



»EQS Group AG – The Global RegTech«

Earnings call Q1 2021 +++ May 14th, 2021 +++ Achim Weick, Founder and CEO & André Marques, CFO

» Agenda «

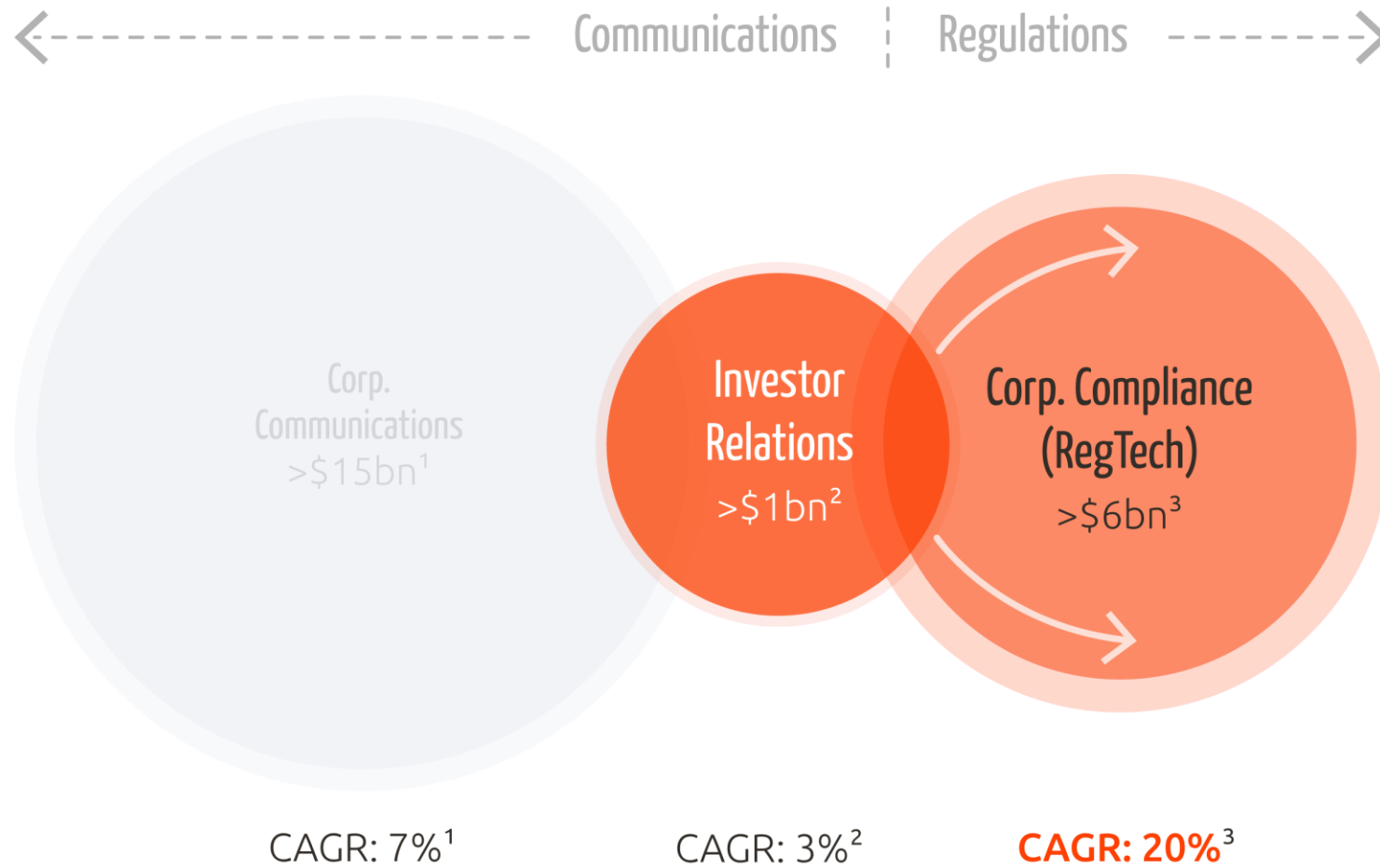
1. About
2. Q1 2021 Financials
3. The Whistleblowing Opportunity
4. Outlook

» Our Believe «

We at EQS believe that
integrity and radical **transparency**
create the most important
corporate capital:

TRUST

» Business Universe «



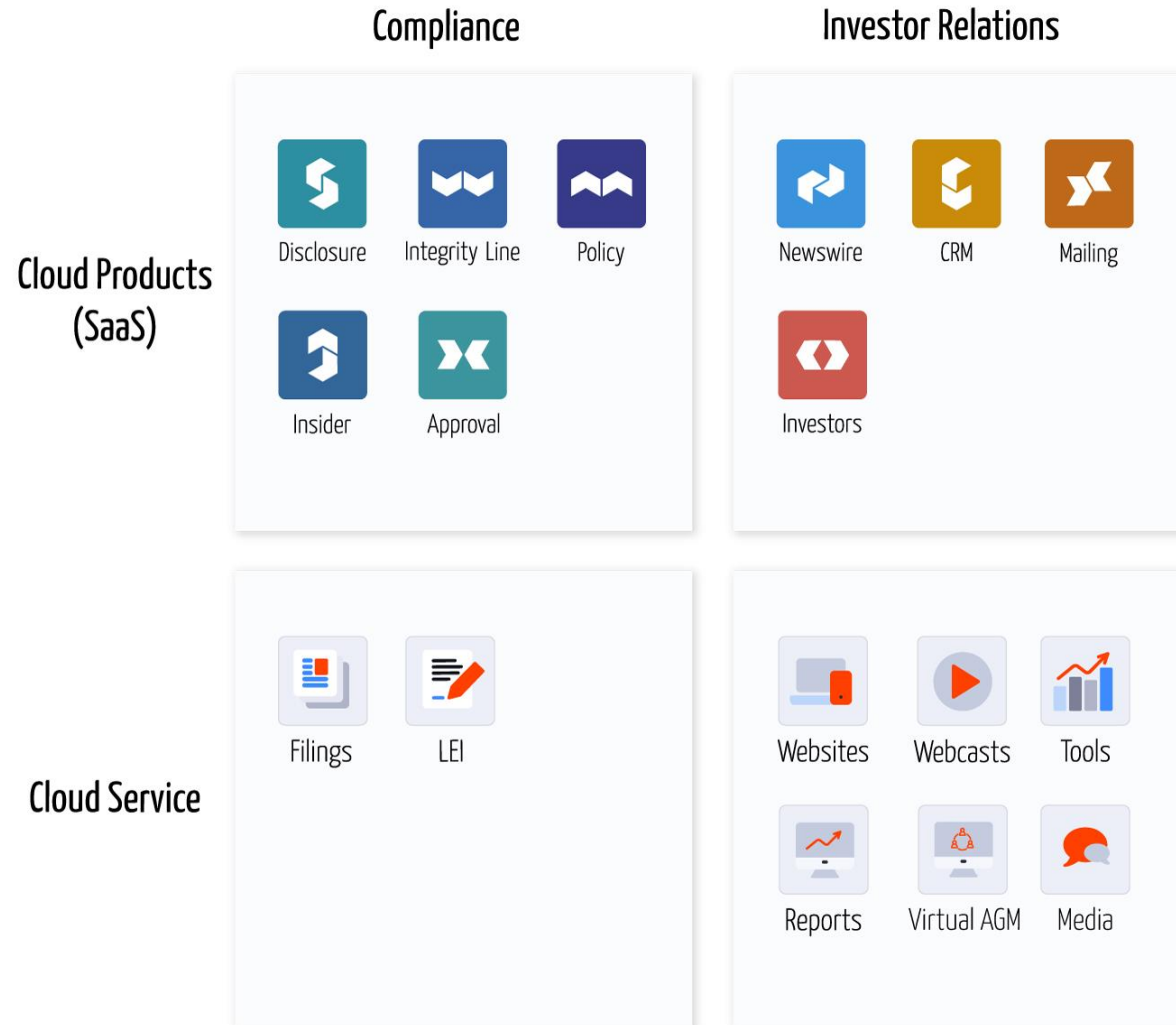
¹ Holmes Report ² IR Magazine ³ Gartner, Markets & Markets

» EQS Group «

RegTech	Corporate Compliance Investor Relations
Customers	3,260 SaaS 4,454 Filing
Employees	455 416 FTE
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



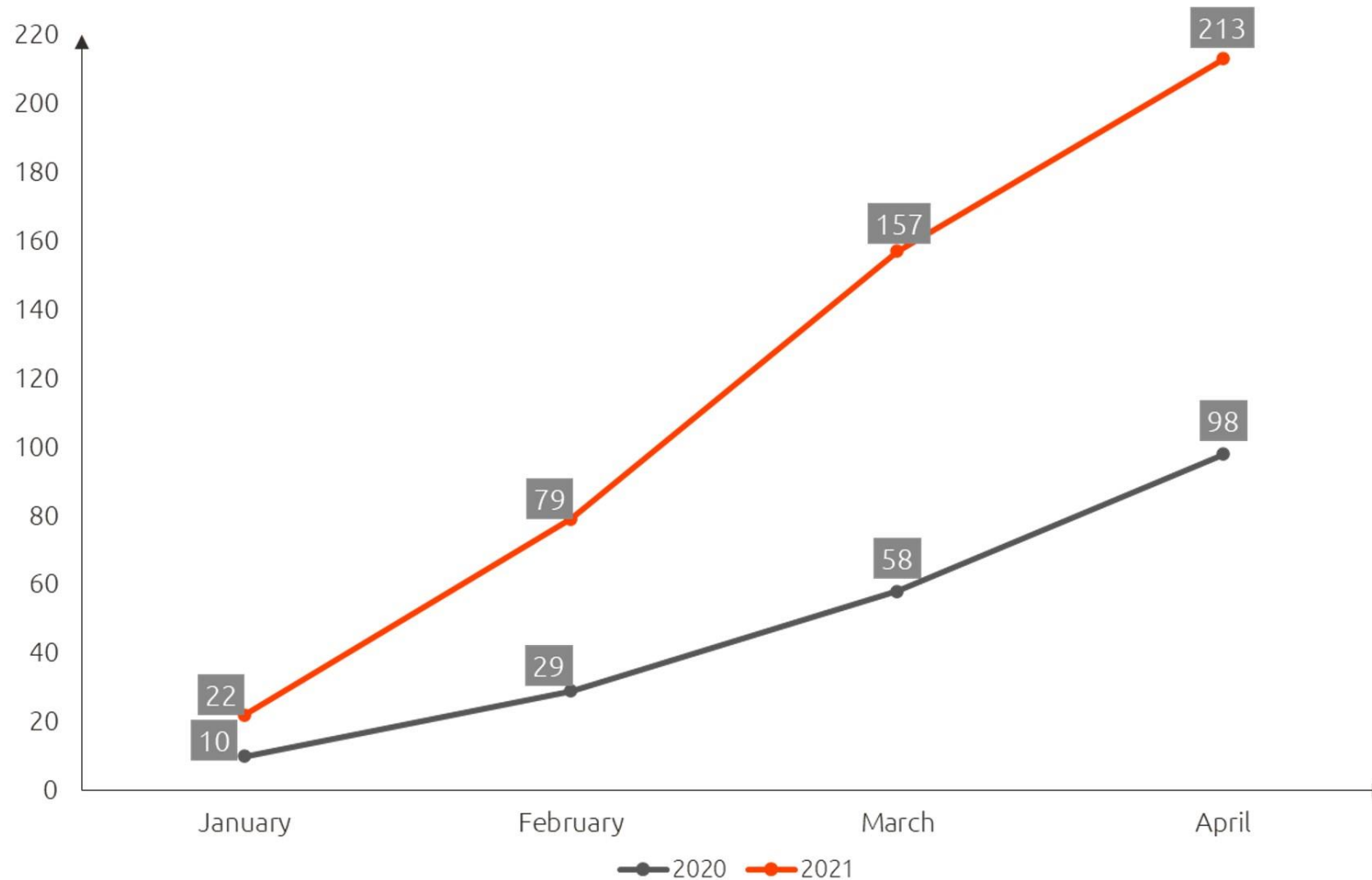
» Product Portfolio «



» Agenda «

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» SaaS Customer Development from Jan. to April 2021 «

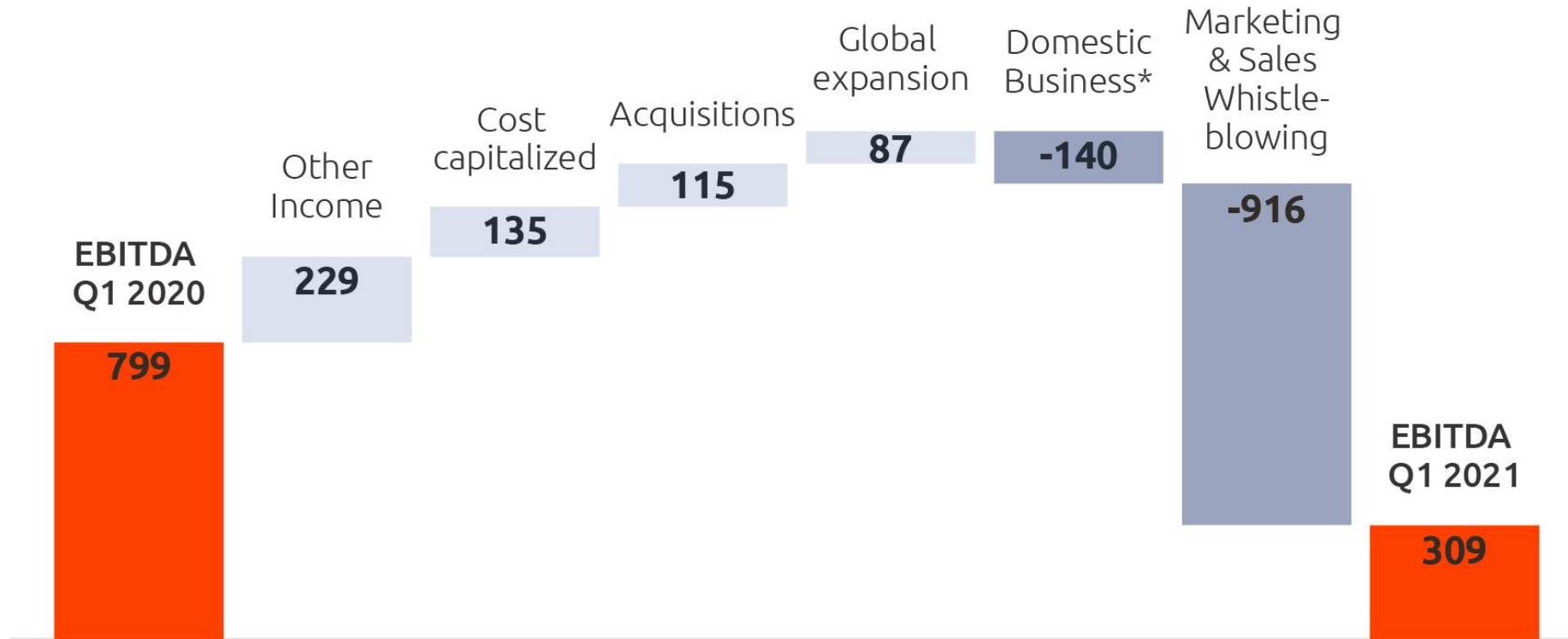


» Highlights Q1 2021 «



*including the acquisitions of Got Ethics A/S and C2S2 GmbH

» EBITDA-Bridge Q1 2021«



All figures in thousand Euro

* Due to high cost of services associated with the first time XBRL Filing Service in Q1 2021

» Key Figures Q1 2021 «

<i>Key figures</i>	Q1 2021	Q1 2020	+/-
Revenues (IFRS)	10,549	8,350	+26%
Revenues (excluding acquisitions)	9,821	8,350	+18%
Operating Expenses	11,166	8,086	+38%
EBITDA clean*	1,225	799	+53%
EBITDA (IFRS)	309	799	-61%
EBIT	-967	-195	>-100%
Group Earnings**	-926	656	>-100%
Operating Cash Flow (IFRS)	879	1,513	-42%
Equity-Ratio (%)	55	50	-

All figures in thousand Euro unless otherwise stated

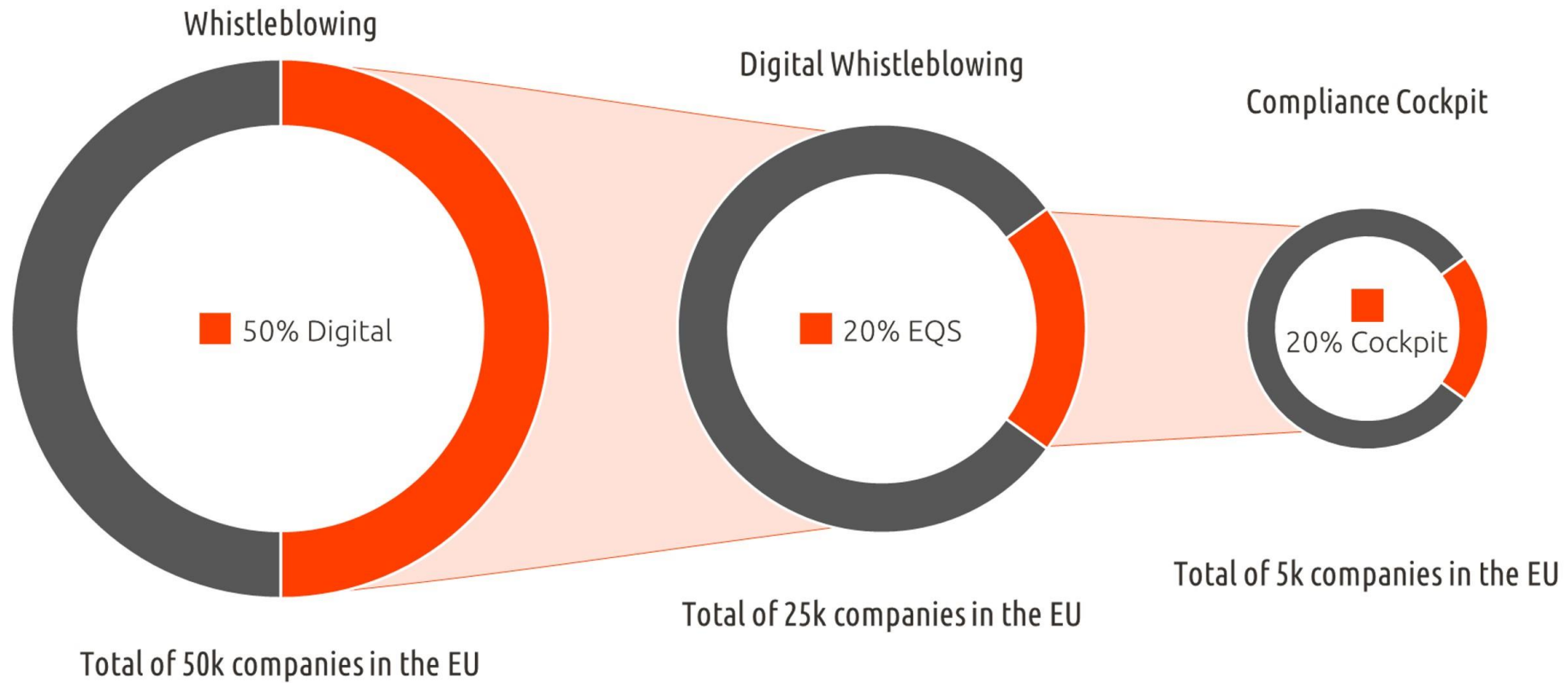
*EBITDA adjusted for additional expenses into Marketing and Sales

** 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






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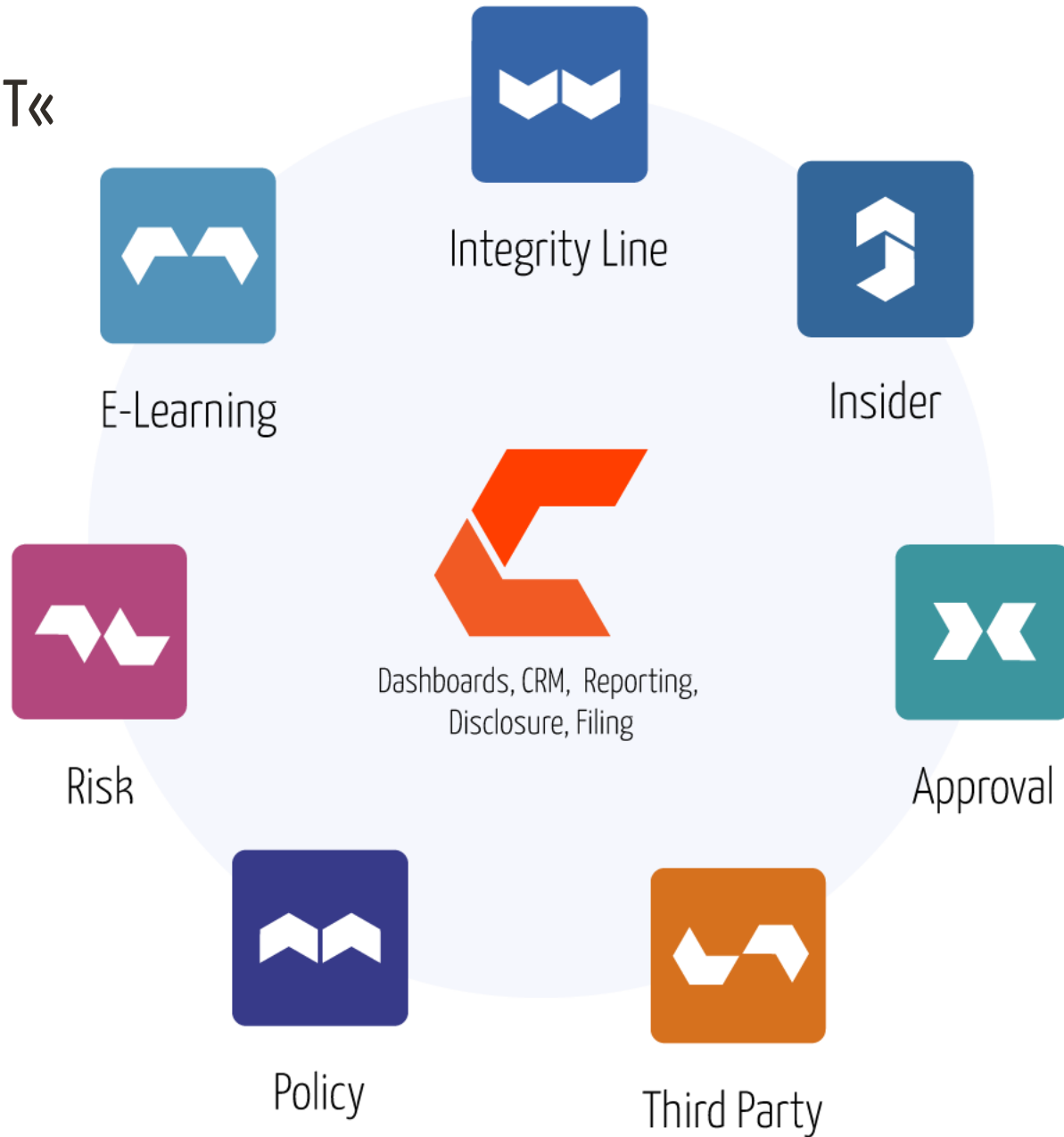
» The Whistleblowing Market «



» Key Players EU-Market for Whistleblowing «

					
Headquarter	Germany	Germany	Netherlands	USA	USA
Annual Revenue	> 40 M USD	> 10 M USD	< 3 M USD	> 250 M USD	> 100 M USD
M & A	Integrity Line, Got Ethics	-	-	WhistleB, Expolink	Convercent
EU Offices	6	3	1	1	2
EU Customers	> 600	> 300	> 400	> 500	> 100
Compliance Suite	✓✓	✓✓	✓	✓✓✓	✓✓

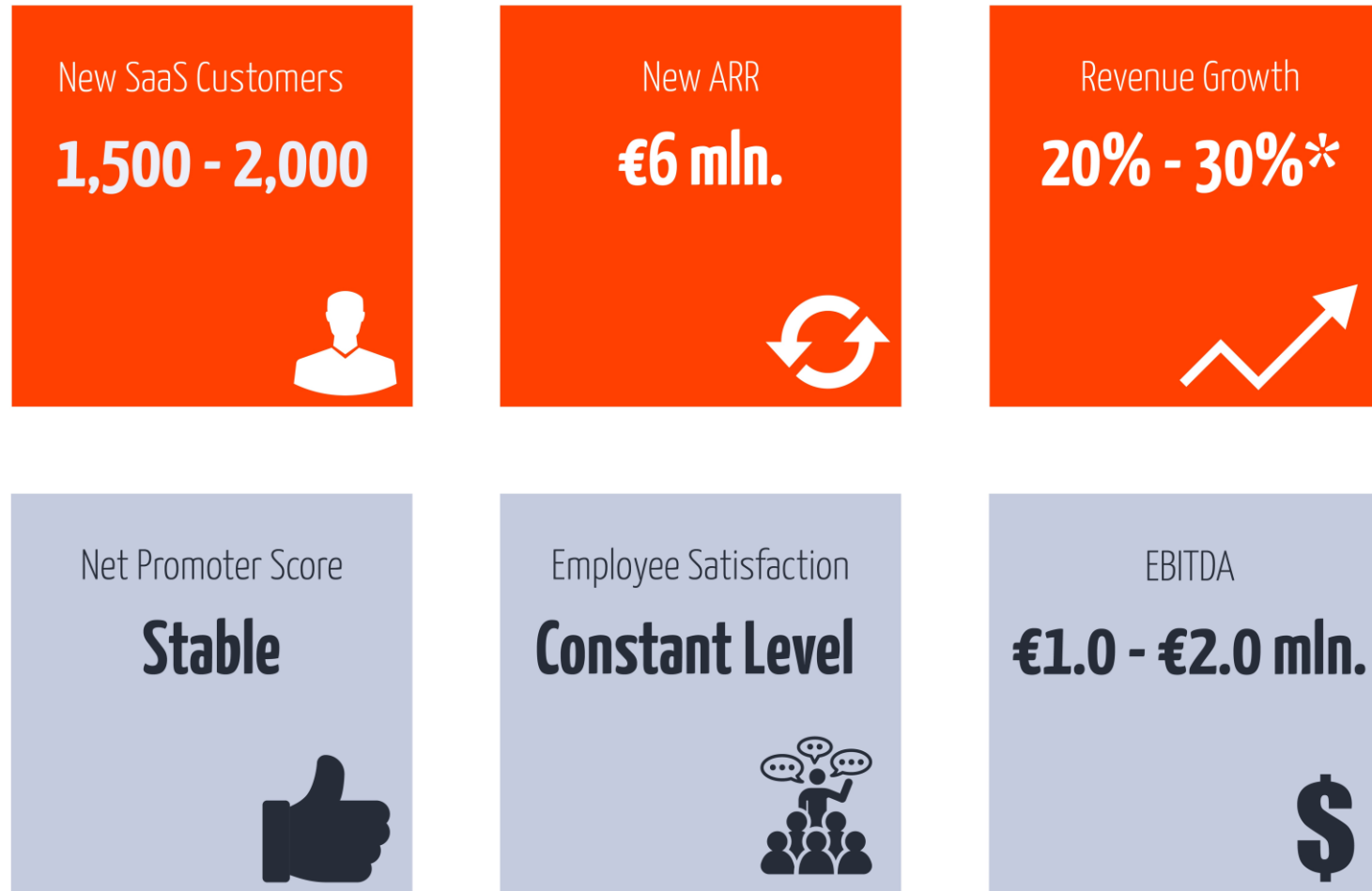
» New Compliance COCKPIT«



» Agenda «

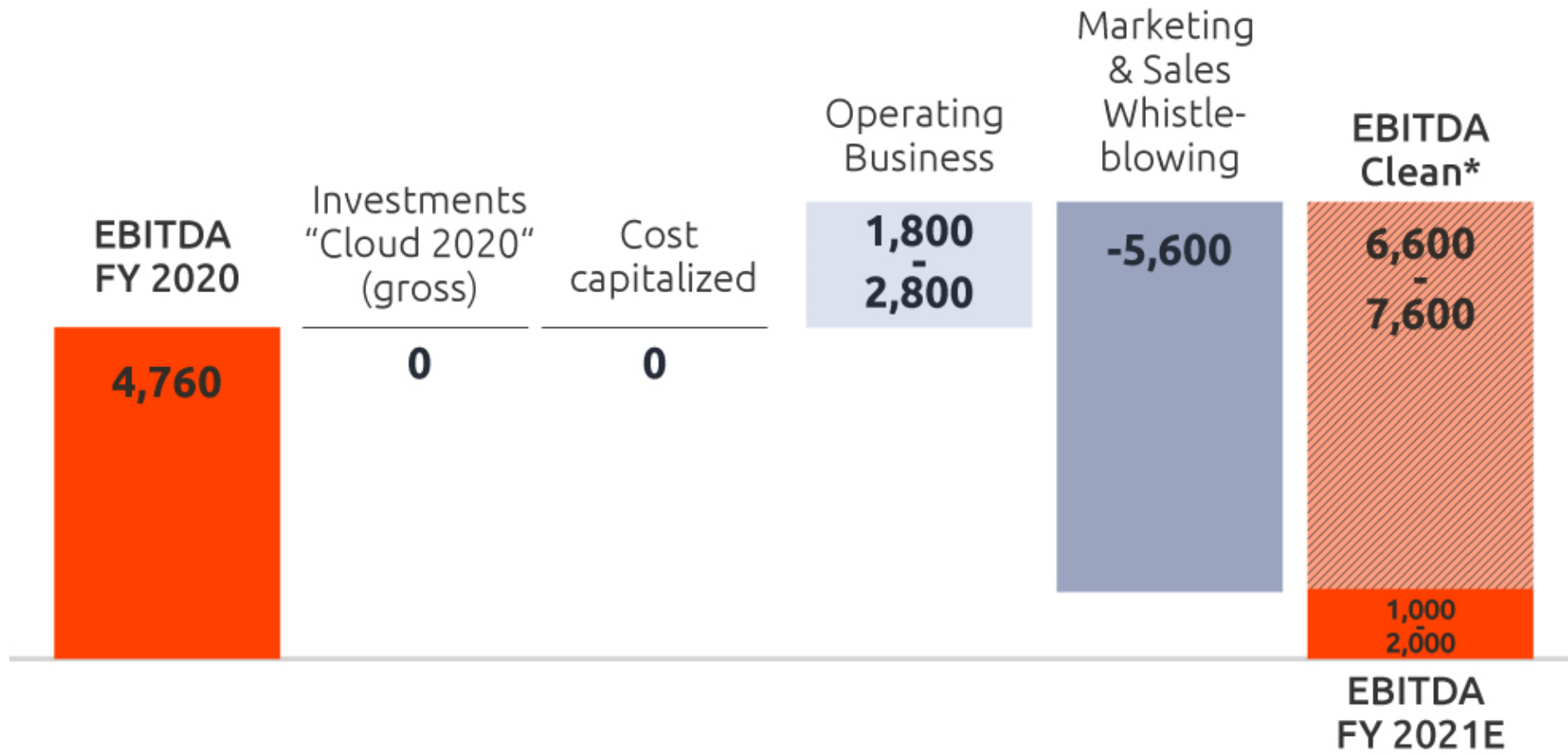
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» Outlook 2021e «



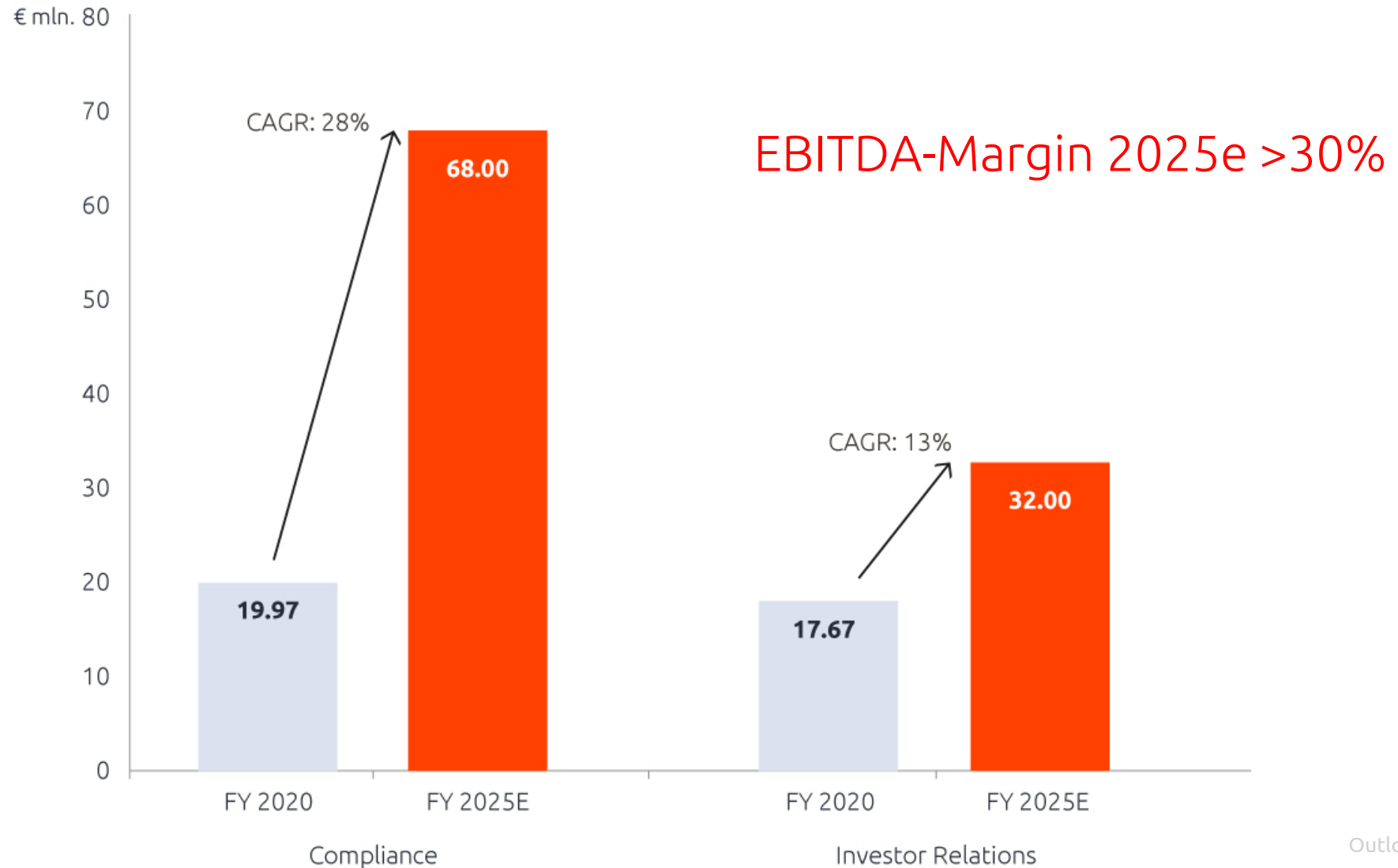
* Including revenue from Got Ethics A/S and C2C2 GmbH

» EBITDA-Bridge FY 2021e «



* Adjusted for Marketing & Sales expenses for Whistleblowing
All figures in thousand Euro

» Forecast 2025e «



» Our Vision «

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

EQS Group 2025

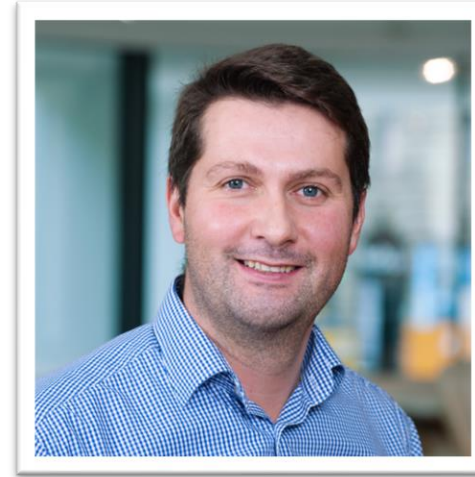
» Contact «



Achim Weick

Founder & CEO

Tel.: +49 (0)89 44 44 30-010
achim.weick@eqs.com



André Marques

CFO

Tel.: +49 (0)89 44 44 30-033
andre.marques@eqs.com



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EQS Group AG
Karlstraße 47
80333 Munich

www.eqs.com
ISIN: DE0005494165
Bloomberg: EQS:GR