

A photograph of a modern, multi-story glass building with a grid-like facade. The building is composed of numerous rectangular glass panels set in a dark metal frame. The sky is blue with some light clouds. The building's reflection is visible in the lower part of the image.

Annual Results 2020/21

CREALOGIX Group

14 September 2021

Agenda



Oliver Weber
Chief Executive Officer

Highlights FY 2020/21
Outlook



Daniel Bader
Chief Financial Officer

Financial results
FY 2020/21



Richard Dratva
Chief Strategy Officer

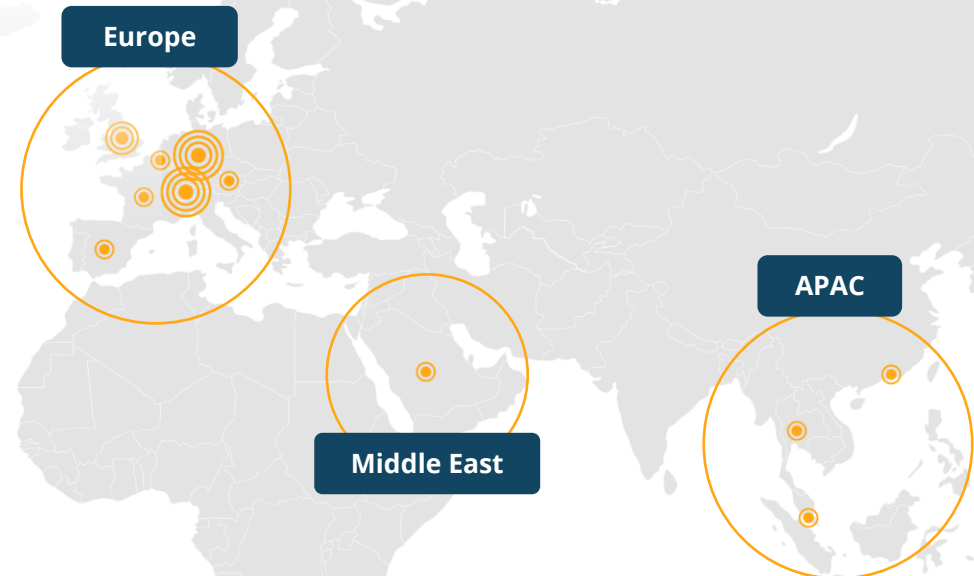
Strategy update

Highlights FY 2020/21

Oliver Weber, Chief Executive Officer

CREALOGIX at a glance

We create digital leaders



Financial institutions using CREALOGIX products



>500 financial brands already empowered

25 years of experience in digital banking

1 leading pure play front-end provider

>20% of revenue spent in R&D innovation

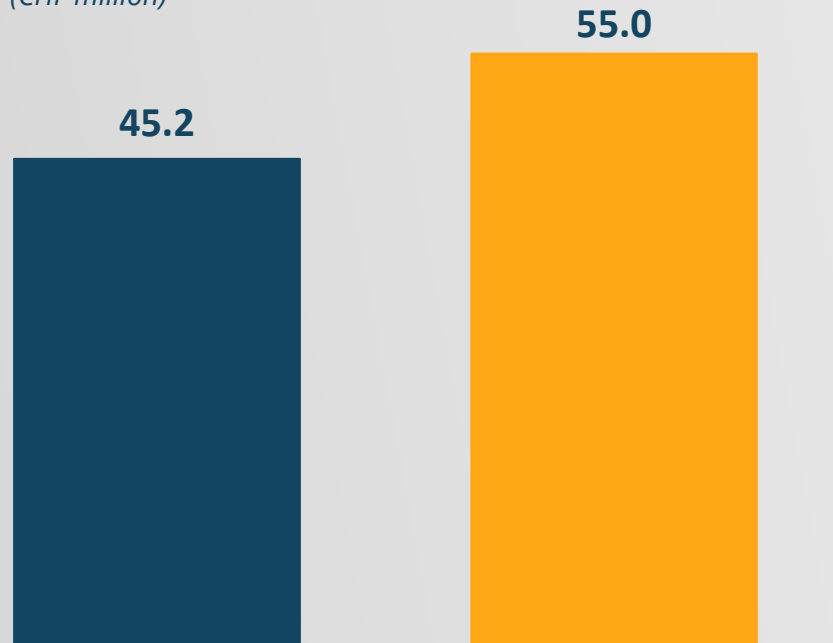
∞ unlimited differentiation on **1** platform

>300 3rd parties connected via open banking

Highlights 2020/21 full-year results (1/2)

Recurring revenue

(CHF million)



FY 19/20

FY 20/21

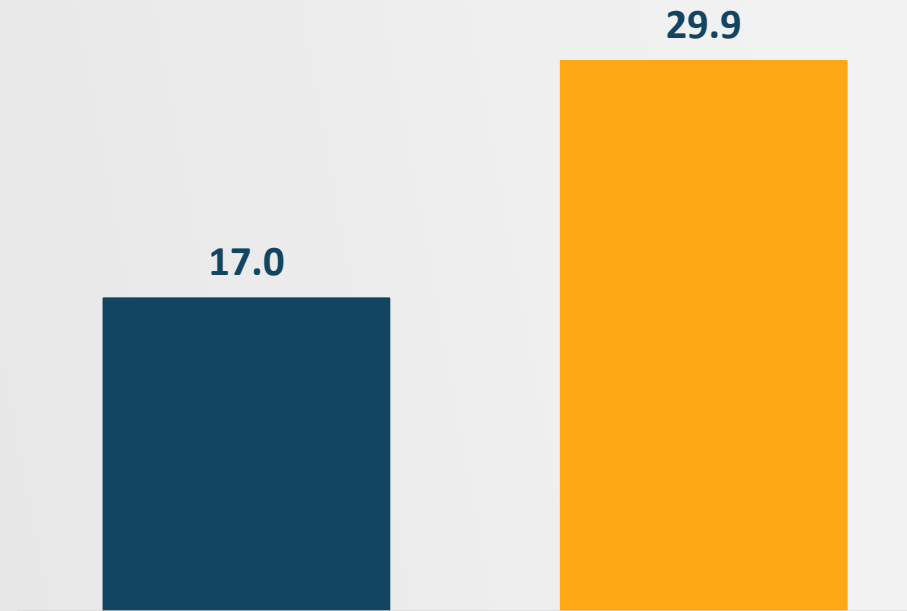
44%

50%

Share of total revenue

SaaS / Hosting revenue

(CHF million)



FY 19/20

FY 20/21

16%

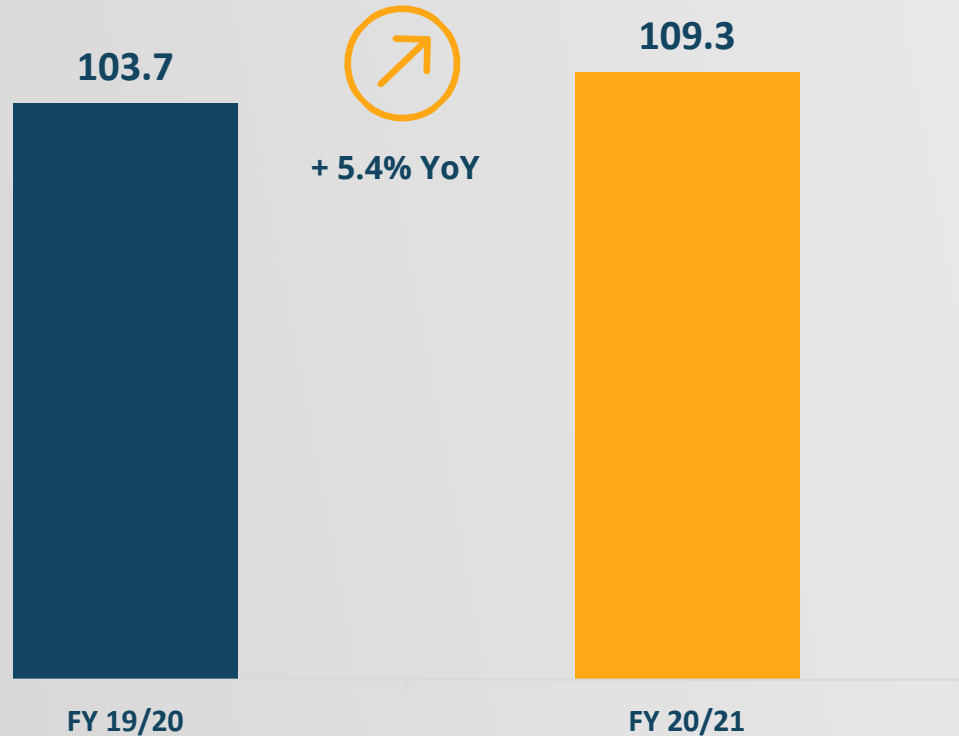
27%

Share of total revenue

Highlights 2020/21 full-year results (2/2)

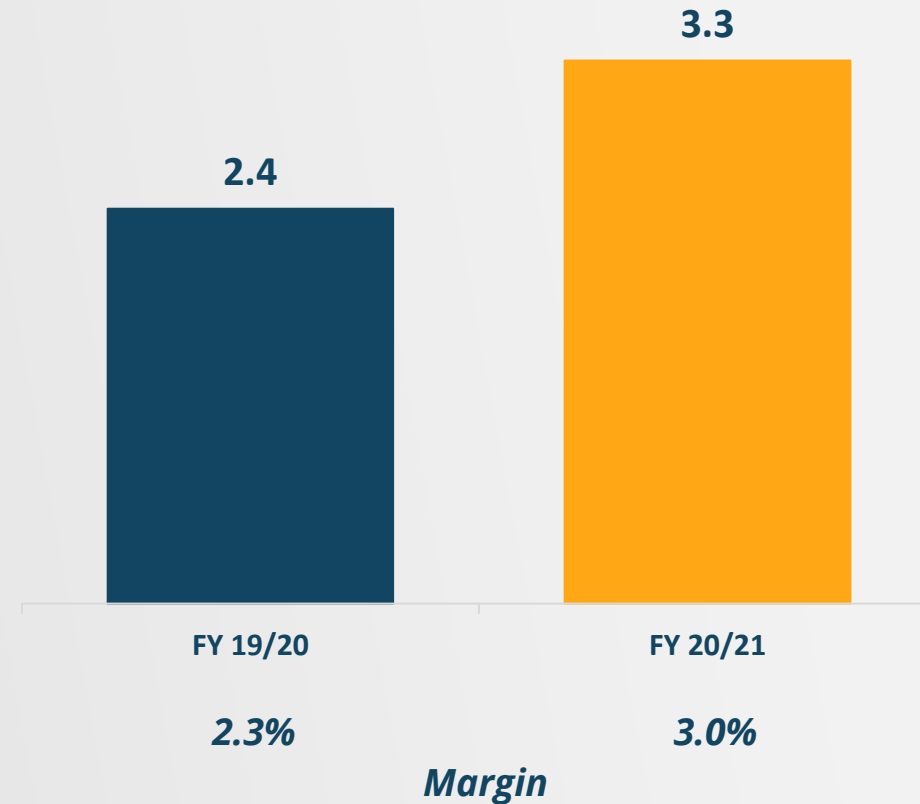
Total revenue

(CHF million)



EBITDA

(CHF million)

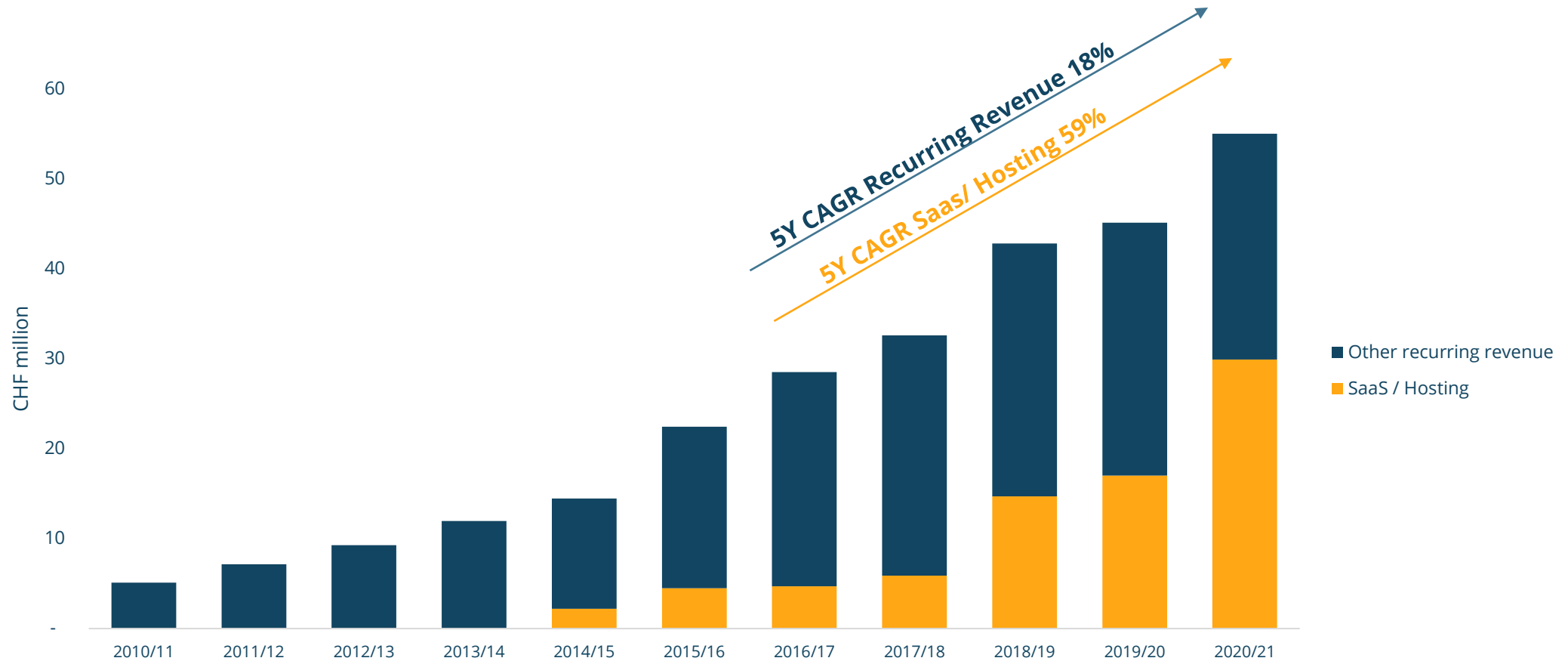


Power to change

25th anniversary – the story evolves



Recurring revenue & SaaS



Strategic calibration

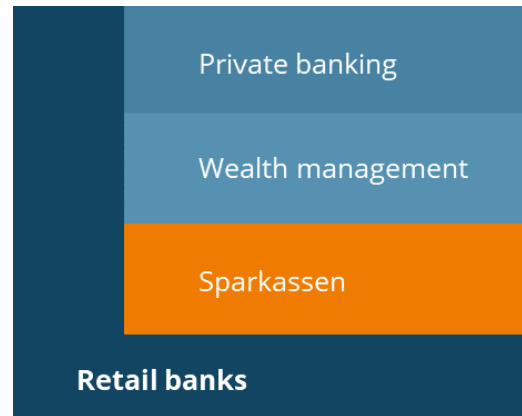
Development banks

Europe: >250 institutions



7 institutes partnering
(2020/21)

Wealth management



Engagement model

- Tier 1 or 2 financial brands "Agile Builders"
- Mid-tier financial brands "Smart Buyers"

Product strategy



Customer success stories – 3 examples



Julius Bär

Financial results FY 2020/21

Daniel Bader, Chief Financial Officer

Growth driven by recurring revenue

CHFm	FY 19/20	FY 20/21	▲
Recurring revenue <i>in % of revenue</i>	45.2 43.6%	54.9 50.3%	9.7 +21.5%
SaaS/Hosting <i>in % of revenue</i>	17.0 16.4%	29.9 27.3%	12.9 +75.6%
Total Revenue	103.7	109.3	5.6 +5.4%
EBITDA <i>EBITDA margin</i>	2.4 2.3%	3.3 3.0%	0.9
Adj. Net profit ¹	-0.5	1.1	1.6

- Recurring revenue growth driven by SaaS/Hosting
- Major bookings in all regions primarily in SaaS, especially state development banks in Germany
- Total revenue growth fully organic (in local currency +6.0%)
- Significant increase in R&D more than compensated by efficiency gains
- Less D&A and improved financial result leading to turn-around of adjusted net profit

¹ Adjusted net profit: net profit before goodwill amortisation

Recurring revenue increase driven by SaaS

Sales categories

(CHF million)

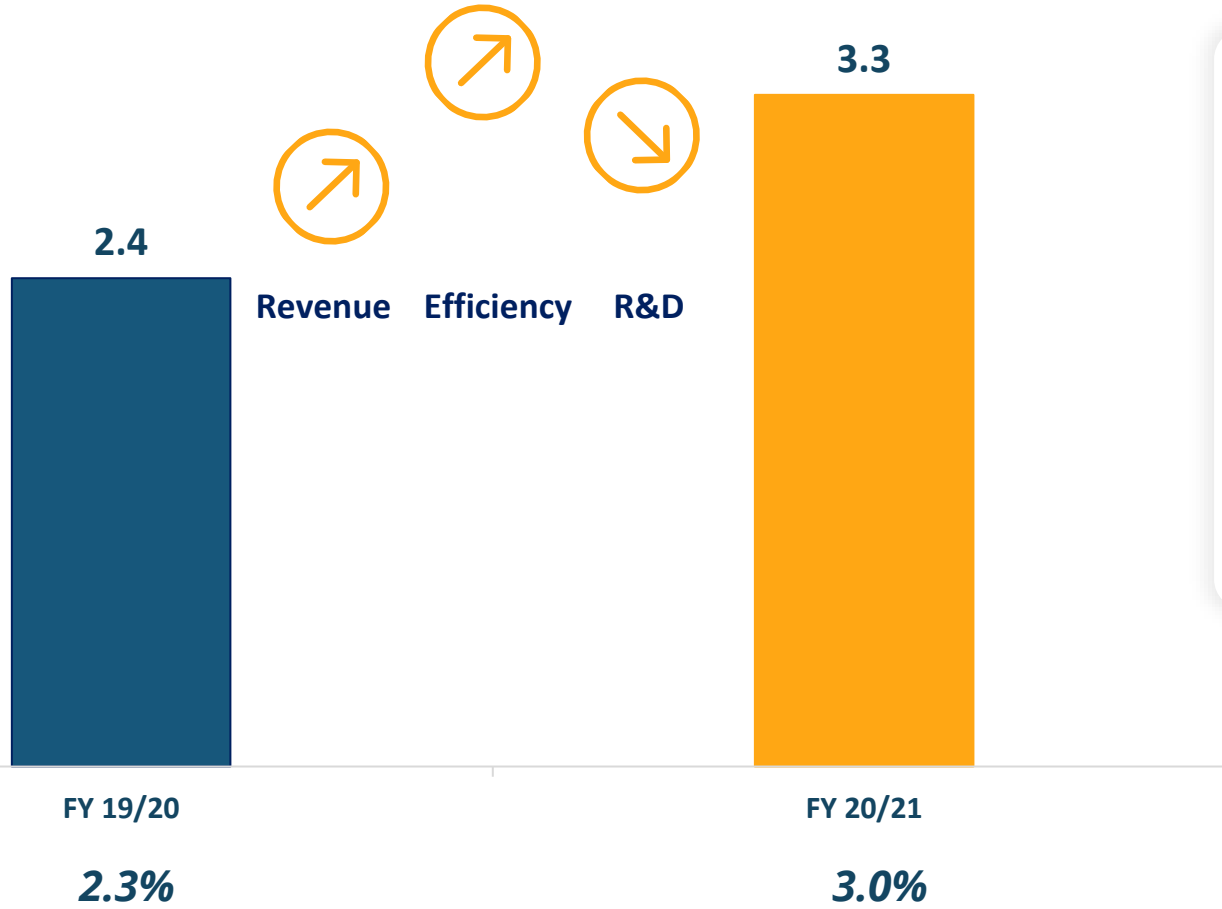
	FY 16/17	FY 17/18	FY 18/19	FY 19/20	FY 20/21	CAGR
SaaS/Hosting	4.7	5.9	14.7	17.0	29.9	59%
<i>in % of total</i>	6%	7%	14%	16%	27%	
Maintenance	23.8	26.7	28.1	28.2	25.1	1%
Recurring Revenue	28.5	32.6	42.8	45.2	55.0	18%
<i>in % of total</i>	38%	37%	42%	44%	50%	
Services	28.3	32.5	41.5	41.0	36.3	6%
License	14.2	18.8	12.5	9.6	10.8	-7%
Other	3.9	3.2	5.1	7.9	7.2	17%
Non-recurring Rev.	46.4	54.5	59.1	58.5	54.3	4%
Total Revenue	74.9	87.1	101.9	103.7	109.3	10%
<i>International share</i>	50%	57%	64%	62%	66%	

- Evident transformation to SaaS (products and service subscription packages)
- Stable maintenance base despite shift of license to SaaS/Hosting
- Service with smaller growth reflecting focus on SaaS resp. products
- Temporary increase of Other due to pull from QR bills

Improved profitability

EBITDA

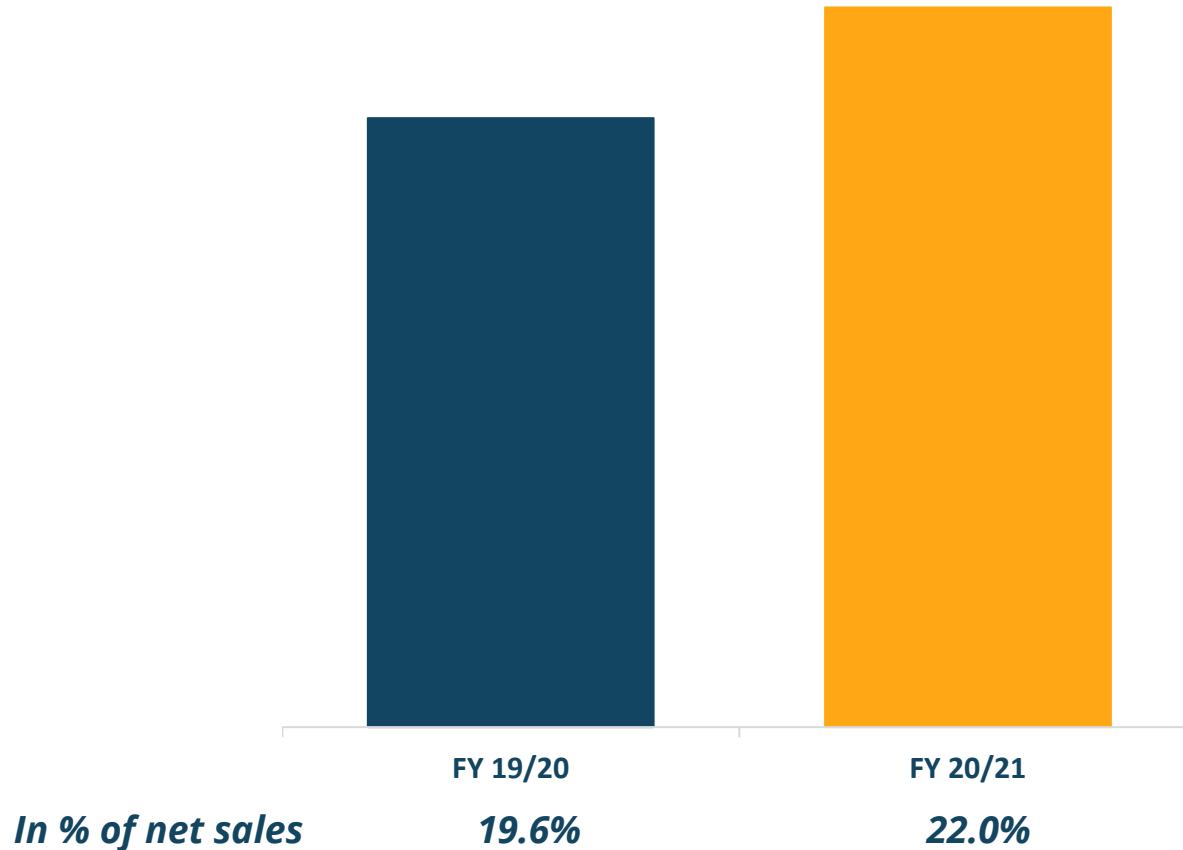
(CHF million)



- Profitability increase of 35% (YoY)
- Revenue increase (SaaS)
- Efficiency gains from organizational measures and streamlining of products
- Higher investments into R&D with negative impact on margin

R&D shift from non-strategic to new strategic products

R&D costs ¹



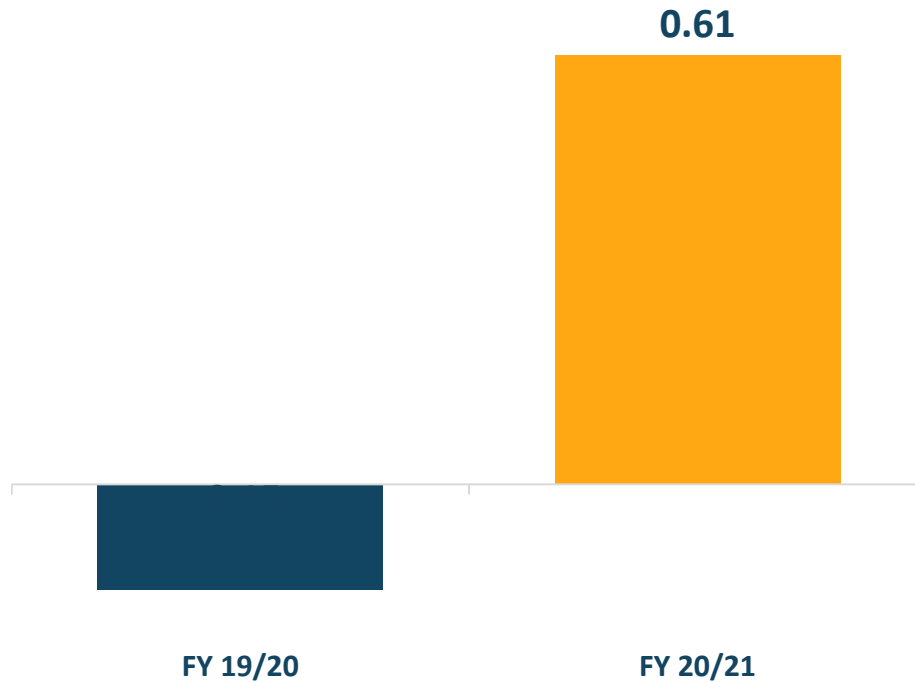
- 18% increase of overall R&D investments
- Significant invest into products for development banks
- Steady development expenses for digital hub and wealth management products
- Share of investments into non-strategic products < 10% (19/20: 20% share)

¹ Without product maintenance

Share update

Adjusted EPS ¹

(CHF per share)



¹ Consolidated net profit before goodwill amortisation

- Turnaround of adjusted EPS
- Free Float increased to 47% (30.6.2021: 42%)
- Warrant on CLXN launched in Oct 2020:
 - Maturity: Oct 2023
 - Strike: CHF 135
 - High participation by management
- No dividend proposed for FY 20/21

Balance Sheet

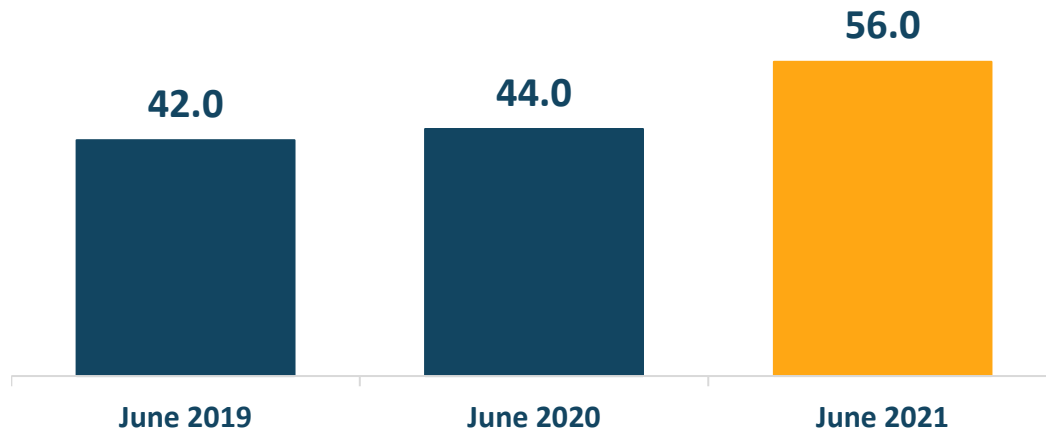
CHFm	30 Jun 20	30 Jun 21	▲
Cash	36.0	27.7	-8.3
Other current assets	24.2	30.1	5.9
Goodwill and other non-current assets ¹	54.4	58.1	3.7
Total assets	114.6	115.9	1.3
Current liabilities	41.3	44.6	3.3
Non-current liabilities	27.6	27.2	-0.4
Total liabilities	68.9	71.8	2.9
Equity	45.7	44.1	-1.6

- Solid cash position
- Free cash flow negative due to:
 - Temporary adverse NWC impact (billing peak June, inventory increase)
 - Higher investments into R&D and HQ move
 - Restructuring costs
- Long-term financing secured (convertible bond CHF 25m with due date Nov 2024)
- Goodwill lower than equity
- Equity stays at around 40% of total assets

¹ Following Swiss GAAP FER, CREALOGIX amortizes goodwill within 5 - 15 years

Focus: Annual Recurring Revenue (ARR)

ARR¹
(CHF million)



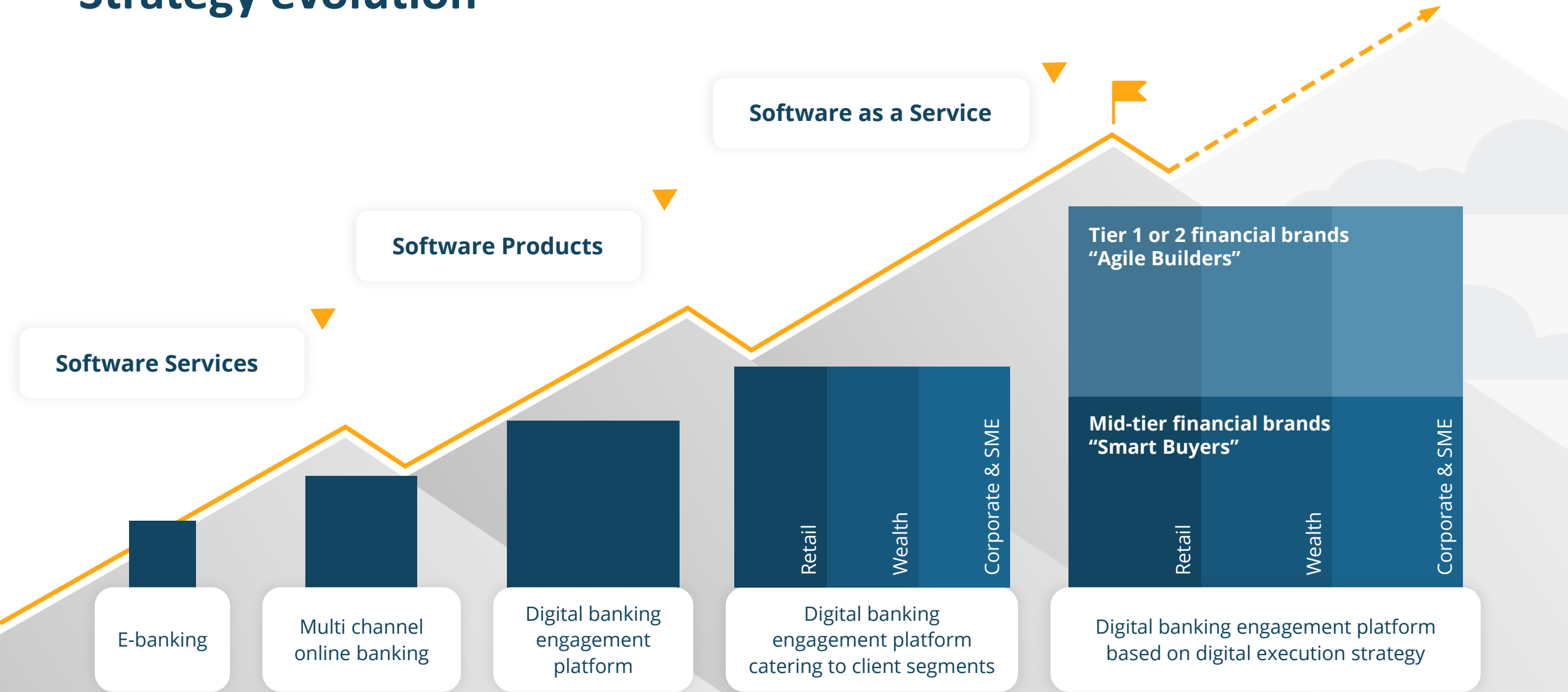
- Significant increase of ARR driven by SaaS orders in Germany (development banks) and all other regions
- Leading indicator for FY 21/22
- Focus on further SaaS KPIs

¹ Annual Recurring Revenue (ARR): SaaS/Hosting & Maintenance

Strategy update

Richard Dratva, Chief Strategy Officer

Strategy evolution



USPs of the CREALOGIX Digital Hub

1

Our customers get what they **want**

*Excellence and options in digital transformation ...
...to become a digital leader without losing time*



2

Our customers get what they **need**

*Key success factors for financial brands...
...and benefits for all stakeholder perspectives*



3

Our customers get a **segment** adapted offering

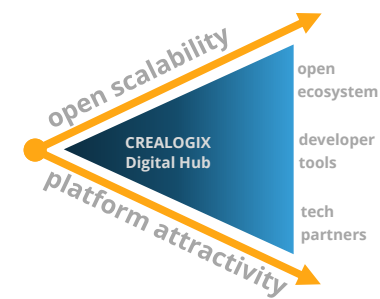
*Segment specific user experiences and solutions...
...built with a large number of ready-to-use modules*



4

Our customers get the full **open** platform scalability

*Composing your own and differentiating offering
...based on the open scalability of the platform*



5

Our customers get the **choice** of their execution strategy

*«let's order from the menu"
... or
... "let's cook it ourselves"
using framework and tools*



World Class Platform Components + Best "do-it-yourself" Accelerators

Digital Hub architecture



We create digital leaders



Leading Edge Front-End



- Mobile First Approach
- Convenient and engaging
- Highly customisable design System
- Fast and flexible go-to-market
- Conversational UI fully integrated

Flexible Foundation



- Platform for all channels
- Open Integration Layer to any type of back end
- API management – open banking ready
- Secure ecosystem orchestration

Next Level Modularity



- Enhanced extensibility
- Easy segmentation
- Extensive choice of ready-to-use business models
- SDKs, developer tools and accelerators

The Digital Hub empowers financial brands to build valuable relationships with their clients

Why customers choose CREALOGIX



Increase digital revenue

One of our clients connected to **400+ 3rd party providers** via our open banking solution



Decrease costs

One of our clients is supplying **12 tenants over 6 countries** on the same platform implementation



Satisfy tech-savvy customers

One of our clients was **voted best private bank** for the third time in Germany in 2021.



Secure position in the digital space

One of our clients has built a **digital gateway to a lifestyle portal** based on our digital engagement platform



Stay relevant

One of our clients claims the state-of-the-art digital execution capabilities we supply are a **main pillar of the bank's business model**

We transform banking to make it yours

CREALOGIX Digital Hub responds to the paradigm shift in the relationship between bank and customer



Outlook

Oliver Weber, Chief Executive Officer

Priorities FY 2021/22



**Focus on high growth
markets**



**Investment in strategic
products only**



**Completion of
transformation program**

CREALOGIX's 2021/22 full-year target



Continued positive
business development

CREALOGIX's 2022/23 full-year target



Increase recurring
revenue to 60% and
SaaS share to 30%



Double-digit
EBITDA margins

CREALOGIX pursues
its transformation to
become the leading
**global SaaS digital
banking software
provider.**

Thanks!

Disclaimer

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