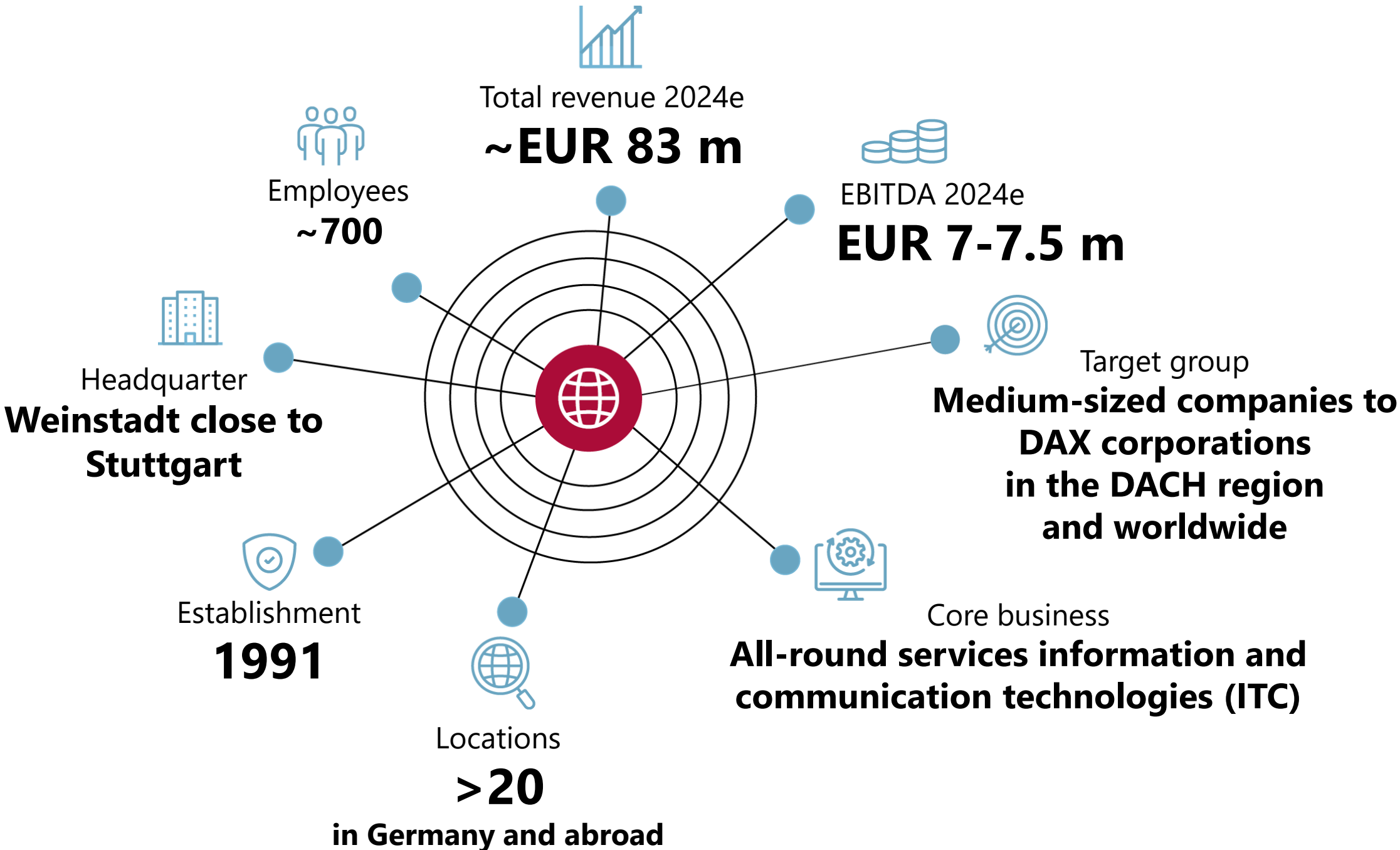




Company presentation
audius SE

29/11/2024

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.



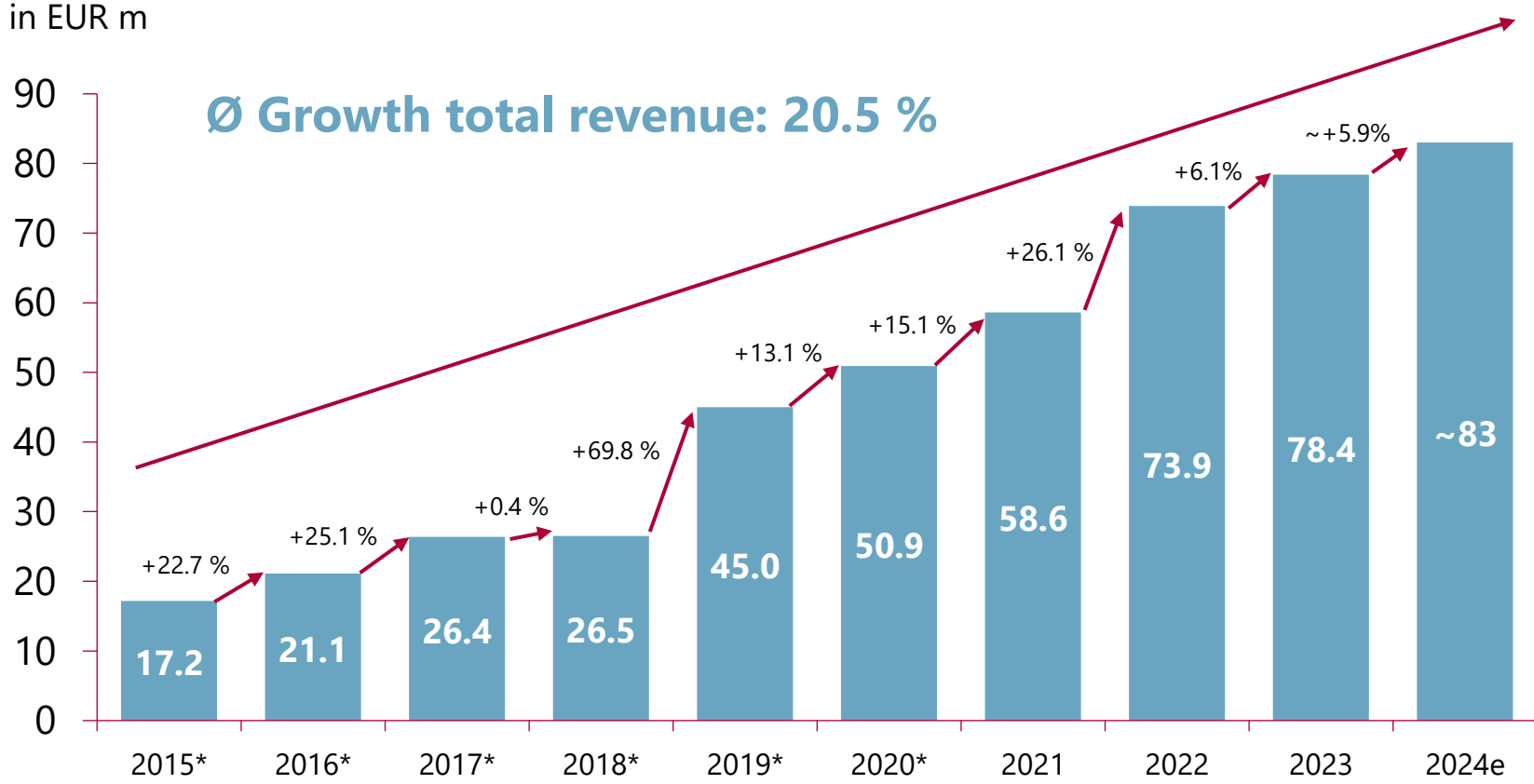
Konstantin Tsaligopoulos, Executive Board member

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

audius **growth story**

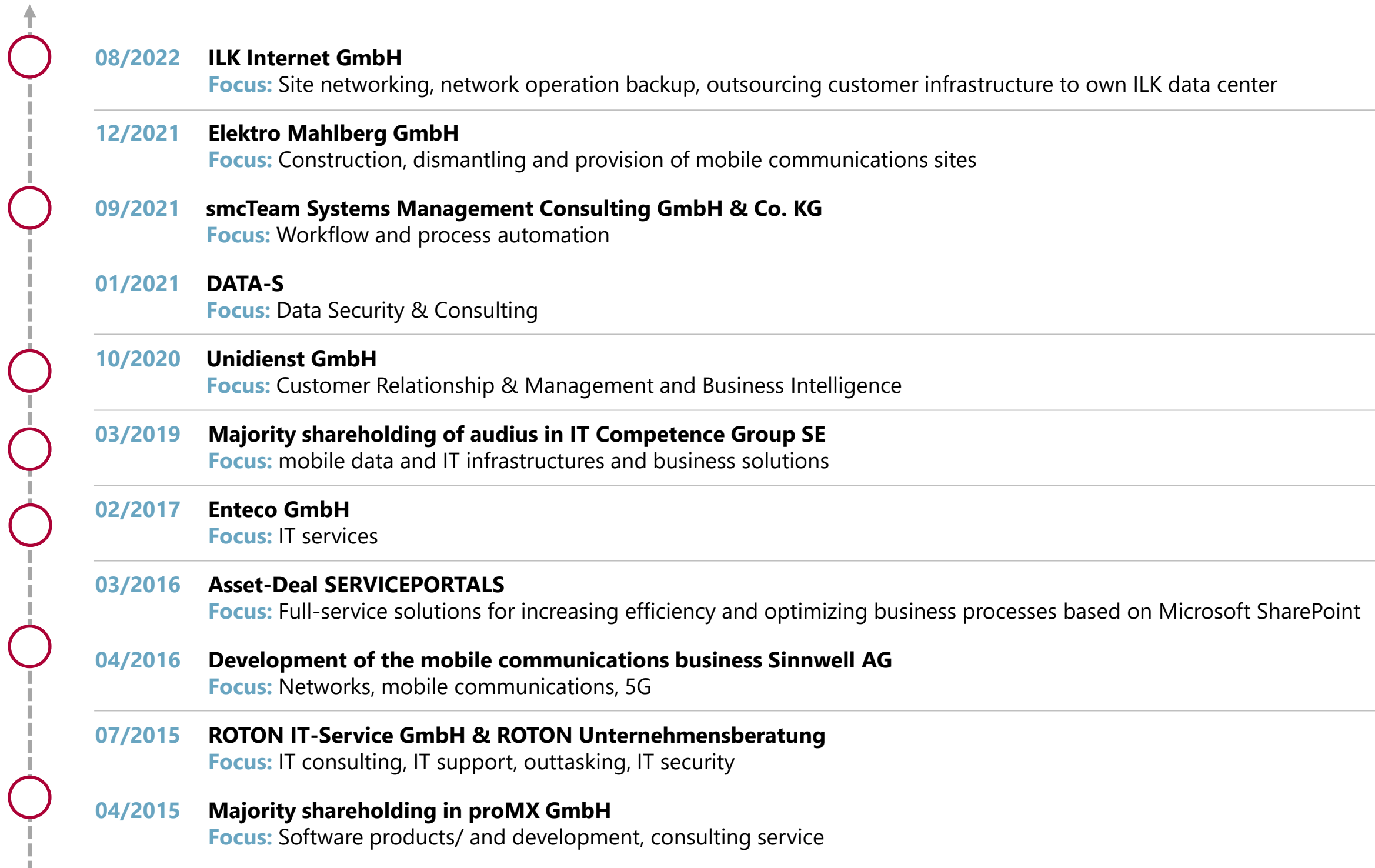
Dual growth strategy

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

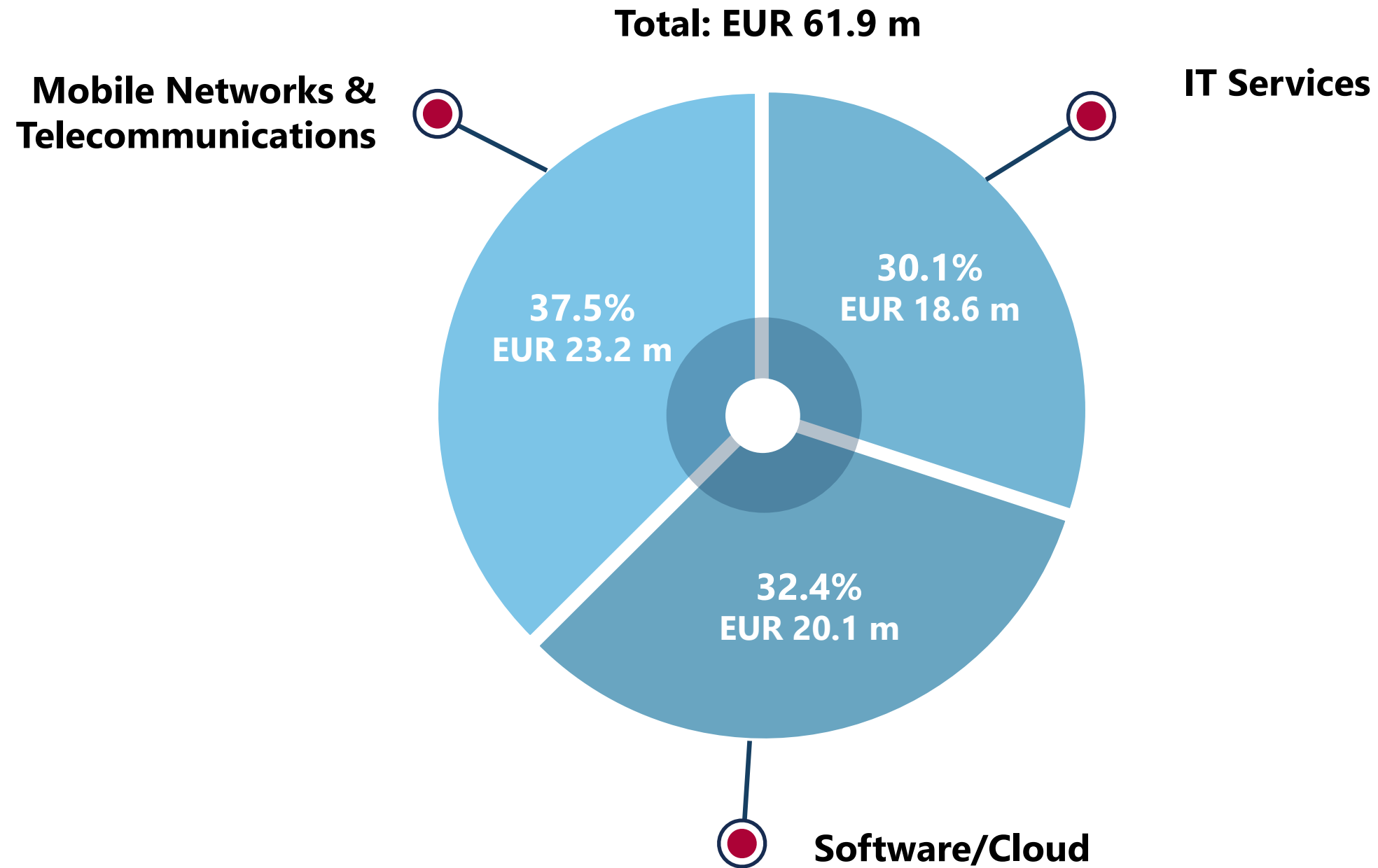


* 2015 - 2020 As-if consolidation from the point of view of audius AG

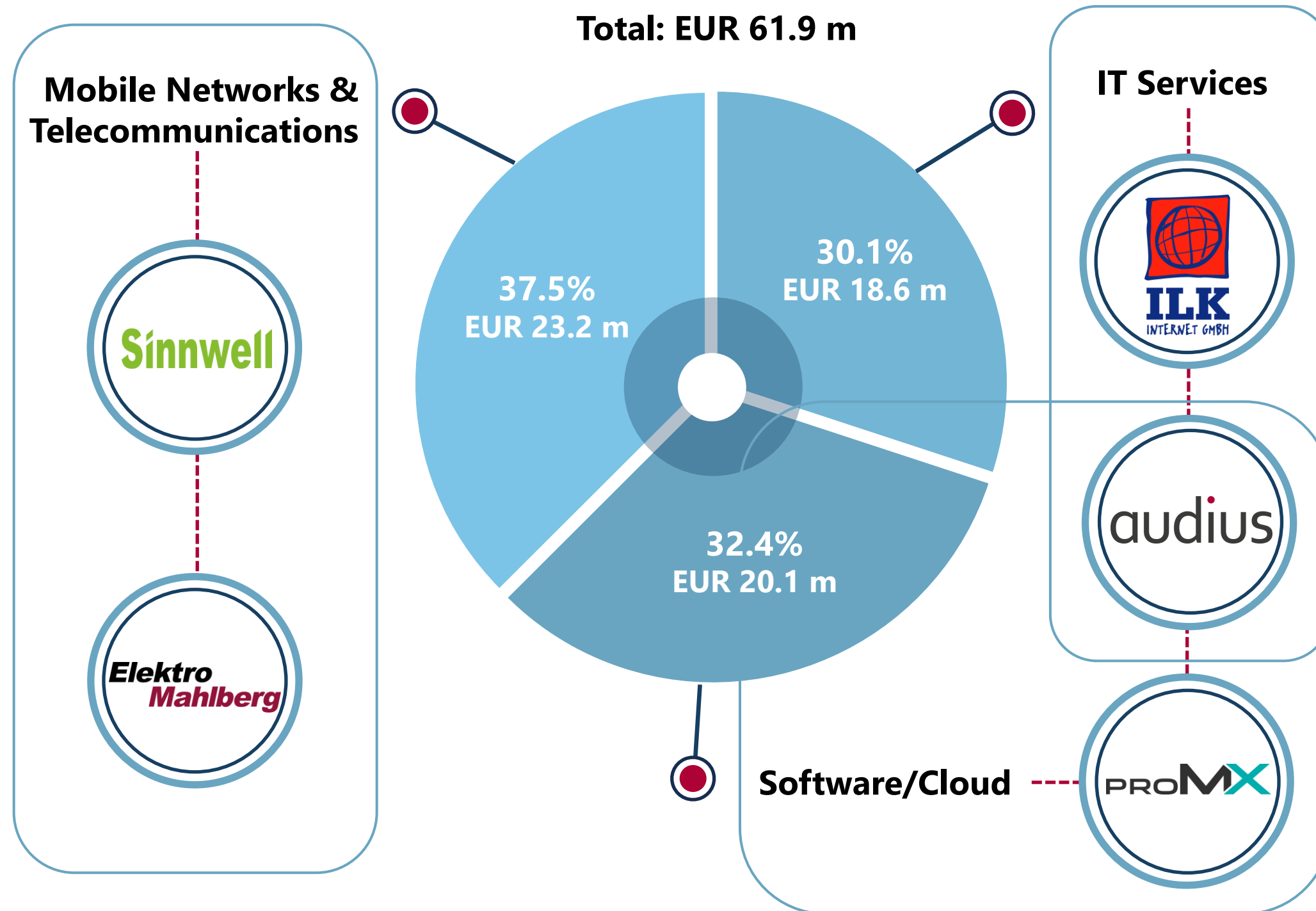
Inorganic growth since 2015



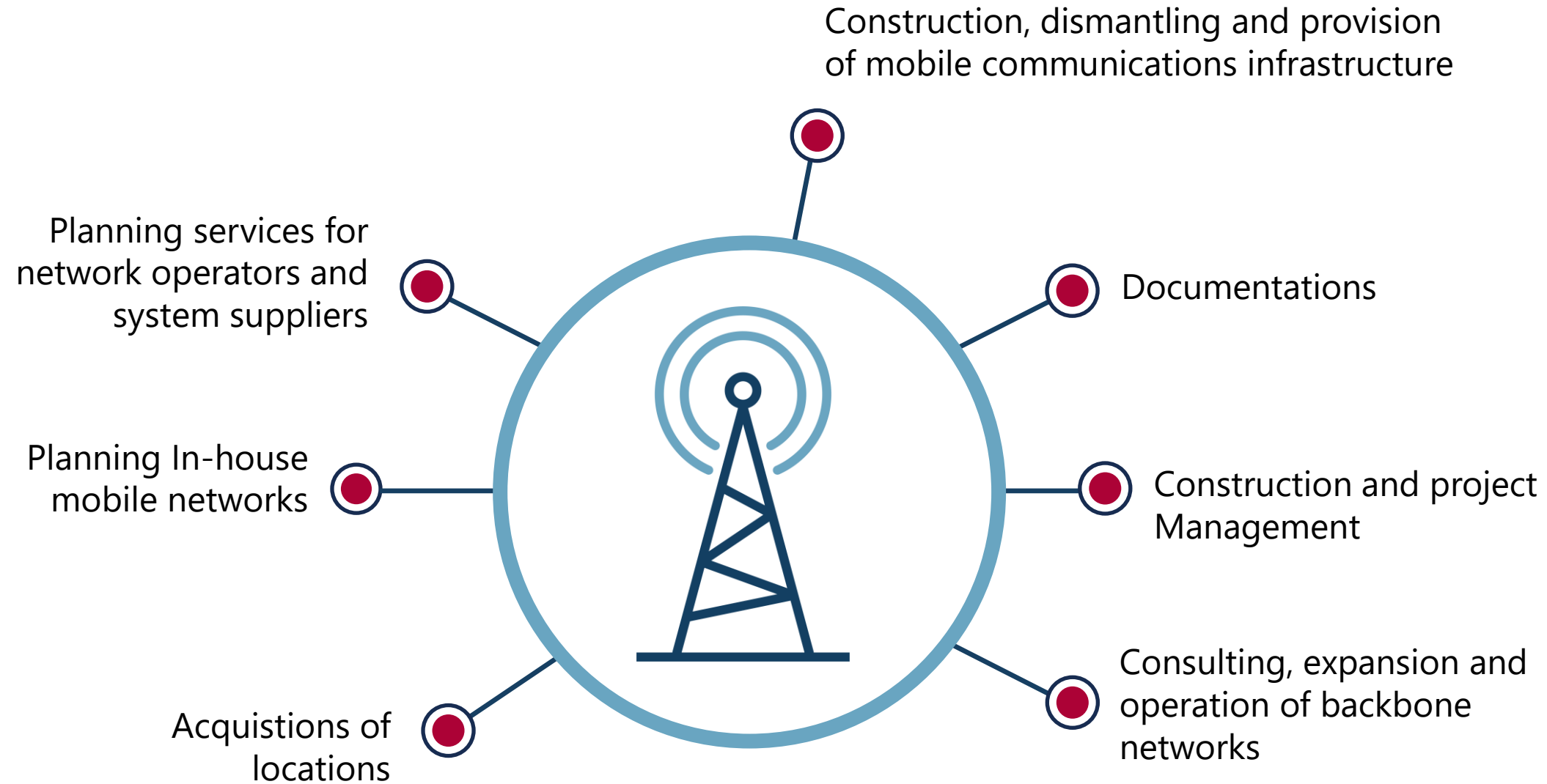
Distribution of total revenue **by business units** Q1-3 2024



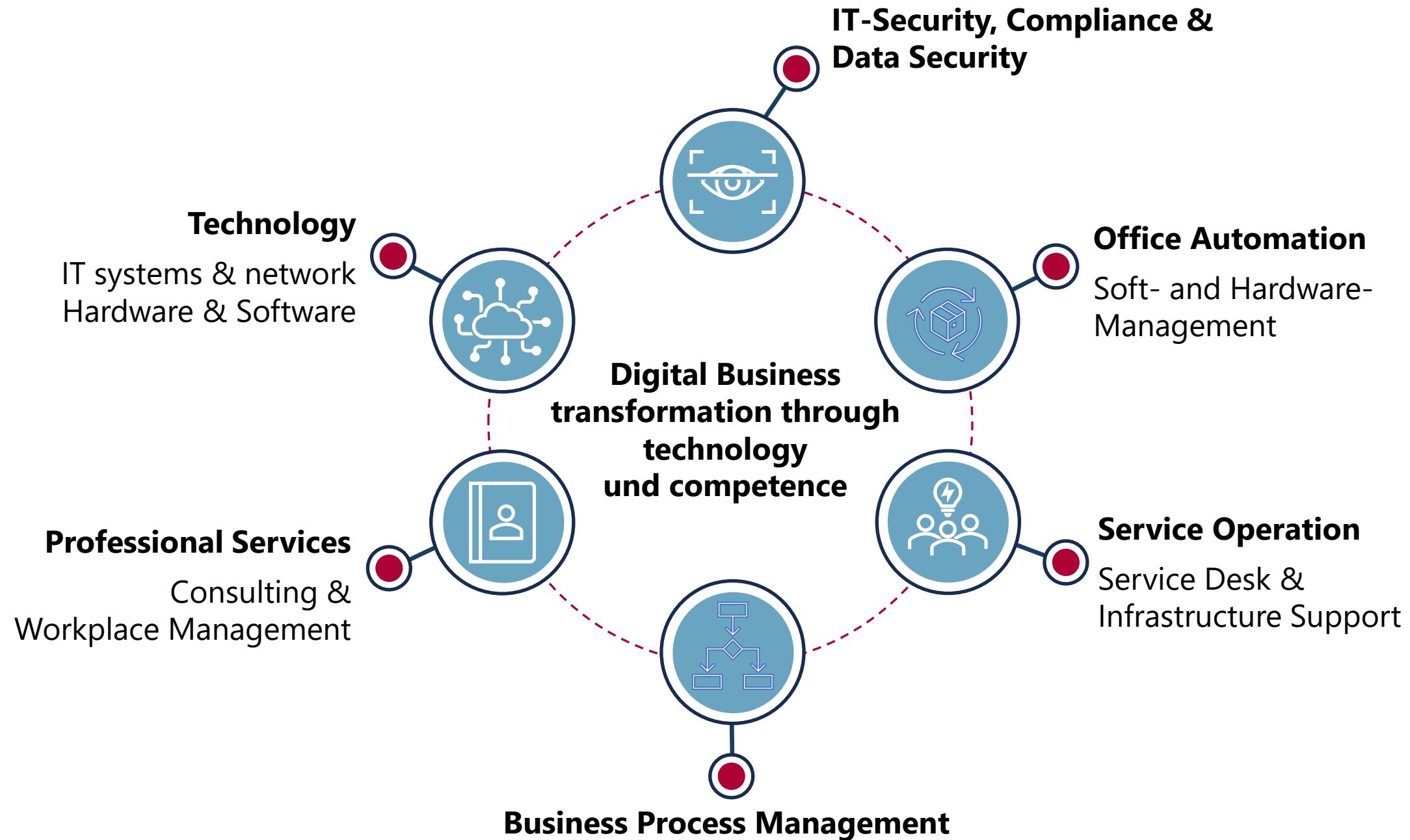
Distribution of total revenue **by business units & brands** Q1-3 2024



Business unit **Mobile Networks & Telecommunications**



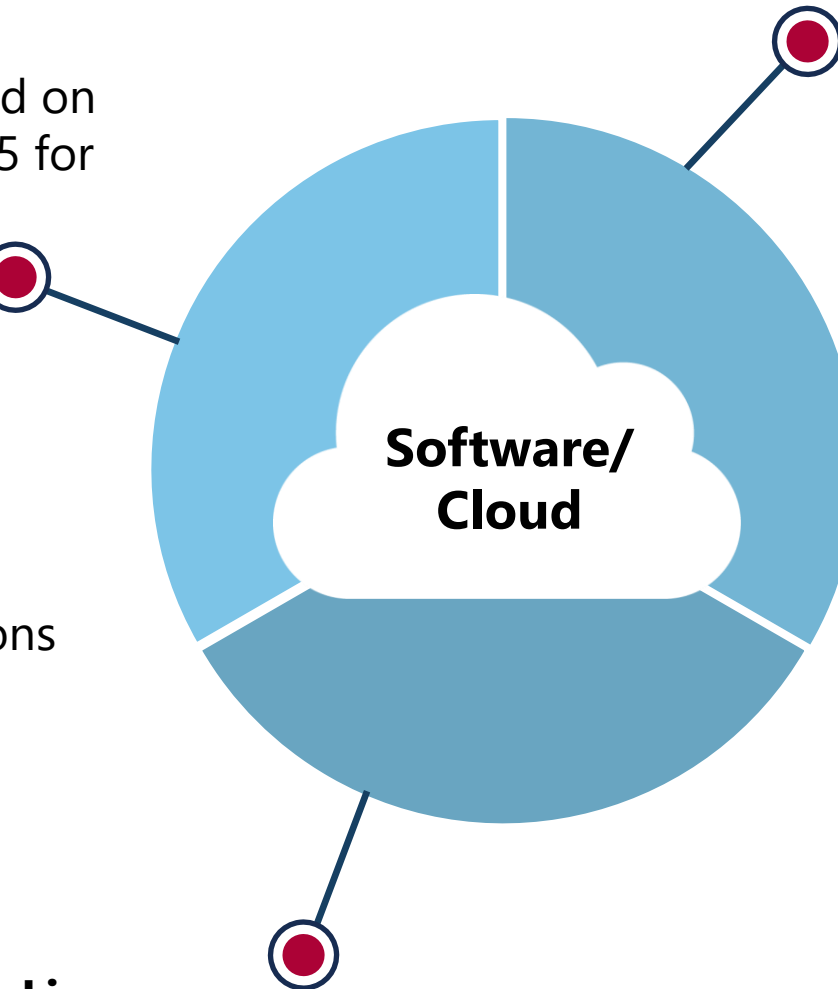
Business unit **IT Services**



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

Latest customer orders



Project reference

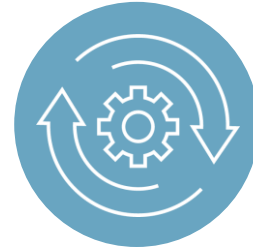
Business unit **Mobile Networks & Telecommunications**

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:
Utilities (electric and natural Gas)

Service:
Implementation of Microsoft Power Pages
to streamline residential and commercial energy resource interconnection application processes

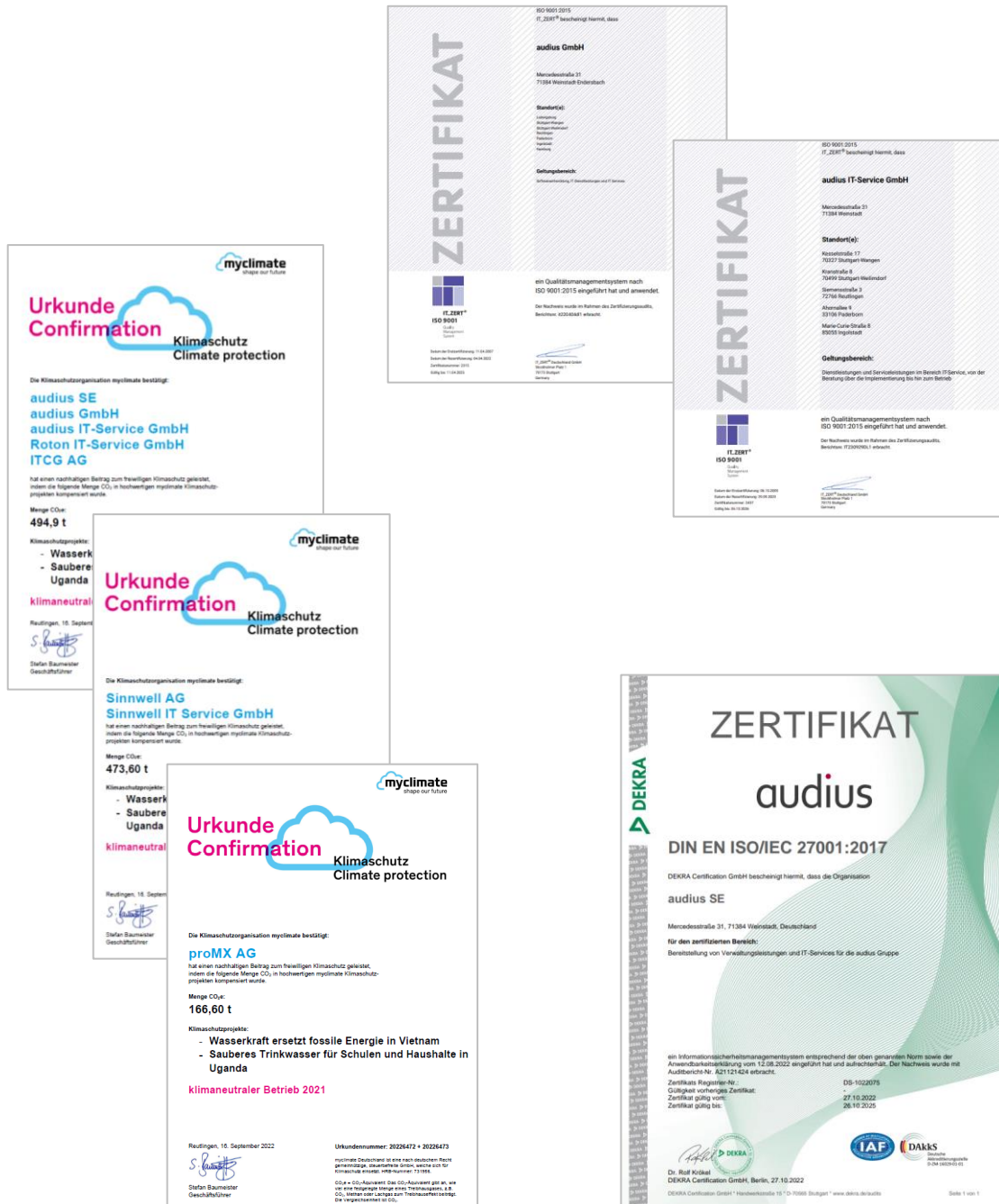
Duration:
• **Implementation: 6 months**
• **SLA post go-live: 2 years**

Volume structure:
• **Applications per month: >2,000**

Partnerships



Certifications & awards



Awarded by **Handelsblatt**, study conducted by Munich Strategy:

audius in 81st place in the **TOP 100 fastest-growing SMEs**



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"**

Awarded by **F.A.Z.-Institut**:

audius receives for the third year in a row the **certificate "Highest Quality"** in the category "IT Consulting", this time as the **industry winner**



Our references

Mobile Networks & Telecommunications



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 6.2% growth for the IT market in 2025
- Further 5G rollout in Germany to achieve a reliable status throughout the country as core infrastructure for many new technologies
- Despite the economic challenges is digitalization on the top of the agendas

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 in global projects
- Balancing economic challenges through diversification in other countries

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

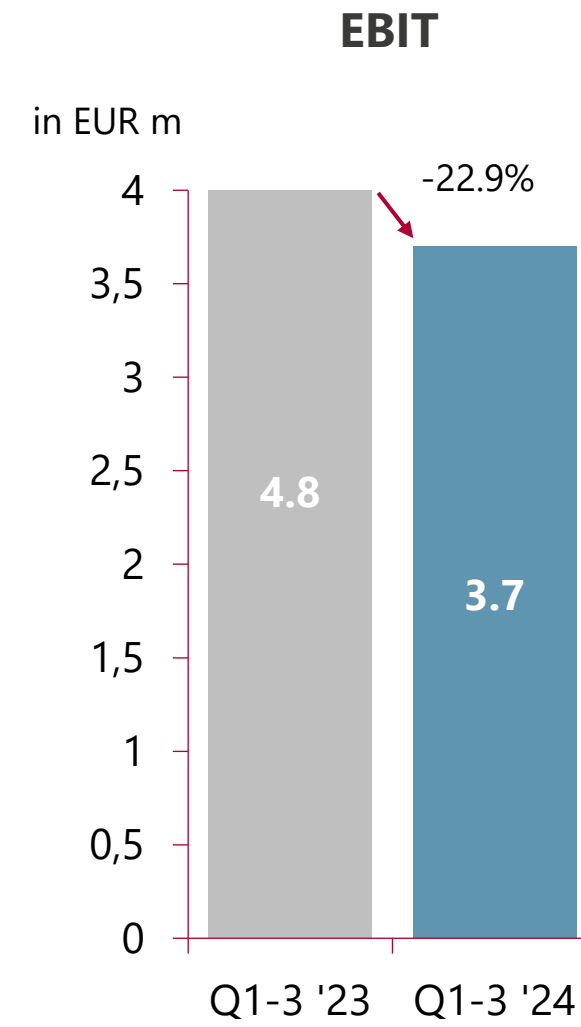
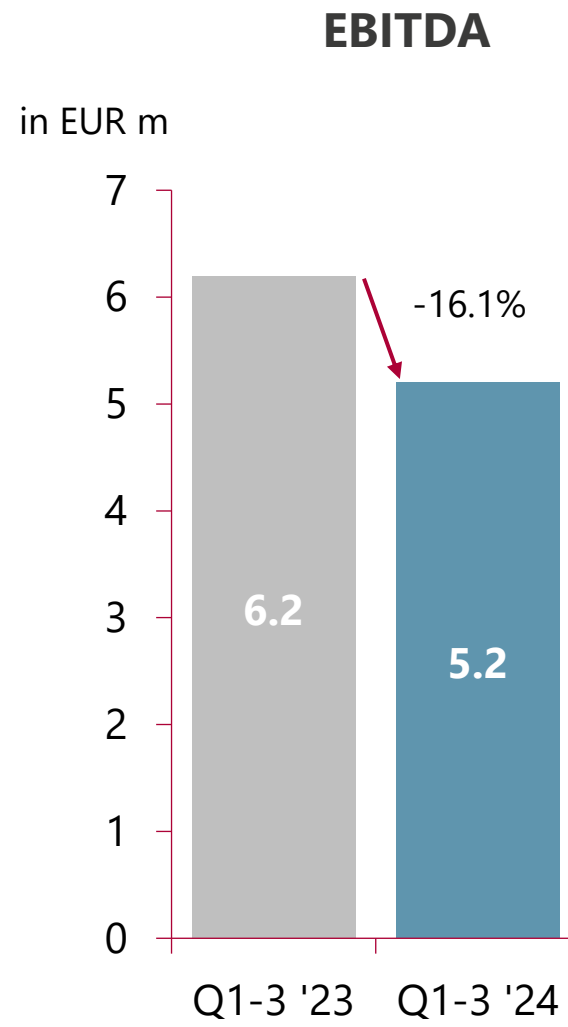
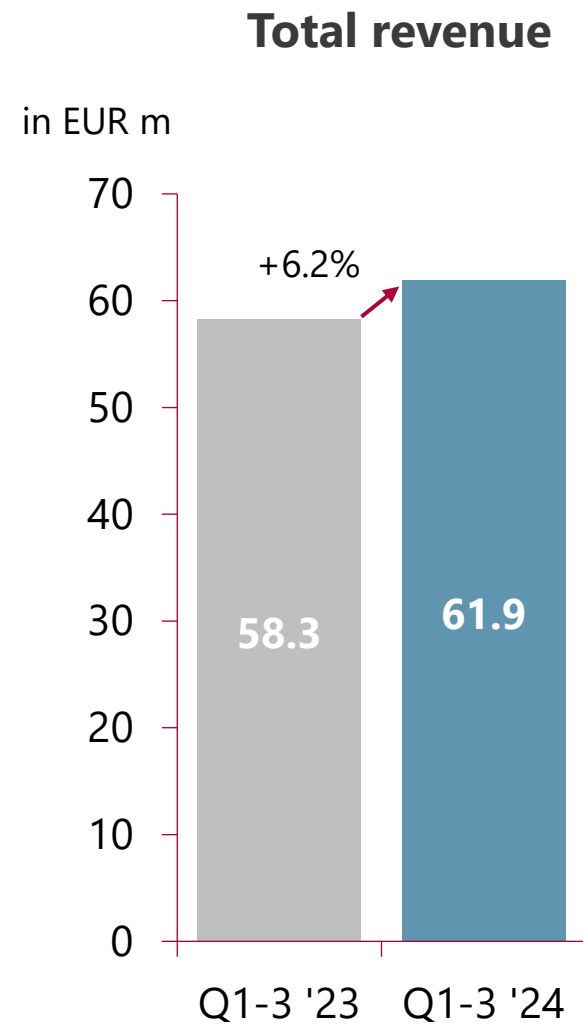
Development of the **income statement in 2023**

in EUR m	2023	2022	+/- in EUR m	+/- 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**

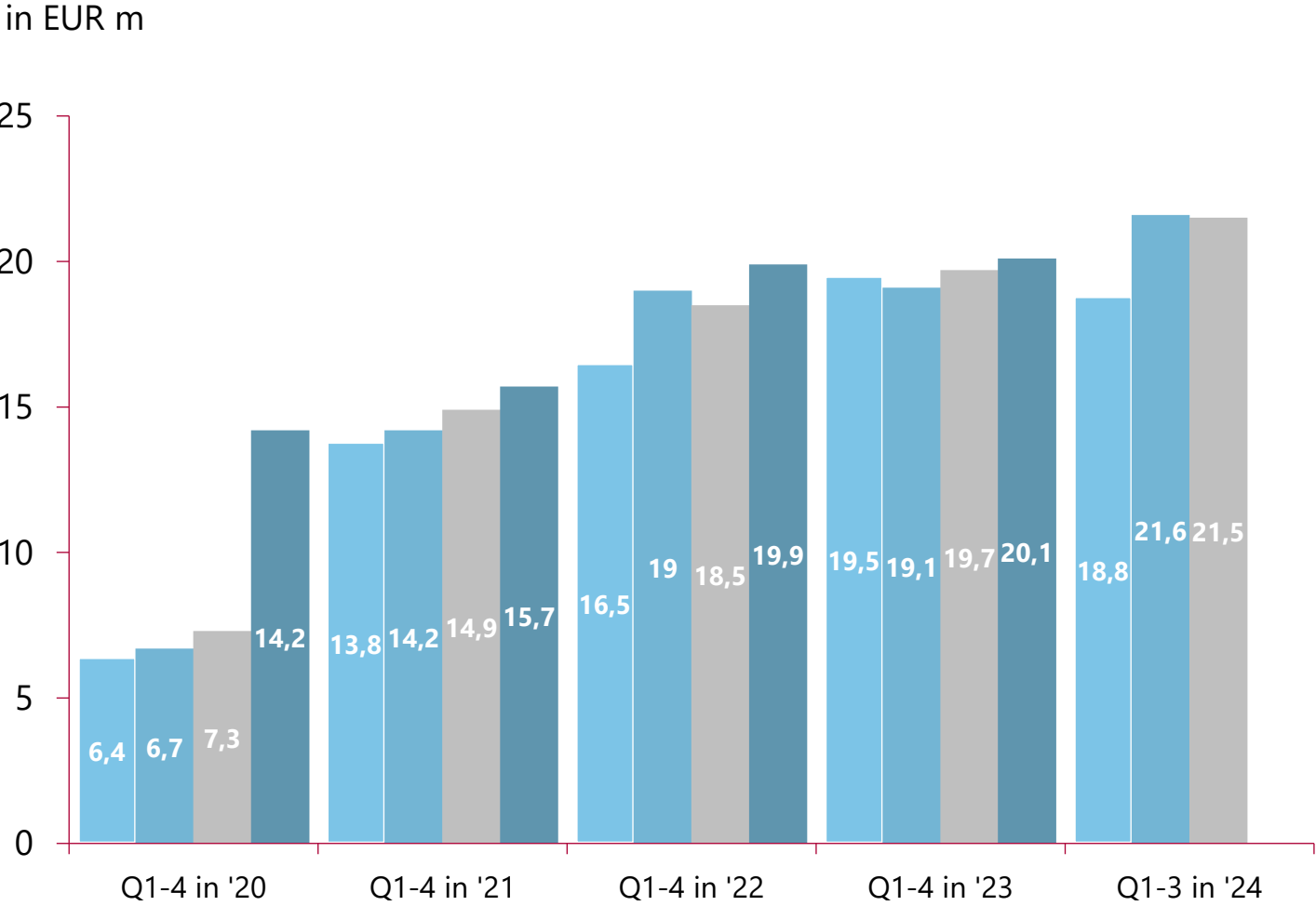
in EUR m	31/12/2023	31/12/2022	+/- in EUR m	+/- in %
Total assets	36.7	37.4	- 0.8	- 2.0%
Equity	23.2	21.8	+ 1.4	+ 6.3%
Equity ratio	63.3%	58.4%	-	+ 8.4%
Cash	10.0	12.1	- 2.1	- 17.4%
Order backlog	56.8	50.3	+ 6.5	+ 12.8%

Business development **Q1-3 2023 vs. Q1-3 2024**

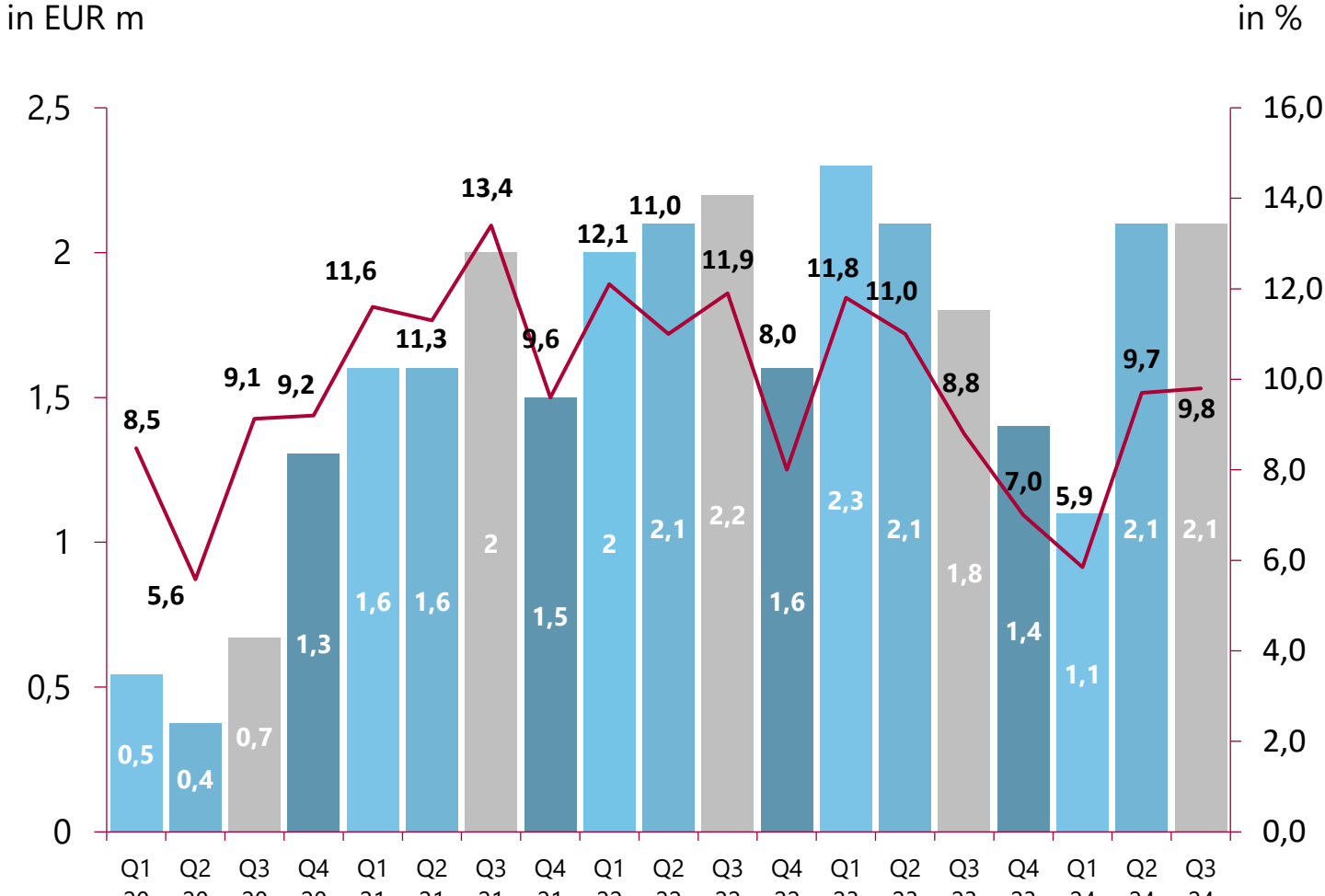


Quarterly development since Q1 2020

Total revenue



EBITDA / Margin

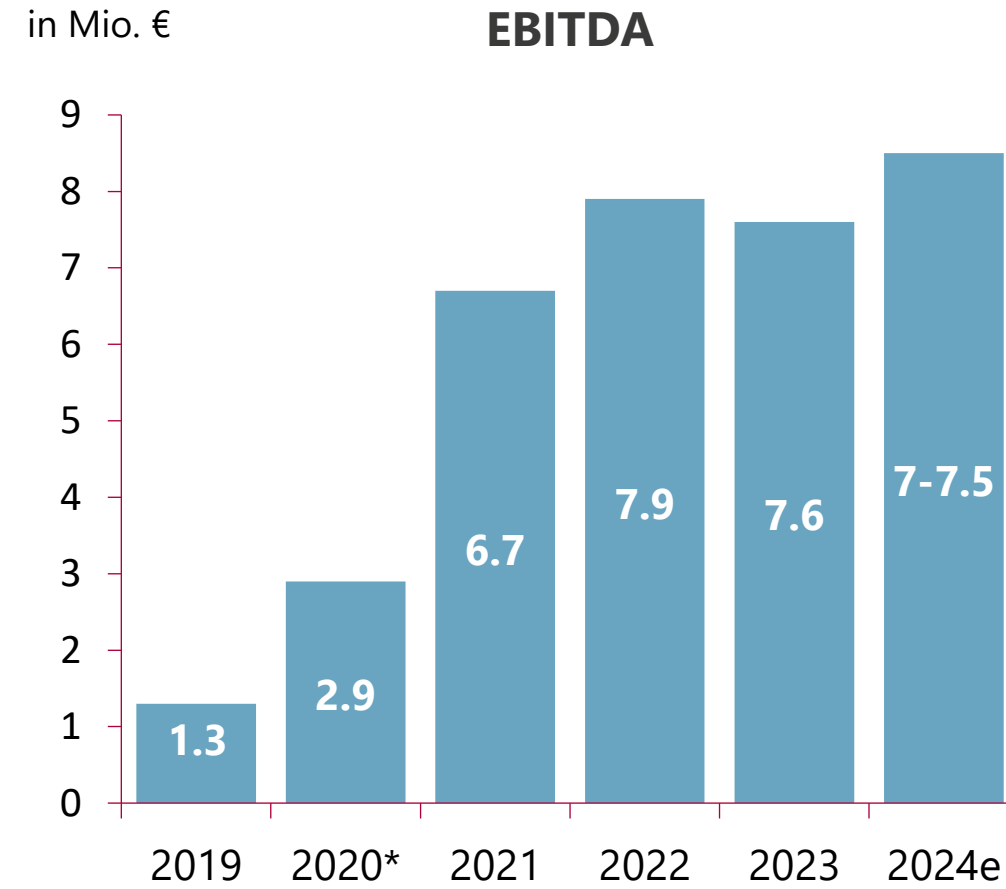
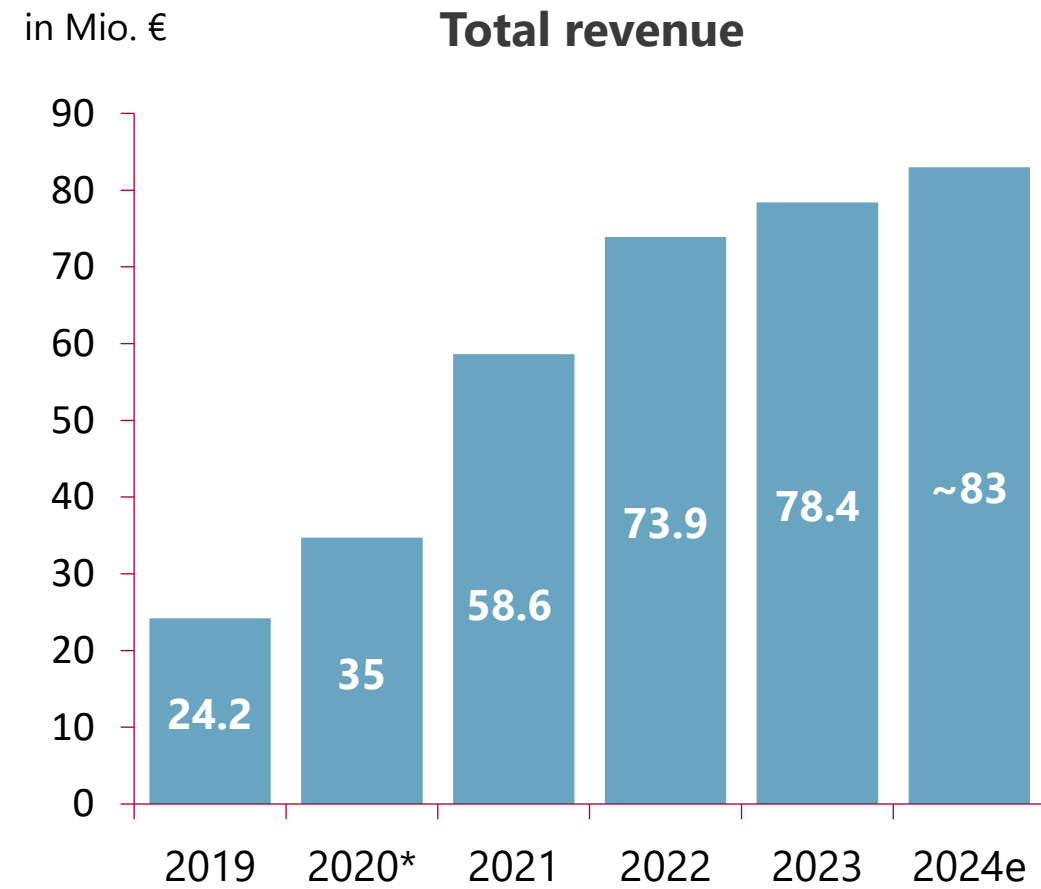


■ Q1
 ■ Q2
 ■ Q3
 ■ Q4

Actual status

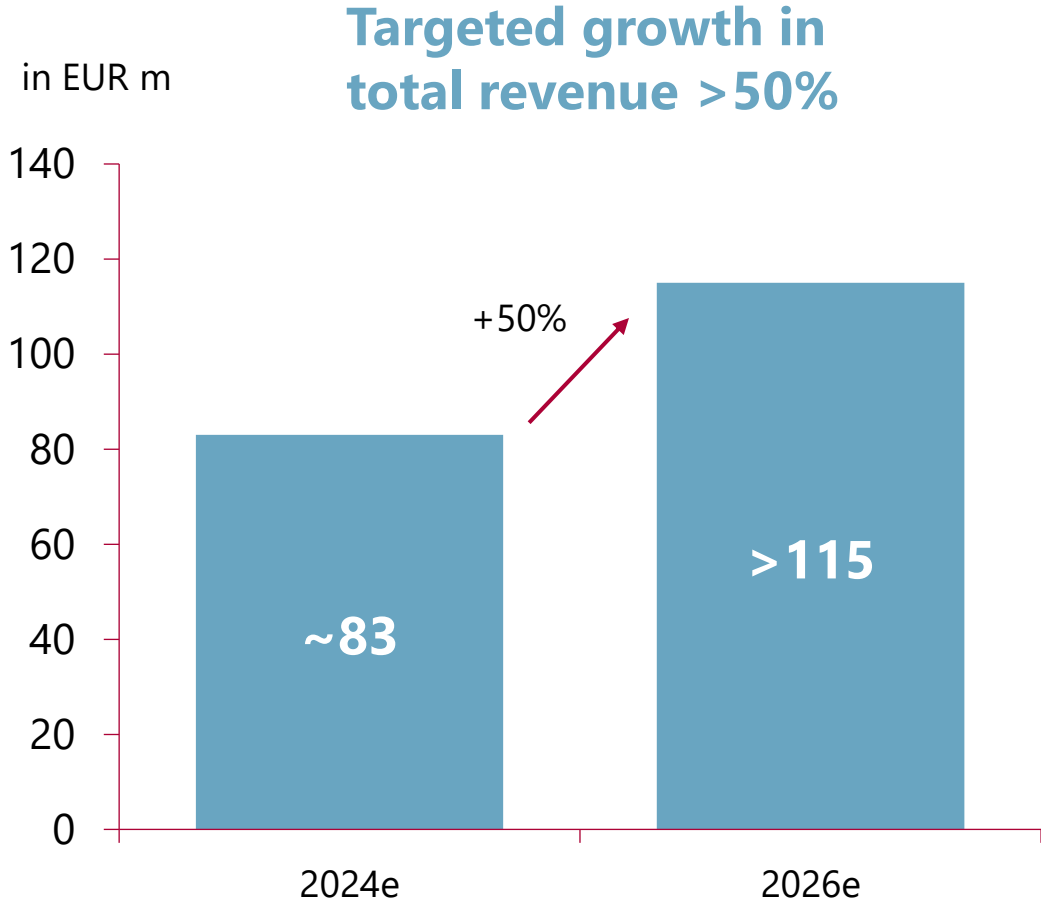
- After a weak Q1, clearly positive development in the following quarters
- Further burdens from investments in the new business areas
- Project delays on the customer side
- Investments in the ramp-up and expansion of the service WLS (workplace lifecycle services)
- Expansion of the business unit mobile communications in the direction of telecommunications
- Solid order backlog

Total annual figures since 2019



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

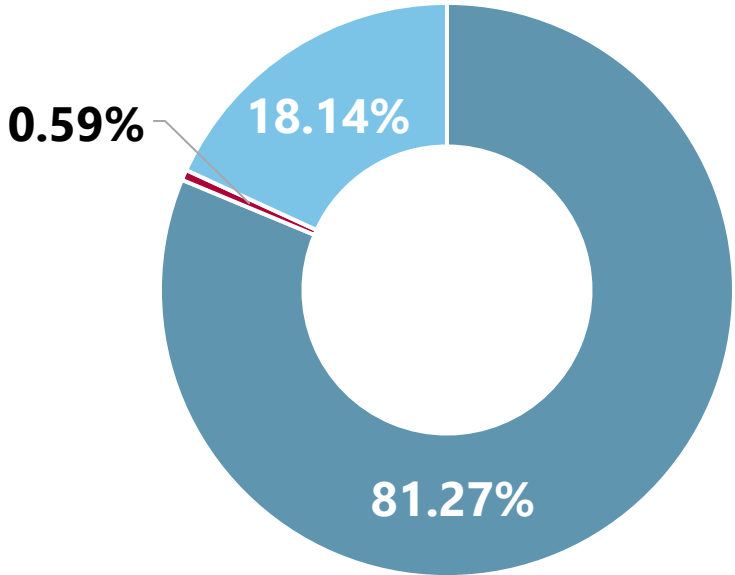
audius **medium-term target by 2026**



- 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

audius company share

Issued shares	4.950.000
Share price on 29/11/2024	EUR 12.80
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 19.20), GBC (target EUR 21.50)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 63.0 m
WKN/ISIN/Ticker	A40ET1 / DE000A40ET13 / 3ITN
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 **growth of total revenue** since 2015 **Ø 21 %**
2. Average **EBITDA margin** of over 10 % in recent years
3. Medium-term **target 2026** growth of over 50% to **>EUR 115 million**
4. Business units IT Services, Software/Cloud, Mobile Networks & Telecommunications **markets of the future**
5. **Long-standing** customer **relationships**, including currently 8 DAX companies

Contact



Wolfgang Wagner
Executive Board member



Melanie Ilg
Investor Relations &
Corporate Development

audius SE
Mercedesstraße 31
71384 Weinstadt

ir@audius.de
+49 7151 / 369 00 364
www.audius.de/investor-relations

Final Information

This presentation is made by audius SE for internal purposes. Therefore it cannot be regarded as a sufficient or appropriate document for the purpose of thirds parties. This presentation is intended for information purposes only and distributed as confidential information. It may only be used in accordance with applicable law and insider trading. The presentation may not be distributed, published or reproduced, nor the content may be disclosed to third parties. By accepting this presentation, the recipient agrees to maintain the confidentiality of the presentation and to accept the following conditions.

This presentation contains statements, estimates, opinions and predictions in regards to expected future development (forward looking statements), which reflect various assumptions regarding results derived from audius SE's current business or public sources which are not independent and have been examined or assessed in detail by audius SE and which could turn out to be incorrect. All statements reflect the current expectations based on the current business plan and other assumptions which contain significant risks and uncertainties. Therefore, they should not be taken as a guarantee of future performances or results, nor are they necessarily an accurate indication that the expected results will be achieved. All statements only relate to the date on which this presentation was handed to the recipient. It is the responsibility of the recipient of this presentation to make further detailed assessments of the statements validity and underlying assumptions. audius SE is not liable for the statements and assumptions which will be achieved or will occur. audius SE excludes any liability by law, to the highest extent possible, for any direct or indirect damage or consequential damage or any punitive measure that the recipient may incur through the use of the presentation, its content or in any other context.

audius SE is not giving any guarantee or assurance (either expressed or implied) in regards to the information provided in this presentation or this presentation being suitable for the purpose of the recipient. The availability of this presentation does not contain any assurance of the information given, being correct after the date of publication. audius SE has no obligation to update or correct information, statements or conclusions in this presentation or to include succeeded events, or to correct inaccuracies that become known after the date of this presentation.

Weinstadt 2024