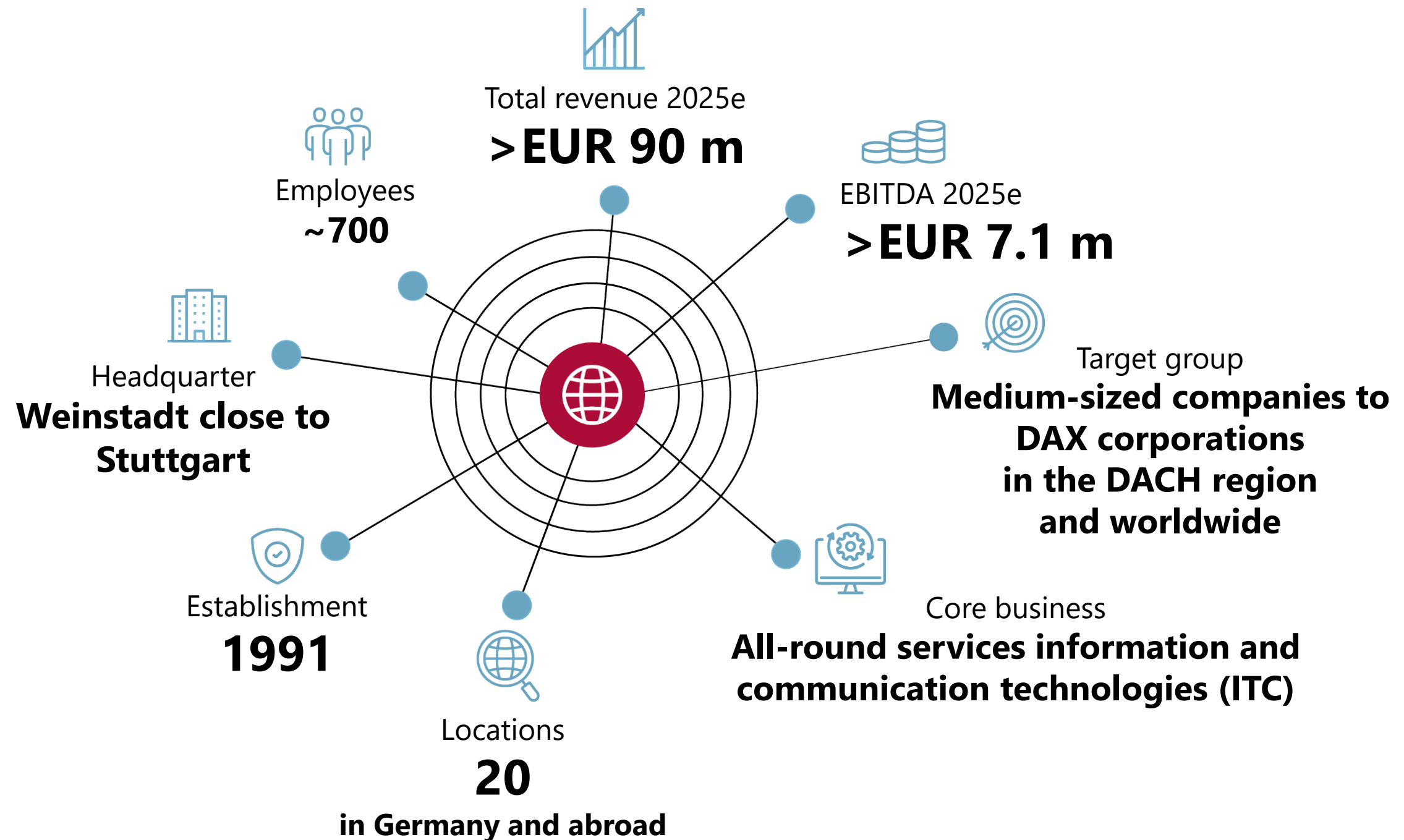




Company presentation audius SE

29/05/2025

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.



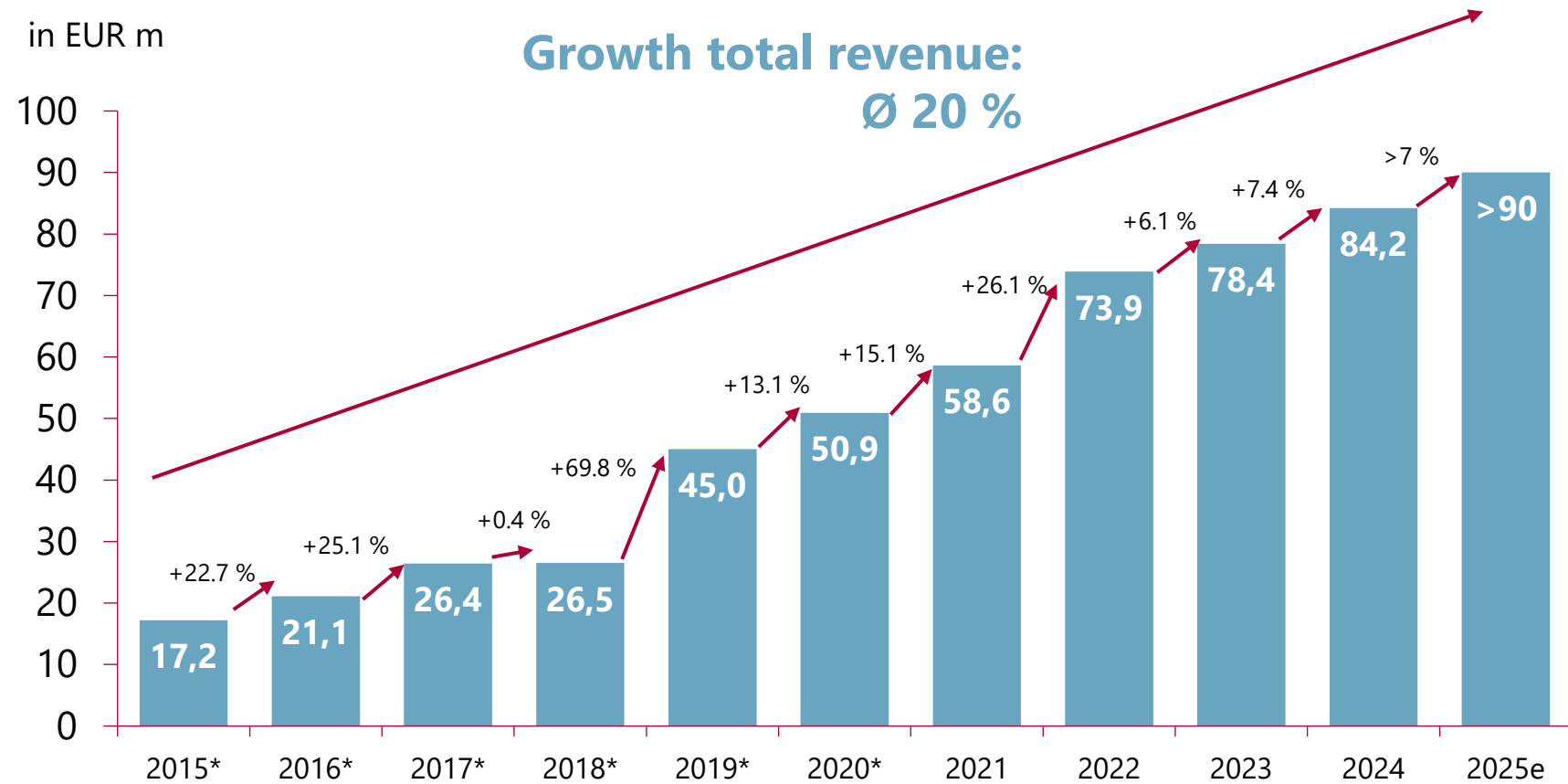
Konstantin Tsaligopoulos, Executive Board member

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**

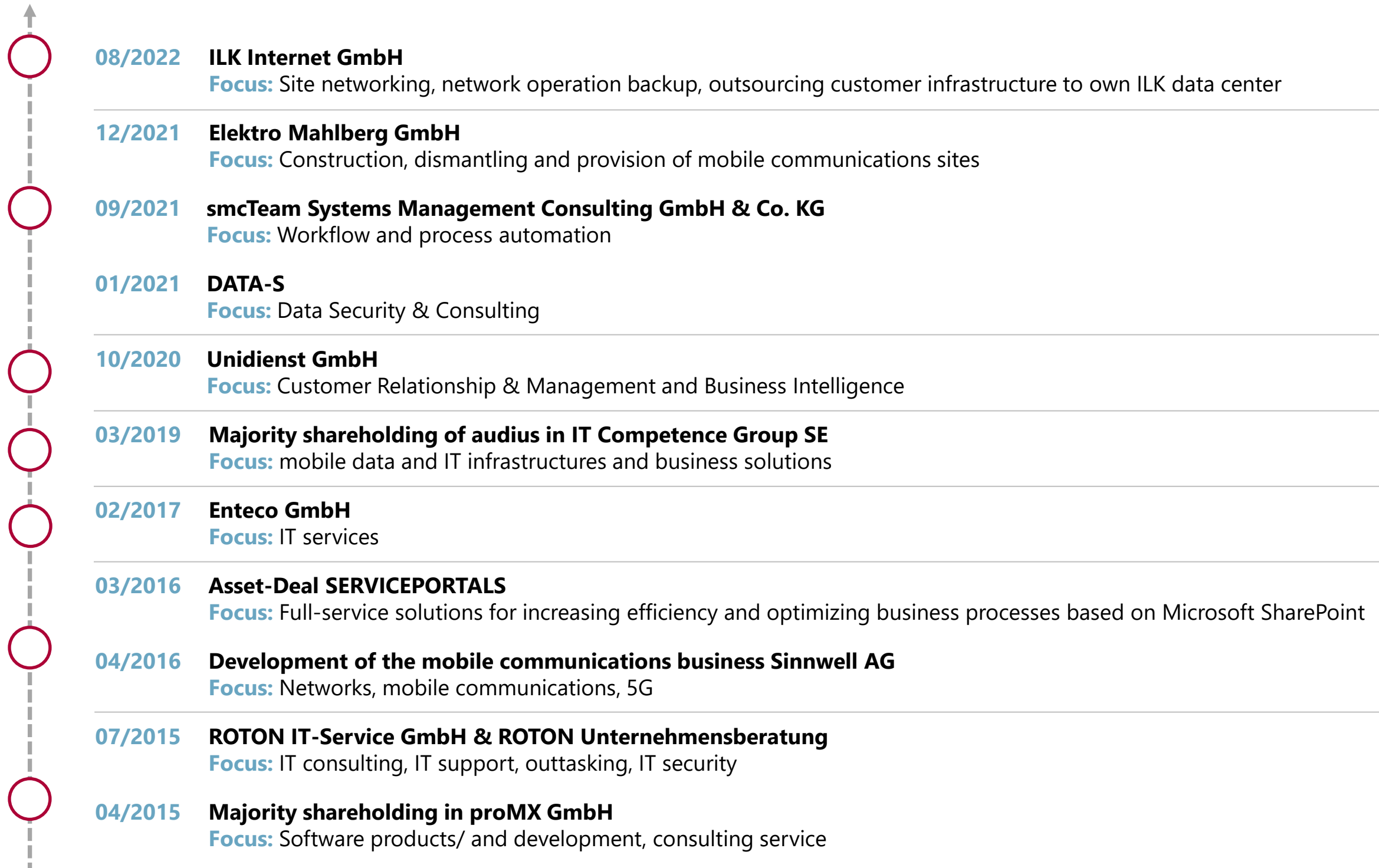
Dual growth strategy

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

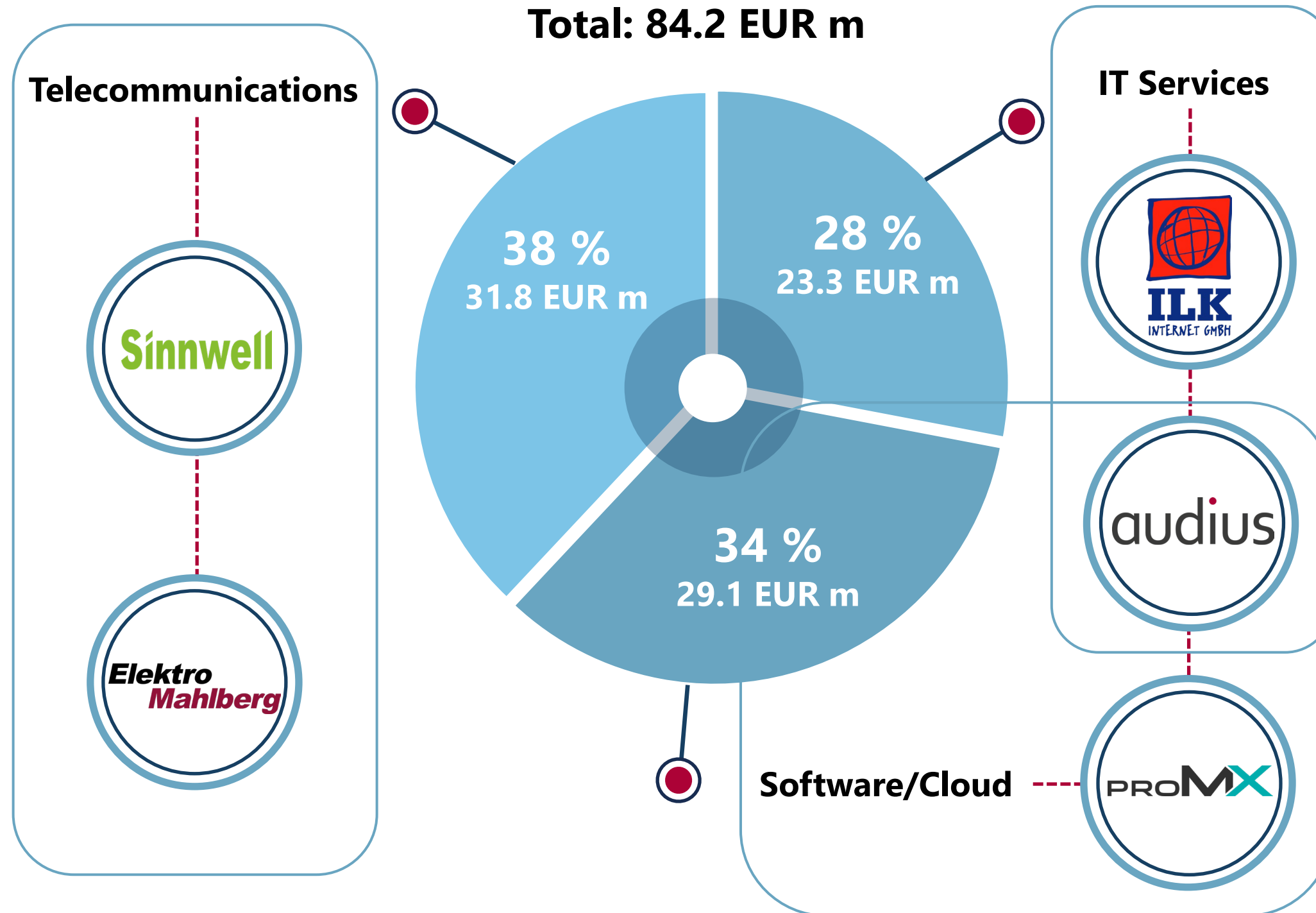


* 2015 - 2020 As-if consolidation from the point of view of audius AG

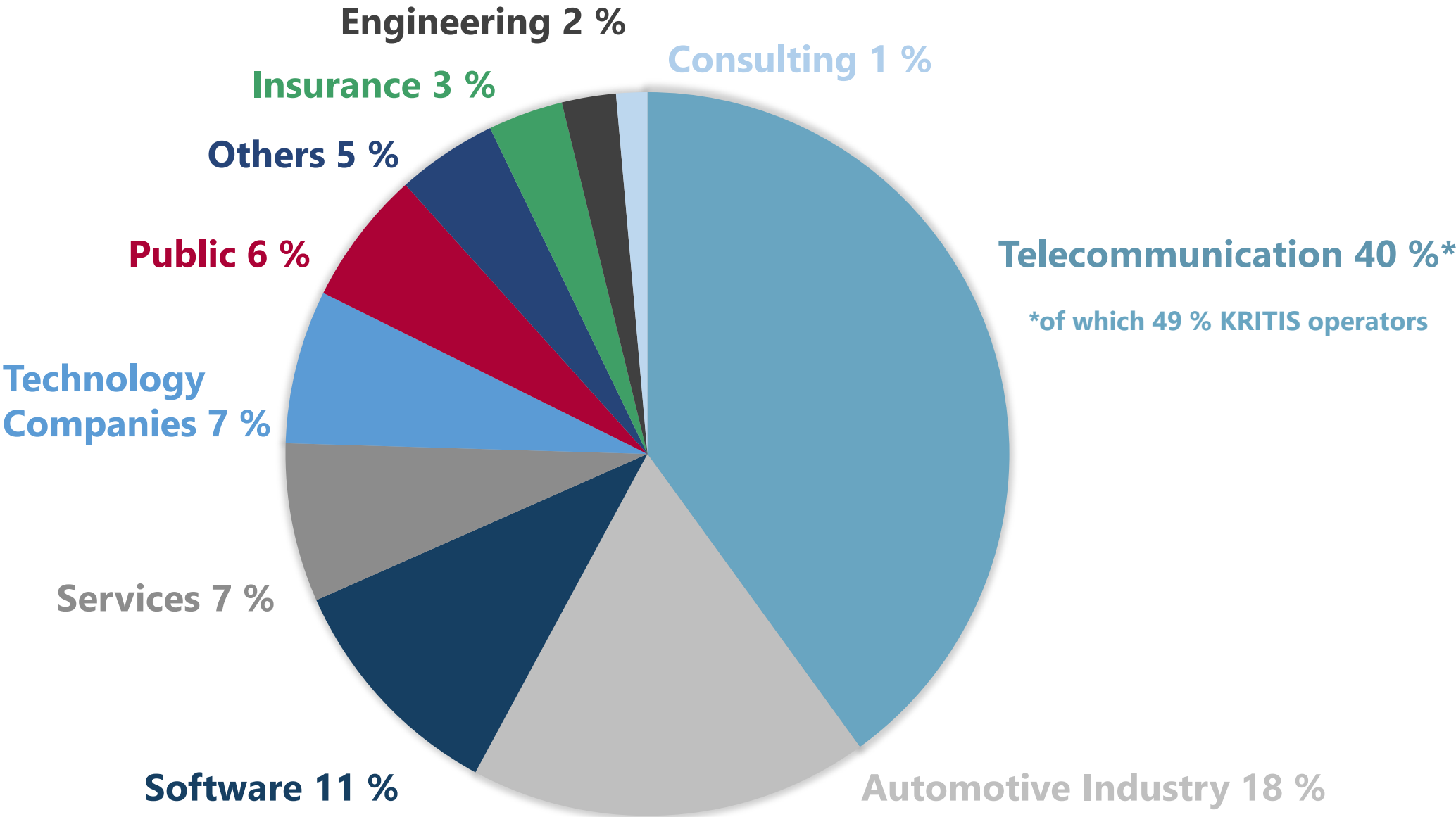
Inorganic growth since 2015



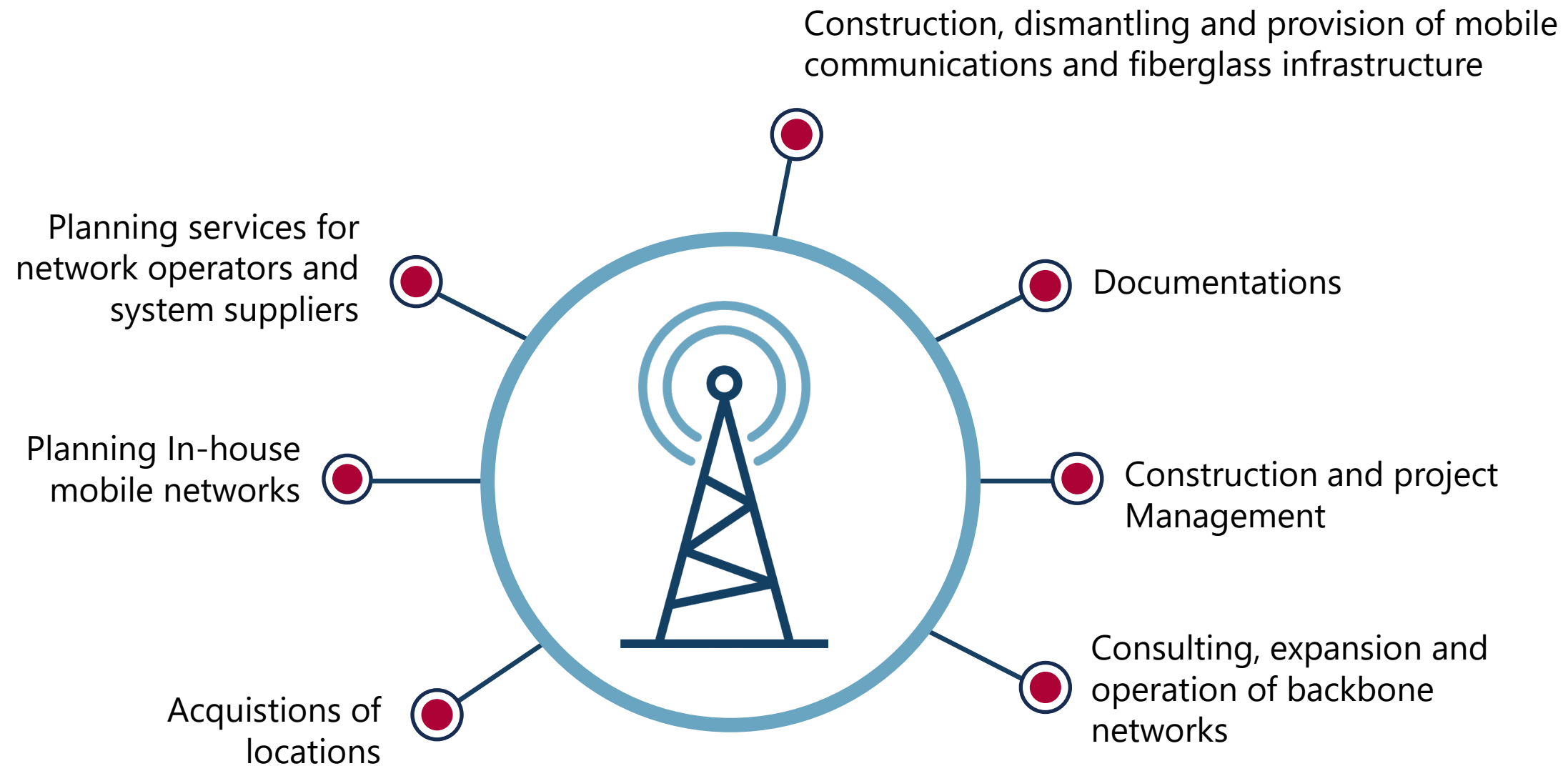
Distribution of total revenue **by business units in 2024**



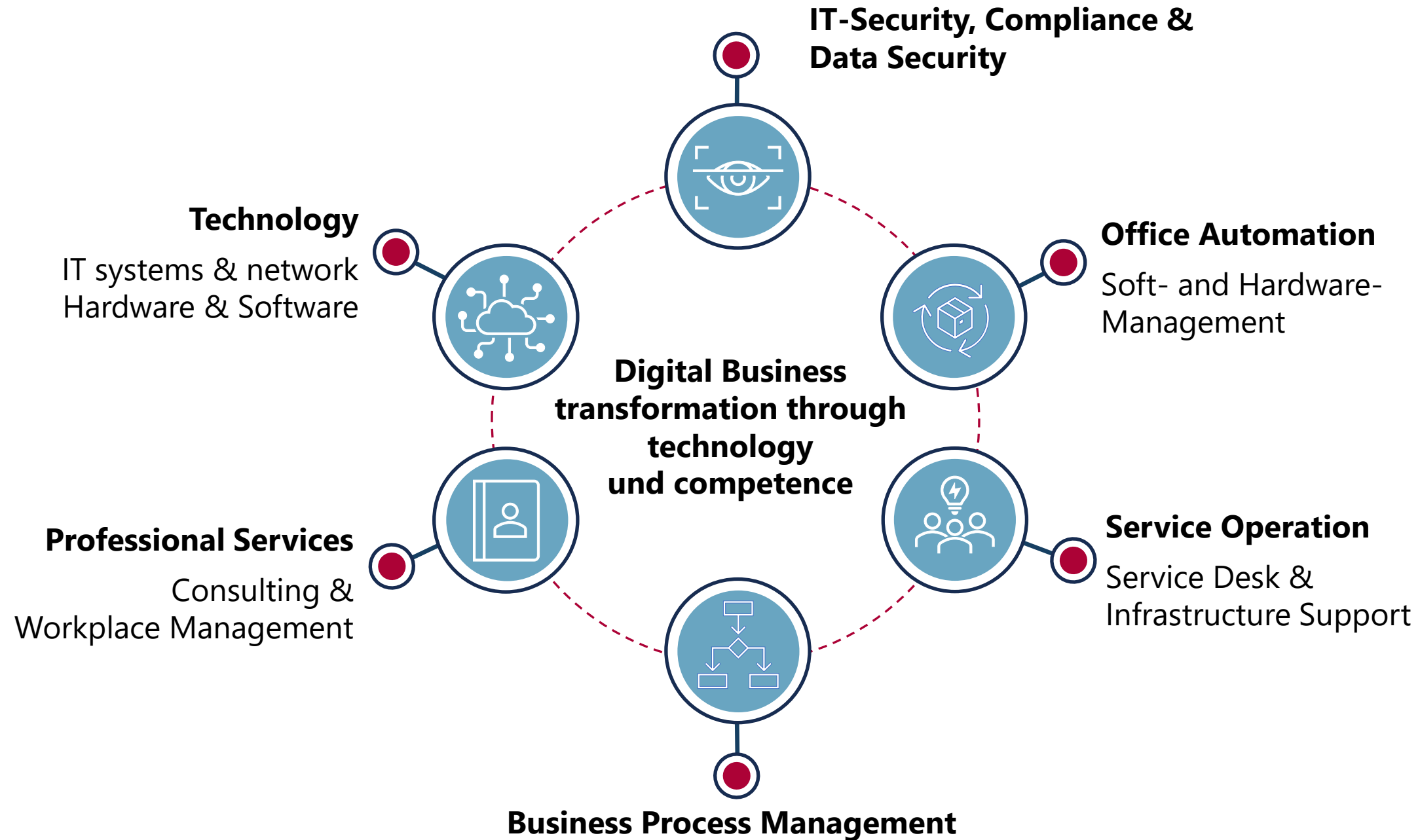
Distribution of sales by sector in 2024



Business unit **Telecommunications**



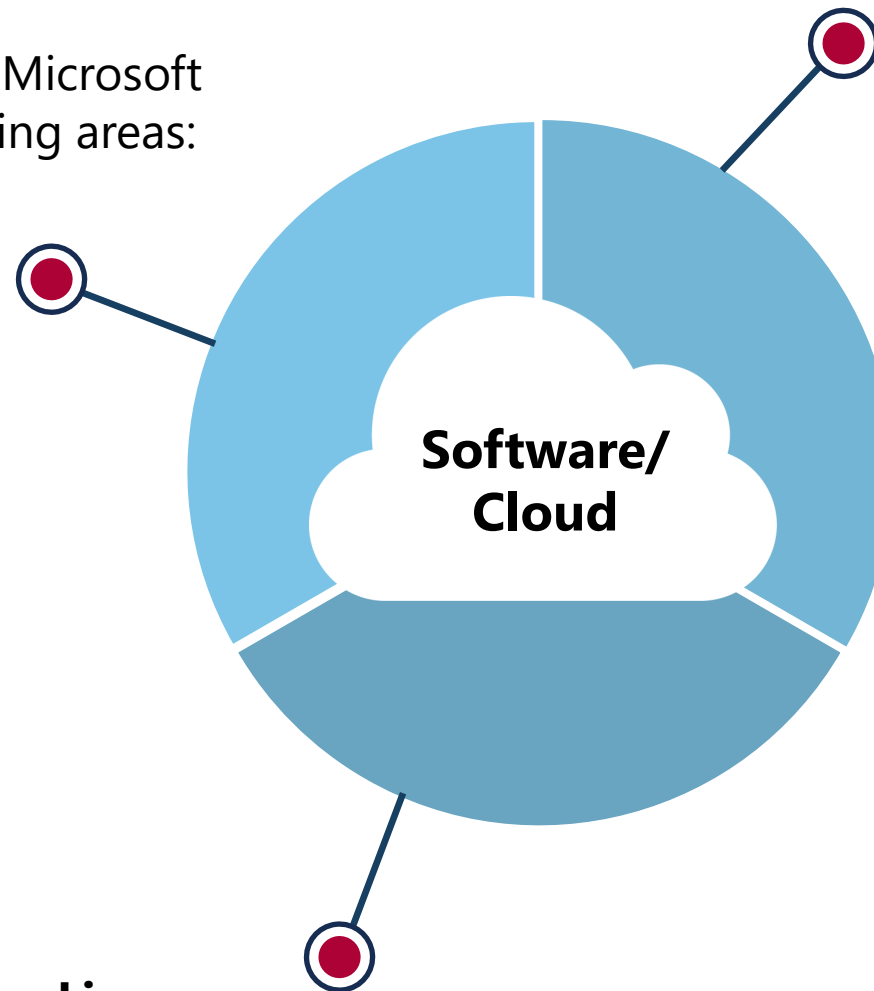
Business unit **IT Services**



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**



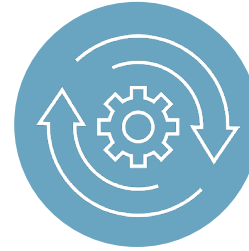
Project reference Business unit **Telecommunications**

Industry sector:
Provider/Telecommunications

Service:
Services relating to BNetzA requirements with regard to the commissioning or adaptation of mobile radio systems

Duration:
At least 12 months

Volume structure:
Up to 500 stations



Project reference Business unit **IT Services**

Industry sector:
Automotive industry

Service:
Taking over operation of MacOS management
Support, software packaging and provision of Apple and 3rd party applications as well as 3rd level support

Duration:
24 months with the aim of expanding services across the Group

Volume structure:
Devices in operation: approx. 5,000



Project reference Business unit **Software/Cloud**

Industry sector:
Automotive industry

Service:
AWS CloudDesign
Implementation and migration of a central network architecture to the AWS Cloud

Duration:

- **Migration over a period of three years**
- **Subsequent operation planned**

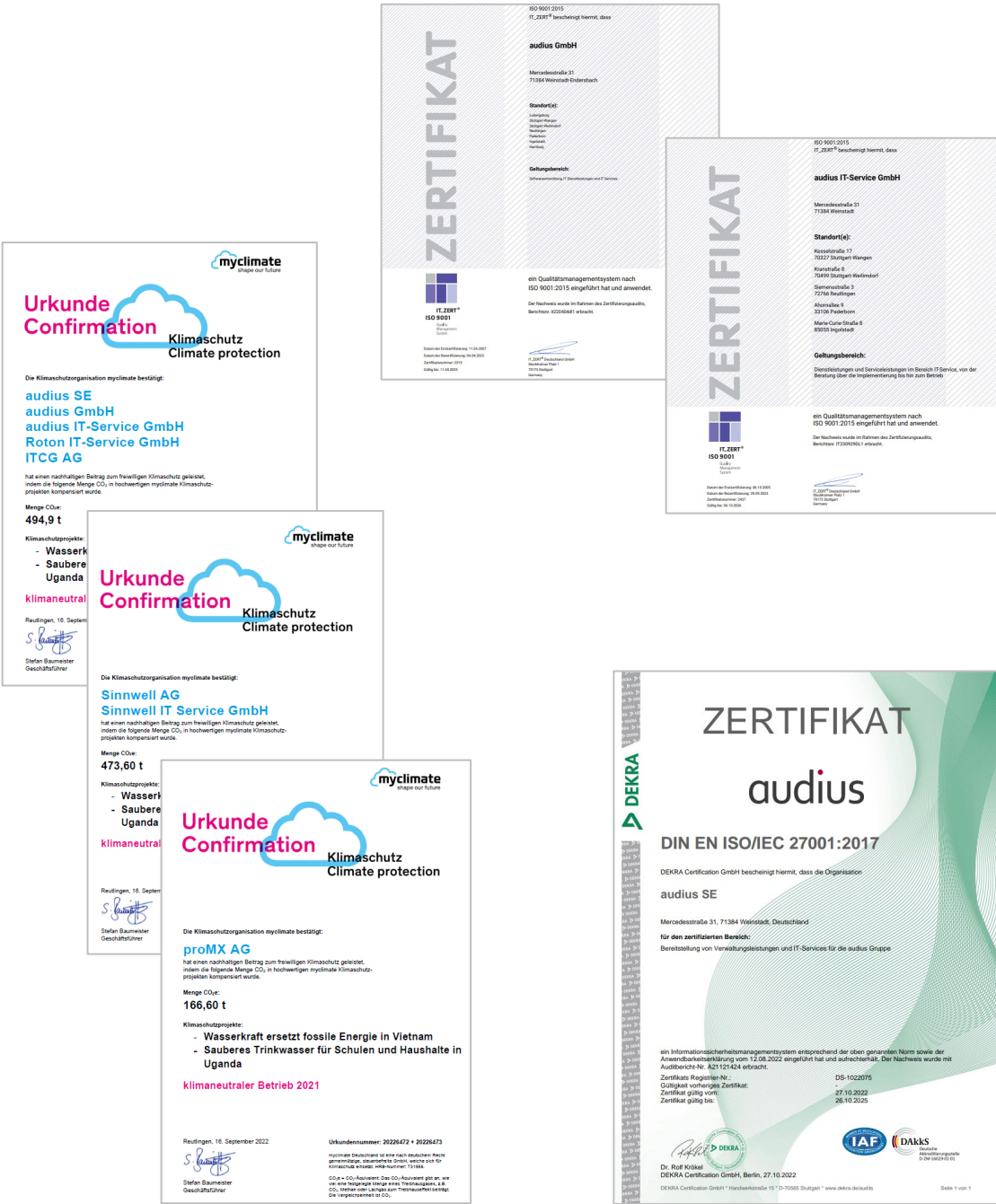
Volume structure:

- **Approx. 22 million connected end devices**

Partnerships



Certifications & awards



Awarded by **Handelsblatt**, study conducted by Munich Strategy:

audius in 81st place in the **TOP 100 fastest-growing SMEs**



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 third year in a row the **certificate "Highest Quality"** in the category "IT Consulting", this time as the **industry winner**



Our references

Telecommunications



IT Services



Software/Cloud



Our workforce* at a glance



~700

Number of employees



~30.6 %

women



~69.4 %

men



39

Different
nationalities



43 years

Average age

*as at 28/02/2025

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

Financial figures | **Income statement** 2024 vs. 2023

in EUR m	2024	2023	Difference absolute	Difference in %
Total revenue	84.2	78.4	5.8	7.4 %
Gross Profit	63.9	60.9	3.0	4.9 %
EBITDA	7.1	7.6	- 0.4	- 5.9 %
EBITDA-Margin	8.5 %	9.7 %	- 1.2 %	- 12.3 %
EBIT	5.0	5.7	- 0.7	- 12.4 %
Net profit for the year	2.8	3.5	- 0.7	- 20.0 %
Net profit for the year after minorities	2.1	3.4	- 1.3	- 38.2 %
Earnings per share after minorities*	0.42	0.70	- 0.28	- 40 %

* in EUR

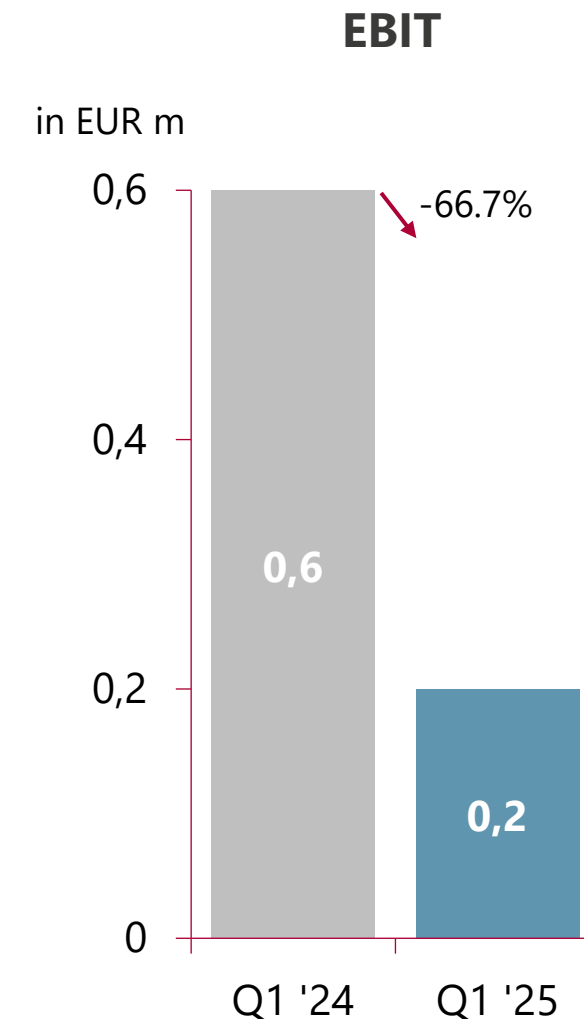
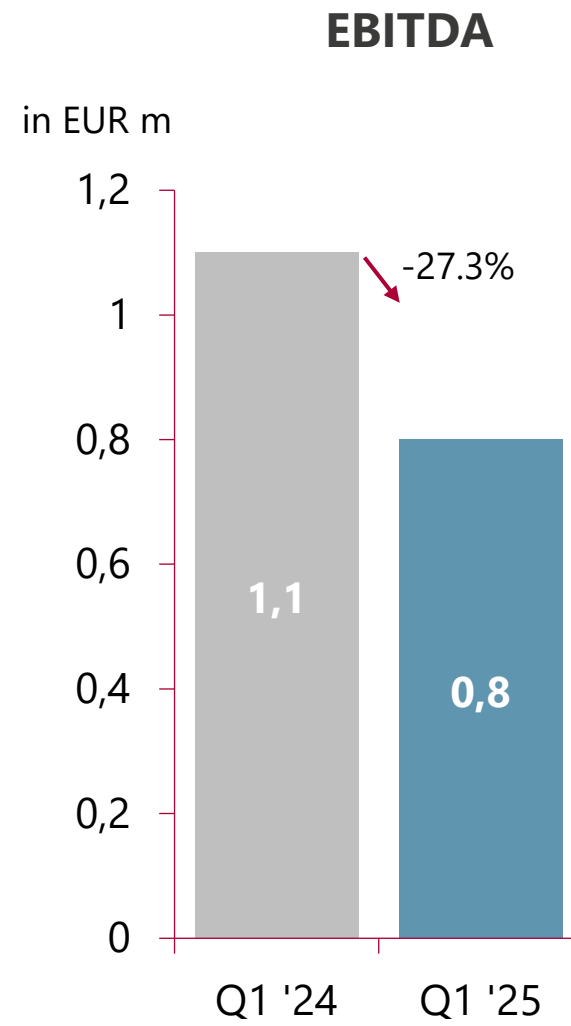
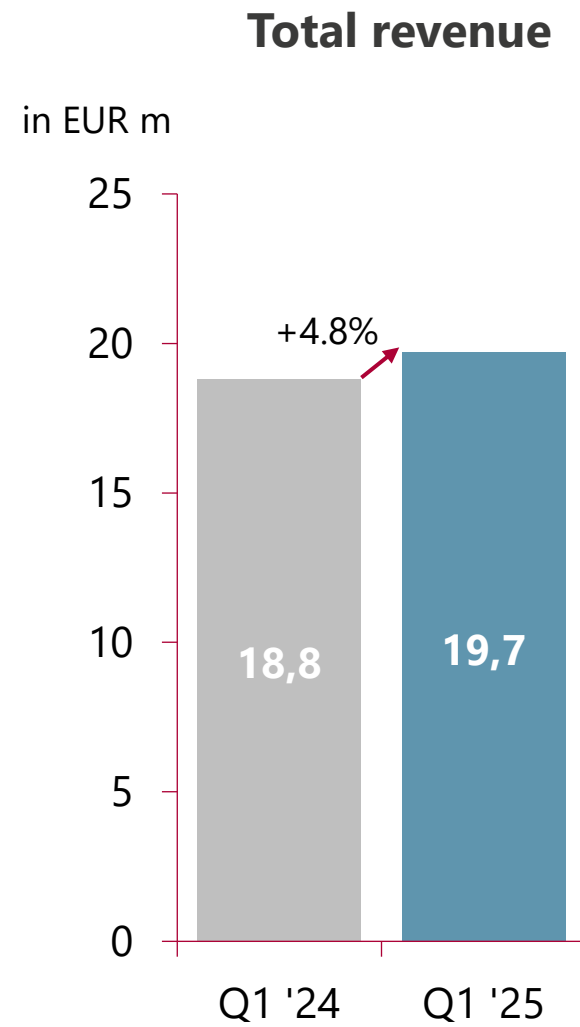
Financial figures | **Balance sheet** 31/12/2024 vs. 31/12/2023

in EUR m	31/12/2024	31/12/2023	Difference absolute	Difference in %
Total assets	38.1	36.7	1.4	4.0 %
Equity	24.3	23.2	1.1	4.7 %
Equity ratio	63.7 %	63.3 %	0.4 %	0.6 %
Cash	10.9	10.0	0.9	9.0 %
Bank liabilities	2.6	3.3	- 0.7	- 20.6 %
Order backlog	79.3	56.8	22.5	39.6 %

Financial figures | **Cashflow** 2024 vs. 2023

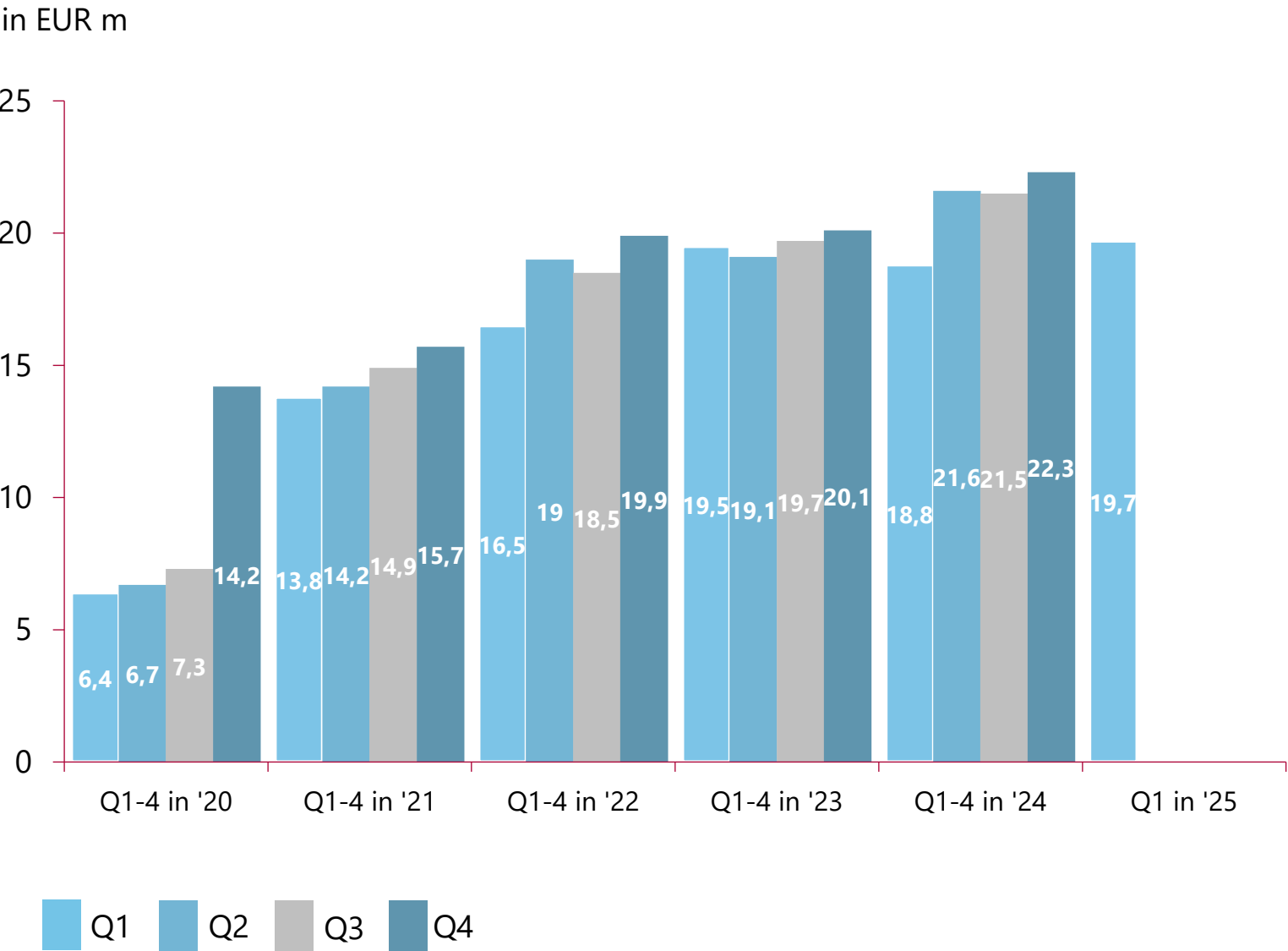
in EUR m	2024	2023	Difference absolute	Difference in %
Cash flow from operating activities	5.6	2.9	2.7	93.1 %
Cash flow from investment activities	- 2.1	- 2.5	0.4	16.0 %
Cash flow from financing activities	- 2.5	- 2.6	0.1	3.8 %

Business development **Q1 2024 vs. Q1 2025**

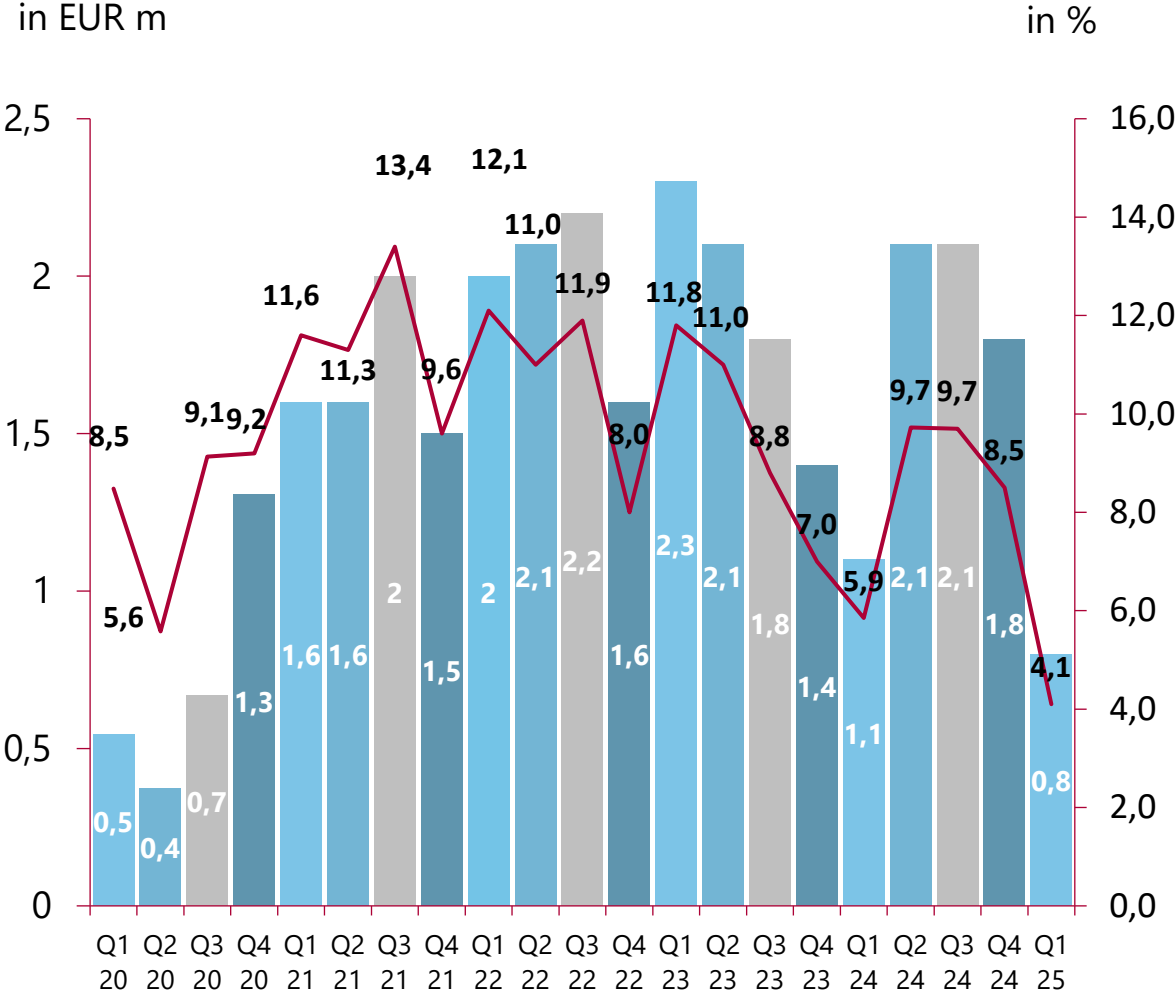


Quarterly development since Q1 2020

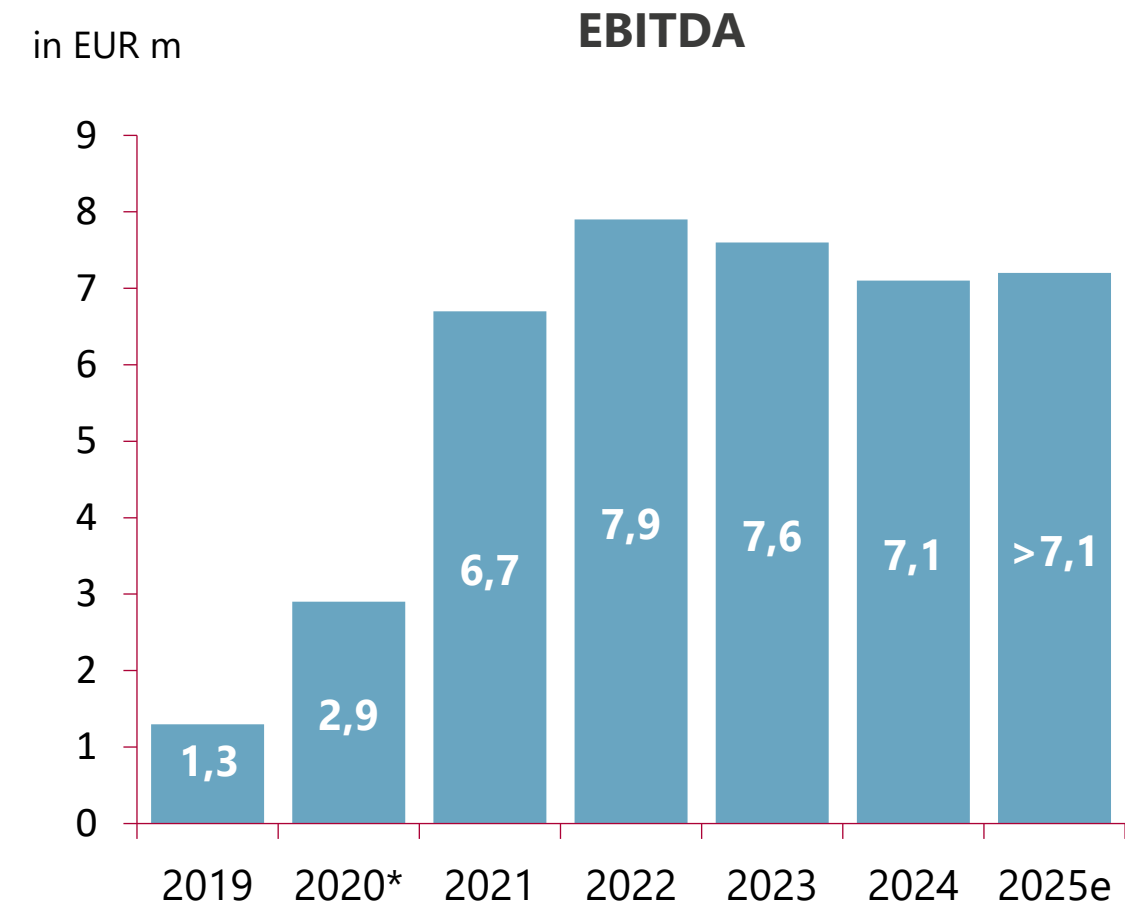
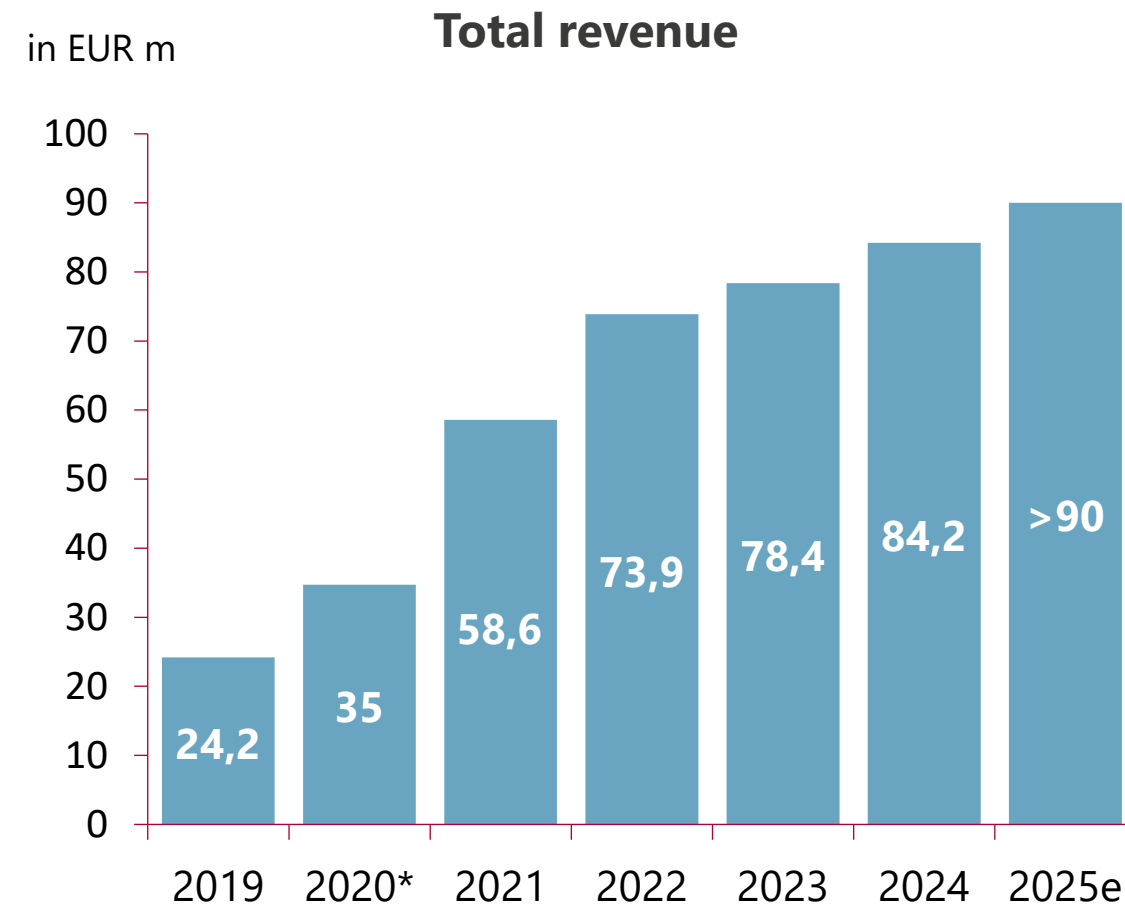
Total revenue



EBITDA & Margin



Total annual figures since 2019



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

Executive Summary for 2024

- Purely organic growth in total operating performance of 7.4% compared to 2023
- Diversification in the Mobile Communications division towards adjacent networks / renaming as Telecommunications
- Highest order intake in the company's history of EUR 79.3 million EUR 79.3 million at the end of 2024 / purely organic
- After a weak Q1/2024, clearly positive development in the following quarters
- Cause of declining earnings margin:
 - Ongoing investments in
 - the new business areas MDM (Enterprise Mobility Management), AWS and the expansion of the use of artificial intelligence
 - the development and expansion of the customer service WLS (Workplace Lifecycle Services)
 - the development of international business in the Microsoft Dynamics area
 - Increased costs cannot be passed on to customers sufficiently quickly
- Strong result at subsidiary proMX AG leads to increased minority interest

Outlook 2025

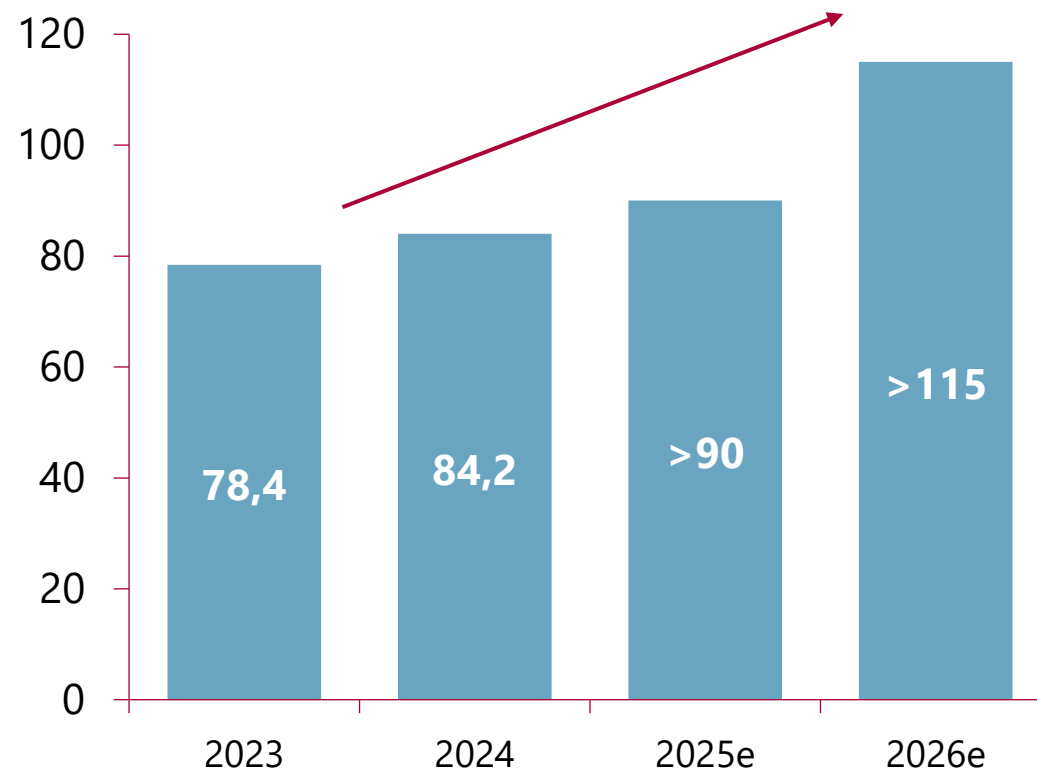
- Further significant organic growth to more than EUR 90 million total operating performance expected
- Strong growth, particularly in the IT service area, due to new Workplace Lifecycle Service project - staff increase in Q4 2024, but significant increase in volume only from summer
- Investment areas Mobile Device Management + AWS/Cloud with successes, still not yet profitable overall
- Increasing business expansion and investments in APAC region to expand Dynamics business
- Investments and project delays mentioned will continue to impact the first half of the year
- Improvement in profitability over the course of the year is the most important goal => slight year-on-year earnings growth currently expected
- Diversified customer base and strong focus on KRITIS companies
- Well-filled acquisition pipeline

Outlook 2025 - 2026 | Medium-term target

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

>50%

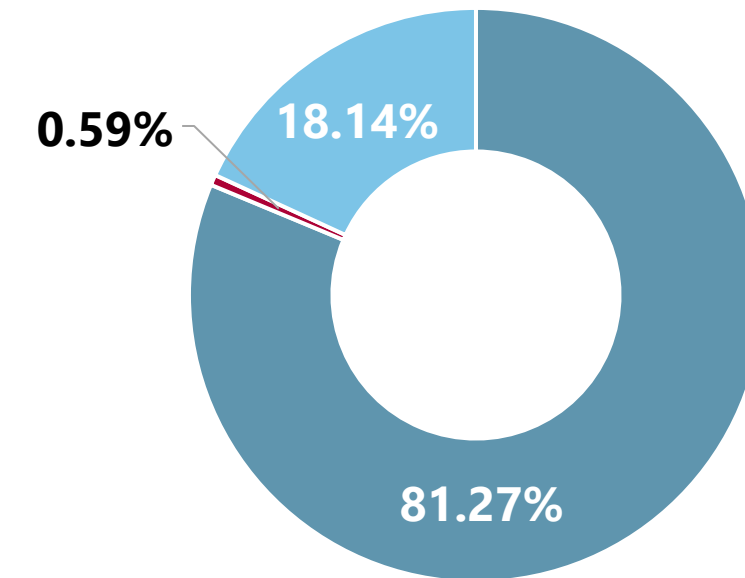
in Mio. EUR



- Profitable growth opportunities through
 - Expansion of the current core business with the possibility of scalable services and
 - Synergies between departments
 - Strong growth in the ICT market relevant to audius (digital transformation, cyber security, AI and automation, etc.)
- Targeted investments in new technologies in recent years, including artificial intelligence, MDM and internationalization
- High and organically growing order backlog
- Further growth impetus through acquisitions and expansion of KRITIS customers

audius company share

Issued shares	4.950.000
Share price on 29/05/2025	EUR 11.20
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 20.40)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 55.1 m
WKN/ISIN/Ticker	A40ET1 / DE000A40ET13 / 3ITN
Dividend	Proposed: 20 cents for 2024 (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 20 %**
2. Average **EBITDA margin** of around 10 % in recent years
3. Medium-term **target 2026** growth of **>115 EUR million**
4. Business units IT Services, Software/Cloud and Telecommunications for the **markets of the future**
5. **Long-standing** customer **relationships**, including currently **9 DAX companies**

Contact

LinkedIn-Profiles



Wolfgang Wagner
Executive Board member



Melanie Ilg
Investor Relations &
Corporate Development

audius SE
Mercedesstraße 31
71384 Weinstadt

ir@audius.de
+49 7151 / 369 00 364
<https://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 third 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 2025