



# Investor update 126 days into the CEO Role: Maja Vonsild Jørgensen sets the direction towards profitability and renewed investor trust

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During the spring of 2026, Q-Interline and CEO Maja Vonsild Jørgensen have implemented a series of significant initiatives to strengthen the Company's financial foundation and support long-term profitable growth. Through a sharpened strategy with a stronger European focus, a leaner cost structure, and a more aggressive commercial approach, the new leadership team has already reduced costs and created momentum across the organization. In this first investor update from the "new Q-Interline", CEO Maja Vonsild Jørgensen provides an overview of the key initiatives, achievements, and business developments during the first half of 2026.

Dear Q-Interline Investors,

As I write this, I have been CEO of Q-Interline for 126 days, and every single working day has reinforced my belief that Q-Interline is a company with significant potential. Our customers love our products. The team in Tølløse and our colleagues in the UK, France, and Germany continue to work tirelessly through the summer heat. The culture that forms the foundation of our company remains exceptionally strong. The determination, hard work, and measured optimism that our founder, Anders Larsen, always embodied have repeatedly carried Q-Interline through challenging periods. In my view, transparent communication from management and a consistent, balanced flow of information to all stakeholders are essential if we are to achieve profitability and strengthen investor trust.

This first investor update marks the beginning of a regular stream of investor communications designed to provide both existing and prospective investors with ongoing insight into the development of our business. Going forward, we will communicate whenever we receive a system order, whenever we receive orders for products and services exceeding EUR 50,000, and whenever strategic initiatives or events occur that carry significant importance for the Company.

With the full support of our Board of Directors, I have had to make several important operational decisions while simultaneously implementing strategic measures designed to support our continued growth journey. Below, I would like to share what we have achieved together during the past 126 days.

## **European focus and new cost structure deliver DKK 2.5 million in savings this year**

One of my first initiatives as CEO was to reduce our cost base. Management identified annual savings exceeding DKK 3 million, with an impact of approximately DKK 2.5 million already expected in 2026. The plan was implemented effective April 1.

Furthermore, in May, management decided to restructure our setup in the United States to focus our resources more effectively on Europe. The U.S. remains an important market with substantial long-term potential for Q-Interline, and we have chosen to retain our American subsidiary in a leaner and more flexible setup while maintaining local market presence and "boots on the ground". This restructuring significantly reduces our U.S. operating expenses while allowing us to scale activities rapidly when the time is right.

## **A more focused and aggressive growth strategy**

On June 2, we announced Q-Interline's [new strategy](#), designed to support ambitious growth over the coming years, with positive operating cash flow as a key milestone. The strategy was developed by the entire management team with valuable input from employees, customers, and external partners. The strategy sets the direction for a far more focused growth journey, with Europe as our primary market, increased emphasis on at-line sales opportunities, and preparations for future in-line integration and automation solutions. At the same time, we are changing our sales approach to becoming more focused, structured, and proactive.

This approach is inspired by my own experience from Hove A/S, where we successfully drove commercial growth in a similarly conservative industry characterized by long and complex sales processes. Combined with higher revenue, the implemented cost reductions, and continued cost discipline, we now see a clear path towards positive operating cash flow and profitability.

## **New commercial organisation and experienced Chairman appointed**

Several organisational adjustments have been made during the period including changes in roles and responsibilities.

Per Sand, who brings extensive sales experience from within the company, has been appointed VP Global Sales with responsibility for sales projects outside markets where Q-Interline has local sales personnel, as well as the U.S. market. While maintaining primary focus in the Nordic region, the global sales approach will initially focus on driving additional business through key account customers.

Dorte Fris Jensen, who brings 25 years of experience in process management and lean operations from Lundbeck and Chr. Hansen/Novonesis, has been promoted to Head of Operations. She now holds overall responsibility for production, logistics,

warehousing, and support.

Finally, we have welcomed a new Chairman of the Board. Michael Gram was elected to the Board at the Annual General Meeting on April 23, 2026, while former Chair Birgit Vilstrup Olsen continues as a board member. Michael Gram's experience as founder and CEO of MapsPeople provides valuable expertise in growth, leadership, software, business development, and recurring revenue models, complementing the competencies already represented on the Board and within the executive management team.

### **New orders coming in - including from 300 km north of the Arctic Circle**

As mentioned, we will communicate all future system orders to the market. Below are a few examples of orders received during the first half of 2026:

- In February we received an order for an AgriQuant system including our Bottle Sampler accessory from a French customer specializing in the extraction of active compounds from plants. The customer will use the system to measure specific molecular content and classify raw materials. The combination of our Bottle Sampler and calibration solution significantly streamlines the customer's measurement workflow while delivering high-quality analytical results.
- In May we received an order from Arla Foods for three DairyQuant systems equipped with our new [Bag Sampler accessory](#) for cream cheese analysis. The order resulted from an extended project demonstrating significant savings in consumables, reduced analysis time, and lower maintenance costs. The Bag Sampler also improves the handling of very hot cream cheese considerably. As part of the agreement, Q-Interline gains access to project data and calibrations, enabling us to easily approach a broader market with the Bag Sampler solution.
- Our final system order for the first half year came from a large Nordic dairy group, which ordered a DairyQuant GO and a Petri Sampler accessory for a production facility located approximately 300 km north of the Arctic Circle. The site produces brown cheese, yellow cheese, and various liquid dairy products. This marked the customer's third order in June alone.

### **The foundation for a new growth chapter has been built**

We maintain our guidance for the current financial year and continue to experience increasing momentum within our global sales organisation. Management is seeing several encouraging trends emerging across the business:

Brand recognition is steadily improving in our markets. We continue to add strong reference customers, and we are becoming increasingly effective at selling our solutions. I also see a certain positive energy throughout the organization, strengthening both motivation and determination in our commercial efforts. With a more focused and aggressive sales approach, I believe we can remain both ambitious and optimistic about our future sales performance.

The foundation is strong. We are implementing a number of internal improvements, our employees continue to give their very best, and there is a clearly positive atmosphere throughout the organisation. As we set new sails and a sharper course towards a healthier business, I would once again like to thank our shareholders for their continued support and invite new investors to join us for the next growth chapter of a leaner, stronger, and more focused Q-Interline.

Thank you for your time and interest in Q-Interline.

Kind regards,

Maja Vonsild Jørgensen  
CEO, Q-Interline

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**About Q-Interline A/S**

Q-Interline is a technology company that develops high-tech analytical solutions for optimising process efficiency and product quality, based on infrared spectroscopy and correct sampling techniques.

The company develops both its own front-end software solutions and software for automated cloud-based monitoring of analytical instruments and mathematical calibration models.

Q-Interline is among the leading suppliers of analytical equipment to the dairy industry in Scandinavia and has delivered analytical systems to customers in 45 countries worldwide across the food and dairy industries, agriculture, pharmaceutical manufacturing, and the chemical industry.

For more than 29 years, the company has accumulated extensive industry expertise and developed innovative patented solutions for food analysis. Today, Q-Interline offers a competitive product portfolio built on leading-edge technology.

Through its solutions, Q-Interline contributes to the sustainable use of raw materials in food production while helping to ensure that the quality of produced food supports the health and well-being of both humans and animals.

**Attachments**

- [Download announcement as PDF.pdf](#)