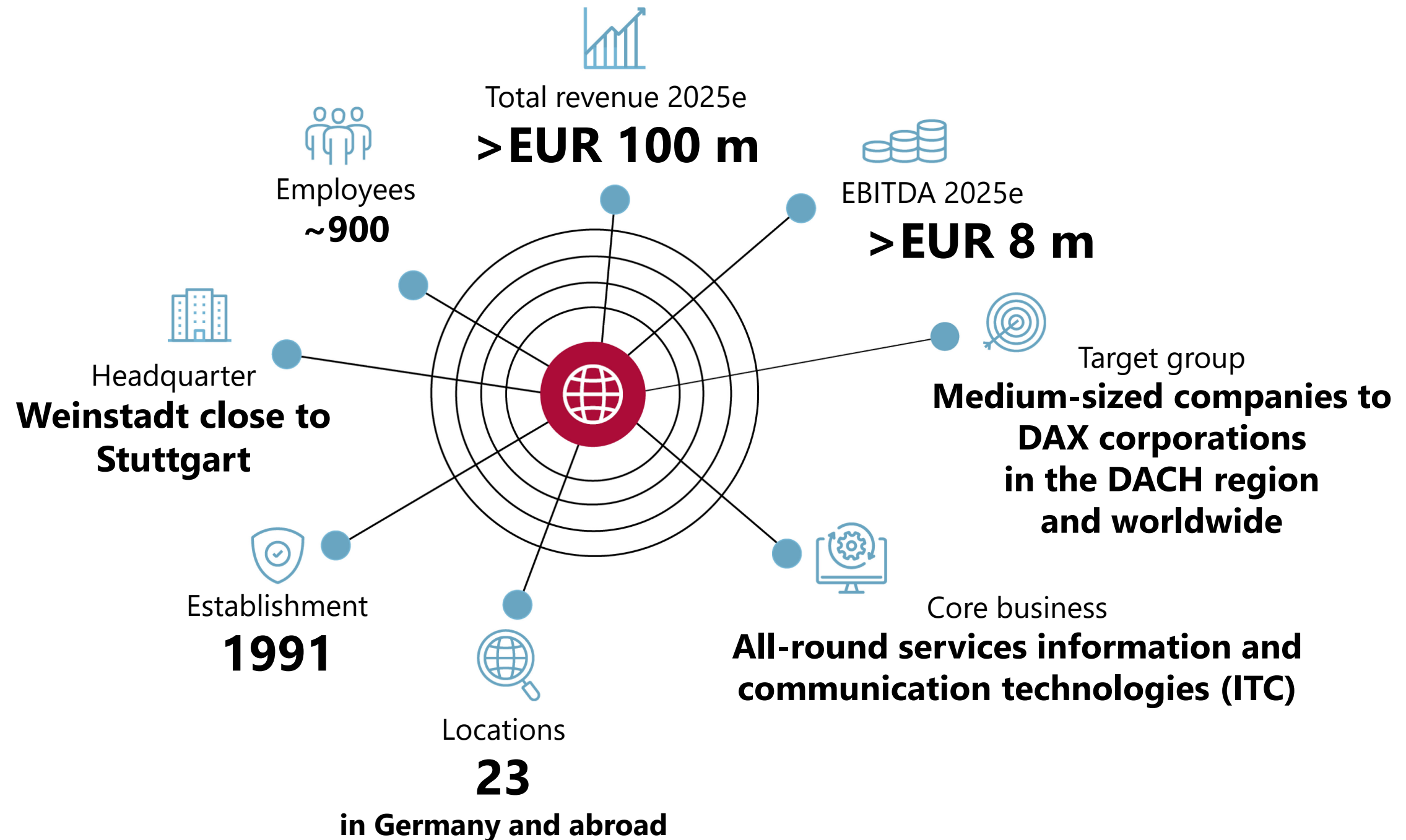




# Company presentation audius SE

Status 20/11/2025

# 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.



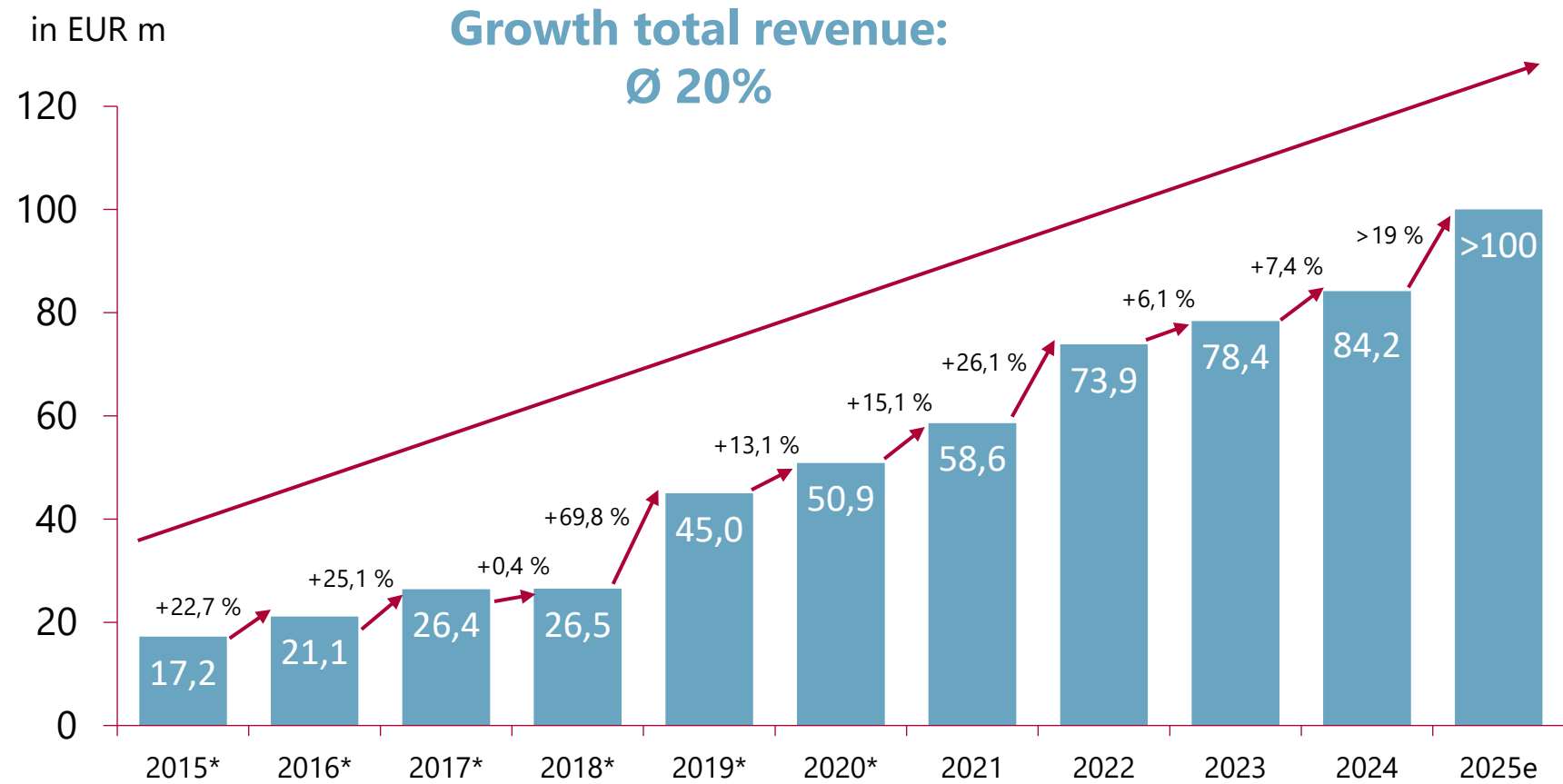
**Konstantin Tsaligopoulos, Executive Board member**

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**

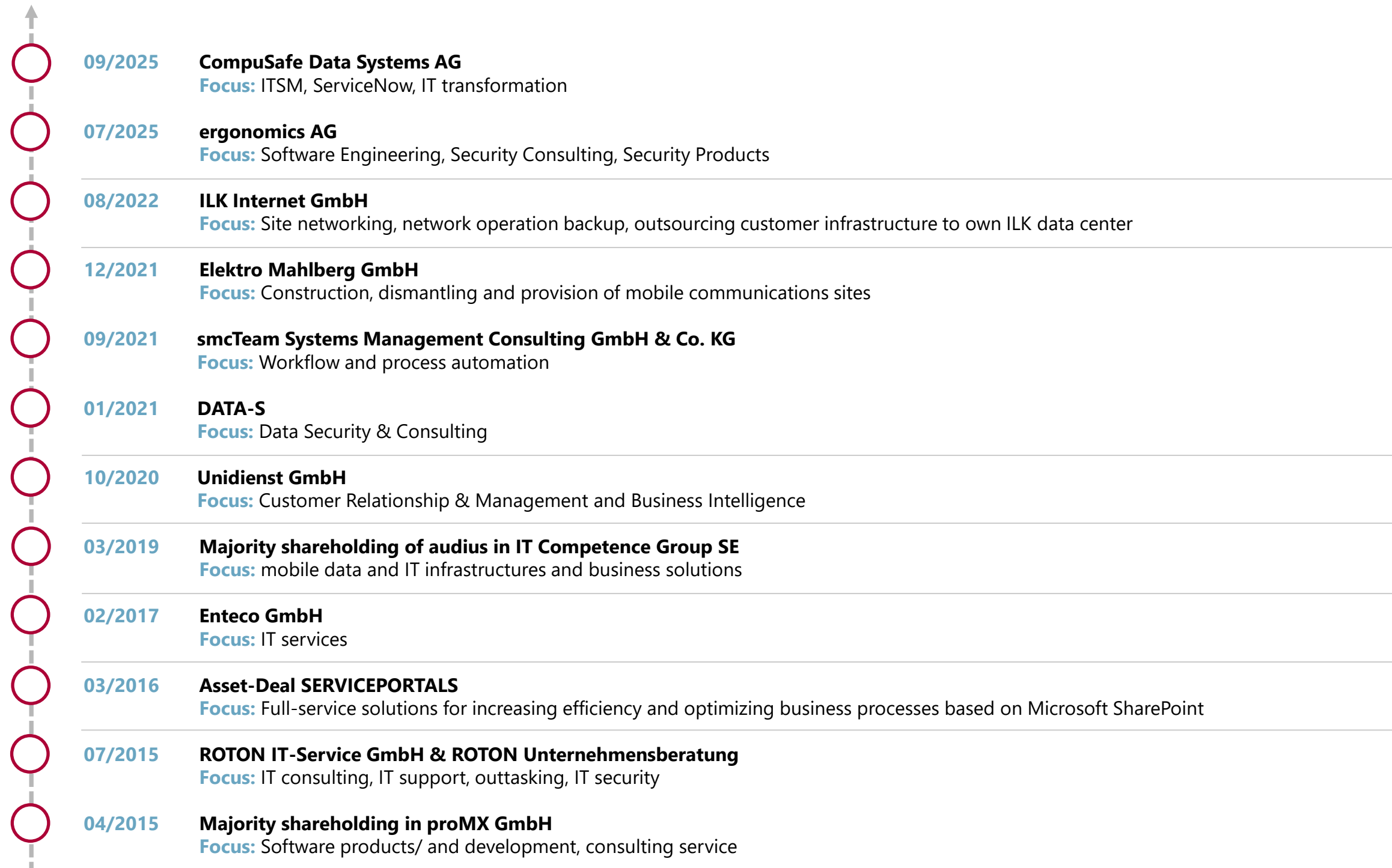
## Dual growth strategy

1. Organic growth  
**from our own resources**
2. Inorganic growth  
**through targeted acquisitions**

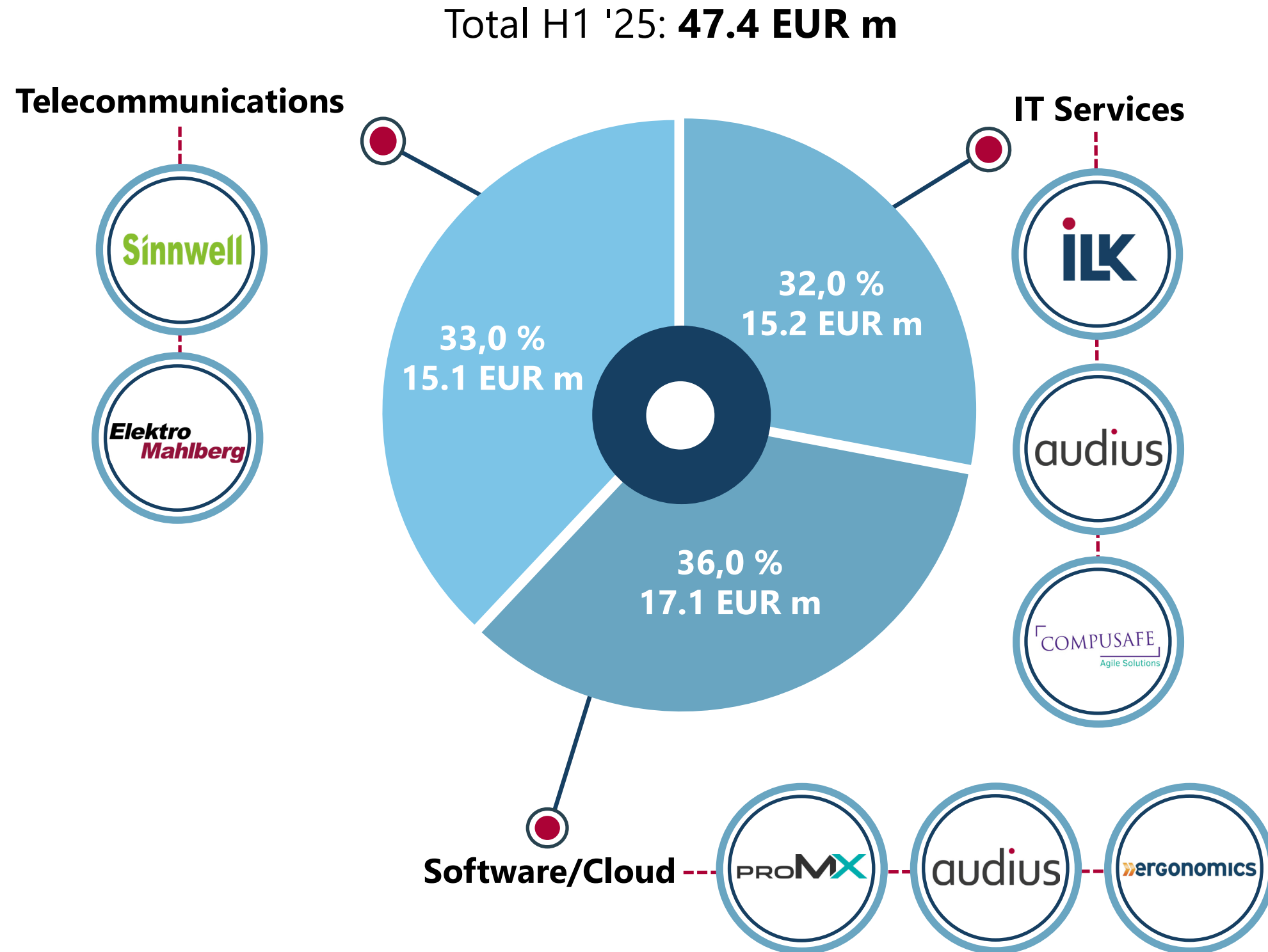


\* 2015 - 2020 As-if consolidation from the point of view of audius AG

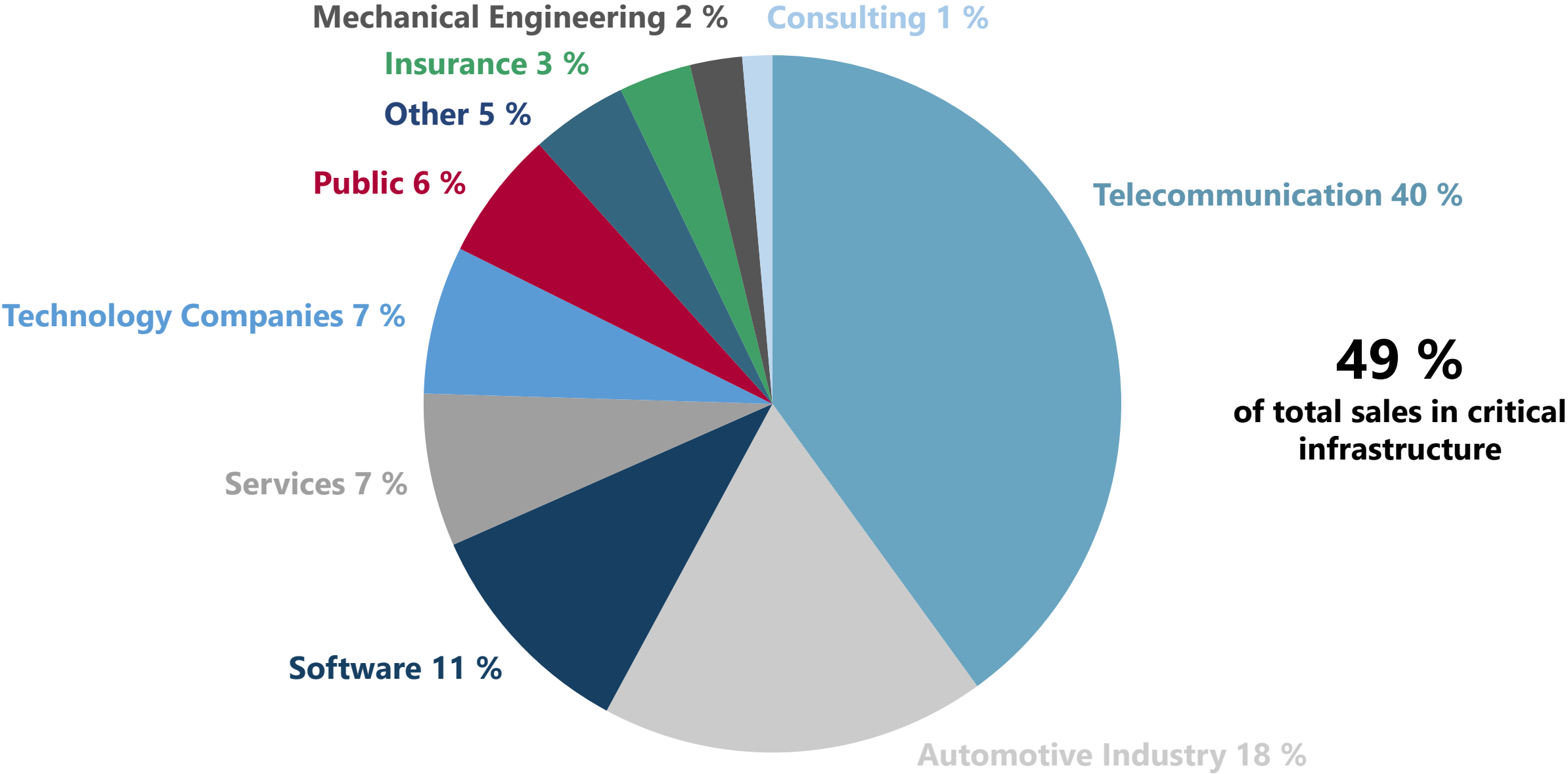
# Inorganic growth since 2015



# Breakdown of total output **by business segment in H1 '25**

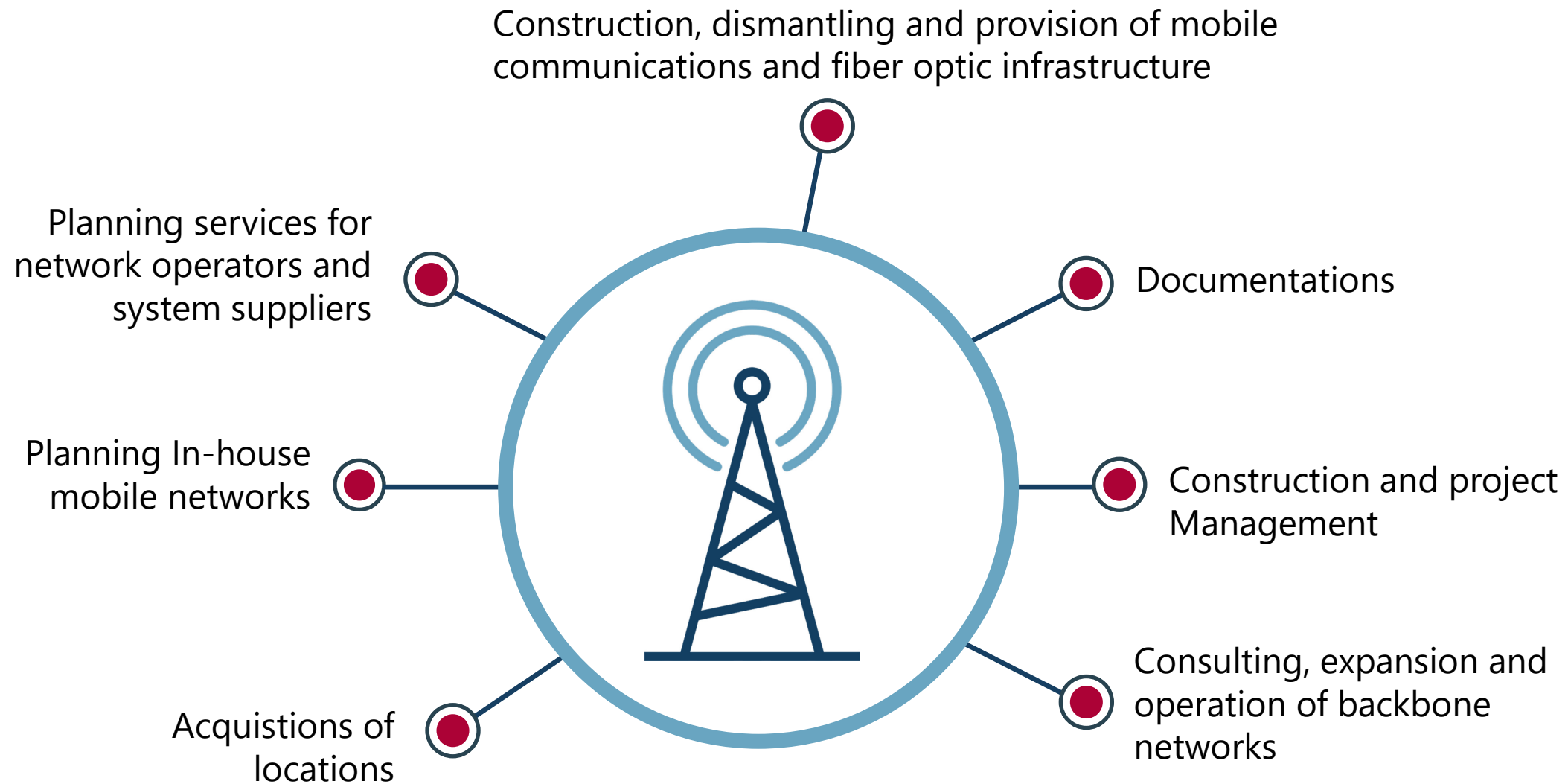


# Distribution of sales by sector – financial year 2024

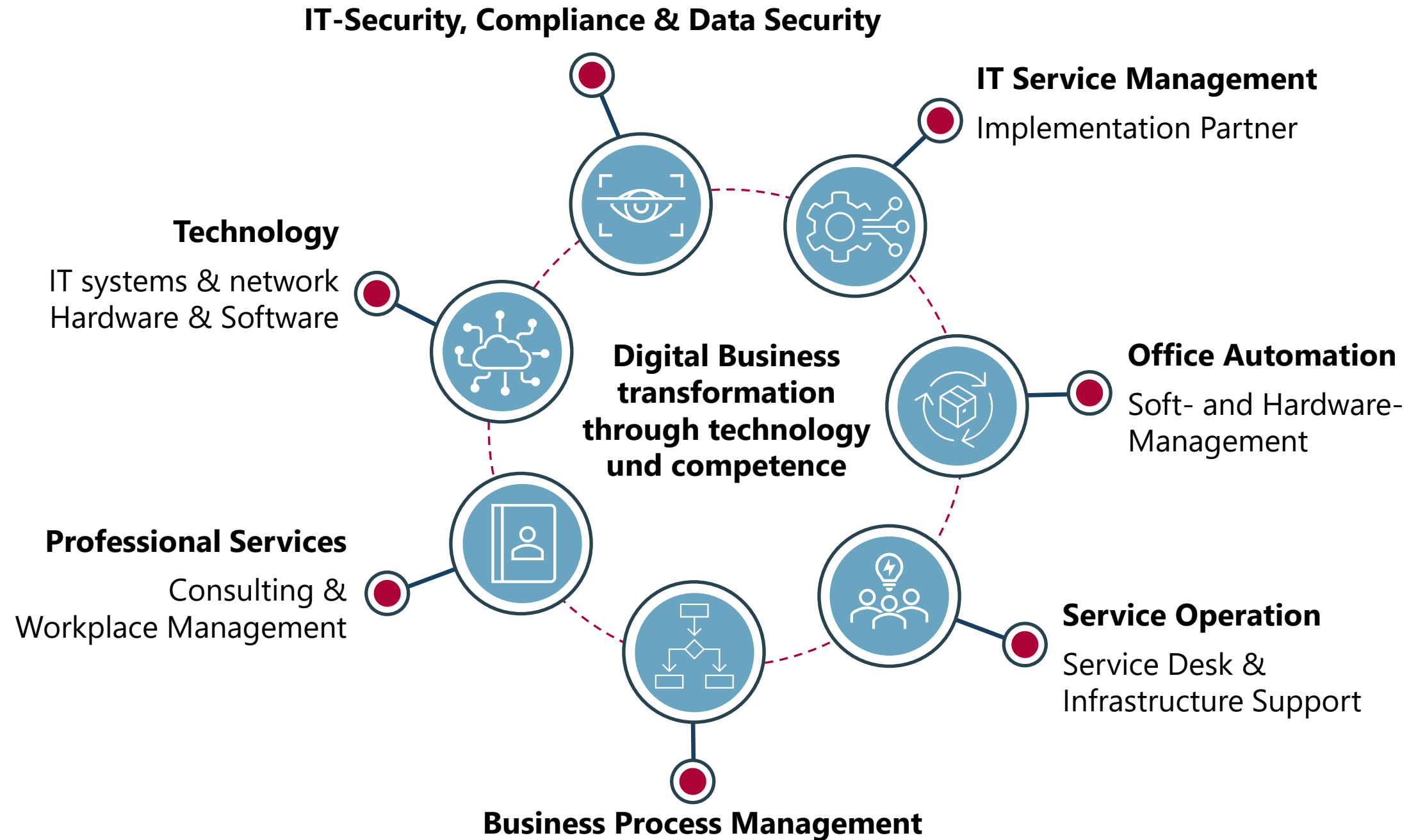




# Business unit **Telecommunications**



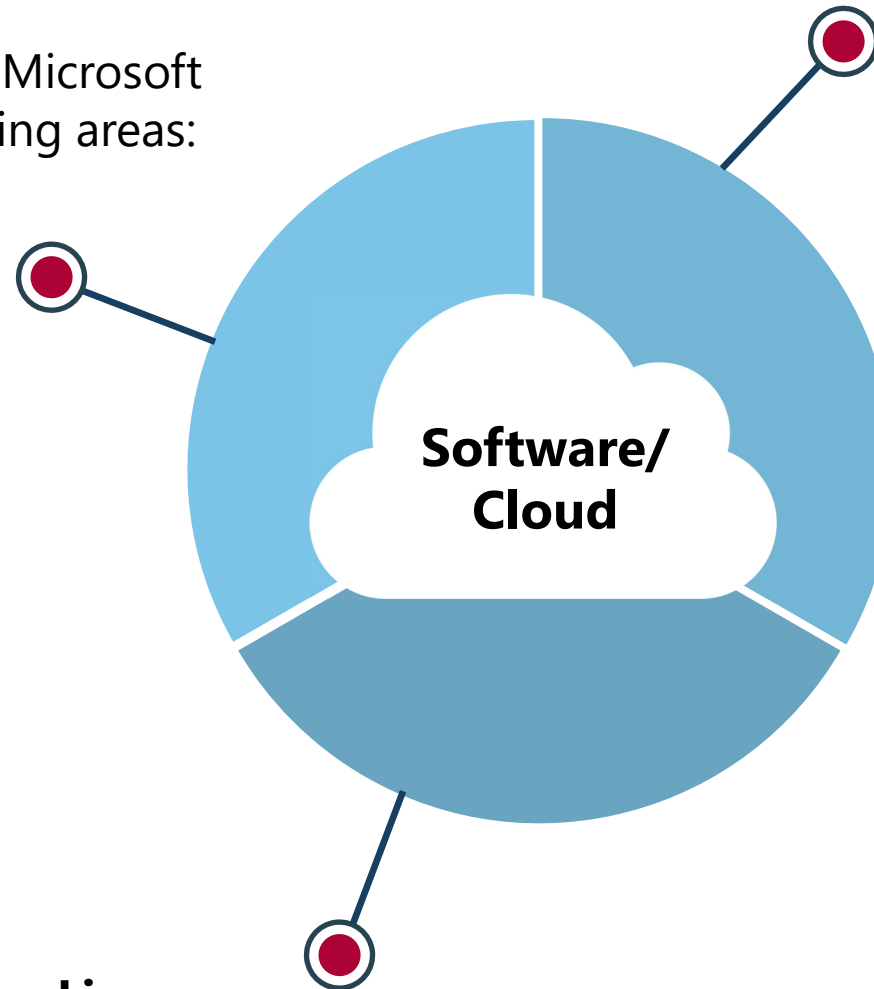
# Business unit **IT Services**



# 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**



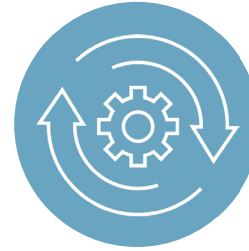
## **Project reference** Business unit **Telecommunications**

Industry sector:  
**Provider/Telecommunications**

Service:  
**Onsite construction inspections** after completion of construction work by the provider's partner prior to final commissioning and execution of **photo documentation**

Duration:  
**At least 48 months**

Volume structure:  
**100 onsite visits per year**  
**250 documentaries per year**



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

Industry sector:  
**Automotive industry**

Service:  
Commissioning of the **global rollout of network components**

Duration:  
**12 months** with option to extend

Volume structure:  
**Approximately 15 people on duty**



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

Industry sector:  
**Mining industry**

Service:  
**Implementation of MS Dynamics Project Operations**  
Design, implementation, and migration of the previous environment

Duration:  
Phase 1 lasts **6 months**

Volume structure:  
**~1 million EUR in volume**

**Use of own IP planned in further stage**

# Partnerships



blanco

Relution



Consultants  
Network



jamf



Microsoft

NAKIVO®

SOPHOS



vmware®

DELL Technologies



macmon  
nac intelligent einfach



Hewlett Packard  
Enterprise



Adobe

ARROW

FORTINET®

aruba  
a Hewlett Packard  
Enterprise company

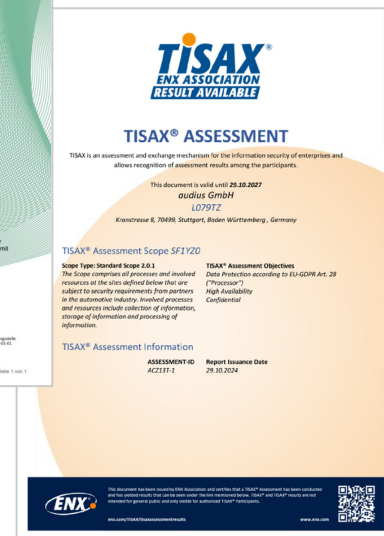


baramundi  
software AG



TREND  
MICRO  
Bronze Partner

## 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 fourth 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



**~900**

Number of employees



**~29.2 %**

Women



**~70.8 %**

Men



**37**

Different nationalities



**44 years**

Average age

\*as at 31/10/2025



# 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

# Development **P&L**

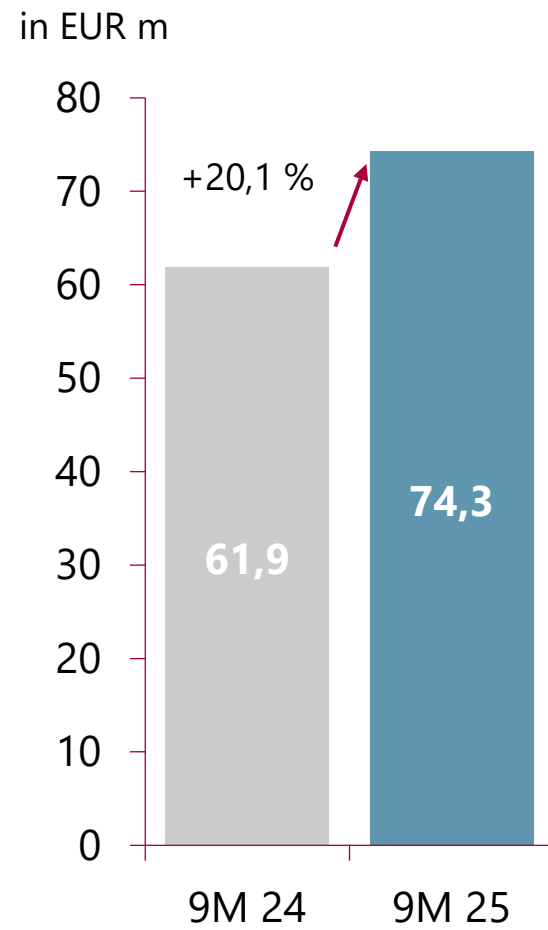
in EUR m	1-6/2025	1-6/2024	Difference absolute	Difference in %
<b>Total revenue</b>	47.5	40.4	+ 7.1	+ 17.5 %
<b>Gross Profit</b>	32.6	30.5	+ 2.1	+ 6.8 %
<b>EBITDA</b>	2.9	3.2	- 0.3	- 9.4 %
<b>EBITDA-Margin</b>	6 %	7.8 %	-/-	- 22.1 %
<b>EBIT</b>	1.6	2.2	- 0.6	- 27.3 %
<b>Earnings per share after minorities</b>	0.10	0.18	- 0.08	- 44.5 %

# Development of the **Balance sheet**

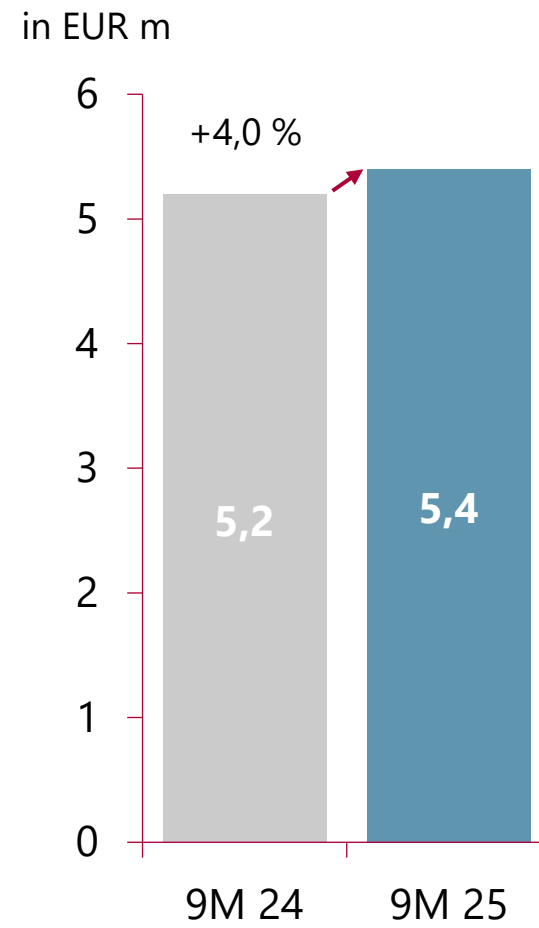
in EUR m	30/06/2025	31/12/2024	Difference absolute	Difference in %
<b>Total assets</b>	42.7	38.1	+ 4.6	+ 12.1 %
<b>Equity</b>	24.1	24.3	- 0.2	- 0.8 %
<b>Equity ratio</b>	56.3 %	63.7 %	-/-	- 11.4 %
<b>Cash</b>	9.0	10.9	- 1.2	- 17.4 %
<b>Bank liabilities</b>	4.1	2.6	+ 1.5	+ 57.7 %
<b>Order backlog</b>	84.6	79.3	+ 5.3	+ 6.7 %

# Business development **9M 2024 vs. 9M 2025**

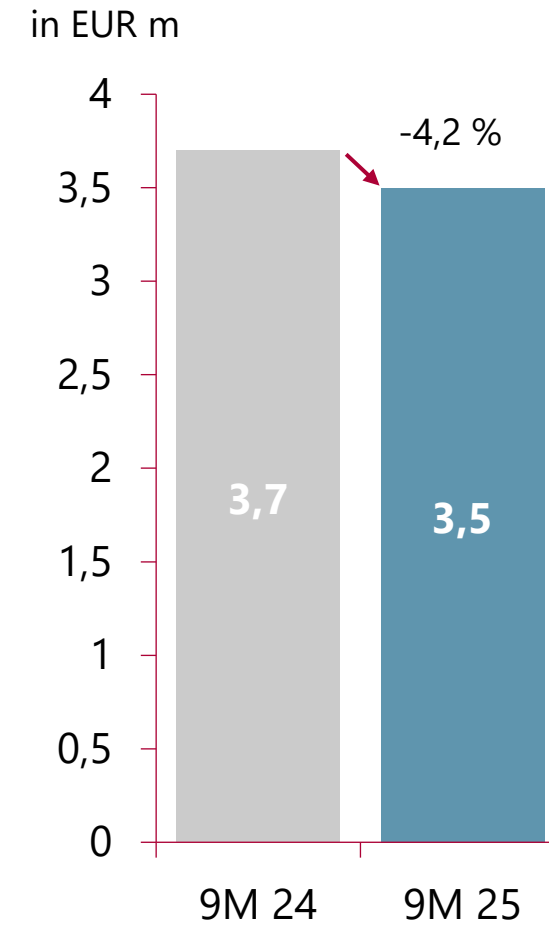
## Total revenue



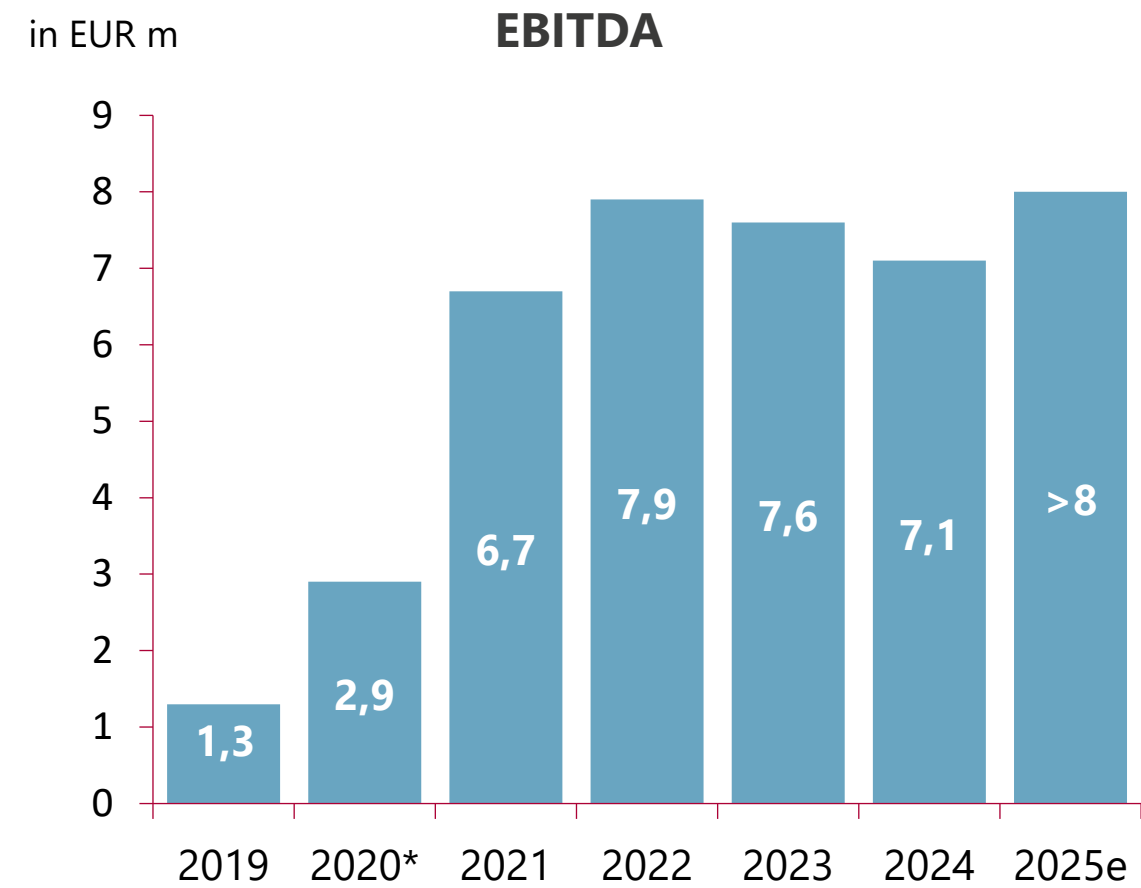
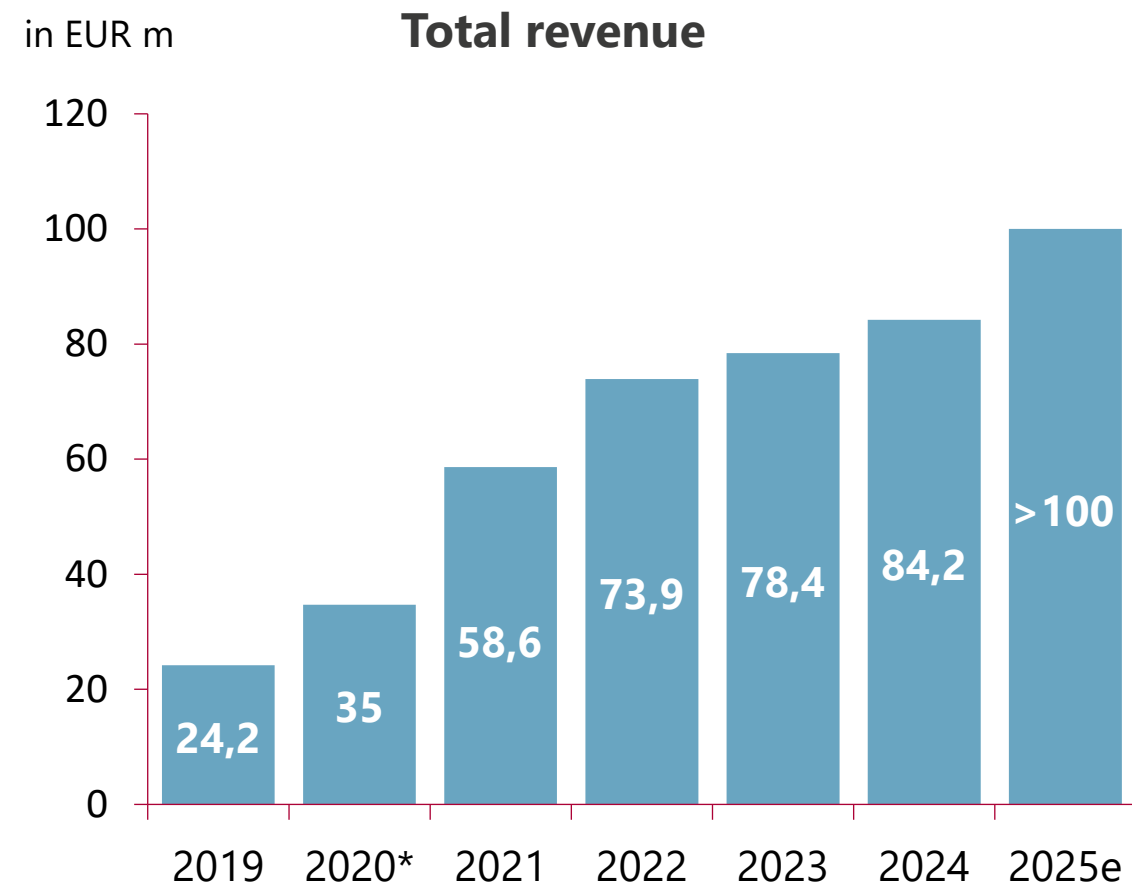
## EBITDA



## EBIT

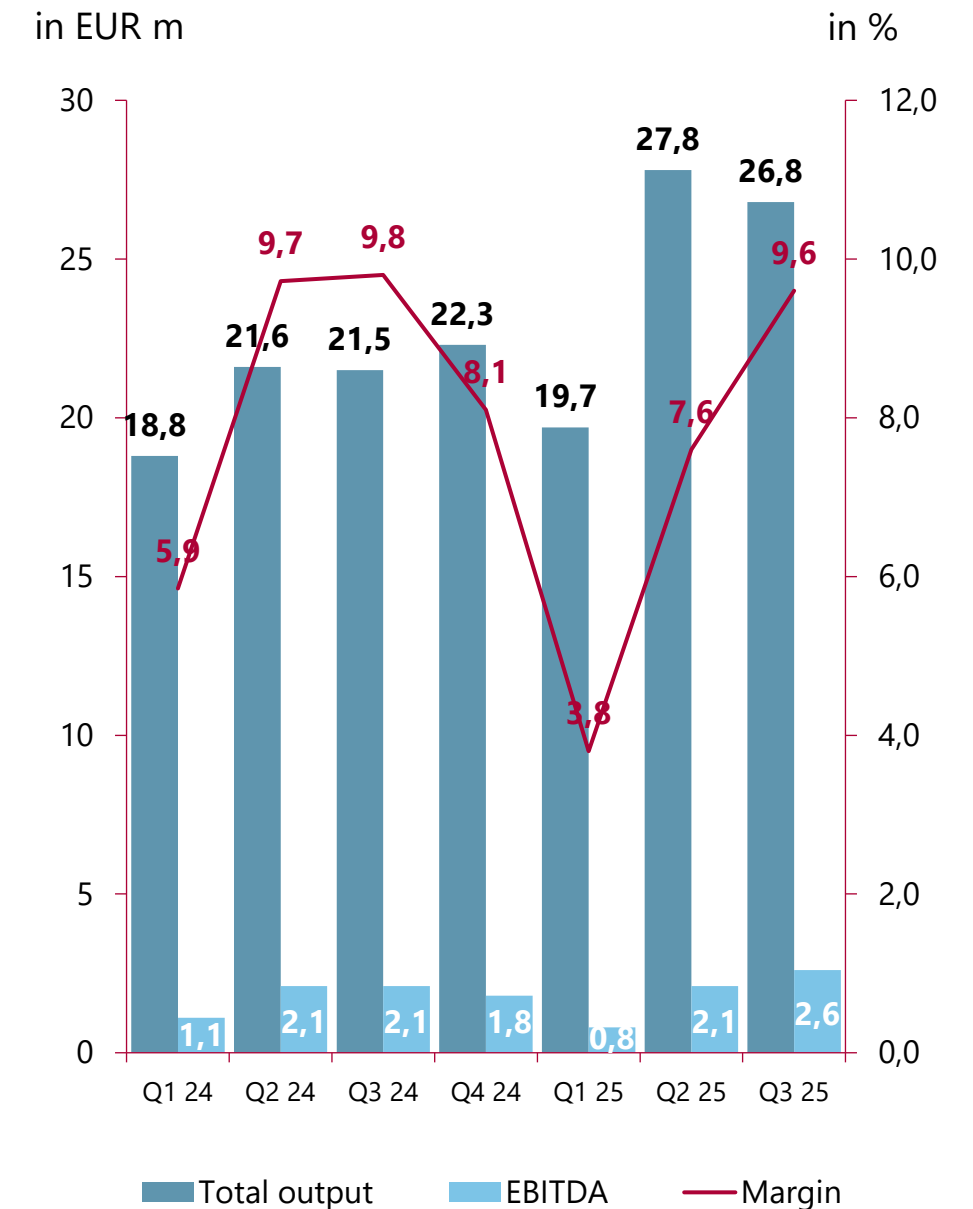


# Total annual figures since 2019



# Executive Summary for 2025

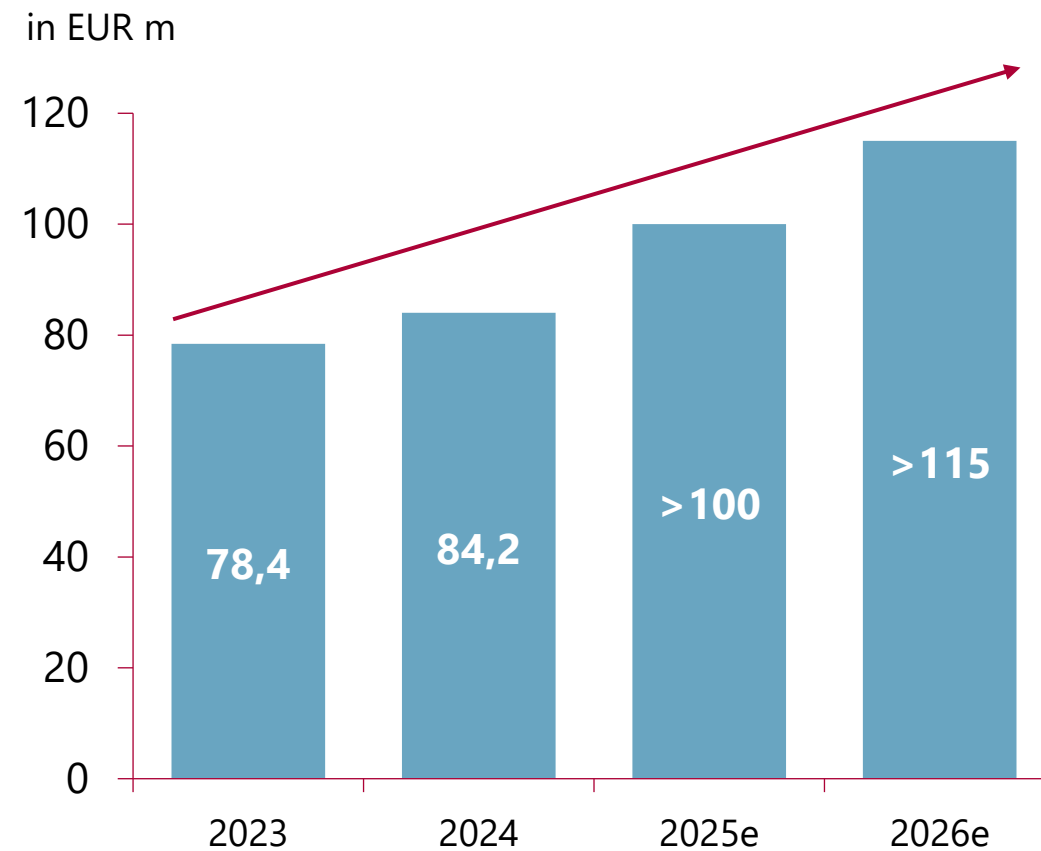
- Purely organic growth in total output of nearly 20% compared to previous year
- Additional growth through acquisitions of Ergonomics and CompuSafe
- IT services sector grows significantly thanks to service and hardware sales
- Once again highest order backlog in the company's history of around EUR 94 million
- After a weak Q1/2025, a significantly positive development is expected in the following quarters
- Strong focus on profitability in all areas
- Full year 2025 includes restructuring costs
- Forecast raised to total output of more than EUR 100 million and EBITDA of more than EUR 8 million
- Another strong result at subsidiary proMX AG leads to corresponding minority interest



# Outlook | Medium-term target

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

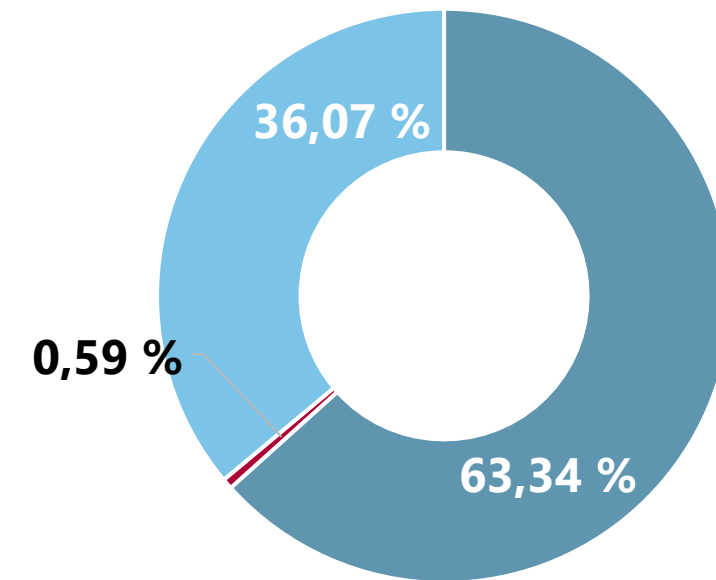
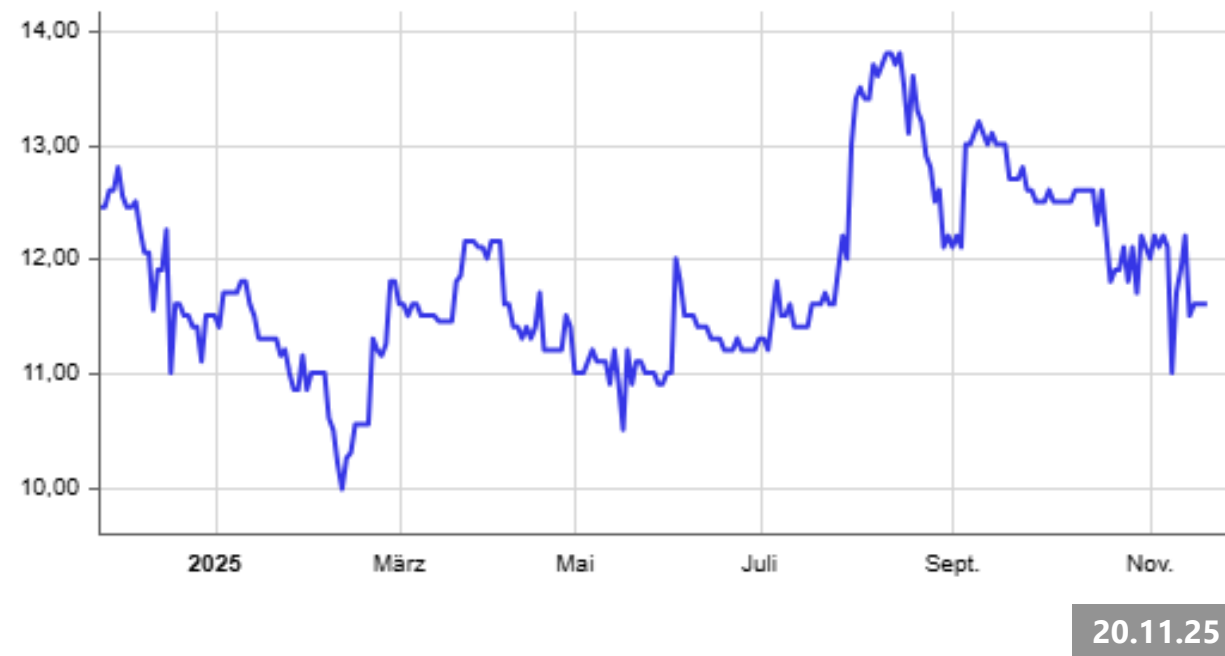
**>50 %**



- Growth for 2026 already secured through both organic growth and acquisitions
- Further growth initiatives launched
- Unchanged clear focus on service business
- Focus on profitability to return to EBITDA target margin >10 %

# audius company share

<b>Issued shares</b>	4.950.000
<b>Share price on 20/11/2025</b>	EUR 11.80
<b>Trading segments</b>	m:access, Basic Board FWB
<b>Research Coverage</b>	SMC (target EUR 26.40)
<b>Nominal value</b>	EUR 1.00 per share
<b>Market Capitalisation</b>	EUR 58.4 m
<b>WKN/ISIN/Ticker</b>	A40ET1 / DE000A40ET13 / 3ITN
<b>Dividend</b>	20 cents for 2024



- 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. **Fully on track for the 2026 mid-term target**, growth of >**115 EUR million**
4. Long-standing **customer relationships**, currently including **9 DAX companies**
5. Competence centers for IT services, software/cloud, telecommunications **for the markets of the future**

# Contact

LinkedIn-Profile



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CFO

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+49 7151 / 369 00 359  
<https://www.audius.de/investor-relations>

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**Weinstadt 2025**