

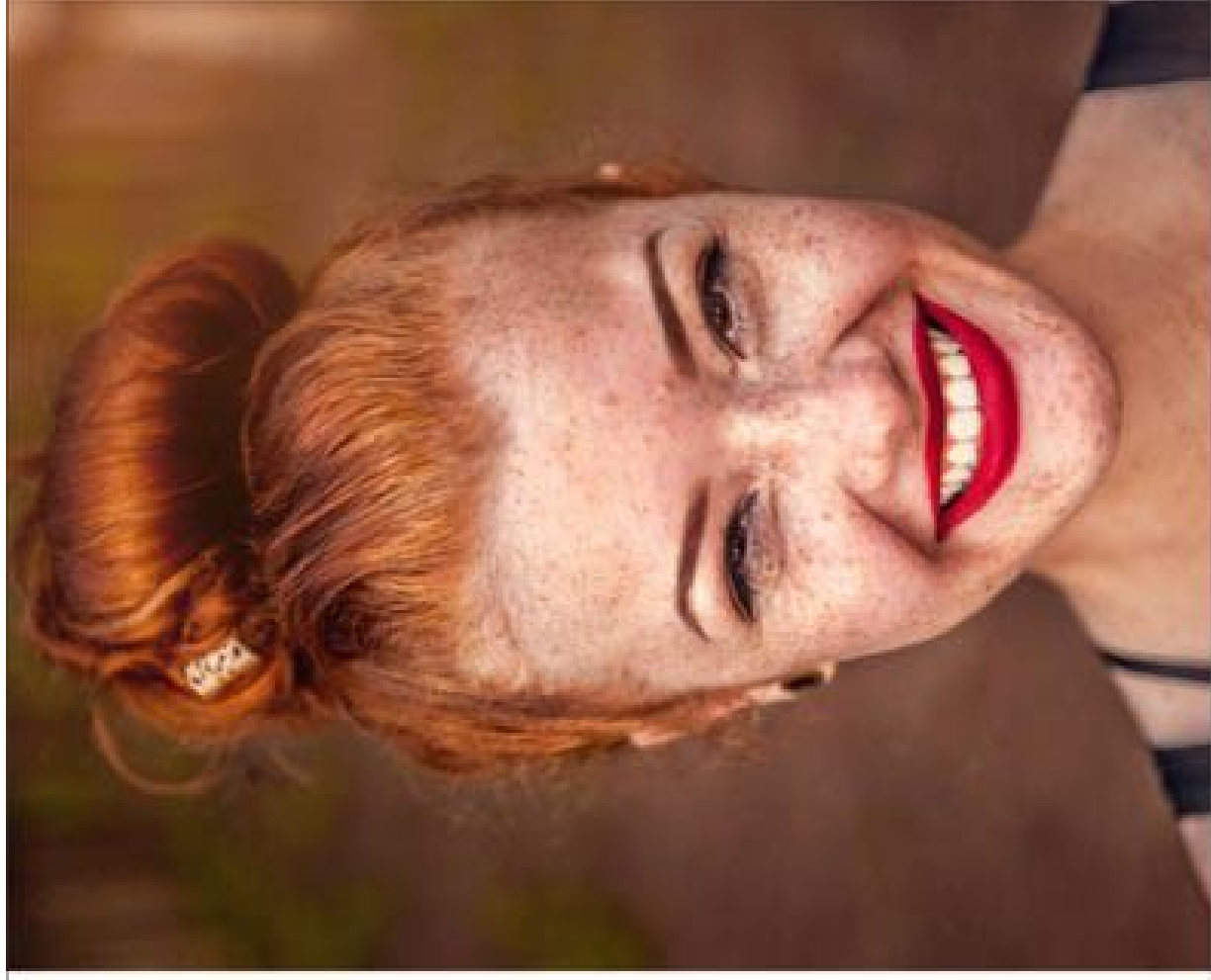
# Company Presentation Quinyx

Q:QUINYX



TopPitchDeck

**Our purpose is to  
create a better  
life for millions of  
people by  
improving their  
work lives.**



## Quinyx at a glance

**50%**  
YoY Growth



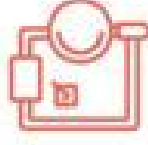
**7M**  
App logins / month



**750+**  
Customers



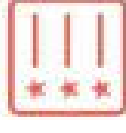
**110%**  
Net retention rate



**90%**  
Use Mobile Only



**99.98%**  
Historical up-time



**98%**  
Renewal rate



**1**  
Cloud Platform



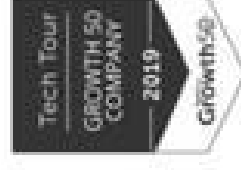
**90%+**  
SaaS gross margin

## Awards & Investors

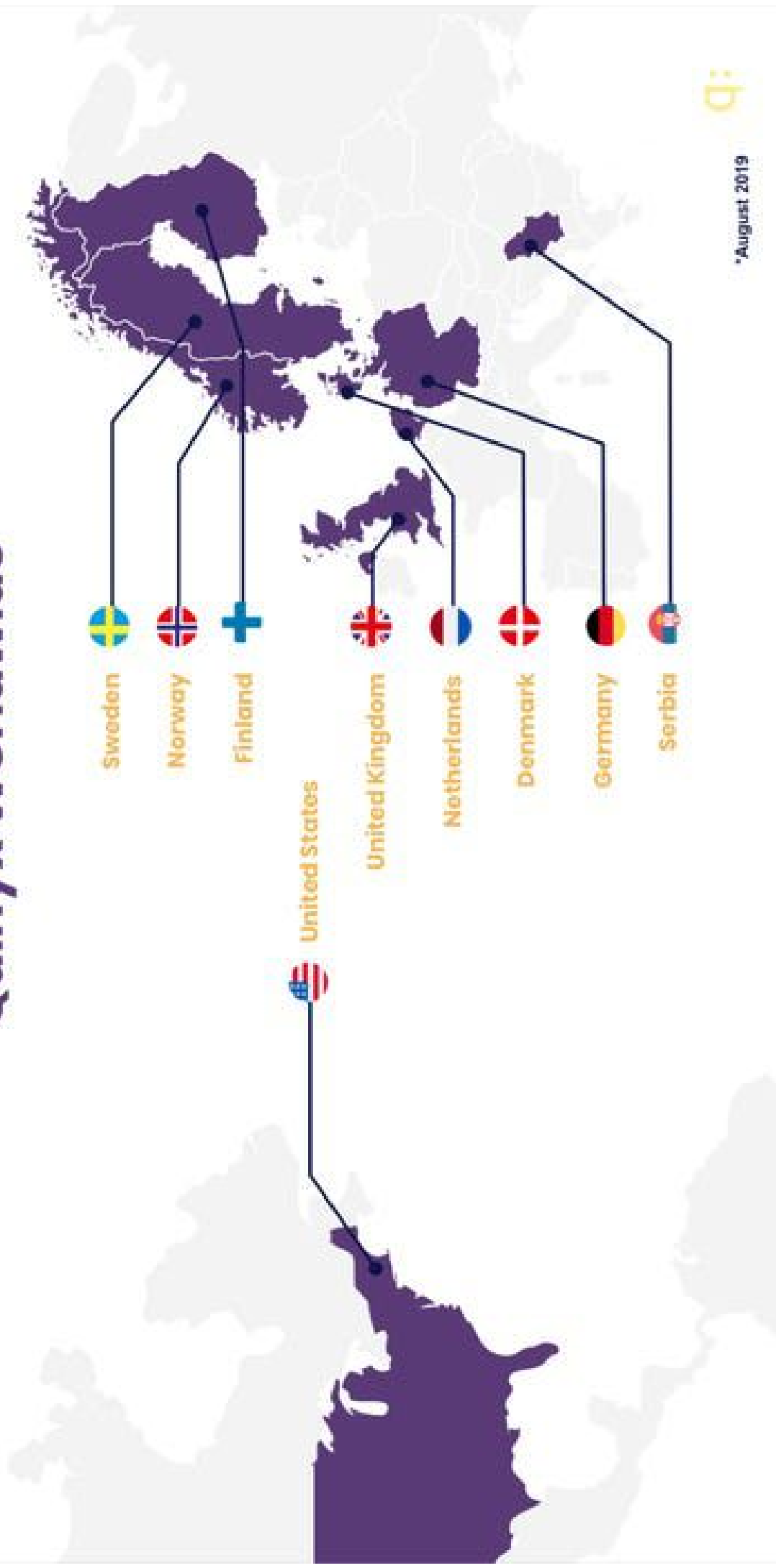
**Battery**

**ZOBITO**  
Growth Capital with a twist

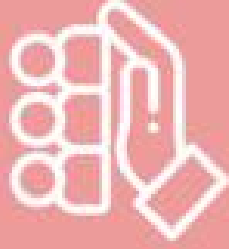
**Alfvén & Didrikson**



# Quinyx Worldwide



# The Workforce Management Market



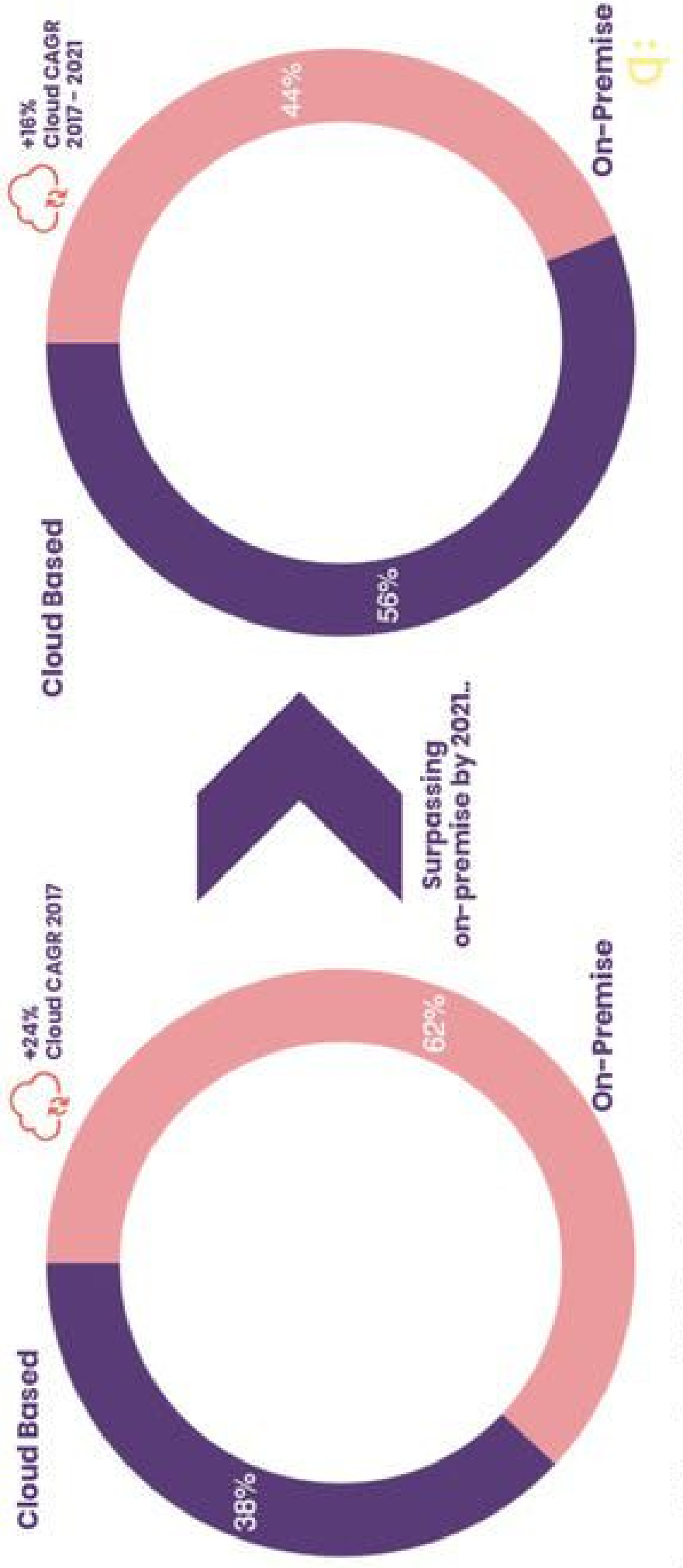
q:

# Global WFM Software Market



North American & Europe accounted for more than two-thirds of the total WFM software market in 2017 **q:**

# Cloud-Based Solutions Drive Growth In The HCM Market...



Source: IDC, Western Europe HCM and Payroll Applications Forecast 2018-2022 (Oct 2018), 2017-2021 (Oct 2017)

# Gartner.

Quinyx named in  
**Gartner's 2018 & 2019**

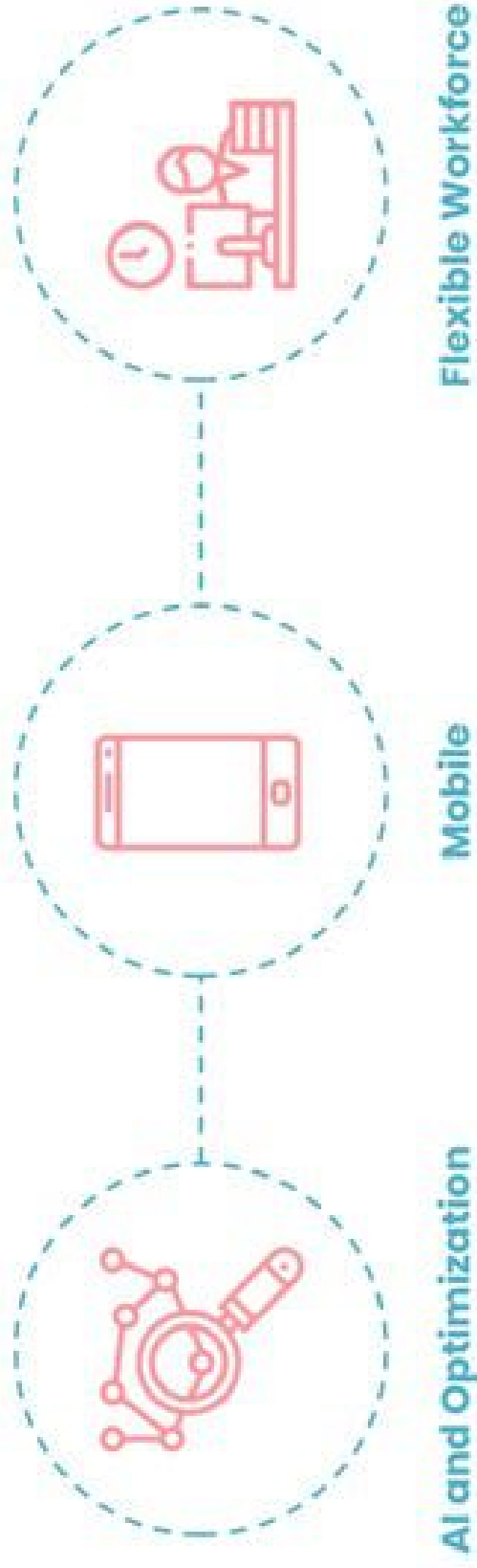
Market Guide  
for Workforce  
Management Applications

*"By 2025, 40% of large enterprises with hourly paid workers and variable demand for labor will use automation to drive workforce scheduling decisions."*

**- Gartner**



# The Workforce Revolution



Q:

## The Impact of AI driven Workforce Management

- More Accurate Forecasts
- Better Staffing Projections
- Correct Shift Coverage
- Lower Costs
- Higher Employee Satisfaction
- Better Customer Service
- Increased Sales



q:



**For 93% of millennials,  
modern technology  
is one of the most  
important aspects  
of their workplace**



**A happy and engaged  
employee is  
20% more effective**

Gallup research, State of the American Workplace Report, 2018



# The Impact Of Employee Engagement

**\$7**

trillion dollars per year  
lost to businesses with  
disengaged employees

**70%**

employees that don't  
respond to annual  
surveys

**89%**

of HR leaders agree  
ongoing check-ins are  
key for success

**21%**

increase in productivity  
from engaged  
employees

Q:



TopPitchDeck

# Quinyx Market Position

Employee Engagement	HIGH	<div>Q:</div> <div>Where Happy Workforce and Happy Business Happens</div>	HIGH
	LOW		LOW
		AI business optimization	

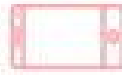
Q:

# Attractive Positioning At The Forefront Of The Industry



## AI, Automation and Optimization

- Replacement of manual maintenance of workforce database
- Automation eliminates errors and allow for easier compliance



## Cloud and Mobile

- Cloud offers greater ROI & savings
- Increased focus on adoption of mobile applications



## Workforce Analytics

- Enables organization to run complex analytics on workforce process.
- Allowing to spot & correct problems and optimal use of human resources

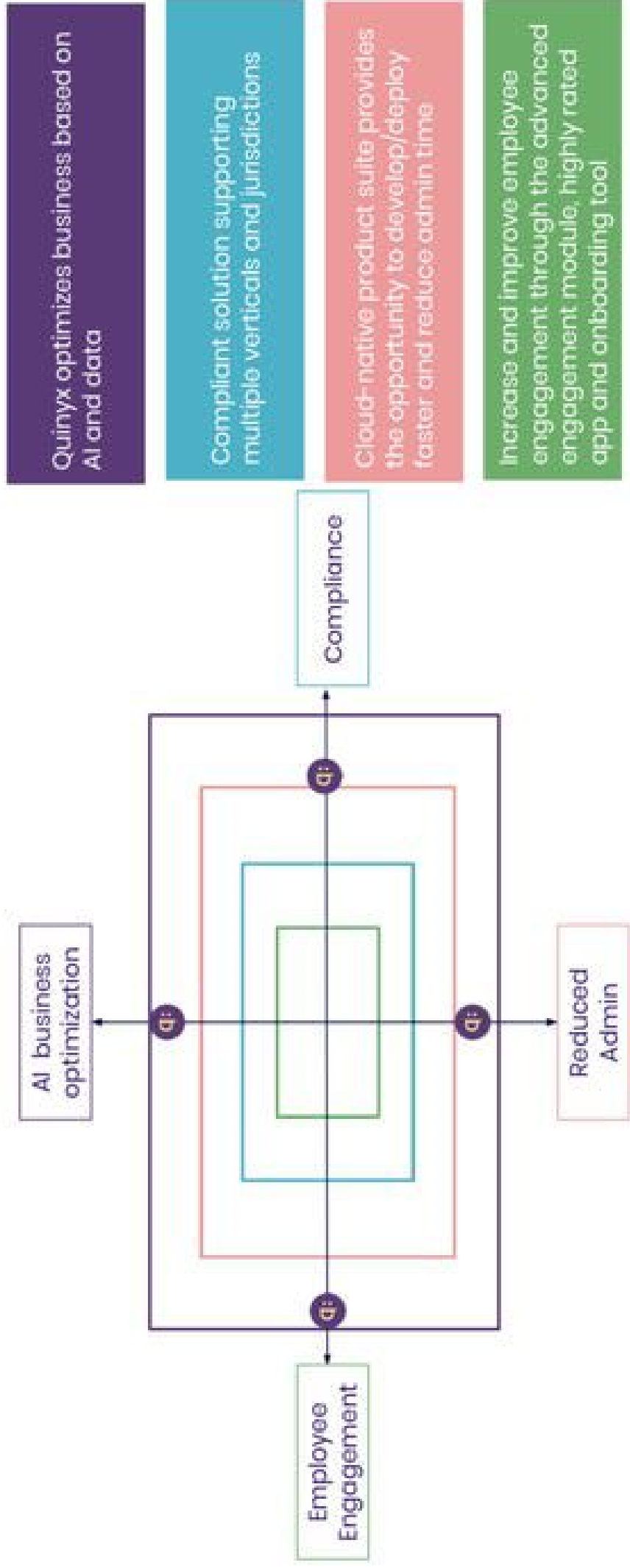


## Transformation of WFM

- New functionalities & capabilities including automation of decision processes & virtual assistants will disrupt the WFM market

q:

# Unique & Complete Product Combination Helping Customers Future-proof Their Businesses



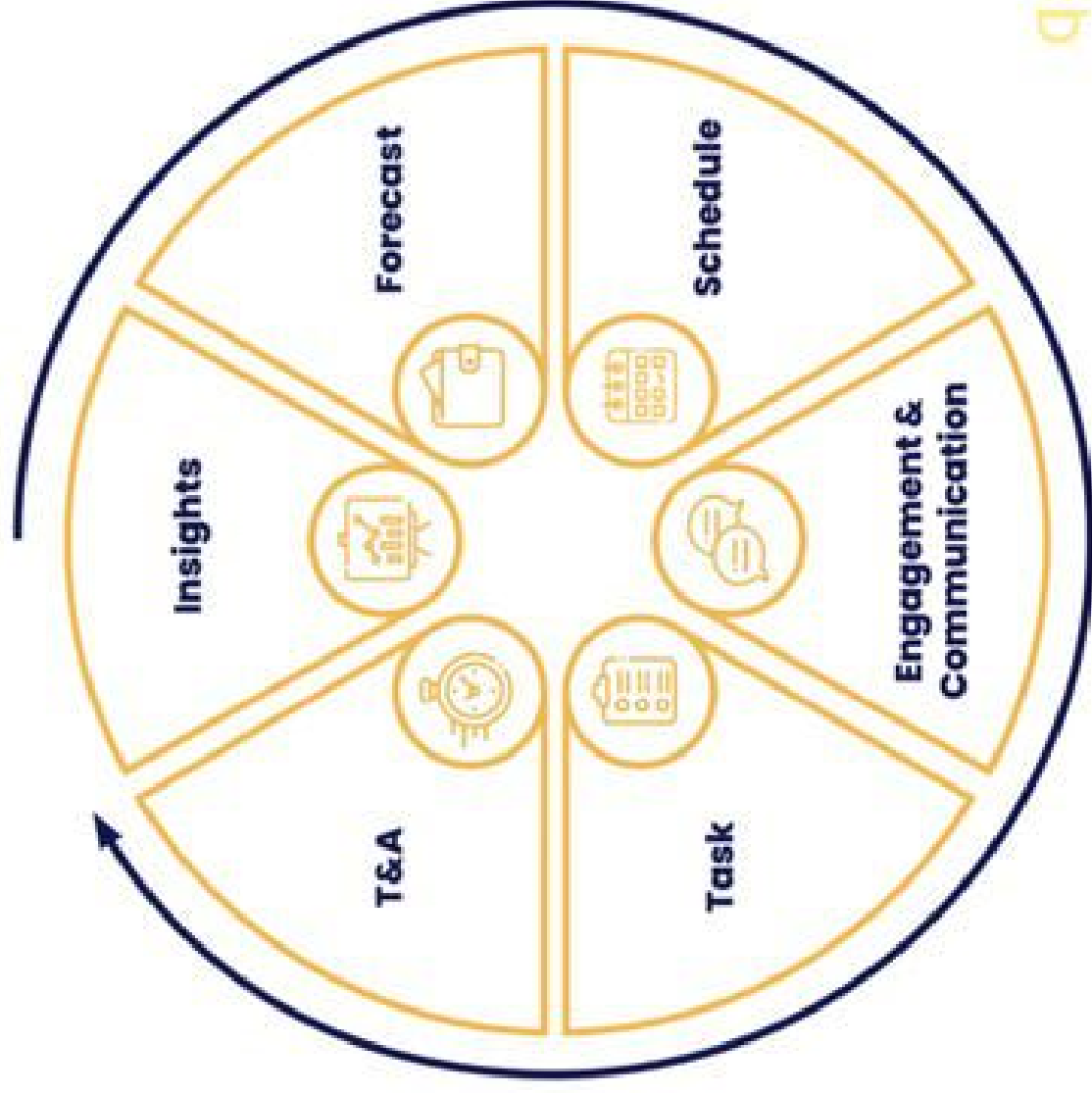


# Product Offerings



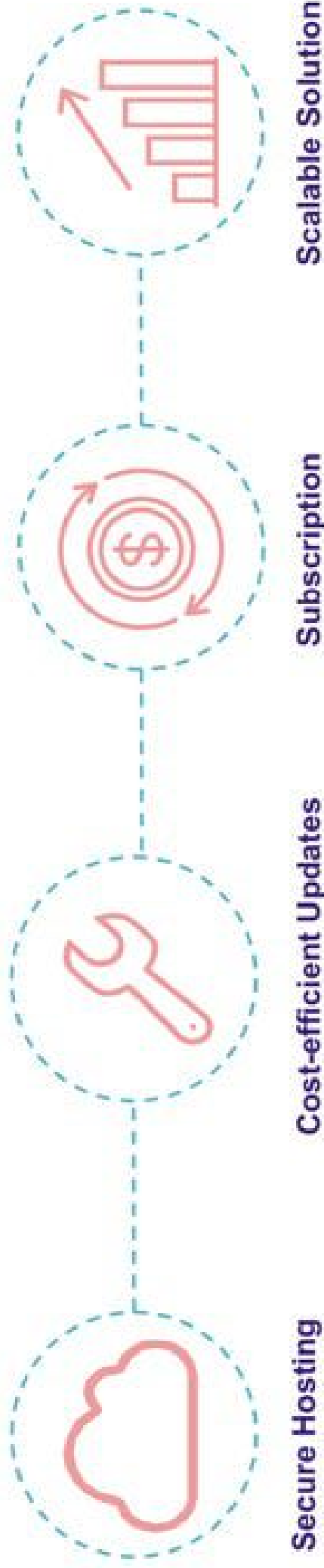
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# The Workforce Management Circle



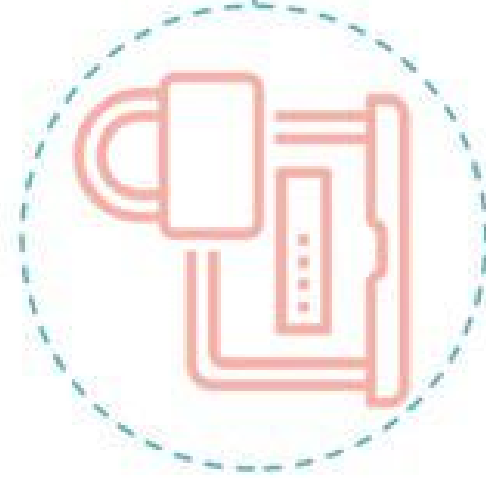
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# Software As A Service Simple And Scalable Licensing Model



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# Effortlessly Comply With Global And Local Rules



**Access to compliance  
information**



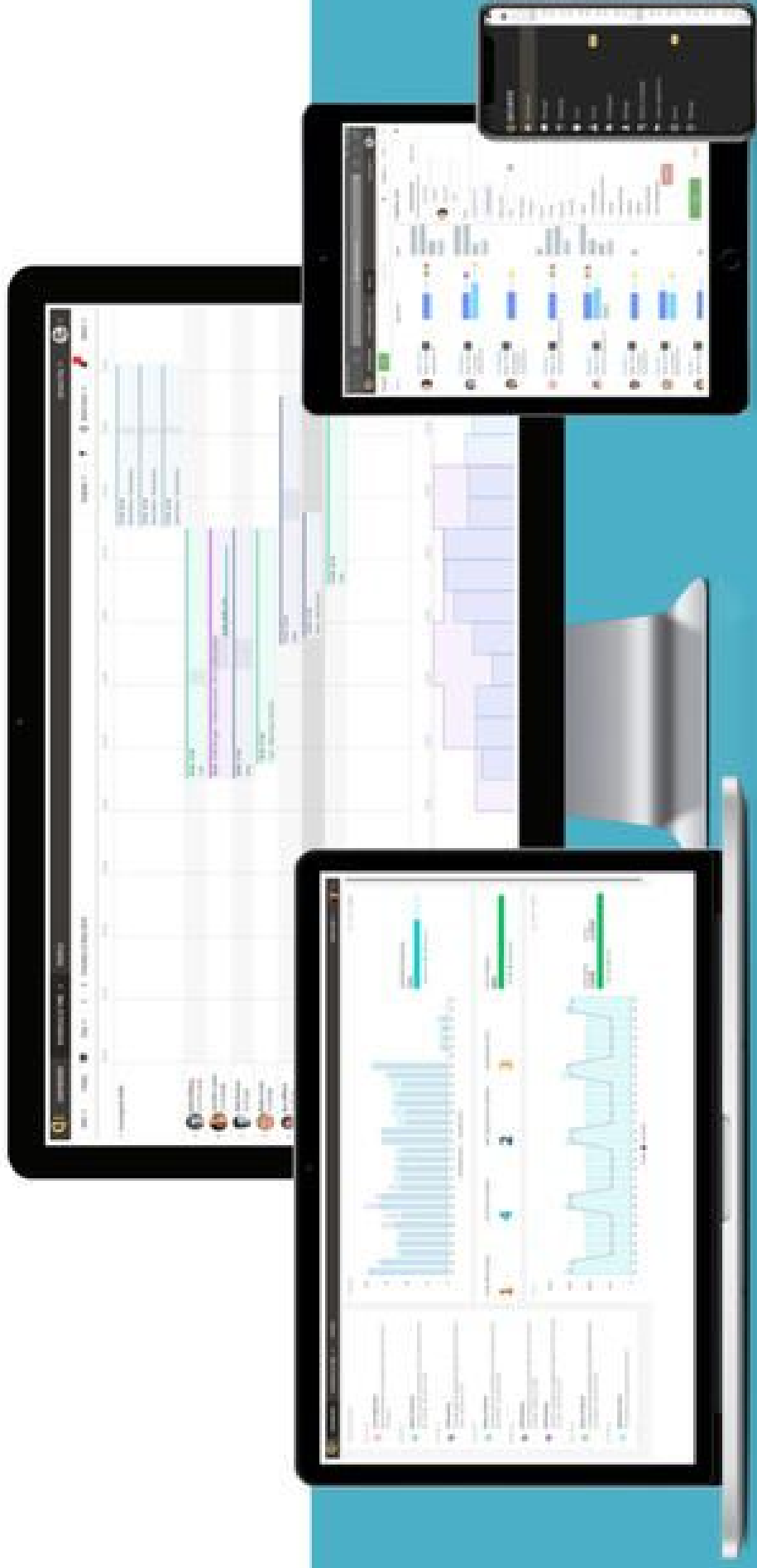
**Providing relevant  
documents**



**Mitigating risks &  
liabilities**



## Available On All Devices



q:

# AI and Machine learning

## Data-driven and automated forecasting and scheduling

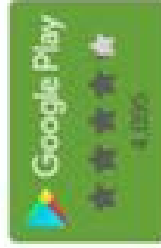
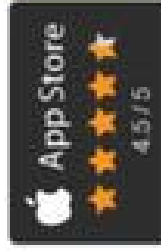
- Simple, data-driven forecasting and scheduling
- Eliminate cost-overruns with optimized, web-based scheduling
- Efficiently manage labor standards, over-time, vacation and replacements with the touch of a button



Q:

# A mobile app to make life easier

Access everything on the go



90%

Use mobile only

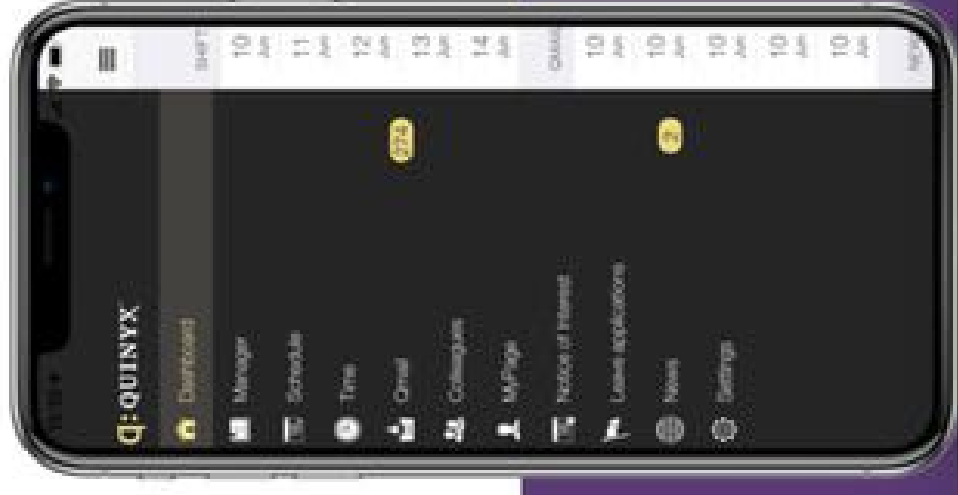
7,000,000+

App logins/month

3x

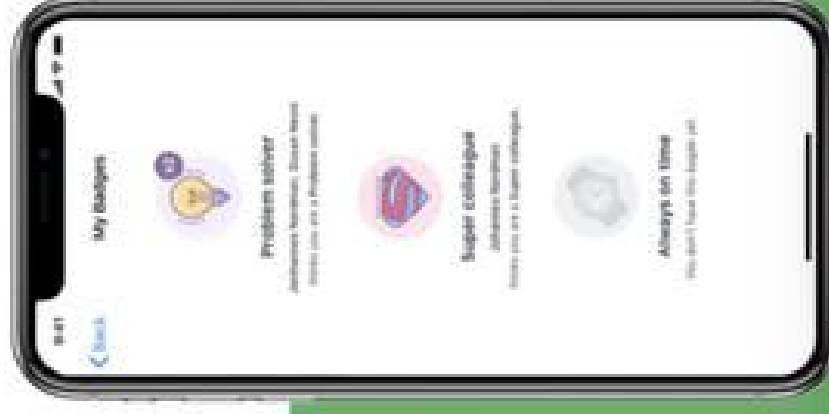
Average daily visits from user to the app

- View your working schedule
- Book shifts
- Apply for leave
- View your colleagues' contact information
- Punch in and out from work
- Manage your time reports



q:

# Employee Engagement



Q:



# Happy customers



q:

## Some of Customers We are Helping Today



**“Quinyx has helped us reduce the time it takes to create our rosters by 50% as well as helping us process them far quicker than we could before.”**

**Michelle Trust, LONDON CITY AIRPORT**





“Introducing a web-based system has made a big difference and we’re so pleased. I highly recommend Quinyx to retail chains that have a lot of staff and want a smoother scheduling process.”

Tomas Andersson, GANT



## Return of Investment With Quinyx

**12%**

Reduced  
salary costs

**5%**

Increased  
customer service

**10%**

Improved employee  
satisfaction

**50%**

Saved time  
on admin

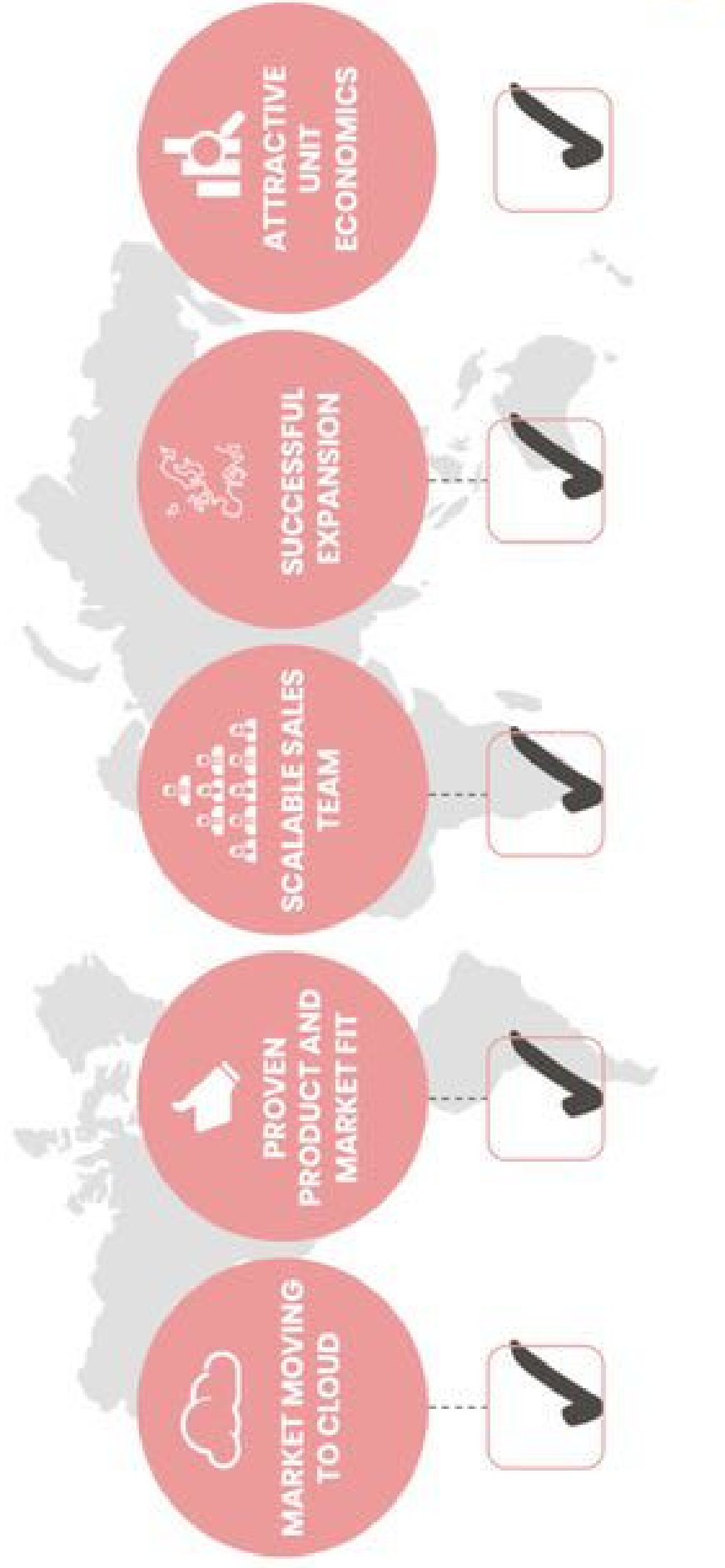


# Set Up For Growth



q:

## QUINYX IS ALL SET FOR NEXT STEP...



# May the workforce be with you



Q:



**Thank you!**



q: