



» Earnings Call EQS Group AG «

Q1 2019 Results +++ May 17, 2019 +++ Achim Weick, Founder & CEO; André Marques, CFO

DAX 30 +1.01% • EURO STOXX 50 +1.01% • MERCK KGAA +0.85% • VONOVIA +0.70% • RWL +1.39% • VOLKSWAGEN +0.85%

## » Agenda «

1. About
2. Segment Compliance
3. Segment Investor Relations
4. Q1 2019
5. Outlook

# » EQS Group «

RegTech

Compliance  
Investor Relations

Clients

2,329 Large Caps  
4,363 XML  
33,580 LEI

Employees

474

Founding

2000 in Munich (Headquarter)

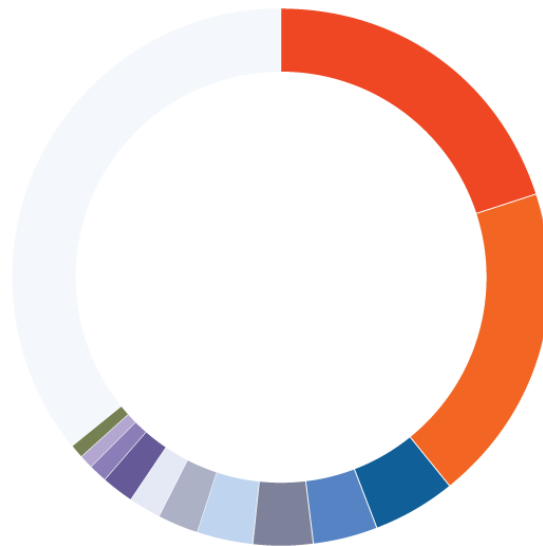
Listing

Frankfurt (Scale)



## » Shareholder Structure : Founders and Longterm Investors «

Shareholder structure as of May 7, 2019:

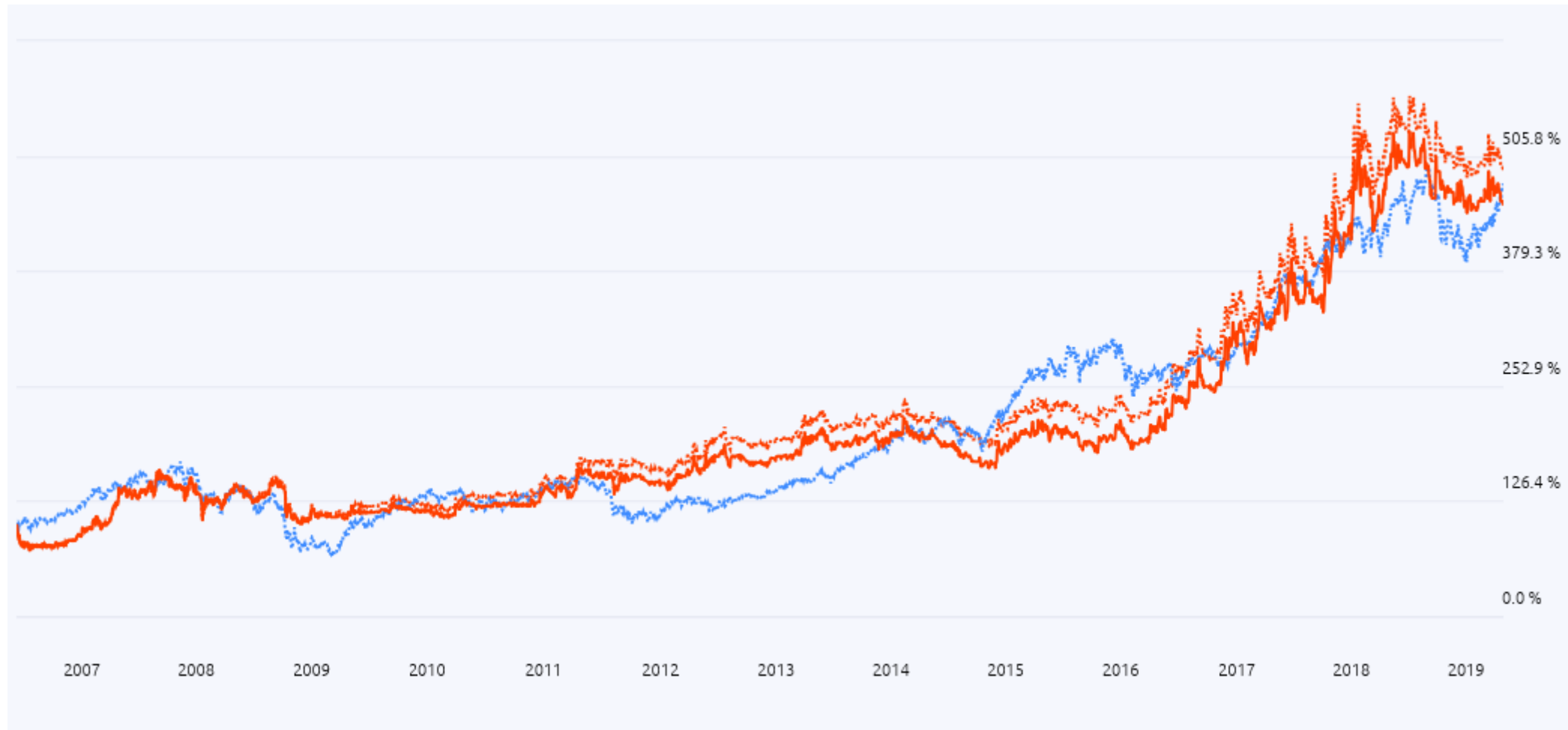


- Achim Weick: 21%
- Investmentaktiengesellschaft für langfristige Investoren TGV: 20%
- Altoinvest: 5%
- Allianz Global Investors: 4%
- Berenberg Europ. Micro: 4%
- Shareholder Value: 4%
- Rony Vogel: 3%
- Peter Konzatti: 2%
- Robert Wirth: 2%
- André Marques: 1%
- Christian Pflieger: 1%
- Marcus Sultzer: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

Institutional Investors > 3% &  
Management and Board of directors

## » Performance since IPO on 8.6.2006 «

~400%\* Total Return --- Outperformance EQS share (red line) vs TecDax (blue line) --- Market Cap: € 100 million.\* \*as of May 2, 2019



## » Fuel the Cloud Engine «

### Trend 1: Digitization

Budget shift to digital

→ Digital workflows

### Trend 2: Regulation

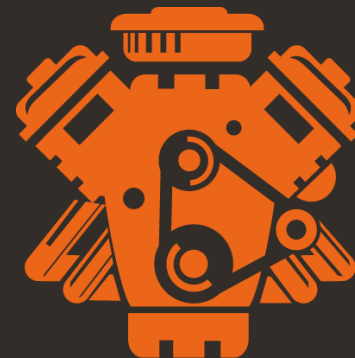
Governance & Compliance

→ New markets and products

### Trend 3: Globalization

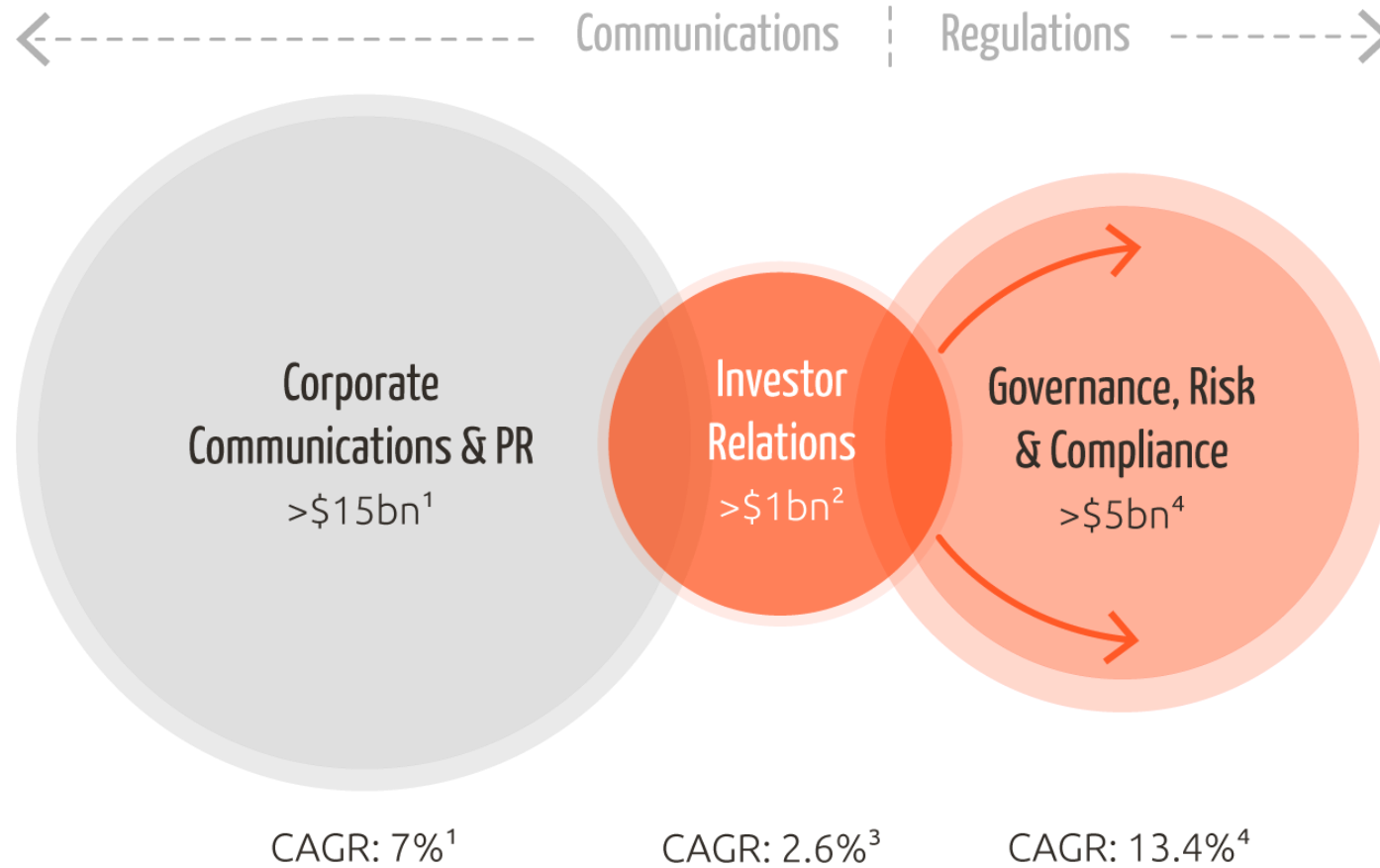
Global corporate operations

→ 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

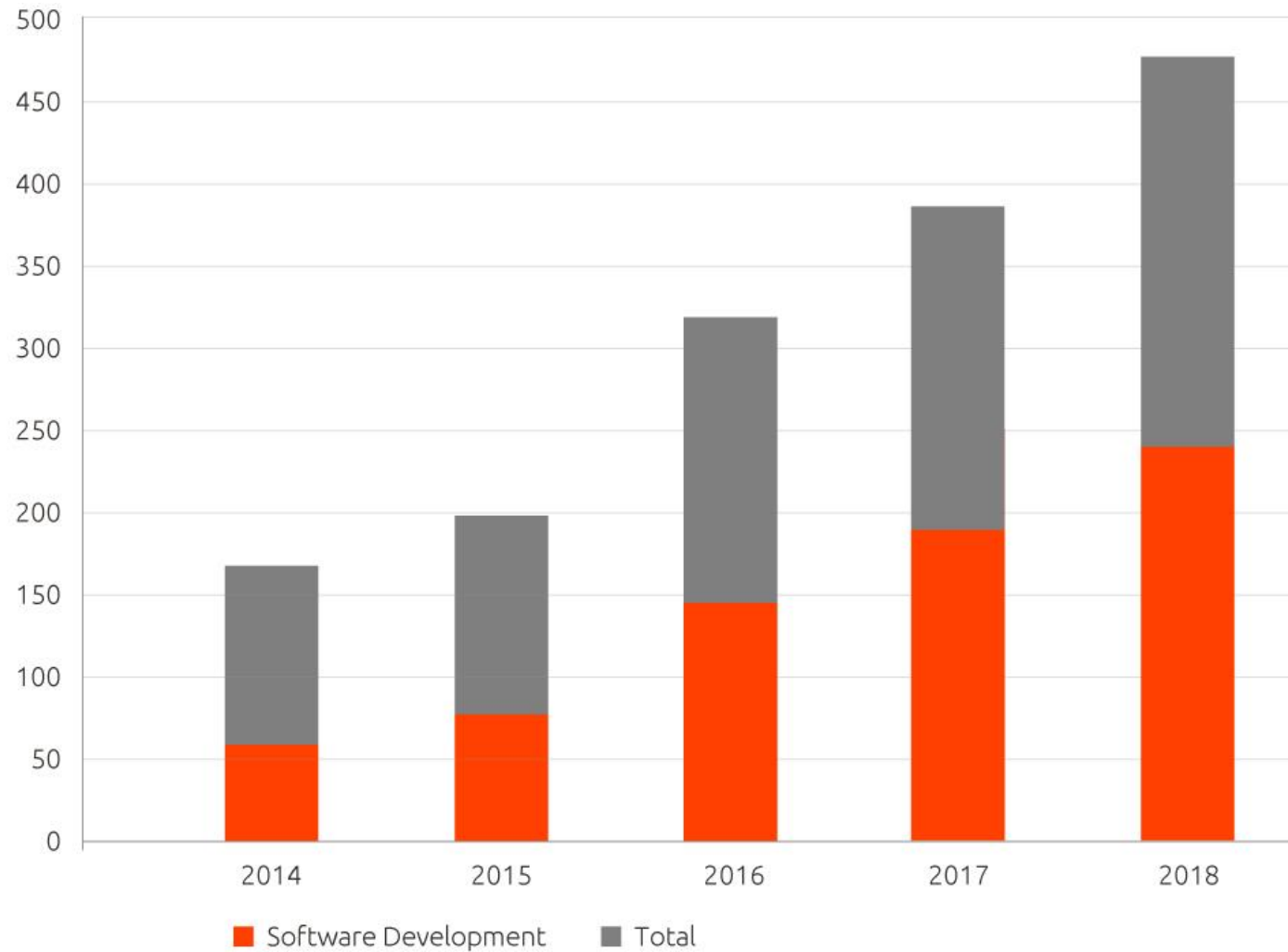
20%

### Onboarding Revenues

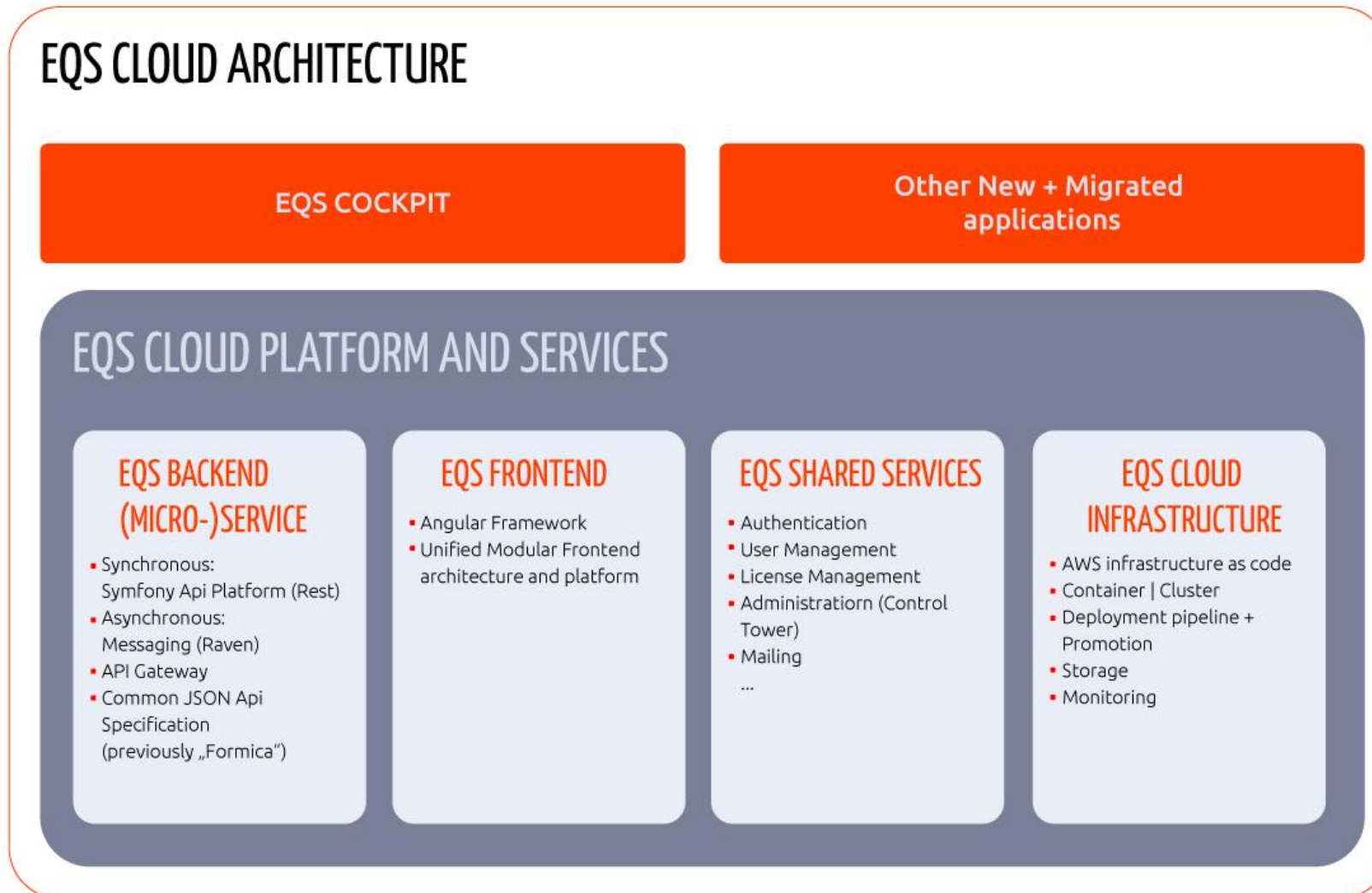
- Setup Fees
- Media



# » Employees «



## » New Cloud Architecture «



## » Agenda «

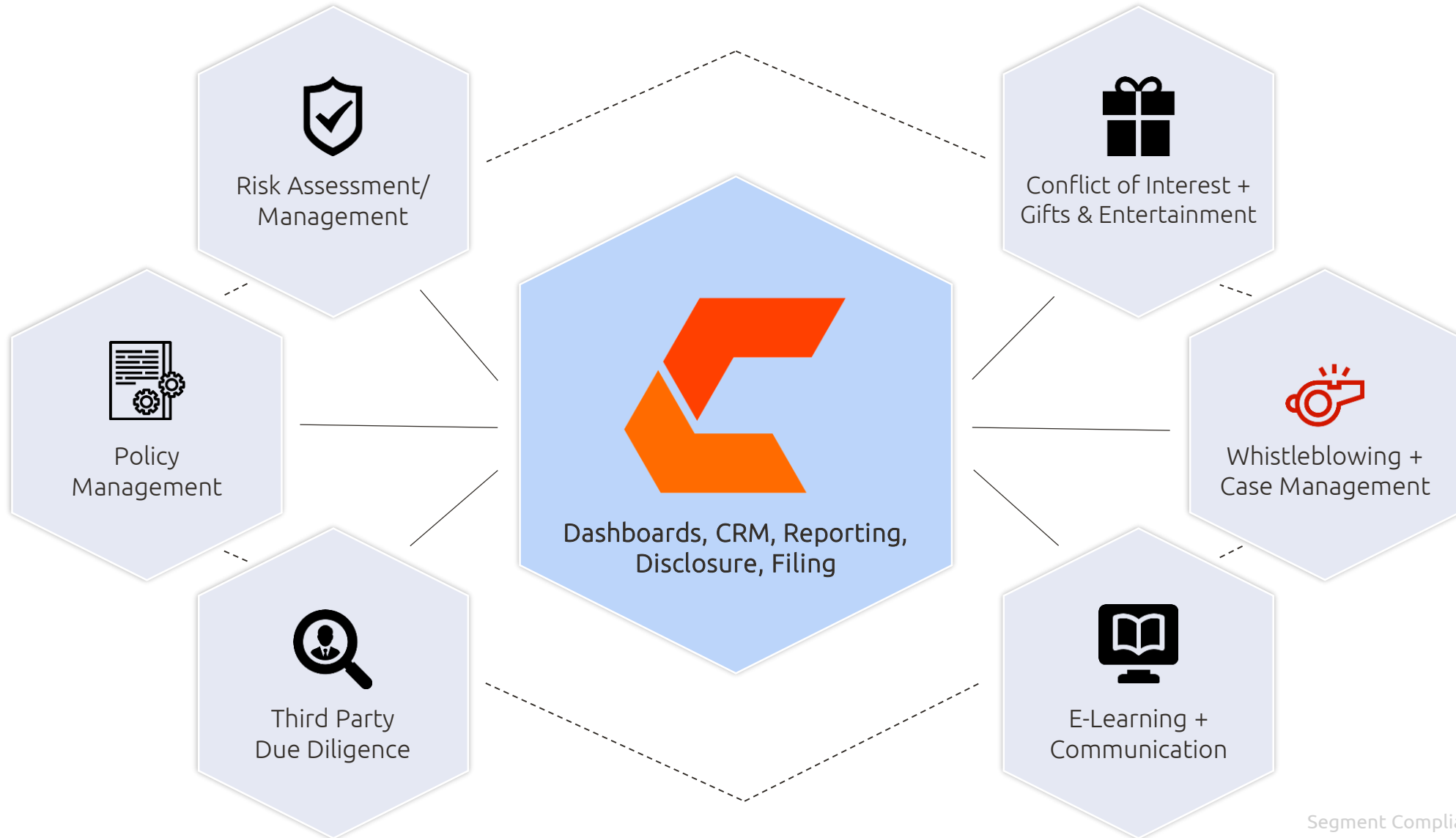
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## » Investment Program Cloud 2020 – The Compliance Case «



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

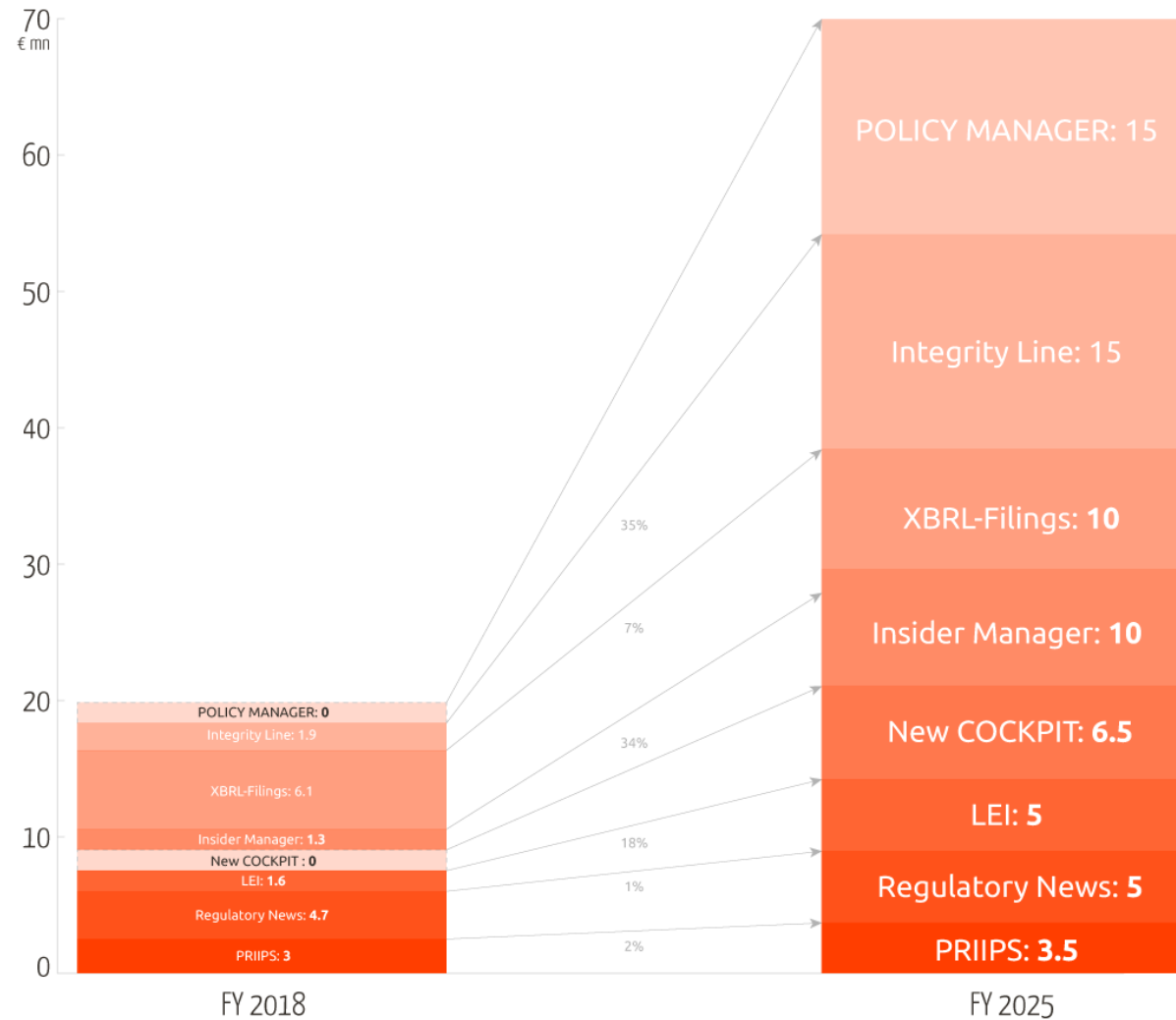
# » The EQS Compliance COCKPIT will consist of seven elements: «



# » New COCKPIT for Compliance «

# NEW!

# » Compliance Product Growth «



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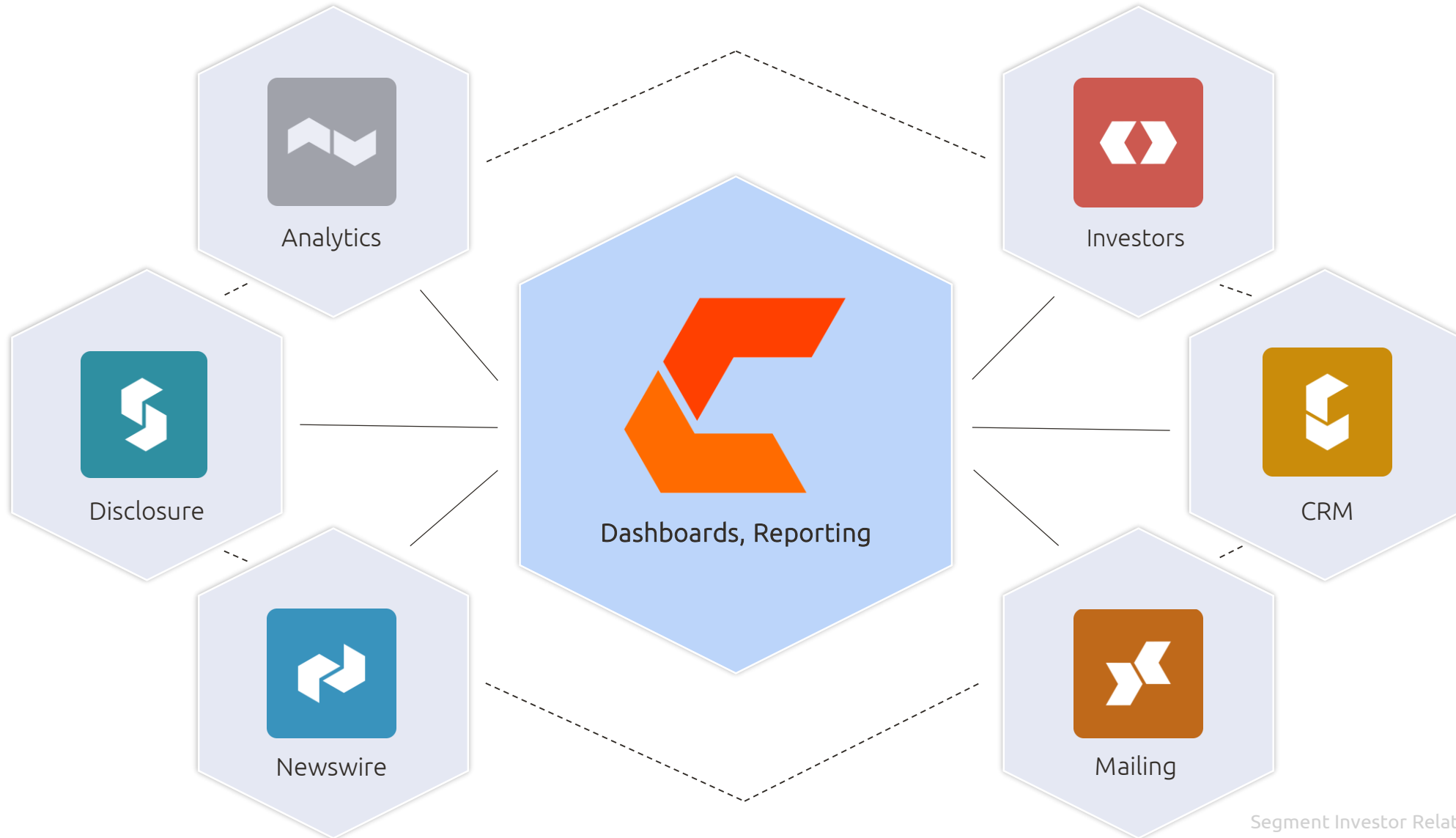


## » Investment Program Cloud 2020 – The IR Case «



**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!**

**CRM** **MAILING** **INVESTORS**

**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**

	<b>Martin Fischer</b> Allianz Global Investors GmbH	☆
	<b>Bert Hoffmann</b> UBS Asset Management	☆
	<b>Matt Anderson</b> BlackRock, Inc.	☆
	<b>Nicole Miller</b> 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

**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**

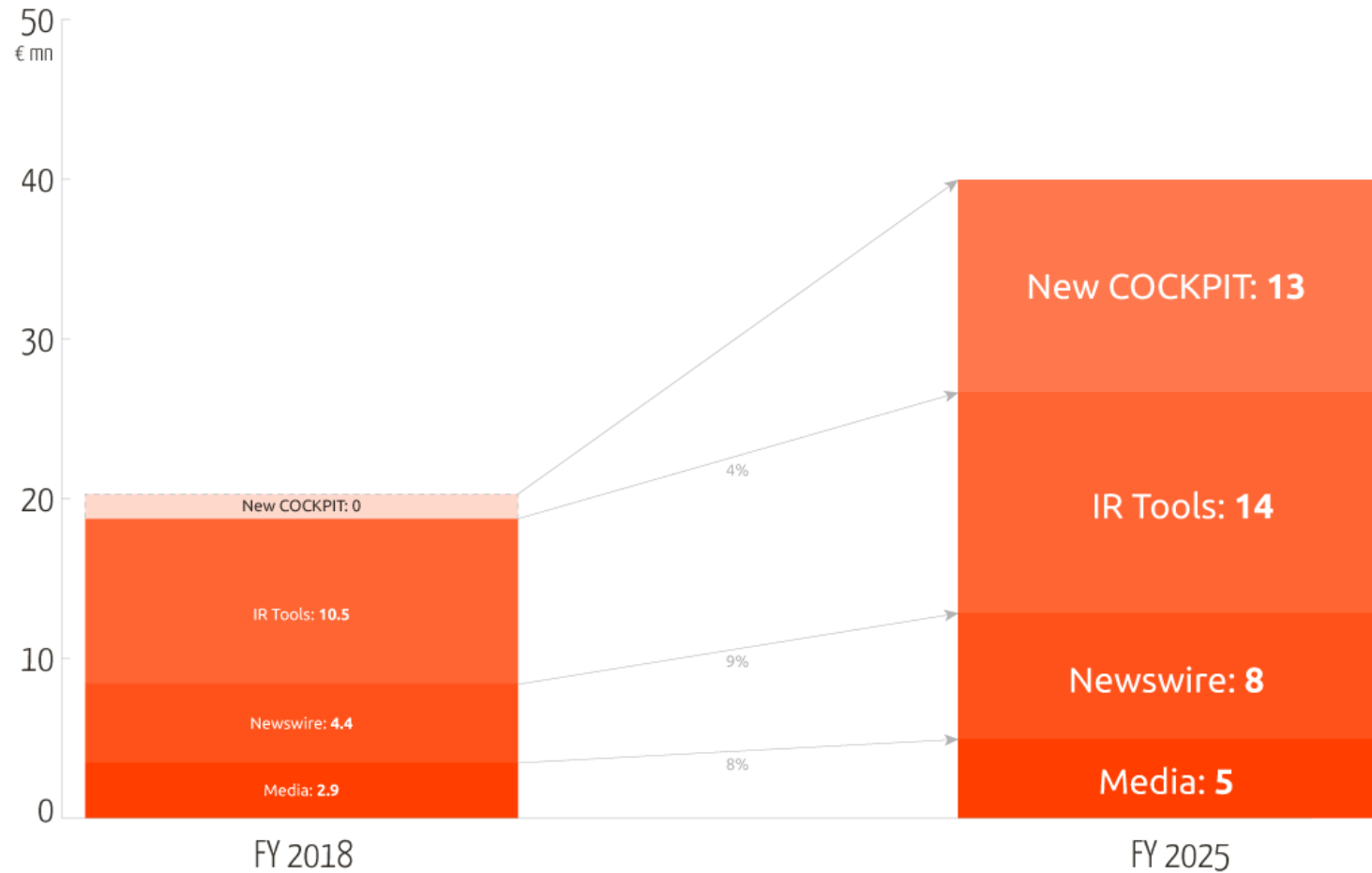
Julius Bar Gruppe AG	-2436	▼
Principal Financial Group, Inc.	-1308	▼
DIC Asset AG	-381	▼
JPMorgan Chase & Co.	-362	▼
The Bank of New York Mellon Corp.	-338	▼

**IR WEBSITE TRAFFIC LAST 30 DAYS**

Line chart showing daily website visits over a 30-day period. The y-axis represents 'Visits' from 0 to 15k. The x-axis represents days. The traffic shows significant volatility with several peaks and troughs.

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 %

# » IR Product growth «



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## » Highlights Q1 2019 «

New **COCKPIT**

**49 Clients** migrated

**4** new SaaS-contracts

Revenue in the **Compliance** segment grew by **+7%**

Revenue in the **Investor Relations** segment grew by **+11%**

In Q1 2019

newly acquired **ARR** of **723** THOUSAND

Revenue **+9%** increases by

to **€8.54** mln with **EBITDA** of **-443** thousand

**Operating expenses** with only little increase since Q2 2018 (<10% for 2019e)

**97** NEW **LARGE CAP** CUSTOMERS

in Q1 2019

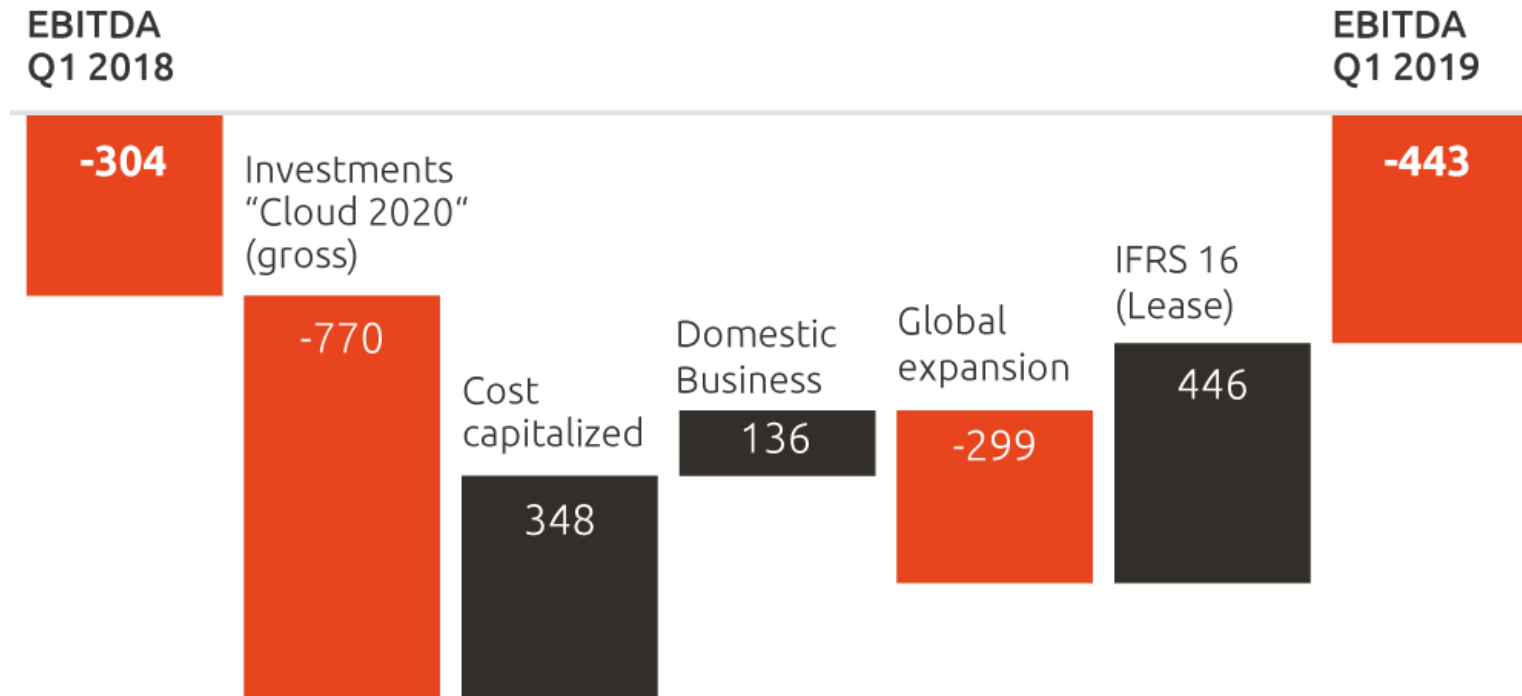
## » Key Figures Q1 2019 «

<i>Key figures</i>	<i>Q1 2019</i>	<i>Q1 2018</i>	<i>+/-</i>
Revenues	8,537	7,817	+9%
EBITDA*	-443	-304	-46%
EBITDA (adjusted for IFRS 16)	-889	-304	> -100%
EBIT	-1,518	-413	> -100%
Group Earnings	-1,889	-413	> +100%
Operating Cash Flow*	1,586	-71	> +100%
Equity-Ratio (%)*	45%	54%	-
Employees (Average)	474	415	+14%

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

\*Limited comparability (material) due to new IFRS Accounting for Leases (IFRS 16) as of Jan 1, 2019

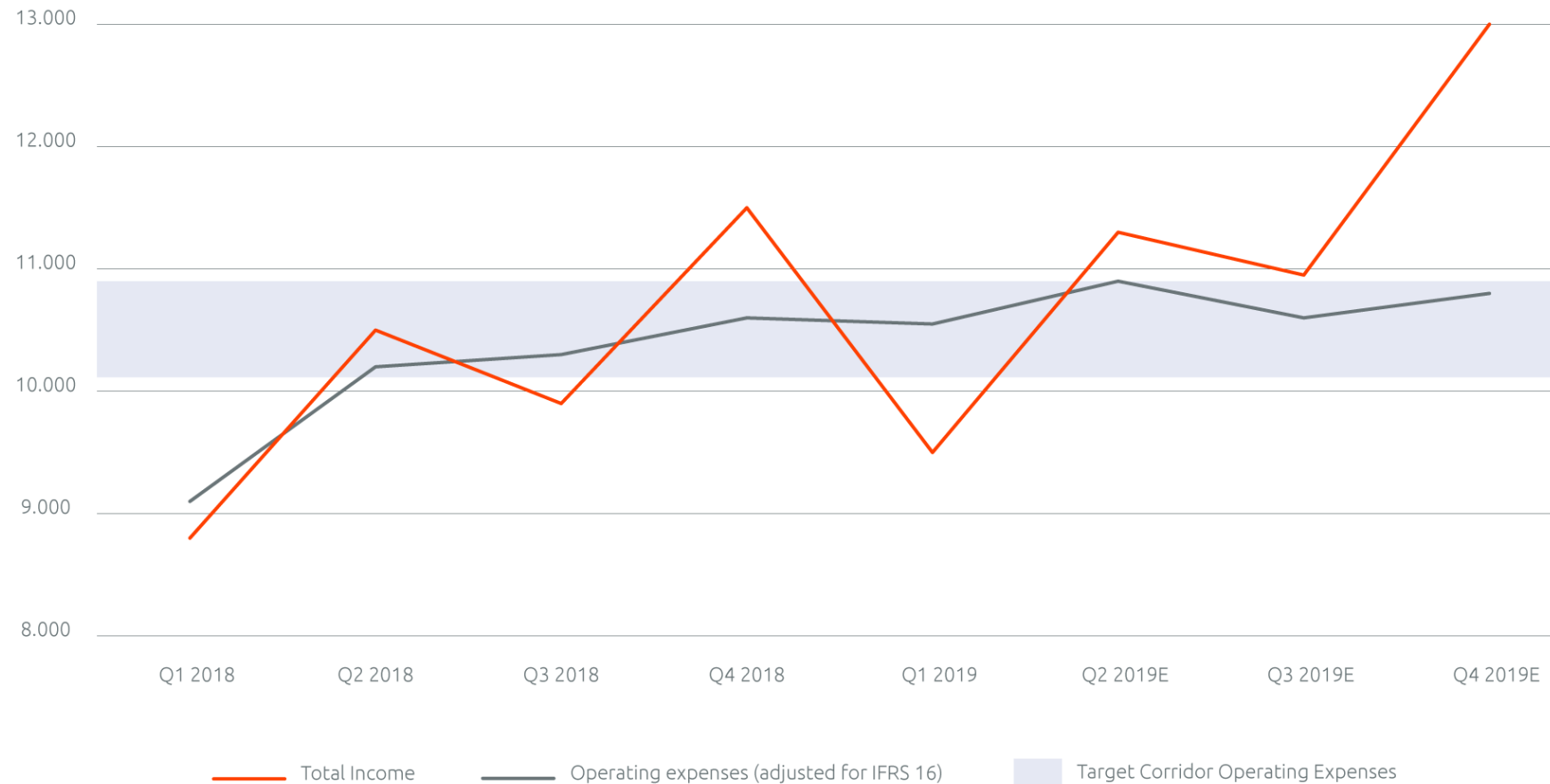
## » EBITDA-Bridge Q1 2019 (in '000 €) «





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

\*adjusted for Effects from IFRS 16



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## » Growth Drivers «

2018

### TRANSITION YEAR

#### COMPLIANCE

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

#### INVESTOR RELATIONS

Consolidating provider landscape, IPOs > Delistings

2019

### GROWTH FROM NEW COCKPIT

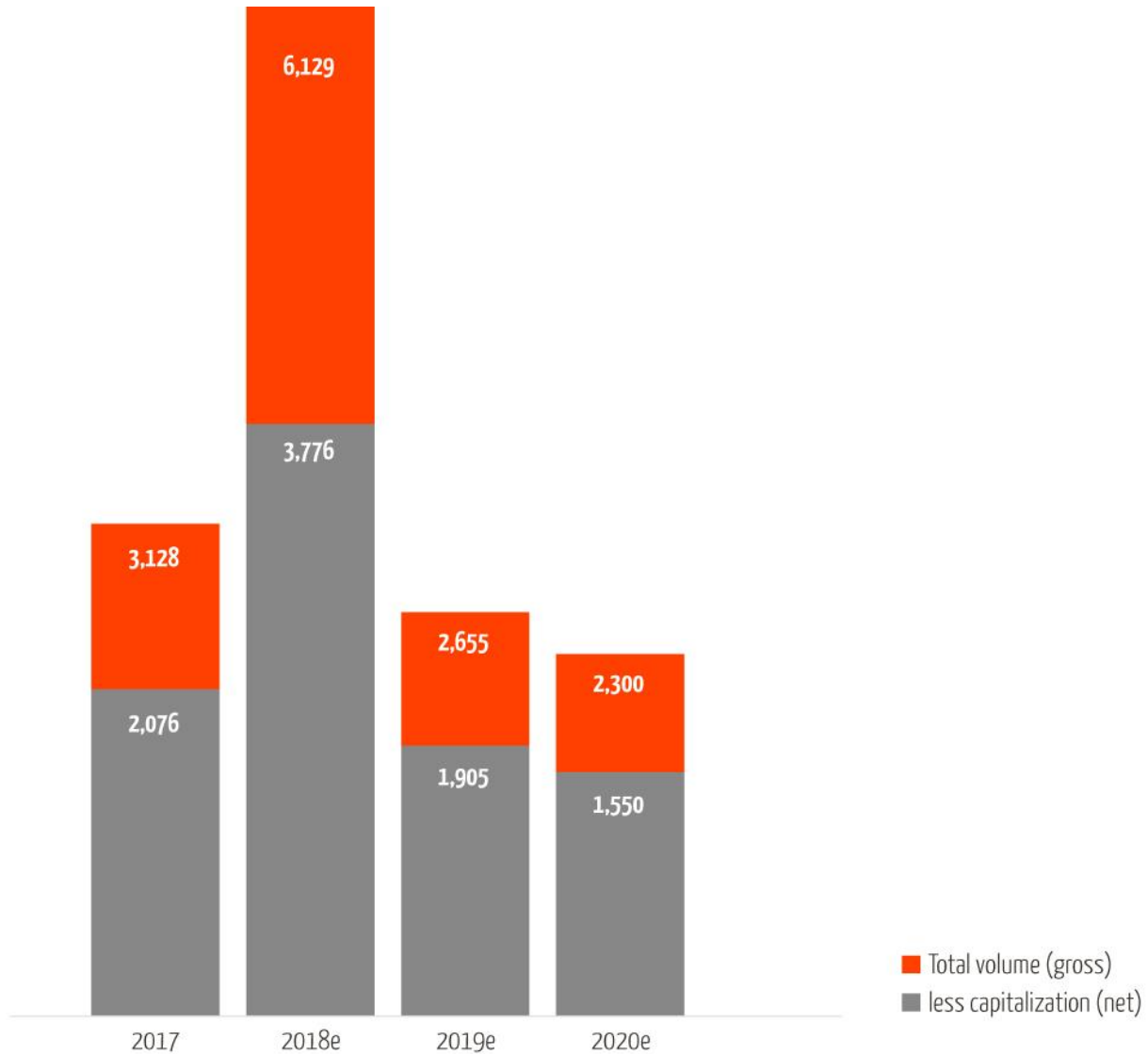
#### COMPLIANCE

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**

15%-20%  
**REVENUE GROWTH**

**€4 mln**  
new**ARR**

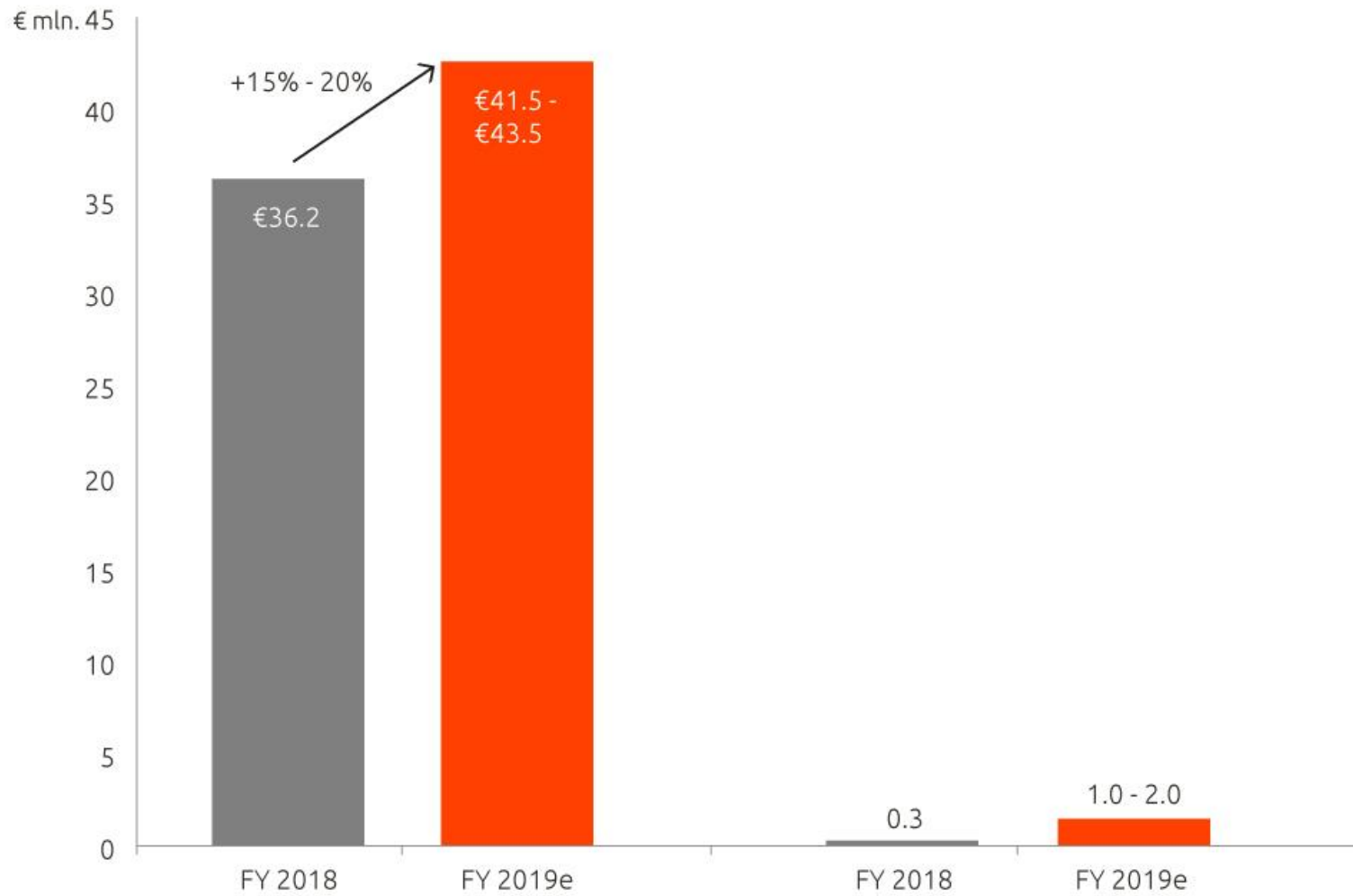
Constant  
**LEVEL**  
of  
employee  
satisfaction

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

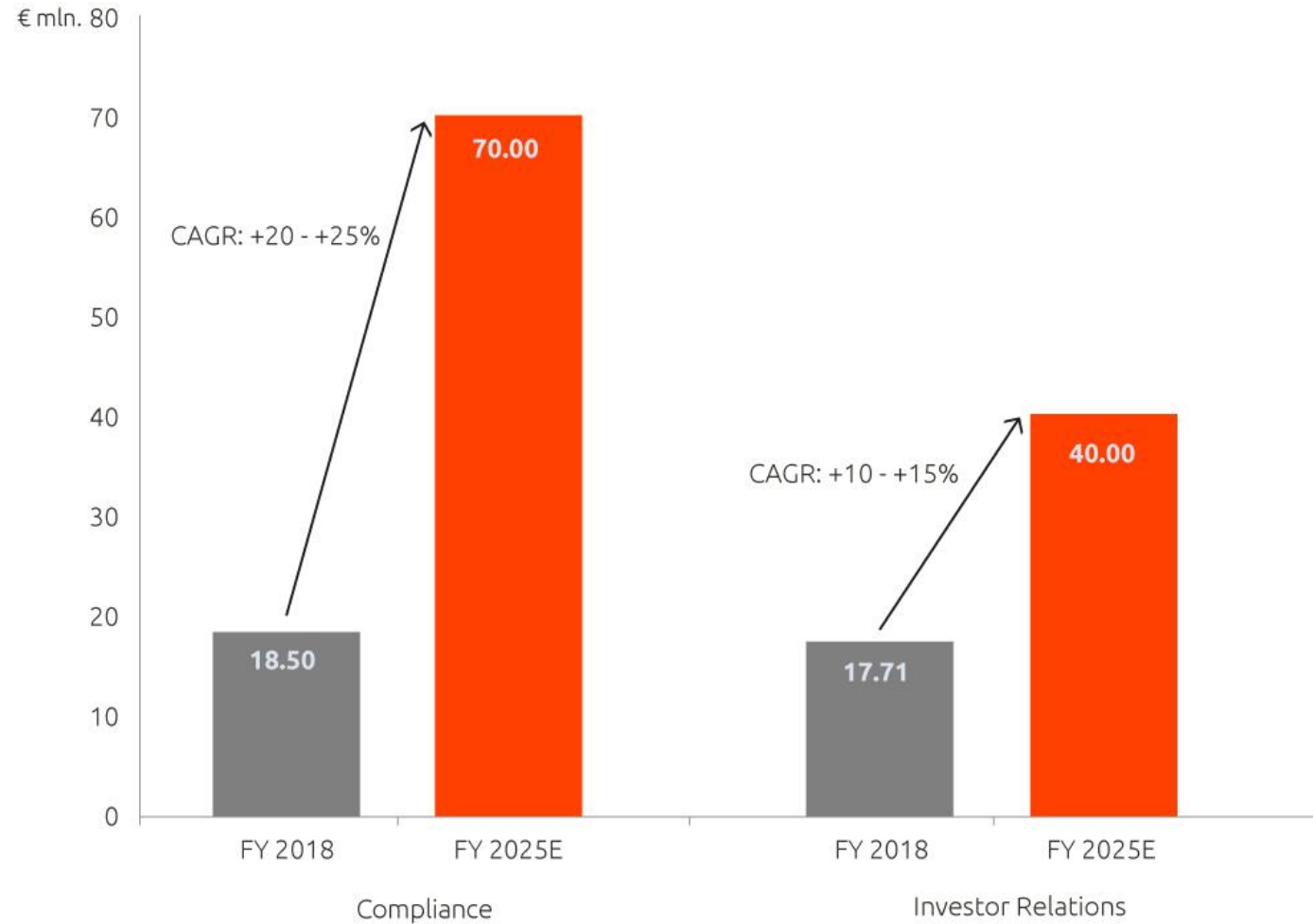
**€1.0** to **€2.0**  
mln mln  
**EBITDA**

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

\* EBITDA adjusted for IFRS 16 effects



## » 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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