



» EQS Group AG – The Global RegTech «

FY 2020 results +++ March 31<sup>th</sup>, 2021 +++ Achim Weick, Founder and CEO & André Marques, CFO

## » Agenda «

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

## » COVID-19 Impact in FY 2020 «

### **+** Positive

#### **Webcasts**

+81% video and audio webcasts revenue

#### **Virtual Annual General Meetings**

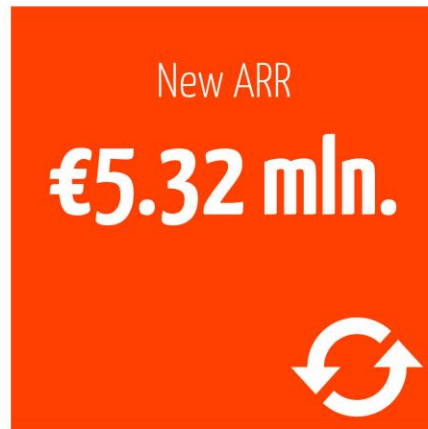
>60 AGMs due to new regulation

### **-** Negative

#### **Sales Cycles**

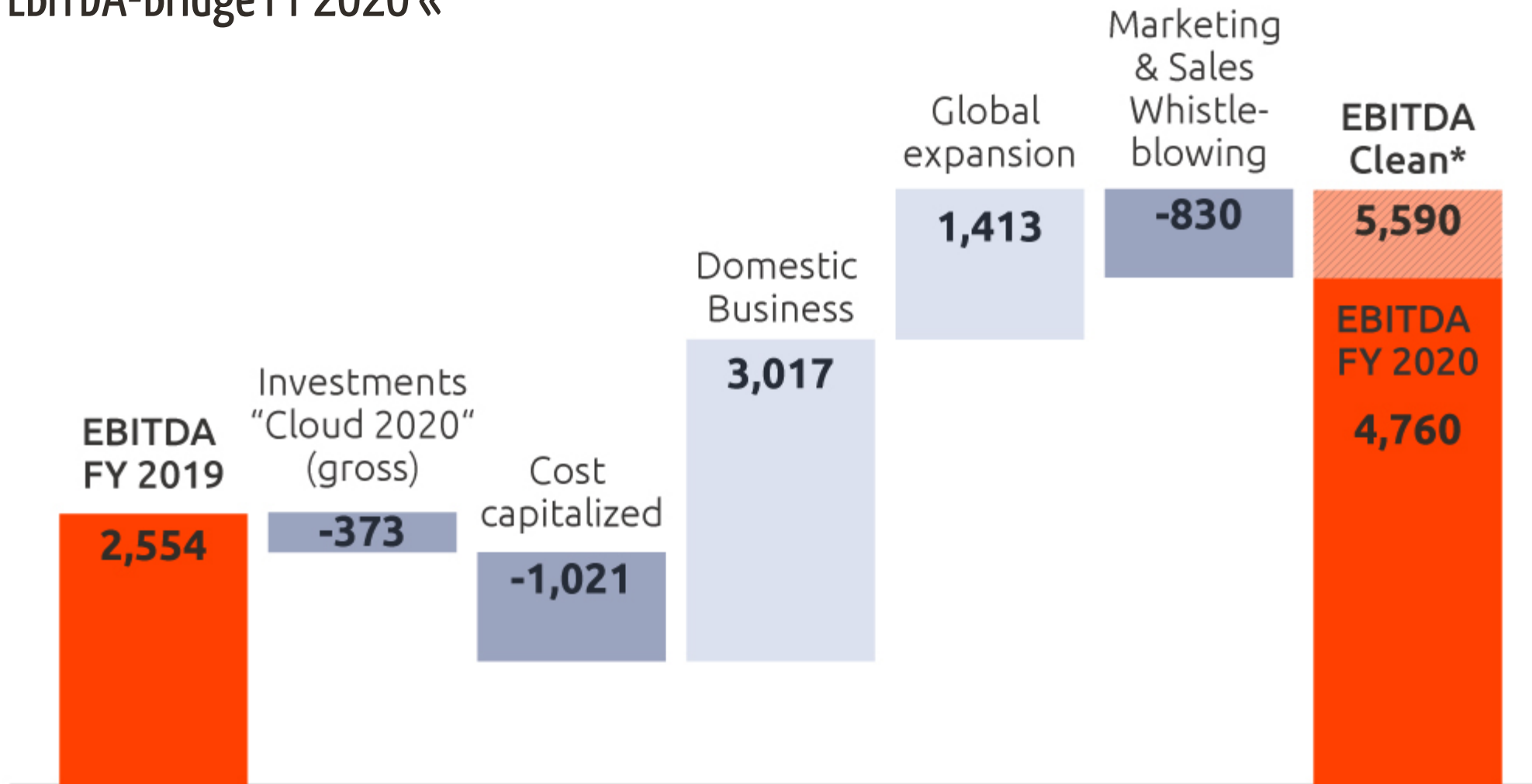
Delays of pitches and longer sales cycles especially in the compliance segment

## » Highlights FY 2020 «



\*Pro Forma excl. ARIVA.DE AG

## » EBITDA-Bridge FY 2020 «



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

## » Key Figures FY 2020\* «

<i>Key figures</i>	<i>FY 2020</i>	<i>FY 2019</i>	<i>+/-</i>
Revenues	37,636	31,869	+18%
Operating Expenses	35,020	32,632	+7%
EBITDA	4,760	2,298	> +107%
EBITDA (IFRS)	4,760	2,554	> +86%
EBIT	163	-2,865	> +100%
Group Earnings	-832	-1,373	+39%
Operating Cash Flow (IFRS)	5,786	2,397	> +100%
Equity-Ratio (%)	58	50	-

\* Pro Forma excl. ARIVA.DE AG  
All figures in thousand Euro unless otherwise stated

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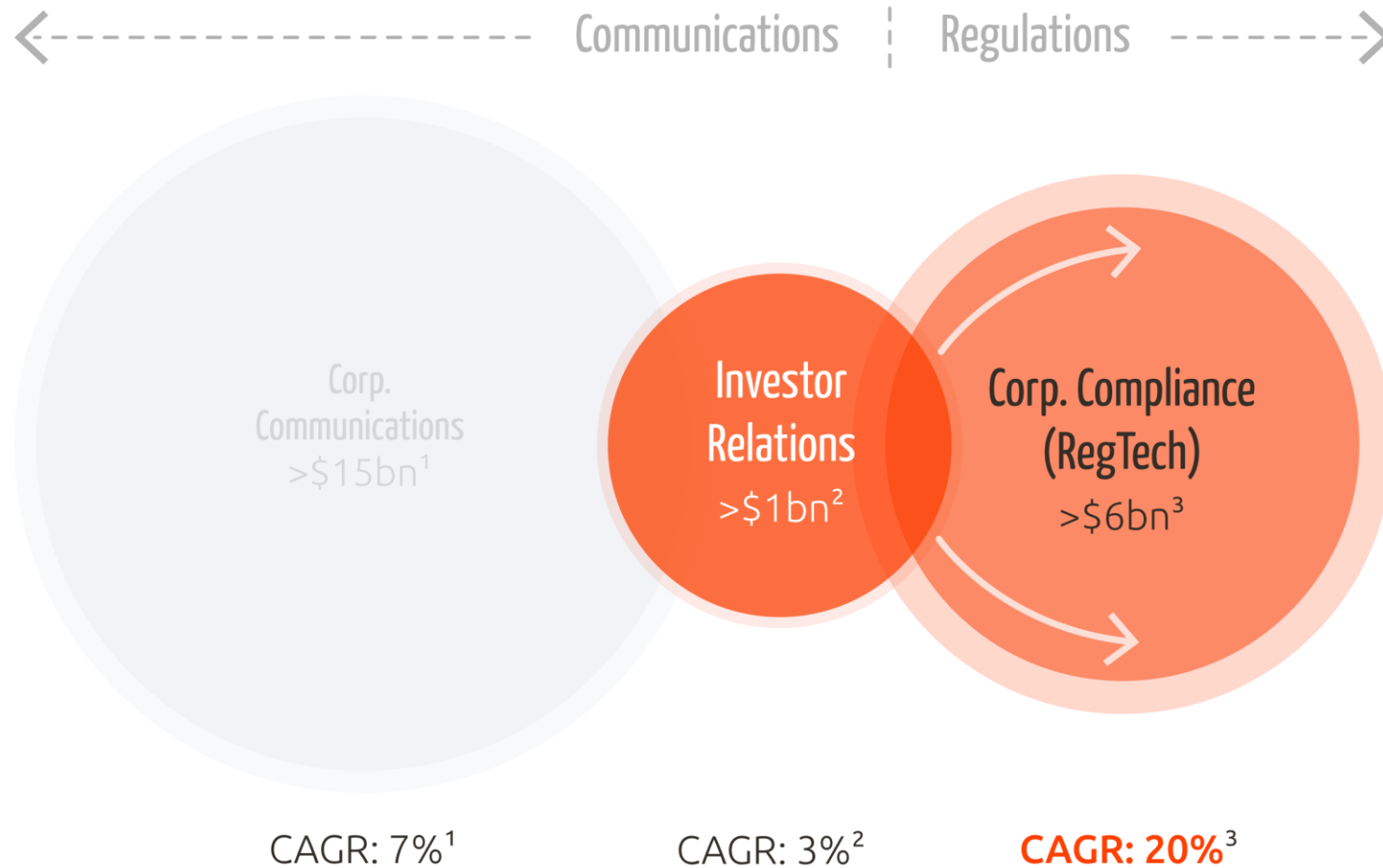
## » Our Believe «

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

# TRUST



## » Business Universe «



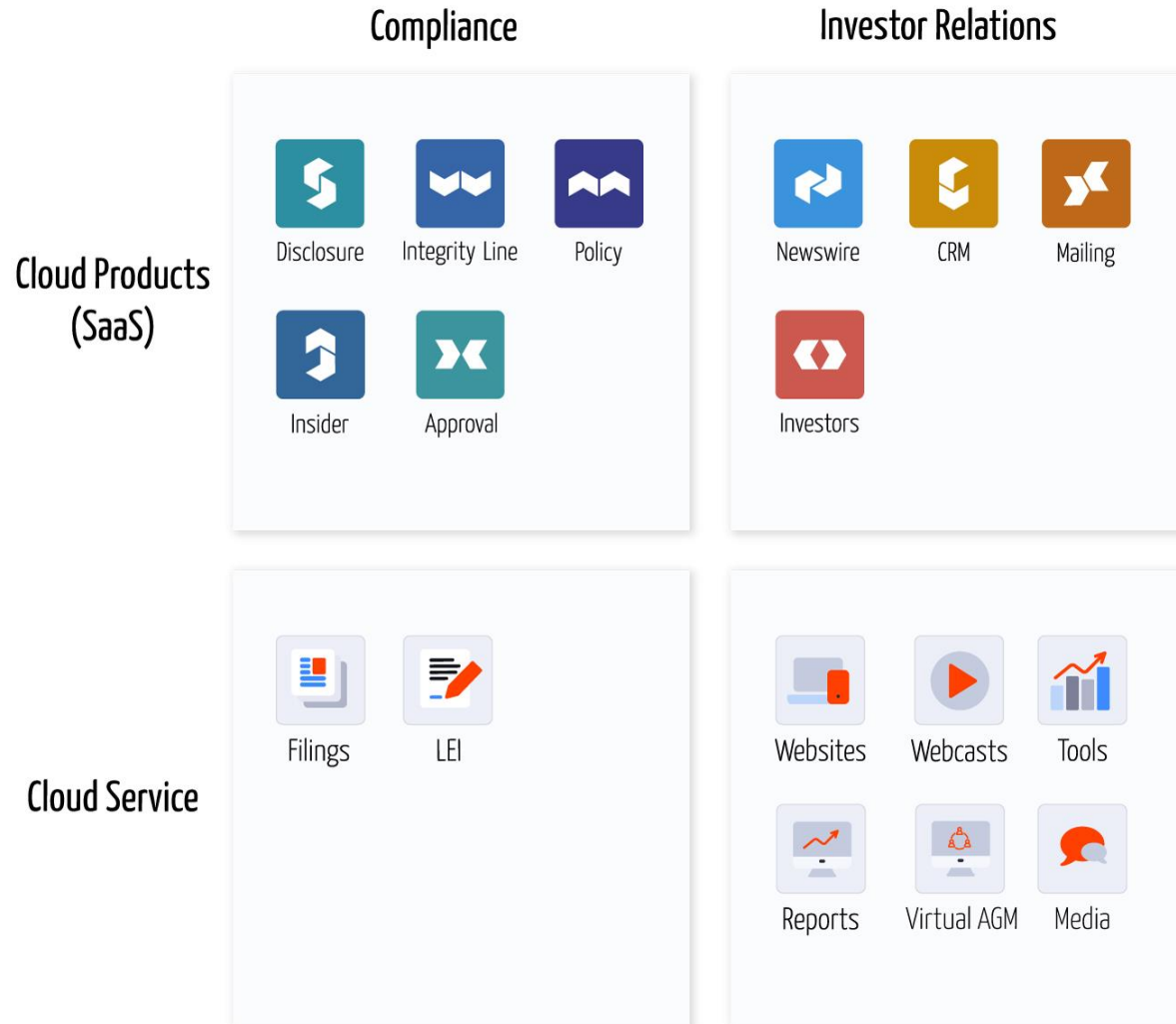
<sup>1</sup>Holmes Report <sup>2</sup>IR Magazine <sup>3</sup>Gartner, Markets & Markets

# » EQS Group «

RegTech	Corporate Compliance Investor Relations
Customers	2,574 SaaS 4,858 Filing
Employees	447 416 FTE
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



# » Product Portfolio «



# » The Game Changer – Platform Approach «

COCKPIT 12:20 Mr. John Doe

DISCLOSURE NEWSWIRE POLICY MANAGER INSIDER MANAGER INTEGRITY LINE CRM MAILING INVESTORS TOOLS

QUICK LINKS: CONTACTS, TASKS, NEWS ARCHIVE, XML REPORTS, VOTING RIGHT ANNOUNCEMENT

LATEST CONTACTS: Martin Fischer (Allianz Global Investors GmbH), Bert Hoffmann (UBS Asset Management), Matt Anderson (BlackRock, Inc.), Nicole Miller (Bloomberg)

YOUR TASKS: TODAY 10:00 AM Plan Kick-Off with AR Agency, TODAY 2:00 PM Prepare UBS conference call, TODAY 7:30 PM Order Table for dinner with Katarina, SEP 27, 2018 3:00 PM Answer Question (in CRM Q&A Section)

WHAT'S UP | EQS BLOG: AUG 8, 2018 When Your Insider Information Gets Out, AUG 1, 2018 Interview: Andreas Meile About Preparing an IPO & Social Media..., JUL 19, 2018 Whistleblowers Aren't the Only Ones Who Need Protection, JUL 12, 2018 5 Reasons Compliance May Be Wasting Time, MAY 29, 2018 Best of 2018 Annual Reporting Season

QUICK ACTION: DISCLOSE CORPORATE NEWS, DISCLOSE MANAGERS' TRANSACTION, DISCLOSE INSIDE INFORMATION, FILE ERS REPORT, CREATE MAILING

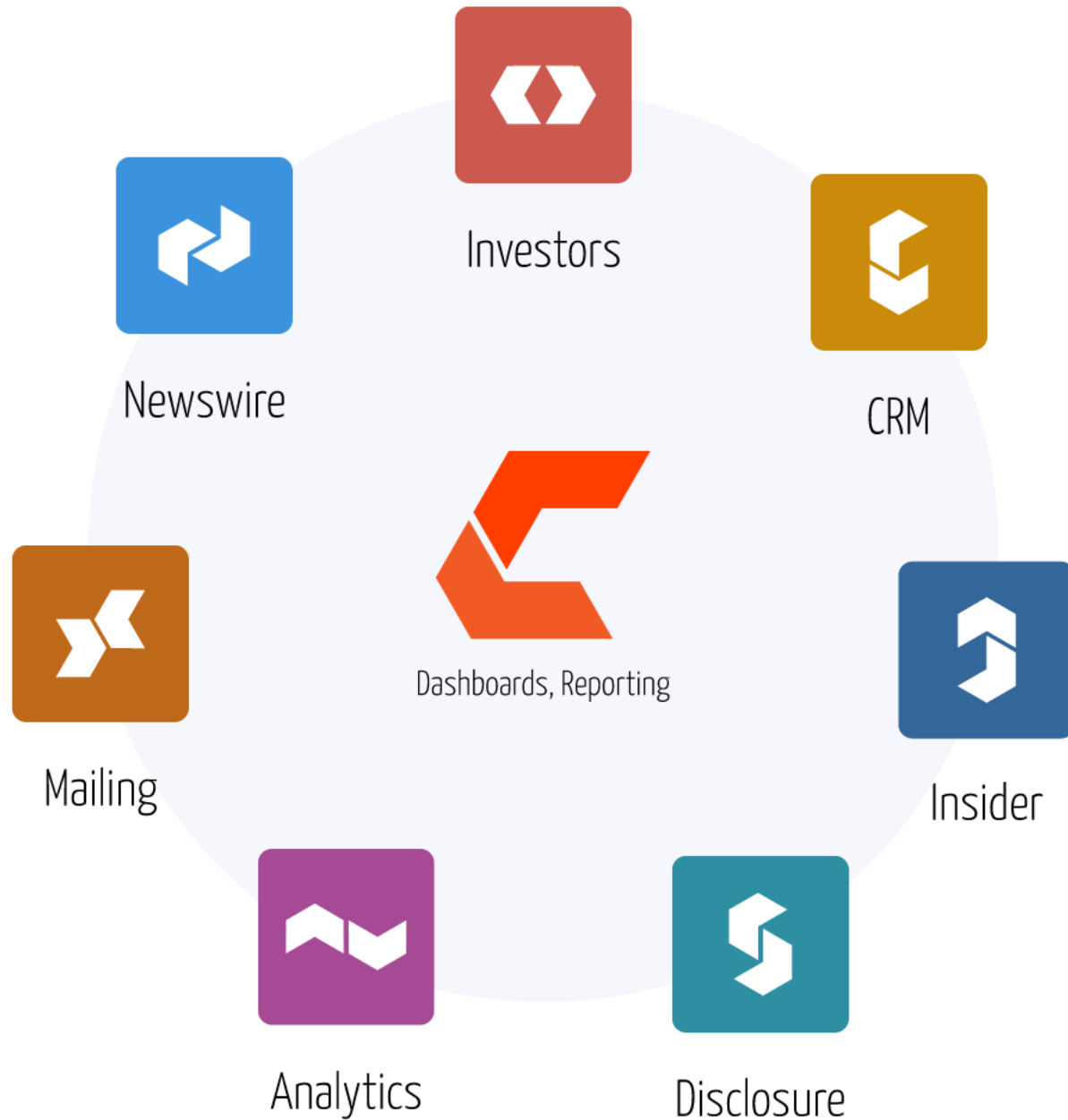
TOP BUYER: BNP Paribas SA (18400), The Vanguard Group, Inc. (1500), BlackRock, Inc. (293), Ouram Holding Sarl (196), The Capital Group Cos., Inc. (108)

TOP SELLER: Julius Bar Gruppe AG (-2436), Principal Financial Group, Inc. (-1308), DIC Asset AG (-381), JPMorgan Chase & Co. (-362), The Bank of New York Mellon Corp. (-338)

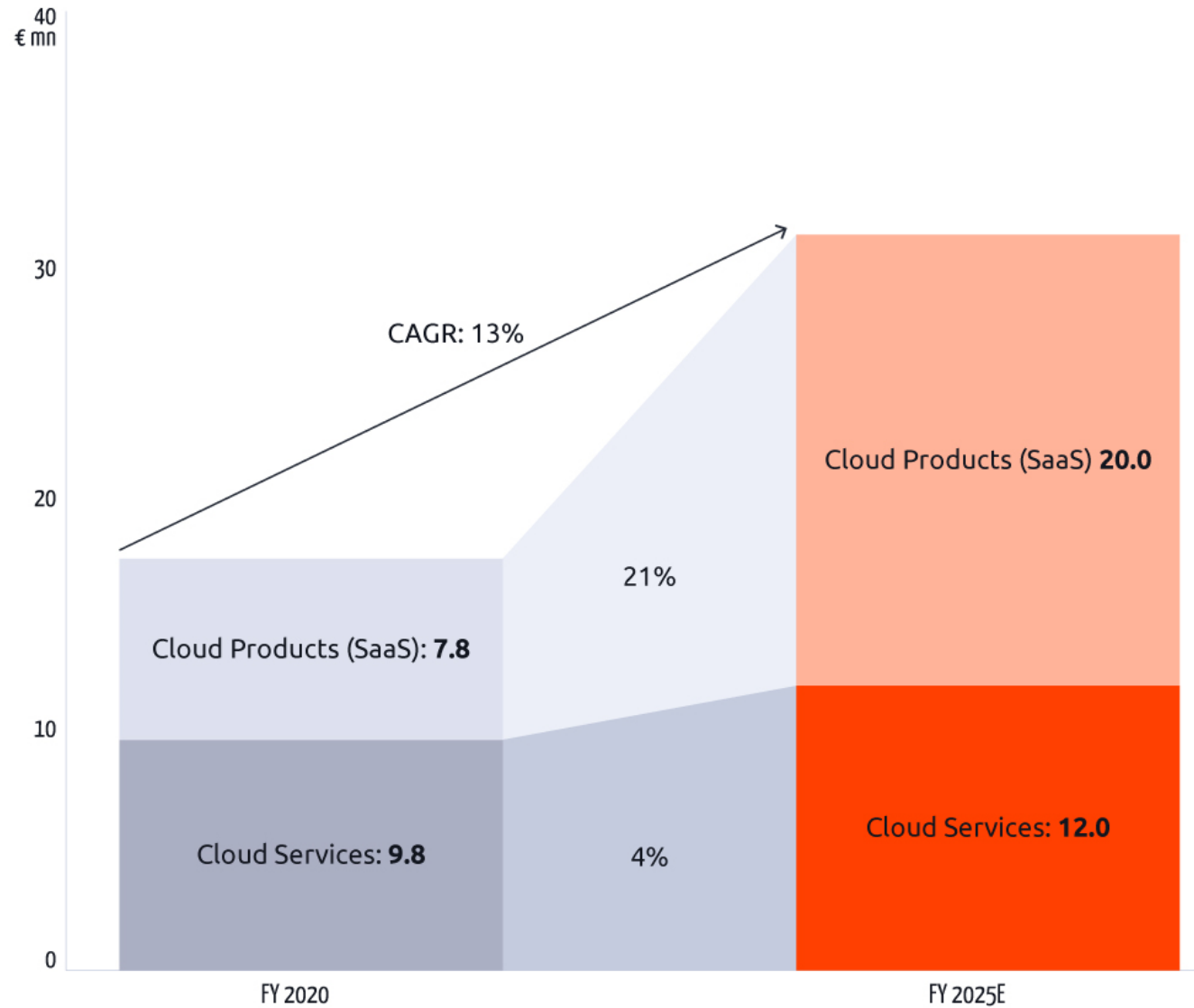
IR WEBSITE TRAFFIC LAST 30 DAYS: Line chart showing visits over 30 days.

DAX 30 • E.ON +5,58% • BAYER -1,30% • DEUTSCHE BANK +1,34% • LINDE +1,09% • MERCK KGAA -0,65% • VONOVIA +0,70% • RWE +4,99% • VOLKSWAGEN -0,85%

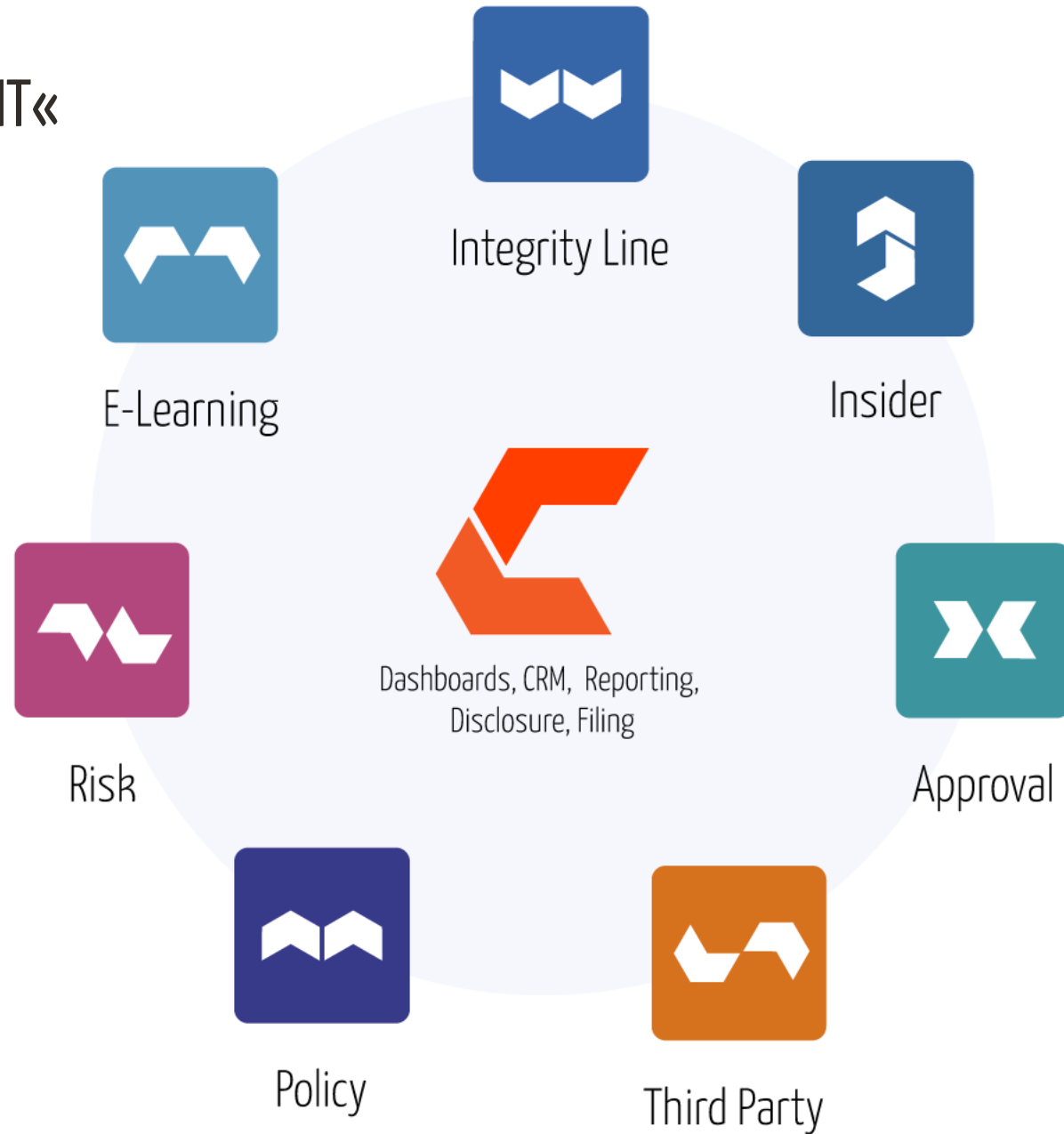
# » New IR COCKPIT«



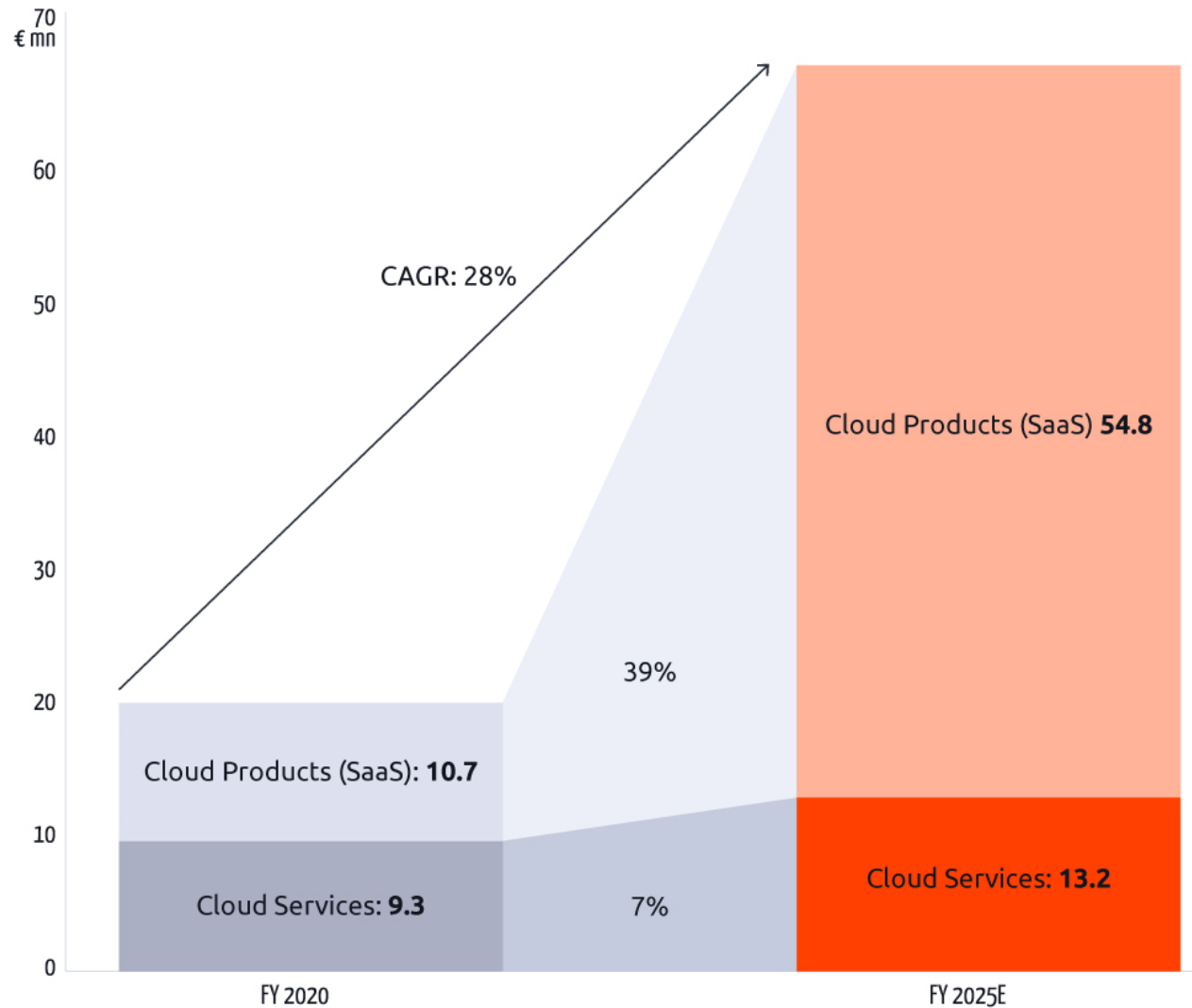
## » IR Segment «



# » New Compliance COCKPIT«



## » Corporate Compliance Segment «





## » Total Adressable EU-Market for Whistleblowing «



\*The EU Directive 2019/1937 requests the mandatory introduction of an internal reporting channel for around 50.000 companies with 250 employees or more by 12/2021.

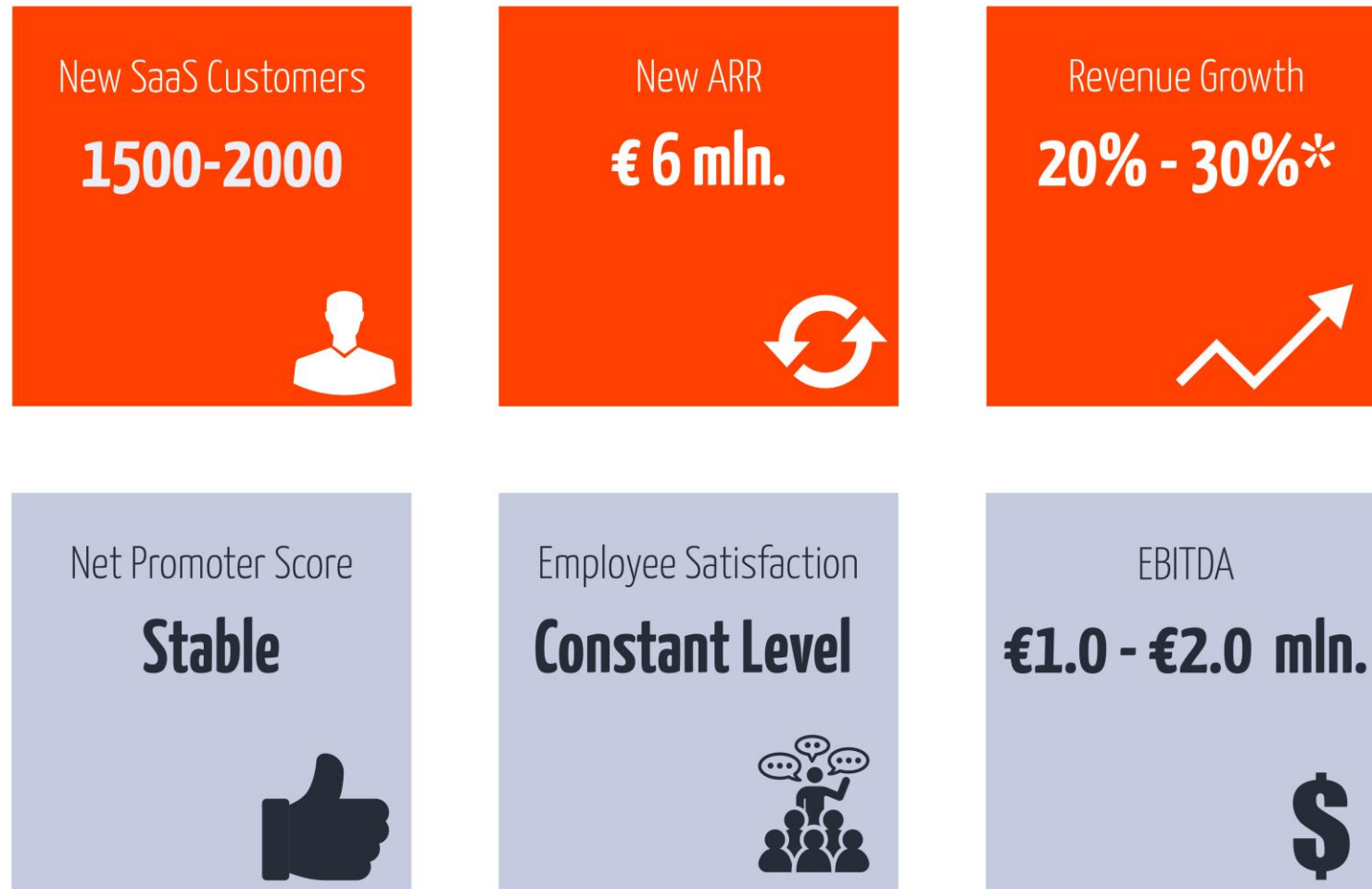
## » Key Players EU-Market for Whistleblowing «

					
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	> 350	> 400	> 500	> 100
Compliance Suite	✓✓	✓✓	✓	✓✓✓	✓✓

## » Agenda «

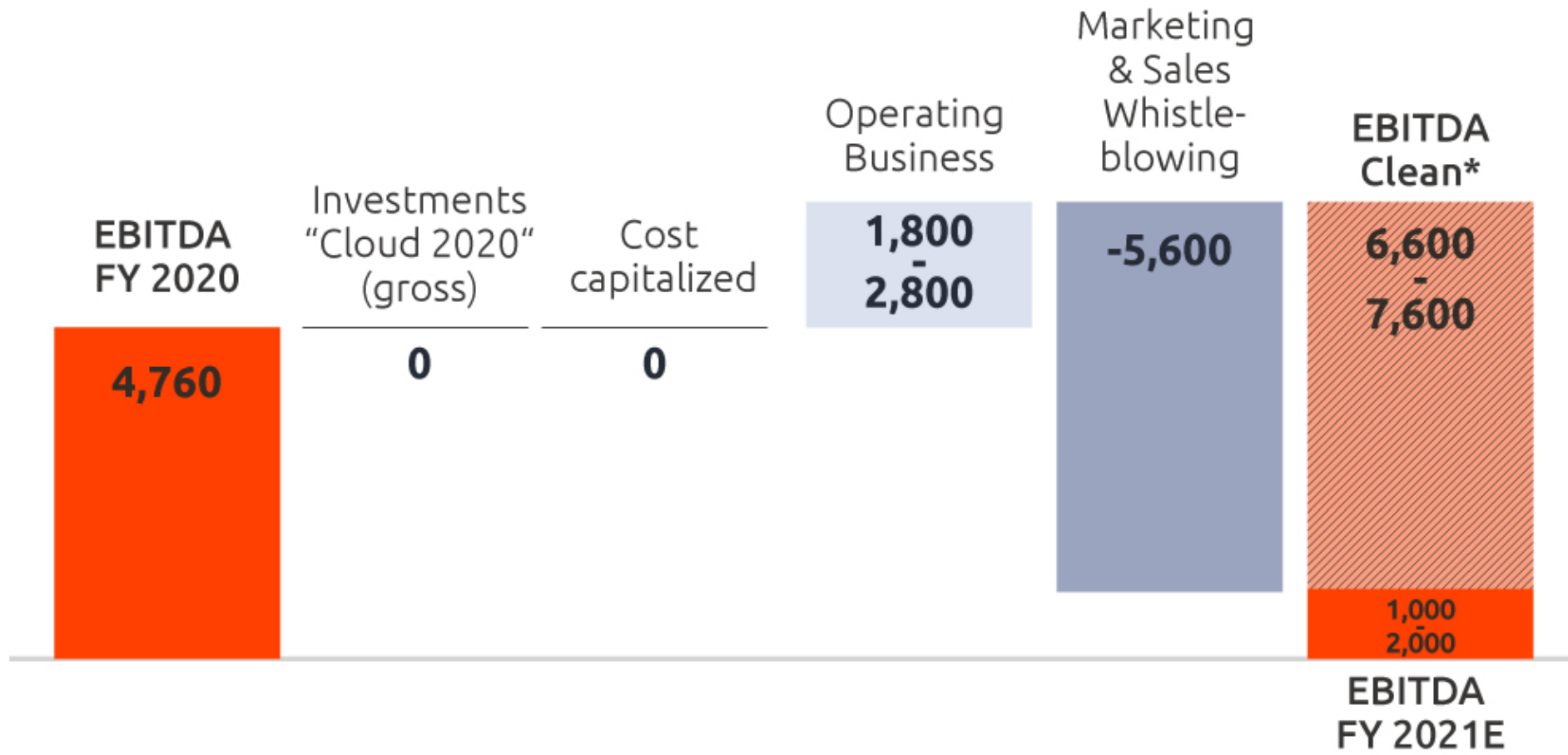
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## » Outlook 2021e «



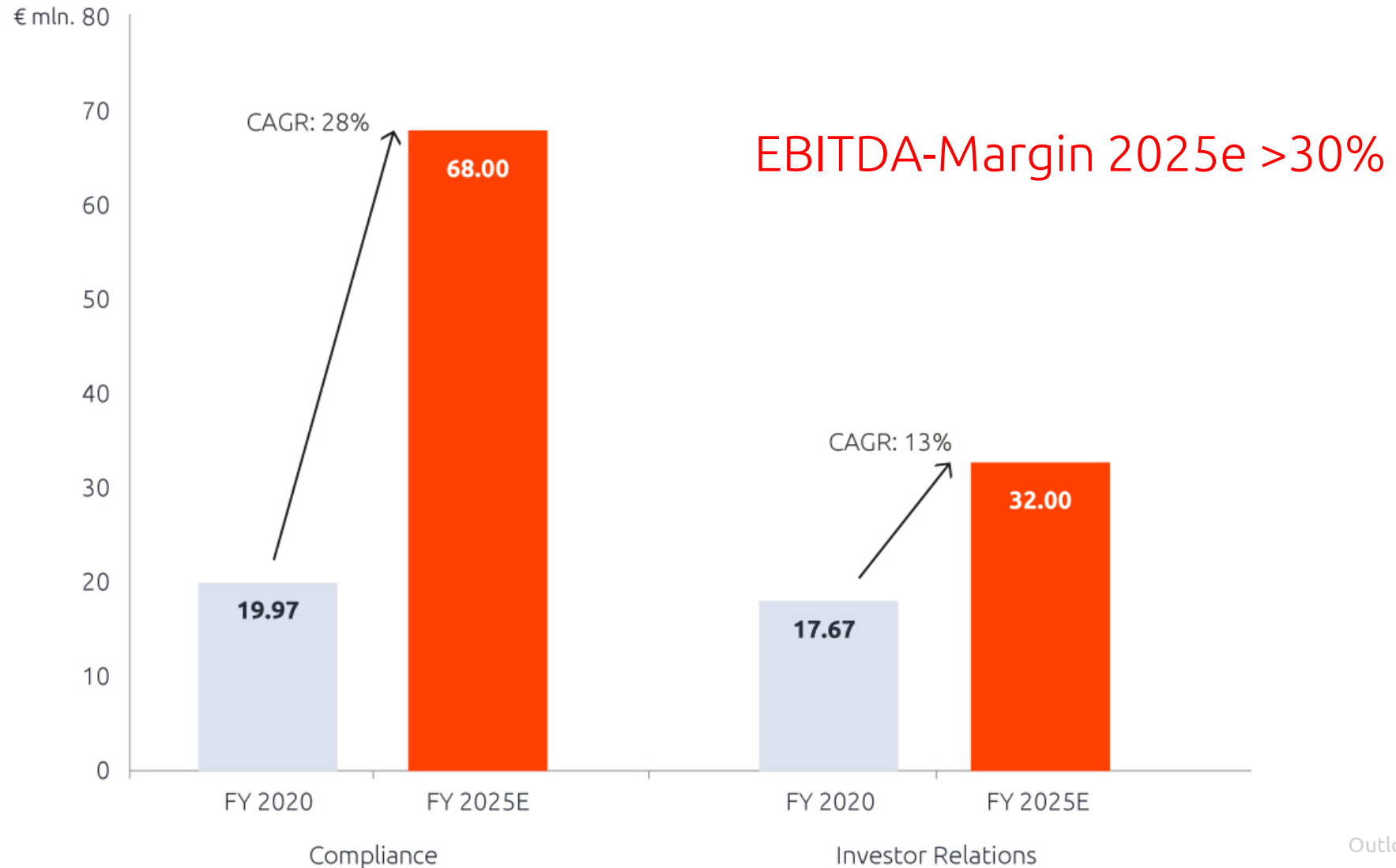
\* Including revenue from Got Ethics A/S

## » 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

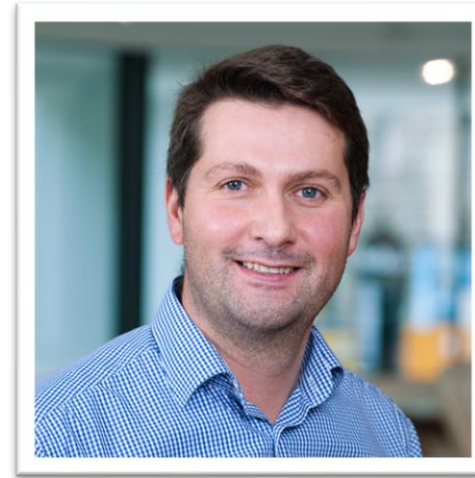
## » Contact «



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Detailed information can be found at [www.eqs.com](http://www.eqs.com).

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