

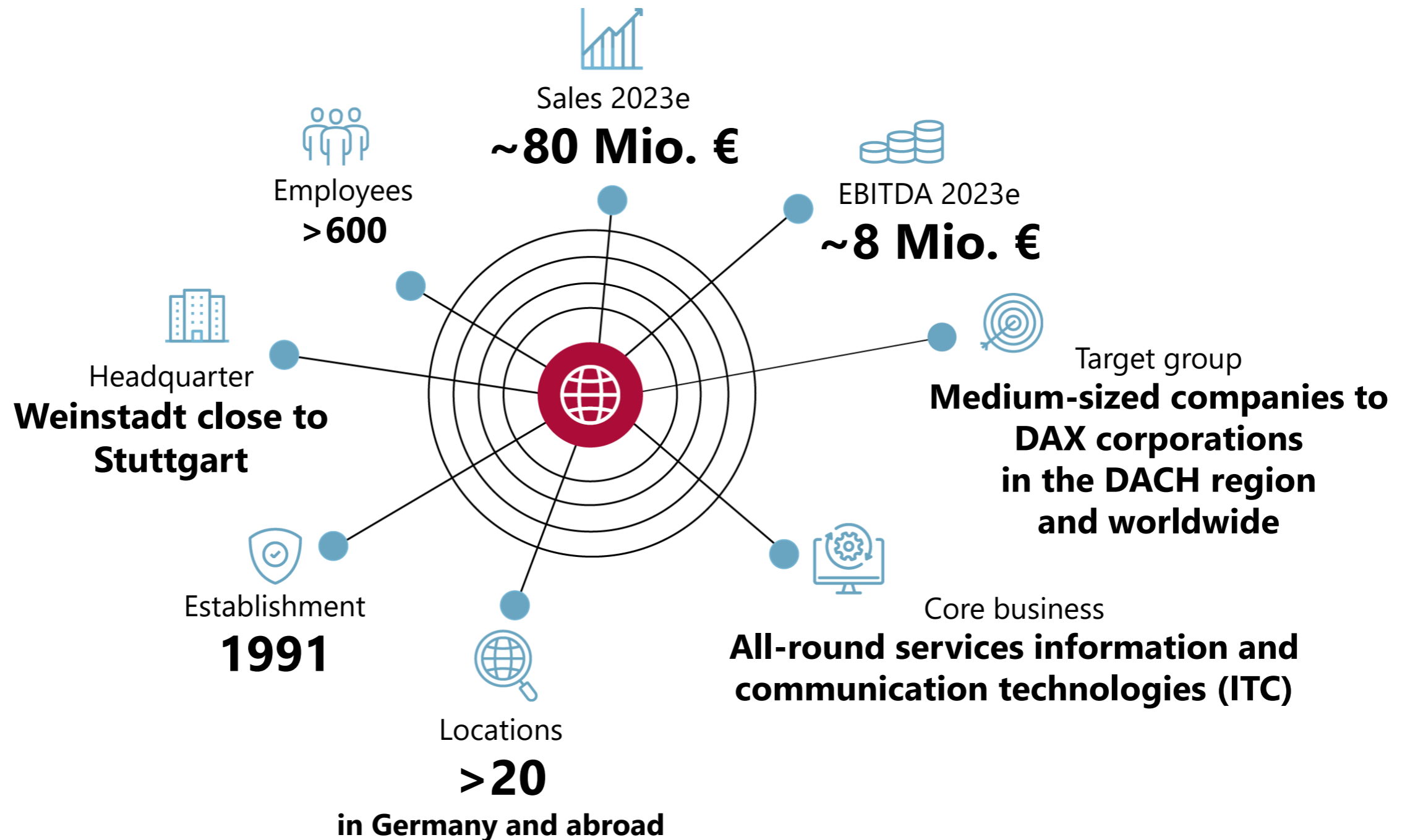


# audius

Company presentation  
audius SE

March 15 2024

# 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.



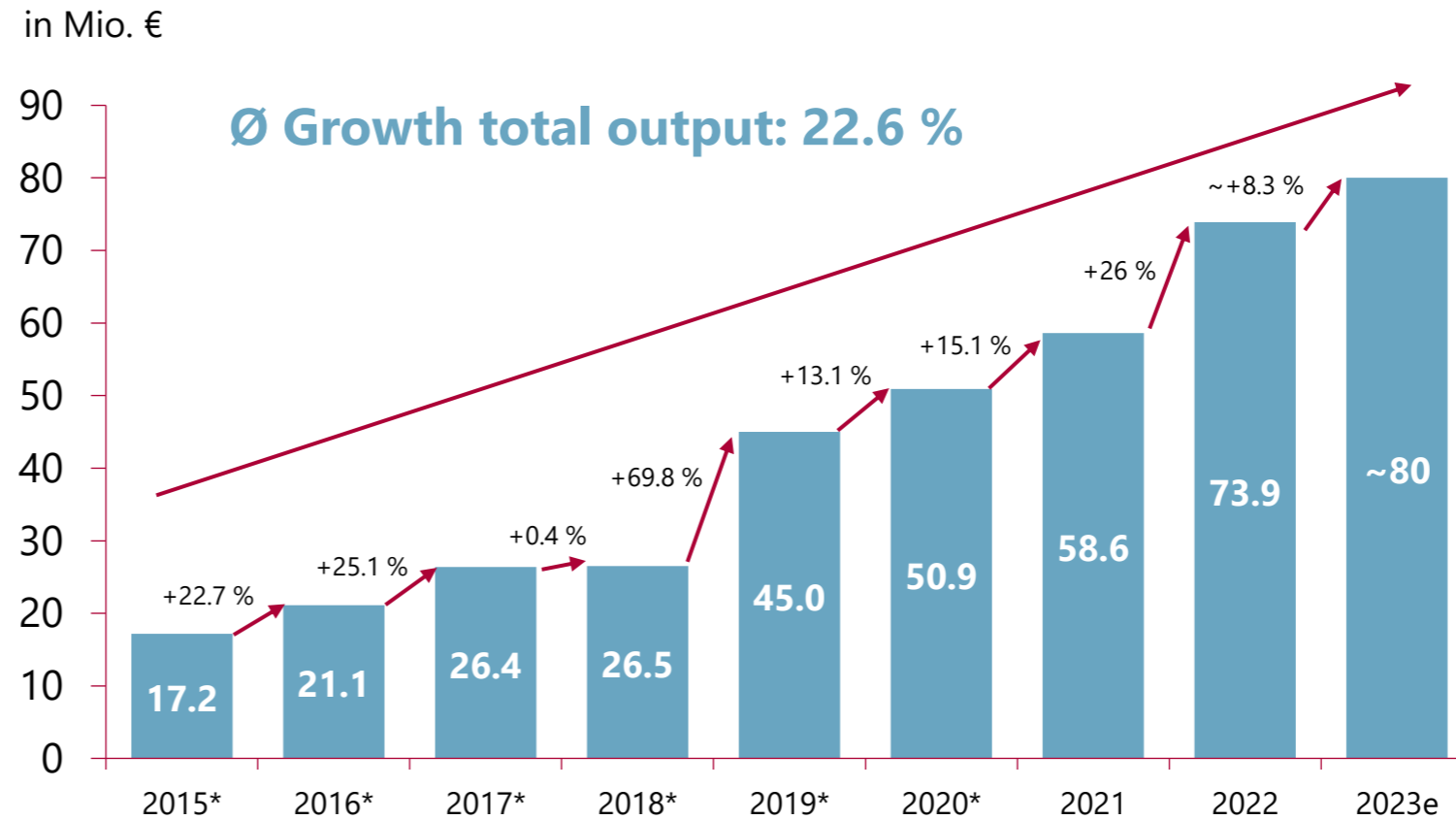
**Konstantin Tsaligopoulos, Executive Board member**

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

# audius **growth story**

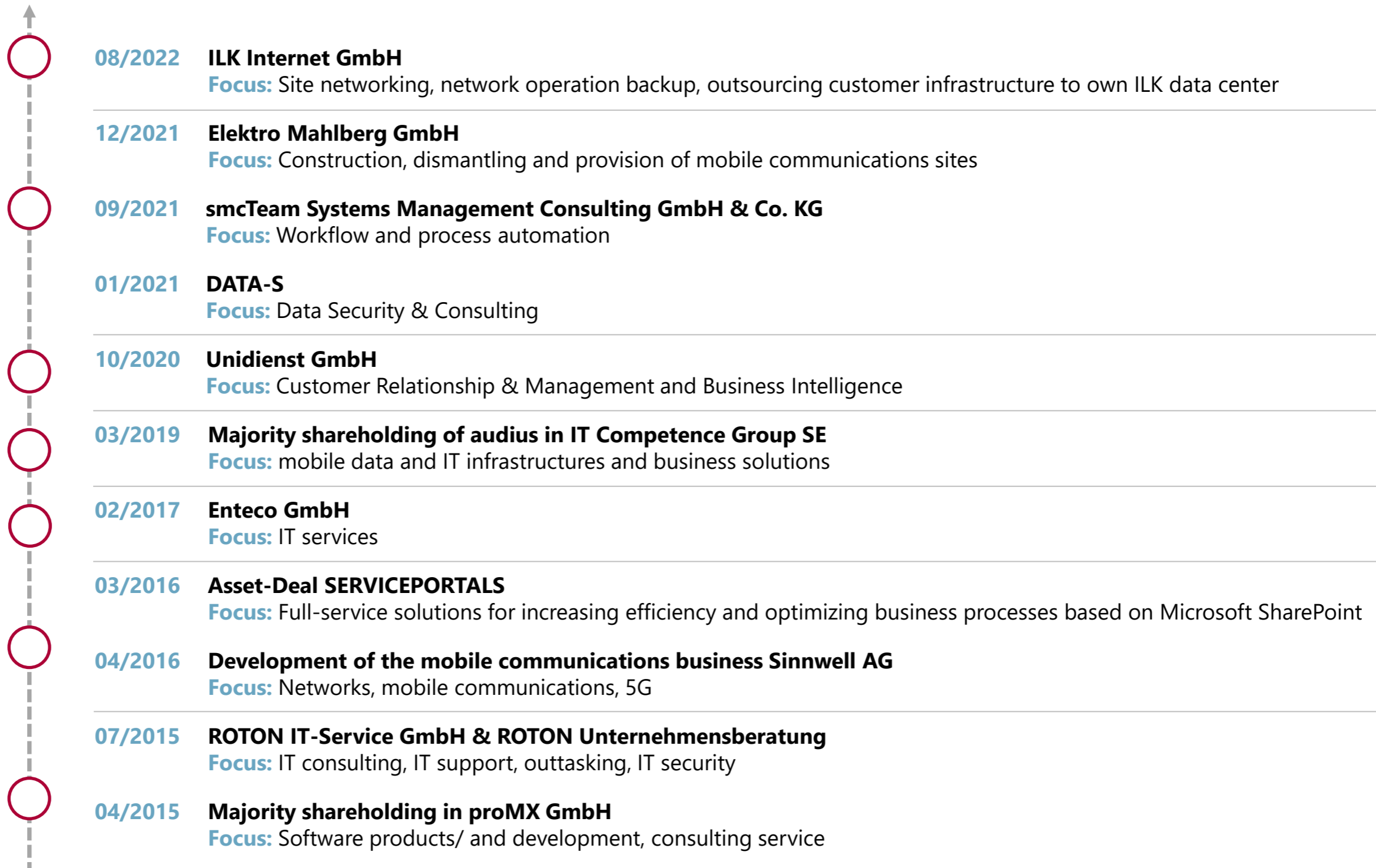
## Dual growth strategy

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



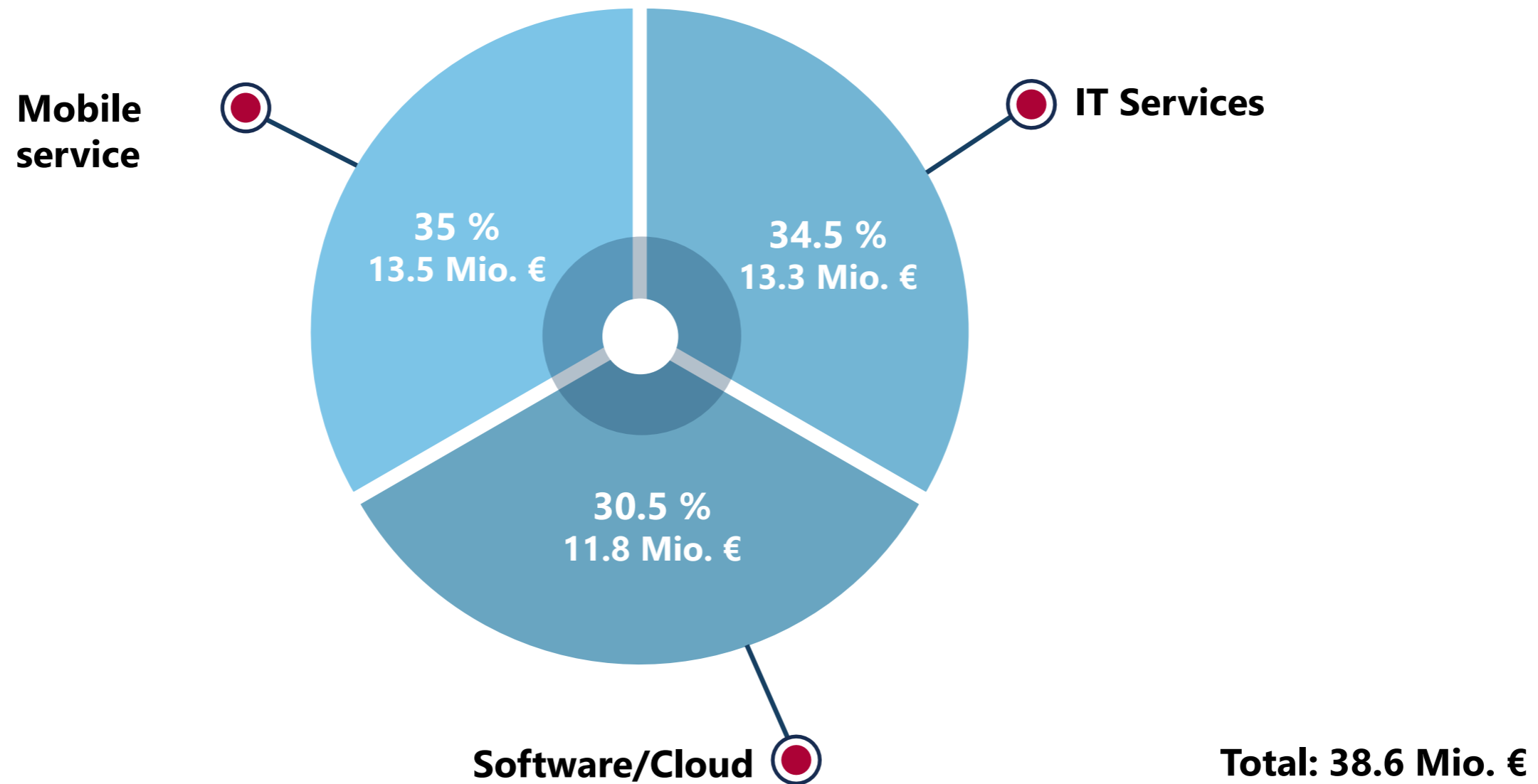
\* 2015 - 2020 As-if consolidation from the point of view of audius AG

# Inorganic growth since 2015

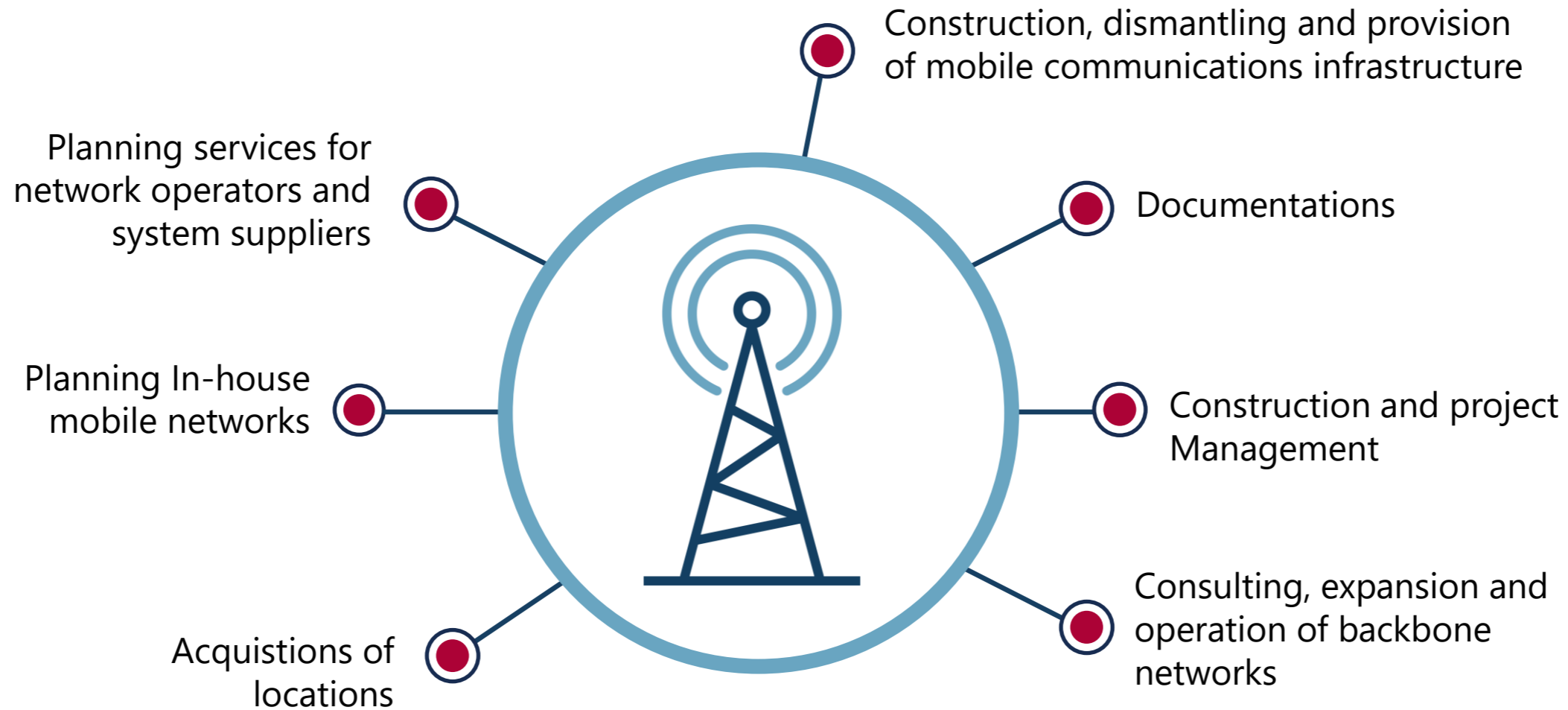


# Distribution of total operating performance **by business units**

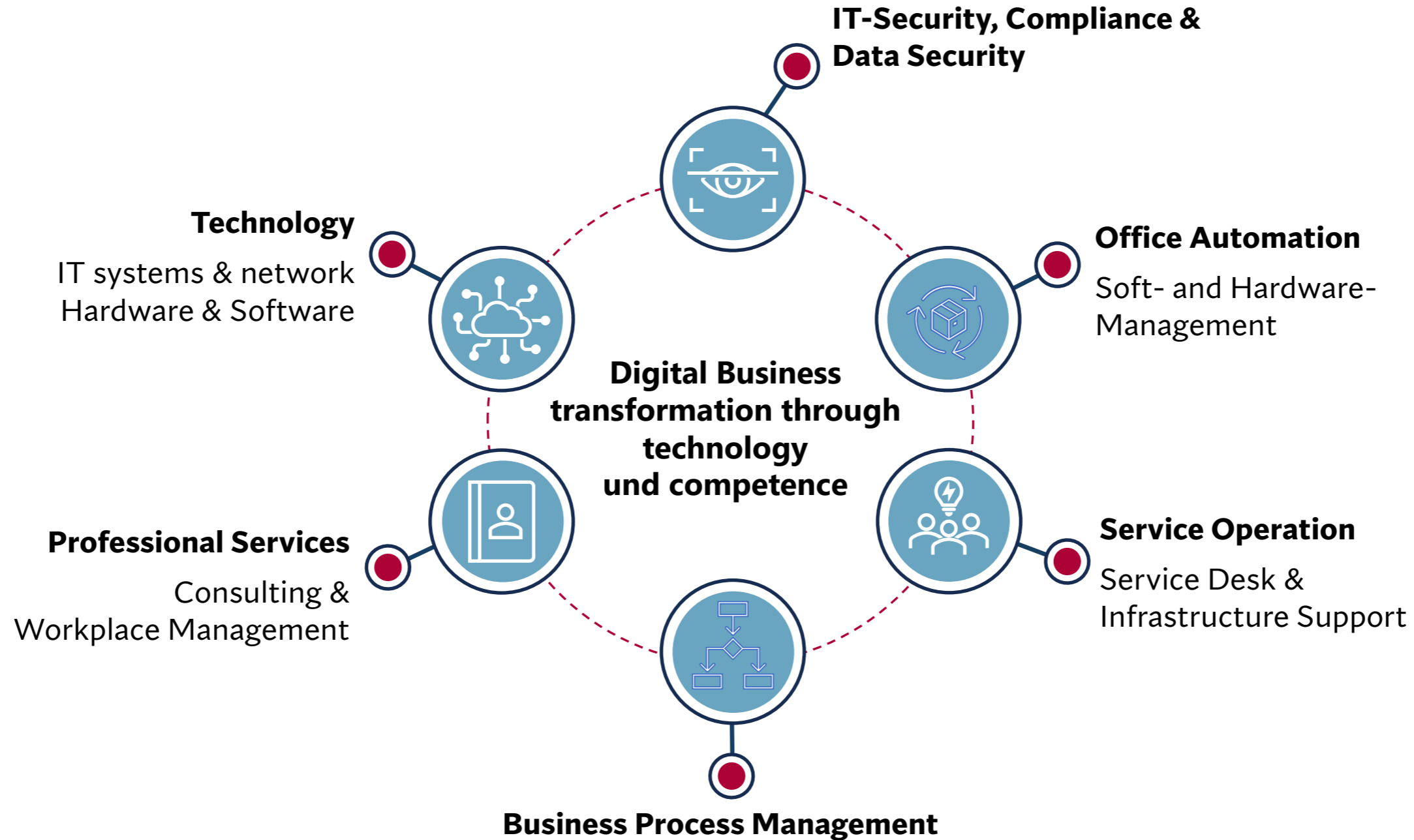
## 1st half of 2023



# Business unit **Mobile service**



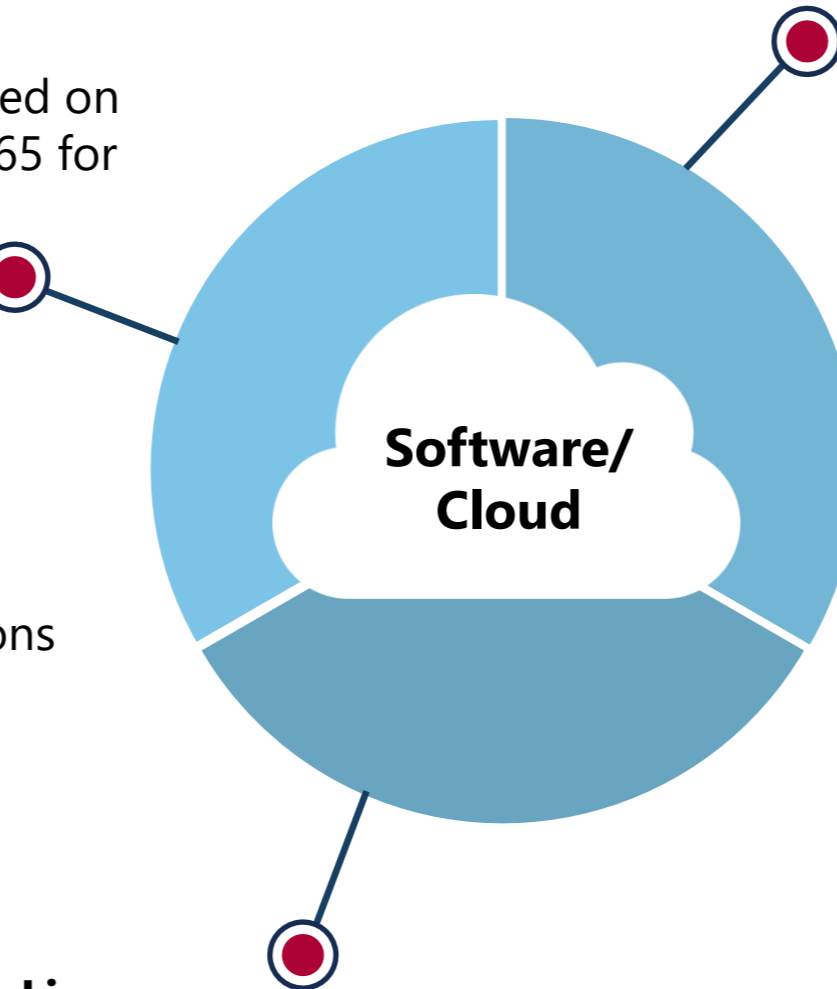
# Business unit **IT Services**



# 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

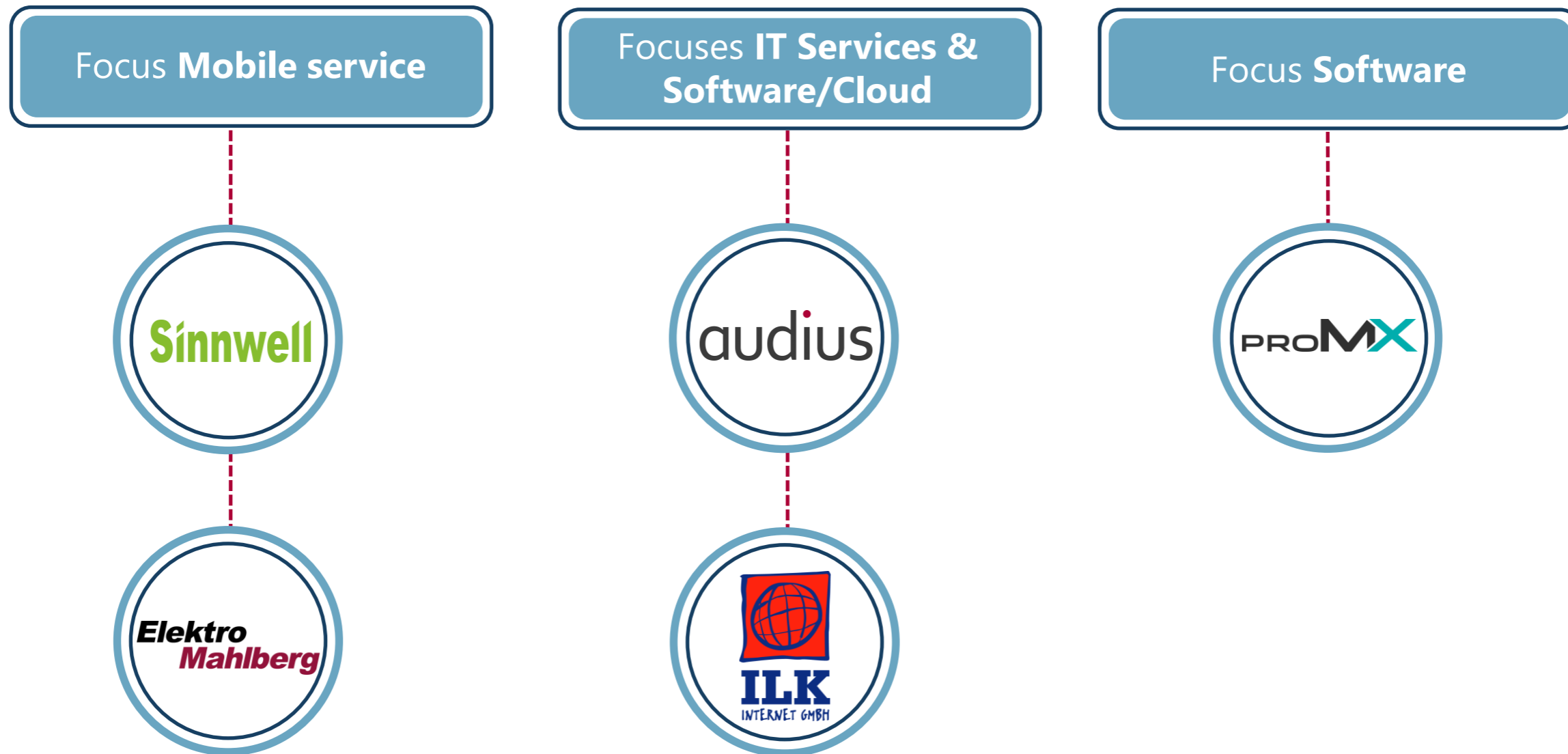
## **In-house developments**

- Customized software
- Add ons to standard applications
- audius.cloud/Application operation
- Digital Business 2.0

## → **Realization**

- ✓ Strategic consulting
- ✓ Business Transformation
- ✓ Customer software development

# audius **Portfolio of brands**



# Latest **customer orders**



## **Project reference** Business unit **Mobile service**

Industry sector:  
**Provider/telecommunications**

Service:

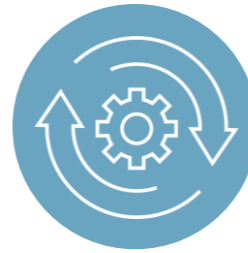
### **Project Steering**

Management of end-to-end bandwidth expansion projects and management of trades such as planning, material procurement, installation companies and provider resources such as field service & NOC (Network Operation Center)

Duration:  
**5 years**

Volume structure:

- **250 - 350 nodesplits p.a.**
- **50 - 60 commissioning, new construction areas p.a.**
- **Growth: 15 - 25 % p.a.**



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

Industry sector:  
**Automobile**

Service:

### **Servicedesk**

Duration:  
**36 months**

Volume structure:  
**500.000 incidents p.a.**  
**24/7 from within Germany**



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

Industry sector:  
**Testing service provider**

Service:

### **Digital Business 2.0**

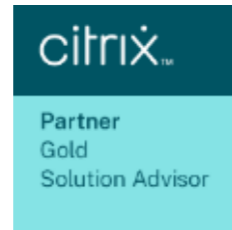
Consulting & digitalization of business processes from sales to field service technicians to invoicing. Combination of standard software (M365, Dynamics 365, dashface) and individual software incl. hosting

Duration:  
**5 years**

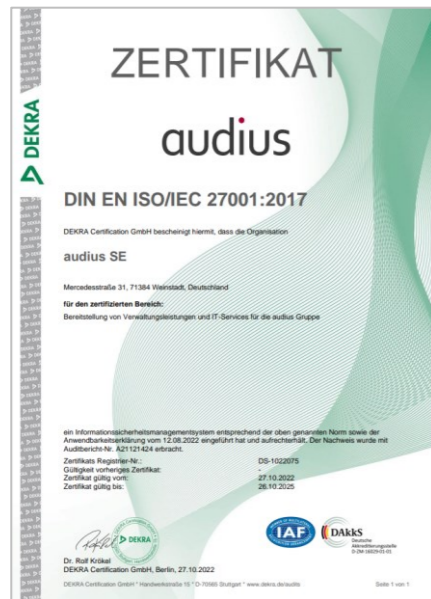
Volume structure:

- **Number of tests: >250.000 p.m.**
- **Number of invoices: >1.600 p.m.**
- **Growth: 20 - 30 % p.a.**

# Partnerships



# Certifications & awards



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"**

F.A.Z.-INSTITUT

Award from the **F.A.Z.-Institut:**

audius receives the **certificate**  
**"Highest Quality"** in the  
category IT consulting product  
and service quality for the  
**second year in a row**



# Our references

## Mobile service



## IT Services



## Software/Cloud



# Our workforce at a glance



**642**

Number of employees  
as at 31.10.2023



**31.6 %**

women



**68.4 %**

men



**36**

Different  
nationalities



**5.8 years**

Average period of  
employment



**42 years**

Average age

# Strategic **growth fields**



## **People & technologies**

### **Dynamic growth in target markets**

- BITKOM expects 4.7% growth for the IT market in 2024
- 5G mobile network as core infrastructure for many new technologies
- Increasing digitalization fuels software development

### **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

### **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

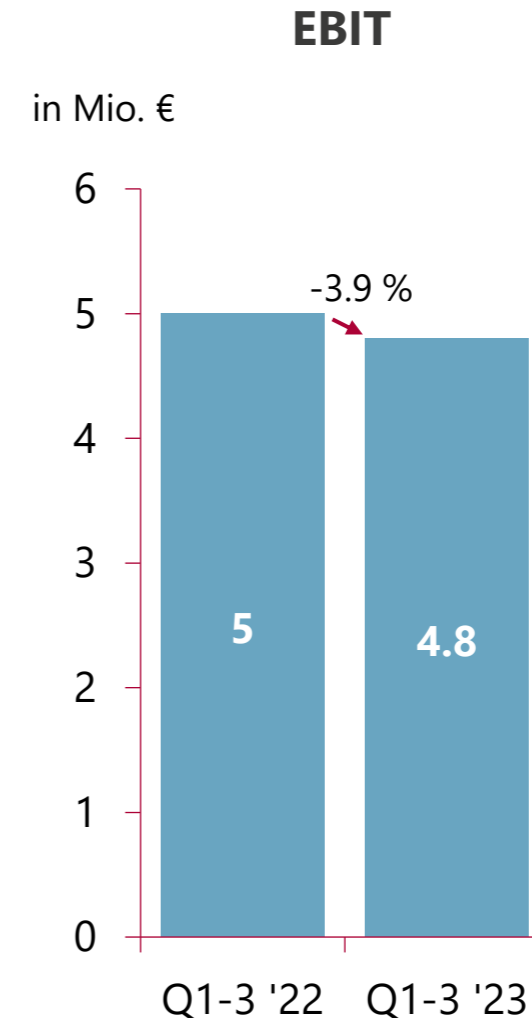
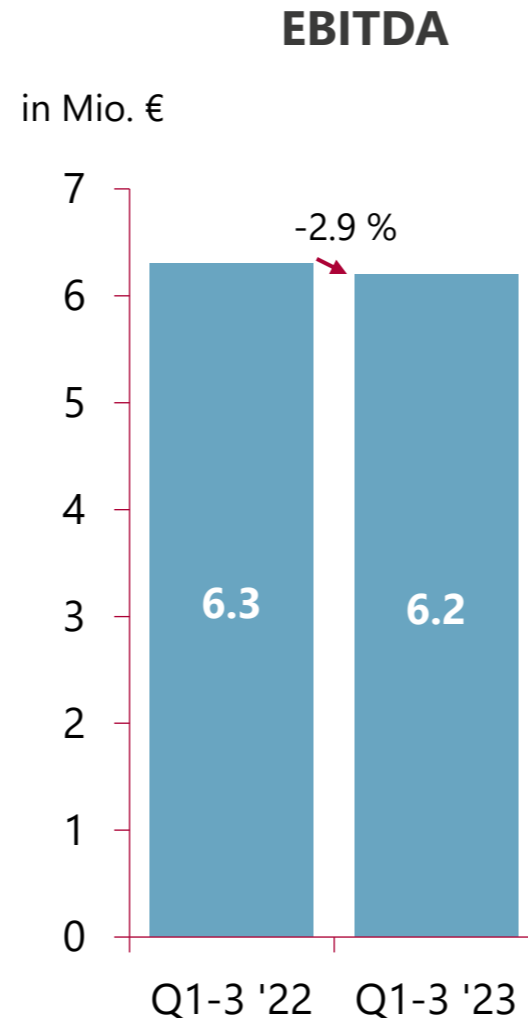
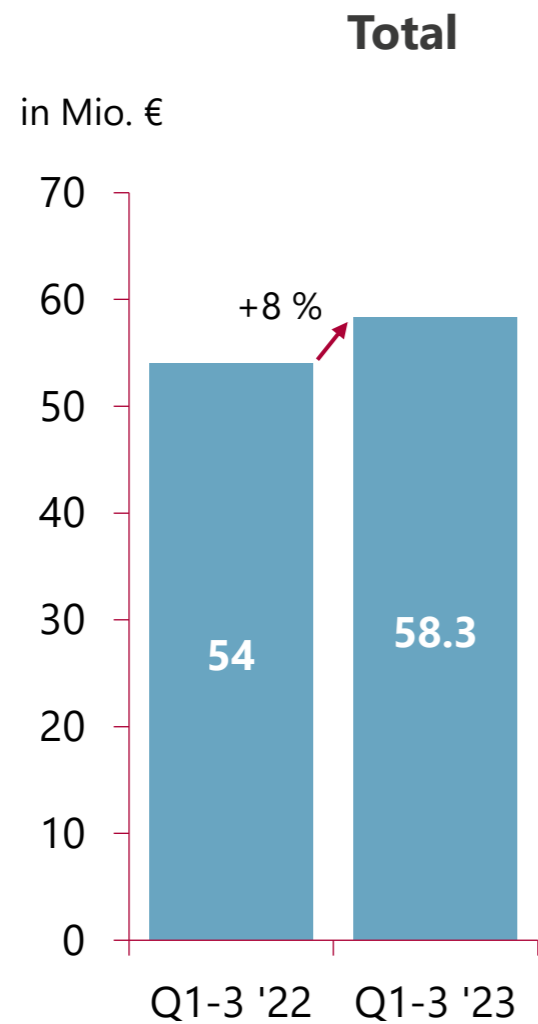
# Development of the **income statement** in 2022

In Mio. EUR	2022	2021	+/- in Mio. EUR	in %
<b>Total</b>	73.9	58.6	+ 15.3	+ 26 %
<b>Gross Profit</b>	57.1	47.3	+ 9.8	+ 21 %
<b>EBITDA</b>	7.9	6.7	+ 1.2	+ 18 %
<b>EBITDA margin</b>	10.7 %	11.4 %	-	- 6 %
<b>EBIT</b>	6.2	5.2	+ 1.0	+ 19 %
<b>Earnings per share after minorities</b>	0.70	0.61	+ 0.09	+ 15 %
<b>Cash flow from operating activities</b>	2.5	4.6	- 2.1	- 46 %

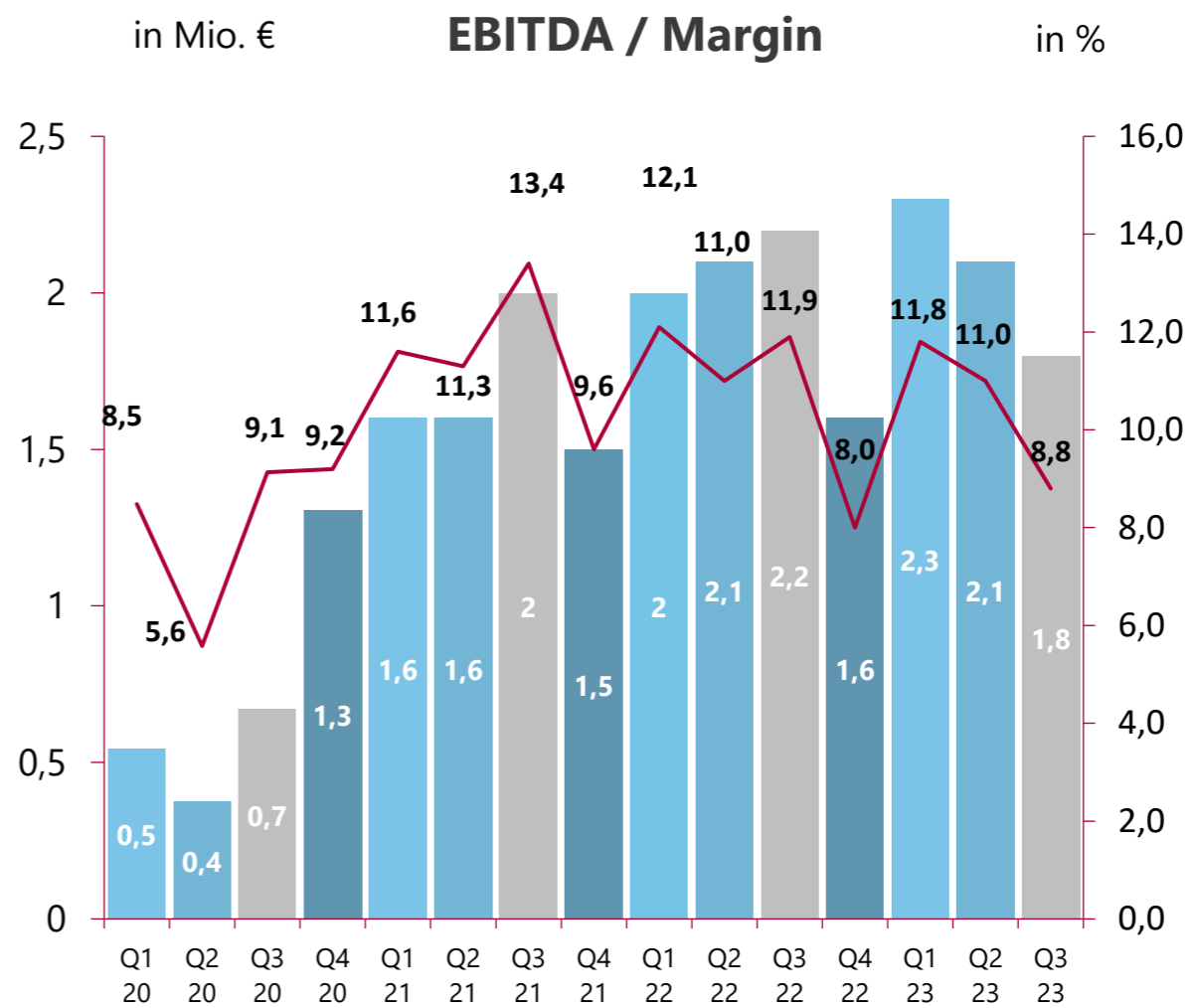
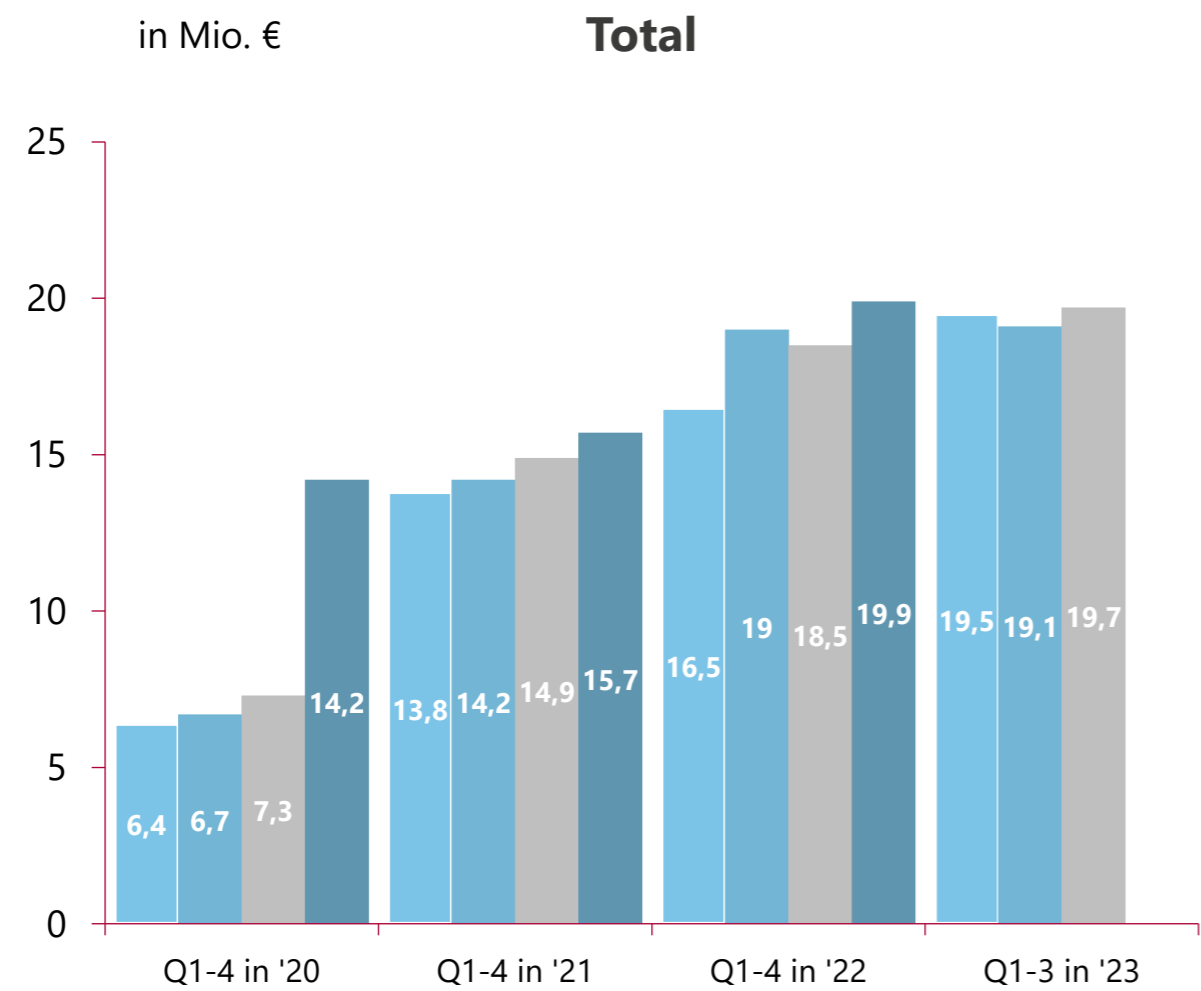
# Development of the **balance sheet** in 2022

In Mio. EUR	31.12.2022	31.12.2021	+/- in Mio. EUR	in %
<b>Total assets</b>	37.4	29.1	+ 8.3	+ 29 %
<b>Equity</b>	21.8	19.6	+ 2.2	+ 11 %
<b>Equity ratio</b>	58.4 %	67.5 %	-	- 14 %
<b>Cash</b>	12.1	12.4	- 0.3	- 2 %
<b>Order backlog</b>	50	38	+ 12	+ 32 %

# Business development **quarters 1-3 in 2023**



# Quarterly performance since Q1 2020

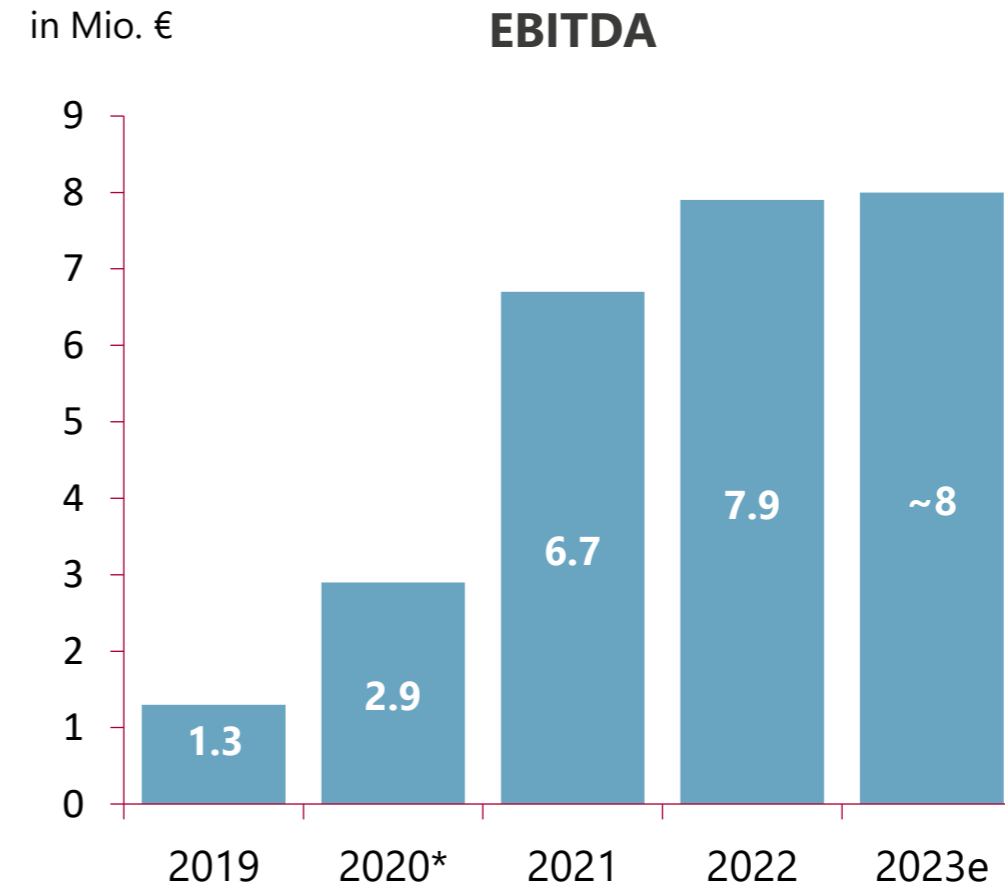
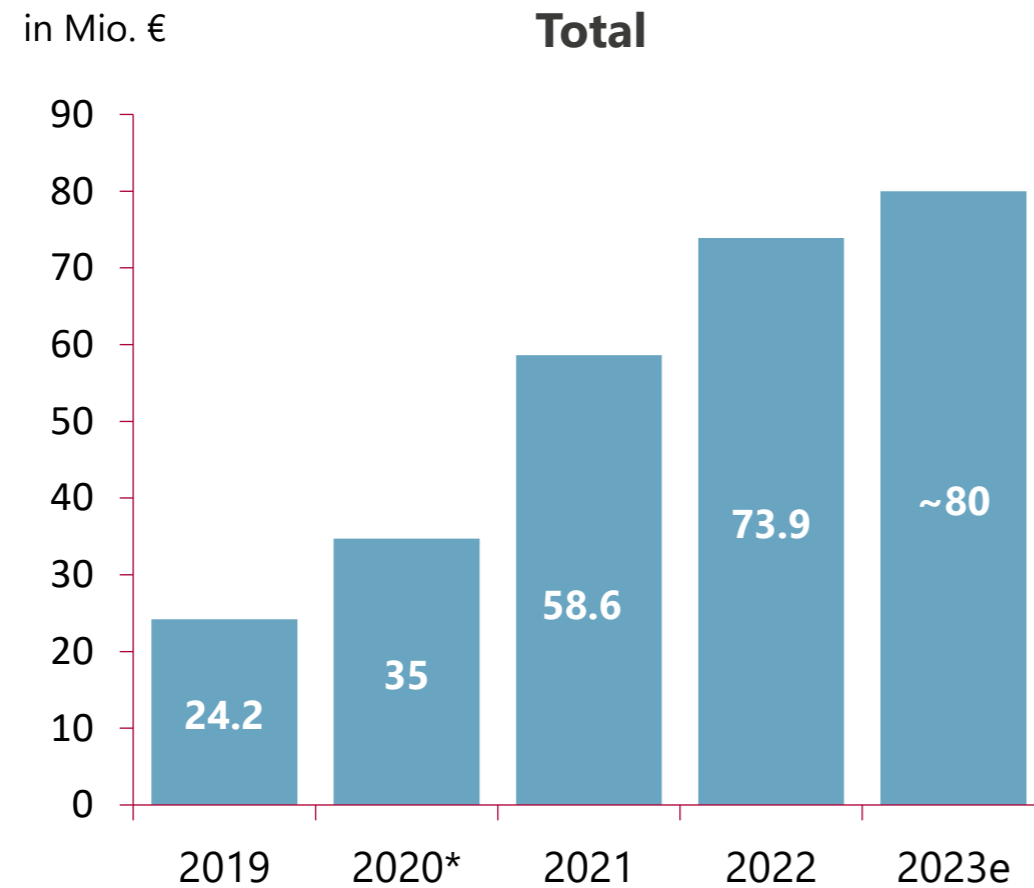


Q1   Q2   Q3   Q4

# Quarterly performance Q3 2023

- Q3 2023 total operating performance up 6.5% at EUR 19.7 million (Q3 2022: EUR 18.5 million), operating result EBITDA at EUR 1.8 million
- Reason for declining EBITDA margin in Q3 2023:
  - High sickness rate
  - One-off delays in the awarding of contracts in the business unit mobile services
  - Slightly disproportionate increase in personnel costs
  - Investment in new MDM (Enterprise Mobility Management) division
- Slight shortfall of the planned total operating performance of EUR 80 million for 2023
- Increase in sales and organic growth expected in 2024 due to investments made in 2023
- No acquisitions in 2023 to date

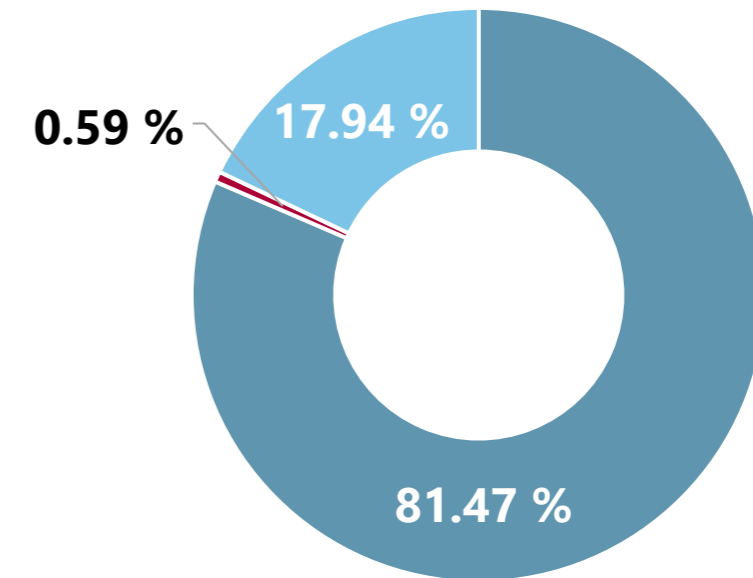
# Total annual figures since 2019



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

# audius company share

<b>Issued shares</b>	4.950.000
<b>Share price 12/03/2024</b>	EUR 11.70
<b>Trading segments</b>	m:access, Basic Board FWB
<b>Research Coverage</b>	SMC (target EUR 21.00), Solventis (target EUR 19.00), GBC (target EUR 21.50)
<b>Nominal value</b>	EUR 1.00 per share
<b>Market Capitalisation</b>	EUR 57.9 m
<b>WKN/ISIN</b>	A0M530 / NL0006129074
<b>Dividend</b>	35 cent for 2022

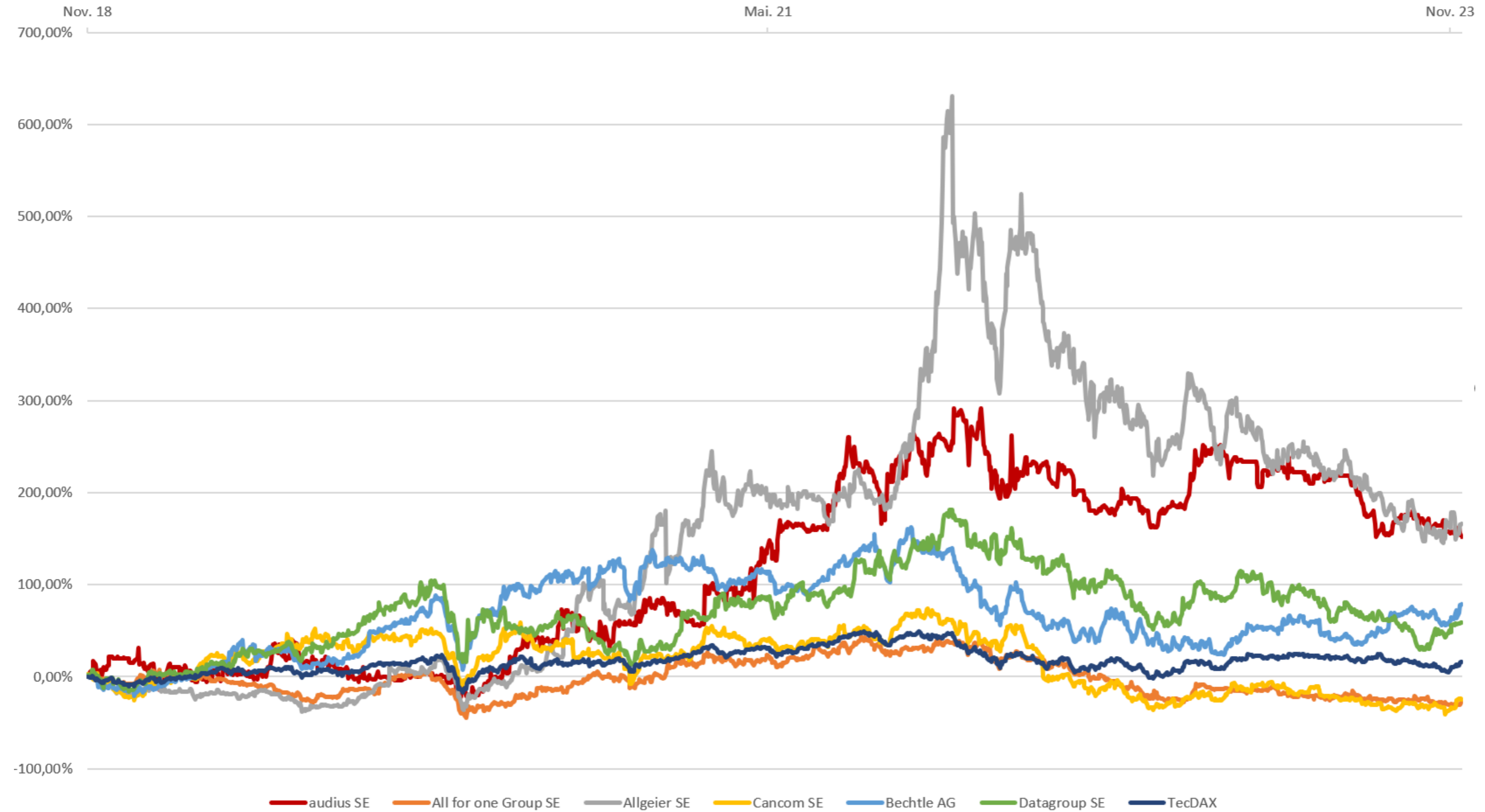


- Free float
- audius AG
- Own shares

Source: <https://www.boerse-frankfurt.de/aktie/audius-se>, Trading place: Xetra

# Peergroup comparison

Performance last 5 years



# Investment in audius

## 10 good reasons

1. Annual **sales growth** since 2015 Ø 23 %
2. Very solid **equity ratio** of 61 %
3. Average **EBITDA margin** of over 10 % in recent years
4. Attractive and sustainable **dividend policy**
5. **Record sales** and **results** for 2020, 2021 and 2022
6. Competence centers IT services, software/cloud, mobile communications for the **markets of the future**
7. Inorganic **growth** since 2020 with Ø 2 company acquisitions per year
8. Sustainable strategic **partnerships**
9. Long-standing customer **relationships**, including currently 8 DAX companies
10. **Internationalization** since 2019

# Contact



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Executive Board member



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**Weinstadt 2024**