» EQS Group – The Global RegTech «

Ordentliche Hauptversammlung 2019 der EQS Group AG+++ 17. Mai 2019 +++ Achim Weick, Gründer und CEO

» Agenda «

» EQS Group «

RegTech	Compliance Investor Relations
Clients	2,329 Large Caps 4,363 XML 33,580 LEI
Employees	474
Founding	2000 in Munich (Headquarter)
Listing	Frankfurt (Scale)

» Shareholder Structure : Founders and Longterm Investors «

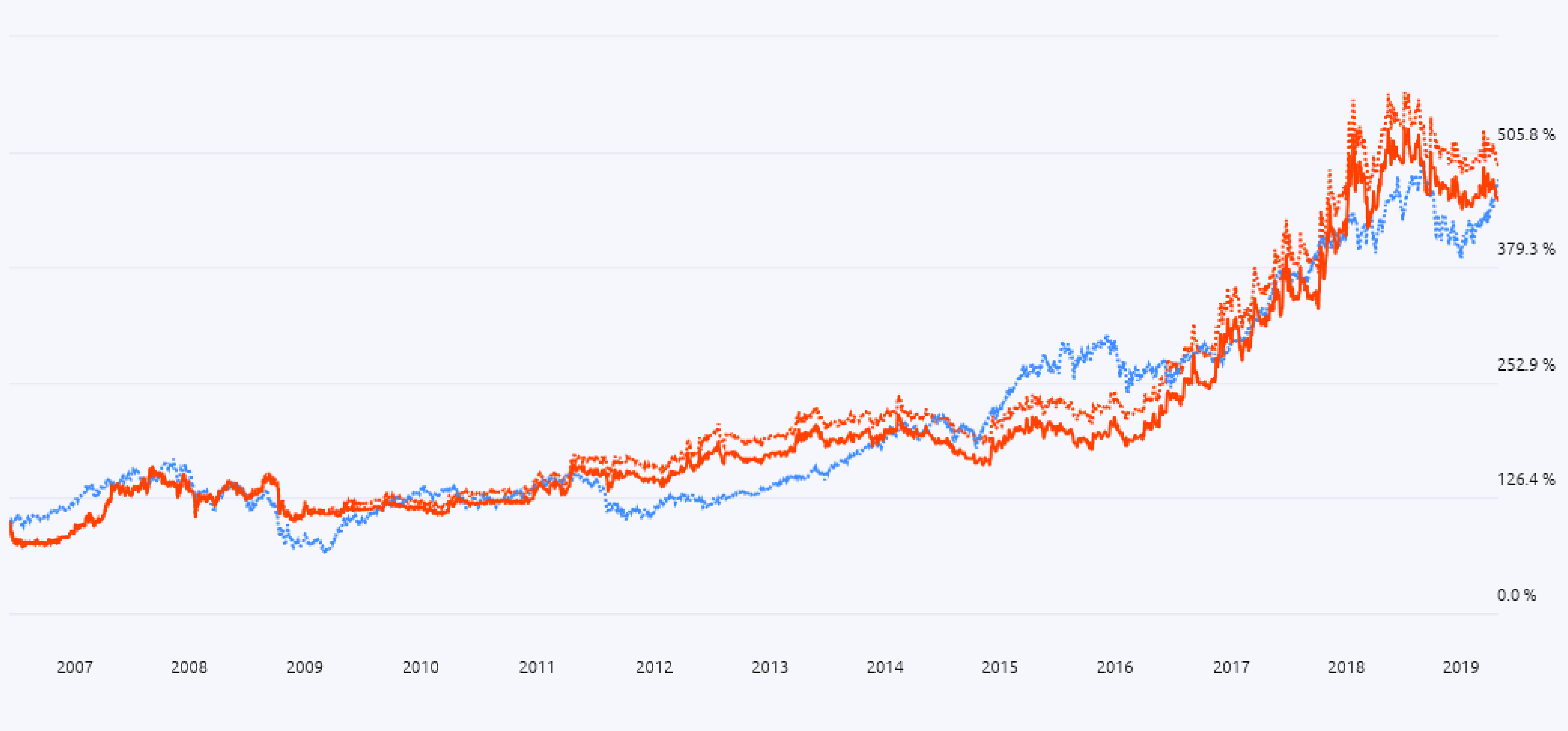
Shareholder structure as of May 7, 2019:

- Achim Weick: 21%
- Investmentaktiengesellschaft für langfristige Investoren TGV: 20%
- Altoinvest: 5%
- Allianz Global Investors: 4%
- Berenberg Europ. Micro: 4%
- Shareholder Value: 4%
- Rony Vogel: 3%
- Peter Conzatti: 2%
- Robert Wirth: 2%
- André Marques: 1%
- Christian Pfleger: 1%
- Marcus Sultzer: 1%
- Free Float: 32%

Institutional Investors > 3% &
Management and Board of directors

» Performance since IPO on 8.6.2006 «

~400%* Total Return --- Outperformance EQS share (red line) vs TecDax (blue line) --- Market Cap: € 100 million.* *as of May 2, 2019

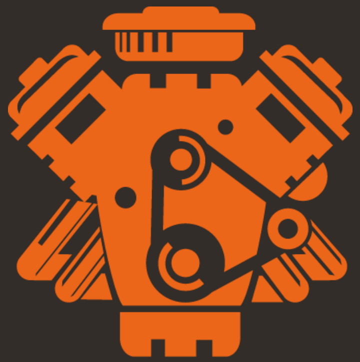


» Fuel the Cloud Engine «

Trend 2: Regulation
Governance & Compliance
→ **New markets and products**

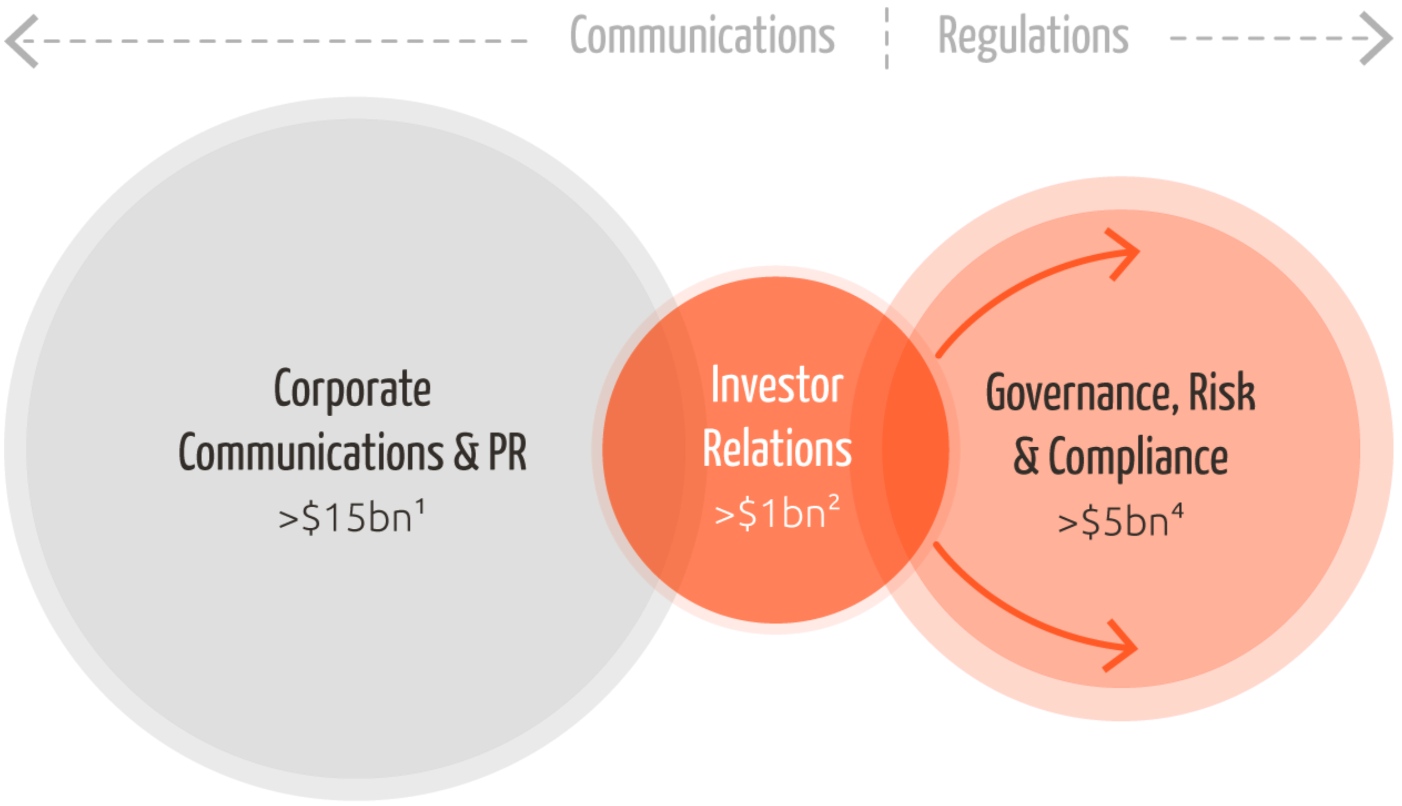
Trend 1: Digitization
Budget shift to digital
→ **Digital workflows**

Trend 3: Globalization
Global corporate operations
→ **International expansion**



› Growth of highly profitable cloud revenues

» Our Business Universe «



CAGR: 7%[1]

CAGR: 2.6%[3]

CAGR: 13.4%[4]

Sources:
[1] Holmes Report [2] IR Magazine [3] The San Diego Union-Tribune [4] Gartner

» Our SaaS-Business Model «

80% **Annual Recurring Revenues**

- COCKPIT
- Webhosting
- Webcast

20% **Onboarding Revenues**

- Setup Fees
- Media

» Agenda «

EQS GROUP

» Highlights FY 2018 «

New COCKPIT
launched in Q4 2018

Number of "LEI" issued
increased to around
30,000

Revenue in the Compliance segment grew by
+46%
to €18.50 mln

Revenue increases by +19%
to €36.21 mln
with EBITDA of TEUR 301
and thus in line with the guidance

Number of "Large Cap" clients
grew in 2018 by
272 up to
2,260

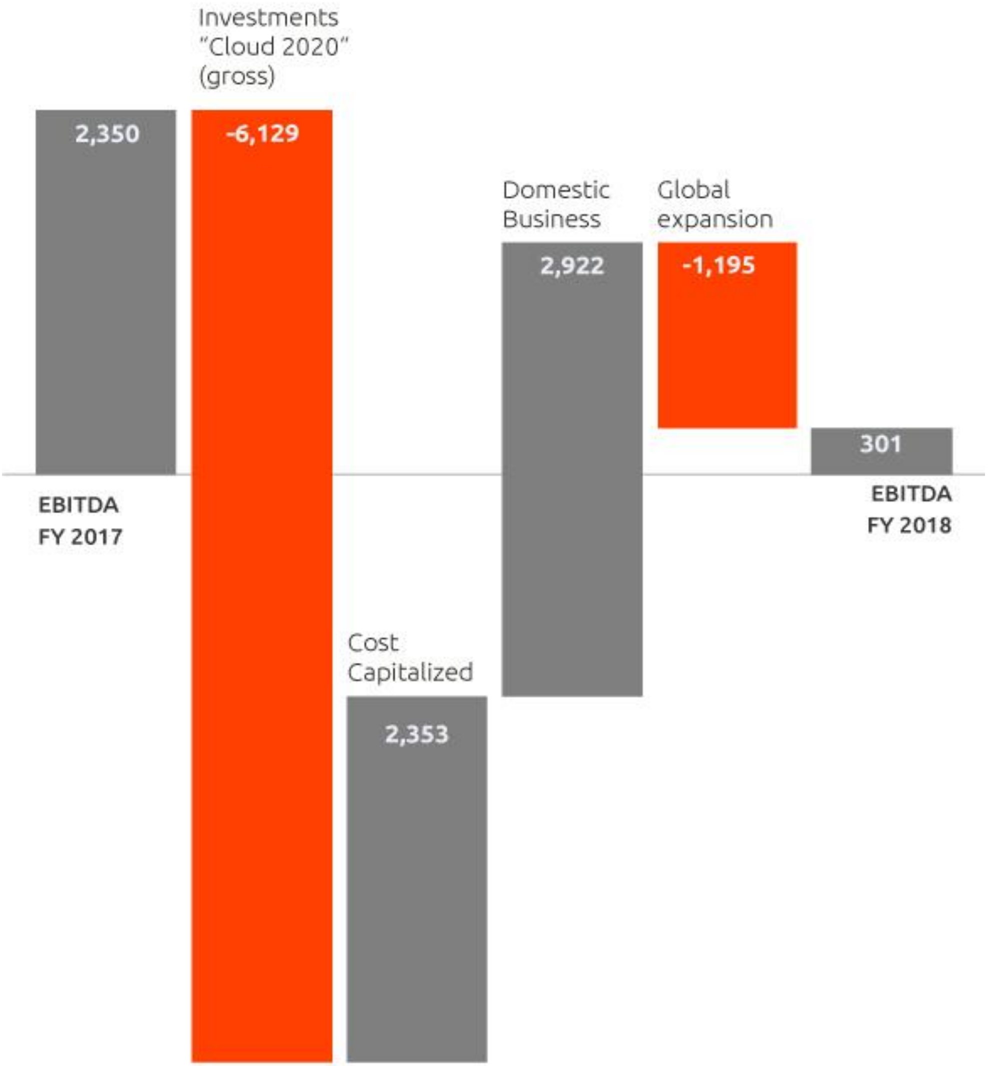
100% acquisition of Integrity Line GmbH, Zürich
successful integration

» Key Figures FY 2018 «

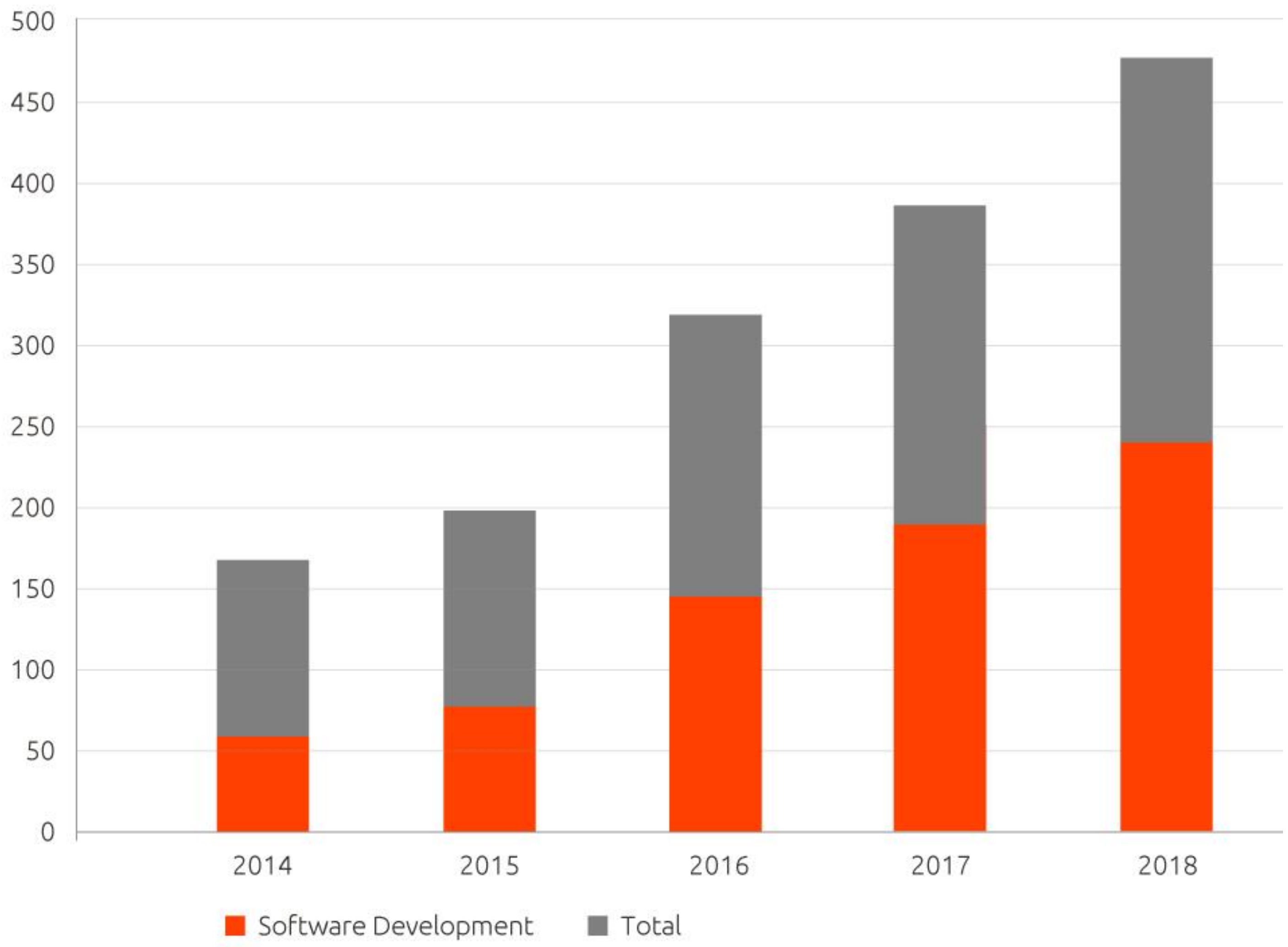
Key figures	*FY 2018*	*FY 2017*	*+/-*
Revenues	36,210	30,355	+19%
EBITDA	301	2,350	-87%
EBIT	-2,058	346	> -100%
Group Earnings	811	-574	> +100%
Operating Cash Flow	2,595	1,647	+58%
Equity-Ratio (%)	59%	62%	-
Employees (Average)	447	358	+25%

All figures are in thousand Euro unless otherwise stated (except for the number of employees)

» EBITDA-Bridge FY 2018 (in '000 €) «



» Employees «


500
450
400
350
300
250
200
150
100
50
0
2014
2015
2016
2017
2018
Software Development
Total

» New Cloud Architecture «

EQS CLOUD ARCHITECTURE

EQS COCKPIT

Other New + Migrated applications

EQS CLOUD PLATFORM AND SERVICES

EQS BACKEND (MICRO-)SERVICE

- Synchronous: Symfony Api Platform (Rest)
- Asynchronous: Messaging (Raven)
- API Gateway
- Common JSON Api Specification (previously „Formica")

EQS FRONTEND

- Angular Framework
- Unified Modular Frontend architecture and platform

EQS SHARED SERVICES

- Authentication
- User Management
- License Management
- Administratiorn (Control Tower)
- Mailing

...

EQS CLOUD INFRASTRUCTURE

- AWS infrastructure as code
- Container | Cluster
- Deployment pipeline + Promotion
- Storage
- Monitoring

» Agenda «

1. About
2. FY 2018
3. Segment Compliance
4. Segment Investor Relations
5. Outlook
6. HV 2019

» Investment Program Cloud 2020 – The Compliance Case «

1.

NEW CLOUD PLATFORM

- Integrated workflows
- Data security / privacy
- High availability

2.

NEW PRODUCTS

- Integrity Line
- Policy Manager
- CRM

3.

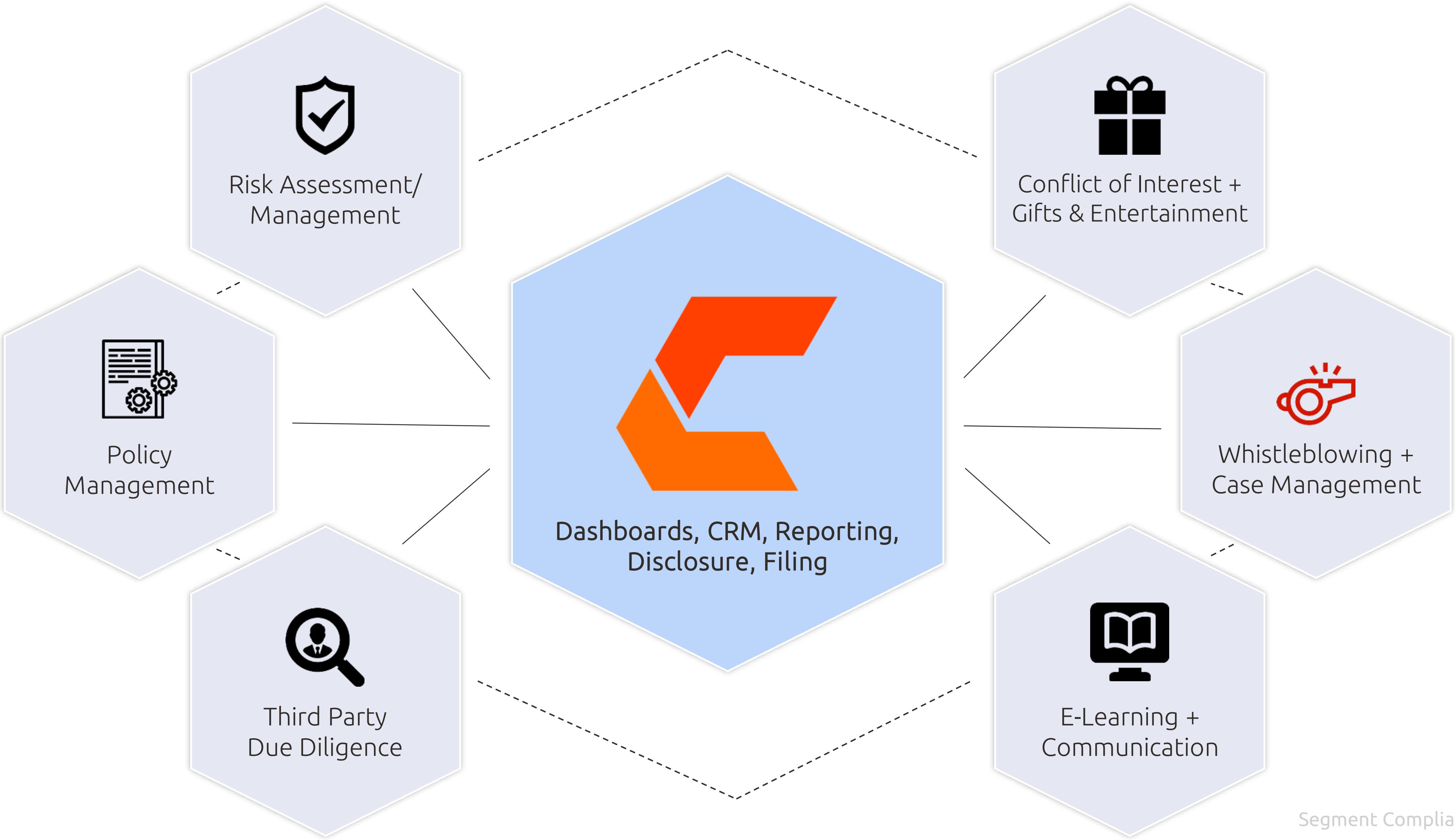
NEW MARKETS

- France
- UK
- Italy

Integrated platform for Corporate Compliance

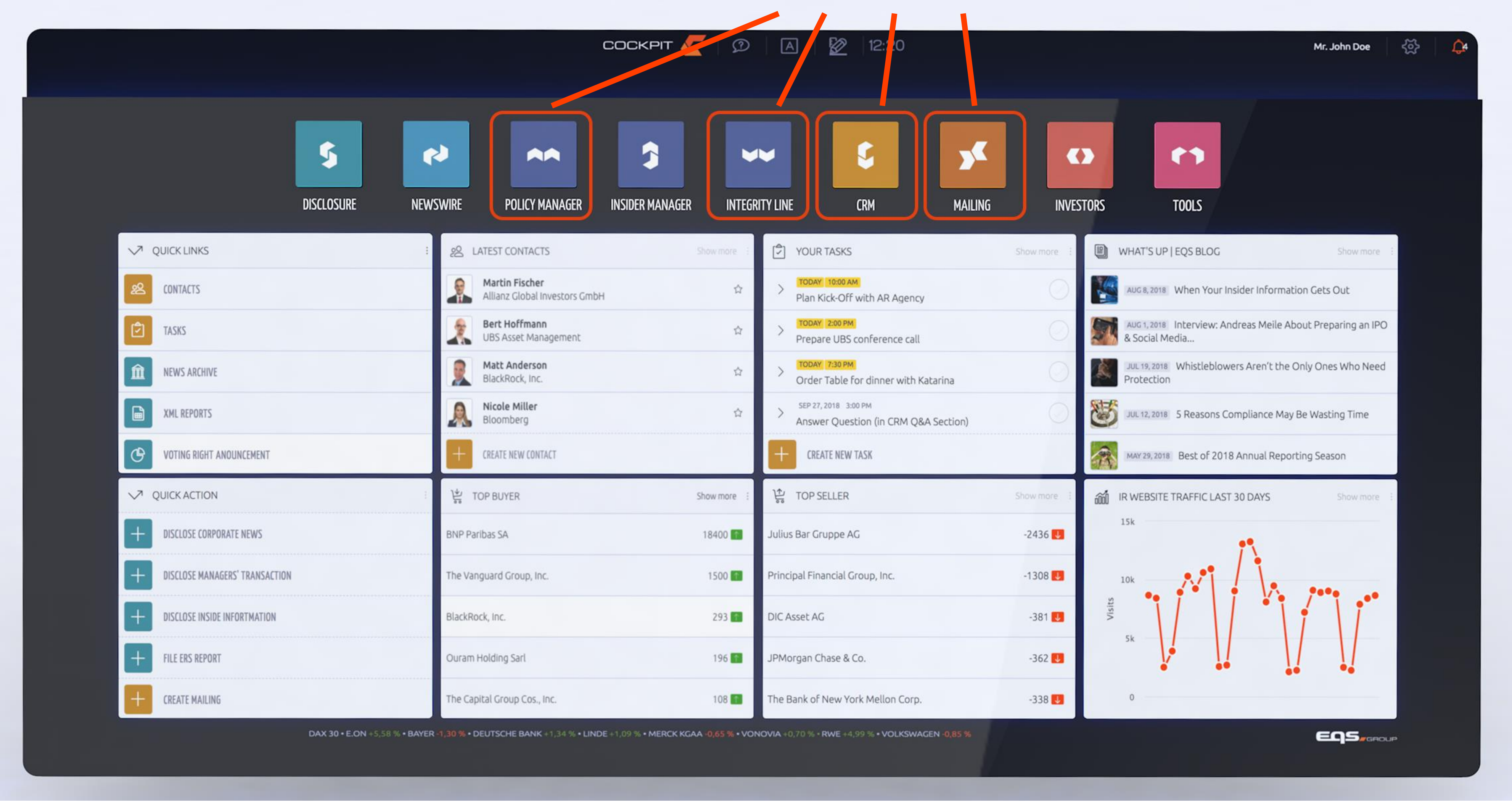
allows us to expand into market of non-listed companies

» The EQS Compliance COCKPIT will consist of seven elements: «

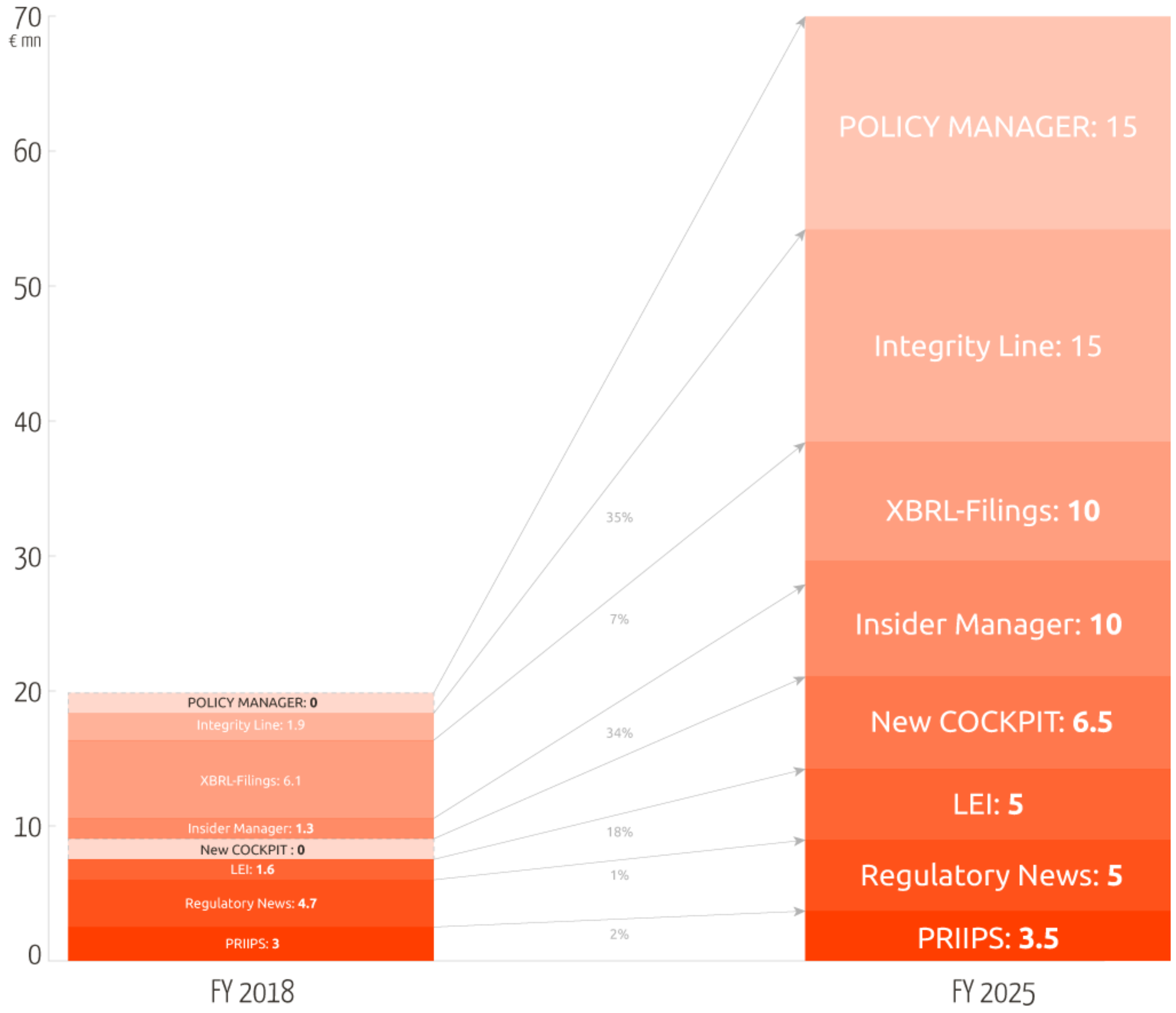


» New COCKPIT for Compliance «

NEW!



» Compliance Product Growth «



» Agenda «

1. About
2. FY 2018
3. Segment Compliance
4. **Segment Investor Relations**
5. Outlook
6. HV 2019

» Investment Program Cloud 2020 – The IR Case «

1.

NEW CLOUD PLATFORM

- Integrated workflows
- Data security / privacy
- High availability

2.

NEW PRODUCTS

- Investors
- CRM
- Analytics

3.

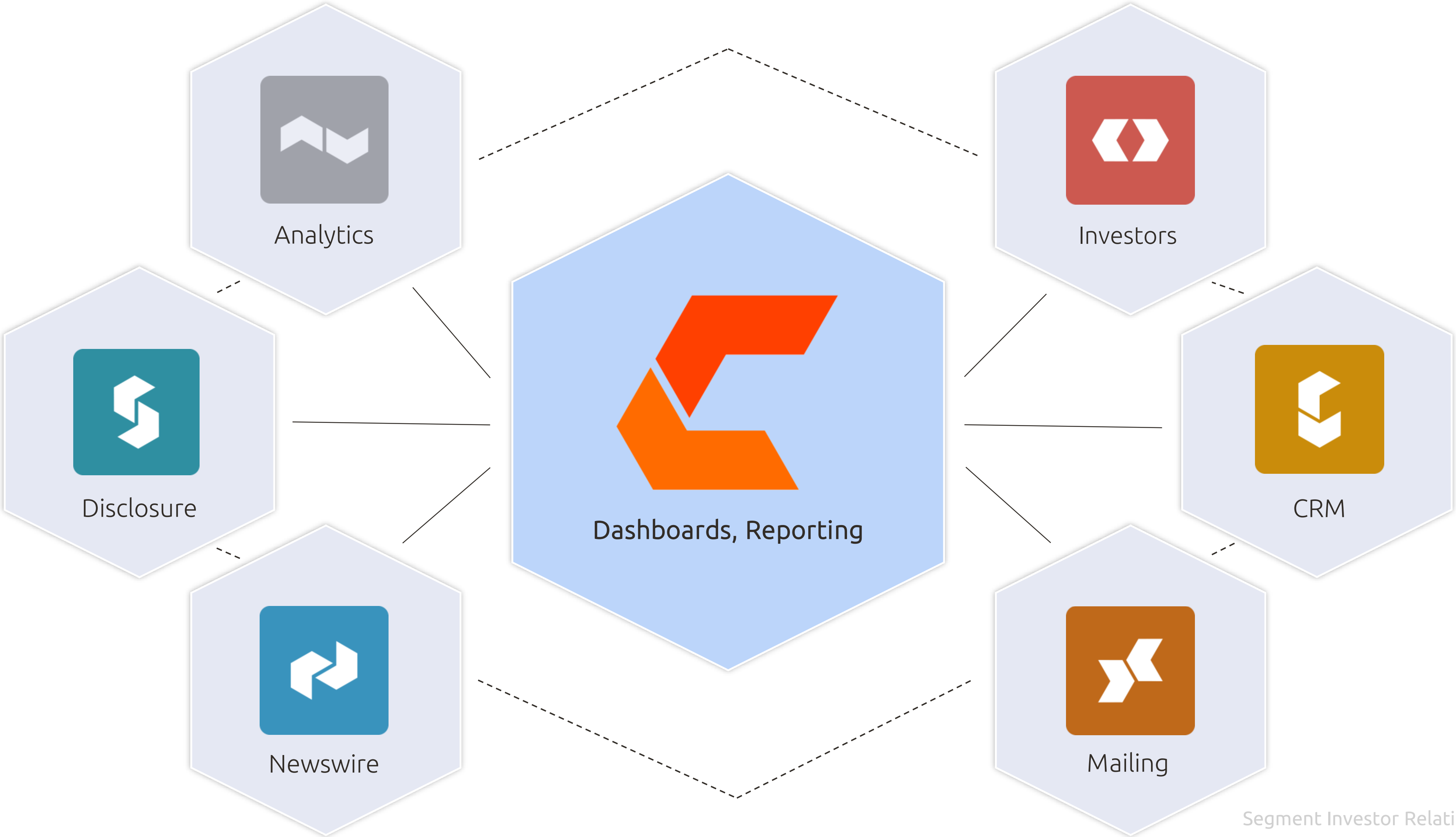
NEW MARKETS

- USA
- Italy
- Nordics

Unique platform with integrated **investor data** and **outreach**

allows us to grow above the market rate

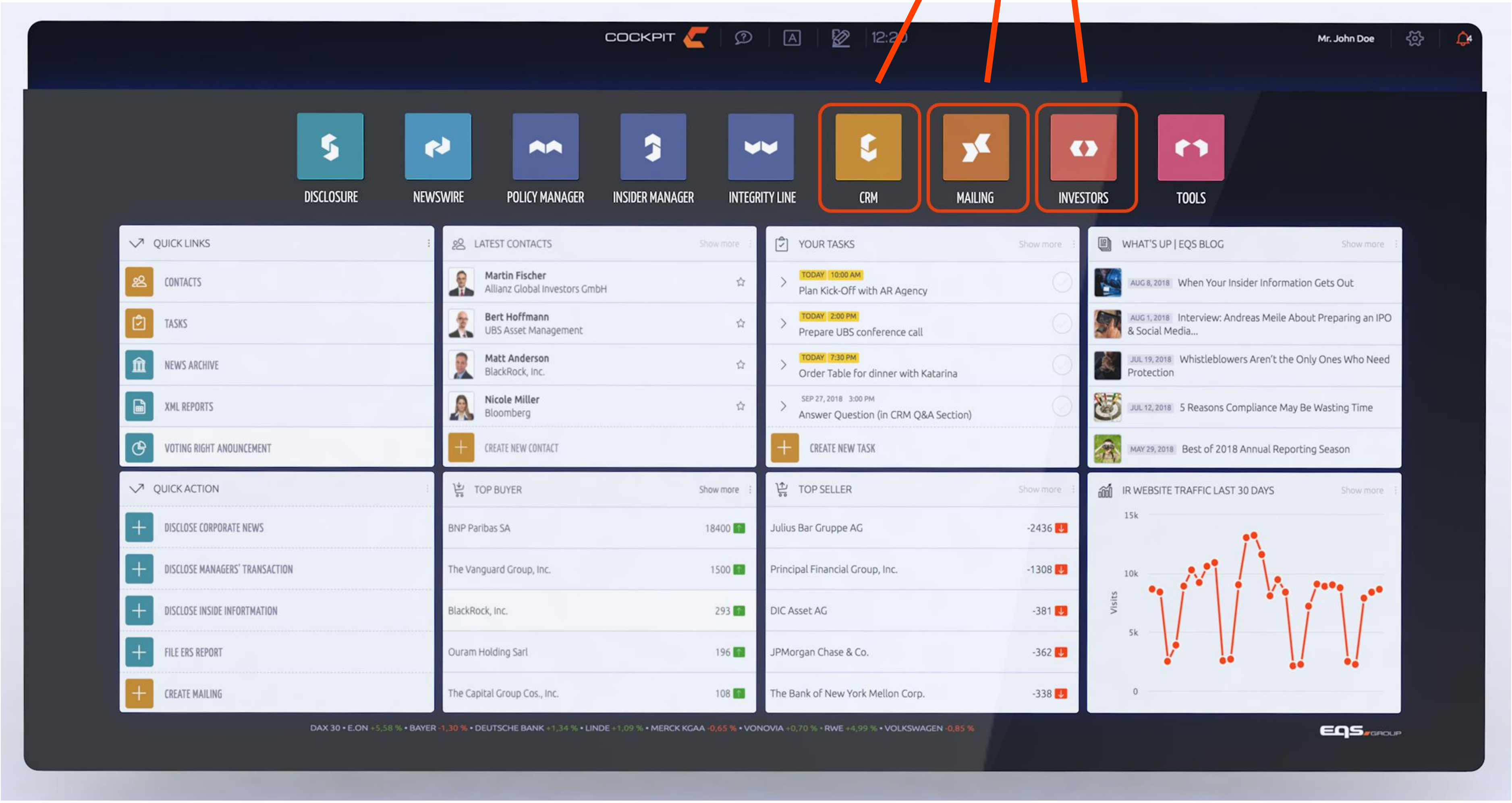
» The EQS Investor Relations COCKPIT consists of seven elements: «



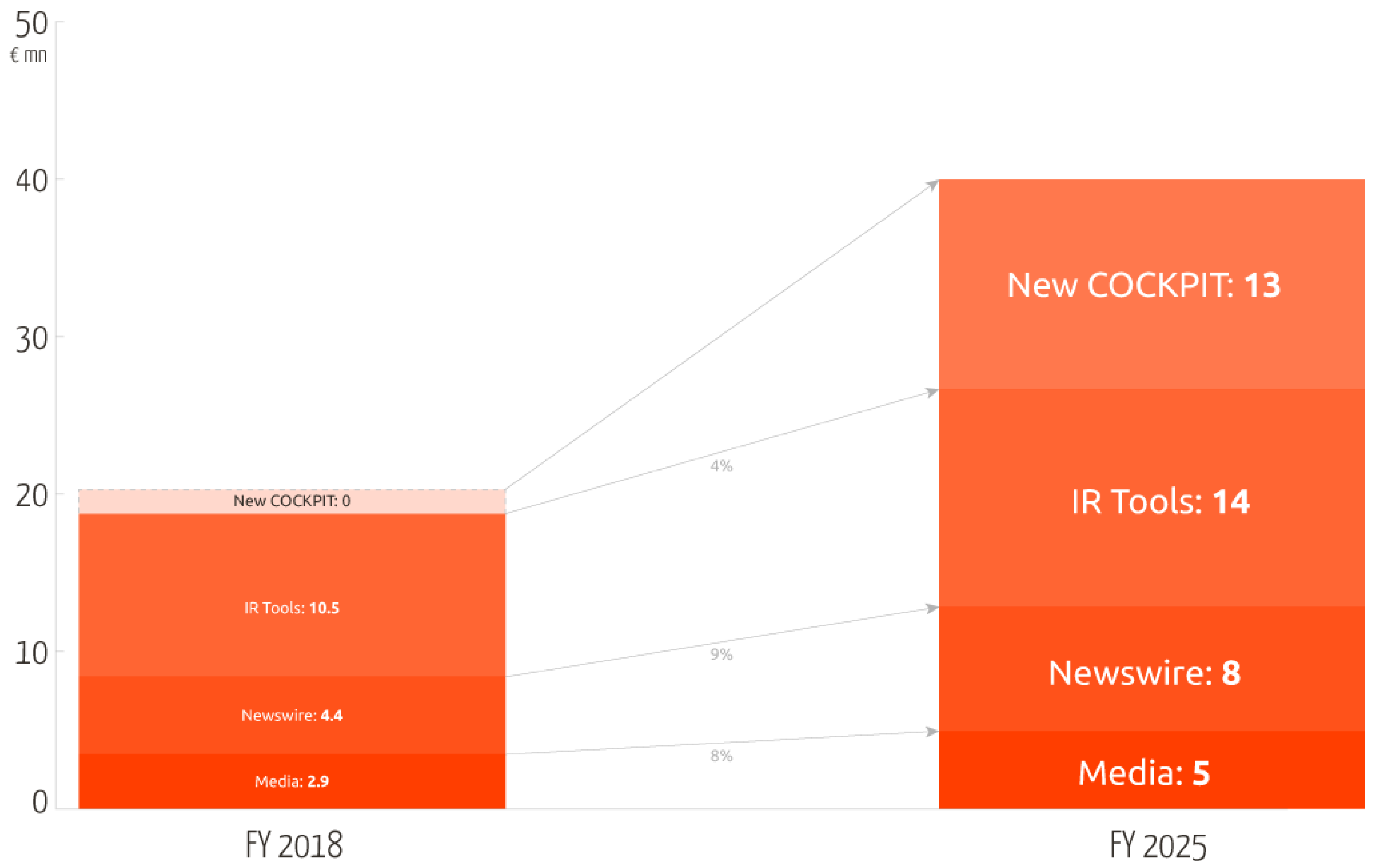
EQS GROUP

» Our New COCKPIT IR Modules «

NEW!



» IR Product growth «



» Agenda «

» Growth Drivers «

2018 TRANSITION YEAR

COMPLIANCE

New products incl. Integrity Line, Insider Manager, LEI-Manager,

INVESTOR RELATIONS

Consolidating provider landscape, IPOs > Delistings

2019 GROWTH FROM NEW COCKPIT

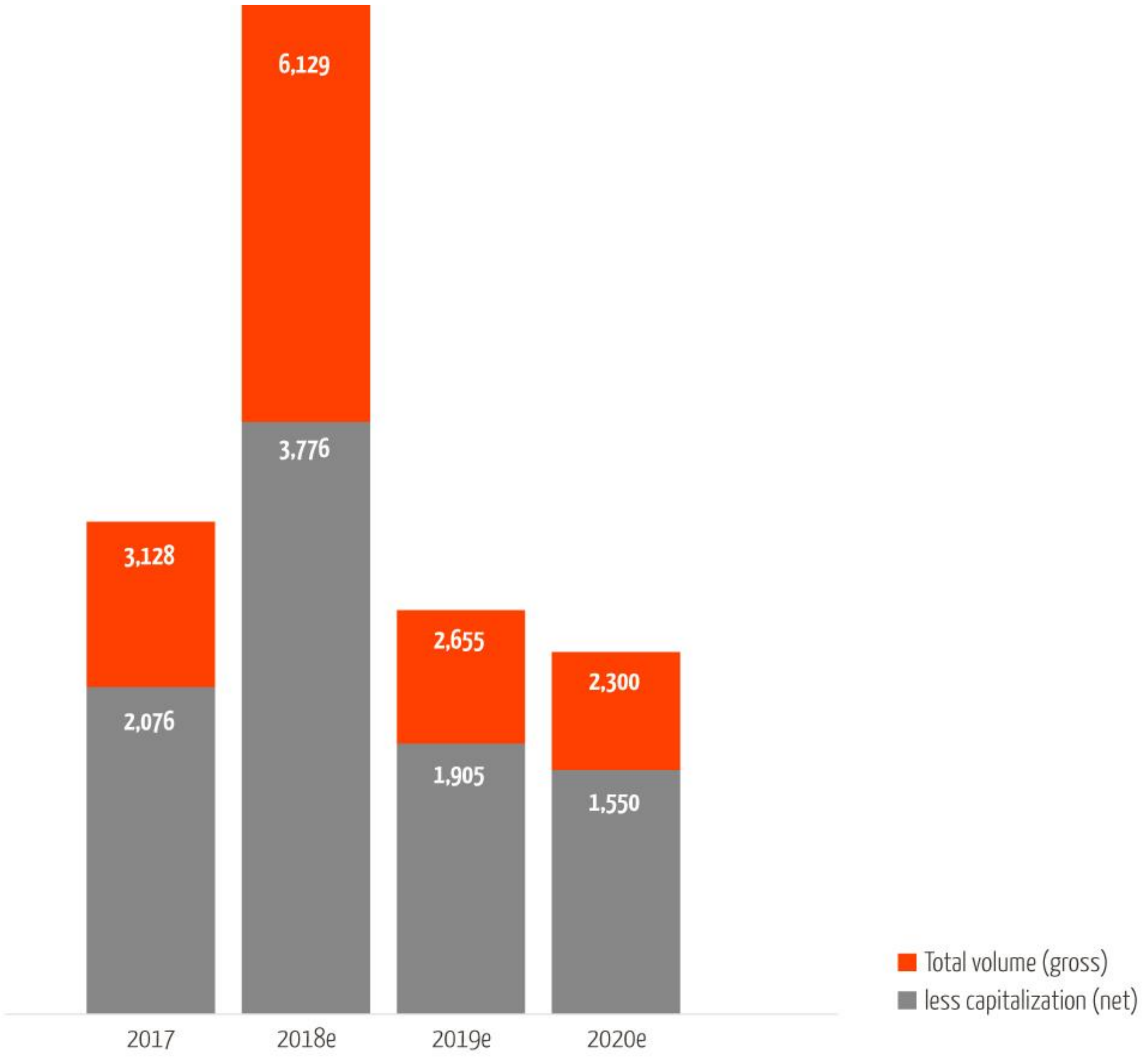
COMPLIANCE

Integrated workflow platform incl. Policy Manager, Mailings and CRM

INVESTOR RELATIONS

Integrated workflow platform incl. Investors, Mailings and CRM

» Investments „EQS Cloud 2020“ (in ‘000 €) «



» Outlook 2019e: 6 Key Results to track our progress*«

* EBITDA adjusted for IFRS 16 effects

400
NEW LARGE CAP
CLIENTS

15%-20%
REVENUE GROWTH

€4 mln
new**ARR**

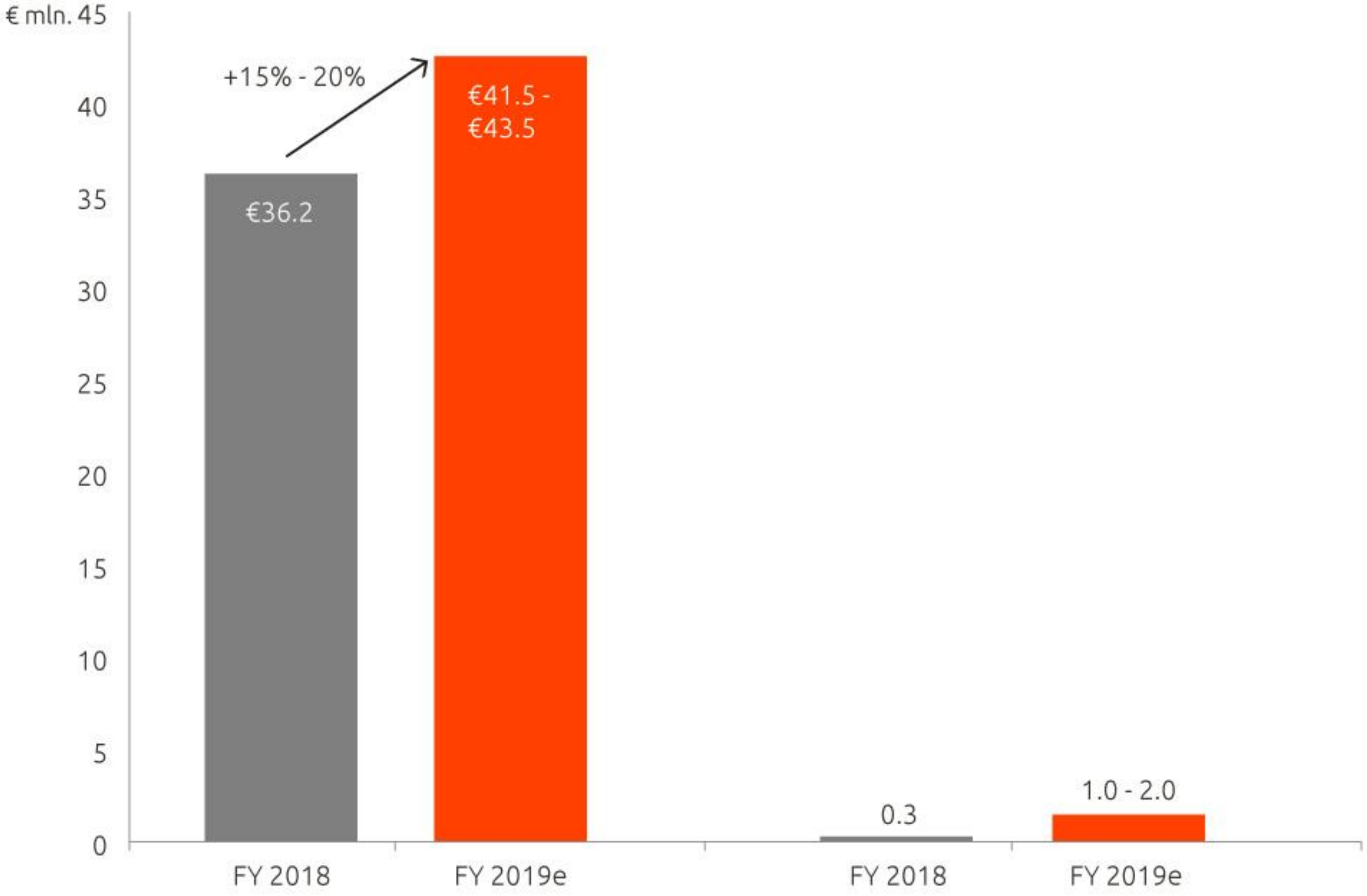
Constant
LEVEL
of
employee
satisfaction

Constantly **high**
Net
Promoter
Score

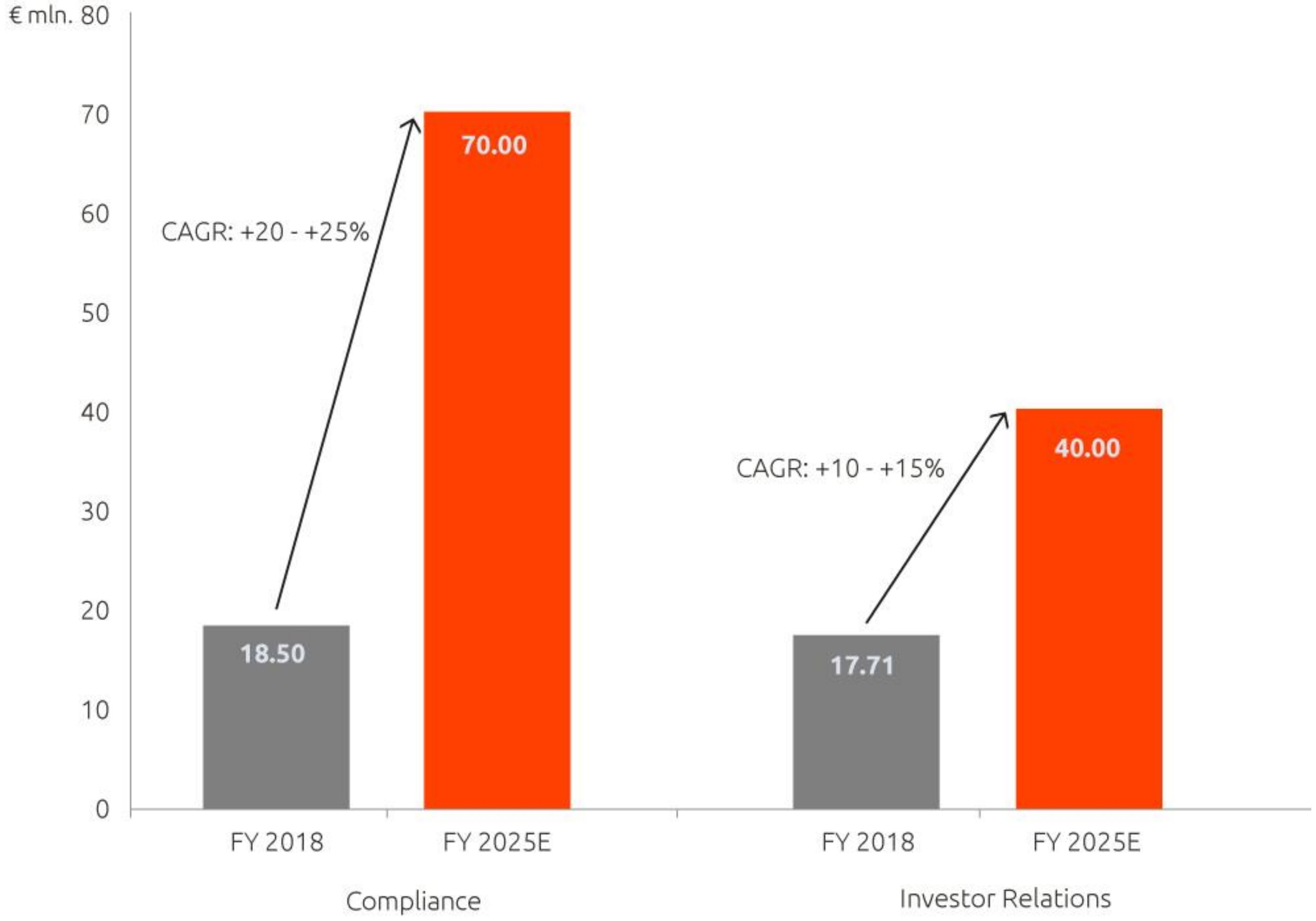
€1.0 mln to **€2.0** mln
EBITDA

» Outlook 2019e: Revenue & EBITDA* «

* EBITDA adjusted for IFRS 16 effects



» Steady State 2025 – Revenue «



» Vision for the Future «

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

EQS Group 2025

» Agenda «

» Tagesordnung HV 2019 «

1 **Vorlage Jahresabschluss**
> keine Beschlussfassung

2 **Gewinnverwendung**
> Vortrag auf neue Rechnung

3 **Entlastung Vorstand**

4 **Entlastung Aufsichtsrat**

5 **Wahl Abschlussprüfer**
> Fortsetzung BDO

6 **Änderung von § 14 der Satzung (Vergütung des Aufsichtsrats)**
> Erhöhung auf 30.000 € je Mitglied (Niveau von 2017)

» Verwendung eigener Aktien «

Die Gesellschaft hat folgendes Aktienbeteiligungsprogramm für Mitarbeiter aufgelegt:

Arbeitnehmern der EQS Group AG und deren inländischen Tochtergesellschaften, die im Rahmen des Beteiligungsprogramms als **Eigeninvestment** EQS-Aktien über einen Zeitraum von 12 Monaten erwerben und diese während der Investitionsperiode sowie einer anschließenden Halteperiode von 12 Monaten nicht veräußern, werden weitere EQS Aktien im Verhältnis 1:1 nach dem Ende der Halteperiode zugeteilt.

Die Bonusaktien der Tranche 2017, in Summe 2.115 Aktien, wurden im Januar 2019 zugeteilt.

Aktuell besitzt die Gesellschaft keine eigenen Aktien.

» Contact «

Achim Weick, Founder & CEO

Tel.: +49 (0)89 21 02 98-10
achim.weick@eqs.com

Detailed information can be found at www.eqs.com.

News service: Receive news via EQS News App or Email.

Please register at www.eqs.com in IR section or in the App Store.

EQS Group AG
Karlstraße 47
80333 München

Tel: +49(0)89 21 02 98-0
Fax: +49(0)89 21 02 98-49

www.eqs.com
ISIN: DE0005494165
Bloomberg: EQS:GR