

Interim report Q2 '22/23

February 8, 2023

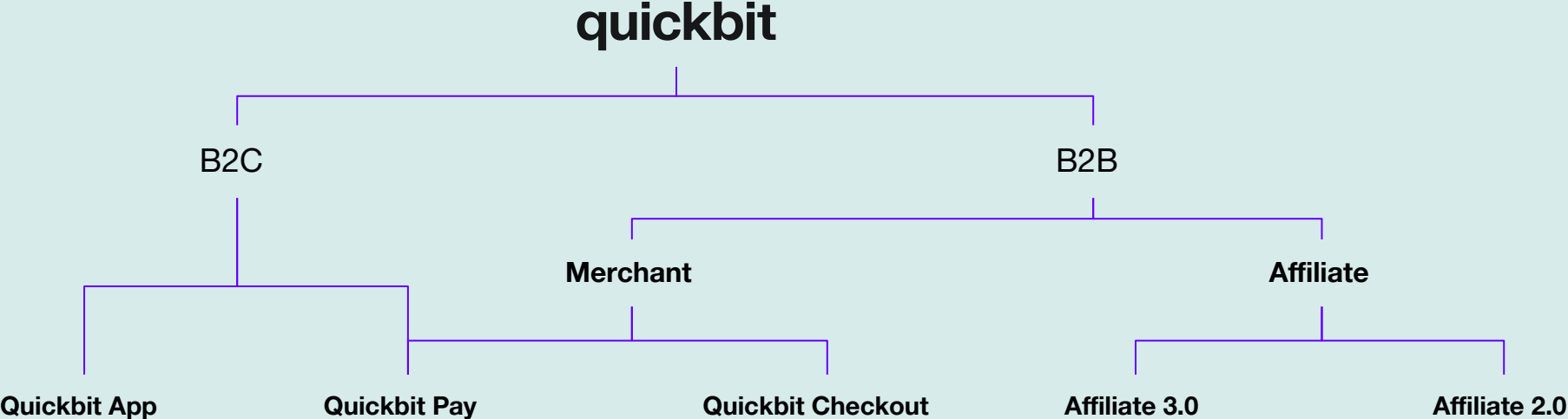
Anders Jonson, Interim CEO and Group President
Martin Samuelsson, Head of Product
Sneha Patel, Head of Finance

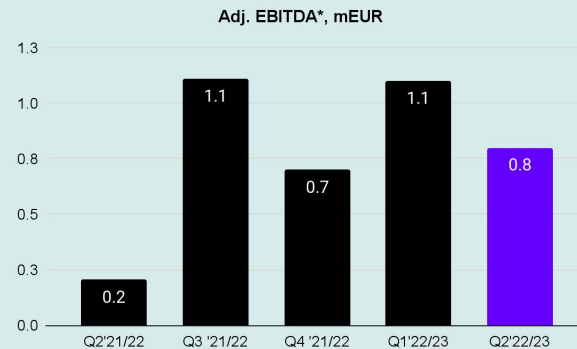
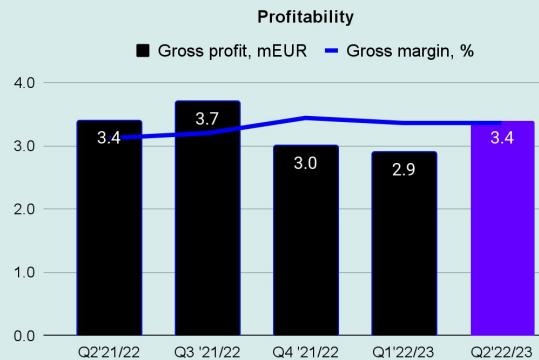
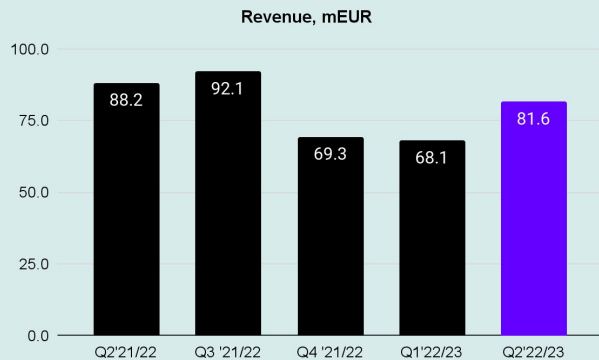
Q2 highlights

- **Revenue 82 mEUR**
- **Stable gross margin of 4.2%**
- **Geographic expansion & presence**
- **New Group Management and Board**
- **Release of Quickbit Checkout**



Quickbit product catalog





* Adjusted for items affecting comparability related to FX and other non-recurring costs.

Revenue development

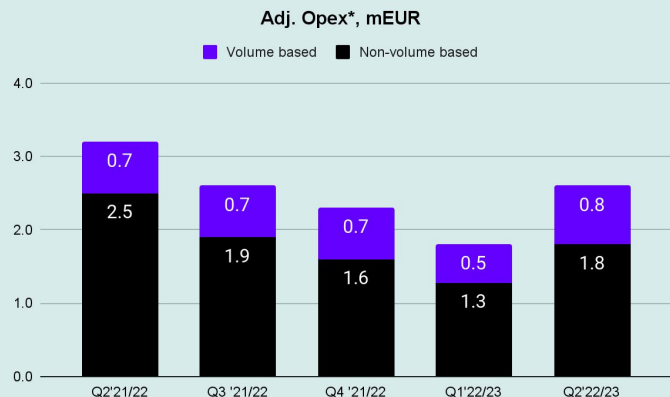
- Revenue of 81.6 mEUR (88.2)
- ADV of 0.9 mEUR (1.0)
- 20 % increase in revenue compared to Q1

Gross profit and margin development

- Gross profit of 3.4 mEUR (3.4)
- Gross margin of 4.2% (3.9)
- Stable gross margin compared to Q1
- 20 % increase in gross profit compared to Q1

Underlying profitability

- Positive Adj. EBITDA of 0.8 mEUR (0.2)
- Lower adjusted EBITDA compared to Q1 due to high operating expenses
- Continued work on cost efficiencies



* Adjusted for items affecting comparability related to FX and other non-recurring costs, as well as excluding depreciations.

Costs

- Adjusted OpEx 2.6 mEUR (3.2)
- Higher operating costs compared to Q1
 - Increase in volume based costs due to increased sales and systems integrated to streamline revenue flows
 - Increase in non-volume based related to advisory, recruitment fees and board insurance fees

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Financial position

- Cash position 2.4 mEUR (9.4)
- Cash reduced mainly due to acquisition of 4.5 mEUR
- Lower cash position in Q2 compared to Q1
 - Large one-time-payments end of December
 - Temporary increase in accrued revenue due to cut-off dates

Looking ahead

New launches - Quickbit Merchant

First customer signed

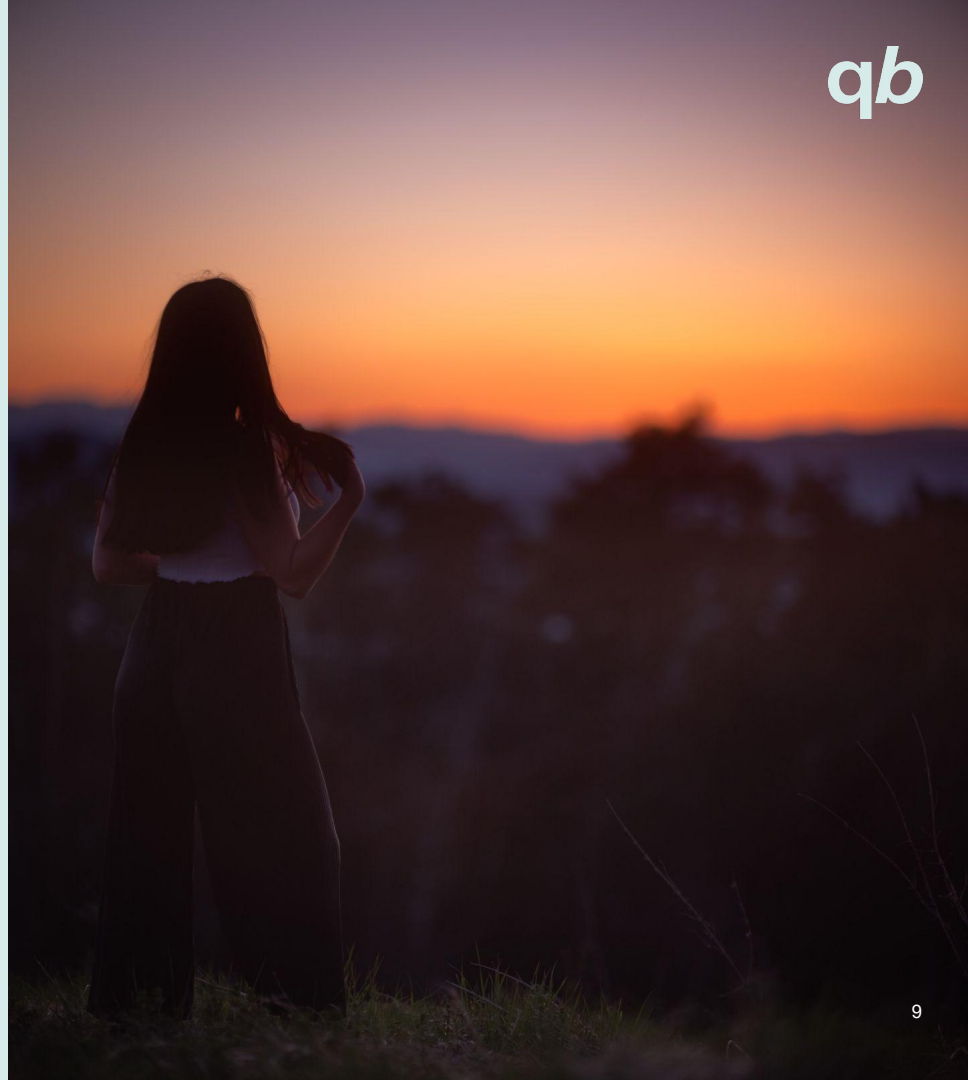
New B2B product

A new advanced Quickbit Affiliate product - will increase user experience for both merchants and customers

Future strategy

Diversified revenue flow

Increased sales focus with newly appointed Head of Growth



Q&A

qb

