

# Building a European SaaS Champion

▶ creating trusted companies

+++ Earnings Call 9M 2023 +++ 10 November 2023 +++

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# Agenda

1. Summary 9M 2023
2. Whistleblowing
3. Outlook

# Summary 9M 2023

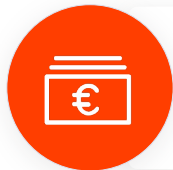
## Highlights 9M 2023



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



New whistleblowing customers more than  
doubled year-to-date

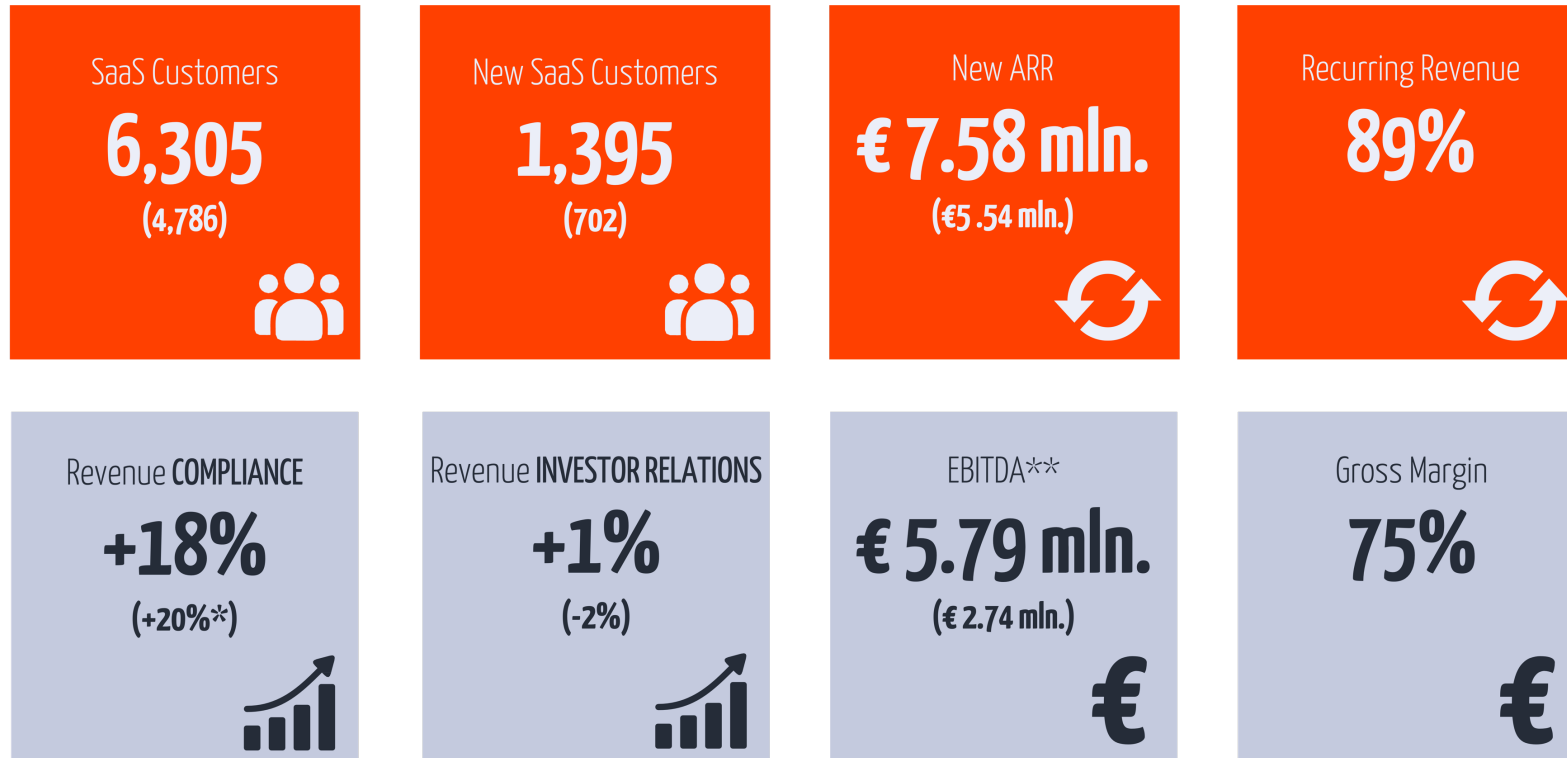


EBITDA scales as planned



Merger of Business Keeper GmbH into EQS Group

# Group KPI 9M 2023



\* Adjusted for the base effect from the Business Keeper acquisition

\*\* From continued operations

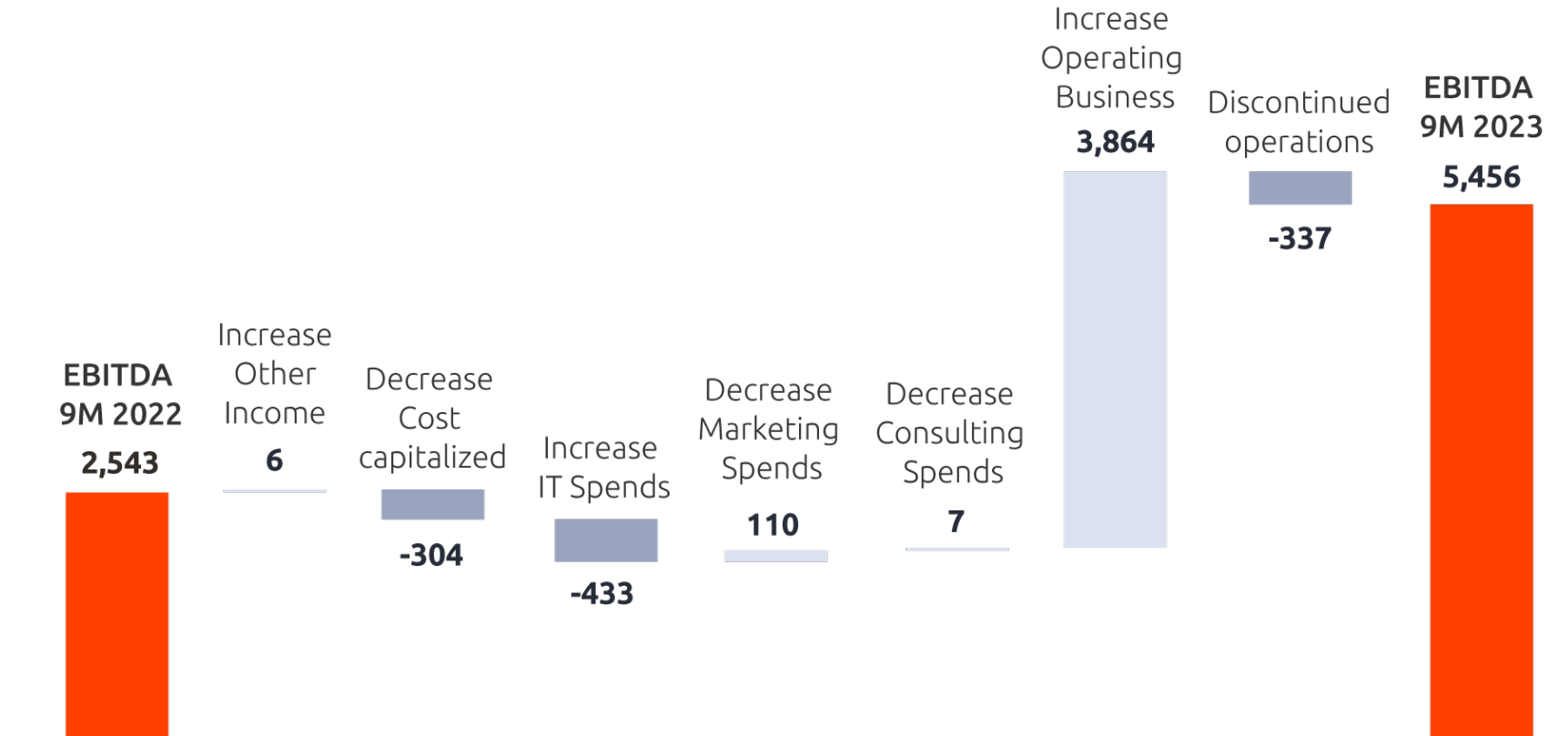
## Key Figures 9M 2023

<i>Key figures</i>	<i>9M 2023</i>	<i>9M 2022</i>	<i>+/-</i>
Revenues (IFRS)*	50,609	44,048	15%
Operating Expenses*	46,501	43,319	7%
EBITDA (IFRS)*	5,794	2,740	>100%
Group Net Income*	-1,400	-1,821	23%
Free Cash Flow (IFRS)	6,197	2,080	>100%
Balance Sheet Total	186,086	183,816	1%
Cash & Cash Equivalents	10,559	7,874	35%
Net Debt	24,311	29,256	-17%
Equity-Ratio (%)	60	62	-

All figures in thousand Euro unless otherwise stated

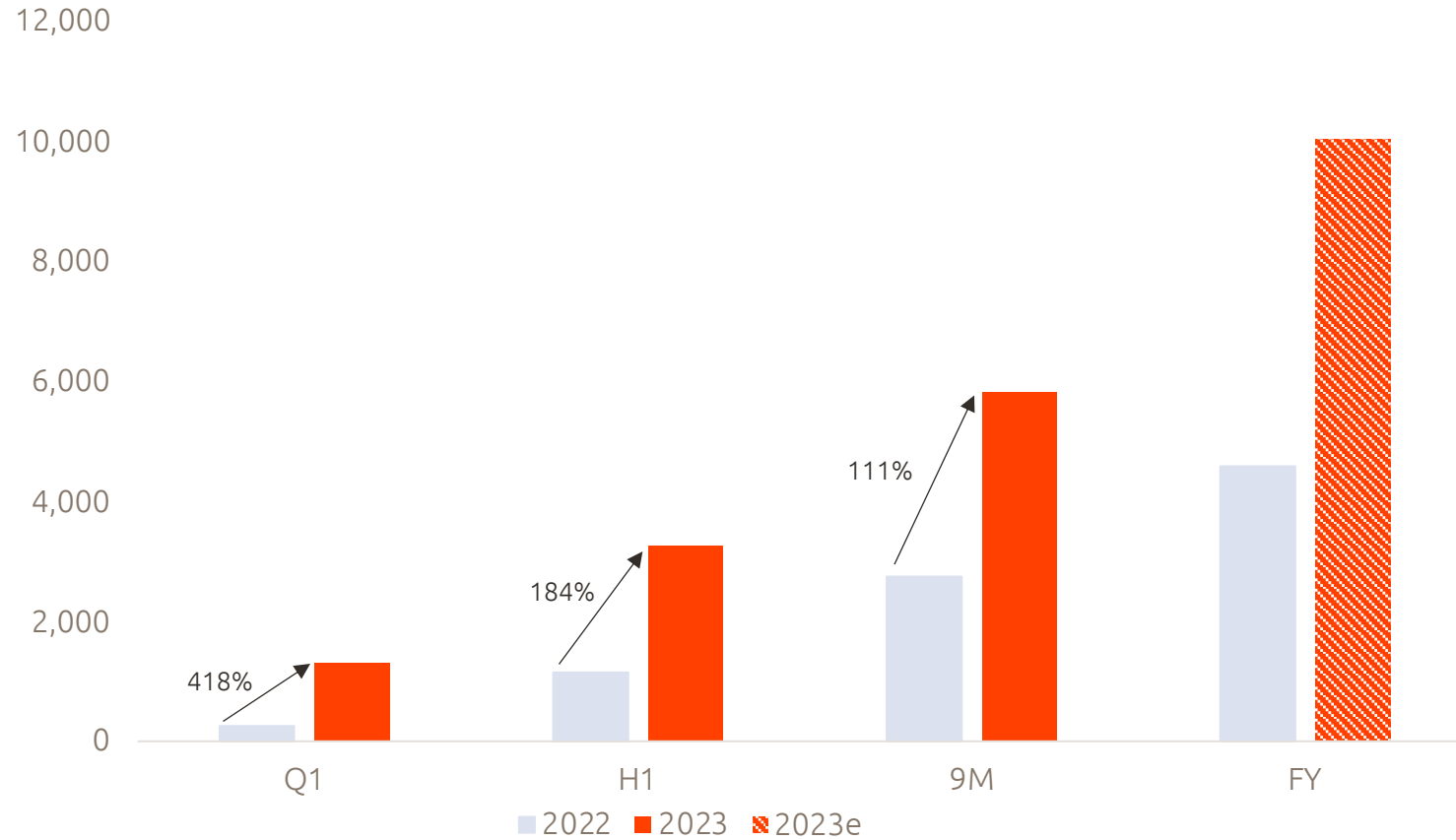
\* From continued operations

# EBITDA Bridge 9M 2023



All figures in thousand Euro unless otherwise stated.

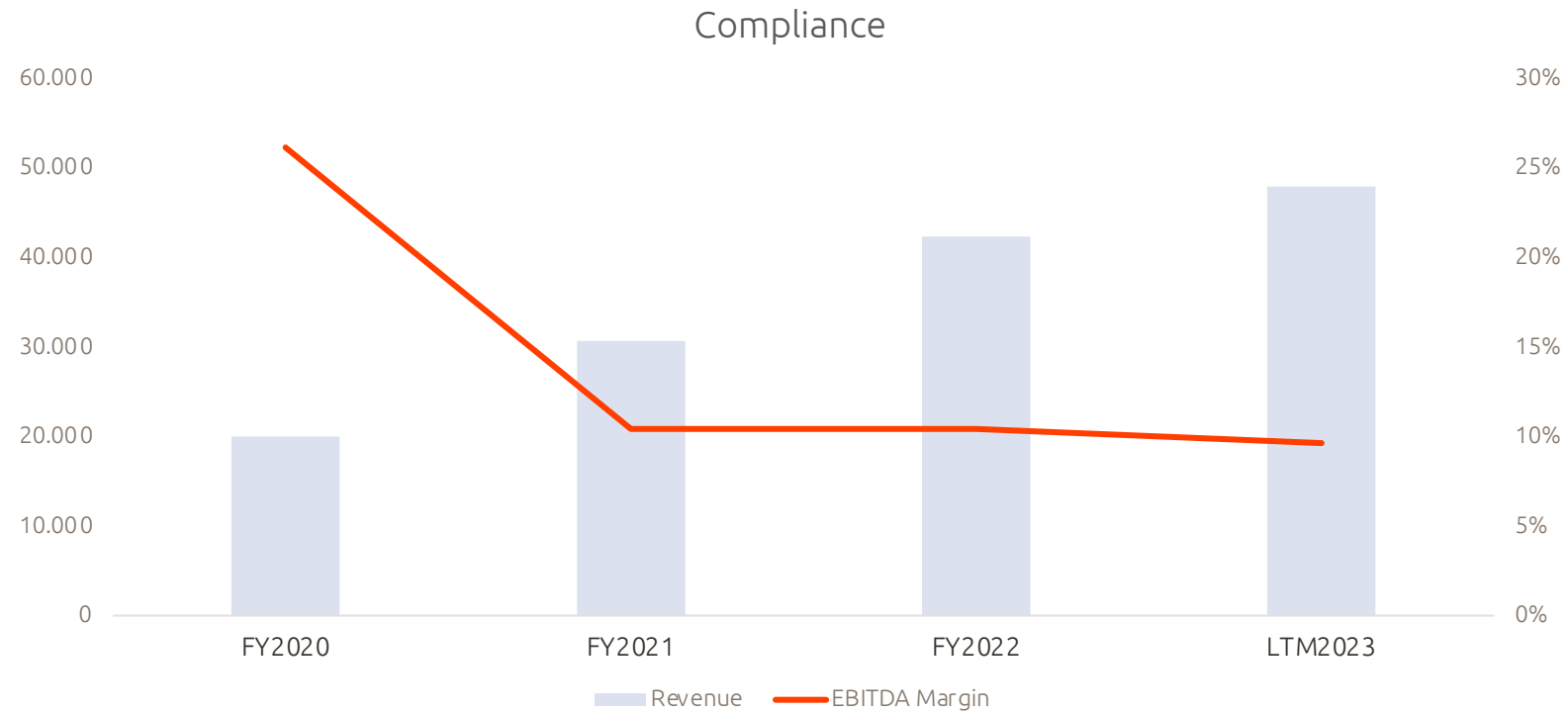
# EBITDA 2023e – Fully on Track



All figures in thousand Euro unless otherwise stated

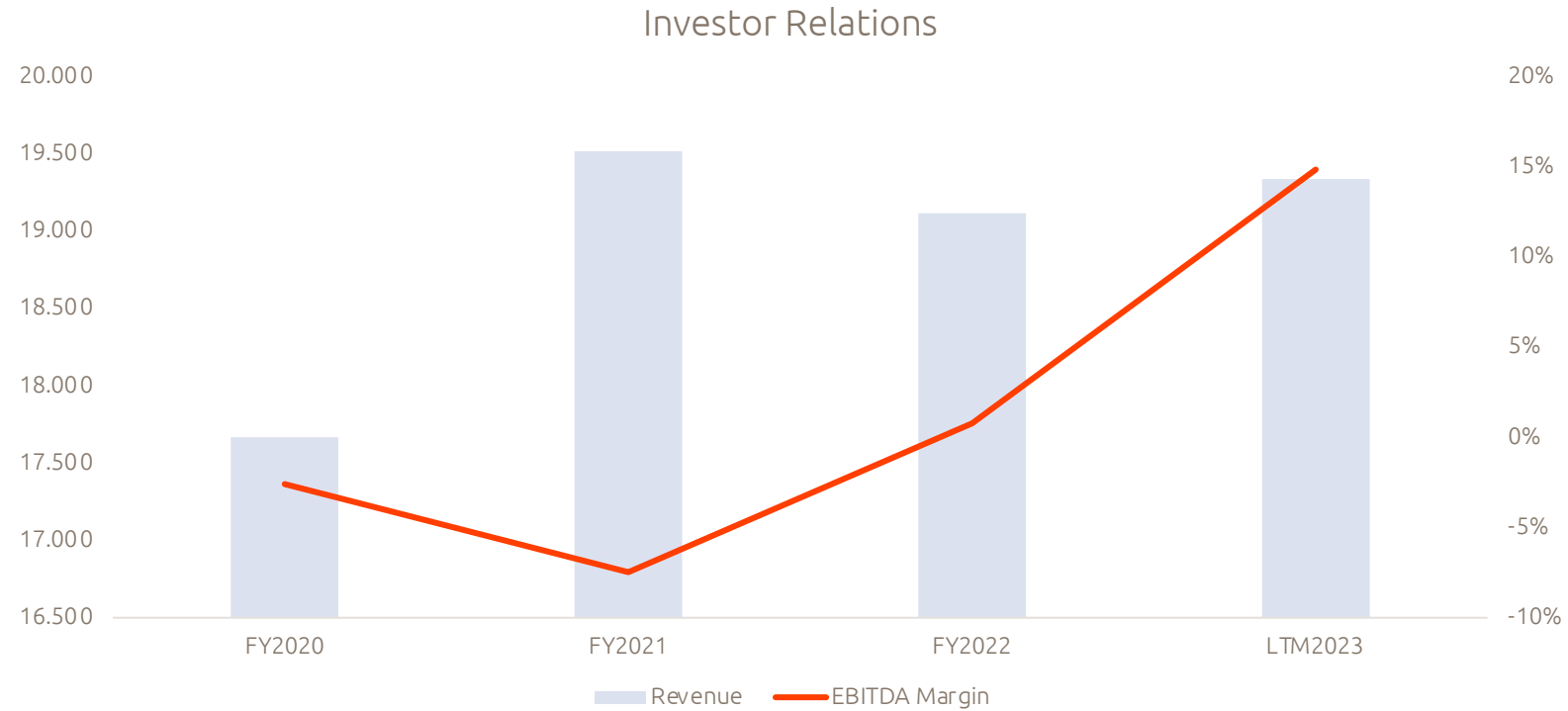


# EBITDA Development – Compliance



All figures in thousand Euro unless otherwise stated

# EBITDA Development – Investor Relations

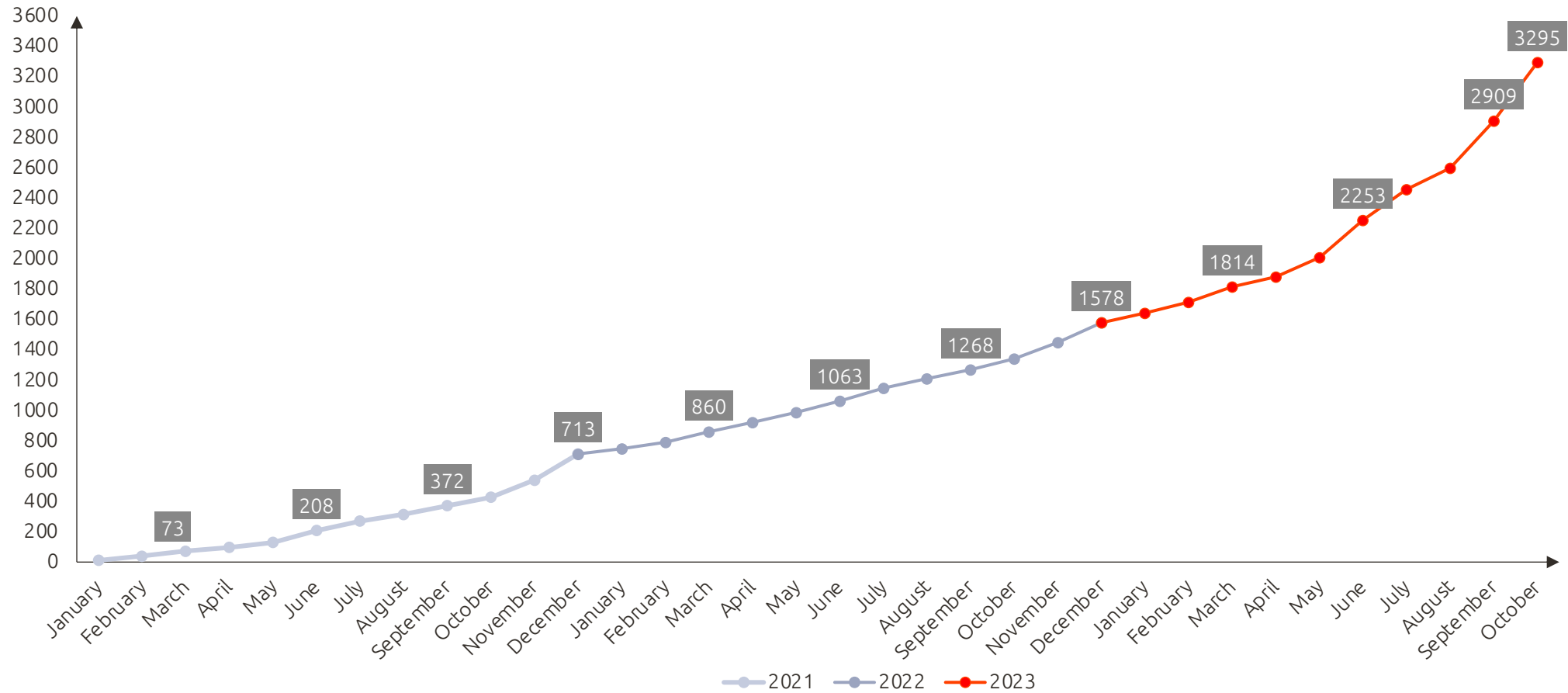


All figures in thousand Euro unless otherwise stated



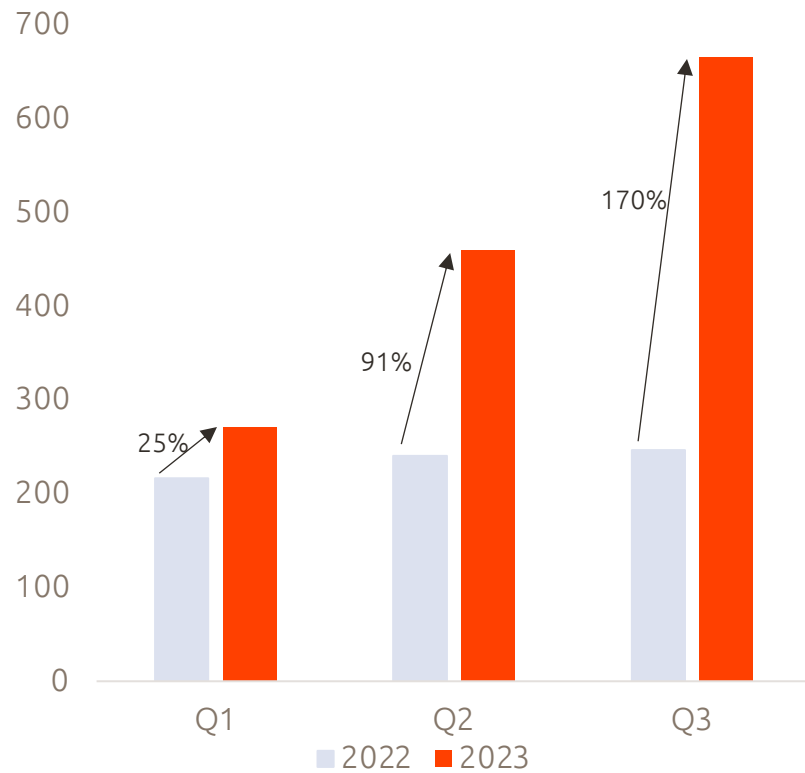
# Whistleblowing

# Over 3,200 New Whistleblowing Customers Won since 2021

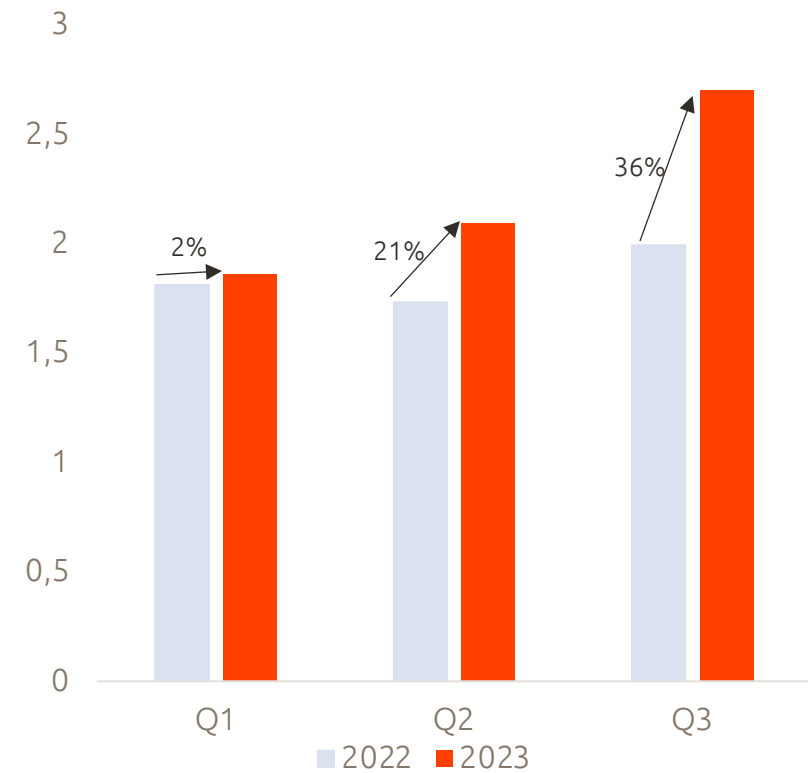


# Increasing Momentum During 9M

New customers



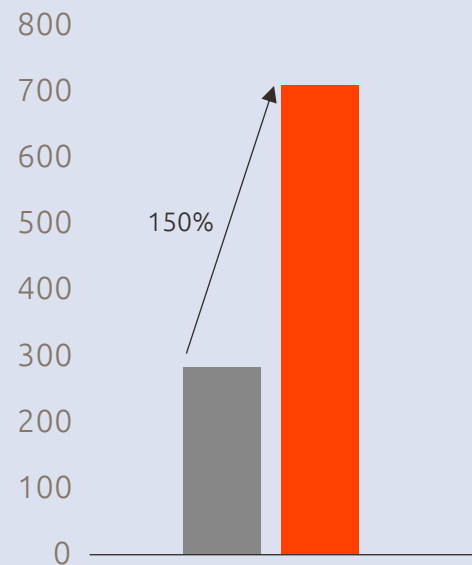
New ARR (€ m)\*



\*Excluding new ARR by price increases

# Effects of Whistleblowing Directive on Partner Business

New partner customers  
(9M y-o-y)



Strong **partnerships** driving  
new customer **growth**



Driving **growth** through  
marketing activities with  
**partners** – e.g. webinar with  
**GVP** in Germany



# The Growth Journey

Sustainability  
(ESG Solutions)

Full Compliance Program  
(COCKPIT)

Whistleblowing  
(Integrity Line)



Increasing ARR  
throughout the journey





## 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**

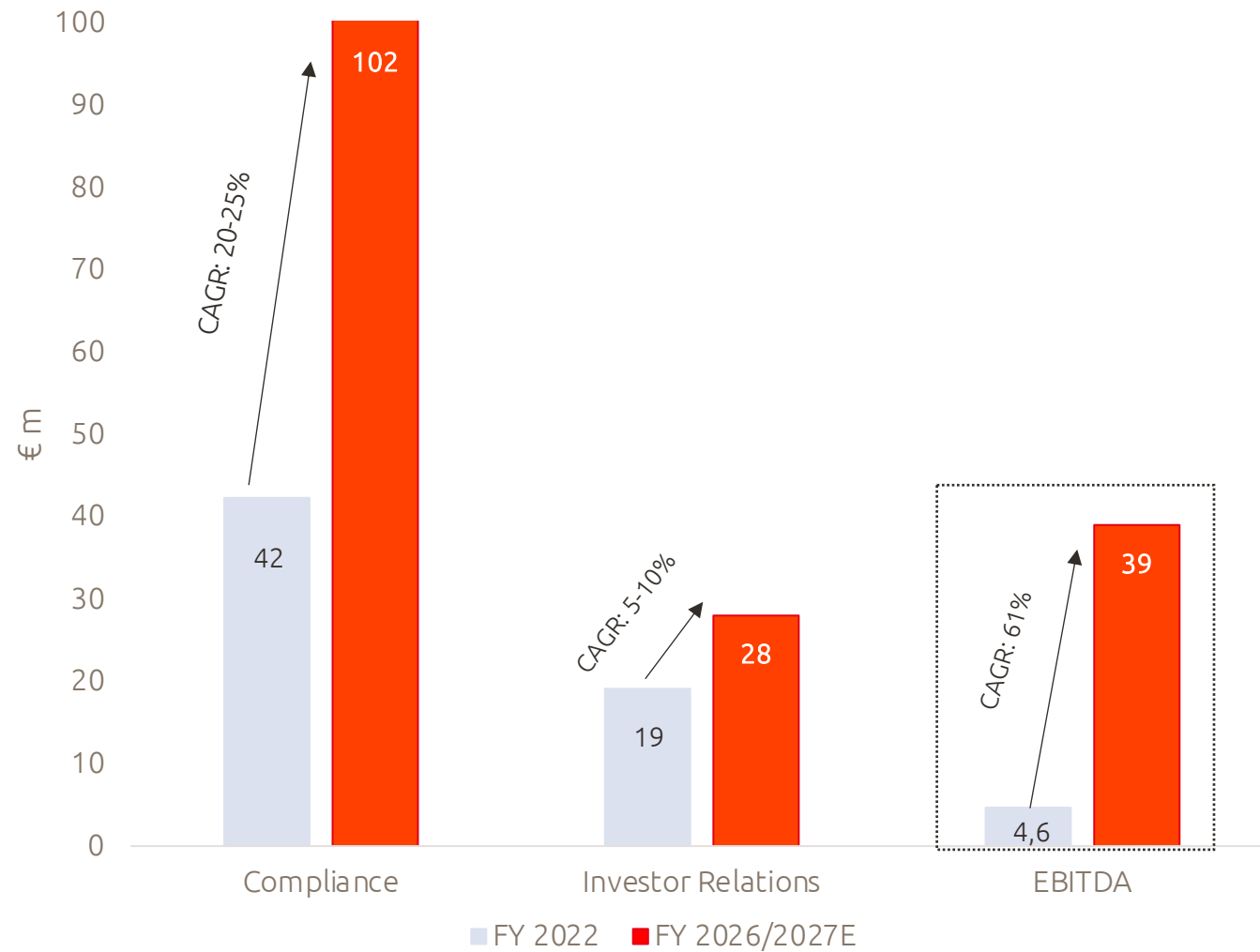


EBITDA

**€ 9 – 11 mln.**



# Midterm Outlook



## Our Goal 2025

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



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