

»EQS Group AG – The Global RegTech«

Earnings update +++ August 14, 2020 +++ Achim Weick, Founder and CEO & André Marques, CFO



» Agenda «

1. HY1 2020 Financials
2. The RegTech Story
3. Outlook

» COVID-19 Impact «

+

Positive

News & Disclosure

+26% news revenue (HY1 2020)

Webcasts

+98% video and audio webcasts revenue (HY1 2020)

Virtual Annual General Meetings

>50 AGMs due to new regulation (ytd)

-

Negative

IPOs

Only six IPOs ytd

Sales Cycles

Some delays of pitches and longer sales cycles

Potential Bankruptcies

The longer the pandemic continues, the more bankruptcies there will be and the more customers we'll potentially lose

» Progress HY1 2020 «

Operating Leverage:
Revenue* increases
in **HY1 2020** by **21%**
Operating Expenses -2%*

€2.94 mln.
newly acquired **ARR**
(+126%)

New **IR COCKPIT:**
445 new
SaaS-contracts
(as of June 30, 2020)

EBITDA increases to
€ 3.0 mln.
(HY1 2019: € -107 thousand*)

Revenue in the
Compliance
segment grew by
+16%*

Revenue in the
Investor Relations
segment grew by
+28%*

151
New **SAAS**
CUSTOMERS
(HY1 2019: 166)

*Pro Forma excl. ARIVA.DE AG

» Key Figures HY1 2020 «

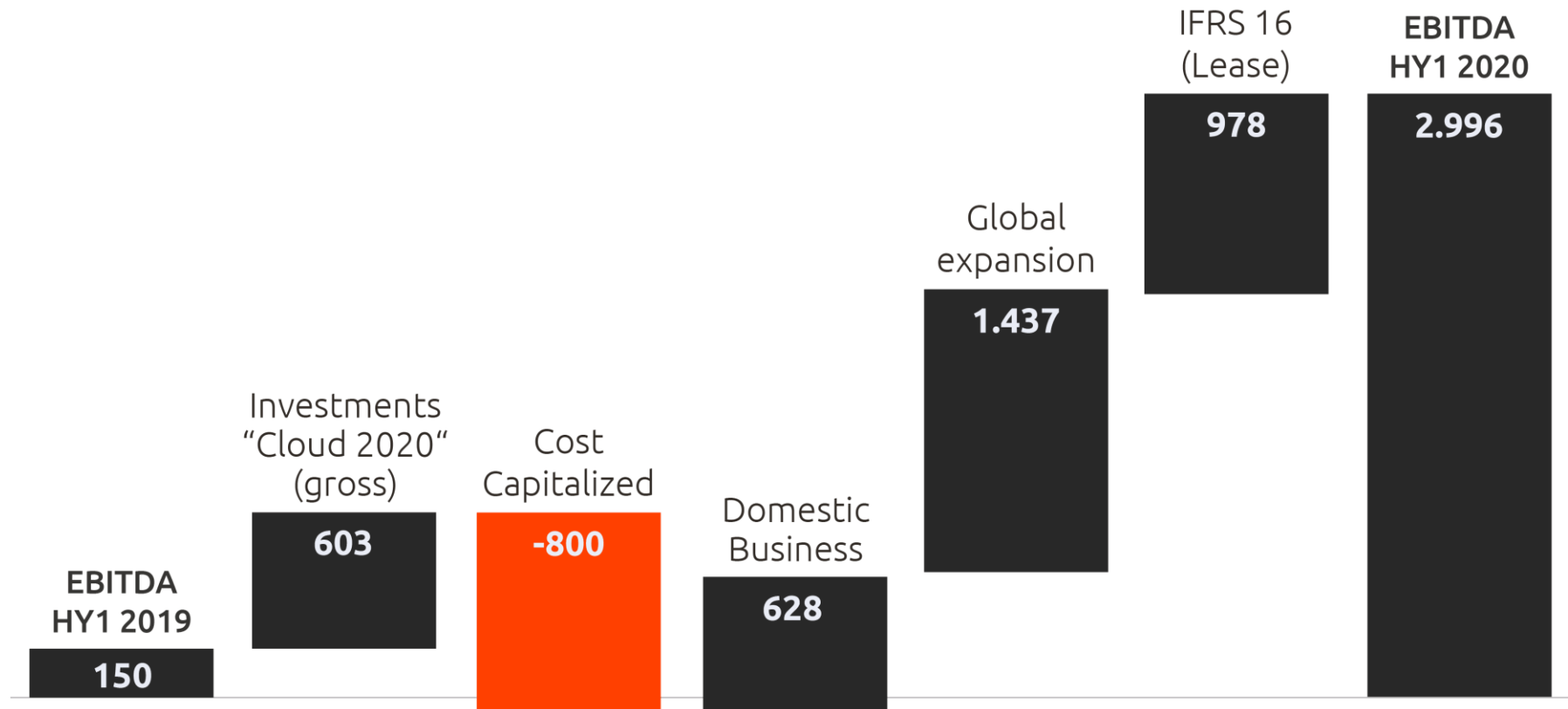
<i>Key figures</i>	<i>HY1 2020</i>	<i>HY1 2019</i>	<i>+/-</i>
Revenues*	18,454	15,206	+21%
Operating Expenses*	16,710	17,134	-2%
EBITDA*	2,996	-107	> +100%
EBITDA**	2,018	-763	> +100%
EBIT*	1,004	-1,712	> +100%
Group Earnings*	117	-2,131	> +100%
Free Cash Flow	2,980	-1,103	> +100%
Equity-Ratio (%)	52	45	-

* Pro Forma excl. ARIVA.DE AG

** Adjusted for IFRS 16

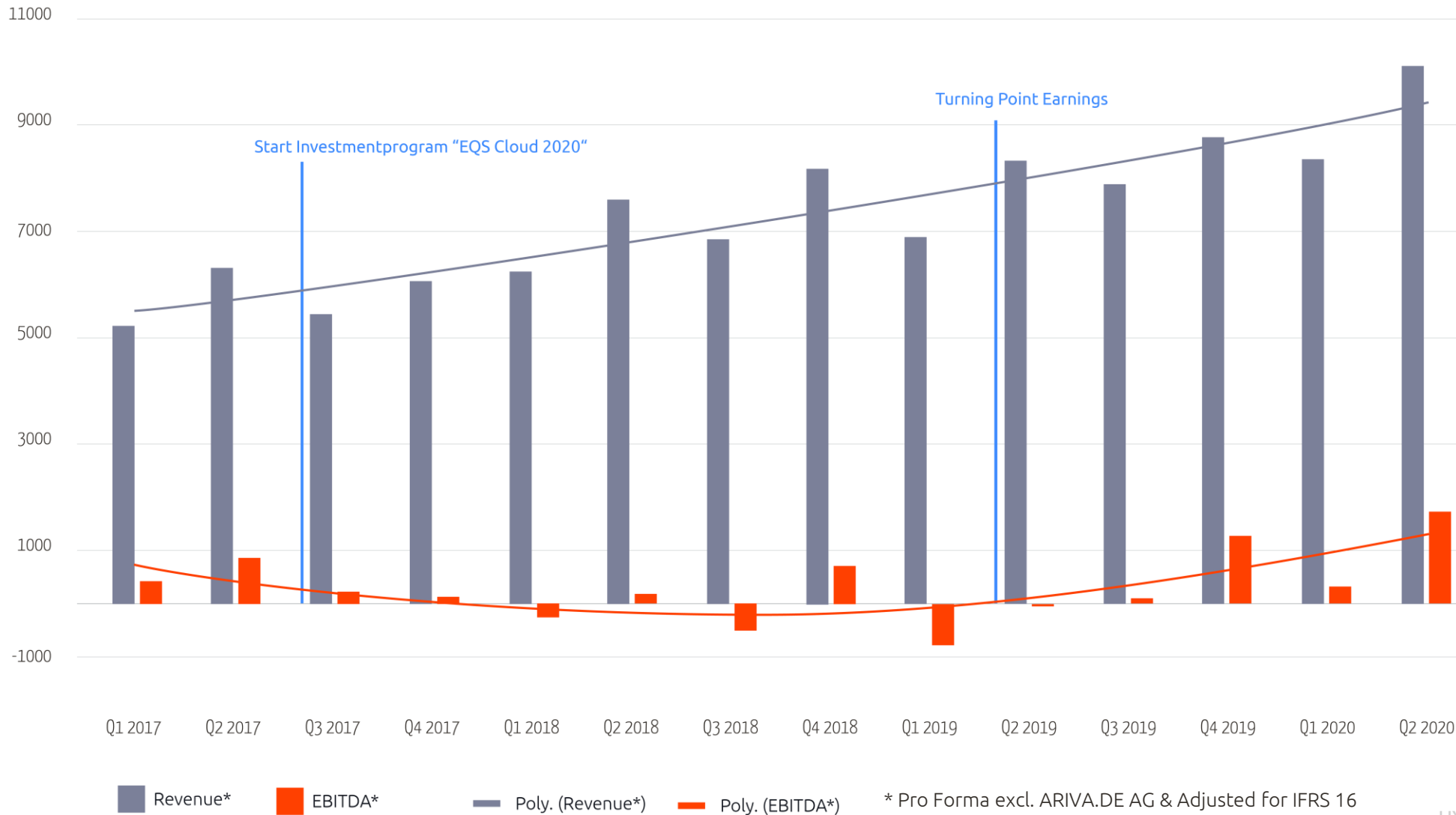
All figures in thousand Euro unless otherwise stated

» EBITDA-Bridge HY1 2020 (reported) «



All figures in thousand Euro unless otherwise stated

» Turning Point: Revenue vs. EBITDA «



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» Our Believe «

We at EQS believe that
radical transparency and **compliance**
create the most important
corporate capital:

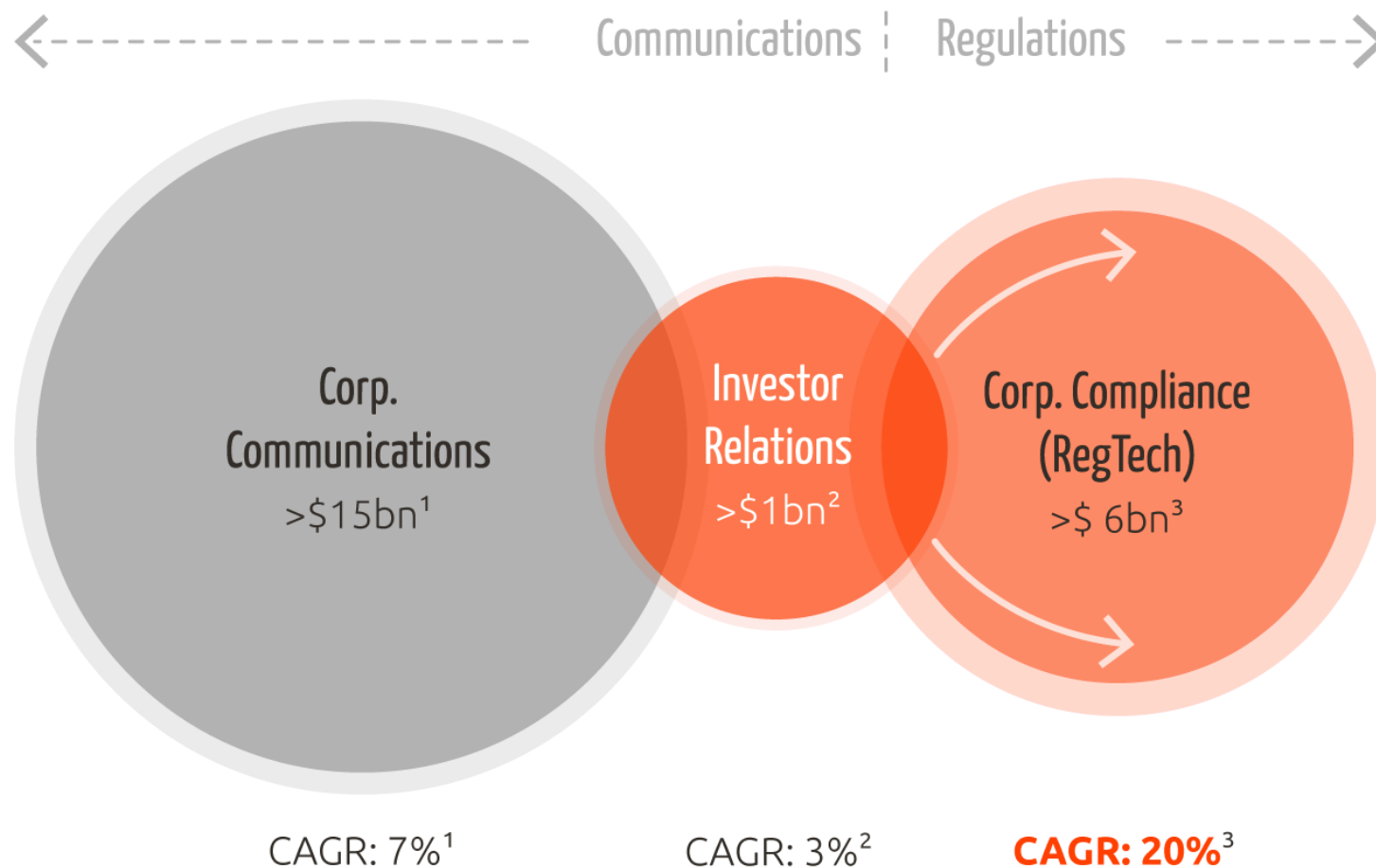
TRUST

» EQS Group «

RegTech	Corporate Compliance Investor Relations
Clients	2,541 SaaS clients 4,409 Filing clients
Employees	316 (FTE)
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)



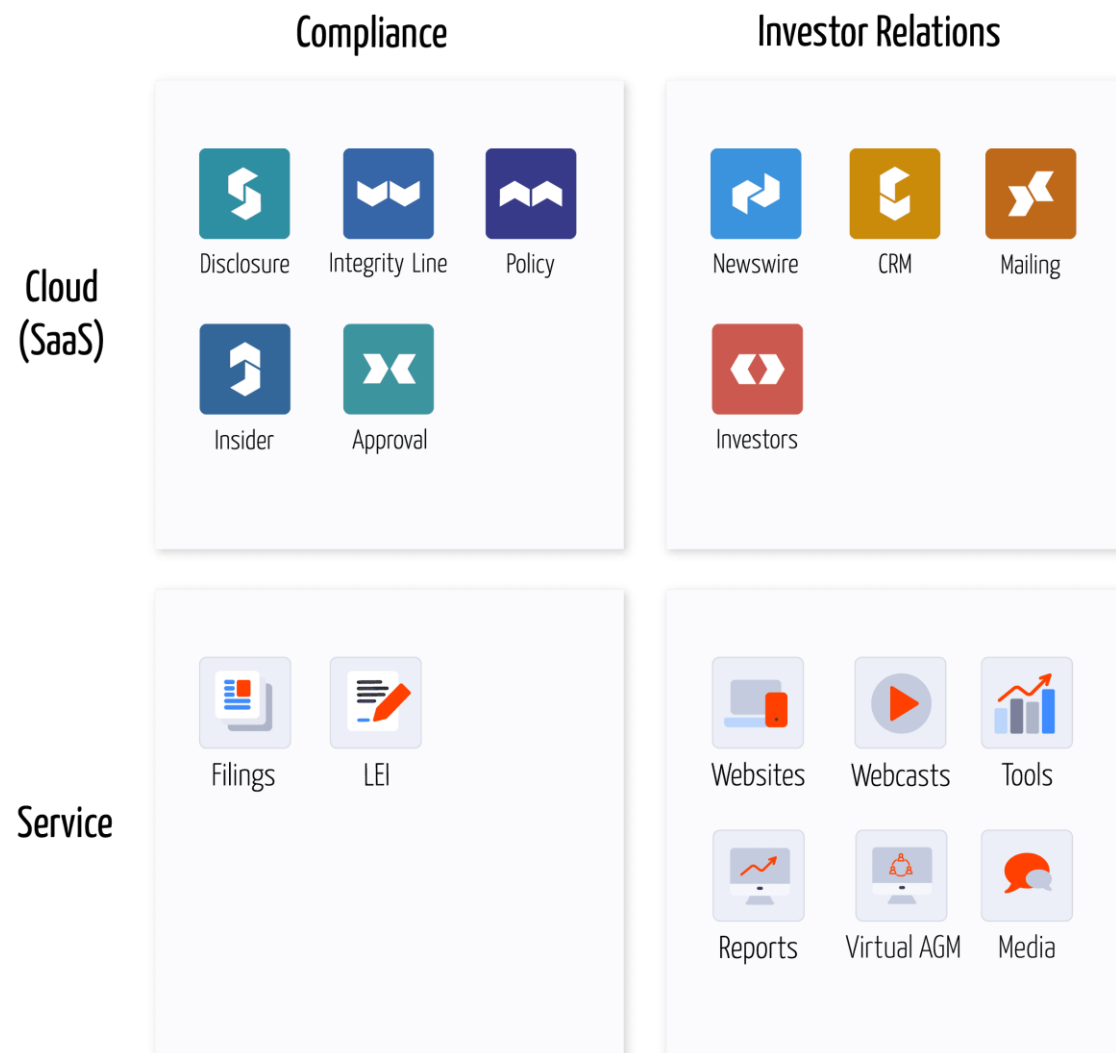
» Business Universe «



Sources:

¹ Holmes Report ² IR Magazine ³ Gartner, Markets & Markets

» Product Portfolio «



» The Game Changer IR COCKPIT «

COCKPIT  12:20 Mr. John Doe

DISCLOSURE NEWSWIRE CRM MAILING INVESTORS

QUICK LINKS

- CONTACTS
- TASKS
- NEWS ARCHIVE
- XML REPORTS
- VOTING RIGHT ANNOUNCEMENT

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

QUICK ACTION

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

TOP BUYERS

	DATE AND TIME	
BNP Paribas SA	18400	↑
The Vanguard Group, Inc.	1500	↑
BlackRock, Inc.	293	↑
Ouram Holding Sarl	196	↑
The Capital Group Cos., Inc.	108	↑

TOP SELLERS

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	↓

EQS IR NEWSLETTER

EQS IR NEWSLETTER

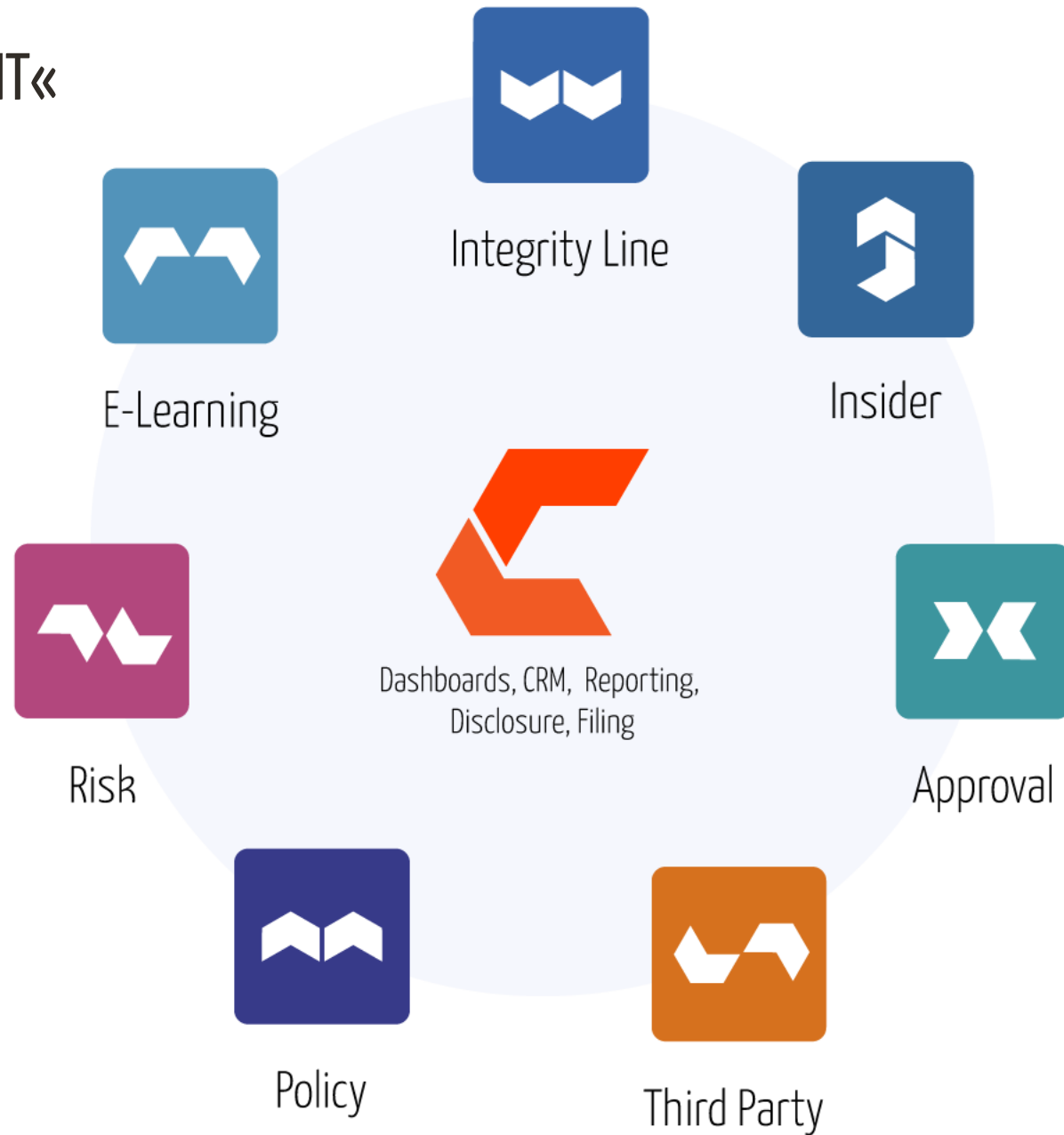
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EQS GROUP

» New Compliance COCKPIT«



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» Outlook 2020e «

New-ARR
€ 4,5 Mio. - € 5,5 Mio.

15%-20%*
REVENUE GROWTH

300-350
new SaaS-Customers

Stable
Net Promoter Score

Constant
LEVEL
of employee satisfaction

€4.0 mln. to €5.0 mln.
EBITDA

* Pro Forma excl. ARIVA.DE AG

» Sales progress (as of July 2020) «

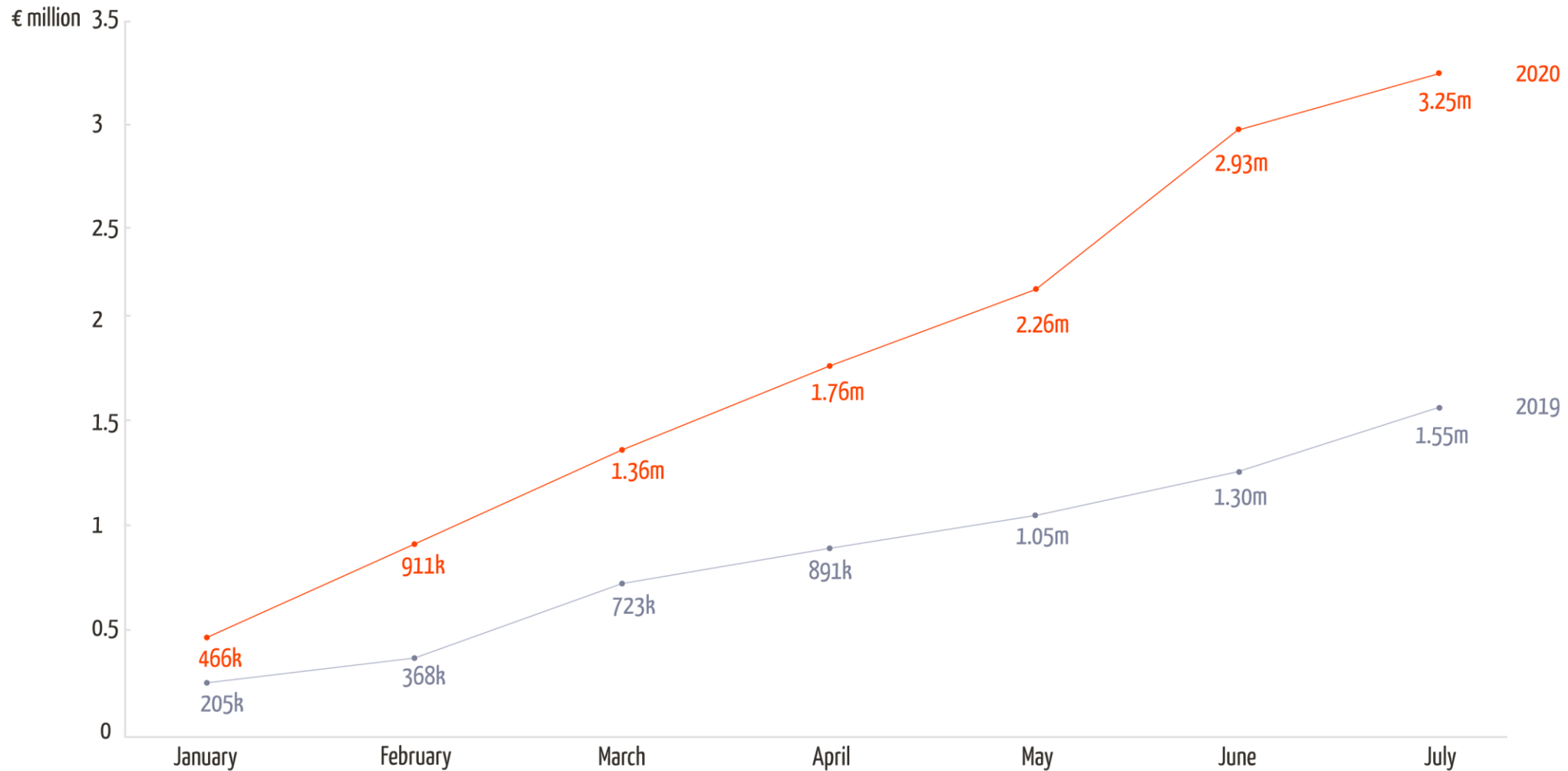


€ 3.25m reached

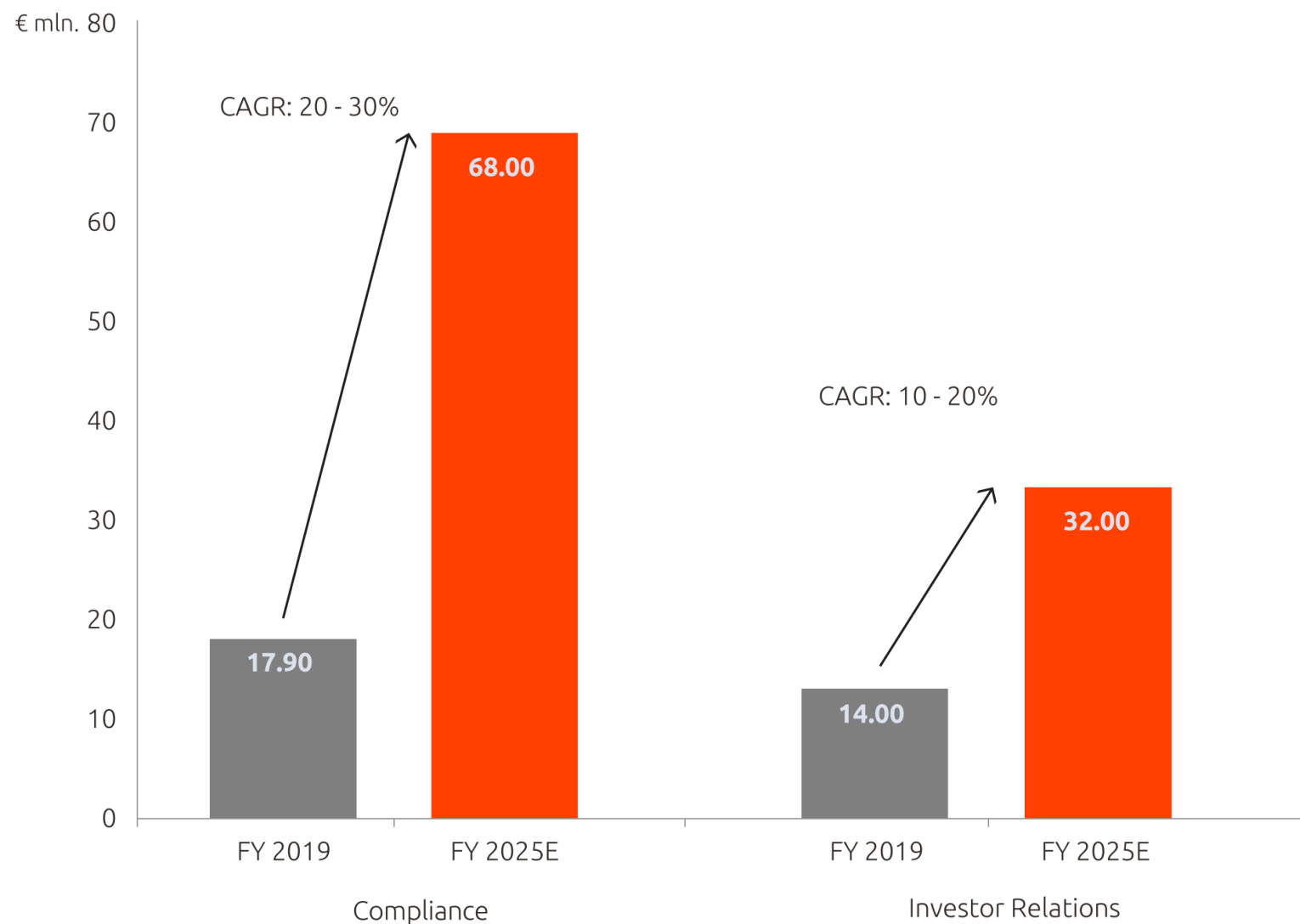


167 reached

» New ARR Growth >100% «



» Forecast 2025e «



» Our Vision «

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

EQS Group 2025

» Contact «



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» The new Website «

DAS INNOVATIVE EQS COCKPIT

» Die Cloud-Lösung für alle Compliance und Investor Relations Aufgaben «

Digitalisieren und vereinfachen Sie Ihre Compliance- und Investor Relations-Prozesse mit unserer innovativen Software-Plattform

