

Building a European SaaS Champion

Creating Trusted Companies

+++ Spring Conference Frankfurt +++ 24 May 2022 +++

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Agenda

1. About EQS
2. Whistleblowing
3. Financials & Outlook

About EQS

Our Belief

We at EQS believe that
Integrity and Transparency
create the most important
corporate capital:

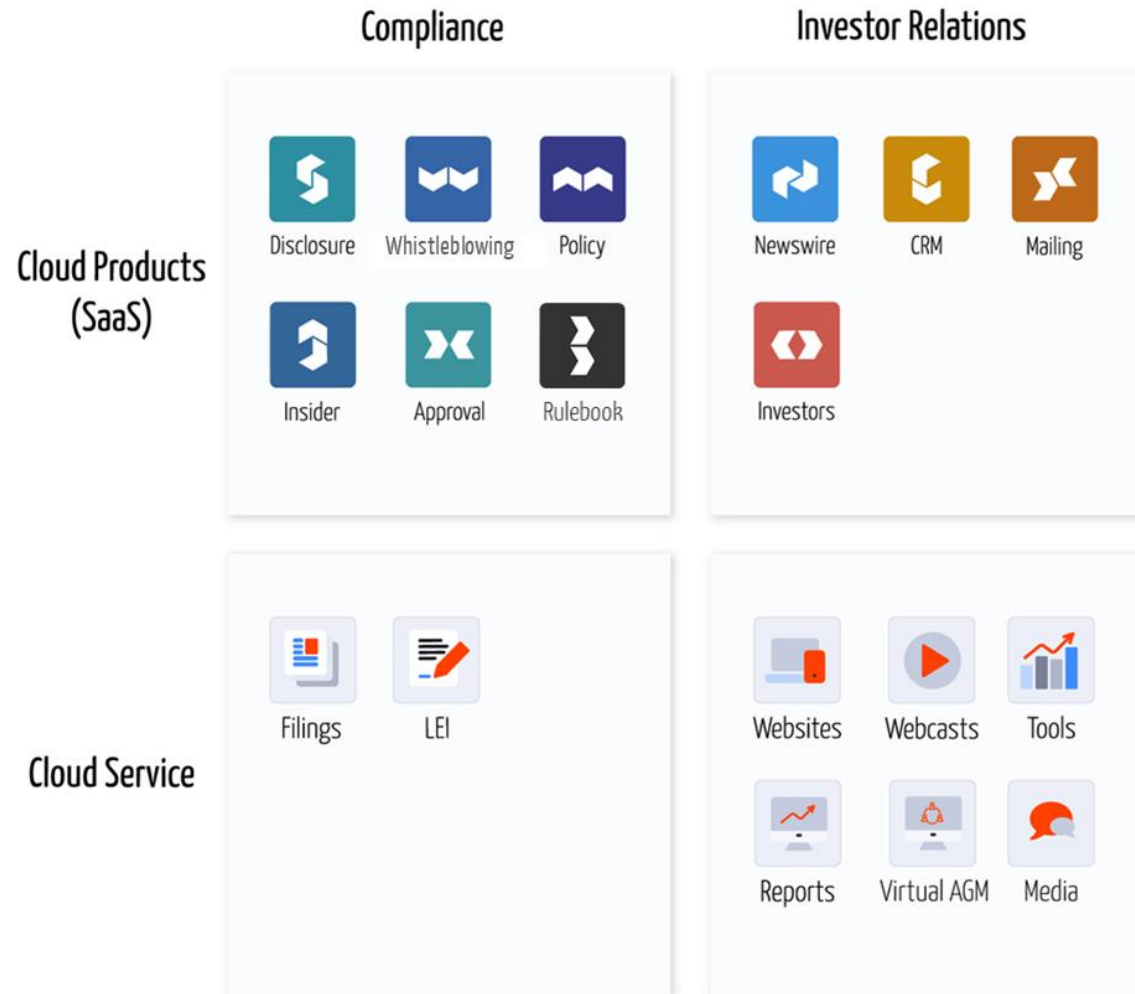
TRUST

Overview EQS Group

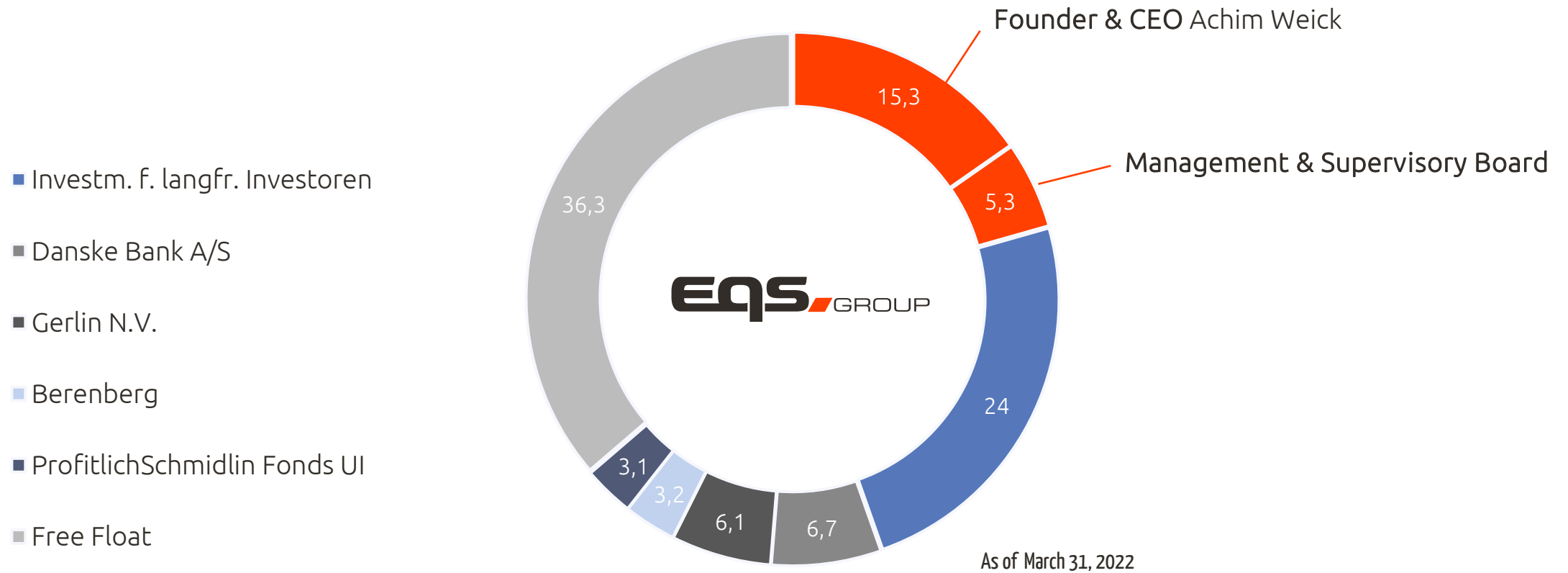
- **RegTech**
Corporate Compliance
Investor Relations
- **Customers**
4,405 SaaS,
4,242 Filing
- **Employees (FTE)**
537
- **Founding**
2000 in Munich (Headquarter)
- **Listing**
Frankfurt (Scale)



Our Product Portfolio - 100% Cloud



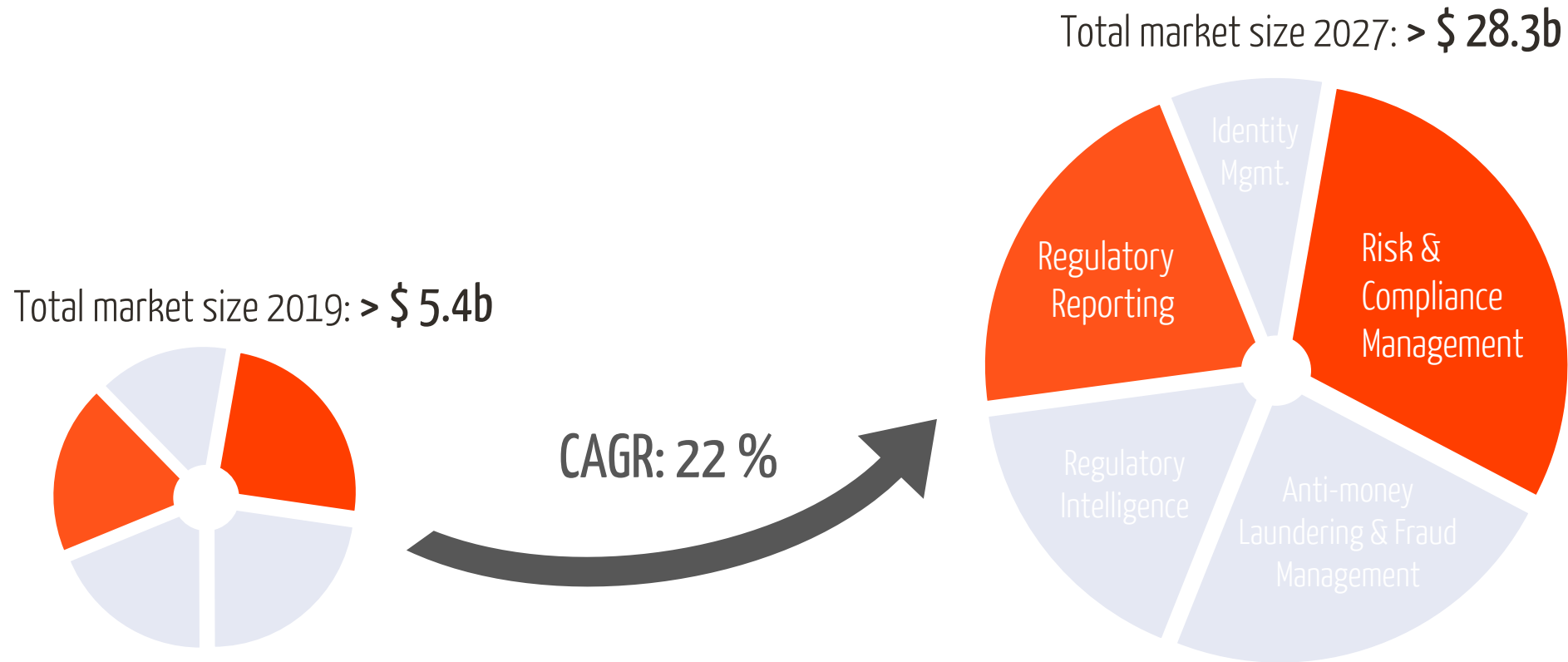
Current Shareholder Structure



Our Goal 2025

» The **Leading European Cloud Provider** for
Global Corporate Compliance & Investor
Relations Solutions «

The RegTech Market – strong growth from Compliance







Source: Warburg Research, Allied Market Research

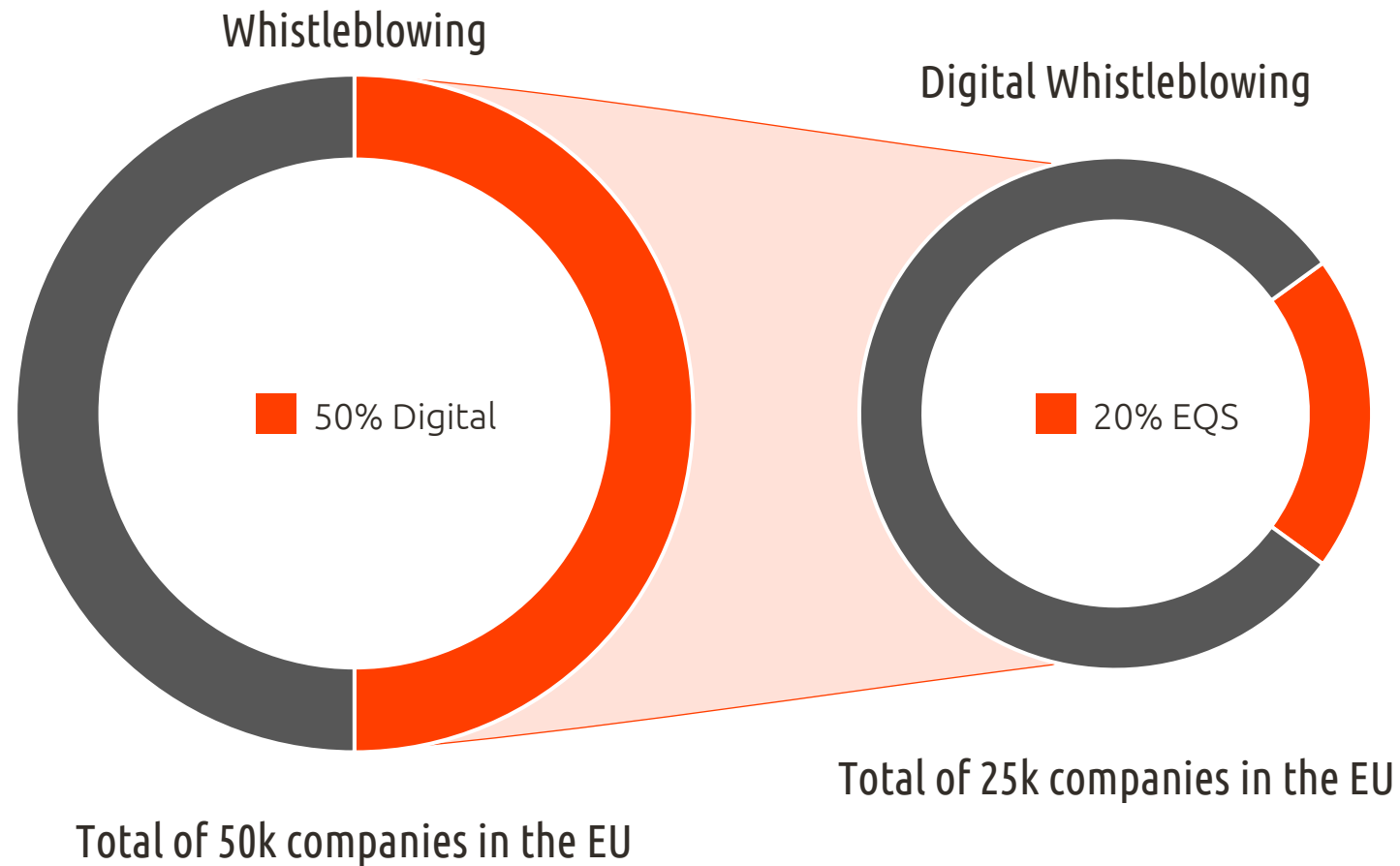


Whistleblowing

The Whistleblowing Market Landscape in Europe

				
Headquarter	Germany	Netherlands	USA	USA
Revenue 2021 (total)	€ 50m	~ € 5 m	~ \$ 500m	> \$ 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	>1,500	~ 400	~ 500	~ 100
Nr. of DAX-40 Customers	22	2	-	-
Compliance Suite	✓✓	✓	✓✓✓	✓✓

Target Market Compliance – Goal 5,000 WB Customers

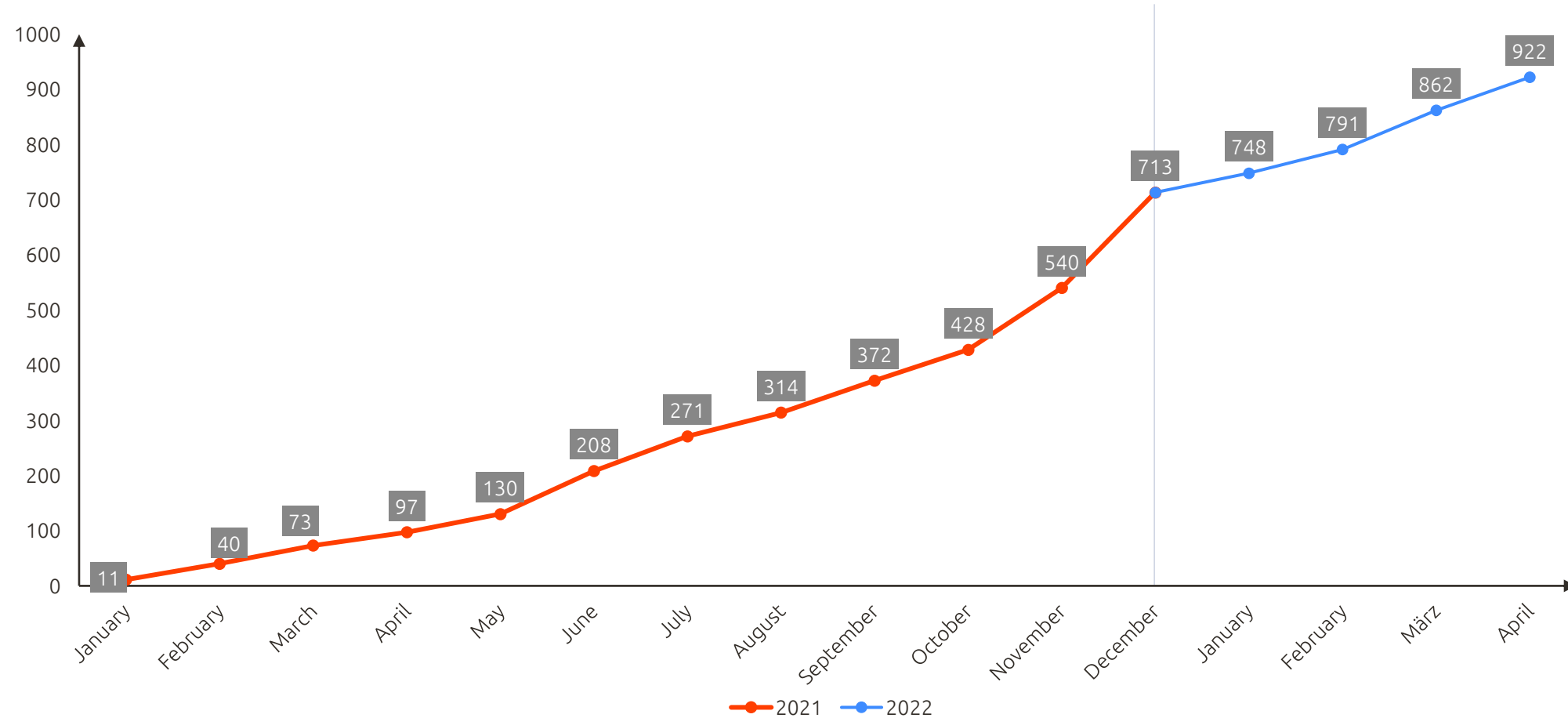


In 4 Years to the Pole Position in Europe

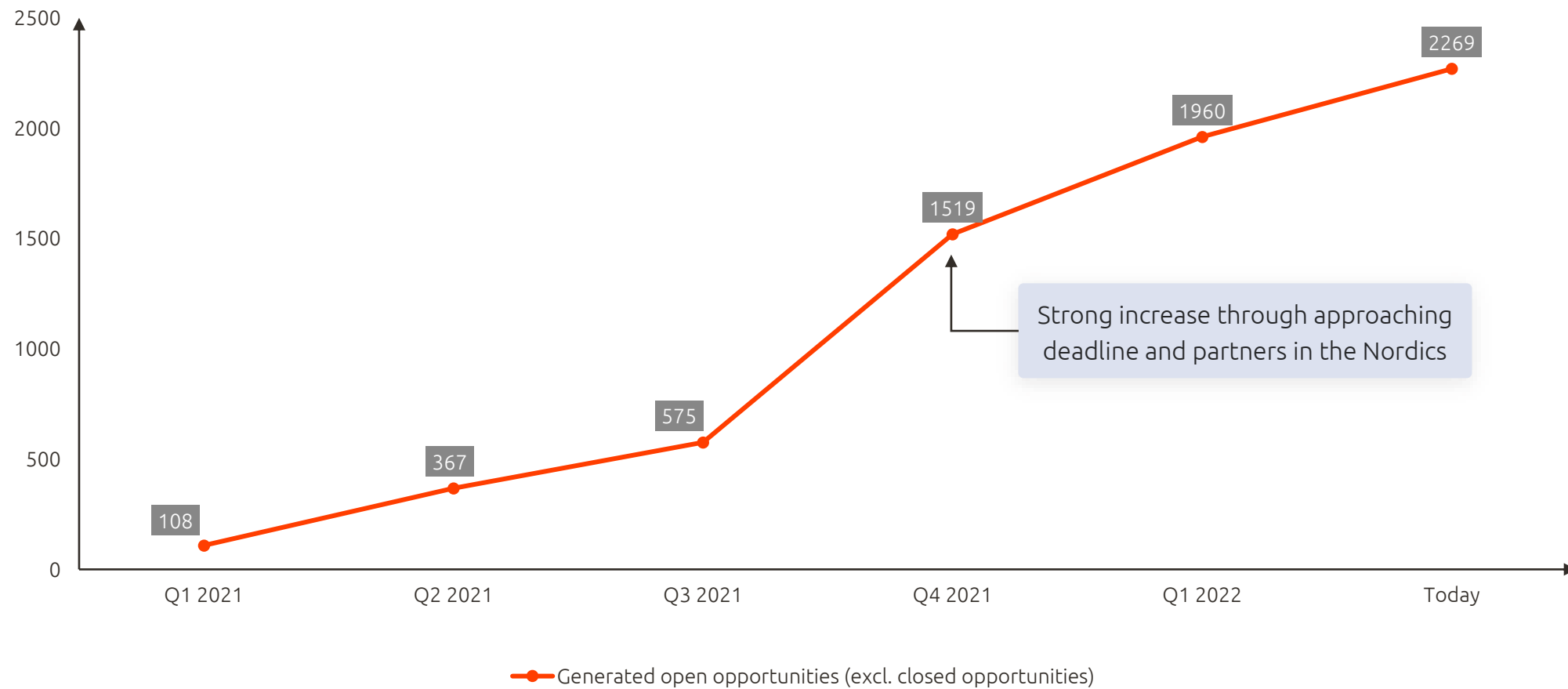


Customers in Whistleblowing

Almost 1,000 New Whistleblowing Customers since 2021



Building up Pipeline for Whistleblowing: Accumulated Opportunities

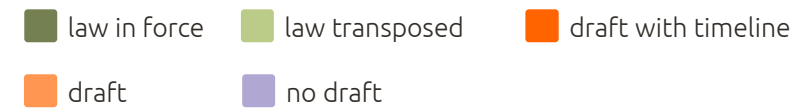
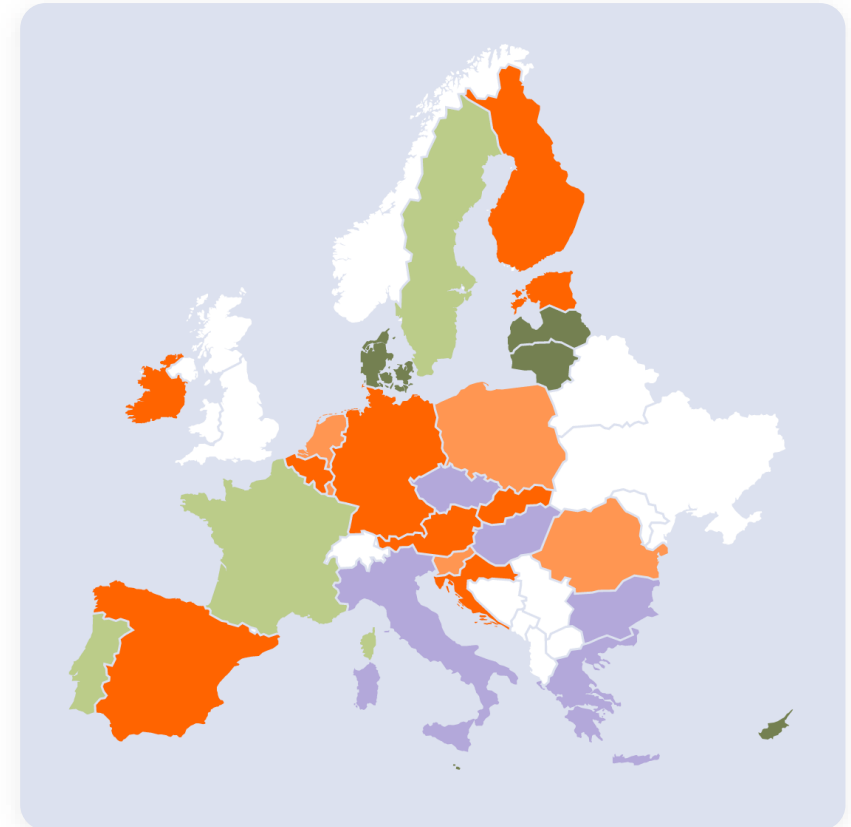


Status Quo: EU-Whistleblowing Directive

Key market **Germany** expected to implement the local whistleblowing law in Q3

France already transposed law but coming into force in Q3 after grace period

Other core market expected to transpose law within 2022





Financials & Outlook

Key Figures Q1 2022

<i>Key figures</i>	<i>Q1 2022</i>	<i>Q1 2021</i>	<i>+/-</i>
Revenues (IFRS)	14,115	10,549	34%
Operating Expenses*	14,582	10,913	34%
EBITDA (IFRS)	252	309	-19%
Group Earnings	-971	-926	-5%
Operating cash flow (IFRS)*	2,519	957	>100%
Total Assets**	226,730	83,371	>100%
Net Debt	27,828	299	>100%
Equity-Ratio (%)**	50	56	-

All figures in thousand Euro unless otherwise stated

* For a better comparison, net interest is reported in cash flow from financing activities. The prior-year figures have been adjusted accordingly

** Prior-year figures partly adjusted. We refer to Point 20.1.4 Changes in the previous year's figures in the notes of the annual report 2021

Outlook 2022e

New SaaS Customers

2,500 – 3,500



New ARR

€ 11 – 16 mln.



Revenue Growth

30% – 40%



Net Promoter Score

Stable



Employee Satisfaction

Constant Level

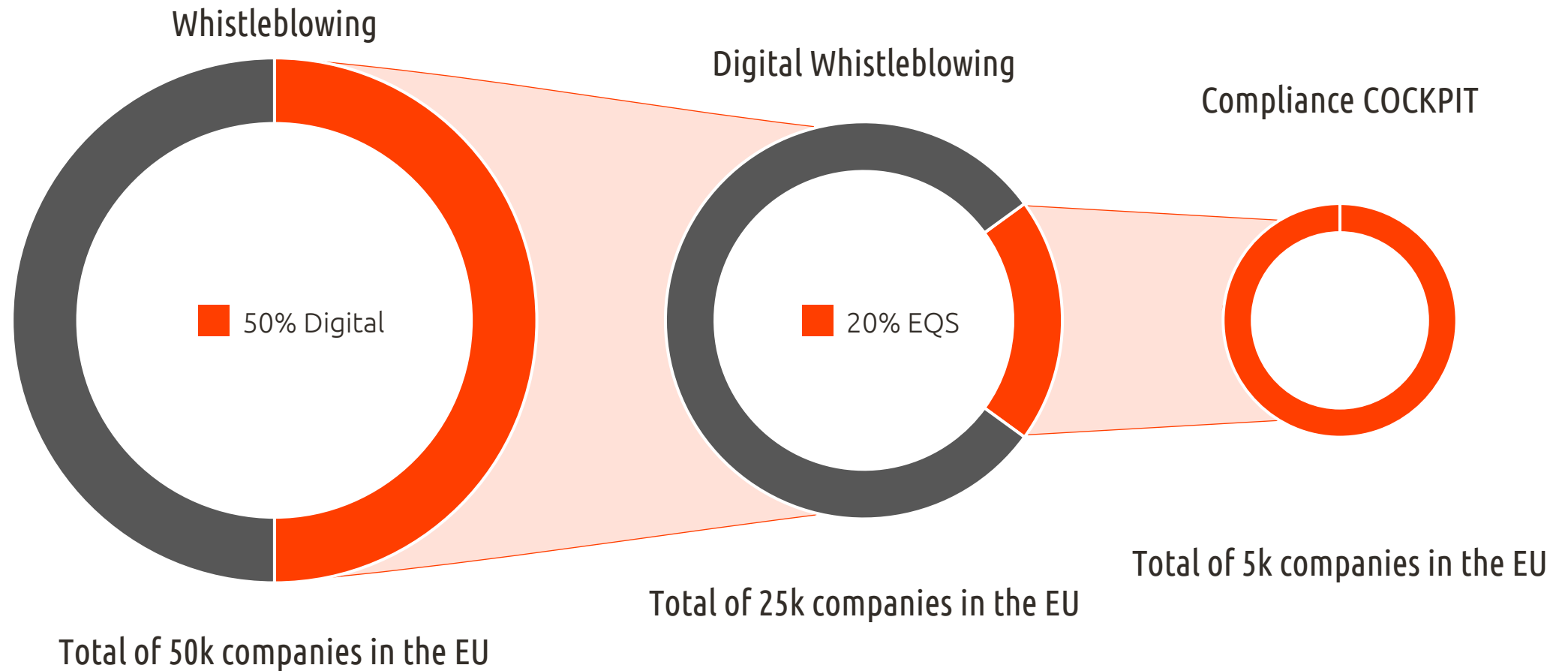


EBITDA

€ 6 – 10 mln.



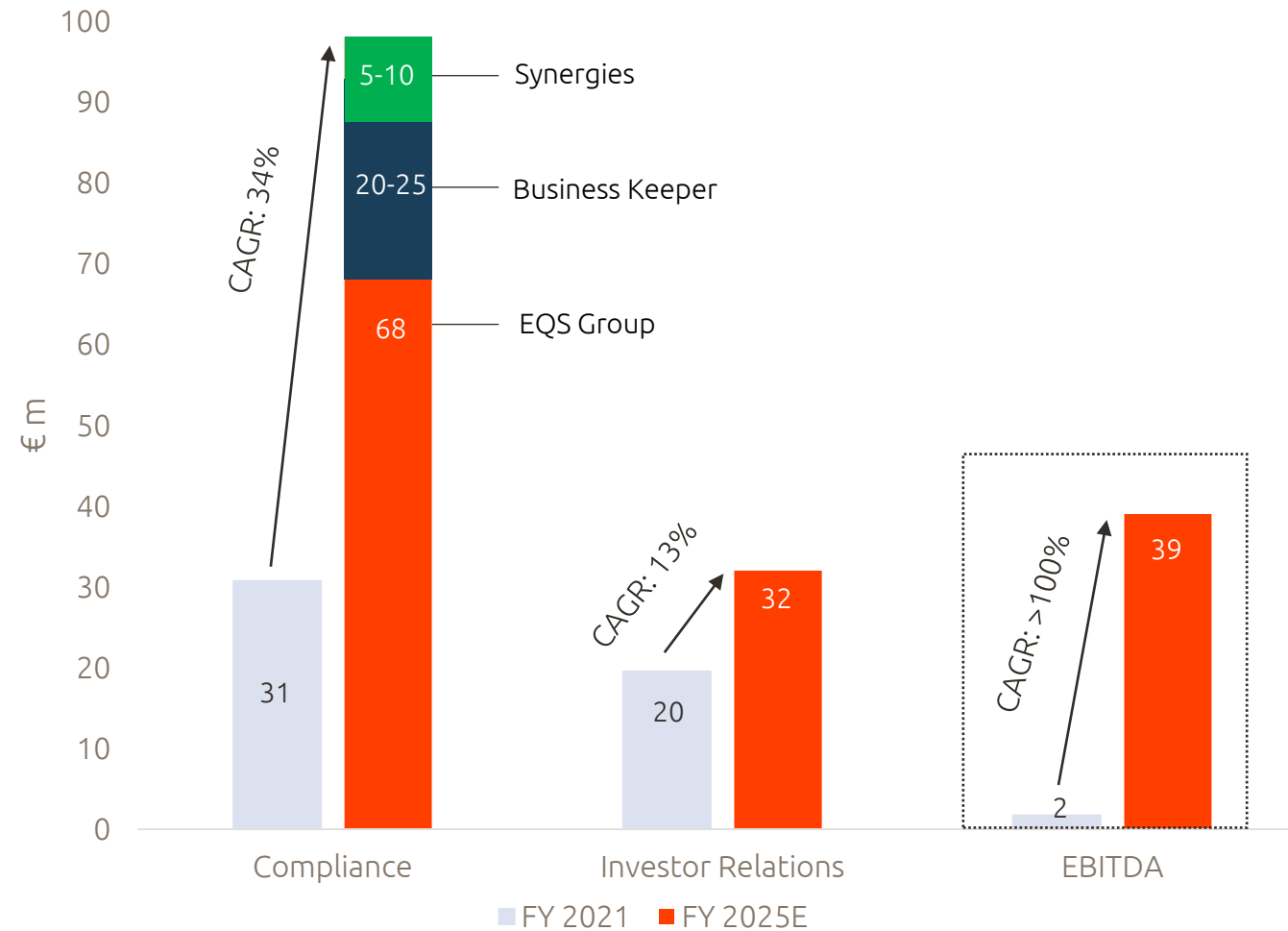
Target Market Compliance – Goal 5,000 WB Customers on the Compliance COCKPIT



The EQS Compliance COCKPIT



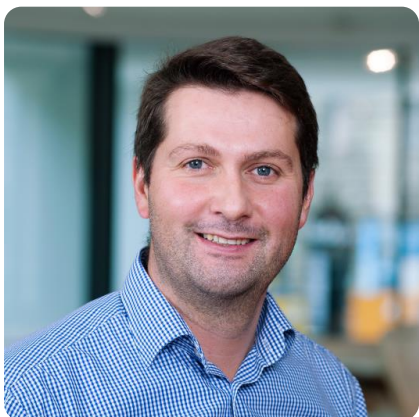
Outlook 2025e



First EQS Corporate Sustainability Report

- First corporate sustainability report of EQS will be published today
- Available under new sustainability section on EQS website:
<https://www.eqs.com/about-eqs/sustainability/>
- Created according to the GRI Standard
- Includes first Corporate Carbon Footprint





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