

Year-end report 2021/2022

July 21, 2022

Hammad Abuiseifan CEO
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Q4 highlights

Revenue temporarily lower

Revenue of 69 mEUR (83), a temporary decrease primarily due to lower conversion rate - full year 38% increase

Gross margin increased

Gross margin of 4.3% (3.6%), up as a result of favorable product mix and cost efficiencies

Received last part of rolling reserve

Received the last 3.9 mEUR - strengthens financial position

High productivity and new releases 🇸🇪 💰

Quickbit Card released in Sweden and Norway

Earn Wallet finalized for launch

Progress in Merchant

Geographic expansion & presence

License approved in the Netherlands and preparations to launch Quickbit App, Card and Earn Wallet in Finland in August



Revenue mEUR

69 (83) Q4
347 (251) FY

Gross margin

4.3% (3.6%) Q4
3.9% (4.2%) FY

Transaction volumes

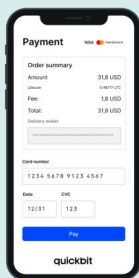
ADV in Q4 of 0.8 mEUR (0.9) - temporary decrease primarily due to lower conversion rate - upgrade of the underlying systems

Migration of merchants

of merchants up to 82 - an increase of 8 merchants during quarter

Growing margin

Favorable business mix within Affiliate. Continue to strengthen profitability.



Highlights

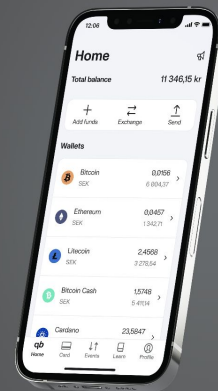
Earn Wallet developed during quarter and launched in early July - the only Swedish crypto company to offer this capability 💰💰💰

Launched a campaign where users get free transactions in Quickbit App up to 500 EUR - attracting first time users and drive adoption 📱

Future opportunities

Continue adding new features and functionalities e.g. new coins to Earn Wallet, buying EUR in Quickbit App

Geographic expansion - Quickbit App will be released in new markets: Finland & the Netherlands



Quickbit Card

Highlights

Broadly released to public in Sweden and Norway

Converts cryptocurrency into instant payment

Future opportunities

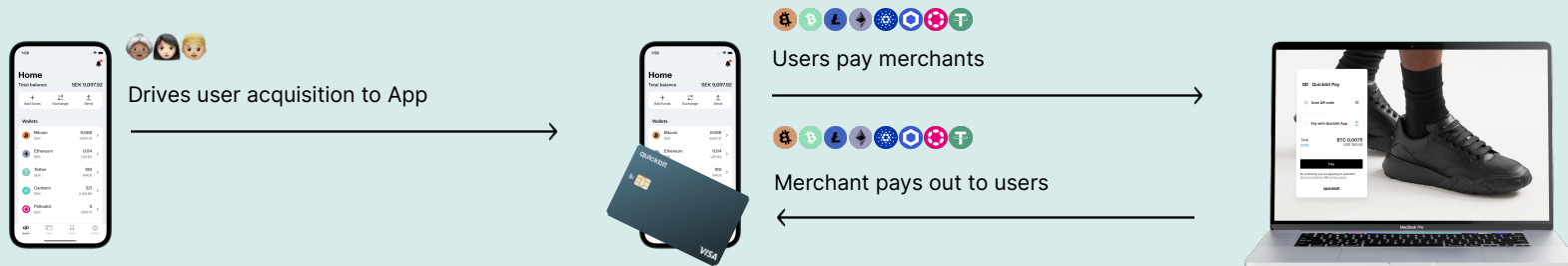
Strengthen customer offering together with App

Geographical expansion along with App

Connecting Card directly to a crypto wallet

Digitalizing Quickbit Card





Quickbit **Affiliate**

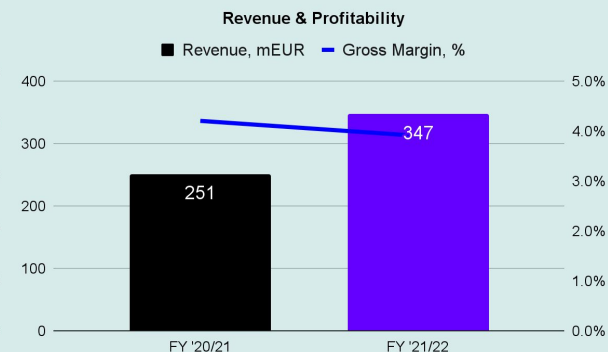
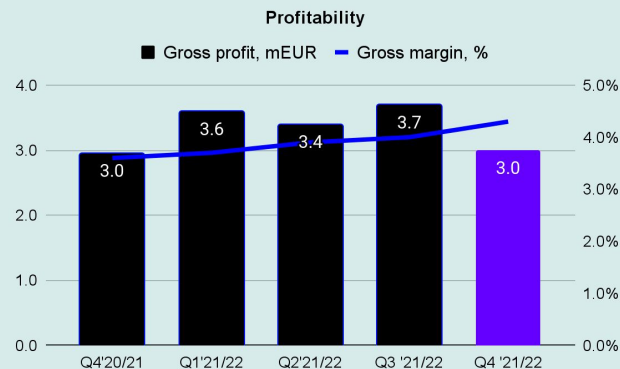
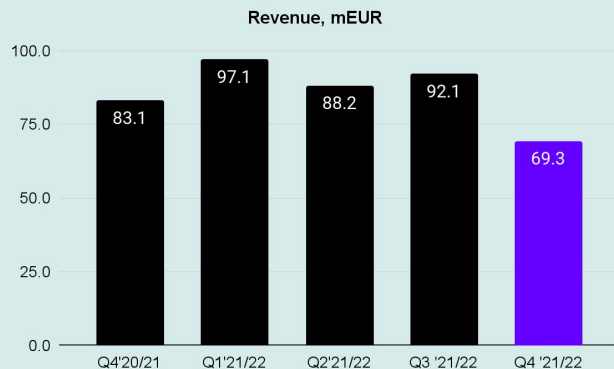
- Simple card-to-crypto solution for e-merchants to accept crypto
- Our user & merchant acquisition engine
- Merchants' customer -> Quickbit user
- €1bn revenue so far & unsaturated market

Quickbit **App, Card & Earn**

- Digital wallet: Send/Buy/Sell/Receive, etc
- Platform to tap P2P and DeFi opportunities
- Quickbit Affiliate drives user acquisition to Quickbit App at zero acquisition cost
- Increasing share of users' finances for Quickbit

Quickbit **Merchant**

- Seamless plug & play e-merchant integration
- Get paid & pay out with crypto-to-crypto trx
- Closed eco-system together w/ Quickbit App
- Settle instant, no middle-men for merchants
- Two revenue streams & higher margins for Quickbit



Revenue development

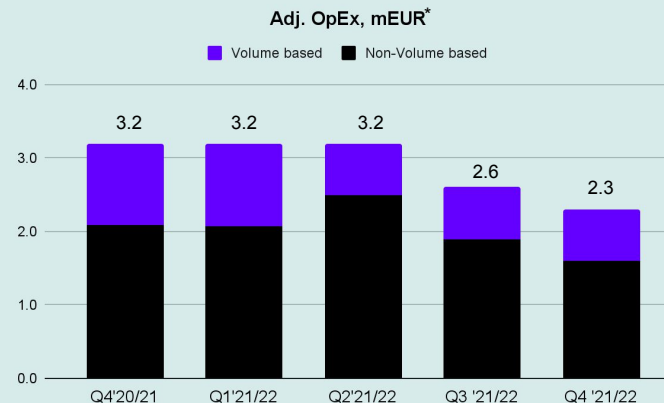
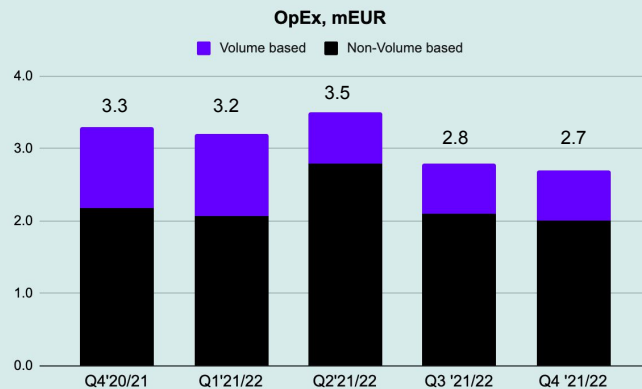
Revenue of 69.3 mEUR (83.1), a temporary decrease primarily due to lower conversion rate.
ADV of 0.8 mEUR

Gross profit and margin development

Gross profit of 3.0 mEUR
Gross margin of 4.3% (3.6%), up as a result of favorable product mix and cost efficiencies

Full year Revenue & Profitability

Revenue growth by 38%
Gross margin of 3.9% (4.2%)



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

Decreasing cost base

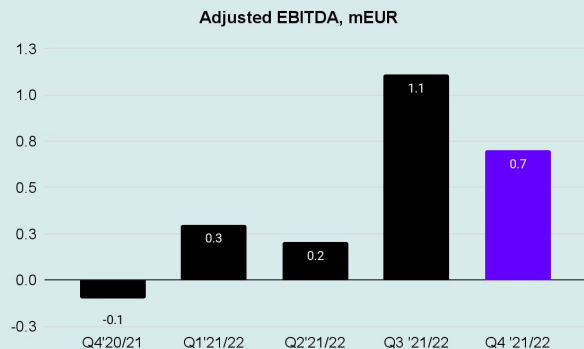
We are lowering our cost base as a result of lower variable costs, incl. erasing introducer fees, and less consultants

Lowering volume based costs

Creates scalability and explains lower cost base despite continued investments in e.g. new geographies

Staff and Consultants

Continuing transition to employees instead of consultants to create a more cost efficient and maturing organization



Underlying profitability

Positive Adj EBITDA - margin and cost level reflects sound business model

Strong financial position

Debt free company with 9.9 mEUR in cash

Rolling reserves

Received the last 3.9 mEUR in the quarter - strengthens financial position

Looking ahead

Rollout of features in app

We are working on more features; Buying EUR in App & connecting Card to crypto wallet

New launches

Quickbit Merchant - launch of Quickbit Merchant platform with progress being made on first product

More products to be added on Quickbit Merchant platform

New markets

Preparing for launch of App and Card in 🇫🇮 in August

License approved in 🇮🇪 - initial launch preparations

Other countries in EU: initial preparations underway



Q&A

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