

# audius

Company Presentation audius SE

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# Status audius SE

# Statement

→ Not the big ones  
beat the little ones,  
but the fast  
beat the slow !



# audius and IT Competence Group become audius SE

→ audius SE is ready for the next step!

Having acquired IT Competence Group is one of the highlights of audius' success story. It began 30 years ago with one idea and 4 employees.



The new audius SE combines the best of two worlds: An owner-operated company with a solid base in Germany, which continues to grow internationally. Being listed on the stock exchange market, audius SE is one of the major IT service providers.

## audius in one view

Employees~



**500**

Sales 2021e~

**> 50 m.  
euros**

EBITDA 2021e~

**> 4 m.  
euros**

Locations

**17**

Headquarter

**Weinstadt  
close to  
Stuttgart**

Operating Units

**10**

Targeted audience

**SMB small and  
medium size  
businesses  
up to DAX Group  
in DACH region**

# audius Management

→ "ONE audius" – with  
combined strength into a  
sustainable and successful  
future !

We want to grow  
continuously through organic  
and targeted acquisitions –  
being profitable and faster  
than the market.



From left to right: Wolfgang Wagner, Rainer Francisi, Matthias Kraft



# Digitalization – IT a strategic element

Society is increasingly digitalizing  
even with forced-measurements

Cloud technologies  
are becoming more of  
a technological base  
for digitalization  
strategies

Cloud, Big Data  
or Artificial  
Intelligence are  
changing entire  
business models

Home office  
workplaces achieving  
significantly greater  
acceptance

IT service providers expect  
consistently high demand

The digital transformation is the most important driver of growth for IT consulting. This on the other hand is based on the foundation of a stable data infrastructure.



# Portfolio audius SE

→ Our business is growing due to technological progress

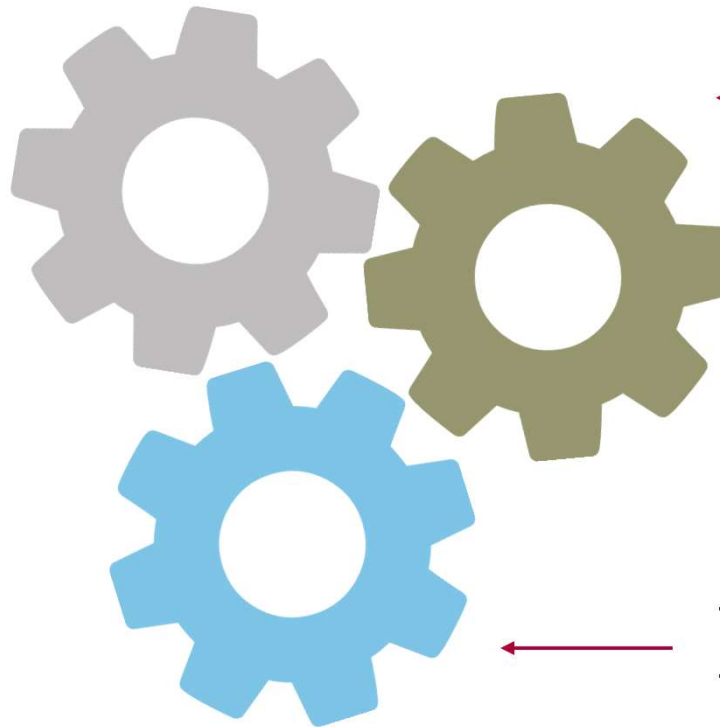
We offer our customers an entire cycle of IT support: From audit to planning and implementation up to operation. All secured through highly effective quality management.



# Our Strategy

## Individual Solutions

- High level technological know-how
- Strategic Consultation
- Business Transformation
- Customer Software Development



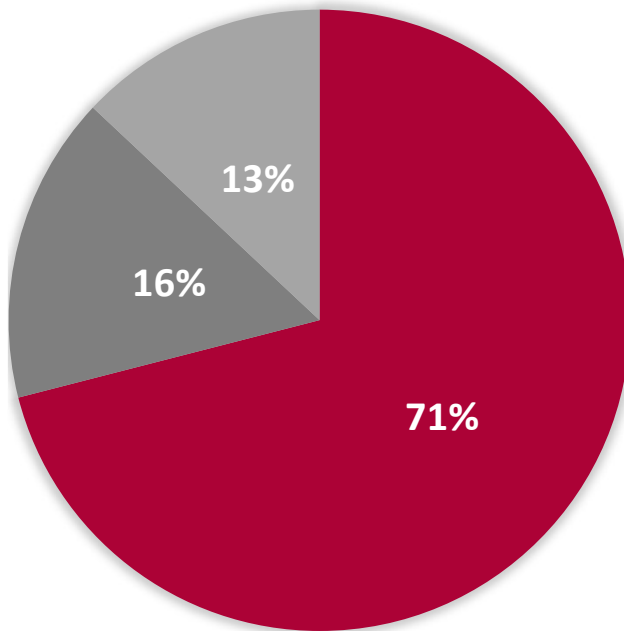
## Standardized Services / Products

- Managed Services
- IT-outsourcing / out-tasking
- High scalability
- Long-term stable sales
- Own IP
- Own standard software

## License / Software / Hardware

- Cloud solutions
- CSP Provider
- Virtualization solutions

# Turnover 2020



Majority of sales are recurring

- Services / Product Services
- Consulting / Individual Solutions
- Cloud Services / Licenses



- Balanced mix of long-term contracts and project business
- Consulting as ,business developer' of the company
- Long-term customer relationships and customer services
- For several years, a sustainable shift from consulting to services

# Customers



# Partnerships





# Business Cases

# Business Case Consulting / Managed Services

## IT Operations Bank in Stuttgart



### **Customer challenge**

To ensure 100% availability, permanent and secure IT infrastructure within a framework, for special requirements in the world of banking.



### **audius tasks**

EMEA-wide management of approximately 20.000 workstation PCs in terms of availability and software (Operating Systems and applications)

- Ensuring safety
- Software updates
- Software distribution
- 3rd Level Support
- Integration driver



# Business Case Consulting / Managed Services

## IT Operation Production of sports cars in Stuttgart



### **Customer challenge**

The global growth of employees and data requires also a continuous growth and expansion of network infrastructure



### **audius tasks**

audius is responsible for a worldwide implementation of network and security infrastructure „development solution & rollout“.

Example: Production control in a digital factory is partly done via wireless networks – Industry 4.0

# Business Case Software

## Digitalization in Field Service Managements, Fette Compacting GmbH



### **Customer challenge**

Increasing efficiency through digitalization in an internationally operating technical field.



### **audius tasks**

Optimization of field service processes with a background, knowledge & experience of over 29 years.

Digitalization and automation of all field service processes, with help of Microsoft Dynamics 365 Field Service

# Business Case Security & Audit Services

## Information security in healthcare Zollernalb Klinikum GmbH



### **Customer challenge**

Neutral decision criteria for IT strategy, conception, implementation as well as secure regular operation



### **audius tasks**

Developing an information security management system, tailored to hospital operations and on basis of the unique audius audit service „from risk to business“.

Conducting regular assessments to determine current levels of IT security & maturity.



# Our future perspective 2021+

# Perspective 2021 +



ONE audius: Use of potential cross-selling within audius group – high growth potential for existing customers through joint sales activities

Further strategic expansion of 'managed services'. Particularly long term and recurring sales figures are in focus

M&A as part of the growth strategy: excellent track record and further deals in sight, promise further growth

Solid market growth: digitalization has become a boost through Covid - sustainable expansion of 5G

New trends are developing fast, such as fiber-optic network expansion, autonomous driving or artificial intelligence





# Overview Finance

# Business Development 2019

TEUR	2019	2018	+/- in Euro	in %
<b>Total</b>	24.213	24.264	- 50	- 0,2 %
<b>Gross Profit</b>	18.048	18.402	- 354	- 1,9 %
<b>EBITDA</b>	1.250	1.492	- 241	- 16,2 %
<b>EBITDA-Marge</b>	5,2 %	6,2 %	-	-
<b>Result per share</b>	0,29	0,37	- 0,07	- 18,9 %
<b>Cashflow ongoing activities</b>	1.108	1.618	- 510	- 31,5 %



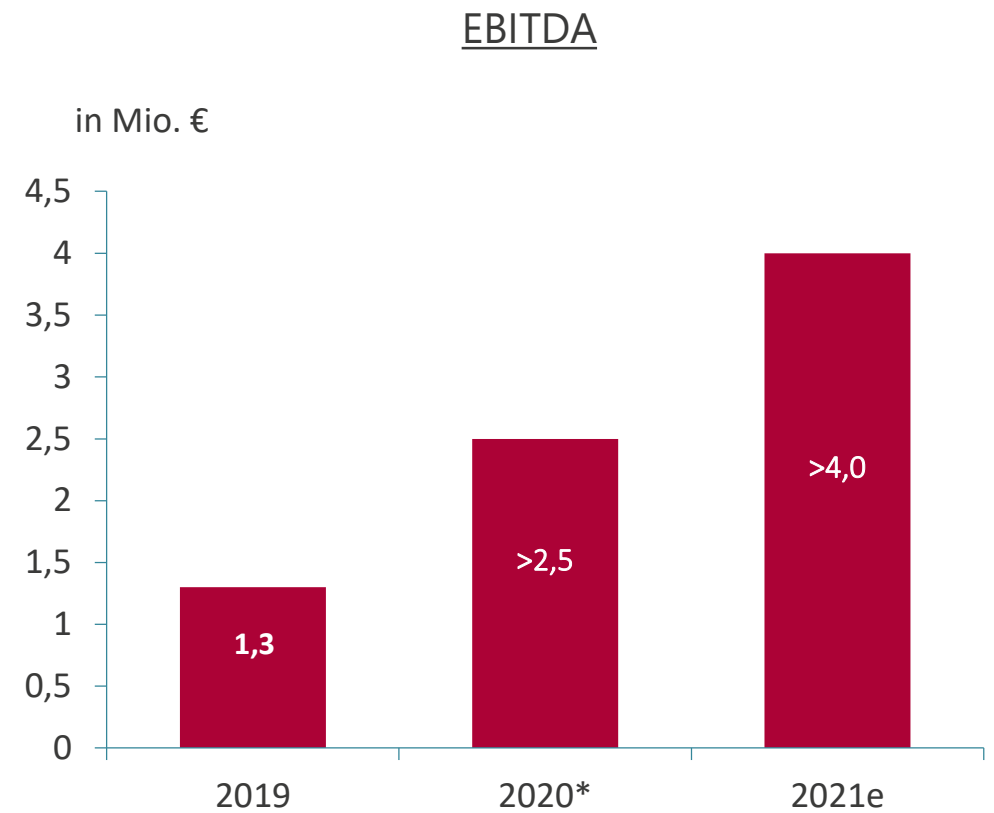
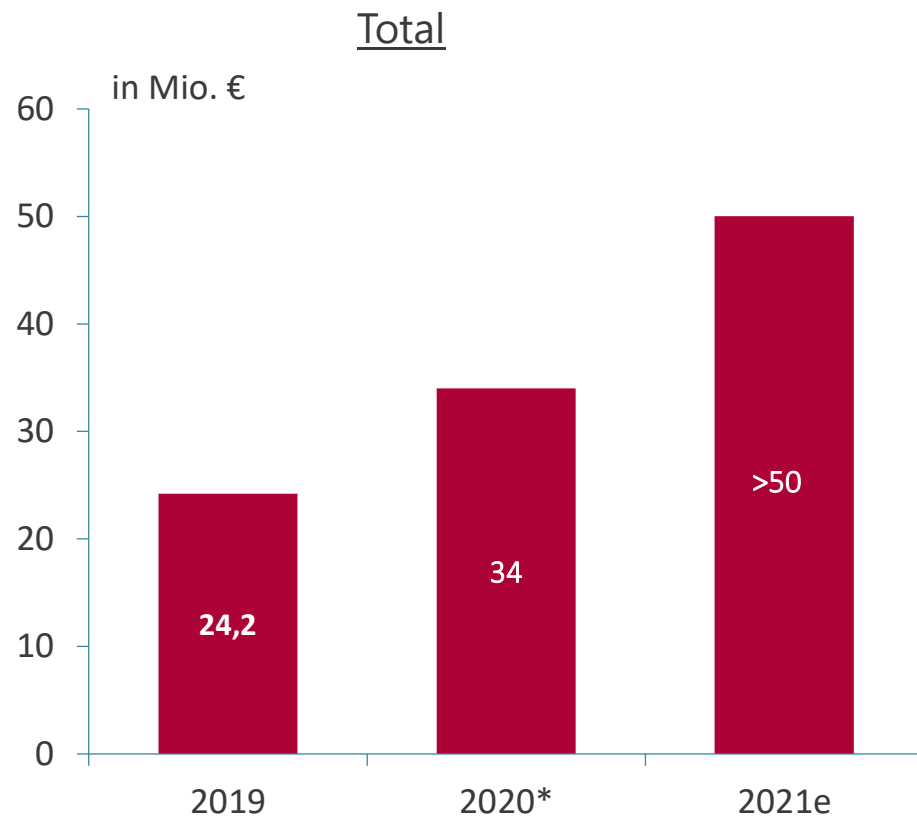
# Business Development 2019

TEUR	31.12.2019	31.12.2018	+/- in TEuro	in %
Total assets	7.267	8.039	- 772	- 9,6 %
Equity	3.120	952	+2.168	+ 227,7 %
Equity ratio	42,9 %	11,8 %	-	-
Cash	2.525	2.220	+ 305	+ 13,7 %
Order backlog	16.962	15.696	+ 1.266	+ 8,1 %

# Figures for 9month 2020

Mio Euro	9M 2020	9M 2019	+/- in Euro	in %
Total	20.5	18.8	+ 1.7	+ 9 %
EBITDA	1.5	0.9	+ 0.6	+ 66 %
EBITDA-Marge	7.3 %	4.8 %	-	-
EBIT	1.3	0.7	+ 0.6	+ 86 %
Order backlog	17.1	17.1	-	-

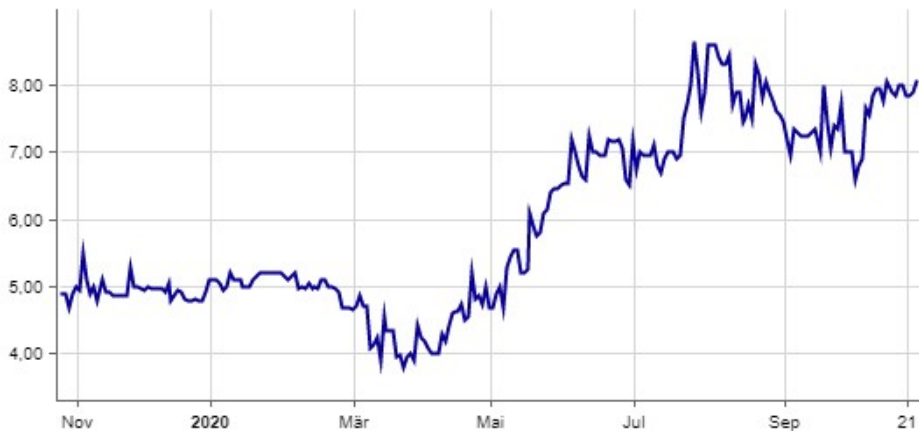
# Outlook 2021



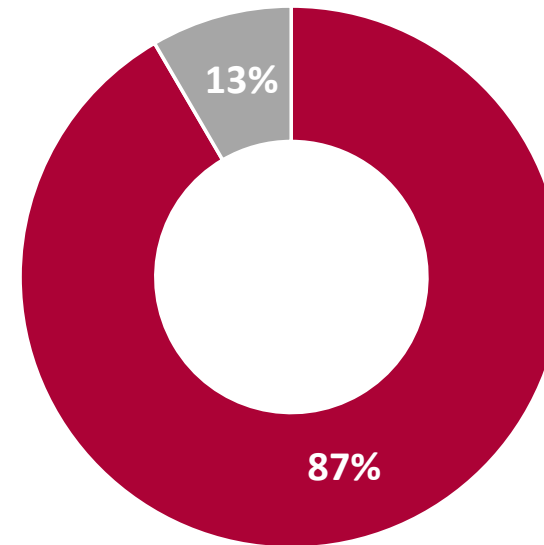
\* Proportional consolidation of all audius companies + Unidienst from October 1, 2020



# audius company share

**Issued Shares:** 4.950.000  
**Share price 22.01.2021:** € 9,55  
**Trading Segments:** m:access, Basic Board FWB  
**Research Coverage:** GBC, SMC (Target price 13,70 euros)  
**Nominal Value:** € 1,00 per share  
**Market Capitalization:** € 47 m.  
**WKN / ISIN:** A0M530 / NL0006129074



Source: Stock exchange Frankfurt



 audius AG  
 Free Float

# Summary



## **Achievements:**

- New record sales and earnings are expected for 2020, despite Covid-19
- Association with audius is completed, sales expected to be > 34 Mio. Euro
- After takeover & acquisition, the equity is clearly more than 10 Mio Euro
- Further improvement of profit margin -> increasing earning figures expected
- Unchanged & obtained order situation for the next few months despite Covid-19, due to independent business models / economy situation



## **Targets:**

- Consolidation of all audius companies leads to targeted sales of ~ 50 Mio. Euro in 2021
- Further increase of margin
- Further growth planned for the future, organic growth as well as inorganic growth



# Our contact

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**Weinstadt 2021**



Thank you for  
your attention  
& stay healthy !

