

Company Presentation

EK-Forum, Frankfurt
November 2023

Investment Highlights

1

Exasol owns a unique technology in the large and growing data management and analytics market

2

Exasol's products drive significant value for customers in terms of flexibility, speed and cost

3

Uniquely positioned to help our customers to get insights from an ever-growing amount of data

4

Global and big-name customer base with low churn and strong net revenue retention

5

Recurring revenue model with high gross profit margins and scalability

*Growth CAGR
of 28% since
IPO; 16%
growth in '23*

*108% NRR
(Net revenue
retention rate)*

*200+
customers*

*> 90%
subscription
revenue*

*40-42m EUR
ARR expected
for end 2023*

*Profitability
expected in
H1 2024*

Exasol Vision

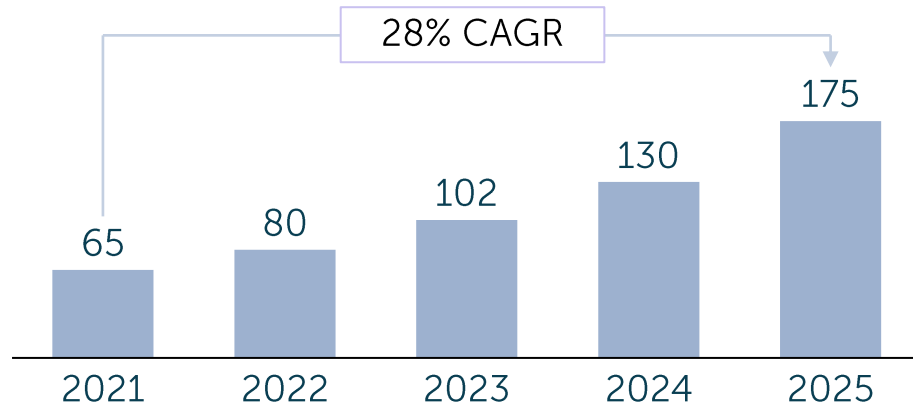
Exasol

Accelerate Insights from the World's Data

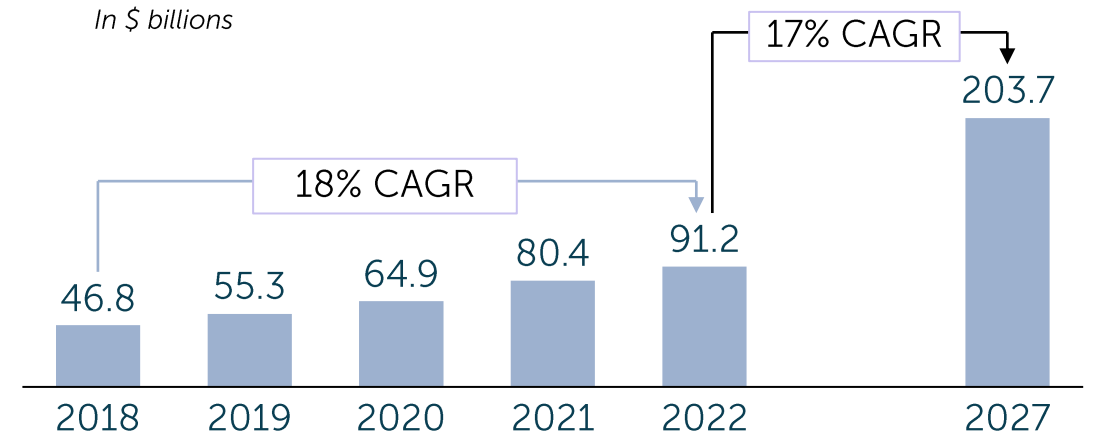


Exasol operates in a rapidly expanding data analytics market

Increasing data volumes (zetabytes)

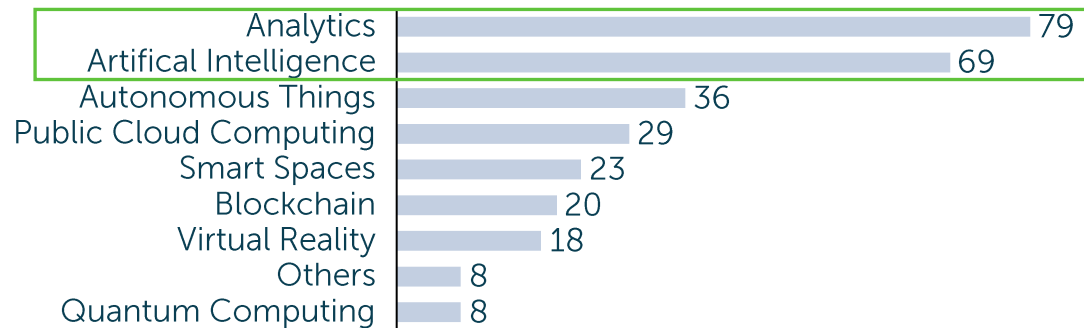


DBMS market has grown 18% CAGR (2018-2022)

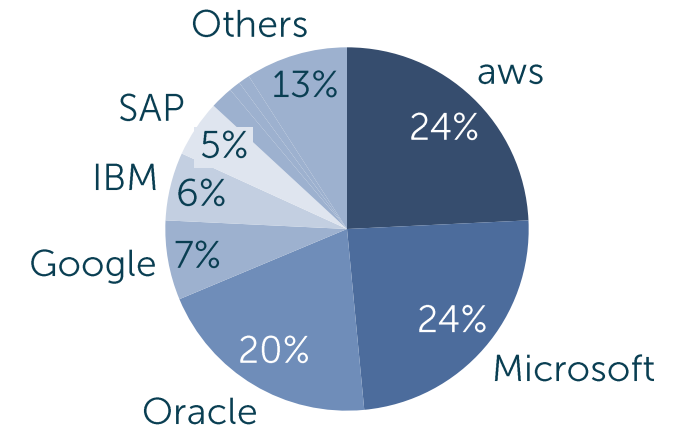


Increasing demand for Analytics

(% of respondents in survey ranking subject as a TOP3 priority)



Global market share of DBMS vendors





Exasol Espresso

Espresso transforms Business Intelligence into *Better Insights*.

Faster

Seamlessly connect Espresso with your existing data system to instantly switch on near real-time better insights.

Enable higher volumes and more complex queries to get to the insights ***faster***.

Deeper

Empower more of your team to run and interact with simultaneous and sequential queries.

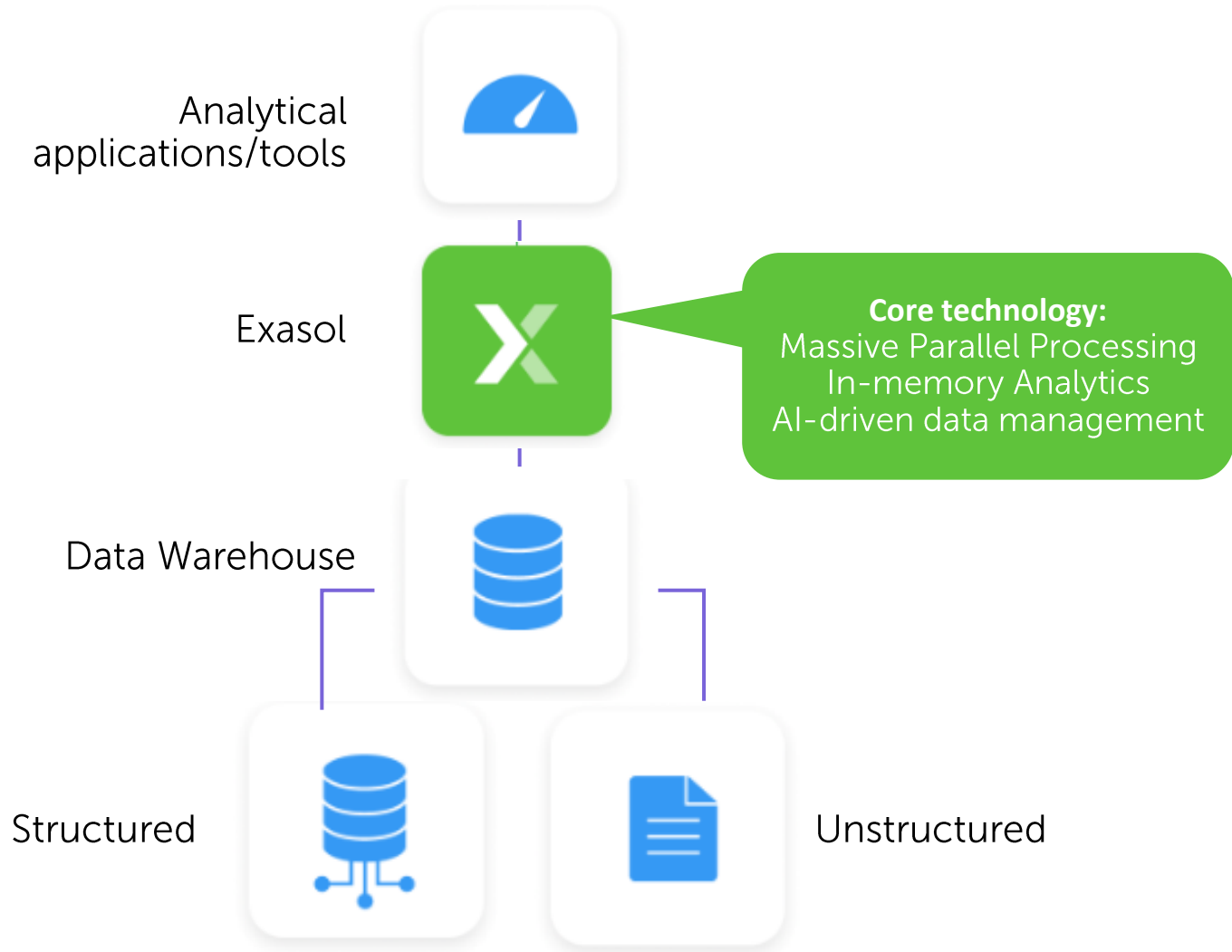
Get insights that go ***deeper*** - no matter the scale.

Cheaper

Achieve **over 300% ROI** through reduced licensing, implementation, maintenance and training costs.

Experience unmatched price-performance ratio, with up to 80% improved performance resulting in **savings of up to seven figures**.

Our position in the analytics tech stack



Deployment model



On premise

Deploy and managed on own environment or private cloud

Hybrid deployment



Public cloud

Deployment on any cloud platform leveraging high availability, scalability and affordability



SaaS

Deployment as fully managed service and pay-as-you-go

Join some of Earth's biggest brands and leave the competition behind with **Espresso's Better Insights (BI)**.



standard
chartered

OTTO



Mercedes-Benz

 bumble



T Mobile

T-Mobile (US)

Spectrum Planning Data Lake Project

The T-Mobile BigSky project is a new high performance, highly scalable, 'single source of truth' data lake, optimized for data science use cases and now available to teams across the organization.

This ready-made advanced analytics infrastructure was originally created by the Radio Frequency Technology & Spectrum Planning Group to optimize the use of current spectrum and future spectrum requirements. Now, BigSky's group-wide roll out is a huge step forward in scaling and automating T-Mobile's data science capabilities.

BigSky's underlying architecture is based on Exasol, the world's fastest analytics database (they have the trophy cabinet to prove it) and the reason we can scale the project across the organization. It's in-memory, columnar database and MPP architecture can query billions of rows of data in seconds, empowering organizations to re-think what's possible with data and analytics.

Cesar Picco
Snr Software Engineer
T-Mobile US

Before Exasol

Unable to Scale
Models

With MS SQL Server

2-3 Models Ran

Tableau Extracts (Static Data)

Inaccurate Data

For Spectrum Planning

After Exasol

10X

Model Deployment

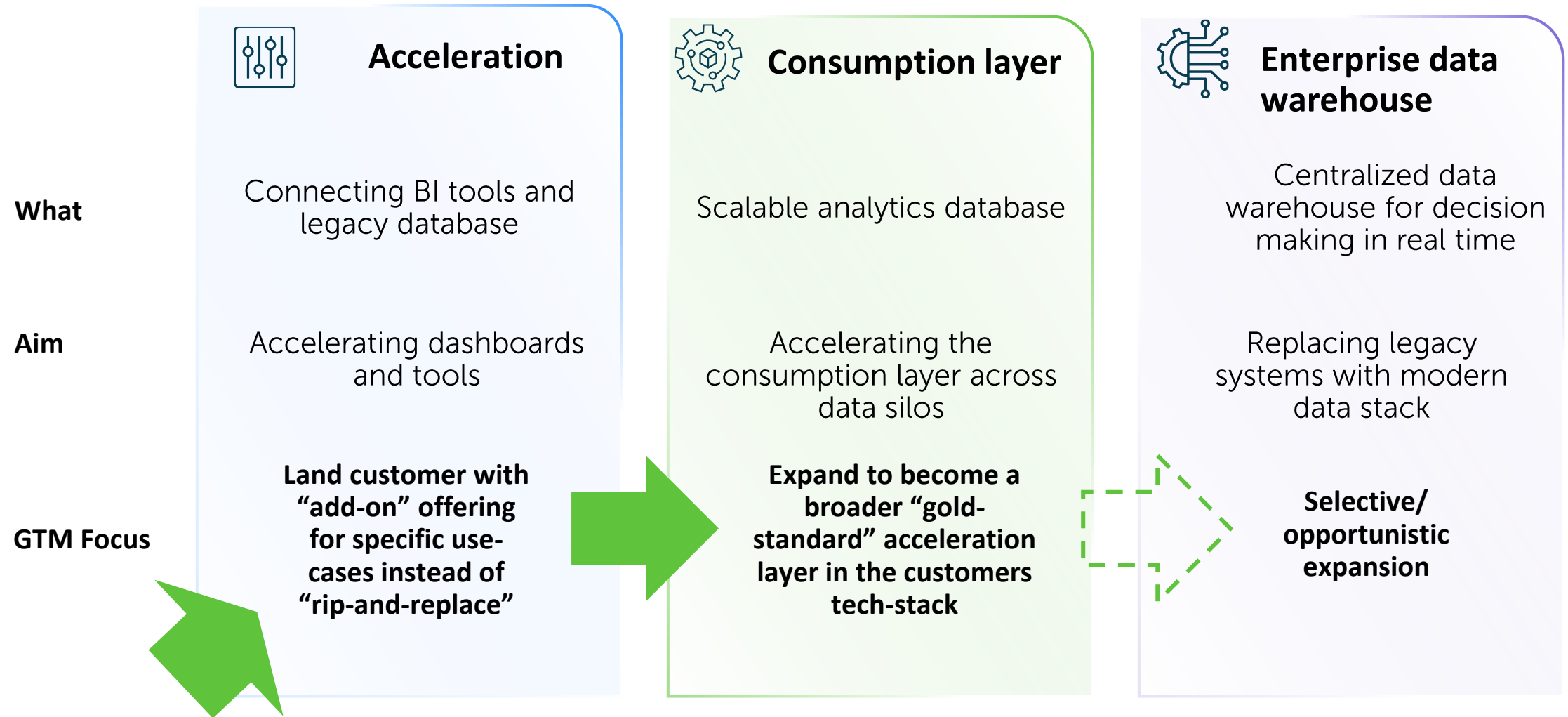
Improved
Efficiency

For Engineering Team

Single Repository

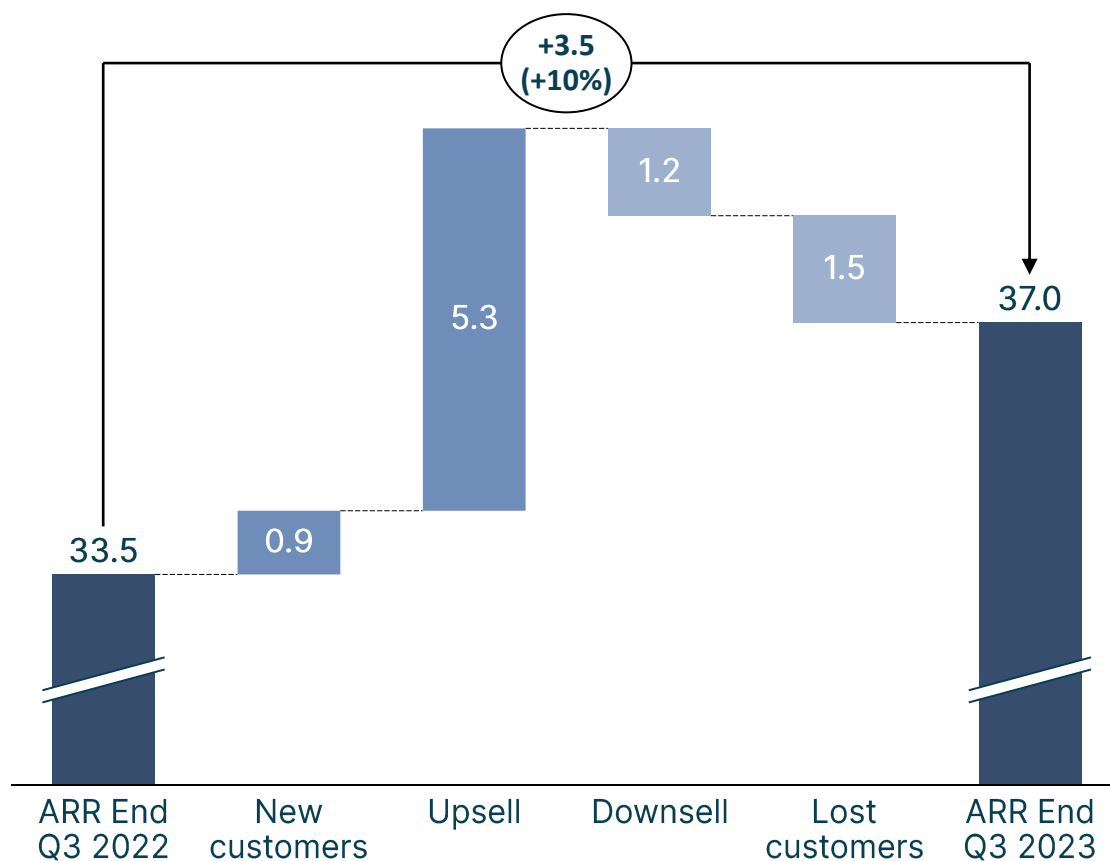
Go to Data Lake for timely
and accurate planning Data

BI Acceleration: Targeted land & expand pathway



ARR development end Q3 2023 – Global

In EUR million at const. Q4 2022 FX rates, in percent



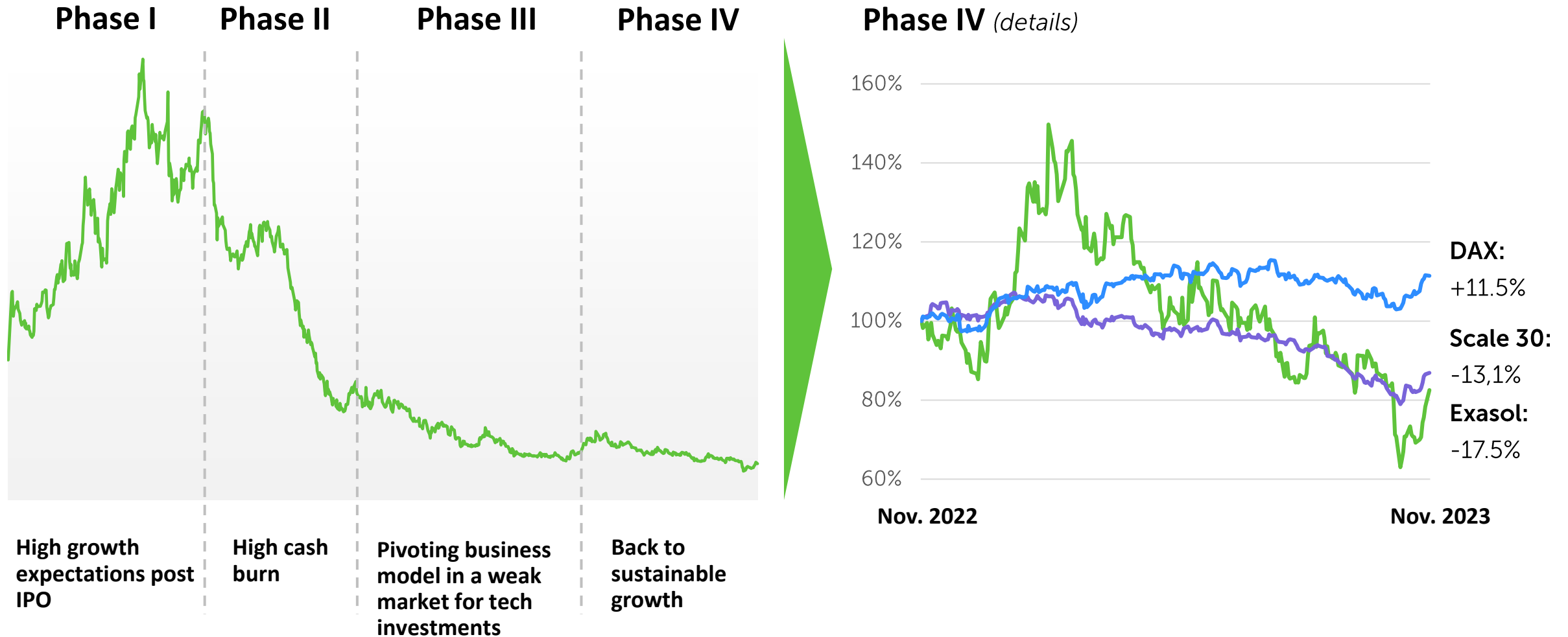
Gross Upsell
rate:
116%

Net revenue
retention:
108%

ARR churn:
8%

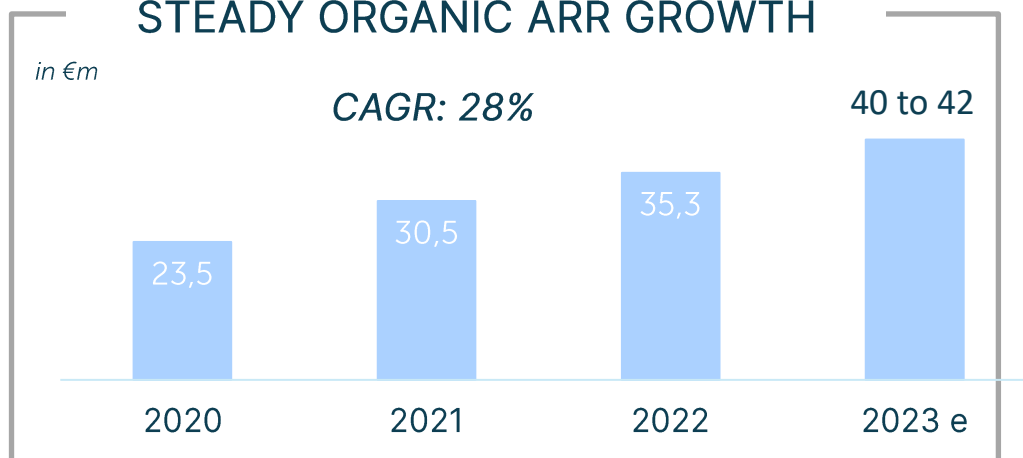
Customer churn:
11%

Exasol share price performance and business phases since IPO

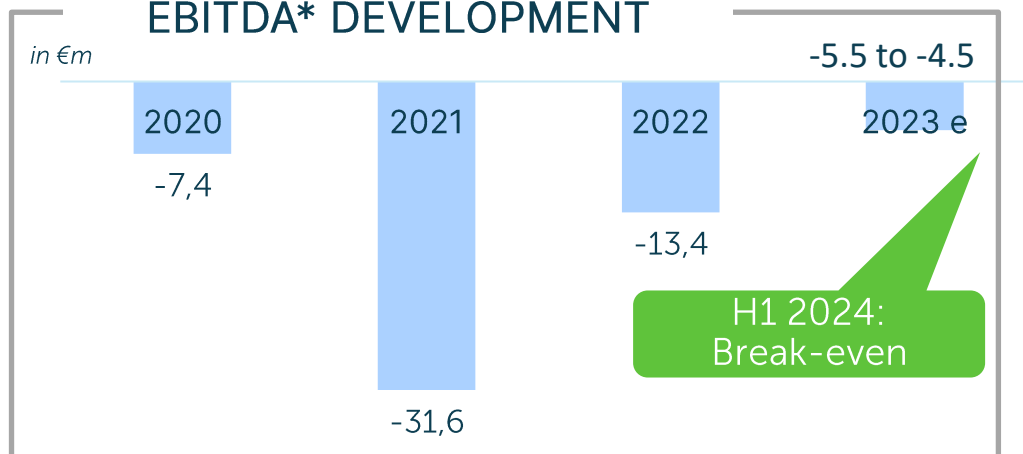


Financial Track Record

STEADY ORGANIC ARR GROWTH

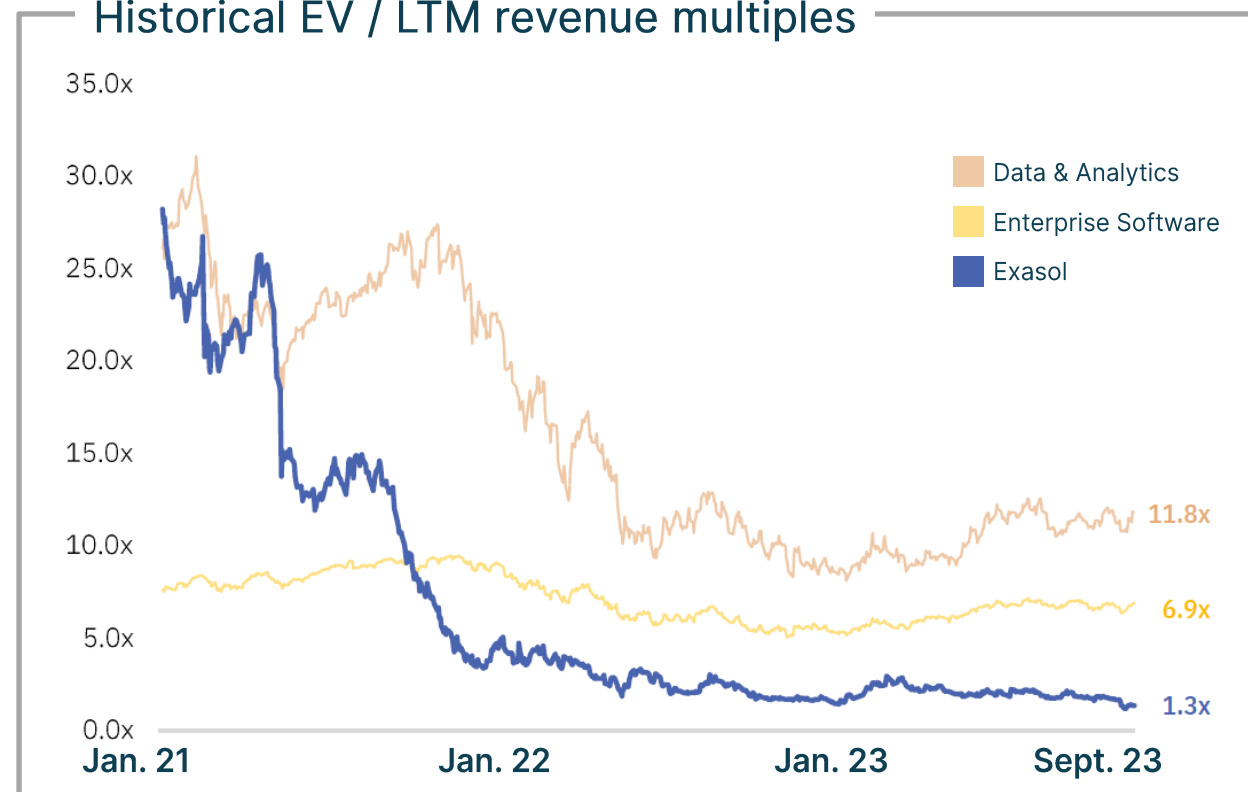


EBITDA* DEVELOPMENT



* adjusted for effects from stock appreciation rights granted to the Executive Board and employees prior to the IPO in 2020 and for the costs related to the measures.

Historical EV / LTM revenue multiples

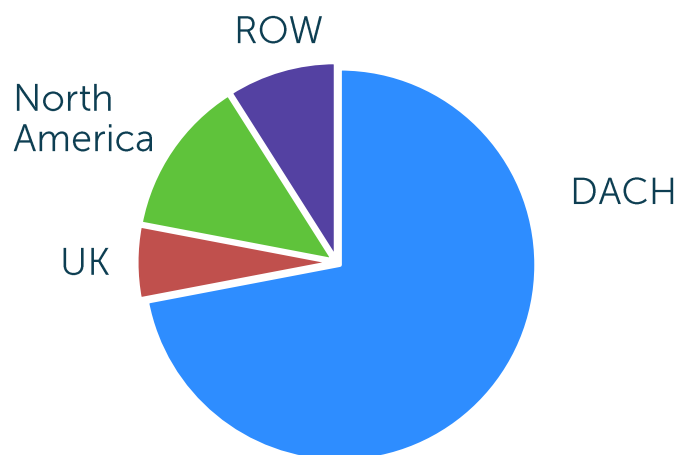


While public valuations in the Data & Analytics sector have contracted significantly since 2020 peaks, valuations are beginning to improve as compared to Dec. 2022.

Main Growth Drivers

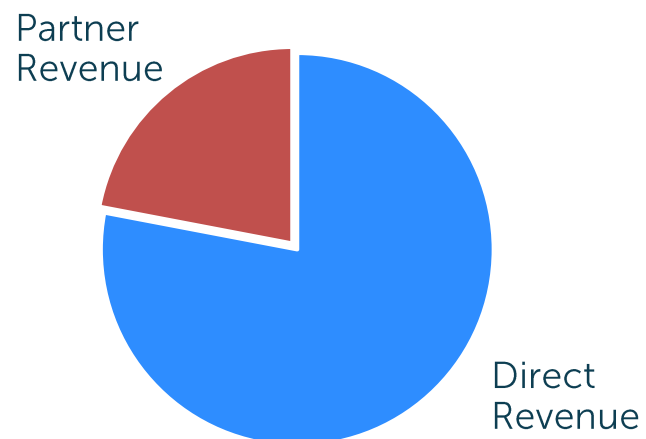
Expand sales in all geographies

Historic focus on DACH region but intend to significantly expand sales and marketing in particularly UK and the US



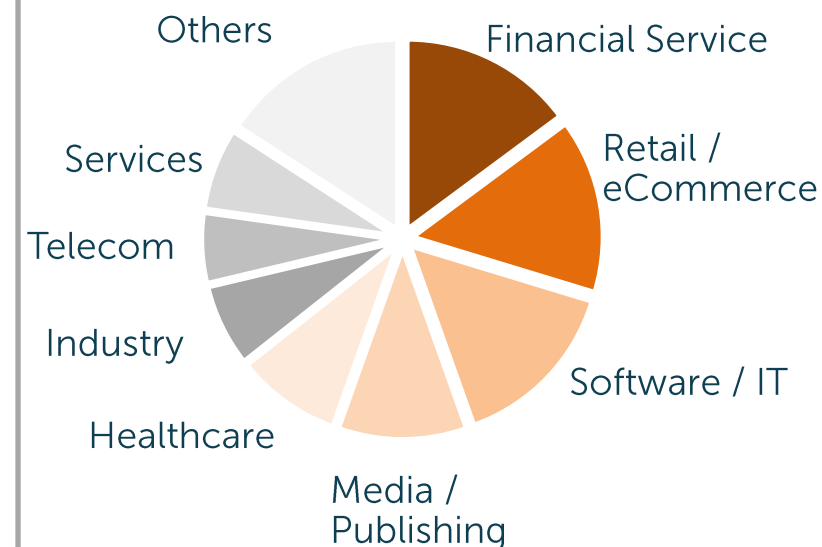
Enhance Partner network

Expand ecosystem of partners to leverage growth



Focus on key verticals

TOP5 industries add up to more than 50% of total customer base.



Three distinct product lines for focused market entry

BI Acceleration

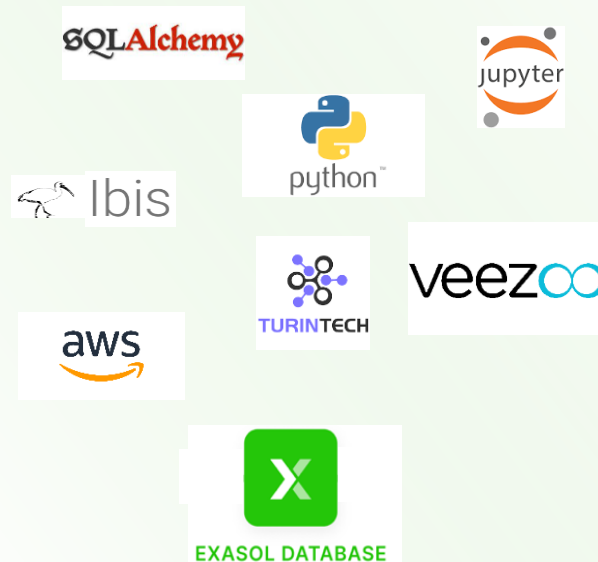
The BI Accelerant that solves the spinning wheel problem



Main growth driver today

AI Acceleration

Exasol's sandbox that accelerates data science teams' AI/ML journey



DW Automation

The no-code DWH Automation solution for Business Analysts



← Additional growth platforms going forward →

Experienced management team to drive Exasol's growth path



Jörg Tewes, CEO

- Joined Exasol in **January 2023** as CEO
- Prior experiences includes



Jan-Dirk Henrich, CFO/COO

- Joined Exasol in **Sept. 2021** as CFO / COO
- Prior experiences includes



Christine Bhosale, Chief People & Culture Officer

- Joined Exasol in **July 2023** as People & Cultural Officer
- Prior experiences includes



Mathias Golombek, CTO

- Joined Exasol in **Dec. 2004**
- Appointed CTO in Jan. 2014
- Prior experiences includes multi years in computer programming



John Knieriemen, MD North America

- Joined Exasol in **Jul. 2022** as MD North America
- Prior experiences includes



Chad Thompson, Chief Marketing Officer

- Joined Exasol in **April 2023**
- In-depth analytical marketing expert
- Prior experiences includes



Exasol

The analytics database

Contact

Exasol AG
Neumeyerstr. 22-26
90411 Nürnberg
Tel.: +49 911 23991 395

Christoph Marx
Head of Investor Relations
Mobile: +49 160 8323176
christoph.marx@exasol.com