

The Exasol logo is centered on the slide. It features the word "Exasol" in a white, sans-serif font. The letter "x" is highlighted in a vibrant green color. The background of the slide is a dark blue gradient with a complex, 3D pattern of light blue and white cubes that create a sense of depth and digital architecture.

Exasol

Investor Call
9M 2024 figures

Jörg Tewes (CEO) and Jan-Dirk Henrich (CFO)

November 13, 2024

Agenda

- 01 Trading Update 9M 2024 & Outlook 2024
- 02 Update on Strategy
- 03 Q & A



Jörg Tewes, CEO



Jan-Dirk Henrich, CFO

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Summary of key points

FINANCIALS 9M 2024

(2024 figures are unaudited)

ARR: 40.4 m€
(+12% yoy)

Revenue: 29.1 m€
(+11% yoy)

EBITDA: 1.0m€
(9M 2023: -4.1m€*)

Liquid Funds: 17.8 m€
(Dec 31, 2023: 13.3 m€)

- Positive EBITDA for three consecutive quarters now
- Liquid funds above end of last year’s level providing sufficient financial headroom
- ARR up 12% year-on-year and back to q-on-q net growth in Q3 on comparable level to prior year’s Q3
- Gross new ARR in 9M 2024 slightly above prior year’s period
- 9M 2024 churn in line with expectations
- Seasonal increase in new business and a growing momentum in new logo generation expected for Q4
- Strategy review completed resulting in sharpened positioning in market for 2025
- Outlook 2024 confirmed and substantiated

Outlook 2024 (substantiated)

ARR Growth:
Up to 10% (no change)

Revenue growth:
10 – 15% (no change)

EBITDA:
1.5 – 2.0 m€
(previously: positive)

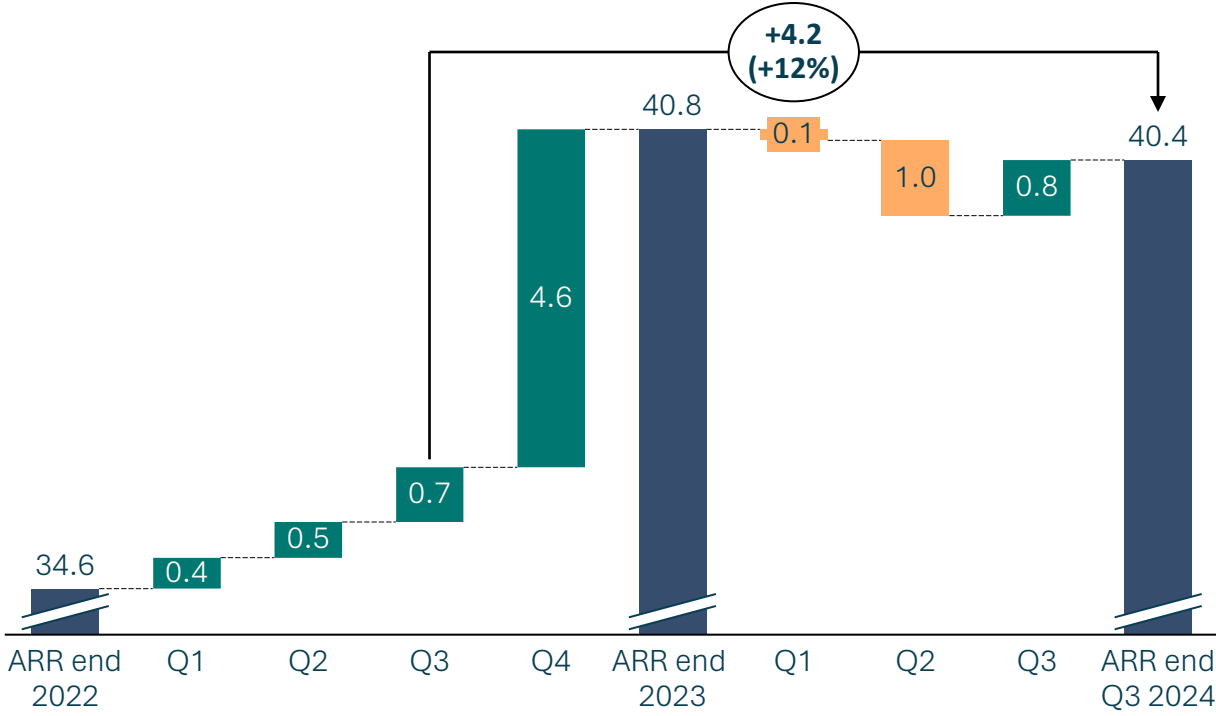
Liquid Funds:
11 – 13 m€
(previously: > 10 m€)

* adjusted

01 Trading update 9M 2024

Quarterly ARR development in 2023/2024

In EUR million at const. FX and methodology, in percent, # of customers



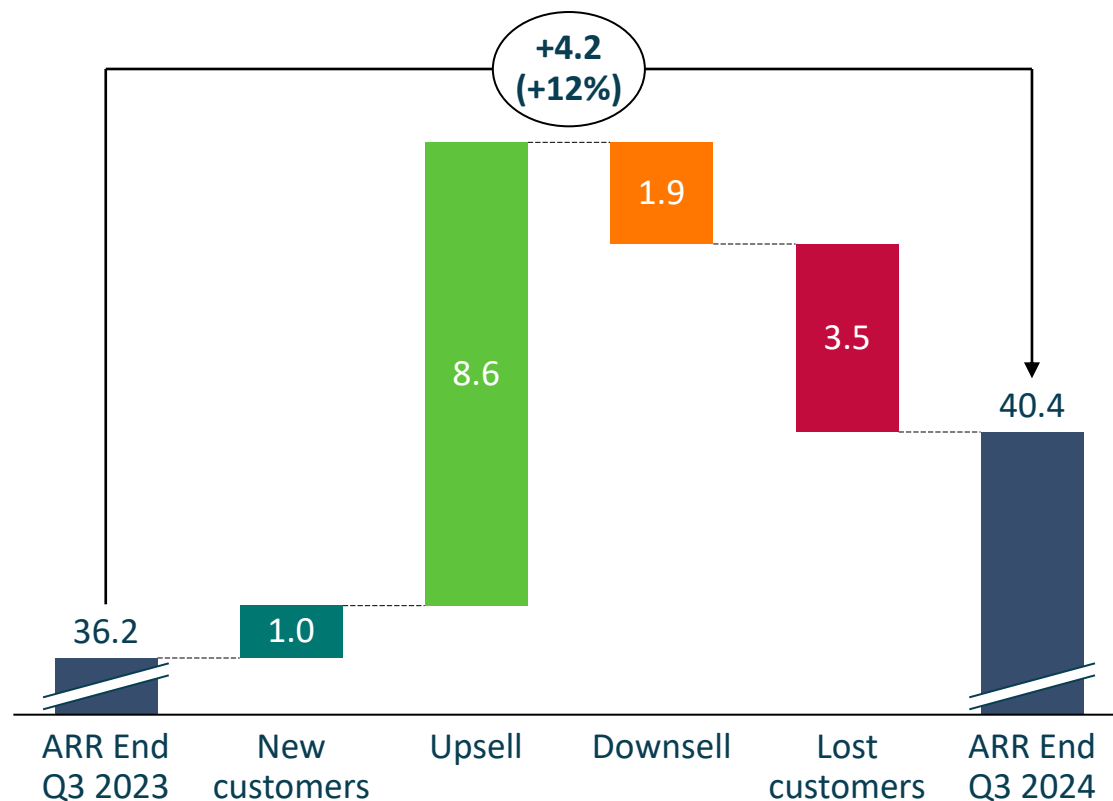
Comments

- Double-digit YoY growth in ARR (+12%)
- ARR increase in Q3 2024:
 - Gross new ARR of +1.74 m€ (vs 1.6 m€ PY)
 - Loss ARR of -0.97 m€ (vs. -0.9 m€ PY)
- Positive Q3 growth momentum compared to the first half of the year.
- Net upselling still dominant growth driver YTD, in line with historical pattern.

Customers	ARR end 2022	Q1	Q2	Q3	Q4	ARR end 2023	Q1	Q2	Q3	ARR end Q3 2024
	215	211	207	207	207					193

ARR development end Q3 2024 – Global

In EUR million at const. FX and methodology, in percent

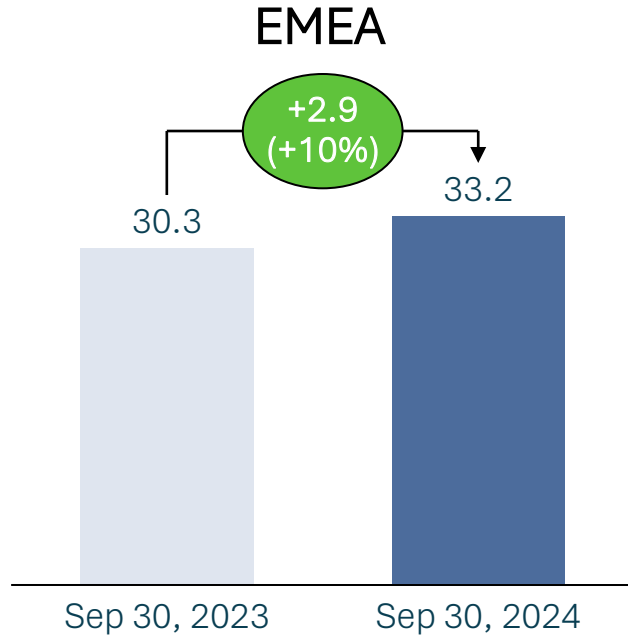


Comments

- Net ARR retention rate at 109% (vs. 108% in PY)
- Gross Upsell rate at 124% (vs. 116% in PY)
- ARR churn rate at 15% (vs. 8% in PY)

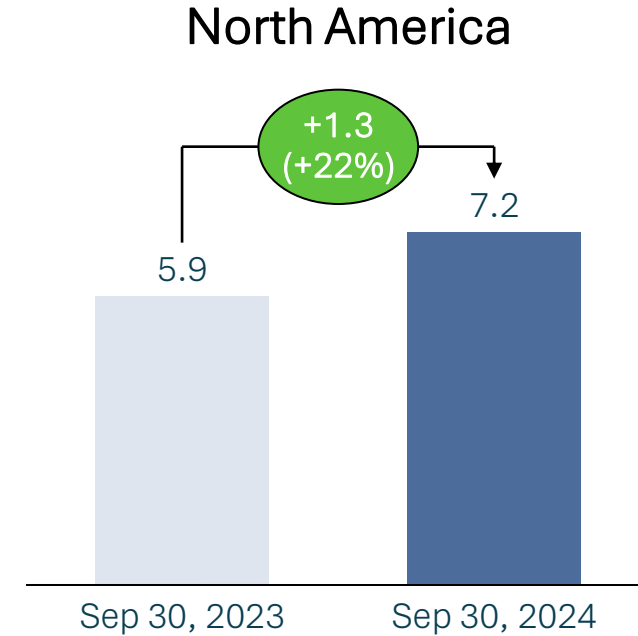
ARR development by region

In EUR million at const. FX and methodology, in percent



Comments

- Gross upsell rate at 124%
- ARR churn rate at 16%
- Net ARR retention rate at 108%

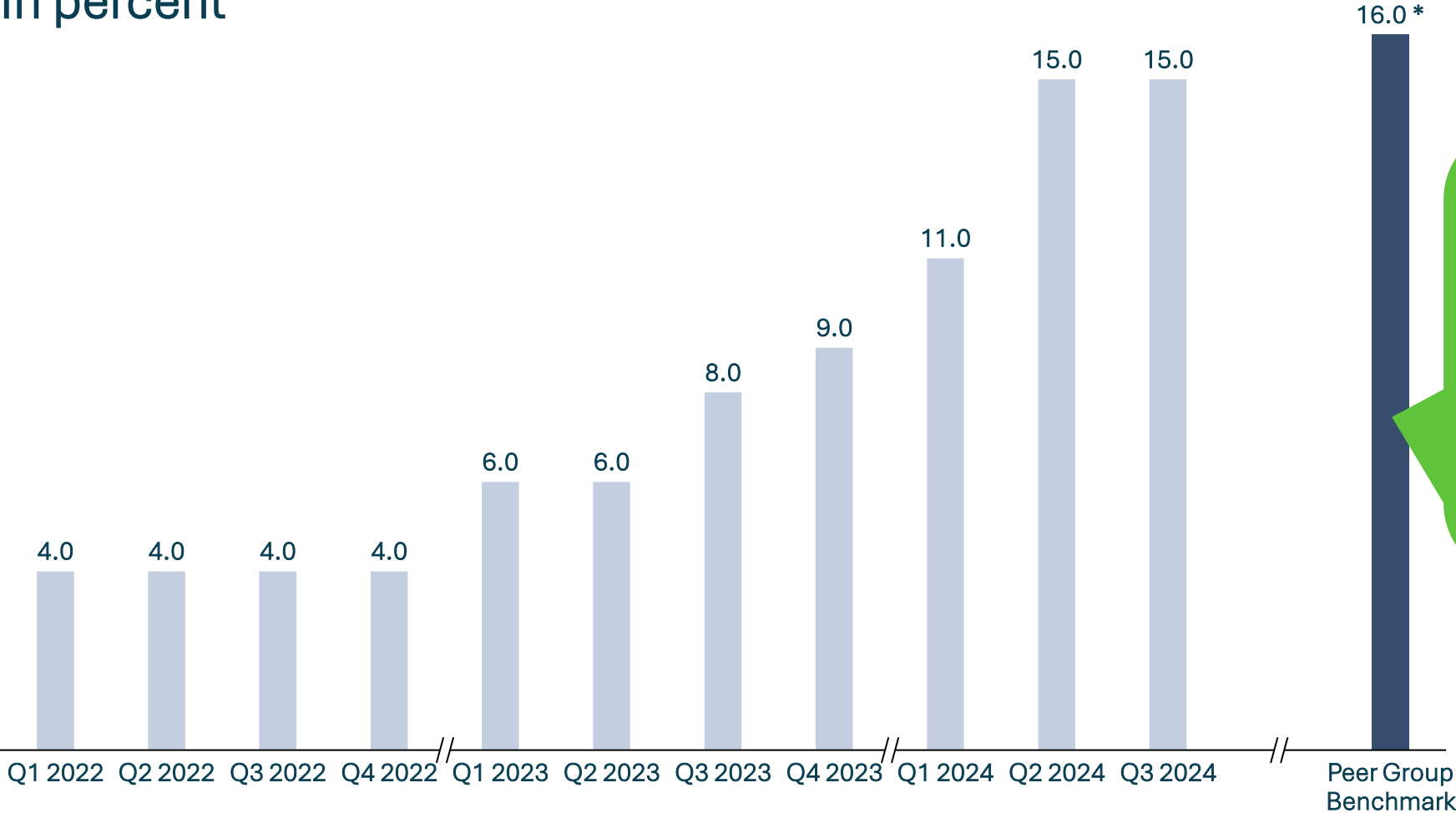


Comments

- Gross upsell rate at 124%
- ARR churn rate at 8%
- Net ARR retention rate at 116%

Development of LTM ARR Churn Rate

In percent



- Benchmark Data from OpexEngine, a leading database of SaaS/Software performance metrics operated by Bain & Company
- Relevant Peer-Group chosen: Hybrid Deployment B2B Software Providers in the revenue range of 40m EUR
- Current Exasol churn levels overall in line with elevated churn dynamics in industry

* Based on OpexEngine's FY23 data: 12% churn rate as of April 2024. Updated to 16% by mid-July 2024. OpexEngine continuously updates figures as new information becomes available, without a fixed cutoff date.

P&L 2024/23 by quarter

In EUR million

2024 figures are unaudited

	Q3 2024	Q3 2023	Change	9M 2024	9M 2023	Change
Revenue	9.6	8.5	1.1	29.1	26.3	2.8
- thereof recurring revenue	9.6	8.5	1.1	29.0	25.4	3.6
- thereof non-recurring revenue	0.0	0.0	0.0	0.1	0.9	-0.8
Gross Profit*	9.3	8.1	1.2	29.3*	25.7*	3.6
Personnel expenses	-6.5**	-6.6**	0.1	-20.2**	-21.5**	1.3
Training and Recruiting	-0.1	-0.2	0.2	-0.1	-0.3	0.2
Marketing	-0.1	-0.5	0.5	-0.9	-2.4	1.5
IT infrastructure	-1.1	-0.6	-0.5	-2.8	-1.8	-1.0
Others (FY 2023: adj.)	-1.3	-1.0	-0.3	-4.2	-3.8	-0.4
Total Costs (FY 2023: adj.)	-8.9	-8.9	0.0	-28.2	-29.9	1.7
EBITDA (FY 2023: adj.)	0.4	-0.7	1.1	1.0	-4.1	5.1

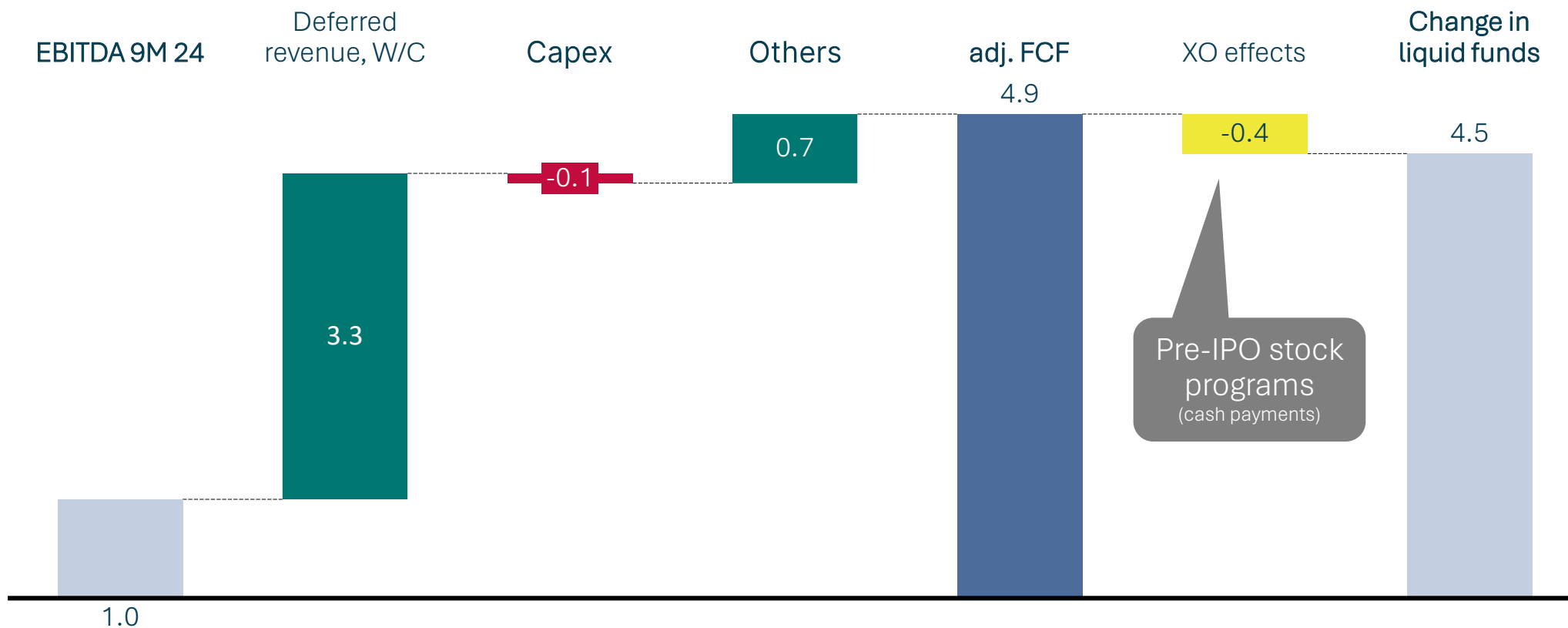
* incl. 1.0m EUR (booked in Q2 2024) and 0.9m EUR (booked in Q2 2023) other operating income from granting of R&D subsidies by ministry of finance

** incl. 0.9m EUR restructuring expenses in 9M 2024 (of which ca. 0.1m in Q3) and 0.7m EUR restructuring expenses in 9M 2023 (of which ca. 0.1m in Q3)

EBITDA to cashflow reconciliation 9M 2024

In EUR million

2024 figures are unaudited

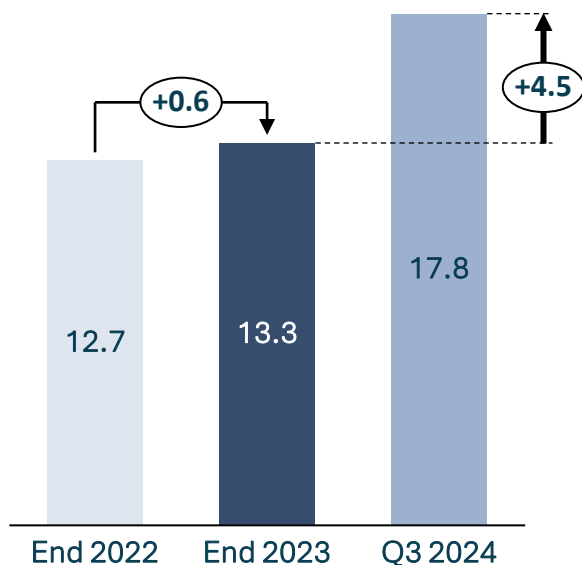


Liquid Funds and adj. EBITDA

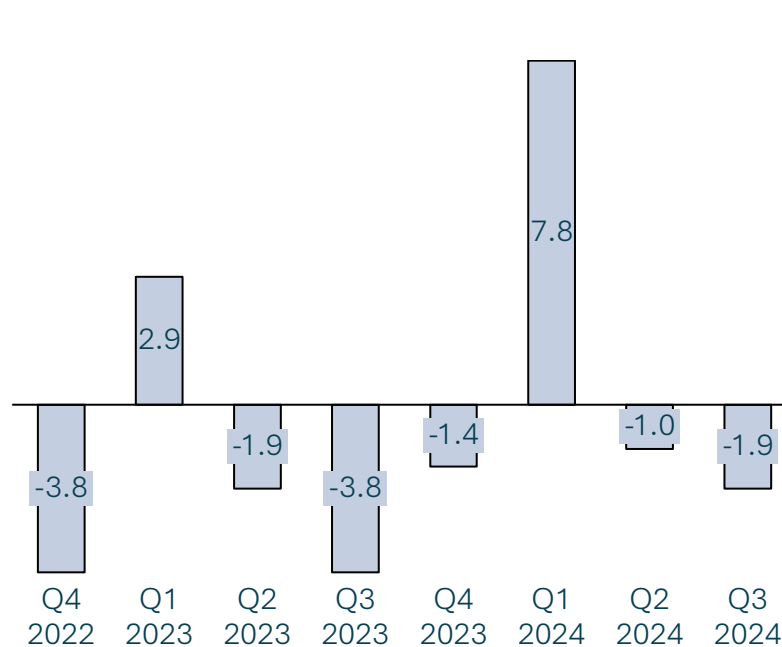
In EUR million

2024 figures are unaudited

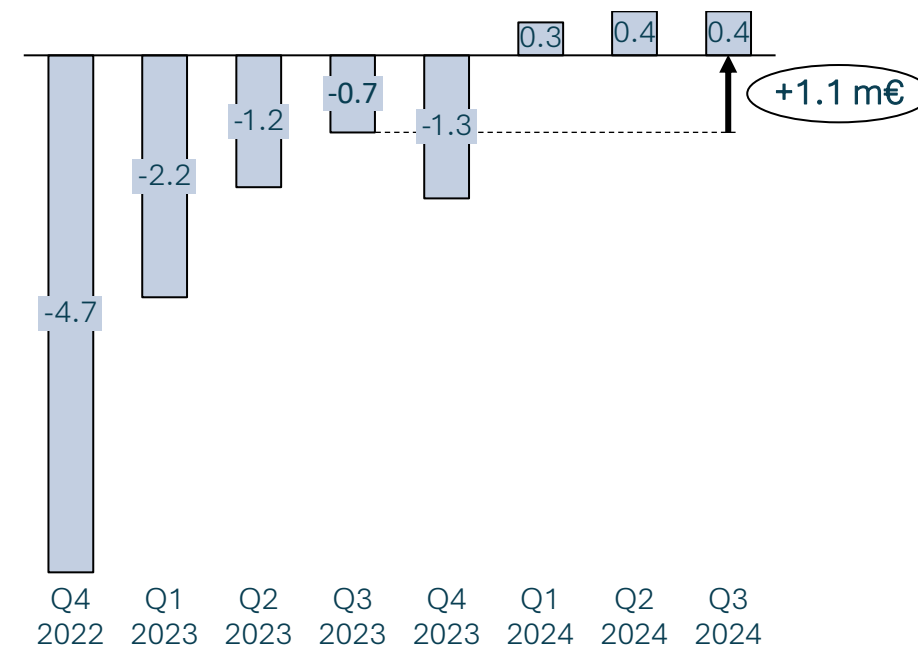
Liquid Funds*



Δ Liquid Funds excl. XO**



(Adj.) EBITDA**



* incl. short term financial assets

** excl. non-recurring effects from pre-IPO stock programs (until 2024) and excl. effects from capital increase in June 2023

Financial Outlook 2024 (substantiated)

	2023	2024
ARR growth	18%	Up to 10% (unchanged)
Revenue Growth	6%	10 - 15% (unchanged)
EBITDA	-5.4 m€ (adj.)	1.5 – 2.0 m€ (previously: positive)
Liquid Funds	13.3 m€	11 – 13 m€ (previously: > 10 m€)



02 Update on Strategy

Exasol's Product Offerings

Exasol's offerings scale to address our customers' pain points. From BI acceleration to full data warehouse solutions, Exasol's products help achieve faster, deeper, and cheaper data analytics



Espresso



Espresso Plus



Exasol Data Warehouse

BI Acceleration


"I have a spinning wheel problem with my BI tool."

Consumption Layer

"I have a database performance and/or cost issue."

Data Warehouse

"I need a high-performance data warehouse for my division."

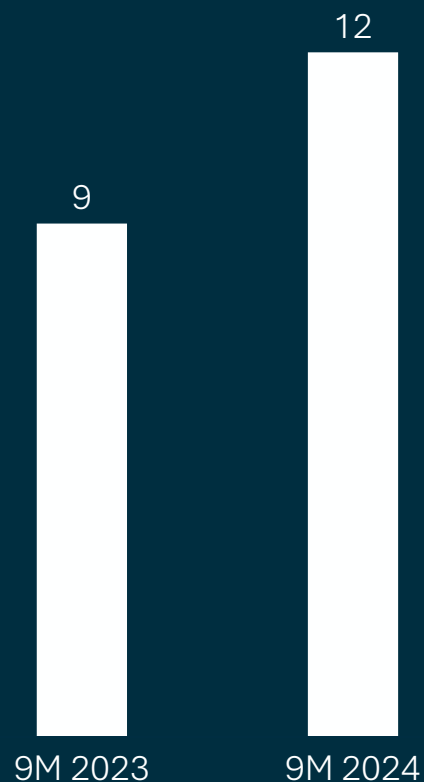


Exasol offers a powerful engine that allows customer to generate lightning-fast analytics on massive data volumes at low costs thereby expediting customers' journey into a GenAI driven world

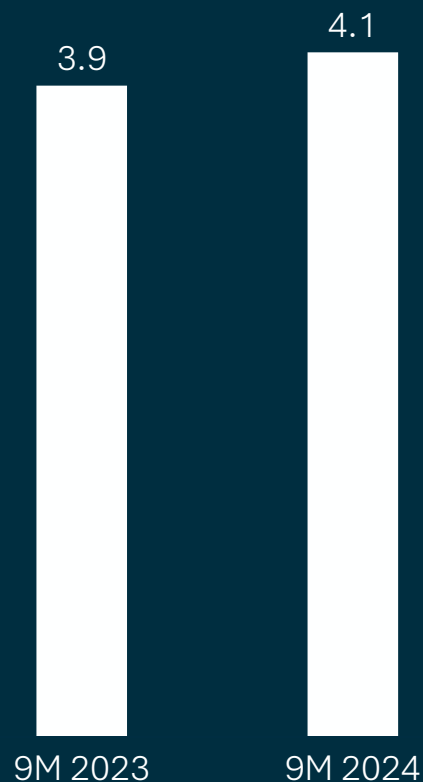
Exasol's high-quality products are the natural choice for all organizations with high performance requirements, particularly those leveraging on-premises or hybrid set-ups for cost, security, or compliance reasons

Increasing momentum in ARR and new logo generation

New logos



Gross new ARR (in m€)

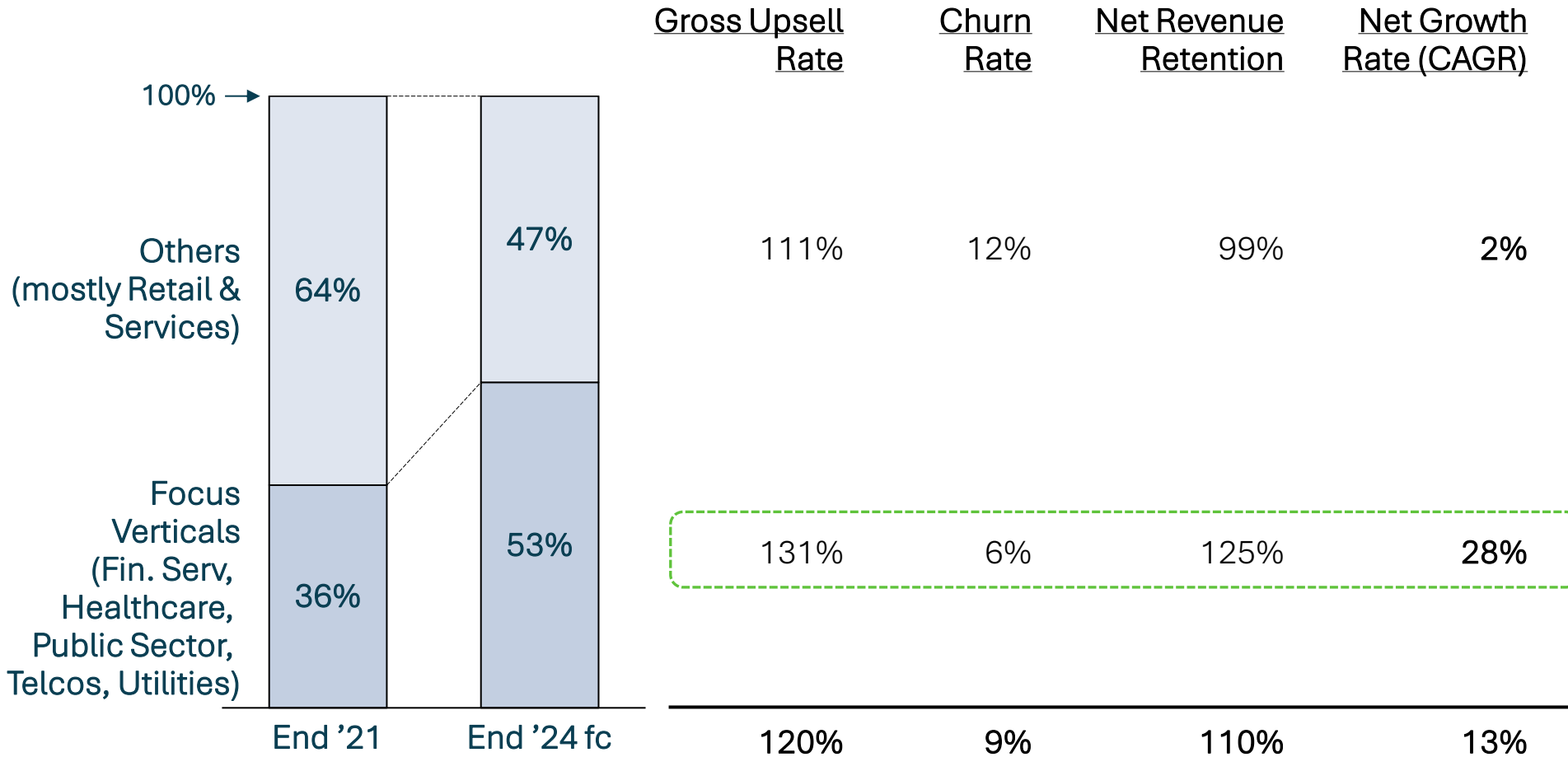


9M customers wins

- European Bank (0.1m€)
- European Bank (0.2m€)
- US Financial Service provider (0.2m€)
- European Insurance (<0.1 m€)
- European Bank (<0.1 m€)
- European Health Care company (<0.1m€)
- European Health Care company (<0.1 m€)
- European Software company (<0.1m€)
- European IT-Company (<0.1m€)
- European Media company (<0.1m€)
- European eCommerce company (<0.1m€)
- European Retail company (<0.1m€)

Key subscriptions metrics by vertical groups

In percent



- Growth '22-'24 driven by focus verticals
- Non-focus verticals strongly affected by migration to cloud native solutions and higher churn
- As portfolio shifts, company growth to return to double-digit values

Exasol has an exciting growth path by re-committing to its **core strengths** through stronger focus on fastest growing customer groups

- **Future strategy** is designed to be focused on **defensible and sustainable strengths** with the goal to return to a dynamic growth on a profitable basis
- Exasol will concentrate its GTM focus even more to on-premise and hybrid customers
- Market research shows that the on-premise market continues to be a multi-billion dollar market growing in single digit rates

The ~\$3 bn on-prem serviceable obtainable market (SOM) is sizeable enough to sustain growth; success relies on ability to win market share



INDICATIVE

Dimension	Market breakdown 2023, \$ bn	Rationale
Global on-prem market	37.7	
A Minus transactional database market	20.7	<ul style="list-style-type: none"> ~50-60% of market is transactional databases, incl. mainframes
Global Serviceable Addressable Market (SAM) – analytical on-prem	16.9	
B Minus non-core regions	5.1	<ul style="list-style-type: none"> Primarily Europe and US are core regions (~24% and 46% respectively)
SAM in focus regions	11.8	
C Minus non-focus customer sizes	1.8	<ul style="list-style-type: none"> Core market is corporations with 250+ employees
D Minus non-core use cases and workloads	7.2	<ul style="list-style-type: none"> Most customer verticals addressable to some degree Average 25-30% of workloads across industries have high-performance requirements across segments
SOM	2.8	



Key customer archetype is an on-premise customer in regulated industries. Strategy also targets cloud smart customer looking to optimize their tech stack

 Primary  Secondary

Key focus

Customer archetype	Customer segment			Segment characteristic	How to address
	Industry	Segment	Region		
Archetype 1: The regulated customer On-prem / hybrid solution for primarily regulated industries	Banks	On-premises-first	DACH	Customers are generally diverse in their maturity and characteristics <ul style="list-style-type: none"> Cloud maturity differs greatly, but is generally lower – ambition is often hybrid with significant on-prem presence (>50%) Generally, values security, enterprise grade services and reliability (through extensive SLAs) 	 Value proposition is fulfilling regulatory requirements while providing availability and cost superiority
	Healthcare		Nordics		
	Public sector	Hybrid-first	UK & I		 System swap or upgrade from other on-premise provider; repatriations happen, but are rare due to the lower maturity
	Telecom		Middle East		
	Utilities		USA		
	Other segments				

Extended focus

Archetype 2: The “Cloud smart-customer” Hybrid customers actively optimizing across the full stack	E-com and retail	Hybrid-first	USA	Customers are generally more mature and are actively optimizing their tech stacks on-premise and off-premise <ul style="list-style-type: none"> Some workloads are repatriating workloads Key driver for on-premise is cost or performance Has more mature requirements, e.g., on interoperability between vendors 	 Value proposition to be use case driven and industry-specific, Exasol can provide price and performance increase
	Transport log.		UK&I		
	Utilities	Cloud-first	DACH		 System swap or repatriation – superior value / performance is required
	Industrial		Nordics		
	Services				
	Other segments				

Financial calendar

2024	November 13	Q3 '24 trading update (<i>Webcast & Roadshow</i>)
	November 14	MKK (<i>Munich</i>)
	November 25/26	EK-Forum (<i>Frankfurt</i>)
2025	February 6	HIT Conference (<i>Hamburg</i>)
	February 19	FY 2024 preliminary results & Outlook 2025



03 Q & A

Thank you!