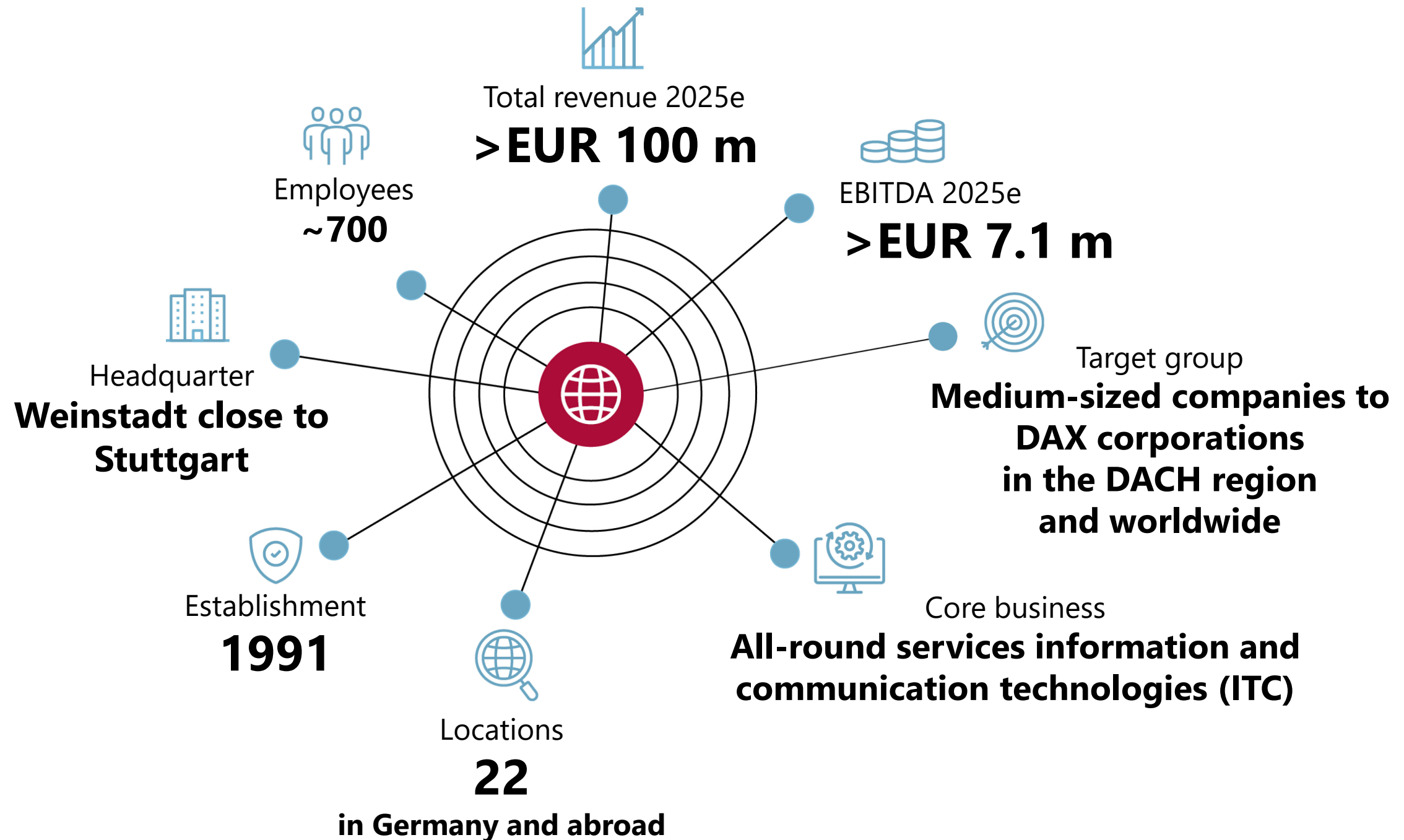




# Company presentation audius SE

Status 31/07/2025

# 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.



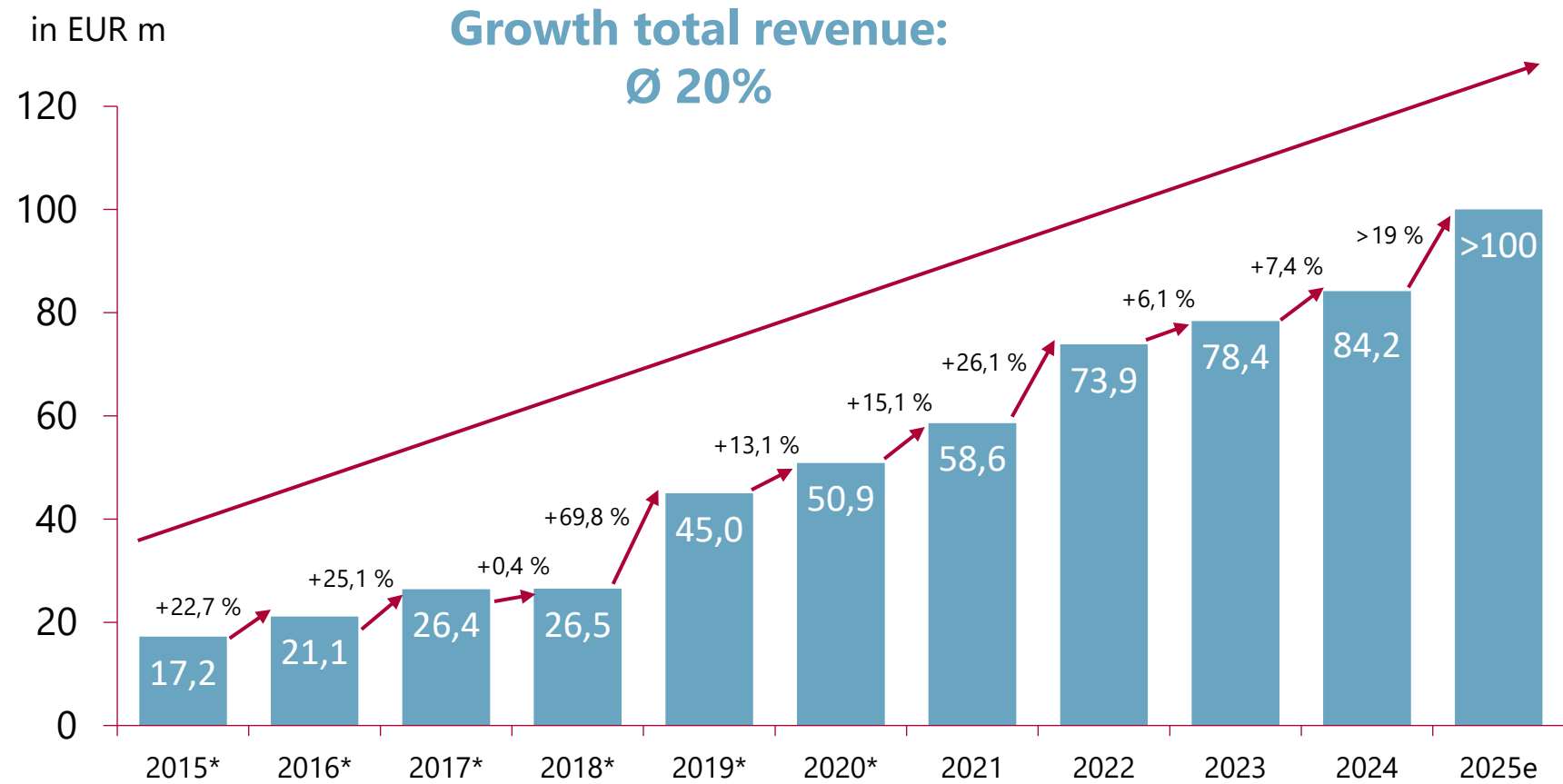
**Konstantin Tsaligopoulos, Executive Board member**

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**

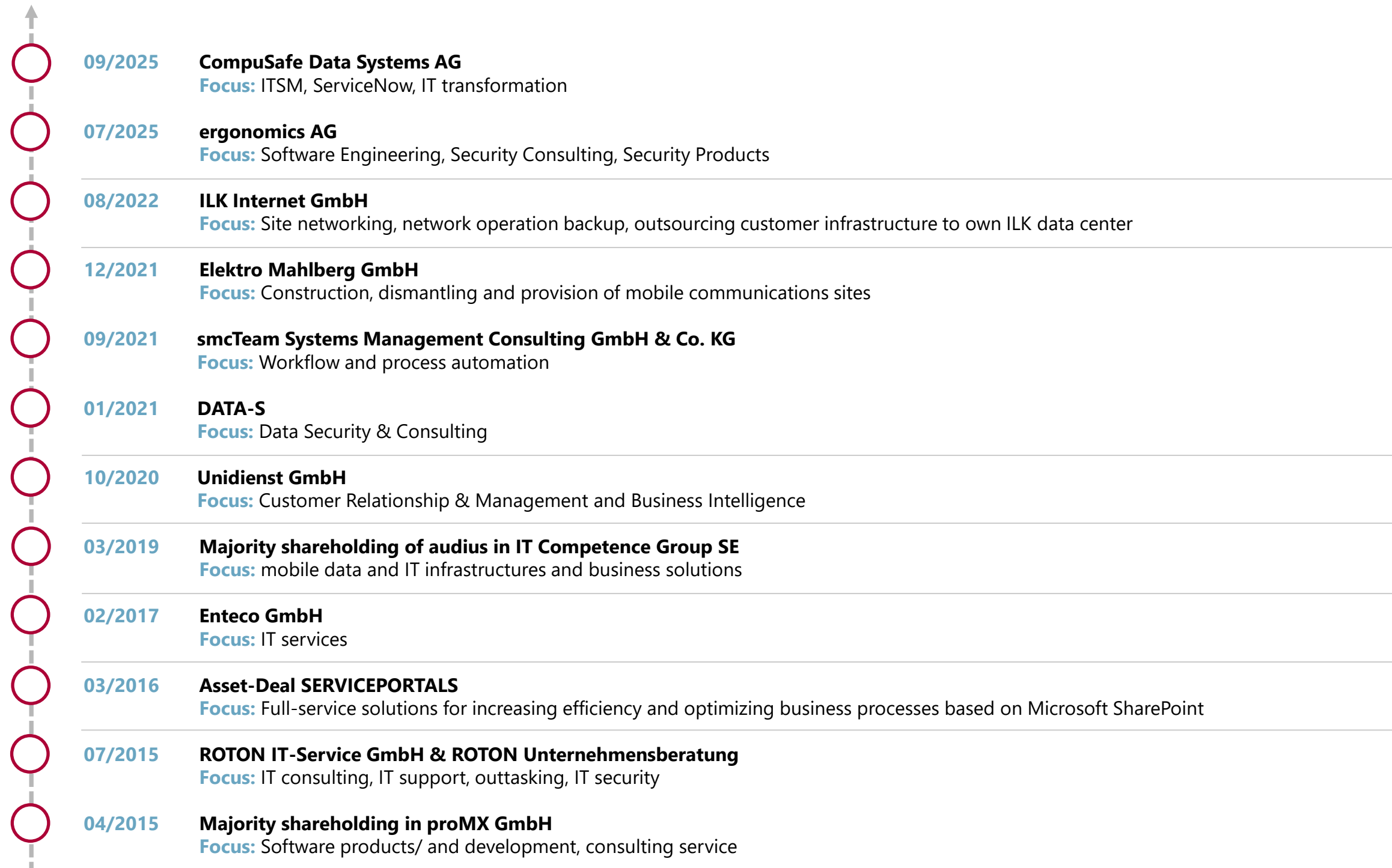
## Dual growth strategy

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

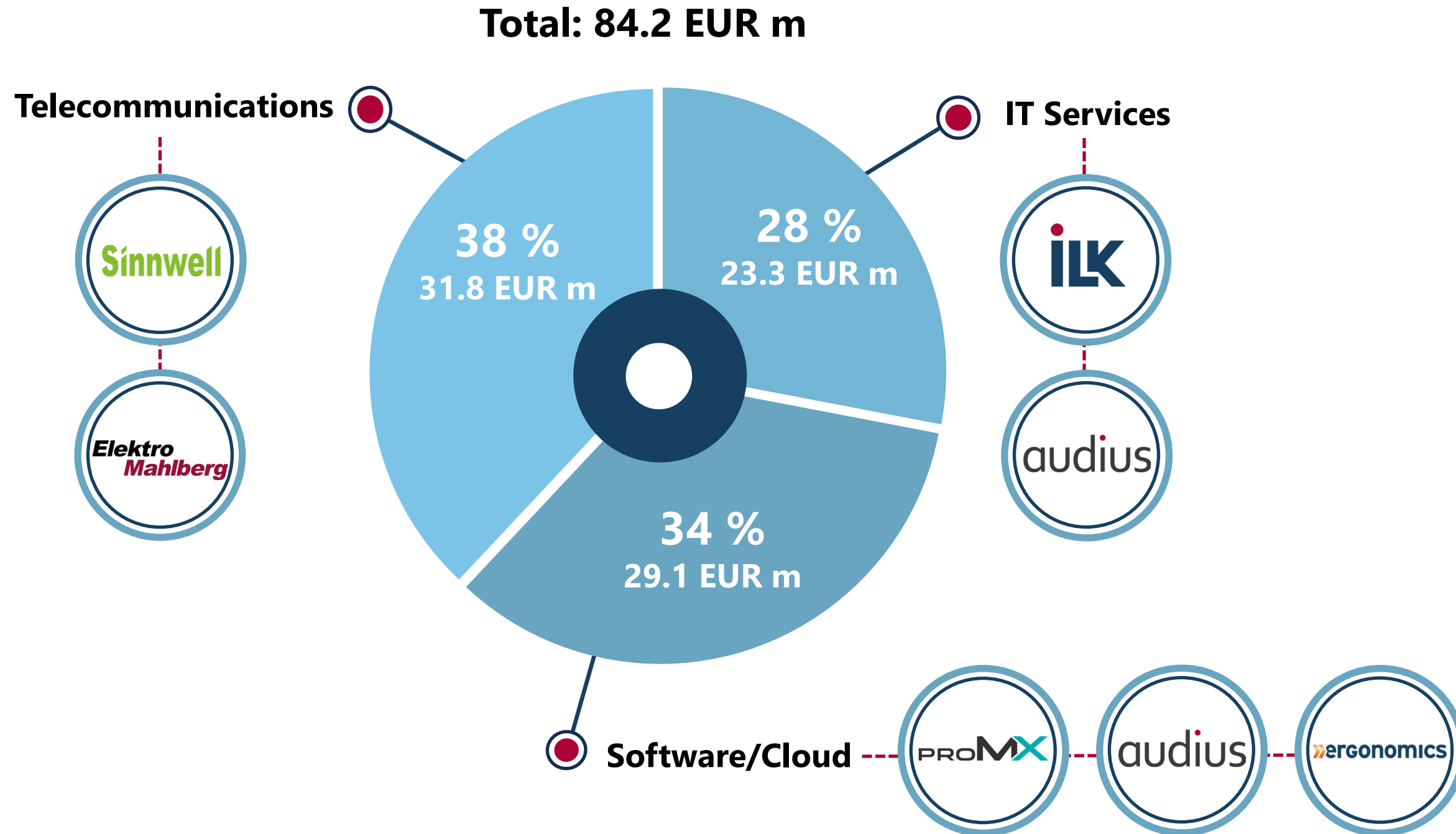


\* 2015 - 2020 As-if consolidation from the point of view of audius AG

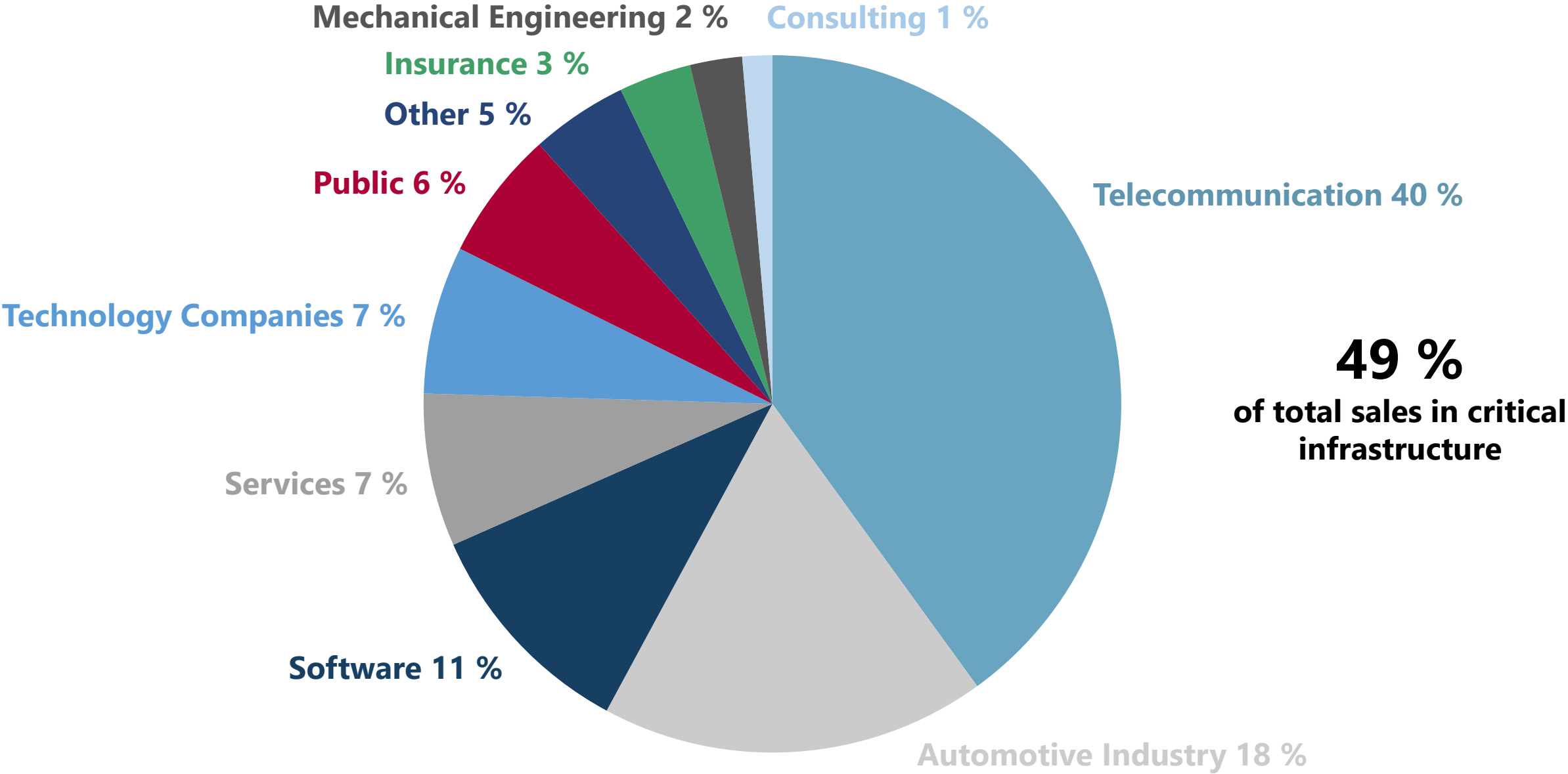
# Inorganic growth since 2015



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

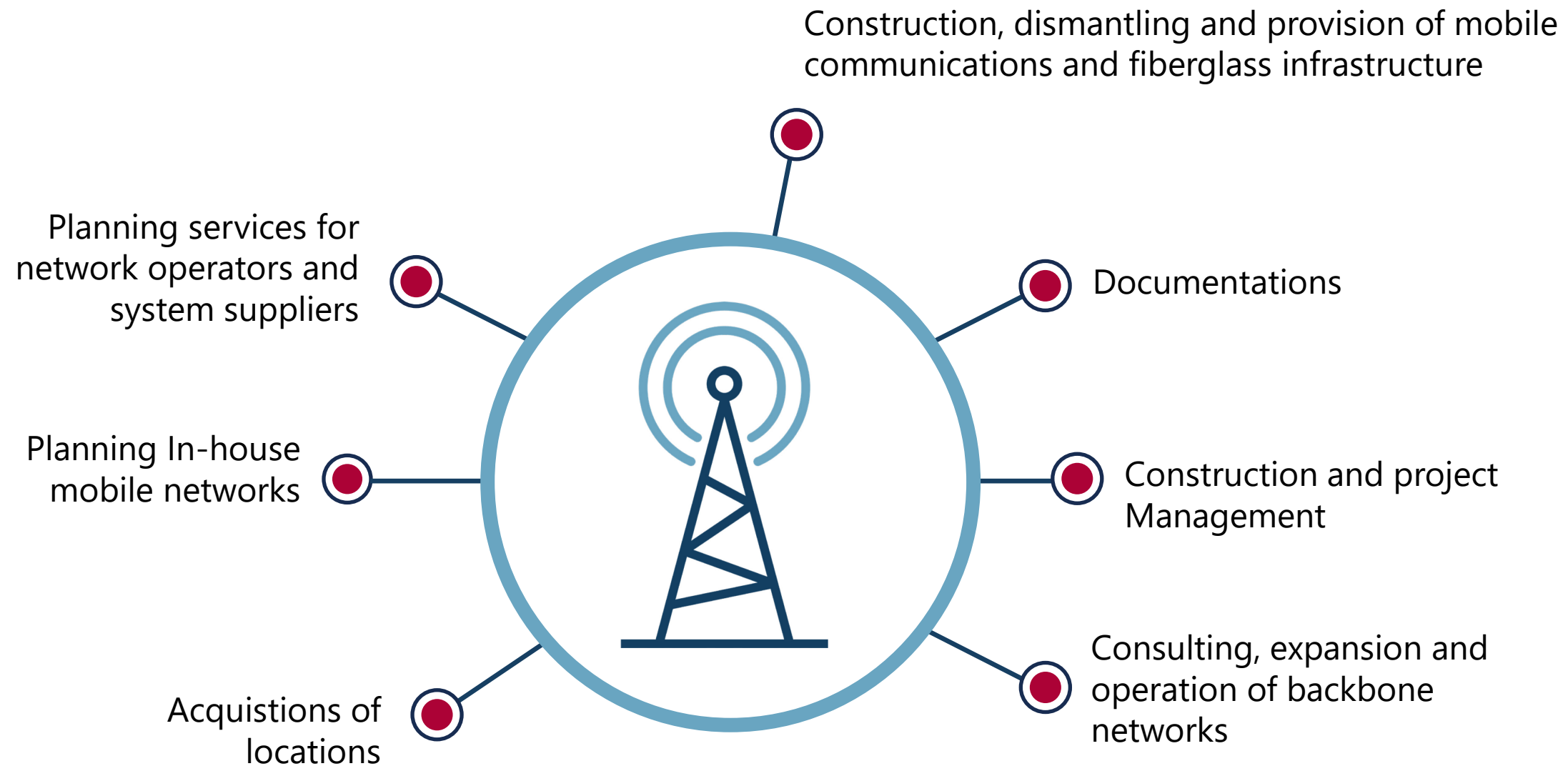


# Distribution of sales by sector – financial year 2024

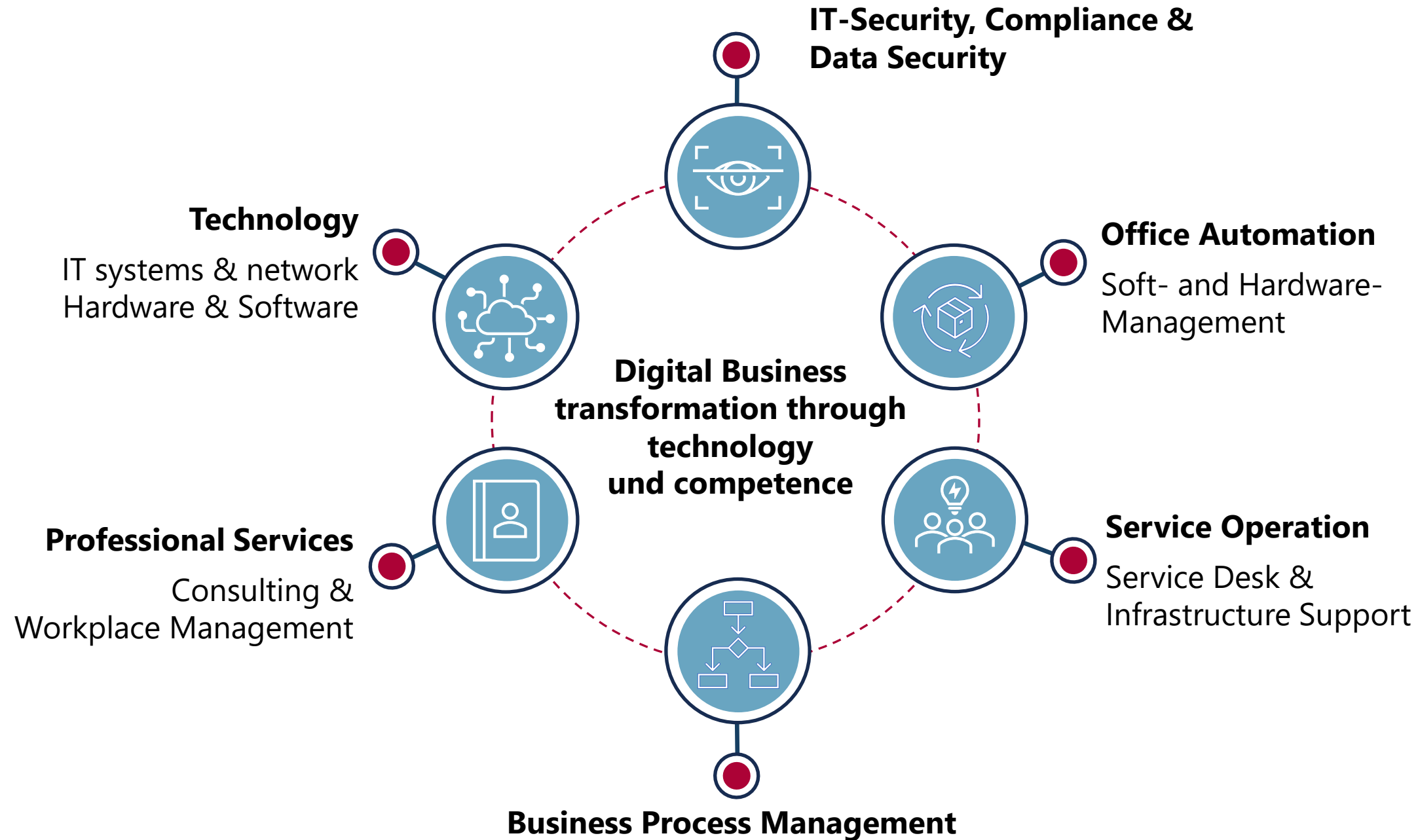




# Business unit **Telecommunications**



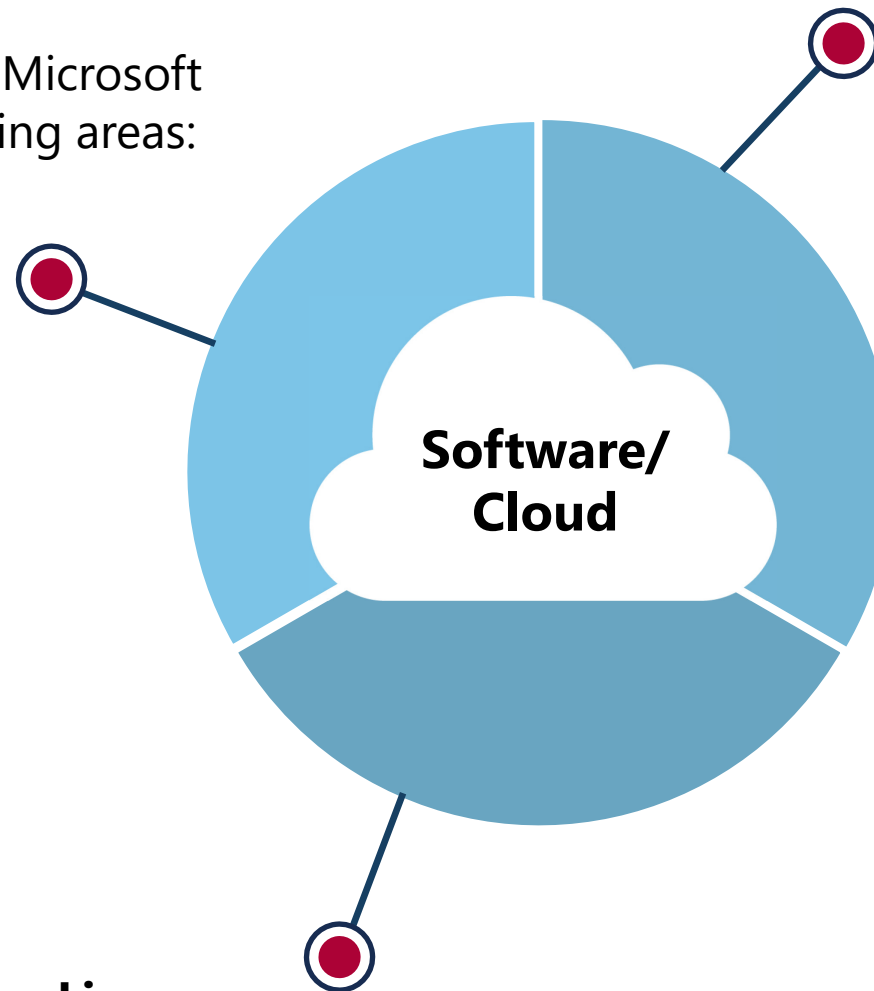
# Business unit **IT Services**



# 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**



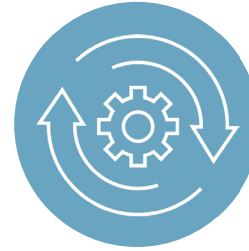
## **Project reference** Business unit **Telecommunications**

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

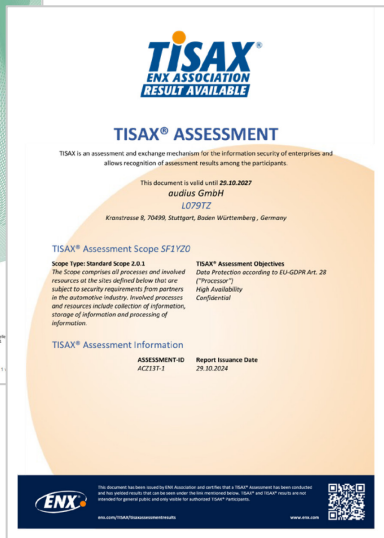
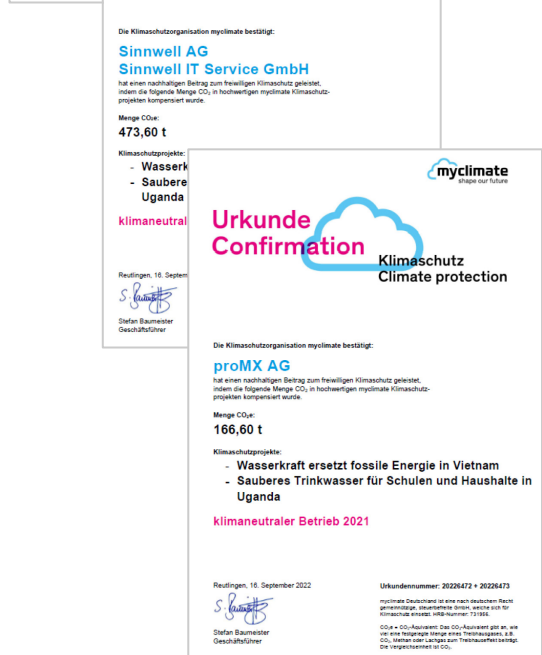
Duration:  
• **Migration over a period of three years**  
• **Subsequent operation planned**

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

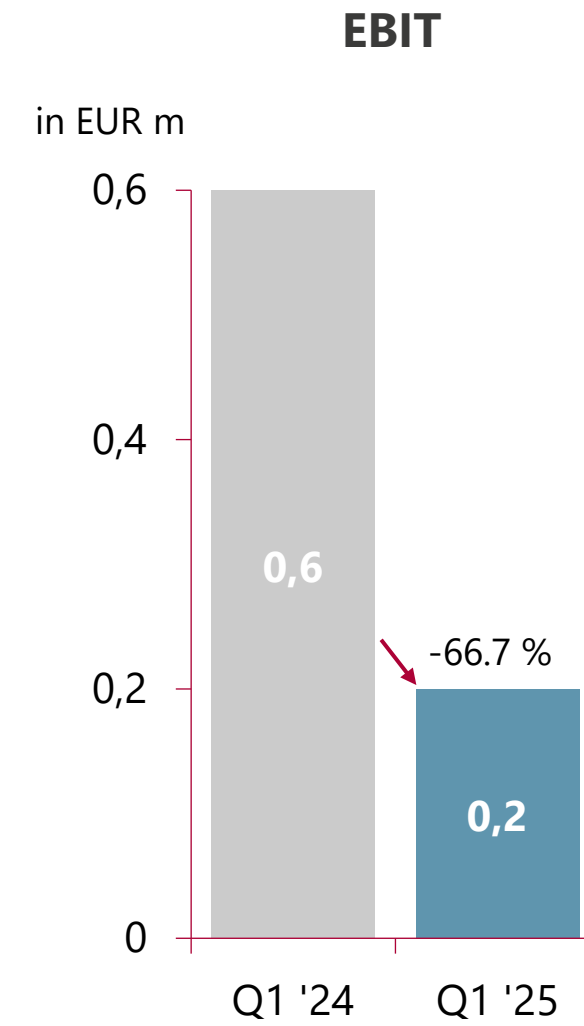
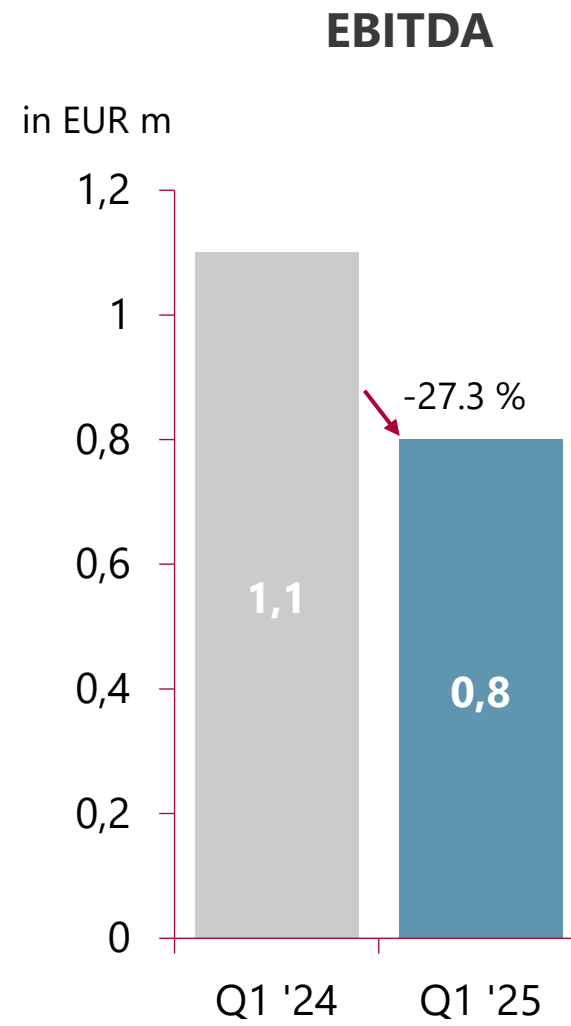
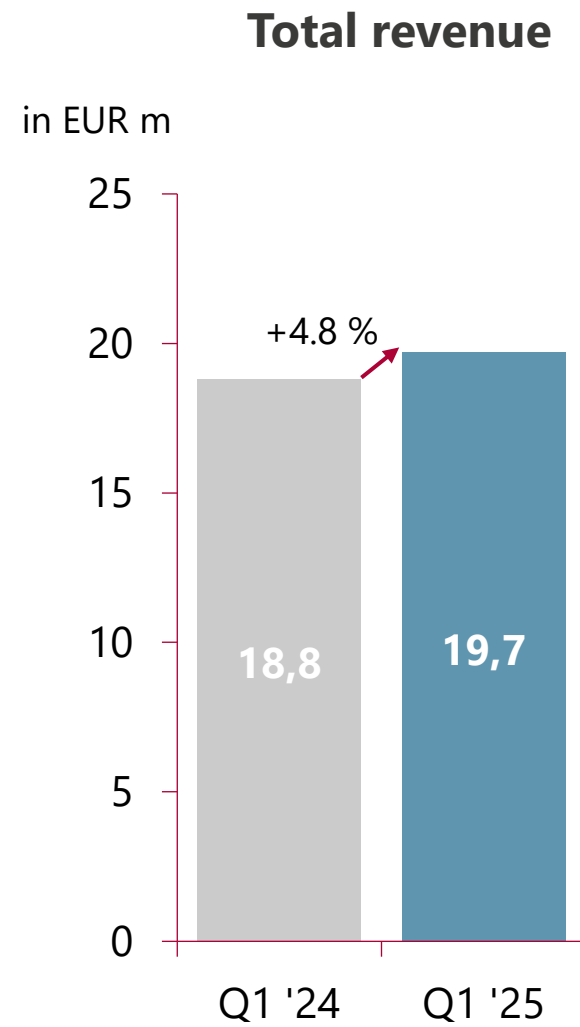
# Financial figures | **Balance sheet** 31/12/2024 vs. 31/12/2023

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

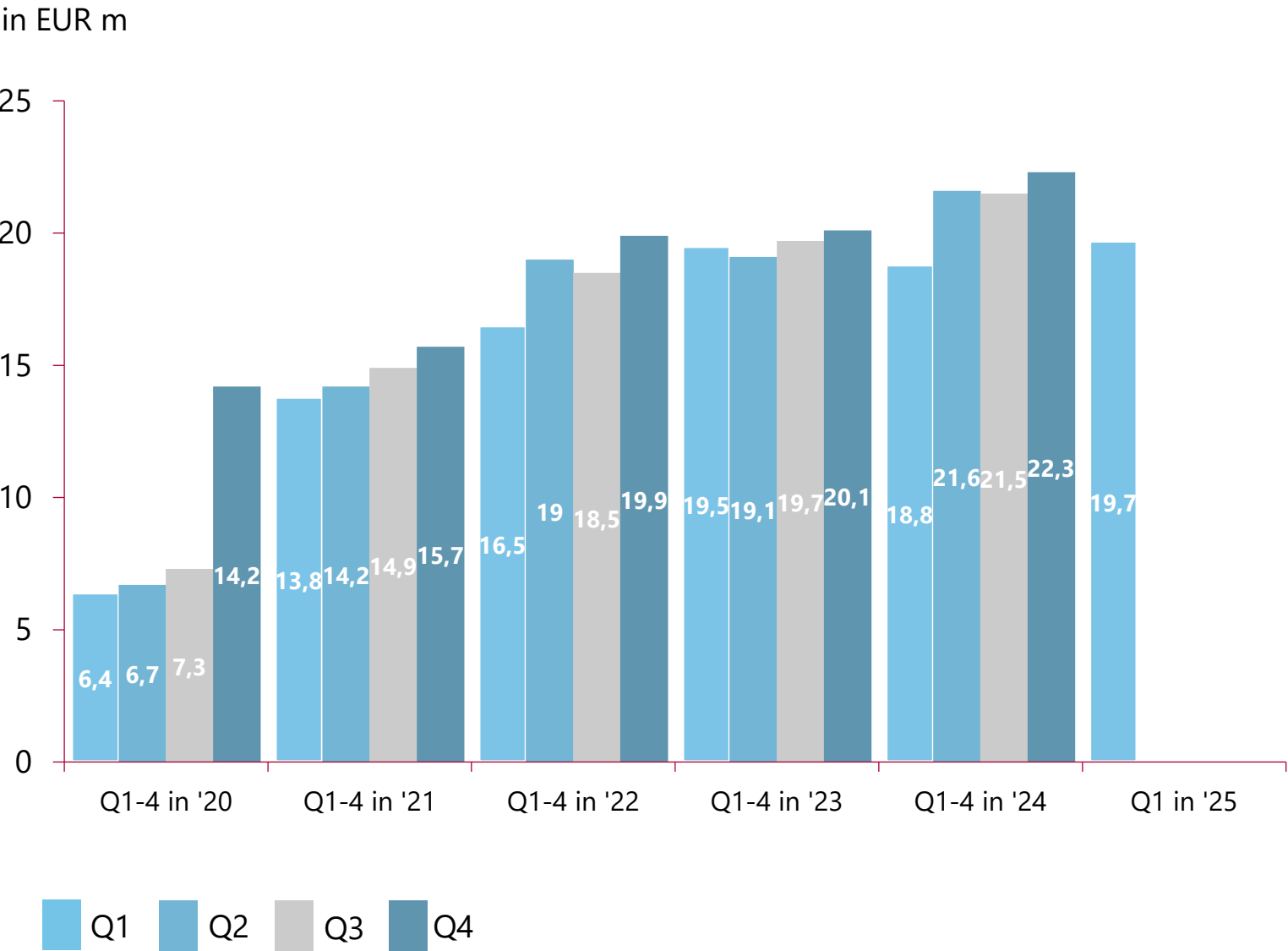
in EUR m	2024	2023	Difference absolute	Difference in %
Cash flow from operating activities	5.6	2.9	2.7	93.1 %
Cash flow from investment activities	- 2.1	- 2.5	0.4	16.0 %
Cash flow from financing activities	- 2.5	- 2.6	0.1	3.8 %

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

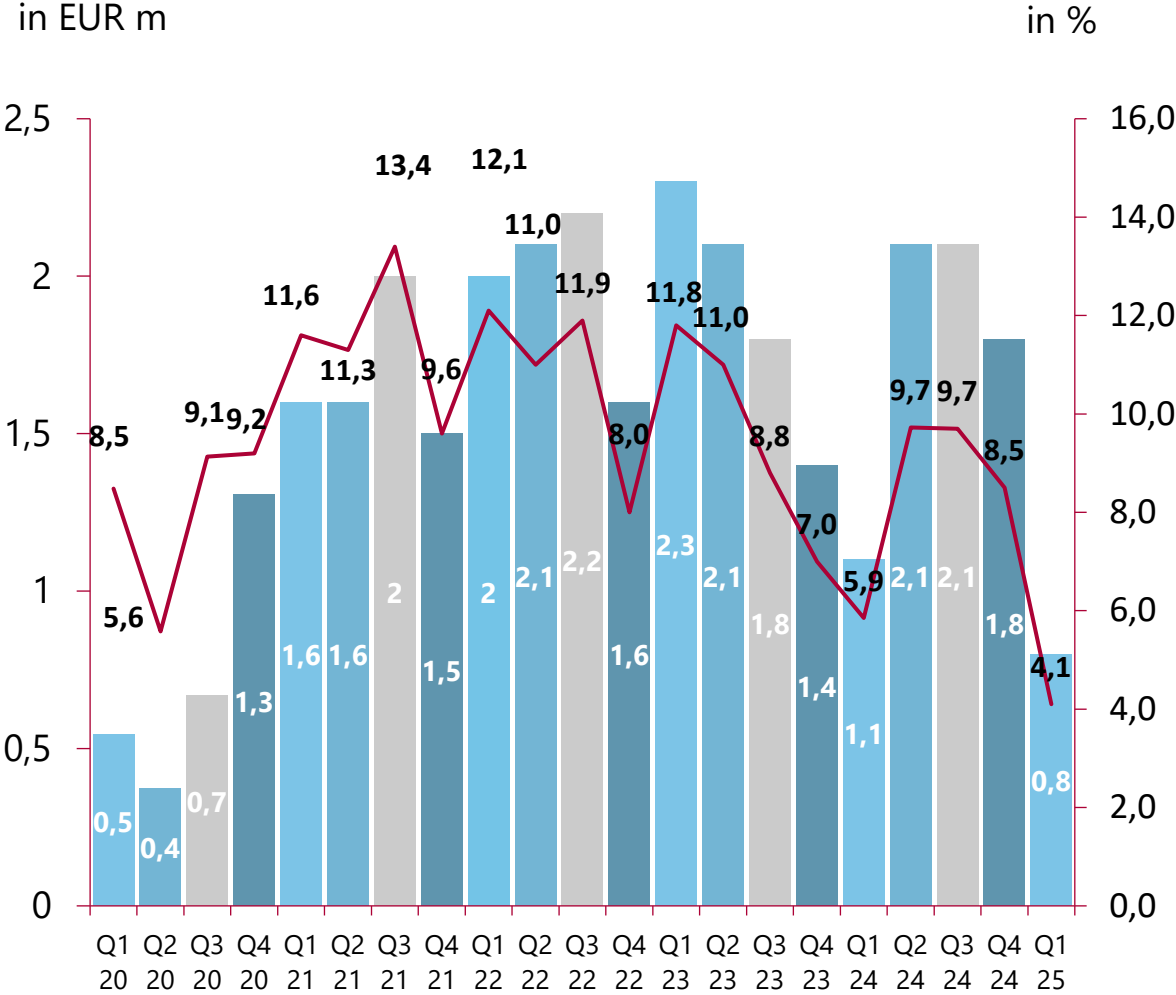


# Quarterly development since Q1 2020

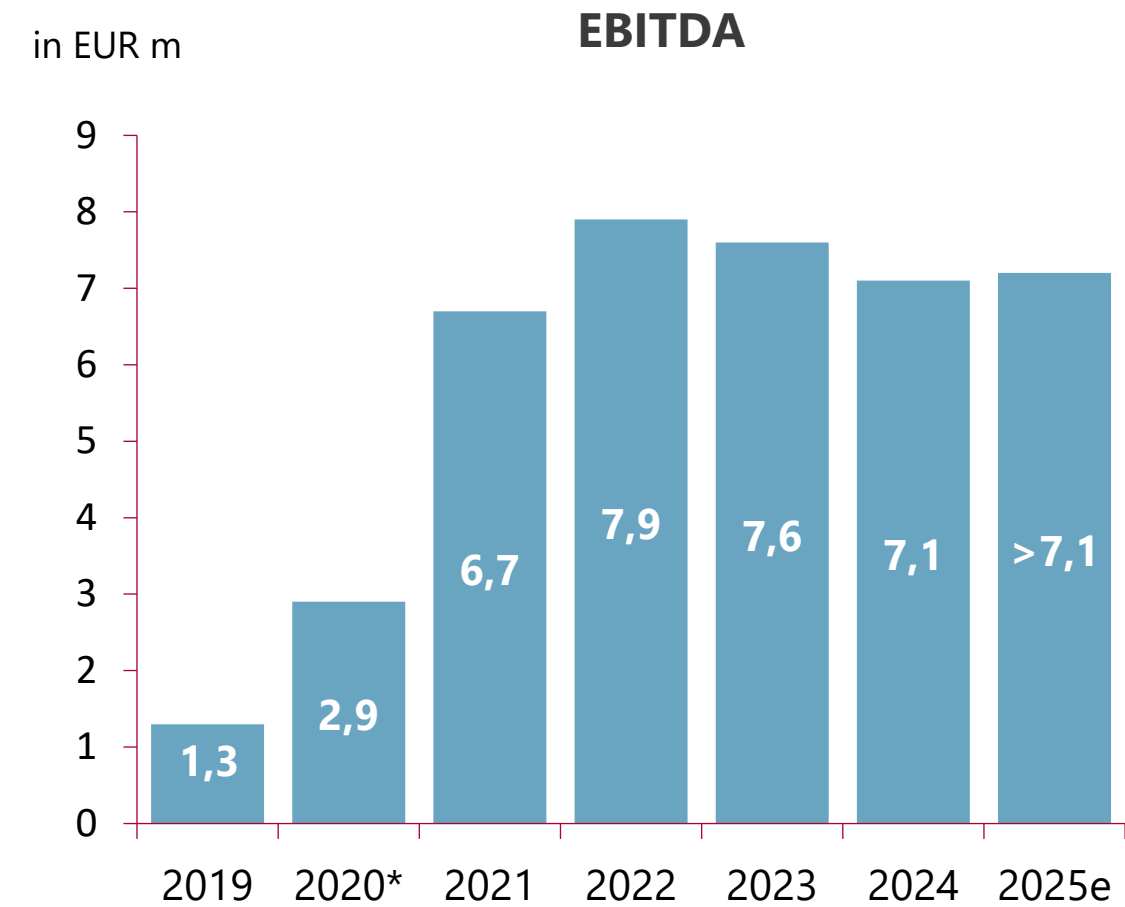
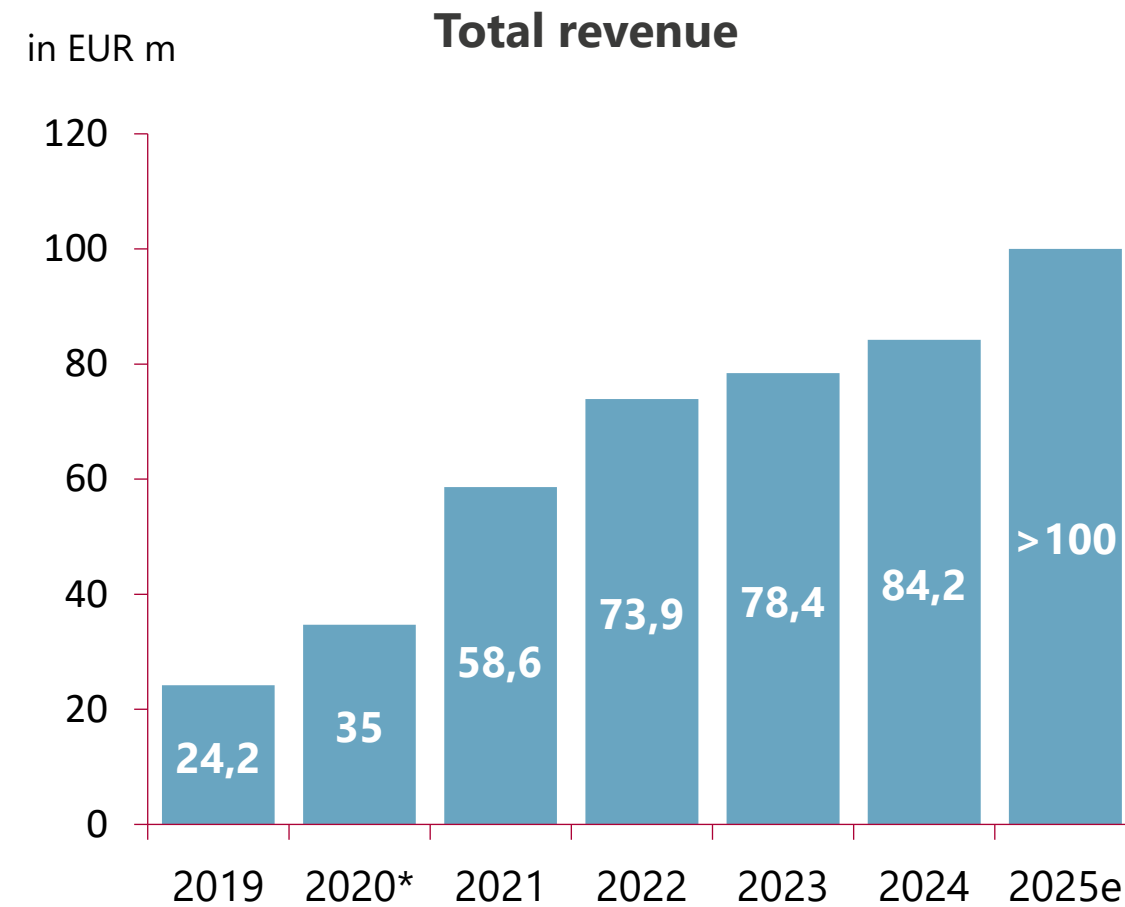
Total revenue



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 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



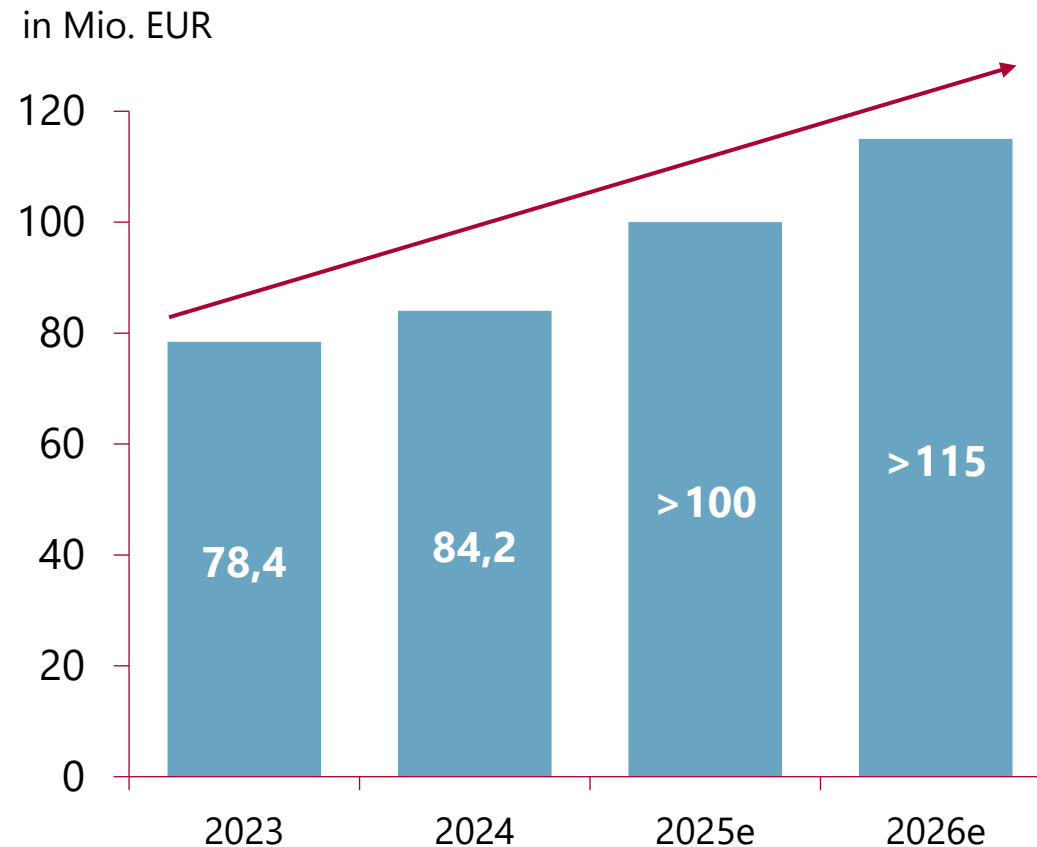
# Outlook 2025

- 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 %



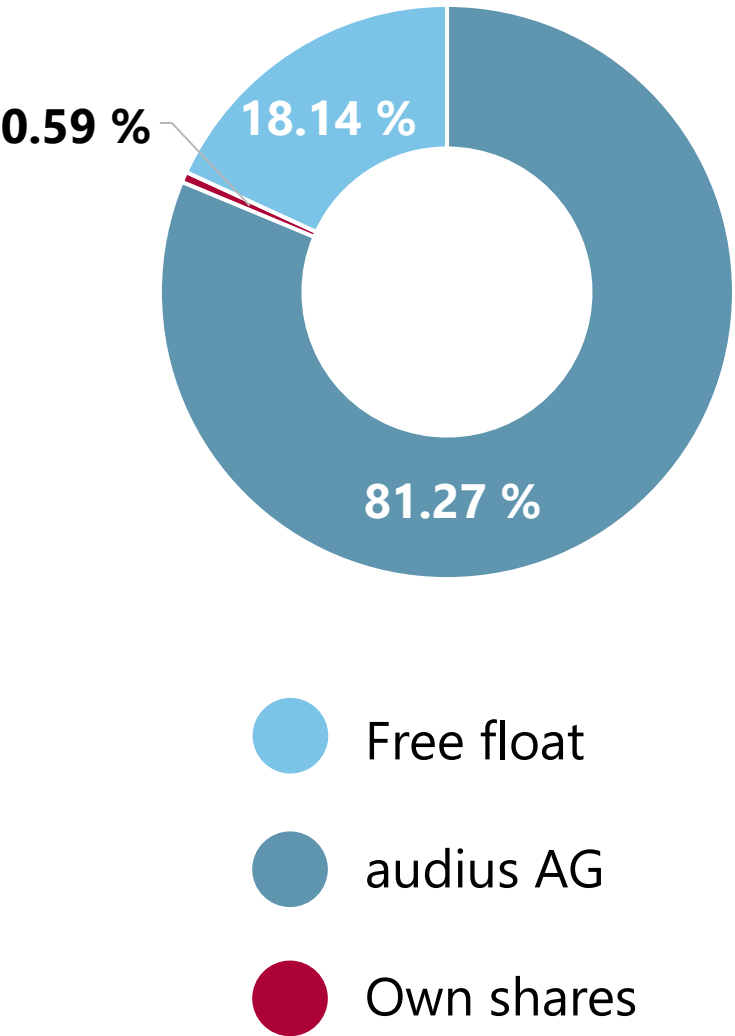
- Profitable growth opportunities through
  - Expansion of the current core business with the possibility of scalable services and
  - Synergies between departments
  - Strong growth in the ICT market relevant to audius (digital transformation, cyber security, AI and automation, etc.)
- Targeted investments 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 31/07/2025	EUR 14.10
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 20.40)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 64.9 m
WKN/ISIN/Ticker	A40ET1 / DE000A40ET13 / 3ITN
Dividend	20 cents for 2024



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. Fully on track for the 2026 mid-term target, 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

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**Weinstadt 2025**