

# Building a European SaaS Champion

▶ creating trusted companies

+++ Earnings Call H1 2023 +++ 11 August 2023 +++

Achim Weick, Founder & CEO, André Marques, CFO



## Our Purpose

We at EQS believe that  
**Integrity and Transparency**  
create the most important  
corporate capital:

# TRUST

# Agenda

1. Summary H1 2023
2. Whistleblowing
3. Outlook



# Summary H1 2023

## Highlights H1 2023



Whistleblower protection laws in force in core markets (Germany, Italy, Spain, Austria) since mid 2023

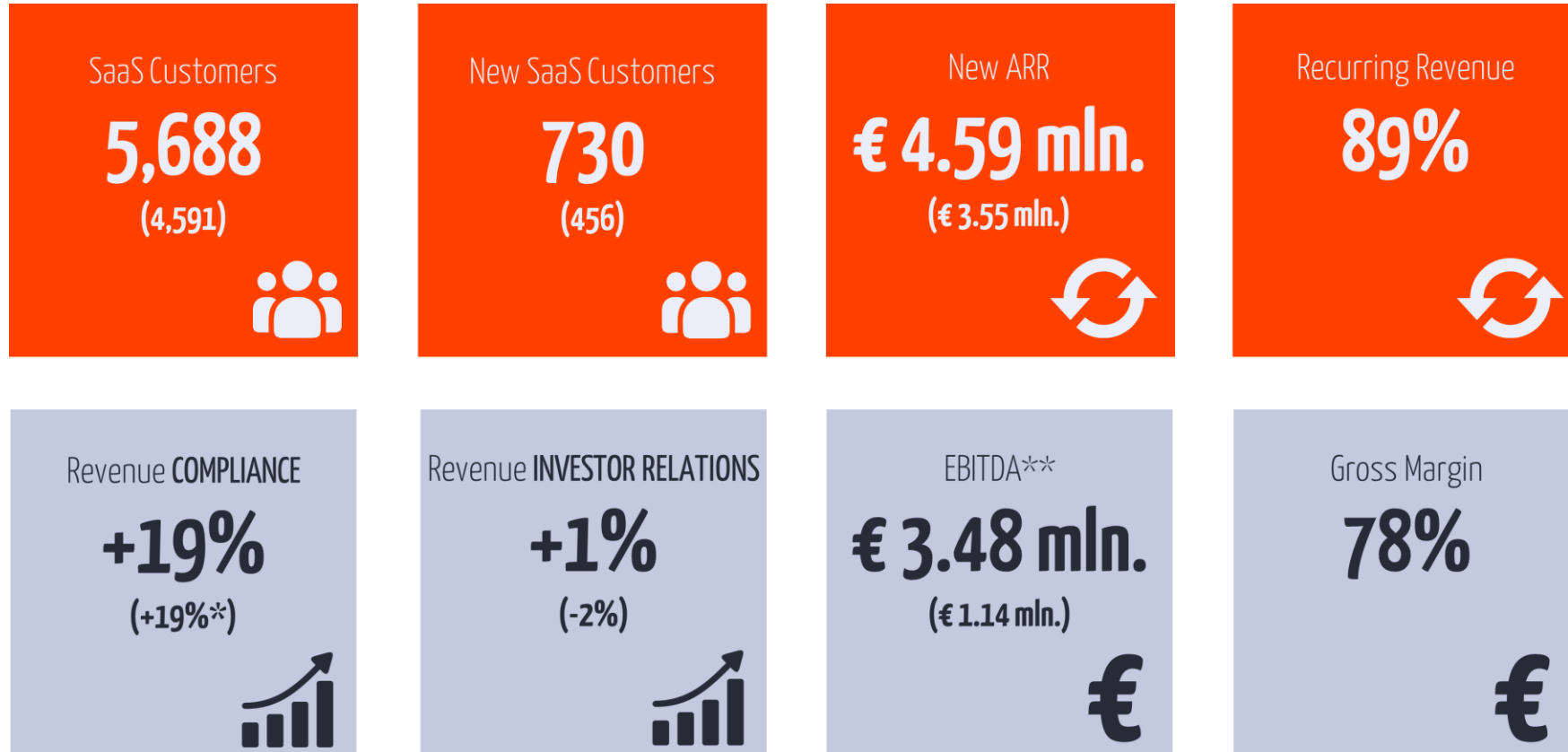


New whistleblowing customers more than doubled year to date



EBITDA scales as planned

# Group KPI H1 2023



\* Adjusted for the base effect from the Business Keeper acquisition in Q1 2022

\*\* From continued operations

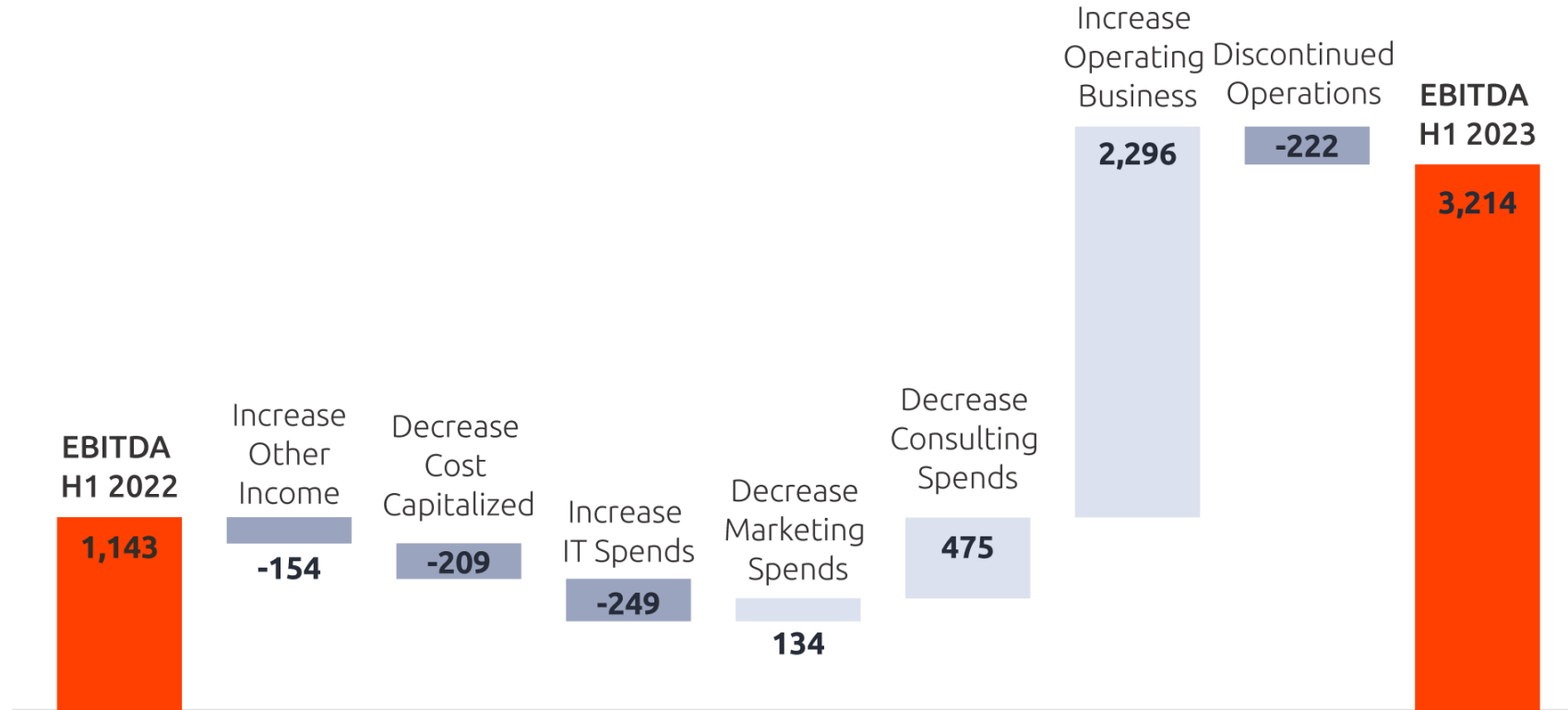
## Key Figures H1 2023

<i>Key figures</i>	<i>H1 2023</i>	<i>H1 2022</i>	<i>+/-</i>
Revenues (IFRS)*	33,725	29,192	16%
Operating Expenses*	31,253	29,393	6%
EBITDA (IFRS)*	3,475	1,182	>100%
Group Earnings*	-1,272	-1,641	23%
Free Cash Flow (IFRS)	4,334	-292	>100%
Total Assets	187,003	189,373	-1%
Cash & Cash Equivalents	11,270	10,655	6%
Net Debt	25,196	28,434	-11%
Equity-Ratio (%)	59	59	-

All figures in thousand Euro unless otherwise stated

\* From continued operations

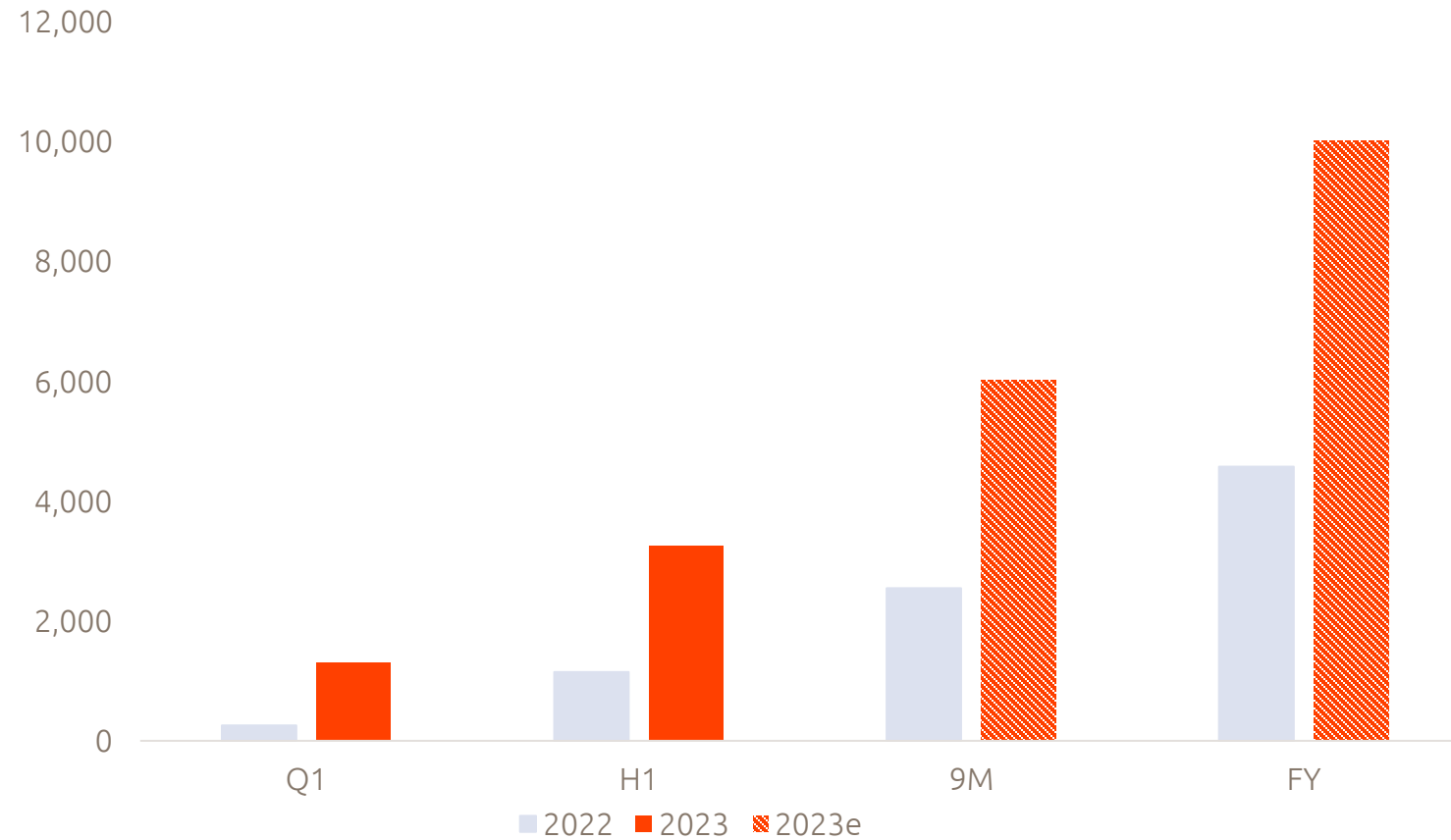
# EBITDA Bridge H1 2023



All figures in thousand Euro unless otherwise stated.



# EBITDA 2023e – Fully on Track

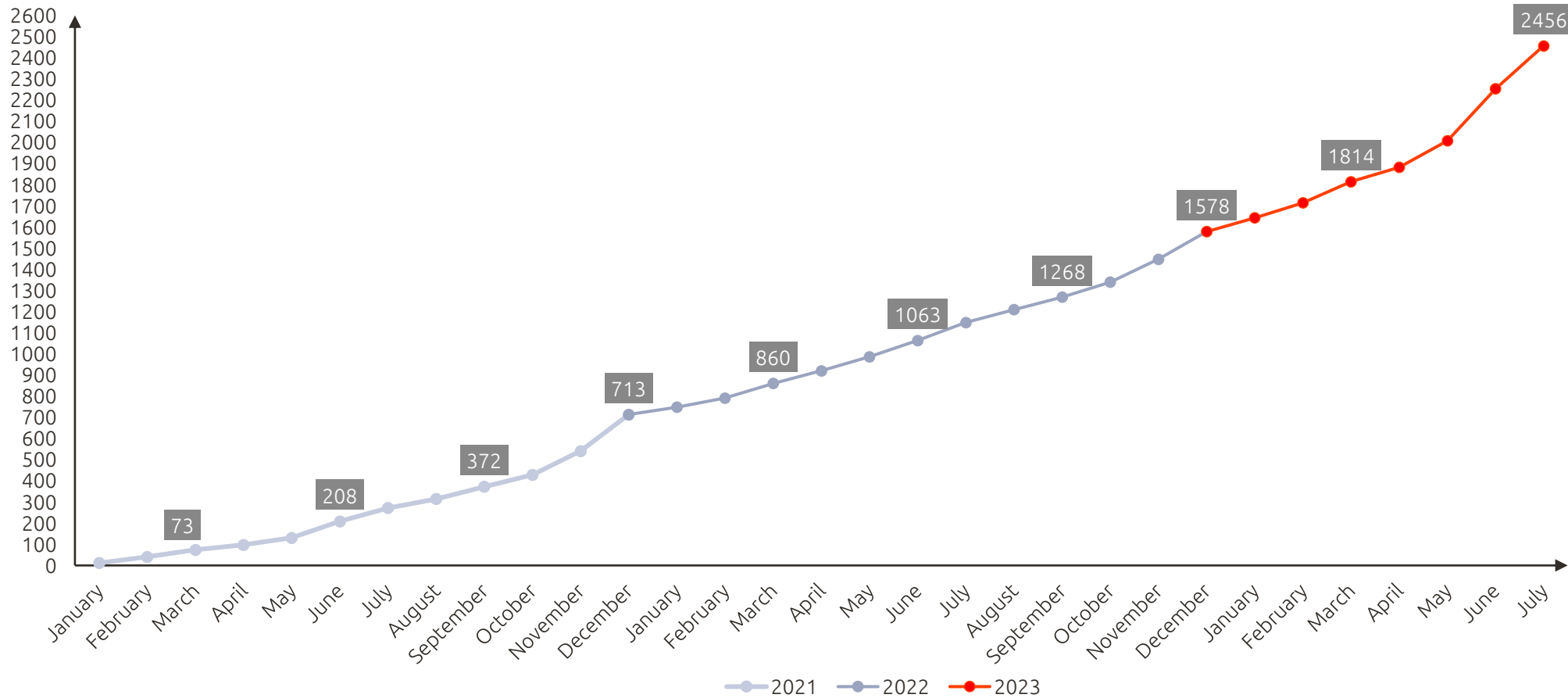


All figures in thousand Euro unless otherwise stated



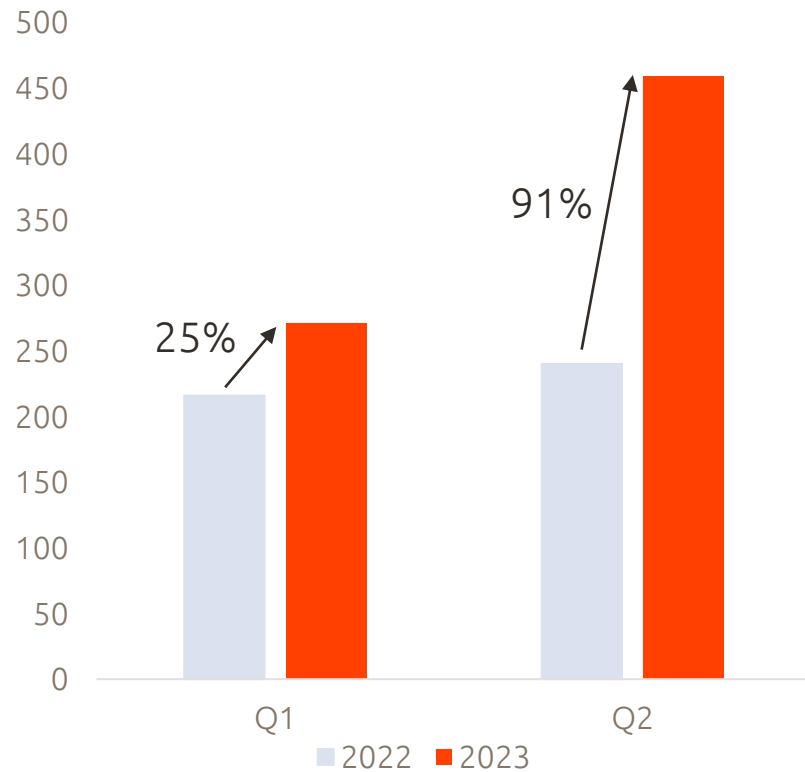
# Whistleblowing

# Over 2,400 New Whistleblowing Customers Won since 2021

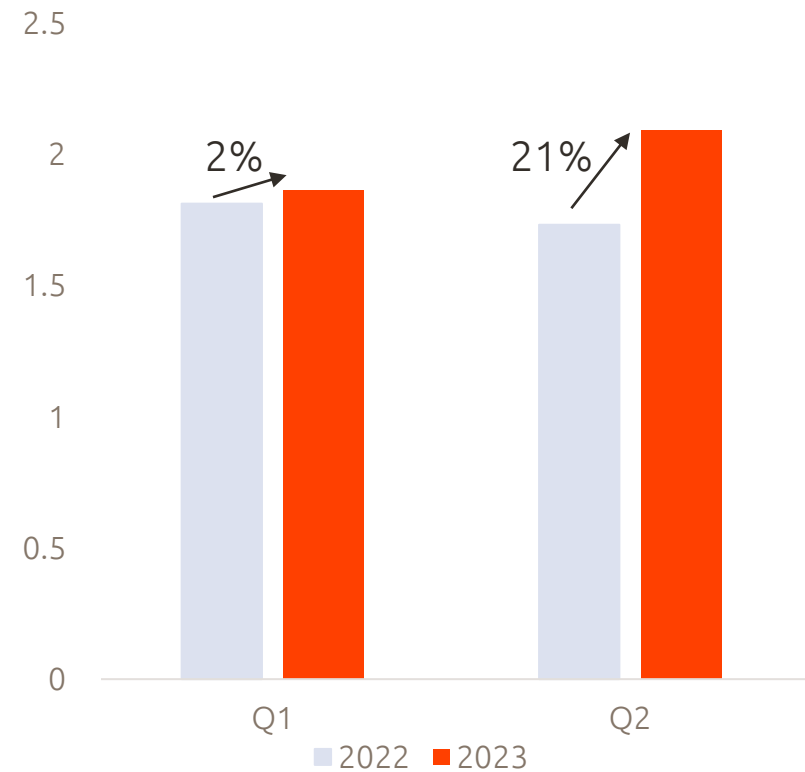


# Comparison Q1 and Q2

### New customers















### New ARR (€ m)\*



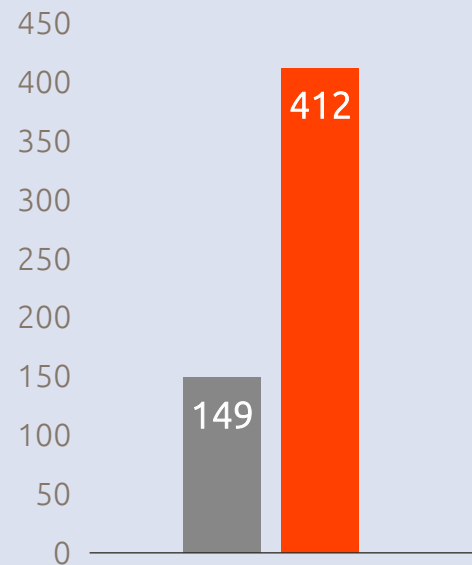
\*Excluding new ARR by price increases

# Effects of Whistleblowing Directive on Growth

Law in force: Jun 2023 	New customer number doubled y-o-y with strong partner business	  
Law in force: Jul 2023 	Weekly inbound sales requests and pitches increased by >4x y-o-y	  
Law in force: Jul 2023 	New customer numbers doubled y-o-y and partner business gaining traction	  

# Effects of Whistleblowing Directive on Partner Business

New partner customers  
(Jan-July y-o-y)



Strongest partner customer growth in markets with effective law



Thousands of participants in different webinars, i.e. Whistleblowing Course Italy



# The Growth Journey

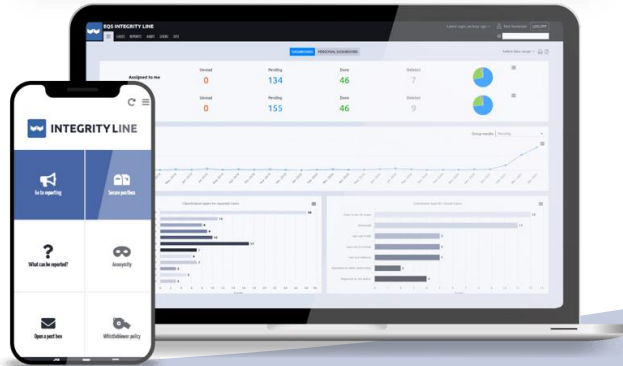
Sustainability  
(ESG Solutions)



Full Compliance Program  
(COCKPIT)

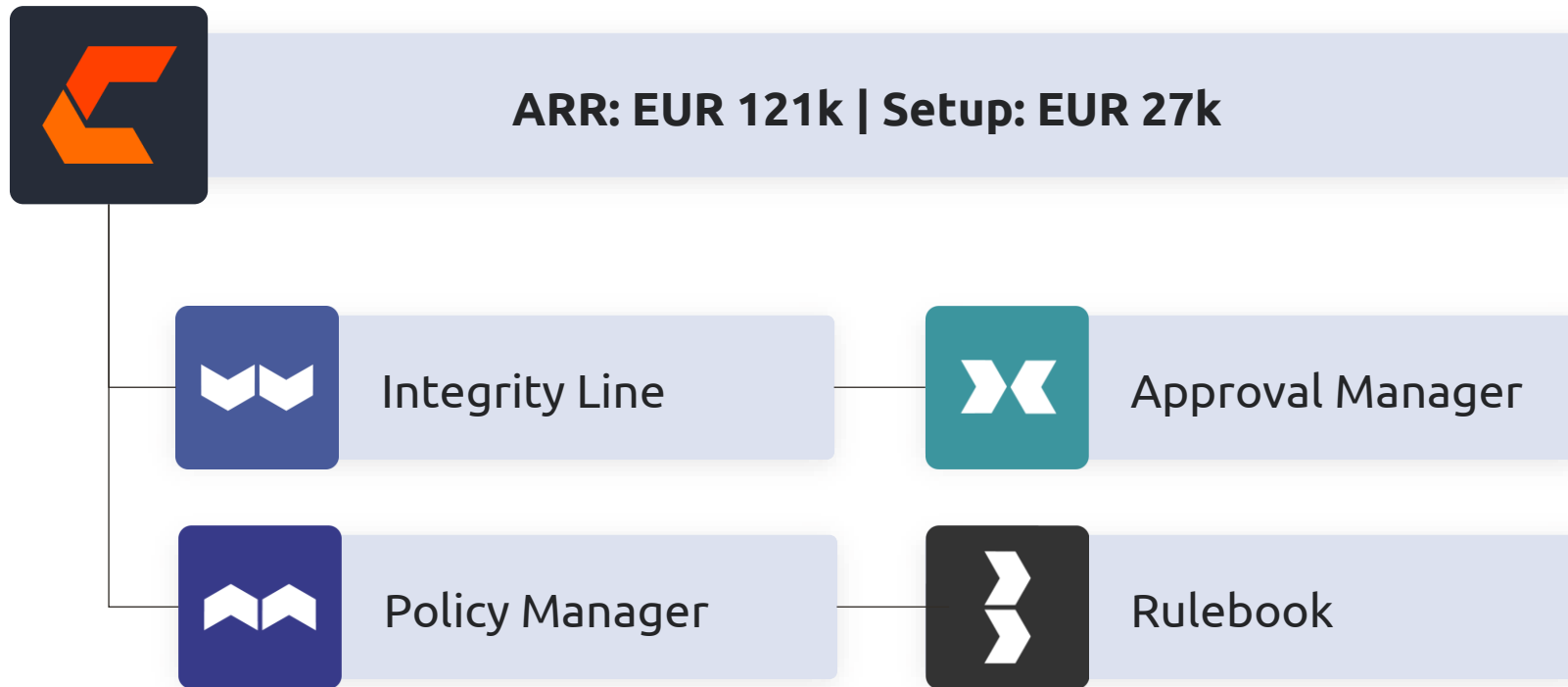


Whistleblowing  
(Integrity Line)



Increasing ARR  
throughout the journey

# Example Compliance COCKPIT customer



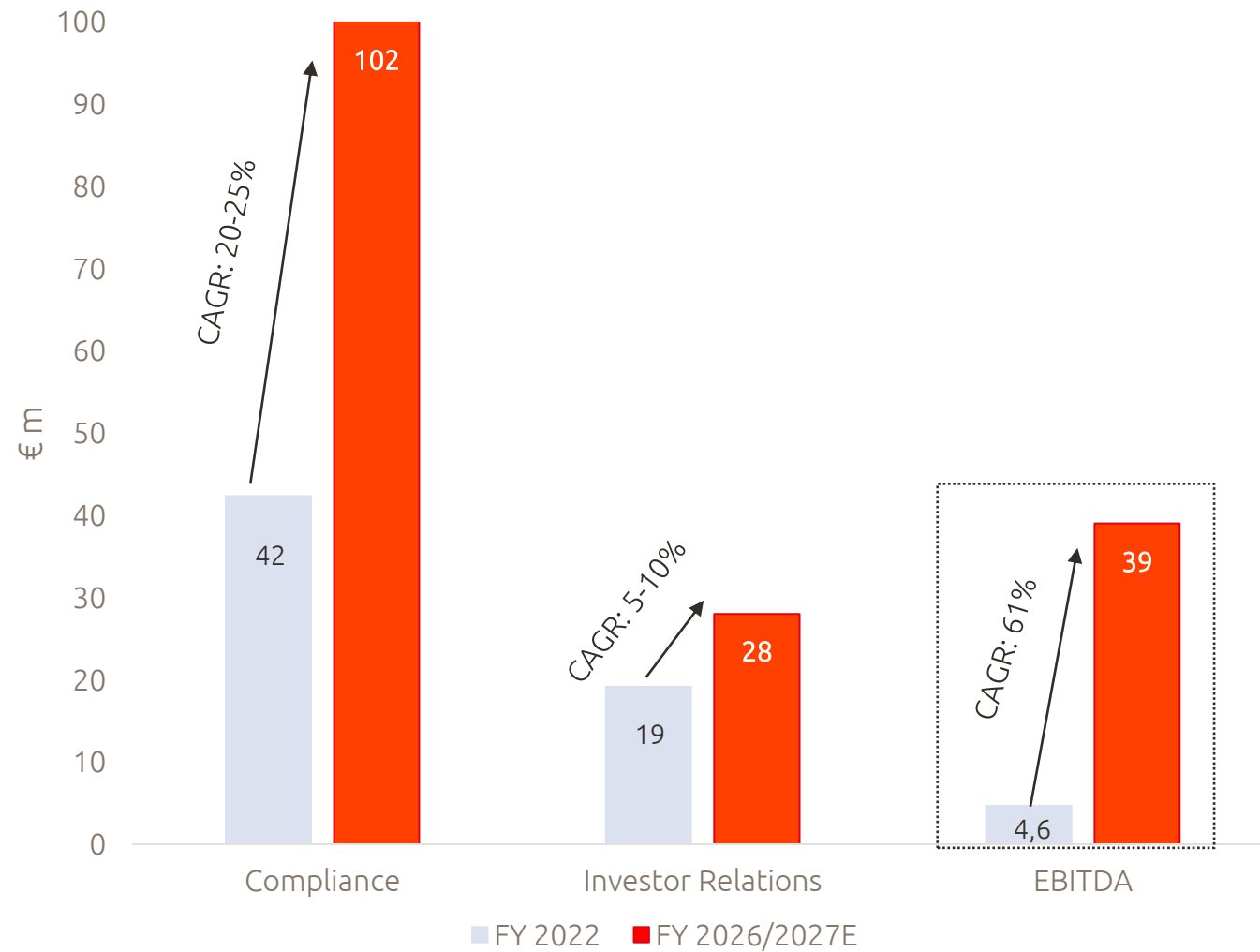




# Outlook 2023



# Midterm Outlook



## Our Goal 2025

» The **Leading European Cloud Provider** for  
Global Corporate Compliance & Investor  
Relations Solutions «



## Achim Weick

Founder & CEO

[achim.weick@eqs.com](mailto:achim.weick@eqs.com)

+49 (0)89 44 44 30-010



## André Marques

CFO

[andre.marques@eqs.com](mailto:andre.marques@eqs.com)

+49 (0)89 44 44 30-033

**EQS** GROUP

Follow us:



[www.eqs.com](http://www.eqs.com)