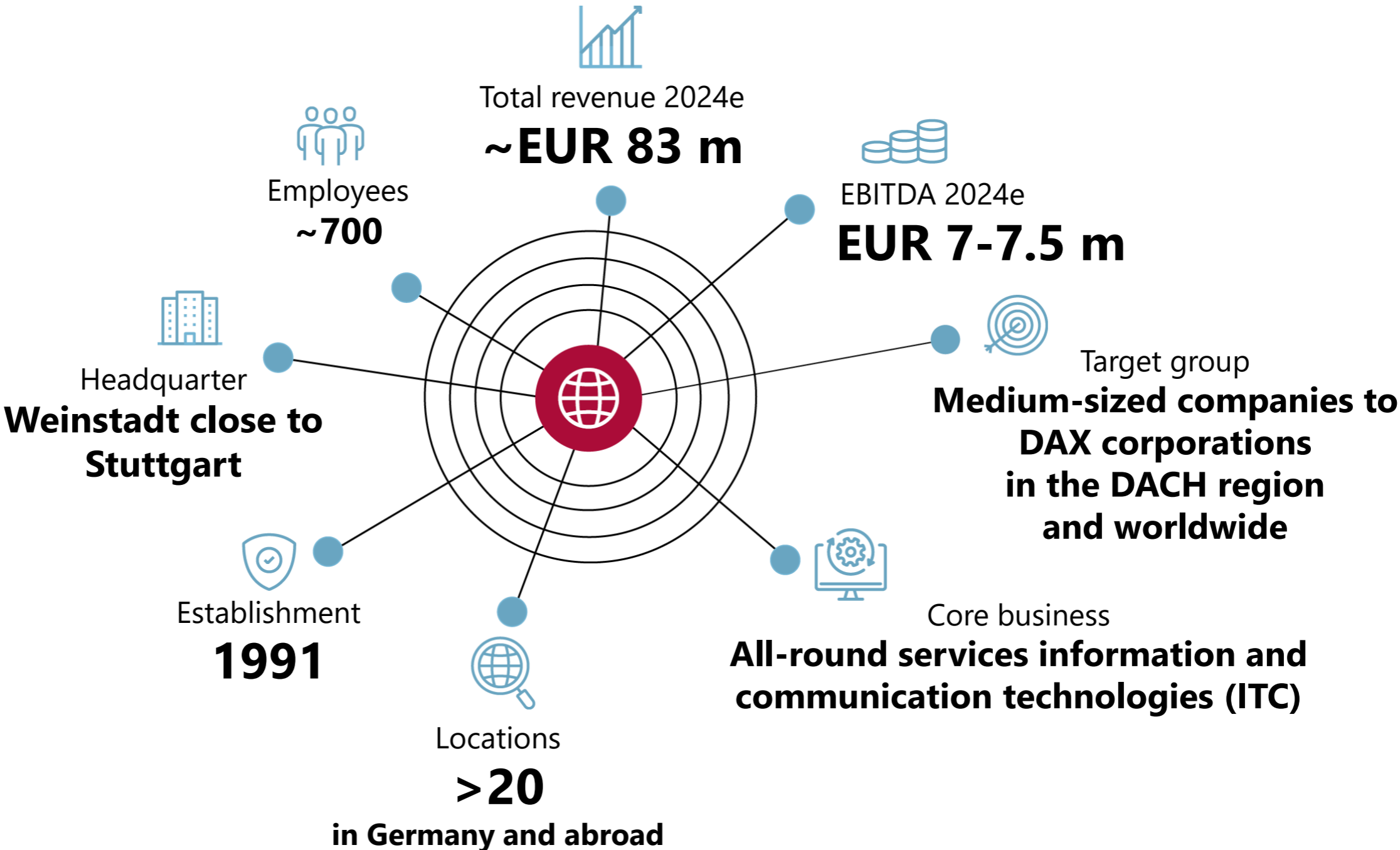




Company presentation
audius SE

06/02/2025

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.



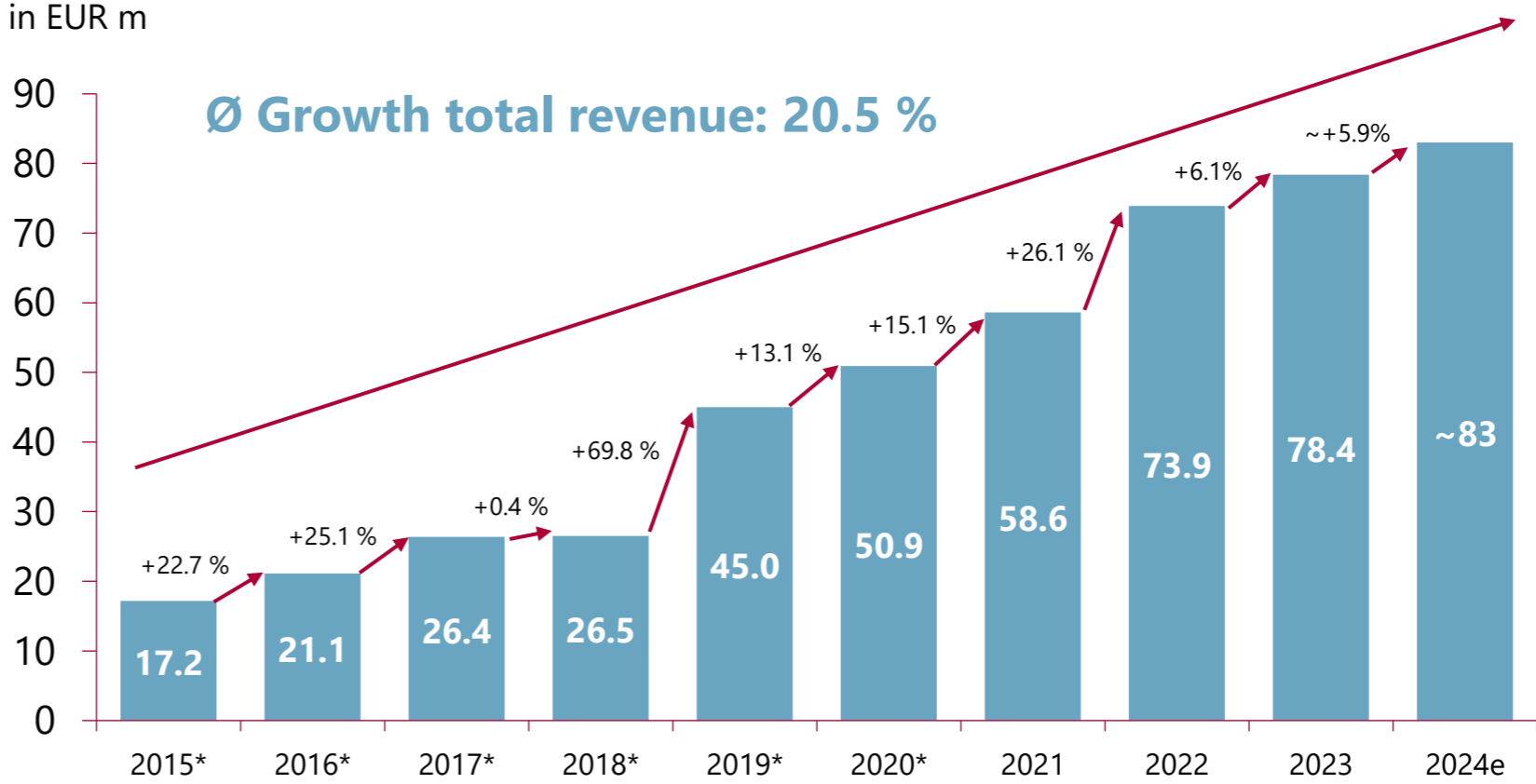
Konstantin Tsaligopoulos, Executive Board member

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**

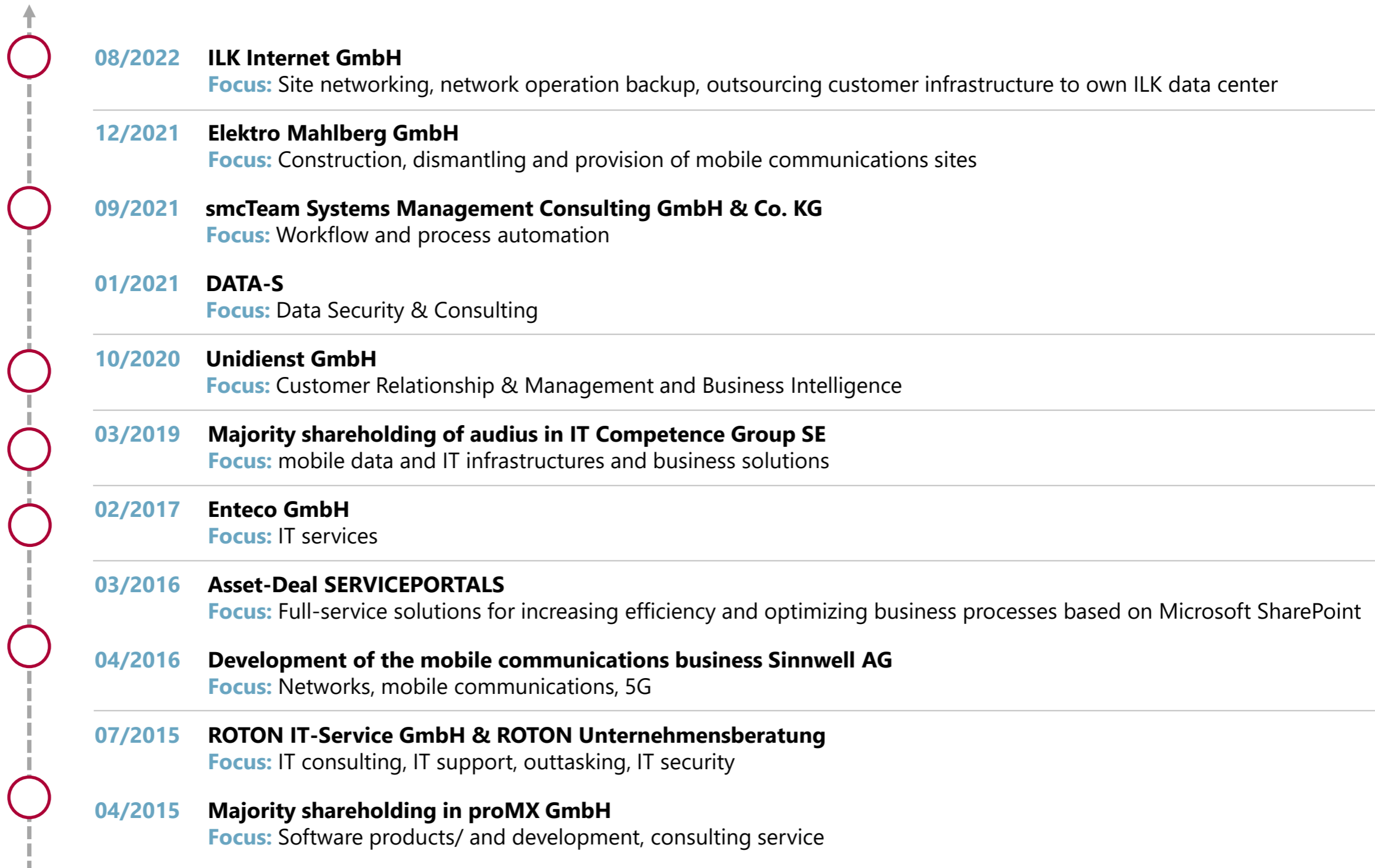
Dual growth strategy

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

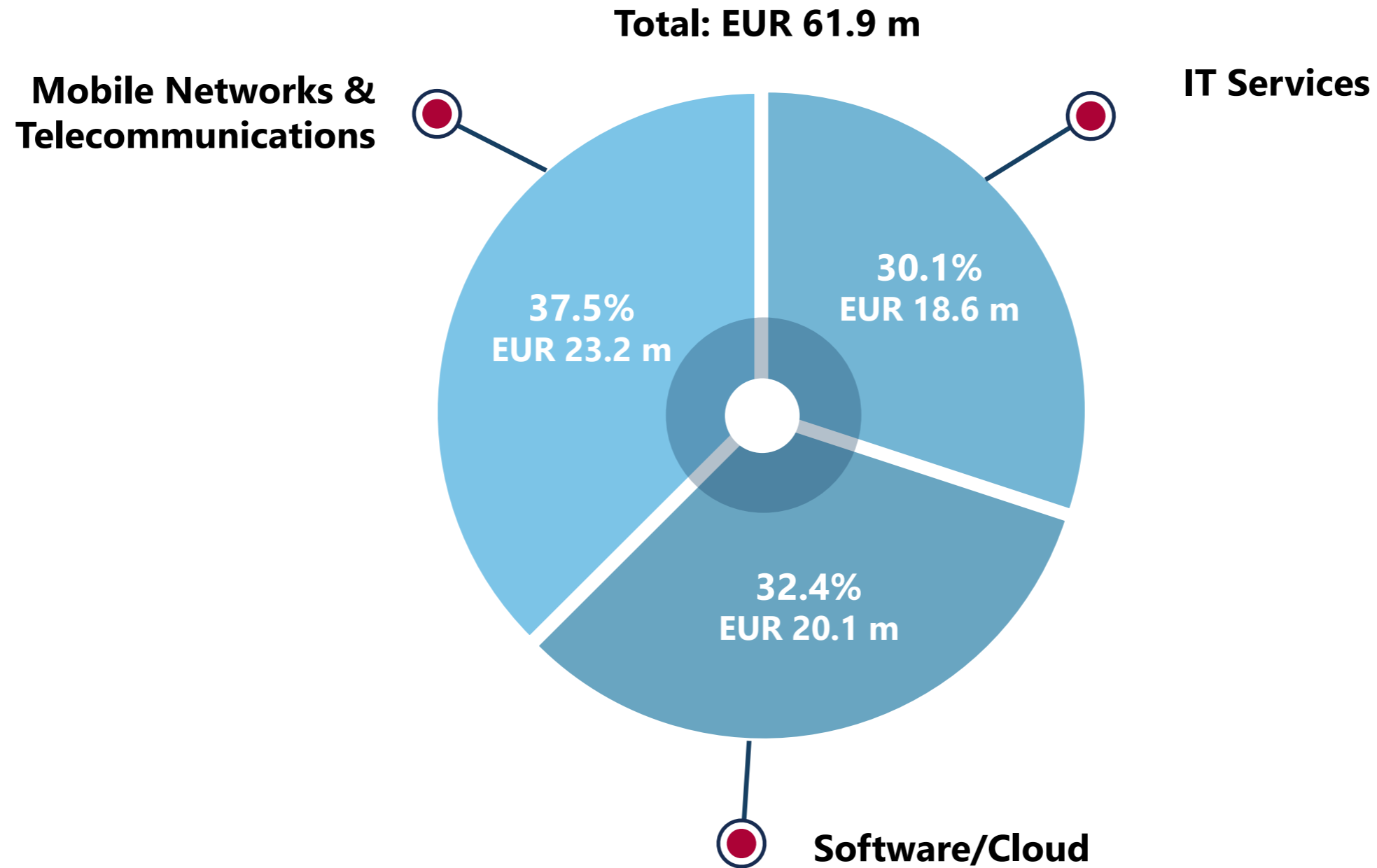


* 2015 - 2020 As-if consolidation from the point of view of audius AG

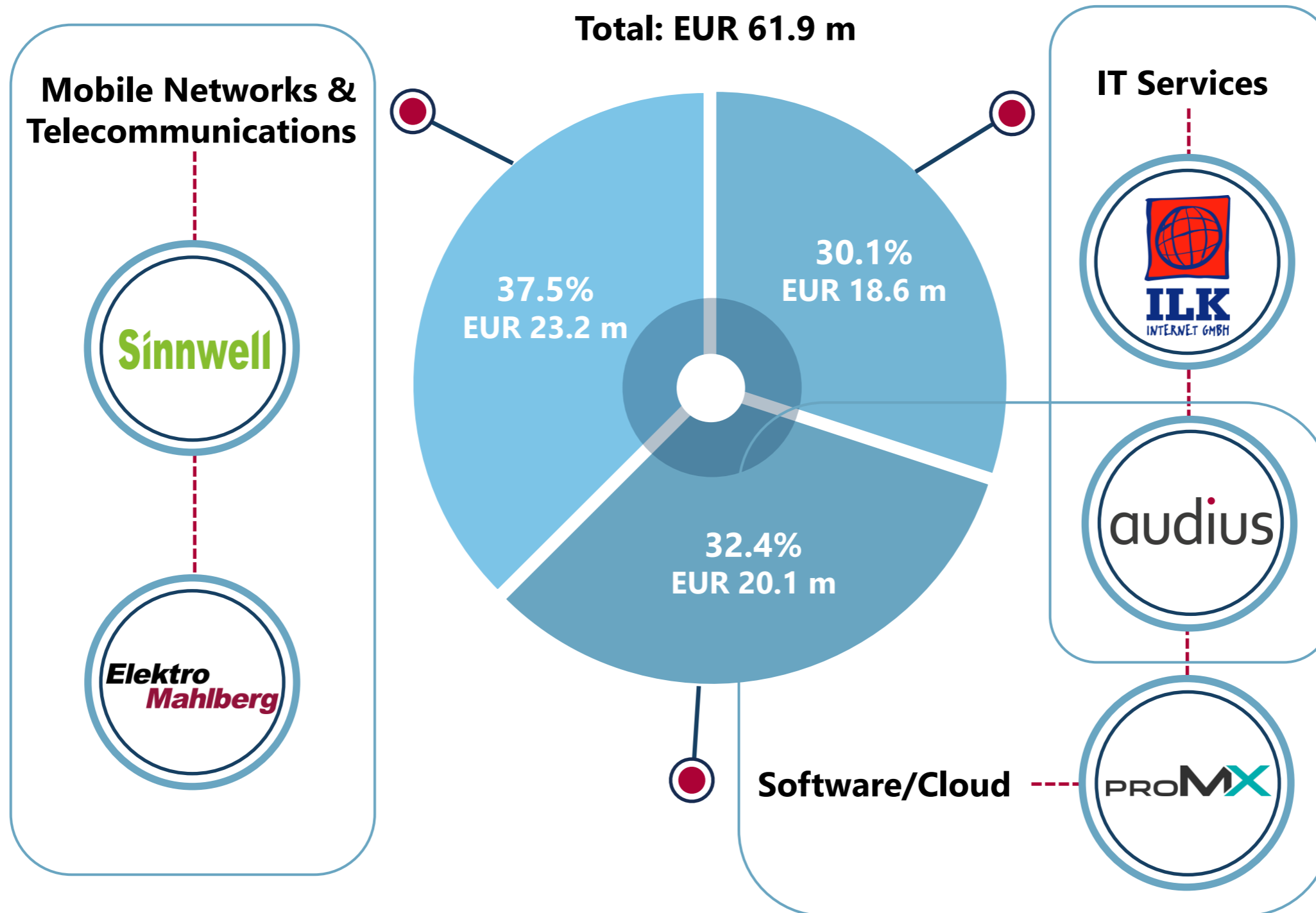
Inorganic growth since 2015



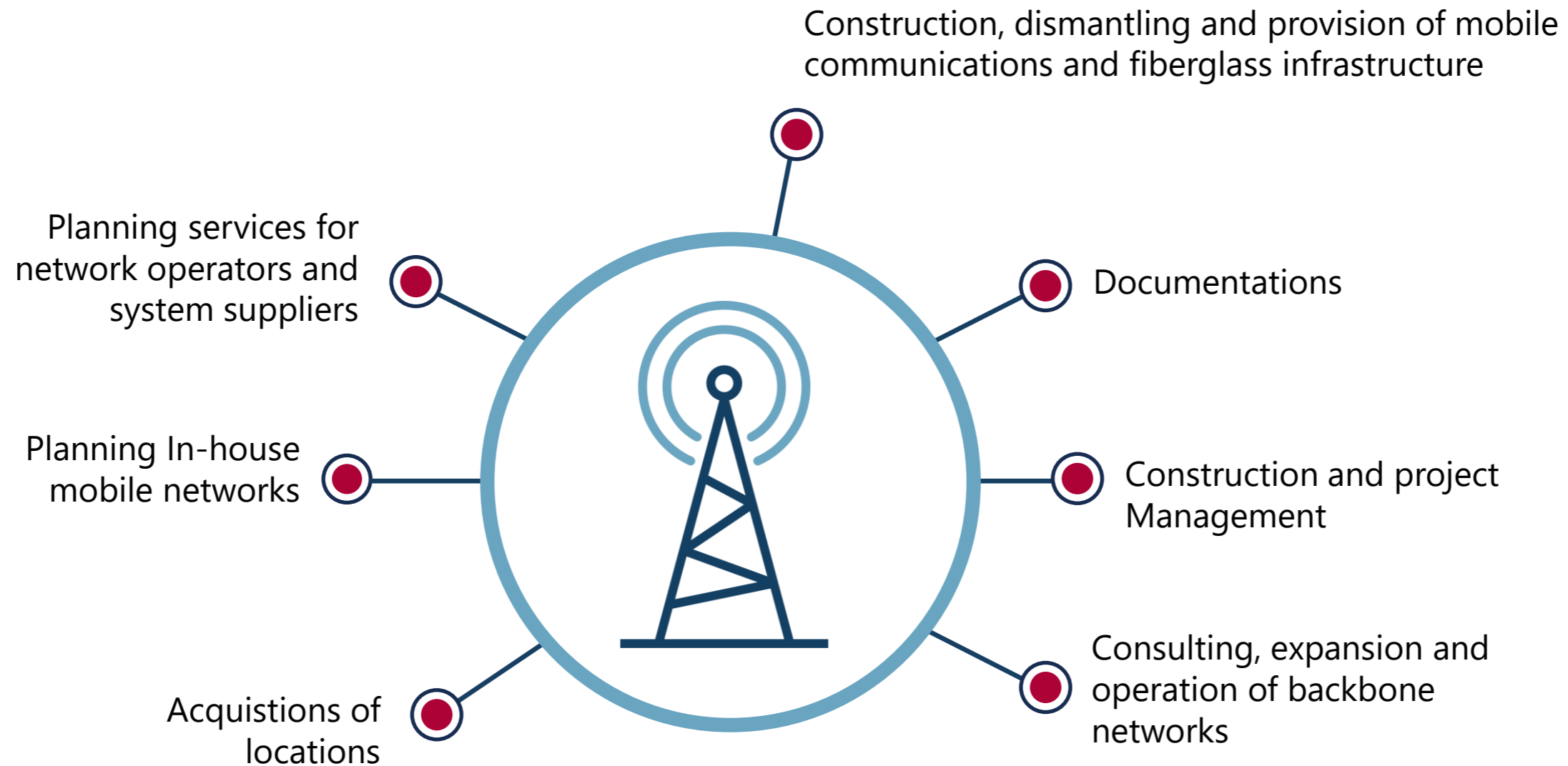
Distribution of total revenue **by business units** Q1-3 2024



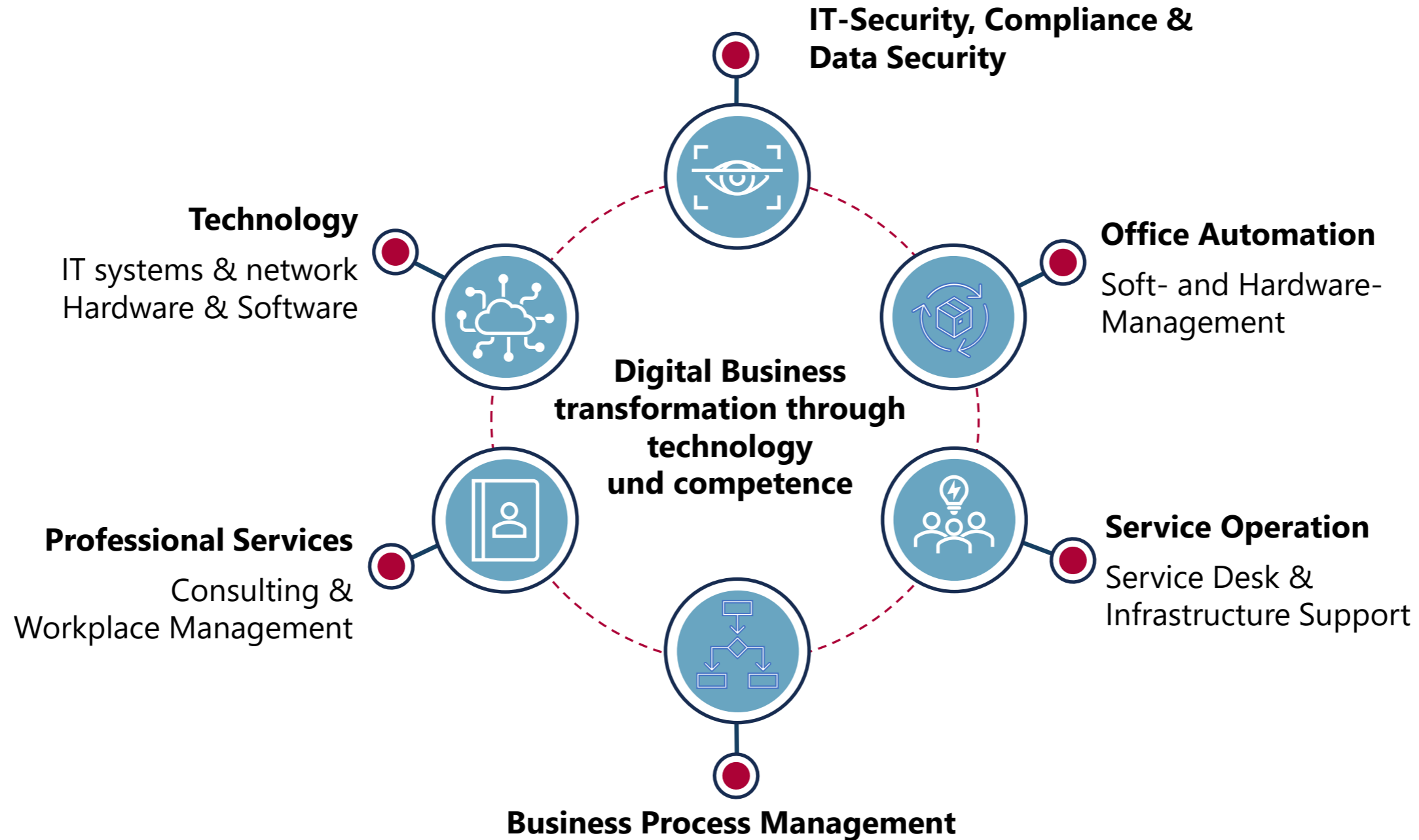
Distribution of total revenue **by business units & brands** Q1-3 2024



Business unit **Mobile Networks & Telecommunications**



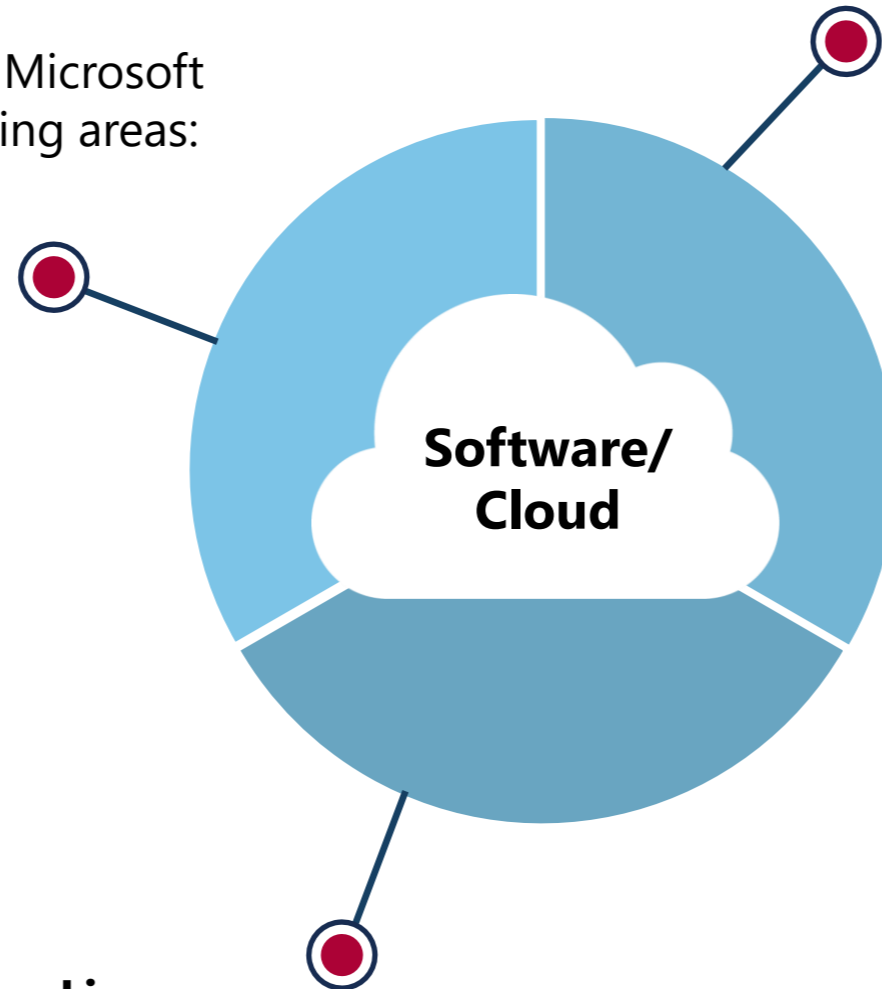
Business unit **IT Services**



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**

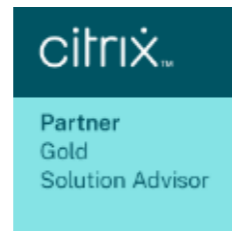
Industry sector:
Mobility

Service:
Implementation of Microsoft Dynamics Project Operations
Superordinate management of all global project activities of a global corporation

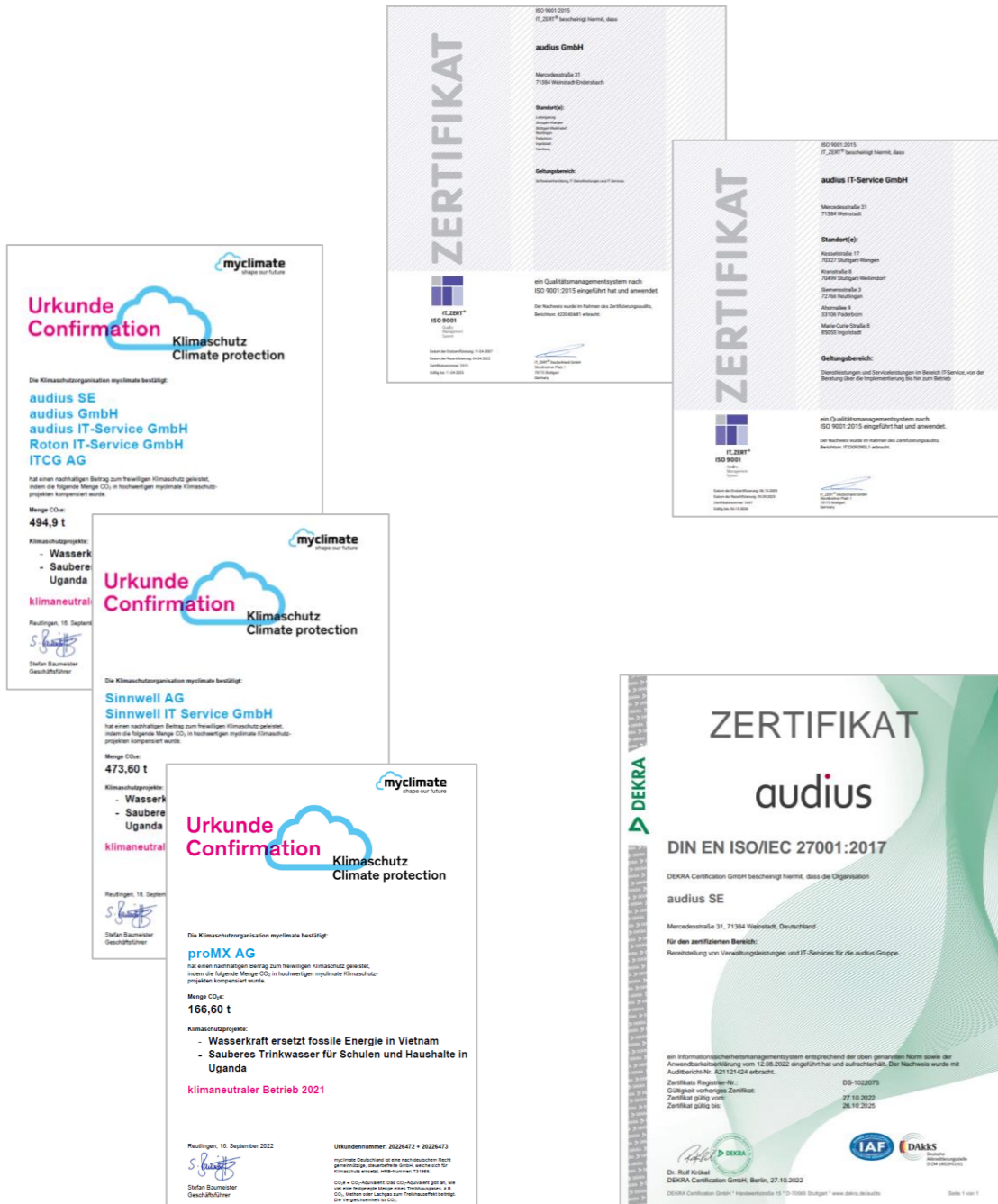
Duration:
• **Implementation: 9 months**
• **Phase 2 planned afterwards**

Volume structure:
• **13,000 user worldwide**

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 and fiber optic network expansion in Germany
- Despite the economic challenges is digitalization on the top of the agendas

Cross-selling and upselling within the Group

- Further use of existing customers
- Marketing of own products and solutions
- Achieving economies of scale for existing customers

Innovations & scalable solutions

- Expansion of the existing range through product innovations or the creation of product variants
- Expansion of margins through scalable products and services
- Growth with innovations in the field of AI and automation with high economies of scale

Acquisitions & Internationalization

- Conquering new market segments and rapid growth by acquiring established companies
- Growth enabler for smaller companies and their IP and services
- Building up expertise through international teams of developers and consultants

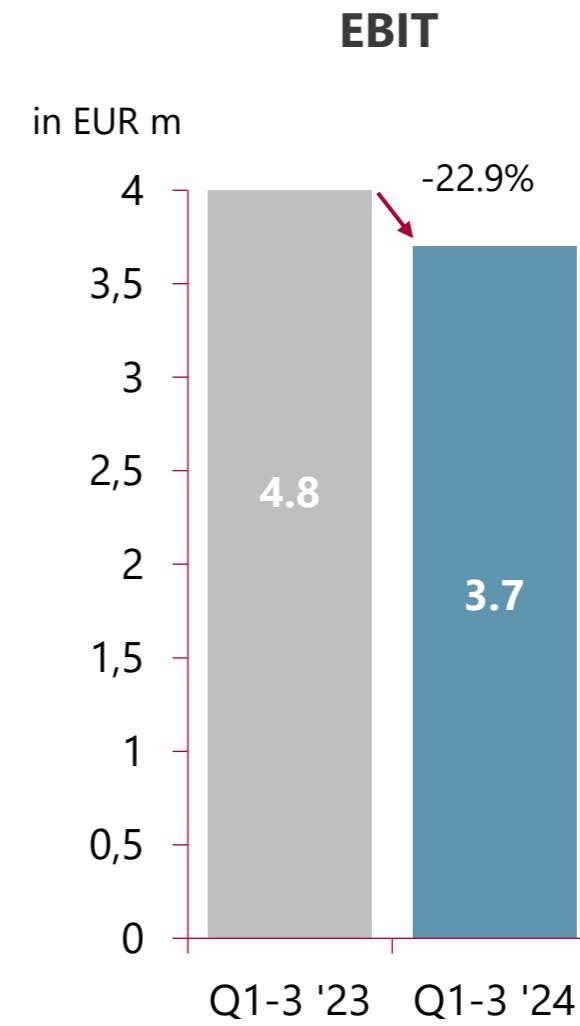
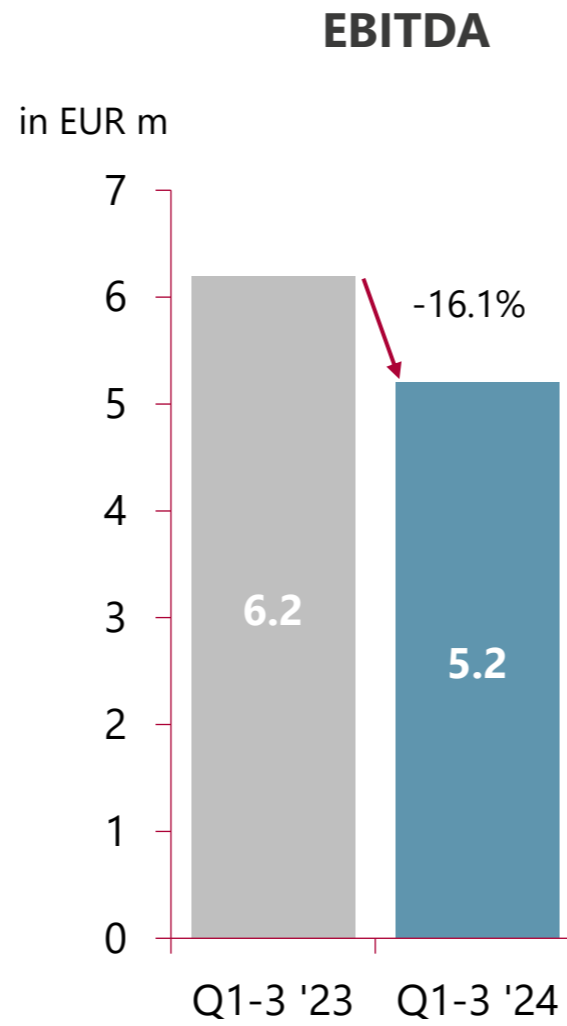
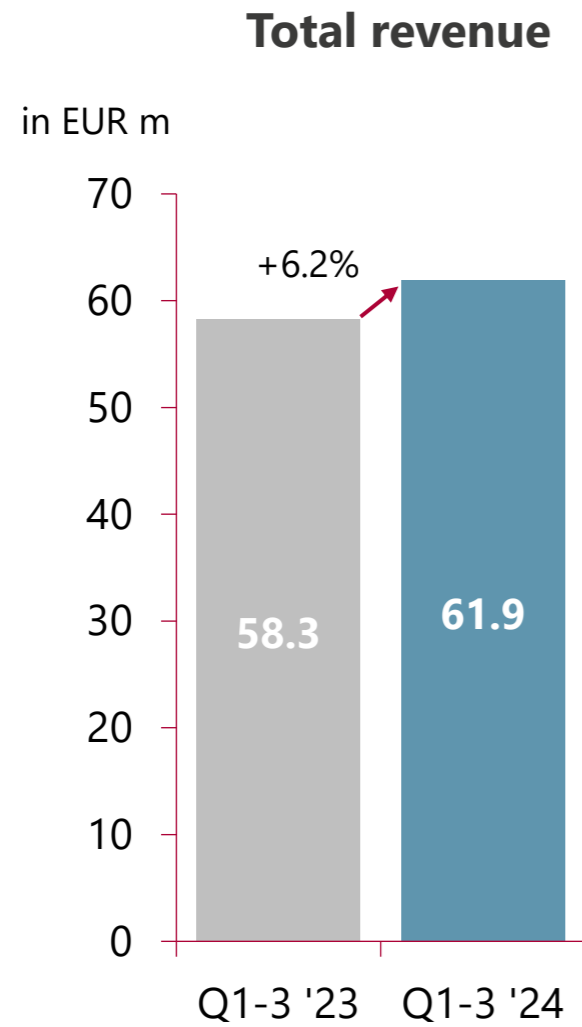
Development of the **income statement in 2023**

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%

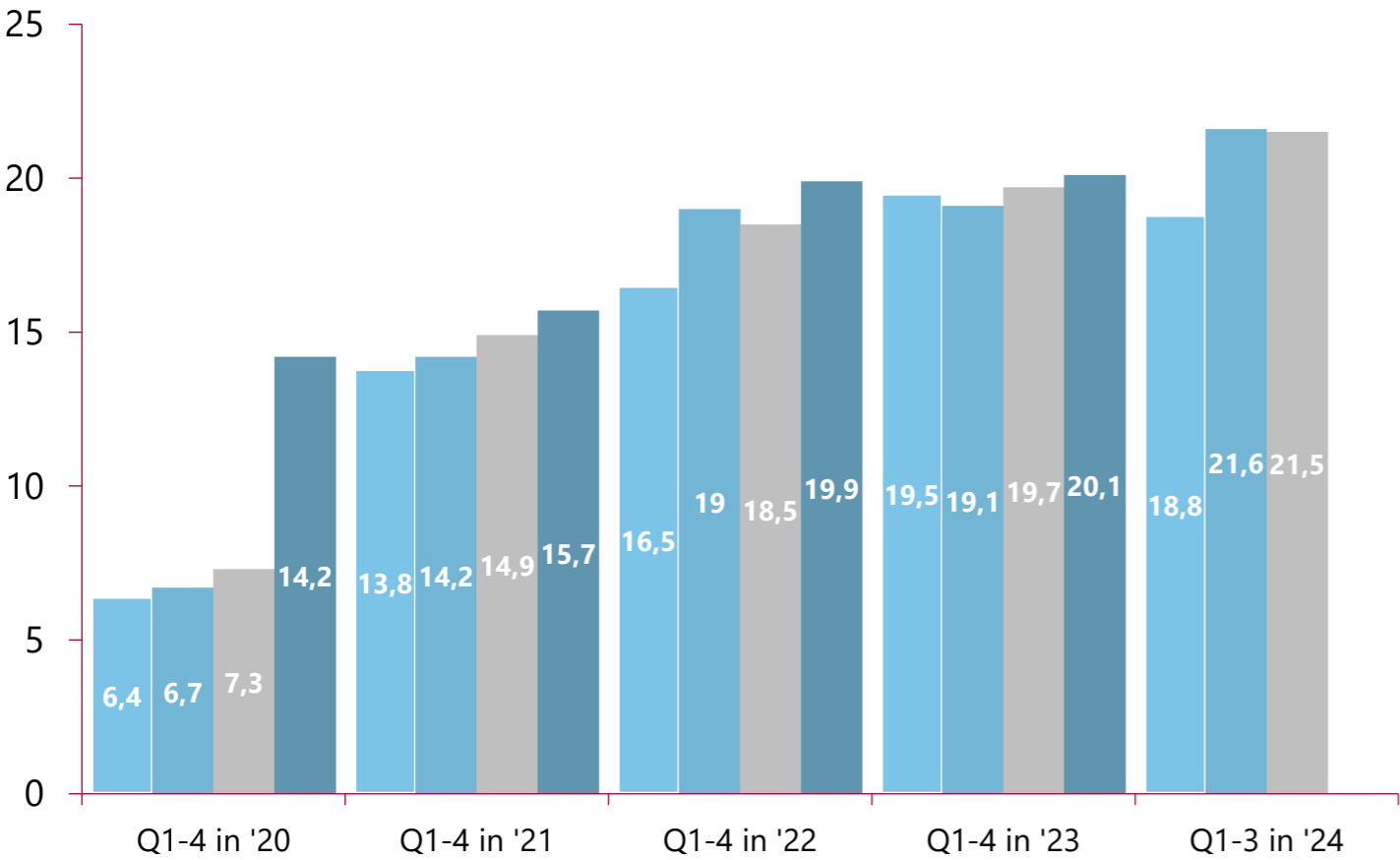
Business development **Q1-3 2023 vs. Q1-3 2024**



Quarterly development since Q1 2020

Total revenue

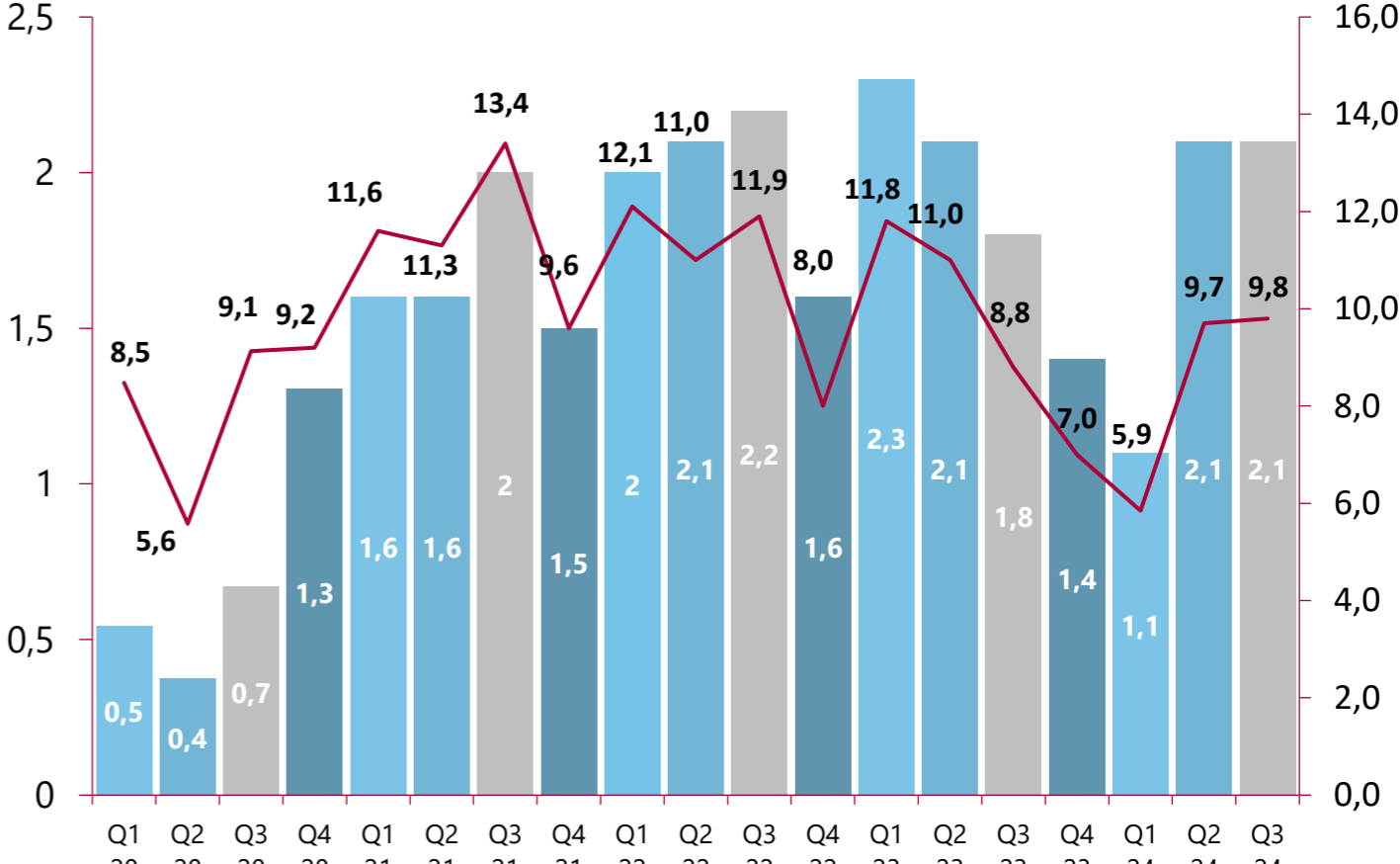
in EUR m



EBITDA / Margin

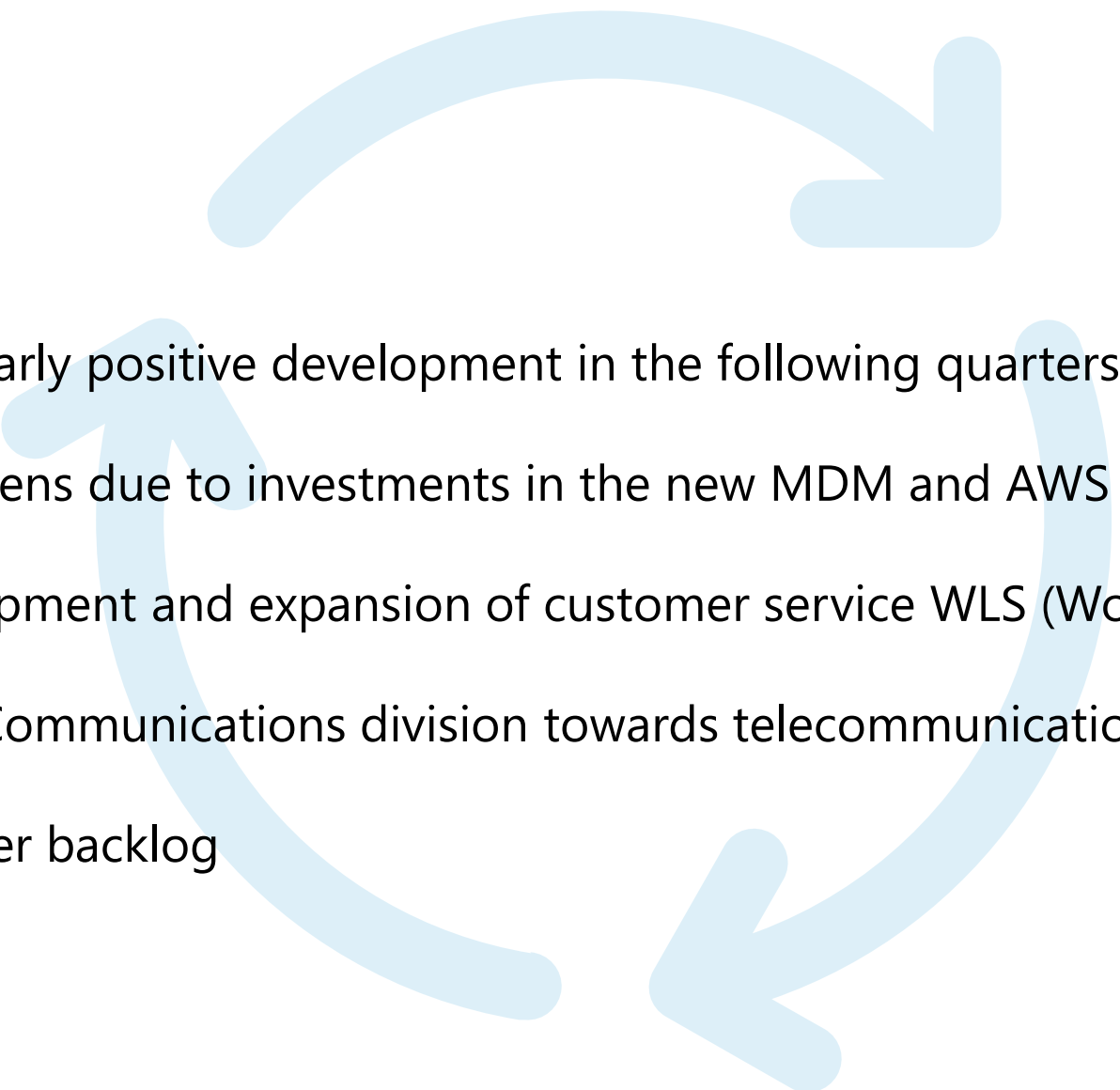
in EUR m

in %

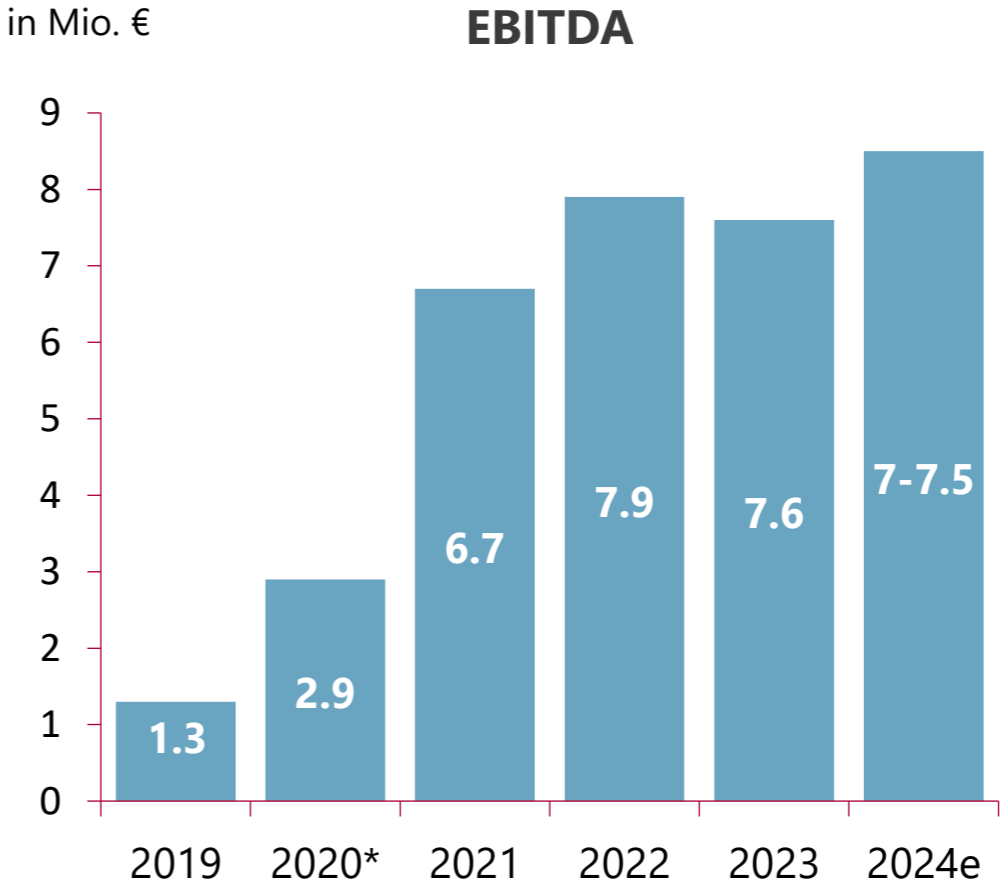
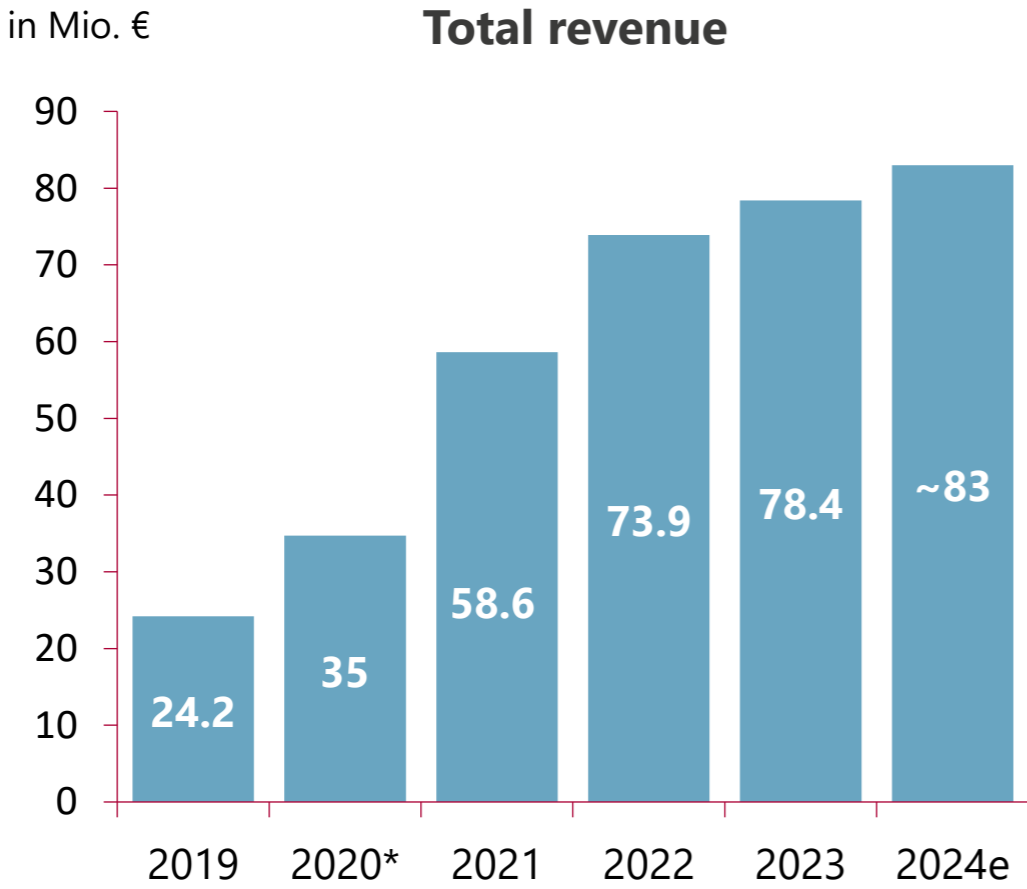


■ Q1
 ■ Q2
 ■ Q3
 ■ Q4

Actual status

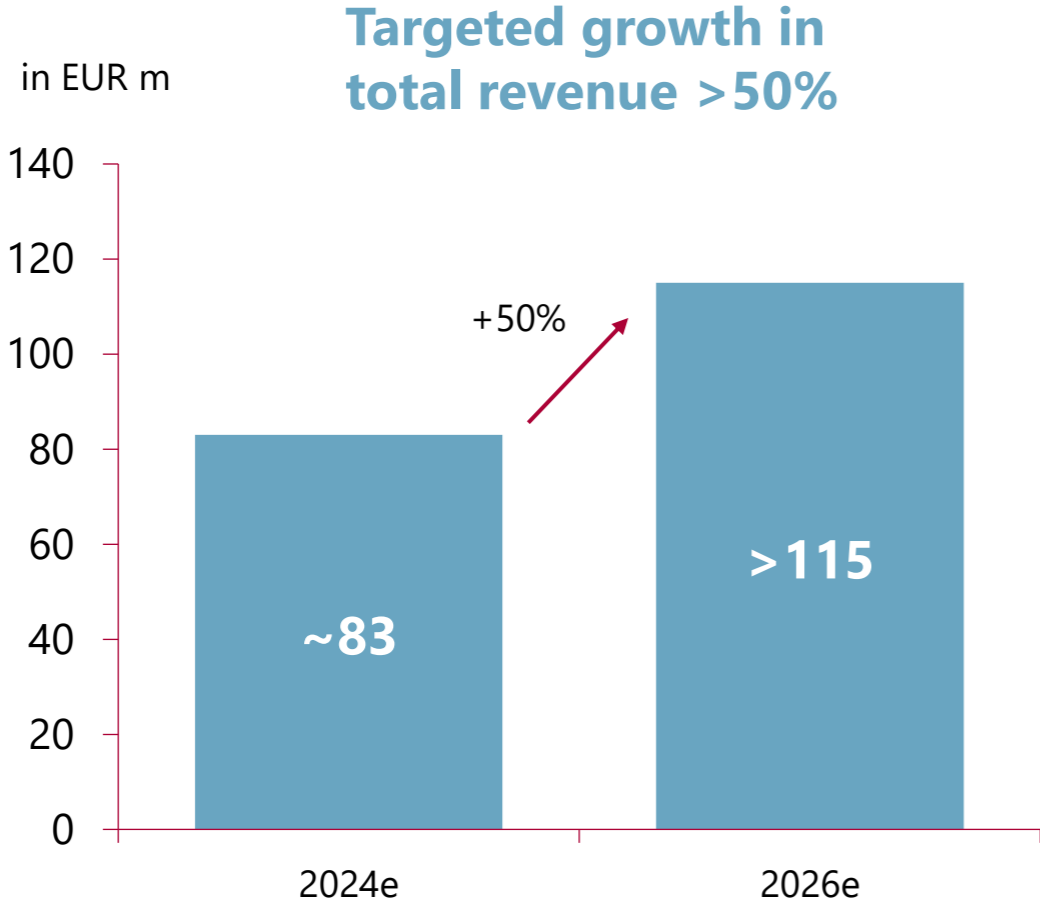
- 
- After a weak Q1/2024, clearly positive development in the following quarters
 - 2024 with significant burdens due to investments in the new MDM and AWS business areas
 - Investments in the development and expansion of customer service WLS (Workplace Lifecycle Services)
 - Expansion of the Mobile Communications division towards telecommunications
 - Unchanged very high order backlog

Total annual figures since 2019



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

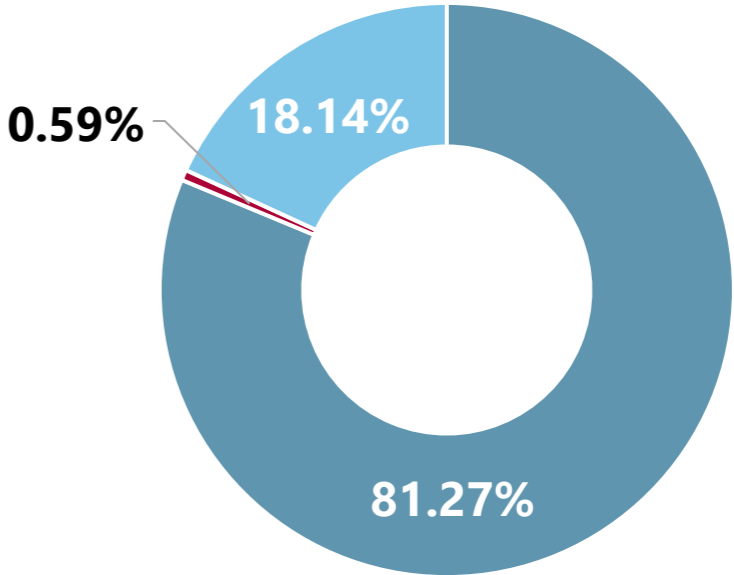
audius **medium-term target by 2026**



- 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 05/02/2025	EUR 11.15
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 20.00), GBC (target EUR 21.50)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 54.9 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



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Executive Board member



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Weinstadt 2025