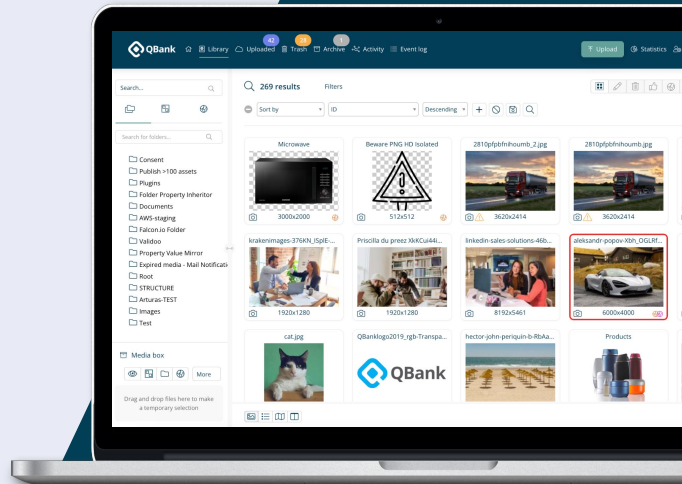
Given QBank's promising position in a very healthy and growing market, the company has since 2021 added new hires and done replacements to be able to **have the organization needed in order to accelerate ARR growth the coming years.**

- **Going towards Profitability:**

We are executing according to the plan that was set after the new issue of shares in June 2022 and **we are heading towards black figures again.**

- **Focus on Enterprise Customers:**

We are seeing momentum in **acquiring new strategic customers**, growing with existing customers and with continued low churn. **71 % of the ARR** consists of customers within the strategic segment (TCP) with an **NRR of >110 %**



Thank you for listening!

www.qbankdam.com

