

qlayers



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

## AGENDA

### Vergadering Obligatiehouders (15:00-16:00)

1. Opening
2. Binnengekomen stukken; mededelingen Stichting  
Obligatiehoudersbelangen
3. Toelichting jaarrekening 2023 (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

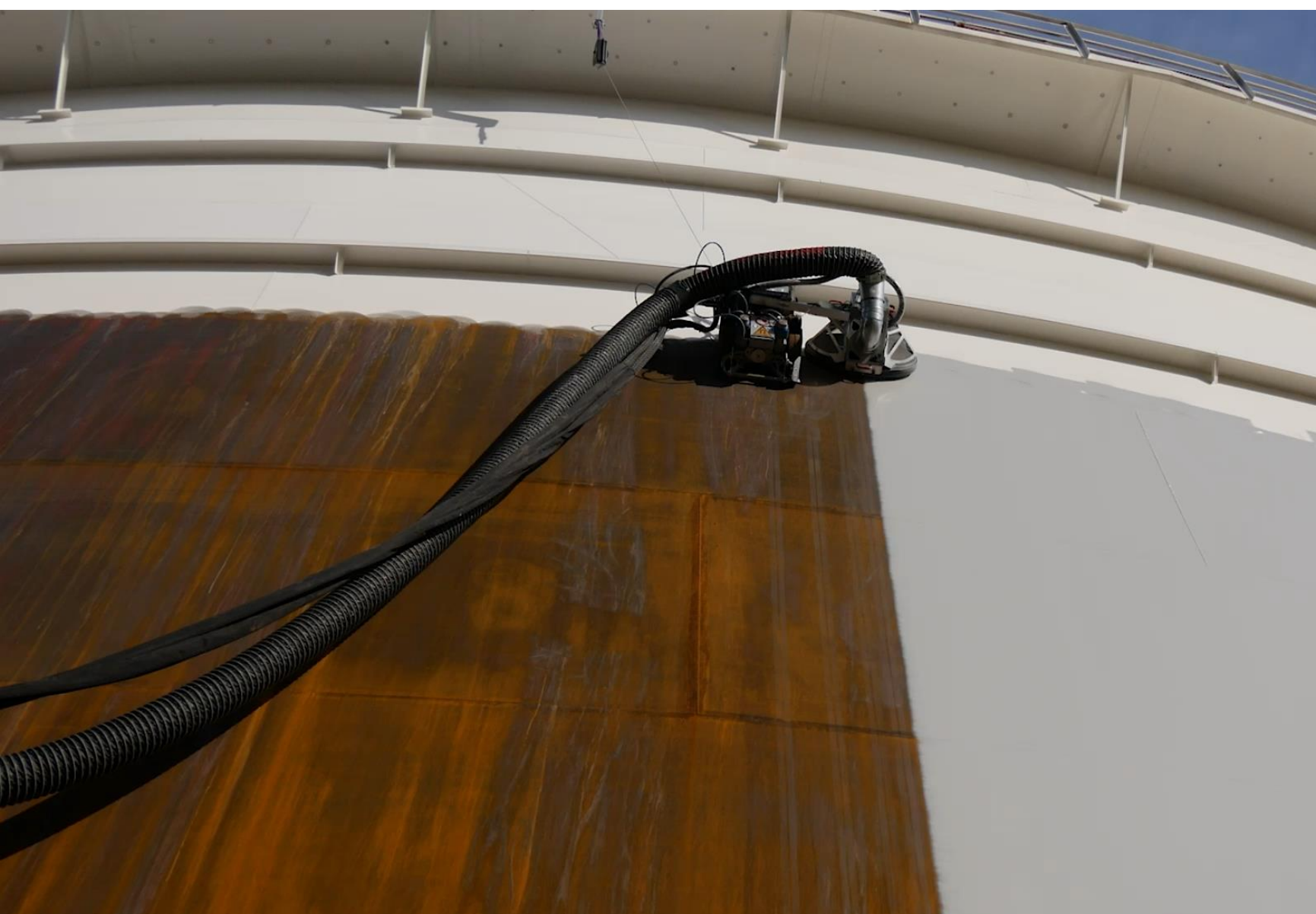
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Geen overspray



# VERF ROBOTS OP INDUSTRIËLE SCHAAL

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Industriële opslag

Wind turbine bladen  
& torens

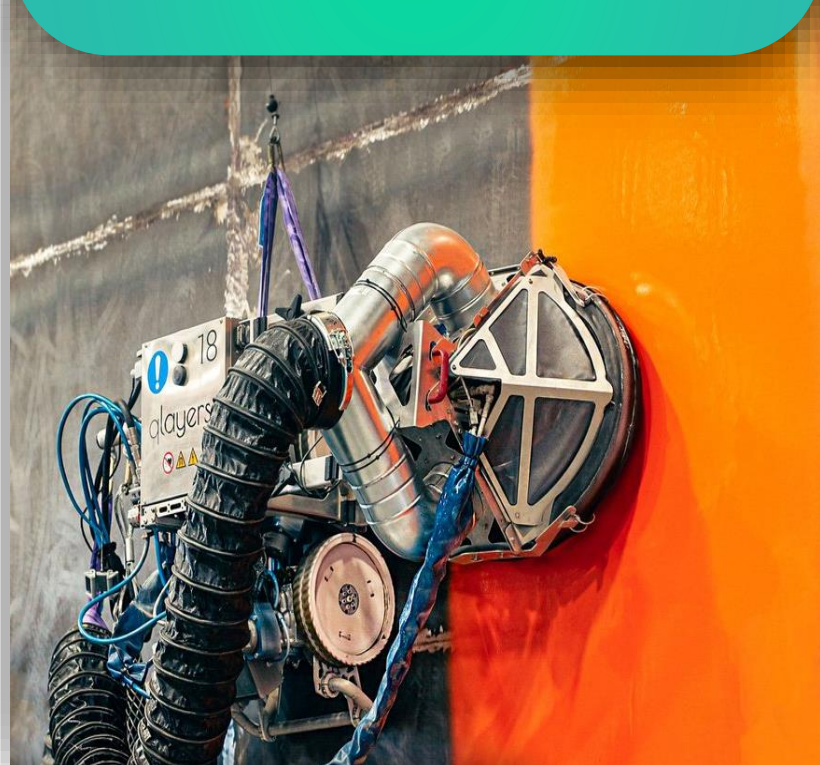
Schepen

# UNIQUE SELLING POINTS OF THE QLAYERS SOLUTION

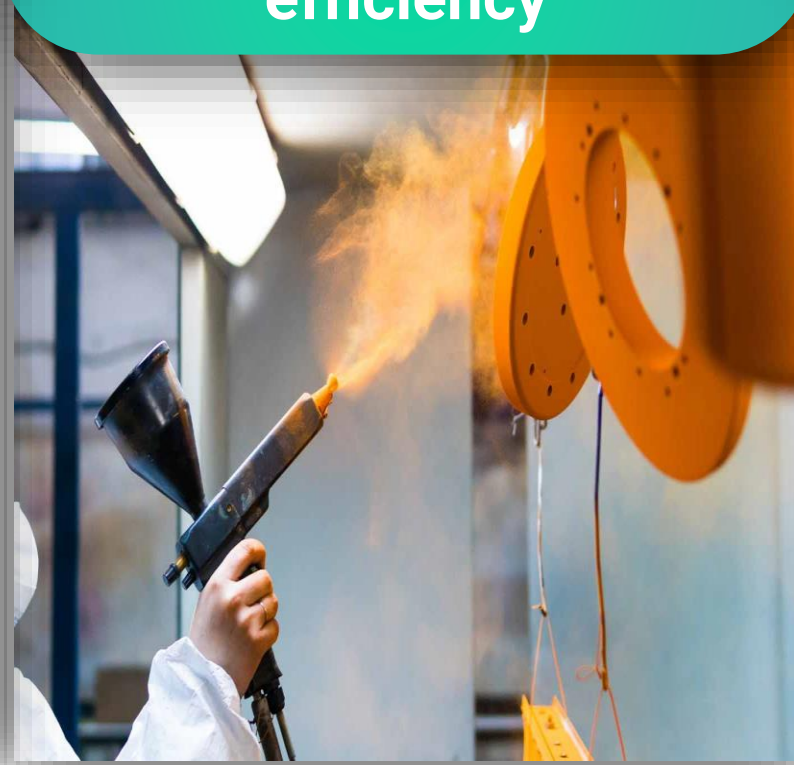
## USPs



**Enables automation**



**Improved transfer efficiency**



**Higher and more consistent paint quality**



**85% reduction of people working at heights**



**Virtually no overspray**

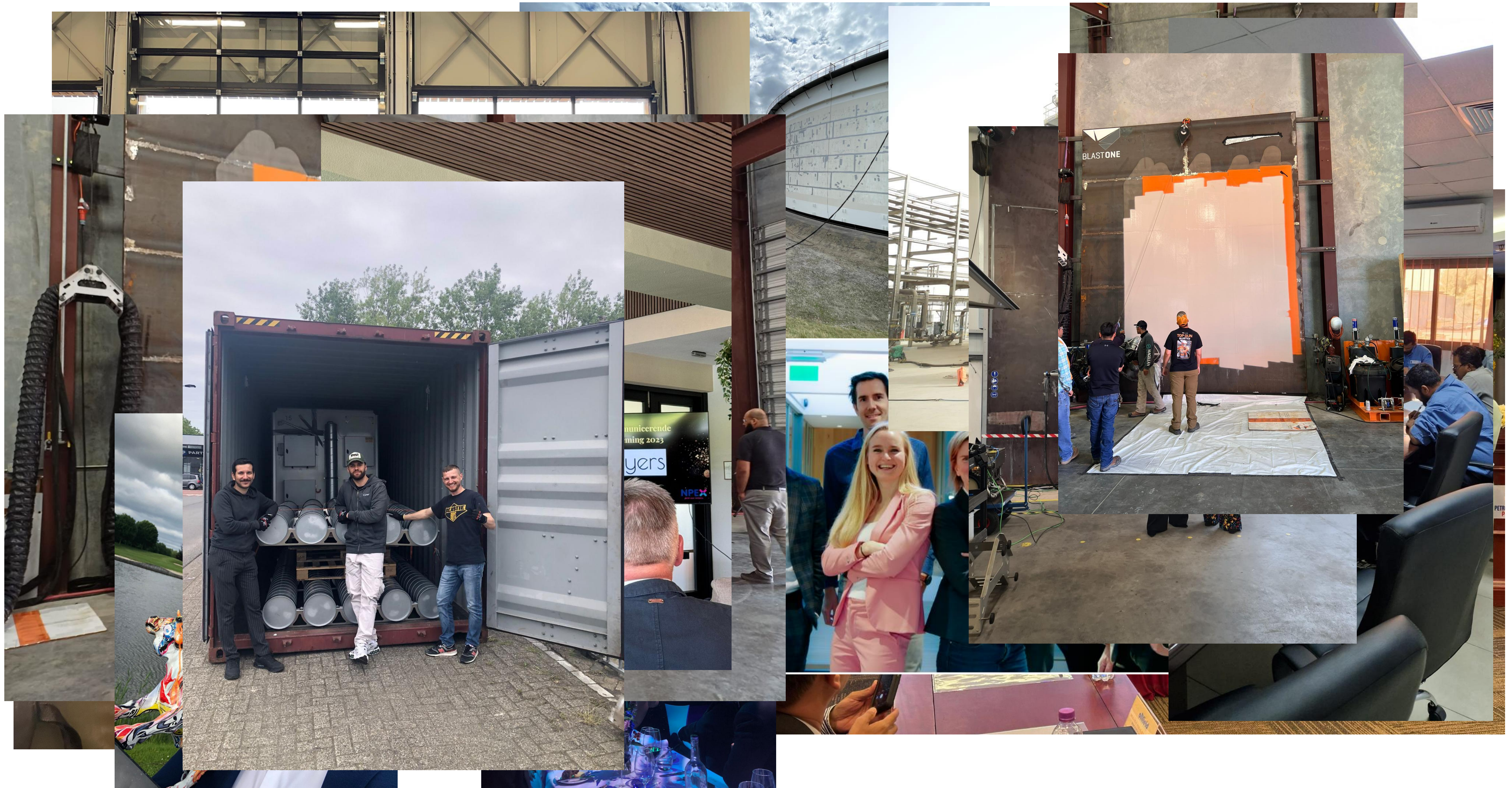


**Higher coating speed**





# ONS SUCCES IN FOTO'S



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# VERGADERING OBLIGATIEHOUDERS

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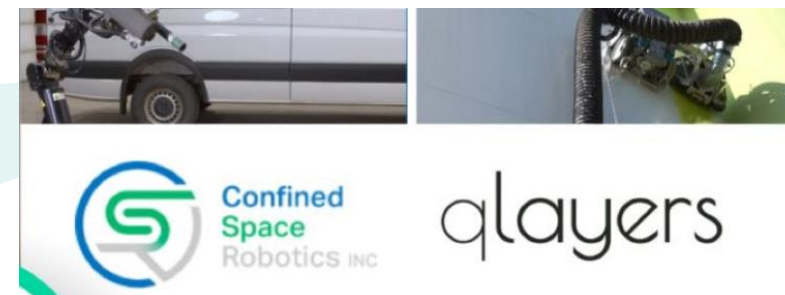
# TOELICHTING FINANCIELE STUKKEN

# // 2023 SALES

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



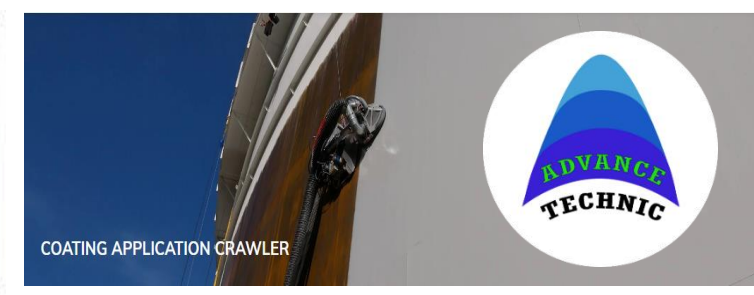
Launching customer NL



FSP Canada



Distributor USA



FSP APAC



Strategic Partner UK



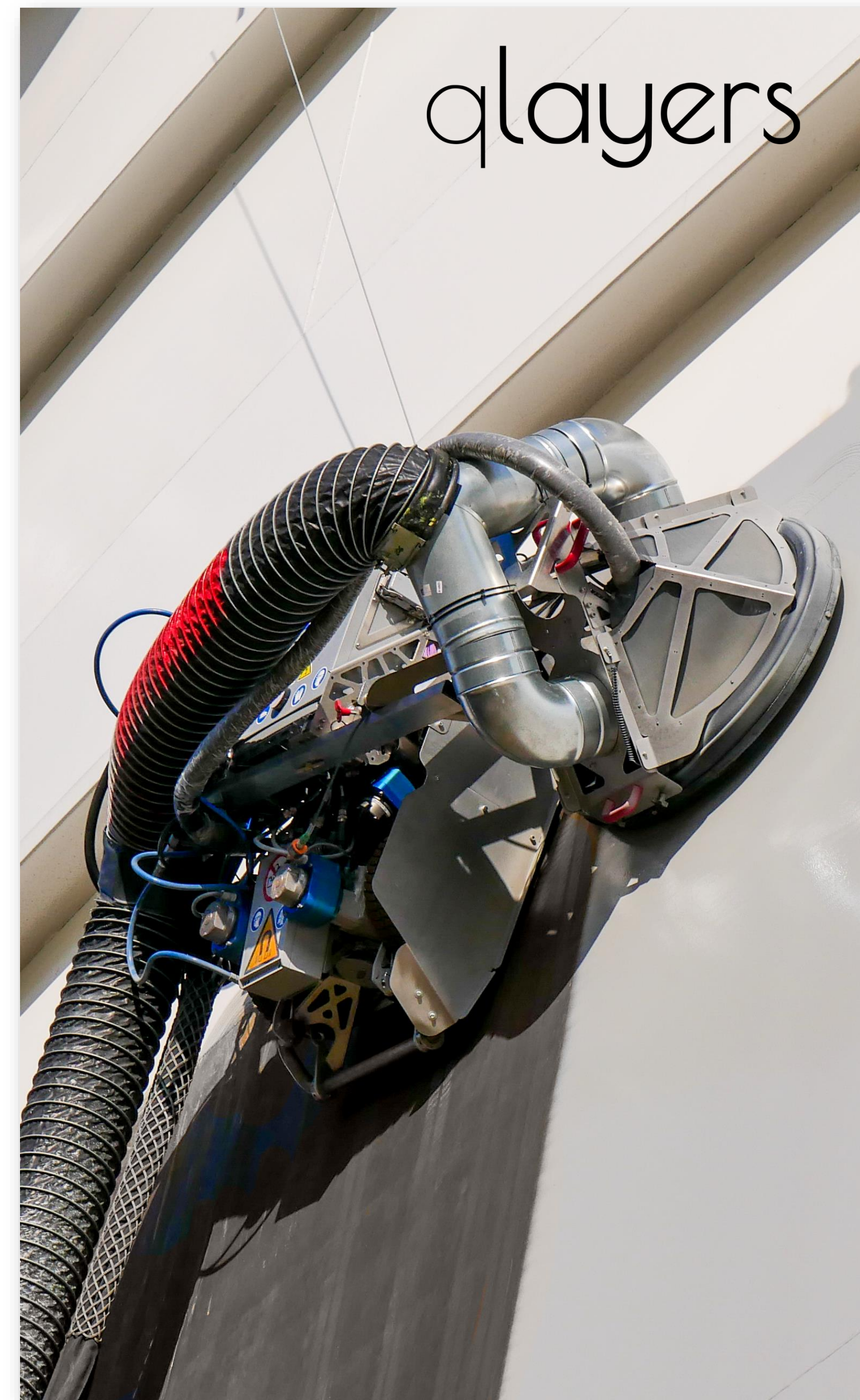
Distributor USA

# RESULTS QLAYERS HOLDING BV<sup>(CS)</sup>

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2021		2022		2023	
Revenue	344k €	Revenue	2,3M €	Revenue	3,3M €
Growth	n/a	Growth	~7x	Growth	~1,45x
EBITDA	-334k €	EBITDA	-763k €	EBITDA	-389k €

	FY-2021	FY-2022	FY-2023
Revenu	343.918	2.275.659	3.321.974
COGS	-64.318	-1.408.538	-1.485.832
Operating expenses	-613.939	-1.629.917	-2.225.388
<b>EBITDA</b>	<b>-334.339</b>	<b>-762.796</b>	<b>-389.246</b>
Depreciation and amortization	-117.994	-272.851	-340.934
<b>EBIT</b>	<b>-452.333</b>	<b>-1.035.647</b>	<b>-730.180</b>
Financial expenses	-49.832	-88.214	-235.201
<b>EBT</b>	<b>-502.165</b>	<b>-1.123.861</b>	<b>-965.381</b>
Taxes	0	524.704	243.454
<b>Result after tax</b>	<b>-502.165</b>	<b>-599.157</b>	<b>-721.927</b>



## REVENUE

3,3 M



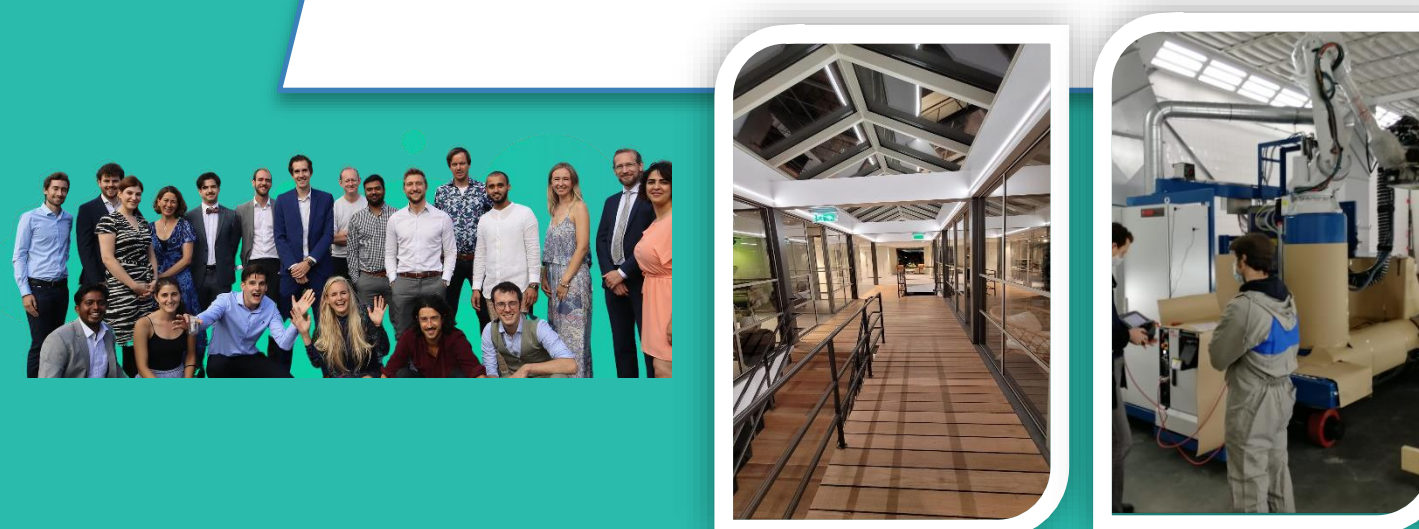
NET RESULT  
BEFORE TAX

-1,0 M

## COSTS

(incl. COGS en OPEX)

3,7 M



INTEREST AND  
DEPRECIATION

-0,6 M

EBITDA

-0,4 M

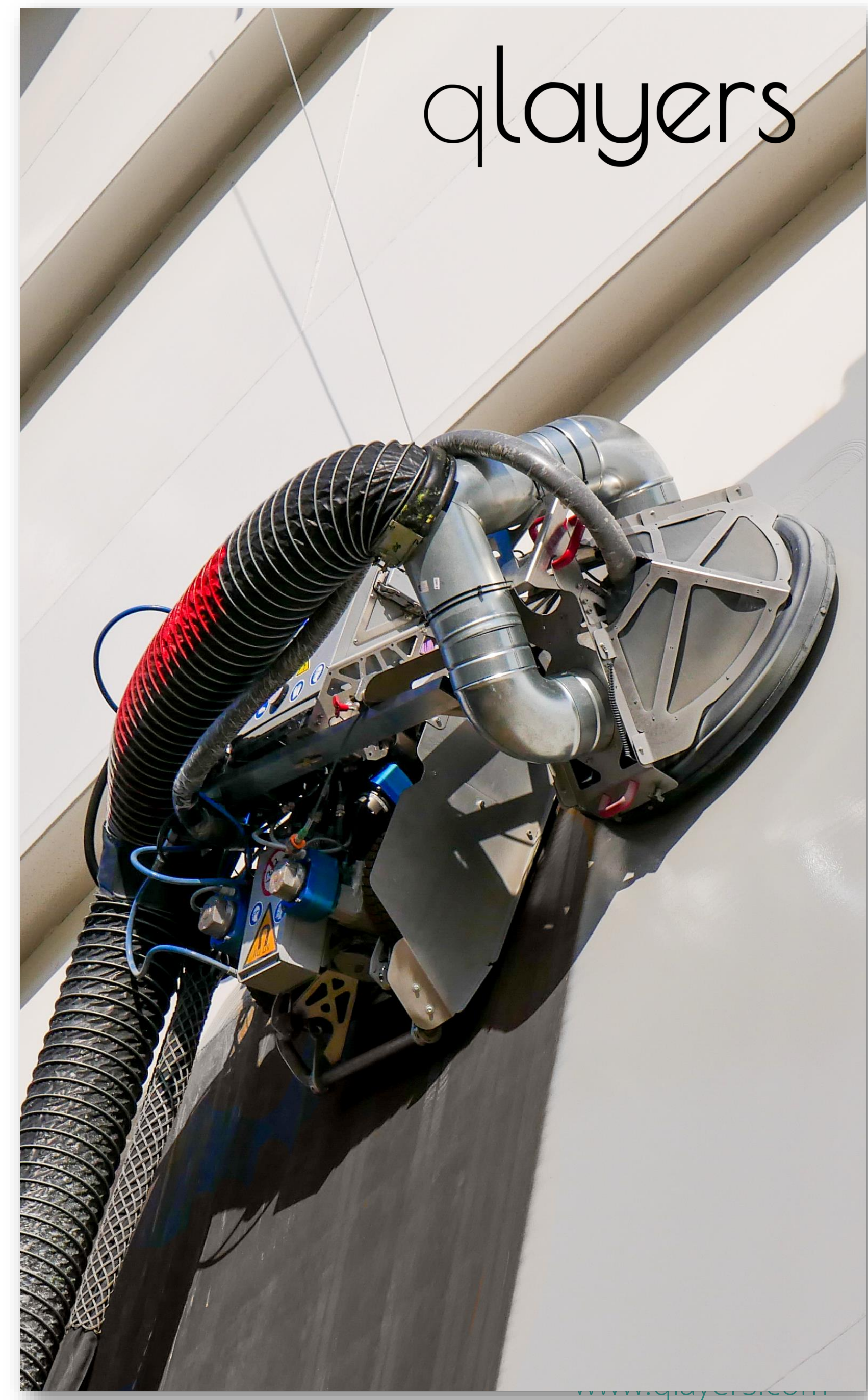


# HALFJAARCIJFERS

## Opbrengsten & kosten

HJ 2024

<b>Omzet</b>	<b>1.039.016</b>
Kostprijs van de omzet	468.345
<b>Brutomarge</b>	<b>570.671</b>
Bedrijfskosten	1.033.948
<b>EBITDA</b>	<b>-463.277</b>
Afschrijvingen	195.793
<b>EBIT</b>	<b>-659.070</b>
Financiële baten en lasten	116.879
<b>EBT</b>	<b>-775.949</b>
Belastingen	-
<b>Nettowinst</b>	<b>-775.949</b>



# VRAGEN RONDOM W&V

	31-12-2023	31-12-2022
<b>ASSETS</b>		
<b>Fixed assets</b>		
Intangible assets	971.653	930.430
Property, plant, equipment	506.504	297.526
Financial assets	768.440	524.704
<b>Current assets</b>		
Inventories and Work in progress	937.958	480.045
Receivables	763.279	173.798
Cash and cash equivalents	1.543.743	21.381
	<b>5.491.575</b>	<b>2.427.884</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Group equity</b>	(372.262)	(117.204)
<b>Long-term liabilities</b>	4.409.927	1.422.830
<b>Current liabilities, accruals and deferred income</b>	1.453.911	1.122.258
	<b>5.491.575</b>	<b>2.427.884</b>

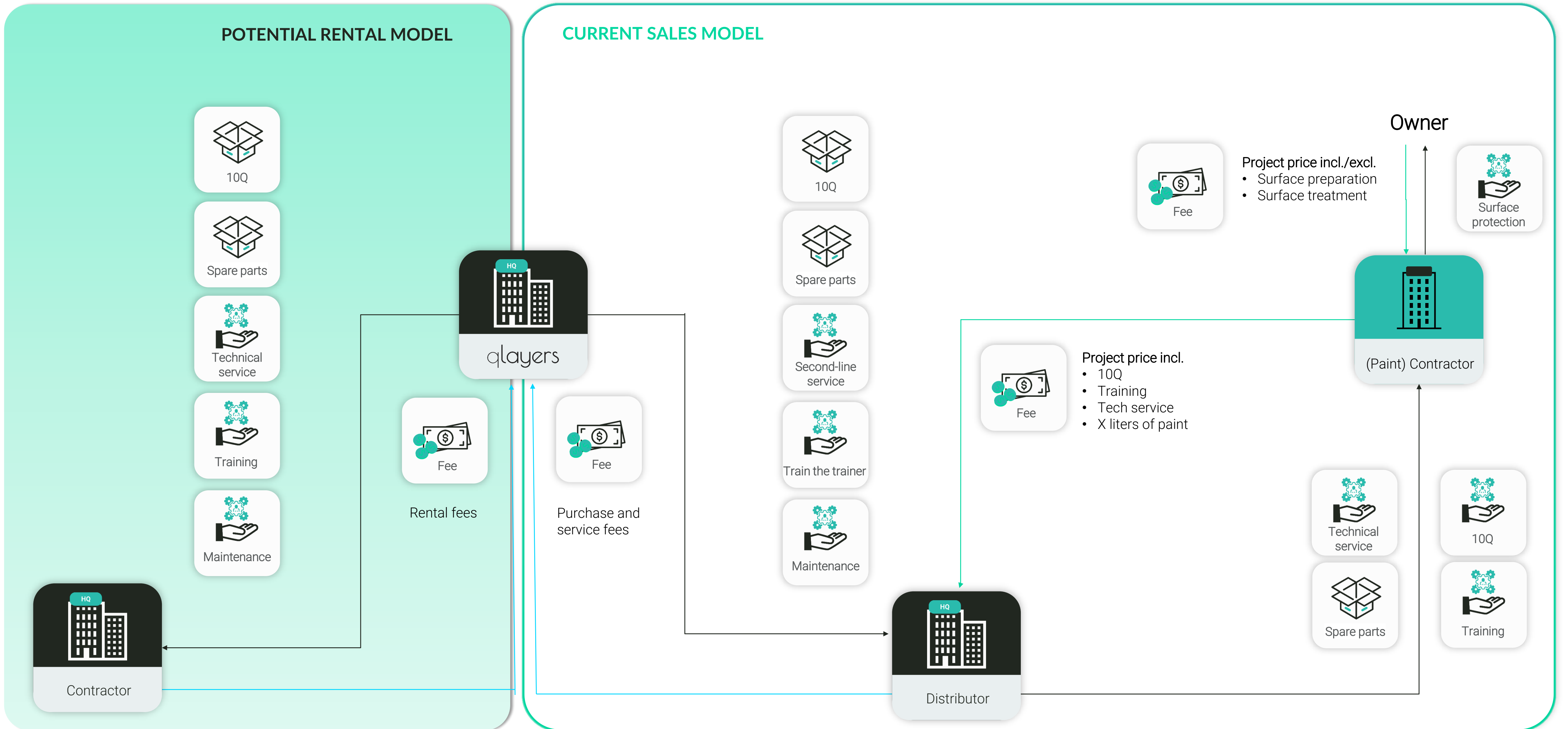
# VRAGEN RONDOM BALANS

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PLANNEN 2024

# FACILITEREN VAN VERHUUR MODEL





# SUBSIDIES 2024-2028

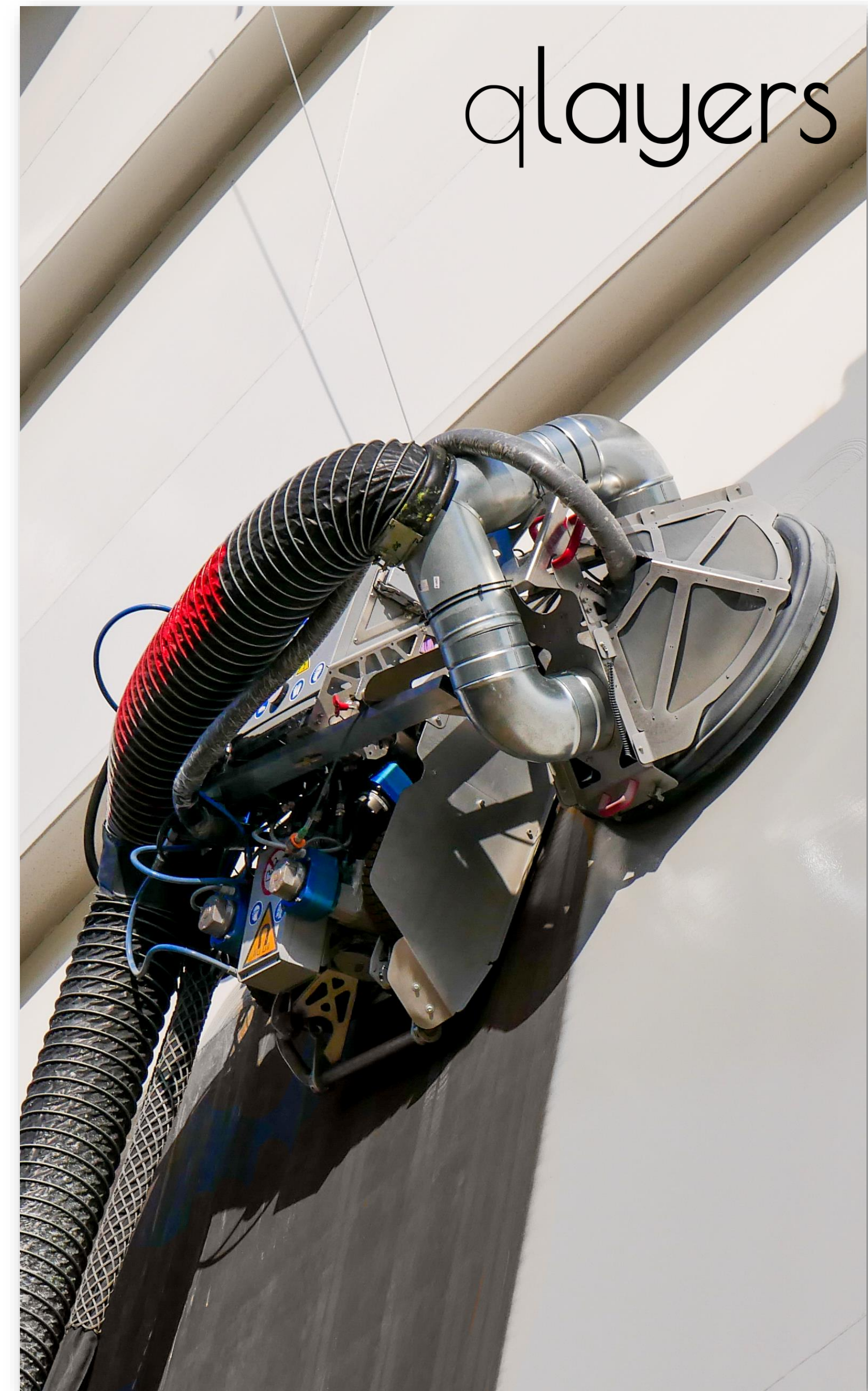
## **NXTGEN**

September '23  
Toegekend

## **LiT**

December '23  
Toegekend

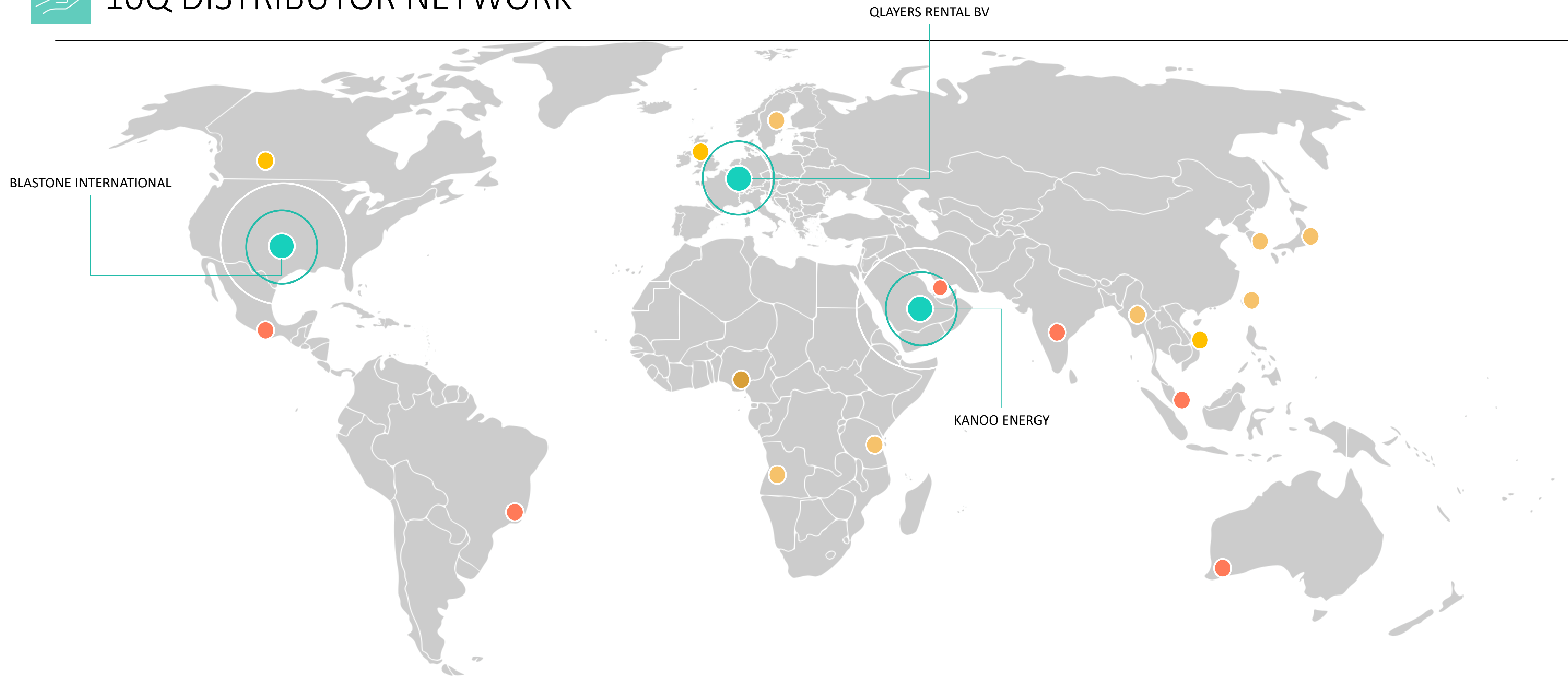
**NXT  
GEN**  
HIGHTECH



# FOCUS OP DISTRIBUTEURS



## 10Q DISTRIBUTOR NETWORK





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

**INVESTEER IN  
QLAYERS.**