

€ 97.1 MILLION

Net sales Q1 2021/2022

€ 3.6 MILLION

Gross profit Q1 2021/2022

Invitation to conference call

Quickbit will present the interim report via a conference call at 10.00 a.m. CET on 10 November. Call in to register a few minutes prior to the start of the conference call on one of the following numbers:

Sweden: +46850558375
 UK: +443333009263
 USA: +1 6319131422

Pin: 20288230#

Use the following link to follow the presentation via webcast:
<https://tv.streamfabriken.com/quickbit-interim-q1-2021>

Financial calendar

2021 Annual
 General Meeting 24 November 2021
 Q2 Interim Report
 (October–December) 9 February 2022
 Q3 Interim Report
 (January–March) 11 May 2022
 Year-end Report
 2021/2022 10 August 2022

This report is published in Swedish and English. In the event of any differences between the English version and the Swedish original, the Swedish version takes precedence.

Sales increased 80% year-on-year, primarily through more merchants joining but also due to a slight recovery following the impact of the preceding year's revenue restructuring on sales. Merchants numbered 67 at the quarter's end, up from 29 at the same date last year. Investments in consumer products continued and the Quickbit App launched in the Swedish market in August.

First quarter, July–September 2021 in summary

- Net sales totalled €97.1 million (54.0).
- Gross profit amounted to €3.6 million (2.3) with a gross margin of 3.7% (4.3).
- Adjusted EBITDA was €0.3 million (1.2).
- EBIT totalled €-0.1 million (0.9).
- Basic earnings per share amounted to €-0.04 (0.11).

Significant events during the quarter

- Acquisition of the Norwegian firm Balder Solutions AS.
- Hammad Abuisseifan took the reins as CEO.
- Agreements were made with two acquiring banks, Worldpay and Bank Frick.
- The mentoring agreement with Eminova Fondkommission was terminated.

Financial summary

€ million	First quarter		Full year
	Jul-Sep 2021	Jul-Sep 2020	2020/2021
Net sales	97.1	50.4	250.6
Sales growth (%)	80%	-43%	-44%
Gross profit	3.6	2.3	10.5
Gross margin (%)	3.7%	4.3%	4.2%
Adjusted EBITDA	0.3	1.2	2.3
Adjusted EBITDA margin (%)	0.3%	2.2%	0.9%
Average daily volume (ADV)	1.1	0.6	0.7
No. of e-merchants	67	29	57

See pages 18–19 for the definitions and derivation of the above alternative performance measures.

Comments by the CEO

The 2021/2022 financial year opened with a strong quarter with positive momentum driven by new merchants and increasing volumes continuing throughout the first quarter. We are nearing a broader launch of our consumer product with new functions and in terms of launches in new countries.

Net sales increased sequentially by 17% compared with the preceding financial year's fourth quarter. The gross margin for the quarter rose slightly to 3.7% compared with 3.6% in the fourth quarter and is impacted in the short term by the mix of merchants and the geographic revenue mix.

We noted a positive market pattern in terms of sentiment toward and acceptance of cryptocurrencies, from consumers and businesses as well as in the approach of regulators. As cryptocurrencies enter people's everyday lives, legislation and regulations will also come into place. The ambition within the EU is to coordinate regulatory efforts to provide level and stable prerequisites for our type of operations, moreover, the EU represents a large market with many opportunities. Since it is critical that we understand the various rules, this means that Europe is our current main market. In the long term, other parts of the world are also interesting, but we will adapt our market launches as the regulatory landscape develops.

In early August, we opened up Quickbit App for use by the wider Swedish public and, just a few days later, we launched traditional currency accounts in Quickbit App. This makes our crypto offering unique in the Swedish market. We are the first company in Sweden to allow users to move easily and seamlessly between crypto and traditional currencies on a shared platform. We are now focussing on continuing to launch new services to increase user benefit. Our vision and mission are to facilitate the everyday use of cryptocurrencies for people and to thereby promote a borderless economy.

The launch of our consumer products in new geographic markets is approaching. At the end of September, we completed the acquisition of Balder Solutions in Norway, which provides us with the requisite registrations for launching the Quickbit App and Card in Norway – our first market for consumer products outside of Sweden. Next, we are considering the rest of the Nordic region, Estonia and the Netherlands.

The ecosystem of cryptocurrency payment services that we are creating interlinks Quickbit Merchant with Quickbit App and Card, thereby correlating the evolution of services. Following a review in my first months as CEO, we decided to prioritise and invest our resources in refining Quickbit App, one result of which being the recent launch of our traditional currency accounts. Following on, the plan is to launch Quickbit Card in the third quarter of 2021/2022 and Quickbit Merchant in the fourth quarter of 2021/2022.

Of late, we have also invested considerable resources and energy into enhancing the foundation platforms for our services with the aim of honing the preconditions for efficient future development of new services and to ensure scalability. Moreover, we have reviewed and refined processes and work methods, which primarily entailed investments in product and technology development. We have strengthened the product and technology organisation and established a new role as Head of Technology within Group management. With a good foundation for continued growth laid, we now have the key building blocks in place.

Hammad Abuseifan
CEO

Financial overview

Net sales and gross profit

First quarter net sales totalled €97.1 million (54.0), up 80% year-on-year. The positive sales trend was mainly driven by increased average daily volume (ADV), more merchants and a recovery following last year's restructuring. Merchants numbered 67 at the end of the first quarter, up 38 year-on-year.

Gross profit amounted to €3.6 million (2.3) for the first quarter due to the positive sales trend. The gross margin was 3.7% (4.3).

Expenses

Other external expenses for the first quarter amounted to €2.2 million (0.7), largely driven by accelerated investment in the organisation in terms of consultants pertaining to applications and registrations in other countries as well as variable expenses arising from higher sales. Total variable transaction costs for the quarter amounted to € 1.0 million, of which € 0.5 million pertained to introducer fees for acquiring banks.

The company works continuously to establish independent relationships with acquiring banks, to thereby gradually reduce variable expenses. The partnerships entered into with Worldpay and Bank Frick in the first quarter of the year comprise a step forward in that direction.

Personnel expenses amounted to €0.9 million (0.4), up year-on-year due primarily due to the increase in employees in line with the company's ambitions.

Earnings

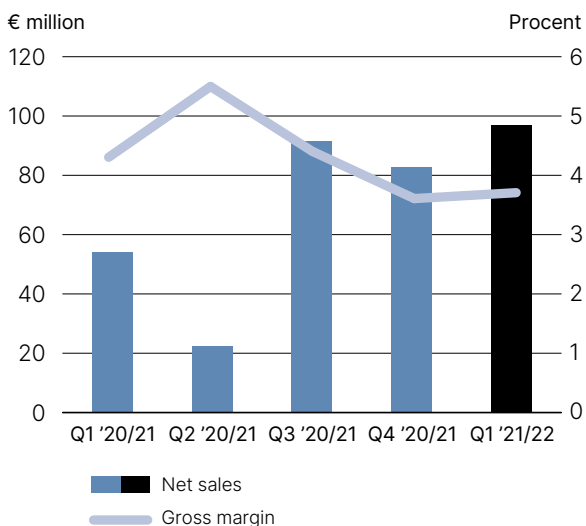
Adjusted EBITDA was €0.3 million (1.2), corresponding to an adjusted EBITDA margin of 0.3% (2.2). Adjustments encompassed items affecting comparability related to exchange differences and share-based incentive programmes, which amounted net to €0.0 million (0.1).

Depreciation and amortisation of PPE and intangible assets amounted to €0.4 million (0.2) and mainly pertained to amortisation of capitalised expenditure on product development.

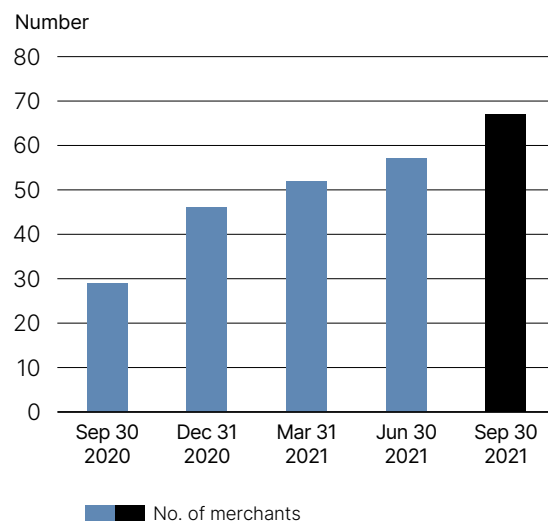
EBIT totalled €-0.1 million (0.9).

The tax expense for the first quarter of the 2021/2022 financial year was €0.3 million (0.2). Accordingly, net profit for the period amounted to €-0.4 million (0.7).

Net sales and gross margin per quarter



No. of merchants



Financial position

On 30 September 2021, other receivables in the consolidated balance sheet amounted to €10.6 million (10.0). The balance-sheet item, Other receivables, partially consists of previous deposits of collateral in the form of liquid assets that Quickbit needed to make to its previous acquiring partner. From 31 August 2020, the company no longer needs to deposit liquid assets as collateral. Deposited collateral as of 30 September 2021 amounted to €3.9 million (9.3). In the first quarter, €1.4 million in deposited collateral was returned to Quickbit.

On 30 September 2021, the company's accrued income amounted to €6.1 million. Starting from the third quarter of 2020/2021, the company recognises this accrued income in the balance-sheet item, Prepaid expenses and accrued income. Previously, these items were recognised net in the balance-sheet item, Other Receivables, as the amounts were considerably smaller. Previously, the cost of purchasing cryptocurrency was recognised net by the company in Other receivables, but this item has been recognised on a gross basis from the third quarter of 2020/2021. On 30 September 2021, the company's accrued expenses totalled €7.8 million.

Cash flow

Cash flow from changes in working capital is mainly impacted by changes in other receivables, accrued income and expenses. Cash flow from operating activities amounted to €-3.5 million (1.3) for the first quarter.

Cash flow from investing activities amounted to €-1.4 million (-0.5) in the first quarter and pertained mainly to capitalised expenditure for product development and to the completed acquisition of the Norwegian firm Balder Solutions AS.

On 30 September 2021, the Group's cash and cash equivalents amounted to €7.5 million (2.7).

Other information

Parent Company

The Parent Company's first quarter net sales amounted to SEK 3.7 million (3.1), and mainly related to inter-Group services. Inter-Group services are eliminated in the consolidated accounts and are thus eliminated from the consolidated income statement. Other operating income amounted to SEK 1.8 million (0.2) in the first quarter. Parent Company EBIT for the first quarter of the financial year amounted to SEK -29.1 million (-8.3). First quarter net profit totalled SEK -28.4 million (-8.3). Cash and cash equivalents amounted to SEK 42.0 million (28.5) on 30 September 2021.

Employees

The average number of employees, including consultants, in the first quarter amounted to 76 (46). The number of employees at the end of the fourth quarter was 80 (41). The average number of employees (full-time positions excluding consultants) amounted to 48 (18) in the first quarter.

Significant events during the quarter

- On 19 July, Quickbit acquired 100% of the shares in the Norwegian firm Balder Solutions AS. The acquisition provides Quickbit with the requisite registrations for a future launch of Quickbit App and Quickbit Card in Norway, which represents the next step in Quickbit's expansion phase. The purchase price amounted to NOK 2.5 million and was financed in its entirety through the company's own cash holdings. The acquisition was completed on 23 September.
- On 29 July, Hammad Abuseifan was appointed as CEO of the company. Since March 2021, Hammad has been a member of Quickbit's Board of Directors and will retain his place on the Board.
- In August, agreements were entered into with two new acquiring partners, WorldPay and Bank Frick. WorldPay is a leading provider of payment processing solutions with extensive experience and knowledge of cryptocurrencies. Bank Frick is a commercial bank specialising in blockchain banking services. Having more than one acquiring partner lowers Quickbit's business risk and, over time, lowers the company's transaction costs.
- On 27 August, the termination of the mentoring agreement with Eminova Fondkommission as of the 22 September was announced.

Significant events after the quarter

- On 12 October, changes in Group management were announced. Simon Afeworki goes from a role as Head of Finance to a newly established role as Chief Financial Officer (CFO) with responsibility for finance and accounting. Niklas von Proschwitz has been recruited for a newly created role as Head of Technology. Quickbit and Ejub Bivic, Chief Product Officer (CPO) have agreed that Ejub is to leave Quickbit to take on new challenges outside the company. Recruitment of a new CPO is in progress. During the interim period, Hammad Abuseifan will take over responsibility for product development.

As a result of these changes, from 1 November 2021, the composition of the management team is as follows:

CEO, Hammad Abuseifan

CFO, Simon Afeworki

Chief Legal & Compliance Officer, Johan Björklund

Head of Technology, Niklas von Proschwitz

CPO, vacant

Risks and uncertainties

Quickbit faces a number of risks and uncertainties that may directly or indirectly impact the company's operations. These uncertainties include regulatory risks linked to changes in regulations and legislation in various countries as well as currency risk attributable to rapid fluctuations.

Risks and uncertainties are described in more detail in Quickbit's most recently published annual report, available at www.quickbit.com.

Related-party transactions

No transactions with related parties occurred in the first quarter.

Forward-looking statements

This interim report contains statements concerning, inter alia, Quickbit's financial position and profitability, as well as statements about growth and long-term market potential that may be forward-looking. Quickbit believes that the expectations reflected in these forward-looking statements are based on reasonable assumptions. However, forward-looking statements include risks and uncertainties, and actual results or consequences may differ materially from those stated. In addition to what is required by applicable law, forward-looking statements apply only on the day they are made and Quickbit makes no undertaking to update any of them in light of new information or future events.

Review

This report has been subject to review by the company's auditors.

Disclosure

This information is such information that Quickbit eu AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person below, on Wednesday, 10 November 2021 at 8:00 a.m.

Contact

Hammad Abuseifan, CEO of Quickbit eu AB (publ)
Tel: +46 73 095 87 12
E-mail: hammad@quickbit.com

Signature

The Board of Directors and the CEO declare that the undersigned interim report provides a true and fair overview of the Parent Company's and the Group's operations, their financial position and performance as well as describing material risks and uncertainties facing the Parent Company and other companies in the Group.

Stockholm, 10 November 2021

Mikael Karlsson
Chairman of the Board

Jan Frykhammar
Board member

Karin Burgaz
Board member

Hammad Abuisseifan
CEO and Board member
Quickbit eu AB (publ)

Auditors' review report

Quickbit eu AB (publ) corporate id.no. 559066-2093

Introduction

We have reviewed the condensed interim financial information of Quickbit eu AB (publ) as of 30 September 2021 and the three-month period that ended on this date. The Board of Directors and the CEO are responsible for the preparation and presentation of this financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

The focus and scope of the review

We conducted our review in accordance with the International Standard on Review Engagements, ISRE 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*. A review of the interim report consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with International Standards on Auditing (ISA) and other generally accepted auditing practices.

The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that may be identified in an audit. Accordingly, the conclusion expressed based on a review does not constitute the same level of assurance as a conclusion based on an audit.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report, in all material respects, is not prepared for the Group in compliance with IAS 34 and the Swedish Annual Accounts Act and for the Parent Company in compliance with the Swedish Annual Accounts Act.

Stockholm, 10 November 2021

PricewaterhouseCoopers AB

Johan Engstam
Authorised Public Accountant

Consolidated income statement, condensed

Amounts in € million	Note	First quarter		Full-year
		Jul-Sep 2021	Jul-Sep 2020	Jul 2020– Jun 2021
Income				
Net sales	2	97.1	54.0	250.6
Other operating income		0.2	0.1	0.4
Total income		97.3	54.1	251.0
Operating expenses				
Purchase of cryptocurrency and other fees		-93.5	-51.7	-240.1
Other external expenses		-2.2	-0.7	-6.1
Personnel expenses		-0.9	-0.4	-2.2
Depreciation and amortisation of PPE and intangible assets		-0.4	-0.2	-0.7
Other operating expenses		-0.3	-0.2	-0.4
EBIT		-0.1	0.9	1.6
Financial items				
Finance costs		-0.0	-0.0	0.0
EBT		-0.1	0.9	1.6
Tax on profit for the period		-0.3	-0.2	-0.9
Net profit for the period		-0.4	0.7	0.7
OTHER COMPREHENSIVE INCOME				
Items that may be reclassified to profit for the period:				
Exchange differences on translation of foreign operations		0.1	-0.1	-0.9
Total comprehensive income for the period		-0.3	0.6	0.2
Earnings per share				
Basic		-0.04	0.11	0.09
Diluted ¹⁾		-0.04	0.08	0.08
Number of shares				
Weighted-average, before dilution		88,460,736	67,716,250	88,460,736
Weighted-average, after dilution		93,710,736	92,425,375	94,310,736

1) No dilutive effect arises from the conversion of warrants to ordinary shares if this would lead to an improvement in earnings per share, according to IAS 33.

Consolidated balance sheet, condensed

Amounts in € million	Note	30 Sep 2021	30 Sep 2020	30 Jun 2021
ASSETS				
Non-current assets				
Capitalised expenditure on development and similar work		5.7	3.4	5.1
Other intangible assets		3.7	3.8	3.4
Right-of-use assets		0.2	0.3	0.2
Equipment and tools		0.2	0.1	0.1
Other non-current receivables		0.6	0.3	0.3
Deferred tax assets		0.0	0.0	0.0
Total non-current assets		10.2	7.9	9.2
Current assets				
Inventory of cryptocurrency		0.0	0.0	0.1
Trade receivables		–	–	0.0
Other receivables		10.6	10.0	12.9
Prepaid expenses and accrued income		6.1	0.3	2.1
Cash and bank balances		7.5	2.7	12.5
Total current assets		24.2	13.1	27.6
TOTAL ASSETS		34.5	21.1	36.9

Consolidated balance sheet, condensed

Amounts in € million	Note	30 Sep 2021	30 Sep 2020	30 Jun 2021
EQUITY AND LIABILITIES				
Equity				
Share capital		0.1	0.1	0.1
Other contributed capital		13.8	7.3	13.8
Reserves		-1.1	-1.0	-1.2
Other equity including net profit for the year		11.9	12.4	12.4
Total equity		24.8	18.8	25.1
Non-current liabilities				
Non-current lease liabilities		0.0	0.1	0.0
Total non-current liabilities		0.0	0.1	0.0
Current liabilities				
Trade payables		1.0	0.2	1.2
Current tax liabilities		0.6	1.3	0.9
Current lease liabilities		0.1	0.2	0.2
Other current liabilities		0.1	0.3	1.4
Accrued expenses and deferred income		7.8	0.1	8.1
Total current liabilities		9.7	2.1	11.8
TOTAL EQUITY AND LIABILITIES		34.5	21.1	36.9

Consolidated changes in equity, condensed

Amounts in € million	Note	Share capital	Other contributed capital	Retained earnings (incl. net profit for the period)	Total equity
OPENING BALANCE ON 1 JULY 2020		0.1	7.0	11.2	18.2
Transition to euro (€)		0.0	0.3	-0.3	0.0
Net profit for the period		-	-	0.7	0.7
Reserves		-	-	-0,1	-0,1
Total comprehensive income for the period		0.1	7.3	11.4	18.8
Transactions with shareholders					
Ongoing new issue		0.0	0.0	-	-
New-issue-related expenses		-	0.0	-	0.0
Share-based payments to personnel		-	-	0.0	0.0
Share-based payments		-	-	-	-
Total transactions with shareholders		0.0	-0.0	0.0	0.0
CLOSING BALANCE ON 30 SEPTEMBER 2020		0.1	7.3	11.4	18.8
OPENING BALANCE ON 1 JULY 2021		0.1	13.8	11.2	25.1
Net profit for the period		-	-	-0.4	-0.4
Reserves		-	-	0,1	0,1
Total comprehensive income for the period		0.1	13.8	11,0	24.9
Transactions with shareholders					
Earnouts		-	-	-	-
Ongoing new issue		0.0	0.0	-	-
Share-based payments to personnel		-	-	-0.1	-0.1
Total transactions with shareholders		0.0	0.0	-0.1	-0.1
CLOSING BALANCE ON 30 SEPTEMBER 2021		0.1	13.8	10.9	24.8

Consolidated statement of cash flows, condensed

Amounts in € million	Note	First quarter		Full-year
		Jul-Sep 2021	Jul-Sep 2020	Jul 2020– Jun 2021
Operating activities				
EBIT		-0.1	0.9	1.6
Non-cash items		0.3	0.2	0.8
Tax paid		-0.5	–	–
Interest paid		-0.0	–	-0.0
		-0.3	1.1	2.4
Change in working capital				
Increase/decrease in operating receivables		-1.5	1.4	-3.0
Increase/decrease in operating liabilities		-1.7	-1.1	7.1
		-3.5	1.3	6.5
Investing activities				
Investments in non-current intangible assets		-0.9	-0.4	-2.3
Investments in PPE		-0.0	-0.0	-0.1
Acquisition of subsidiaries		-0.3	–	–
Investments in non-current financial assets		-0.3	-0.1	-0.1
		-1.4	-0.5	-2.5
Financing activities				
Increase/decrease other financial receivables and liabilities		–	–	–
New issue		–	–	6.6
Principal elements of lease payments		0.0	0.0	-0.2
		0.0	0.0	6.4
Cash flow for the period		-5.0	0.7	10.4
Opening cash and cash equivalents		12.5	2.0	2.1
Exchange difference in cash and cash equivalents		-0.1	0.0	0.0
Closing cash and cash equivalents		7.5	2.7	12.5

Parent Company income statement, condensed

Amounts in SEK million	Note	First quarter		Full-year
		Jul-Sep 2021	Jul-Sep 2020	Jul 2020– Jun 2021
Net sales		3.7	3.1	12.9
Other operating income		1.8	0.2	4.5
Operating expenses				
Purchase of cryptocurrency and other transaction costs		–	–	–
Other external expenses		-21.1	-6.5	-54.5
Personnel expenses		-9.0	-3.9	-21.1
Depreciation and amortisation of PPE and intangible assets		-2.5	-1.0	-4.7
Other operating expenses		-2.0	-0.1	-4.5
EBIT		-29.1	-8.3	-67.4
Financial items				
Interest income and similar profit/loss items		0.7	0.0	0.0
Interest expense and similar profit/loss items		0.0	0.0	-0.1
EBT		-28.4	-8.3	-67.5
Net profit for the period		-28.4	-8.3	-67.5

No items in the Parent Company are recognised as other comprehensive income and, accordingly, total comprehensive income for the period corresponds to net profit for the period.

Parent Company balance sheet, condensed

Amounts in SEK million	Note	30 Sep 2021	30 Sep 2020	30 Jun 2021
ASSETS				
Non-current assets				
Capitalised expenditure on development and similar work		55.1	30.7	48.5
Other intangible assets		0.1	0.1	0.1
Equipment and tools		1.6	1.0	1.3
Participations in Group companies		47.0	49.9	47.0
Other non-current receivables		1.9	0.6	1.2
Total non-current assets		105.7	82.2	98.1
Current assets				
Trade receivables		–	–	0.4
Receivables from Group companies		6.9	0.4	0.9
Other receivables		2.7	2.9	3.4
Prepaid expenses and accrued income		3.1	3.6	1.4
Cash and bank balances		42.0	28.5	126.0
Total current assets		54.7	35.4	132.1
TOTAL ASSETS		160.4	117.6	230.1

Parent Company balance sheet, condensed

Amounts in SEK million	Note	30 Sep 2021	30 Sep 2020	30 Jun 2021
EQUITY AND LIABILITIES				
Equity				
Share capital		0.9	0.7	0.9
Ongoing new issue		–	0.0	–
Fund for development expenditure		55.1	30.7	48.5
Share premium reserve		139.5	73.3	139.5
Retained earnings		-159.9	-67.4	-84.7
Net profit for the year		-28.4	-8.3	-67.5
Total equity		7.2	29.0	36.7
Current liabilities				
Liabilities to Group companies		132.4	78.7	170.9
Trade payables		10.4	2.3	12.2
Current tax liabilities		2.8	0.2	2.0
Other current liabilities		1.5	5.0	1.4
Accrued expenses and deferred income		6.2	2.4	6.9
Total liabilities		153.2	88.6	193.4
TOTAL EQUITY AND LIABILITIES		160.4	117.6	230.1

Notes

NOTE 1 ACCOUNTING POLICIES

Quickbit applies the International Financial Reporting Standards (IFRS) as endorsed by the EU. This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting. The application of the accounting policies is consistent with their application in the annual report for the 2020/2021 financial year.

The accounts for the Parent Company have been prepared pursuant to the Swedish Annual Accounts Act and RFR 2 Accounting for Legal Entities. The Parent Company applies the same accounting policies as the Group except in the cases listed in the section Parent Company's accounting policies in the annual report for the 2020/2021 financial year.

New Group presentation currency

From 1 July 2021, the Group's presentation currency is the euro (€).

The Parent Company's functional currency is the Swedish krona (SEK), unchanged compared with 2020/2021.

Unless stated otherwise, all amounts are given in million euro (€ million) for the Group and million krona (SEK million) for the Parent Company.

A more detailed description of the accounting policies applied for the Group and the Parent Company in this interim report is available in the Annual Report for the financial year, available at www.quickbit.com.

NOTE 2 NET SALES

The Group's net sales pertain entirely to sales of cryptocurrency and are recognised at a point in time.

Net sales by operating segment, € million

Solution for e-merchants	97.1
Total	97.1

Alternative performance measures

This report contains financial metrics and alternative performance measures (APMs), which are not defined in IFRS. The company considers that this information, together with comparable defined IFRS metrics, is useful for investors as it provides increased understanding of the company's operating results. The APMs should not be assessed in isolation from, or as a substitute for, financial information presented in the financial statements pursuant to IFRS. The reported APMs are not necessarily comparable with similar measures presented by other companies.

Quickbit uses the following APMs that are not derived from the financial statements:

- Gross profit and gross margin
- Adjusted EBITDA and Adjusted EBITDA margin

Derivation of gross profit and gross margin

Amounts in € million	First quarter		Full-year
	Jul-Sep 2021	Jul-Sep 2020	Jul 2020–Jun 2021
Net sales	97.1	54.0	250.6
Purchase of cryptocurrency and other fees	-93.5	-51.7	-240.1
Gross profit	3.6	2.3	10.5
Gross margin, %	3.7%	4.3%	4.2%

Derivation of EBITDA and Adjusted EBITDA

Amounts in € million	First quarter		Full-year
	Jul-Sep 2021	Jul-Sep 2020	Jul 2020–Jun 2021
EBIT	-0.1	0.9	1.6
Depreciation and amortisation of PPE and intangible assets	0.4	0.2	0.7
EBITDA	0.3	1.1	2.3
Exchange differences	0.1	0.1	0.0
Share-based incentive programme	-0.1	0.0	0
Items affecting comparability	0.0	0.1	0.0
Adjusted EBITDA	0.3	1.2	2.3
Adjusted EBITDA margin, %	0.3%	2.2%	0.9%

Definition

Alternative performance measures	Definition	Reason
Gross profit	Net sales less purchases of cryptocurrency and other fees.	The APM is used to measure the company's ability to charge for its products.
Gross margin	Gross profit in relation to net sales.	The APM is a measure of the company's earnings capacity in relation to net sales.
EBITDA	EBITDA comprises earnings before interest, tax, depreciation and amortisation.	The APM is used to measure earnings from operating activities excluding depreciation, amortisation and impairment.
Items affecting comparability	Items affecting comparability pertain to material items and events that have no clear connection to ordinary operations and are assessed as being of an extraordinary nature.	The item is excluded in the calculation of adjusted EBITDA. Separate reporting of items affecting comparability provides clarity in terms of the development of the underlying operations.
Adjusted EBITDA	EBITDA excluding items affecting comparability.	The APM is used to monitor the underlying earnings trend over time and on a comparable basis.
Adjusted EBITDA margin	Adjusted EBITDA in relation to net sales.	The APM is used to measure earnings from operating activities excluding depreciation, amortisation and impairment, and items affecting comparability in relation to net sales.
Average daily volume (ADV)	Transaction volume in relation to the number of days in the period.	
Merchants	Number of active members merchants in the period.	

Quickbit is a Swedish fintech company, founded in 2016

with the goal that more people and companies should use cryptocurrency on an everyday basis. Our history is in payments and we are driven by our vision that it should be easy and cheap to make quick and secure payments.

Since the outset, operations have developed at a high tempo

and today we offer solutions for e-merchants to receive payment in cryptocurrency. We will also launch user-friendly and secure solutions for people to easily use cryptocurrency in their everyday lives. We are doing this because we are convinced that the financial services of the future will be based on blockchain technology and cryptocurrency.

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