Company presentation audius SE

Status 2025/12/17

audius **in one view**

Total revenue 2025e
>EUR 100 m

Employees
~900

EBITDA 2025e
>EUR 8 m

Headquarter
Weinstadt close to Stuttgart

Target group
Medium-sized companies to DAX corporations in the DACH region and worldwide

Establishment
1991

Locations
23
in Germany and abroad

Core business
All-round services information and communication technologies (ITC)

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.

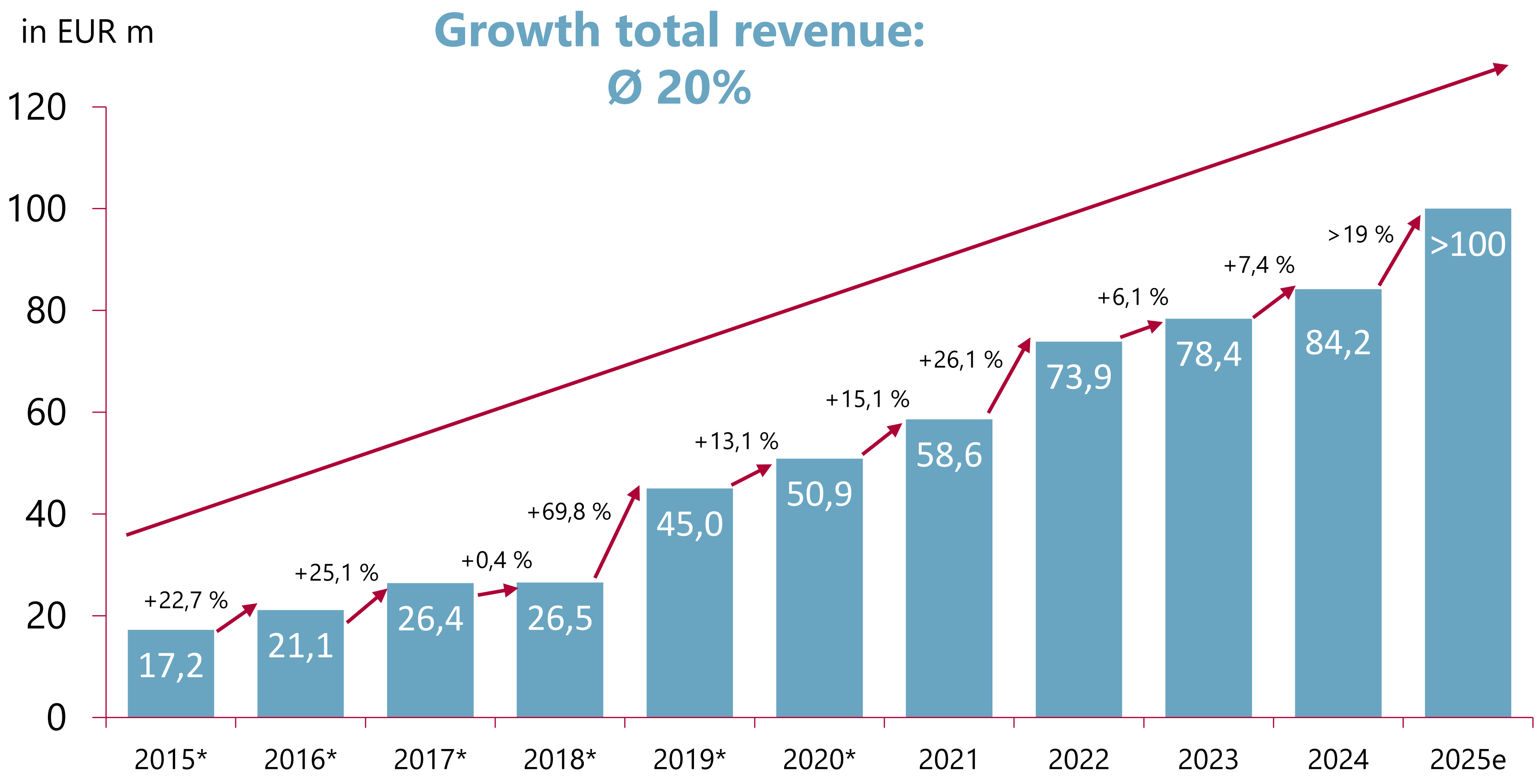
Wolfgang Wagner, Executive Board member
Member of the Management Board of the former IT Competence Group since 2016. Responsible for M&A, investor relations, the subsidiary proMX and various cross-divisional functions.

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

09/2025 **CompuSafe Data Systems AG**
Focus: ITSM, ServiceNow, IT transformation

07/2025 **ergonomics AG**
Focus: Software Engineering, Security Consulting, Security Products

08/2022 **ILK Internet GmbH**
Focus: Site networking, network operation backup, outsourcing customer infrastructure to own ILK data center

12/2021 **Elektro Mahlberg GmbH**
Focus: Construction, dismantling and provision of mobile communications sites

09/2021 **smcTeam Systems Management Consulting GmbH & Co. KG**
Focus: Workflow and process automation

01/2021 **DATA-S**
Focus: Data Security & Consulting

10/2020 **Unidienst GmbH**
Focus: Customer Relationship & Management and Business Intelligence

03/2019 **Majority shareholding of audius in IT Competence Group SE**
Focus: mobile data and IT infrastructures and business solutions

02/2017 **Enteco GmbH**
Focus: IT services

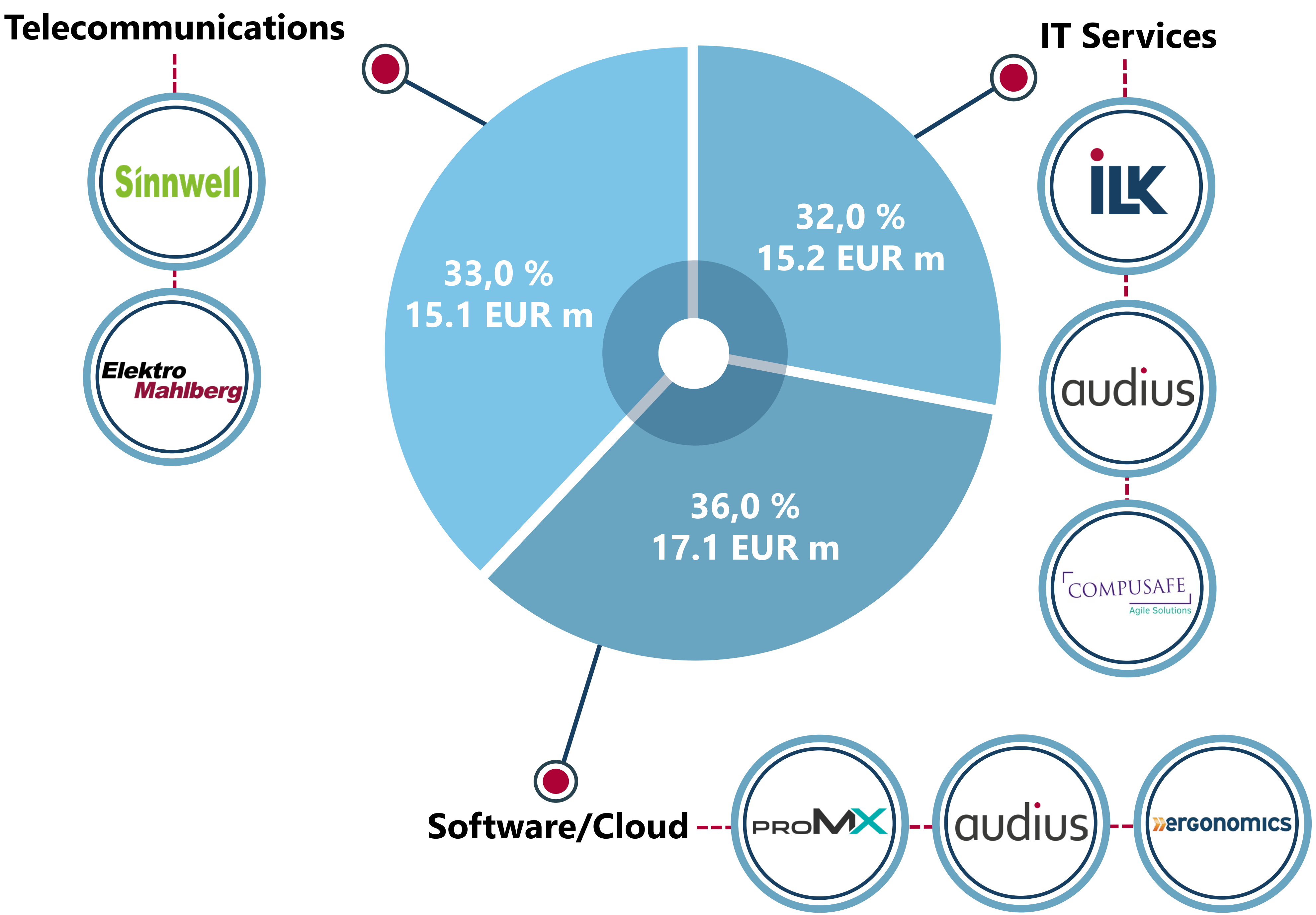
03/2016 **Asset-Deal SERVICEPORTALS**
Focus: Full-service solutions for increasing efficiency and optimizing business processes based on Microsoft SharePoint

07/2015 **ROTON IT-Service GmbH & ROTON Unternehmensberatung**
Focus: IT consulting, IT support, outtasking, IT security

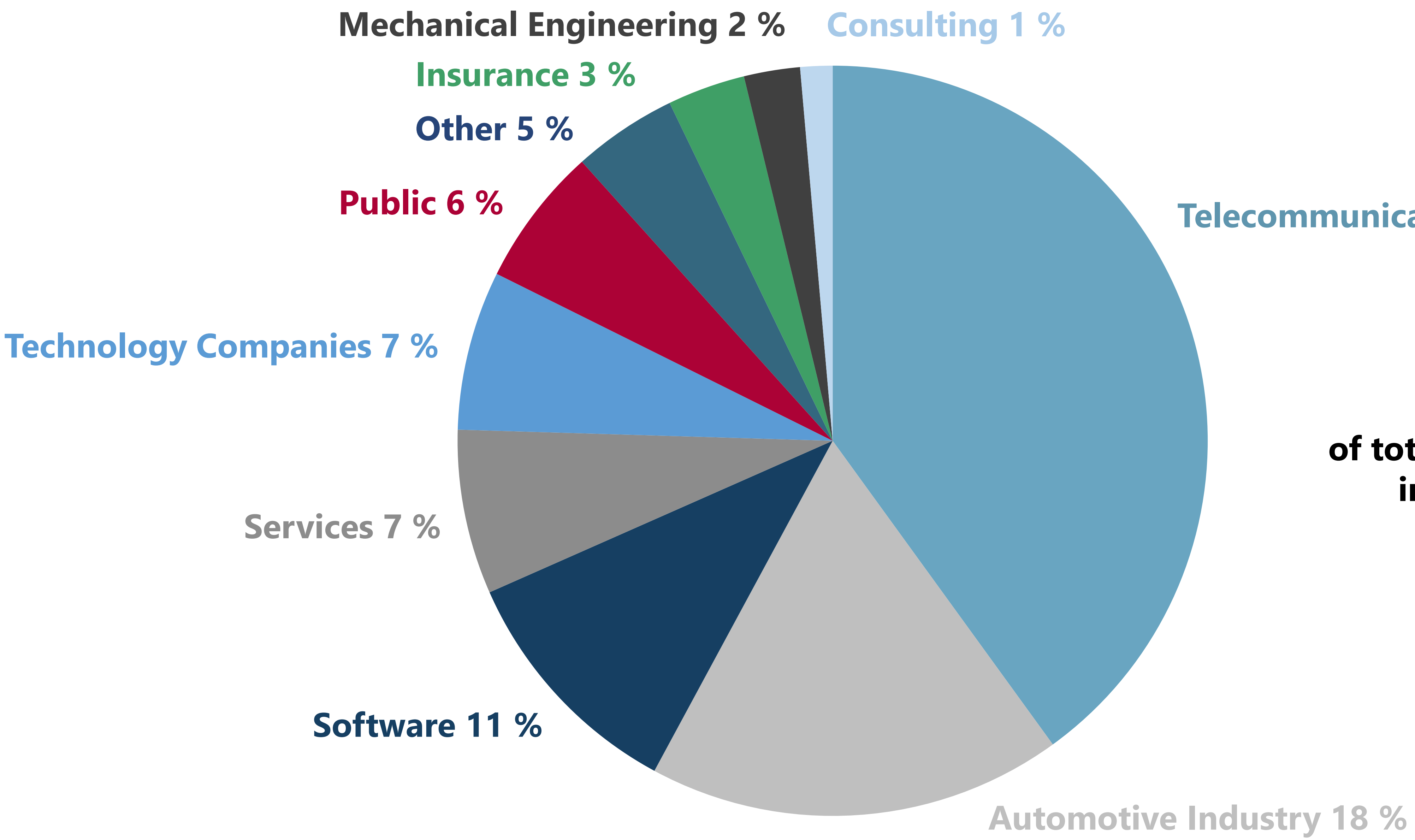
04/2015 **Majority shareholding in proMX GmbH**
Focus: Software products/ and development, consulting service

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

Total H1 '25: **47.4 EUR m**

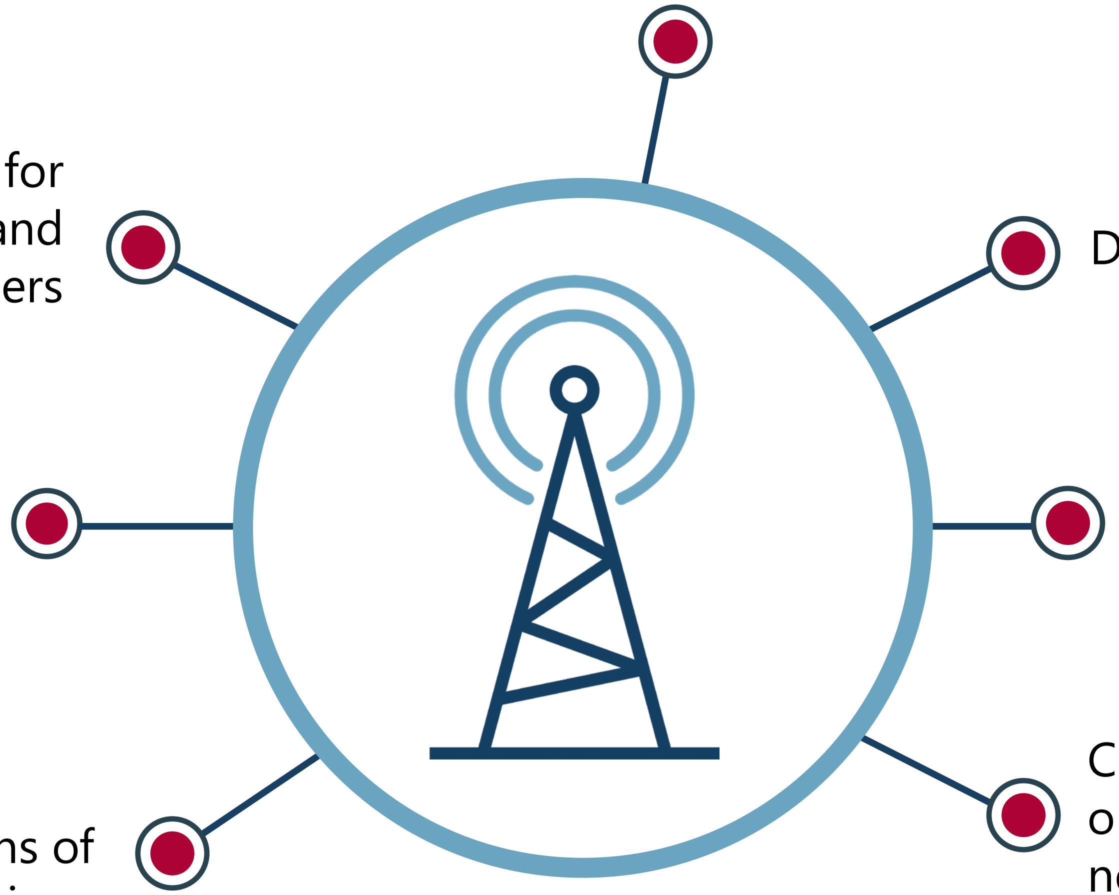


Distribution of sales by sector – financial year 2024

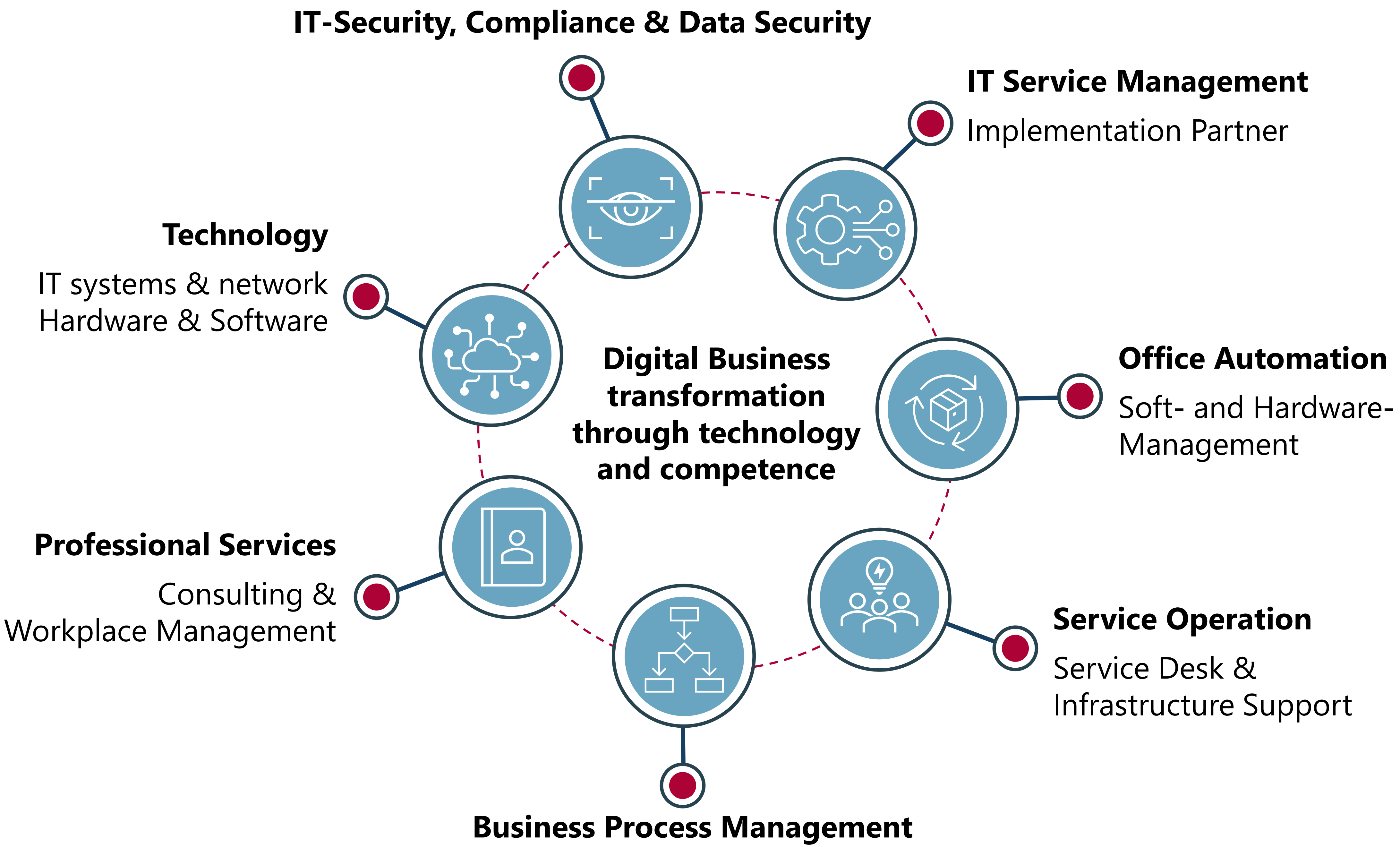


49 %
of total sales in critical infrastructure

Business unit **Telecommunications**



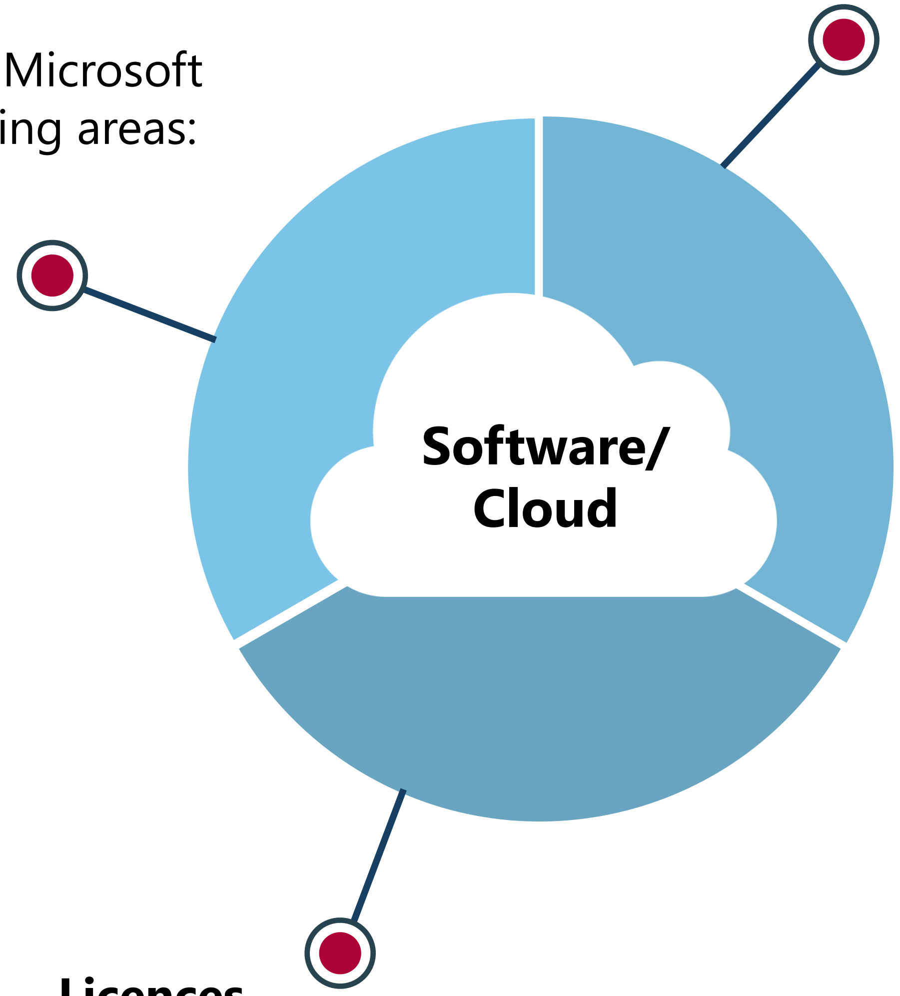
Business unit **IT Services**



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



In-house developments

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

Licences

- On-Premise/Cloud
- CSP Licences
- ISV Licences

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

servicenow
aws
blancco
Relution
Consultants Network
jamf
Microsoft
NAKIVO
SOPHOS
citrix
Partner
Gold
Solution Advisor
CISCO
vmware
FUJITSU
USU
SIEMENS
SAP Partner
macmon
nac intelligent einfach
CHECK POINT PARTNER
ARROW
Hewlett Packard Enterprise
baramundi software AG
TREND MICRO
Bronze Partner
FORTINET
aruba
a Hewlett Packard Enterprise company
DELL Technologies
veeam
Value-Added Reseller
Silver
Adobe

Certifications & awards

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

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

LÜNENDONK

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

- O2
- 1&1
- IRIS
- AMERICAN TOWER®
- NOKIA
- ABEL Mobilfunk GmbH & Co. KG
- TCT
- ERICSSON
- VolkerWessels Telecom
- B Kling WIR VERNETZEN
- ZECH TECHNIK AUSTRIA
- ZTE
- ATS GmbH Professionelle Mobilfunklösungen
- eqos
- Bundesanstalt für den Digitalfunk der Behörden und Organisationen mit Sicherheitsaufgaben

IT Services

- secunet
- YASKAWA
- SIEMENS
- Allianz
- united internet
- OPERATIONAL SERVICES YOUR ICT PARTNER
- SCHOTT glass made of ideas
- L-BANK Staatsbank für Baden-Württemberg
- FEIN
- finanz informatik
- gematik Gesellschaft für Telematikanwendungen der Gesundheitskarte mbH
- ZF
- ROMMELAG
- AUTOMOTIVE INTERFACE SOLUTIONS
- ALTEN
- KVBW
- SIEMENS energy
- Goodbaby International
- 1. FUSSBALLCLUB HEIDENHEIM 1846 FCH
- Gamesa
- BITMARCK®
- medavo
- 1&1 versatel
- BWI IT für Deutschland
- MAN
- Bayerisches Landeskriminalamt
- VOLKSWAGEN AKTIENGESELLSCHAFT

Software/Cloud

- DB NETZE
- DPG Deutsche Elektro Prüfgesellschaft
- softwareONE
- SIEMENS
- EnBW
- EY
- GOSSEN METRAWATT
- ENERGIEVERSUM
- RWE
- PFISTERER
- BORA
- bwgv
- uniper
- euronics
- SYNOPSYS®
- Lorinser®
- gruner

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

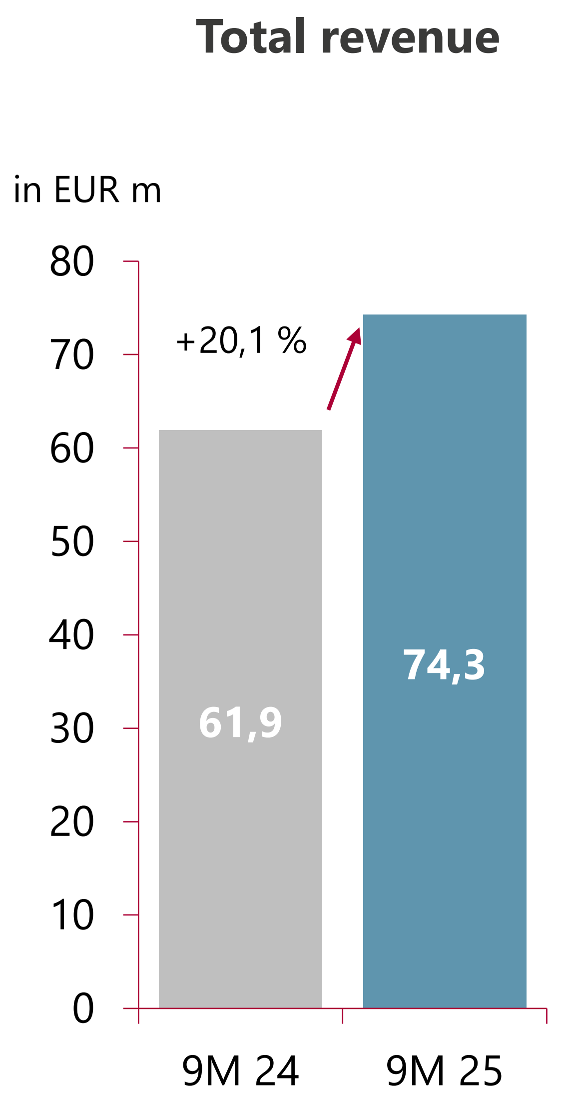
Development **P&L**

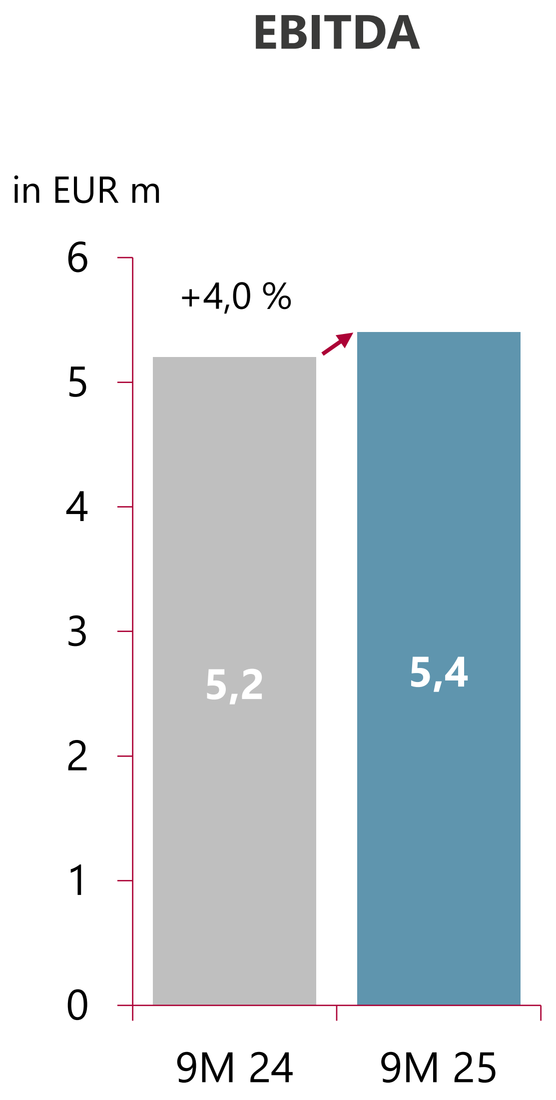
in EUR m	1-6/2025	1-6/2024	**Difference** absolute	**Difference** in %
Total revenue	47.5	40.4	+ 7.1	+ 17.5 %
Gross Profit	32.6	30.5	+ 2.1	+ 6.8 %
EBITDA	2.9	3.2	- 0.3	- 9.4 %
EBITDA-Margin	6 %	7.8 %	-/-	- 22.1 %
EBIT	1.6	2.2	- 0.6	- 27.3 %
Earnings per share after minorities	0.10	0.18	- 0.08	- 44.5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

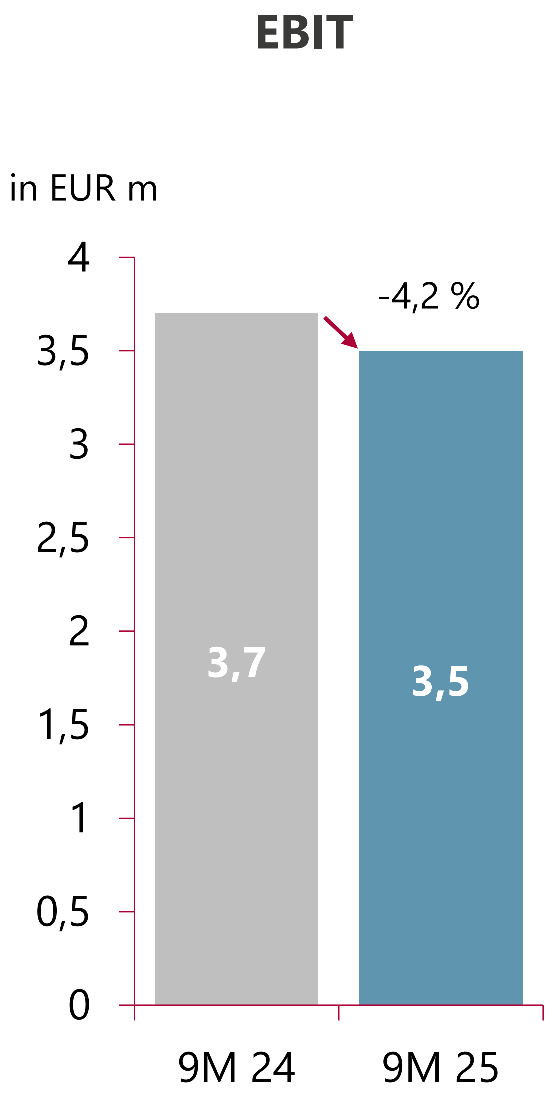
Development of the **Balance sheet**

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

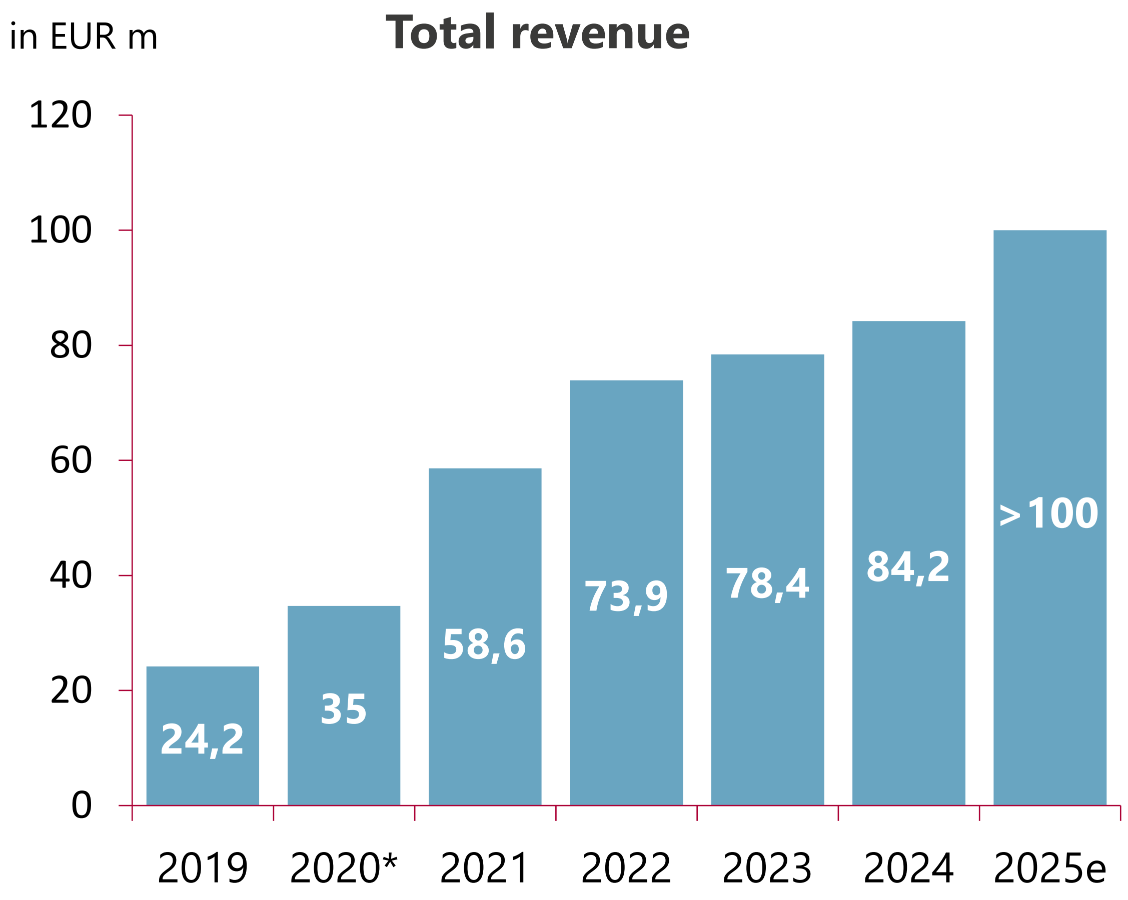
Business development **9M 2024 vs. 9M 2025**

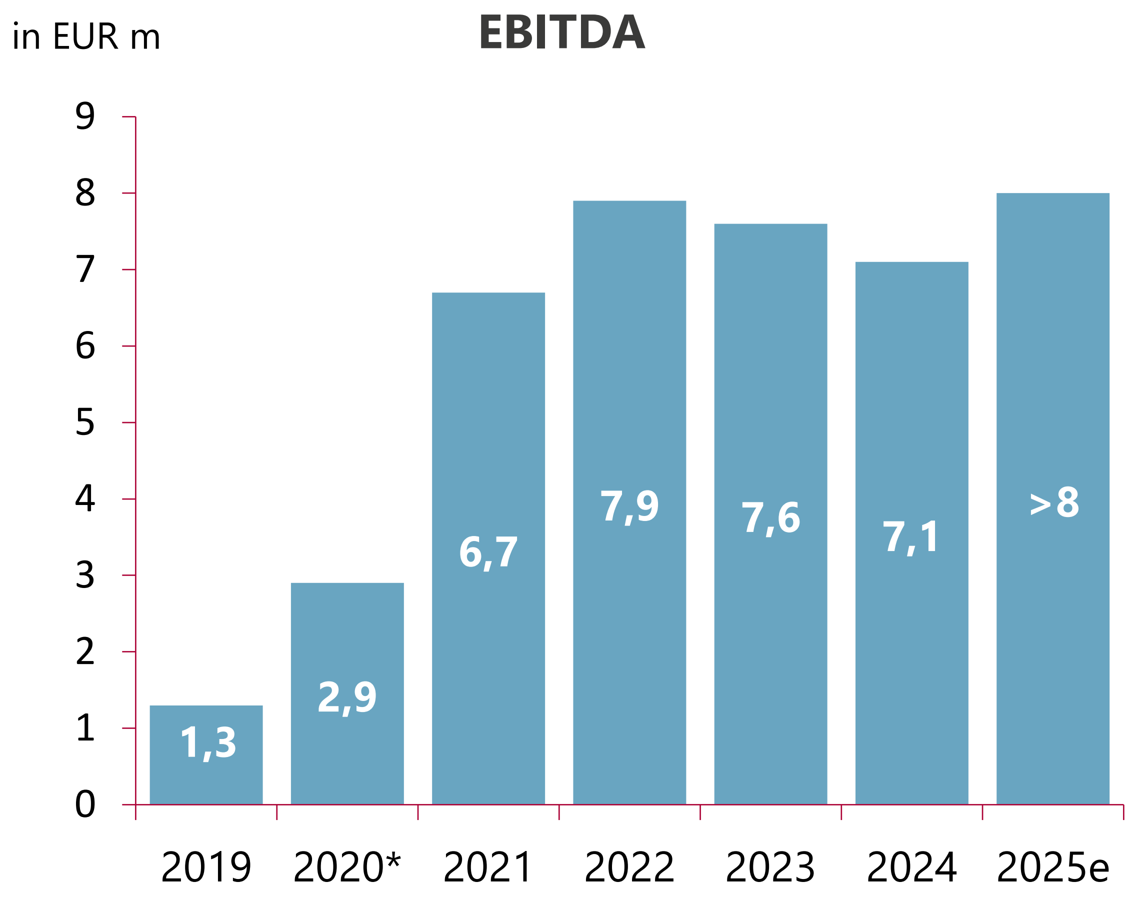






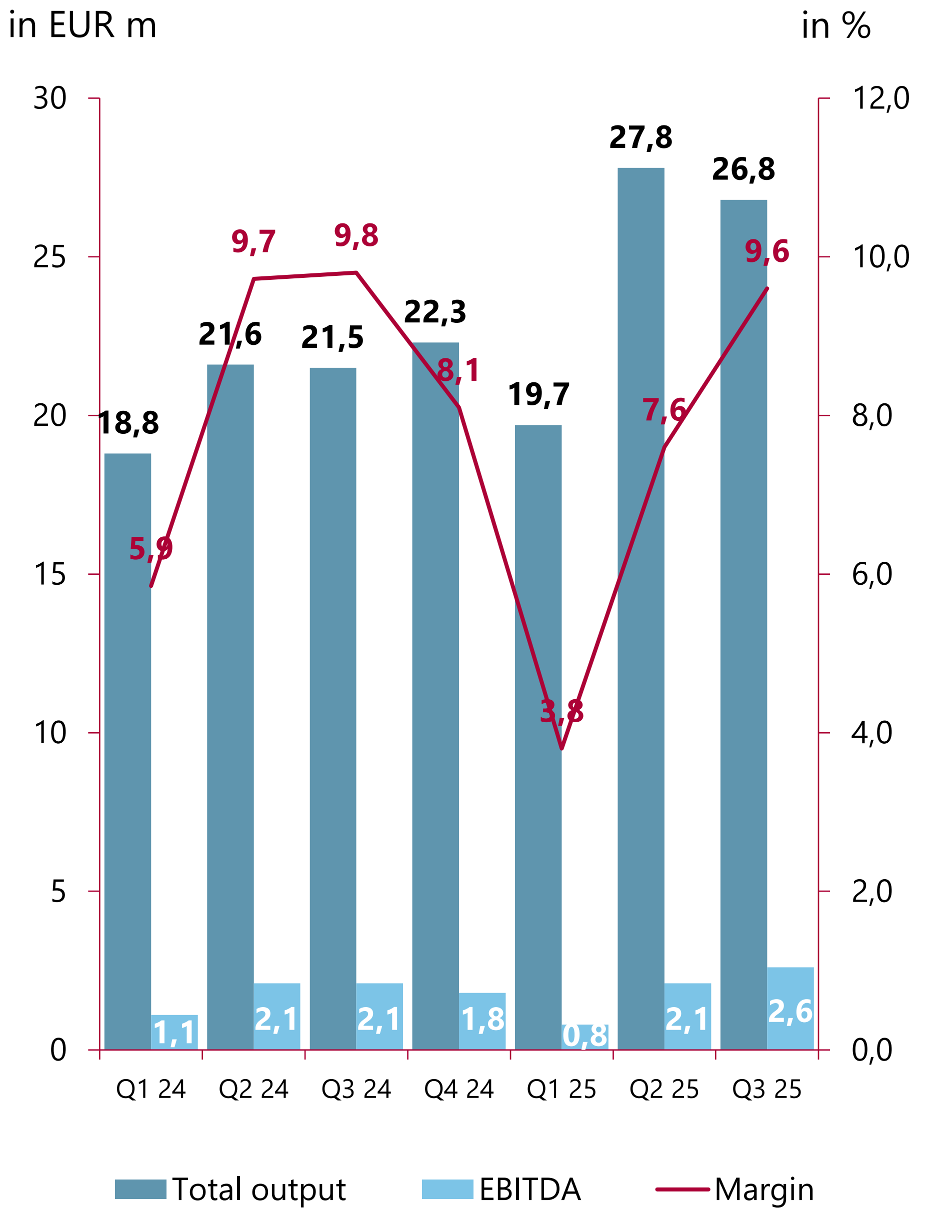
Total annual figures since 2019





Executive Summary for 2025

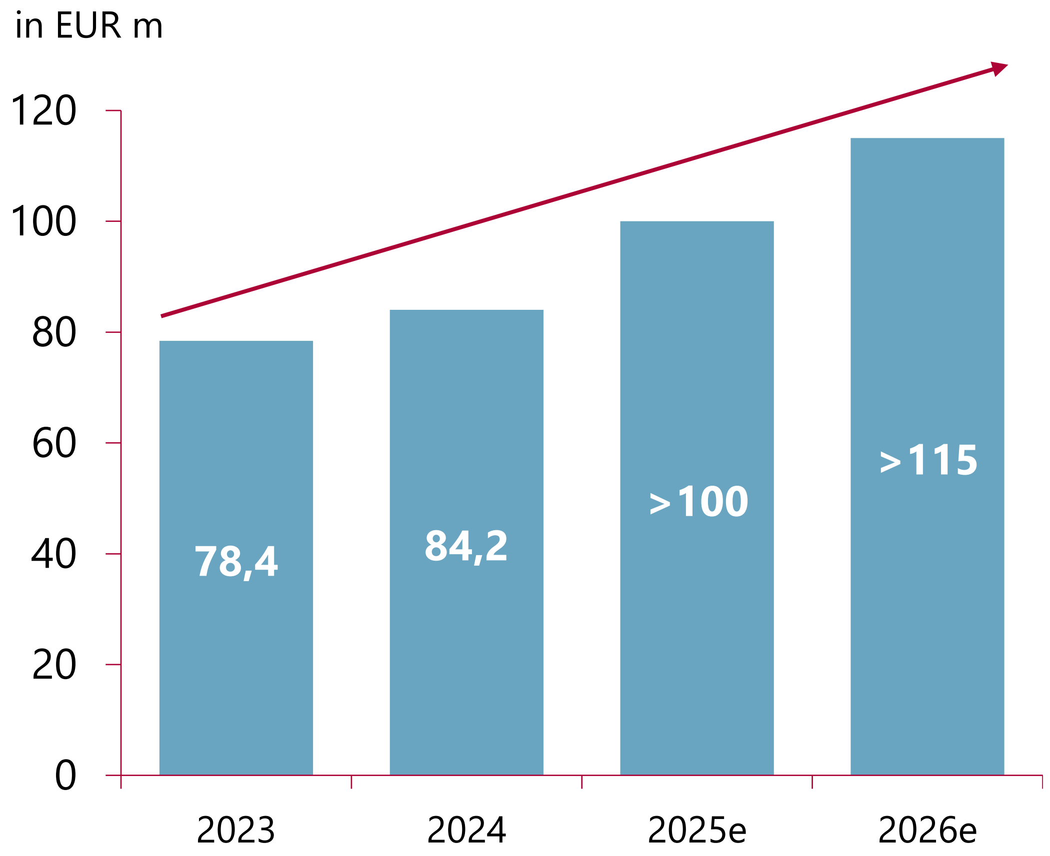
- Purely organic growth in total output of nearly 20% compared to previous year
- Additional growth through acquisitions of Ergonomics and CompuSafe
- IT services sector grows significantly thanks to service and hardware sales
- Once again highest order backlog in the company's history of around EUR 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:

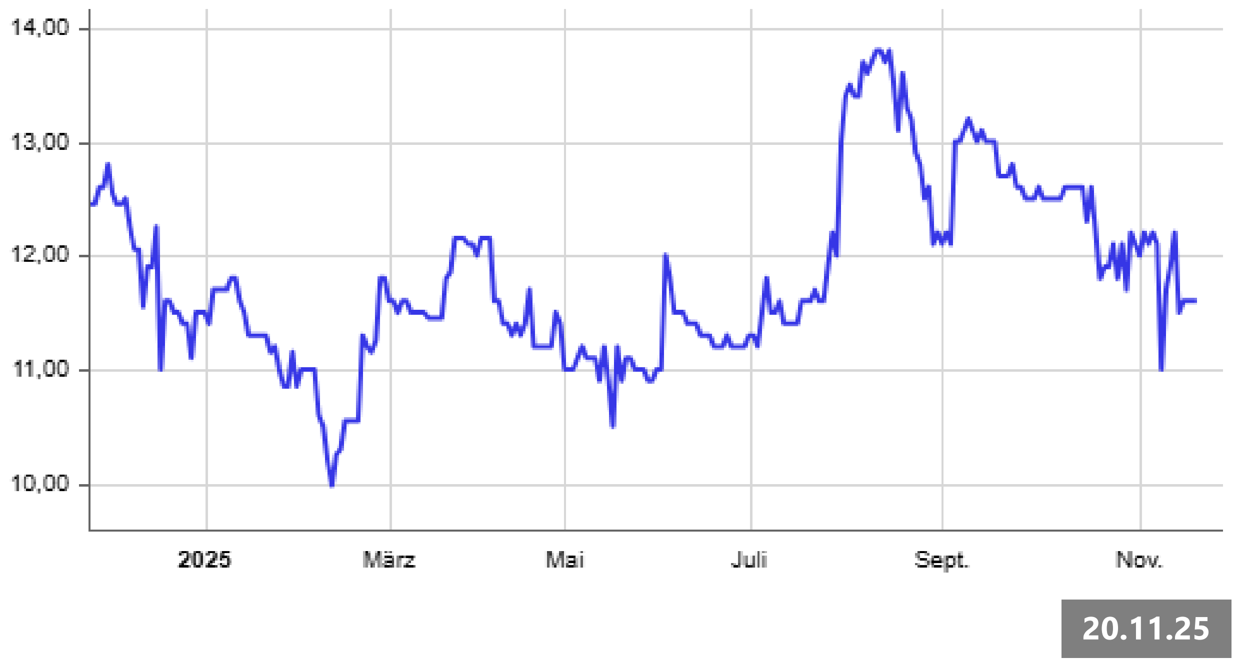
>50 %



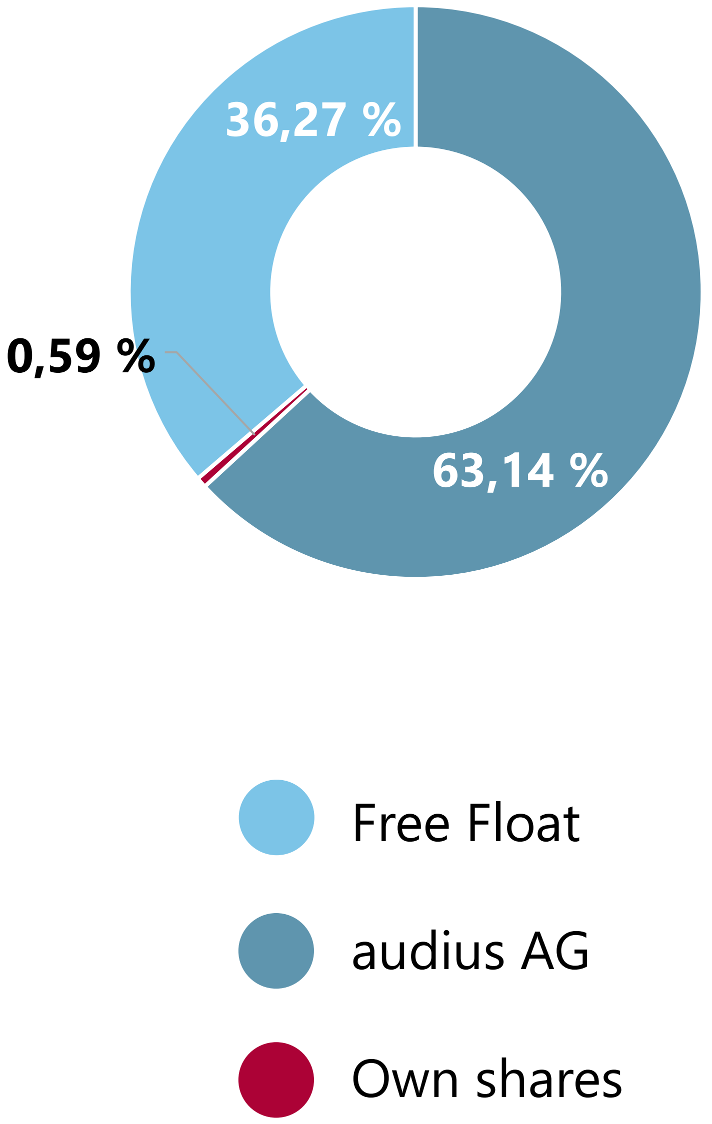
- Growth for 2026 already secured through both organic growth and acquisitions
- Further growth initiatives launched
- Unchanged clear focus on service business
- Focus on profitability to return to EBITDA target margin >10 %

audius **company share**

Issued shares	4.950.000
Share price on 20/11/2025	EUR 11.80
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 26.40)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 58.4 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. Long-standing **customer relationships**, currently including **9 DAX companies**
5. Competence centers for IT services, software/cloud, telecommunications **for the markets of the future**

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