

# audius

Company presentation  
audius SE

Status: October 2021

- 1 Status
- 2 Business Cases
- 3 Perspective
- 4 Finance



# Status audius SE

# Statement

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



# audius in one view

Employees ~



**500**

Sales 2021e

**> 56 Mio  
Euro**

EBITDA 2021e

**> 6 Mio  
Euro**

Locations

**18**

Headquarter

**Weinstadt  
close to  
Stuttgart**

Operating Units

**11**

Targeted audience

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

# audius Management

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

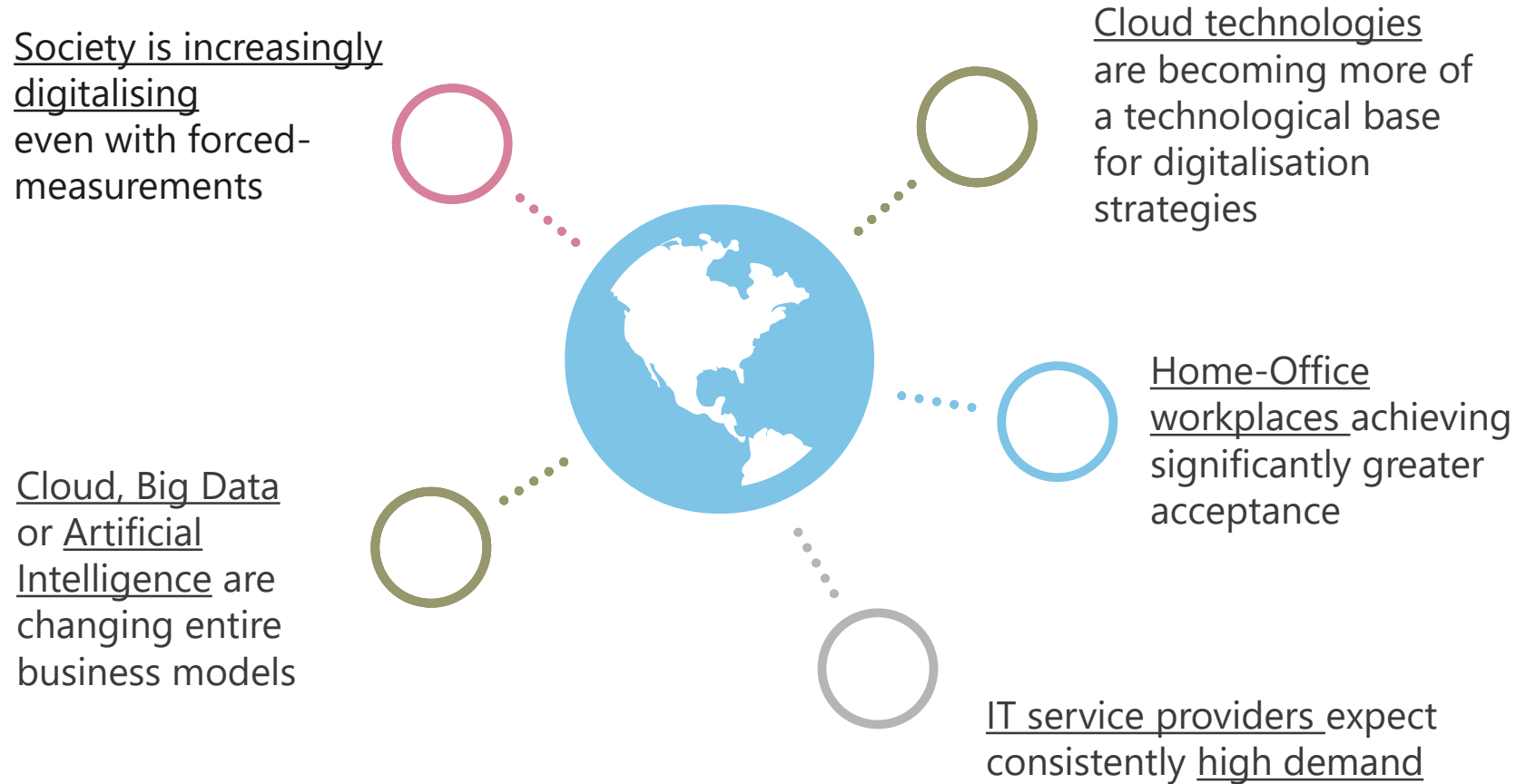
We want to grow  
continuously through organic  
and targeted acquisitions –  
being profitable and faster  
than the market.



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



# Digitalising - IT a strategic element

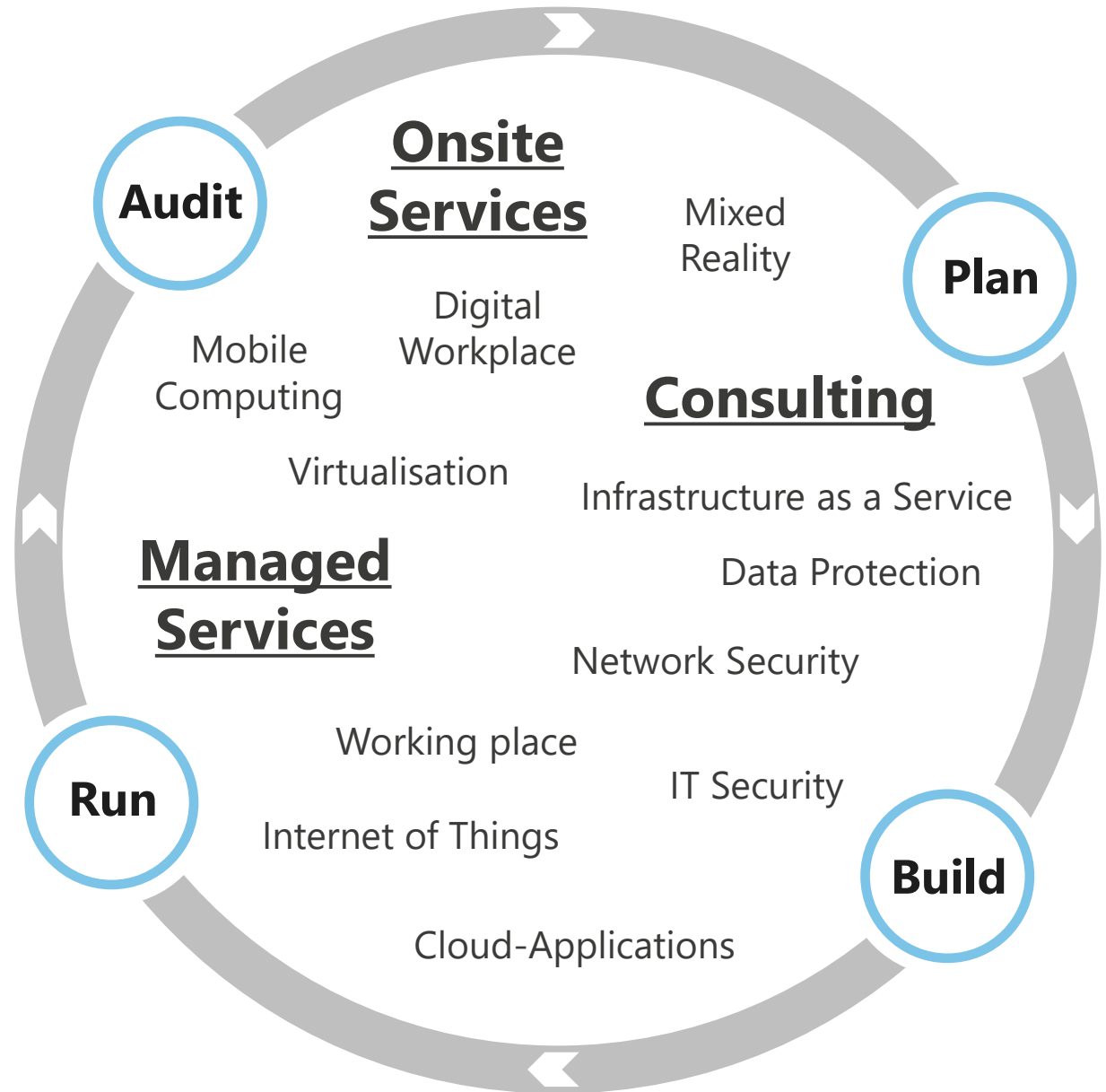


The digital transformation is the most important driver of growth for IT consulting. This on the other hand is based on the foundation of a stable data infrastructure.

# IT-Service Segment

→ 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.

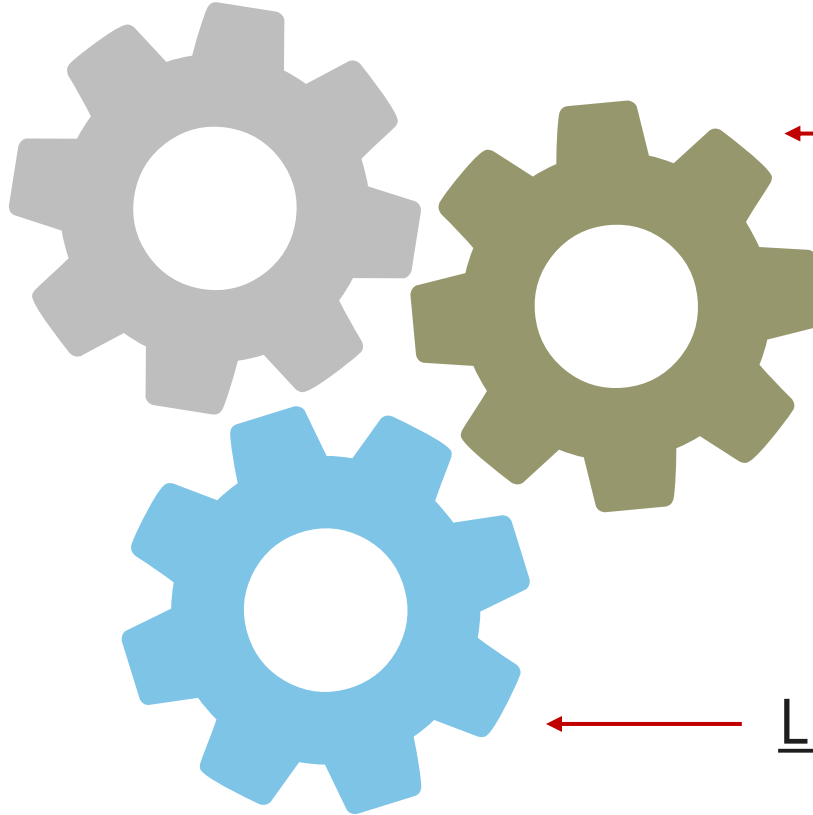




# Software Segment

## Individual Solutions

- High level technological know-how
- Strategic consultation
- Business transformation
- Customer software development



## Standardised Products

- High scalability
- Long-term stable sales
- In-house developed standard software

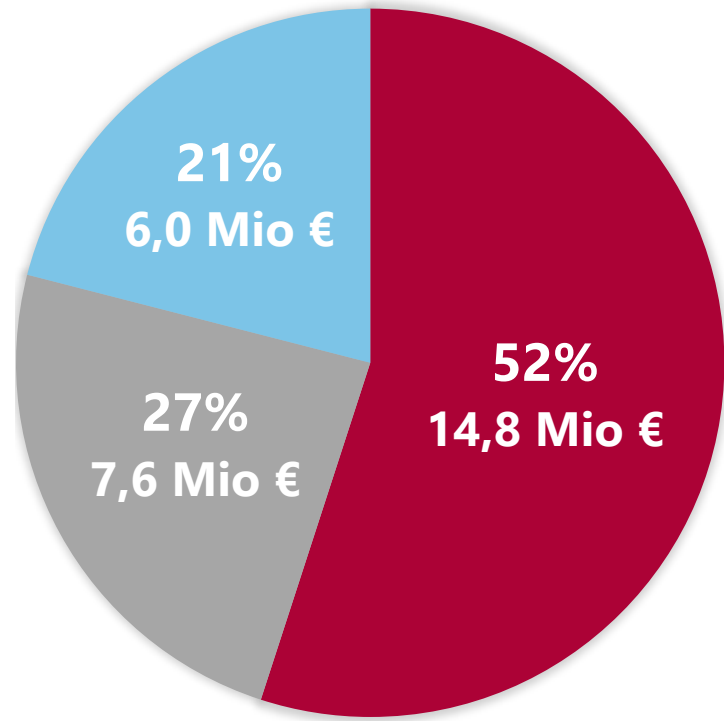
## Licenses

- Cloud solutions
- CSP provider
- Own licenses

# Networks/Mobileservice 5G Segment



# Distribution of sales by segments Q2 2021



● IT-Services

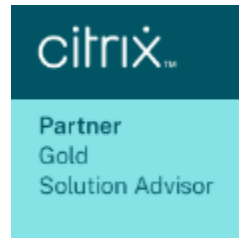
● Software

● Networks/Mobileservice 5G



- Balanced mix of long term contracts and project business
- Long-term customer relationships and customer services
- Sustainable shift from project business to services, for several years now

# Partnerships





# Business Cases

# Business Case IT-Service/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 IT-Service/Managed Services

## IT Operation Production of sports cars in Stuttgart



### **Customer challenge**

The global growth of employees and data also requires 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 IT-Service/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.

# Business Case Software

## Digitalisation in Field Service Managements, Fette Compacting GmbH



### **Customer challenge**

Increasing efficiency through digitalisation in an internationally operating technical field.



### **audius tasks**

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

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



# Our future perspective 2021+

# Perspective 2021+



- Our target markets IT/telecommunications and software continue to grow dynamically
- Use of cross- and upselling-potentials in the group
- Winning international projects and building up an international team of developers and consultants
- M&A as part of the growth strategy: excellent track record and well-filled deal pipelines promise further growth





# Overview Finance

# Business Development 2020

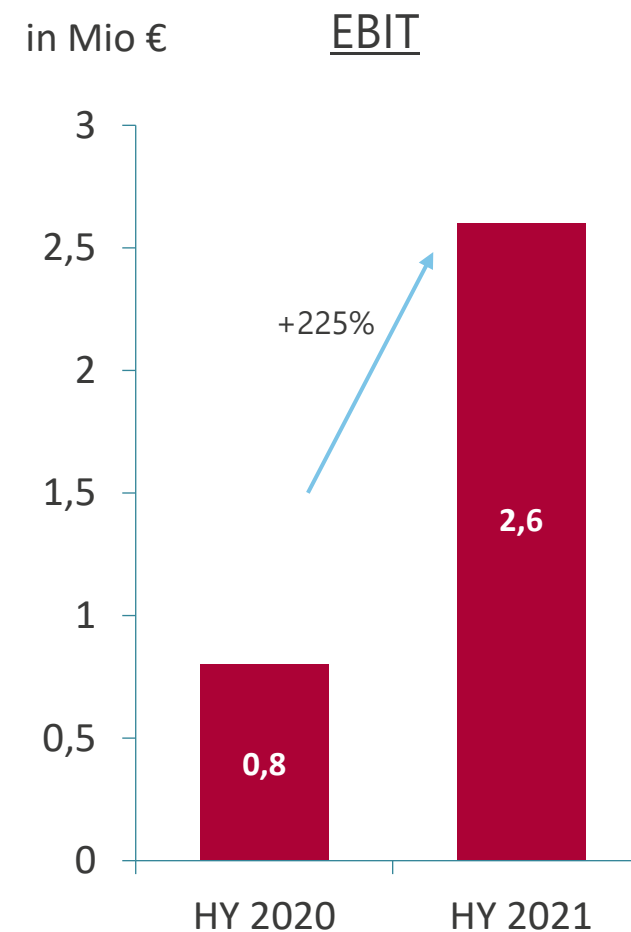
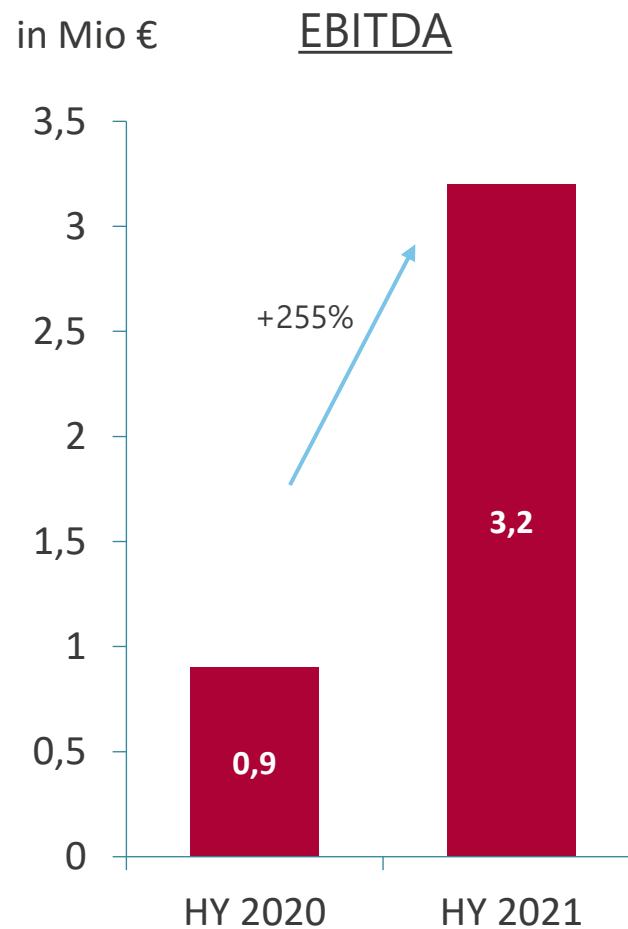
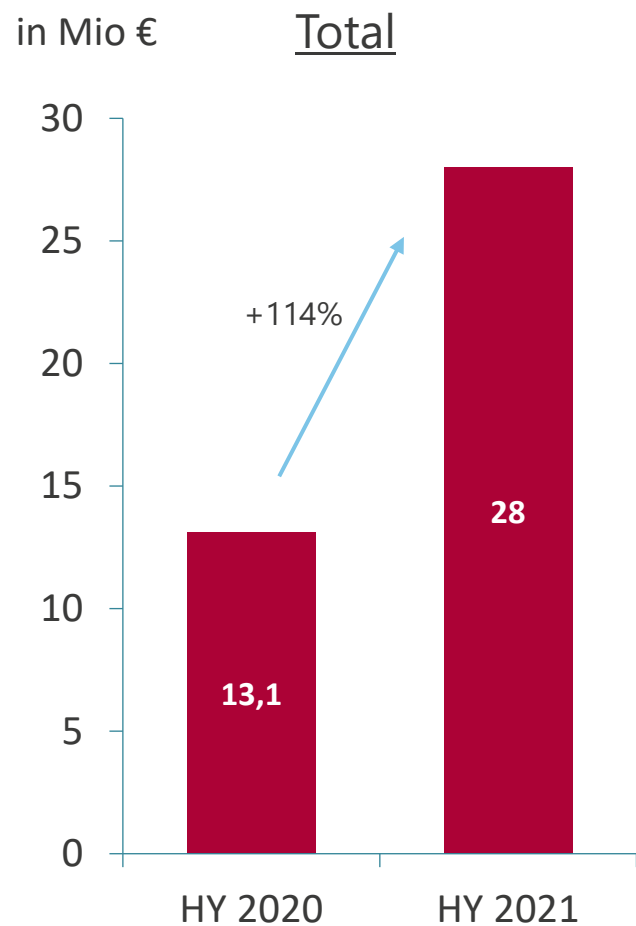
Mio EUR	2020	2019	+/- in Mio EUR	in %
Total	34.7	24.2	+ 10.5	+43.1 %
Gross Profit	27.6	18.0	+ 9.6	+ 52.8 %
EBITDA	2.9	1.3	+ 1.6	+ 131,4 %
EBITDA-Marge	8.4 %	5.2 %	-	-
Result per share	0.34	0,29	+ 0.05	+ 17 %
Cashflow ongoing activities	2.8	1,1	+ 1.7	+ 255 %

# Business Development 2020

Mio EUR	31.12.2020	31.12.2019	+/- in Mio EUR	in %
<b>Total assets</b>	27.2	7.3	+ 19.9	+ 274 %
<b>Equity</b>	17.1	3.1	+ 14.0	+ 449 %
<b>Equity ratio</b>	63.0 %	42.9 %	-	-
<b>Cash</b>	10.8	2.5	+ 8.3	+ 328 %
<b>Order backlog</b>	30.5	17.0	+ 13.5	+ 80 %



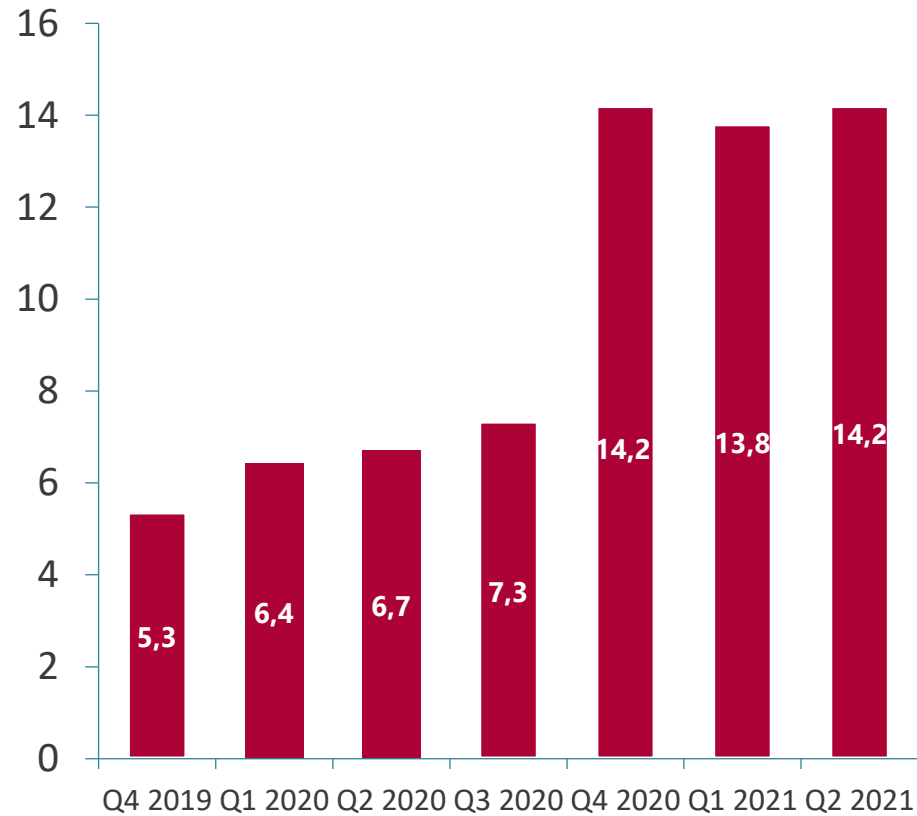
# Business Development 1st half-year 2021



# Quarterly development

in Mio €

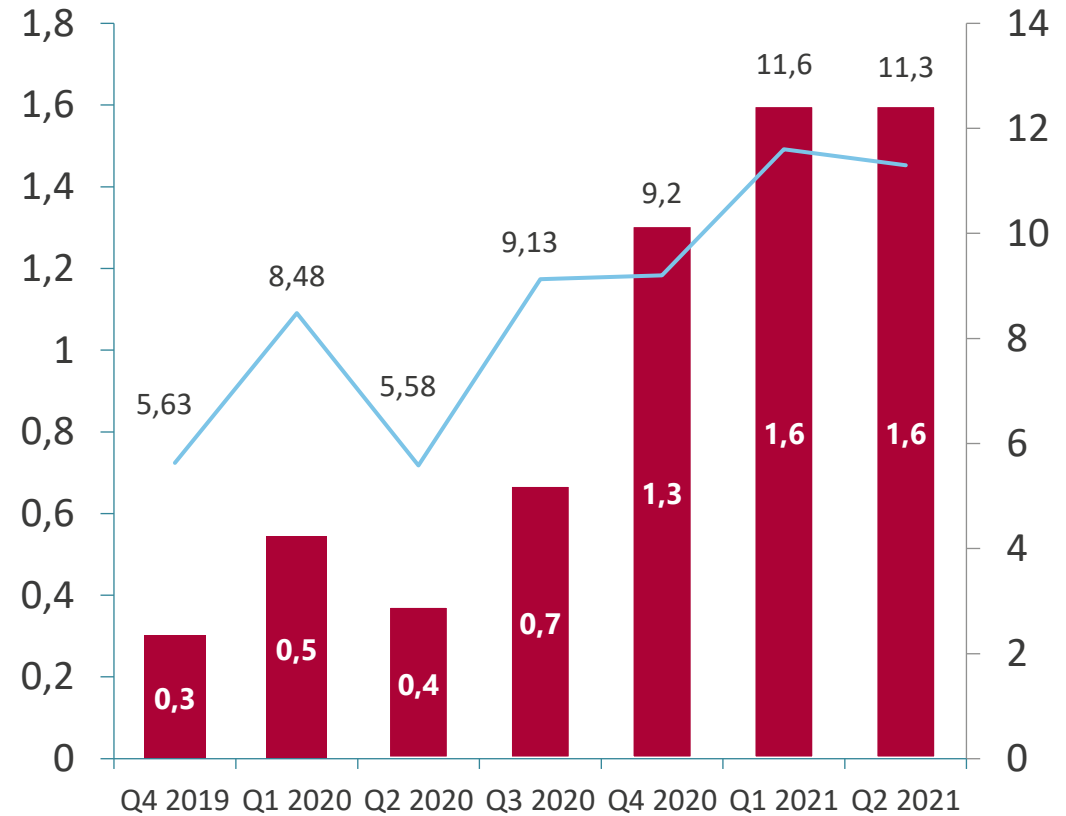
Total



in Mio €

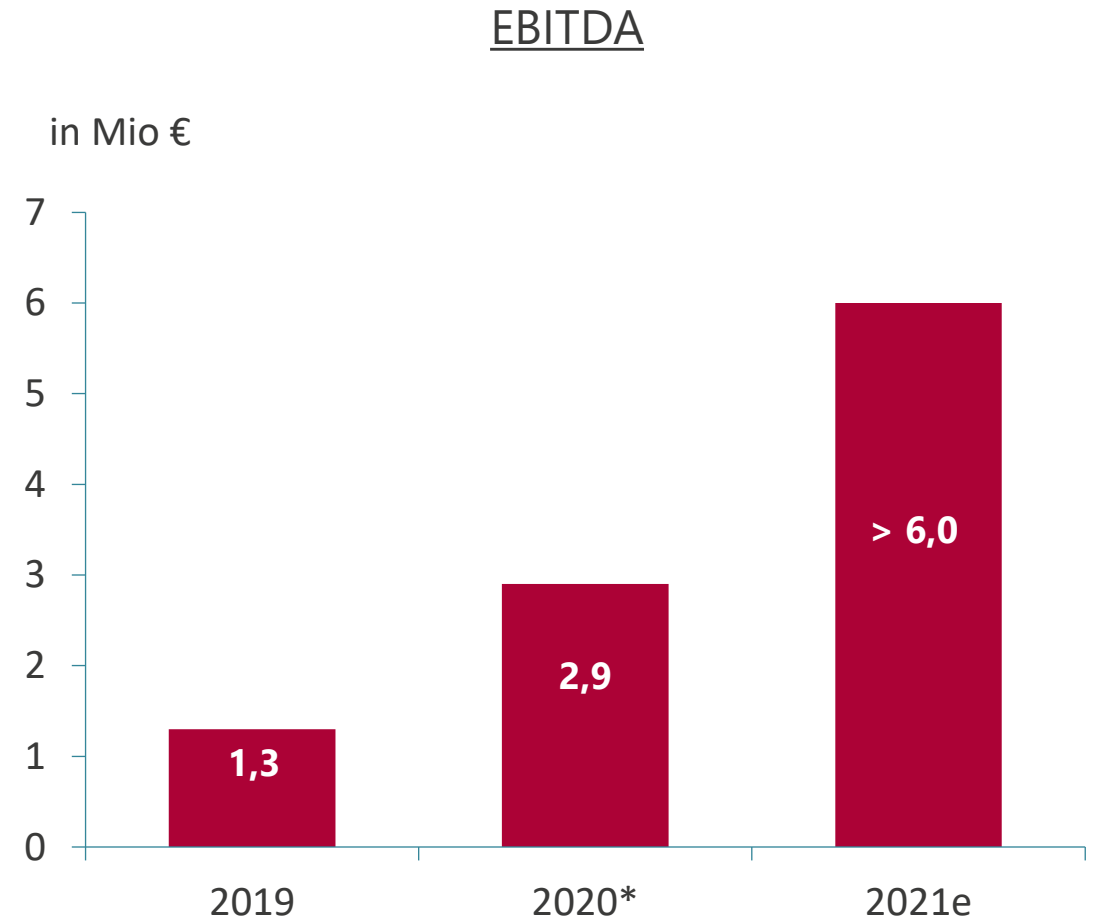
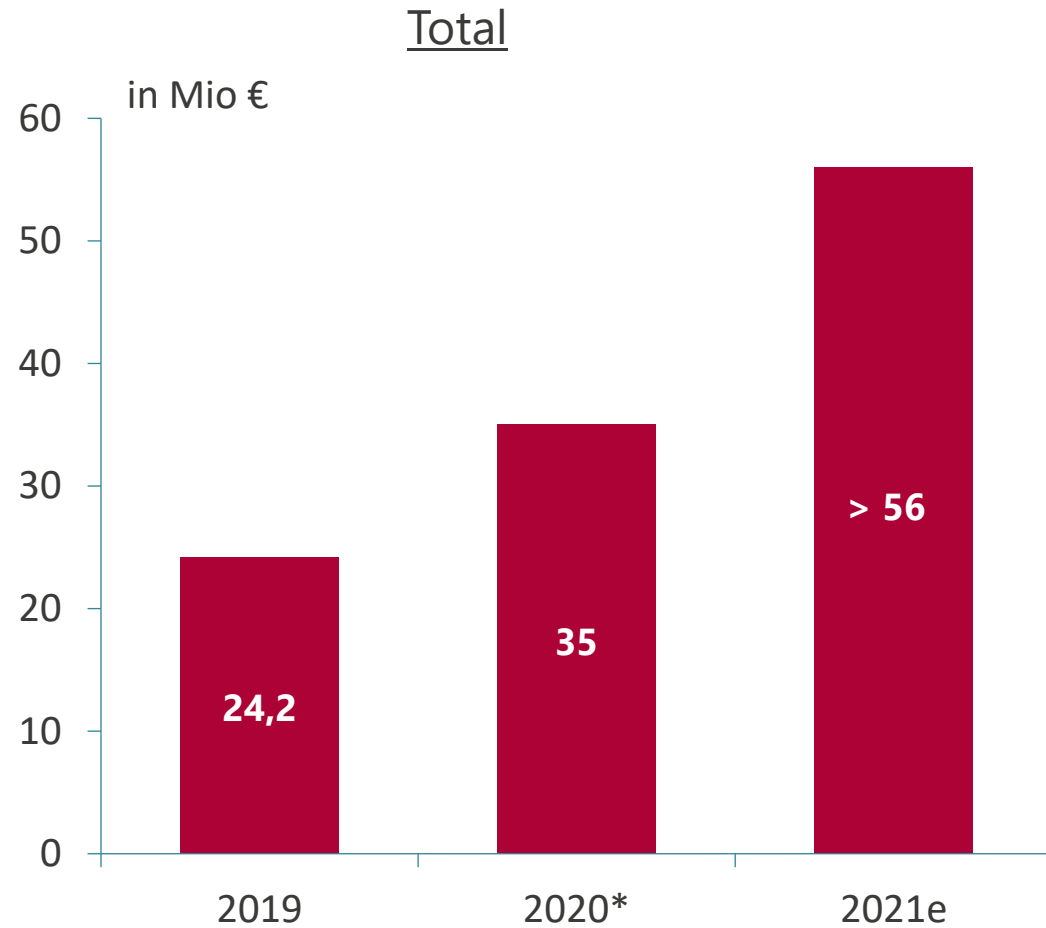
EBITDA / Margin

in %



Q2 2020 burdened by one-time special costs

# Outlook 2021



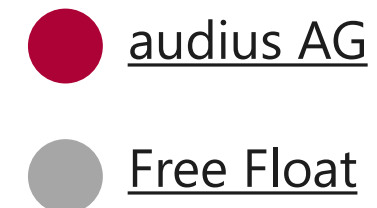
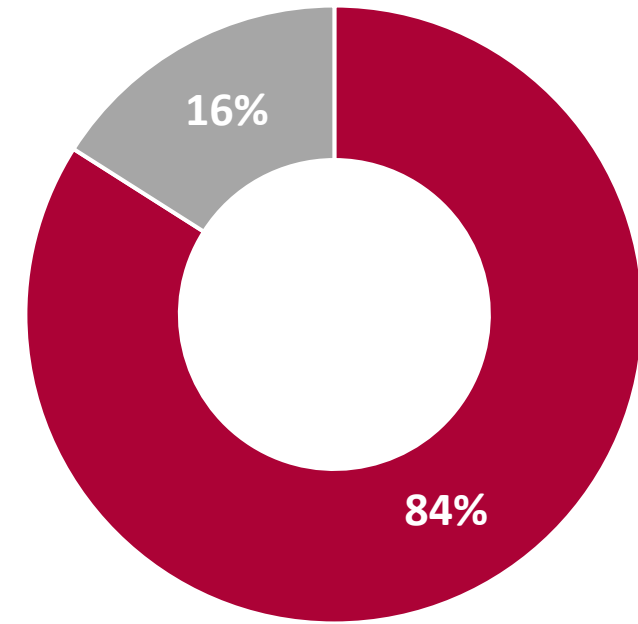
\* Proportional consolidation of all audius companies + Unidienst from October 1, 2020

# audius company share

<b>Issued Shares:</b>	4.950.000
<b>Share price 21.10.2021</b>	€ 16,80
<b>Trading Segments:</b>	m:access, Basic Board FWB
<b>Research Coverage:</b>	GBC, SMC (Price target 18.15 Euro), Solventis Research
<b>Nominal Value:</b>	€ 1,00 per share
<b>Market Capitalisation:</b>	€ 80 Mio.
<b>WKN / ISIN:</b>	A0M530 / NL0006129074
<b>Dividend:</b>	17 cent for 2020



Source: Stock exchange Frankfurt



# Summary



## Achievements:

- New record sales and earnings in 2020, despite Covid-19
- Re-structuring leads balance sheet to a new level => Equity increases to 17 Mio Euro
- Excellent first half-year: total output 28 Mio Euro, EBITDA 3.2 Mio Euro, EBIT 2.6 Mio Euro
- Unchanged order situation for the next months, despite Corona, underlines independent business model of economic cycles
- First dividend payment in the amount of 17 cents per share in 2020



## Targets:

- Consolidation of audius companies and growth, leads to a revenue plan of > 56 Mio Euro for 2021
- Further increase in efficiency, EBITDA of more than 6 Mio Euro expected for 2021
- Further growth planned for 2021 and subsequent years - organic and inorganic growth
- Establishment of a sustainable and attractive dividend policy



# Our contact

**Wolfgang Wagner**

[ir@audius.de](mailto:ir@audius.de)

audius SE

Mercedesstraße 31

D-71384 Weinstadt

+49 (0)7151 / 369 00 364

[www.audius.de/investor-relations](http://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 2021**