



» Earnings Call EQS Group AG «

HY1 2019 Results +++ August 16, 2019 +++ Achim Weick, Founder and CEO, André Marques, CFO

## » Agenda «

1. About
2. Segment Corporate Compliance
3. Segment Investor Relations
4. HY1 2019
5. Outlook

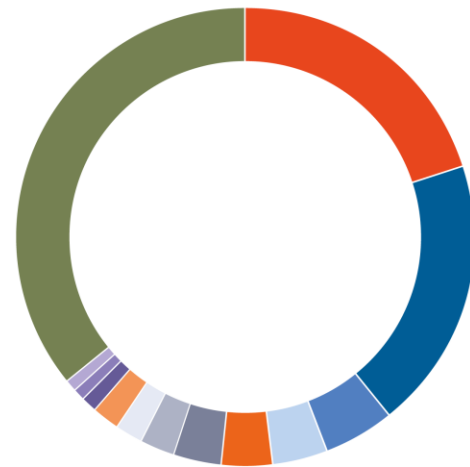
# » EQS Group «

RegTech	Corporate Compliance Investor Relations
Clients	2,369 Large Caps 4,249 XML 34,093 LEI
Employees	332 (FTE)
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



# » Shareholder Structure : Founders and Longterm Investors «

Shareholder structure as of August 13, 2019:



- Achim Weick: 21%
- Investmentaktiengesellschaft für langfristige Investoren TGV: 20%
- EIFFEL INVESTMENT GROUP SAS: 5%
- Allianz Global Investors: 4%
- Berenberg Europ. Micro: 4%
- Shareholder Value: 4%
- Rony Vogel: 3%
- Peter Conzatti: 2%
- Robert Wirth: 2%
- André Marques: 1%
- Christian Pflieger: 1%
- Marcus Sultzer: 1%
- Free Float: 32%

Institutional Investors > 3% & Management and Board of directors

# » Performance since IPO on 8.6.2006 «

~380%\* Total Return --- Outperformance EQS share (red line) vs TecDax (blue line) --- Market Cap: € 95 million.\* \*as of August 13, 2019



## » Fuel the Cloud Engine «

### Trend 1: Digitization

Budget shift to digital

→ **Digital workflows**

### Trend 2: Regulation

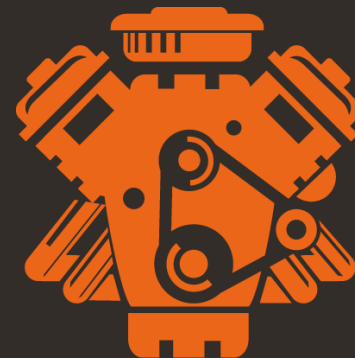
Governance & Compliance

→ **New markets and products**

### Trend 3: Globalization

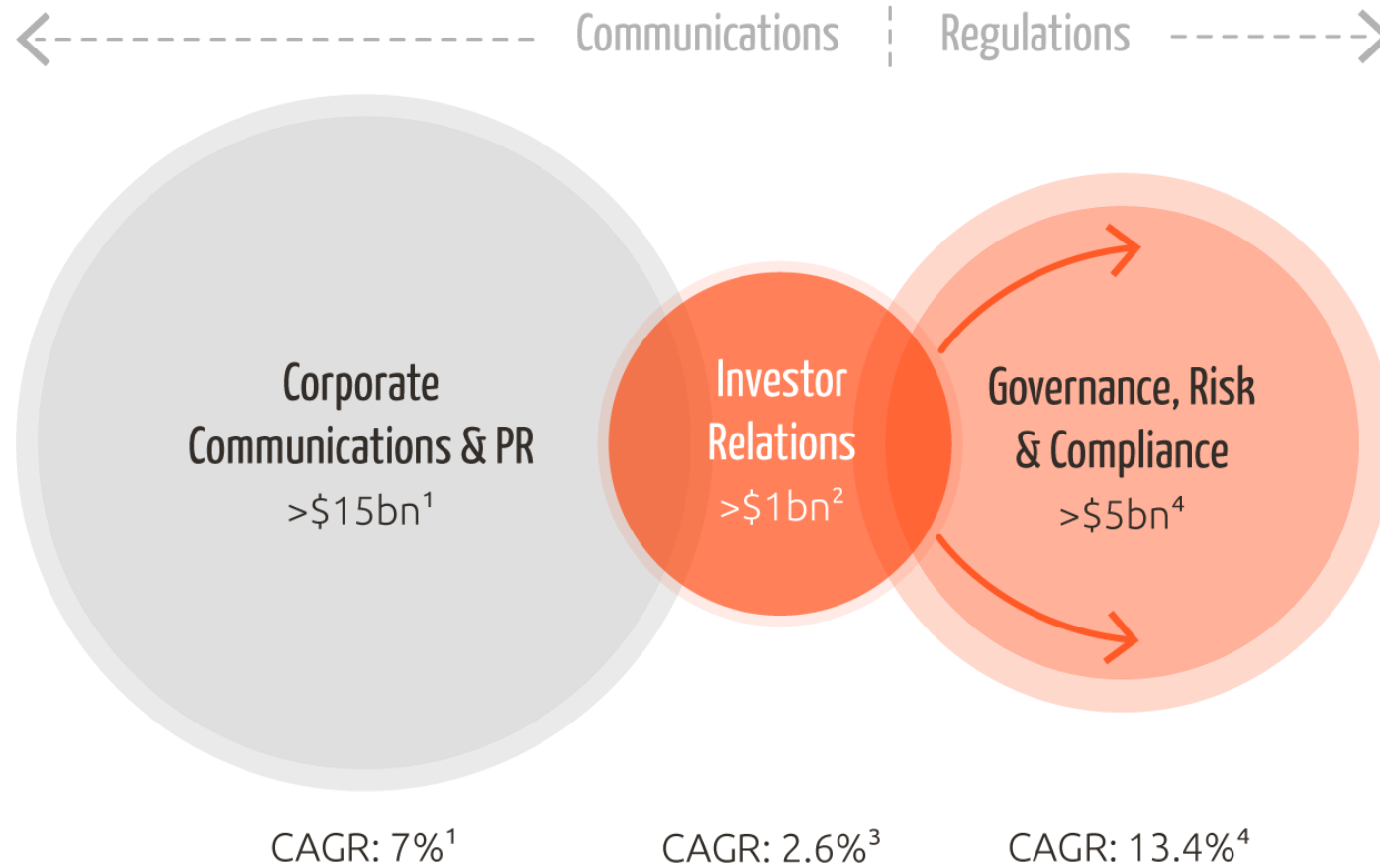
Global corporate operations

→ **International expansion**



› Growth of highly profitable cloud revenues

# » Our Business Universe «



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

## » Our SaaS-Business Model «



80%

### Annual Recurring Revenues

- COCKPIT
- Webhosting
- Webcast

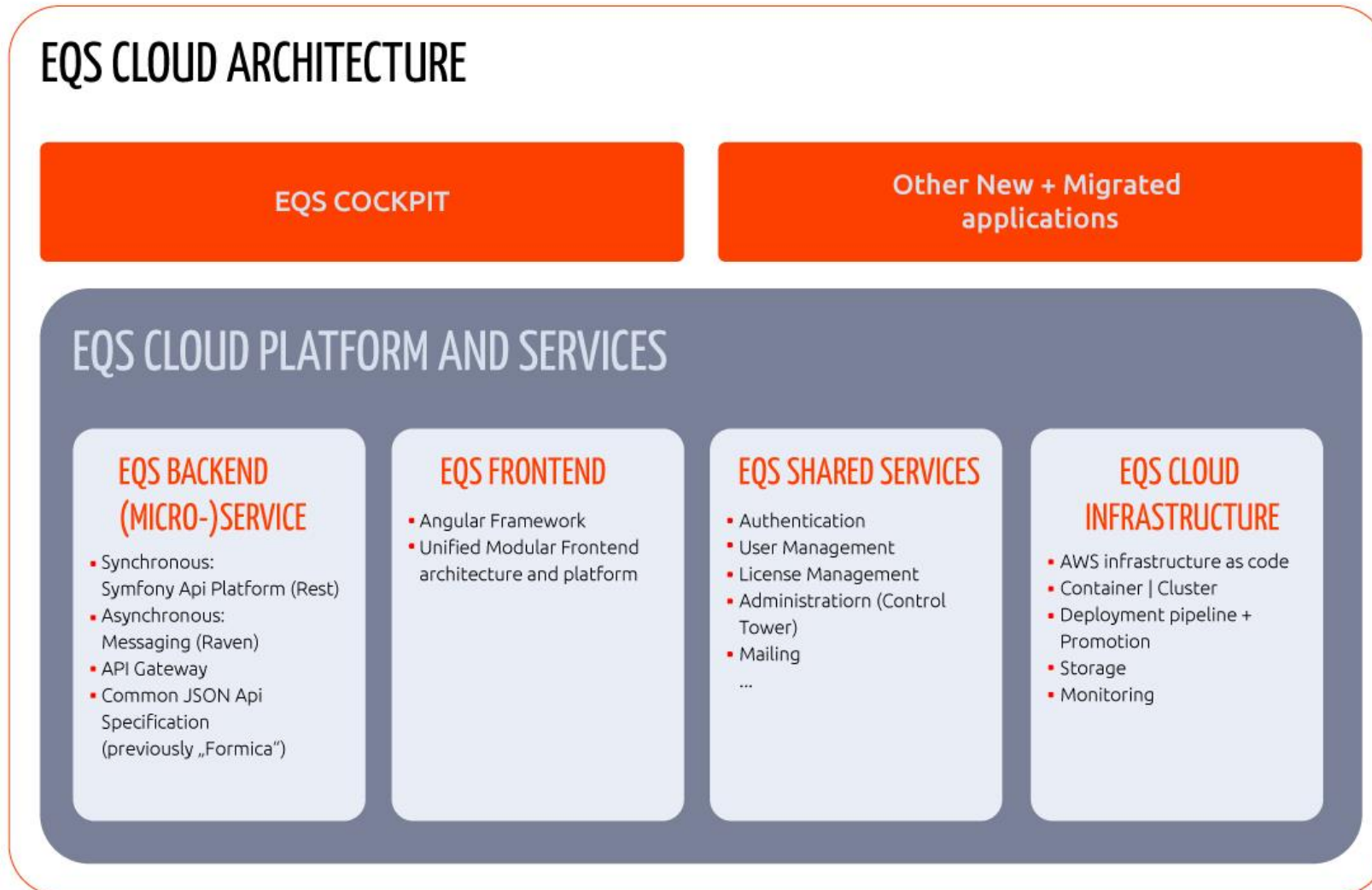
20%

### Onboarding Revenues

- Setup Fees
- Media



# » New Cloud Architecture «



## » Case Study IPO (in €)«

<i>COCKPIT-Modules</i>	<i>ARR (2019)</i>	<i>ARR (2017)</i>	<i>Set Up (2019)</i>
New COCKPIT (Investors, CRM, Mailing)	11,880	-	5,000
Disclosure & Newswire*	7,900	7,100	-
Insider Manager	7,500	4,400	-
XML-Filing*	3,000	3,000	-
Exchange Reporting System	600	600	-
IR Website	14,280	13,080	24,500
<b>Total</b>	<b>45,160</b>	<b>28,180</b>	<b>29,500</b>

\* Average revenue per customer per year, recurring revenues based on historical data

## » Agenda «

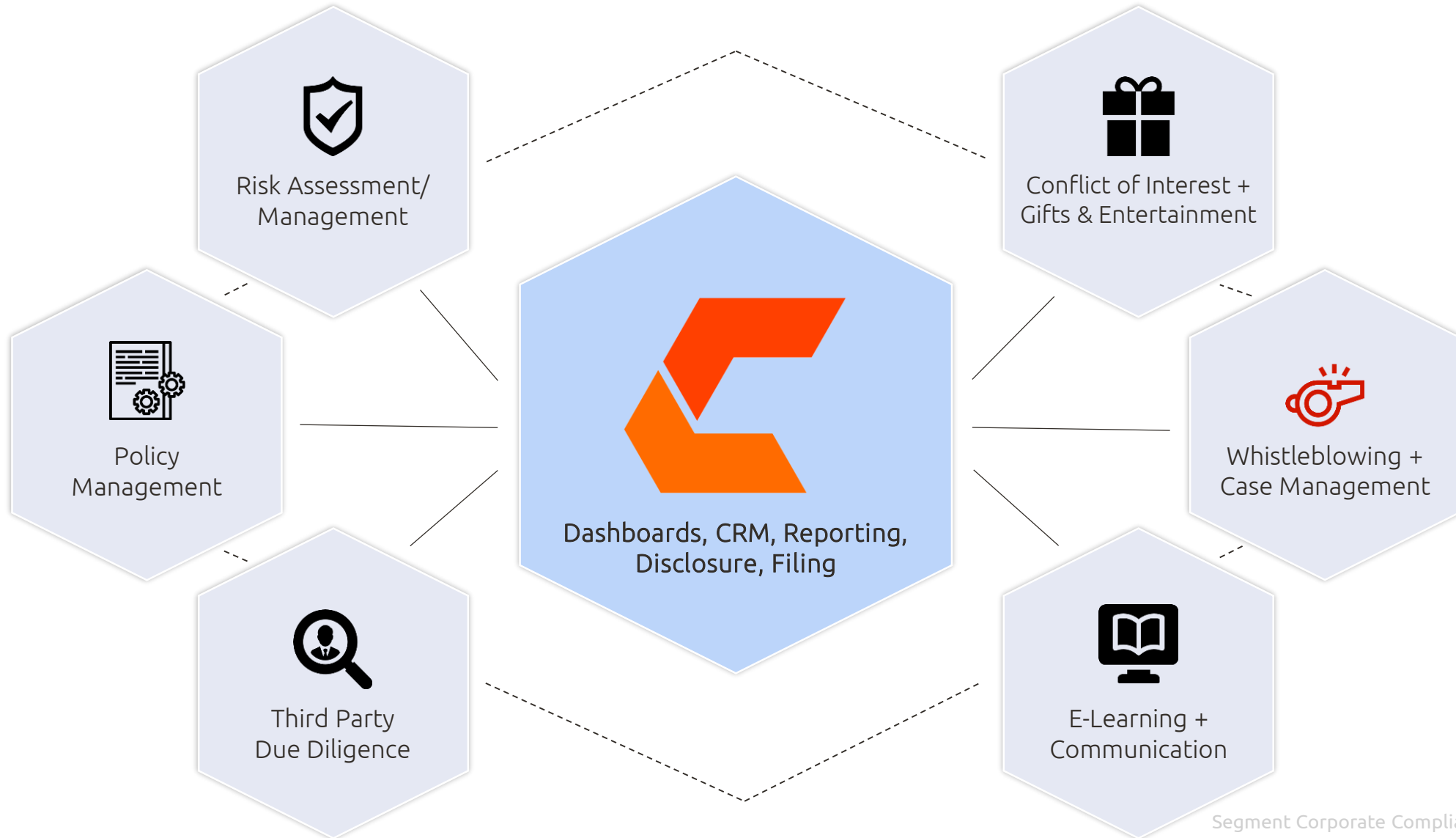
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## » Investment Program Cloud 2020 – The Compliance Case «



**Integrated platform for Corporate Compliance**  
allows us to expand into market of non-listed companies

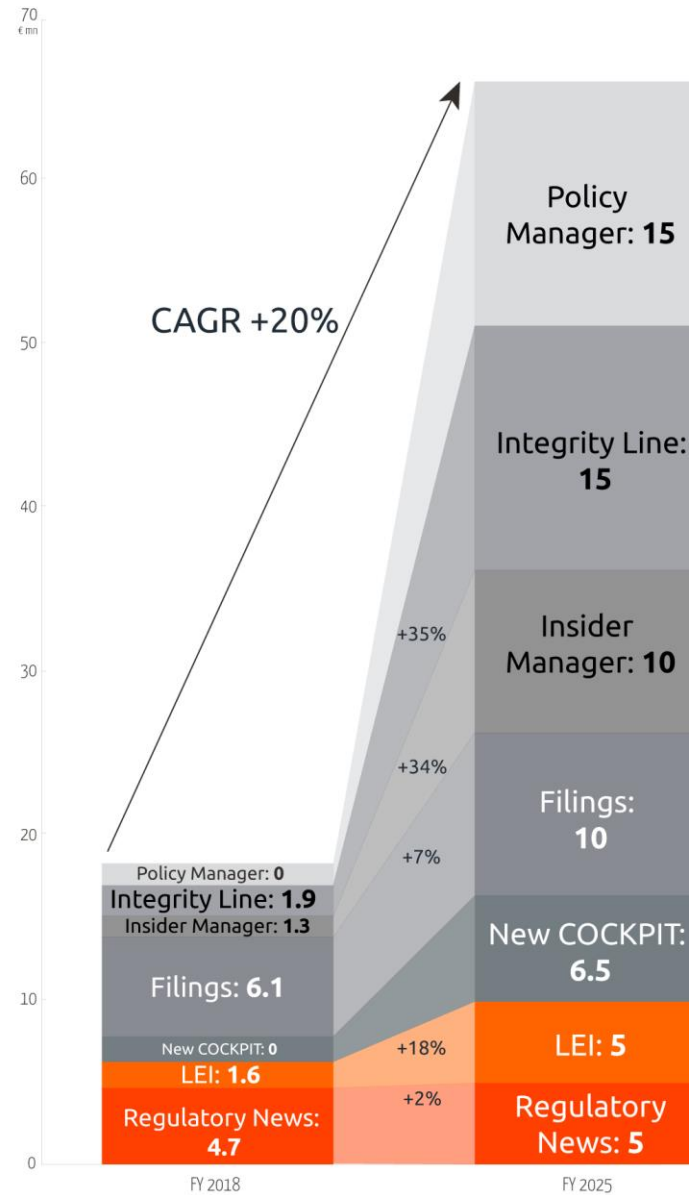
# » The EQS Compliance COCKPIT will consist of seven elements «



# » New COCKPIT for Compliance «

**NEW!**

# » Compliance Product Growth «



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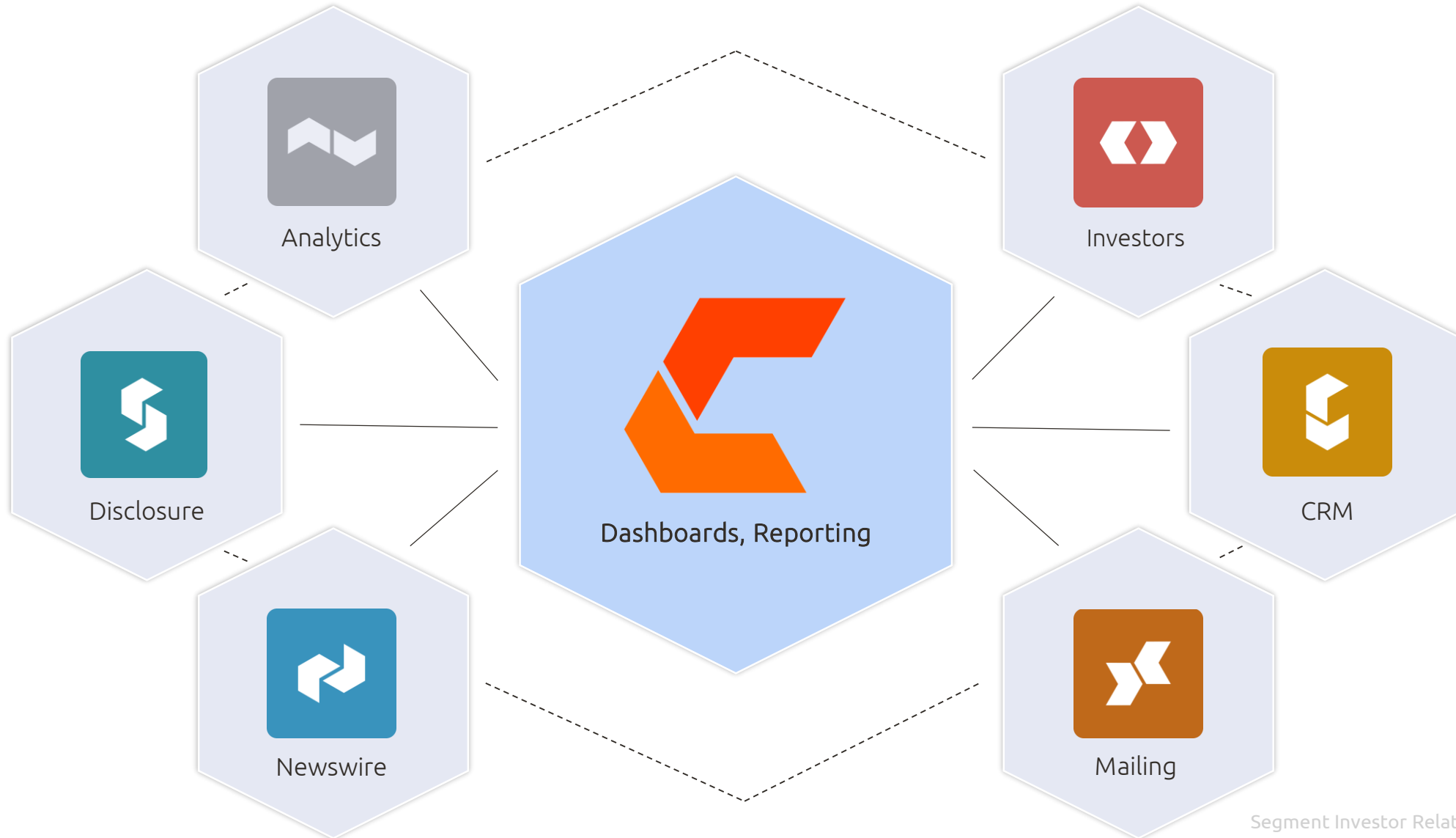


## » Investment Program Cloud 2020 – The IR Case «



**Unique platform** with integrated **investor data** and **outreach**  
allows us to grow above the market rate

# » The EQS Investor Relations COCKPIT consists of seven elements «



# » Our New COCKPIT IR Modules «

**NEW!**

**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

**QUICK ACTION**

- DISCLOSE CORPORATE NEWS
- DISCLOSE MANAGERS' TRANSACTION
- DISCLOSE INSIDE INFORMATION
- FILE ERS REPORT
- CREATE MAILING

**LATEST CONTACTS**

- Martin Fischer** Allianz Global Investors GmbH
- Bert Hoffmann** UBS Asset Management
- Matt Anderson** BlackRock, Inc.
- Nicole Miller** Bloomberg
- CREATE NEW CONTACT

**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)
- CREATE NEW TASK

**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

**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	▼

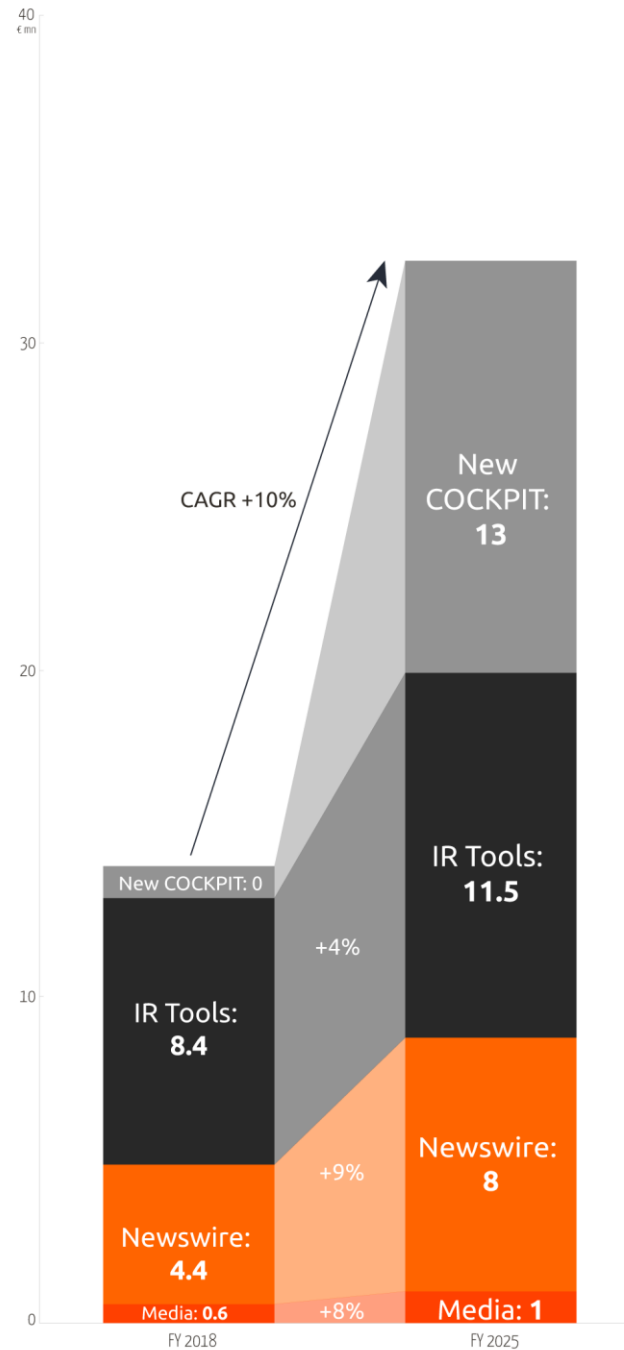
**IR WEBSITE TRAFFIC LAST 30 DAYS**

Visits

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%

EQS GROUP

# » IR Product growth «



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## » Progress in HY1 2019 «

New **COCKPIT**  
**65** Clients migrated  
**20**  
new SaaS-contracts

Revenue in the  
**Compliance**  
segment grew by  
**+15%**

Revenue in the  
**Investor Relations**  
segment grew by  
**+4%**

In HY1 2019  
newly acquired ARR of  
**€1.30** mln

Revenue **+9%**  
increases by

to **€18.70** mln  
with EBITDA of **150** thousand

**Trend reversal:**  
Operating expenses increasing  
in Q2 2019  
as expected at a lower rate than revenues\*

**166**  
NEW **LARGE CAP** CUSTOMERS  
in H1 2019

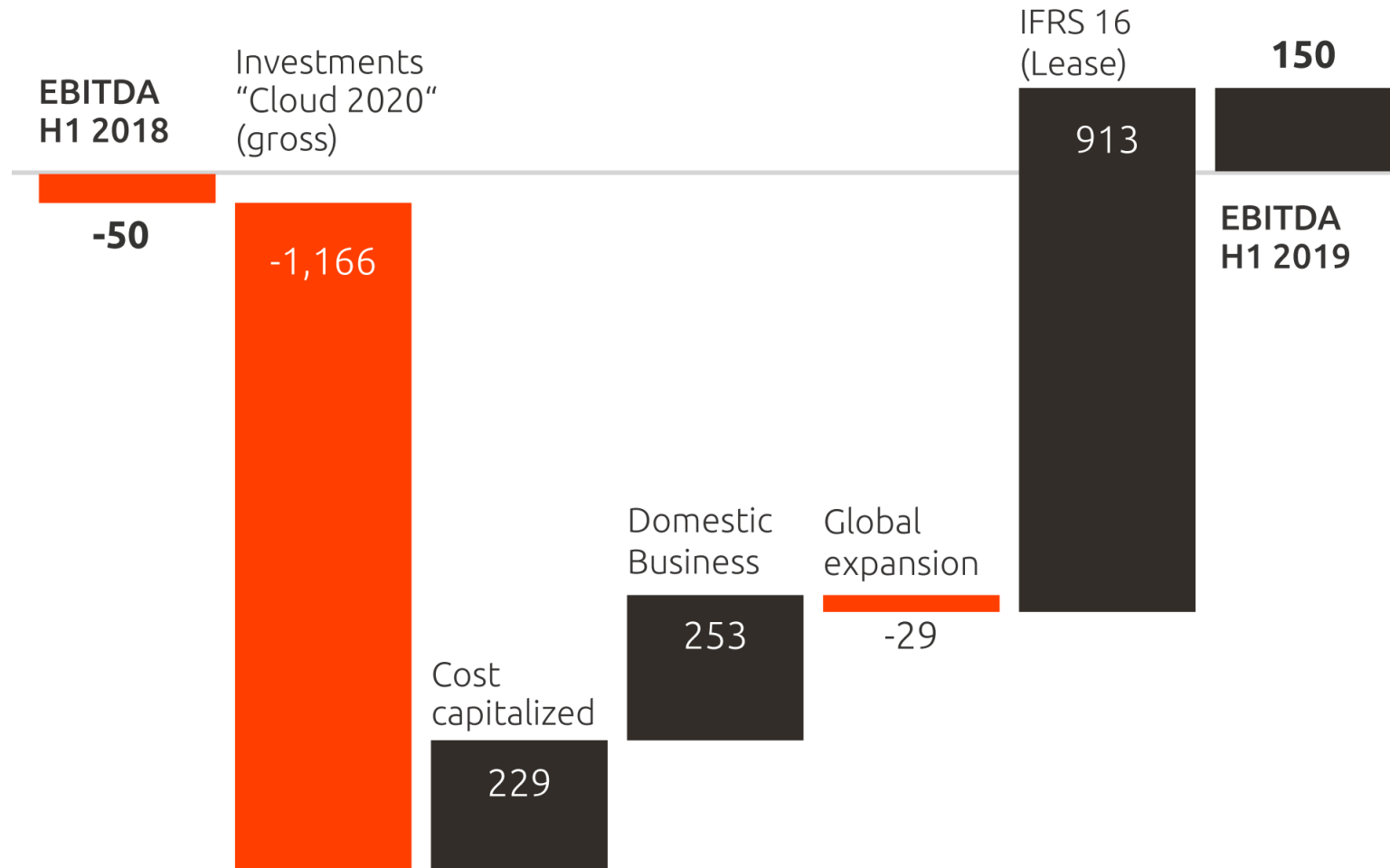
\*Adjusted for IFRS 16, excl. Depreciation

## » Key Figures HY1 2019 «

<i>Key figures</i>	<i>HY1 2019</i>	<i>HY1 2018</i>	<i>+/-</i>
Revenues	18,703	17,131	9%
EBITDA	150	-50	>100%
EBIT	-2,023	-1,094	-85%
Group Earnings	-2,450	148	>-100%
Operating Cash Flow	760	1,199	-37%
Equity-Ratio (%)	45%	59%	-
Employees (Average)	468	429	9%

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

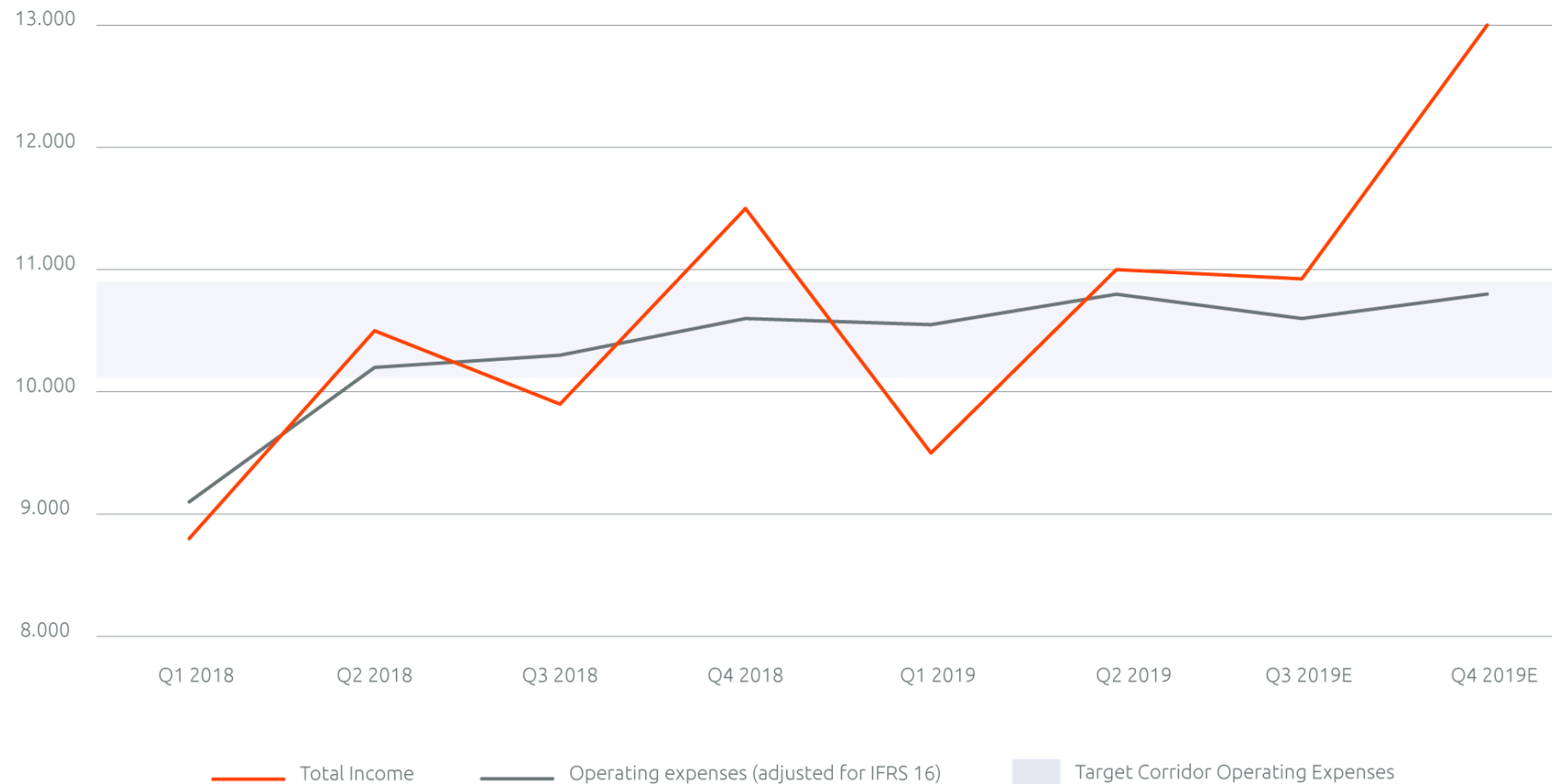
# » EBITDA-Bridge HY1 2019 (in '000 €) «





# » Quarterly operating expenditures\* (in million €) «

\*For comparability figures include ARIVA expectation for HY2 2019 (pro Forma) & adjusted for Effects from IFRS 16



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## » 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

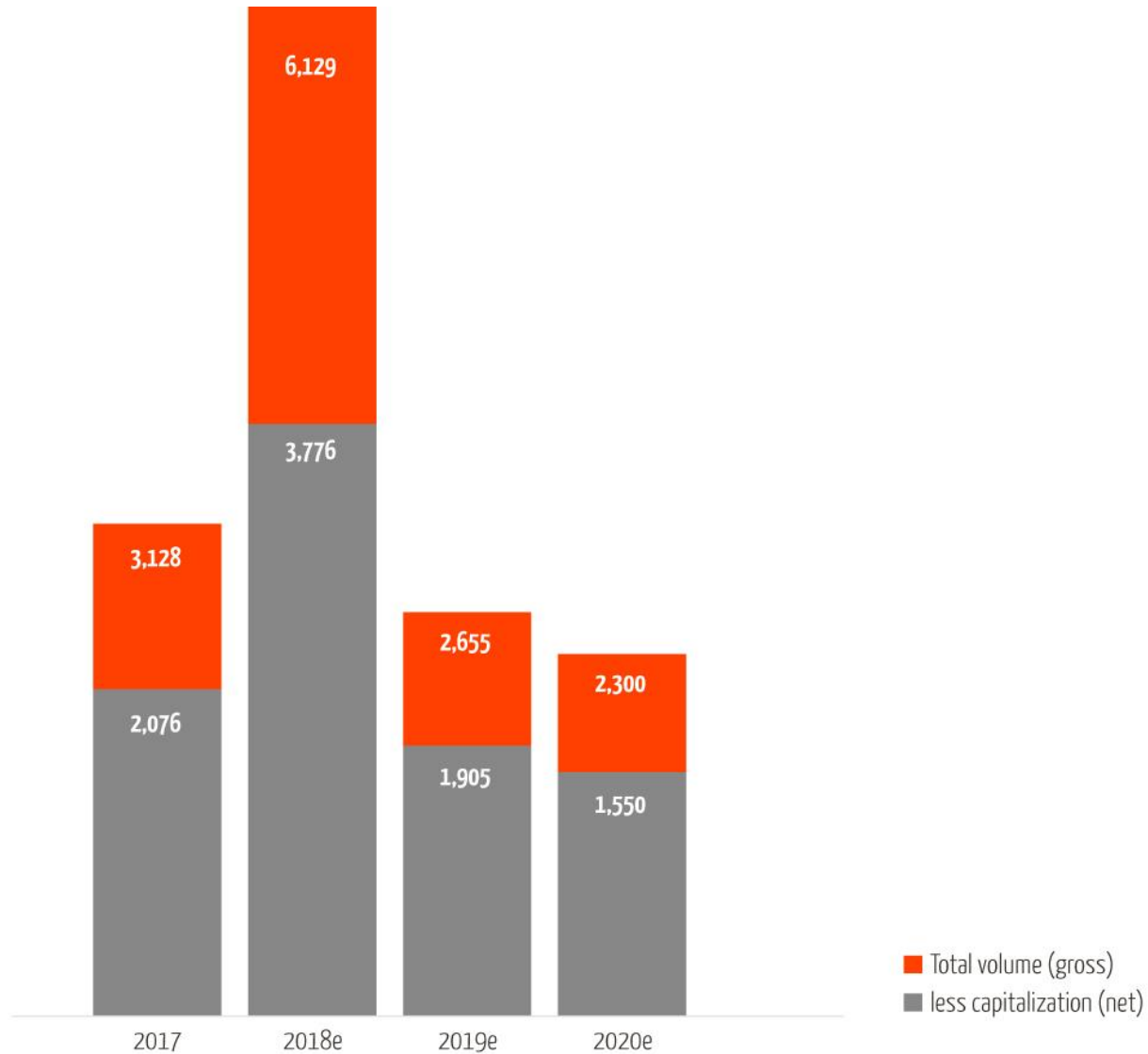
#### **CORPORATE COMPLIANCE**

Integrated workflow platform incl. Policy Manager, Mailings and CRM

#### **INVESTOR RELATIONS**

Integrated workflow platform incl. Investors, Mailings and CRM

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



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

\* EBITDA adjusted for IFRS 16 effects

**400**  
NEW LARGE CAP  
**CLIENTS**

4%-9%  
**REVENUE GROWTH**

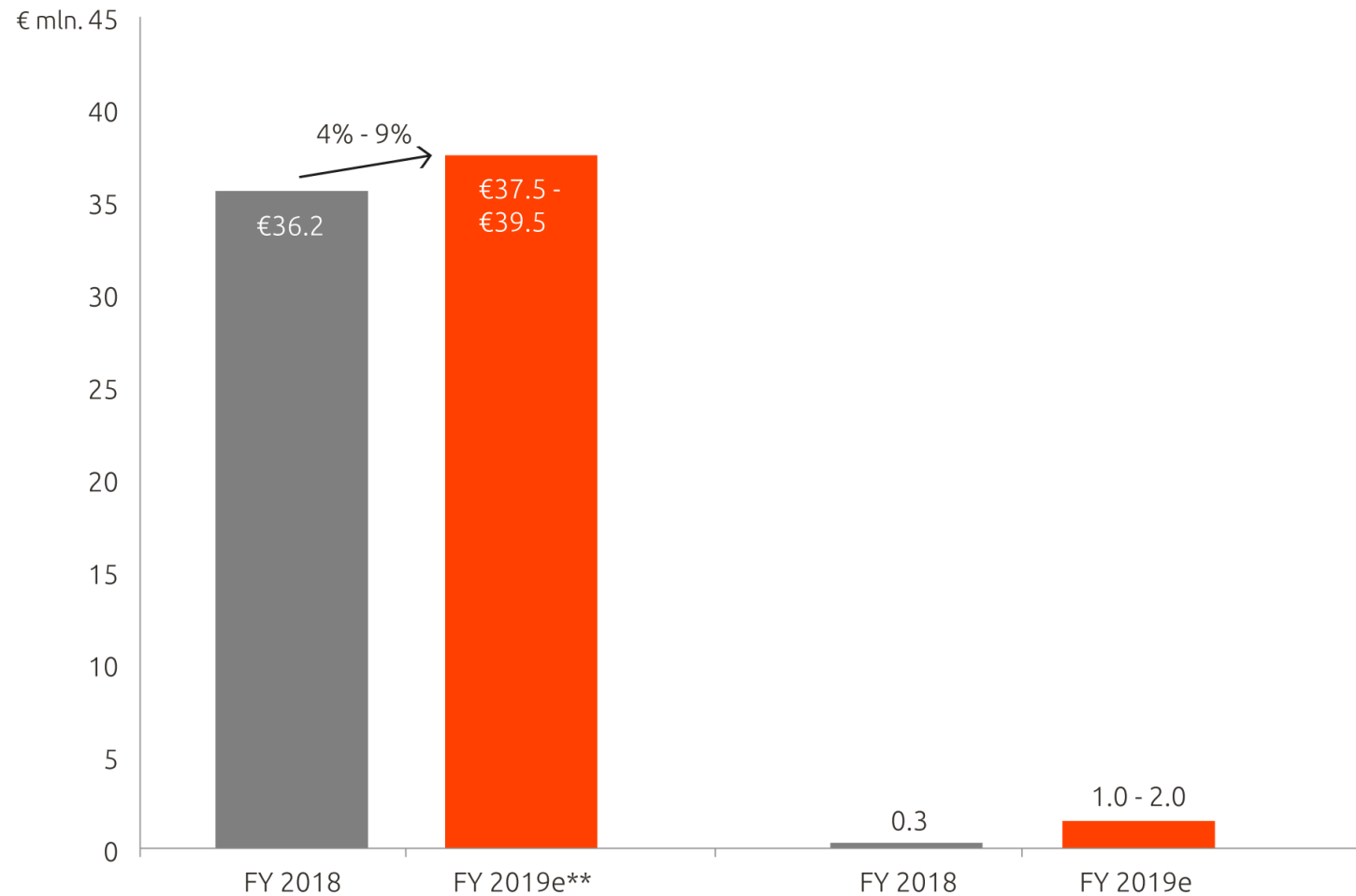
**€4 mln**  
new**ARR**

Constant  
**LEVEL**  
of  
employee  
satisfaction

Constantly **high**  
**Net**  
Promoter  
**Score**

**€1.0** to **€2.0**  
mln to mln  
**EBITDA**

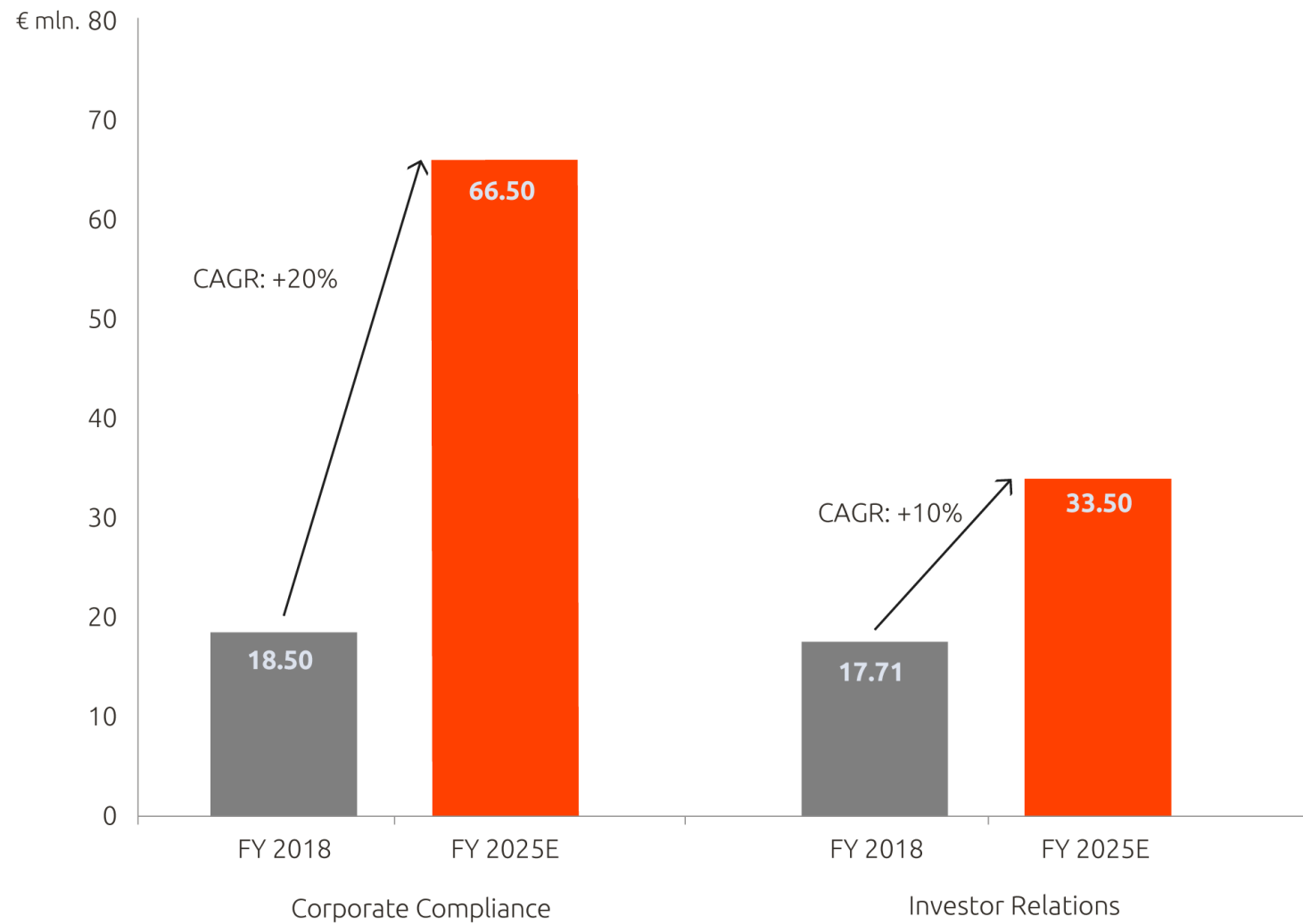
## » Outlook 2019e: Revenue & EBITDA\* «



\*EBITDA adjusted for IFRS 16 effects

\*\*FY 2019 after deconsolidation of ARIVA.DE from July 1, 2019

## » Steady State 2025 – Revenue «



## » Vision for the Future «

» 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).

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

Please register at [www.eqs.com](http://www.eqs.com) in IR section or in the App Store.

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