

Building a European SaaS Champion

Creating Trusted Companies

+++ Earnings Call Q1 2022 +++ 13 May 2022 +++

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Our Belief

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

TRUST

Our Goal 2025

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

Agenda

1. Highlights Q1
2. Whistleblowing
3. Outlook



Highlights Q1

Highlights Q1 2022



Successfully completed € 45m capital increase with subscription rights. Net debt decreased significantly to ~ €28m from €74m in Q4 2021. Equity ratio increased to 50%.

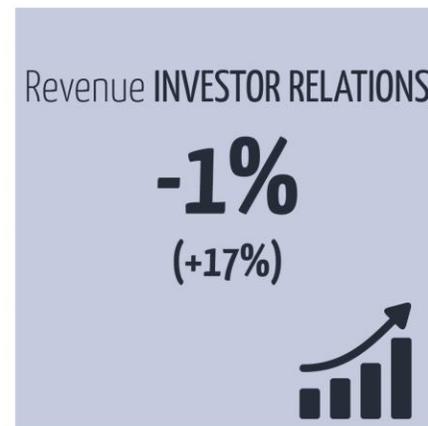


Revenues in Q1 low due to headwind for IR business, weak deal closing in whistleblowing and revenue shift in filing business.



Strong operating cashflow due to increase of SaaS business.

Group KPI Q1 2022



Key Figures Q1 2022

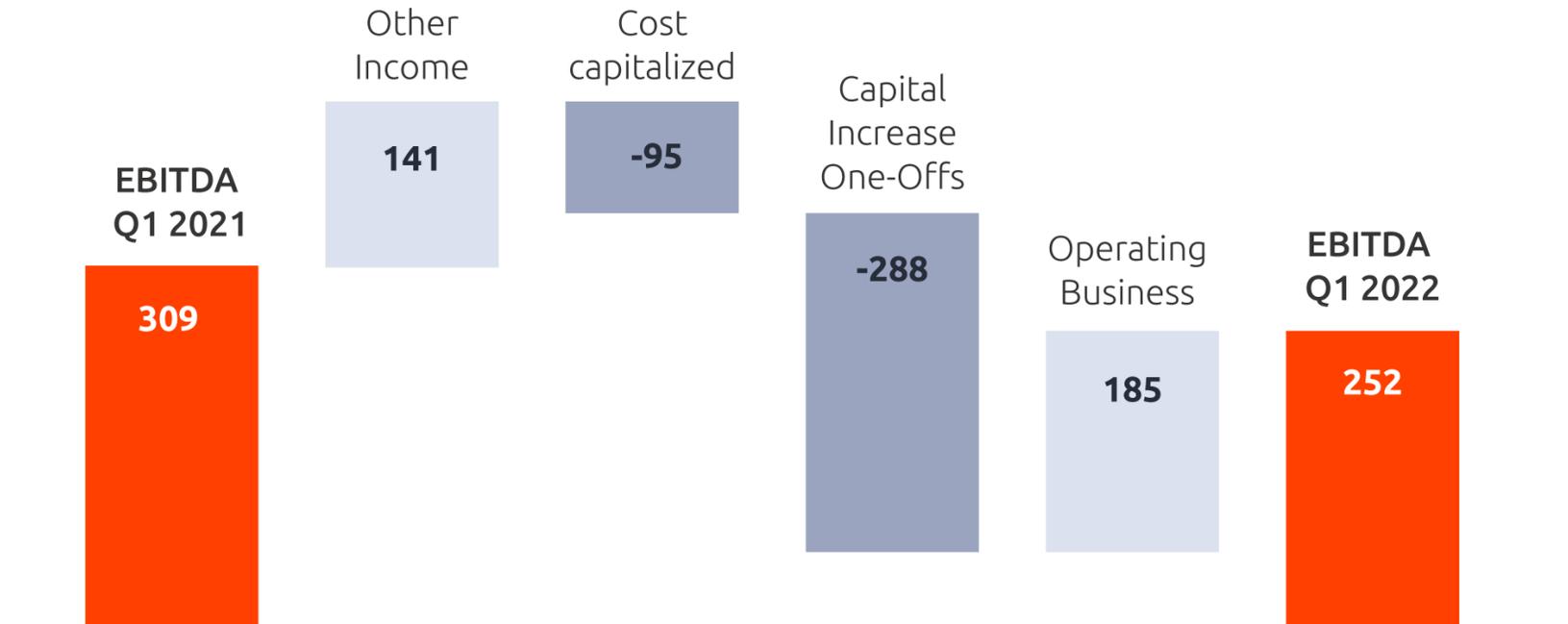
<i>Key figures</i>	Q1 2022	Q1 2021	+/-
Revenues (IFRS)	14,115	10,549	34%
Operating Expenses*	14,582	10,913	34%
EBITDA (IFRS)	252	309	-19%
Group Earnings	-971	-926	-5%
Operating cash flow (IFRS)*	2,519	957	>100%
Total Assets**	226,730	83,371	>100%
Net Debt	27,828	299	>100%
Equity-Ratio (%)**	50	56	-

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

EBITDA Bridge Q1 2022

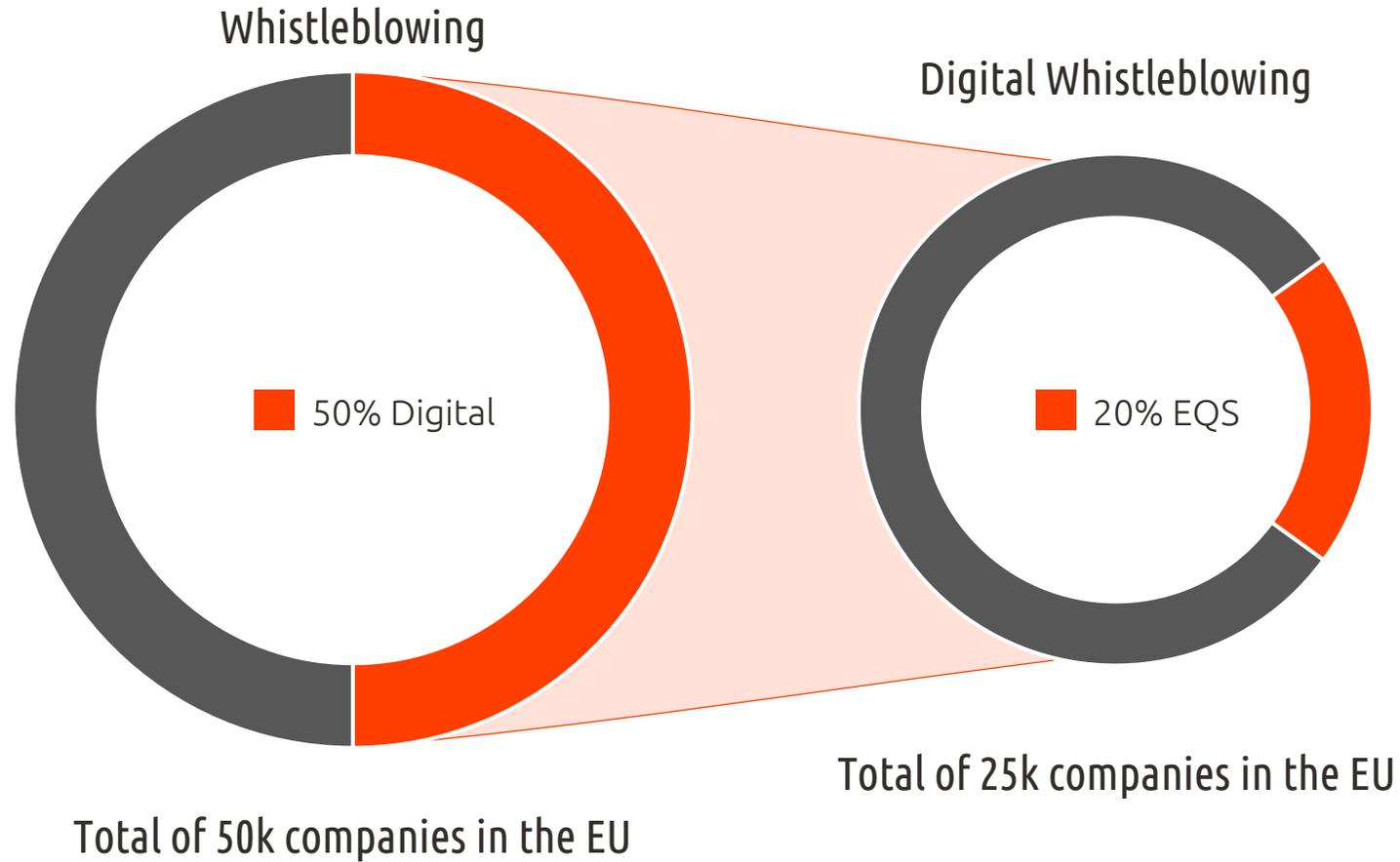


All figures in thousand Euro unless otherwise stated



Whistleblowing

Target Market Compliance – Goal 5,000 WB Customers

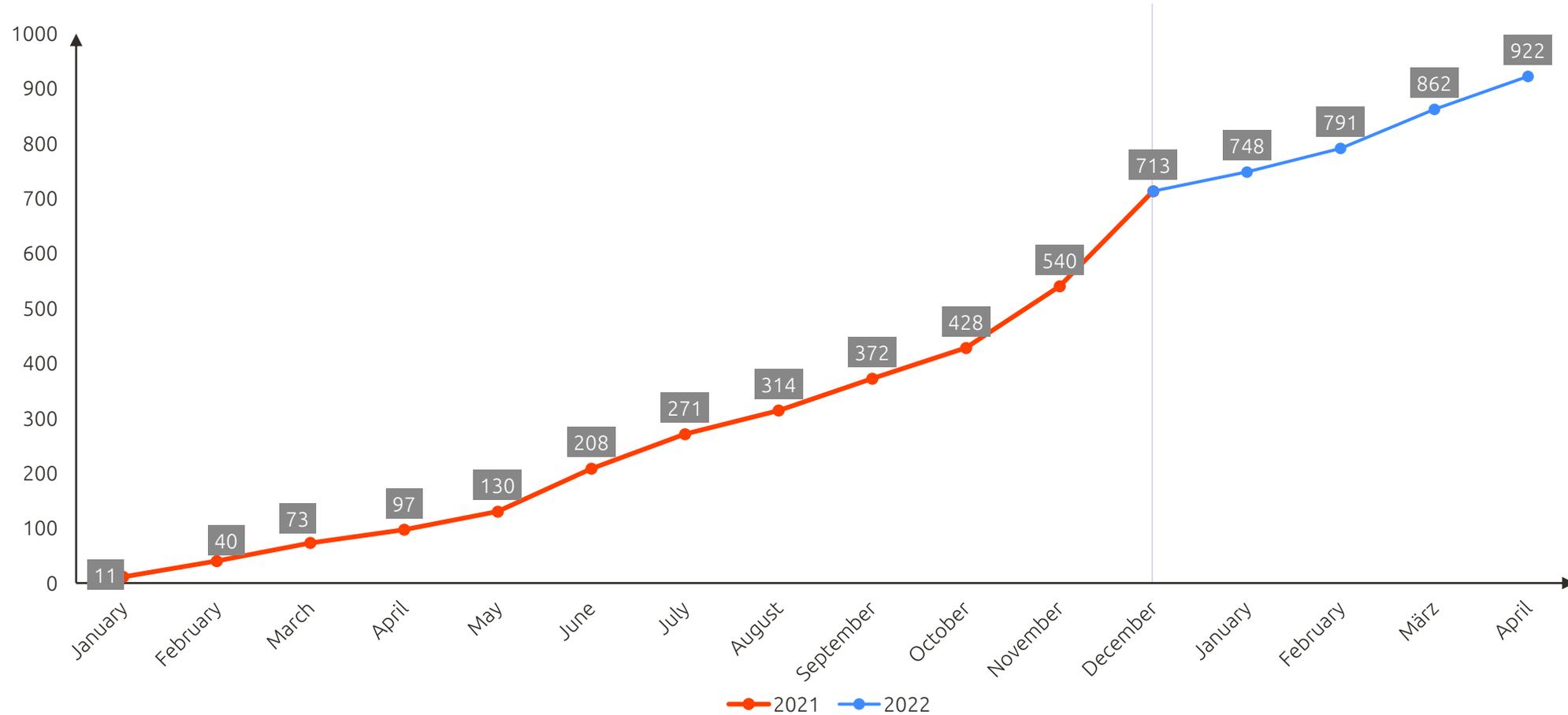


In 4 Years to the Pole Position in Europe



Customers in Whistleblowing

Almost 1,000 New Whistleblowing Customers since 2021

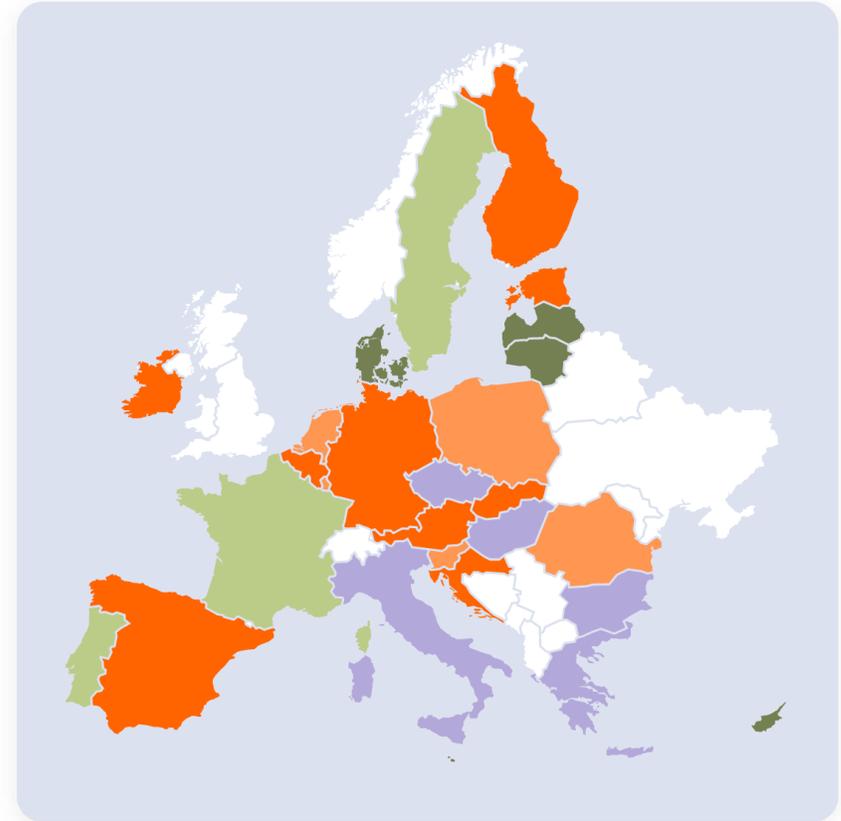


Status Quo: EU-Whistleblowing Directive

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

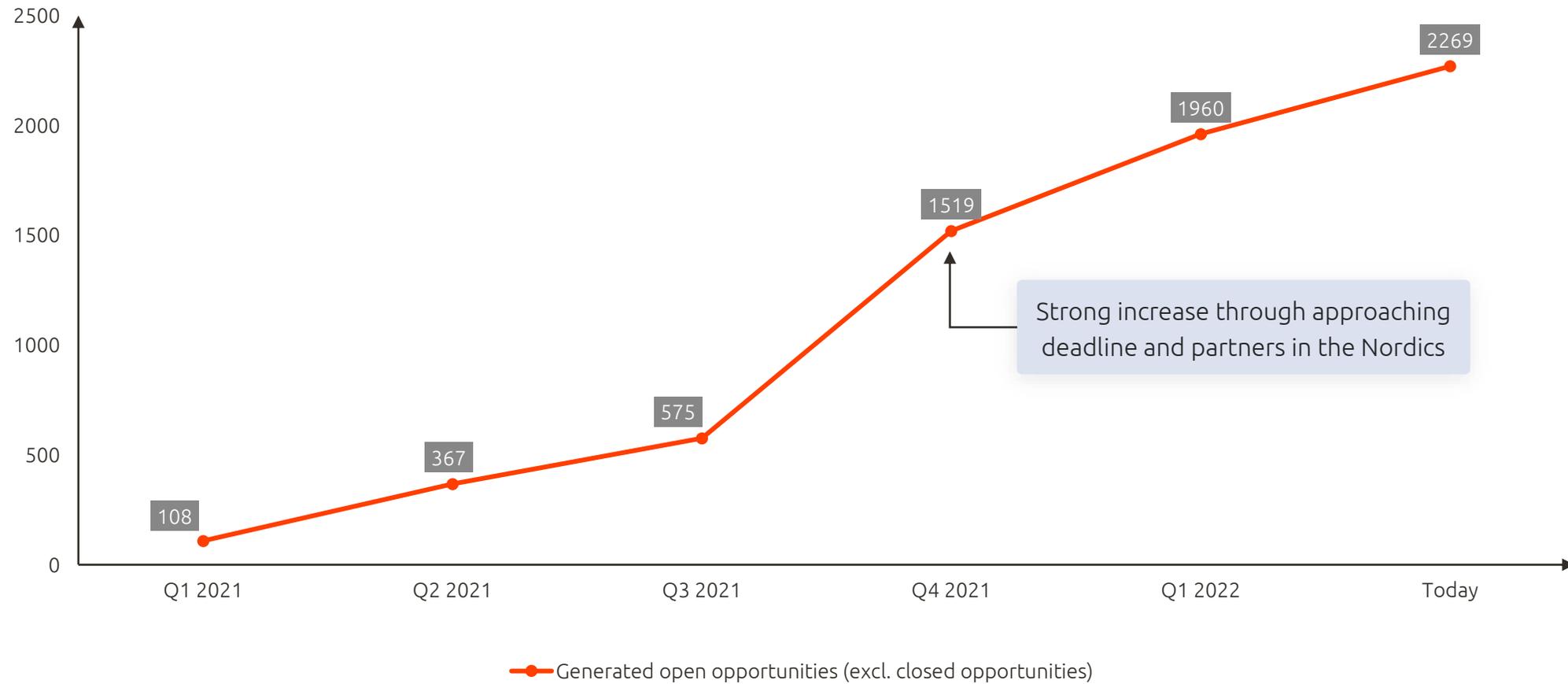
France already transposed law but coming into force in Q3 after grace period

Other core market expected to transpose law within 2022

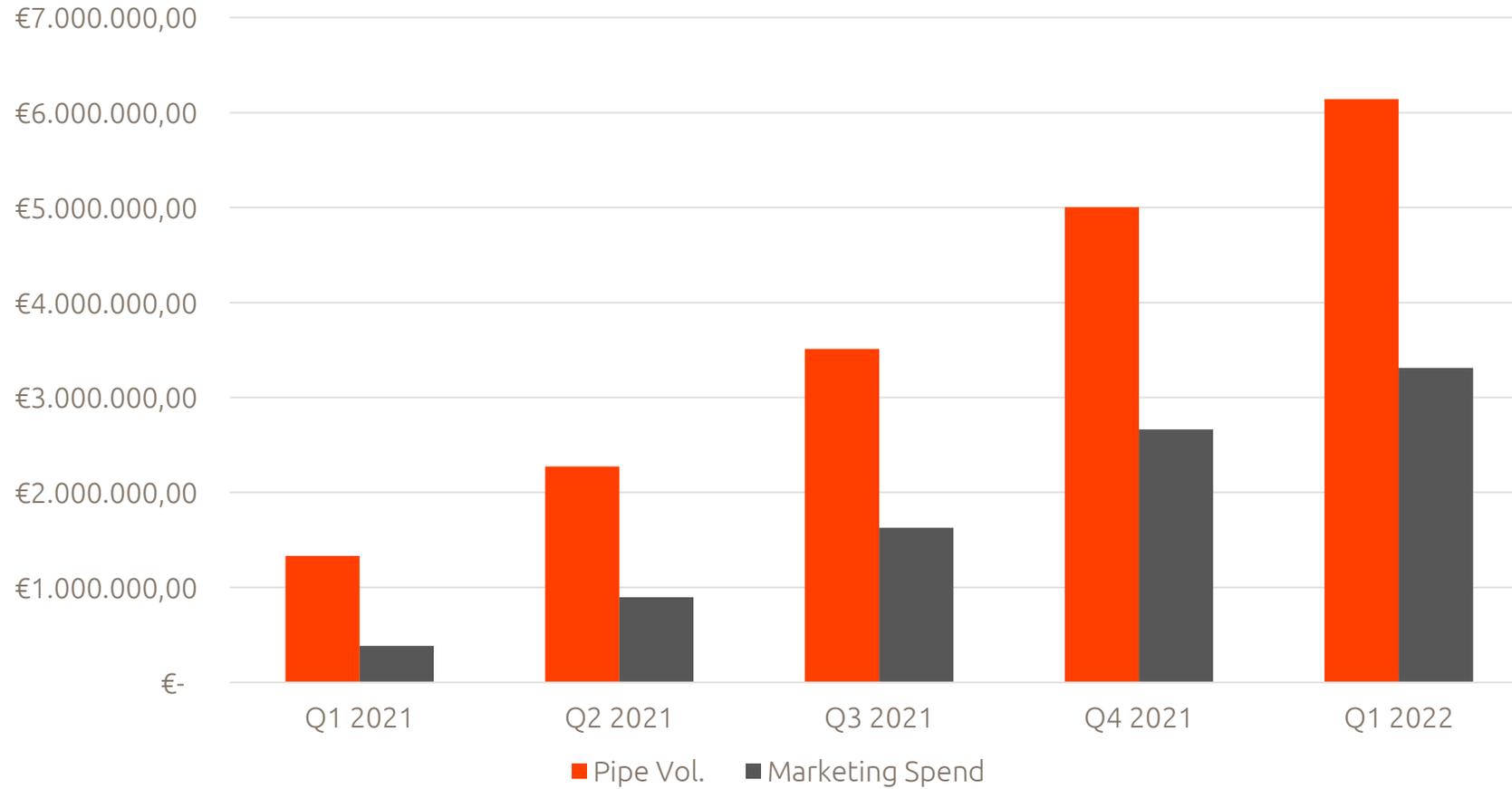


- law in force
- law transposed
- draft with timeline
- draft
- no draft

Building up Pipeline for Whistleblowing: Accumulated Opportunities

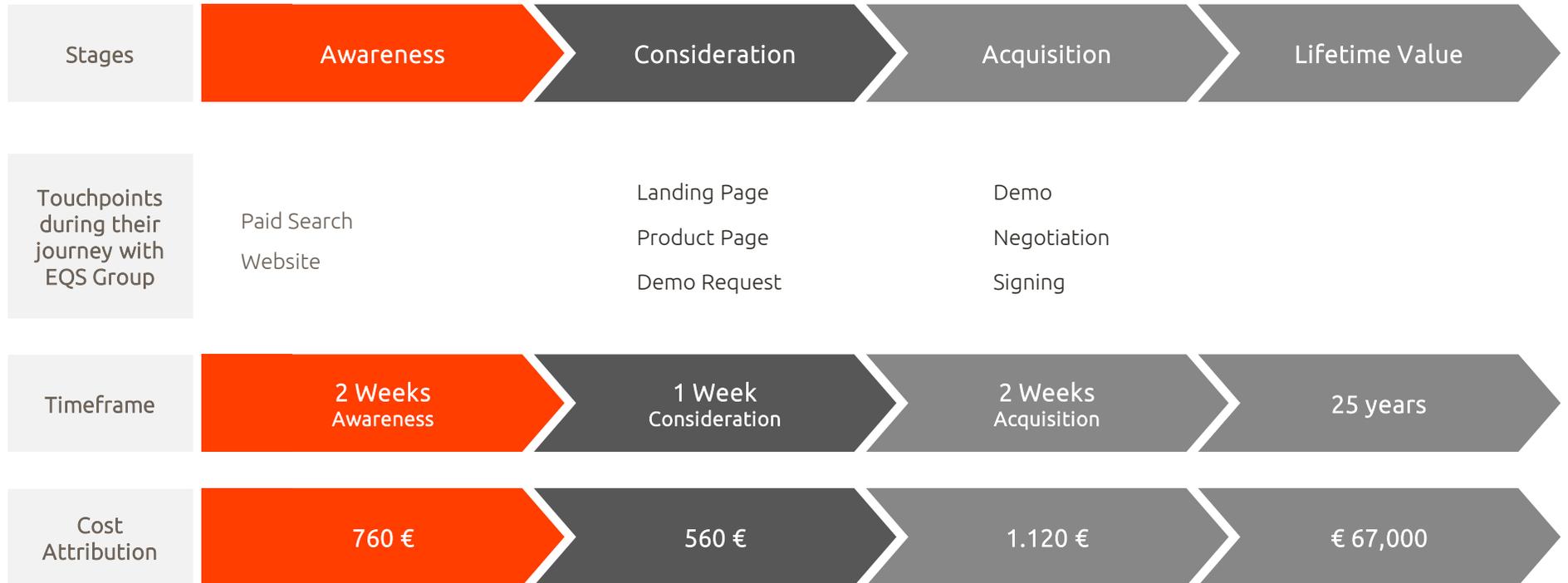


Accumulated marketing spendings and generated pipeline volume



Typical Fast Track' Customer Journey

HARDECK.

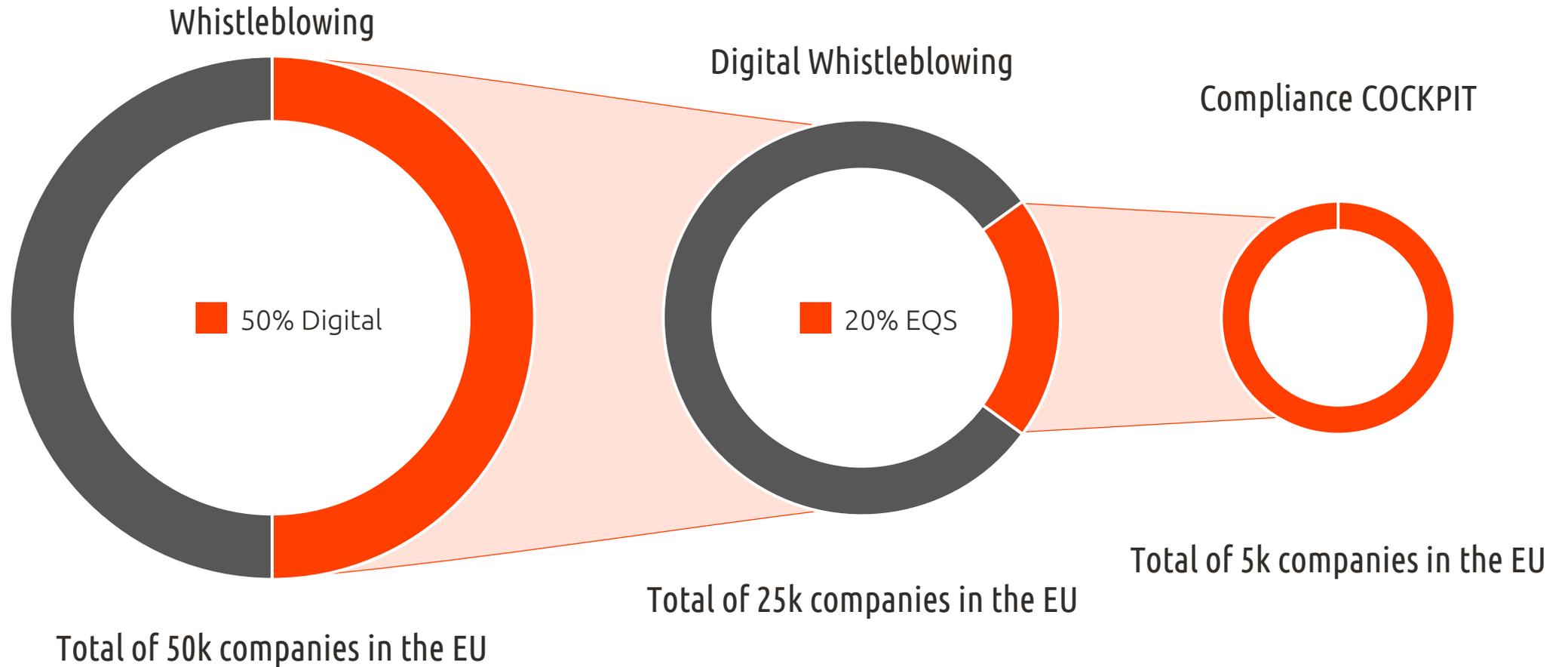


Whistleblowing SME Market – Unit Economics

$$\frac{\text{Whistleblowing Lifetime Value (LV)}}{\text{Customer Acquisition Costs (CAC)}} = \times 6,1$$

Q1 2022 Data	
Sales & Marketing Expenses	€ 1.61m
Nbr. of new Customers	148
Cost per new Customer (CAC)	€ 11,000
Avg. ARR	€ 4,300
Avg. Churn Rate	4%
Discount Rate	8%
Price Increase p.a.	3%
Whistleblowing Lifetime Value (LV)	€ 67,000

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





Outlook

Outlook 2022e

New SaaS Customers

2,500 – 3,500

New ARR

€ 11 – 16 mln.

Revenue Growth

30% – 40%

Net Promoter Score

Stable

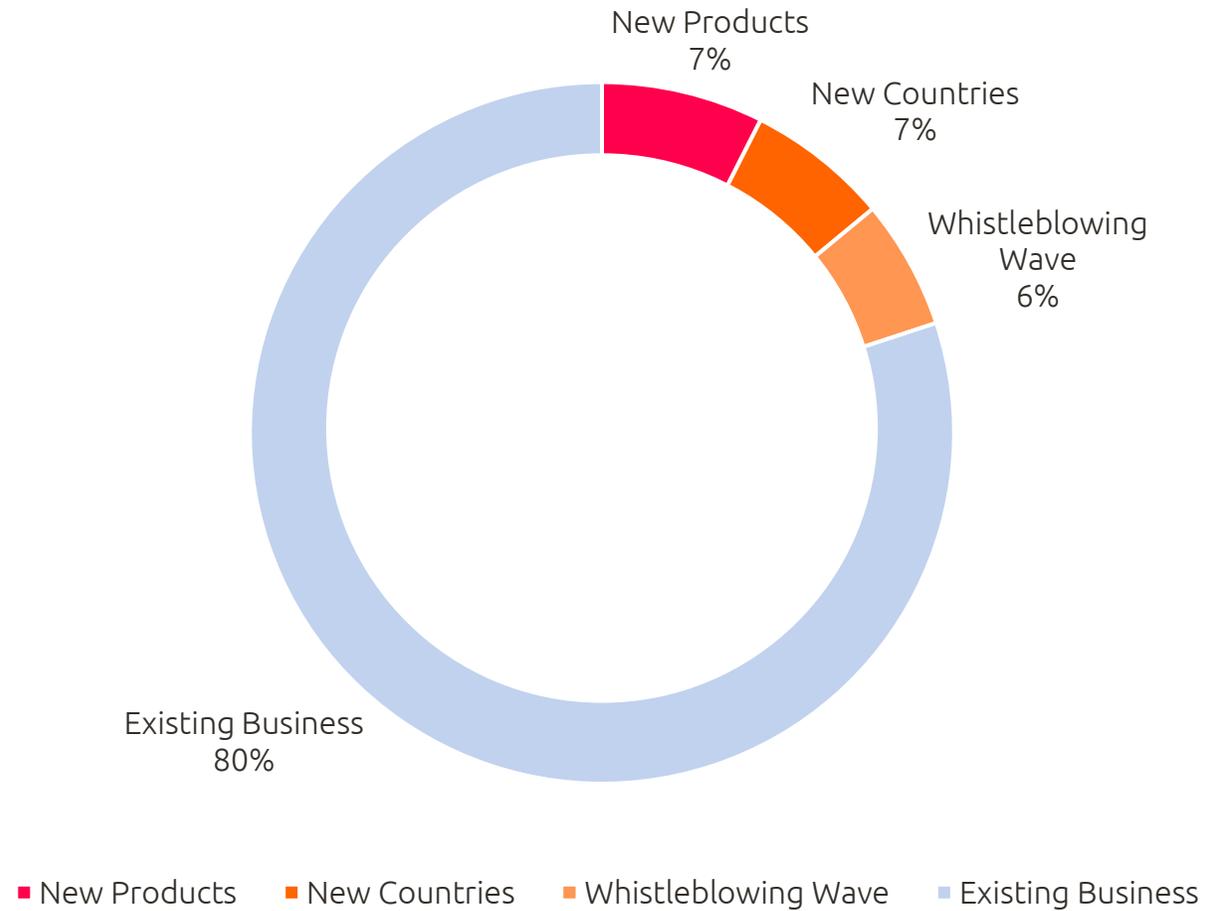
Employee Satisfaction

Constant Level

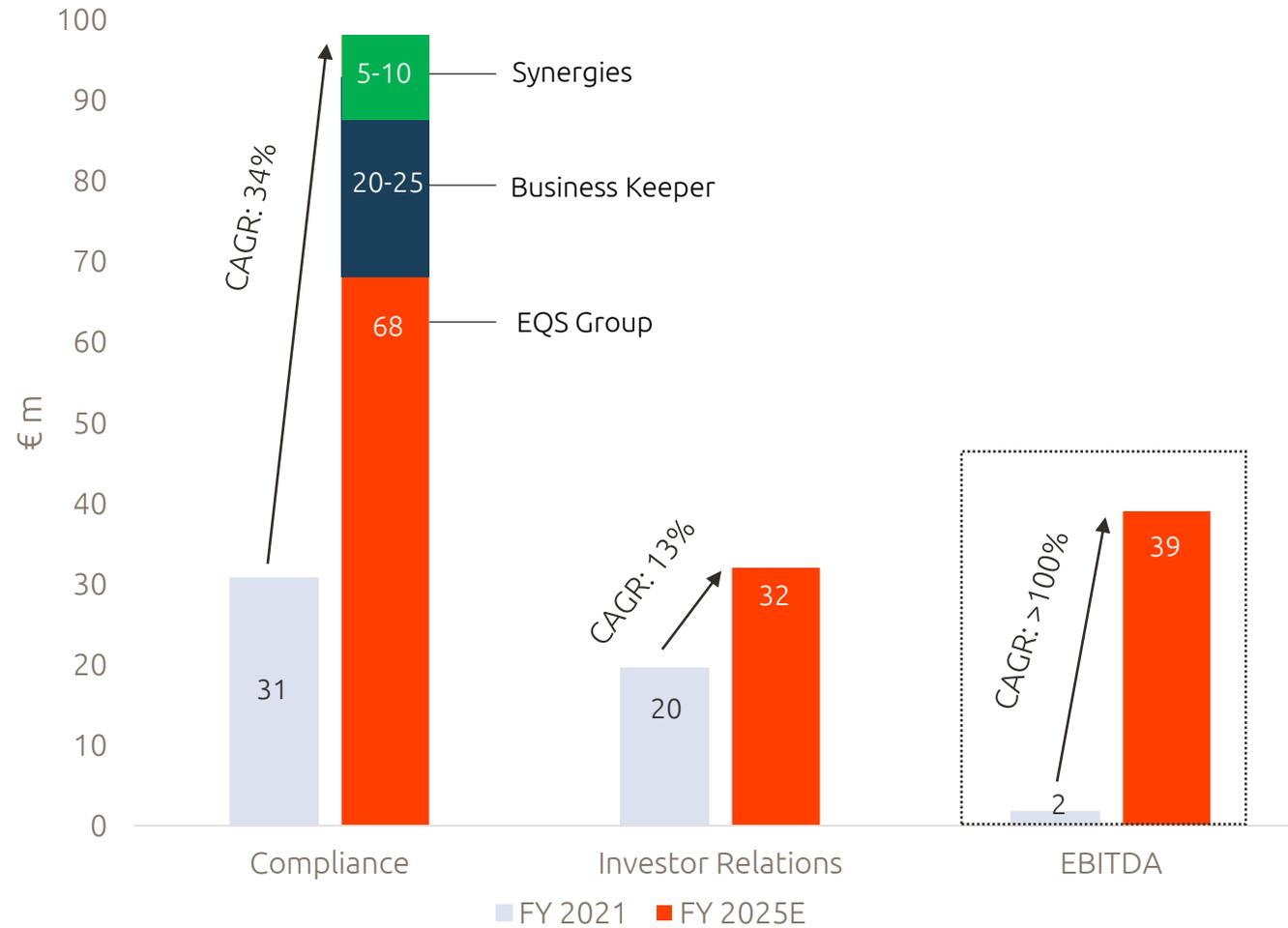
EBITDA

€ 6 – 10 mln.

20 Percent of Staff working on Future Growth



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



Sustainability Report 2021

First EQS Corporate Sustainability Report





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