

Building a European SaaS Champion

▶ creating trusted companies

+++ Earnings Call Q1 2023 +++ 12 May 2023 +++

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Purpose

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

TRUST

Agenda

1. Summary Q1 2023
2. Whistleblowing
3. Outlook

Summary Q1 2023

Highlights Q1 2023



Diversified business as backbone of revenue growth



EBITDA Q1 strongly increases with € 1.3m (Q1 2022: € 0.12m)

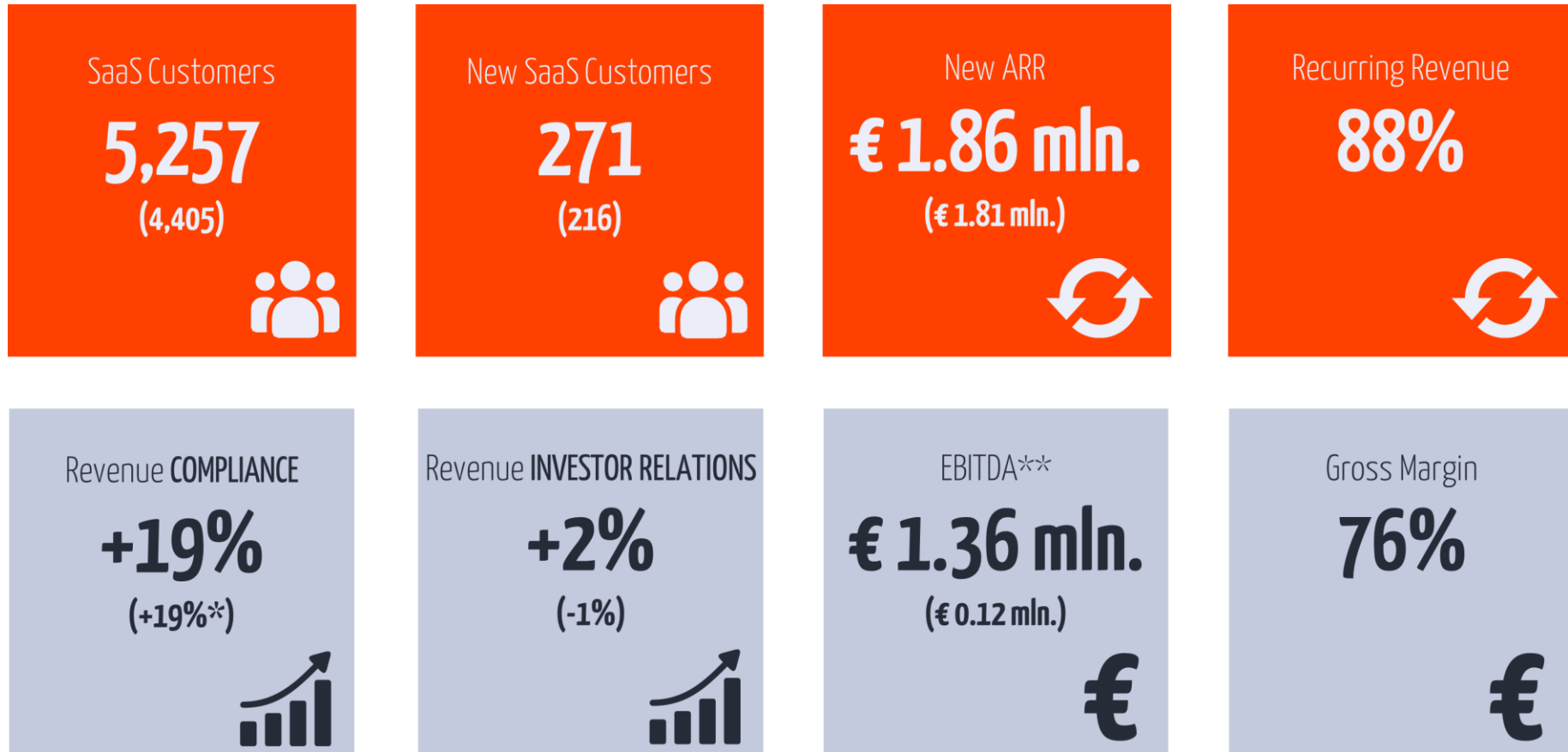


Whistleblowing wave is gaining momentum in Italy and Spain



Exit from Russia leads to discontinued operations

Group KPI Q1 2023



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

** From continued operations

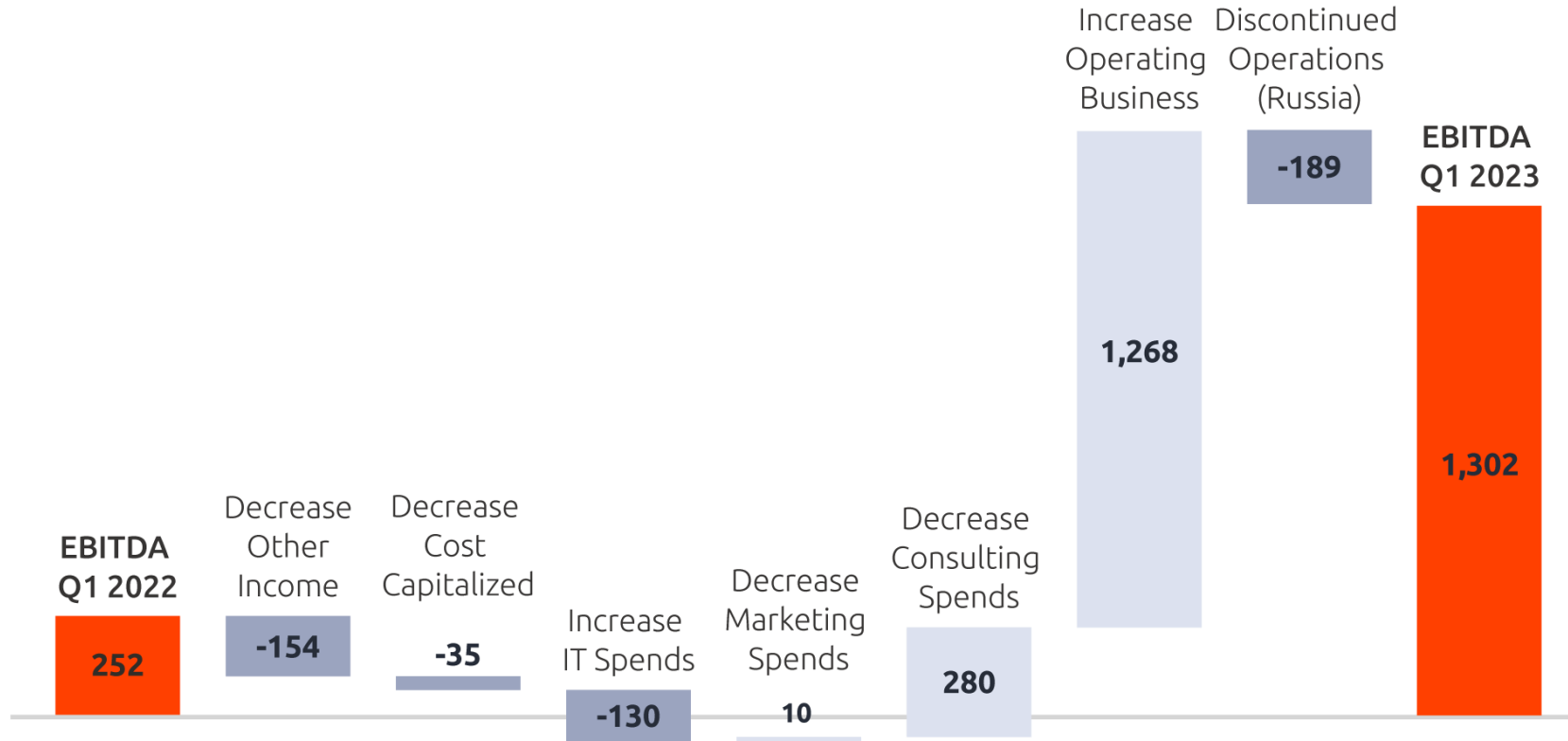
Key Figures Q1 2023

<i>Key figures</i>	Q1 2023	Q1 2022	+/-
Revenues (IFRS)*	15,944	13,807	15%
Operating Expenses*	15,115	14,406	5%
EBITDA (IFRS)*	1,359	120	>100%
Group Earnings*	-1,200	-1,104	-9%
Free Cash Flow (IFRS)	3,090	1,510	>100%
Total Assets	188,026	189,373	-1%
Cash & Cash Equivalents	11,385	10,655	7%
Net Debt	25,991	28,433	-9%
Equity-Ratio (%)	59	59	-

All figures in thousand Euro unless otherwise stated

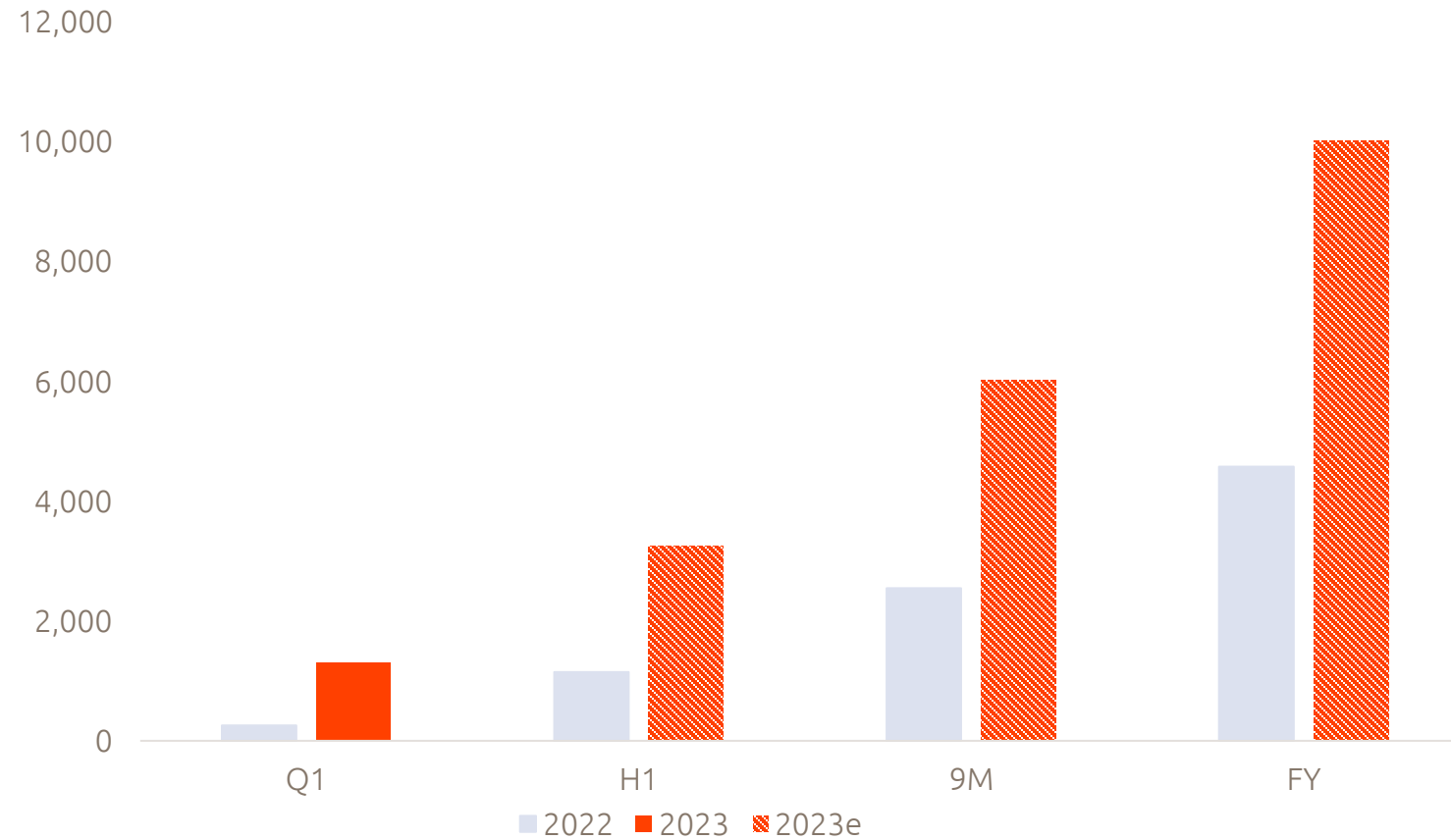
* From continued operations

EBITDA Bridge Q1 2023



All figures in thousand Euro unless otherwise stated.

EBITDA 2023e – Fully on Track

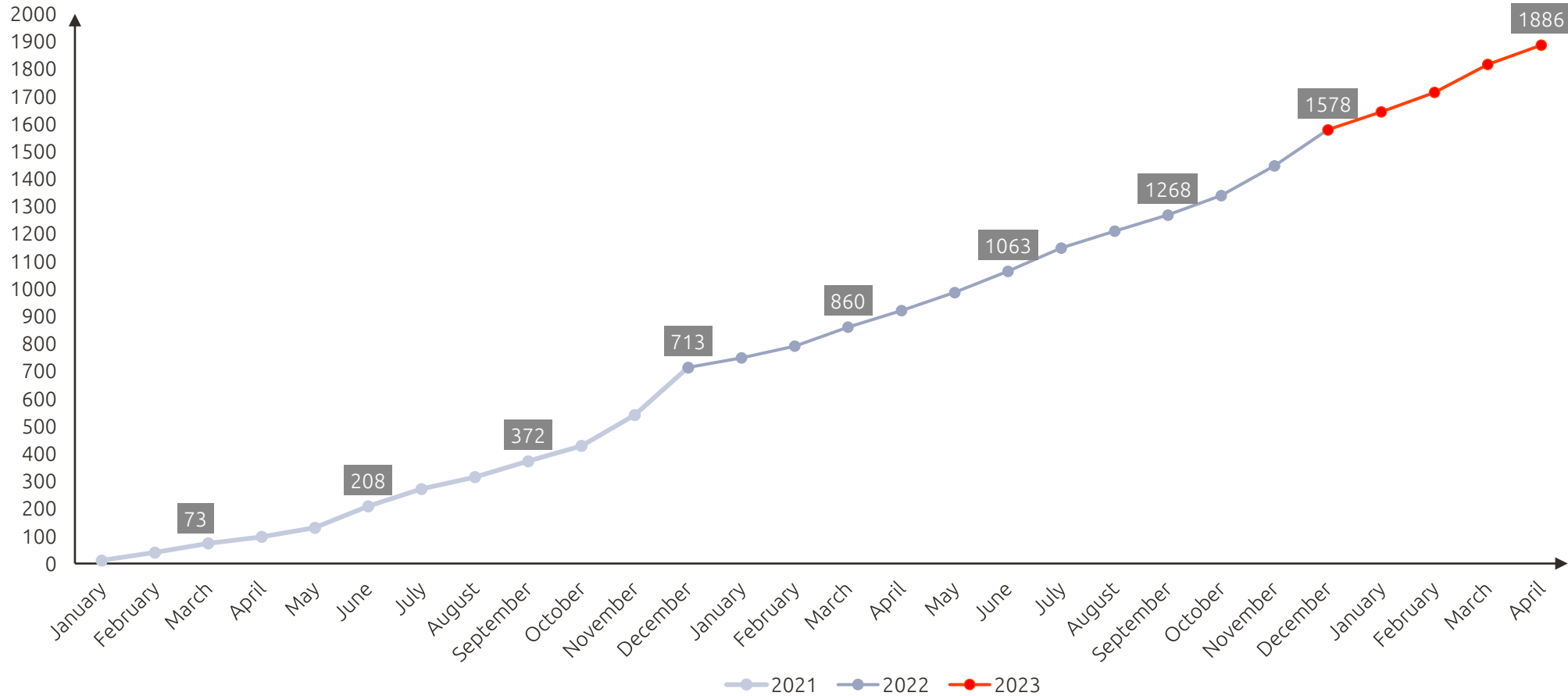


All figures in thousand Euro unless otherwise stated



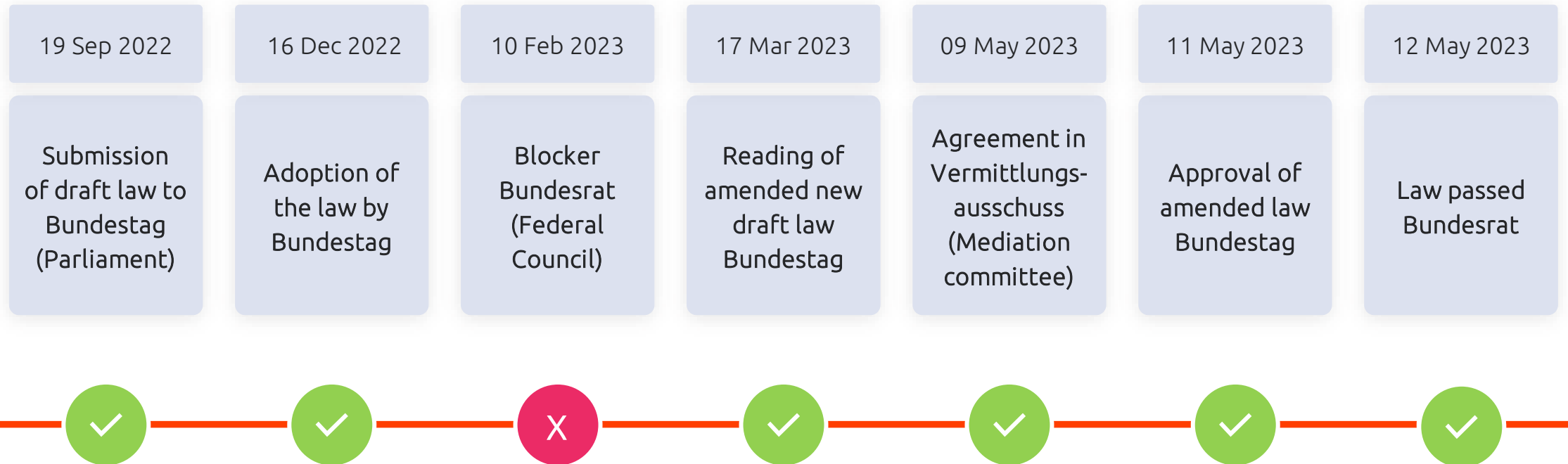
Whistleblowing

Over 1,800 New Whistleblowing Customers Won since 2021





Whistleblowing Law in Germany: Adoption After a Long Journey

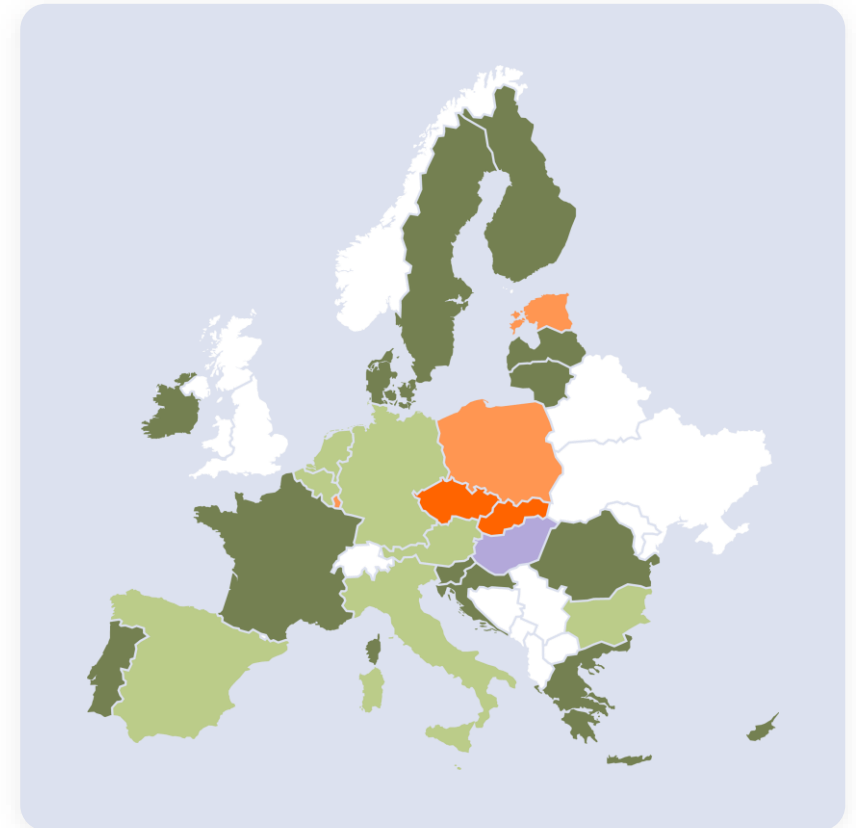


Status Quo: EU-Whistleblowing Directive

Key market Germany adopted the local whistleblowing law today

Increasing lead and opportunity momentum in Italy, Spain and partner business

Drafts in progress in Estonia, Luxembourg, Czech Republic, Slovakia and Poland



- law in force
- law adopted
- draft with timeline
- draft
- no draft

Effects of Whistleblowing Directive on Growth

Law in force:
Sep 2022



New customer numbers doubled y-o-y
and partner business gaining traction



Law in force:
Jun 2023



New sales opportunities doubled q-o-q
and partner business gaining traction



Law in force:
Jul 2023

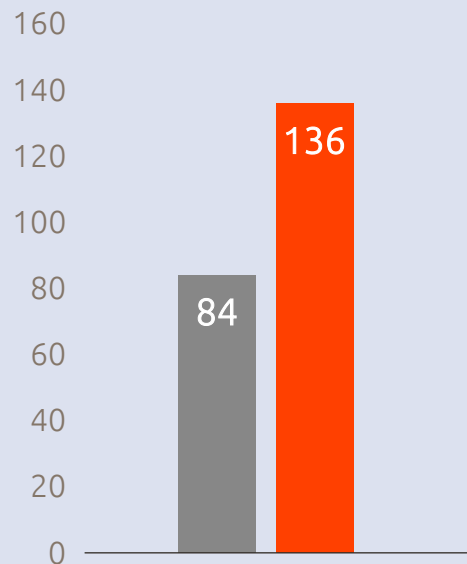


Weekly inbound sales requests and
pitches increased by >4x y-o-y



Effects of Whistleblowing Directive on Partner Business

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



Strongest partner customer growth in markets with effective law



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

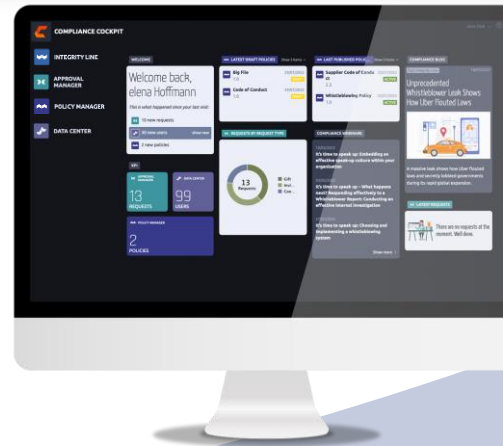


The Growth Journey

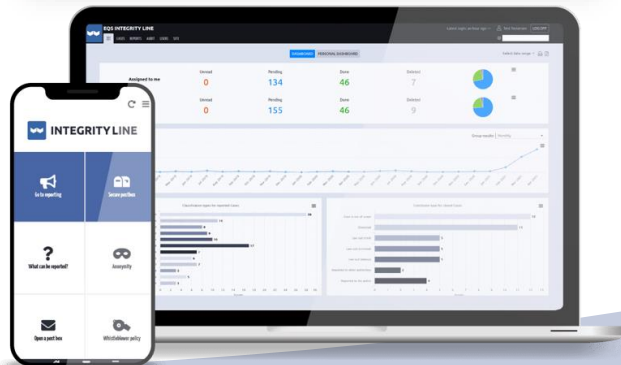
Sustainability
(ESG Solutions)



Full Compliance Program
(COCKPIT)



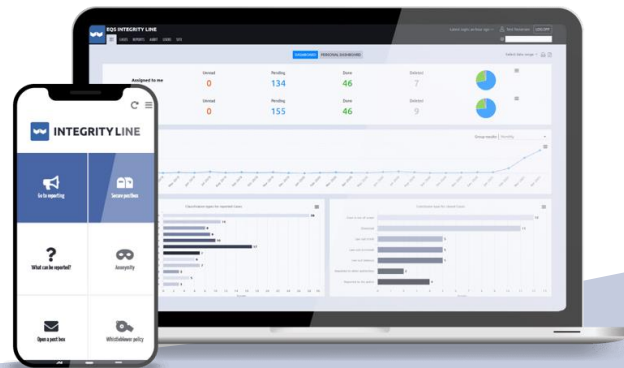
Whistleblowing
(Integrity Line)



Increasing ARR
throughout the journey

The Growth Journey

Whistleblowing
(Integrity Line)

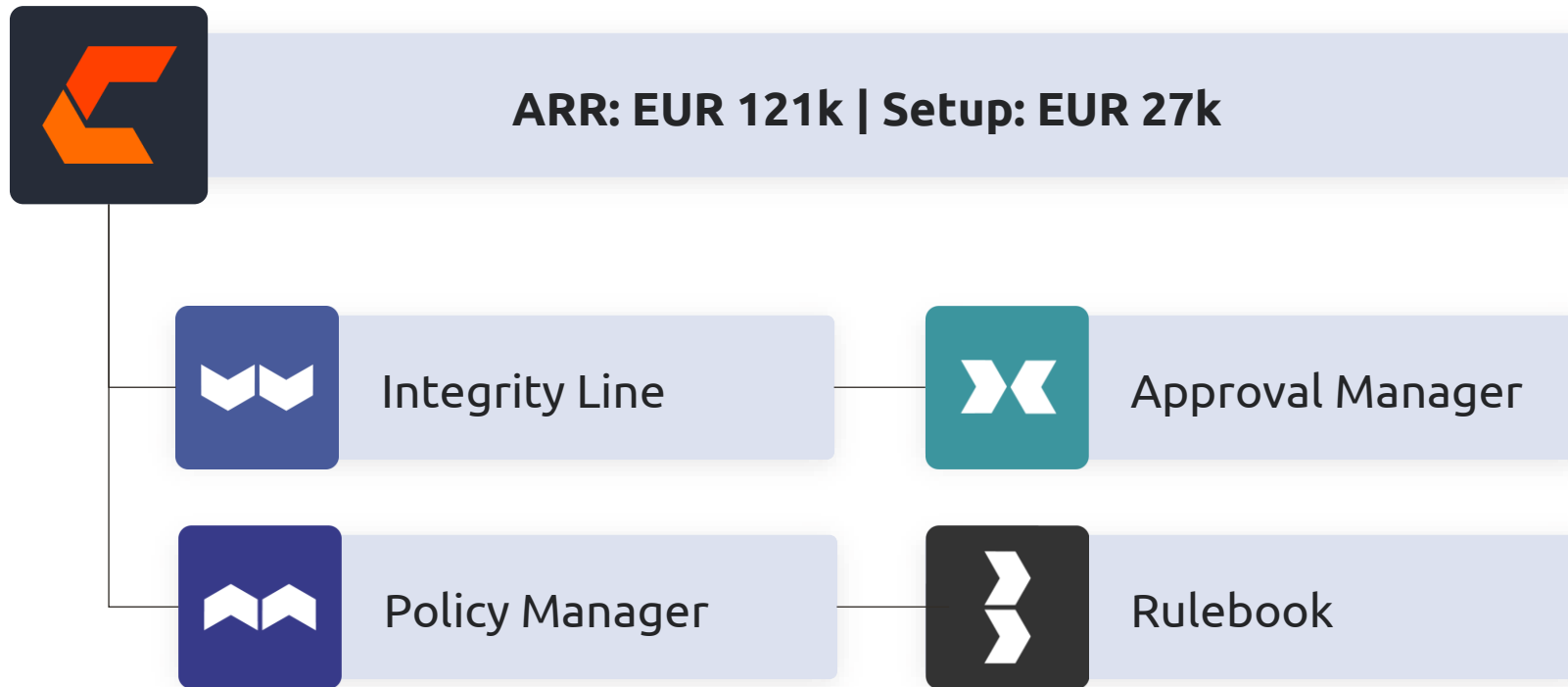


Full Compliance Program
(COCKPIT)



- 190 WB customers onboarded
- 50 migrations from legacy
- 10 COCKPIT customers

Example Compliance COCKPIT customer





Outlook 2023

New SaaS Customers
2,000 – 3,000

New ARR
€ 9 – 12 mln.

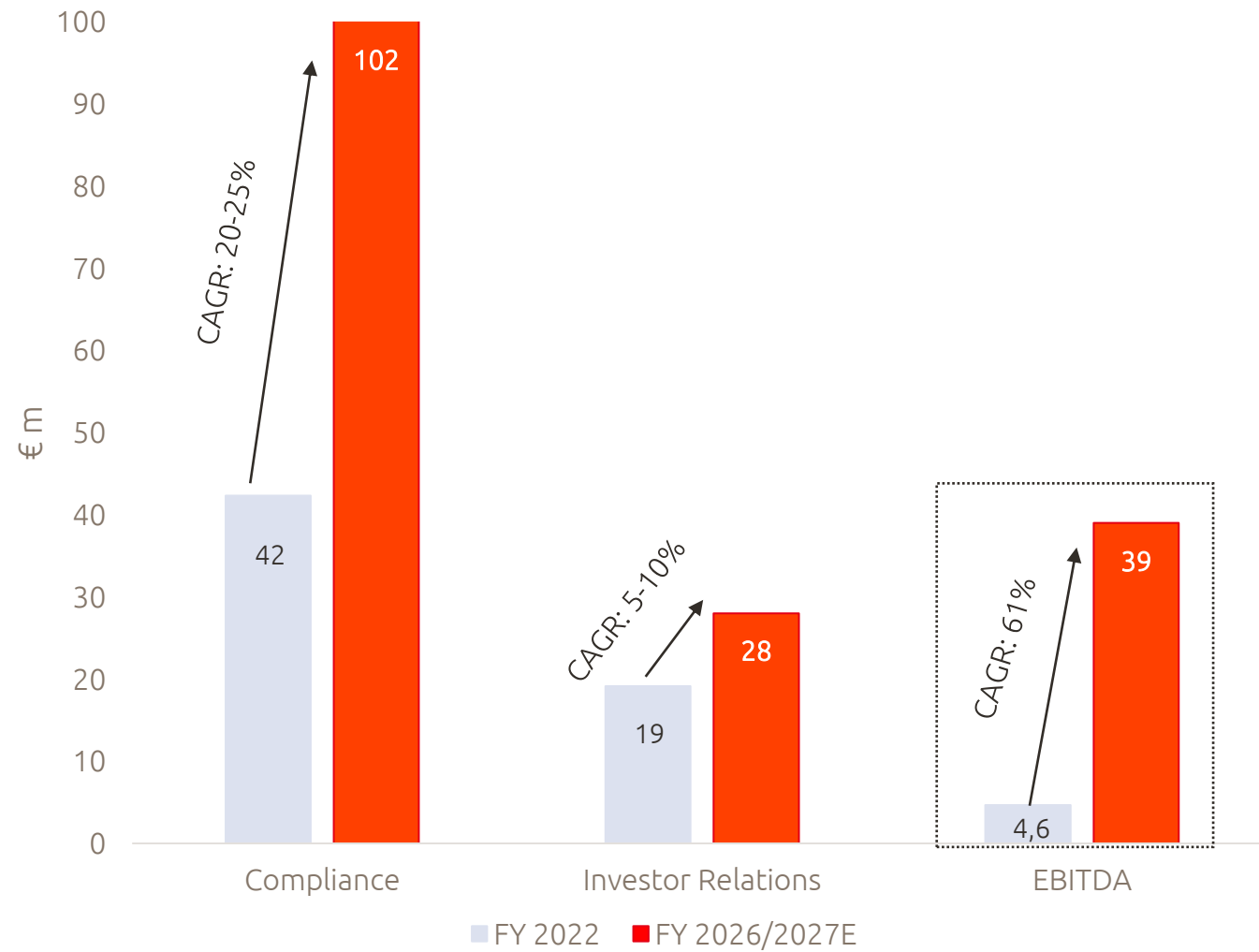
Revenue Growth
15% – 20%

Net Promoter Score
Stable

Employee Satisfaction
Constant Level

EBITDA
€ 9 – 11 mln.

Midterm Outlook



Our Goal 2025

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



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