

# Building a European SaaS Champion

## Creating Trusted Companies

+++ Earnings Call 9M 2021 +++ 12 November 2021 +++

Achim Weick, Founder & CEO, André Marques, CFO



# Agenda

1. Whistleblowing
2. Financials 9M
3. Outlook

## Our Believe

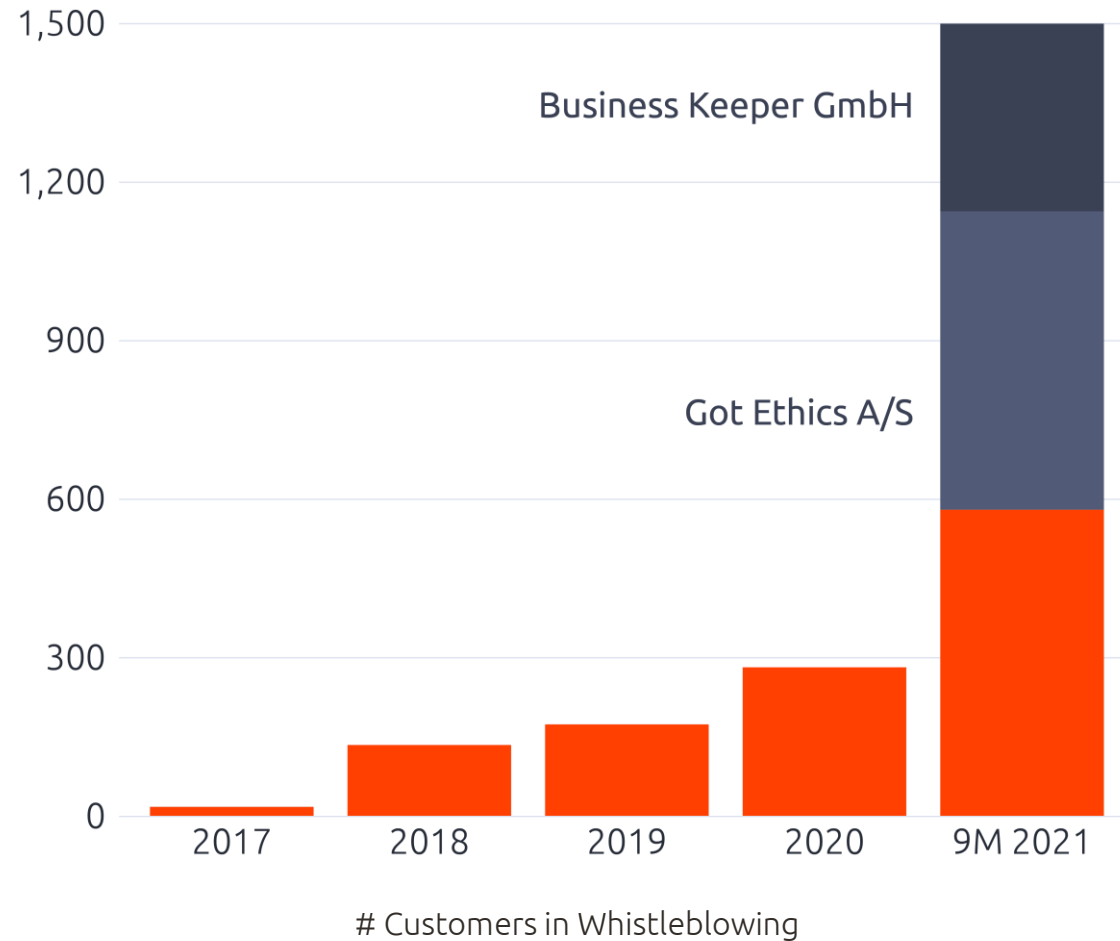
We at EQS believe that  
**Integrity and Transparency**  
create the most important  
corporate capital:

# TRUST

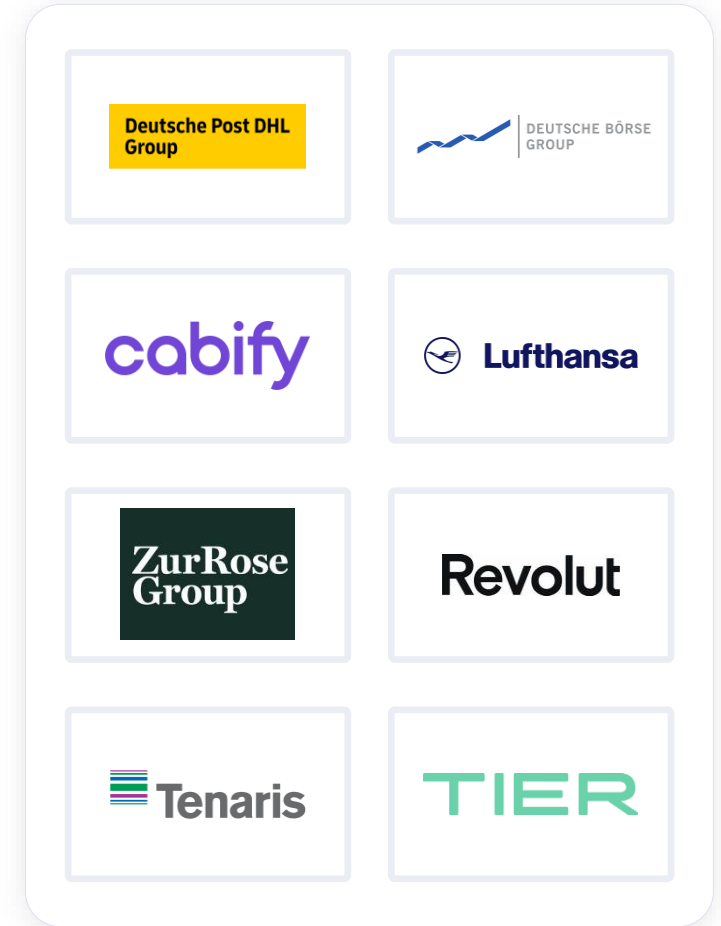
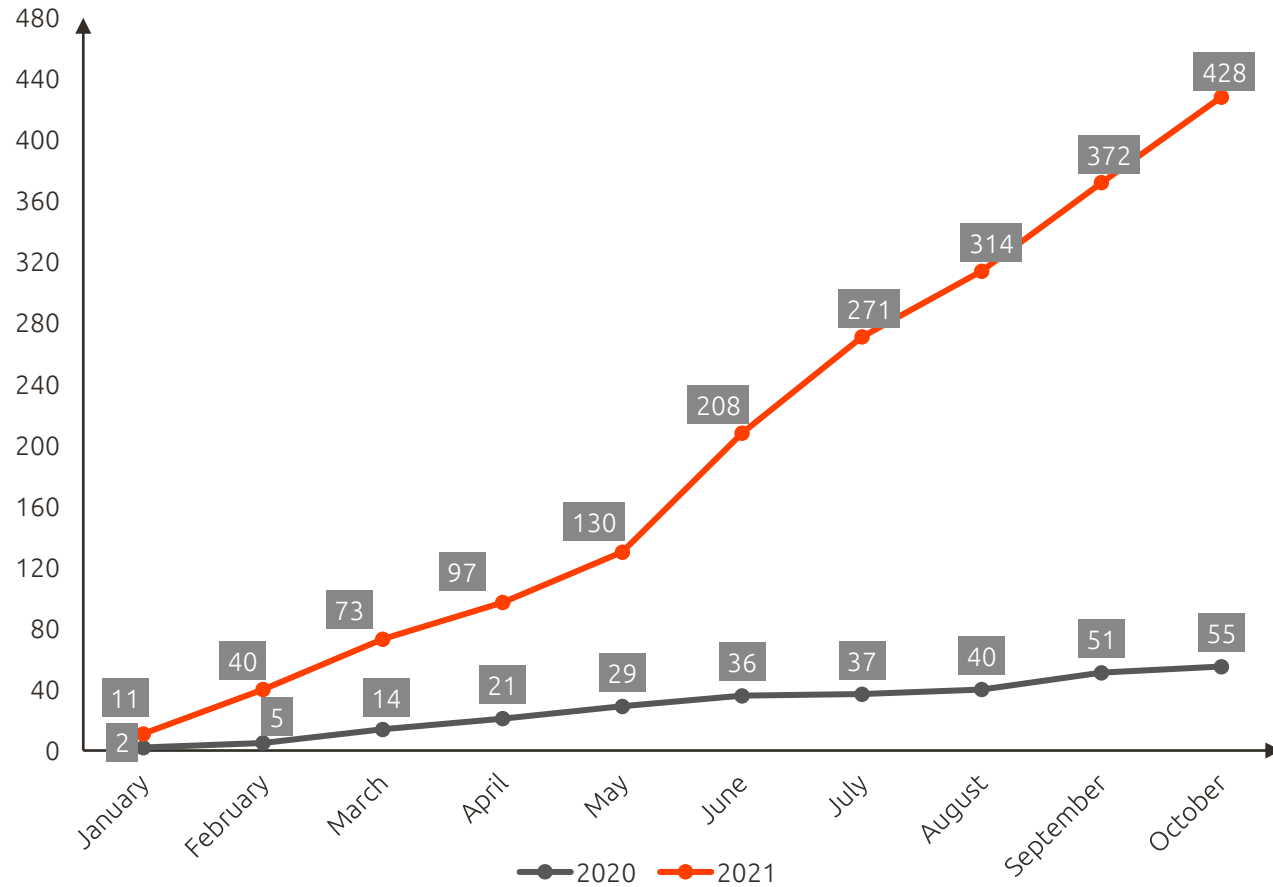


# Whistleblowing

# The Road to EU Market Leadership

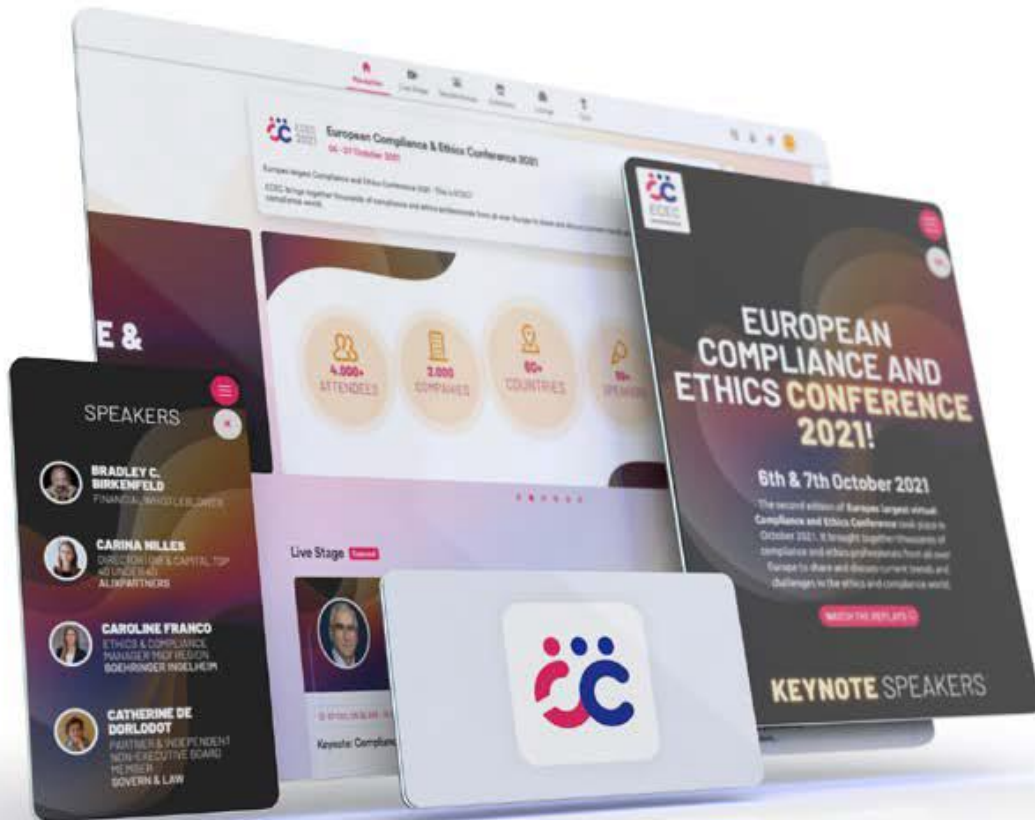


# Compliance: New Whistleblowing Customers 2021



# European Compliance & Ethics Conference 2021

Building a unique Compliance community



**Over 5,500** registrants



**+70** speakers



**17h** live streaming



**Overwhelming** feedback

## In Position for SME Segment: Over 100 Sales Partnerships



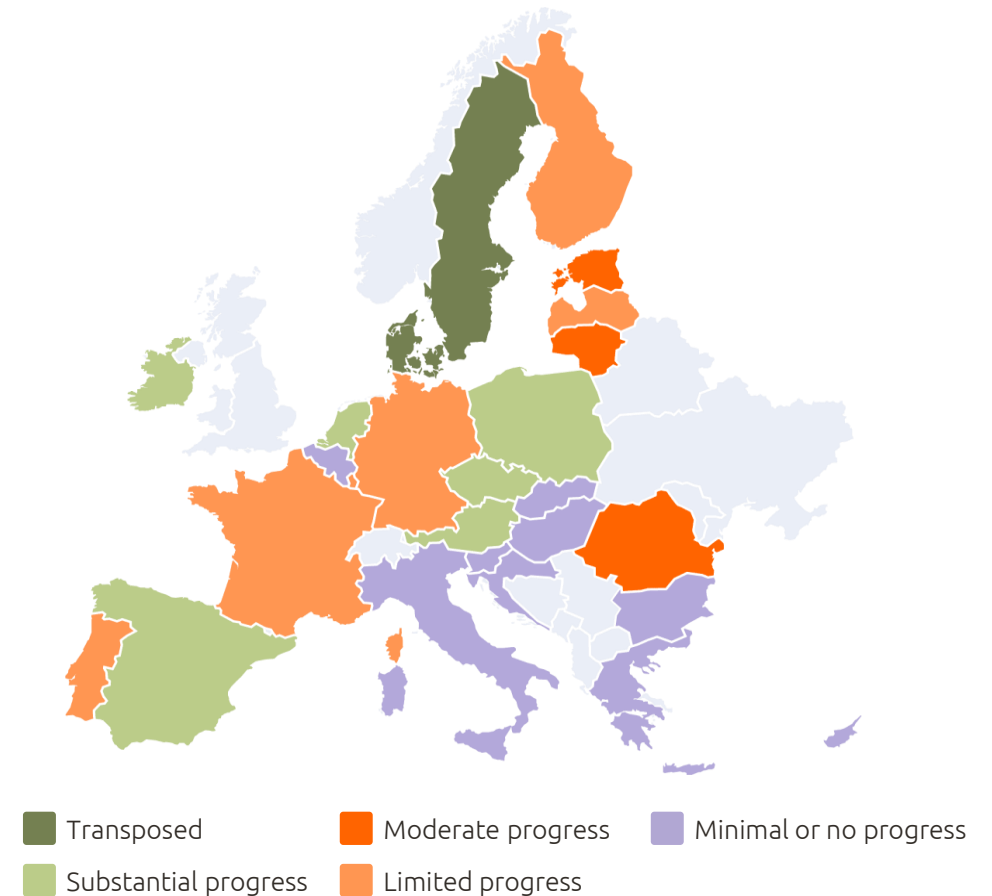


## Status Quo: EU-Whistleblowing Directive

Denmark and Sweden as first EU-members to adopt new whistleblowing law

Substantive progress in Austria, Czech Republic, Ireland, Netherlands, Poland and Spain

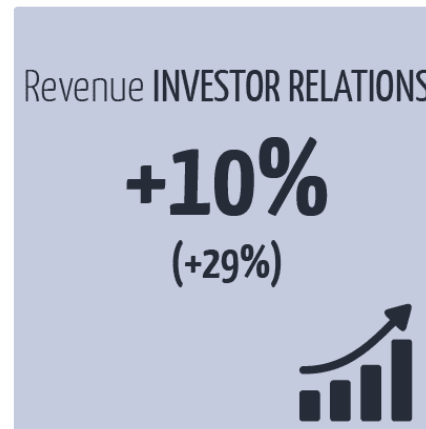
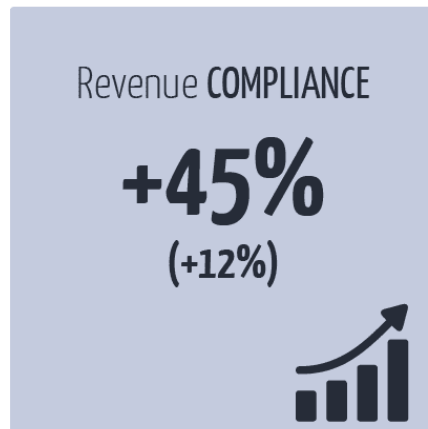
**7 of 27 countries** have not started the transposition – Bulgaria, Cyprus, Croatia, Greece, Hungary, Malta, Slovak Rep.





# Financials 9M

# Group KPI 9M 2021

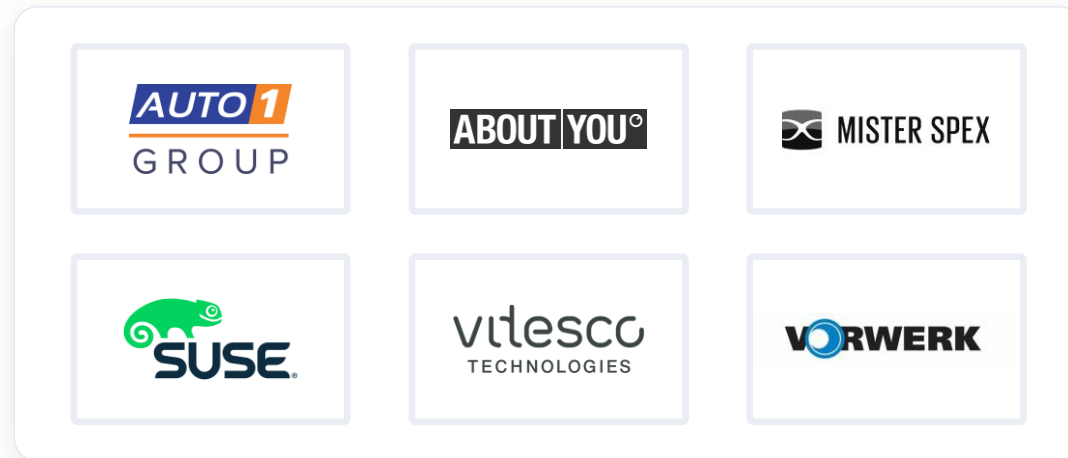


*\*including existing customer base from Business Keeper GmbH, Got Ethics A/S and C2S2 GmbH*

## Investor Relations: Growth in German IPO Market

**17 IPO customers** in Prime and General standard

Average ARR per IPO between **€ 20k and € 25k**



## Key Figures 9M 2021

Key figures	9M 2021	9M 2020	+/-
Revenues (IFRS)	35.396	27.621	28%
Revenues (excluding acquisitions)	31.299	27.621	13%
Operating Expenses	35.400	25.065	41%
EBITDA clean*	4.703	4.295	9%
EBITDA (IFRS)	2.272	4.295	-47%
EBIT	-2.709	1.331	>-100%
Group Earnings**	-2.678	.468	>-100%
Operating Cash Flow (IFRS)***	2.077	6.354	-67%
Equity-Ratio (%)	35	58	-

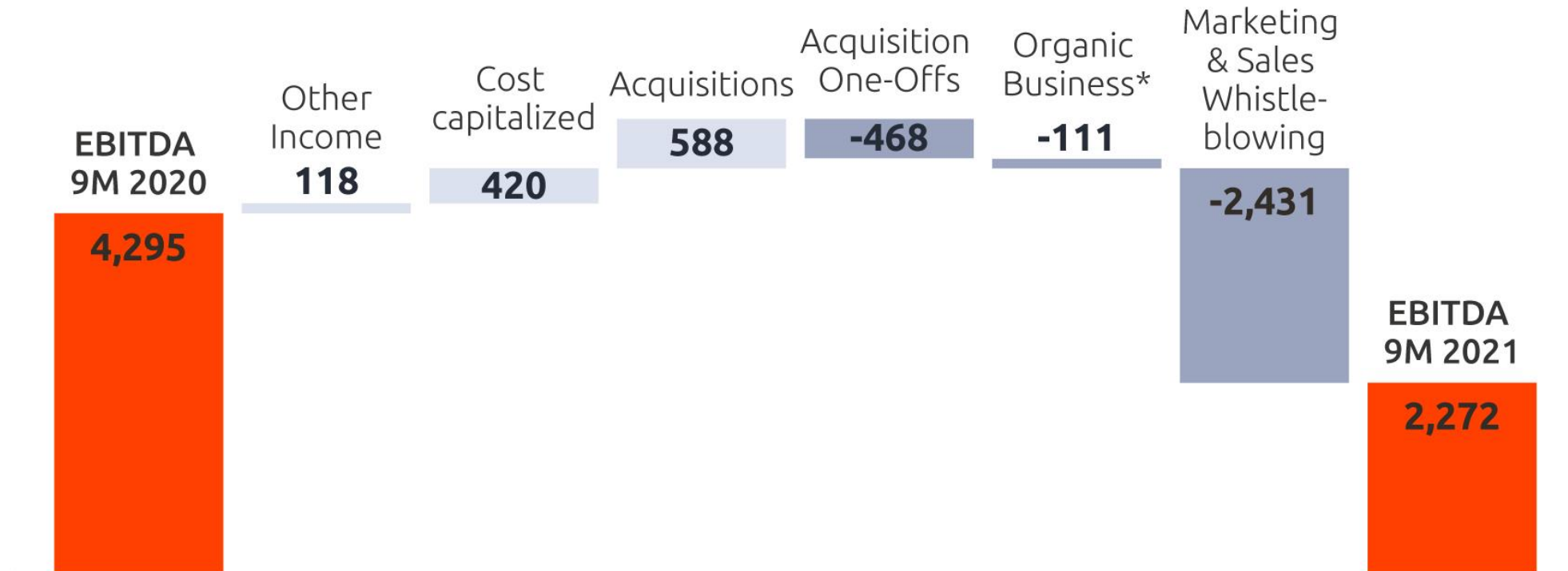
All figures in million Euro unless otherwise stated

\* EBITDA adjusted for additional expenses into Marketing and Sales

\*\* Prior-year figures partly adjusted. We refer to Point 2.4 Changes in the previous year's figures in the notes of the annual report 2020

\*\*\* For a better comparison, net interest is reported in Cash flow from financing activities. The prior-year figures have been adjusted accordingly

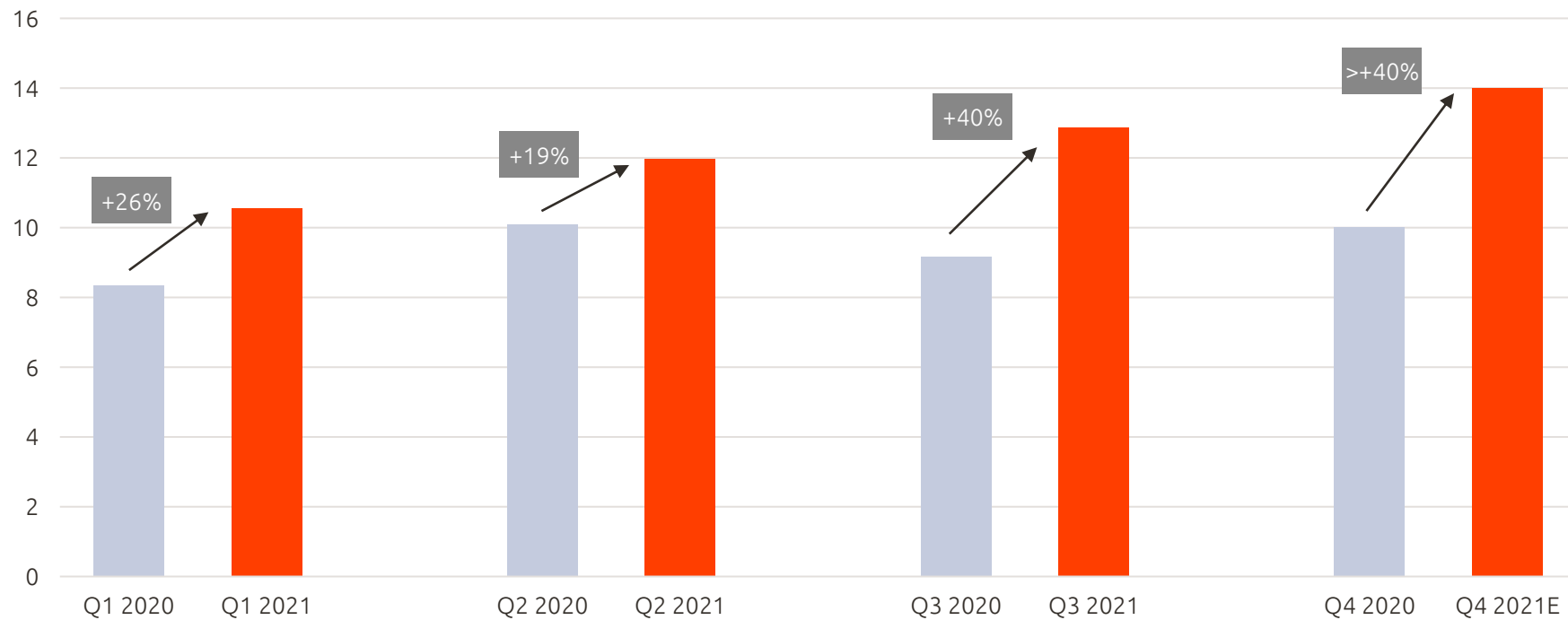
## EBITDA Bridge 9M 2021



All figures in thousand Euro unless otherwise stated

\* Due to high cost of services associated with the first time XBRL Filing Service

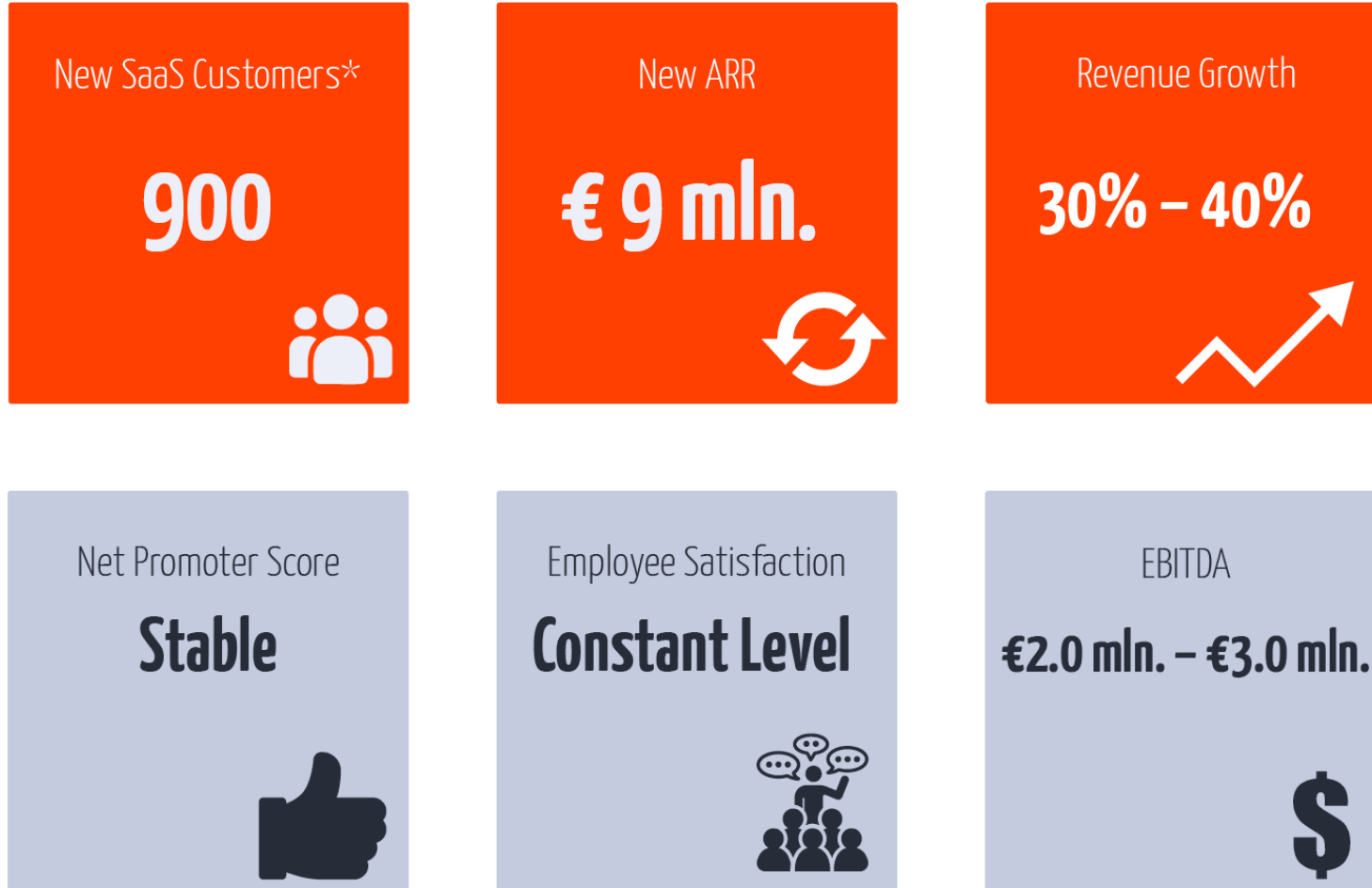
# Revenue Development in 2021 (in € mln.)





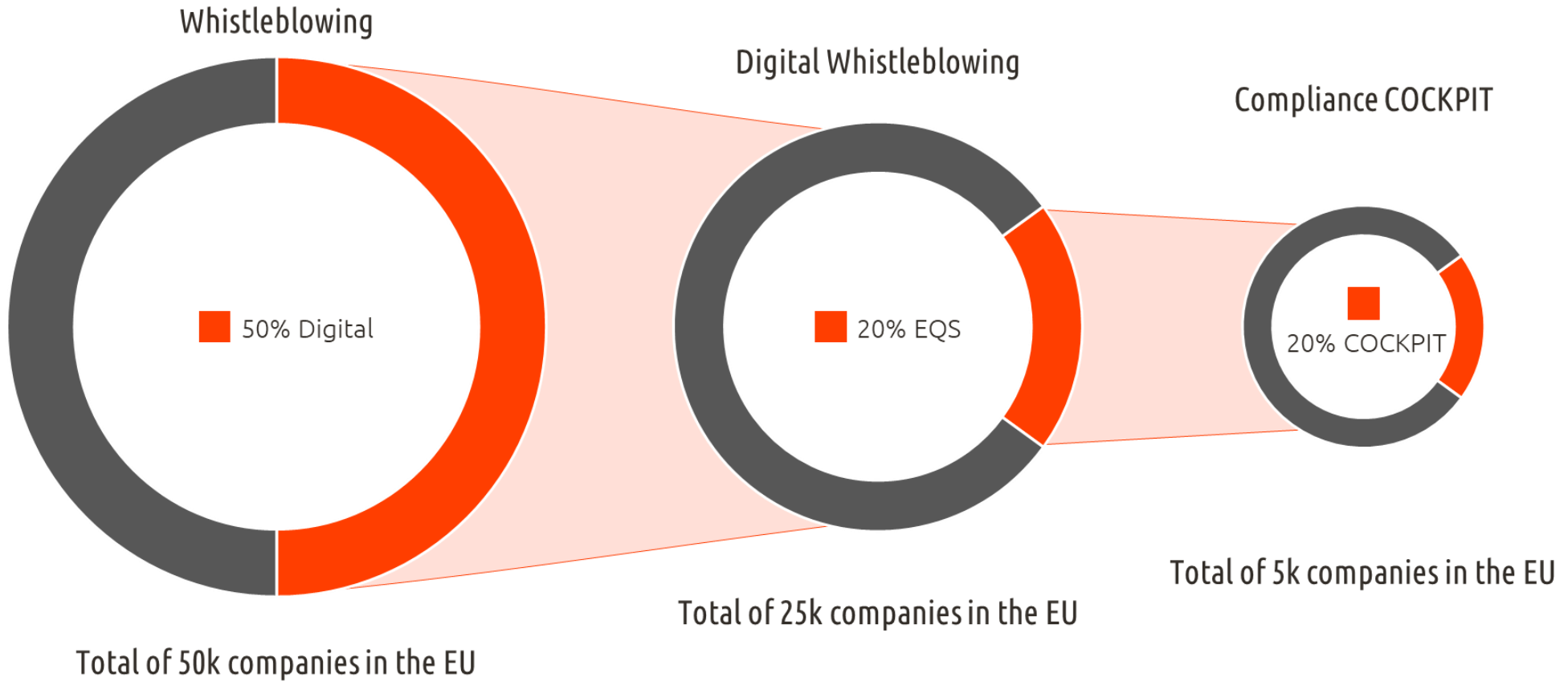


# Outlook 2021e

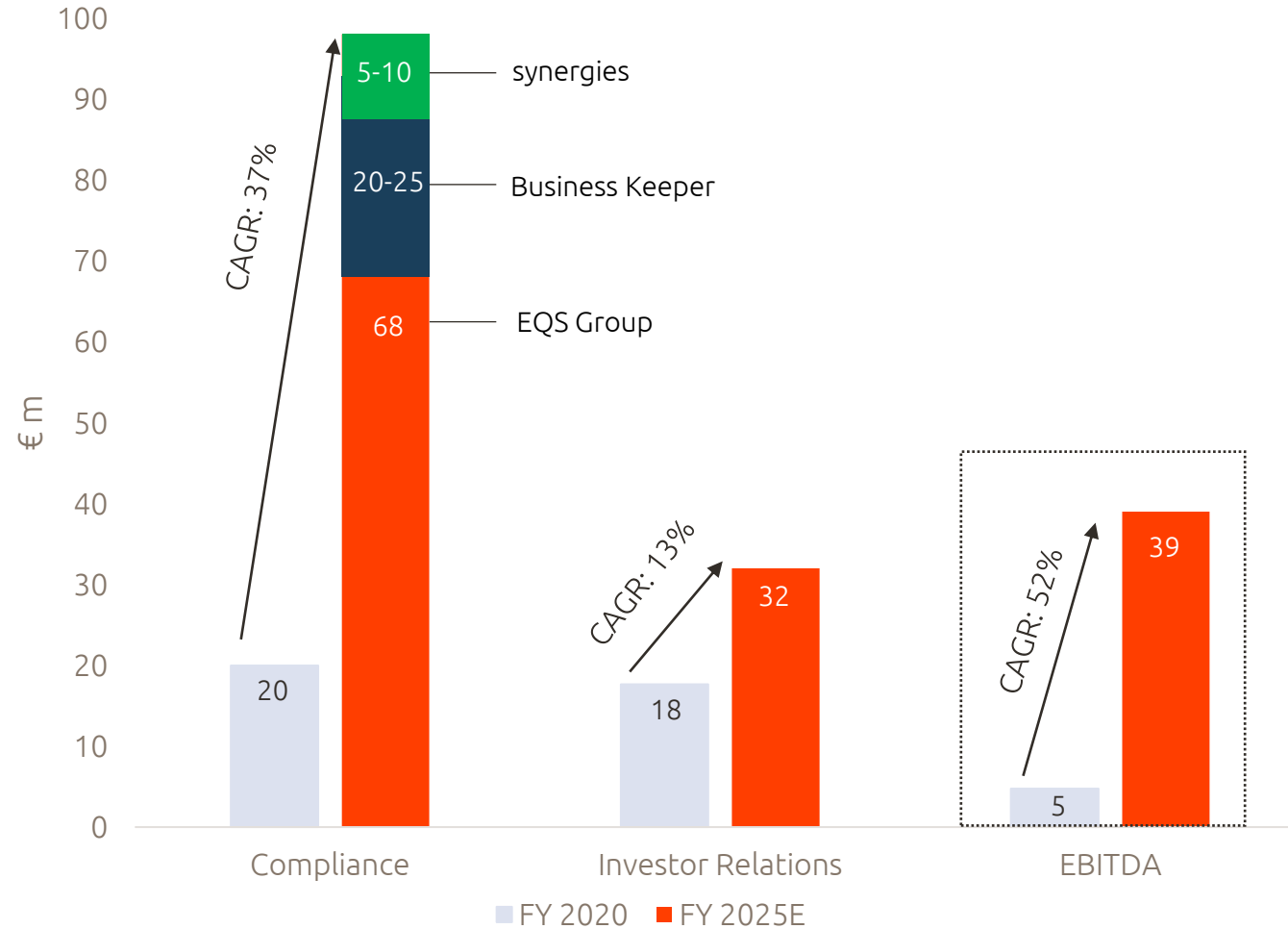


\* adjusted from 1,750-2,250 customers due to expected delay in implementation of the EU-Whistleblowing law

# Target Market Compliance – Goal 5,000 WB Customers



# Outlook 2025e



## Our Goal 2025

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

# Thank You

for Your Attention



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