

EQS Group AG – The Global RegTech

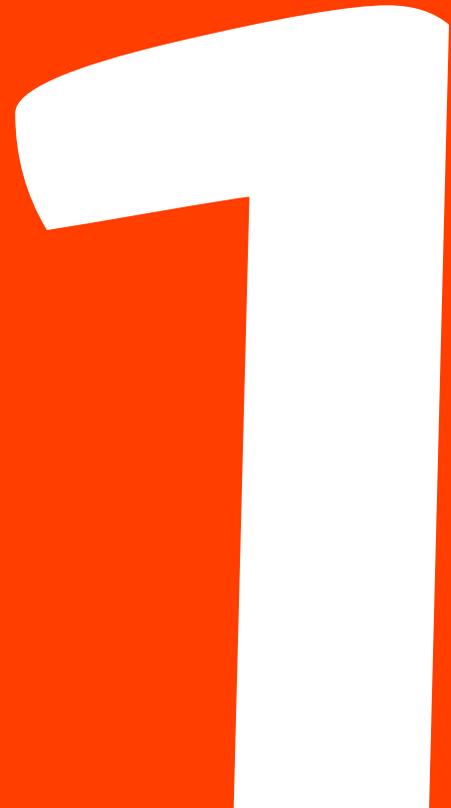
Earnings Call HY1 2021 +++ André Marques, CFO; Marcus Sultzer, CRO

13 August 2021



Agenda

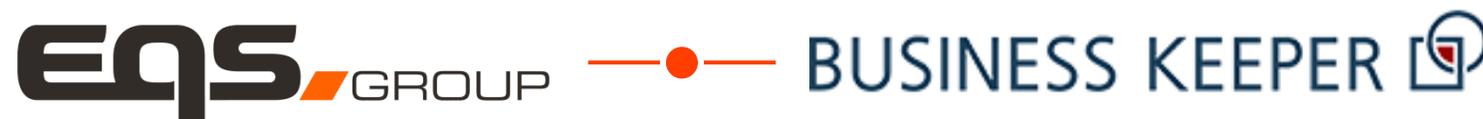
1. Highlights
2. HY1 2021 Financials
3. Our Customers
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Highlights

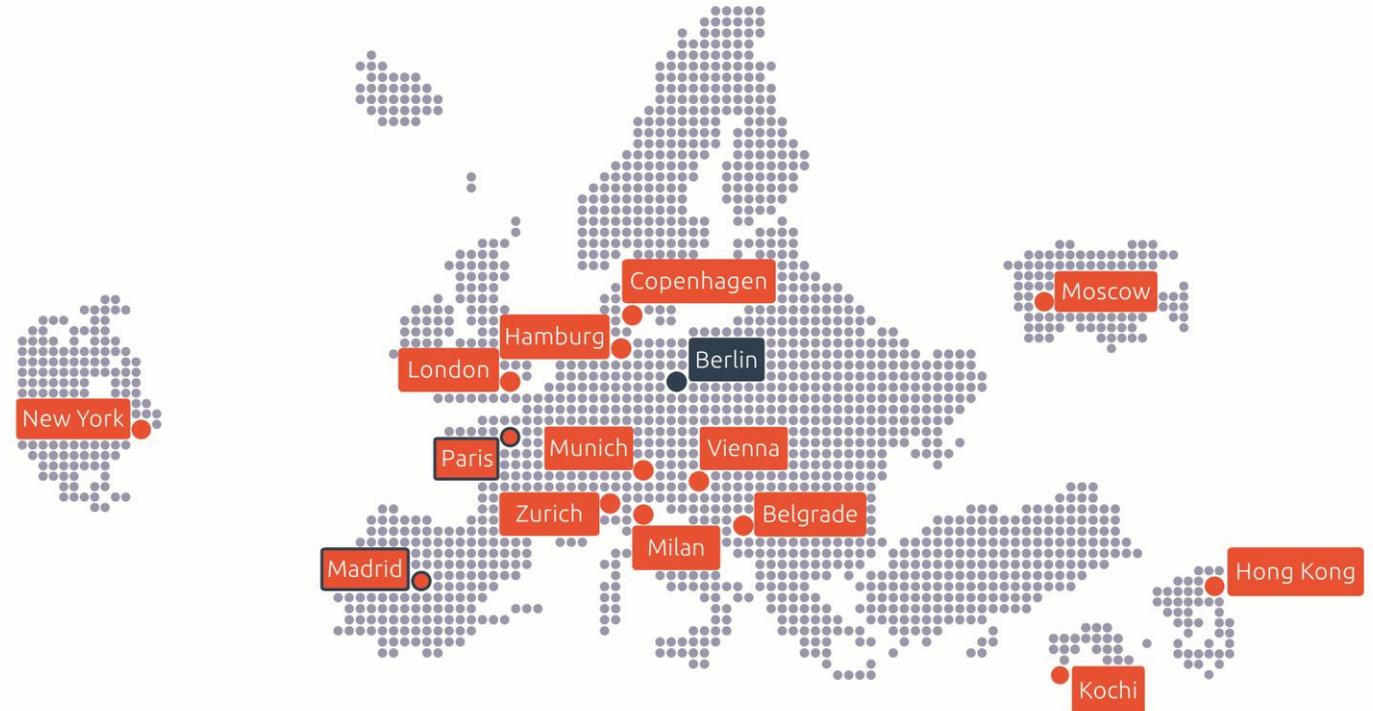
Acquisition of Business Keeper

- EQS becomes the leading European Cloud-provider for whistleblowing solutions
- Combined 1,200 SaaS-customers and € 20m ARR (2021e) for whistleblowing software
- New forecast 2025: € 130m (before € 100m) revenue and an EBITDA margin of at least 30%
- Deal already closed on 14 July 2021
- Integration progressing with high speed and commitment from both parties incl. first decisions regarding product and brand strategy



New Structure of EQS Group

RegTech	Corporate Compliance Investor Relations
Customers	EQS: 3,386 SaaS + BK: 359 SaaS 4,379 Filing
Employees	564 (EQS: 465 + BK: 99)
Founding	EQS Group: 2000 in Munich (Headquarter) Business Keeper: 2001 in Berlin
Listing	Frankfurt (Scale)



Group KPI HY1 2021

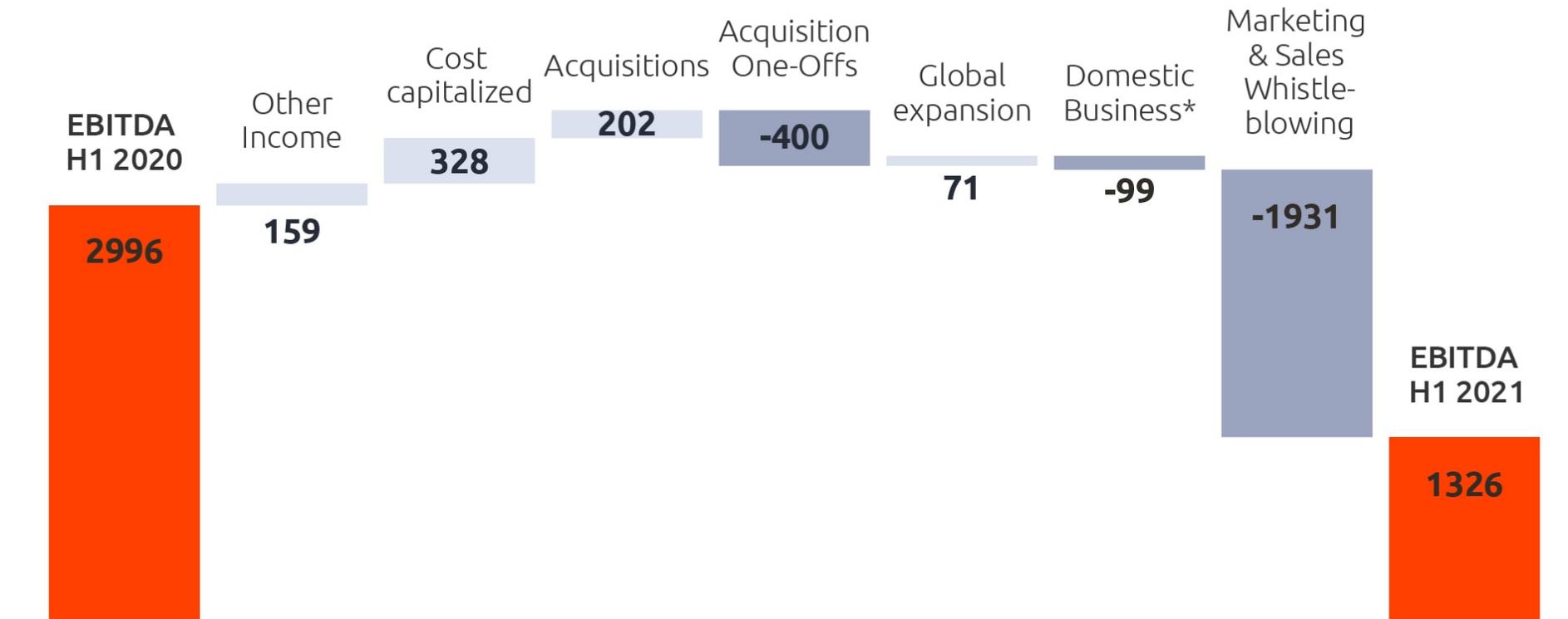


* including Business Keeper GmbH
** including Got Ethics A/S and C2S2 GmbH



HY1 2021 Financials

EBITDA Bridge HY1 2021



All figures in thousand Euro unless otherwise stated

* Due to high cost of services associated with the first time XBRL Filing Service in H1 2021

Key Figures

<i>Key figures</i>	<i>HY1 2021</i>	<i>HY1 2020</i>	<i>+/-</i>
Revenues (IFRS)	22,528	18,454	+22%
Revenues (excluding acquisitions)	21,106	18,454	+14%
Operating Expenses	22,940	16,710	+37%
EBITDA clean*	3,257	2,996	+9%
EBITDA (IFRS)	1,326	2,996	-56%
EBIT	-1,246	1,004	>-100%
Group Earnings**	-1,325	1,028	>-100%
Operating Cash Flow (IFRS)***	423	4,231	-90%
Equity-Ratio (%)	56	52	-

All figures in thousand 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



Our Customers

Growing Customer Base across Markets and Segments

- › 2 new DAX30 whistleblowing customers – now 18
- › New customers across different company sizes and markets
- › 19 new IPO customers

SIEMENS

MERCK



Continental



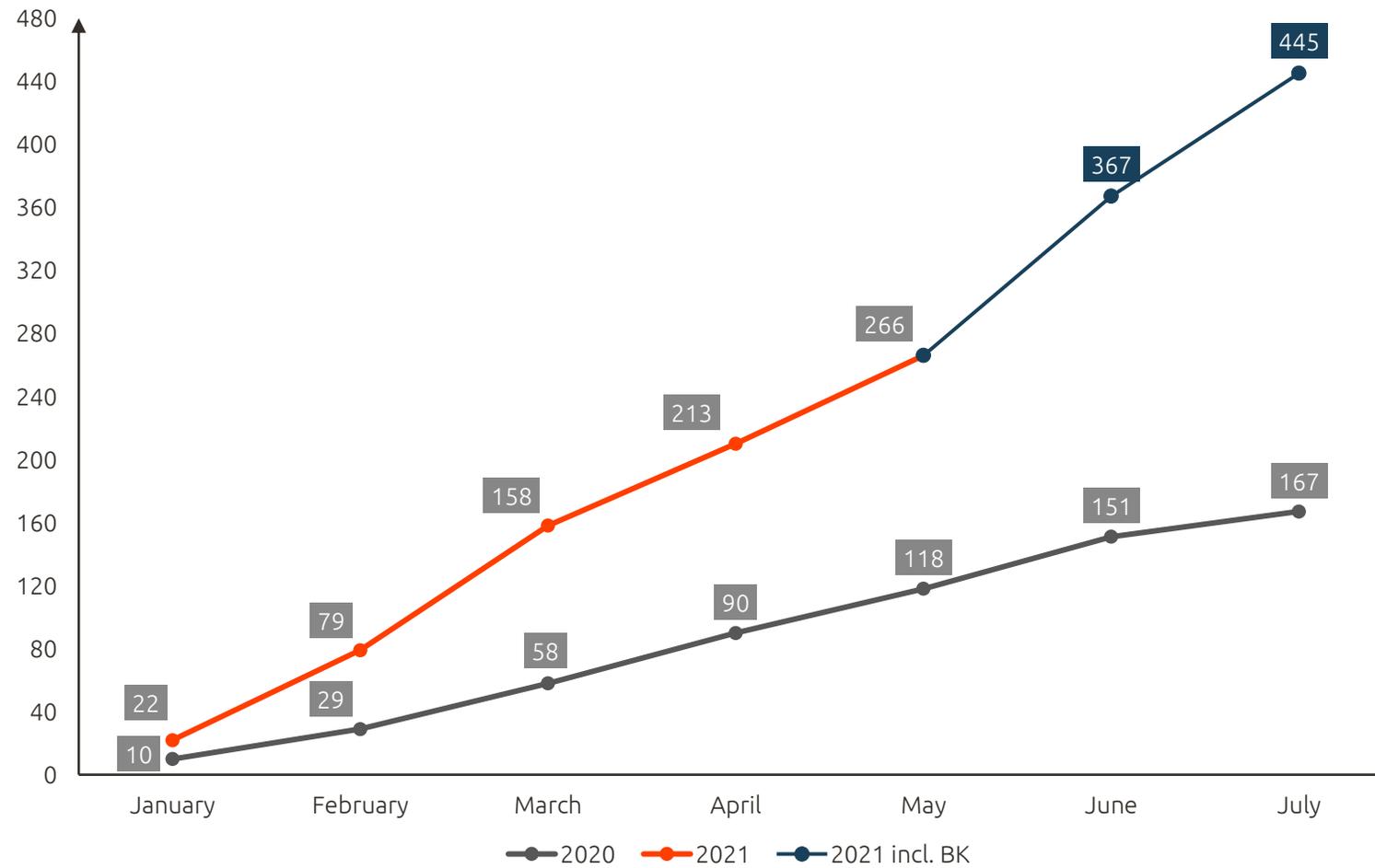
MIGROS

TOSHIBA

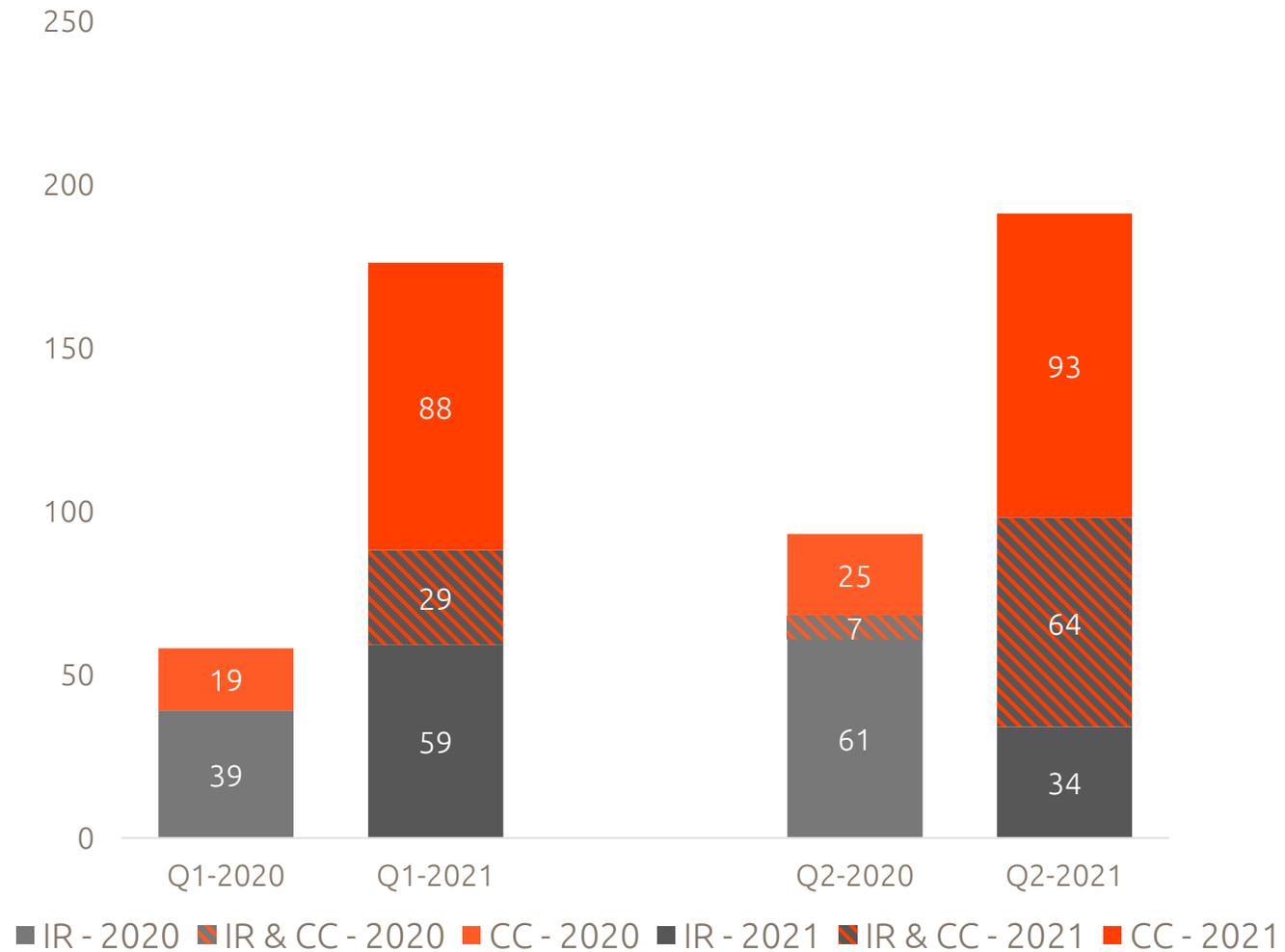
ACCORINVEST



New SaaS Customers cumulated until July



New SaaS Customers per Product Segment



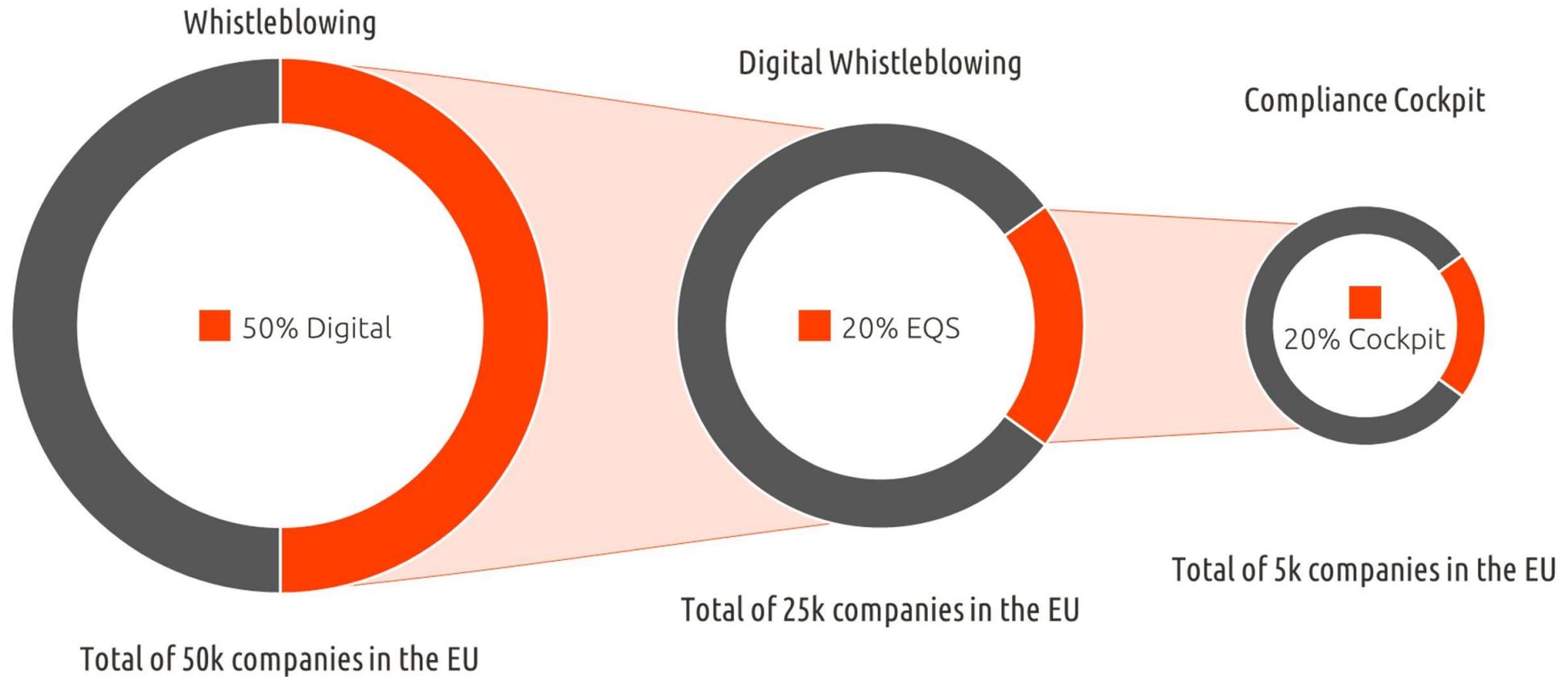
Consolidated Market Opportunities

Currently approx. 750 sales opportunities in the pipeline



Small overlap with ~ 90 companies

Target Market Compliance – Goal 5,000 WB Customers



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Outlook

The EQS Compliance COCKPIT

All compliance solutions and workflows in one platform, all compliance data in one place.



Outlook 2021e

New SaaS Customers
1,750 – 2,250



New ARR
€ 9 mln.



Revenue Growth
30 – 40%



Net Promoter Score
Stable



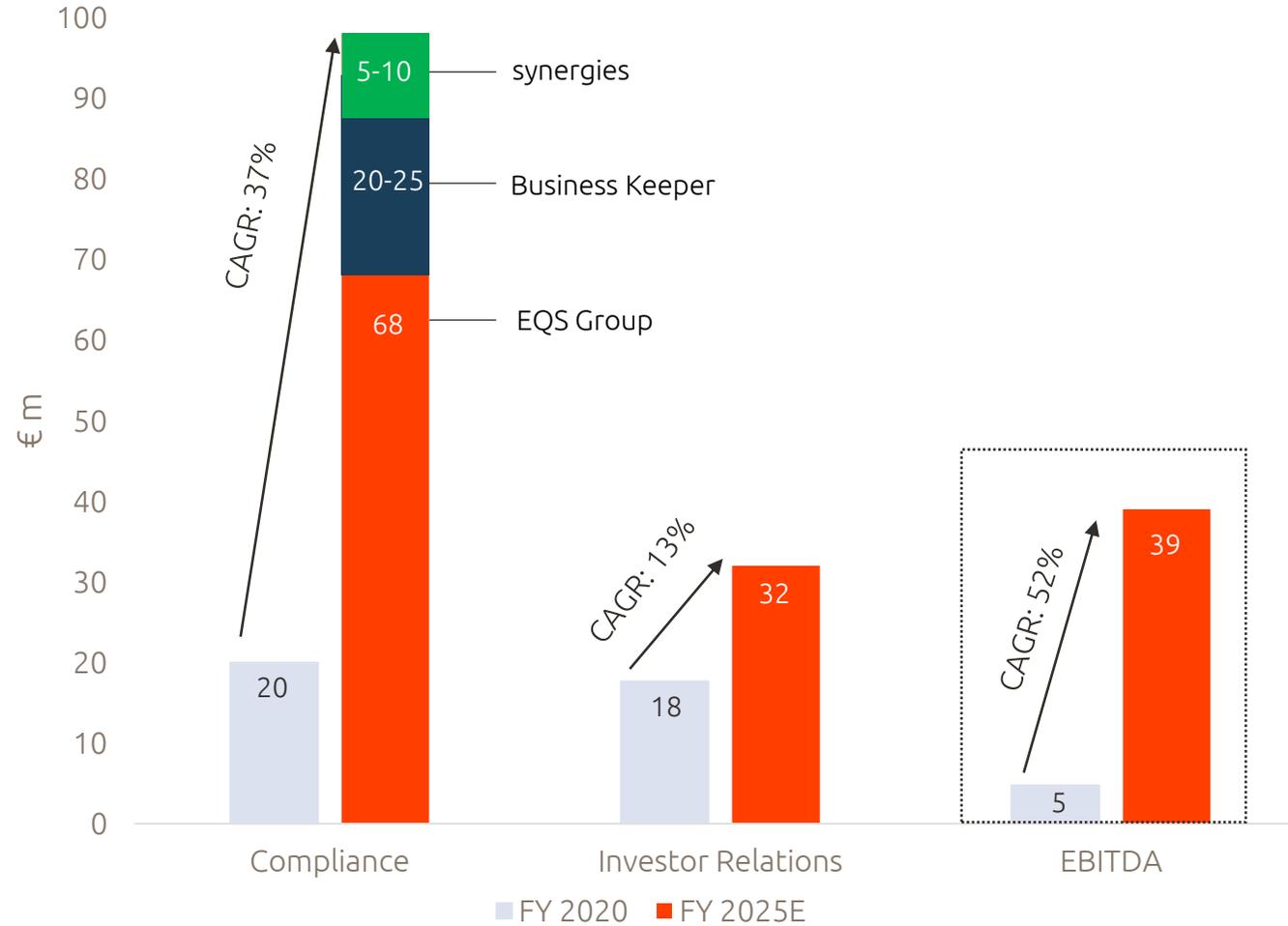
Employee Satisfaction
Constant Level



EBITDA
€ 2.0 – 3.0 mln.



Outlook 2025e



Our Goal 2025

» EQS Group is the **Leading Cloud Provider in Europe** for Global Corporate Compliance & Investor Relations Solutions «

Thank You

for Your Attention



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