



» EQS Group AG – Building the Leading European RegTech «

AGM 2021 +++ May 14th, 2021 +++ Achim Weick, Founder & CEO

» Agenda «

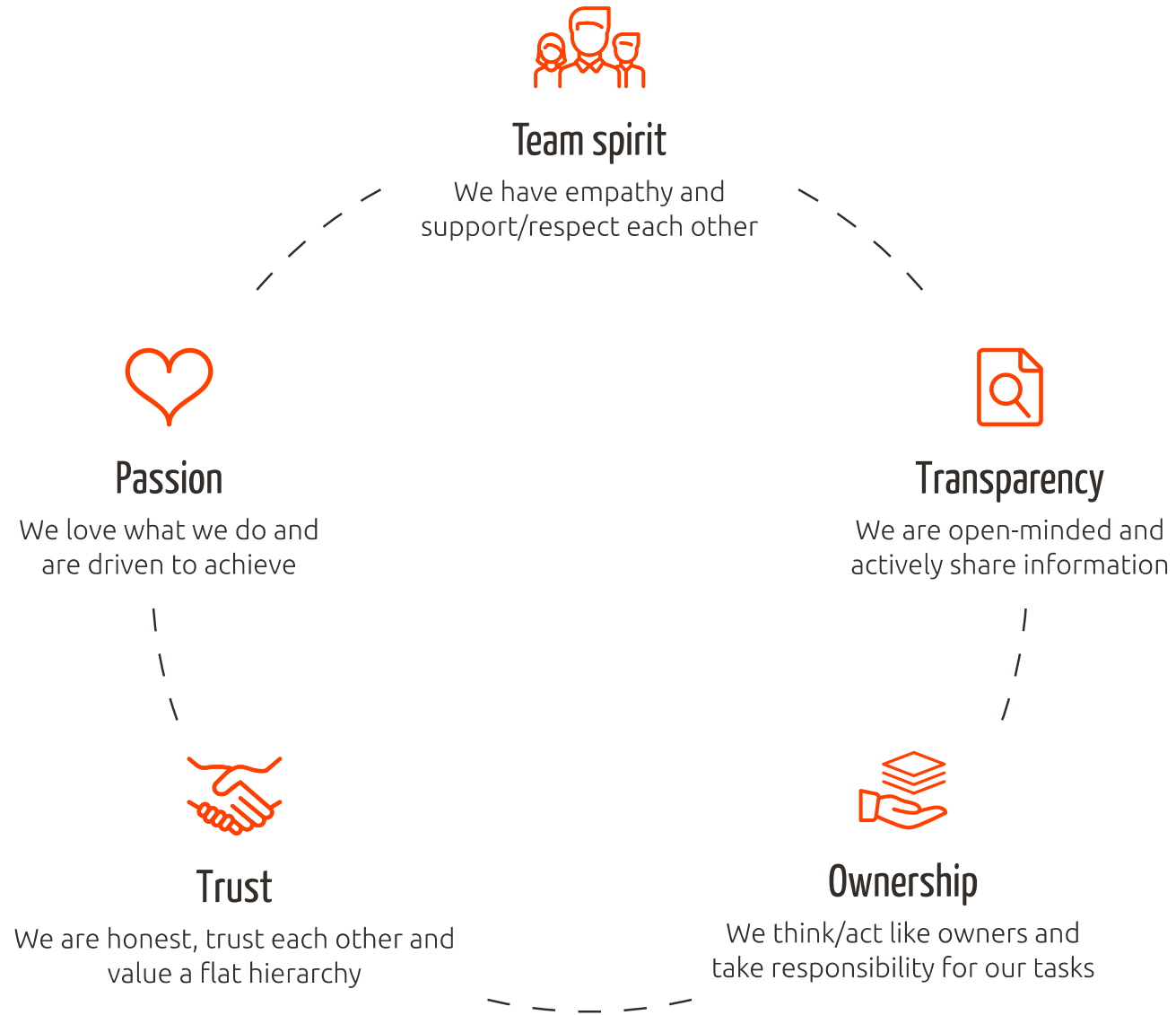
1. About
2. Financial Year
3. Outlook
4. AGM

» Our Believe «

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

TRUST

» Our 5 Core Values «



» Our 10 Work Principles «



Put the client first
(company, result)



Be ambitious
and humble



Have integrity and
demand it from others



Confront brutal facts,
yet never lose faith



Challenge decisions,
but once they're made,
commit wholly to them



Take responsibility
for poor results
("look in the mirror")



Give praise
for good results
("look out of the window")



Make mistakes,
but learn from them
("fail well")



Support and develop
your team members



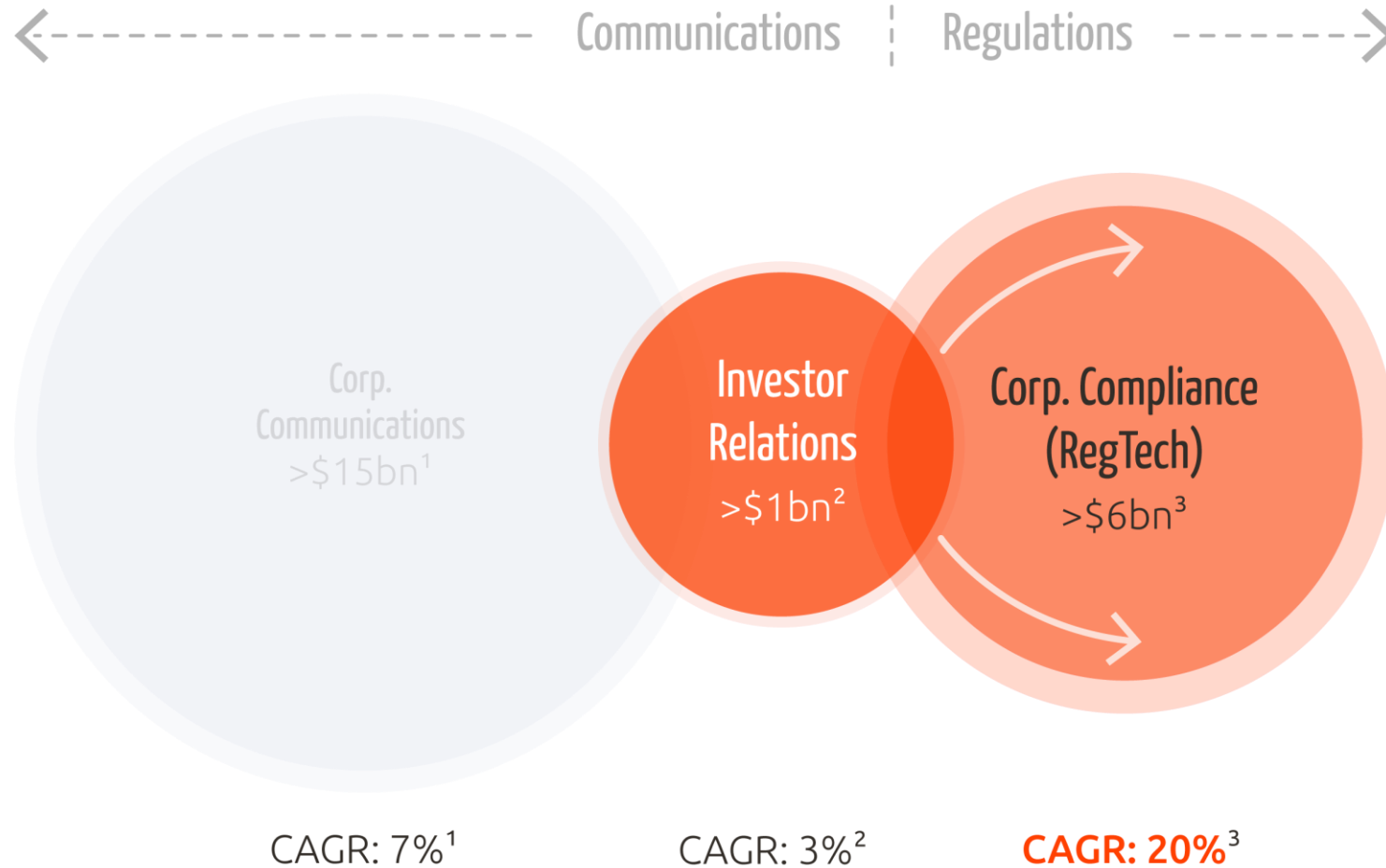
Lead by example

» EQS Group «

RegTech	Corporate Compliance Investor Relations
Customers	3,260 SaaS 4,454 Filing
Employees	455 416 FTE
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)

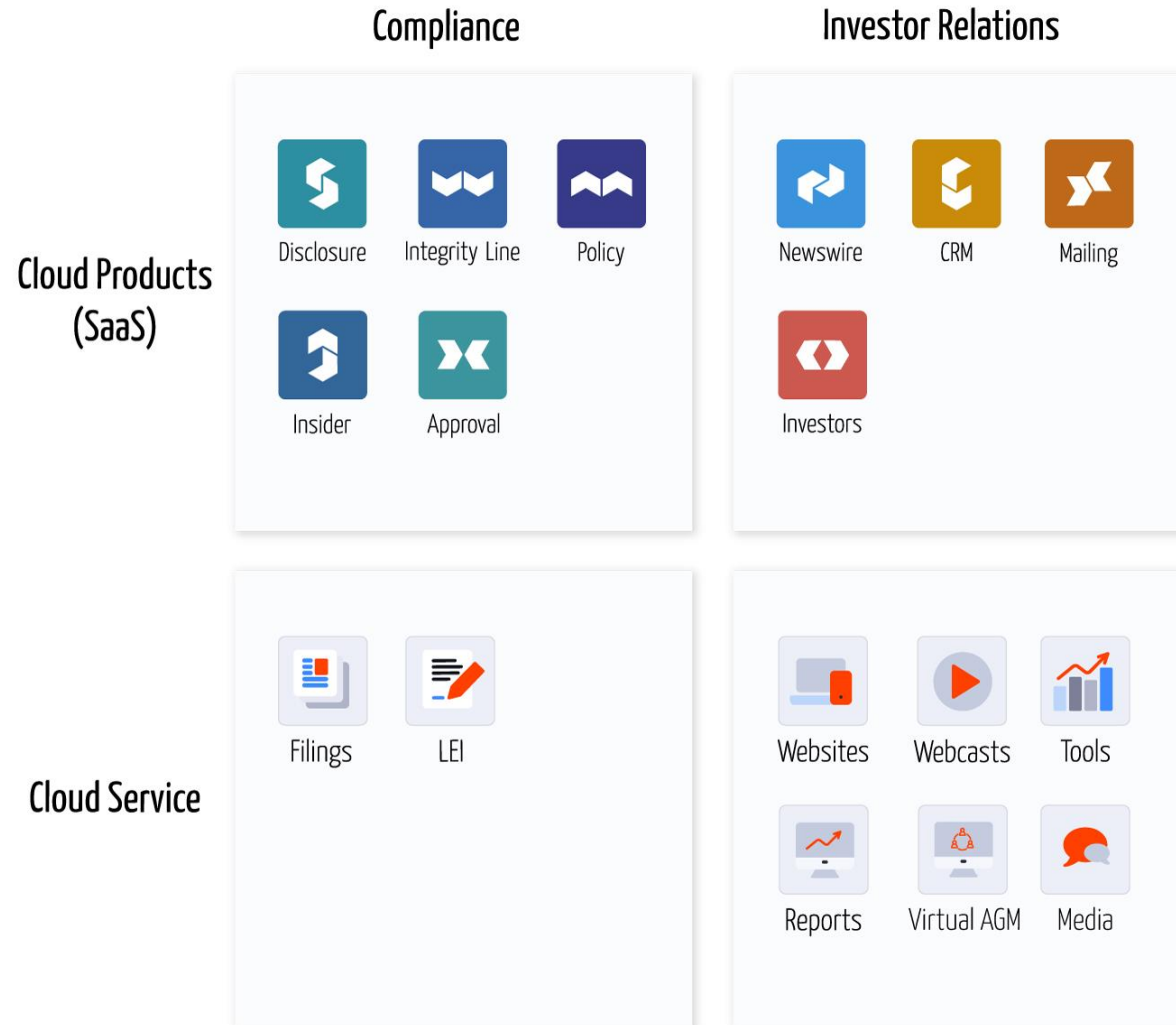


» Business Universe «



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

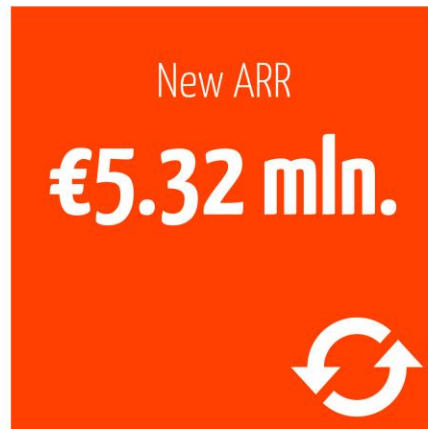
» Product Portfolio «



» Agenda «

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» Highlights FY 2020 «



*Pro Forma excl. ARIVA.DE AG

» Key Figures FY 2020* «

<i>Key figures</i>	<i>FY 2020</i>	<i>FY 2019</i>	<i>+/-</i>
Revenues	37,636	31,869	+18%
Operating Expenses	35,020	32,632	+7%
EBITDA	4,760	2,298	> +107%
EBITDA (IFRS)	4,760	2,554	> +86%
EBIT	163	-2,865	> +100%
Group Earnings	-832	-1,373	+39%
Operating Cash Flow (IFRS)	5,786	2,397	> +100%
Equity-Ratio (%)	58	50	-

* Pro Forma excl. ARIVA.DE AG
All figures in thousand Euro unless otherwise stated

» Capital Increase from Company Funds and Share Split 2020 «

The company has completed a share split at a ratio of 1:5:

- › Share capital increased by EUR 5,739,912 to EUR 7,174,890 (resolution of AGM July 17, 2020)
- › Implementation of the share split through a capital increase from company funds
- › Number of shares adjusted by share split: allocation of 4 new shares for 1 existing share

Main reasons:

- › Relatively high absolute price level per share (> € 100)
- › Increased liquidity in the share through a more attractive price level per share
- › More attractive for employee participation program

» Two Capital Increases from December 2020 & February 2021 «

The company carried out two 5% capital increases:

- › Issue of 707,361 new no-par value registered shares against cash contribution through use of the authorized capital. Eligible from January 1, 2020. Increase in share capital to EUR 7,882,251
- › Exclusion of subscription rights to avoid high costs and quick implementation
- › Placement price in December 2020 of € 26.00 per share
- › Placement price in February 2021 of € 38.00 per share

Main reasons:

- › Financing investments in the compliance market, including acquisitions
- › Participation in C2S2 GmbH on January 1, 2021 and acquisition of the remaining shares in April 2021

» Use of Own Shares «

The company has set up the following share participation program for employees:

Employees of EQS Group AG and its subsidiaries who purchase EQS shares as a **personal investment** over a period of 12 months as part of the participation program and who do not sell them during the investment period and a subsequent holding period of 12 or 24 months will receive additional EQS shares in proportion allocated 1: 1 after the end of the holding period.

The bonus shares of the 2019 tranche, a total of 9,624 shares, were allocated in January 2021.

The company currently owns 504 shares.

» Agenda «

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» Outlook 2021e «

New SaaS Customers

1,500 - 2,000



New ARR

€6 mln.



Revenue Growth

20% - 30%*



Net Promoter Score

Stable



Employee Satisfaction

Constant Level



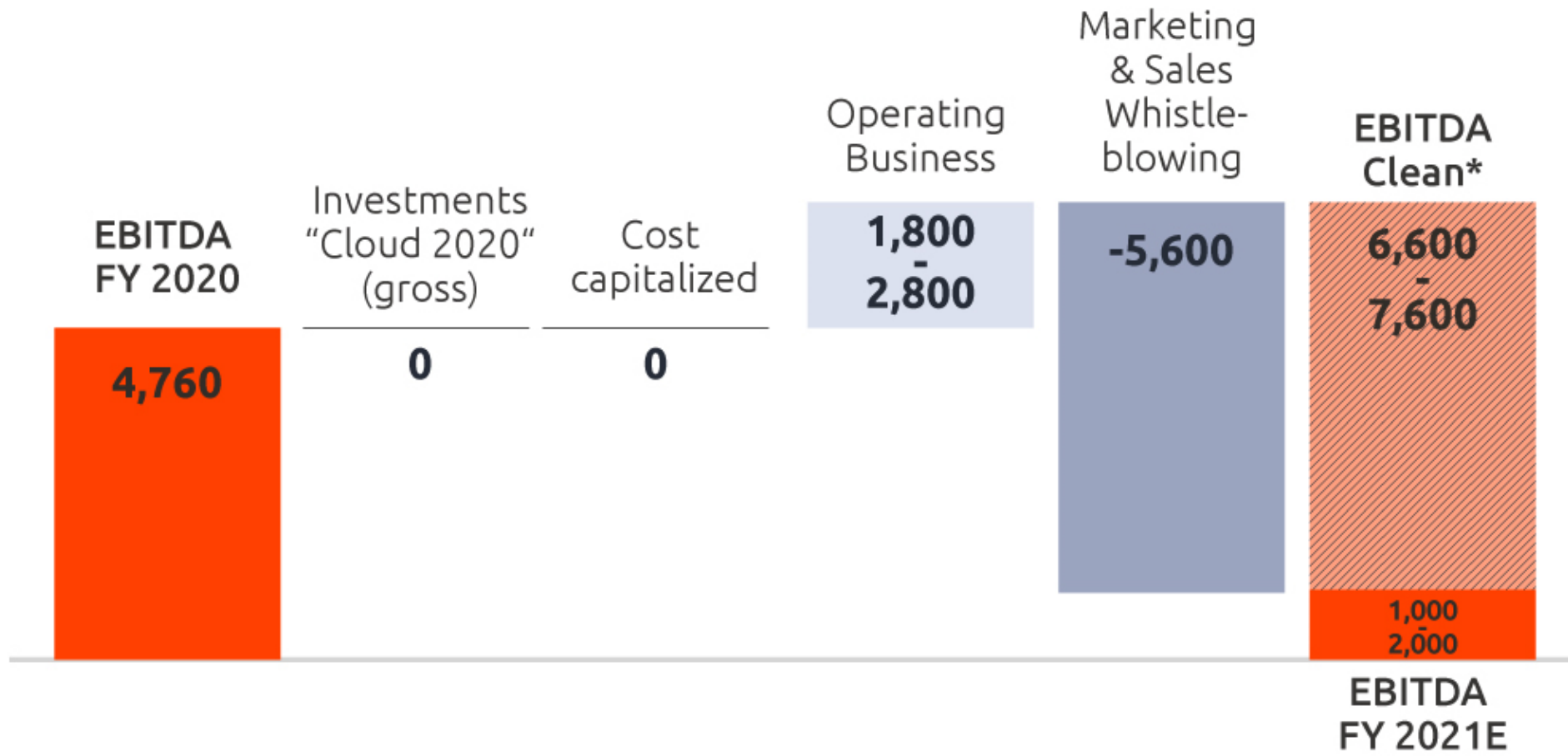
EBITDA

€1.0 - €2.0 mln.



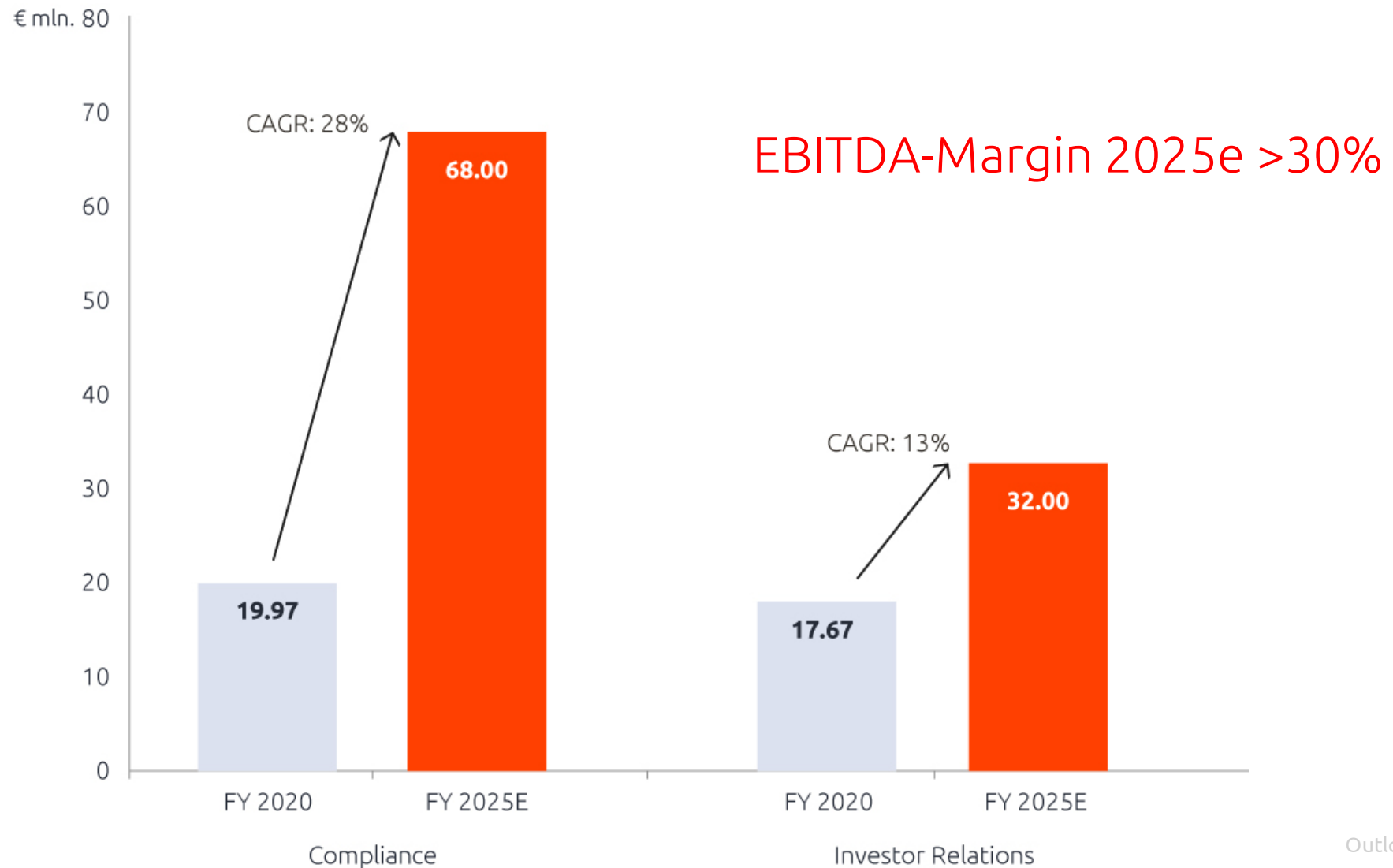
* Including revenue from Got Ethics A/S and C2S2 GmbH

» EBITDA-Bridge FY 2021e «



* Adjusted for Marketing & Sales expenses for Whistleblowing
All figures in thousand Euro

» Forecast 2025e «



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

Goal 2025

» Agenda «

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» Agenda AGM 2021 – Part I «

1 Presentation of Annual Financial Statement

> No resolution required

2 Appropriation

> Proposal: Carry forward on a new account

3 Discharge of the Management Board

4 Discharge of the Supervisory Board

5 Election of the Auditor

> Proposal: Continue with BDO

» Agenda AGM 2021 – Part II «

6 Election of the Supervisory Board



- Prof. Kerstin Lopatta
- University professor
- Not yet a member
- Up for election until AGM 2022



- Robert Wirth (Vice Chairman)
- Investor & consultant
- Member since 2015
- Up for election until AGM 2024

» Agenda AGM 2021 – Part III «

7 - 8 **Renewal of Authorized and Conditional Capital**

> Objective: renewal after partial use of the authorized capital 2020

9 **Purchasing of Own Shares**

> Objective: renewal after partial use of the authorized capital 2020

10 **Resolution of Remuneration of the Supervisory Board**

> Objective: increase from currently € 30,000 to € 35,000