# Half-Year Results 2019/20

CREALOGIX Holding AG

17 March 2020

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# **CREALOGIX** at a Glance

#### Half-Year Results 2019/2020: Transformation is progressing



Revenue -2% (LC)



Profitability (EBITDA) at CHF 0.4 million





Recurring revenues contributed with 47% to results

**"We will shift up gears"** Oliver Weber Chief Executive Officer



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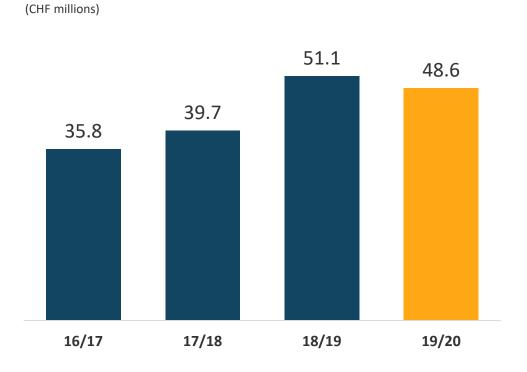
# 2019/20 HYR Facts & Figures

35%



3% negative impact on sales due to strong CHF

Sales

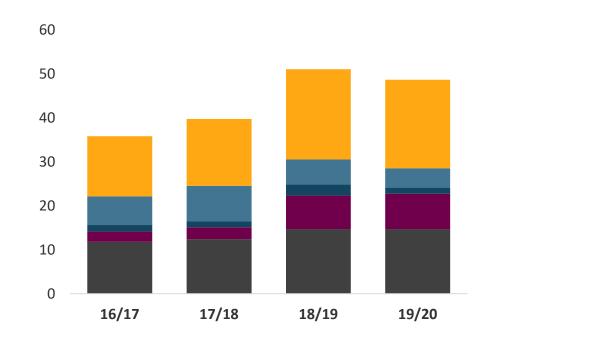


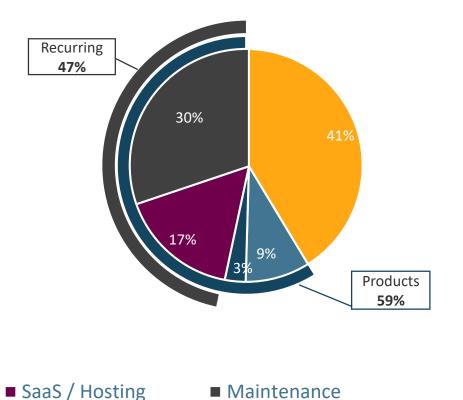
- Sales slightly decreased by 5% in CHF (in local currency -2%) compared to prior year
- Share of international sales increased to 66% (prior year: 64%)



Recurring revenue share increased to 47% (prior year 44%) in the first half year 2019/20

**Sales** 





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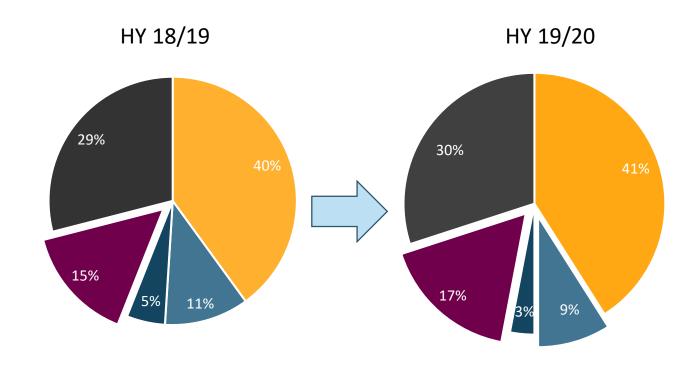
Services

Slide 6

Devices

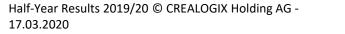
Licences

Ongoing shift in product mix



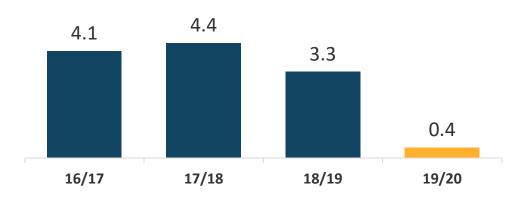
- Shift from license sales to recurring revenue:
  - SaaS/Hosting +6% (in LC +10%)
  - Maintenance +/-0% (in LC +2%)

#### Services Licences Devices SaaS / Hosting Maintenance





**EBITDA** 



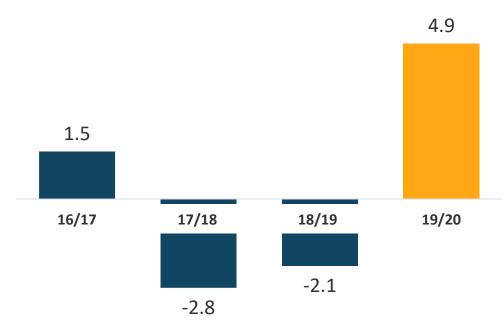
Slide 8

- EBITDA margin at 0.8%
- Investment into product and technology alignment with impact on EBITDA
- Ongoing shift in product mix (net impact from transformation to SaaS CHF 4.8m in 1<sup>st</sup> HY 19/20)



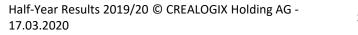
#### **Free Cash Flow\***

(CHF millions)



- Free Cash Flow increased by CHF 7m compared to prior year
- Increased delivery quality leading to improved cash flow (previous year included infrastructure investments CFH 1m)

\* Free Cash Flow is defined as cash flow from operating activities including purchase and disposal of tangible and intangible assets

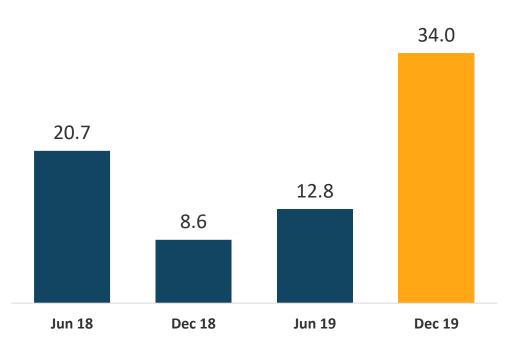




Secured financing

#### Cash and cash equivalents

(CHF millions)



- Net debt turned into net cash due to strong cash flow
- Successful launch of convertible bond at favorable conditions



\* Net debt / net cash is defined as cash and cash equivalents minus short- and long-term financial liabilities

# Outlook



### **International Presence**



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### PwC Digital Banking Survey for APAC:

Key takeaways match 100% CREALOGIX's offering for the affluent segment

68% of affluent/high-income customers are interested in digital banking services. Customers earning at least SGD 10,000 per month are twice as likely to be interested than those earning SGD 2,500 or less.



Customers still want a human touch. Over 50% of costumers prefer to deal with a human being for less transactional interactions such as wealth management, mortgages and insurance.



66% of customers want their digital bank to provide non-financial services. e-Commerce, financial education and lifestyle services such as health, wellness and travel are the most popular.

#### **100% fit with CREALOGIX's Digital Advisory approach:**

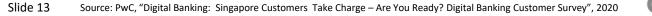
1) World leading self-service digital banking offering for wealth management customers with a highly consistent user experience



2) Unique advisory workbench for efficient and seamless digital collaboration between the advisor and the client **3)** Engagement platform with **sophisticated orchestration** capabilities for integration of 3<sup>rd</sup> party financial or non-financial offerings

#### A perfect combination of key elements for digital banking success in the affluent segment

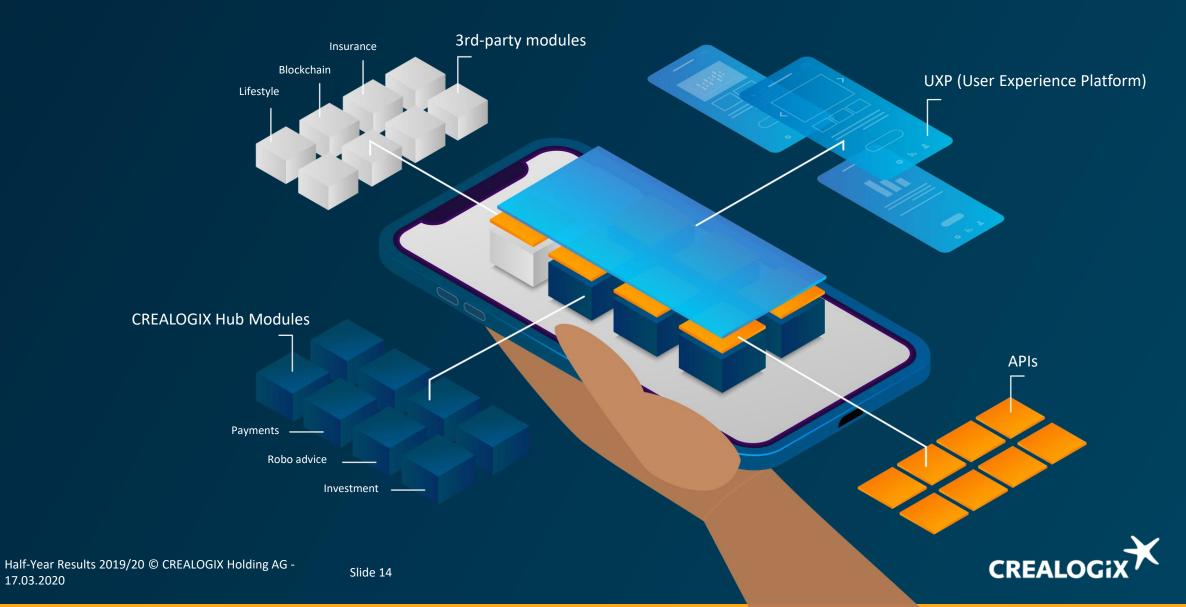
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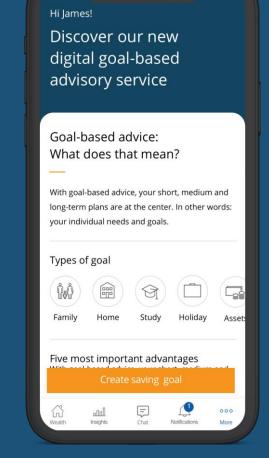
## The CREALOGIX Digital Banking Hub Empowers Financial Ecosystems

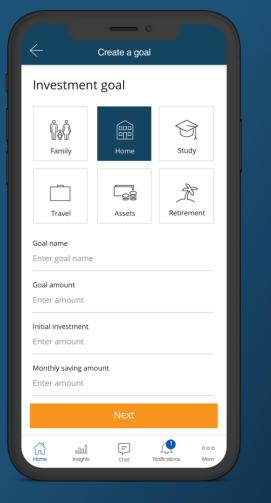
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### Conversational Engagement App



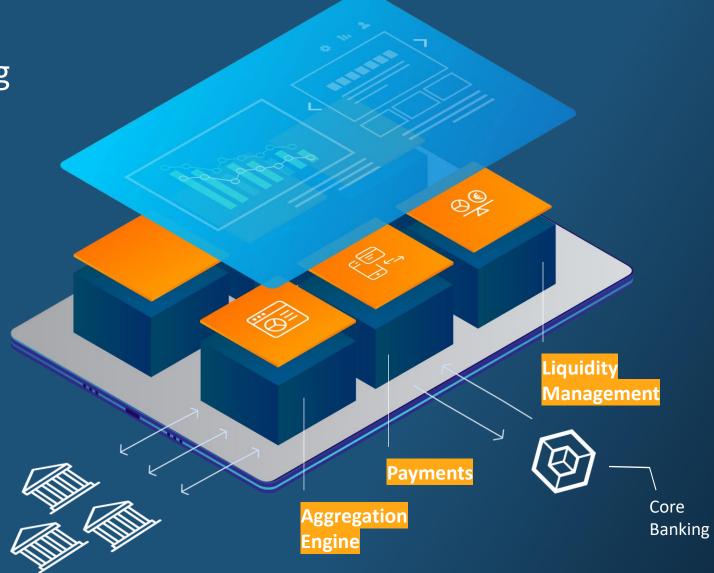








## Multibanking





### CREALOGIX's 2019/20 full-year target



### Further growth in revenue

However, the effects of COVID-19 may lead to a negative impact on the achievement of short-term targets.

### **CREALOGIX's** mid-term targets

Solid cashflow levels

**Double-digit EBITDA margins** 

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

CREALOGIX

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