

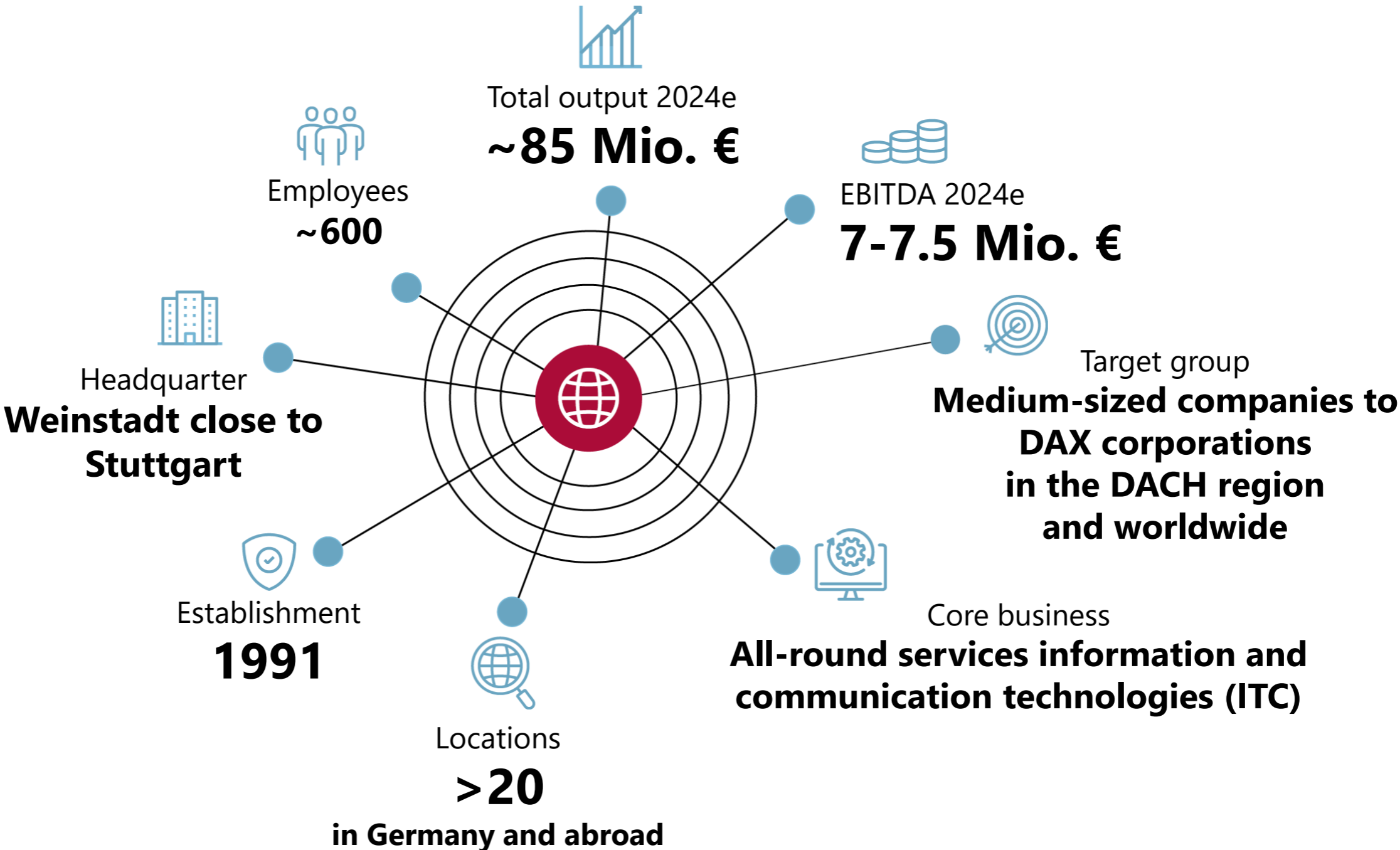


audius

Company presentation
audius SE

21/10/2024

audius in one view



Locations in Germany and worldwide



New since July 2024: proMX branch in Singapur

audius **Management**



Rainer Francisi, chairman of the Executive Board

Founded audius in 1991. Largest shareholder of the company.



Matthias Kraft, Executive Board member

Already with the company since 2004 and member of the Executive Board since 2015. Responsible for the business unit IT Services.



Wolfgang Wagner, Executive Board member

Member of the Management Board of the former IT Competence Group since 2016. Responsible for M&A, investor relations, the subsidiary proMX and various cross-divisional functions.



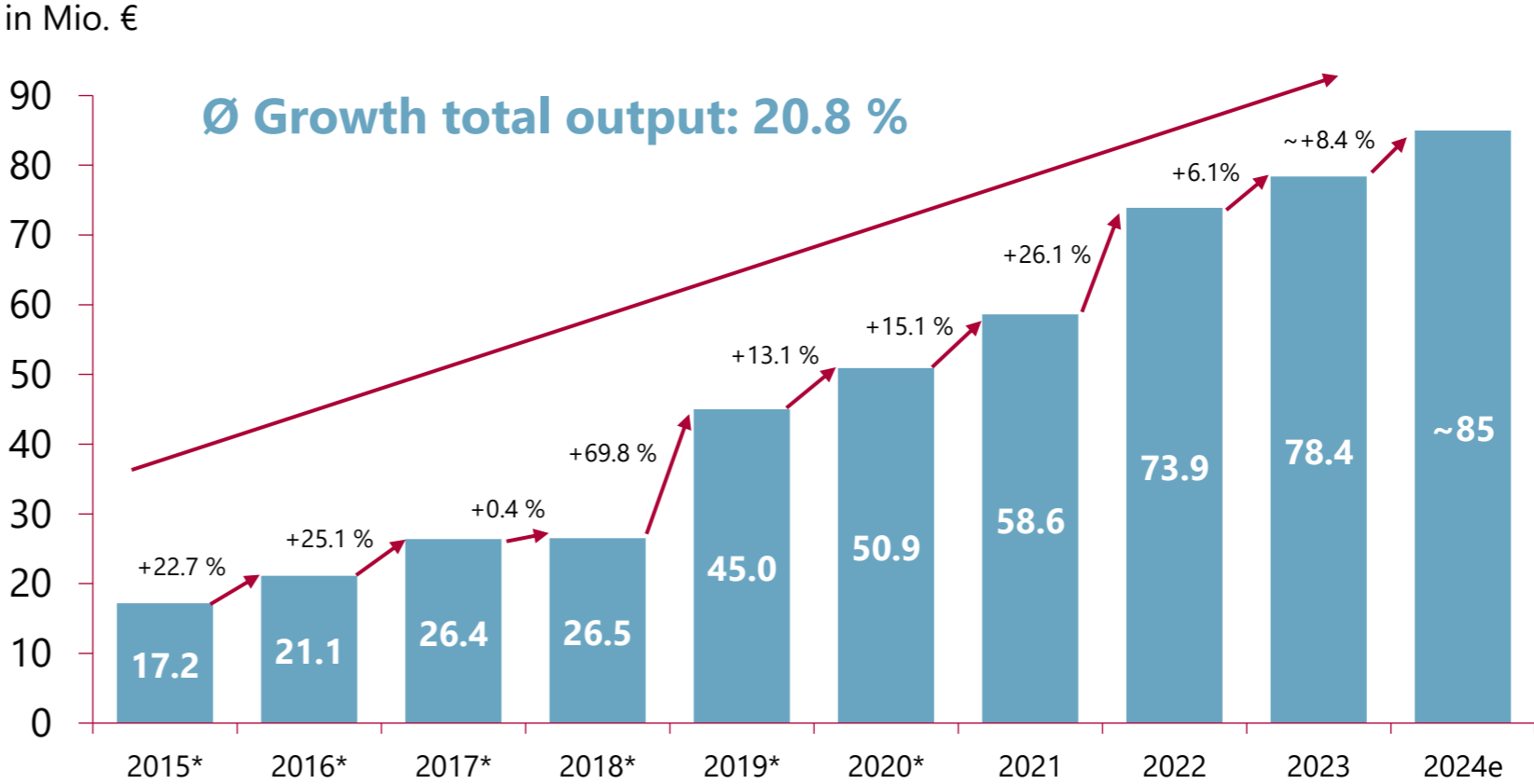
Konstantin Tsaligopoulos, Executive Board member

Joined the Group in 2011. Has built up the Mobile Communications business area since 2016 and has been responsible for this as a member of the Executive Board since 2022.

audius **growth story**

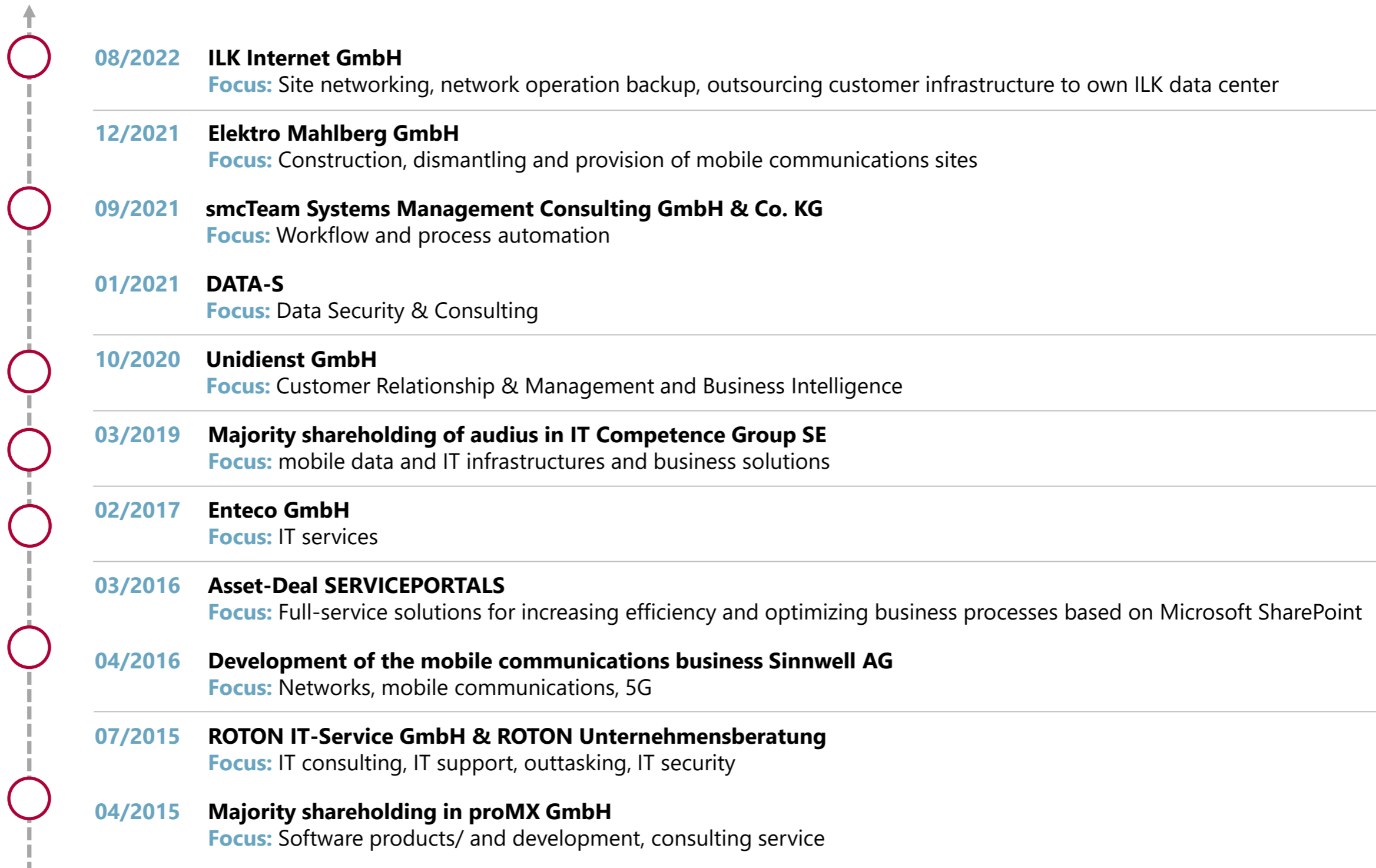
Dual growth strategy

- 1. organic growth **from our own resources**
- 2. inorganic growth **through targeted acquisitions**

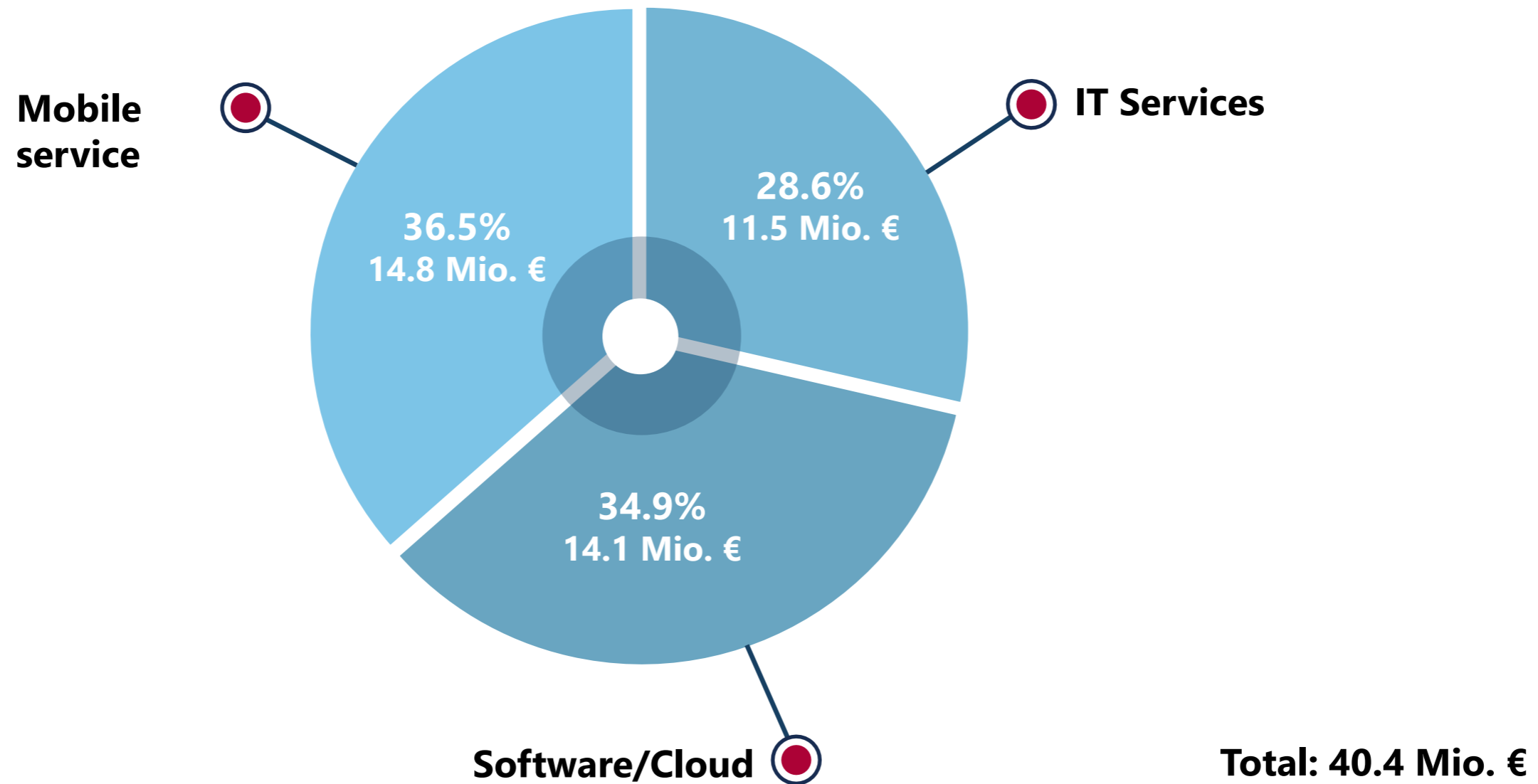


* 2015 - 2020 As-if consolidation from the point of view of audius AG

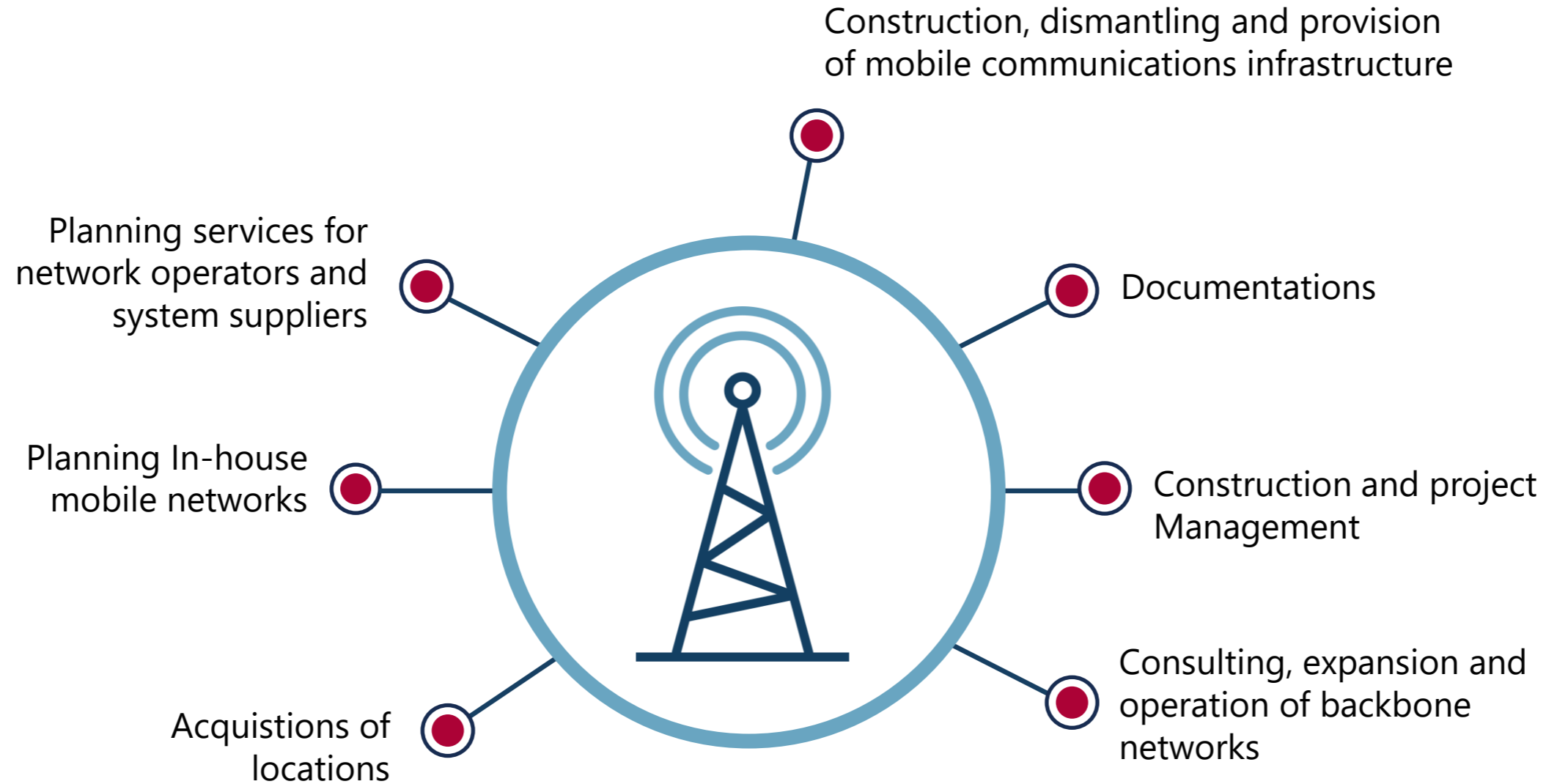
Inorganic growth since 2015



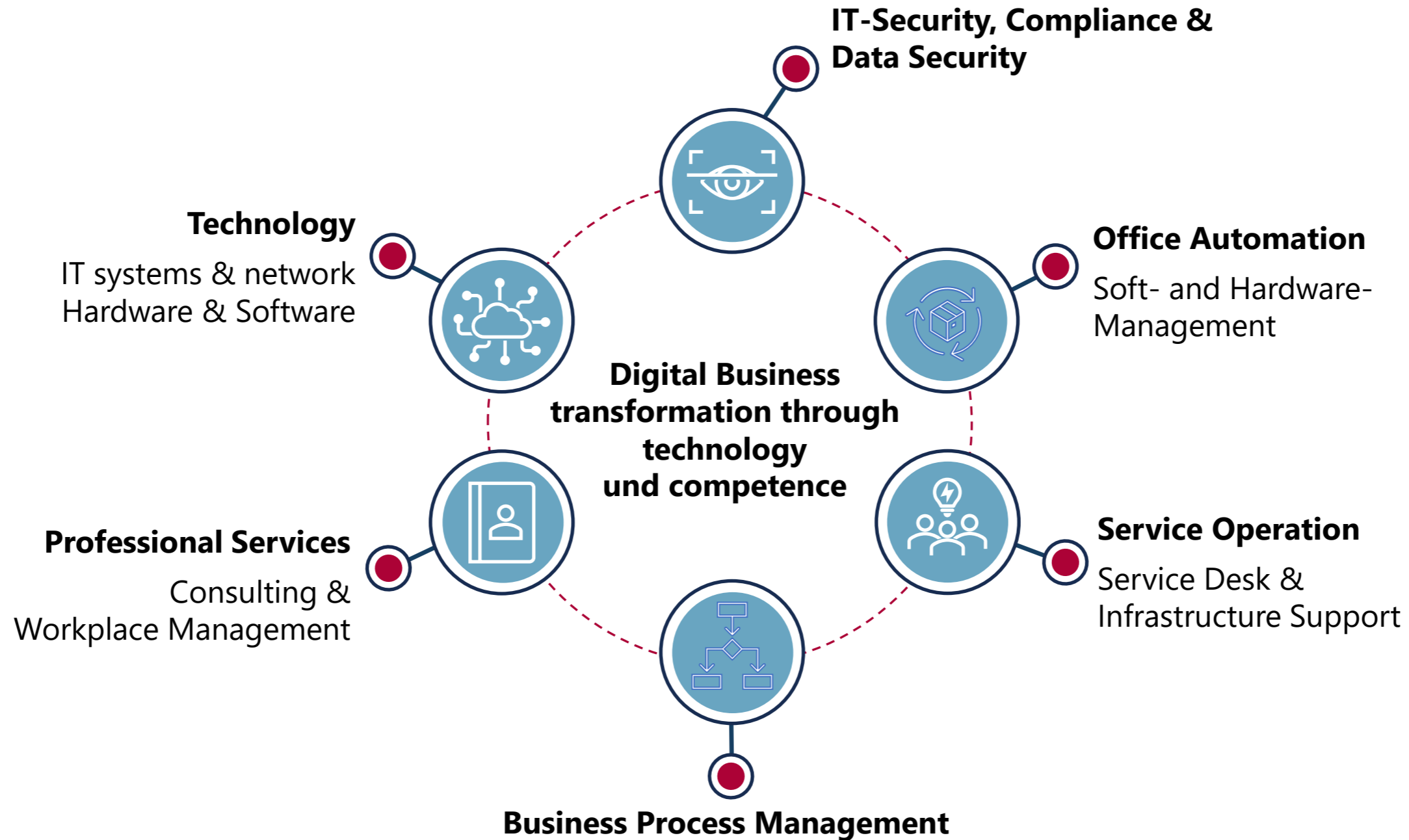
Distribution of total operating performance **by business units HY 2024**



Business unit **Mobile service**



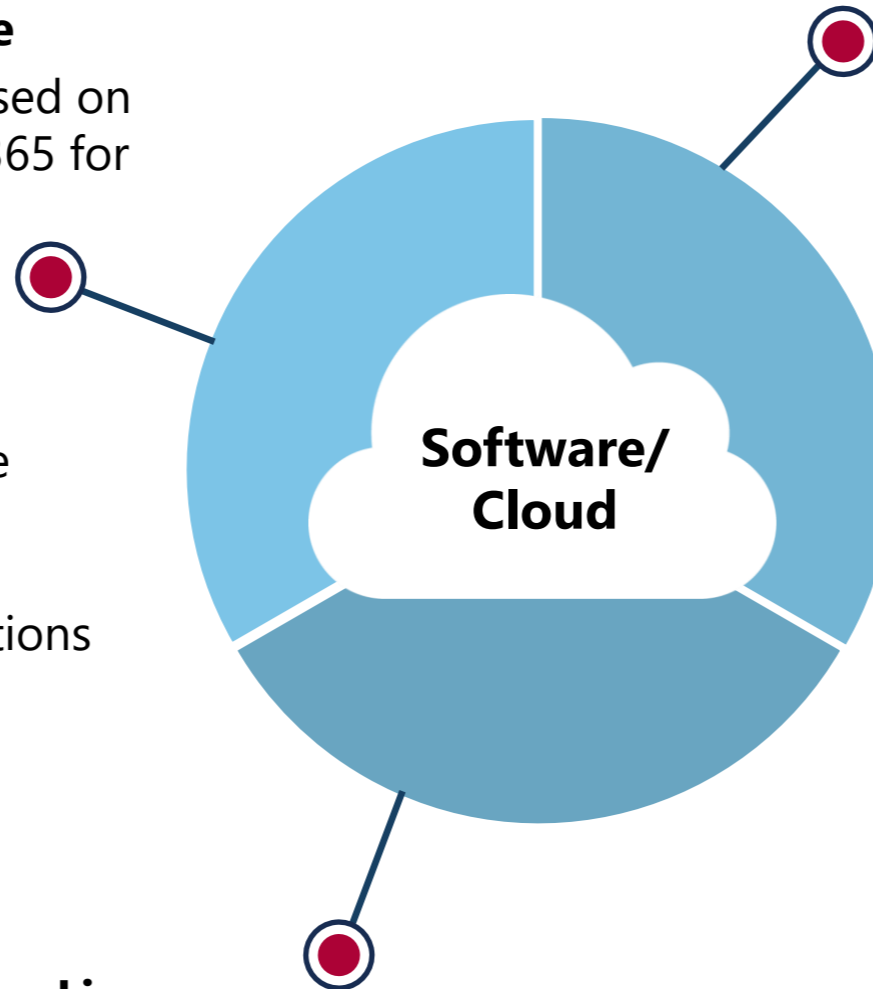
Business unit **IT Services**



Business unit **Software/Cloud**

Off-the-shelf software

- Industry solutions based on Microsoft Dynamics 365 for the following areas:
 - Field services
 - Distribution
 - Customer service
 - Marketing
 - Project organizations
- Implementation and Customizing



Licences

- On-Premise/Cloud
- CSP Licences
- ISV Licences

In-house developments

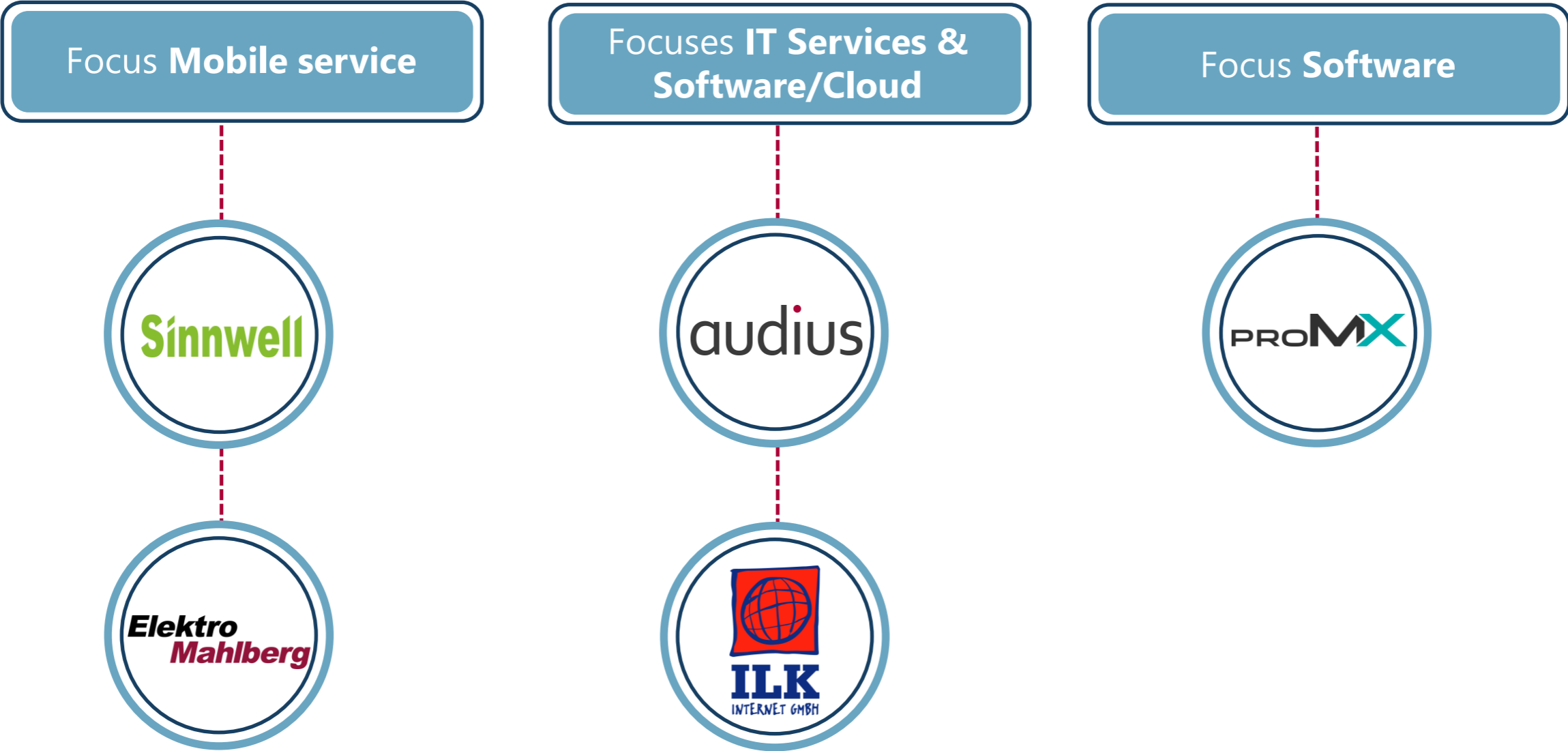
- Customized software
- Add ons to standard applications
- audius.cloud/Application operation
- Digital Business 2.0



Realization

- ✓ Strategic consulting
- ✓ Business Transformation
- ✓ Customer software development

audius Portfolio of brands



Latest customer orders



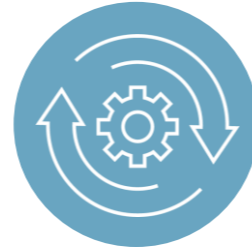
Project reference Business unit **Mobile service**

Industry sector:
Provider/telecommunications

Service:
Construction of nodes
of the provider incl. connection to the fiber
optic network in western Germany

Duration:
approx. 12 months

Volume structure:
• **Locations: approx. 70**



Project reference Business unit **IT Services**

Industry sector:
Healthcare

Service:
Takeover of **IT service desk** for ongoing
operations

Duration:
12 months with extension option

Volume structure:
• **Tickets: approx. 35,000 p.a.**



Project reference Business unit **Software/Cloud**

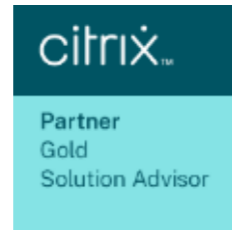
Industry sector:
Technology and engineering services

Service:
**Implementation of Microsoft Dynamics Project
Operations**
Implementation of a resource management
platform for a multinational services company
headquartered in India

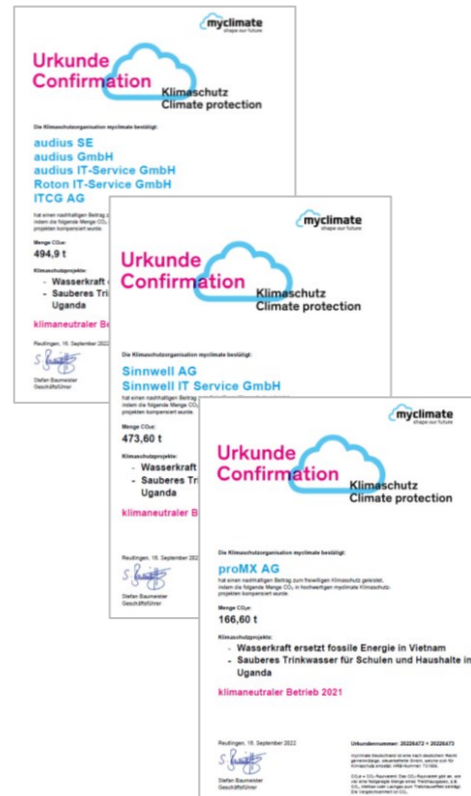
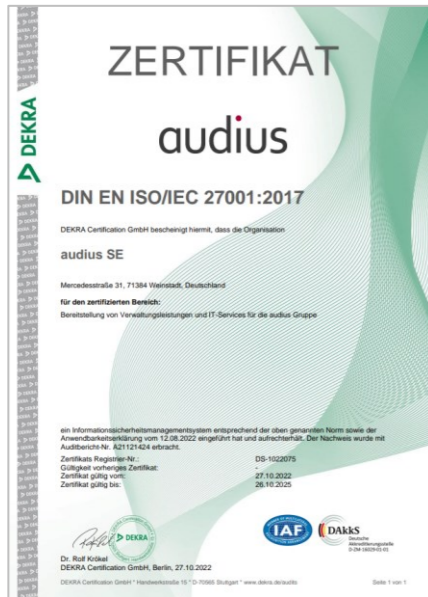
Duration:
• **approx. 6 months**
• **Follow-up projects expected**

Volume structure:
• **Number of users: approx. 16,000**

Partnerships



Certifications & awards



L Ü N E N D O N K ”

Award from the market research company **Lünendonk & Hossenfelder GmbH:**

audius on the **Lünendonk®-List** among the **"TOP 20 leading IT service companies in Germany"**

F.A.Z.-INSTITUT

Award from the **F.A.Z.-Institut:**

audius receives the **certificate "Highest Quality"** in the category IT consulting product and service quality for the **second year in a row**



Our references

Mobile service



IT Services



Software/Cloud



Our workforce* at a glance



672

Number of employees



30.8 %

women



69.2 %

men



35

Different nationalities



6.2 years

Average period of employment



43 years

Average age

*as at 30/09/2024

Strategic growth fields



People & technologies

Dynamic growth in target markets

- BITKOM expects 4.7% growth for the IT market in 2024
- 5G mobile network as core infrastructure for many new technologies
- Increasing digitalization fuels software development

Cross-selling and upselling within the Group

- Marketing of own products and solutions
- Expansion of the existing range through product innovations or the creation of product variants
- Achieving economies of scale

Globalization

- Training and recruitment of qualified staff
- Building expertise through international teams of developers and consultants
- Expansion of the business unit Software and IT Services

Acquisitions

- Conquering new market segments and rapid growth by acquiring established companies
- Growth enabler for smaller companies and their products and services
- Growth through own IP through multiplier effects in the Group

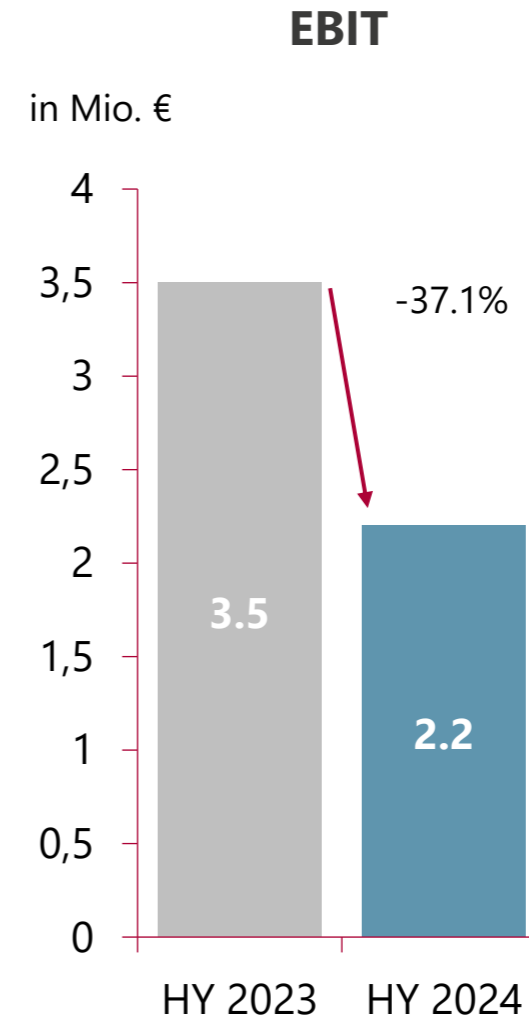
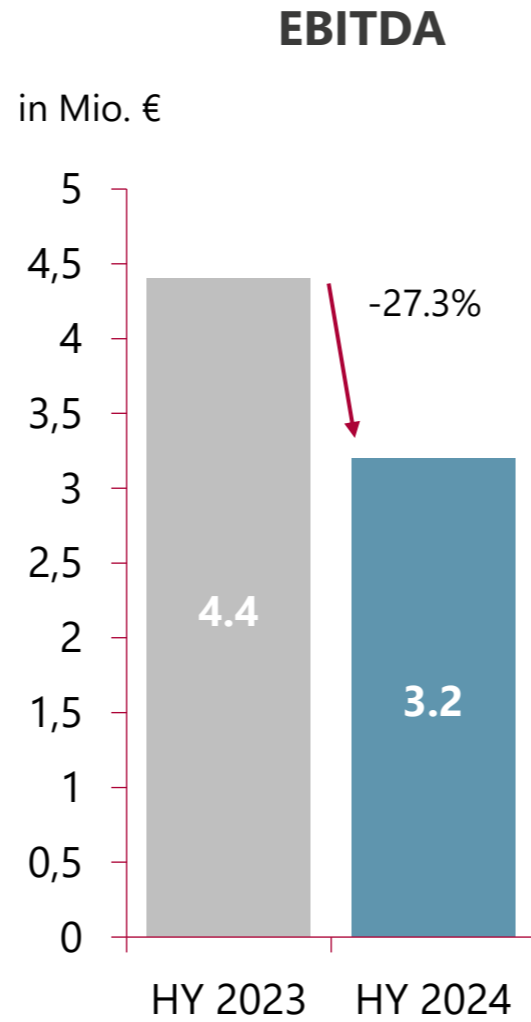
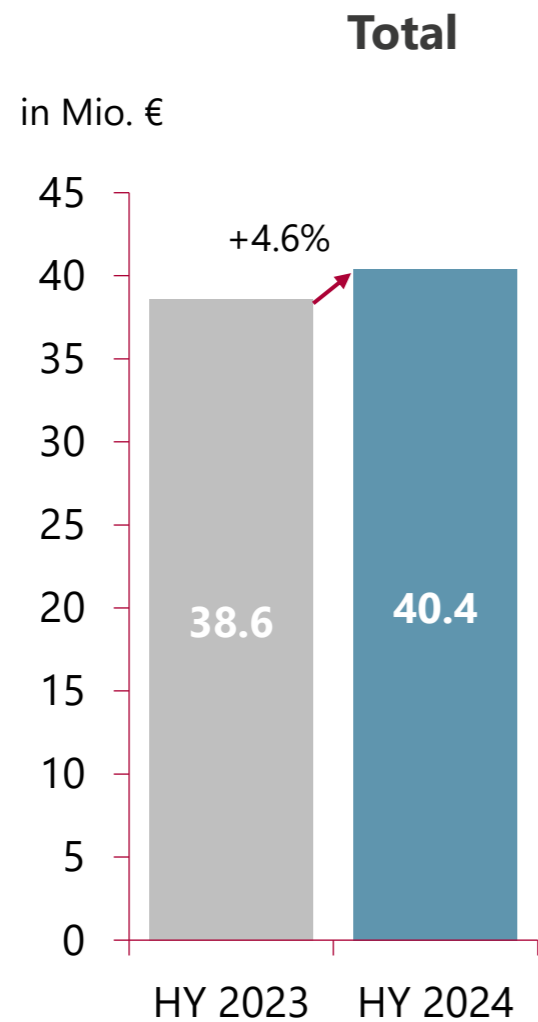
Development of the **income statement in 2023**

In Mio. EUR	2023	2022	+/- in Mio. EUR	in %
Total	78.4	73.9	+ 4.6	+ 6.2%
Gross Profit	60.9	57.1	+ 3.8	+ 6.6%
EBITDA	7.6	7.9	- 0.3	- 4.0%
EBITDA margin	9.7%	10.7%	-	- 9.7%
EBIT	5.7	6.2	- 0.4	- 6.8%
Earnings per share after minorities	0.70	0.70	0	0%
Cash flow from operating activities	2.9	2.5	+ 0.4	+ 17.6%

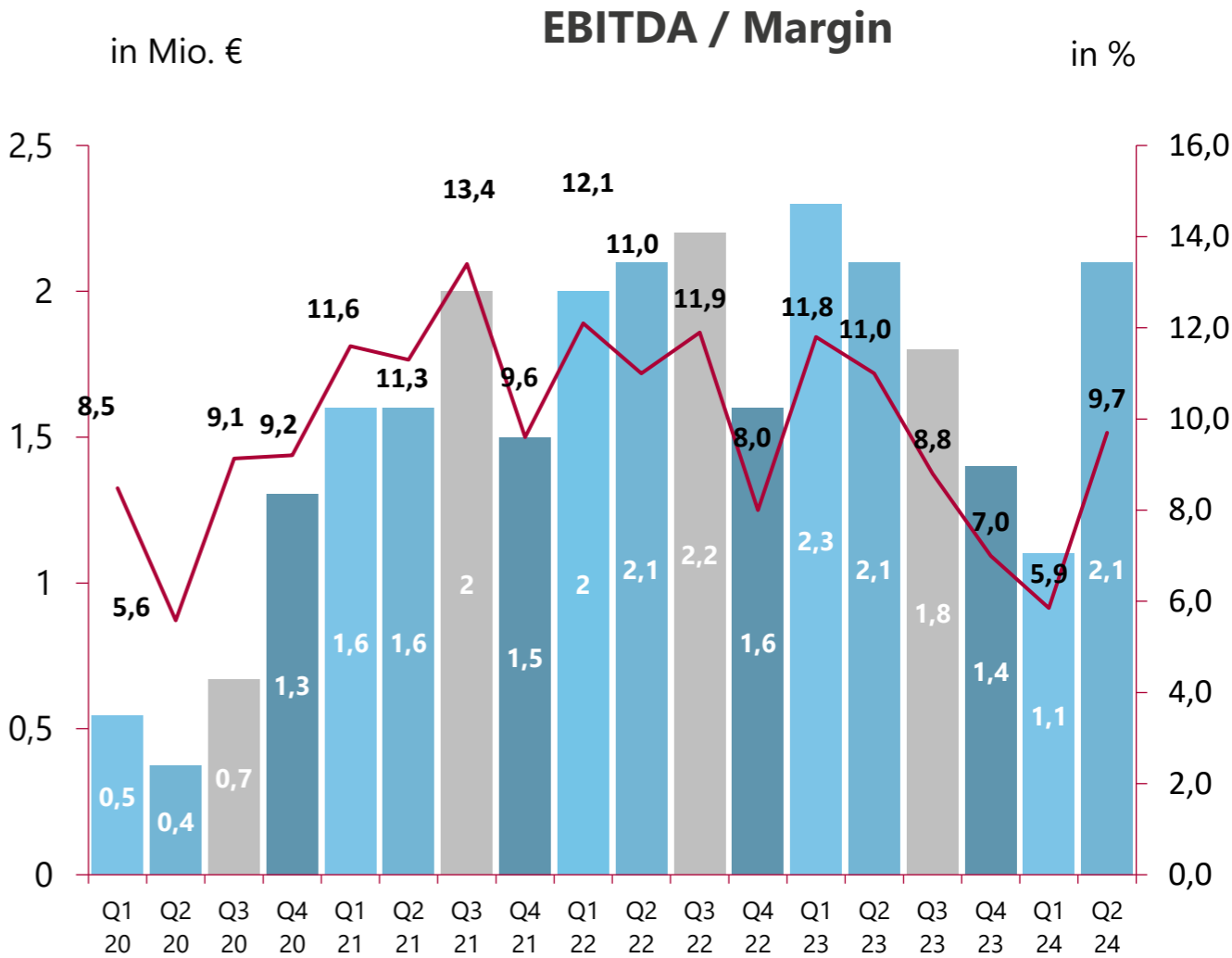
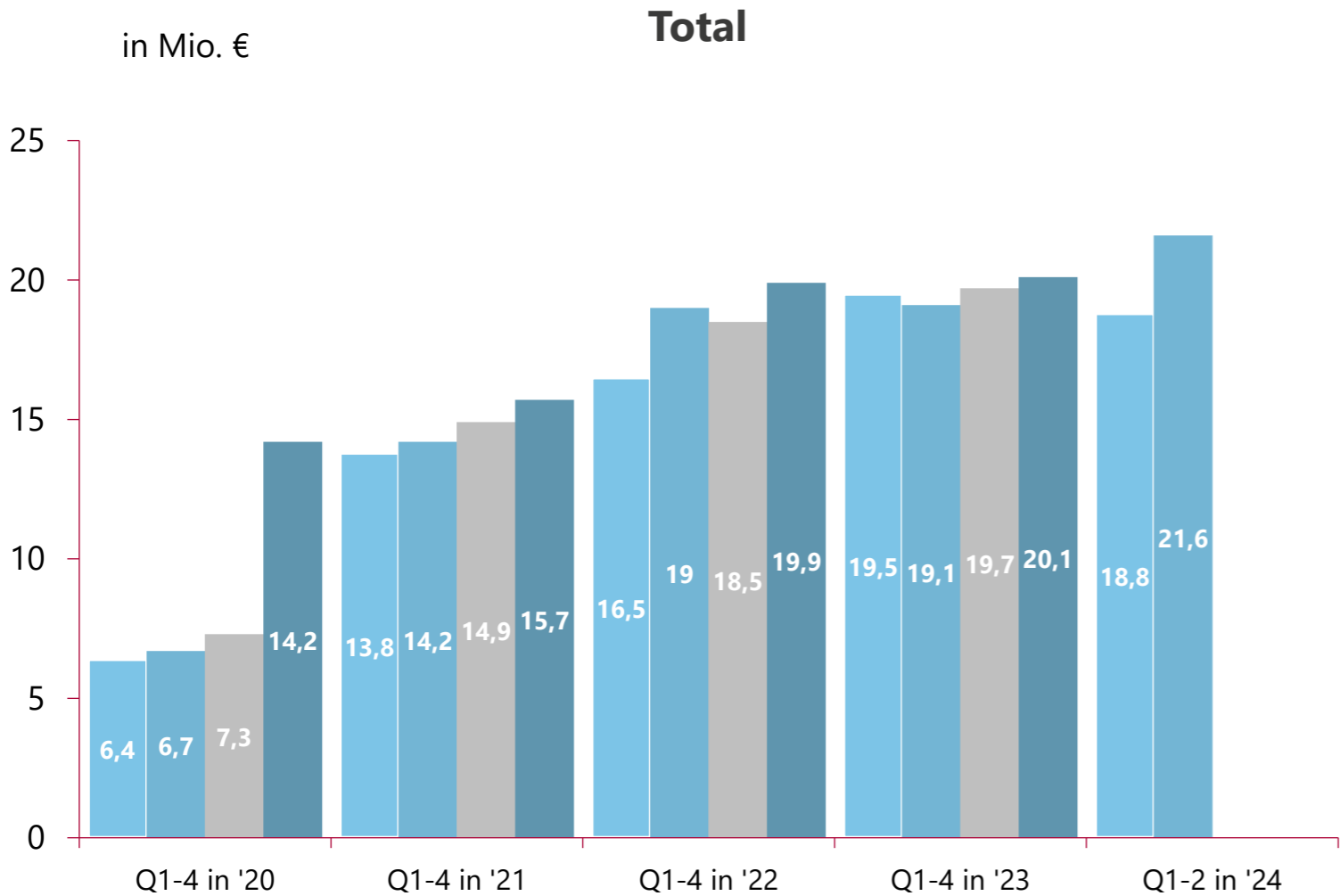
Development of the **balance sheet in 2023**

In Mio. EUR	31/12/2023	31/12/2022	+/- in Mio. EUR	in %
Total assets	36.7	37.4	- 0.8	- 2.0%
Equity	23.2	21.8	+ 1.4	+ 6.3%
Equity ratio	63.3%	58.4%	-	+ 8.4%
Cash	10.0	12.1	- 2.1	- 17.4%
Order backlog	56.8	50.3	+ 6.5	+ 12.8%

Business development **HY 2023 vs. HY 2024**



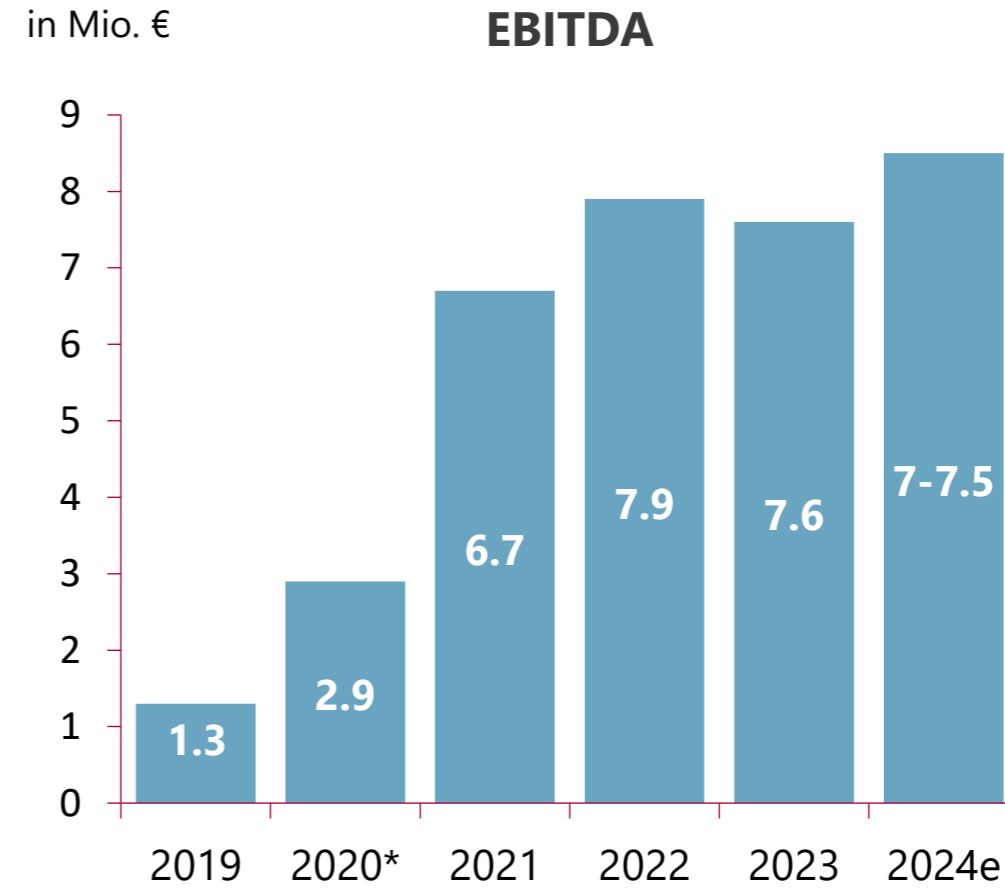
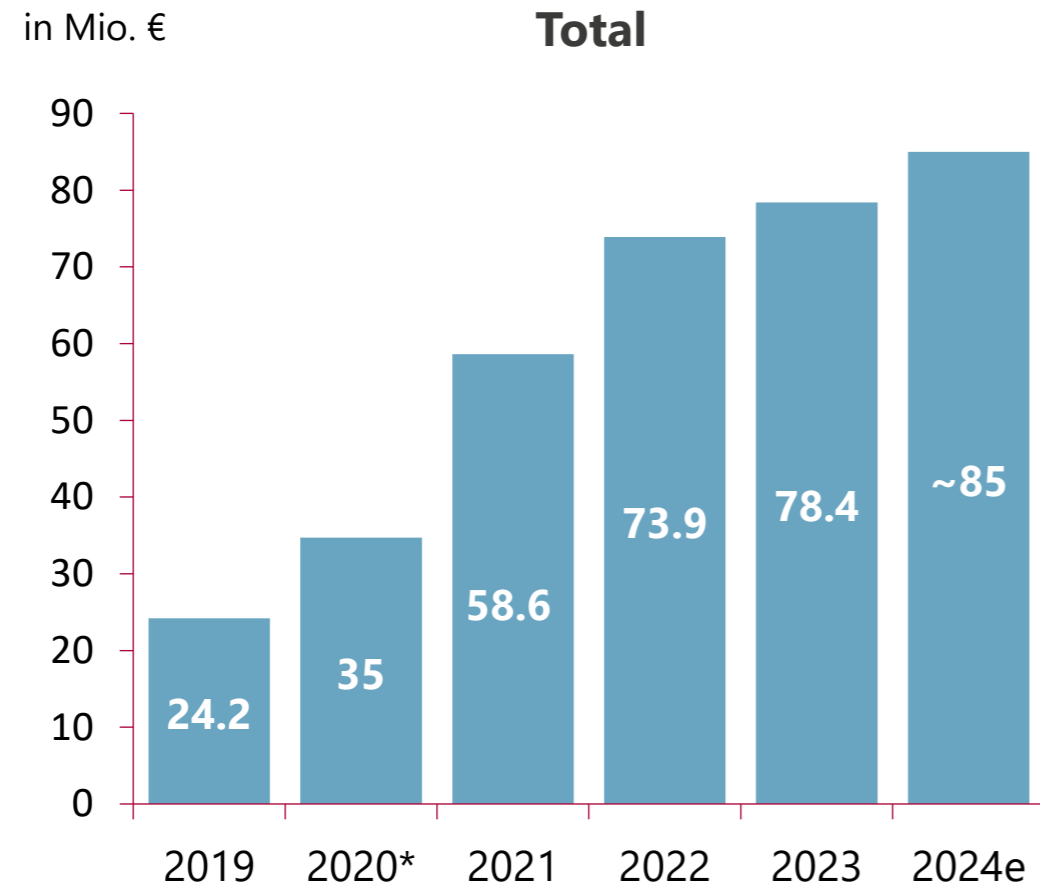
Quarterly performance since Q1 2020



Review 2023

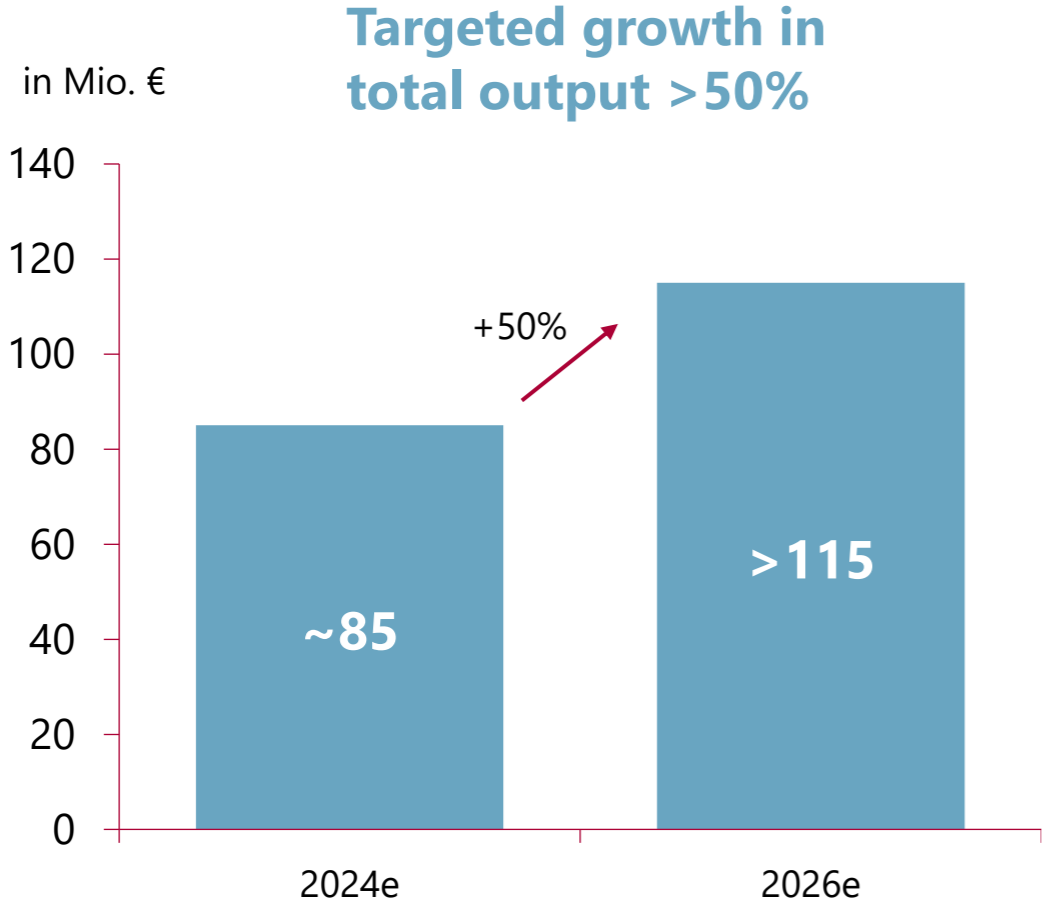
- Total operating performance increased by 6.2% to € 78.4 million (2022: € 73.9 million), EBITDA operating result at € 7.6 million, EBITDA margin at 9.7%
- Reason for declining EBITDA margin in 2023:
 - Mobile communications delays in the awarding of contracts
 - Investments in new specialist area MDM (Enterprise Mobility Management) + AWS
 - Disproportionate increase in personnel costs and other operating expenses due to investments
 - High sickness rate in 2023
- No acquisitions in 2023

Total annual figures since 2019



* Proportionate consolidation of audius companies + Unidienst as of 1st of October 2020

audius medium-term target by 2026



- Profitable growth opportunities through expansion of the current core business with the possibility of scalable services
- Targeted investments in new technologies in recent years, including artificial intelligence and MDM
- High and growing order backlog
- Further growth momentum through acquisitions

Conversion of **audius shares** from bearer to **registered shares**

Date of conversion

- 22/8/2024

Reasons

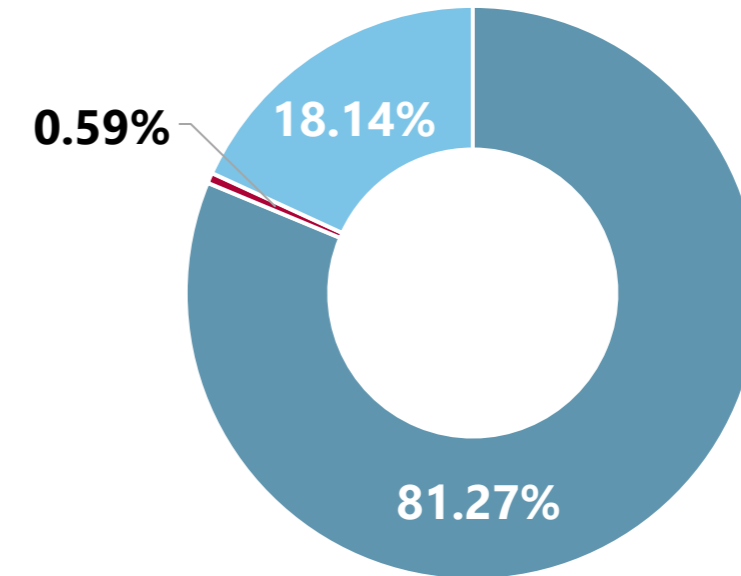
- Abolition of the confusing NL-ISIN
- Greater transparency and more direct communication with our shareholders

New key figures/service provider

- ISIN **DE000A40ET13** WKN **A40ET1** Code **3ITN**
- Share registrar: Captrace GmbH
- Settlement office: BankM AG, Frankfurt am Main, via Quirin Privatbank AG, Berlin

audius company share

Issued shares	4.950.000
Share price on 21/10/2024	EUR 13.30
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 19.50), GBC (target EUR 21.50)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 64.9 m
WKN/ISIN (since 22/8/2024)	A40ET1 / DE000A40ET13
Dividend	35 cent for 2023



- Free float
- audius AG
- Own shares



Source: <https://www.boerse-frankfurt.de/aktie/audius-se-na-o-n>, Trading place: Xetra

Investment in audius

5 good reasons

1. Annual **sales growth** since 2015 Ø 21 %
2. Average **EBITDA margin** of over 10 % in recent years
3. Medium-term **target 2026** Growth of over 50% to **>€ 115 million**
4. Competence centers IT services, software/cloud, mobile communications for the **markets of the future**
5. Long-standing customer **relationships**, including currently 8 DAX companies

Contact



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Weinstadt 2024