Q4 2018

Strong performance in 2018

15.2.2019 Juha Varelius, President and CEO
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Key Messages Q4 2018
Double digit revenue growth continued

› Quarterly variation in revenue growth has been expected due to timing of large deals
  › Q4 revenue EUR 11.1 million, growth of 10%

› Full year 2018 revenue EUR 45.6 million, growth of 26%
  › Full year 2018 distribution license revenue 12.0 M€, growth of 28%

› In comparable currencies, revenue in 2019 is estimated to increase by over 15 per cent year-on-year

Strategy execution is on track

› Operating result was negative as expected
  › Q4 at EUR -1.7 million (-0.7)
  › Full year 2018 at EUR -2.3 million (-3.2)

› Growth investment focus on expanding our sales and consulting network
  › Number of personnel 306 (276) at the end of Q4

› Operating result is expected to show a loss in 2019 due to growth investments
Qt World Summit gathered 1 500 Qt enthusiasts

Michel Min, Global Marketing Manager IPC, Omron

Sunghyun Cho, Product Manager, LG Electronics

Mykhaylo Chayka, Head of UI/UX development, Daimler

Bruno Abinader, Software Engineer, Mapbox

Fabrizio Monaco, PM Automotive HMI, TomTom

Paul Chen, Global Software Product Director, Yuneec

David Johnsen, Staff Engineer, Mentor, A Siemens Business

Euan Cameron, CTQ, Runtime and Applications Group, Esri

Jeffrey Cotter, Feature Eng., Ford Motor Company
Harman customer video on web
Qt presented in the LG’s CES keynote

Dr. I.P. Park
President and Chief Technology Officer
LG Electronics
Performance improvements and new features

› Qt for Python was launched
  › Qt for Python doubles the potential number of Qt users
› Designer Developer workflow developed
  › Qt Design Studio 1.0
  › Qt 3D Studio 2.2
› Qt 5.12. was released
  › focusing on quality and performance
Qt for Python video on web
Financials
2018 revenue grew by 26 per cent

- Developer licenses, distribution licenses and consulting as well as maintenance all contributed to growth at strong double-digit growth rates
  - Full year 2018 distribution license revenue 12.0 M€, growth of 28%

- Full year 2019 revenue growth estimated to be over 15 per cent in comparable currencies
  - Continued strong demand provides a solid foundation for 2019

<table>
<thead>
<tr>
<th>EUR 1,000</th>
<th>10–12/2018</th>
<th>10–12/2017</th>
<th>Change, %</th>
<th>1–12/2018</th>
<th>1–12/2017</th>
<th>Change, %</th>
</tr>
</thead>
<tbody>
<tr>
<td>License sales and consulting</td>
<td>7,036</td>
<td>6,712</td>
<td>4.8%</td>
<td>30,635*</td>
<td>23,030*</td>
<td>33.0%</td>
</tr>
<tr>
<td>Maintenance revenue</td>
<td>4,102</td>
<td>3,395</td>
<td>20.8%</td>
<td>14,955</td>
<td>13,230</td>
<td>13.0%</td>
</tr>
<tr>
<td>Total net sales</td>
<td>11,138</td>
<td>10,108</td>
<td>10.2%</td>
<td>45,590</td>
<td>36,259</td>
<td>25.7%</td>
</tr>
<tr>
<td>*of which distribution licenses</td>
<td>11,990</td>
<td>9,396</td>
<td>27.6%</td>
<td>Na</td>
<td>Na</td>
<td>Na</td>
</tr>
</tbody>
</table>
**Implementation of growth strategy on track**

- Full year growth +28% in comparable currencies
- Expected quarterly variation in growth emphasized in 2018
- 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 on average 295 (255)

**Profitability**

- Full year operating result was negative as expected
- Operating result for the first half positive due to strong growth in H1
  - Q2 includes EUR 0.4 million (0.4) R&D grant in other operating income

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### Consolidated Statement of Income

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>45,6</td>
<td>36,3</td>
</tr>
<tr>
<td>Other operating income</td>
<td>1,2</td>
<td>1,1</td>
</tr>
<tr>
<td>Material and services</td>
<td>-1,7</td>
<td>-1,1</td>
</tr>
<tr>
<td><strong>Employee expenses</strong></td>
<td>-32,9</td>
<td>-27,0</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment</td>
<td>-1,1</td>
<td>-0,9</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>-13,4</td>
<td>-11,6</td>
</tr>
<tr>
<td><strong>Operating result</strong></td>
<td>-2,3</td>
<td>-3,2</td>
</tr>
<tr>
<td>Net financial expenses</td>
<td>-0,2</td>
<td>-0,5</td>
</tr>
<tr>
<td><strong>Profit before taxes</strong></td>
<td>-2,5</td>
<td>-3,7</td>
</tr>
<tr>
<td>Income taxes</td>
<td>0,1</td>
<td>0,5</td>
</tr>
<tr>
<td><strong>Net profit for the financial period</strong></td>
<td>-2,4</td>
<td>-3,2</td>
</tr>
</tbody>
</table>
2018 Balance Sheet

### Consolidated Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>December 31, 2018</th>
<th>December 31, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-current assets</td>
<td>15.5</td>
<td>14.8</td>
</tr>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade receivables</td>
<td>9.4</td>
<td>7.8</td>
</tr>
<tr>
<td>Other receivables</td>
<td>4.2</td>
<td>3.1</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>9.7</td>
<td>11.7</td>
</tr>
<tr>
<td>Total current assets</td>
<td>23.3</td>
<td>22.6</td>
</tr>
<tr>
<td>Total assets</td>
<td>38.8</td>
<td>37.5</td>
</tr>
<tr>
<td>Total equity</td>
<td>18.3</td>
<td>20.3</td>
</tr>
<tr>
<td>Total non-current liabilities</td>
<td>1.8</td>
<td>1.5</td>
</tr>
<tr>
<td>Current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>0.4</td>
<td>0.3</td>
</tr>
<tr>
<td>Advances received</td>
<td>11.9</td>
<td>9.1</td>
</tr>
<tr>
<td>Trade payables</td>
<td>1.0</td>
<td>1.4</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>5.4</td>
<td>5.0</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td>18.7</td>
<td>15.7</td>
</tr>
<tr>
<td>Total equity and liabilities</td>
<td>38.8</td>
<td>37.5</td>
</tr>
</tbody>
</table>

### Notes:

- **Non-current assets**
  - No capitalized product development expenses in balance sheet

- **Current assets**
  - No significant, individual risk exposure in accounts receivable
  - Solid cash position

- **Current liabilities**
  - Growth in advances received reflects growth in developer license deals including maintenance, as well as license renewals, which are recognized over the agreement period
Strategy & Outlook 2019
Qt is fast, fun and flexible

Why?
› We believe that exciting future user experiences will be built by productive teams

How?
› We make software development fun, fast and flexible and bring designers and developers closer together.

What?
› Cross-platform framework with libraries and tools for designing, developing and deploying software

› Qt is FAST
  • Time to market
  • Applications
  • Cost savings

› Qt is FUN
  • Developer experience
  • Libraries and tools
  • Community

› Qt is FLEXIBLE
  • Cross-platform
  • Choice of languages
  • Framework
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
› EBIT expected still to show a loss in FY2019 due to growth investments
› 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

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>€32,4M</td>
<td>€36,3M</td>
<td>€45,6M</td>
<td></td>
<td></td>
<td>€100M</td>
</tr>
<tr>
<td>Total expenses</td>
<td>€34,7M</td>
<td>€40,6M</td>
<td>€49,1M</td>
<td>Additional new</td>
<td>Moderate increase</td>
<td>Moderate increase</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>investments required</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment funding</td>
<td>Interest bearing debt</td>
<td>Proceeds from share issue</td>
<td>Proceeds from share issue</td>
<td>Cash flow</td>
<td>Cash flow</td>
<td>Cash flow</td>
</tr>
<tr>
<td>EBIT</td>
<td>-€1,7M</td>
<td>-€3,2M</td>
<td>-€2,3M</td>
<td>Loss</td>
<td></td>
<td>&gt; 15% of Net Sales</td>
</tr>
</tbody>
</table>
Outlook 2019

› In comparable currencies, revenue in 2019 is estimated to increase by over 15 per cent year-on-year.
› The company’s operating result is expected still in 2019 to show a loss due to growth investments.
› Quarterly variation in revenue growth continues due to timing of large deals impacting performance of isolated quarters.
THE FUTURE
IS WRITTEN WITH
Qt