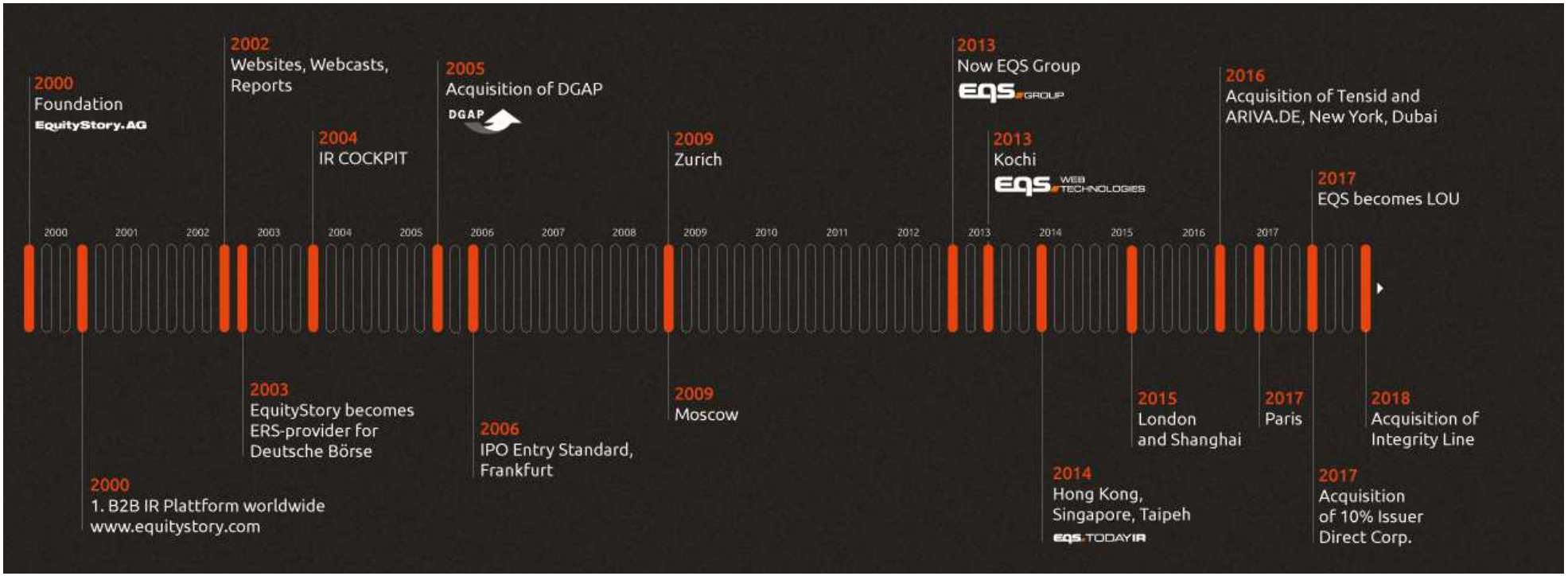
»Earnings Call EQS Group AG«

FY 2017 Results+++ April 10, 2018 +++ Achim Weick, Founder & CEO; André Marques, Director Finance

» Agenda «

1. About EQS Group
2. Financials FY 2017
3. Growth Model
4. Outlook

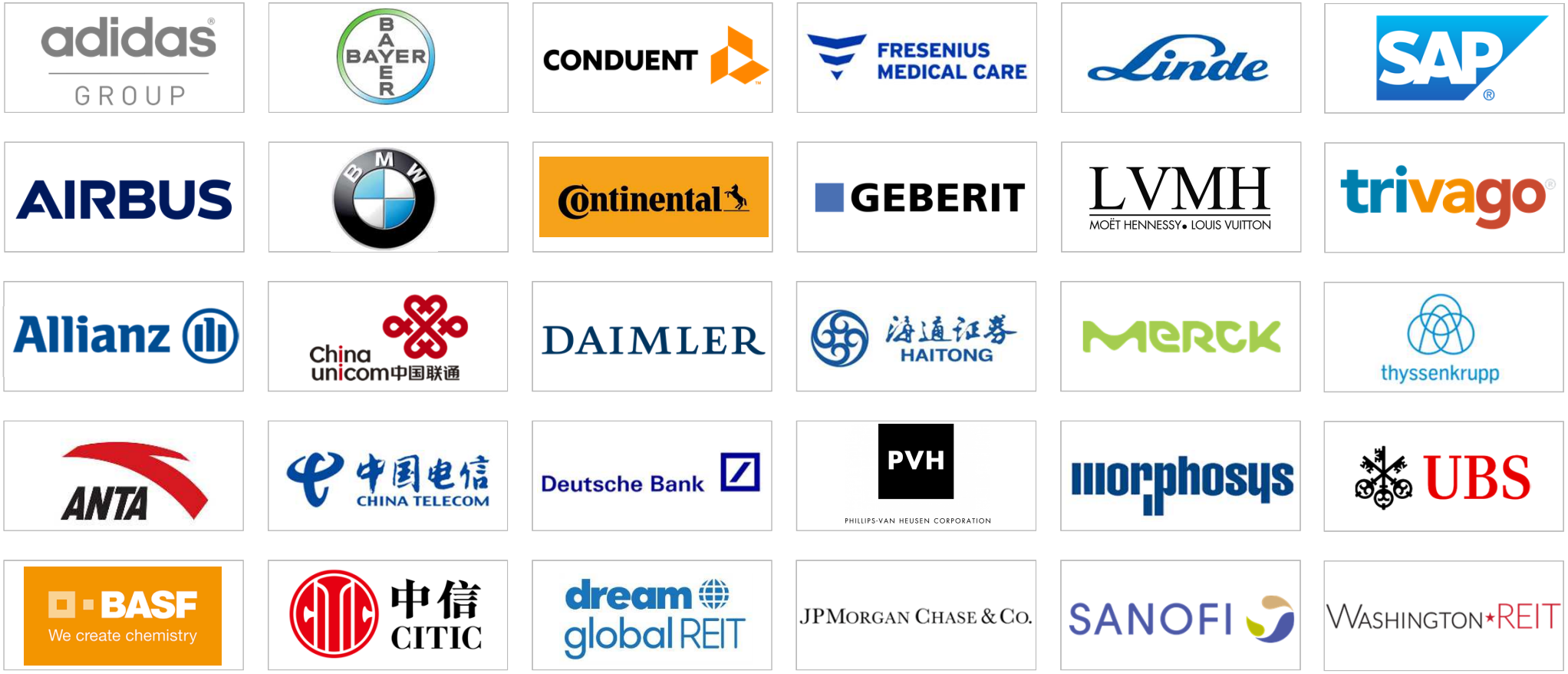
» Company Milestones - 18 Years of Digitization, Regulation, Globalization «



» EQS Group «

RegTech	Investor Relations Corporate Communications Compliance
Clients	> 8,000 (2,500 listed)
Employees	414
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)

» Global Client Base «



» Shareholder Structure : Founders and Longterm Investors* «

- Achim Weick 21%
- Investm. f. langfr. Inv. 20%
- Rony Vogel 3%
- Peter Conzatti 2%
- Christian Pfleger 1%
- Robert Wirth 2%
- Marcus Sultzer 1%
- André Marques 1%
- Free Float 49%

Share > 5% & Management and Board of directors

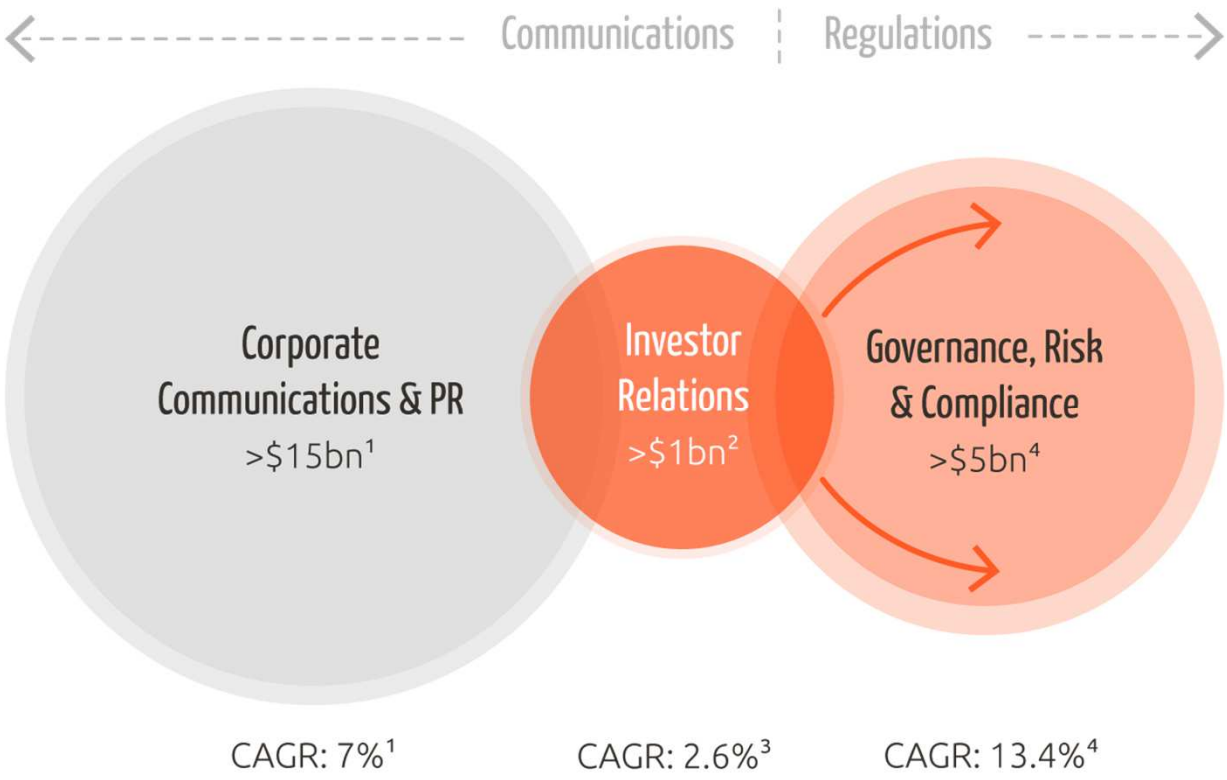
* As of April 9, 2018

» Performance since IPO on 8.6.2006 «

>350%* Total Return --- Outperformance TecDax --- Market Cap € 99 million.*

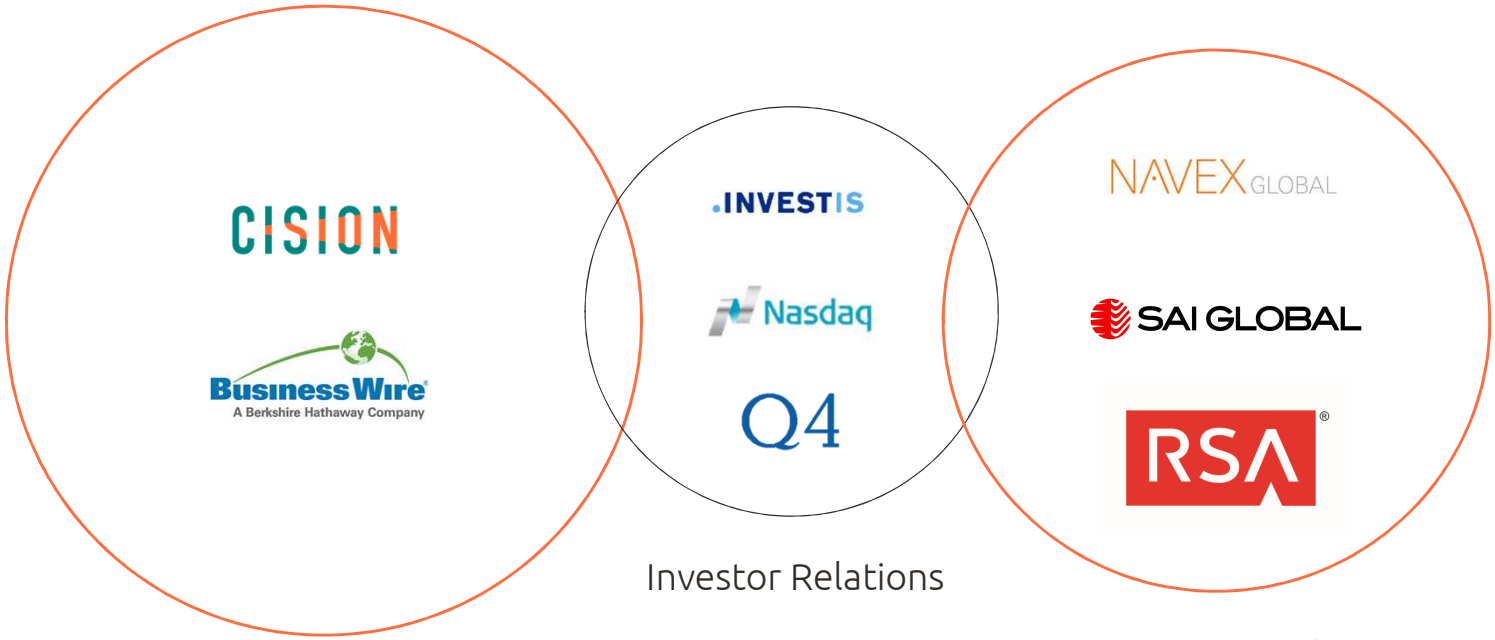
* As of April 9, 2018

» Our Business Universe «

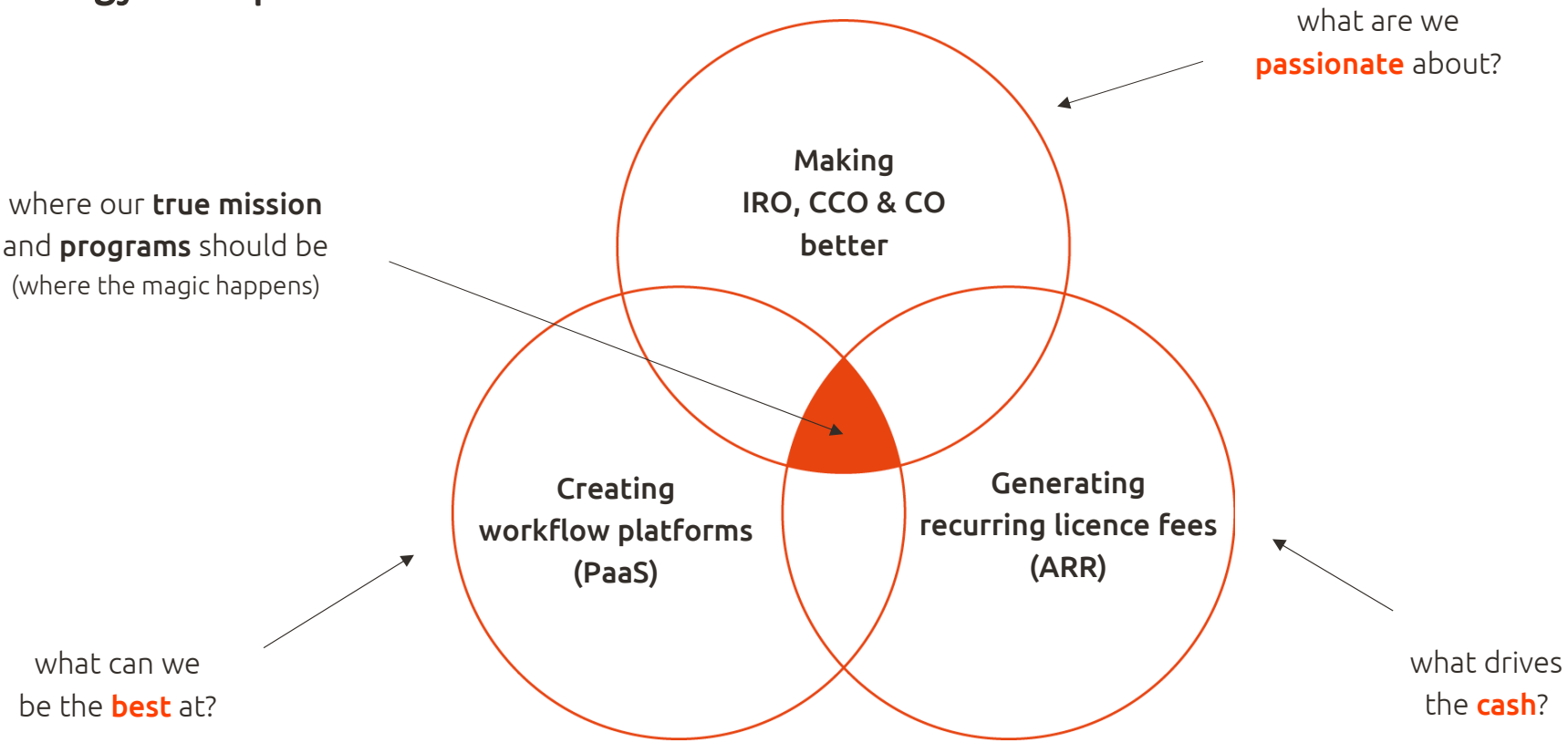


Sources:
[1] Holmes Report [2] IR Magazine [3] The San Diego Union-Tribune [4] Gartner

» Direct Competitive Landscape «



» Strategy Concept «



» Our Business Model «

70% recurring revenues (% of total revenue):

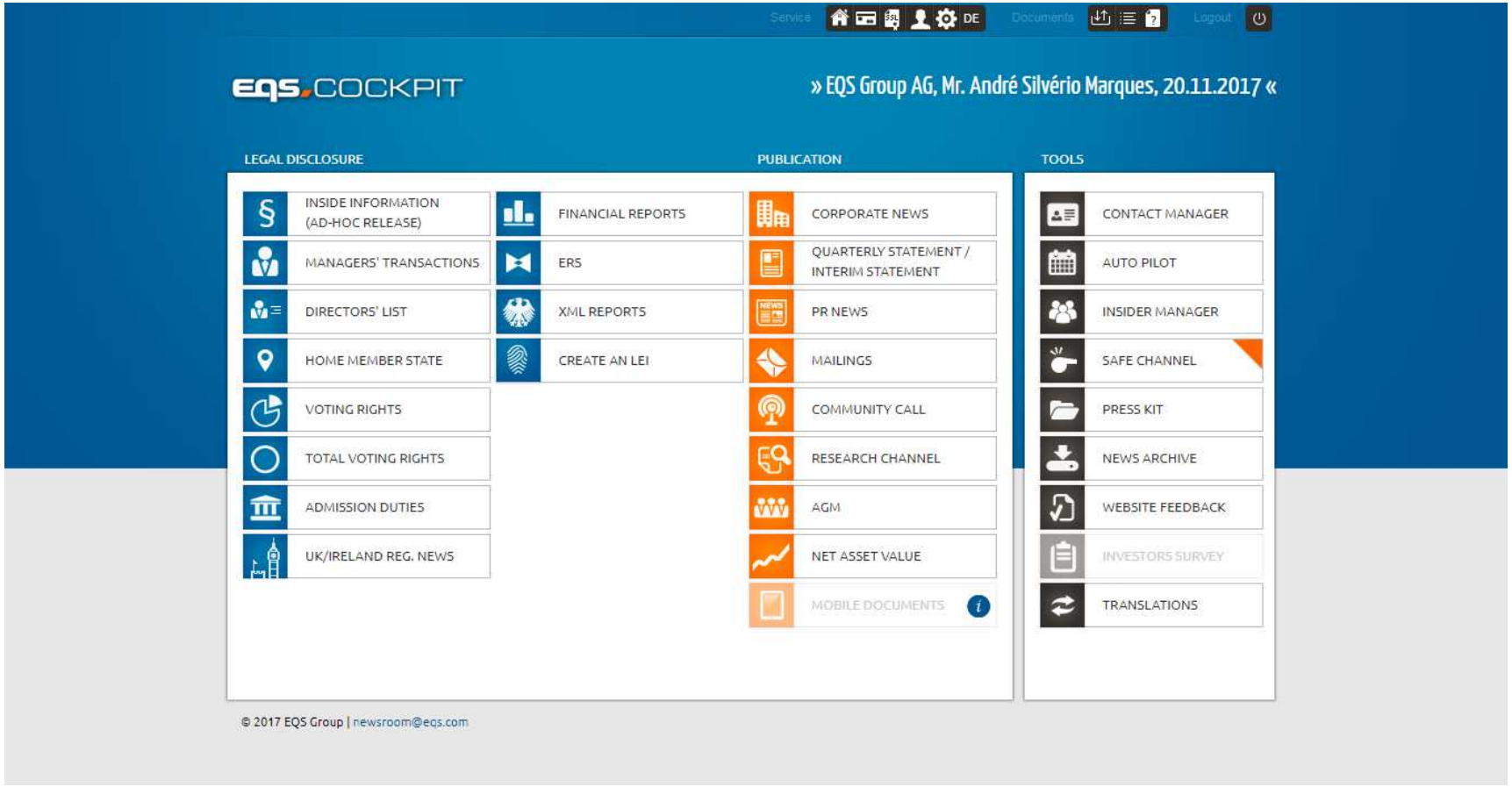
1 Cloud / Licences (70%)

News distribution, workflow modules, data services, webcasts, webhosting

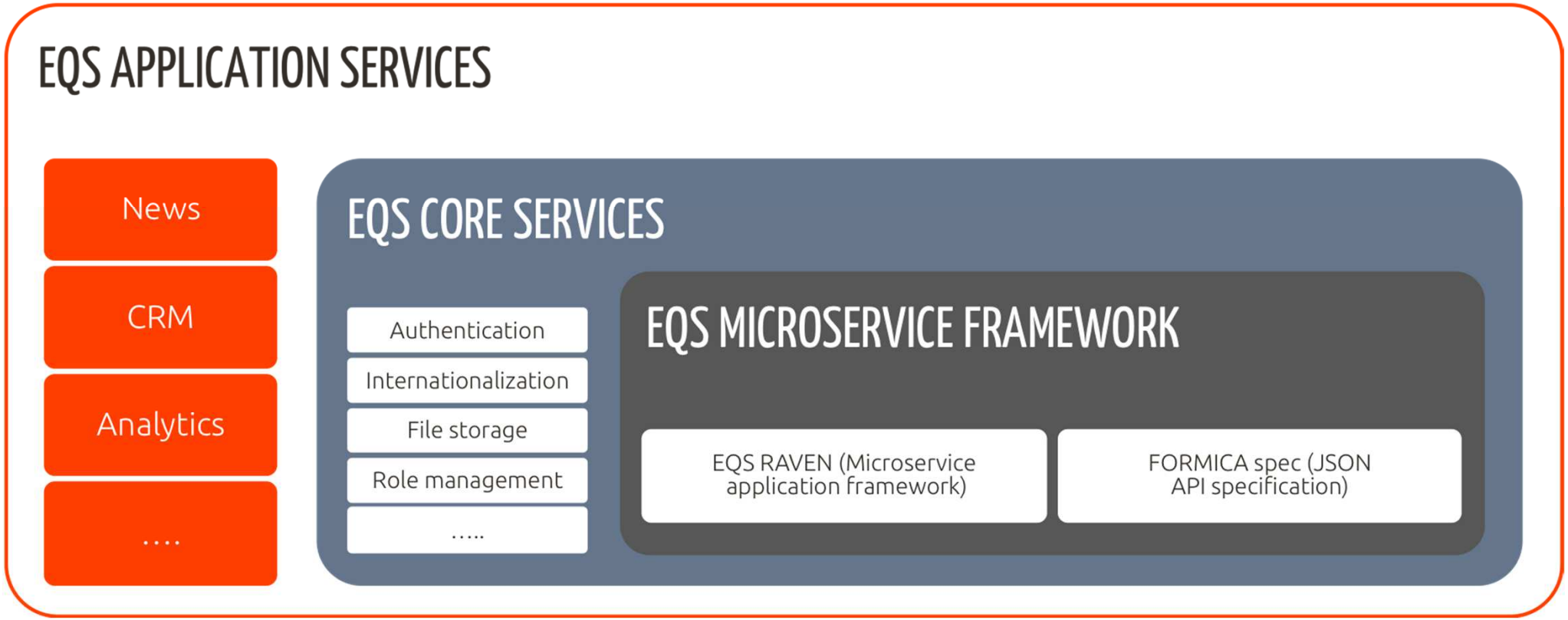
2 Onboarding / Media (30%)

Setup products, websites, platforms, reports & media

» Cloud Platform EQS COCKPIT«



» New Cloud Architecture «



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» Investment Programme Cloud 2020 «

1. NEW CLOUD PLATFORM COCKPIT

› Digital Workflows for Investor Relations & Corporate Compliance

2. NEW PRODUCTS

› IR: CRM, Ownership, Analytics
› Compliance: SAFE CHANNEL / INTEGRITY LINE, LEI MANAGER

3. NEW MARKETS

› France, USA, UK, Italy, Nordics

4. NEW AQUISITIONS

› 100% Integrity Line (CH), 9,7% Issuer Direct, Corp. (US), 16,25% ARIVA.DE AG (D)

5. NEW SAAS MODELL

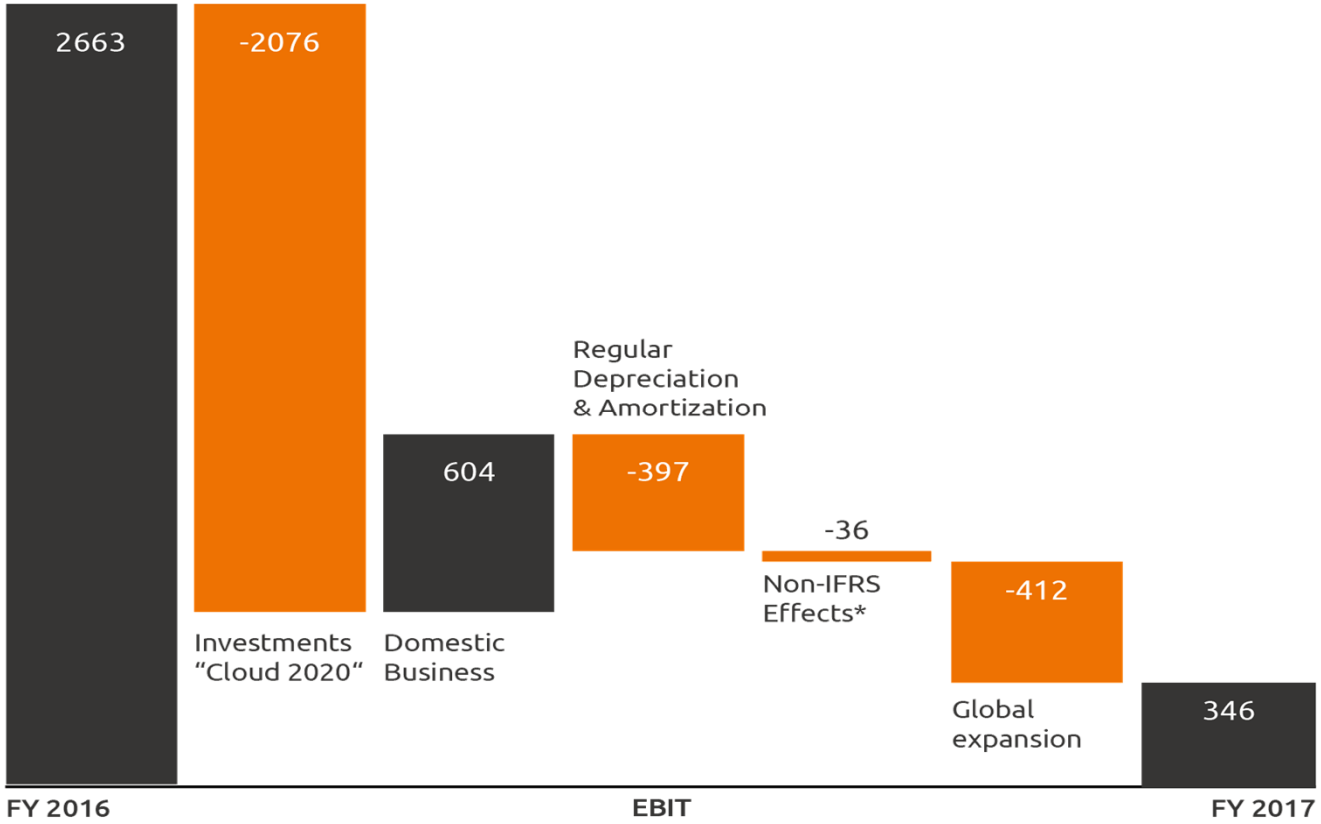
› Focusing on ARR

» Key Figures FY 2017 «

Key figures	*FY 2017*	*FY 2016*	*+/-*
Revenues	**30,355**	26,061	16%
EBITDA	**2,350**	4,174	-44%
Non-IFRS* EBIT	**1,113**	3,281	-66%
EBIT	**346**	2,663	-87%
Non-IFRS* Group Earnings	**-218**	1,443	-
Group Earnings	**-574**	814	-
Non-IFRS* EPS (EUR)	**-0.17**	0.96	-
Operating Cash Flow	**1,674**	3,473	-53%
Equity-Ratio (%)	**62%**	59%	-
Employees (Average)	**358**	260	38%

All figures are in thousand Euro unless otherwise stated (except for the number of employees)
* Non-IFRS key figures before amortisation on the acquired customer base, purchase price allocation, and acquisition expenses

» EBIT-Bridge FY 2017 (in '000 €) «



* Non-IFRS figure reflects amortization on the acquired customer base, purchase price allocation, and acquisition expenses

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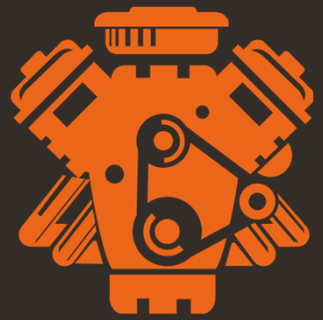
» Fuel the Cloud Engine «

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**

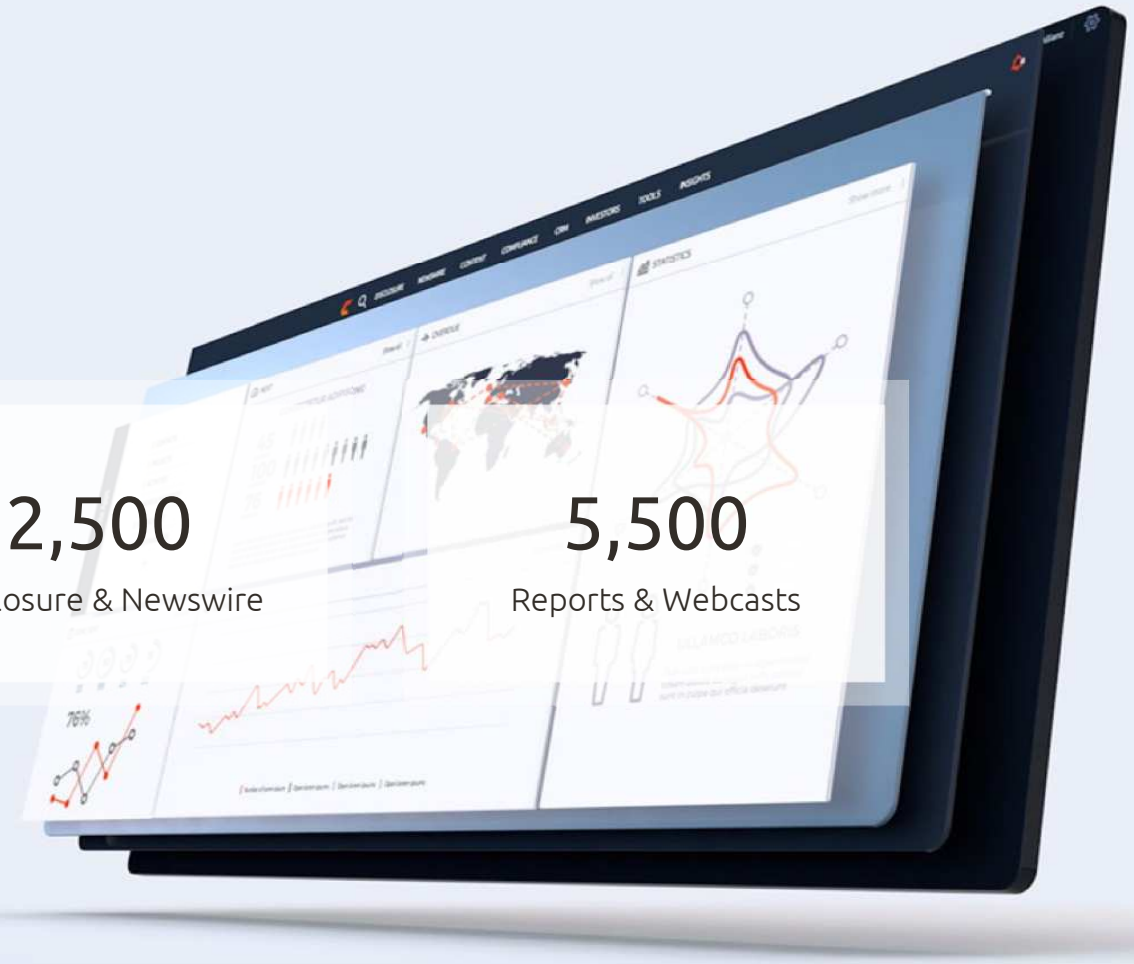
»The EQS COCKPIT«

Digitizing Workflows (No. of Clients)

1,000
Websites & Platforms

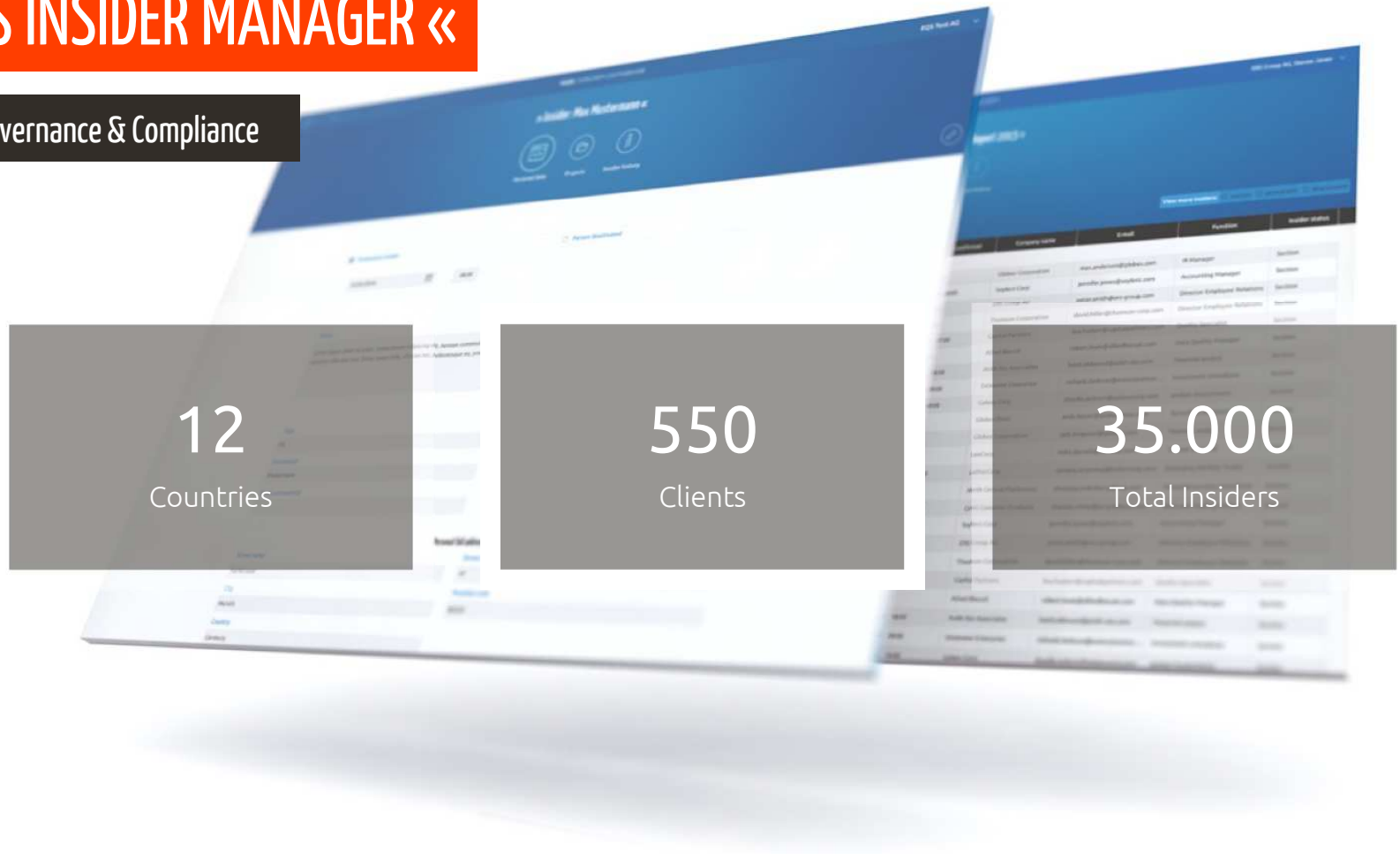
2,500
Disclosure & Newswire

5,500
Reports & Webcasts



»The EQS INSIDER MANAGER«

Regulation: Governance & Compliance



»The EQS INTEGRITY LINE«

Regulation: Governance & Compliance

18.12.2017

Acquisition of Integrity Line, Zürich

1.1.2018

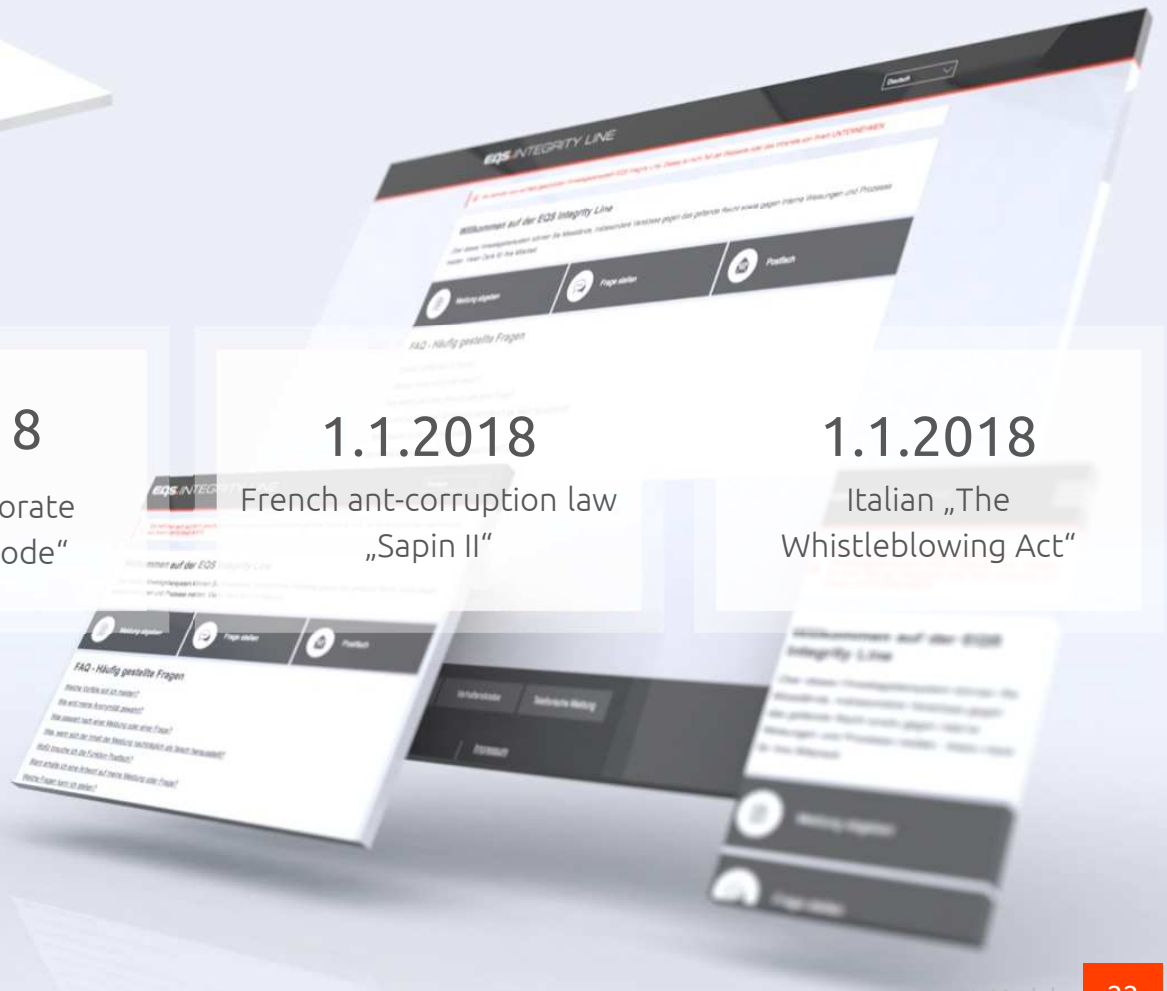
„German Corporate Governance Code“

1.1.2018

French ant-corruption law „Sapin II“

1.1.2018

Italian „The Whistleblowing Act“



»The EQS LEI MANAGER«

Regulation: Governance & Compliance

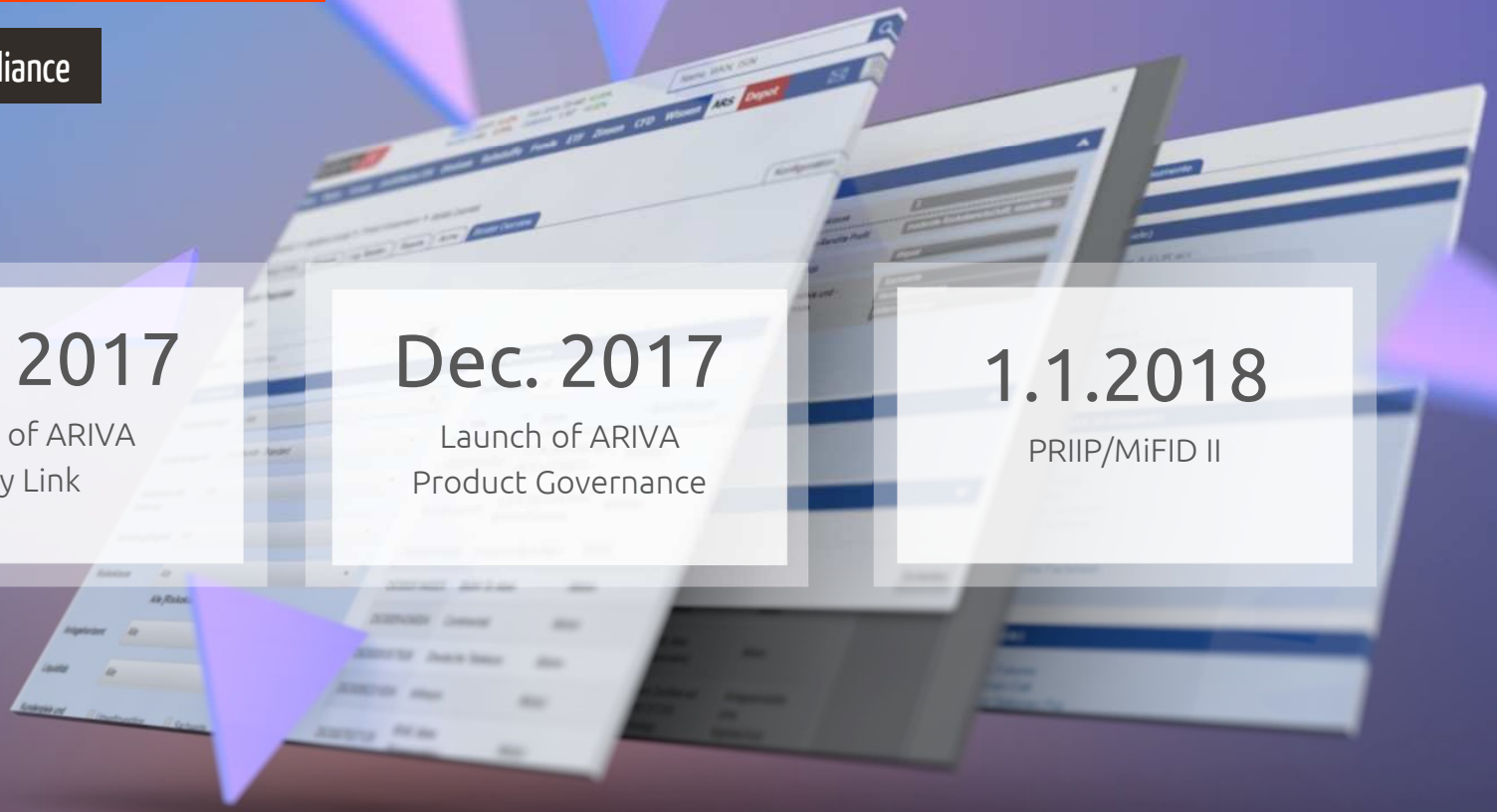
29.09.2017
Start of EQS LEI platform

01.01.2018
MIFIR Regulation

31.12.2017
3,800 LEIs issued

»New: The ARS-Workflows«

Regulation: Governance & Compliance



Dec. 2017
Launch of ARIVA
Easy Link

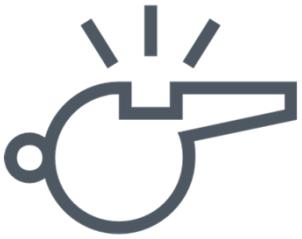
Dec. 2017
Launch of ARIVA
Product Governance

1.1.2018
PRIIP/MiFID II

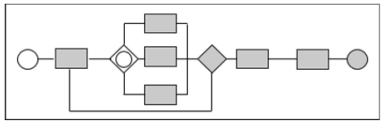
» Regulation: Governance & Compliance Product Pipeline «

INSIDER MANAGER

LEI MANAGER



SAFE CHANNEL



ARS-Workflows

CRM

POLICY MANAGER

CASE MANAGER

Multimedia learning platform

» Globalization: Established Markets «

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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 NEW COCKPIT

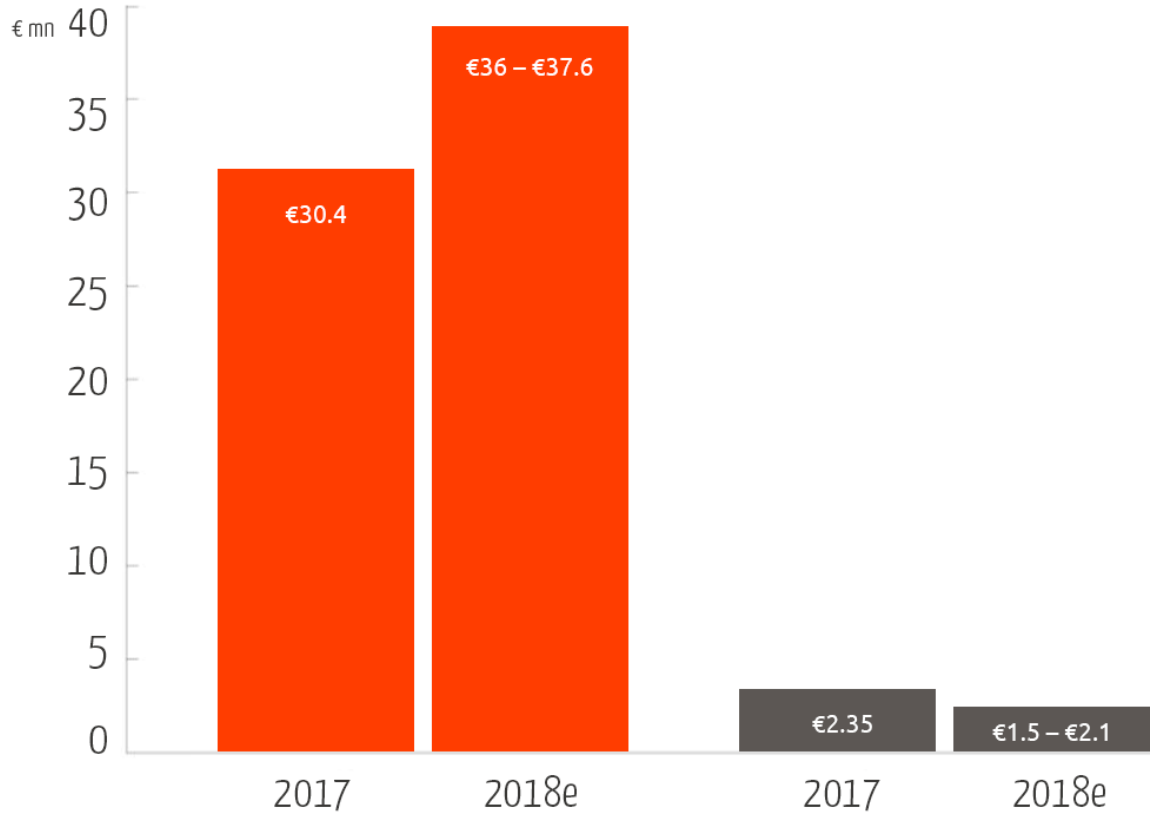
CORPORATE COMPLIANCE

› Integrated workflow platform incl. CRM, POLICY MANAGER and eLearning

INVESTOR RELATIONS

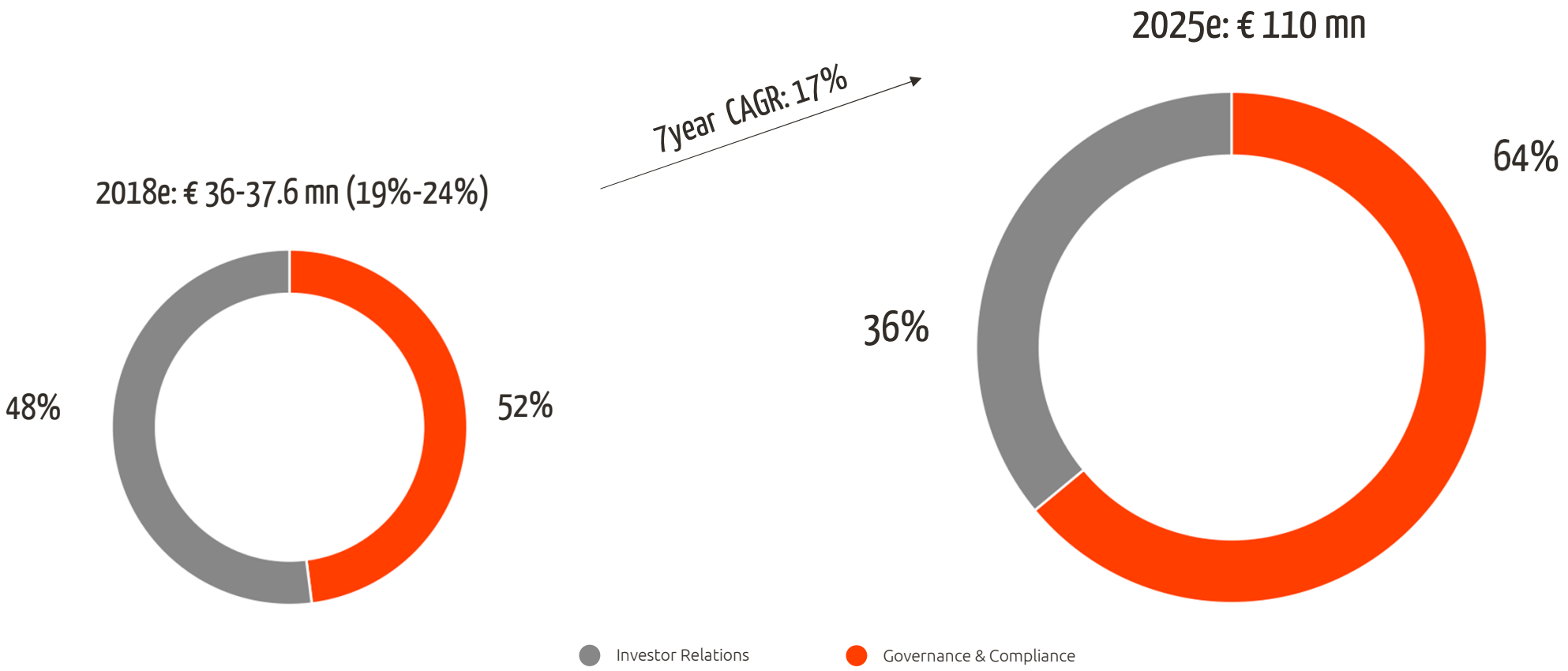
› Integrated workflow platform incl. CRM, Ownership, Analytics etc.

» Outlook 2018e: Revenue & EBITDA«



** Non-IFRS key figures before amortization on the acquired customer base, purchase price allocation, and acquisition expenses*

» Steady State 2025 – Revenue «



» Our Equity Story «

›Market leader in Digital Investor Relations in well-established markets

›High EBIT margins and cash flows in core business, profitable growth through:

Trend 1: Digitization
Budget shift to digital
→ **Digital workflows**

Trend 2: Regulation
Governance & Compliance
→ **New markets and products**

Trend 3: Globalization
Global corporate workflows
→ **International expansion**

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