Q3 2026 Financial Results

Analyst and Investor Call I 9 November 2026
Thies Rixen, CEO I Nora Wolters, CFO

q.beyond

Disclaimer

This presentation contains forward-looking statements based on management estimates and reflects the current views of q.beyond AG's ("q.beyond's") management board with respect to future events. These forward-looking statements correspond to the situation at the time this presentation was prepared. Such statements are subject to risks and uncertainties, which q.beyond is mostly unable to influence. These risks and uncertainties are covered in detail within the risk report section in our financial reporting.

Although the forward-looking statements are made with great care, their correctness cannot be guaranteed. Actual results may therefore deviate from the expected results described here. q.beyond does not intend to adjust or update any forward-looking statements after publication of the presentation.

Q3 2026 earnings heavily impacted by one-off charges



€ million

* Adjusted for provisions of € 4.3 million for restructuring (AI transformation).

Stable revenues – earnings burdened by one-off charges

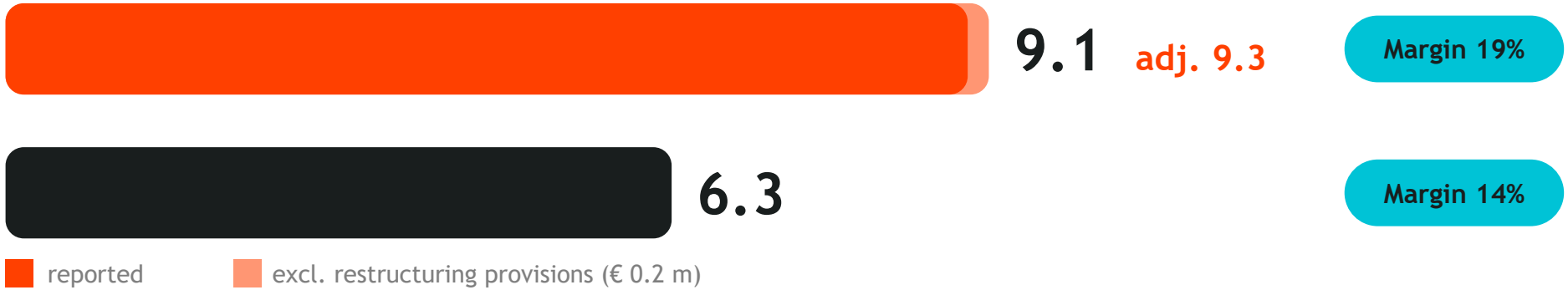
€ million	Q3 2025	Q3 2026	One-offs
Revenues	**43.6**	43.2	
Cost of revenues	(36.3)	(40.7)	(6.5)
Gross profit	**7.3**	2.5	**(6.5)**
Sales and marketing expenses	(3.1)	(5.0)	(1.1)
General and administrative expenses	(3.8)	(4.4)	(1.9)
Other operating result	2.6	(0.2)	
EBITDA	**3.0**	(7.1)	**(9.5)**
Depreciation and amortisation	(2.6)	(2.3)	
EBIT	**0.5**	(9.4)	**(9.5)**
Financial result	0.1	0.0	
Taxes	(0.1)	0.2	
Consolidated net income	**0.5**	(9.2)	**(9.5)**

Costs impacted by five factors:

- **Provisions for restructuring (€ 4.3 m)**
- **Provisions for variable compensation moved forward from Q4 to Q3 2026 (€ 2.2 m)**
- **One-off increase in licence costs (€ 1.0 m)**
- **Delay in the Romania ramp-up (€ 0.5 m)**
- **Internal projects (e.g. S/4HANA) (€ 1.5 m)**

Consulting: Revenue growth with significantly higher margin (+5% pp)

Gross profit € million



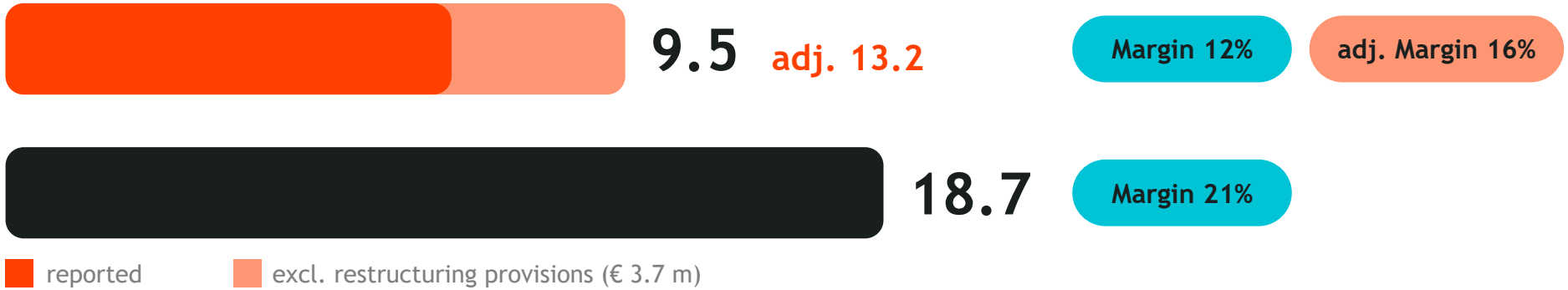
Revenues:

9M 2026: € 48.6 million
9M 2025: € 45.3 million

Relevant factors:
+ Revenues up 7% YoY (Q3 2026: +13%)
+ Continued demand for S/4HANA migrations
+ Microsoft's business is gaining strong momentum

Managed Services: Restructuring costs weigh on gross profit

Gross profit € million



Revenues:

9M 2026: € 80.4 million
9M 2025: € 89.1 million

Relevant factors:
- Price competition, also in contract renewals
+ 1 MW of data centre capacity available for commercialisation
+ Restructuring leads to a lower cost base

Net liquidity remains at a solid € 33.5 million

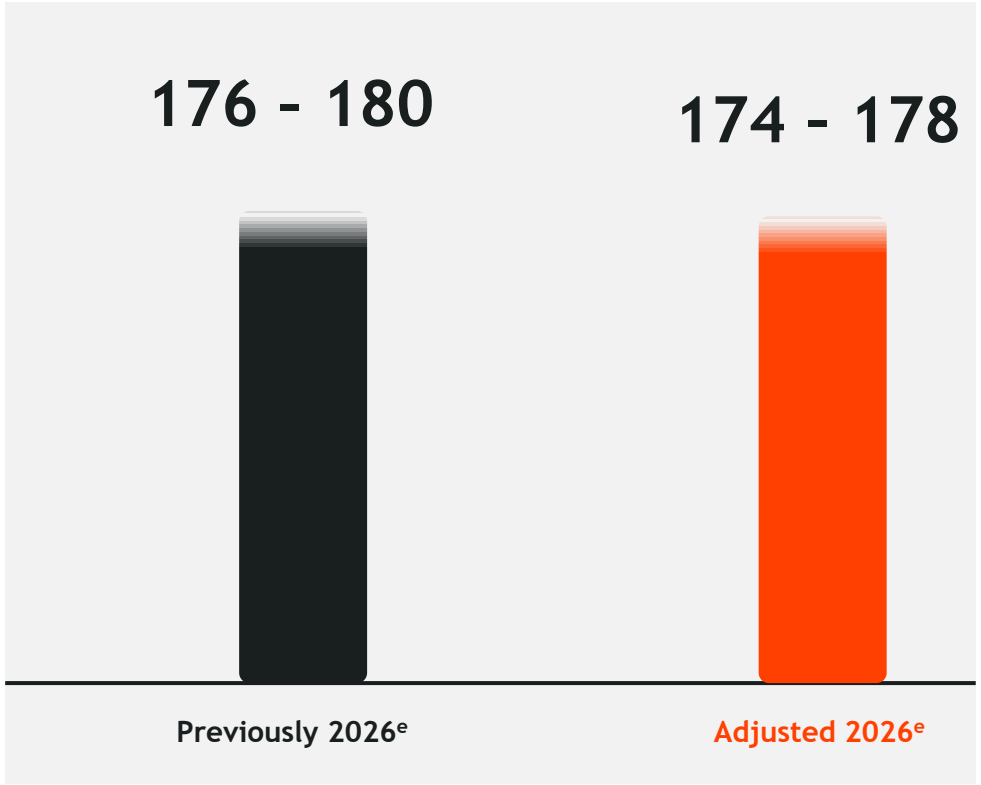


€ million

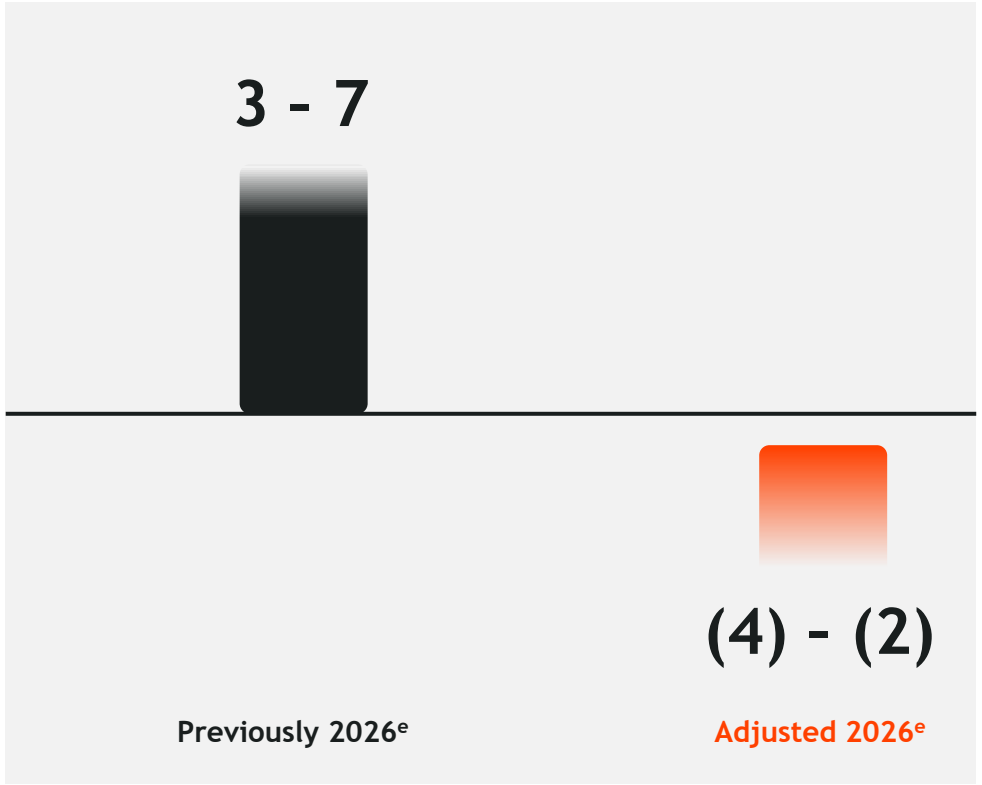
Relevant factors:
+ Net liquidity corresponds to € 1.34 per share
- Free cash flow of € -4.5 million in Q3 2026 (incl. impact by one-off charges)
- GITG acquisition: € 3.0 million (incl. cash and debt)
- Share buyback outflow (€ 9.4 million) will be reported in Q4 2026

Disappointing Q3 2026 results prompted adjusted guidance

Revenues (€ m)

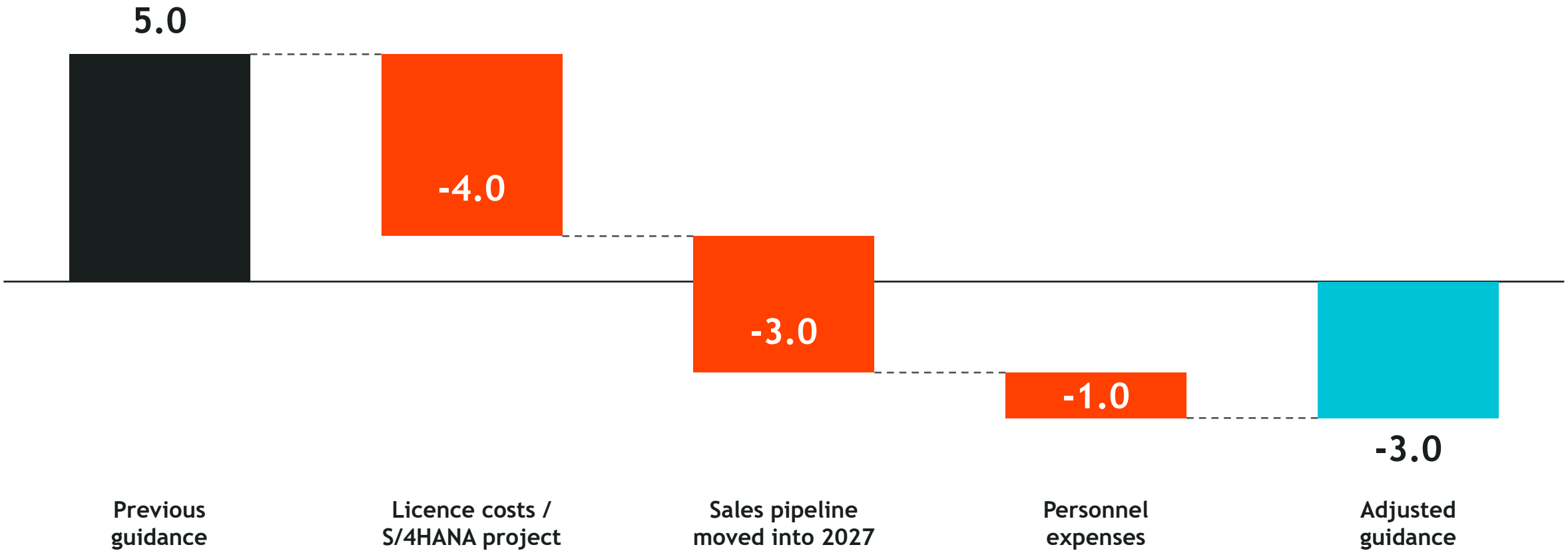


EBITDA (€ m)



Profitability in 2026 mainly burdened by one-off charges

€ million, midpoint of guidance range



New orders in Q3 2026 almost at level of entire H1 2026



New sales approach is paying off

9M 2026: € 101.6m new orders, +22% YoY

2027: Higher volume of new orders strengthens revenue base

3 positive drivers for 2027

Lower cost base

No repeat of 2026 one-off costs

+

Restructuring: lower cost base

+

Revenue growth

High new orders

Questions & Answers

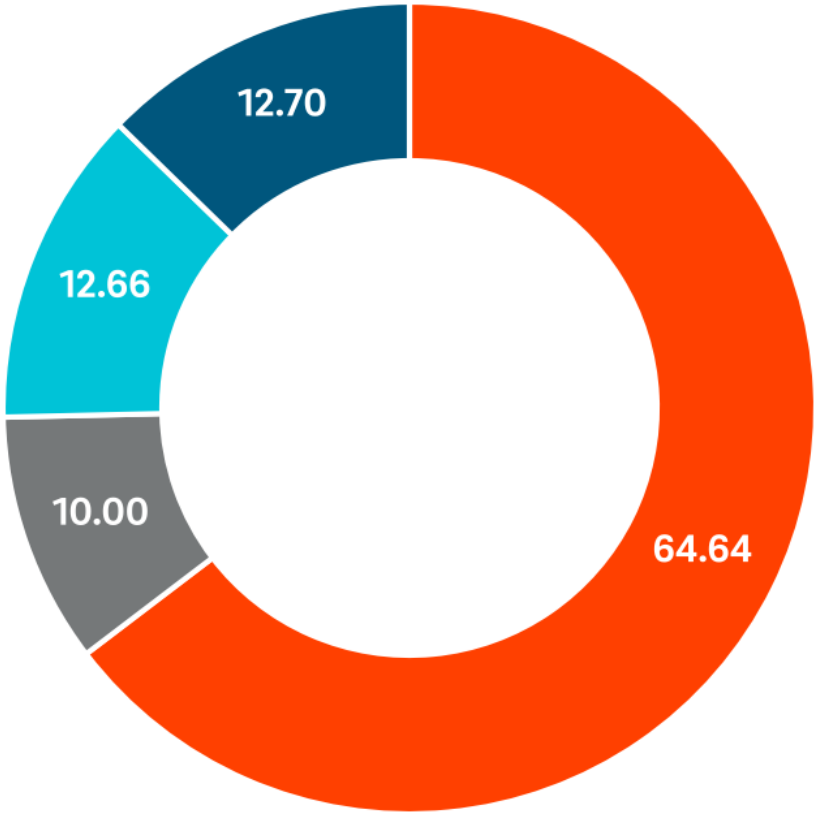
Appendix

One-off charges in Q3 2026 by P&L line

€ million	Restructuring provisions	Variable compensation	Licence costs	Romania ramp-up	Internal projects	Total
Cost of revenues	(3.0)	(1.3)	(1.0)	(0.5)	(0.7)	**(6.5)**
Sales and marketing expenses	(0.3)	(0.8)	-	-	-	**(1.1)**
General and administrative expenses	(1.0)	(0.1)	-	-	(0.8)	**(1.9)**
EBITDA impact	**(4.3)**	**(2.2)**	**(1.0)**	**(0.5)**	**(1.5)**	**(9.5)**

Shareholder Structure

12.70%	Dr. Bernd Schlobohm [1]
12.66%	Gerd Eickers [2]
64.64%	Free float
10.00%	Treasury shares



[1] Founder and Supervisory Board Chair.
[2] Founder and Supervisory Board member.

Status: 31 October 2026

Contact

q.beyond AG

Arne Thull
Head of Investor Relations / M&A

T +49 221 669-8724
M +49 163 669-8425

invest@qbeyond.de
www.qbeyond.de

www.qbeyond.de/linkedin

www.qbeyond.de/xing

www.qbeyond.de/facebook

www.qbeyond.de/instagram

www.qbeyond.de/youtube

Excellence in all we do.

q.beyond