



Qt Group Plc

HALF-YEAR REPORT 1.1.2018 – 30.6.2018

August 9, 2018



Contents

- 1 Key Messages Q2 2018
- 2 Financials
- 3 Strategy and Outlook 2018





Key Messages Q2 2018



Exceptional revenue growth due to several large license deals



Exceptional growth of 52%

- › Q2 Revenue EUR 13.4 million (8.8)
- › Quarterly variation in revenue growth has been expected due to large deals impacting performance of isolated quarters
- › Expect more moderate growth in H2 2018



Further customer benefits with Qt

- › Qt improves cooperation between designers and software developers
 - › Qt Design Studio and Qt 3D Studio 2.0
- › Qt integrates functional safety compliance into safety-critical systems and devices
 - › Qt Safe Renderer 1.0



Positive operating result

- › Q2 Operating result EUR 1.3 million (-0.2) driven by strong growth in revenue
- › Due to investments in growth, operating result will clearly show a loss in 2018

Qt accelerates customers' R&D innovation



Relevant across industries

Qt powers multiple devices and applications in everyday life

Many of the devices you use daily are Qt-powered

■ Home

Smart Beds & Sleep monitoring systems

Home Automation Systems – Wall Thermostats, Security systems

Smart showers and faucets

Connected refrigerators and kitchen appliances

■ Free Time

Smart TVs, Set-Top-Boxes

Digital Cameras

Smart phones & tablets

Medical Infusion Pumps

■ Transportation

Car IVI and Clusters

Maritime navigators

Airplane entertainment systems

Elevator control panels

■ Work

3D Printers

Vending machines & soda fountains

Industrial Automation systems, Smart factory lines

Visual collaboration systems

LG electronics smart washer and fridge



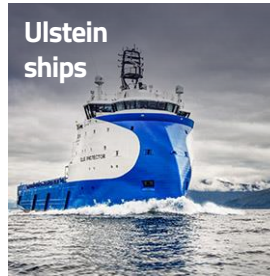
LG Smart TVs



Hasselblad cameras



Ulstein ships



Evoca Coffee Machine

Tableau BI-software



Randox Medical analyzer



Daimler MBUX



Formlabs 3D printer



Dolby conference phone



Qt enhances customers' R&D cost efficiency

Case AirServer





Financials



Full year 2018 revenue growth estimated to be over 20 per cent in comparable currencies

EUR 1,000	4–6/2018	4–6/2017	Change, %	1–6/2018	1–6/2017	Change, %	1–12/2017
Licence sales and consulting	9,777	5,436	79.9%	16,683	10,935	52.6%	23,030
Maintenance revenue	3,599	3,352	7.4%	7,021	6,499	8.0%	13,230
Group total	13,376	8,788	52.2%	23,704	17,434	36.0%	36,259

- › Developer licenses, distribution licenses and consulting all contributed to growth at strong double digit growth rates
- › Continued strong demand provides a solid foundation for the second half of the year, however, expect more moderate growth in H2 2018

1H 2018: Profit and loss

+36.0%

Revenue
growth

EUR million	1-6/2018	1-6/2017	Change, %	1-12/2017
Net sales	23,7	17,4	36.0%	36,3
Other operating income	0,6	0,5	25.2%	1,1
Materials and services	-0,5	-0,8	-36.8%	-1,1
Personnel expenses	-16,7	-12,7	31.6%	-27,0
Depreciation and amortization	-0,5	-0,5	9.0%	-0,9
Other operating expenses	-6,1	-5,1	20.6%	-11,6
Operating result	0,4	-1,2		-3,2
Financial expenses (net)	-0,1	-0,2	-39.9%	-0,5
Profit before taxes	0,2	-1,4		-3,7
Income taxes	0,1	0,1	-46.4%	0,5
Net profit for the review period	0,3	-1,3		-3,2
Earnings per share, EUR*	0.01	-0.06		-0.14

*Share issue Q2/2017

Implementation of growth strategy on track

- › 1H growth +44.0% in comparable currencies
- › Expected quarterly variation in growth emphasized in Q2
- › Revenue growth was based on a broad global customer base representing many different industries

Investment

- › Investments required for growth have been pursued systematically
 - › The number of personnel was 296 (256) at the end of the first half

Profitability

- › Operating result for the first half positive due to strong growth
 - › Q2 includes EUR 0.4 million (0.4) R&D grant in other operating income

1H 2018: Balance Sheet

11,5 M€
Cash at hand

- No capitalized R&D expenses
- No significant, individual risk exposure in trade receivables
- Solid cash position

Assets

EUR million	30 June 2018	30 June 2017	31 December 2017
Non-current assets			
Goodwill	6,6	6,6	6,6
Other intangible assets	4,8	5,1	5,0
Tangible assets	1,3	0,5	1,1
Long-term receivables	0,2	0,0	0,2
Deferred tax assets	2,5	1,6	2,0
Total non-current assets	15,3	13,8	14,8
Current assets			
Trade receivables	9,5	7,9	7,8
Other receivables	4,8	2,9	3,1
Cash and cash equivalents	11,5	13,4	11,7
Total current assets	25,8	24,2	22,6
Total assets	41,1	38,0	37,5

EUR million	30 June 2018	30 June 2017	31 December 2017
Total equity	20,9	22,1	20,3
Long-term interest-bearing debt	0,3	0,1	0,4
Deferred tax liabilities	0,4	0,4	0,3
Other long-term liabilities	0,9	0,5	0,8
Total long-term liabilities	1,7	0,9	1,5
Short-term interest-bearing debt	0,4	0,1	0,3
Other short-term liabilities	18,2	14,9	15,4
Total short-term liabilities	18,6	15,0	15,7
Total liabilities	20,3	15,9	17,2
Total equity and liabilities	41,1	38,0	37,5



Strategy & outlook 2018

Strategic Goals for 2017 - 2021

Revenue

- › Delivering on growth strategy is the most important goal
- › Selective use of M&A to support the growth

Total expenses






- › Executing growth investments to enable top-line growth

EBIT

- › Deliver positive EBIT in FY2019
- › Reach EBIT higher than 15% of Net Sales in FY2021

Dividend policy

- › The company's aim is to refrain from the distribution of dividends until further notice

	2016	2017	2018	2019	2020	2021
Net Sales	€32,4M	€36,3M				€100M
Total expenses	€34,7M	€40,6M	Increase up to 10M€	Moderate increase	Moderate increase	Moderate increase
Investment funding	Interest bearing debt	Proceeds from share issue	Proceeds from share issue	Cash flow	Cash flow	Cash flow
EBIT	-€1,7M	-€3,2M		Positive		> 15% of Net Sales

Outlook 2018

- › In comparable currencies, revenue in 2018 is estimated to increase by over 20 per cent year-on-year
- › Due to investments in growth, the company's operating result will show a loss in 2018
- › Quarterly variation in revenue growth continues due to timing of large deals impacting performance of isolated quarters



THE FUTURE
IS WRITTEN WITH

