



» Earnings Call EQS Group AG «

FY 2018 Results+++ April 9, 2019 +++ Achim Weick, Founder & CEO; André Marques, CFO

Small text at the bottom of the tablet screen showing market indices: DAX 30 +1.0%, ... MERCK KGAA +0.8%, ... VONOVIA +0.7%, ... RWL +1.9%, ... VOLKSWAGEN +0.5%

» Agenda «

1. About EQS Group
2. Growth Model
3. Financials FY 2018
4. Outlook

» EQS Group «

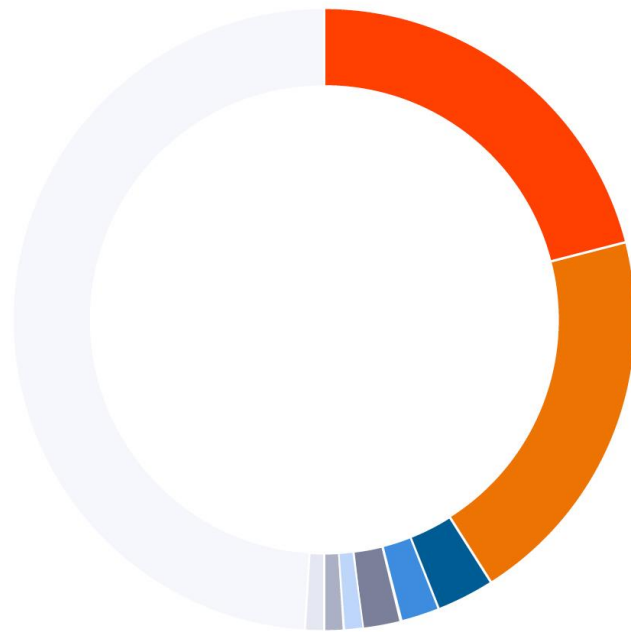
RegTech	Compliance Investor Relations
Clients	2,371 Large Caps 4,303 XML 33,121 LEI
Employees	474
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



» Shareholder Structure : Founders and Longterm Investors* «

*as of April 5, 2019

Shareholders' structure EQS Group AG:



- Achim Weick: 21%
- Investmentaktiengesellschaft für langfristige Investoren TGV: 20%
- Rony Vogel: 3%
- Peter Conzatti: 2%
- Robert Wirth: 2%
- Christian Pflieger: 1%
- Marcus Sultzer: 1%
- André Marques: 1%
- Free Float: 49%

Share > 5% & Management and Board of directors

» Performance since IPO on 8.6.2006 «

> 400%* Total Return --- Outperformance EQS share (red line) vs TecDax (blue line) --- Market Cap > € 100 million.* *as of April 5, 2019



» Our Business Model – 80% of recurring revenues «

80%

Recurring Revenues

- › **COCKPIT**
- › **Webhosting**
- › **Webcasts**

20%

Onboarding Revenues

- › **Setup Fees**
- › **Media**

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» Fuel the Cloud Engine «

Trend 1: Digitization

Budget shift to digital

→ Digital workflows

Trend 2: Regulation

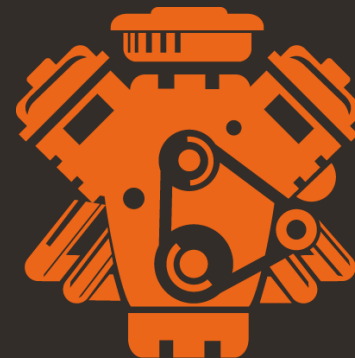
Governance & Compliance

→ New markets and products

Trend 3: Globalization

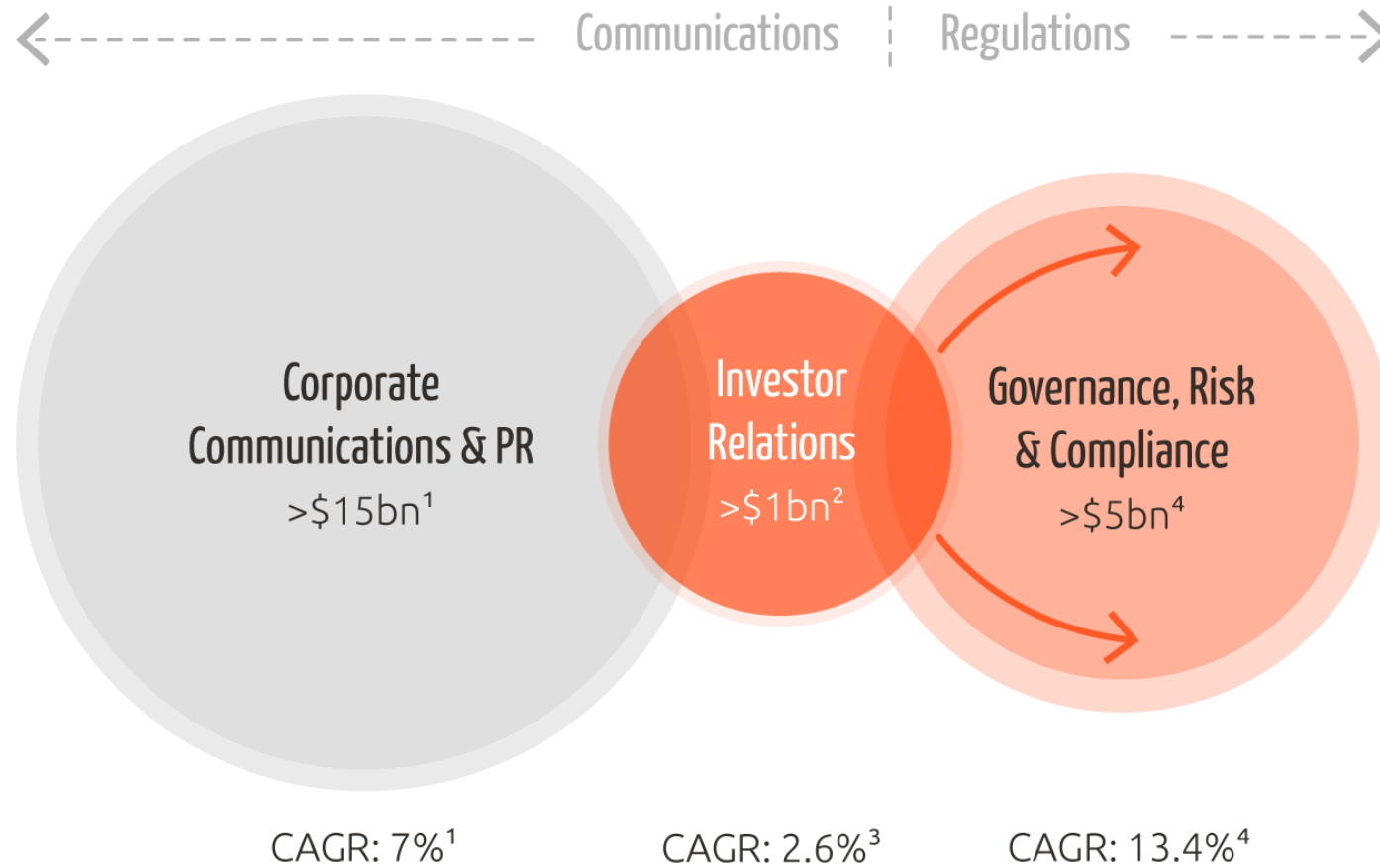
Global corporate operations

→ International expansion



› Growth of highly profitable cloud revenues

» Our Business Universe «



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

» Investment Programme Cloud 2020 «

1. **NEW CLOUD PLATFORM COCKPIT**

- › Digital Workflows for Corporate Compliance & Investor Relations

2. **NEW PRODUCTS**

- › Compliance: Integrity Line, LEI-Manager, Policy Manager
- › IR: CRM, Investors, Analytics

3. **NEW MARKETS**

- › France, USA, UK, Italy, Nordics

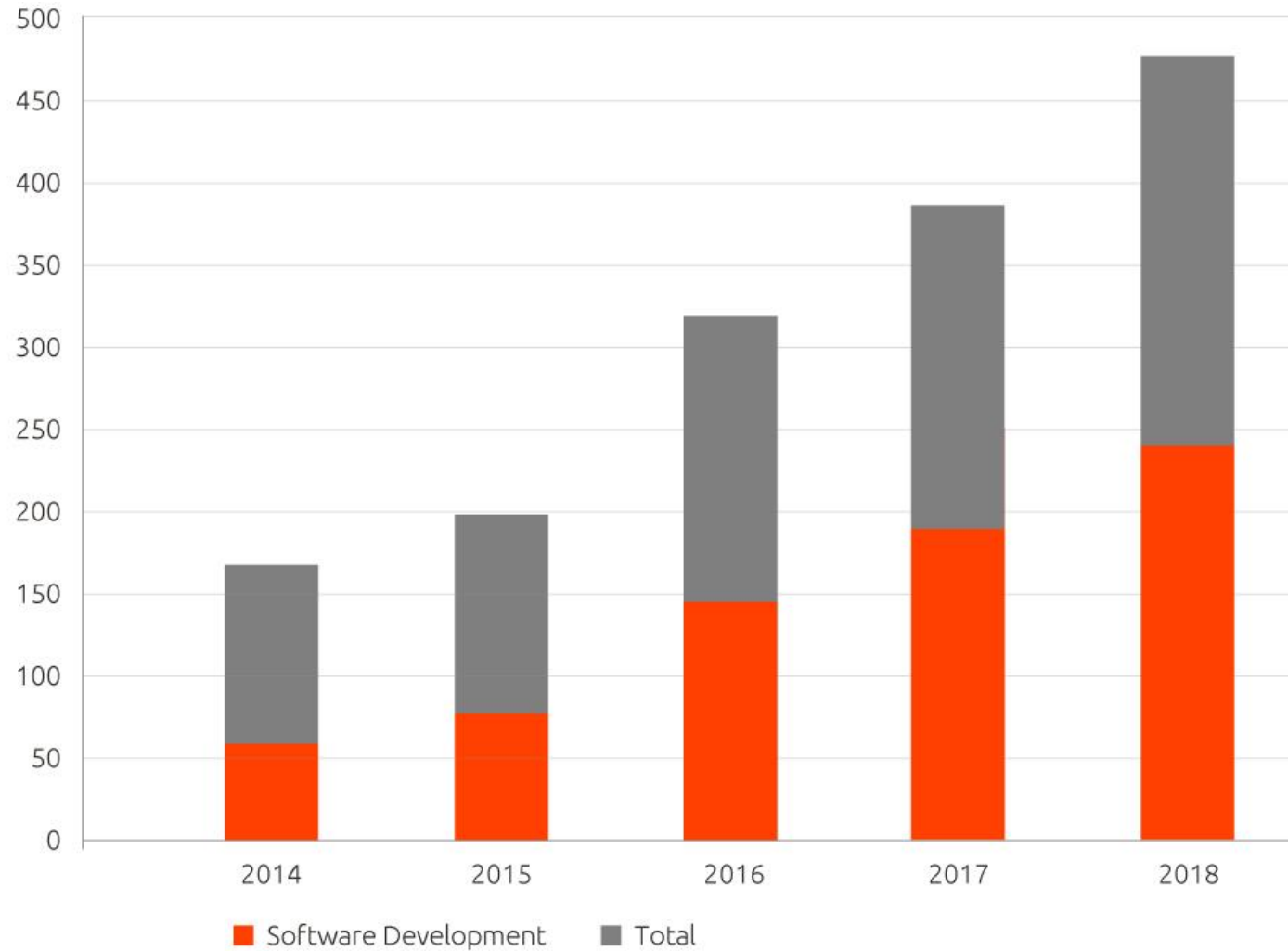
4. **NEW AQUISITIONS**

- › 100% Integrity Line (CH)

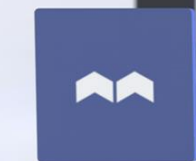
5. **NEW SAAS MODELL**

- › Focusing on ARR

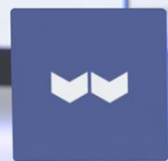
» Employees «



» Our New COCKPIT PLATTFORM «



POLICY MANAGER



INTEGRITY LINE



CRM

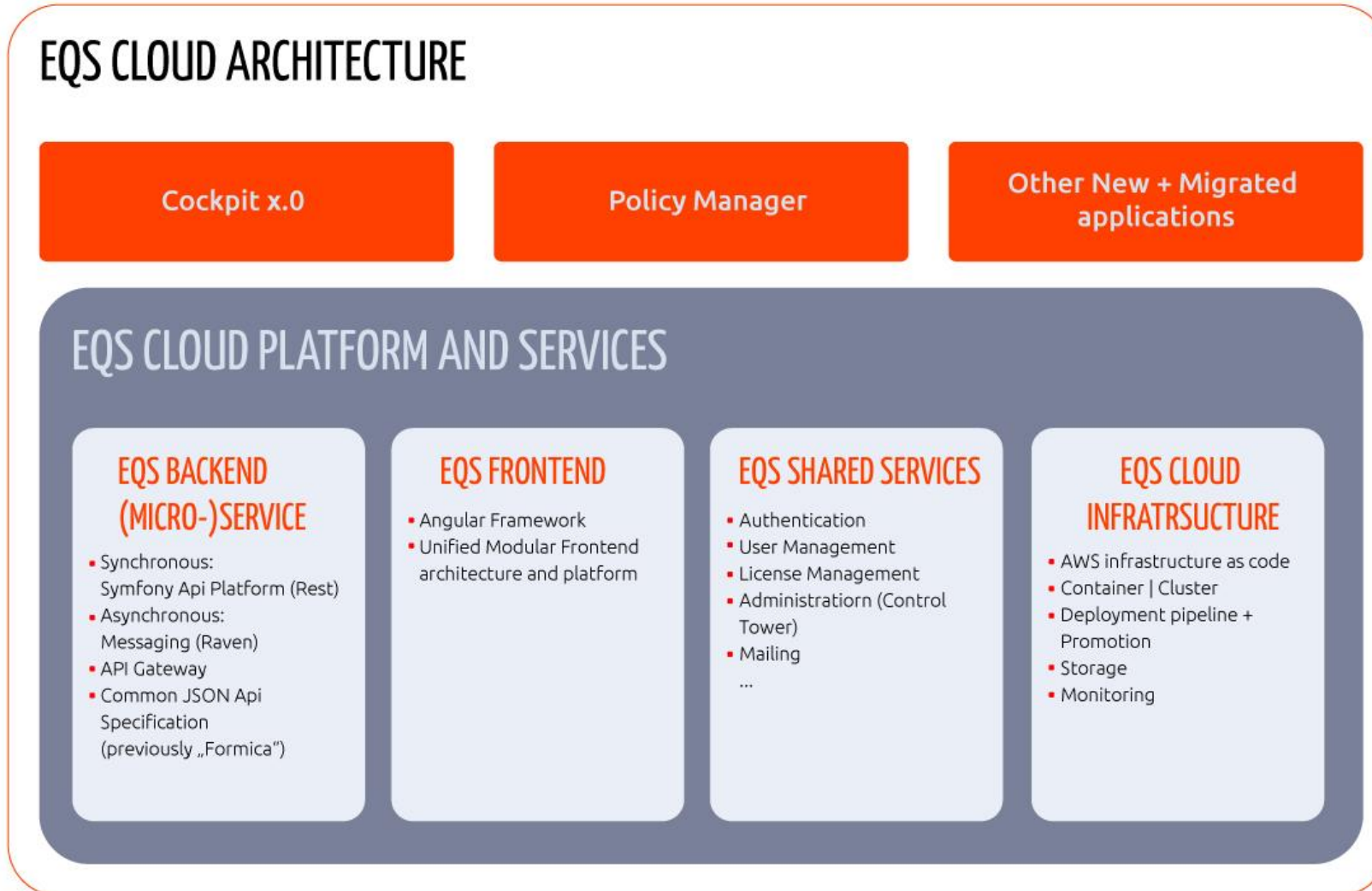


MAILING



INVESTORS

» New Cloud Architecture «



» Vision for the Future «

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

EQS Group 2025

» Agenda «

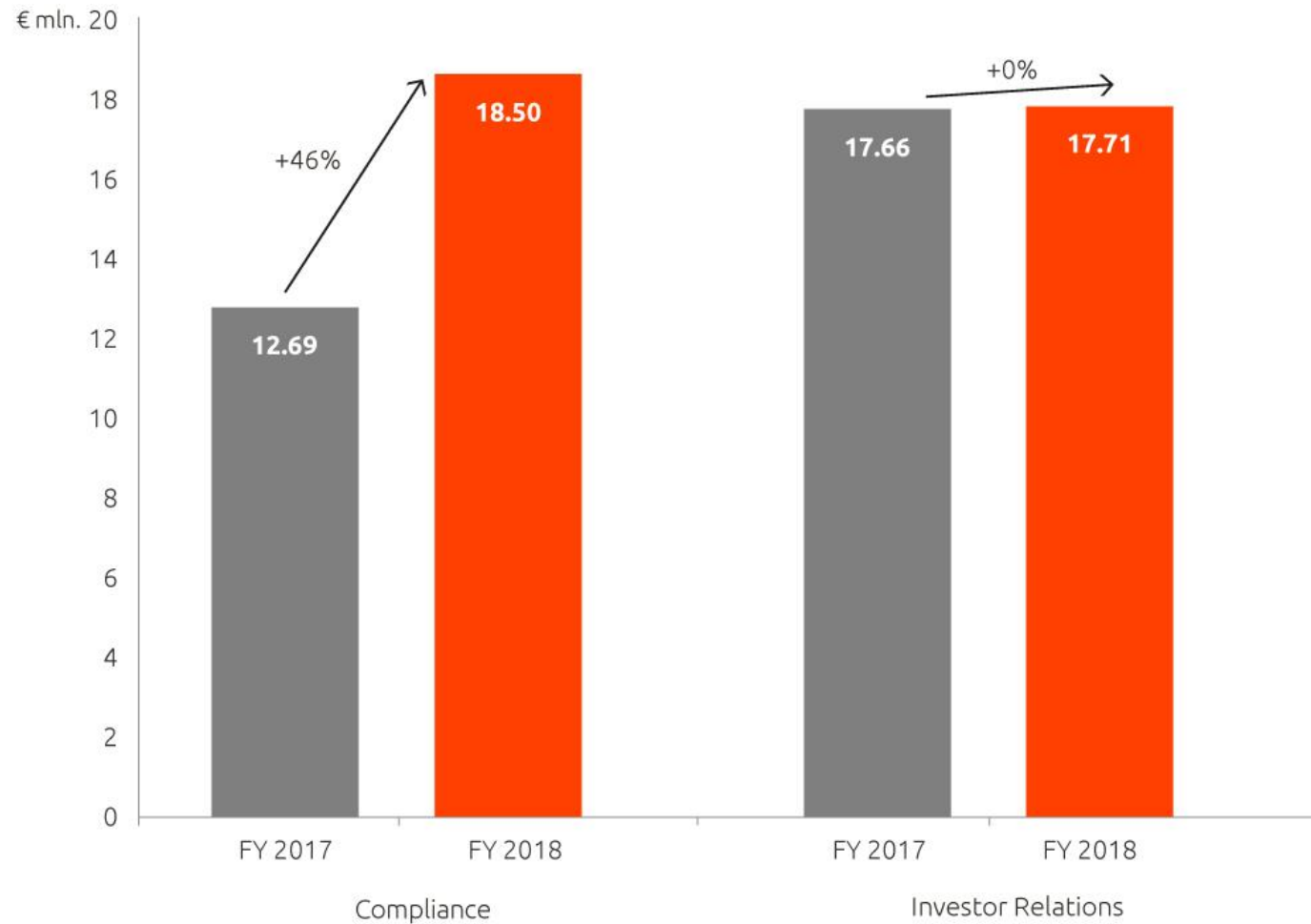
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» Key Figures FY 2018 «

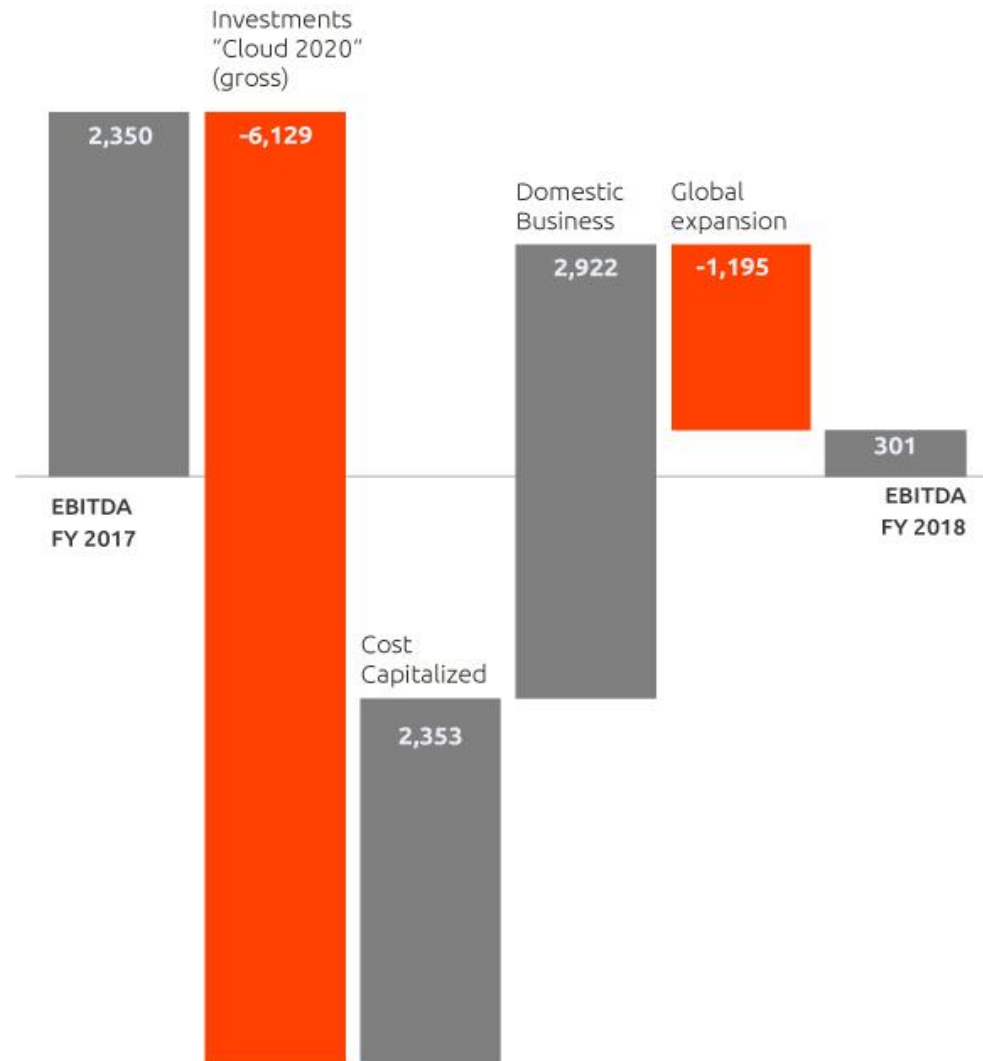
<i>Key figures</i>	<i>FY 2018</i>	<i>FY 2017</i>	<i>+/-</i>
Revenues	36,210	30,355	+19%
EBITDA	301	2,350	-87%
EBIT	-2,058	346	> -100%
Group Earnings	811	-574	> +100%
Operating Cash Flow	2,595	1,647	+58%
Equity-Ratio (%)	59%	62%	-
Employees (Average)	447	358	+25%

All figures are in thousand Euro unless otherwise stated (except for the number of employees)

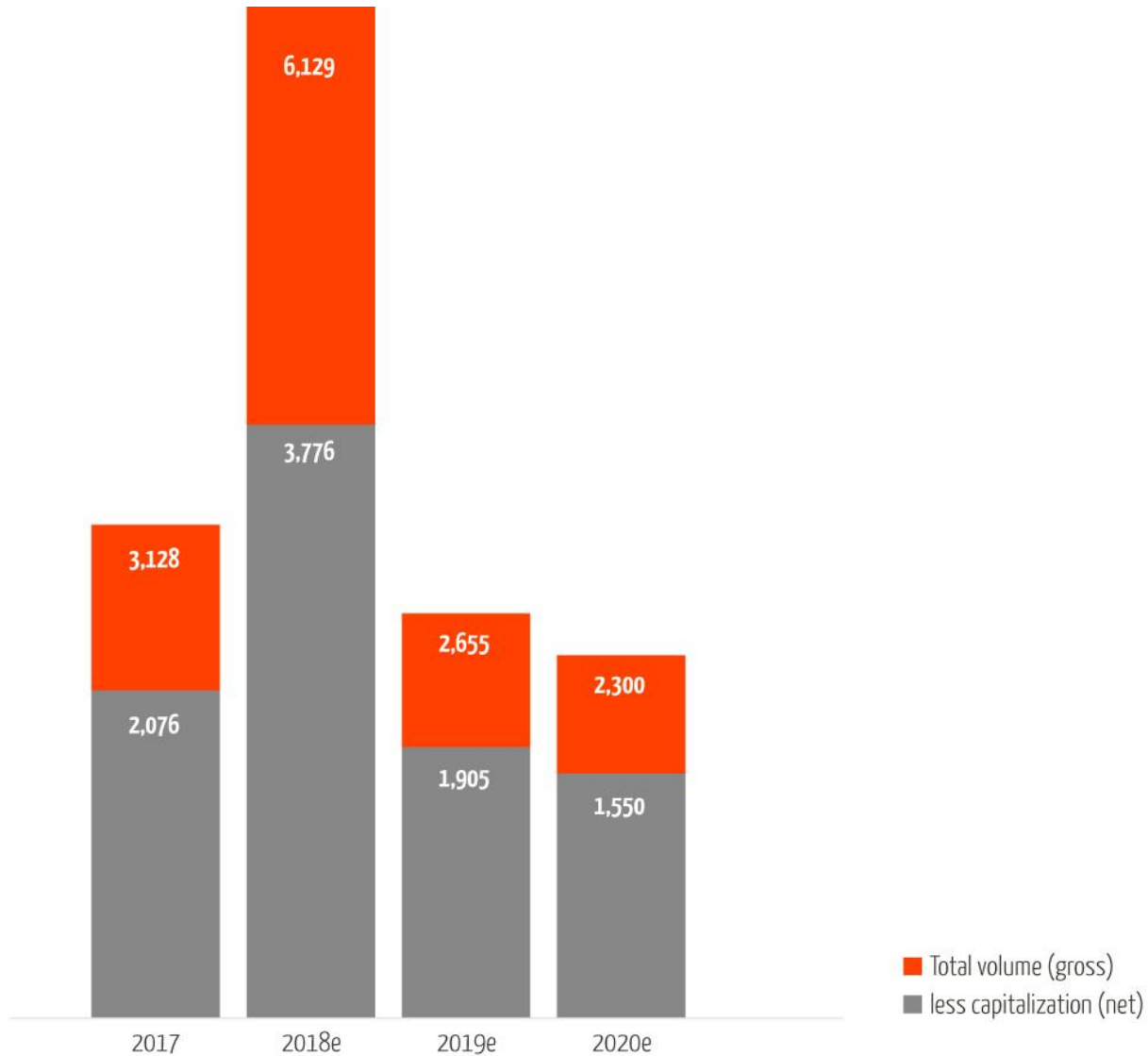
» New Segments: Compliance and Investor Relations «



» EBITDA-Bridge FY 2018 (in '000 €) «



» Investments „EQS Cloud 2020“ (in ‘000 €) «



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» Outlook 2019e: 6 Key Results to track our progress«

400
NEW LARGE CAP
CLIENTS

15%-20%
REVENUE GROWTH

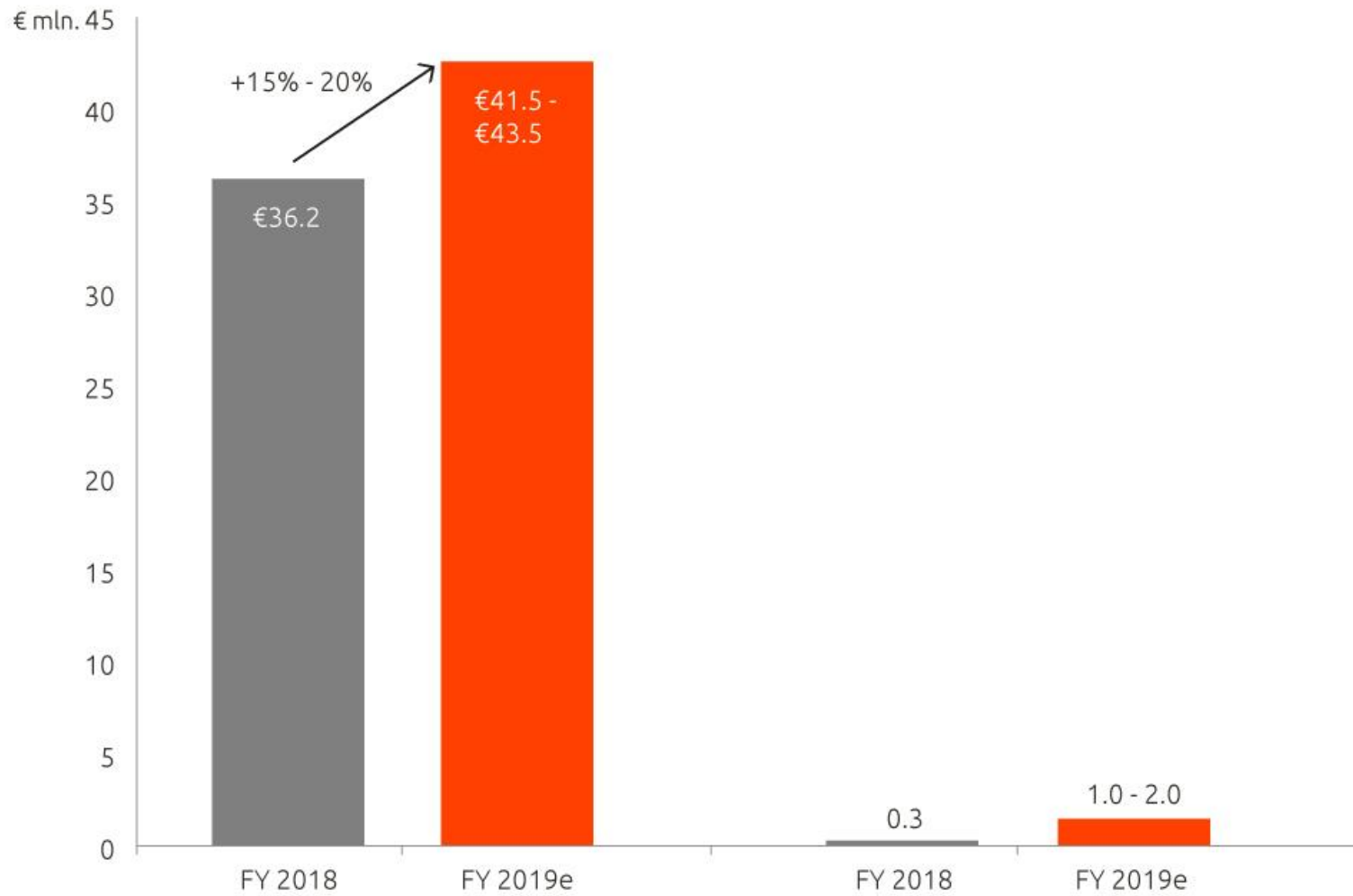
€4 mln
new**ARR**

Constant
LEVEL
of
employee
satisfaction

Constantly **high**
Net
Promoter
Score

€1.0 to **€2.0**
mln mln
EBITDA

» Outlook 2019e: Revenue & EBITDA «



» Growth Drivers «

2018

TRANSITION YEAR

CORPORATE COMPLIANCE

- › New products incl. Integrity Line, Insider Manager, LEI-Manager,

INVESTOR RELATIONS

- › Consolidating provider landscape, IPOs > Delistings

2019

GROWTH FROM NEW COCKPIT

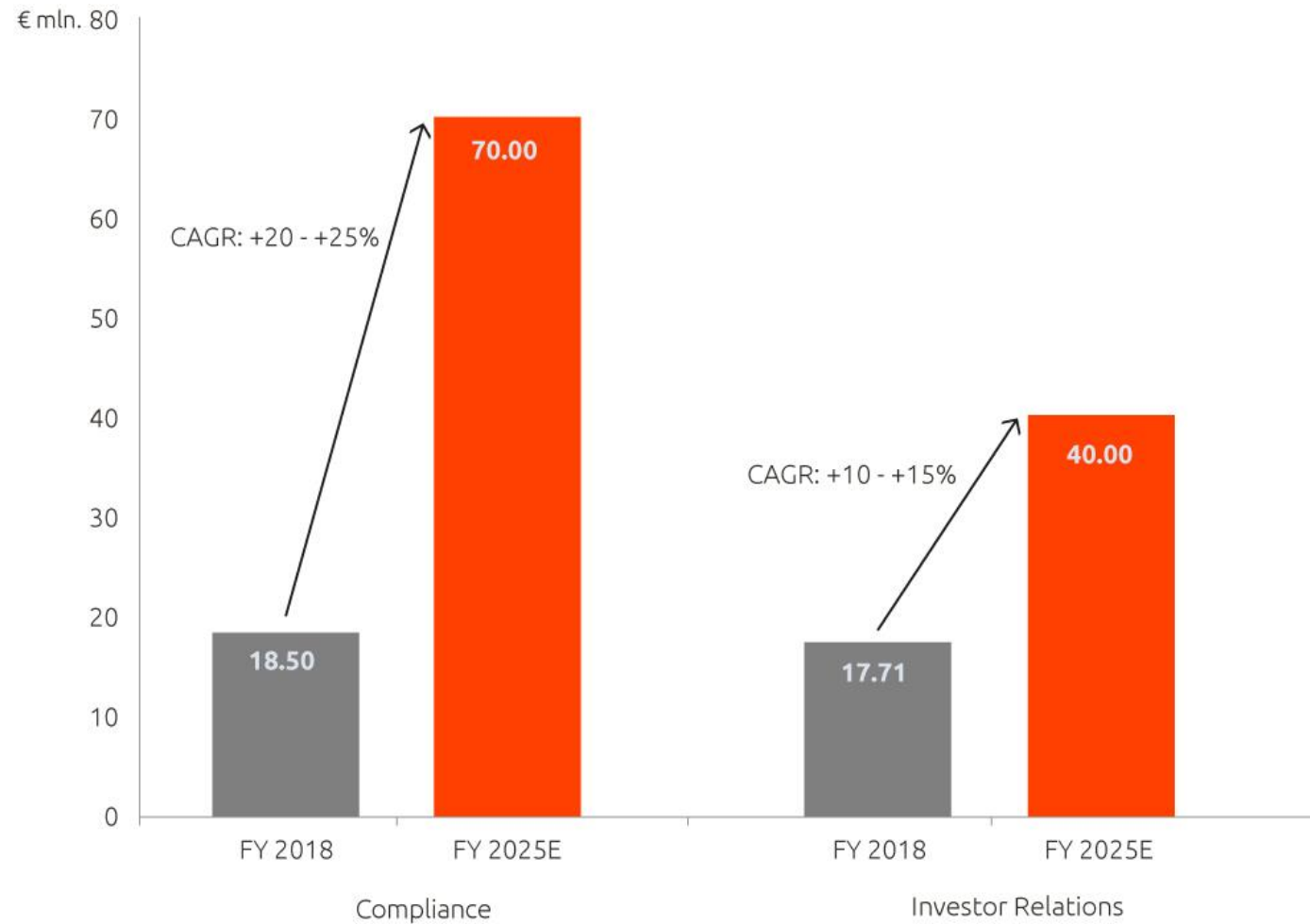
CORPORATE COMPLIANCE

- › Integrated workflow platform incl. CRM, Policy Manager

INVESTOR RELATIONS

- › Integrated workflow platform incl. CRM, Investors

» Steady State 2025 – Revenue «



» Contact «



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

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