



»EQS Group AG – The Global RegTech«

Earnings call +++ November 15, 2019 +++ Achim Weick, Founder and CEO, André Marques, CFO

MARK 30 +1.03% • DAX 30 +1.03% • EURO STOXX 50 +1.03% • MERCK KGAA +0.85% • VONOVIA +0.75% • RWL +1.39% • VOLKSWAGEN +0.85%

EQS

## » Agenda «

1. About
2. Segment Corporate Compliance
3. Segment Investor Relations
4. 9M 2019
5. Outlook

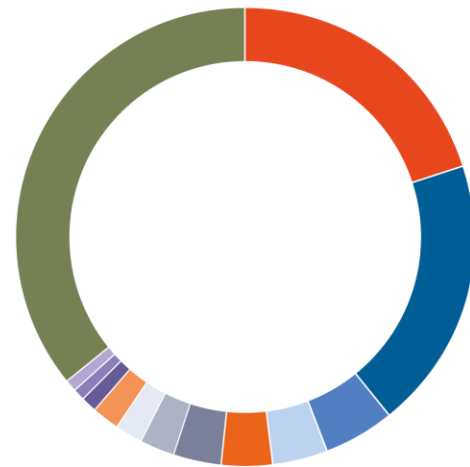
# » EQS Group «

RegTech	Corporate Compliance Investor Relations
Clients	2,405 Large Caps 4,013 XML 36,062 LEI
Employees	324 (FTE)
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



# » Shareholder Structure: Founders and Longterm Investors «

Shareholder structure as of November 6, 2019:



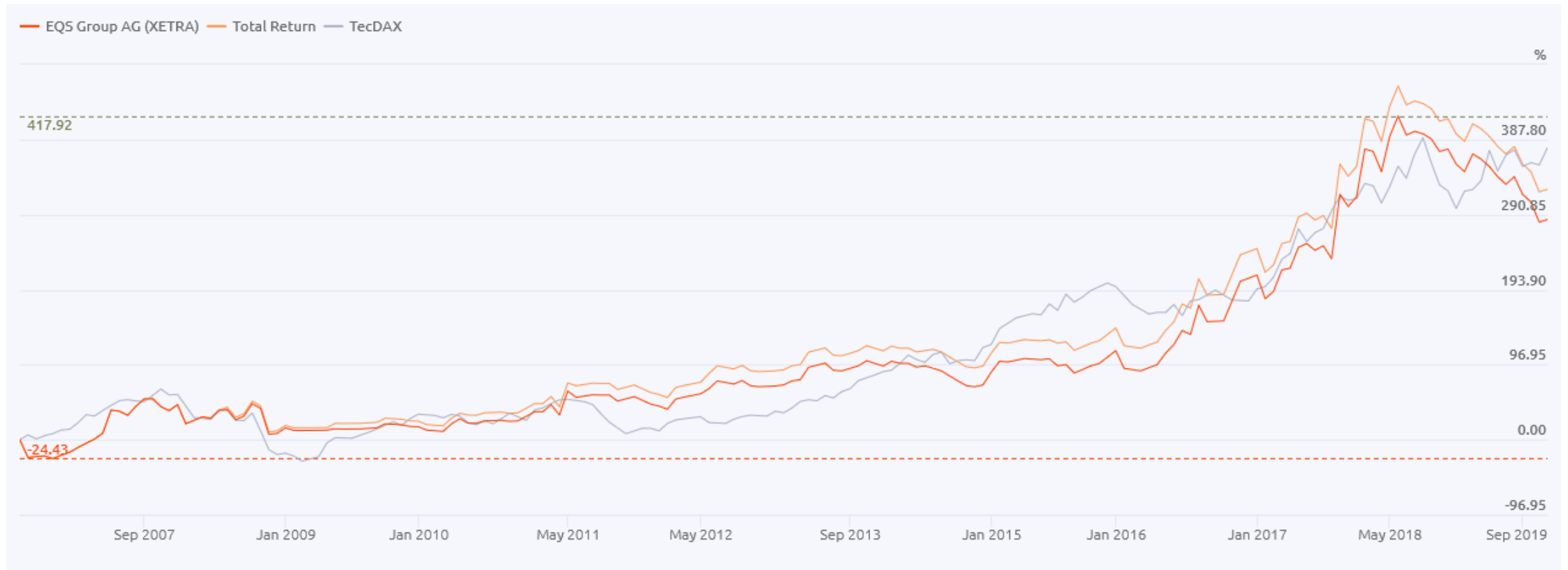
- Achim Weick: 21%
- Investmentaktiengesellschaft für langfristige Investoren TGV: 20%
- EIFFEL INVESTMENT GROUP SAS: 5%
- Allianz Global Investors: 4%
- Berenberg Europ. Micro: 4%
- Shareholder Value: 4%
- Rony Vogel: 3%
- Peter Conzatti: 2%
- Robert Wirth: 2%
- André Marques: 1%
- Christian Pflieger: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

Institutional Investors > 3% &  
Management and Board of directors

# » Performance since IPO on 8.6.2006 «

~300%\* Total Return --- EQS share (red line) in line with TecDax (grey line) --- Market Cap: € 84 million.\*

\*as of November 6, 2019



## » Fuel the Cloud Engine «

### Trend 1: Digitization

Budget shift to digital

→ **Digital workflows**

### Trend 2: Regulation

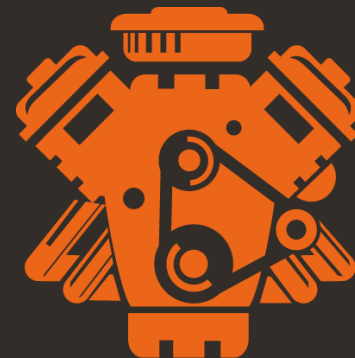
Governance & Compliance

→ **New markets and products**

### Trend 3: Globalization

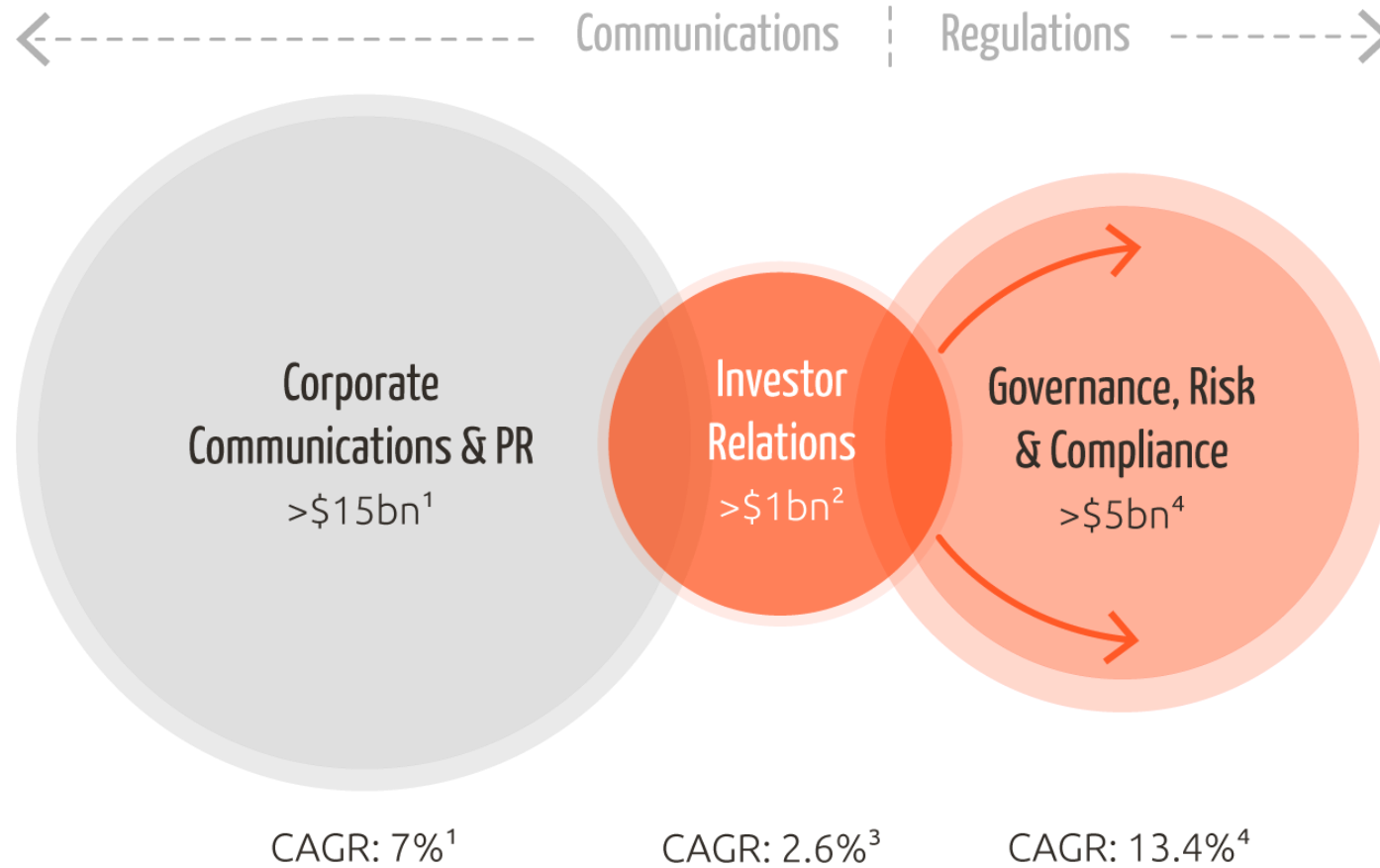
Global corporate operations

→ **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**

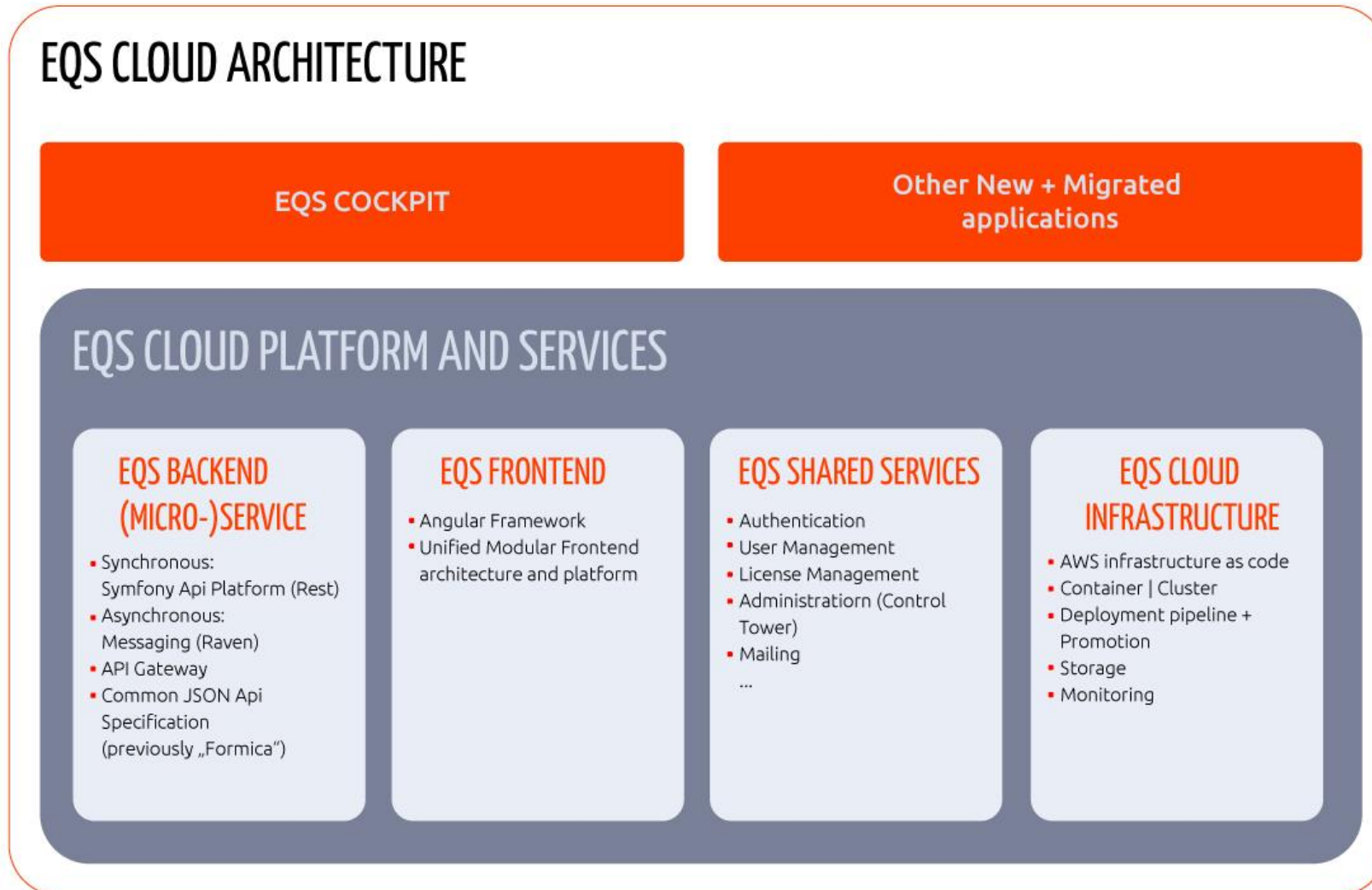
- COCKPIT
- Webhosting
- Webcast

**20%** **Onboarding Revenues**

- Setup Fees
- Media



# » New Cloud Architecture «



## » Case Study IPO (in €)«



<i><b>COCKPIT-Modules</b></i>	<i><b>ARR (2019)</b></i>	<i><b>ARR (2017)</b></i>	<i><b>Set Up (2019)</b></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 «

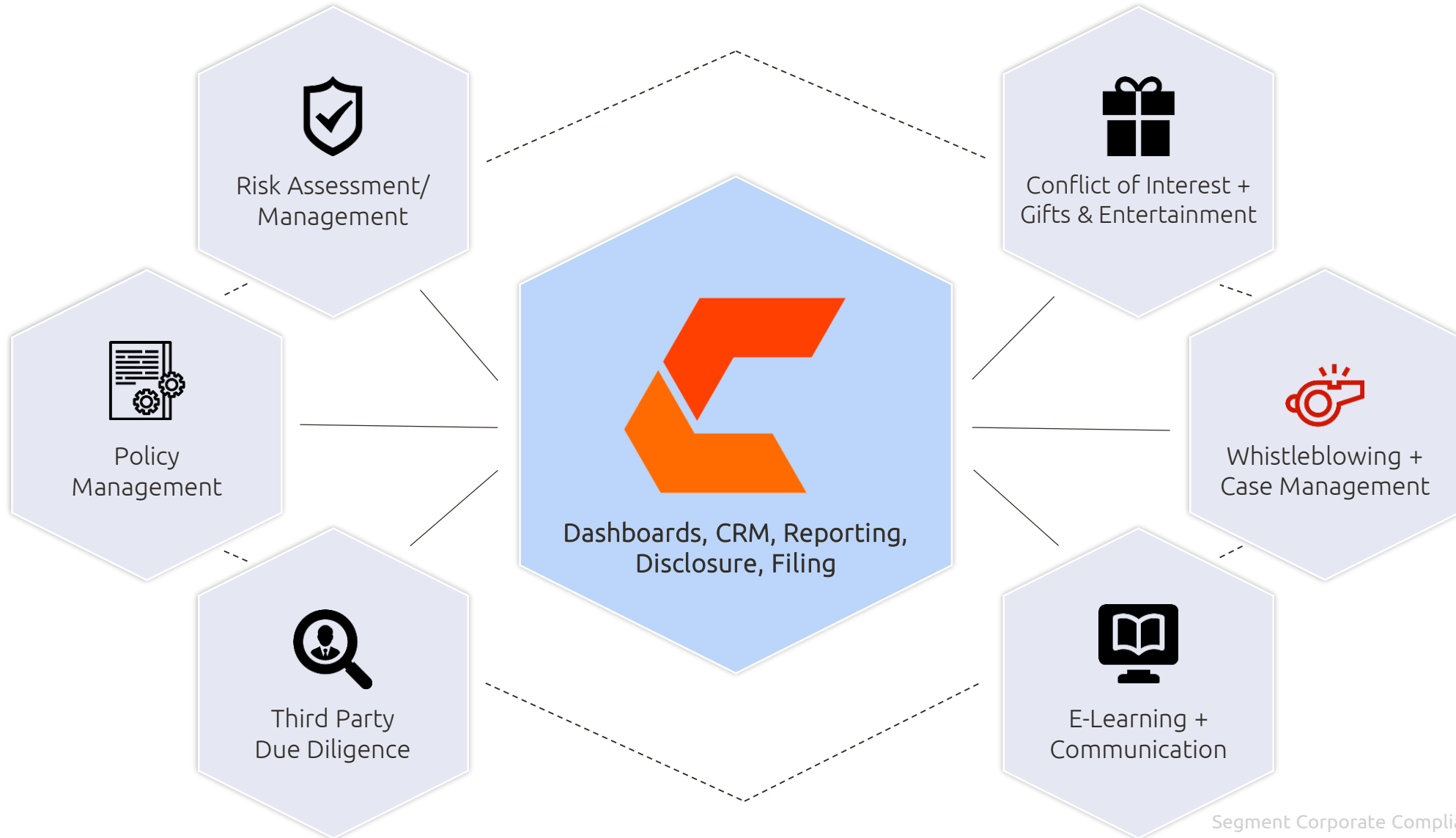
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## » Investment Program Cloud 2020 – The Corporate Compliance Case «



**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 Corporate Compliance «

**NEW!**

**COCKPIT** 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**

	<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	☆
+ 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	▼

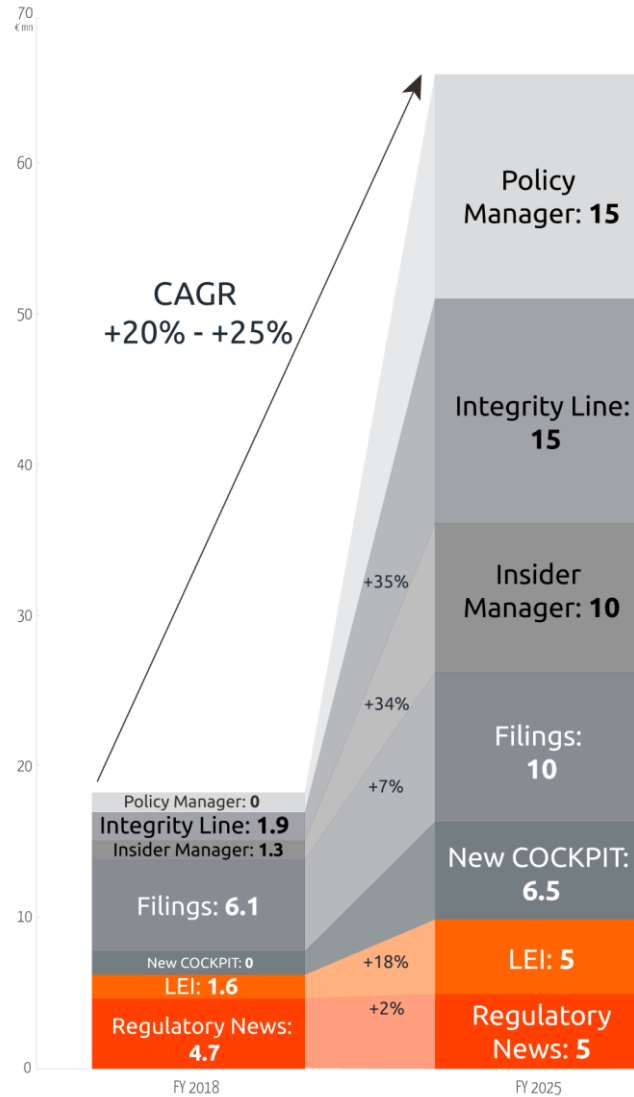
**IR WEBSITE TRAFFIC LAST 30 DAYS**

Line chart showing website visits over 30 days. Y-axis: Visits (0 to 15k). X-axis: Days.

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

# » Corporate Compliance Product Growth (excl. ARIVA.DE AG) «



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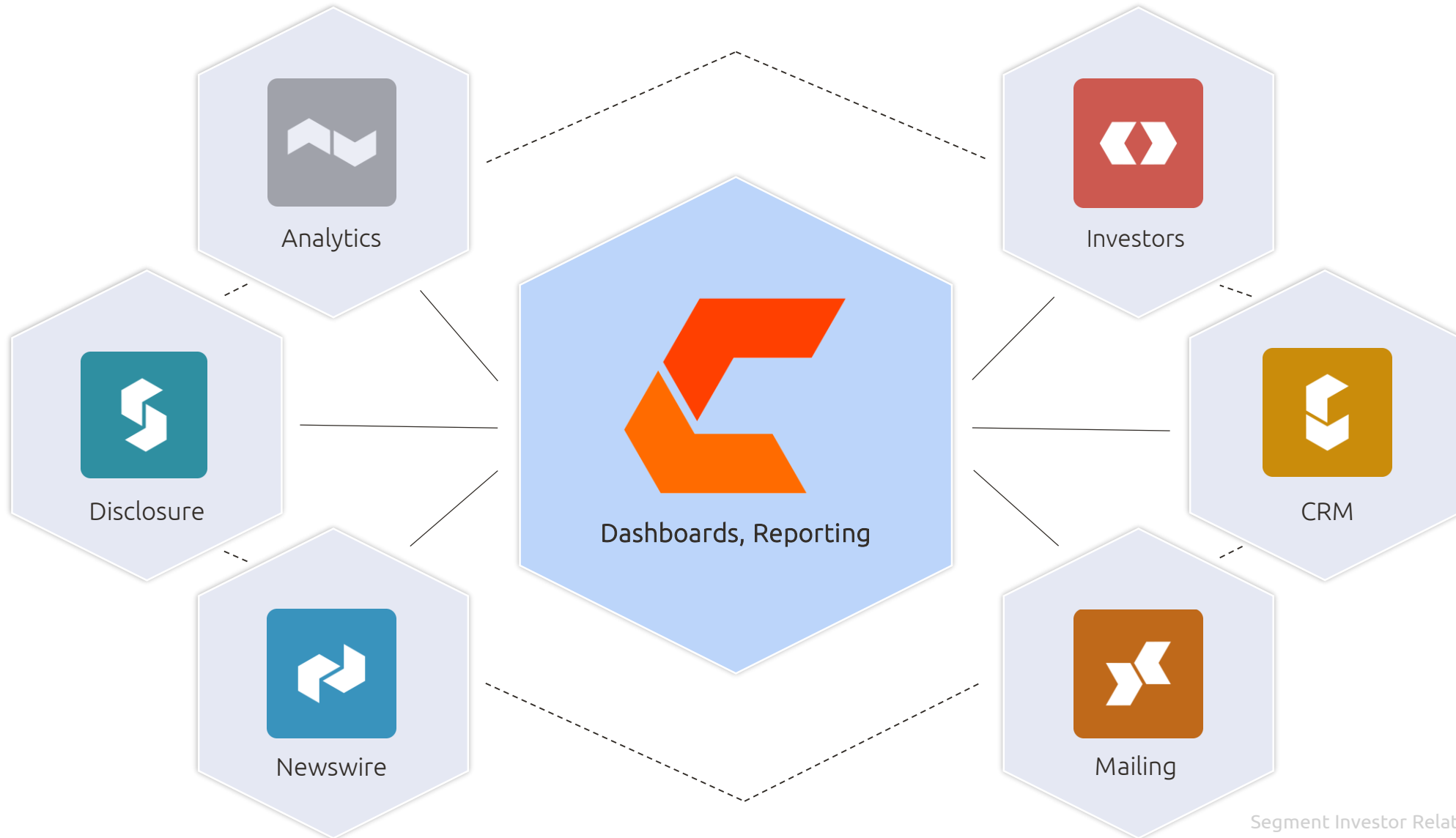


## » Investment Program Cloud 2020 – The IR Case «



**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**

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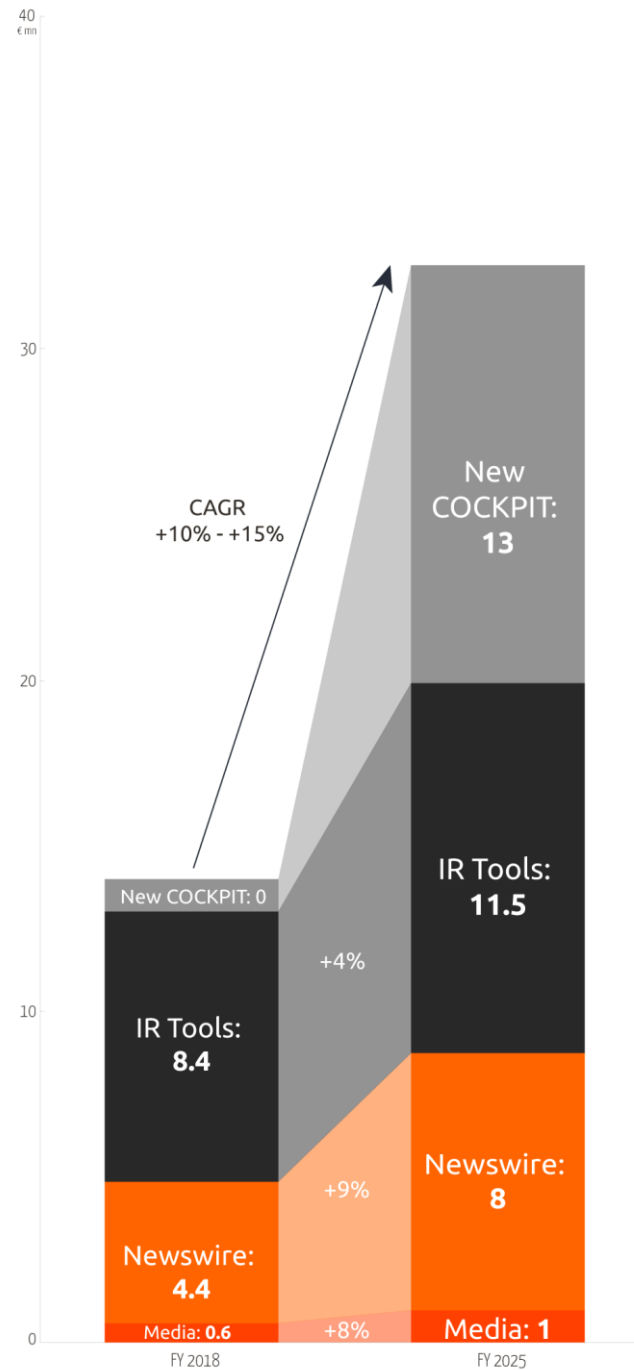
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# » IR Product growth (excl. ARIVA.DE AG) «



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## » Progress 9M 2019 «

**Trend reversal:**  
Revenue\* increases in Q3 2019  
**by 15%**  
Total expenses\* by **1%** only

New **COCKPIT**  
**127 new**  
SaaS-contracts

In 9M 2019  
newly acquired ARR of  
**€2.18<sup>mln.</sup>**

9M Revenues  
increases by **+3%**  
with **EBITDA** of  
**€649 thousand**

Revenue in the  
**Compliance**  
segment grew by  
**+22%\***  
Revenue in the  
**Investor Relations**  
segment grew by  
**+1%\***

**236**  
NEW **LARGE CAP** CUSTOMERS  
in 9M 2019

*\*Pro forma excl. ARIVA.DE AG*

## » Key Figures Q3 2019 (pro forma excluding ARIVA)«

<i>Key figures</i>	<b>Q3 2019</b>	<b>Q3 2018</b>	<b>+/-</b>
Revenues	<b>7,880</b>	6,832	+15%
Operating Expenses	<b>8,838</b>	8,753	+1%
EBITDA	<b>499</b>	-521	>+100%
EBITDA (adjusted for IFRS 16)	<b>41</b>	-521	>+100%
EBIT	<b>-316</b>	-969	+67%
Group Earnings	<b>1,728</b>	-2,146	>+100%

All figures are in thousand Euro unless otherwise stated

## » Key Figures 9M 2019 (pro forma excluding ARIVA)«

<i>Key figures</i>	<i>9M 2019</i>	<i>9M 2018</i>	<i>+/-</i>
Revenues	23,086	20,641	+12%
Operating Expenses	27,579	25,184	+10%
EBITDA	392	-628	>+100%
EBITDA (adjusted for IFRS 16)	-810	-628	-29%
EBIT	-2,028	-1,884	-8%
Group Earnings	-403	-1,619	+75%

All figures are in thousand Euro unless otherwise stated

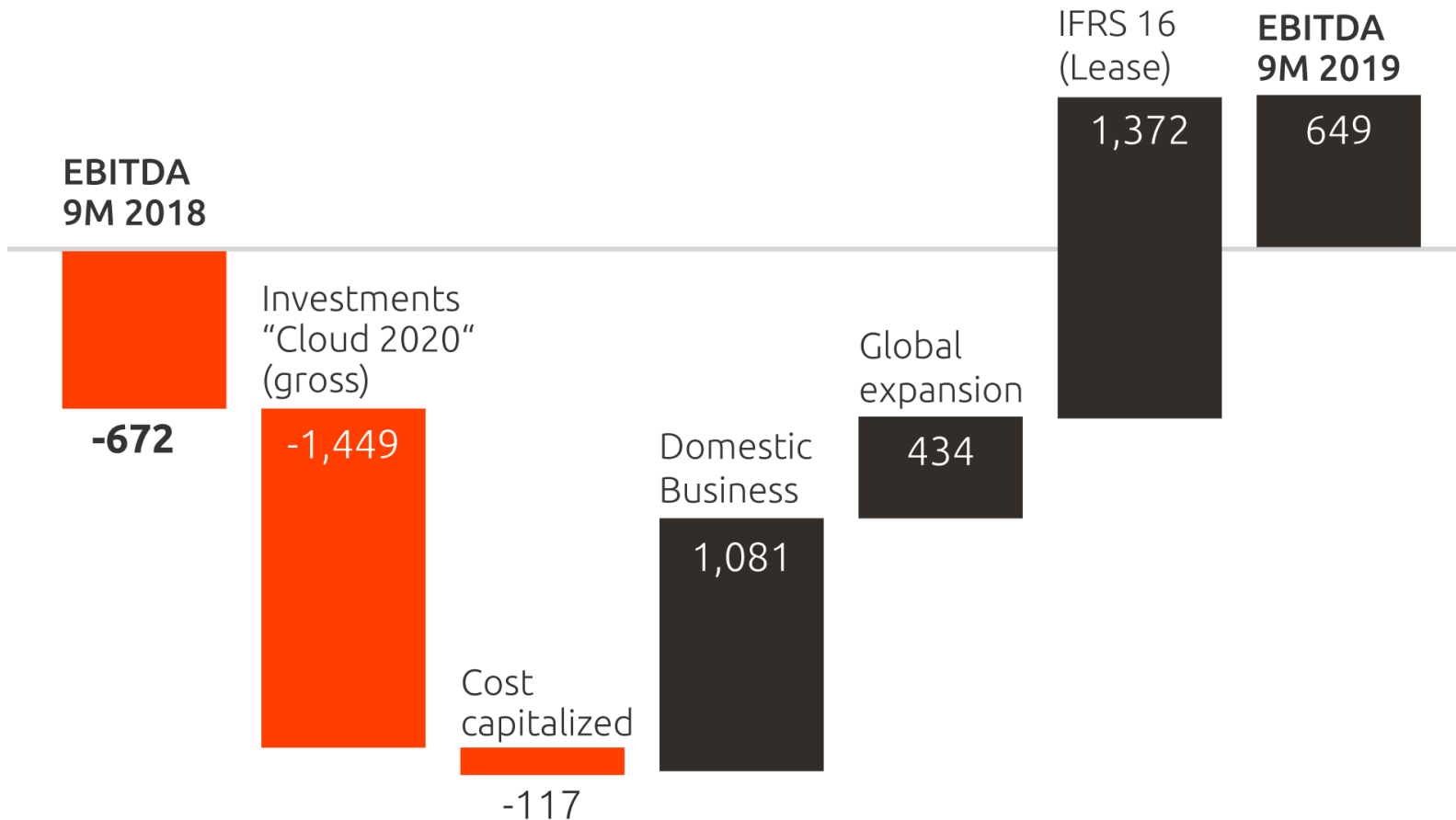


## » Key Figures 9M 2019 (reported)«

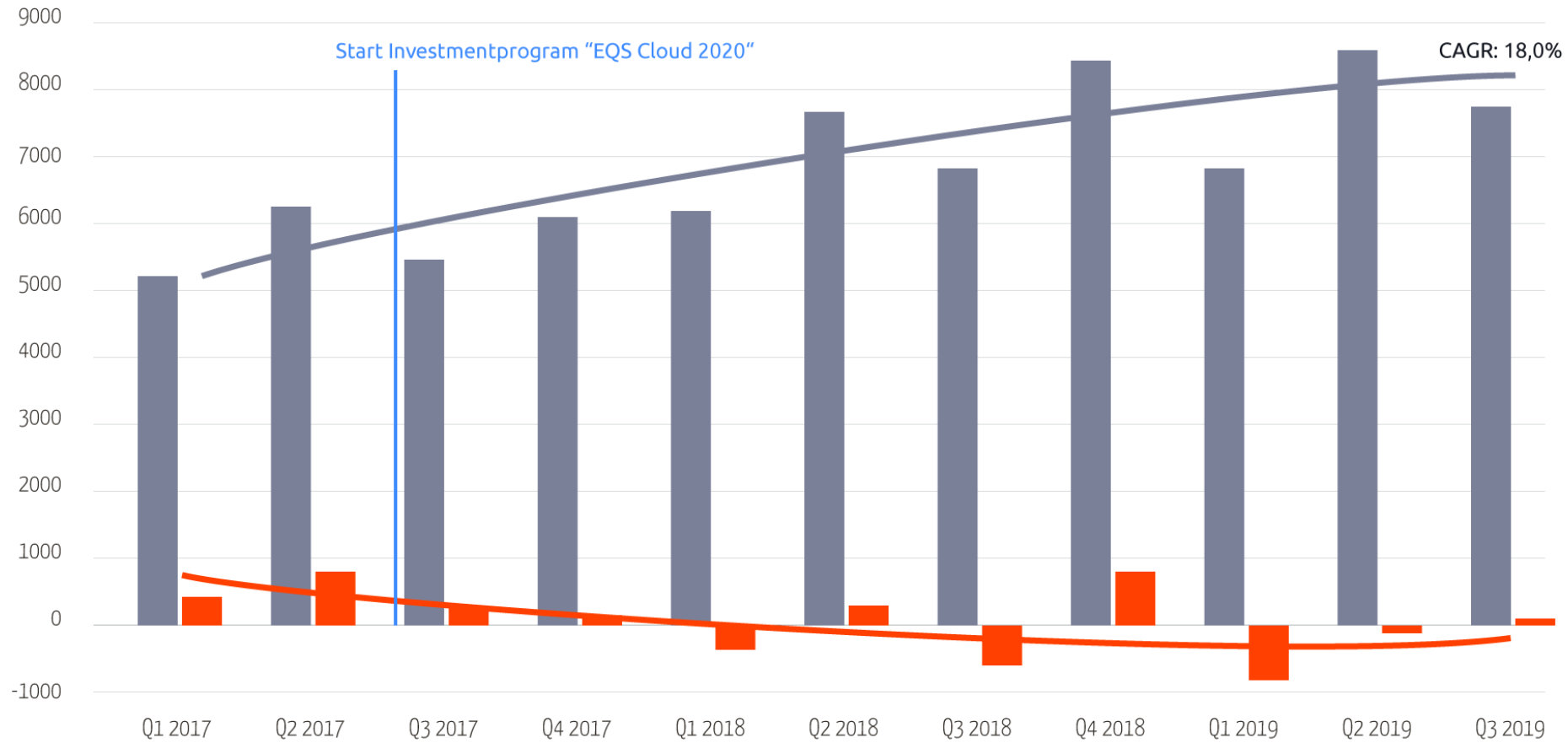
<i>Key figures</i>	<i>9M 2019</i>	<i>9M 2018</i>	<i>+/-</i>
Revenues	26,583	25,898	+3%
EBITDA	649	-672	>+100%
EBITDA (adjusted for IFRS 16)	-722	-672	-8%
EBIT	-2,339	-2,375	+2%
Group Earnings	-722	-2,287	+68%
Operating Cash Flow	1,701	2,533	-33%
Equity-Ratio (%)	54	59	-

All figures are in thousand Euro unless otherwise stated

## » EBITDA-Bridge 9M 2019 (in '000 €) «



# » Turning Point Q2 2019 (in '000 €) «

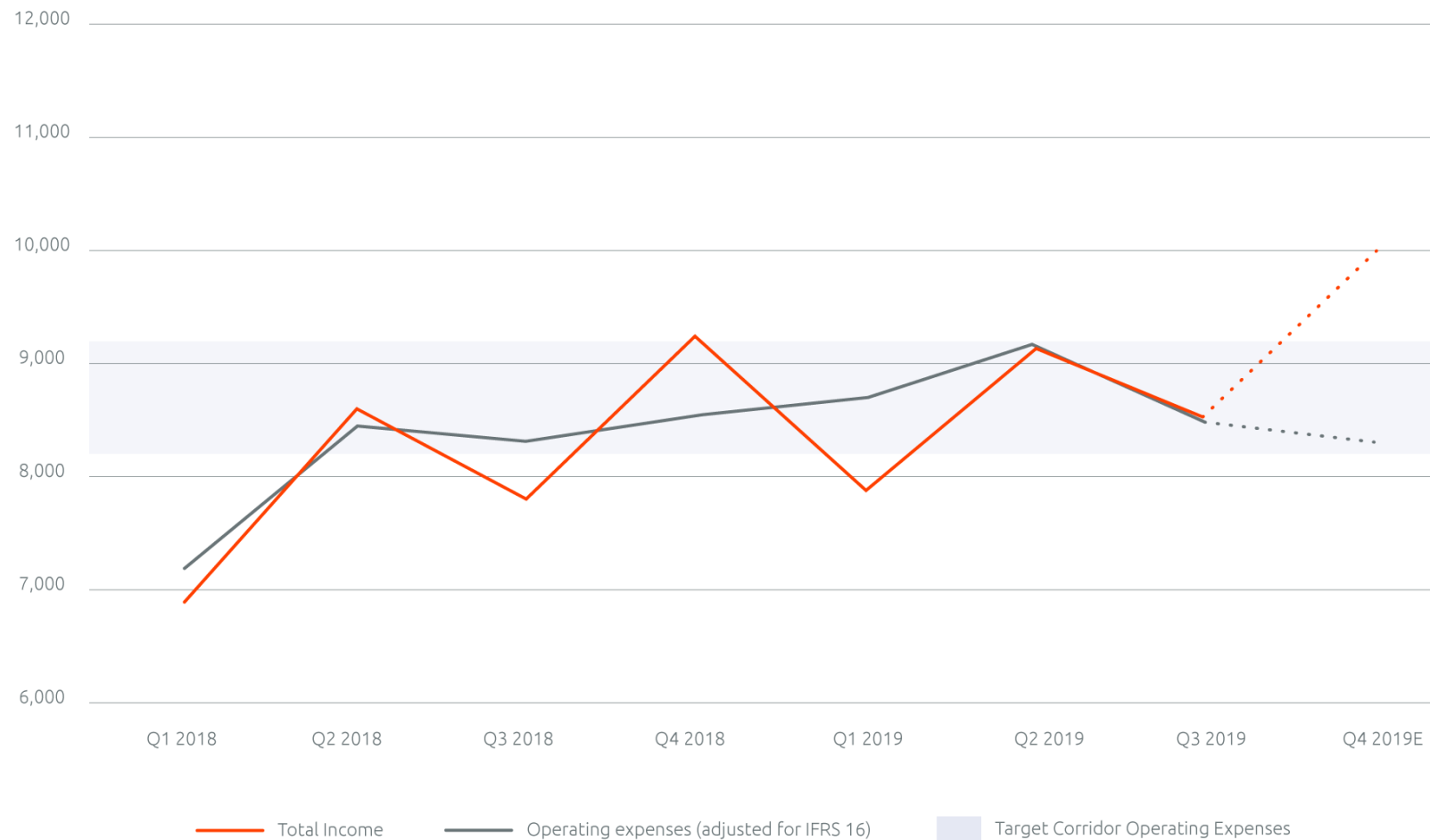


■ Revenue\*   
 ■ EBITDA\*   
 — Poly. (Revenue\*)   
 — Poly. (EBITDA\*)

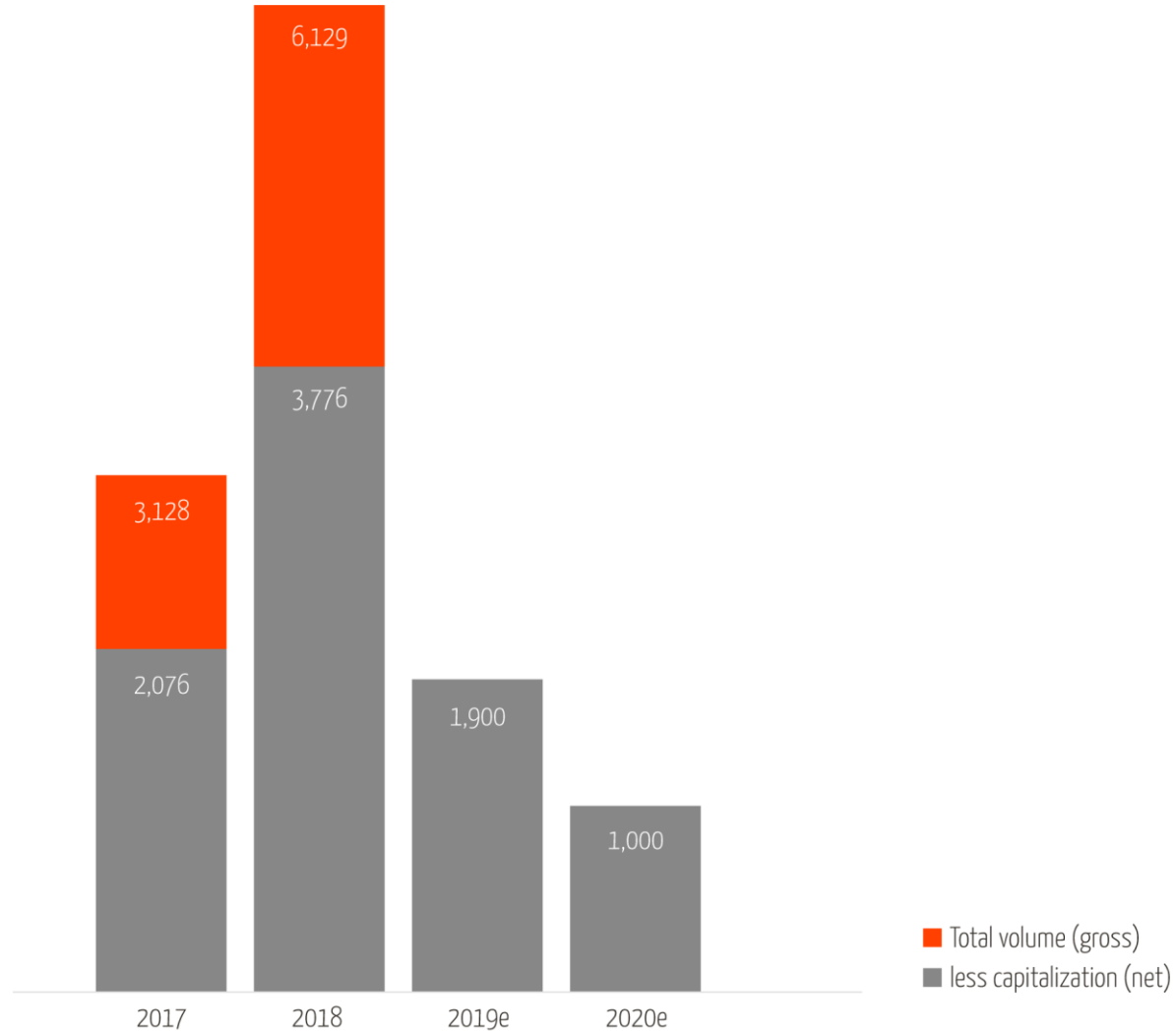
\*pro Forma ex ARIVA & adjusted for IFRS 16

# » Turning Point - Income and Expenditure development\* (in '000 €) «

\*Excluding ARIVA (pro Forma)



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



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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

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

\* EBITDA adjusted for IFRS 16 effects

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

18%-25%  
**REVENUE GROWTH**  
(ex ARIVA)

**€4 mln**  
new**ARR**

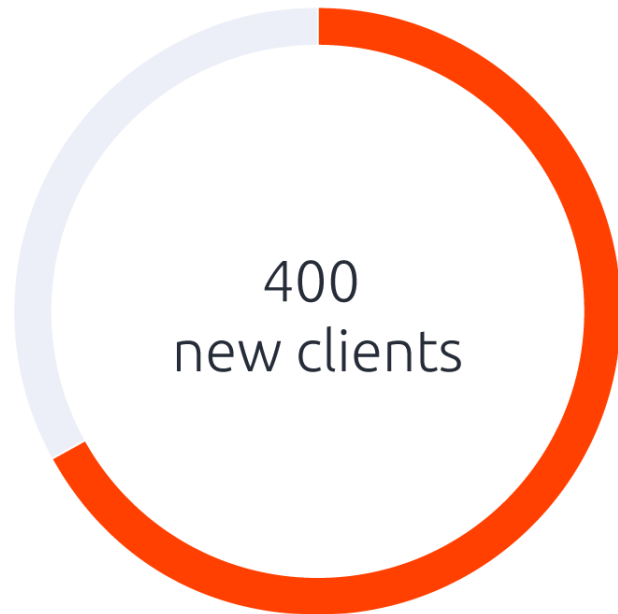
Constant  
**LEVEL**  
of  
employee  
satisfaction

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

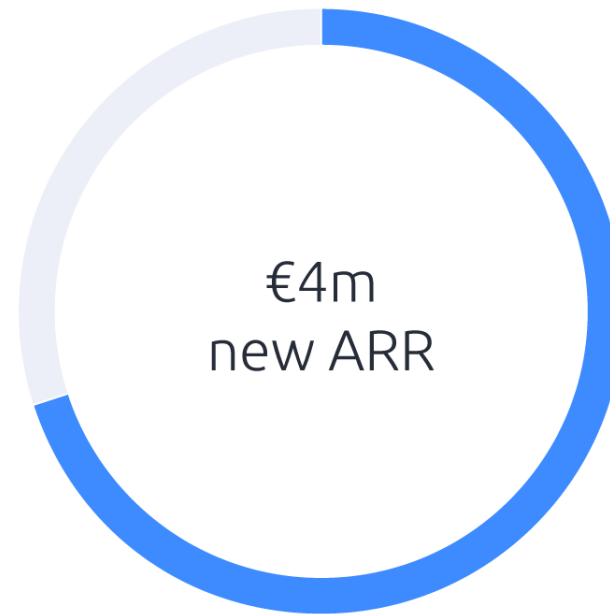
**€1.0** to **€2.0**  
mln to mln  
**EBITDA**



## » Progress on New Large Cap Clients and New ARR – November 8, 2019 «



270 reached



€2.8m reached

## » Reasons for lower Revenue & EBITDA «

- 6 month delay in CRM & Mailing development in client onboarding – 127 clients ytd vs 800  
Impact € 0.5 mln - € 1.5 mln
- Sluggish IPO market in Germany – so far 5 IPOs vs 15 IPOs expected  
Impact € 0.5 mln
- Lower XML revenues (Report size has increased less than expected) – 2% vs 10% expected  
Impact € 0.5 mln
- Longer Sales Cycles and delays with Compliance Cloud Software  
Impact € 0.5 mln

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

\* EBITDA adjusted for IFRS 16 effects

**310 to 350**  
NEW LARGE CAP  
**CLIENTS**

**10%-15%**  
**REVENUE GROWTH**  
(ex-ARIVA)

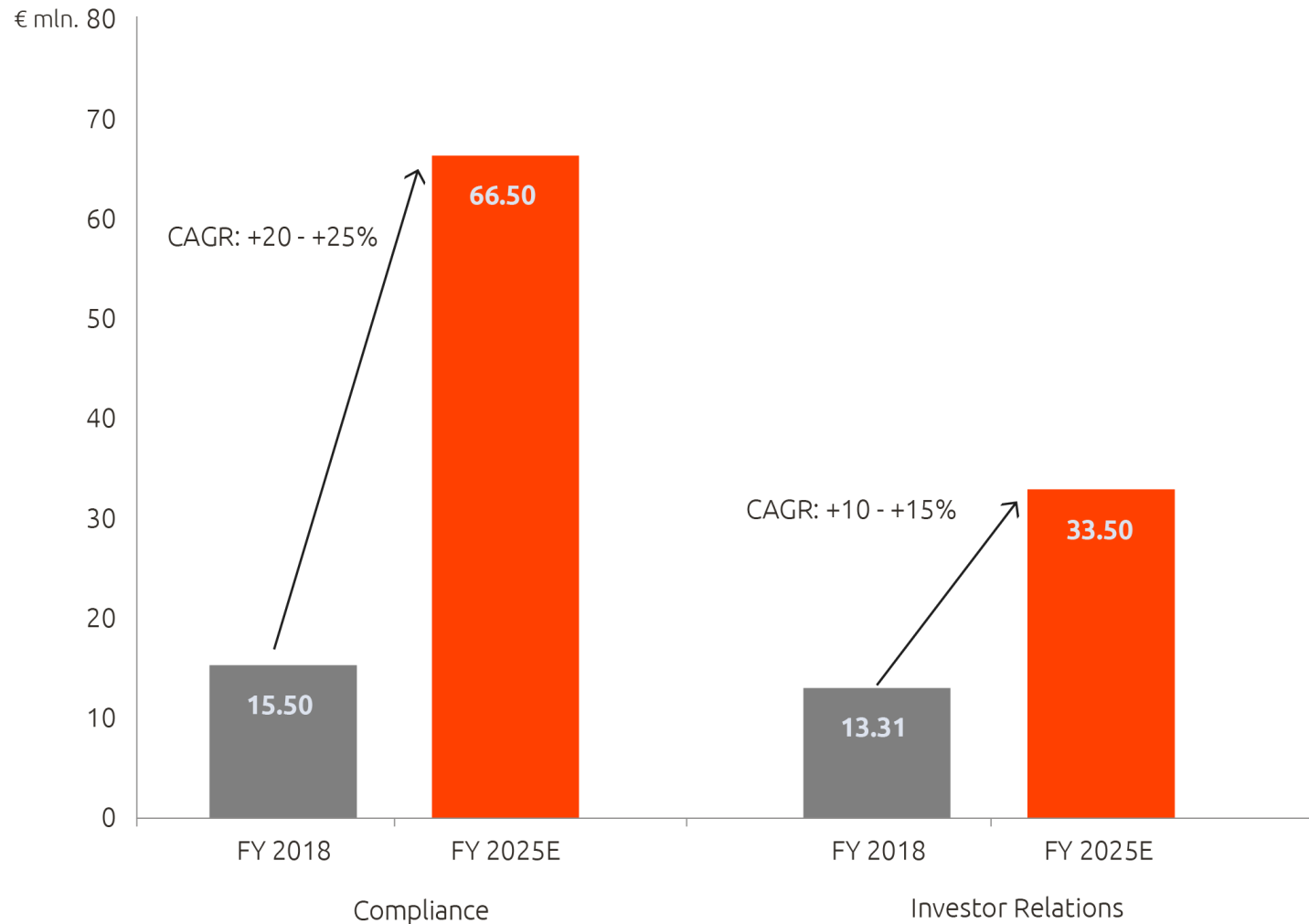
€ 3.2 mln. to € 3.6 mln.  
**newARR**

Constant  
**LEVEL**  
of  
employee  
satisfaction

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

€ **0.5** mln to € **1.5** mln  
**EBITDA**

## » Steady State 2025 – Segment Revenue (excl. ARIVA.DE AG) «



## » 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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**Founder & CEO**

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**CFO**

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Detailed information can be found at [www.eqs.com](http://www.eqs.com).

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