

Building a European SaaS Champion creating trusted companies

+++ Earnings Call HY1 2022 +++ 12 August 2022 +++

Achim Weick, Founder & CEO, André Marques, CFO



Our Belief

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

TRUST

Agenda

1. Summary HY1
2. Whistleblowing
3. Outlook

Summary HY1

Highlights 2022



Government passed the Whistleblowing law in Germany



New dashboard Compliance COCKPIT and inclusion of Integrity Line



Outstanding growth of cloud product portfolio revenue



Guidance 2022 – expectations at lower end of range



New Supervisory Board member Catharina van Delden

Group KPI HY1 2022

SaaS Customers

4,591
(3,386)



New SaaS Customers

456
(367)



New ARR

€ 3.55 mln.
(€ 4.25 mln.)



Revenue COMPLIANCE

+60%
(+33%)



Revenue INVESTOR RELATIONS

-2%
(+10%)



EBITDA

€ 1.14 mln.
(€ 1.33 mln.)



Key Figures HY1 2022

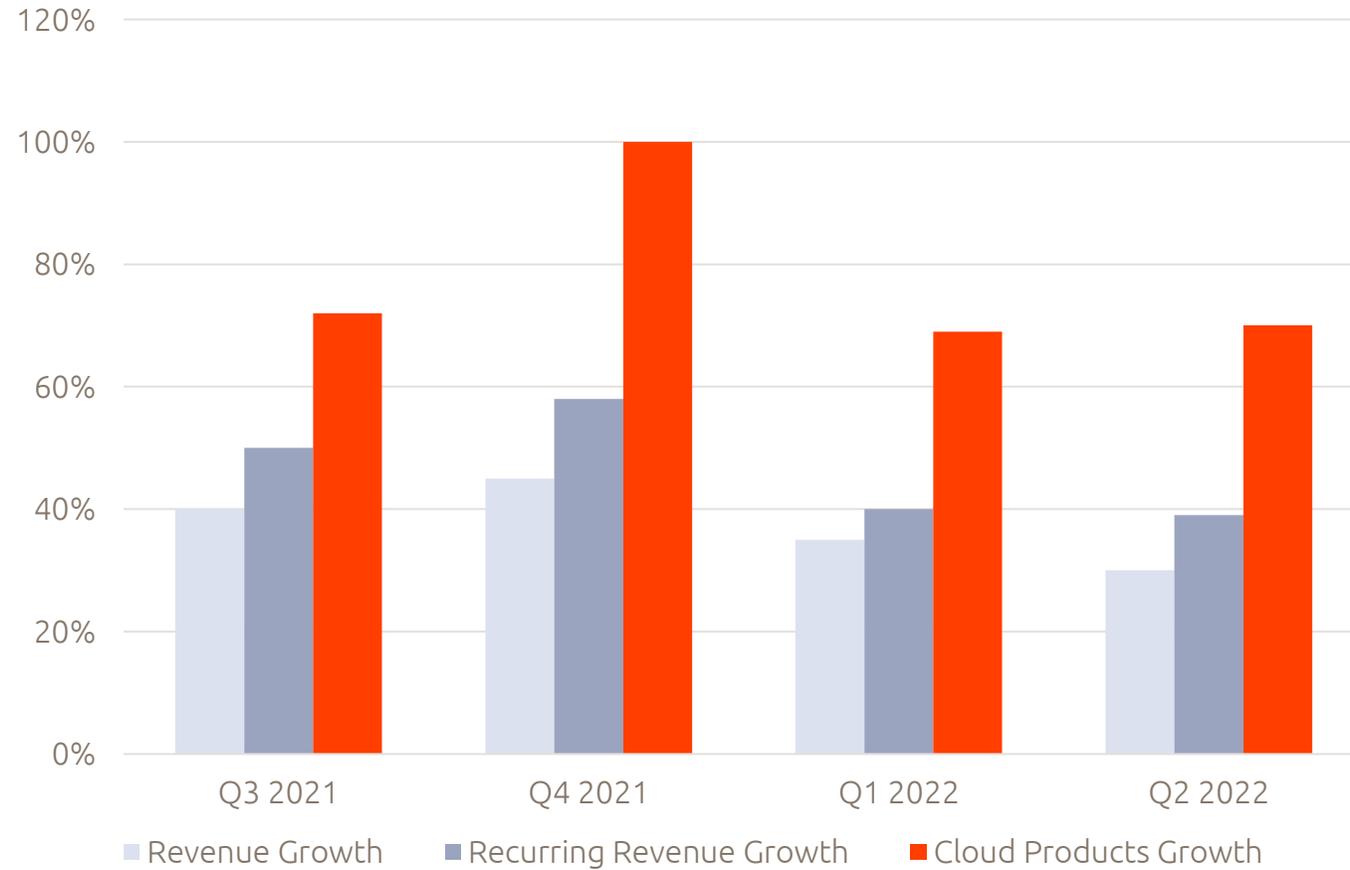
<i>Key figures</i>	<i>HY1 2022</i>	<i>HY1 2021</i>	<i>+/-</i>
Revenues (IFRS)	29,917	22,528	33%
Operating Expenses*	30,156	22,675	33%
EBITDA (IFRS)	1,143	1,326	-19%
Group Earnings	-1,789	-1,325	-35%
Operating cash flow (IFRS)**	1,453	423	>100%
Total Assets*	183,509	82,142	>100%
Net Debt	31,052	5,376	>-100%
Equity-Ratio (%)*	62	56	-

All figures in thousand Euro unless otherwise stated

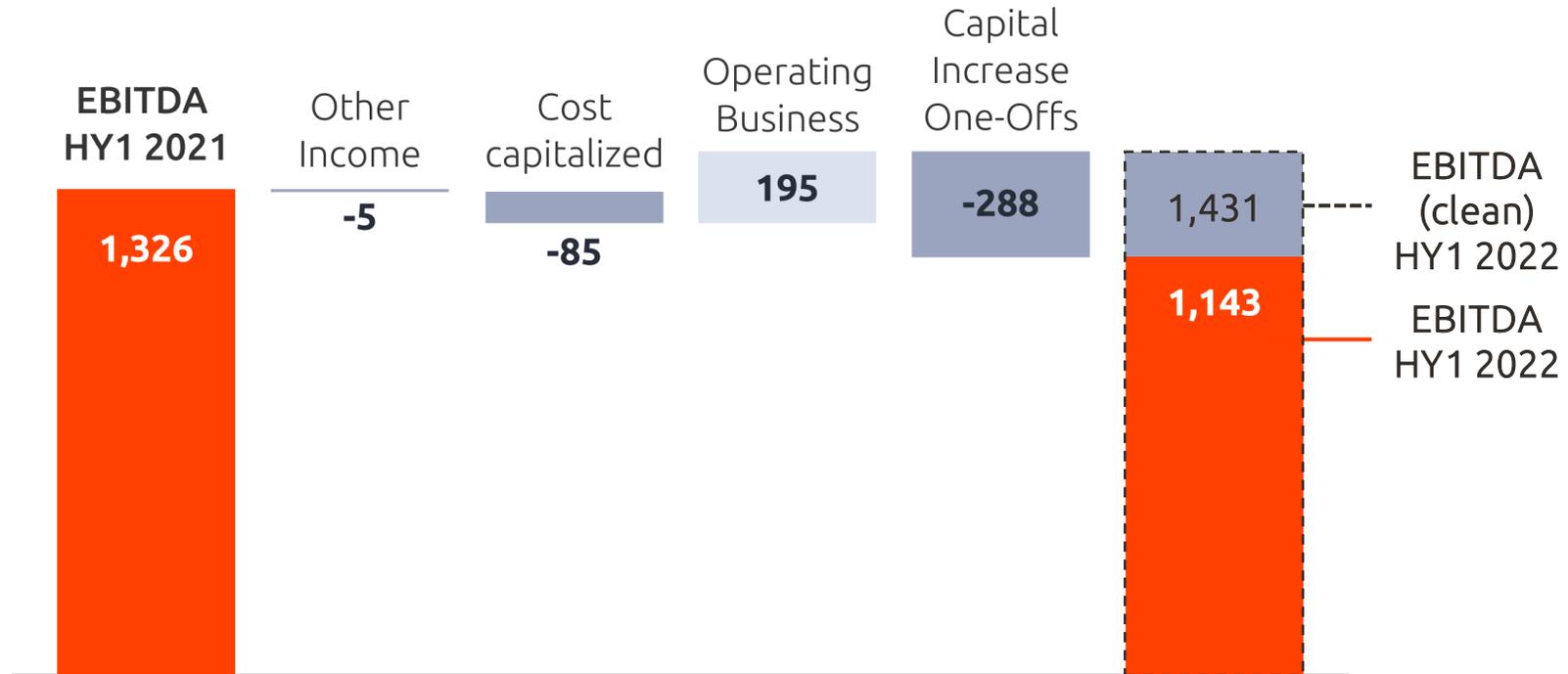
* Prior-year figures partly adjusted. We refer to Point 20.1.4 Changes in the previous year's figures in the notes of the annual report 2021

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

Outstanding Growth of Cloud Products Revenue



EBITDA Bridge HY1 2022

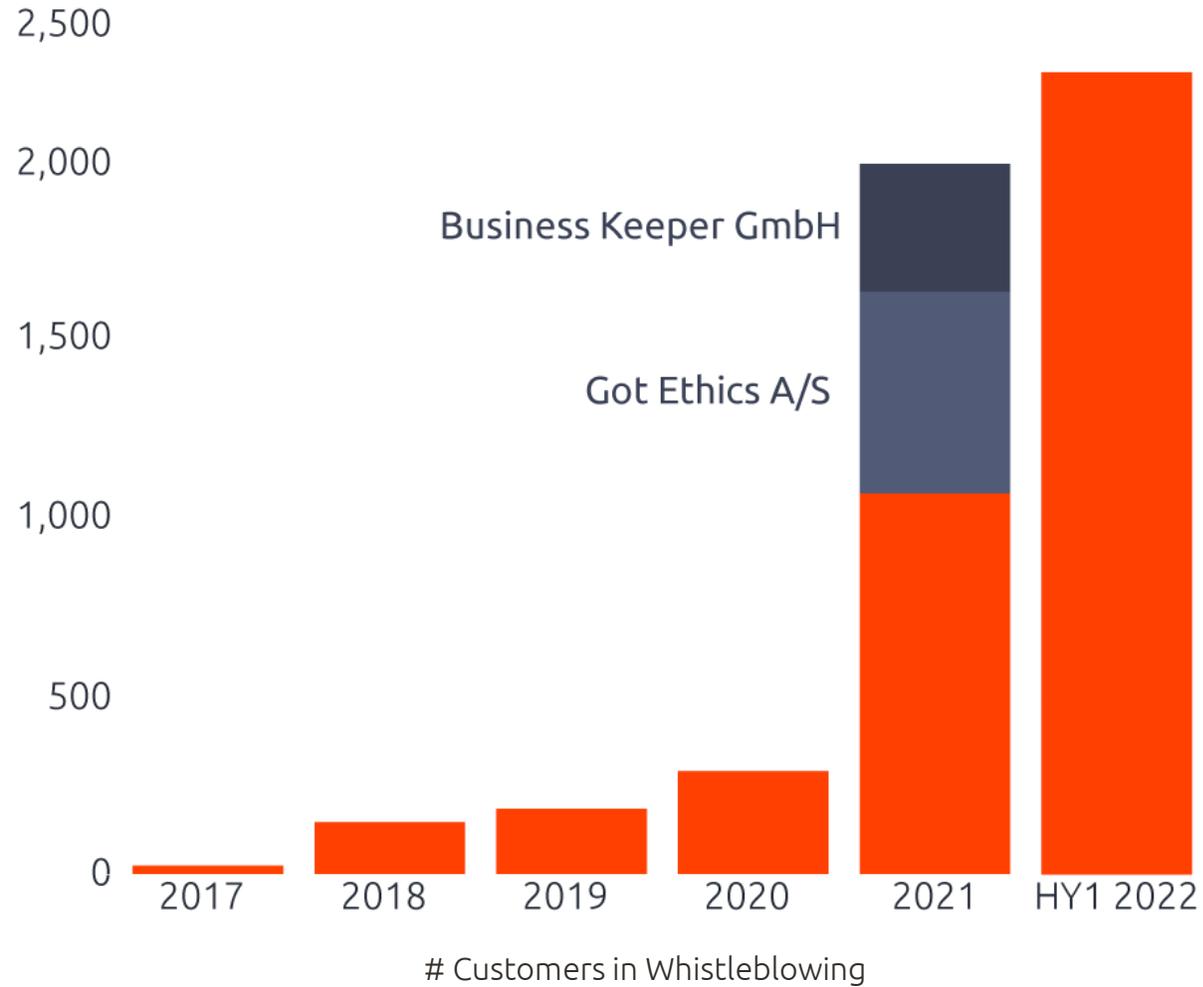


All figures in thousand Euro unless otherwise stated.



Whistleblowing

Pole Position in Europe in just 4 Years



M&A Strategy Whistleblowing

2018	 INTEGRI- LINE Effective Ethics	€ 7 mln.
2020	GOT ETHICS	€ 16 mln.
2021	BUSINESS KEEPER 	€ 95 mln.
Total investment		€ 118 mln.

2022A:
~ € 20 mln. ARR or
> € 400 mln. Lifetime Value*

and after the Whistleblowing wave...

2025E:
~ € 40 mln. – 45 mln. ARR or
> € 800 mln. – 900 mln. Lifetime Value*

* Lifetime value calculated by using the standard formula: ARR multiplied with the gross margin (85%) divided by historical churn rate (4%)

Average ARR and Customer Lifetime Value in SME Segment Whistleblowing

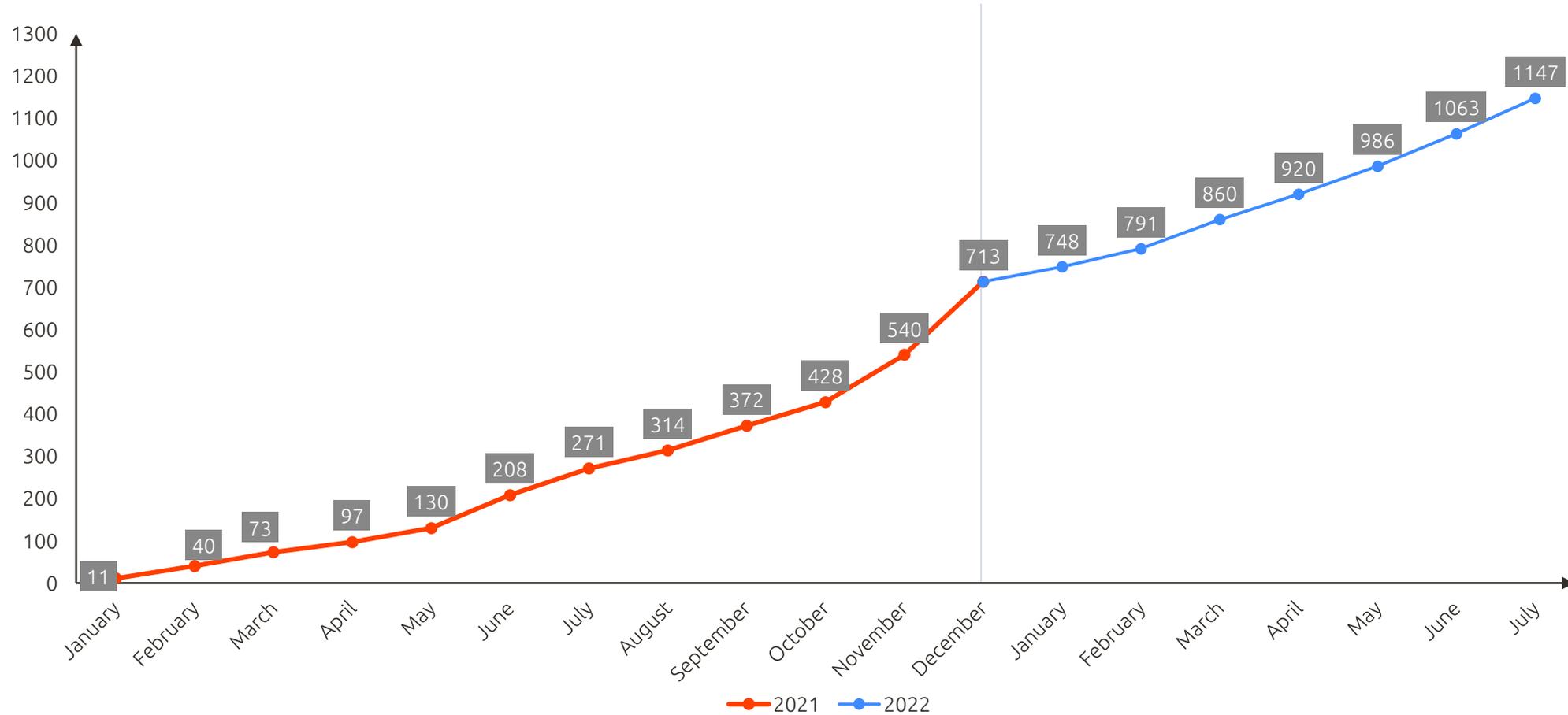
<i>Period</i>	<i>New SME customers</i>	<i>Average ARR</i>
Q3-2021	118	€ 4,500
Q4-2021	206	€ 4,200
Q1-2022	114	€ 4,300
Q2-2022	111	€ 3,900*

Average ARR last 12M
 = € 4,250
 X 85% gross margin
 / 4% average churn
 =
€ 90k lifetime value
 per customer

549 customers adding ~ € 49 mln. lifetime value in the last 12 months

* Stronger growth coming from Portugal and Denmark with a lower average ARR

Over 1,100 New Whistleblowing Customers Won since 2021

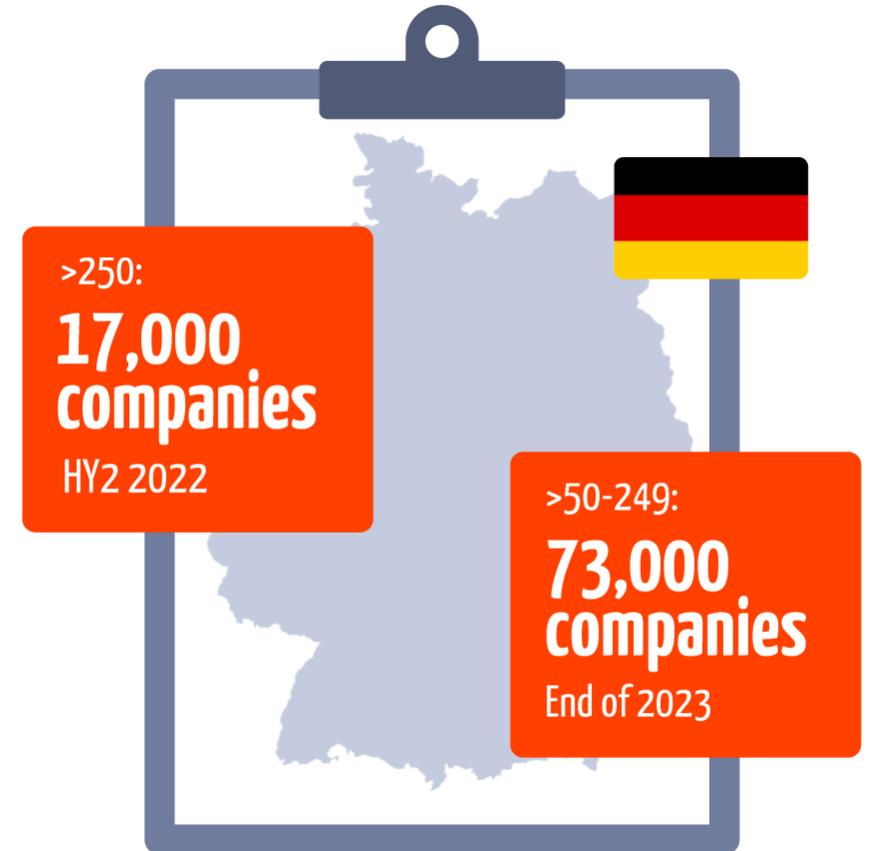


Status Quo: Whistleblowing Law in Germany

German government agreed on draft bill of whistleblowing law

Enforcement of new law expected in second half of 2022

Improvements on protection of anonymous reporting



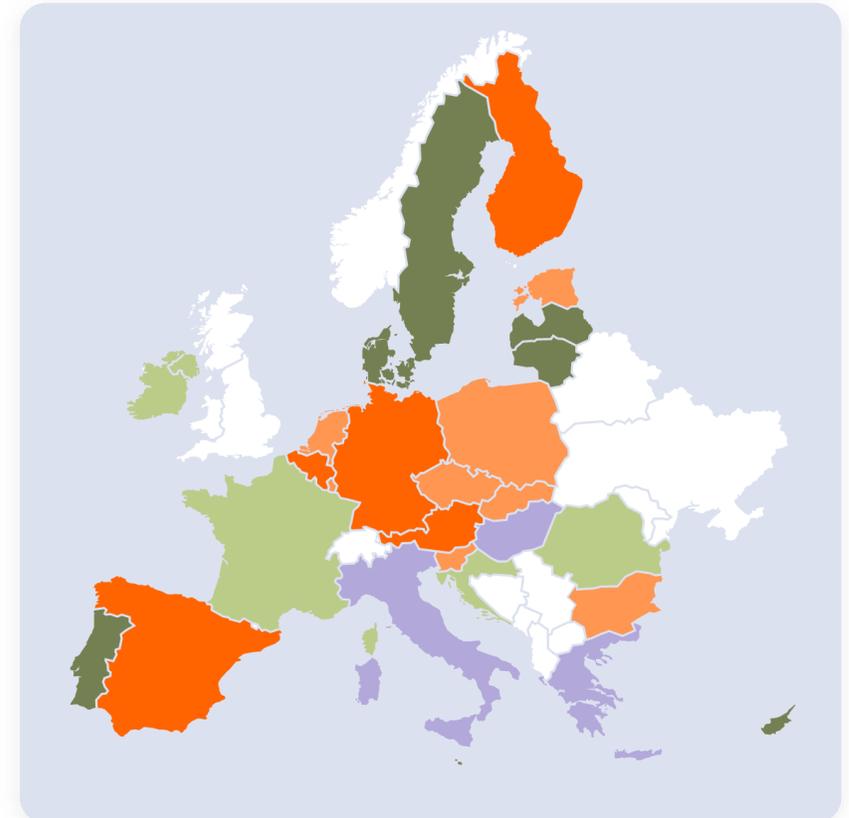
of companies by number of employees and timeline of implementation

Status Quo: EU-Whistleblowing Directive

Following agreement on draft bill, key market Germany expected to implement the local whistleblowing law in HY2

Law expected to be in force in France in September 2022

Progress and transpositions in further EU-markets including **Sweden, Ireland and Portugal**



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

The Compliance COCKPIT



Key USP of EQS Solutions



Market leader: By far more customers than any other provider in Europe



Unique and certified track record in handling the most sensitive data



Best brand: Majority of Dax-40 plus CAC-40 and biggest financial authorities in Europe trust in our solutions



Platform offering: Covering the entire compliance journey



Secure and local data hosting in Europe



Outlook 2022e

New SaaS Customers

2,500 – 3,500



New ARR

€ 11 – 16 mln.



Revenue Growth

30% – 40%



Net Promoter Score

Stable



Employee Satisfaction

Constant Level

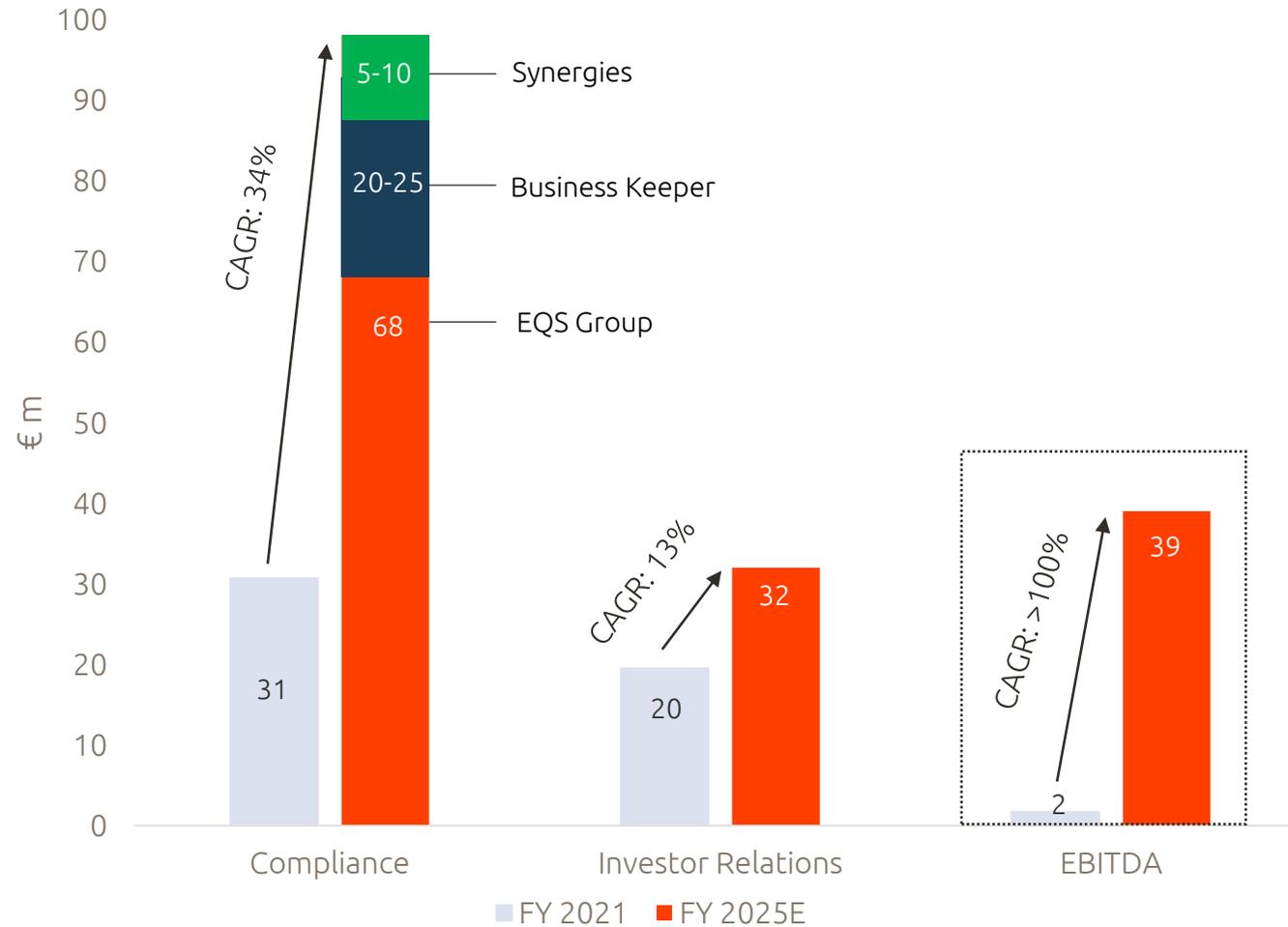


EBITDA

€ 6 – 10 mln.



Outlook 2025e



Our Goal 2025

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



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