

QBank DAM

Q1 report - Digital Presentation



“The Digital Asset Management Market is growing at a CAGR of 15% from 2022 to 2030”

Source: [The Insight Partners](#)

With a proven track record, cutting-edge technology, and a focus on innovation, QBank is revolutionizing how businesses manage their digital assets.

Join us in reshaping the future of content management and capitalize in a solution that delivers efficiency, scalability, and a competitive edge.



QBank at a glance

QBank is a **leading DAM supplier** with HQ in Stockholm, Sweden. QBank has successfully implemented integrated DAM solutions for customers worldwide since 2003.



20

years of industry
experience



350

brands
world wide



30

esteemed partners



50

unique
integrations



500k

users
worldwide



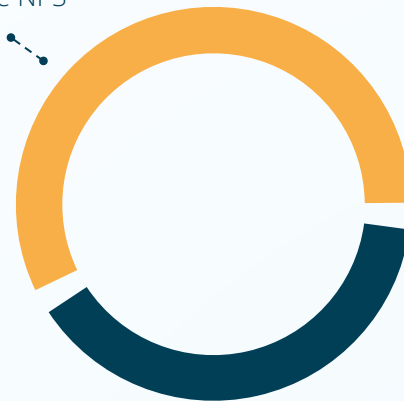
Empower your business with QBank DAM



In 2023, QBank proudly onboarded several new clients, including a couple of the Nordics largest global industrial players such as Atlas Copco. We are equally proud to maintain the enduring trust of our long-standing customers.



Over 60% of our target customers rate us a solid 10 in the NPS survey.



At QBank, we are committed to building close relationships that maximize the value derived from our platform. This approach is reflected in our

impressive average satisfaction score of 8.8 among our target customers.

Communique of Year-End Report for 2023

Översikt för koncernen

Perioden 1 januari – 31 december

- Rörelsens intäkter uppgick till: 38,5 (34,5) MSEK
- Abonnemangsintäkter (MRR) ingångsvärde januari 2024: 2 927 (2 537) TSEK
- Rörelseresultatet (EBIT) uppgick till: -7,7 (-14,7) MSEK med en rörelsemarginal om -20,0 (-42,7) %
- Resultatet efter skatt uppgick till: -6,1 (-11,7) MSEK
- Kassaflödet från den löpande verksamheten uppgick till -5,4 (-10,2) MSEK

Perioden 1 oktober – 31 december

- Rörelsens intäkter uppgick till: 10,5 (9,6) MSEK
- Rörelseresultatet (EBIT) uppgick till: -1,6 (-3,5) MSEK med en rörelsemarginal om -15,2 (-37,0) %
- Resultatet efter skatt uppgick till: -1,2 (-2,9) MSEK
- Kassaflödet från den löpande verksamheten uppgick till -4,7 (-5,1) MSEK

Väsentliga händelser under rapportperioden

Perioden 1 januari – 31 december

Totala återkommande abonnemangsintäkter uppgick till 32 MSEK, vilket är en ökning med 15 % jämfört med föregående år.

Abonnemangsintäkternas andel av nettoomsättningen under perioden uppgick till 83 %.

Rörelsens intäkter ökade med 12% jämfört med föregående år.

Perioden 1 oktober – 31 december

Totala återkommande abonnemangsintäkter uppgick till 8,4 MSEK, vilket är en ökning med 16 % jämfört med föregående år.

Abonnemangsintäkternas andel av nettoomsättningen under perioden uppgick till 80 %.

Rörelsens intäkter ökade med 10% jämfört med föregående år.

QBank's financial KPI's

KPI	2020	2021	2022	2023
ARR (Mkr)	24,2	25,7	27,8	32,0
ARR CAGR	17%	6%	8%	15%
Revenue (Mkr)	31,1	35,6	34,5	38,5
Revenue CAGR	8%	14%	-3%	12%
EBIT (Mkr)	0,7	-5,7	-14,7	-7,7
Net income (Mkr)	0,5	-4,6	-11,7	-6,1
Net cash (Mkr)	16,3	8,6	13,8	8,5

* Revenue CAGR compared to the same period in 2022

Business model:

SaaS - Software as a Service

Actual Annual Recurring Revenue

(ARR): 35.1 Mkr

CAGR

15%

QBank does not capitalize development costs

Latest financial reports can be found at:

<https://qbankdam.com/about-us/invest-or-relations/financial-reports>

The Market - One of the world's fastest growing technology markets



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HOME SERVICES NEWS EDUCATION

Global Digital Asset Management Market Report 2022: Size, Growth, Opportunity and Forecast, 2015-2026

ResearchAndMarkets.com

April 14, 2021 08:57 AM Eastern Daylight Time

DUBLIN--(BUSINESS WIRE)--The "Digital Asset Management Market Report 2021-2026" has been added to ResearchAndMarkets.com.

"Digital Asset Management Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2021-2026"

Market is expected to REGISTER a CAGR of **13.9%**

Based on Organization Size, Large Enterprise segment is expected to register a CAGR of **14.1%**

32.0% of global market revenue was accounted for by North America in 2022

The market is FAIRLY CONSOLIDATED with few players accounting for majority market revenue

One of the KEY growth is growth content

The market was valued at **USD 3.65 Billion** in 2022

10,000+ reports covering niche topics

DIGITAL ASSET MANAGEMENT (DAM) SYSTEM MARKET 2019-2026

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Digital Asset Management Market Size to Reach USD 10220 Million by 2026 at a CAGR of 18.3% | Valuates Reports

NEWS PROVIDED BY Valuates Reports - 27 Jul 2022 00:30:45 ET

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BANGALORE, India, July 1, 2022 (PRNewswire) - Digital Asset Management Market is Segmented by Type (Cloud Based, On-Premise), by Application (Brand Management System, Library or Archive, Production Management System), Industry Forecast 2021 - 2026. This report is published on Valuates database in the presence of the following segments:

Market Watch

Press Release

Digital Asset Management Market Report 2022: Opportunities to 2028

Published: July 15, 2021 at 3:56 p.m. ET

The global Digital Asset Management (DAM) market is expected to cross more than billion by 2026, at a Compound Annual Growth Rate (CAGR) of 12.0% during the forecast period.

The MarketWatch News Department was not involved in the creation of this content.

Jul 15, 2021 (Heraldkeepers) -- Global Digital Asset Management market is segmented based on the Application as, Enterprise, Marketing, and Broadcasting and Publishing. On the basis of Component as, Solutions and Services.

The global Digital Asset Management (DAM) market is expected to cross more than USD 6.0 billion by 2026, at a Compound Annual Growth Rate (CAGR) of 12.0% during the forecast period.

Global Digital Asset Management Market

READ THE REPORT: DIGITAL ASSET MANAGEMENT (DAM) SYSTEM MARKET 2019-2026

10,000+ reports covering niche topics

Digital asset management market is expected to reach \$5,267 Million by 2023.

Growing at a CAGR of 13.7% (2017 - 2023)

Global Digital Asset Management (DAM) Market Analysis Report 2023: An \$8.7 Billion Market by 2028 - The Ultimate Solution for Centralizing Media Assets Across Platforms.

October 02, 2023 10:43 ET | Source: Research and Markets | Follow

Research has released a new **Digital Asset Management Software Market** growth 2022-2028 survey report that includes data and statistics related to the market structure and size. The aim of the research is to provide market insight and strategy to help policymakers make informed investment decisions and identify potential gaps and growth opportunities. The aim of this study is to provide a detailed overview of market trends and growth situations so that appropriate tactics can be applied to outperform the global Copper Mask market.

Digital Asset Management Software Market was valued at USD 2.41 Billion in 2019 and is projected to reach USD 8.77 Billion by 2027, growing at a CAGR of 17.53% from 2020 to 2027.

The study accurately predicts the size and volume of the market in the present and the future. The report offers a comprehensive study of the Digital Asset Management Software industry and information about the expected future trends that will have a significant impact on the growth of the market. The paper then looks at the major global players in the industry.

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<https://www.veritas-intelligence.com/research/download-sample/749110089>

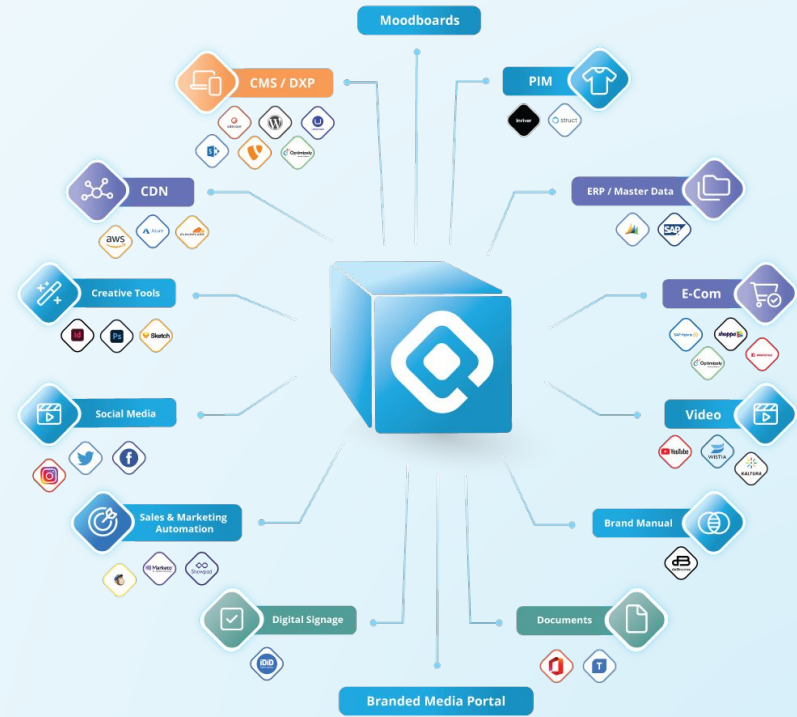


QBank: At the Heart of the Digital Ecosystem

Over the last 5-10 years, DAM (Digital Asset Management) solutions have not only expanded but also **woven themselves into broader ecosystems**. Consequently, seamless integration with other systems has risen as a pivotal feature for contemporary DAM platforms.

DAM solutions are now expected to seamlessly connect with core systems like **CMS** (Content Management Systems), **PIM** (Product Information Management), and **MDM** (Master Data Management).

Furthermore, they should integrate effortlessly with diverse distribution channels, including social media, Microsoft Office, Adobe Creative Suite, and other bespoke systems and applications.



Aligning your digital assets through your whole organization

The growing demand for comprehensive DAM Solutions goes beyond Marketing

The current trend shows a rising demand for multifaceted DAM (Digital Asset Management) solutions. Organizations now seek these tools not just for marketing, but for broader functional and organizational scopes.



The Product - Advanced DAM platform powered by AI capabilities

Product Highlights

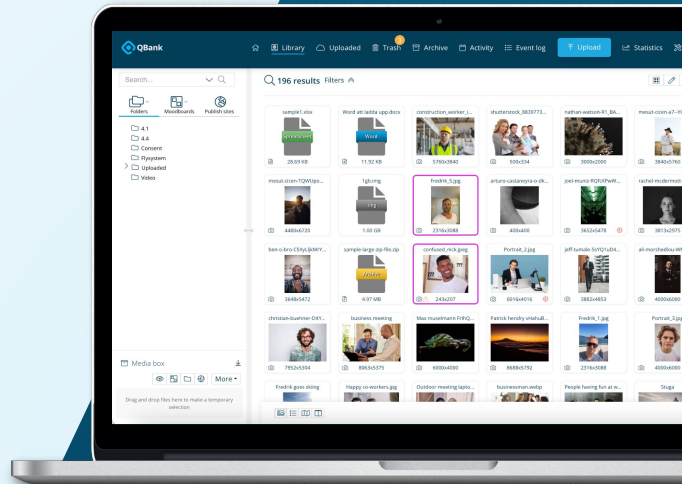
- All Types of Digital Assets
- Advanced **Auto Tagging** and Metadata
- **Auto publishing** in various formats, sizes, cropping to various channels based on custom business rules
- Reverse Image Search, Video Search, **Automatic Subtitles**
- Custom Workflows
- **Digital Rights Management**
- Customizable Moodboards
- Multi-Lingual Platform
- Rich Library of Integrations and connectors

★★★★★ Nov 24, 2022

"Powerful yet easy to use"

★★★★★ Sep 19, 2023

"I have enjoyed using QBank"



Our Target Customer Profile (TCP) fulfills the following criterias



Stable growth and low churn among QBank's customers

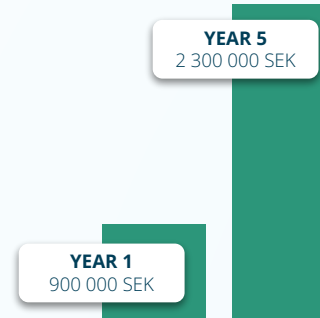
In a fast-changing market, QBank shines as a model of stability and trust. We're known for steady growth and very low customer churn, highlighting our focus on long-term relationships and great value.

Examples of Account growth:



320%

growth over 6 years



255%

growth over 5 years

Some of our Existing Customers



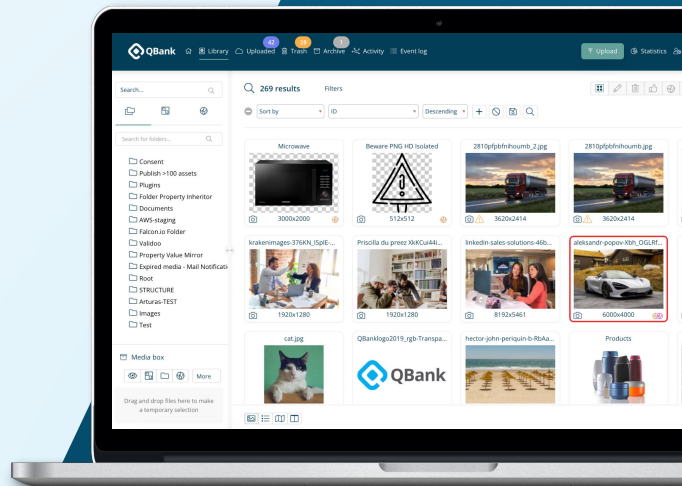
Some of our Strategic Partners

NEXER



The Investment Case - Capitalize on the opportunity

- **Foundation for Growth:**
Given QBank's promising position in a very healthy and growing market, the company has since 2021 added new hires and done replacements to be able to **have the organization needed in order to accelerate ARR growth the coming years.**
- **Going towards Profitability:**
We are executing according to the plan that was set after the new issue of shares in June 2022 and **we are heading towards black figures again.**
- **Focus on Enterprise Customers:**
We are seeing momentum in **acquiring new strategic customers**, growing with existing customers and with continued low churn. **71 % of the ARR** consists of customers within the strategic segment (TCP) with an **NRR of >110 %**



QBank is a true Software as a Service (SaaS) Product



Subscription Fee

(+80% of total revenue
80-90% gross margin)

Professional Services

(Creates stickiness &
enables expansion)

QBank's financial KPI's

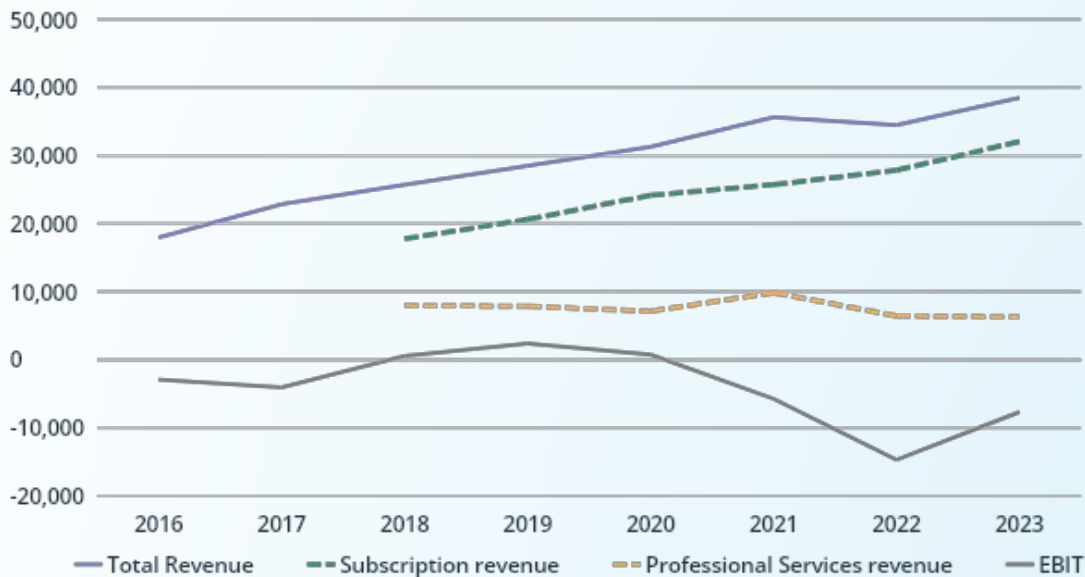
MRR - Baseline MRR year by year (Tkr)



Average MRR CAGR (Monthly recurring revenue compound annual growth rate)
2016 - 2023, 14%

QBank's financials

Financial performance - By year (Tkr)



Strategic investments have been executed, primarily through organizational expansion since 2021, and the organization has been "fully operational" since the second half of 2022

Thank you for listening!

www.qbankdam.com

