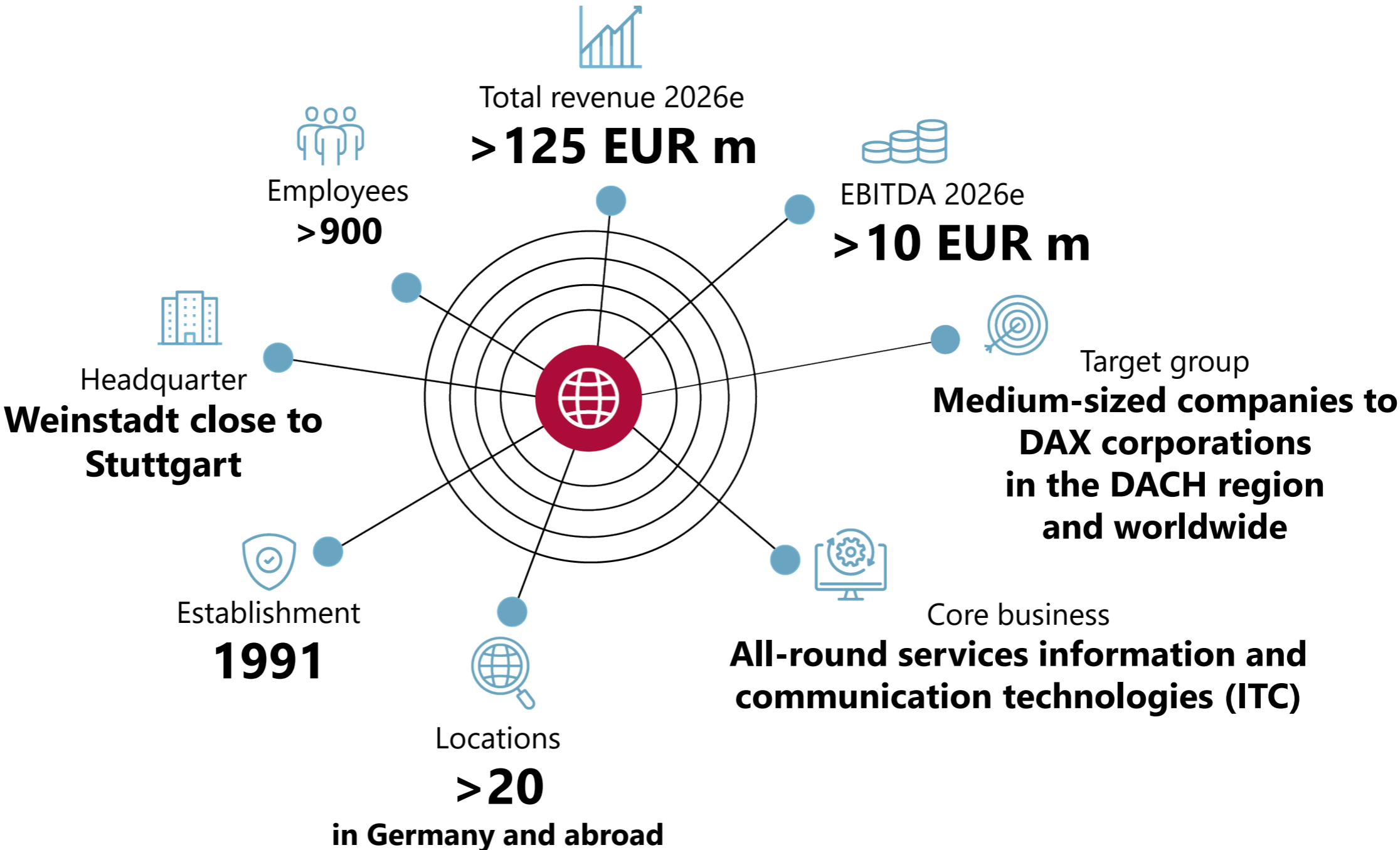




# Company presentation audius SE

Status 24/04/2026

# audius in one view



# Locations in Germany and worldwide



# 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.



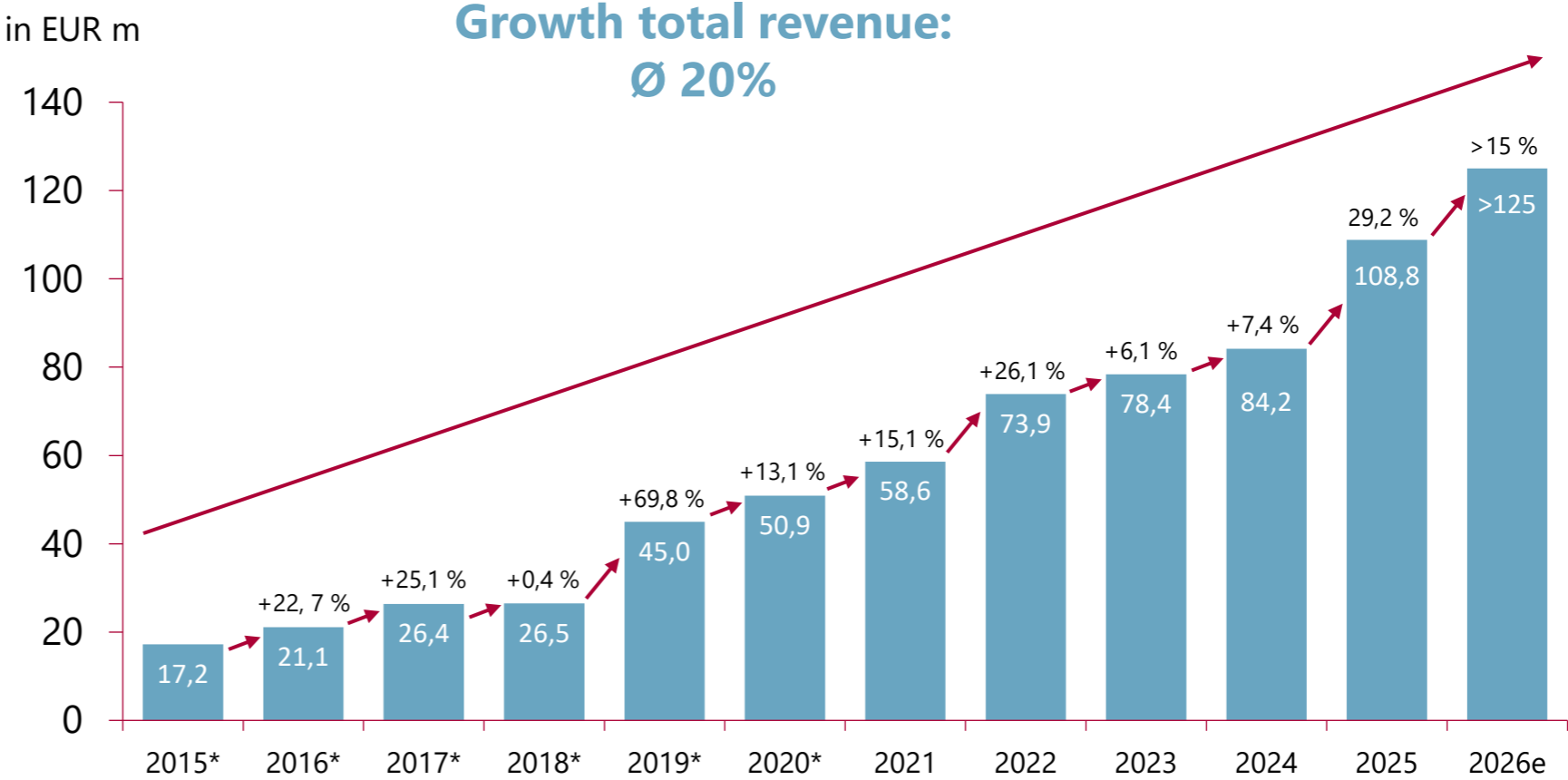
**Konstantin Tsaligopoulos, Executive Board member**

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

# audius **growth story**

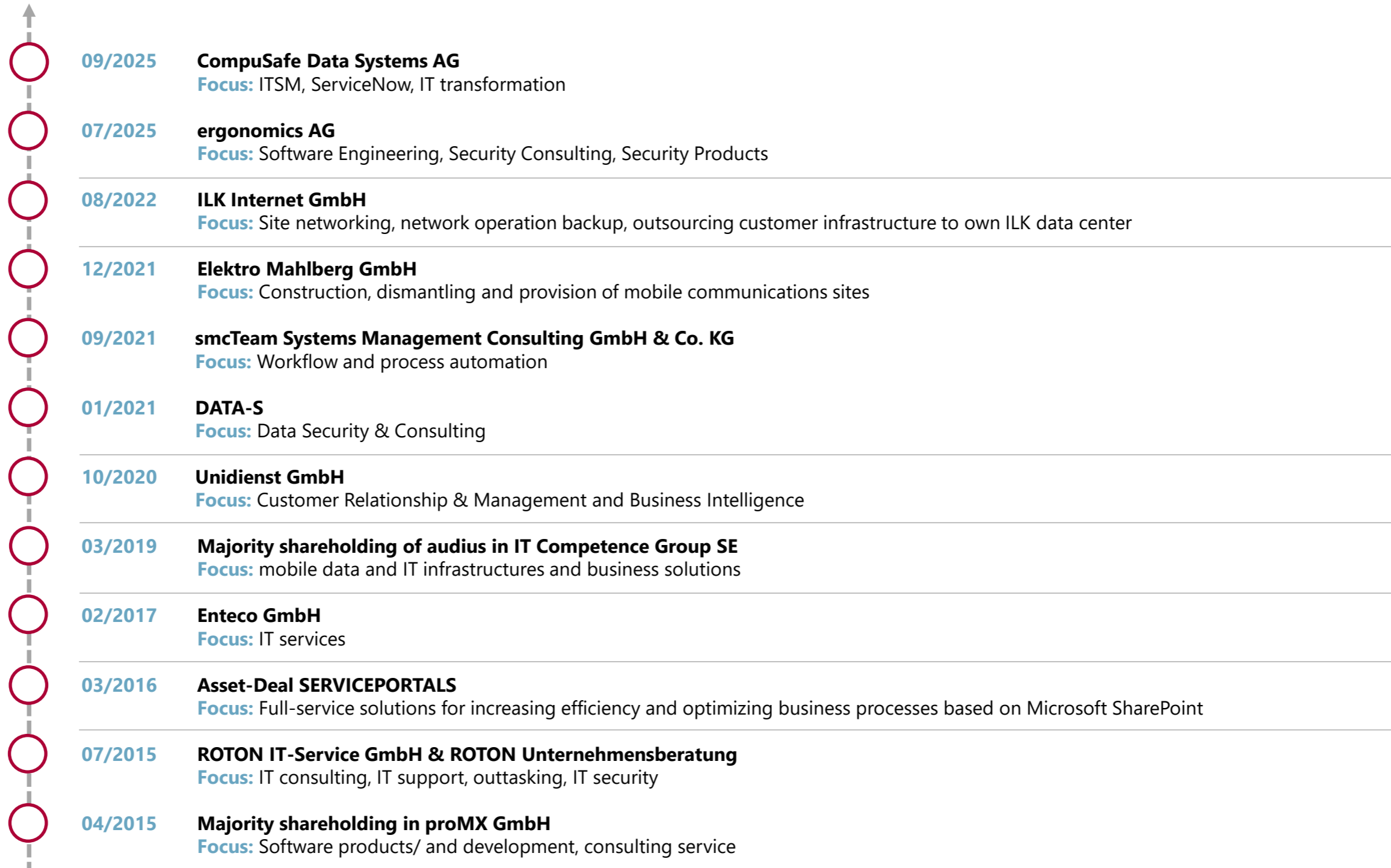
## Dual growth strategy

- 1. Organic growth **from our own resources**
- 2. Inorganic growth **through targeted acquisitions**

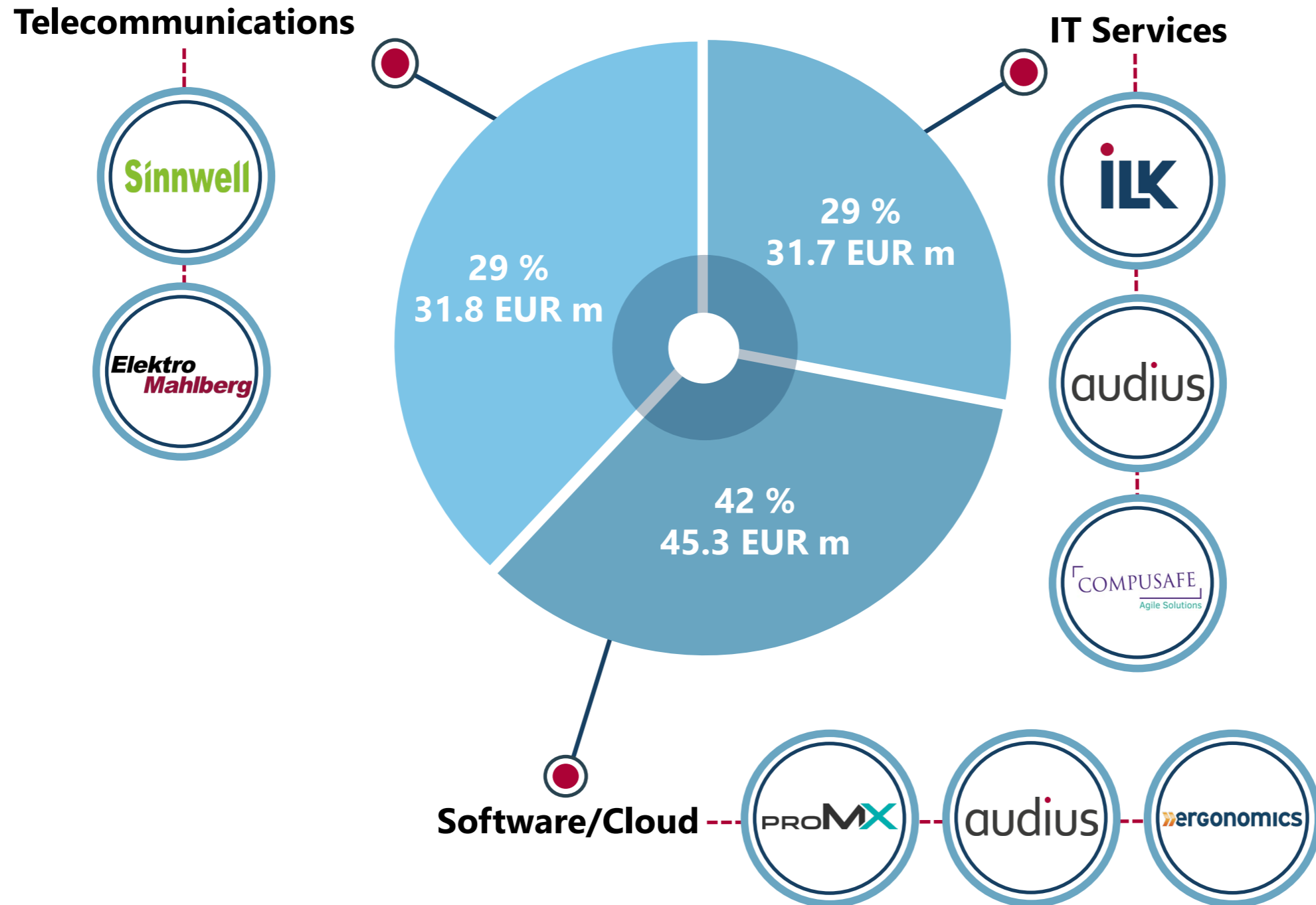


\* 2015 - 2020 As-if consolidation from the point of view of audius AG

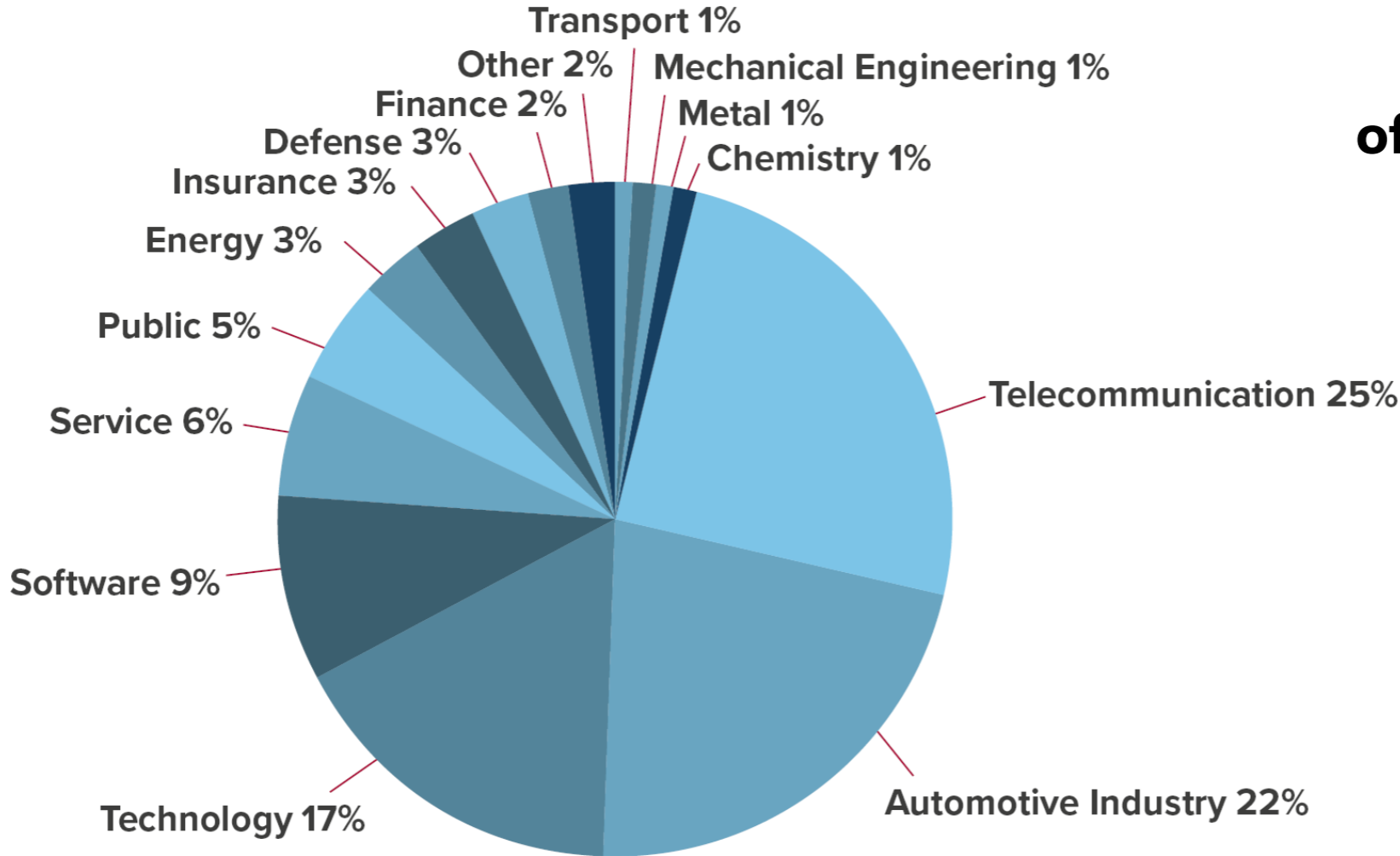
# Inorganic growth since 2015



# Breakdown of total revenue **by business segment in 2025**

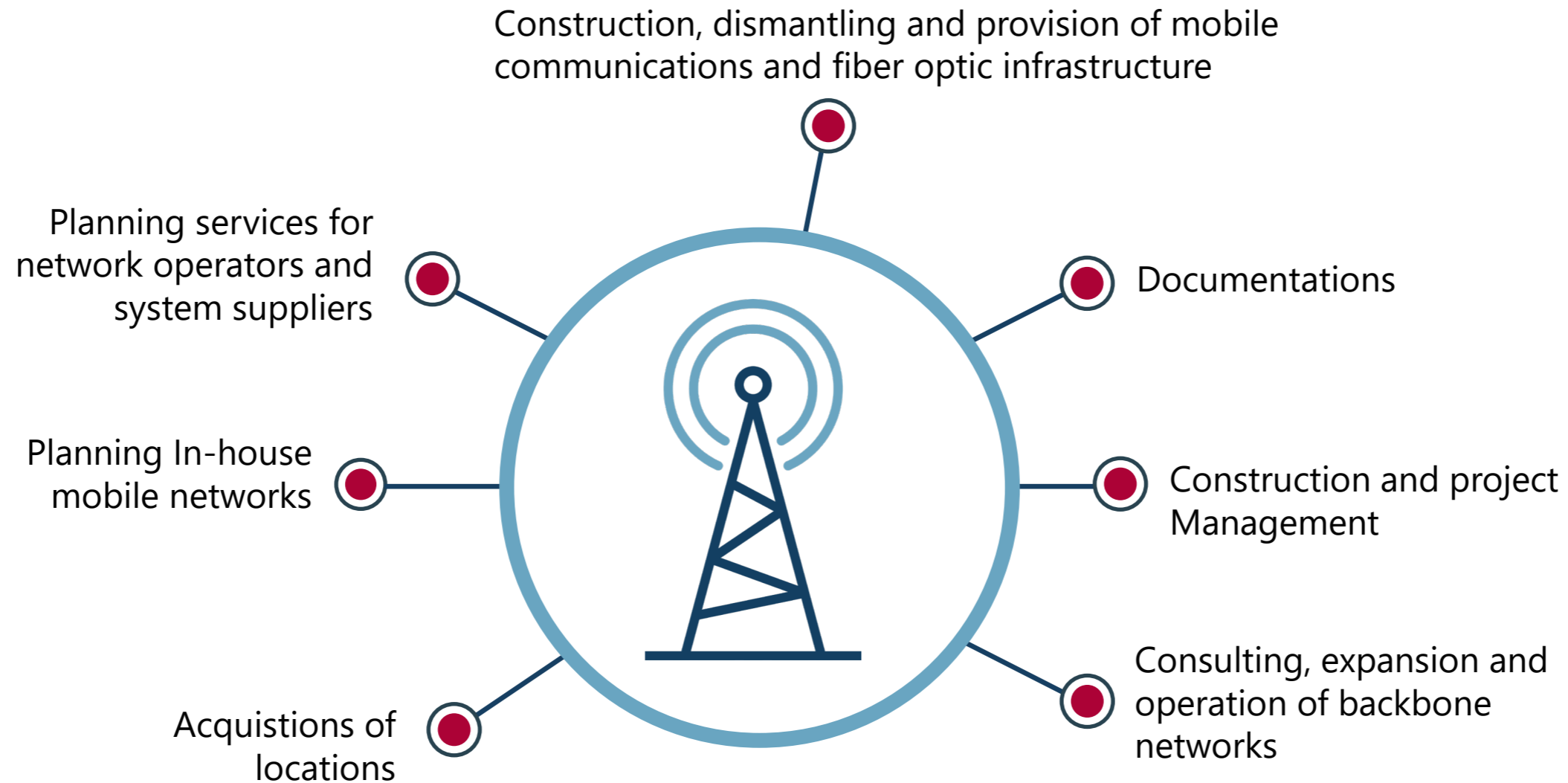


# Distribution of sales by sector – financial year 2025

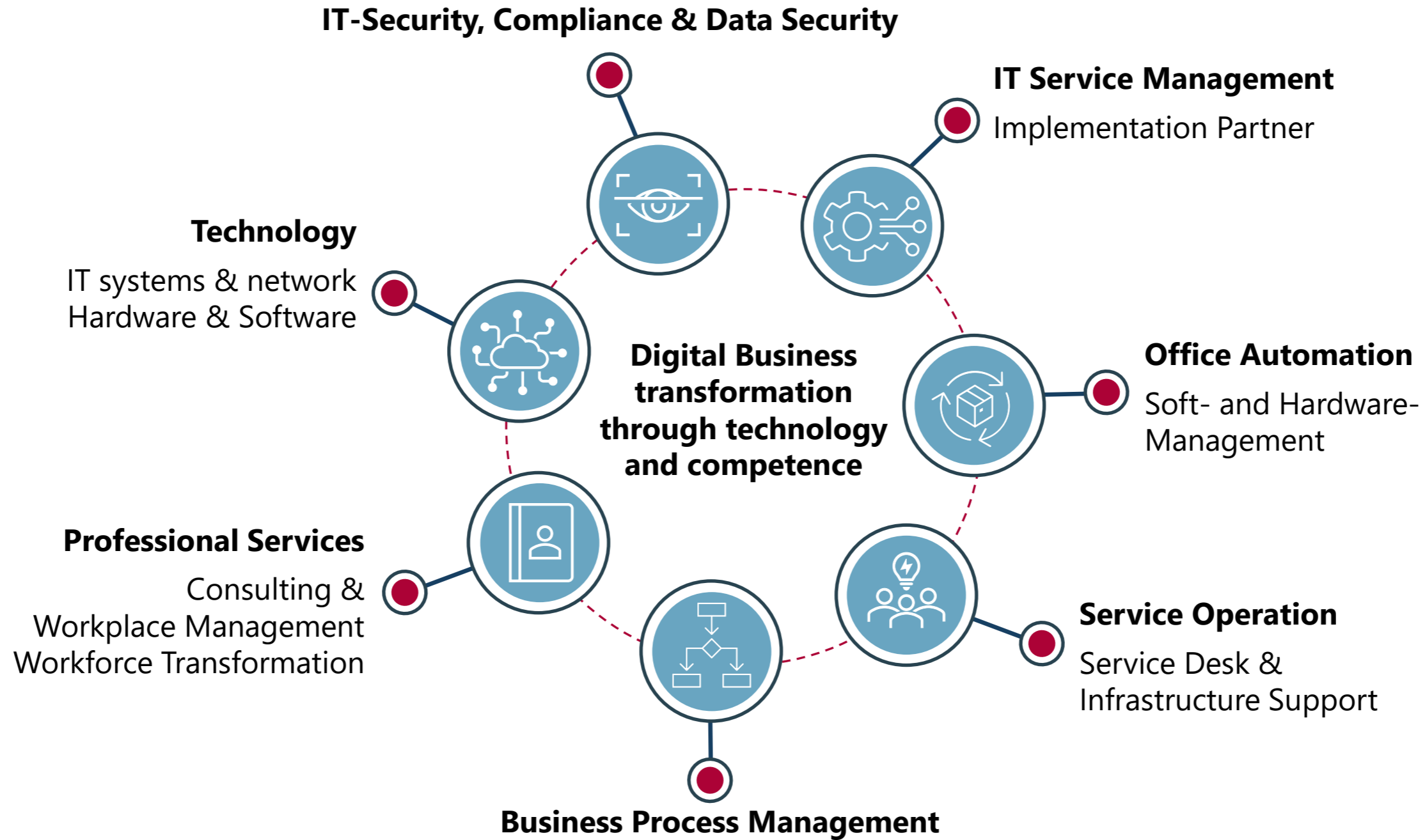


**42,1%**  
of total sales in critical  
infrastructure

# Business unit **Telecommunications**



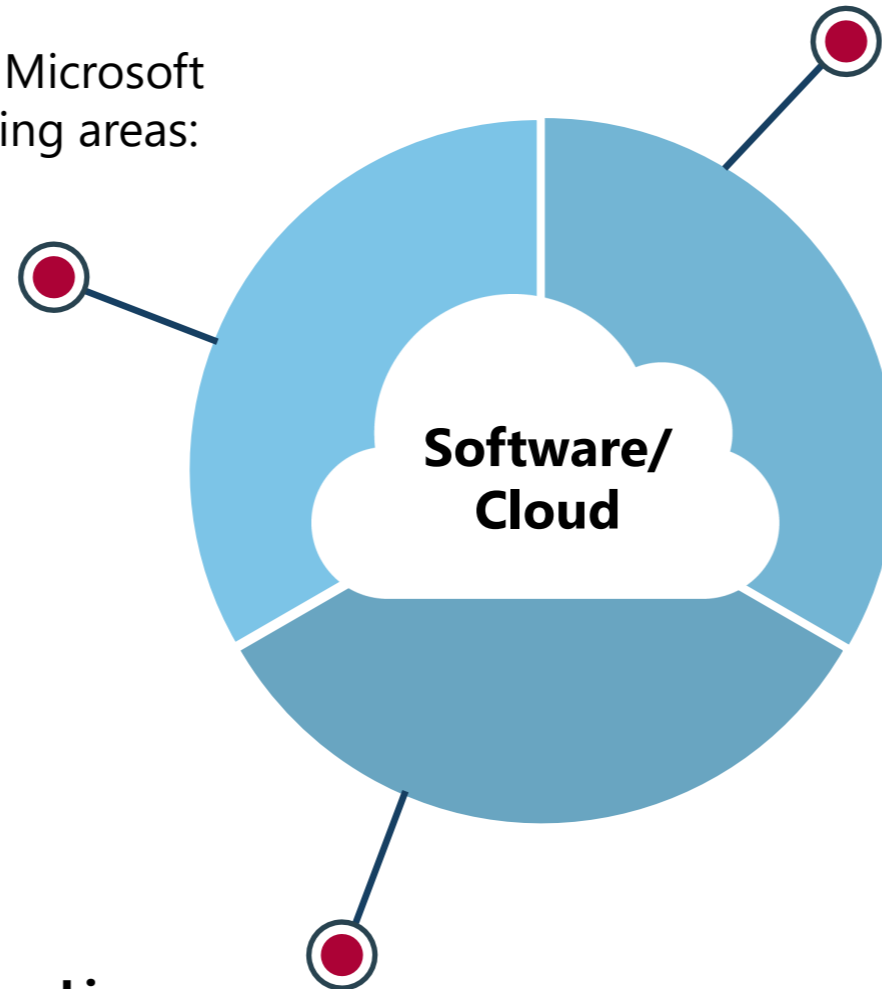
# Business unit **IT Services**



# 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**



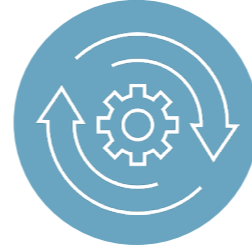
**Project reference**  
Business unit  
**Telecommunications**

Industry sector:  
**Telecommunications/General Contractor**

Service:  
**Surveys and planning for mobile network locations, particularly regarding shared use**

Duration:  
**12+ months**

Volume structure:  
**500-1,000 locations in western Germany**



**Project reference**  
Business unit **IT Services**

Industry sector:  
**Banks**

Service:  
**Rollout of active network components**

Duration:  
**8 months**

Volume structure:  
**Approximately 6 people on duty**



**Project reference**  
Business unit **Software/Cloud**

Industry sector:  
**Semiconductor industry**

Service:  
**Migration from Project Online to MS Dynamics Project Operations**

Duration:  
**~6 months**

Volume structure:  
**~USD 500 million in volume**

# Partnerships

servicenow

aws

blanco

Relution

Apple Consultants Network

jamf

Microsoft

NAKIVO

SOPHOS

citrix  
Partner  
Gold  
Solution Advisor

cisco

vmware

FUJITSU

USU

SAP  
Partner

macmon  
nac intelligent einfach

CHECK POINT  
PARTNER  
★★

SIEMENS

Hewlett Packard Enterprise

baramundi  
software AG

TREND  
MICRO  
Bronze Partner

ARROW

FORTINET

aruba  
a Hewlett Packard Enterprise company

DELL Technologies

veeam  
Value-Added Reseller  
Silver

Adobe

# 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 from 2022 to 2024 on the **Lünendonk®-List** among the **"TOP 20 leading IT service companies in Germany"**

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


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



# Our references

## Telecommunications



 Bundesanstalt für den Digitalfunk der Behörden und Organisationen mit Sicherheitsaufgaben

## IT Services



## Software/Cloud



# Our workforce\* at a glance



**>900**

Number of employees



**~29.8 %**

Women



**~70.2 %**

Men



**38**

Different nationalities



**44 years**

Average age

\*as at 16/03/2026

# Strategic growth fields



## People & Technologies

### Dynamic growth in target markets

- BITKOM expects 4.4 % growth for the IT market in 2026
- Further 5G rollout and fiber optic network expansion in Germany
- Despite economic challenges, there has been dynamic growth in digitalization, including AI and automation

### 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 P&L

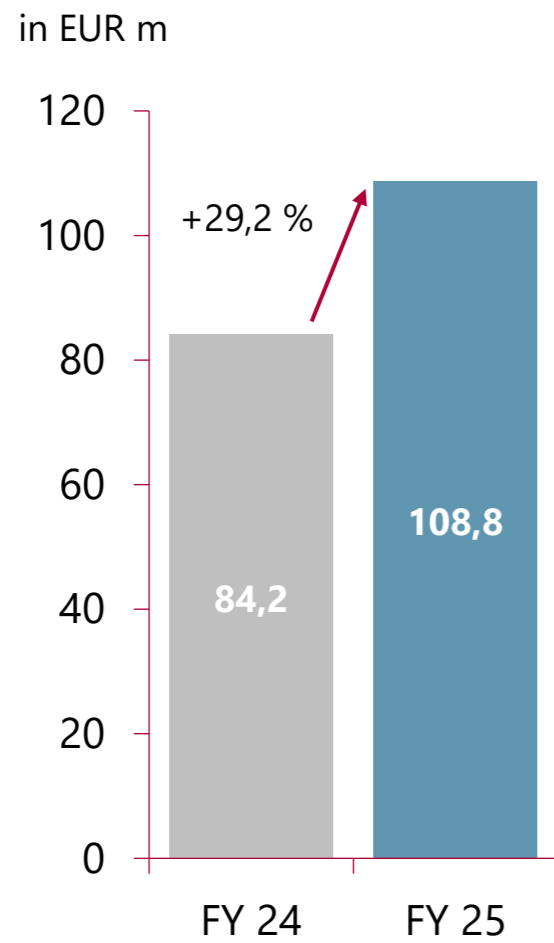
in EUR m	1-12/2025	1-12/2024	Difference absolute	Difference in %
<b>Total revenue</b>	108.8	84.2	+ 24.6	+ 29.2 %
<b>Gross Profit</b>	77.2	63.9	+ 13.4	+ 21.0 %
<b>EBITDA</b>	8.8	7.1	+ 1.7	+ 24.2 %
<b>EBITDA-Margin</b>	8.1 %	8.5 %	- 0.4	- 4.7 %
<b>EBIT</b>	6.2	5.0	+ 1.2	+ 24.0 %
<b>Earnings per share after minorities</b>	0.48	0.42	+ 0.06	+ 14.3 %

# Development of the **Balance sheet**

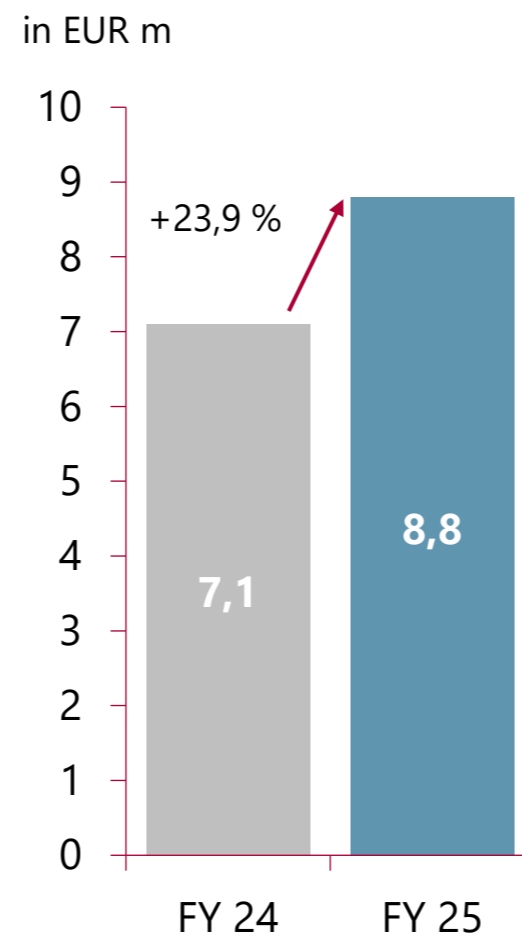
in EUR m	31/12/2025	31/12/2024	Difference absolute	Difference in %
<b>Total assets</b>	57.5	38.1	+ 19.3	+ 50.7 %
<b>Equity</b>	26.7	24.3	+ 2.4	+ 10.0 %
<b>Equity ratio</b>	46.5 %	63.7 %	- 17.2	- 27.0 %
<b>Cash</b>	17.1	11.0	+ 6.1	+ 55.4 %
<b>Bank liabilities</b>	7.5	2.6	+ 4.9	+ 185.2 %
<b>Order backlog</b>	98.9	79.3	+ 19.6	+ 24.7 %

# Business development **FY 2024 vs. FY 2025**

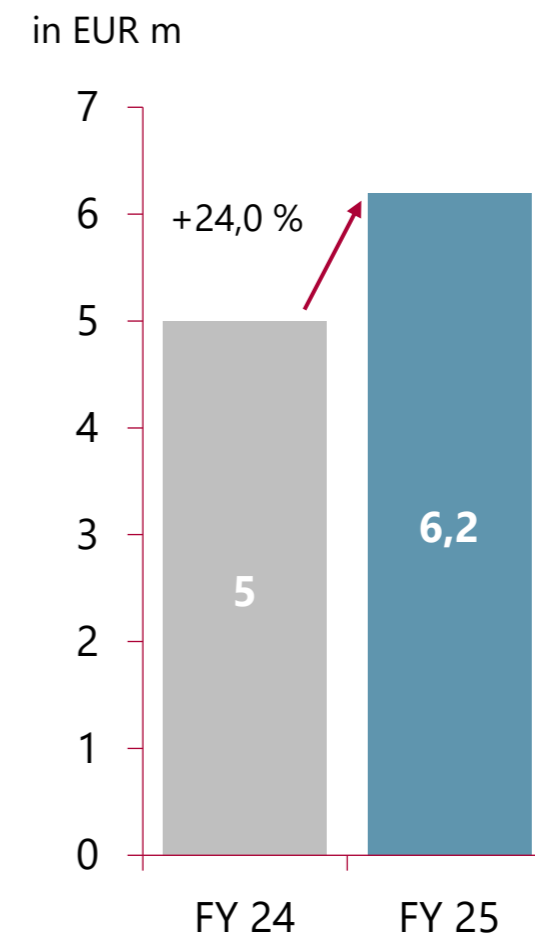
## Total revenue



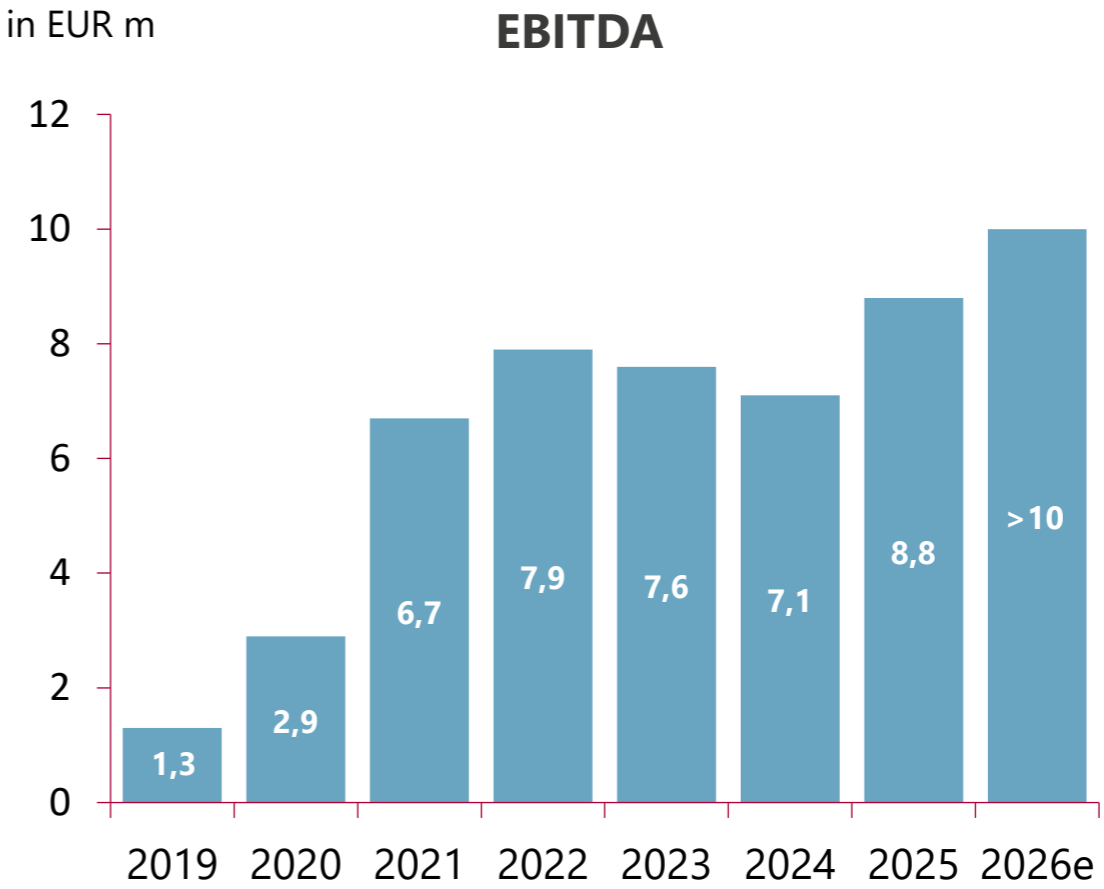
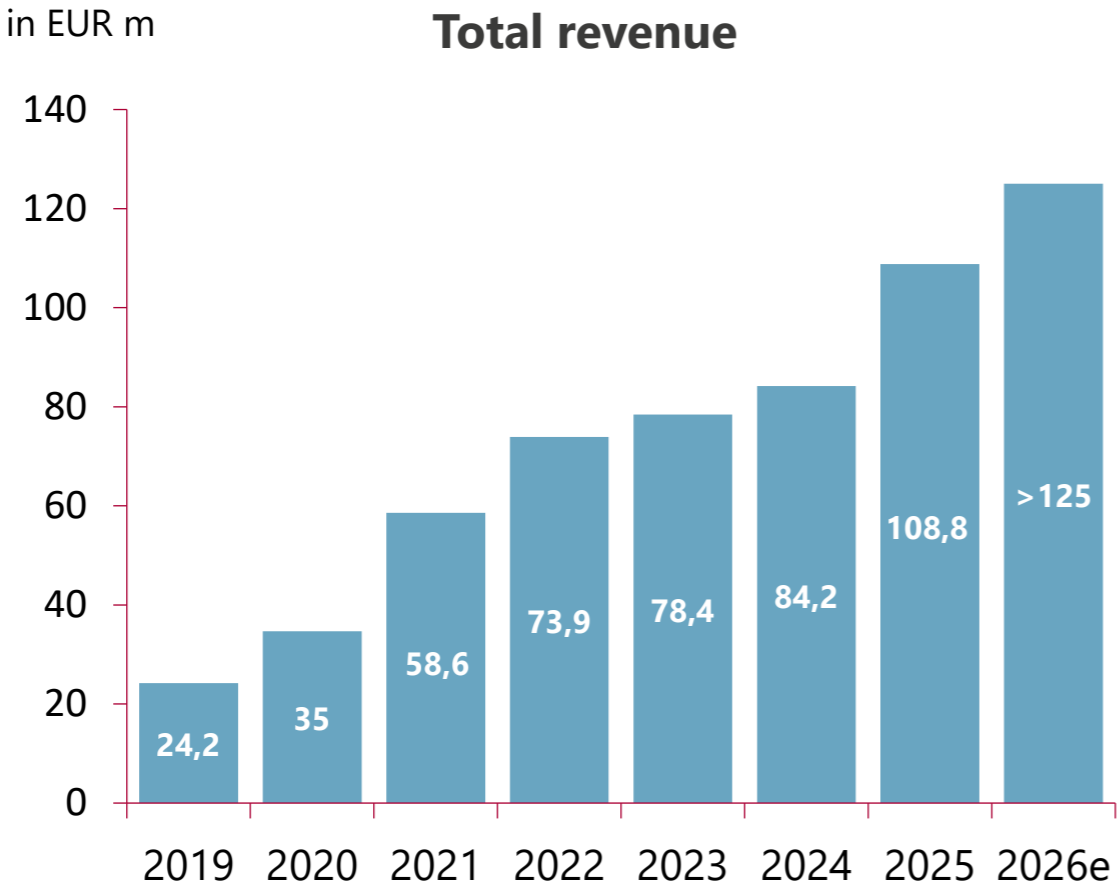
## EBITDA



## EBIT

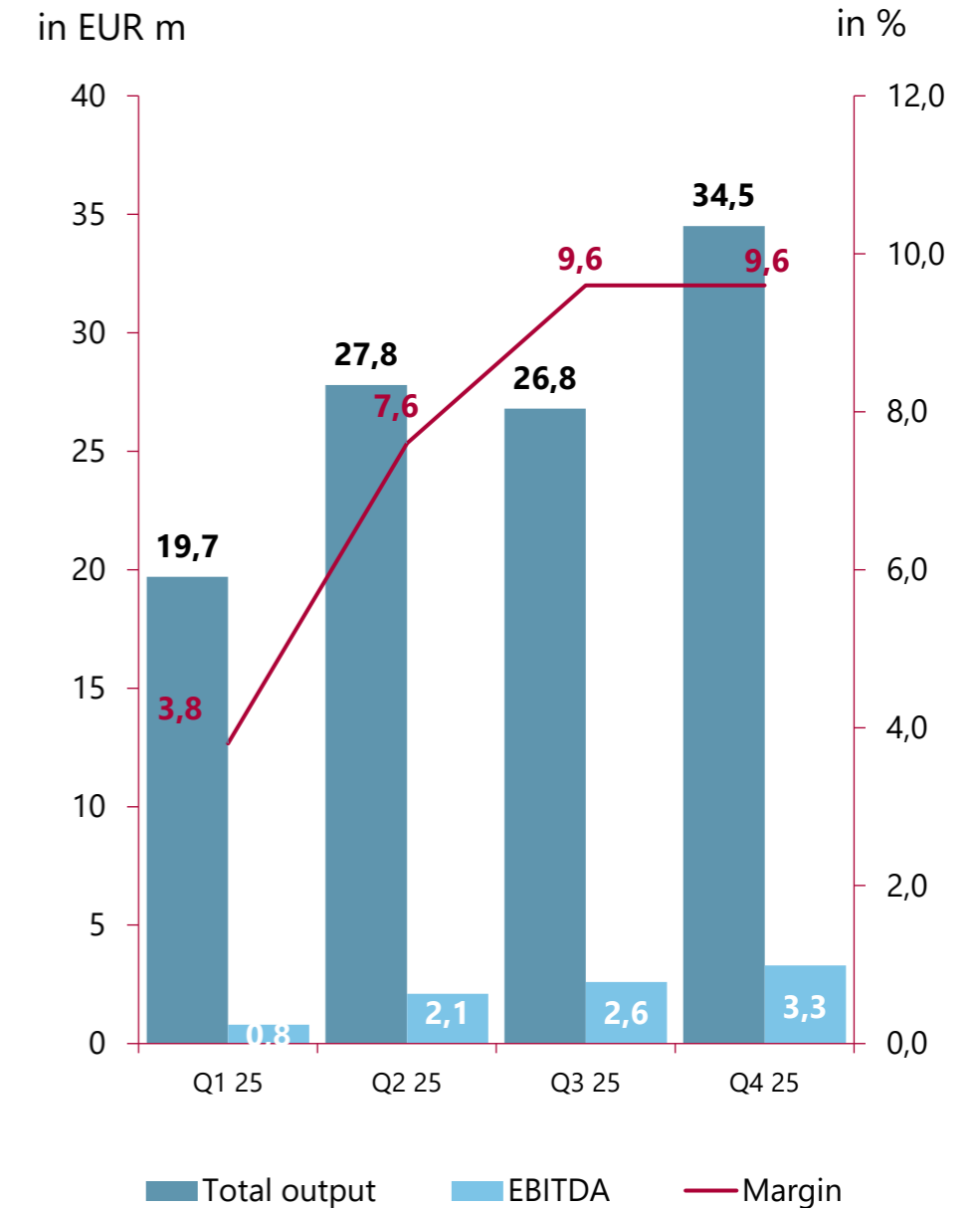


# Total annual figures since 2019



# Executive Summary for 2025

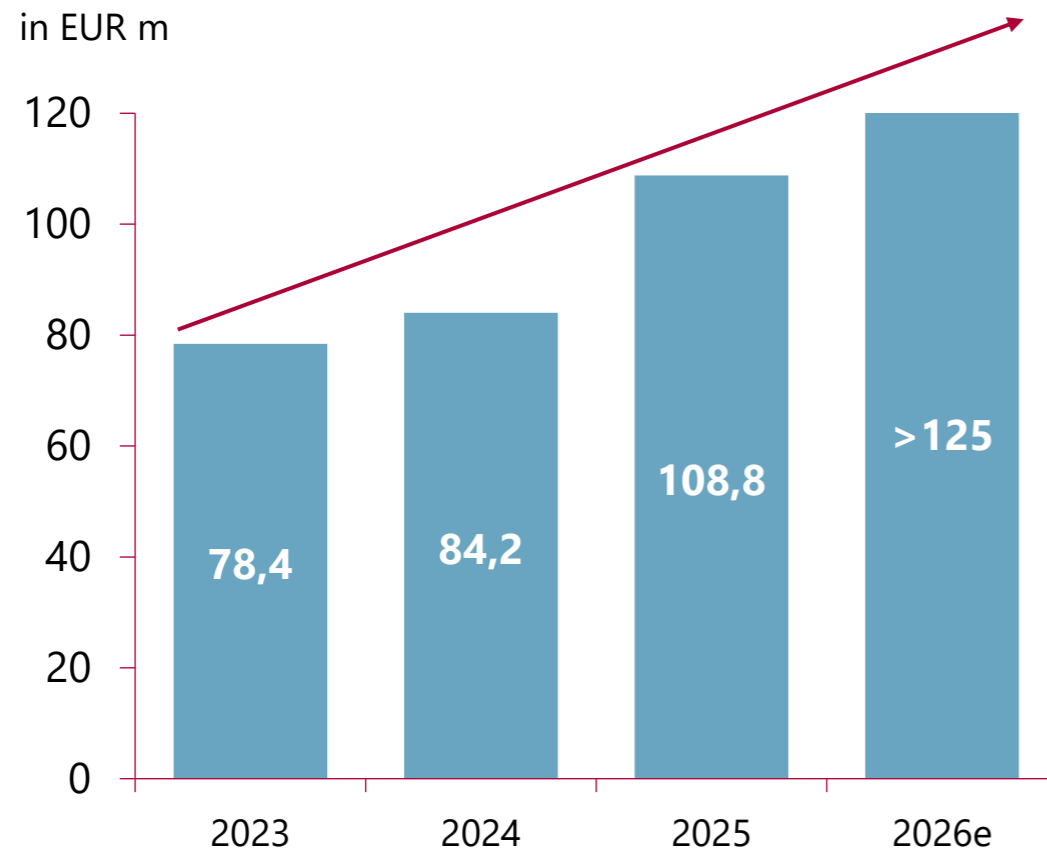
- Purely organic growth in total output of nearly 20% compared to previous year
- Additional growth through acquisitions of Ergonomics and CompuSafe
- IT services sector grows significantly thanks to service and hardware sales
- Once again highest order backlog in the company's history of around EUR 99 million
- After a weak Q1/2025, a significantly positive development is expected in the following quarters
- Strong focus on profitability across all areas, while simultaneously investing in further growth
- Full year 2025 includes restructuring costs
- Another strong result at subsidiary proMX AG leads to corresponding minority interest



# Outlook | Medium-term target

## Targeted growth in total revenue in the period 2023 - 2026:

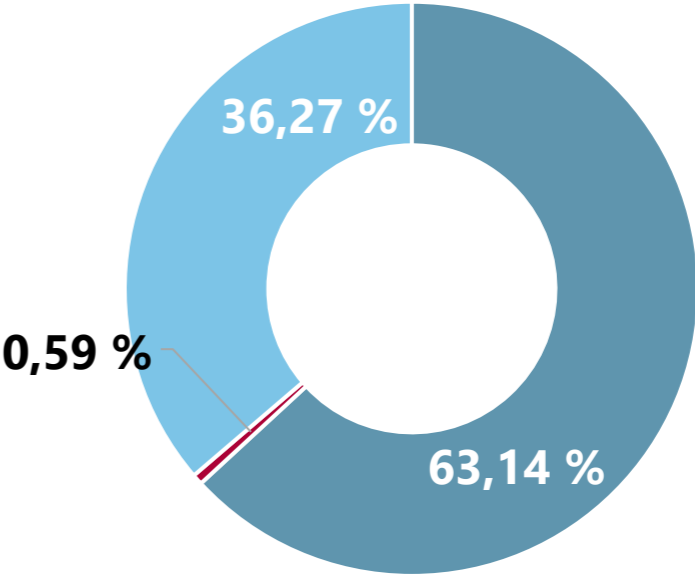
>50 %



- Growth for 2026 already secured through both organic growth and acquisitions
- Additional growth initiatives have been launched, both in Germany and internationally
- Unchanged clear focus on service business
- Focus on profitability to return to EBITDA target margin >10 % (2027 and beyond)

# audius company share

<b>Issued shares</b>	4.950.000
<b>Share price on 24/04/2026</b>	EUR 11.70
<b>Trading segments</b>	m:access, Basic Board FWB
<b>Research Coverage</b>	SMC (target EUR 29.00)
<b>Nominal value</b>	EUR 1.00 per share
<b>Market Capitalisation</b>	EUR 58 m
<b>WKN/ISIN/Ticker</b>	A40ET1 / DE000A40ET13 / 3ITN
<b>Dividend</b>	24 cents for 2025 proposed



- 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  $\bar{\text{Ø}}$  **>20 %**
2. **Record earnings** figures again in 2025
3. Growth of **>125 EUR million for 2026** is already largely assured
4. Long-standing **customer relationships**, currently including **9 DAX companies**
5. Competence centers for IT services, software/cloud, telecommunications **for the markets of the future**

# Contact

LinkedIn-Profile



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+49 7151 / 369 00 359

<https://www.audius.de/investor-relations>

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**Weinstadt 2025**