

qlayers



Wij hebben baanbrekende coating applicatie technologie ontwikkeld, en verwelkomen u graag op ons bedrijf

AGENDA

Qlayers (11:00-11:50)

1. Ontvangst
2. Presentatie Qlayers
3. Rondleiding

Vergadering Obligatiehouders (11:50-13:00)

1. Opening
2. Binnengekomen stukken; mededelingen Stichting
Obligatiehoudersbelangen
3. Toelichting jaarrekening 2022 (beschikbaar op NPEX
website)
4. Ontwikkelingen 2023 en plannen 2024
5. Rondvraag
6. Sluiting



// ALS HET BESTAAT, IS HET GEVERFD

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VERF ROBOTS OP INDUSTRIËLE SCHAAL

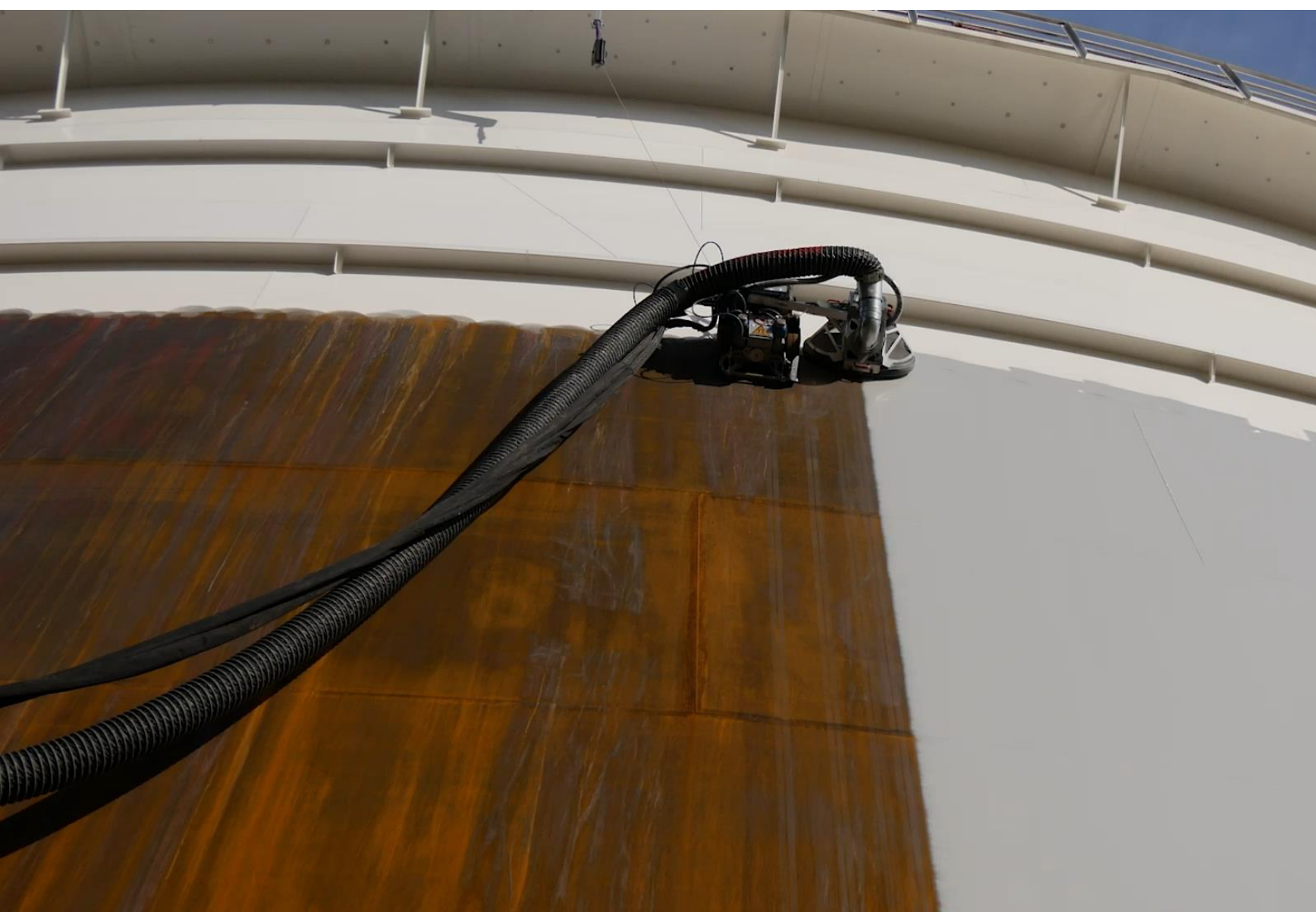
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Geen overspray



VERF ROBOTS OP INDUSTRIËLE SCHAAL

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Industriële opslag

Wind turbine bladen
& torens

Schepen

NIEUW TIJDPERK VAN INDUSTRIEEL VERVEN

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Veiligheid

80% minder mensen werken op hoogtes



Coaten met veel wind

Met tegelijkertijd consistente kwaliteit



Verfbesparingen

50% minder verfverlies door een hoge overdrachtsefficiëntie en controle op overspray



Kwaliteit

Automatische kwaliteitscontrole zorgt voor voorspelbare coatingkwaliteit en benodigd onderhoud



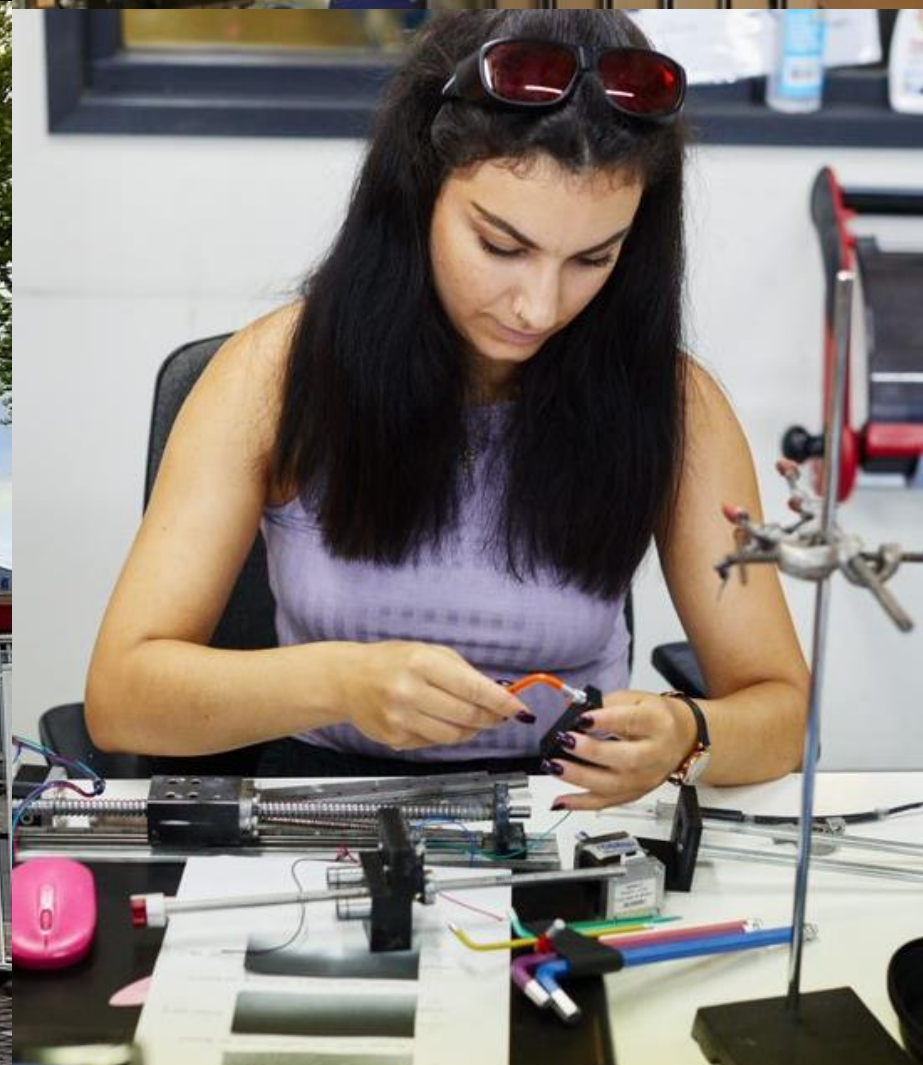
Milieuvriendelijk

Geen overspray betekent geen chemische verfdeeltjes die in de omgeving terecht komen

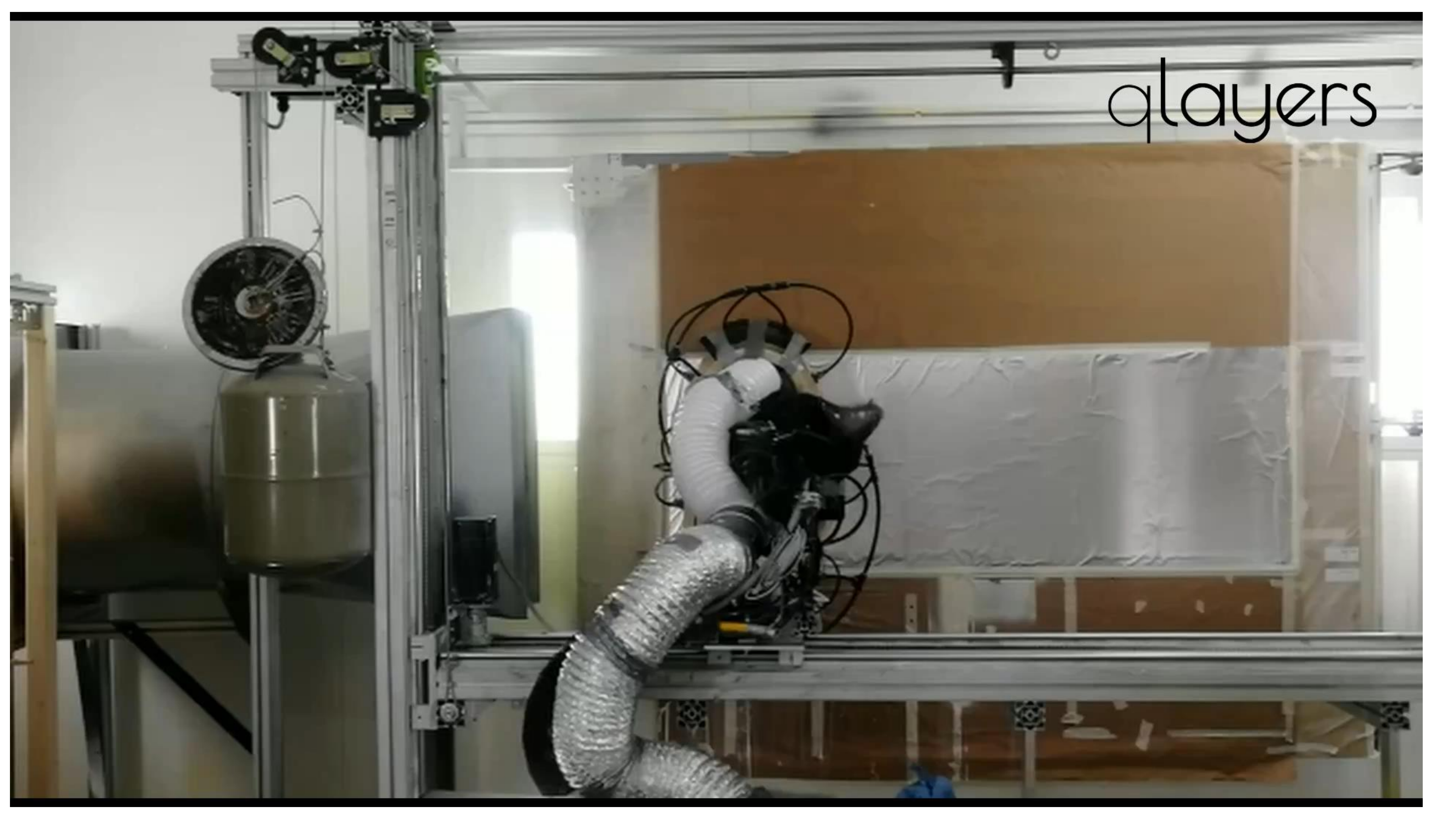
UNIEKE TECHNOLOGIE ONTWIKKELING IN DELFT

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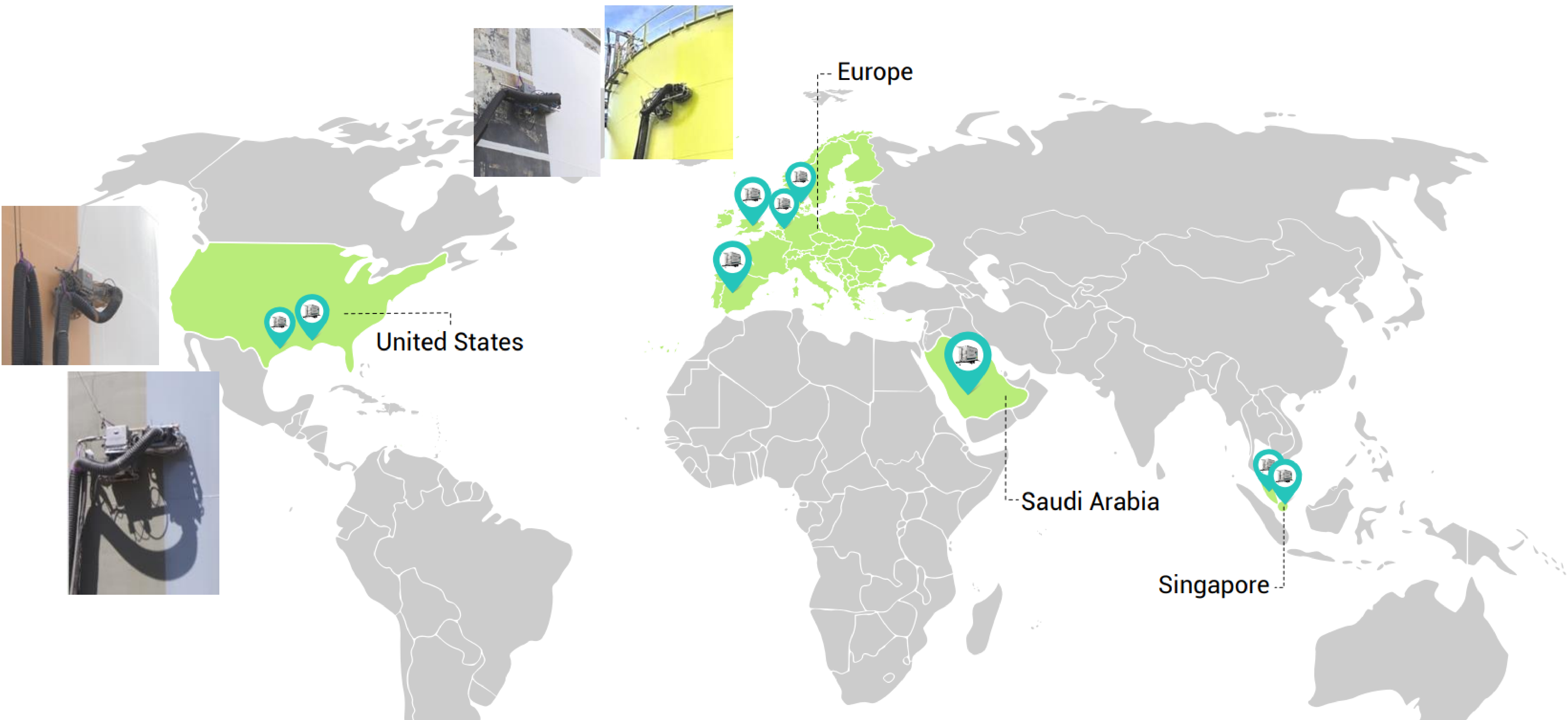
Leidende technologiepositie in industriële verfapplicatie door middel van robots



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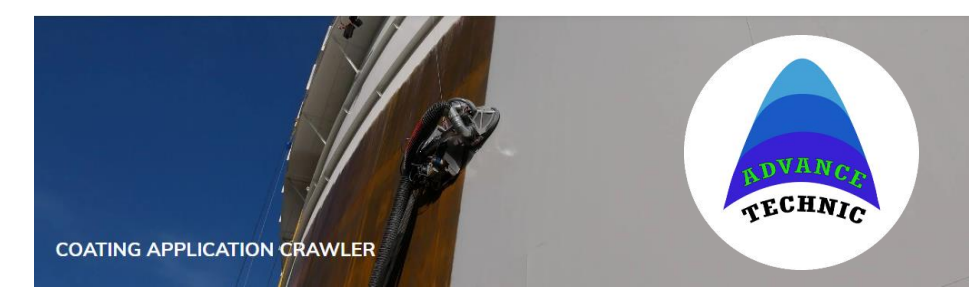
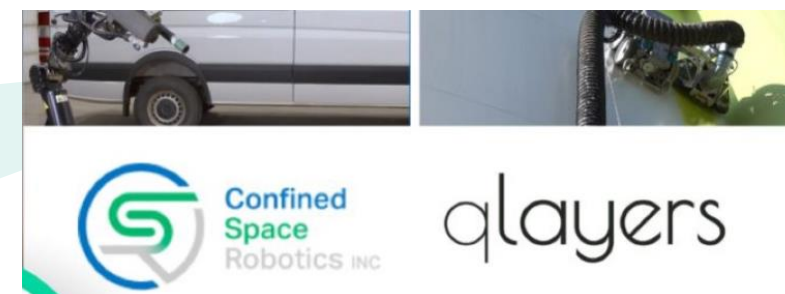


TRACTIE WERELDWIJD



// TRACTIE WERELDWIJD

Sold robots successfully to new clients; distributors serving as Full Service Providers in a specific region.



Voor 2023
Launching customer NL

Februari 2023
FSP Canada

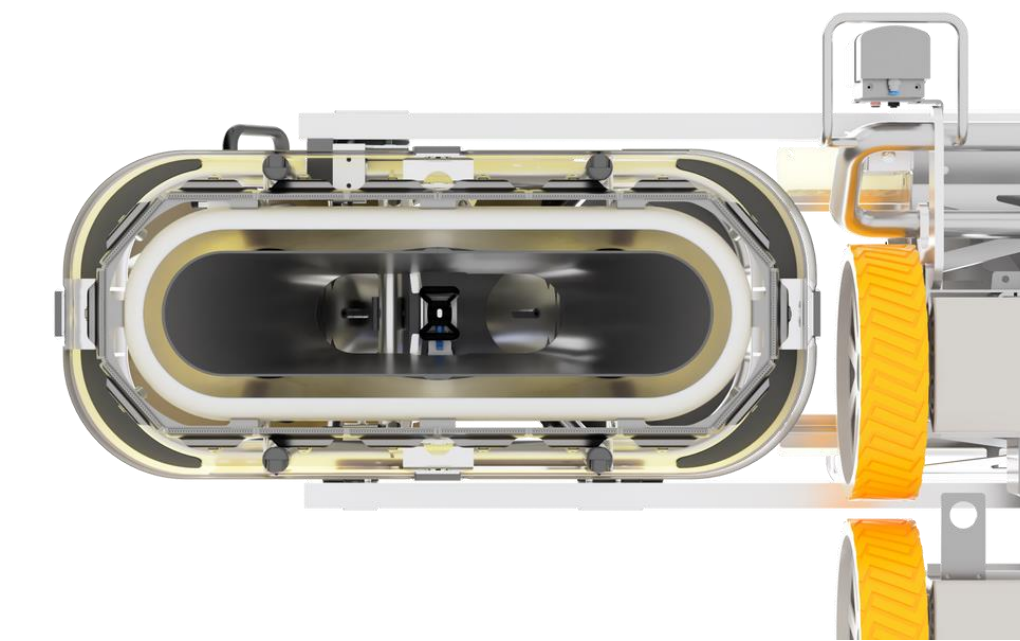
Juni 2023
FSP USA

Juni 2023
FSP APAC

Sep-Oct 2023
Strategic Partner UK

V1 – V4. VERSION 5 VERWACHT IN 2025

	V1-2	V3	V4
OPERATIONAL CONDITIONS	✓	✓	✓
SPEED	✓	✓	✓
SAFETY/CERTIFICATION	✓	✓	✓
MODULARITY	✓	✓	✓
ROBUSTNESS	✓	✓	✓
OVERSPRAY	5%	3%	<1%





VEROUDERDE COMPETITIE

Veel die het proberen, niemand die slaagt

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	qlayers	Rollen	Sprayen	Automatisch sprayen
Overspray	< 1%	0%	30%*	25%*
Windsnelheid	45 km/h	35 Km/h	20 km/h	20 km/h
Verfverlies	10%	10%	30%*	25%*
Snelheid	200 m ² /h	30 m ² /h	150 m ² /h	150-200 m ² /h
Veiligheid	✓	X	X	✓
Kwaliteit	✓	X	X	X

*Tot 50% bij hoge windsnelheden

WE ARE **READY FOR SUCCESS**



We have the background, proven track record, and vision to succeed

Management Team



Ruben Geutjens
CTO & Co-founder

Materials, nanotechnology, aerosols expertise.
Inventor of printing and spraying techniques.
MSc Aerospace Engineering.
National top 9 Engineer of the year 2019.



Josefien Groot
CEO & Co-founder

Founded and sold a company before age of 21.
EU Women Rising Innovator Prize 2020.
Emerging Entrepreneur of the Year 2022 by Ey.
MSc Complex Systems Engineering & Management.



Jonno van der Donk
CFO

Experienced Investment Manager.
VC Fund €50M.
Started first company at age 21.
MSc Innovation & Entrepreneurship.
MSc Corporate Law.



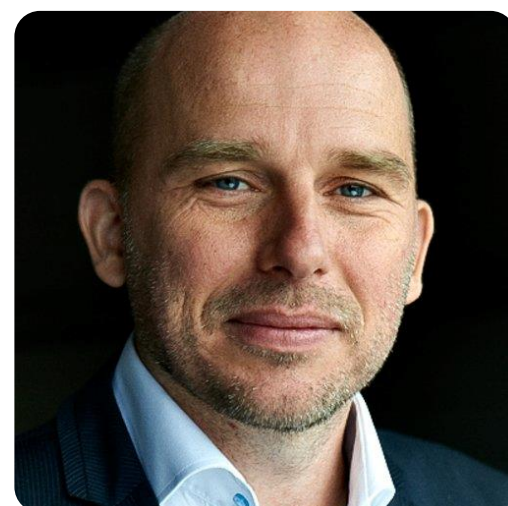
Amel Vriesman
COO

Senior executive with 30 years experience in industrial services in the heavy industry.
Change management at Mammoet and Stork.
Vice President ME region Presiozo Lynjebygg.
Founder of 3D Industrial Services B.V.

Investors with minority stakes



Strategic Advisors



Marcus Kremers
CTO
Airborne



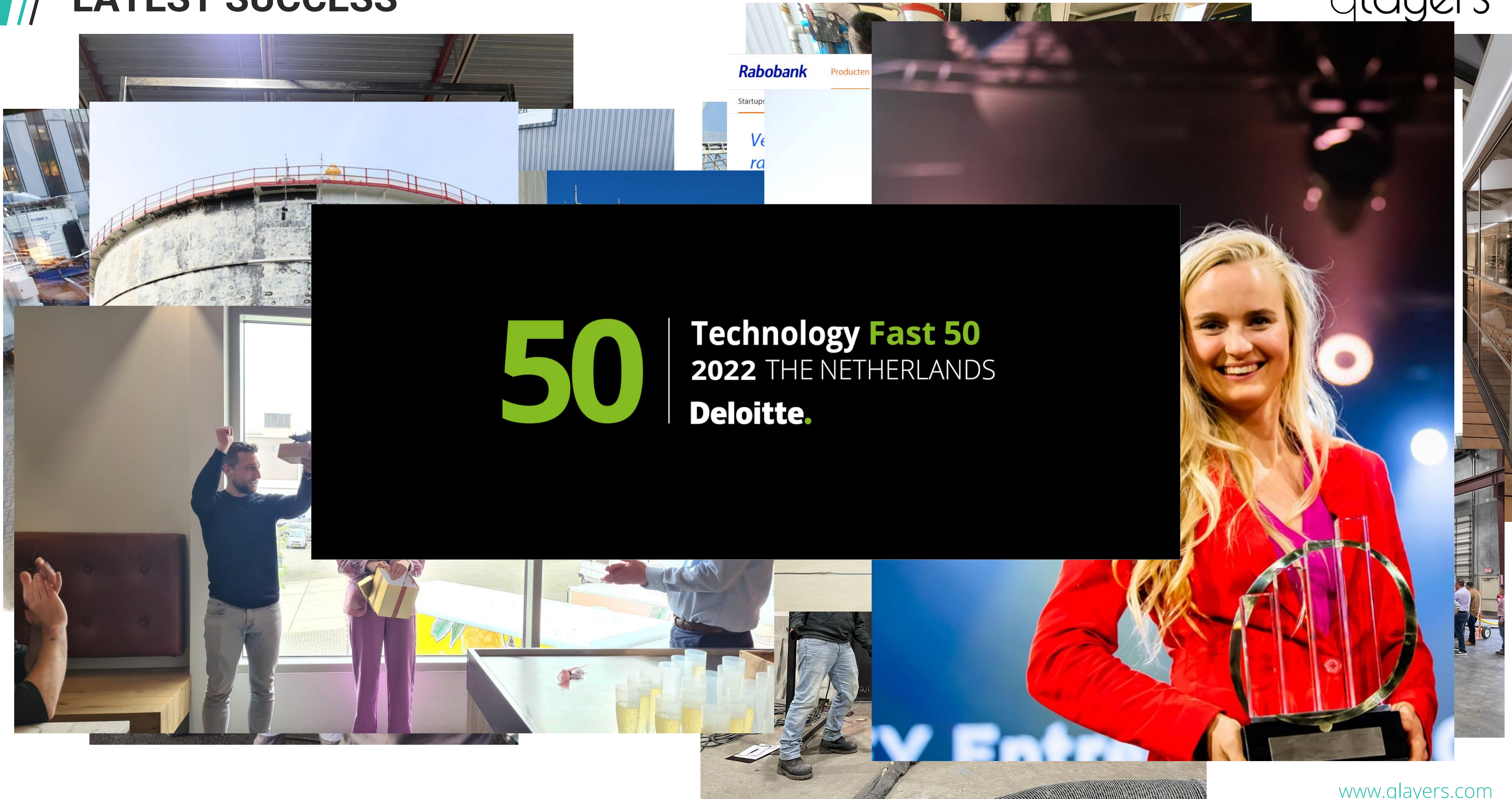
Richard Borsboom
CFO
Sandd



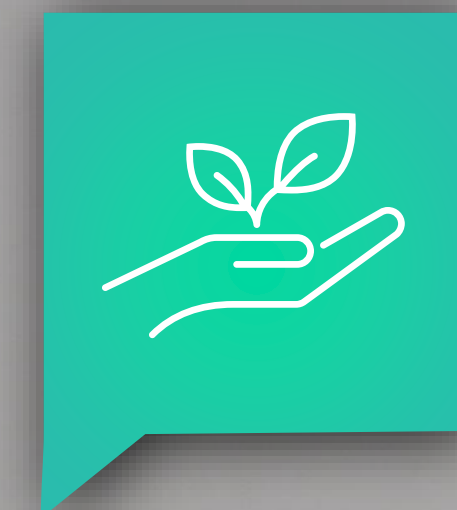
Ian Rowell
49 years experience
in protective coating



50 | **Technology Fast 50**
2022 THE NETHERLANDS
Deloitte.

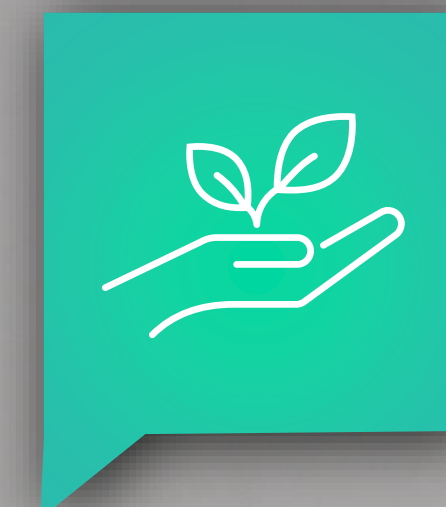


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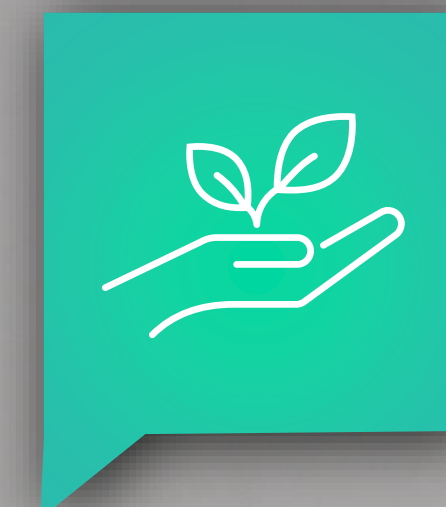
RONDLEIDING

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VERGADERING OBLIGATIEHOUDERS

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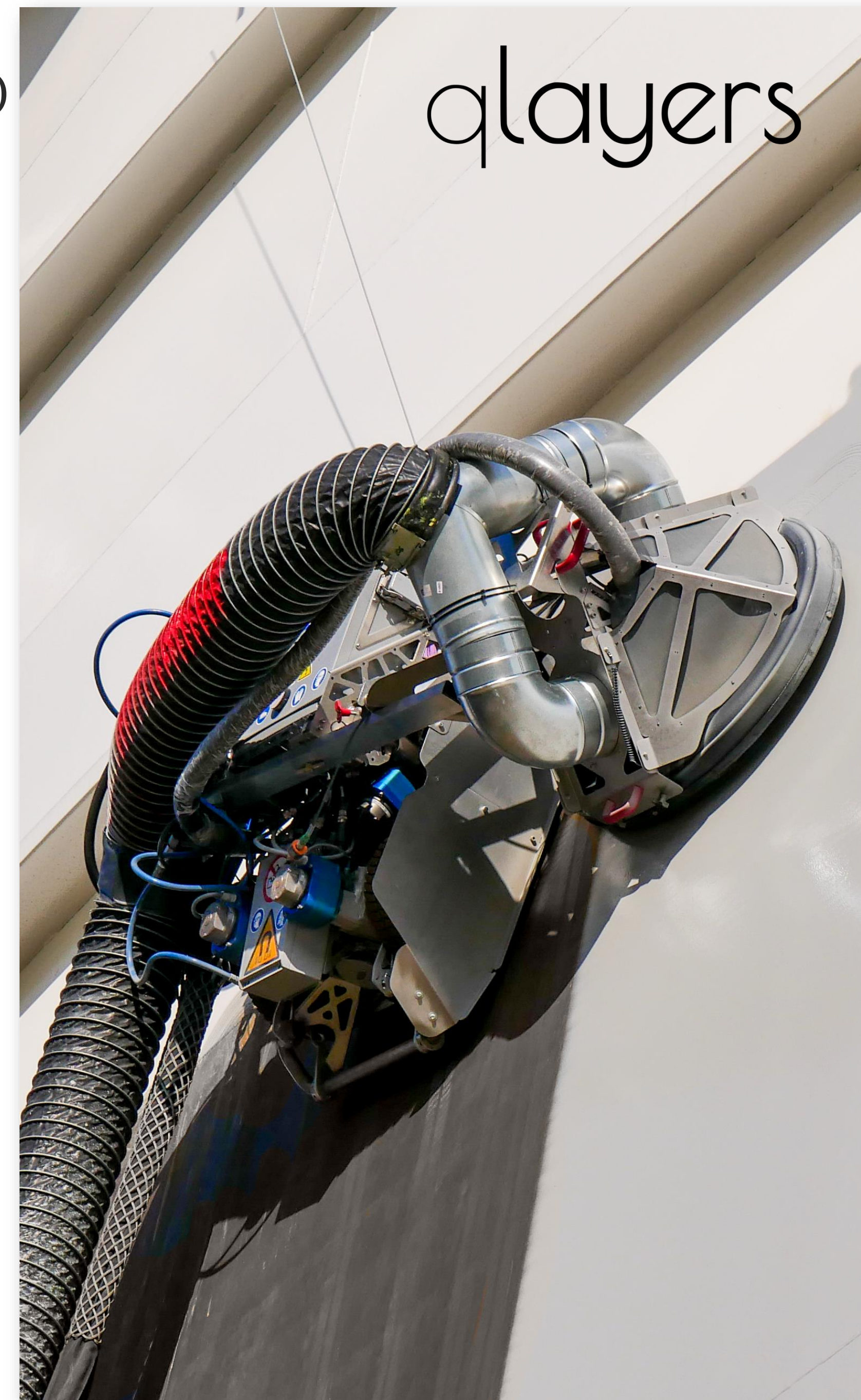
TOELICHTING FINANCIELE STUKKEN

RESULTAAT QLAYERS HOLDING BV (CS)

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	2021	2022	2023 HY
Revenue	344k €	2,3M €	2,03M €
Growth	n/a	~7x	~1,15x
EBITDA	-334k €	-763k €	-96k €

	FY-2021	FY-2022	HY-2023
Omzet	343.918	2.275.659	2.032.199
Kostprijs van de omzet	-64.318	-1.408.538	-839.349
Bedrijfskosten	-613.939	-1.629.917	-1.289.206
EBITDA	-334.339	-762.796	-96.356
Afschrijvingen	-117.994	-272.851	-170.920
EBIT	-452.333	-1.035.647	-267.276
Financiële baten en lasten	-49.832	-88.214	-113.347
EBT	-502.165	-1.123.861	-380.623
Belastingen	0	524.704	0
Netto resultaat	-502.165	-599.157	-380.623



OMZET

2,3 M



COSTS

(incl. COGS en OPEX)

3,1 M



EBITDA

-0,8 M

**NETTO RESULTAAT
VOOR BELASTING**

-1,1 M

**RENTE EN
AFSCHRIJVINGEN**

-0,3 M

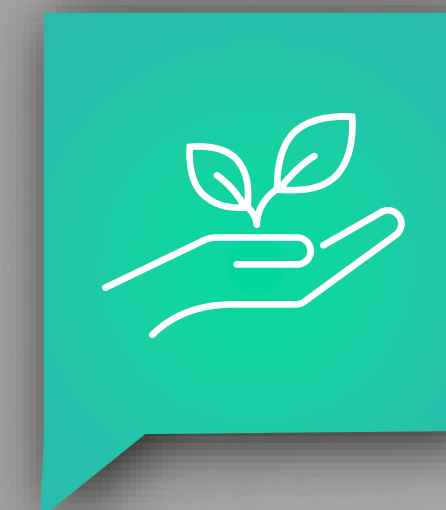


VRAGEN RONDOM W&V

	31-12-2022	31-12-2021
ASSETS		
Fixed assets		
Intangible assets	930.430	552.283
Property, plant, equipment	297.526	520.144
Financial assets	524.704	-
Current assets		
Inventories and Work in progress	480.045	296.740
Receivables	173.798	310.323
Cash and cash equivalents	21.381	138.003
	2.427.884	1.817.493
EQUITY AND LIABILITIES		
Group equity	(117.204)	456.953
Long-term liabilities	1.422.830	675.749
Current liabilities, accruals and deferred income	1.122.258	684.791
	2.427.884	1.817.493

VRAGEN RONDOM BALANS

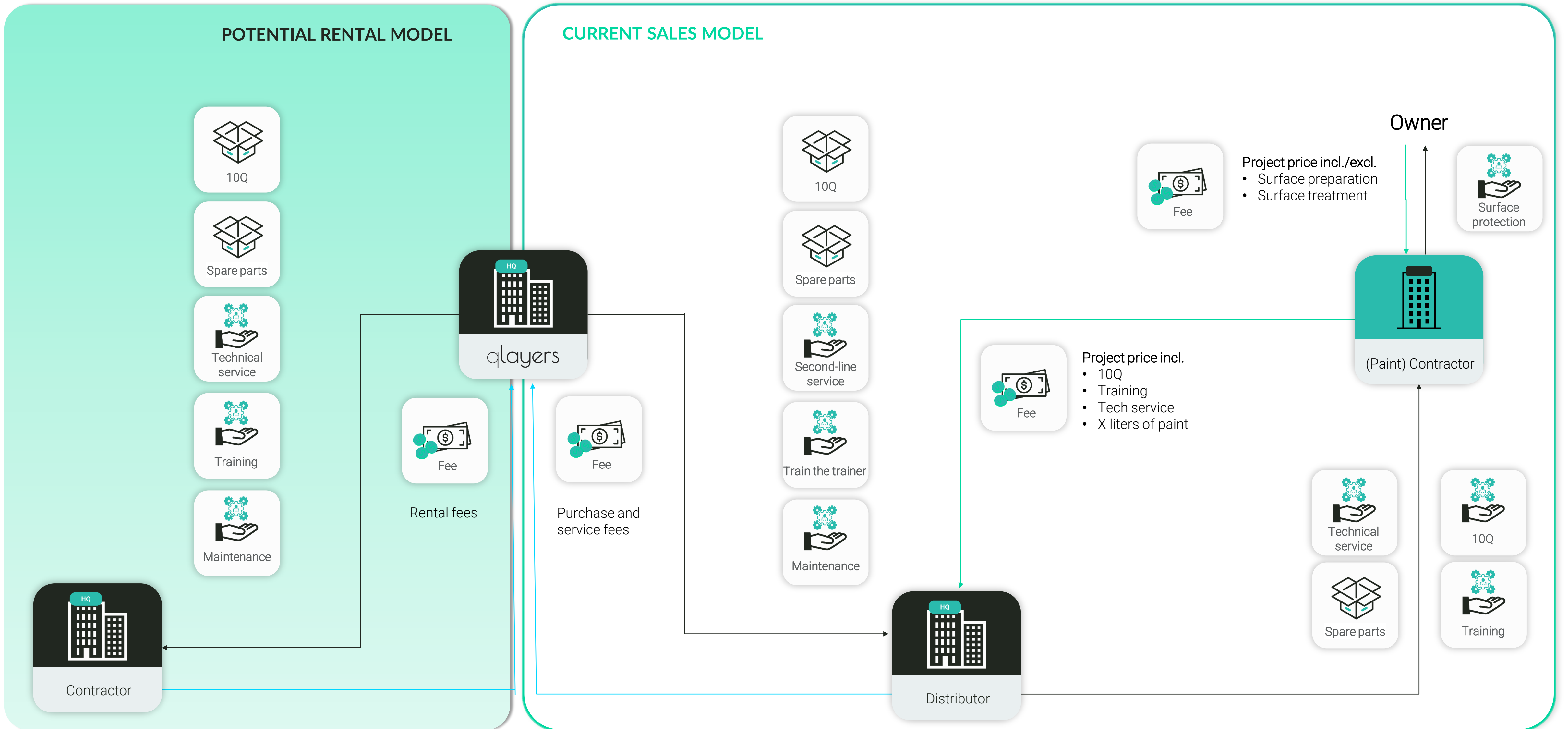
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PLANNEN 2023 & 2024



FACILITEREN VAN VERHUUR MODEL





SUBSIDIES 2023-2024

NXTGEN

September '23
Toegekend

LiT

November '23
Verwacht

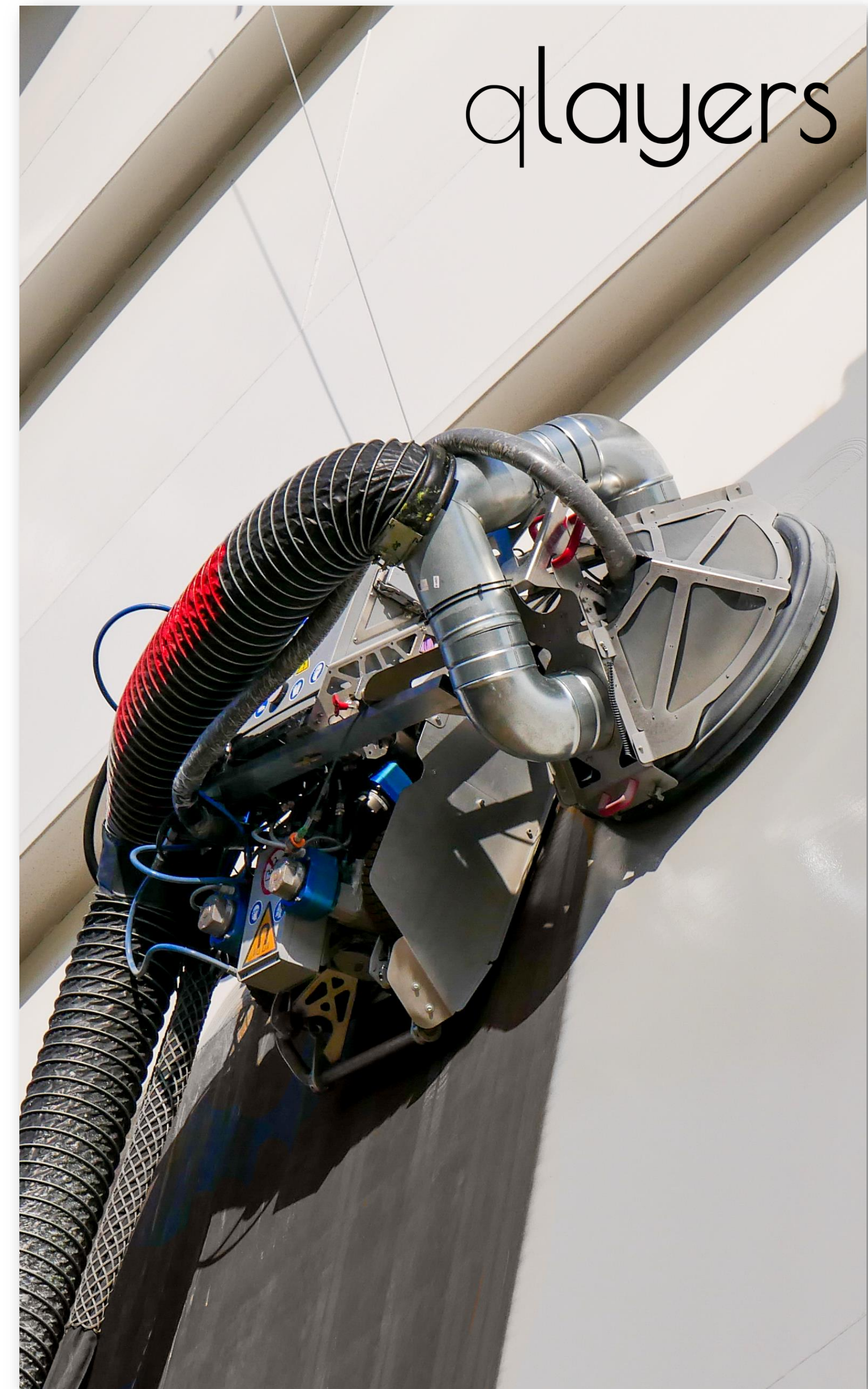
EIC

September '23
Afgewezen

**NXT
GEN**
HIGHTECH



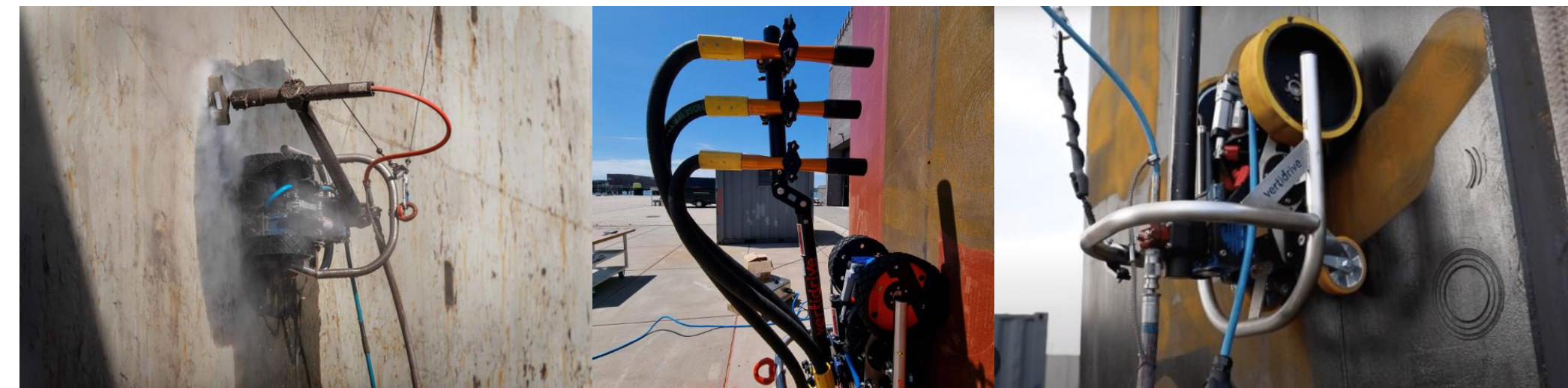
European
Innovation
Council



POTENTIAL OF PARTNERSHIPS: BLASTONE



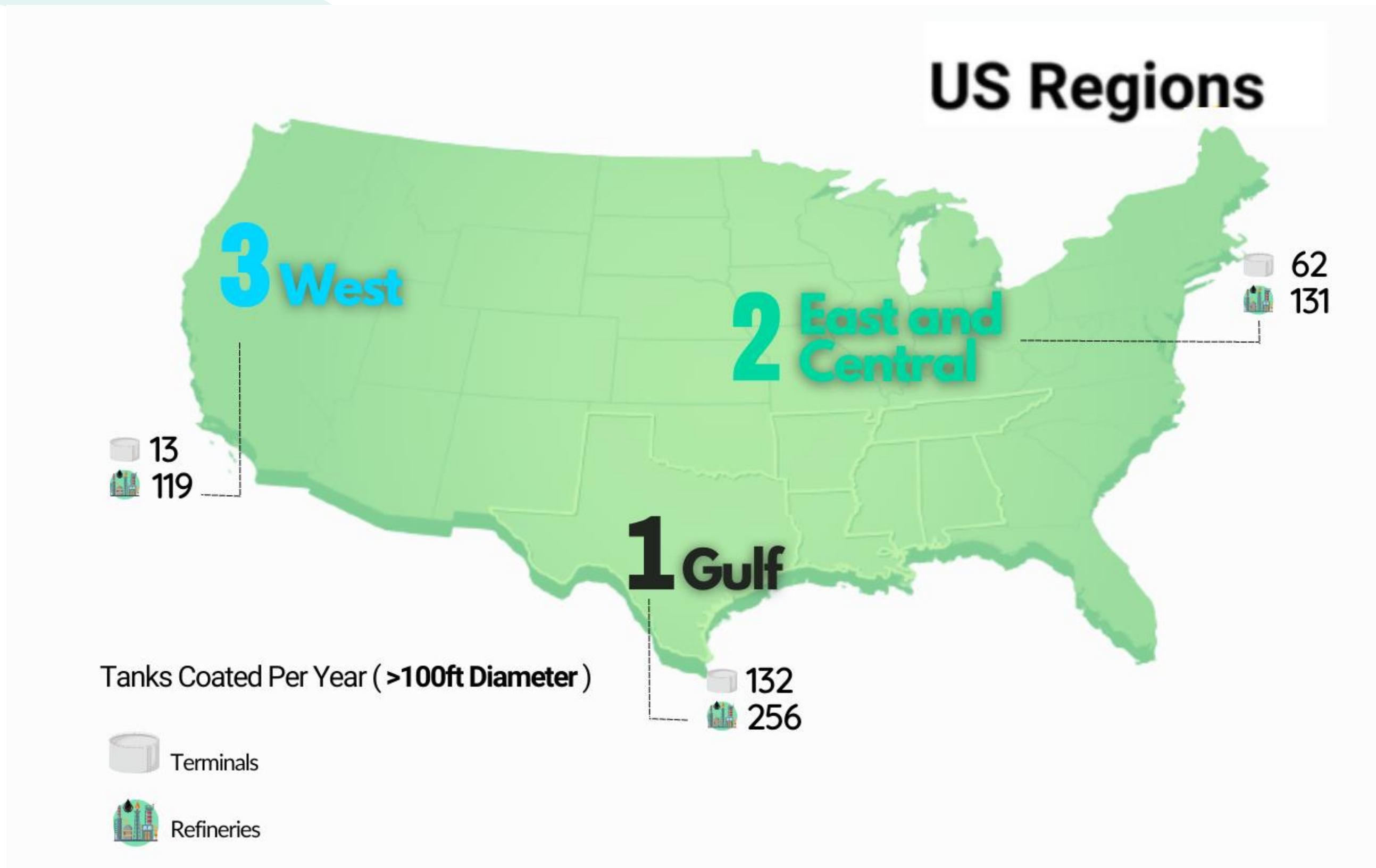
- More than 50 VertiDrive (blasting robots) in USA rental fleet
- Preferred Graco distributor
- Financially stable, track record of growth over 50 years
- Heavy marketing plan and growth ambitions for the upcoming years



Current Clause in to be signed distribution agreement (final negotiations are ongoing):

POTENTIAL OF PARTNERSHIPS: BLASTONE

Market potential of 140 10Q robots in the USA only



Region	Tanks Coated per year (>100ft Diameter)	10Q Number 100% Share	
		Top Coat	Full Coating
Refineries			
East & Central	131	13	26
Gulf	256	26	51
West	119	12	24
Terminal			
East & Central	62	6	12
Gulf	132	13	26
West	13	1	3
Total	711	71	142

In reality, market potential is larger since:

- Current 10Q robot is able to coat tanks with diameter >50ft. In overview above, only >100ft diameter tanks are considered
- Military is excluded from overview

Qlayers Terminal robotic coating demonstration project

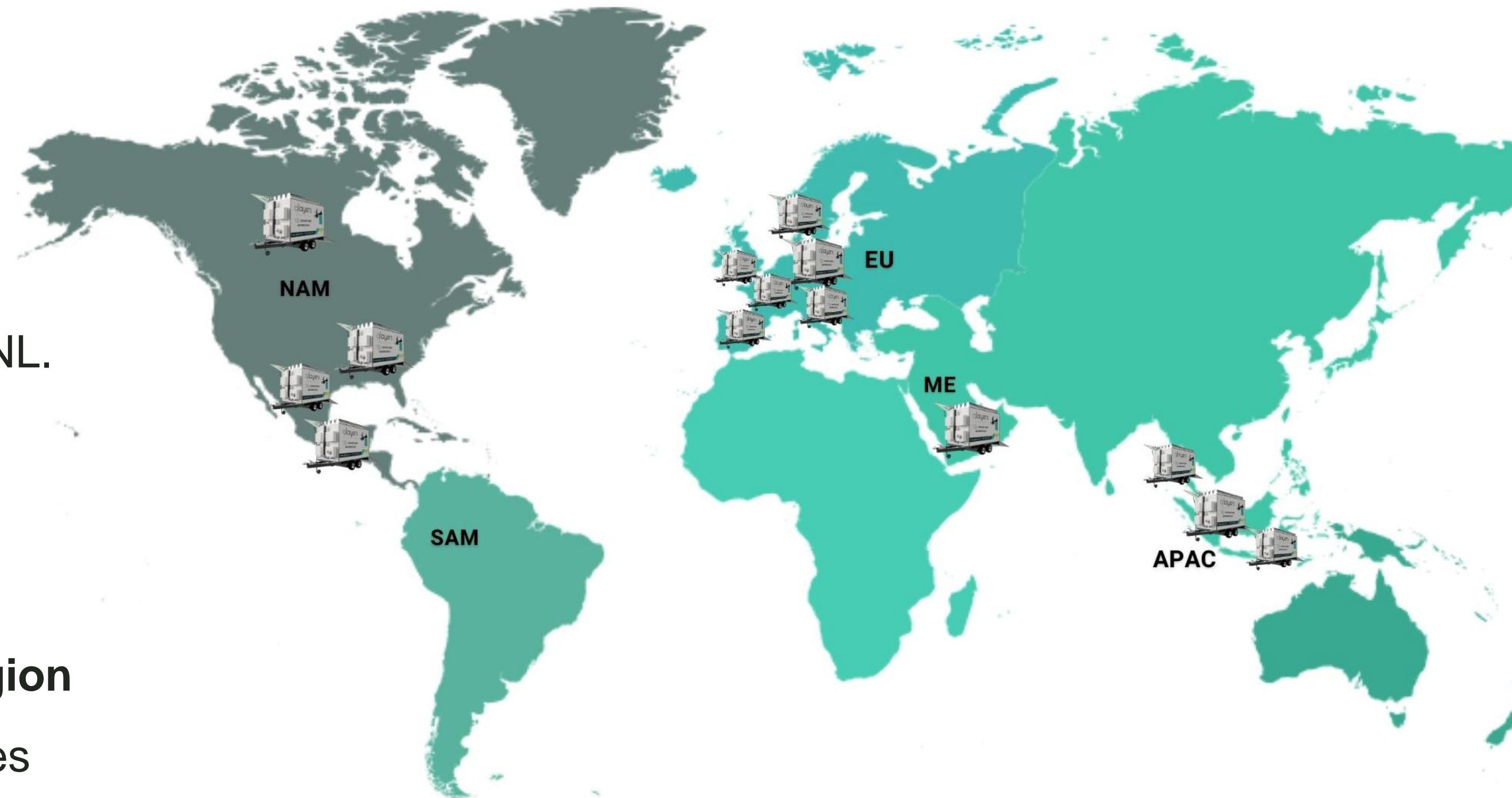
Successes:

- **SAFETY:** We estimate that working from height times were reduced by **70%**, significantly improving the HSE profile of the project
- **SUSTAINABILITY:** a spray applied finish quality to improve tank aesthetics with **virtually no overspray**.
- **SPEED:** Coverage rates with a top speed of **189 m²/hour** and average coating speed of **141m²/hour**
- **PRODUCTIVITY:** 10Q robot was able to continue operating during changing **weather conditions**
- **UPTIME:** Application of 3 layers of coating in 9 coating days which is estimated to be **~5x faster** than traditional application

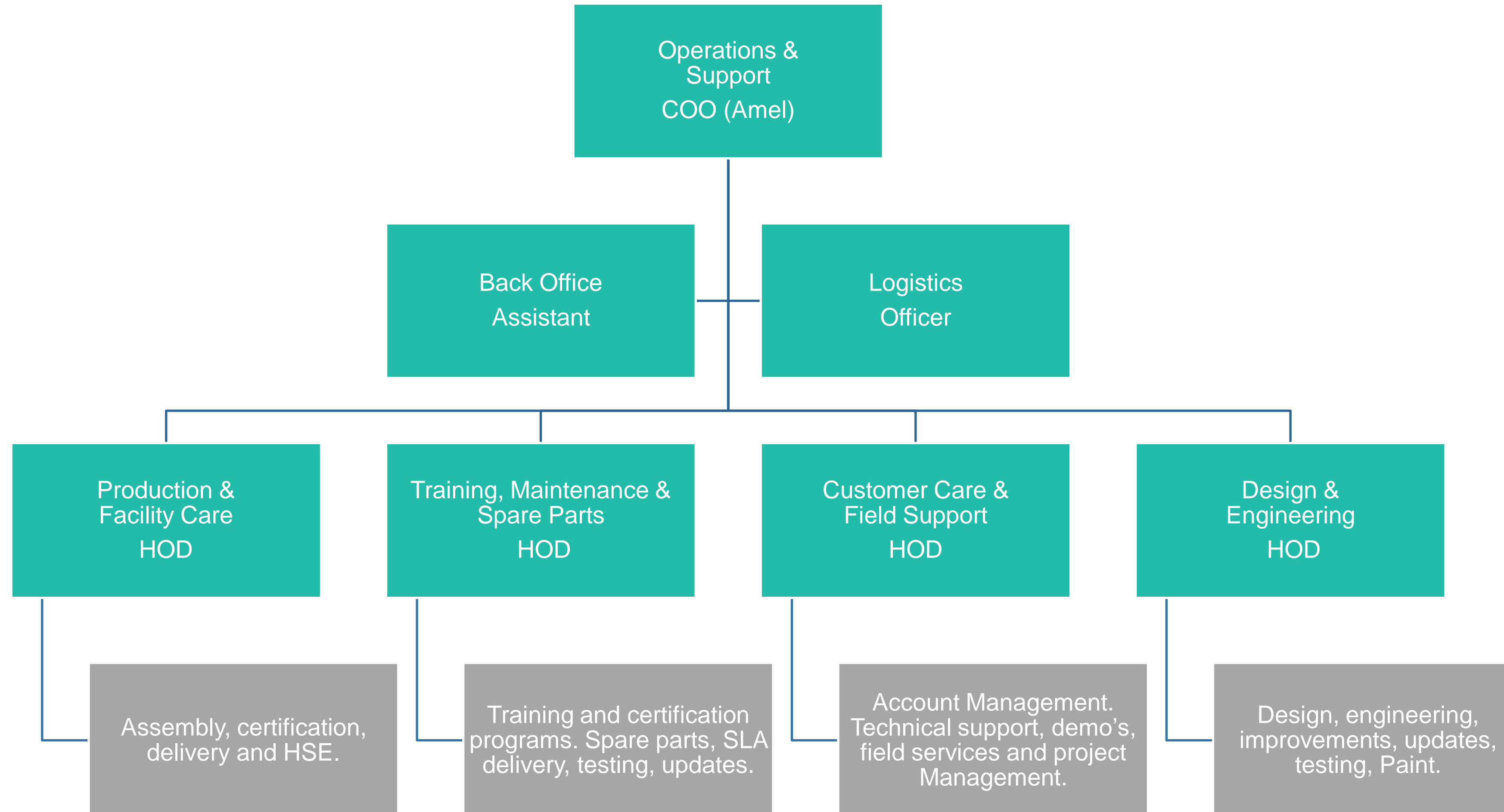


Qlayers is looking for a distributor to scale-up activities in the ME region

- Already extensive global demand for our technology in the **Oil, Gas, Energy and Marine sector**. Projects done with major refineries and terminals and well-known applicators.
- Qlayers operates worldwide while having its HQ in NL.
- Qlayers in its core is a technology provider
- In need for a **full-service distributor in the ME region** who can take of our commercialization and aftersales support



NIEUWE COO - OPBOUW OPERATIONS TEAM





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**EN U MAG
ONDERDEEL ZIJN
VAN DEZE
PRACHTIGE MISSIE**

**INVESTEER IN
QLAYERS.**