

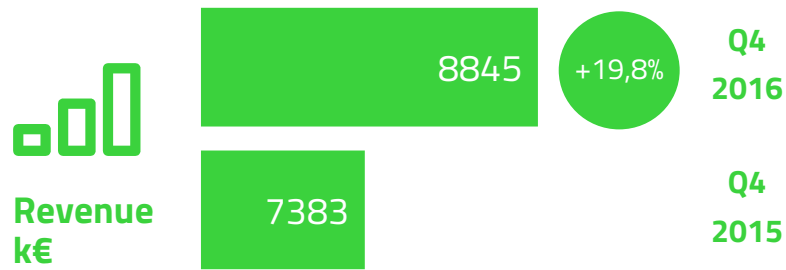


Qt Group Plc

FINANCIAL RESULTS Q4 AND FULL YEAR 2016

16 February 2017

Highlights



Strong growth continued

- > 10-12 / 2016: 8,8M€ (7,4):
 - > 19,8 % growth
- > 1-12 / 2016: 32,4M€ (26,9):
 - > 20,3% growth



Business on wide ground

- > Operating in over 70 industries
- > Automotive growing: Qt has business operations with most of Top 10 Automotive brands

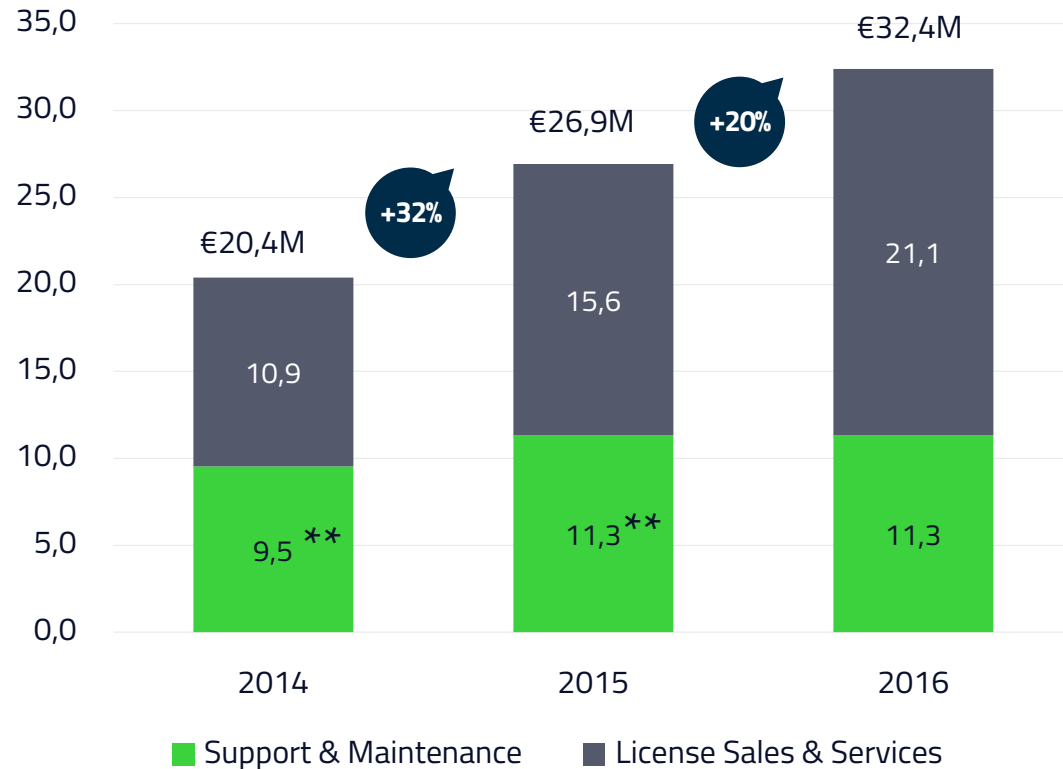


New Strategy and Goals

- > 2021: 100M€ revenue, >15% EBIT
- > Additional 15M€ funding by a rights issue

2016 Strong growth in the global market continued

Revenue by products & services



License sales & consulting:

- › Developer licenses, distribution licenses (runtimes)
- › Consulting & other services

Support & maintenance:

- › Annual maintenance fees

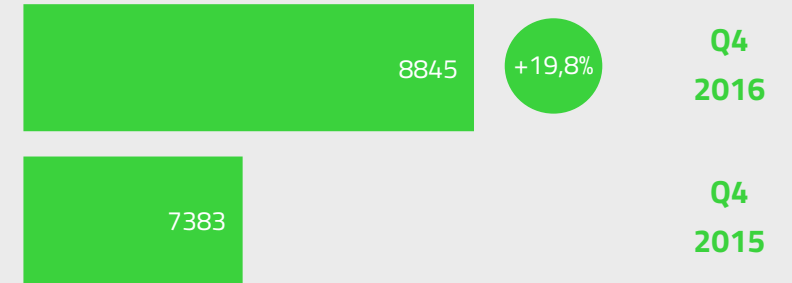
**One-off Nokia revenue


- › 1 850K€ in the 12 months of 2014
- › 1 388K€ in the first nine months of 2015

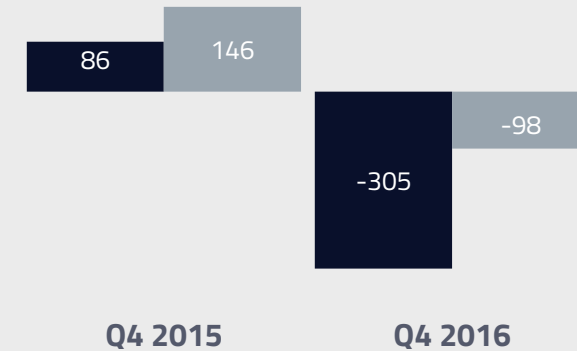
Key Financials Q4 / 2016

Thousand EUR	10-12 / 2015	10-12 / 2016
Revenue	7 383	8 845
Growth%		19,8 %
Other operating income	400	476
Total expenses	7 696	9 625
EBIT	86	-305
Comparable operating profit*	146	-98
EBIT%	1,2 %	-3,4 %
Average number of employees	182	218
*Items affecting comparability	60	207

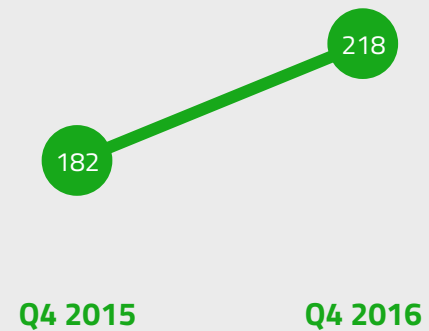

Revenue



 **EBIT and Comparable operating profit**



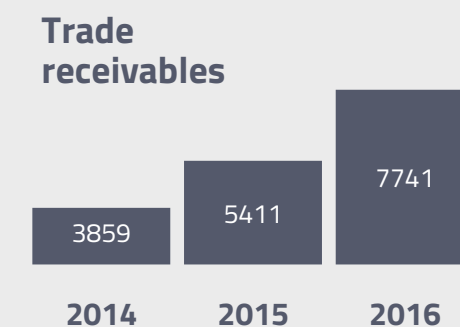
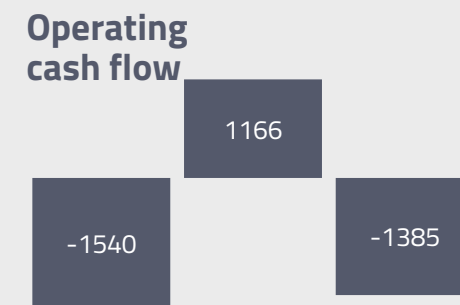
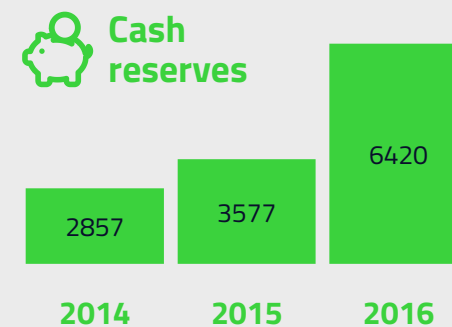
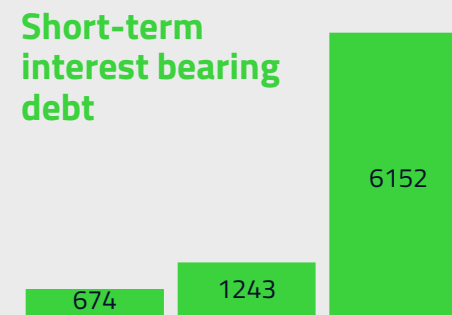
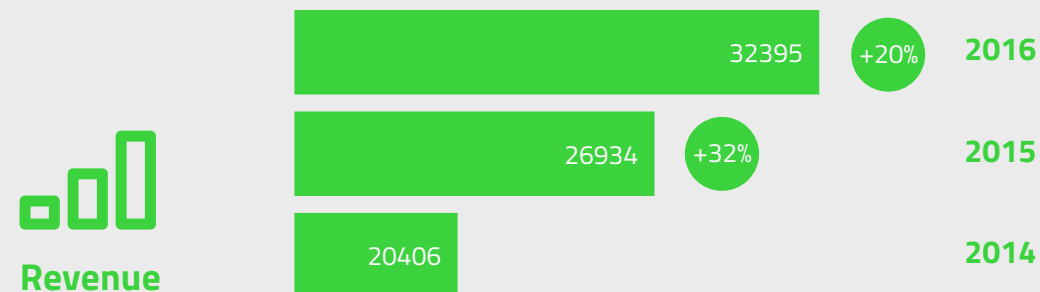
 **Average number of employees**



Key Financials 2014-2016

Thousand EUR	1-12 / 2014	1-12 / 2015	1-12 / 2016
Revenue*	20 406	26 934	32 395
Growth%		32 %	20 %
Other operating income	1 184	1 821	528
Total expenses	23 591	26 967	34 658
EBIT	-2 001	1 786	-1 736
Comparable operating profit**	-1 850	1 922	291
EBIT%	-9,8 %	6,6 %	-5,4 %
Average number of employees	176	180	209
Operating cash flow	-1 540	1 166	-1 385
Trade receivables	3 859	5 411	7 741
Operating cash flow	-1 540	1 166	-1 385
Cash reserves	2 857	3 577	6 420
Short-term interest bearing debt	674	1 243***	6 152
<i>*One-off Nokia revenue</i>	1 850	1 388	0
<i>**Items affecting comparability</i>	151	136	2 026

***1,1M€ loan from Digia paid back in June 2016



2017 Financial Reporting

- › Revenue by products and services will be reported as follows
 - › License sales and consulting
 - › Support and maintenance
- › 2016 comparison figures

Thousand EUR	1-3/2016	4-6/2016	7-9/2016	10-12/2016	1-12/2016
License sales and consulting	4 435	6 215	4 567	5 855	21 073
Support and maintenance	2 713	2 720	2 900	2 989	11 322
Total revenue	7 148	8 935	7 467	8 845	32 395

Qt

Renewed Strategy and Goals 2017-2021

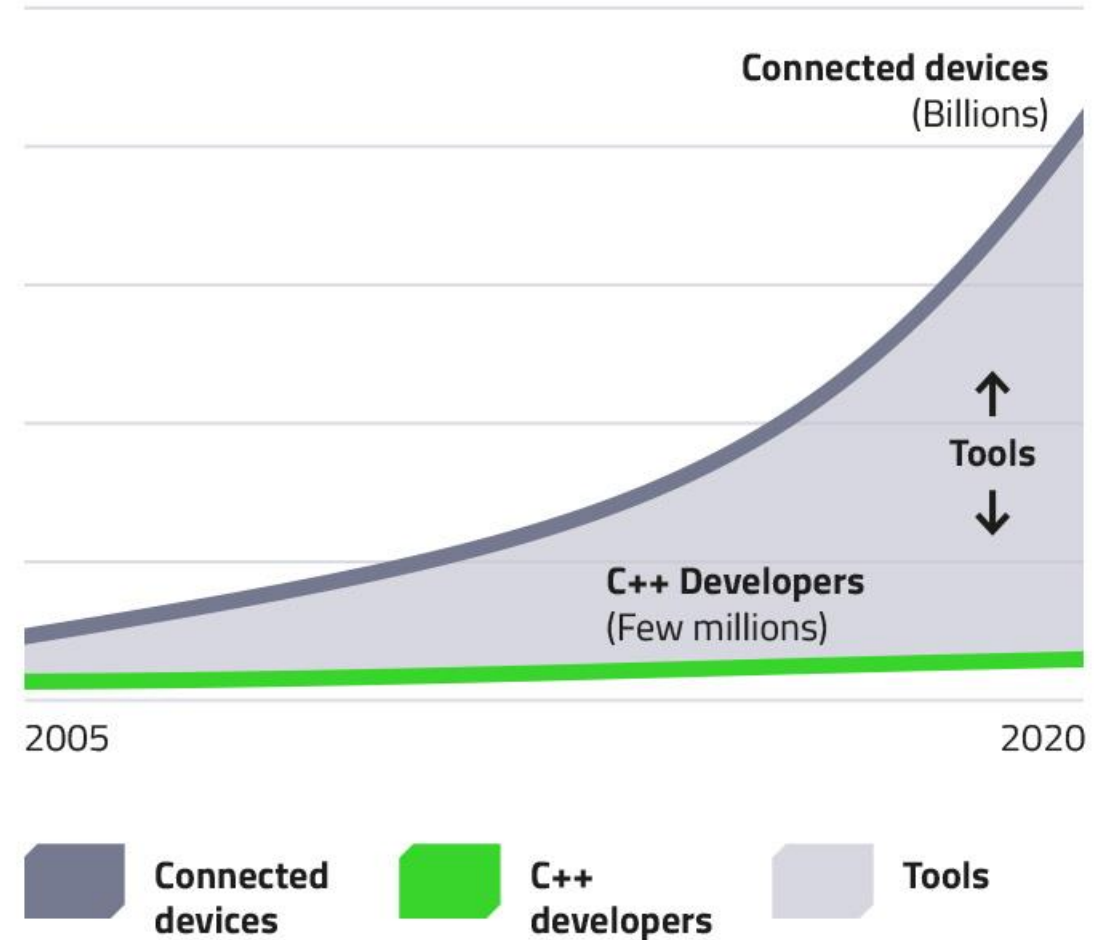
Exponential Growth of Connected Devices Provides a Scalable Business Opportunity for Qt

The number of devices that will be made is growing much faster than the number of developers that are educated and brought into the industry

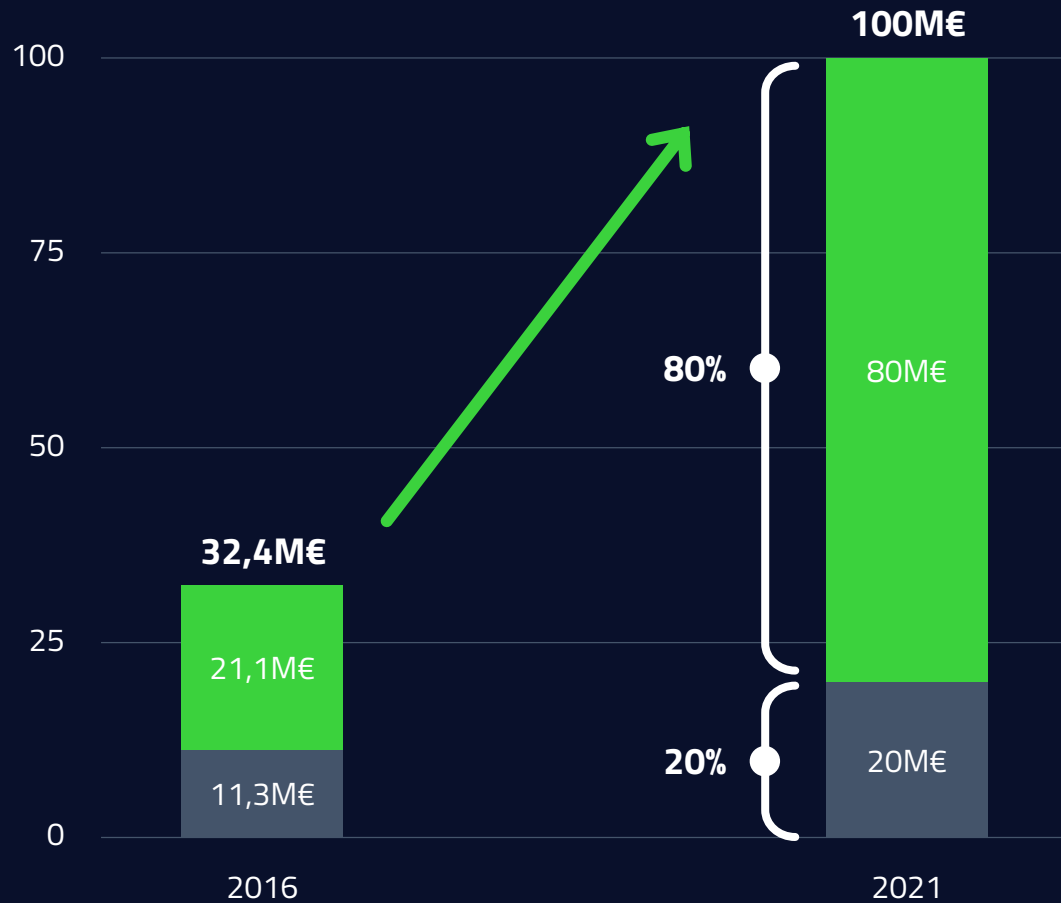
1 Biggest growth potential for Qt lies in connected device volumes

The IoT trend leads to a higher demand for creating devices; with less costs and with fewer people

2 Powerful cross-platform frameworks and tools are required for the change to take place.



2021 Goal: 100M€ Revenue, >15 % EBIT



License Sales & Consulting (target 80% of revenue):

- > 60%-p. of Revenue from License Sales
 - Build scalable business model with recurring revenue from Distribution licenses
- > 20%-p. of Revenue from sustainable stand-alone Consulting & Premium Support business
- > Mainly from organic growth, but selective use of M&A is possible to support the growth

Support & Maintenance (target 20% of revenue):

- > Sustainable business model with automatically renewing annual maintenance for the Developer license installed base
- > Auto-renewals defend the existing business from customer churn and bring efficiency gains in Business Operations

Additional Growth Investment 2017 - 2018

- › Up to €10M year-on-year increase in total expenses in 2017 and 2018 each
- › Investment supports local geographic presence, industry focus of growing the business and product quality
 1. Growing the global sales network and
 2. Product offering in selected industries
- › Investment funded by raising capital with rights issue
- › Additional investment realized in phases, investment decisions subject to the growth plan being successfully executed by the management



Up to
20 M€



Additional
Growth
Investment
2017-2018

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					€100M
Total expenses	€34,7M	Increase up to 10M€	Increase up to 10M€	Moderate increase	Moderate increase	Moderate increase
Investment funding	Existing loan	Rights issue Q2/2017	Rights issue Q2/2017	Cash flow	Cash flow	Cash flow
EBIT	-€1,7M			Positive		> 15% of Net Sales



2017 Full Year Outlook

2017 Full Year Outlook

- › The company estimates that its net sales in 2017 will increase by 15–20 per cent year-on-year.
- › Due to investments in growth, the company's operating result (EBIT) will show a substantial loss in 2017.

15-20%
revenue
growth

Operating result
(EBIT) will show
a substantial
loss in 2017 due
to growth
investments



THE FUTURE

is written with

