

»EQS Group AG – The Global RegTech«

Earnings call +++ May 15, 2020 +++ Marcus Sultzer, CRO & André Marques, CFO



» Agenda «

1. Q1 2020 Financials
2. The RegTech Story
3. Outlook

» COVID-19 Impact «

+

Positive

News & Disclosure

+24% news volume (Q1 2020)

Webcasts

+55% video and audio webcasts (Q1 2020)

Virtual Annual General Meetings

+24 AGMs due to new regulation (ytd)

-

Negative

IPOs

No IPOs so far

Sales Cycles

Some delays of pitches and longer sales cycles

Potential Bankruptcies

The longer the pandemic continues, the more bankruptcies there will be and the more customers we'll potentially lose

» Progress Q1 2020 «

Operating Leverage:
Revenue* increases
in 2020 by 21%
Op. Expenses* (-3%)

€1.36 mln.
newly acquired **ARR**
(+88%)

New **COCKPIT**
312 new
SaaS-contracts

EBITDA increases to
€ 799 thousand
(Q1 2019: € -428 thousand*)

Revenue in the
Compliance
segment grew by
+21% *

Revenue in the
Investor Relations
segment grew by
+21% *

64
NEW SAAS
CUSTOMERS
(Q1 2019: 95)

Pro Forma excl. ARIVA.DE AG

» Key Figures Q1 2020 «

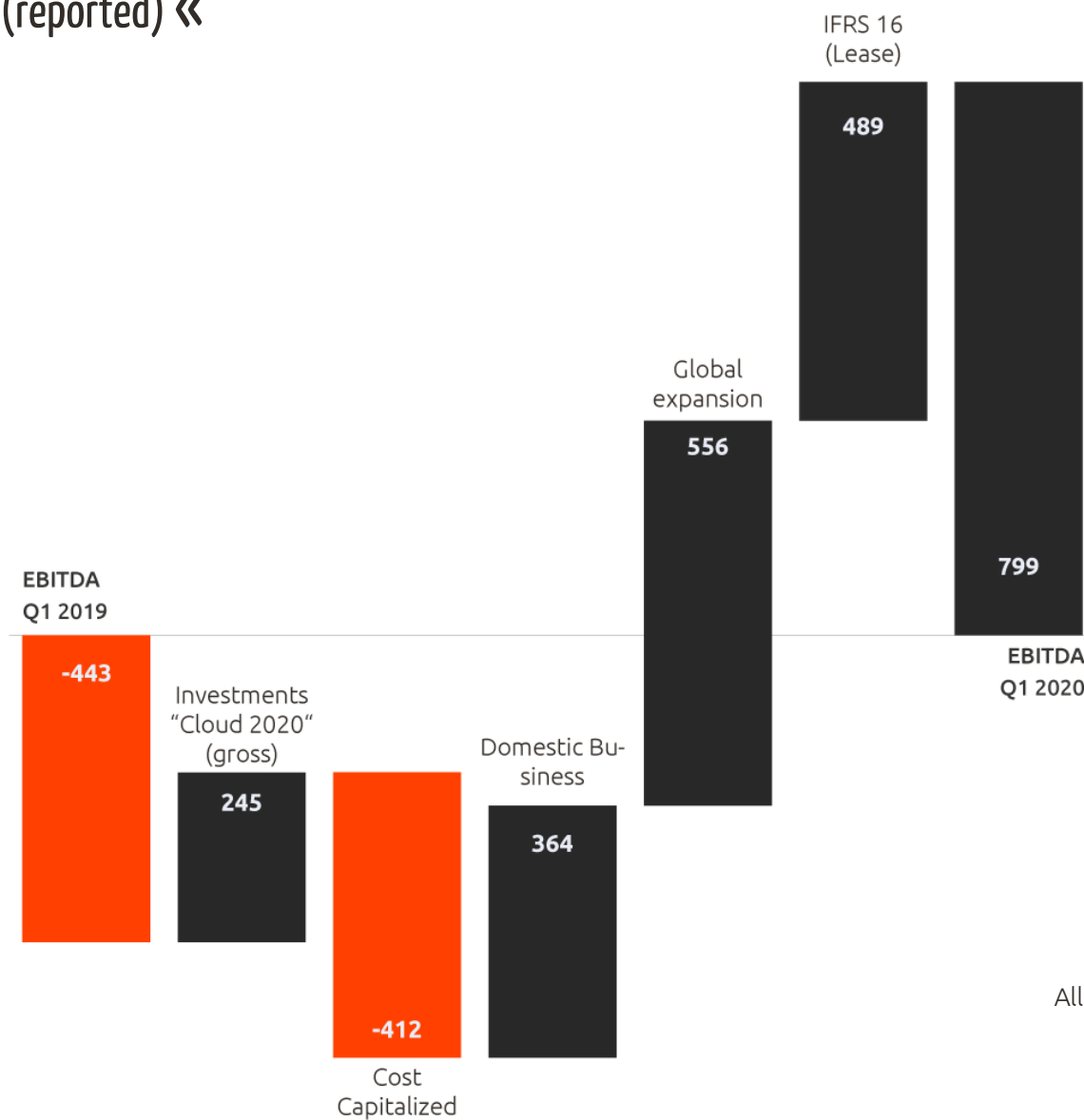
Key figures	Q1 2020	Q1 2019	+/-
Revenues*	8,350	6,890	+21%
Operating Expenses*	8,085	8,304	-3%
EBITDA*	799	-428	> +100%
EBITDA**	310	-889	> +100%
EBIT*	-195	-1,222	> +100%
Group Earnings*	-255	-1,583	> +100%
Operating Cash Flow	1,513	1,586	-5%
Equity-Ratio (%)	51	45	-

* Pro Forma excl. ARIVA.DE AG

** Adjusted for IFRS 16

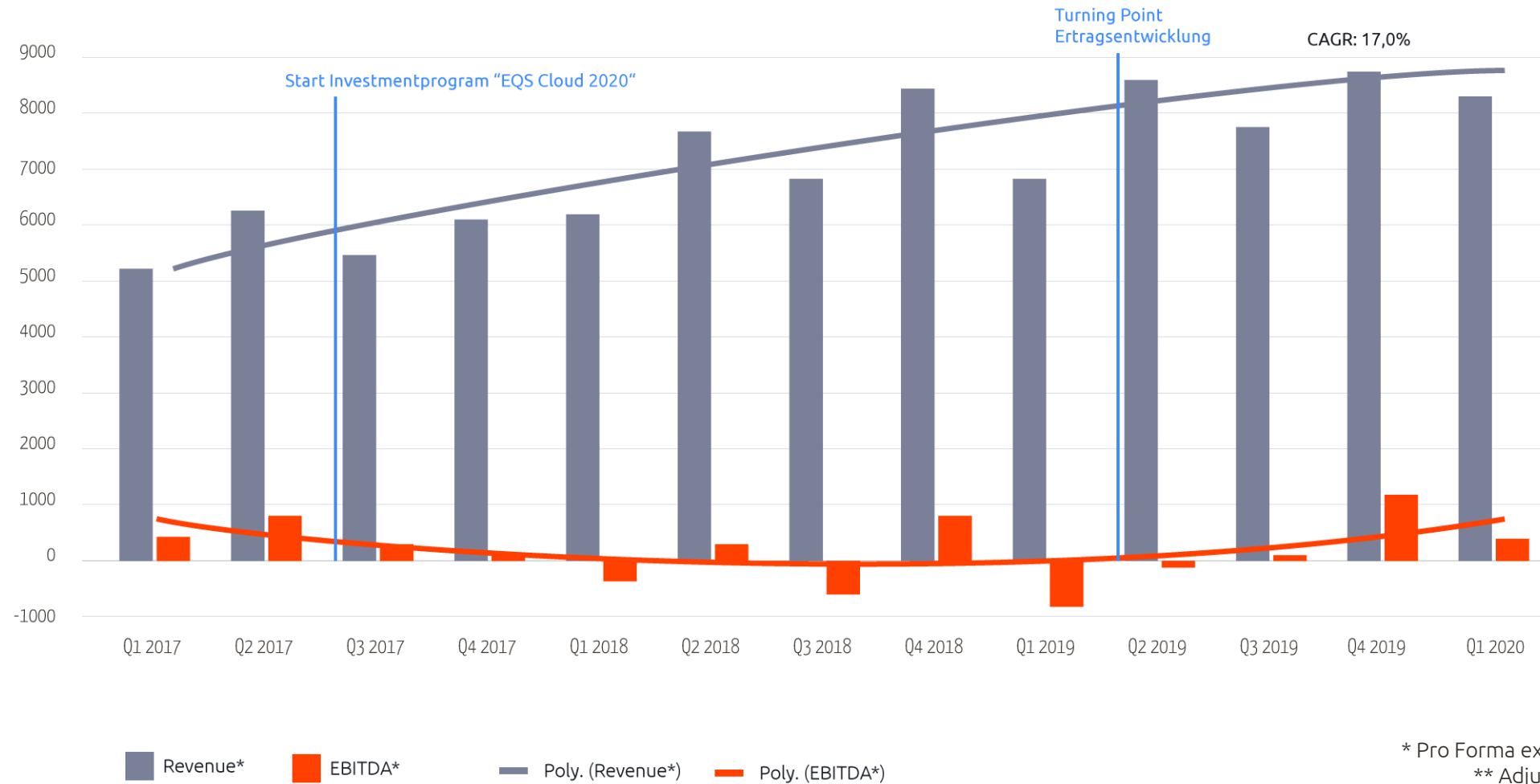
All figures in thousand Euro unless otherwise stated

» EBITDA-Bridge Q1 2020 (reported) «



All figures in thousand Euro unless otherwise stated

» Turning Point: Revenue vs. EBITDA «



* Pro Forma excl. ARIVA.DE AG

** Adjusted for IFRS 16

All figures in thousand Euro unless otherwise stated

» Agenda «

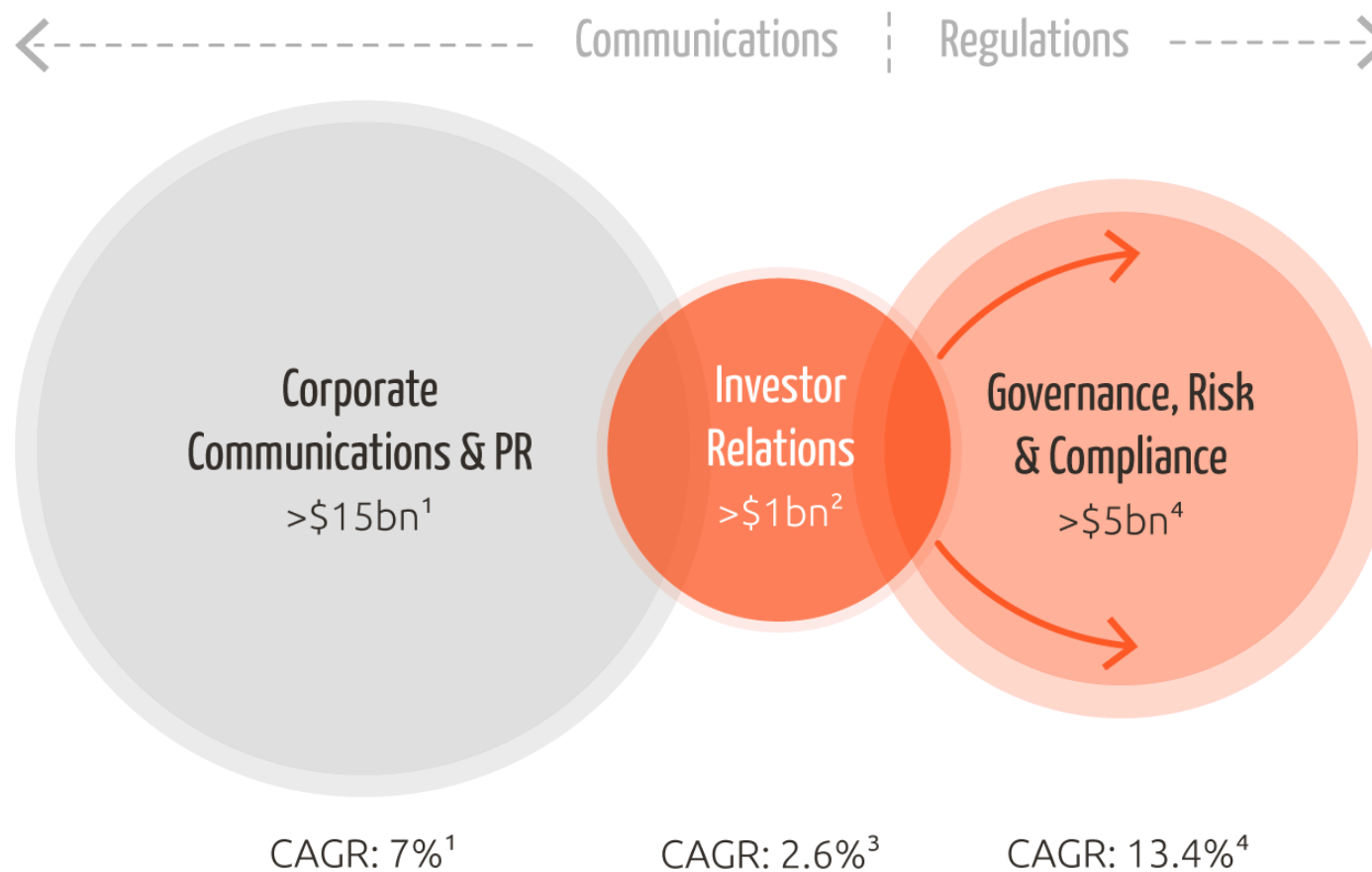
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» EQS Group «

RegTech	Corporate Compliance Investor Relations
Clients	2,499 SaaS clients 4,409 Filing clients
Employees	324 (FTE)
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



» Business Universe «



Sources:

¹ Holmes Report ² IR Magazine ³ The San Diego Union-Tribune ⁴ Gartner

» Product Portfolio «

License

Compliance



Disclosure



Integrity Line



Policy



Insider



Approval

Investor Relations



Newswire



CRM



Mailing



Investors

Service



Filings



LEI



Websites



Webcasts



Tools

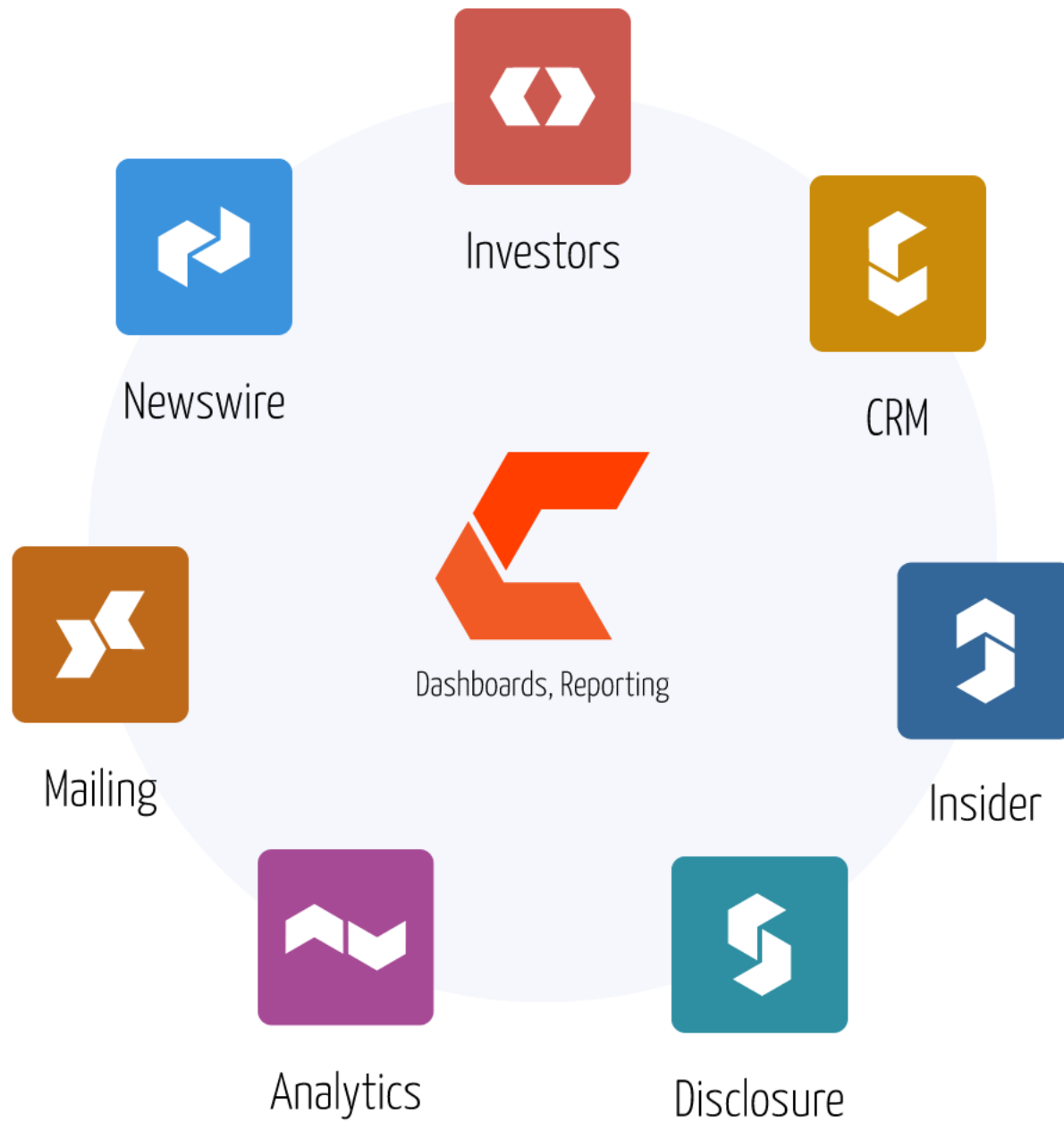


Reports



AGM

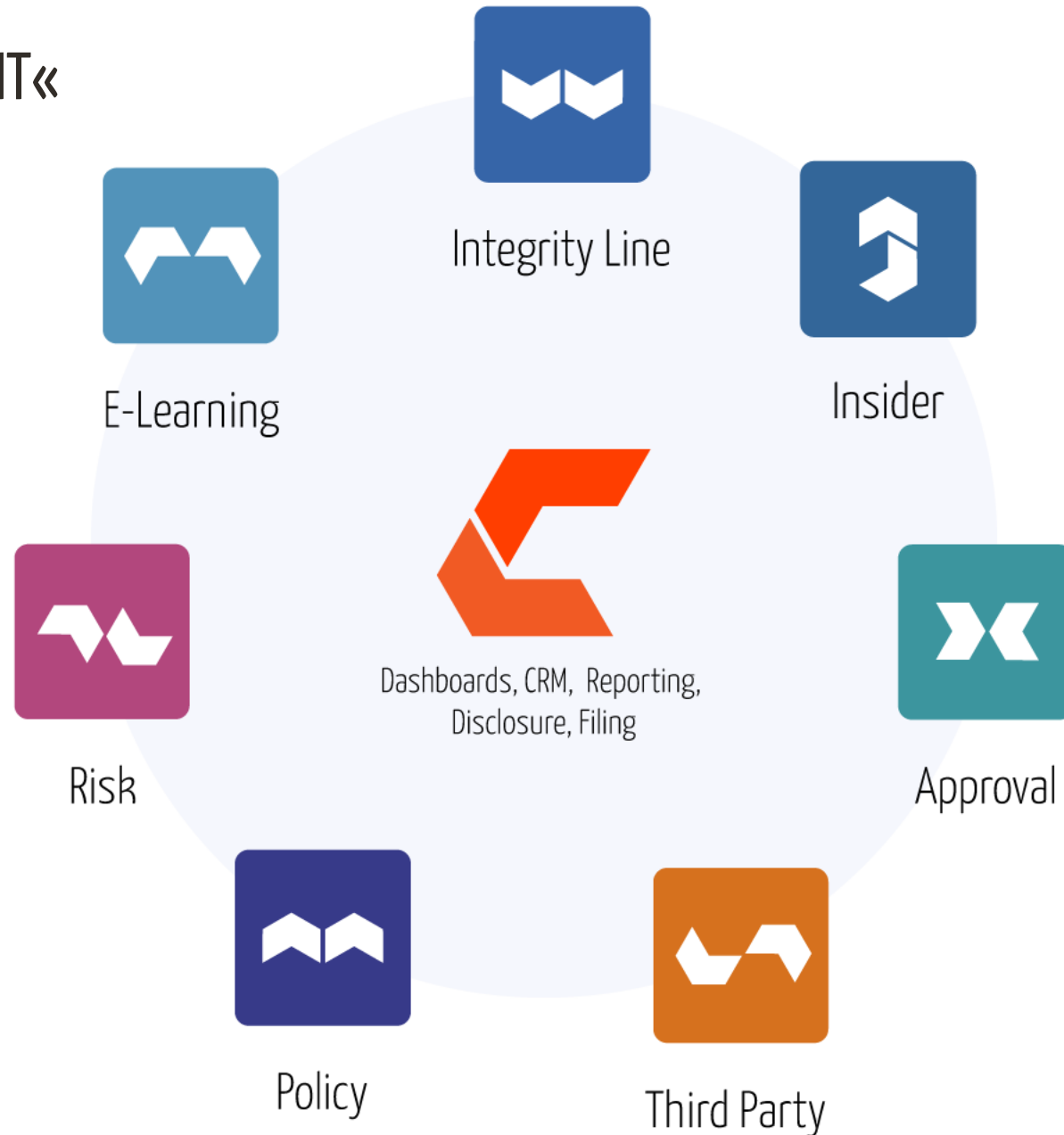
» New IR COCKPIT«



» The Game Changer «



» New Compliance COCKPIT«



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» Outlook 2020e «

New-ARR
€ 4.5 mln. - € 5.5 mln.

10%-20%*
REVENUE GROWTH

320-400
new SaaS-Customers

Stable
Net
Promoter
Score

Constant
LEVEL
of
employee
satisfaction

€3.5 mln. to €4.5 mln.
EBITDA

* Pro Forma excl. ARIVA.DE AG

» Sales progress (as of April 2020) «

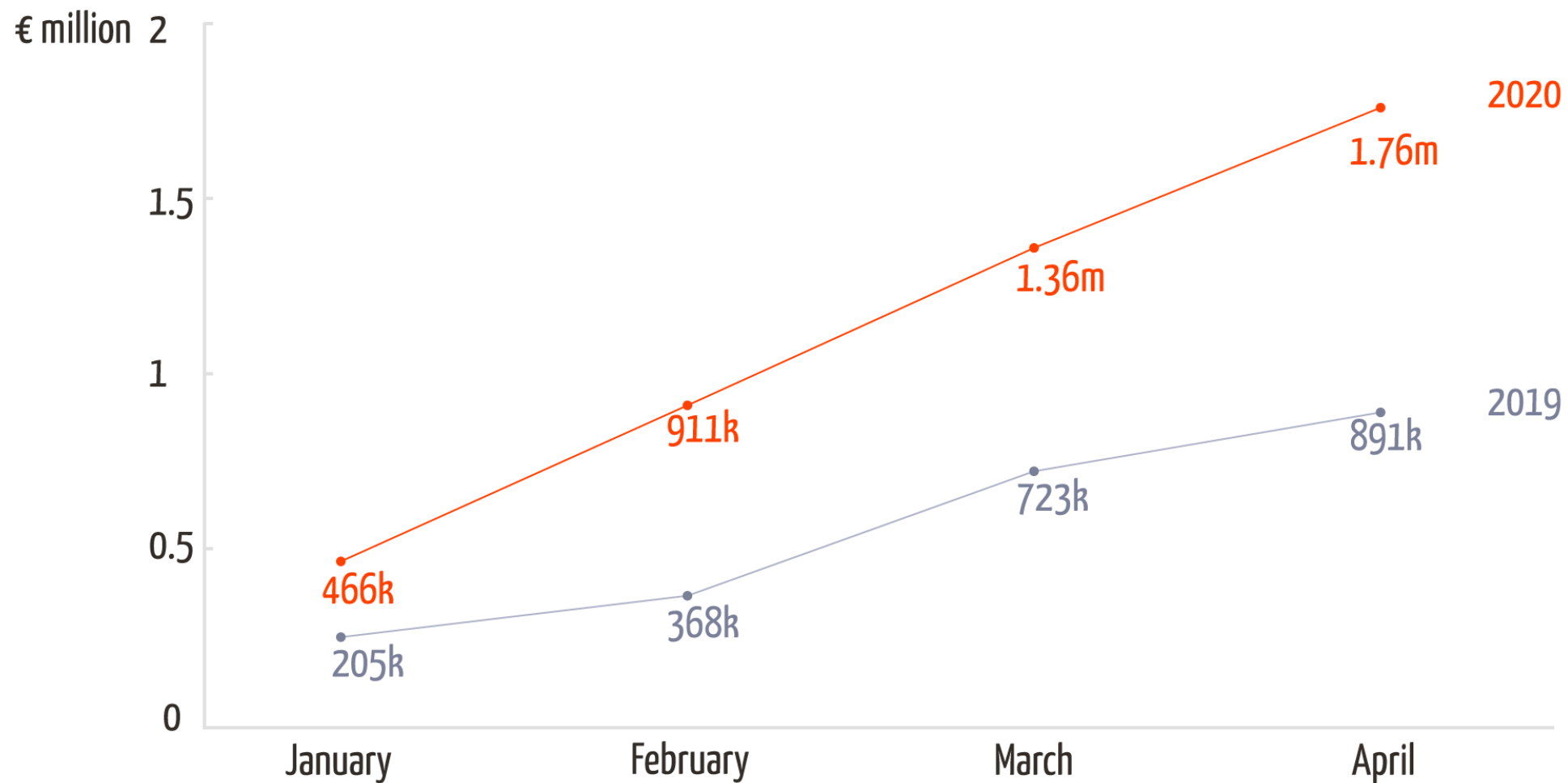


€1.76m reached

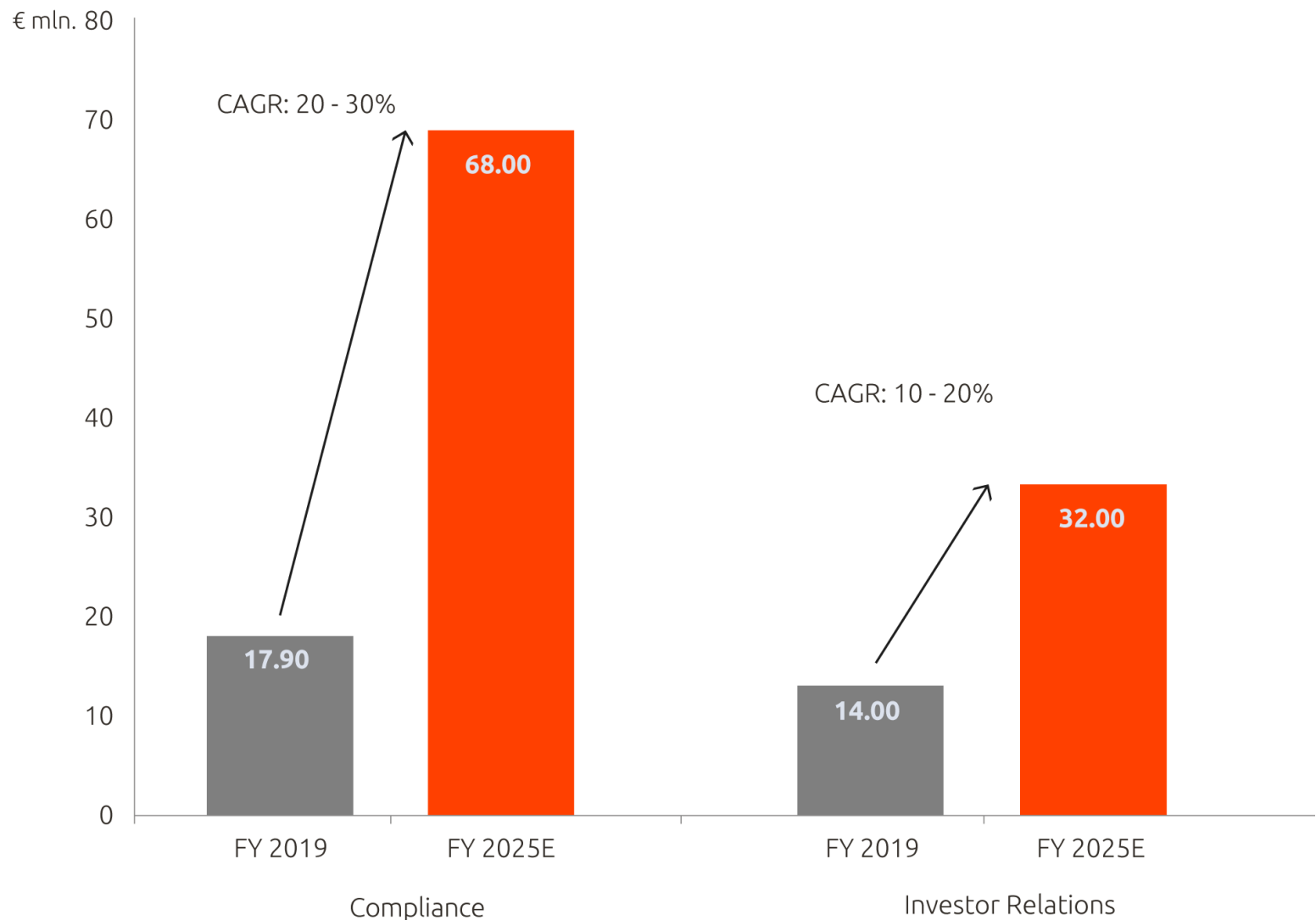


90 reached

» New ARR «



» Forecast 2025e «



» Our Vision «

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

EQS Group 2025

» Contact «



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Detailed information can be found at www.eqs.com.

News service: Receive news via EQS News App or Email.

Please register at www.eqs.com in IR section or in the App Store.

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» The new Website «

DAS INNOVATIVE EQS COCKPIT

» Die Cloud-Lösung für alle Compliance und Investor Relations Aufgaben «

Digitalisieren und vereinfachen Sie Ihre Compliance- und Investor Relations-Prozesse mit unserer innovativen Software-Plattform

