

# quickbit

Q1 '20/21, jul-sep  
Investor Presentation  
18 November 2020

Serod Nasrat  
CEO

Simon Afeworki  
Head of Finance



# Highlights

**564 Mkr**

Revenue

**25 Mkr**

Gross Profit



Improved comparability  
with new accounting  
standard (IFRS)



Acquiring Partner with  
no rolling reserve



Growing and maturing  
organisation



Ongoing product  
development

# COVID-19



Forced changes due to societies closing down



Flexible business model proven



Continued investments for the future



Accelerating e-commerce & digitization



qb

quickbit



# Market opportunity



Crypto adoption  
increasing globally



Improved laws and  
regulation



Accelerated (CBDC)  
programs



Increased institutional  
acceptance





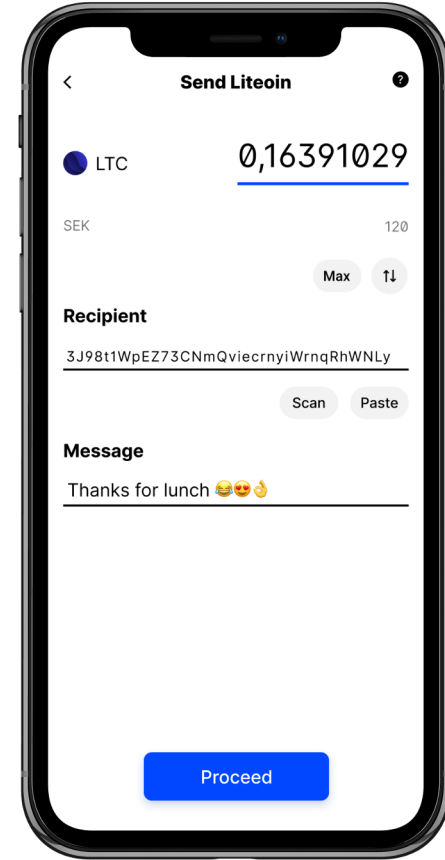
# Strategic direction

Innovative financial  
solutions that changes  
people's everyday lives

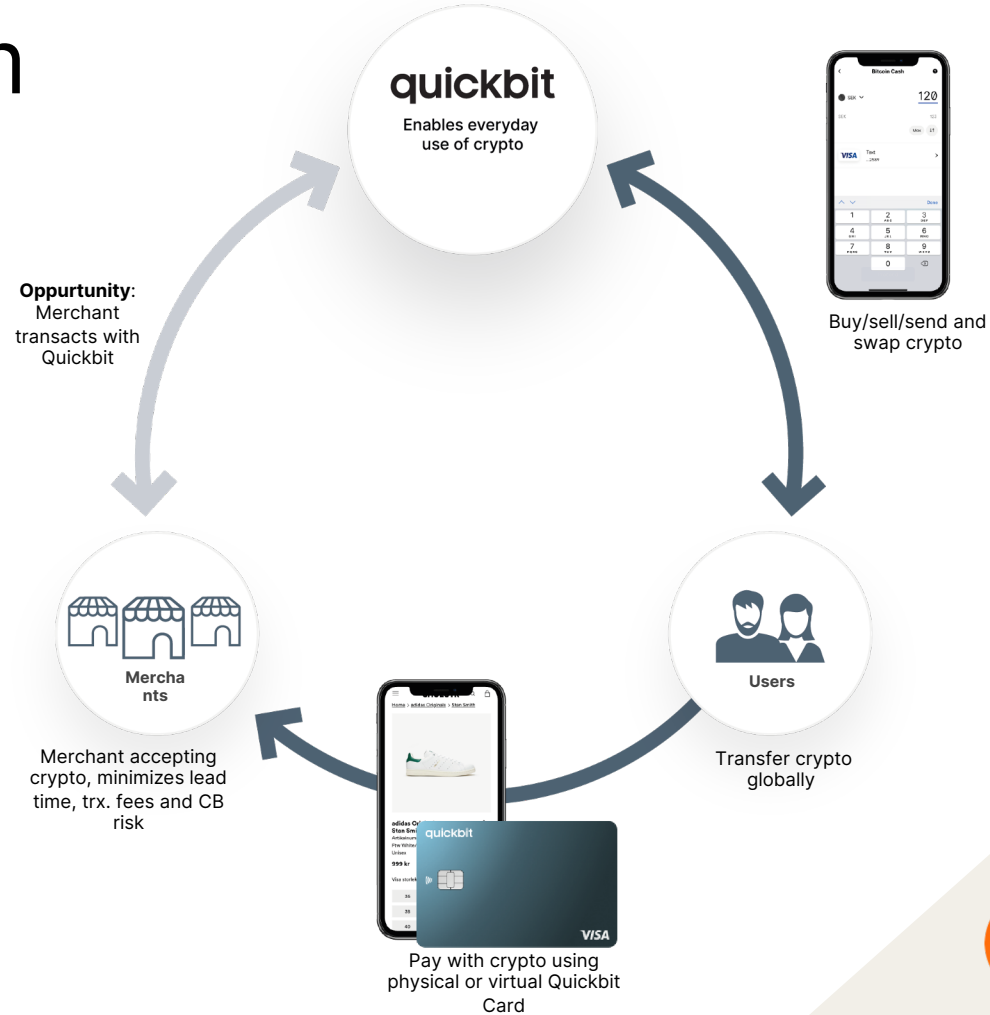
Market leading and  
global brand

Market's most attractive  
employer

Profitable and  
sustainable growth



# Ecosystem



# Quickbit App / Card



## Transact

Instantly Buy, Sell, Send,  
Swap or Spend your  
crypto



## Add Card

Seamlessly Digital card  
seamlessly integrated with  
your digital devices



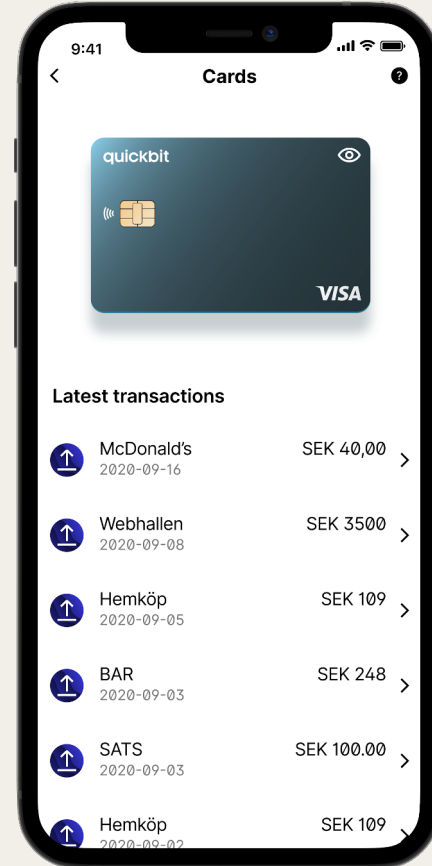
## Card

Spend your crypto at  
100+ million location  
globally



## Events

Track your finances and  
instantly send crypto on-  
chain



# Quickbit Affiliate



Effective affiliate model  
with low acquisition  
costs



Minimized transaction  
risk and low acquiring  
fees



Continuous improvement  
on conversion rates



Bring home off-shore  
development

9:41

## Order

Order summary

Amount	31,8 USD
Bitcoin	0.48717 BTC
Fee:	1,8 USD
Total:	31,8 USD

Enter wallet address here

LVoj2zXgNxe5qGuLxdUU2pKKGbgA4BgypW

i This is a wallet address supplied by you. The transfer is final and irreversible.

☒ I agree to the [terms & conditions](#)

**Confirm and proceed to payment**

**quickbit**

9:41

## Payment

VISA Mastercard

Order summary

Amount	31,8 USD
Bitcoin	0.48717 BTC
Fee:	1,8 USD
Total:	31,8 USD

Delivery wallet

LVoj2zXgNxe5qGuLxdUU2pKKGbgA4BgypW

Card number

1234 5678 9123 4567

Date CVC

12/31 123

**Pay**

**quickbit**

*\*Note: above fees and rates are fictional, and for illustration purposes only*



# Areas of interest



Infrastructure for  
merchants to accept  
cryptocurrency



Loyalty program for  
lower customer churn  
and increased lifetime  
value



Decrease volatility  
and broaden  
application



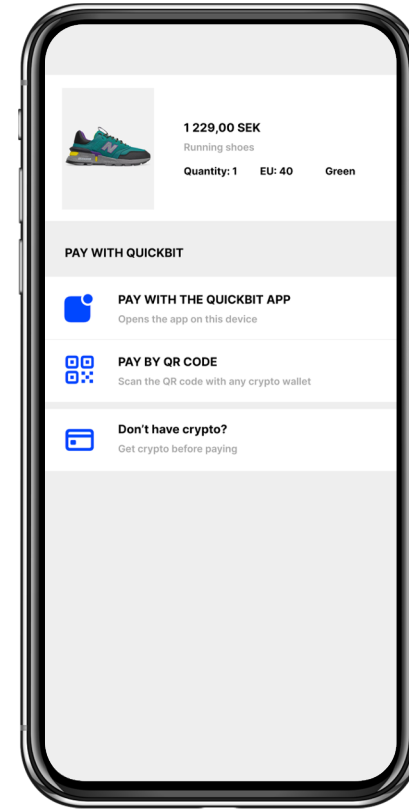
Issue payment cards  
and e-money  
(Electronic Money  
Institute)



# Financial Reporting



- Conversion to IFRS
- Restatement of previous 3 fiscal years
- 6 vs. 7 weeks to publish financial report



# Financials

Belopp i mkr	NOT	Första kvartalet	
		Jul-sep 2020	Jul-sep 2019
Nettoomsättning	2	563,5	982,9
Övriga rörelseintäkter		0,5	0,8
<b>Rörelsens kostnader</b>			
Inköp kryptovaluta och andra transaktionskostnader		-539,2	-943,3
Övriga externa kostnader		-7,0	-5,4
Personalkostnader		-4,4	-1,6
Avskrivningar av materiella och immateriella anläggningstillgångar		-2,0	-1,4
Övriga rörelsekostnader		-2,2	0,0
<b>Rörelseresultat</b>		<b>9,2</b>	<b>31,9</b>



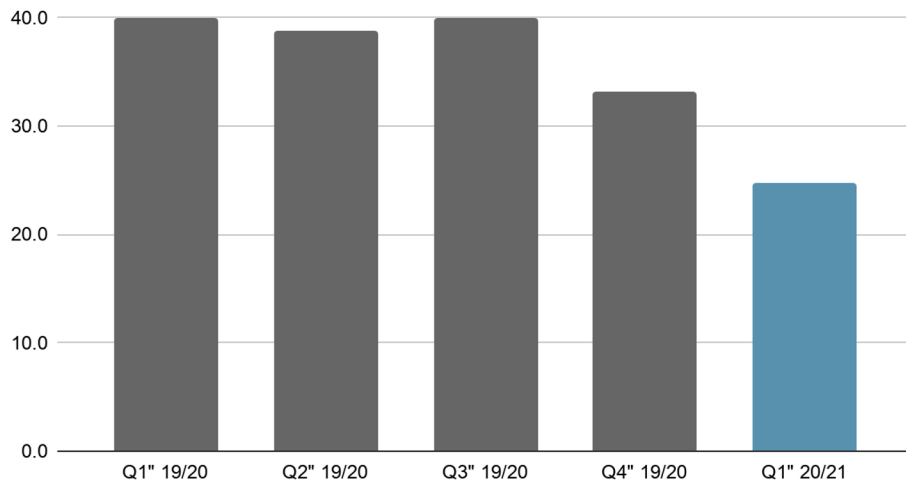
Decreased revenue as part of  
planned re-prioritization

Increased staff costs due to  
larger organization and  
continued investments

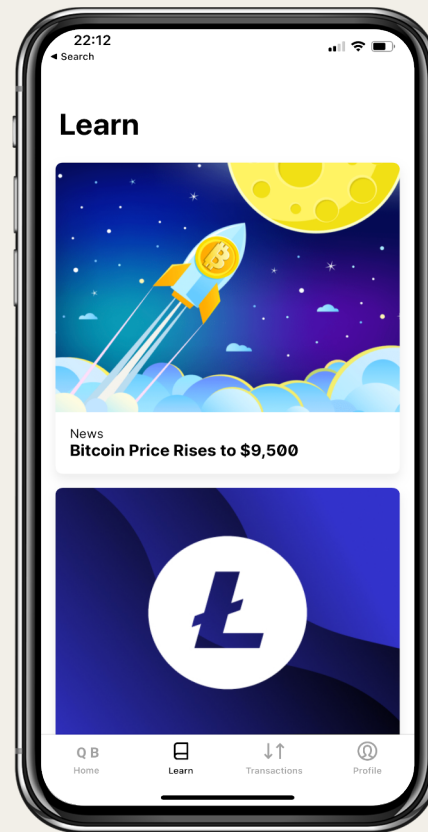
Profitable foundation

# Financials

GROSS PROFIT, Mkr



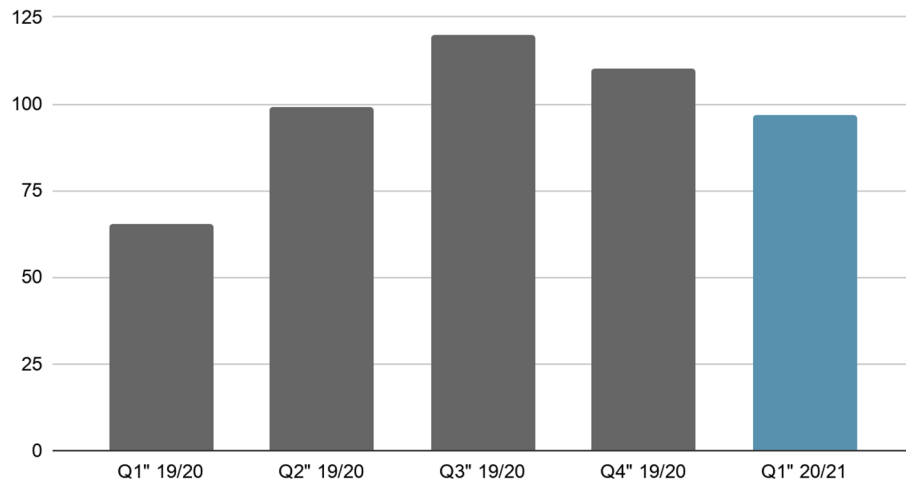
- Continued high gross profit despite lower turnover
- Historically high gross margin at 4.4% (4.1)
- Driven by transactions with lower risk & higher quality



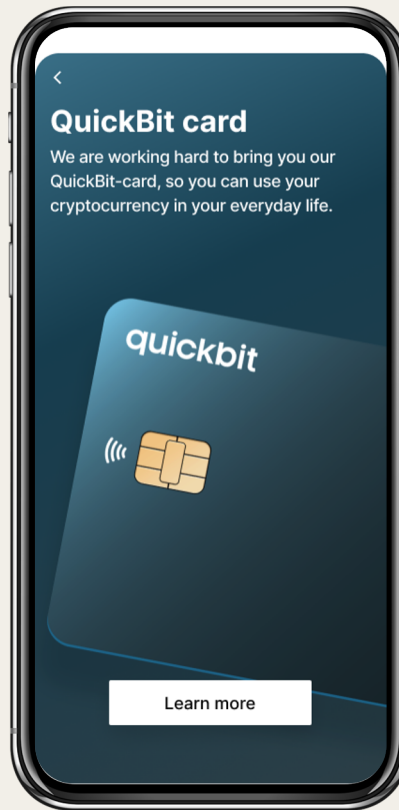


# Financials

ROLLING RESERVE, Mkr

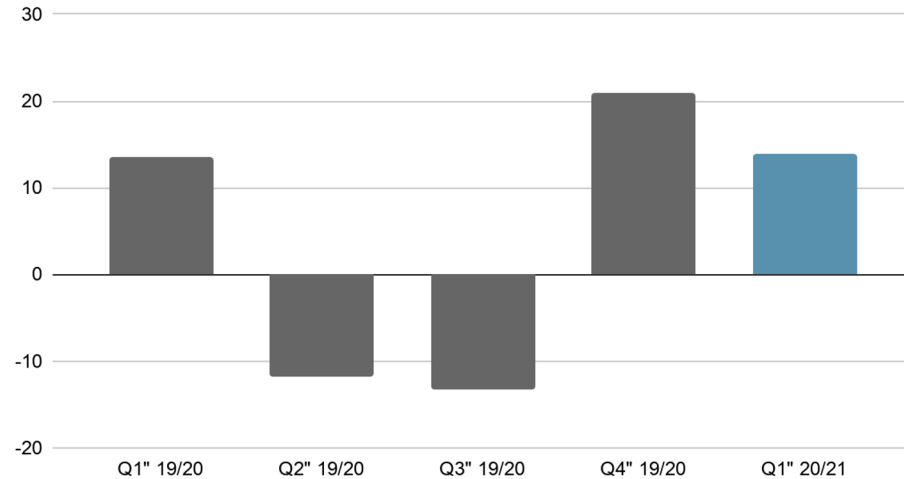


- Steady decrease of rolling reserve since Q3' 19/20
- No application of rolling reserve going forward
- Rolling reserve will continue to decrease

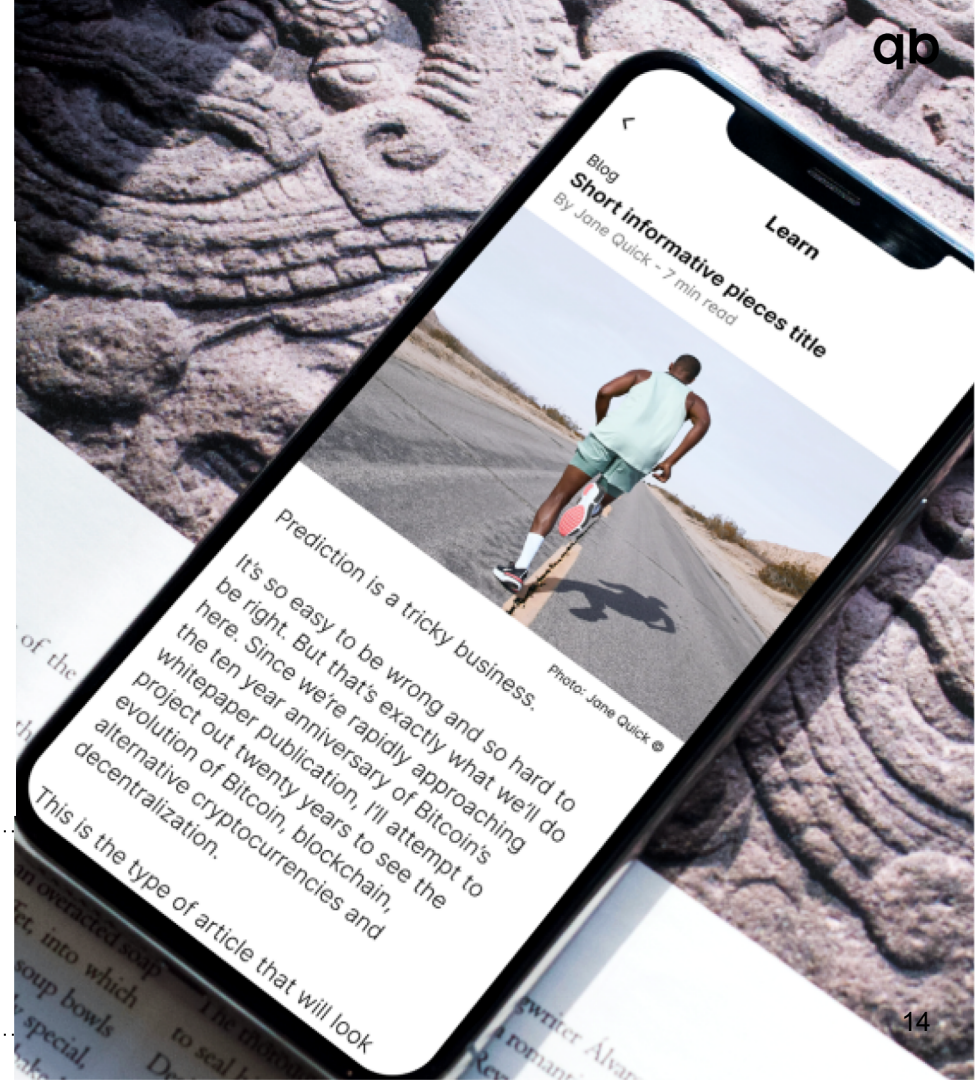


# Financials

OPERATING CASH FLOW, Mkr



- Broken trend of negative operating cash flow
- Driven by less capital intensive structures and decreasing rolling reserve



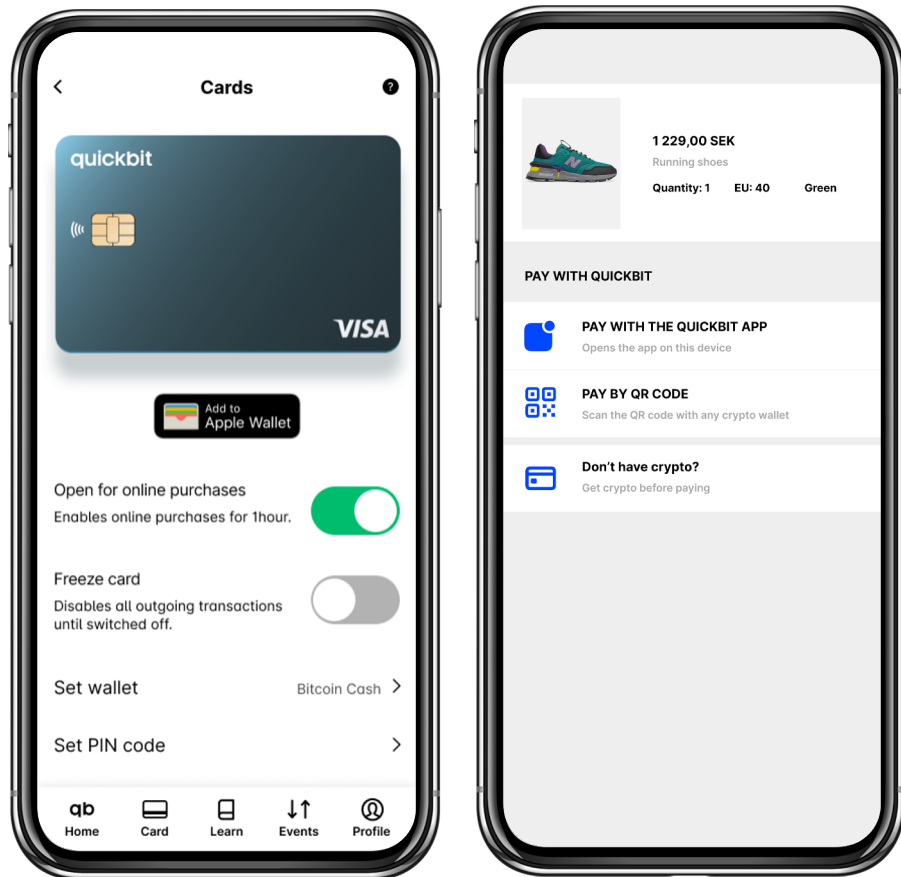
# Going forward

Develop end-to-end  
solutions for  
consumers and  
merchants

Provide application  
making crypto as useful  
as traditional currency

Conversion of  
Quickbit Warrants  
in December 2020

Re-invest in organisation  
and become market  
leader in crypto-  
payments



# Q&A