



QUANTTM

Cleansing document

NOVEMBER 2024

Disclaimer

This cleansing statement (the “**Materials**”) is being communicated on behalf of Quant AB (publ) (the “**Issuer**”, or “**Quant**”, or “**OpCo**”) to the recipients hereof (the “**Recipients**”). These Materials may not be relied upon for any purpose and is only intended to serve as an update to the Recipients in connection with the contemplated transactions relating to the Issuer’s Existing Senior Secured Bonds and potential issue of certain new payment-in-kind bonds and new senior secured bonds (the “**Transaction**”).

These Materials do not purport to be complete descriptions of the Issuer or the proposed transaction and are not intended to be relied on. Any decision in relation to the proposed Transaction should be made solely on the basis of the notices to bondholders issued by the Issuer and the offer to holders of existing bonds to participate in new funding dated 14 November 2024 in connection therewith, all of which are available on the Issuer’s website, as well as the further documentation referred to therein and appended thereto.

Neither the Issuer, its representatives nor any other person makes any representation, warranty or guarantee of any kind, express or implied, as to the accuracy, completeness or reasonableness of the information contained herein or any other written or oral communication transmitted or made available to any person in connection herewith. To the maximum extent permissible under applicable law and regulation, any and all liability based on or arising from, in whole or in part, these Materials, such information or communication, or errors therein or omissions therefrom is disclaimed by the Issuer and nothing in this document shall be relied upon as a promise or representation in this respect, whether as to the past or the future.

The historical financial information presented in the Materials is based on the Issuer’s own internal records and has not been the subject of audit, review or verification by auditors or any other external party. Hence, such financial information might not have been produced in accordance with applicable recommended accounting principles and may furthermore contain errors and/or miscalculations.

These Materials include certain projections and forward-looking statements. Forward-looking statements give the Issuer’s current expectations and projections relating to its financial condition, results of operations, plans, objectives, future performance and business. Such projections and forward-looking statements reflect various assumptions regarding the Issuer’s present and future business strategies and the environment in which it will operate in the future, and are subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the control of any person, that could cause the Issuer’s actual results, performance or achievements to be materially different from the expected results, performance or achievements expressed or implied by such forward-looking statements. Accordingly, there can be no assurance that such projections or forward-looking statements will be realized. Actual results may vary from anticipated results and such variations may be material. No representations or warranties are made as to the accuracy or reasonableness of such assumptions or the projections or forward-looking statements based thereon.

These Materials do not constitute an offer or the solicitation of an offer to subscribe for or purchase of securities of the Issuer or any assets which may be described herein and do not constitute any form of advice, commitment or recommendation. In particular, any potential Transaction terms set out herein do not constitute an offer or other legally binding commitment and are subject to agreement of formal legal documentation as required in order to implement the Transaction. Only those representations and warranties that are made in such documentation shall have any legal effect. The Recipients should make an independent assessment of the merits of pursuing a Transaction.

Except as otherwise noted, these Materials speak as of the date noted herein and is not intended to give any assurances as to future results. The delivery of these Materials should not create any implication that there has been no change in the business and affairs of the Issuer or any views expressed herein since such date. The business and financial condition of the Issuer is subject to change which may not be reflected herein.

These Materials do not constitute or form part of an offer or solicitation to purchase or subscribe for securities in Sweden and any securities of the Issuer referred to herein are not registered with the Swedish Financial Supervisory Authority. In the event that the Materials are distributed in Sweden, it shall be directed only at persons who are qualified as “professionella kunder” as defined under the Swedish Securities Market Act (*Swe. Lag (2007:528) om värdepappersmarknaden*).

These Materials do not constitute or form part of an offer or solicitation to purchase or subscribe for securities in the United States. In the event that the Materials are distributed in the United States, it shall be directed only at persons who are “qualified institutional buyers” as defined in Rule 144A promulgated under the Securities Act (“**Rule 144A**”) (“**QIBs**”) or Accredited Investors in reliance upon Rule 144A under the U.S. Securities Act of 1933, as amended (the “**Securities Act**”). The Issuer’s securities have not been and will not be registered under the Securities Act, or with any securities regulatory authority of any state or other jurisdiction in the United States. Accordingly, no securities may not be offered, sold (directly or indirectly), delivered or otherwise transferred within or into the United States or to, or for the account or benefit of, U.S. Persons, absent registration or under an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. By accepting receipt of the Materials, you warrant and represent that you are either (i) not located within the United States or a U.S. person or (ii) a QIB or Accredited Investor.

Any offer of transferable securities in connection with the transactions contemplated by these Materials within any member state of the European Economic Area (“**EEA**”) or in the UK (each a “**Relevant State**”) will be made pursuant to an exemption under the Prospectus Regulation from the requirement to publish a prospectus for the offer of transferable securities to the public. In any Relevant State, the offer of new notes is only addressed to and directed at: (i) qualified investors in that relevant state within the meaning of the prospectus regulation (“**Qualified Investors**”), (ii) no more than 149 natural or legal persons (other than Qualified Investors) per Relevant State, or (iii) any natural or legal persons (other than Qualified Investors) that are able to subscribe for a minimum denomination of at least EUR 100,000 per unit of any securities issued as part of the transactions contemplated herein. In relation to each Relevant State, no offer of securities may be made to the public at any time other than pursuant to any of the above exemptions under the Prospectus Regulation.

No person or entity undertakes (i) any obligation to update any of the information contained herein or (ii) any other duties or responsibilities to any recipient in connection herewith.

This disclaimer shall be governed by and construed in accordance with the laws of Sweden.

Trading update – FY24 Outturn

Quant expects to generate Adjusted EBITDA of c. EUR 9.5m to c. EUR 10.0m in the period to December 2024, reflecting higher margin contracts and continued cost savings particularly in the Americas

	Outturn			
	FY23	Jan - Sept FY24	Oct - Dec FY24	FY24 Outturn
Net sales EURm	205.6	146.7	31.0 – 36.0	178.0 – 183.0
Adj. EBITDA EURm & Margin	4.3% 8.9	6.3% 9.3	1.6% - 2.8% 0.5 – 1.0	5.3% - 5.5% 9.5 – 10.0
CFADS EURm	6.2	4.2	0.0 – 1.0	4.0 – 5.0
Portfolio value EURm	168.2	132.9	7.0 – 12.0	140.0 – 145.0

Commentary

Net Sales

- Revenue in FY24 is forecast to be lower than FY23 because of the impact of previously announced lost contracts

Adj. EBITDA

- Adj. EBITDA is however forecast to grow reflecting the strong performance in Jan – Sept, higher margin contracts and the impact of cost savings from the reorganisation of operations in the Americas and at HQ

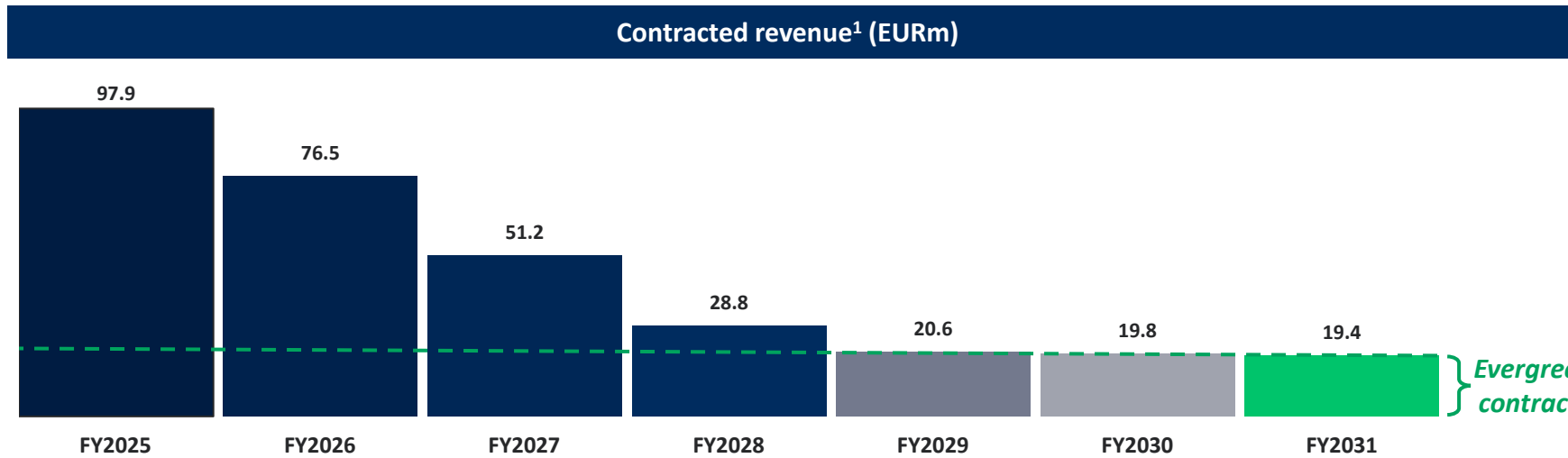
CFADS

- The business expects working capital to be negative in FY24 driven by the impact of advance funding of new business and the timing of certain payments, however this is mitigated by the utilisation of invoice discounting

Portfolio Value

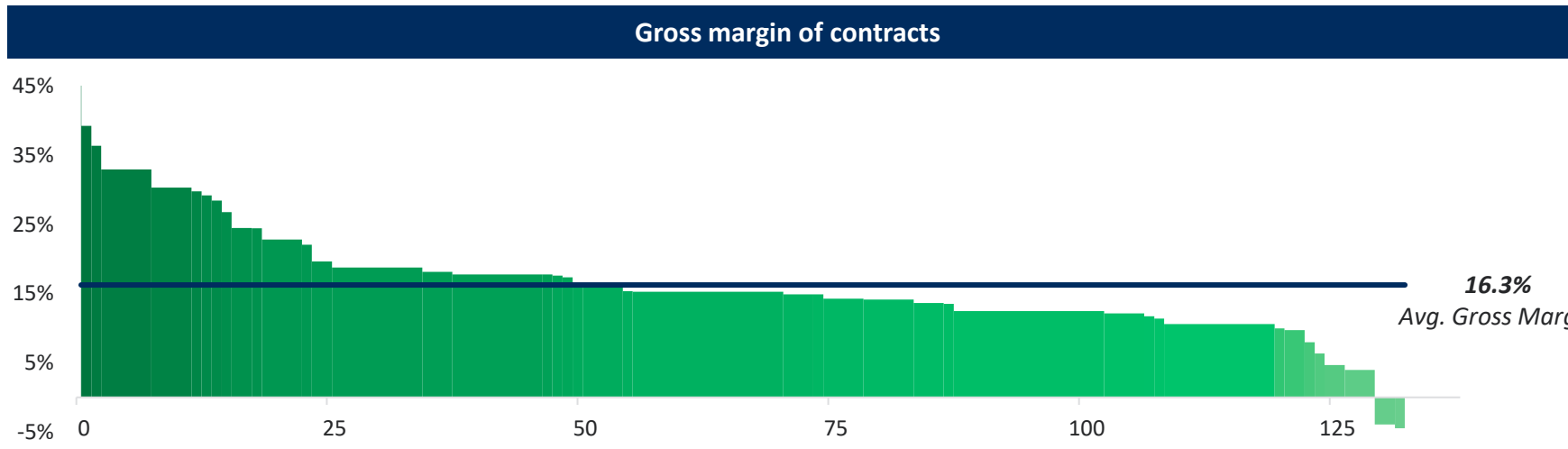
- Overall portfolio value in December 2024 reflects the impact of the previously announced termination of Quant’s contract at Arauco’s Constitucion plant, mitigated by other actual and forecast contract wins and renewals over the period

Quant continues to have significant levels of contracted revenue



Commentary

- Contracted revenue**
- Quant has a significant portion of its revenue for future years already contracted, e.g. EUR 97.9m in FY25.
 - It also continues to benefit from several evergreen contracts - contracts without a specified contract end date - representing c. EUR 19.4m of annual revenue

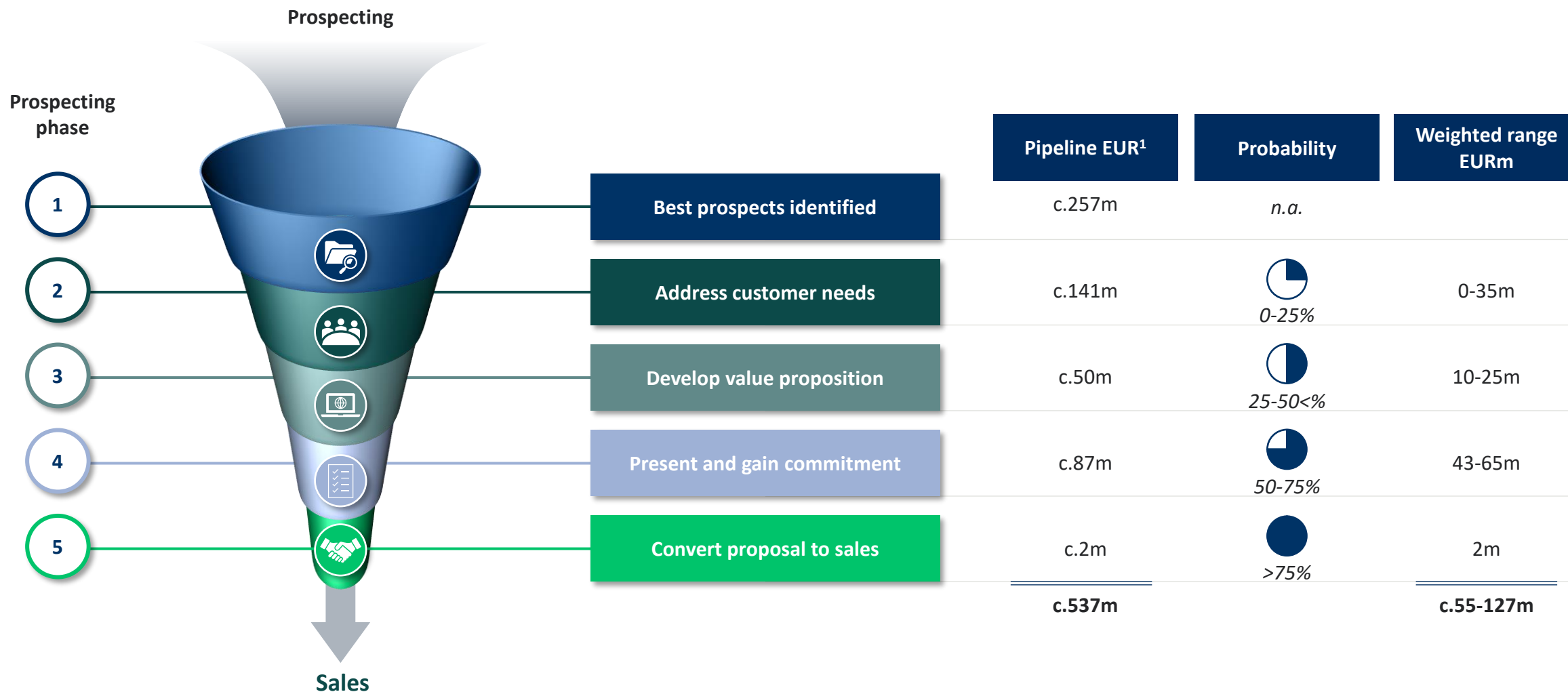


- Contract gross margin**
- Over the last two years the business has been actively transitioning to a higher-margin business model, reducing its exposure to lower-margin and unprofitable contracts
 - This approach has improved average gross margin per contract to 16.3%

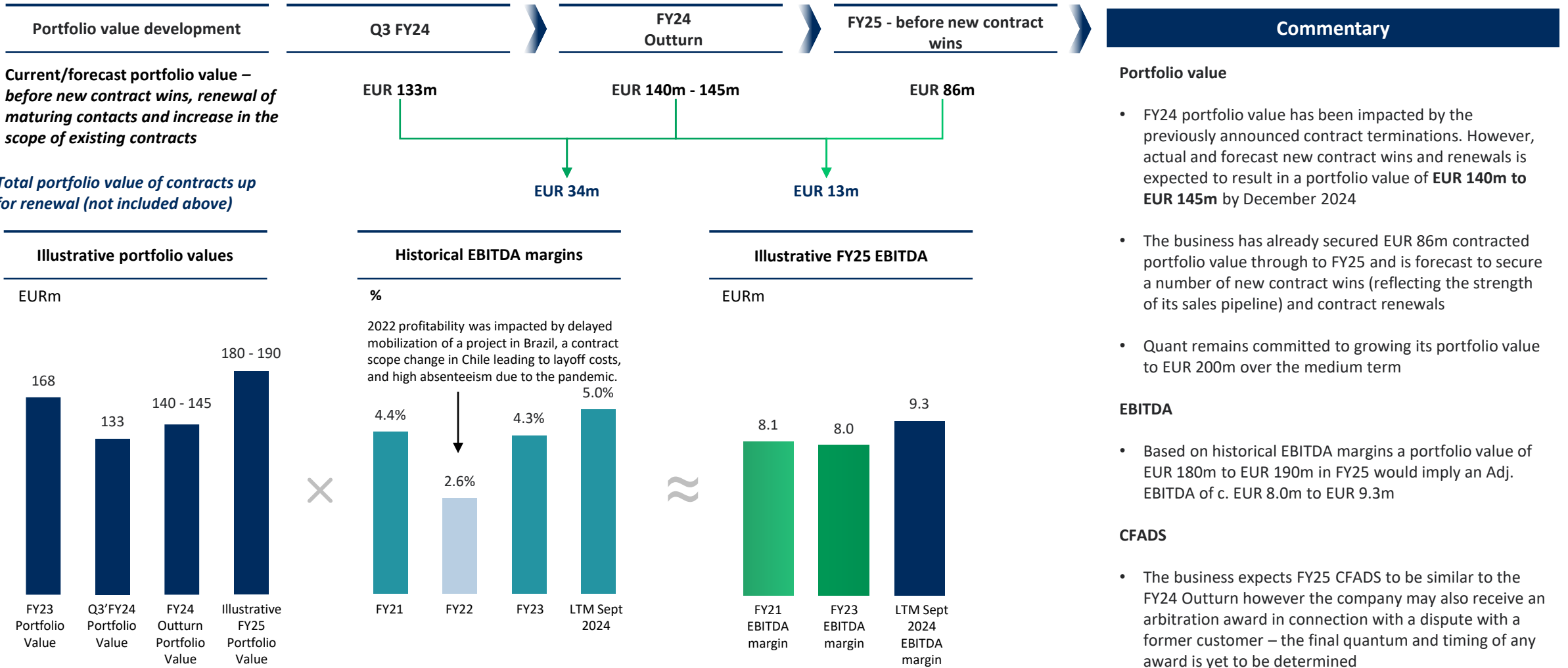
NOTES: 1) INCLUDES FULL YEAR IMPACT OF CONTRACTS NOT DUE FOR IN YEAR RENEWAL PLUS PRO-RATA AMOUNTS OF REVENUE FROM CONTRACTS UP FOR RENEWAL IN YEAR. EXCLUDES UPSIDE OF IN YEAR RENEWALS



Sales pipeline growth supported by key sales team hires



FY24 Outturn and FY25 guidance



QUANT™

Thank you!

For more information visit our website
www.quantservice.com