



» EQS Group AG – The Global RegTech «

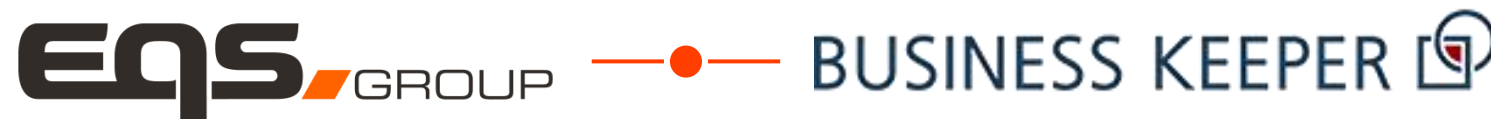
Acquisition of Business Keeper +++ June 14th, 2021 +++ Achim Weick, Founder and CEO & Marcus Sultzer, CRO & André Marques, CFO

» Agenda «

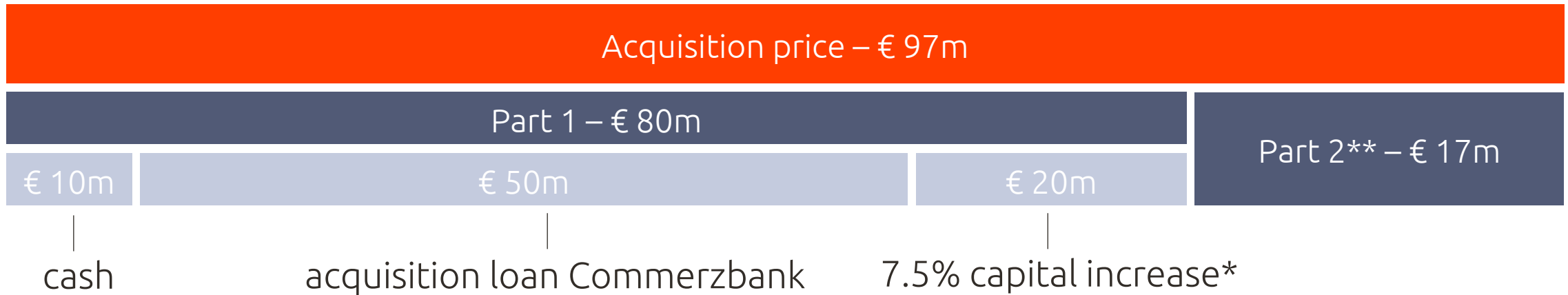
1. Acquisition
2. Stronger Market Position
3. Synergies
4. New Outlook

» Acquisition of Business Keeper «

- EQS becomes the leading European Cloud-provider for whistleblowing solutions
- Combined 1,200 SaaS-customers and € 20m ARR (2021e) for whistleblowing software
- New forecast 2025: € 130m (before € 100m) revenue and an EBITDA margin of at least 30%
- Net purchase price € 95m based on a valuation of 8x - 9x ARR (2021e)
- BK FY 2020: revenues € 8.9m (FY2019: € 8.2m) and EBITDA € 0.5m (FY2019: € 1.8m)



» Financing Structure «



*** The Investmentaktiengesell. f. langfr. Investoren TGV and Members of the Management and Supervisory Board secure a capital increase of 7,5% at € 38 per share to the full extent**

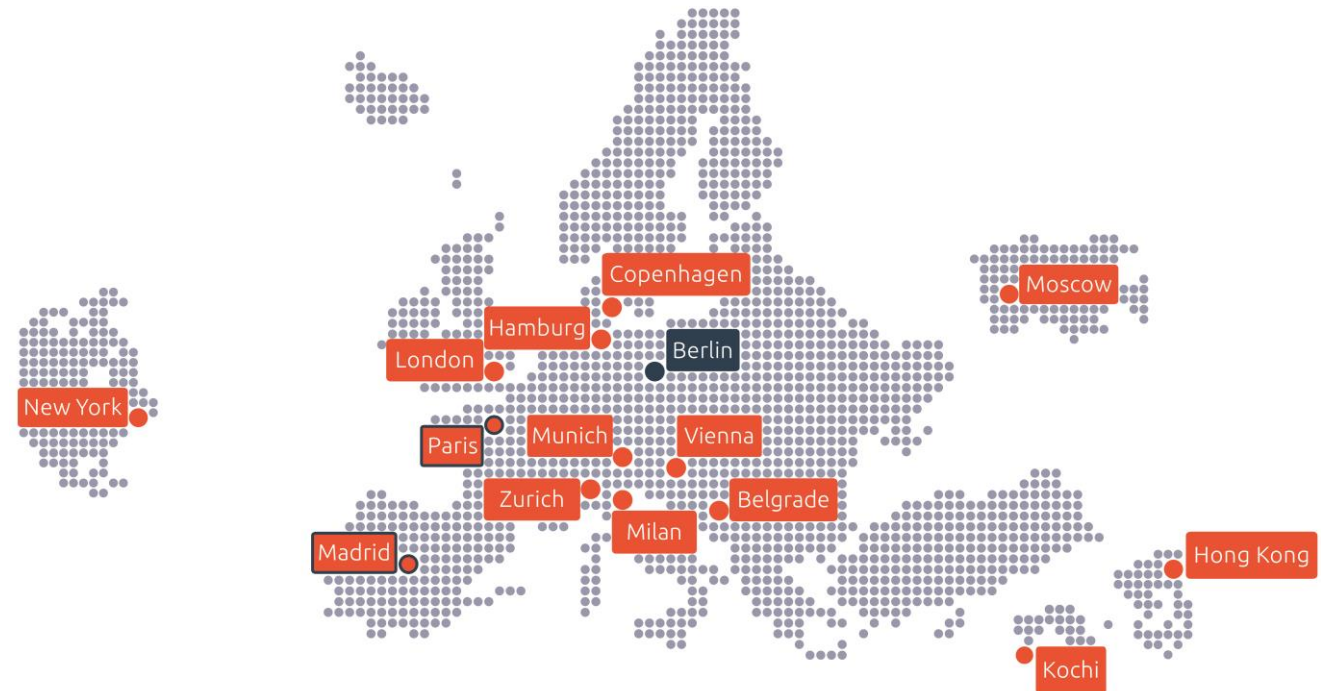
**** Deferred payment to the seller 12 months after closing**

» Agenda «





1. Acquisition
2. Stronger Market Position
3. Synergies
4. New Outlook

» EQS Group – New Structure «

RegTech	Corporate Compliance Investor Relations
Customers	3,500 SaaS (EQS: 3,200 + BK: 300) 4,500 Filing
Employees	550 (EQS: 450 + BK: 100)
Founding	EQS Group: 2000 in Munich (Headquarter) Business Keeper: 2001 in Berlin
Listing	Frankfurt (Scale)



» New Market Position – EQS Group as EU Market Leader for Digital Whistleblowing «

				
Headquarter	Germany	Netherlands	USA	USA
Revenue 2020 (total)	€ 47m (pro forma)	~ € 5.0 m	~ \$ 250m	~ \$ 100m
M & A	Integrity Line (CH) Got Ethics (DK) Business Keeper (GER)	-	WhistleB (SWE) Expolink (UK)	Convercent (USA)
Offices in Europe	11	1	3	4
EU Customers	1,200	~ 400	~ 500	~ 100
Nr. of DAX Customers	17	1	-	-
Compliance Suite	✓✓	✓	✓✓✓	✓✓

» Agenda «

1. Acquisition
2. Stronger Market Position
3. Synergies
4. New Outlook

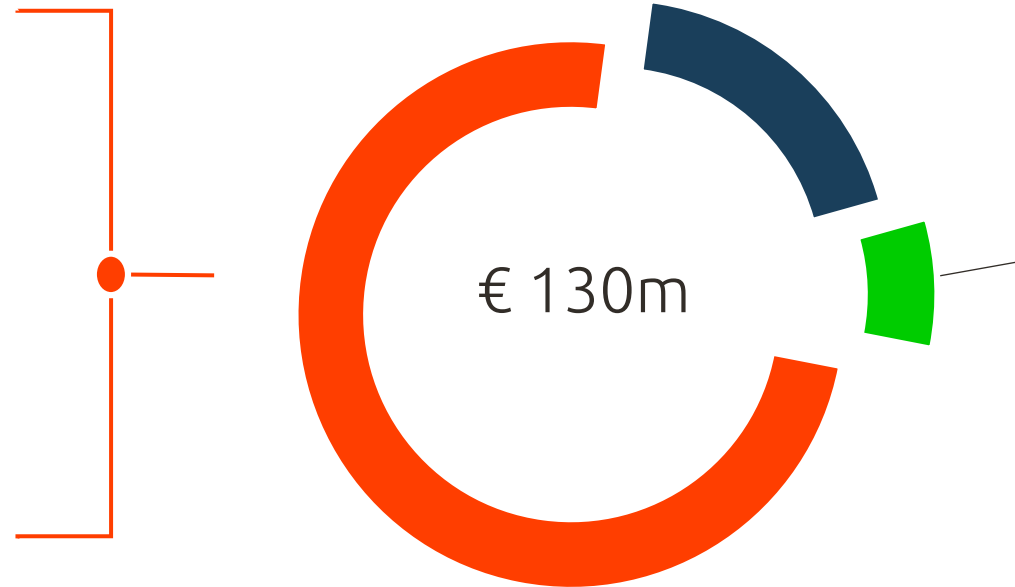
» € 5-10m Synergies from Sales in 2025 «



EQS Group



Business Keeper



Synergies

1. Strengthened market position
2. Shorter sales cycles
3. Increased pricing power
4. Up- and cross-selling

» Up- and Cross-Selling «



BK Customers (300, of which 16 DAX)

EQS Customers (3,200 SaaS)

» Reallocation and Consolidation of Complementary Resources «



- Additional employees: ~100
- New total number of employees: ~550
- Comparable organizational structure
- Focus on software development and sales for compliance products

» Agenda «

1. Acquisition
2. Stronger Market Position
3. Synergies
4. **New Outlook**

» Outlook 2021e «

New SaaS Customers

1,750–2,250
(+250)



New ARR

€ 9m
(+ € 3m)



Revenue Growth

30%–40%
(+10%)



Net Promoter Score

Stable



Employee Satisfaction

Constant Level

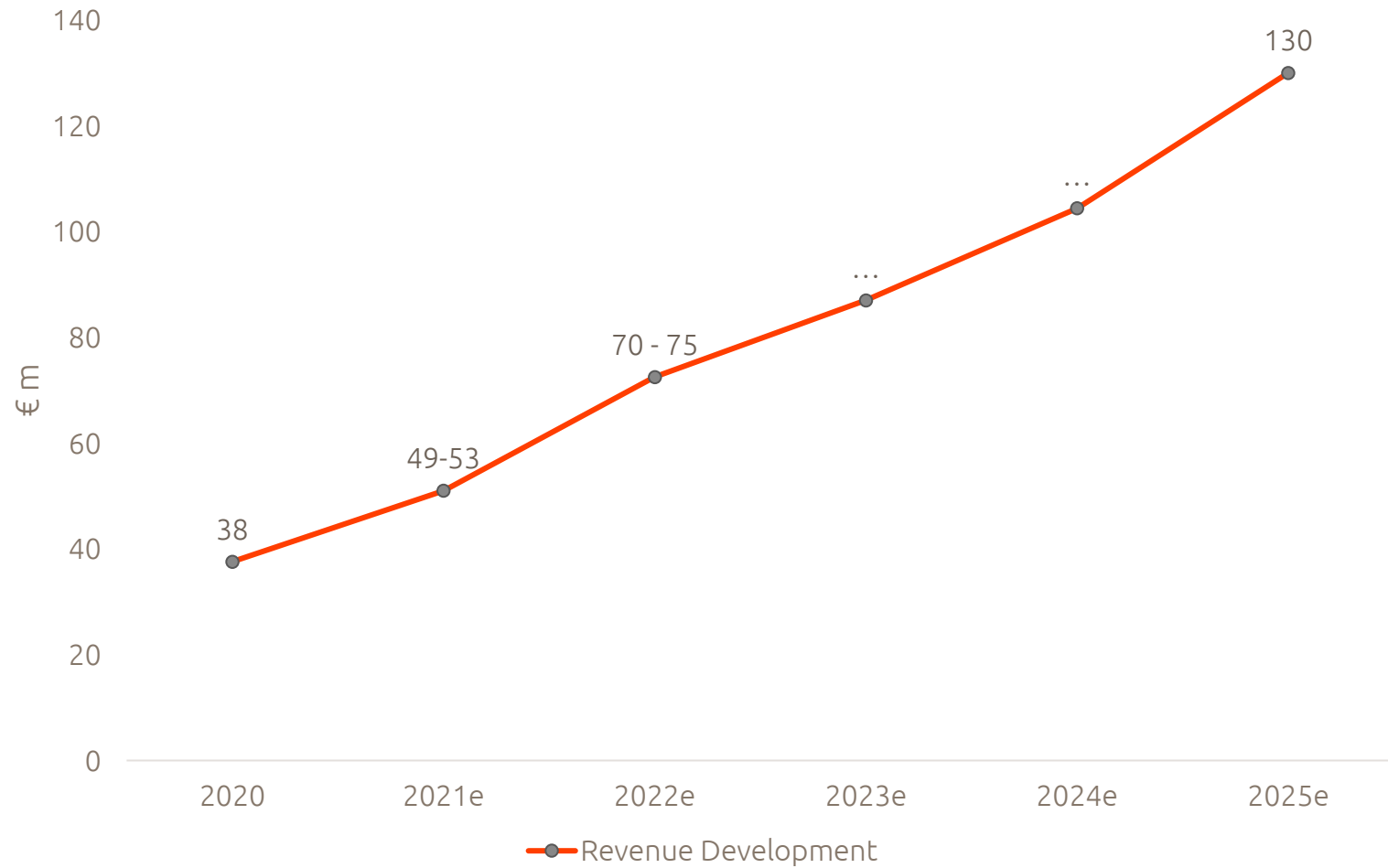


EBITDA

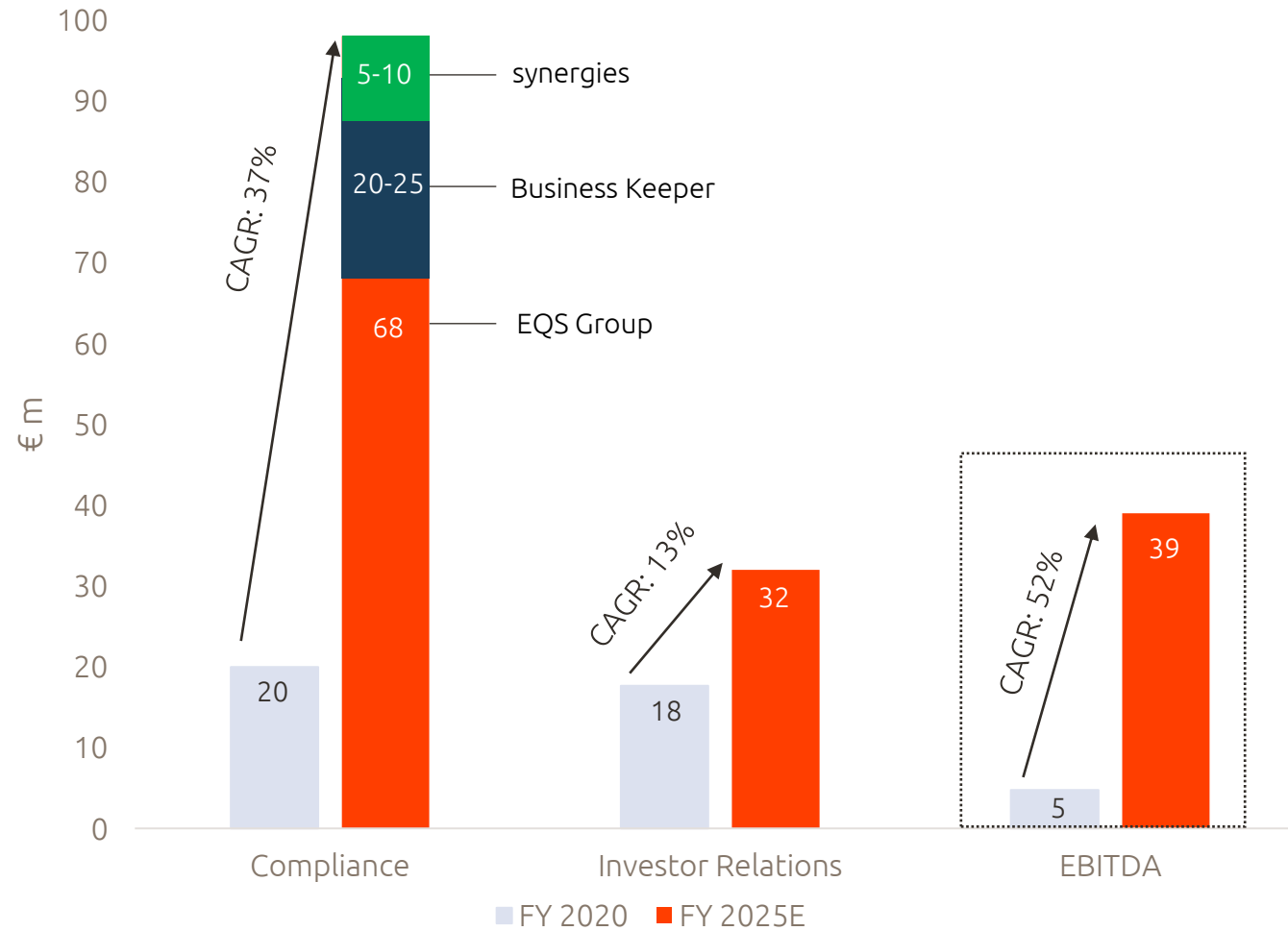
€ 2–3m
(+ € 1m)



» Revenue Development Accelerating «



» Forecast 2025e – Revenue «



» Our Goal 2025 «

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

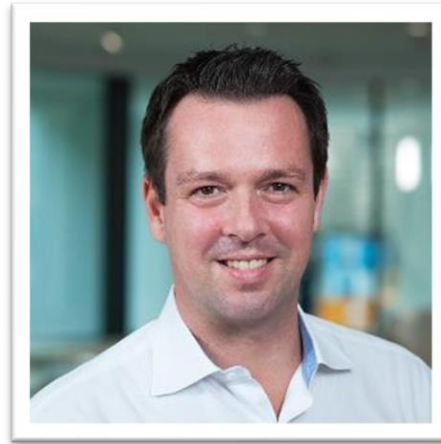
» Contact «



Achim Weick

Founder & CEO

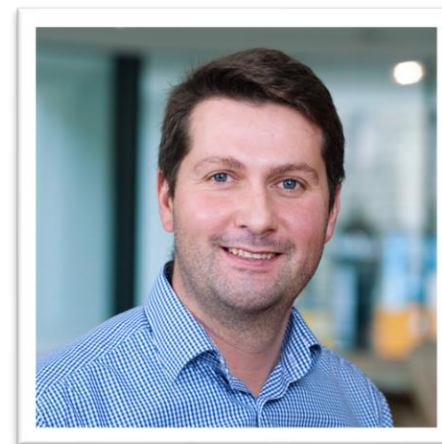
Tel.: +49 (0)89 44 44 30-010
achim.weick@eqs.com



Marcus Sultzer

CRO

Tel.: +49 (0)89 44 44 30-127
marcus.sultzer@eqs.com



André Marques

CFO

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



EQS Group AG
Karlstraße 47
80333 Munich

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.

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