EASY SOFTWARE

DIGITAL, BUT EASY

Investor & Shareholder Lunch

easy-software.com

Disclaimer

This presentation contains forward-looking statements that refer to future events, future business development, and future financial developments. These rest on current expectations and specific assumptions by the CEO, a great number of which are outside the sphere of influence of EASY SOFTWARE AG.

Forward-looking statements comprise uncertainties, known and unknown risks and/or other factors that, individually or through their interaction, may cause the actual financial situation and/or the actual results, services or the like of the EASY Group to vary from that which was directly or implicitly expected in the forward-looking statements. The possible variations may also assume a significant scope here. Also, the underlying expectations by the CEO may not be reached or the assumptions may not have been correct; in this case, the actual results and successes of the EASY Group – both negative and positive ones – may significantly vary from the results that the forward-looking statements expressly or implicitly contain.

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The EASY Group expressly warns against relying on forward-looking statements. These only reflect the opinion of the Management at the time of preparing this presentation. The EASY Group disclaims all liability for updating or following through these forward-looking statements.

EASY SOFTWARE at a Glance

SAP | Microsoft | salesforce | ORACLE

60 Countries

9.1 % Market Share GER *

20 Locations

100 Partner

387 Employees

46.6 Revenue 2018 (Mio.) **+9.1 %**

Austria
United Kingdom
Germany
Turkey
Singapore
USA

Berlin
Bobingen
Borna
Burry St. Edmunds
Exton
Frankfurt am Main
Hamburg
Heilbronn
Kocaeli
Istanbul
Leipzig
Mülheim an der Ruhr
Munich
Nuremberg
Paderborn
Potsdam
Rostock
Salzburg
Singapore
Vienna

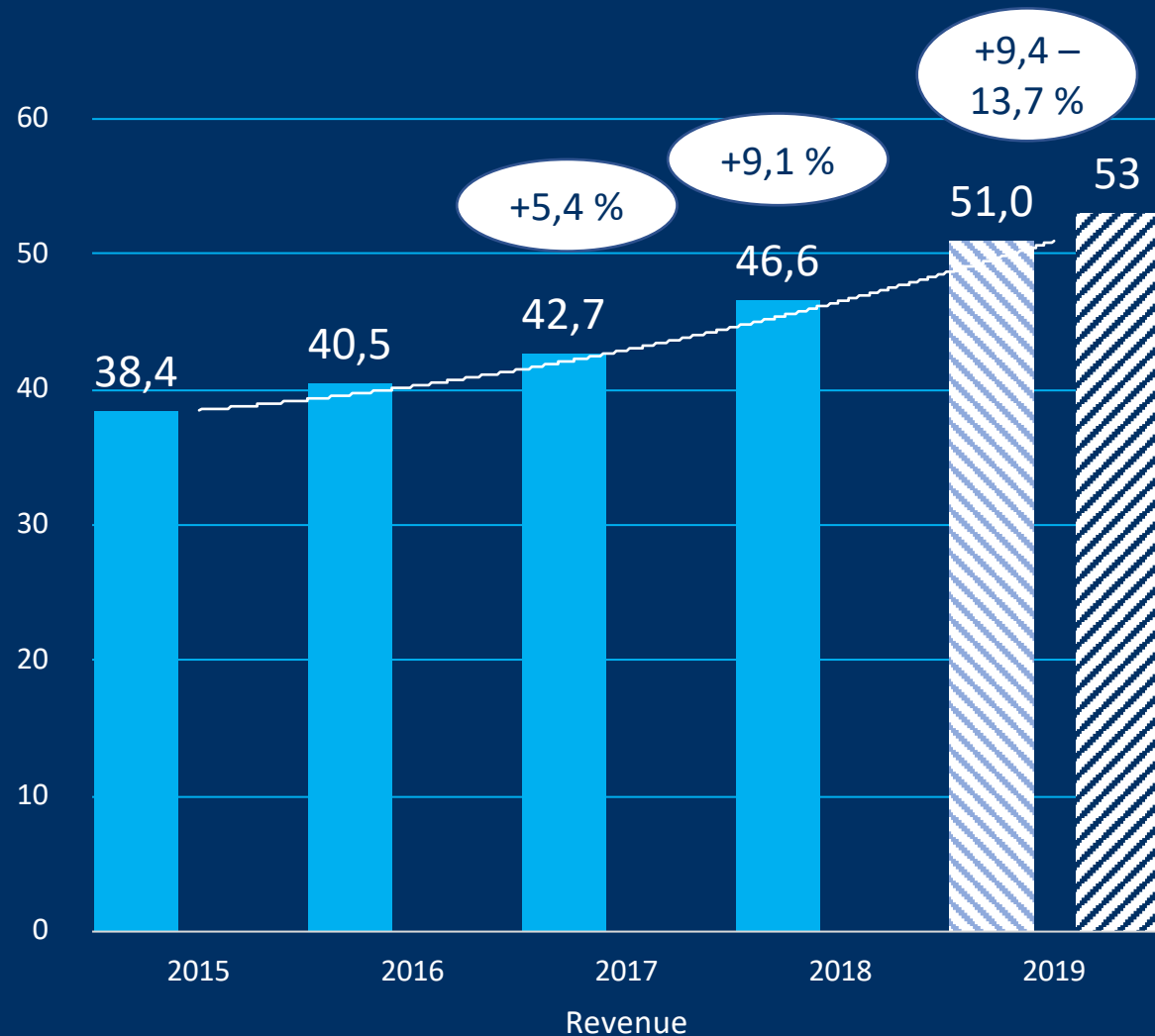**13,600** Installations
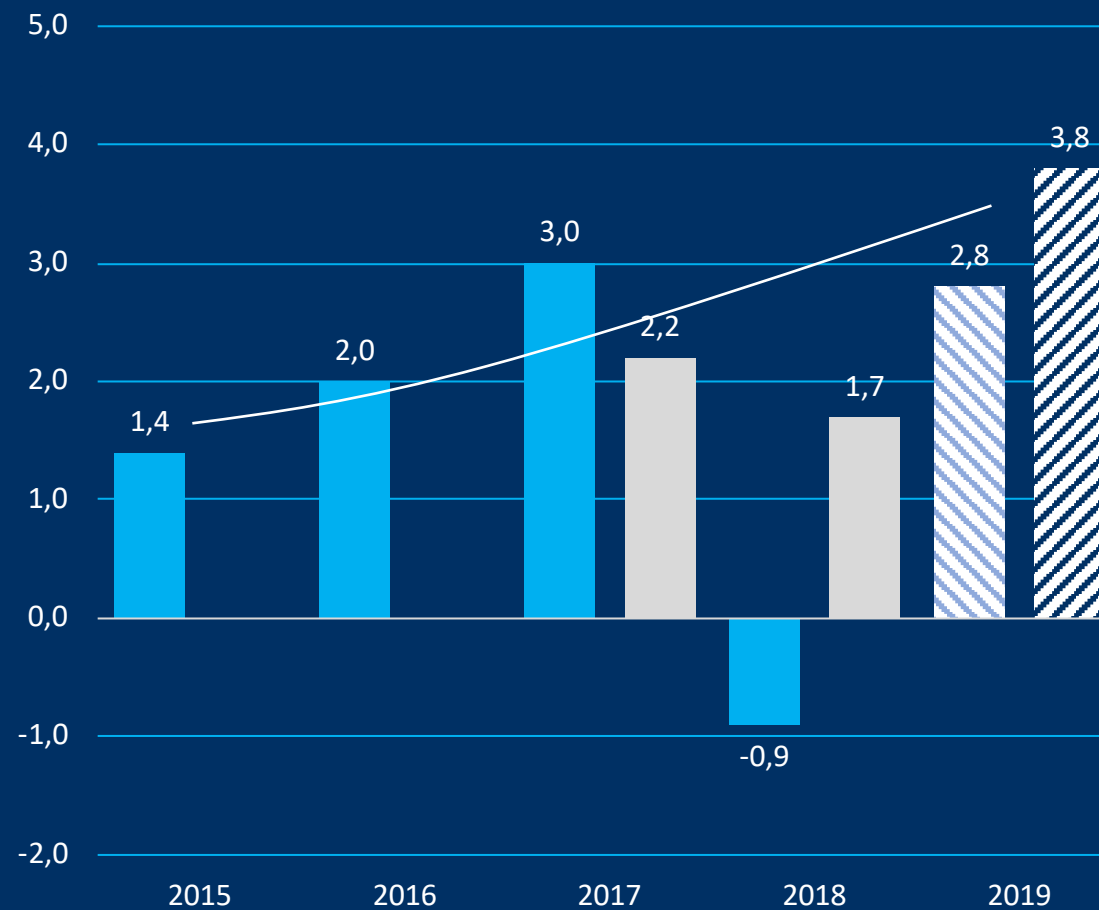
6,400 Cloud-Subscriptions

24h/7d Support

100 Interfaces

12.5 % Research and Development (2018, of rev.)

EASY Group Forecast 2019

Forecast Minimum   Forecast Maximum   AS IF

+9,4 – 13,7 %

+9,1 %

+5,4 %

38,4   40,5   42,7   46,6   51,0   53

2015   2016   2017   2018   2019

Revenue

5,0   4,0   3,0   2,0   1,0   0,0   -1,0   -2,0

1,4   2,0   3,0   2,2   1,7   -0,9   2,8   3,8

2015   2016   2017   2018   2019

EBITDA w/o IFRS 16 / AS IF / Forecast

(M EUR)

2015 adjusted by otris software AG
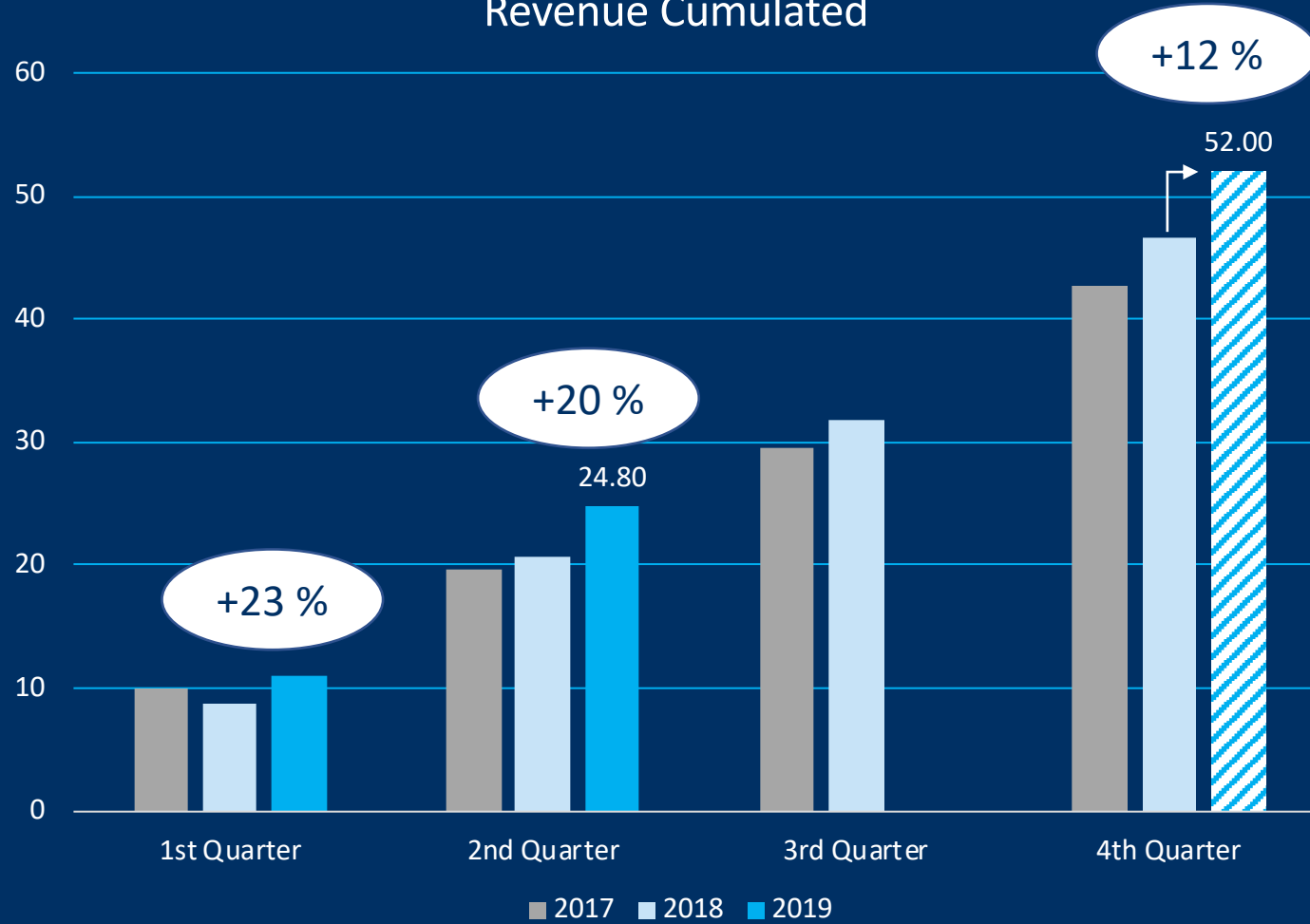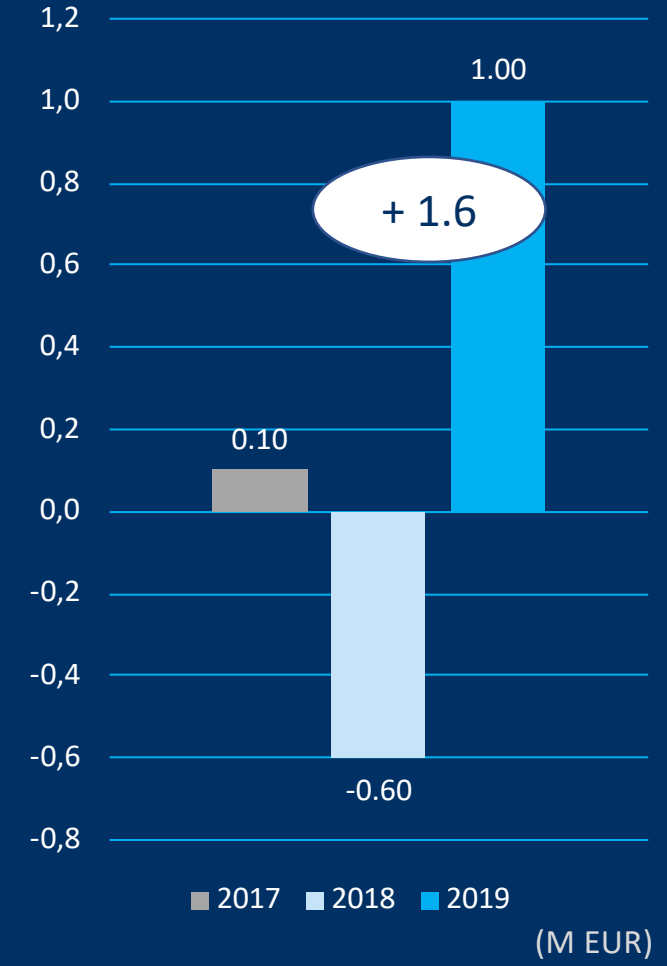
51 – 53

Mio. Euro Revenue

2.8 – 3.8

Mio. Euro EBITDA
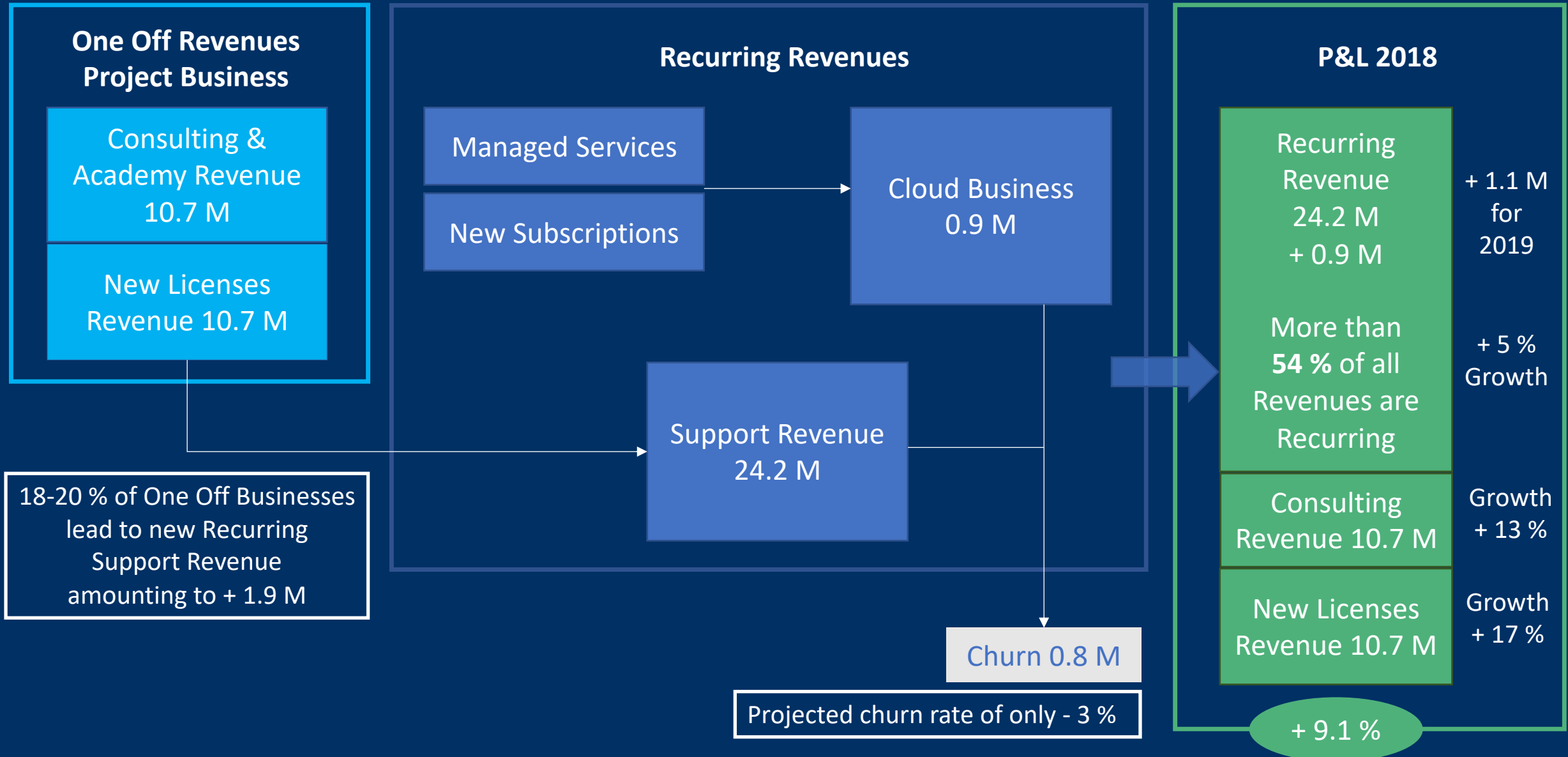without IFRS 16

4.7 – 5.7

Mio. Euro EBITDA
with IFRS 16

Financial Forecast 2019

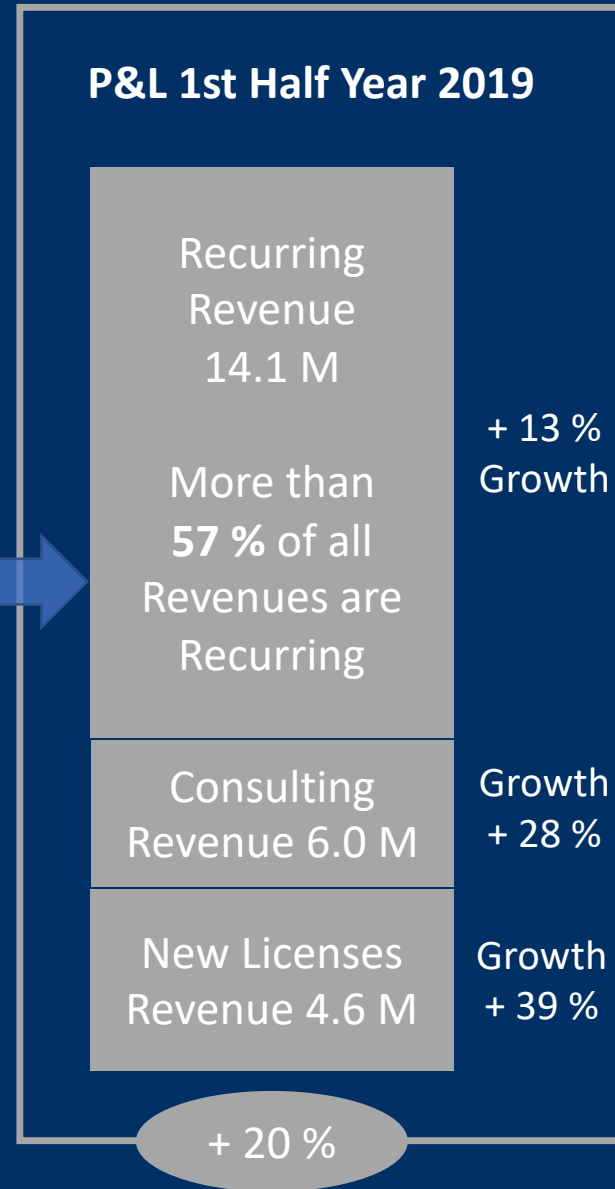EASY SOFTWARE

DIGITAL, BUT EASY

Business Driver

One Off Revenues Project Business

Recurring Revenues

P&L 2018

Consulting & Academy Revenue 10.7 M

New Licenses Revenue 10.7 M

Managed Services

New Subscriptions

Cloud Business 0.9 M

Support Revenue 24.2 M

18-20 % of One Off Businesses lead to new Recurring Support Revenue amounting to + 1.9 M

Churn 0.8 M

Projected churn rate of only - 3 %

Recurring Revenue 24.2 M + 0.9 M

More than **54 %** of all Revenues are Recurring

Consulting Revenue 10.7 M

New Licenses Revenue 10.7 M

+ 1.1 M for 2019

+ 5 % Growth

Growth + 13 %

Growth + 17 %

+ 9.1 %

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Business Driver

P&L 2018

Recurring Revenue
24.2 M
+ 0.9 M

+ 1.1 M for 2019

More than **54 %** of all Revenues are Recurring

+ 5 % Growth

Consulting Revenue 10.7 M

Growth + 13 %

New Licenses Revenue 10.7 M

Growth + 17 %

+ 9.1 %

P&L 1st Half Year 2019

Recurring Revenue
14.1 M

More than **57 %** of all Revenues are Recurring

+ 13 % Growth

Consulting Revenue 6.0 M

Growth + 28 %

New Licenses Revenue 4.6 M

Growth + 39 %

+ 20 %

Share of Recurring Revenues is increasing to 57 % by first half year

Cloud growth has accelerated by 290 %, organic growth 61 %
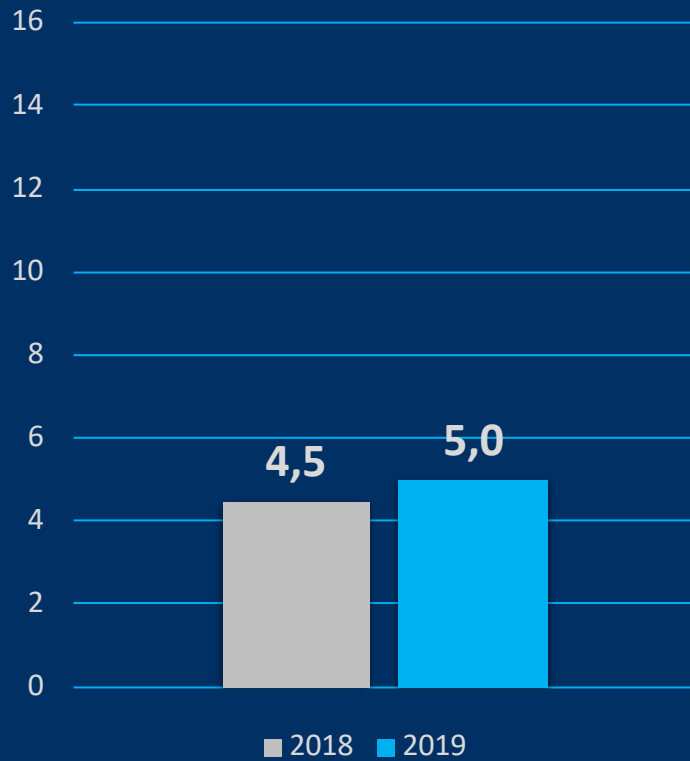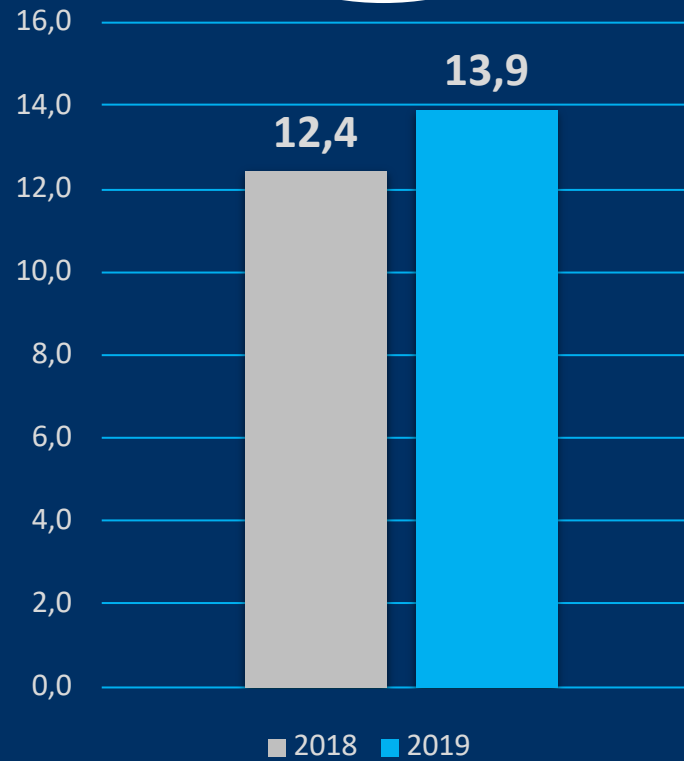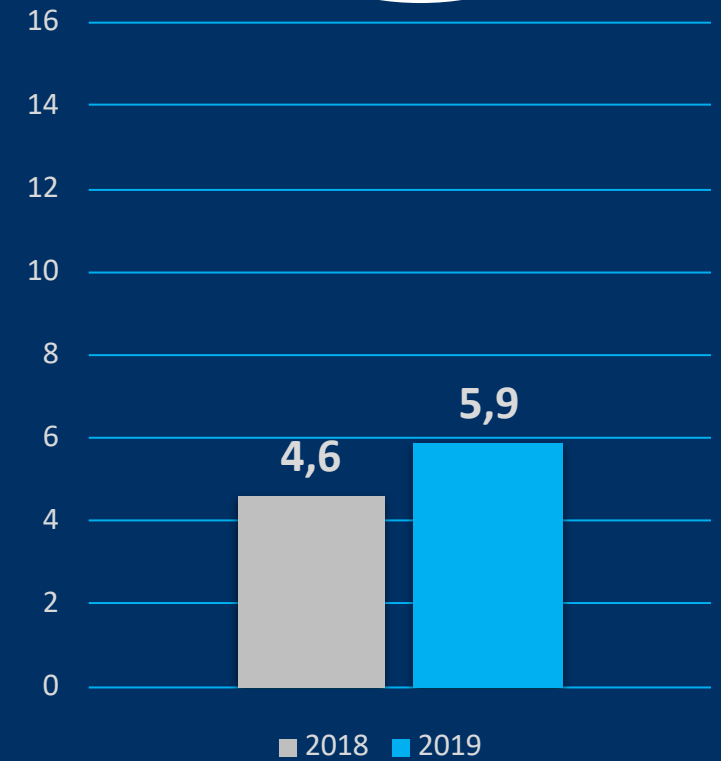
otris software AG

Long term Partnership Agreement

- otris software long term technology partner in developing software modules for EASY SOFTWARE AG

- At Equity earnings of approx. EUR 1.0 M per year are set off with commercial benefits

- No need to be a shareholder for developing our business

- otris technology is primary focused on on-premises business, while ERP business is shifting to cloud, which is covered by our own IP

- 1.0 M At Equity Earnings

9.2 M Cash In

1.0 M Improved OPEX 2020 ff.

EASY SOFTWARE and otris shareholders agreed on the transaction to sell the 46 % for **EUR 9.2 M** at EUR 50 per share *plus*

a **Partner Contract** for 5 years + 3 year extension period with auto renewal with a yearly improvement of purchasing cost

An independent auditor has confirmed that the total value of the transaction is fair.

Highlights 2019

- 1st half year group revenue + 20 %
- + 290 % cloud business growth
- 57 % recurring revenue
- + 12 % organic growth

Successful integration of Apinauten GmbH Leipzig

EASY ONE Architecture

135 new customers

29 % international growth

Successful L&C business

Restart of APAC business

New Partner Contracts signed

Continuation of Buy & Build Strategy

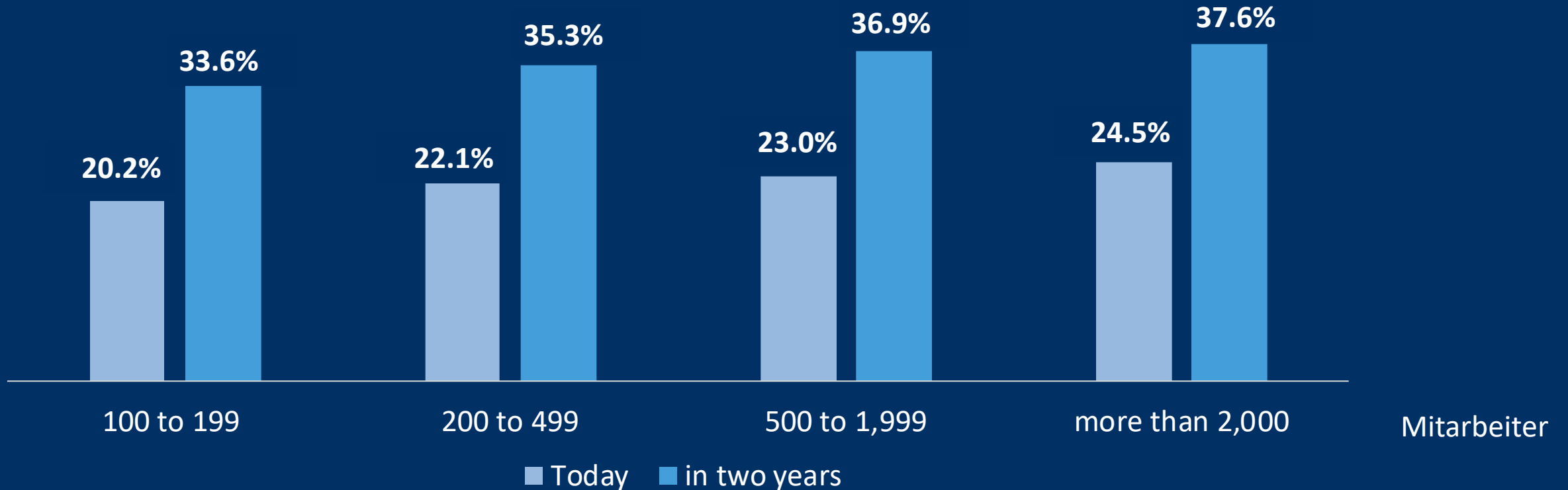EASY SOFTWARE   11

Equity Story

End-to-end processes of your company digitized

For the next two years, German companies will focus primarily on the digital optimization of existing structures rather than on transformation.

Degree of digitization of end-to-end processes

	100 to 199	200 to 499	500 to 1,999	more than 2,000
Today	20.2%	22.1%	23.0%	24.5%
in two years	33.6%	35.3%	36.9%	37.6%

Mitarbeiter

■ Today ■ in two years

Long-term business based on mega trends

Good digitization measures User Experience

- Continuous customer feedback is the key to success

- Establish an ongoing feedback culture to optimize our processes

- Our X/O app measures the experience of customers, employees, suppliers and partners

Digitization

Mobility

Cloud

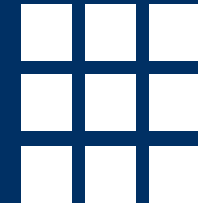# EASY Portfolio | Direction

On Premises   **+**   Hybrid   **+**   Cloud

Integration into Backend Systems

Modern, mobile User Experience

Micro Services

EASY Portfolio
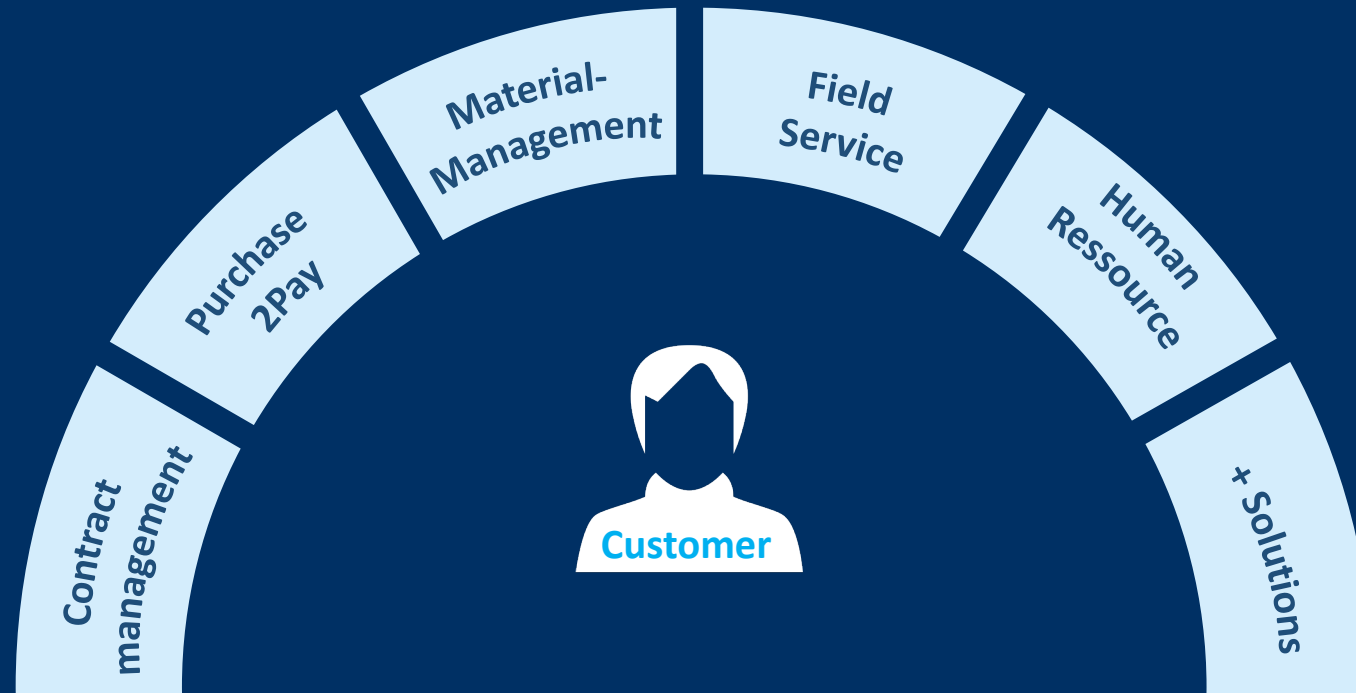
Desktop

Mobile

Voice

Chatbots

VR

Material-Management

Field Service

Purchase 2Pay

Human Ressource

Contract management

+ Solutions

Customer

On Premises

Cloud

Hybrid

Multi-Cloud

EASY Integration Platforms

APiOMAT
EASY SOFTWARE GROUP

EASY Process2Design
for SAP

EASY Content Services Plattform

Scan, Recognize, Classify

Archive

Document Management

Workflow

EASY SOFTWARE

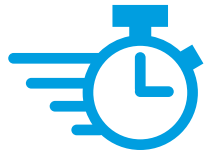**- 70 % Time to Market**

Fast

Achieve our customers' digitization goals quickly and increase their innovation speed thanks to rapid prototyping. The aim is to create a prototype of a digital use case in hours or days.

EASY

Value Proposition

Experience-based

Our 29 years of experience in the digitization of business processes in large and small, national and international projects across all industries ensure that you can focus on the needs of your customers.

+ 60 % Increase in use

Flexible

Flexibly develop new solutions for any frontend by using the Multi-Expierence. Digital services can be easily supplemented and used in web and mobile applications as well as chatbots, voice assistants or AR and VR headsets.

+ 200 % Productivity

Scalable

Adaptation to the size and tasks of our customers. Investment protection through the ability to grow and dynamically scale.

- 80 % Cost

Result-/Value-driven

Develop solutions with our customers that not only focus on a sub-process, but also quickly generate maximum customer benefit and are convincing from the end user's point of view.

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Software Company to watch

Double Digit Growth and EBITDA Margins

EASY | 21 Strategic Goals

Growth in the Cloud

Innovative Solutions

Internationalization

Deepen Value Chain

EASY | 21 Progress

Growth in the Cloud

- Acquisition of Apinauten GmbH, Leipzig, to reinforce cloud business
- Increase in cloud revenue to 8 %

Innovative Solutions

- The Micro Services architecture of ApiOmat is the new basis for the EASY ONE architecture.

Internationalization

- Reorganization of the management team in Singapore, USA and UK with focus on growth
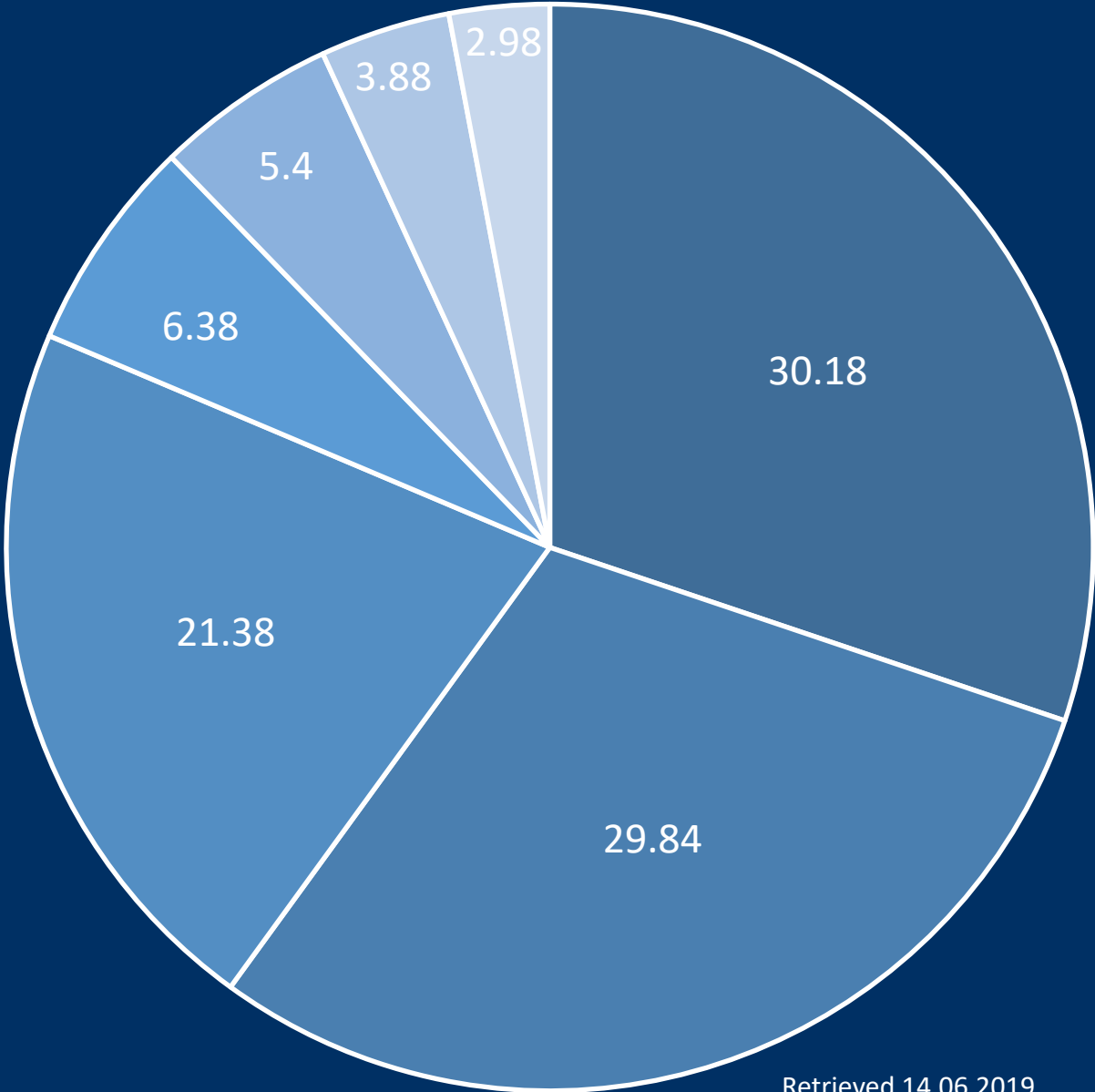- Technology Center in Turkey

Deepen Value Chain

- With ApiOmat, the acquired core technology is now owned by EASY
- Increase in capacity utilization in consulting and internal services

Shareholder Structure

Retrieved 14.06.2019

30.18 %   Wilhelm K. T. Zours / Deutsche Balaton AG Heidelberg / VV Beteiligung AG Heidelberg / Delphi Unternehmensberatung AG Heidelberg (R. Birkert)

29.84 %   GDT Thorsten Wagner

21.38 %   Free float

6.38 %   Lupus alpha Kapitalanlagenges. / Lupus alpha Investment S.A. (P. Conzatti)

5.4 %   Stephan Kaleske (Zlex GmbH)

3.88 %   Axxion S.A. (Discover Capital S. Hornung)

2.98 %   PEN GmbH P. Neureiter

Share Price

January 2017 – December 2018

January – September 2019

9.00

8.54

7.44 *

5.05

4.89

*Source: September 9, 2019, 6 pm cet, ariva.de, share prices (Frankfurt, Xetra), in EUR

Five Reasons why to own EASY SOFTWARE Shares

1 We operate in a promising, **dynamic market** with high **growth potential.**
Opportunity to increase market share and EBITDA margins.

2 We have a **strong and broad product and service portfolio** that allows us to respond to the needs of our customers in a user-oriented manner. New technological trends create the opportunity to invest into new products and to expand and develop new customer groups, markets and business models.

3 We have a **solid financial position** and an experienced **management team** in order to position EASY SOFTWARE sustainably, first class and successfully in the market. We execute on our forecasts.

4 We have deepened our **value chain** through **strategic acquisitions** and **disinvested on non strategic assets.**

5 We have a convincing strategy with **EASY 21 to achieve profitable growth** and **the ambition to accelerate the company growth.**

Corporate Social Responsibility

EASY | Programs

EASY Women in IT

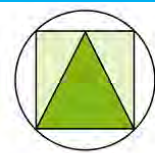**EASY Talent Day**

HOCHSCHULE RUHR WEST
UNIVERSITY OF APPLIED SCIENCES

FRÖBEL
Kompetenz für Kinder

- Social Engagement
- Talent promotion
- Professorship Applied Artificial Intelligence & Scholarships at the Ruhr West University of Applied Sciences
- Women Empowerment
- Management dialogues
- Kindergarten program
- Mobile work and support for the use of public transport
- Cooperation with workshops for people with disabilities

EASY SOFTWARE

Financial Calendar

- November 25 – 27, 2019: Deutsches

  Eigenkapitalforum, Frankfurt / Main

- End of Fiscal Year: December 31, 2019

- April 2020: Release of annual financial report 2019

- May 18 – 20, 2020: Frühjahrskonferenz Equity

  Forum

Dieter Weißhaar

CEO

Lisa Skelnik

Chief of Staff and Head of Corporate
Communication

Stay tuned

Investor Relations News

Receive regular information on latest developments of EASY SOFTWARE, corporate news, adhoc reports and updates on events and shareholder & investor calls.

Sing up here: www.easy-software.com/investor-relations

Questions & Answers

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