Company presentation audius SE

Status 30/07/2026

audius **in one view**

Total revenue 2026e
>125 EUR m

EBITDA 2026e
>10 EUR m

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

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

Locations
>20
in Germany and abroad

Establishment
1991

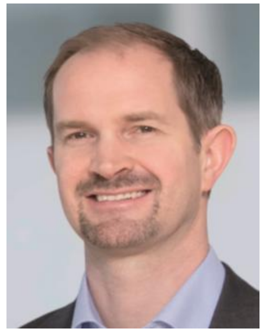
Headquarter
Weinstadt close to Stuttgart

Employees
>900

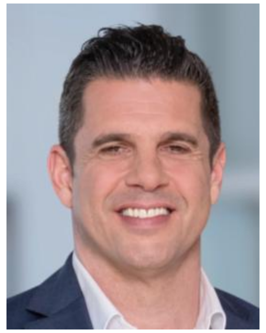
Locations in Germany and worldwide

audius **Management**

Rainer Francisi, chairman of the Executive Board
Founded audius in 1991. Largest shareholder of the company.



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.

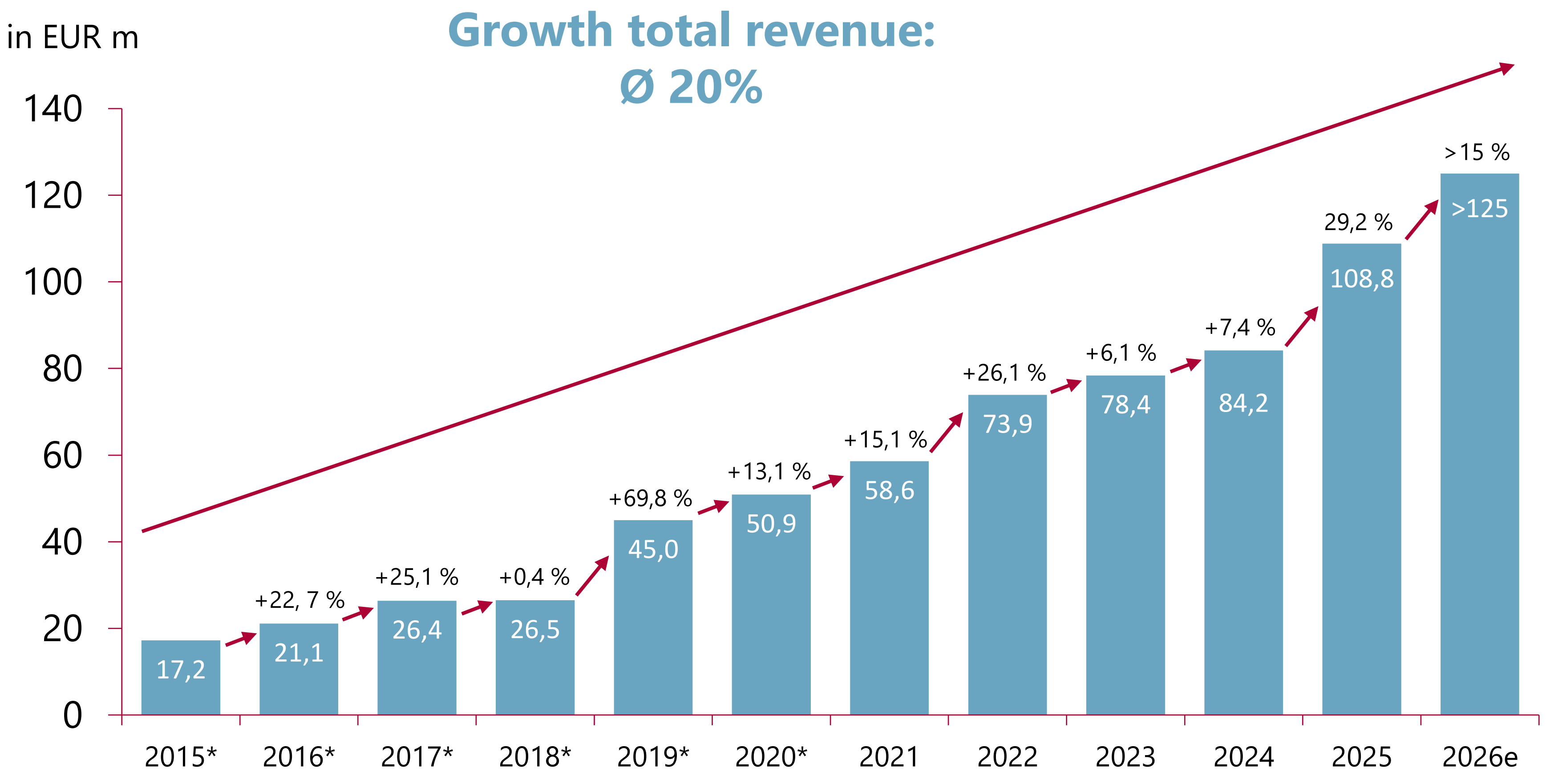


Konstantin Tsaligopoulos, Executive Board member
Joined the Group in 2011. Has built up the Telecommunications business area since 2016 and has been responsible for this as a member of the Executive Board since 2022.

audius **growth story**

Dual growth strategy

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

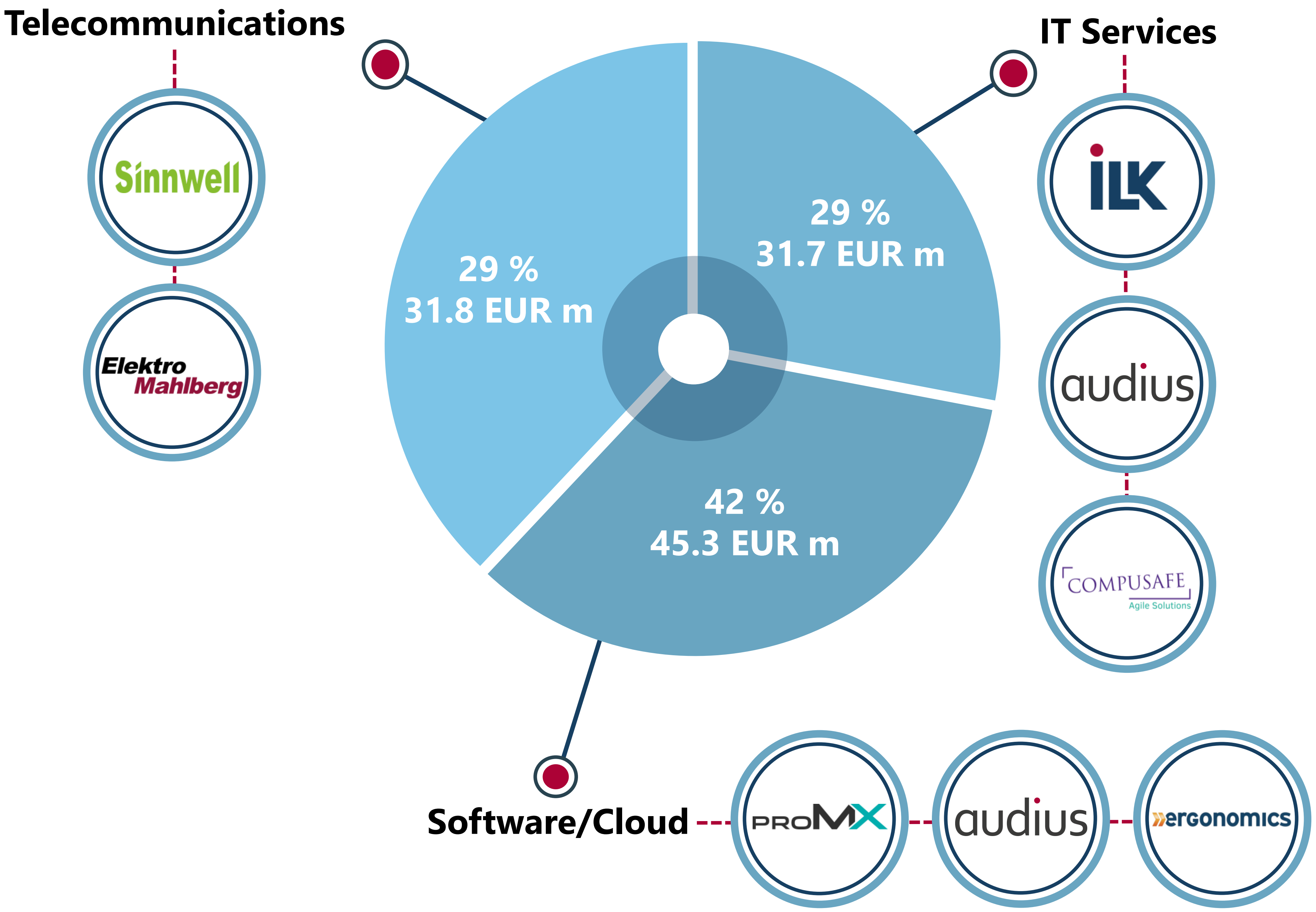


* 2015 - 2020 As-if consolidation from the point of view of audius AG

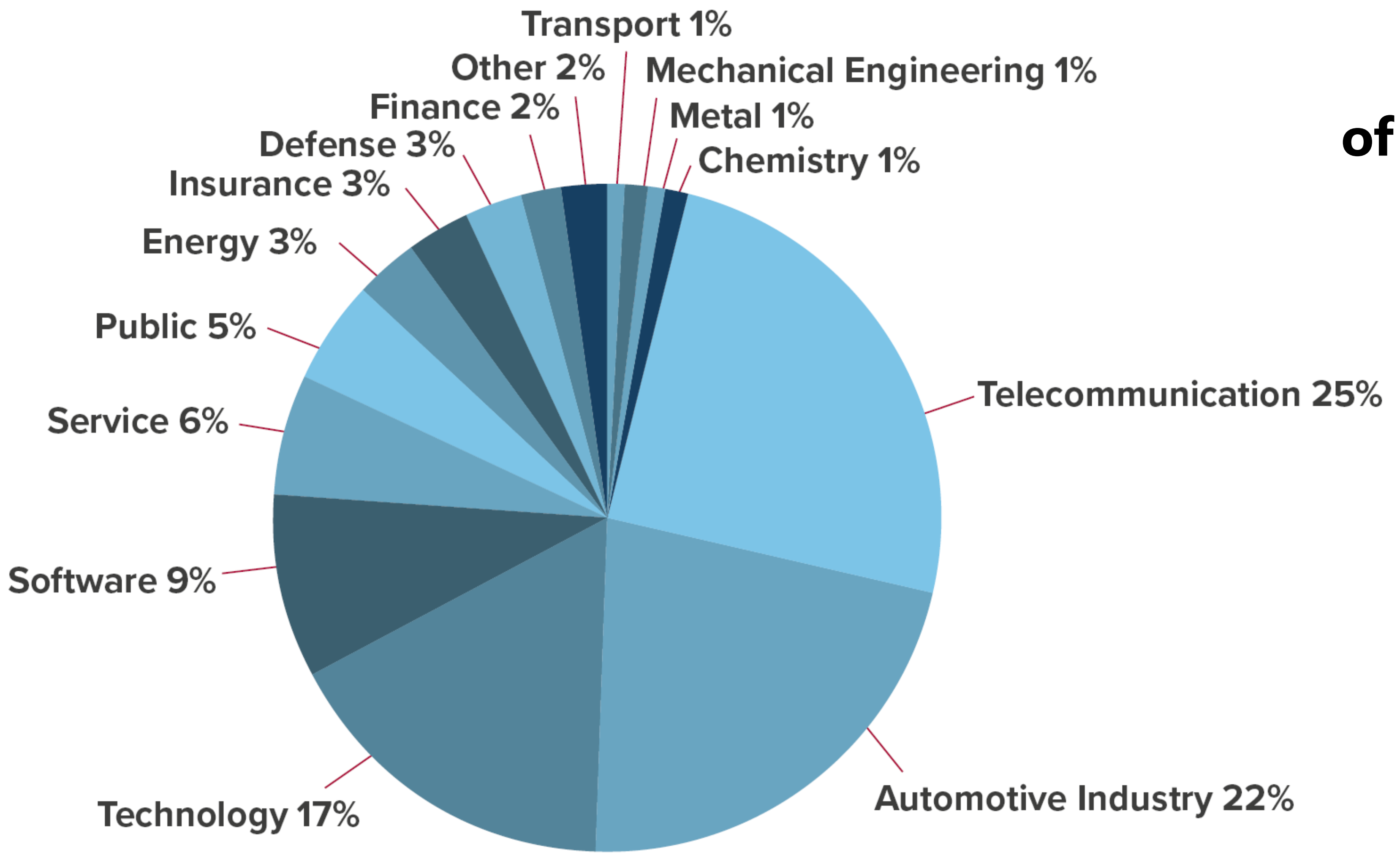
Inorganic growth since 2015

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 revenue **by business segment in 2025**



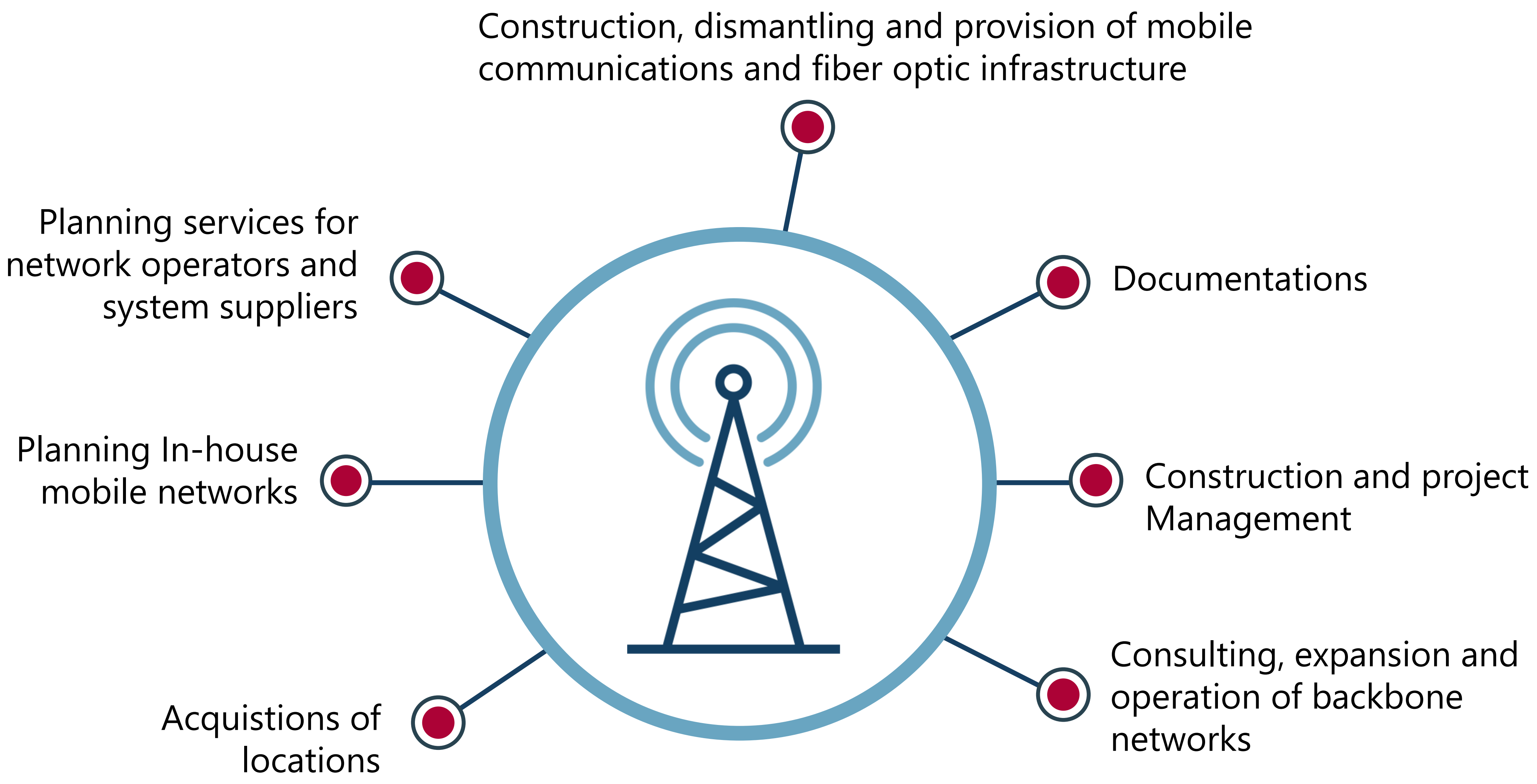
Distribution of sales by sector – financial year 2025



42,1%

of total sales in critical infrastructure

Business unit **Telecommunications**



Business unit **IT Services**

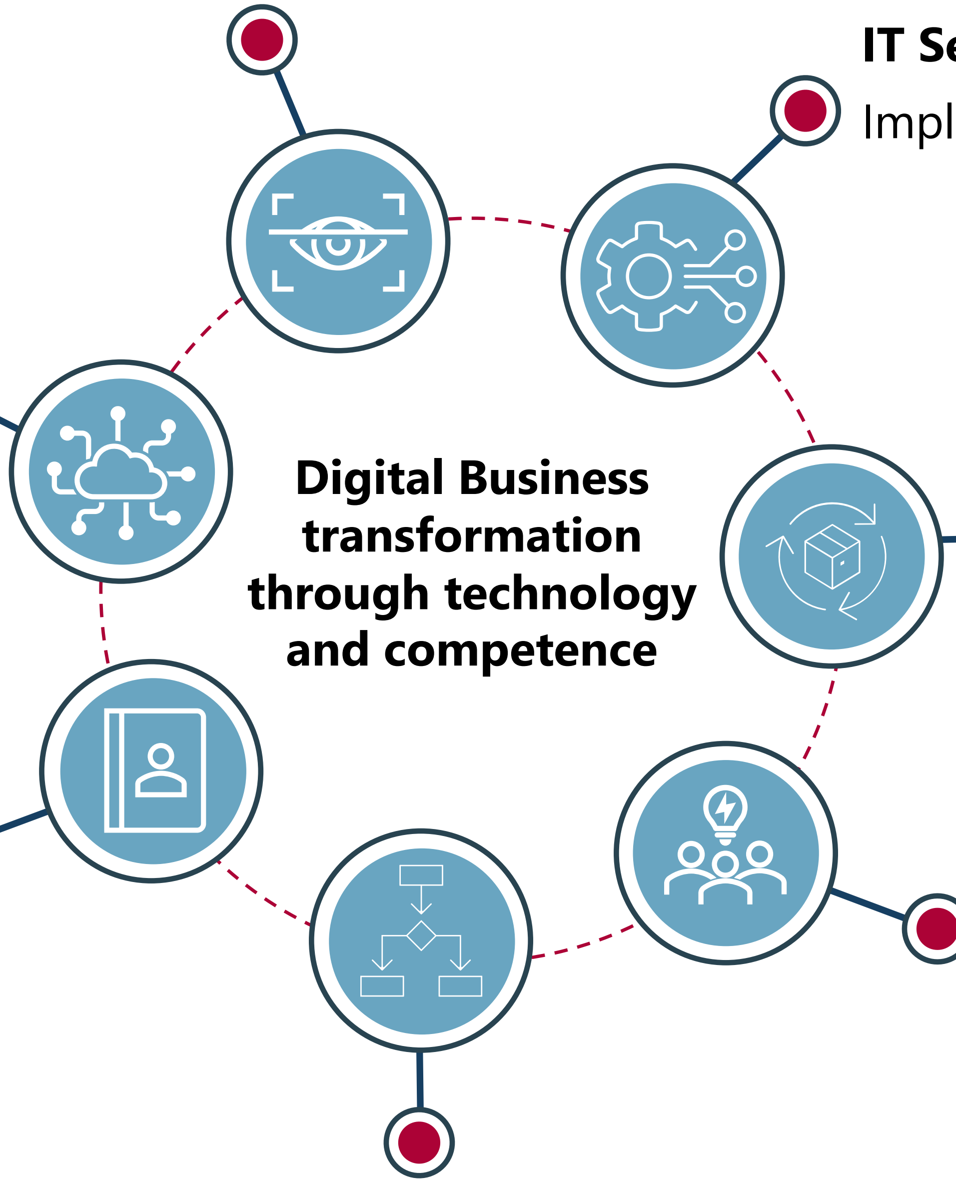
IT-Security, Compliance & Data Security

IT Service Management

Implementation Partner

Technology

IT systems & network
Hardware & Software



Digital Business transformation through technology and competence

Office Automation

Soft- and Hardware-Management

Professional Services

Consulting &
Workplace Management
Workforce Transformation

Service Operation

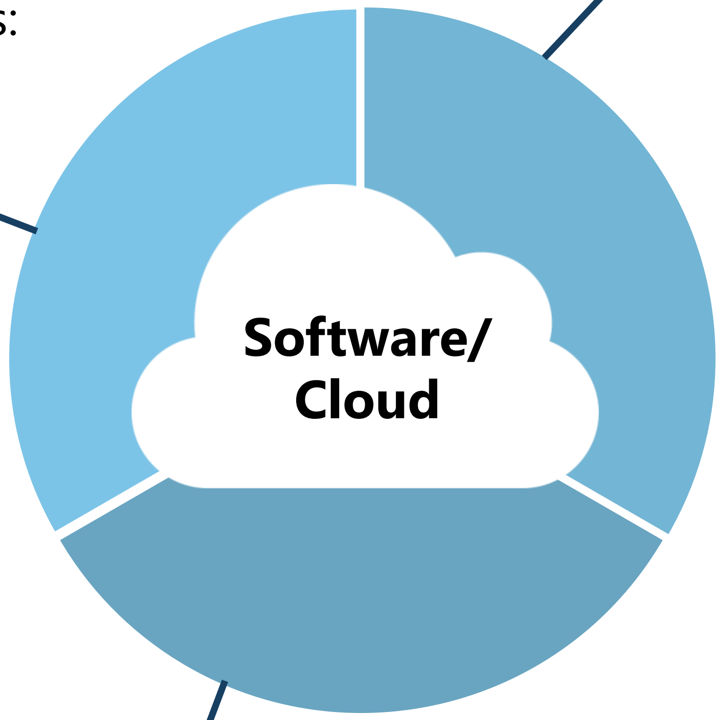
Service Desk &
Infrastructure Support

Business Process Management

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:
Telecommunications/General Contractor

Service:
Surveys and planning for mobile network locations, particularly regarding shared use

Duration:
12+ months

Volume structure:
500-1,000 locations in western Germany

Project reference
Business unit **IT Services**

Industry sector:
Banks

Service:
Rollout of active network components

Duration:
8 months

Volume structure:
Approximately 6 people on duty

Project reference
Business unit **Software/Cloud**

Industry sector:
Semiconductor industry

Service:
Migration from Project Online to MS Dynamics Project Operations

Duration:
~6 months

Volume structure:
~USD 500 million in volume

Partnerships

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

~28.1 %
Women

~71.9 %
Men

41
Different nationalities

43 years
Average age

*as at 25/06/2026

Strategic **growth fields**

People & Technologies

Dynamic growth in target markets

- BITKOM expects 4.4 % growth for the IT market in 2026
- Further 5G rollout and fiber optic network expansion in Germany
- Despite economic challenges, there has been dynamic growth in digitalization, including AI and automation

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

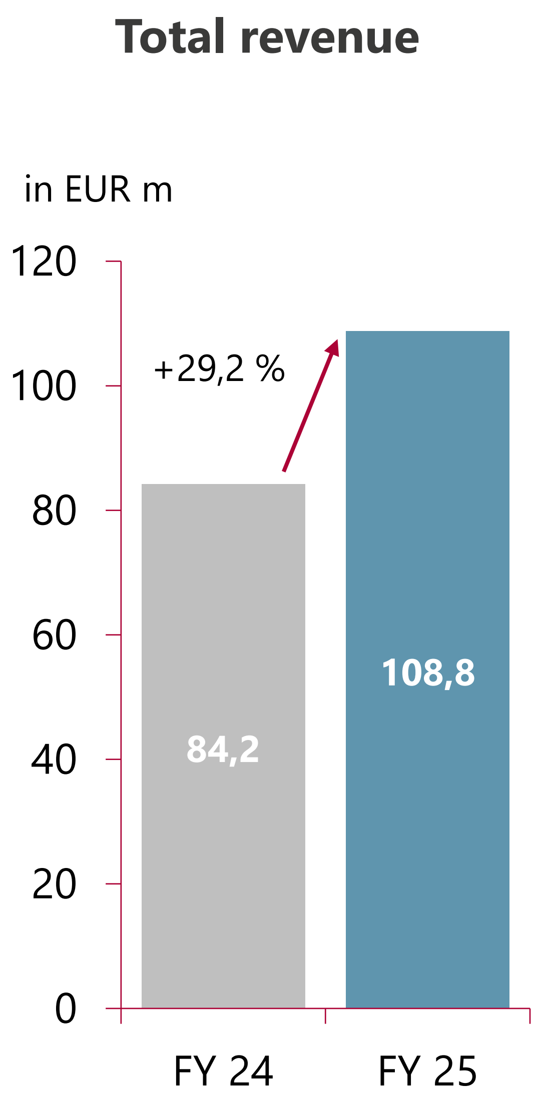
Development **P&L**

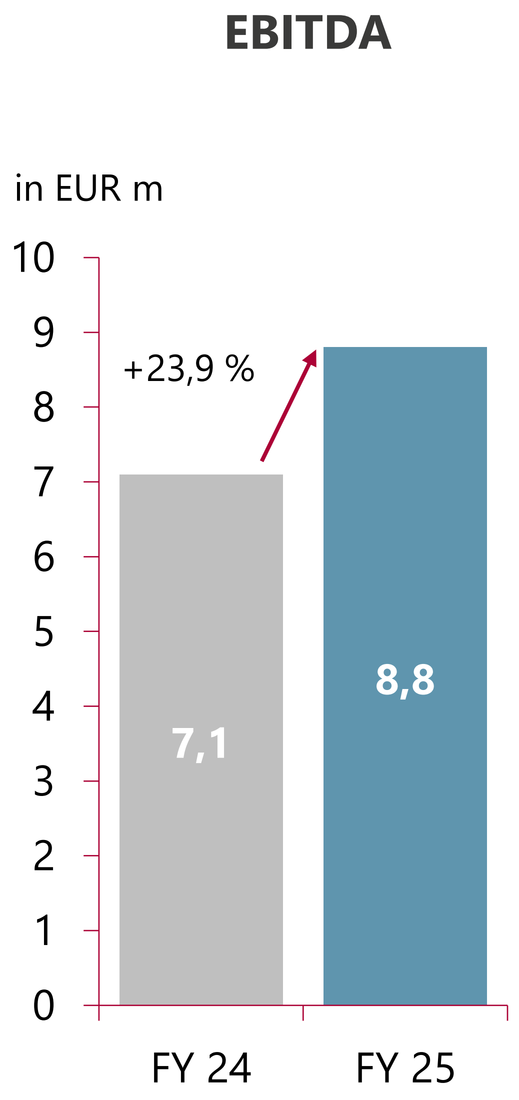
in EUR m	1-12/2025	1-12/2024	Difference absolute	Difference in %
Total revenue	108.8	84.2	+ 24.6	+ 29.2 %
Gross Profit	77.2	63.9	+ 13.4	+ 21.0 %
EBITDA	8.8	7.1	+ 1.7	+ 24.2 %
EBITDA-Margin	8.1 %	8.5 %	- 0.4	- 4.7 %
EBIT	6.2	5.0	+ 1.2	+ 24.0 %
Earnings per share after minorities	0.48	0.42	+ 0.06	+ 14.3 %

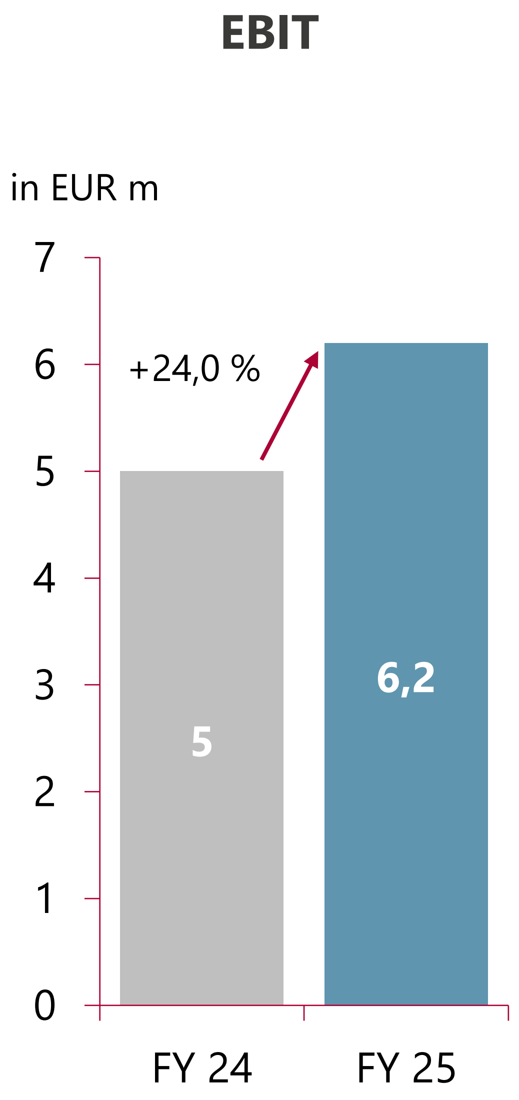
Development of the **Balance sheet**

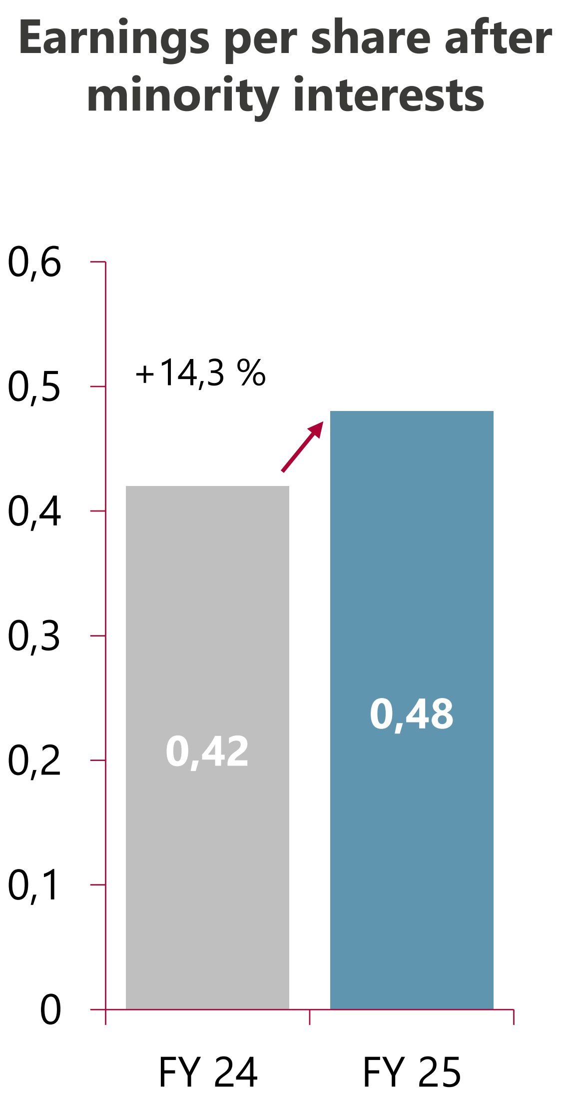
in EUR m	31/12/2025	31/12/2024	Difference absolute	Difference in %
Total assets	57.5	38.1	+ 19.3	+ 50.7 %
Equity	26.7	24.3	+ 2.4	+ 10.0 %
Equity ratio	46.5 %	63.7 %	- 17.2	- 27.0 %
Cash	17.1	11.0	+ 6.1	+ 55.4 %
Bank liabilities	7.5	2.6	+ 4.9	+ 185.2 %
Order backlog	98.9	79.3	+ 19.6	+ 24.7 %

Business development **FY 2024 vs. FY 2025**

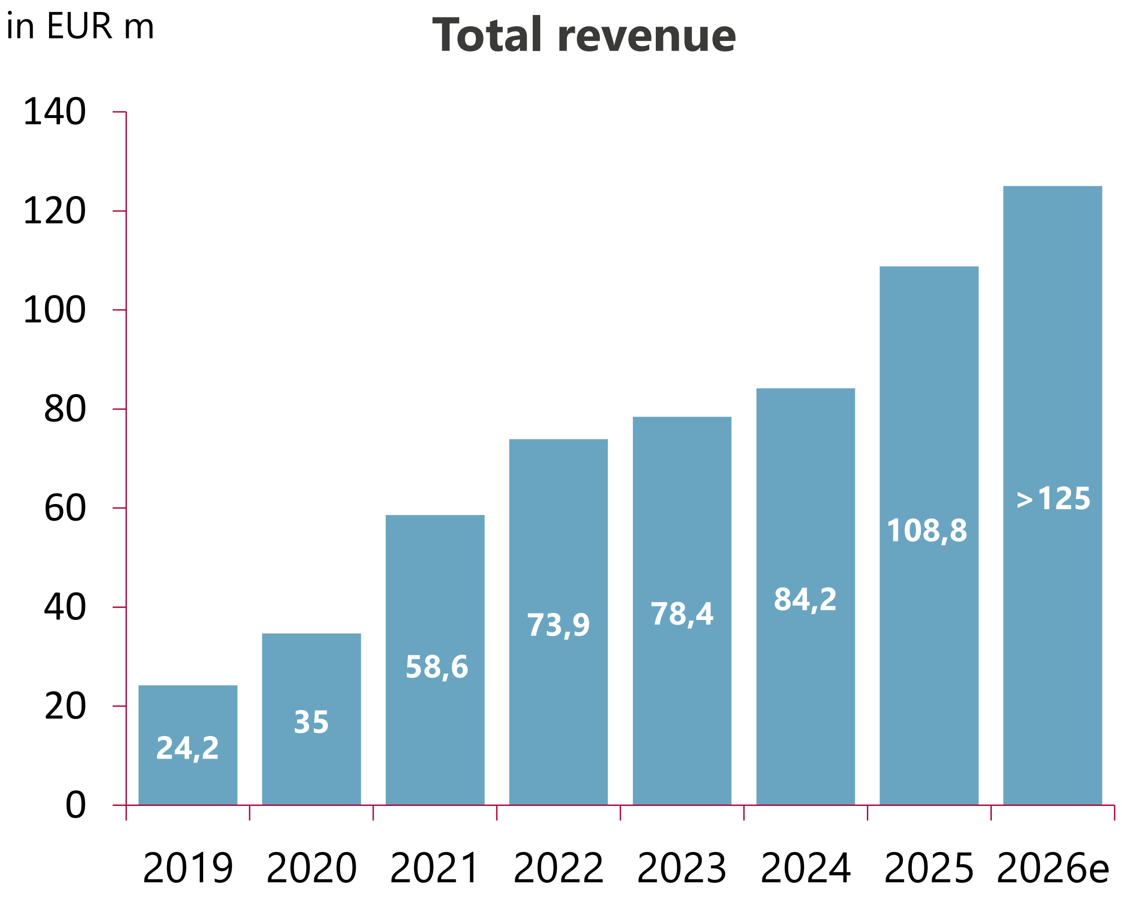


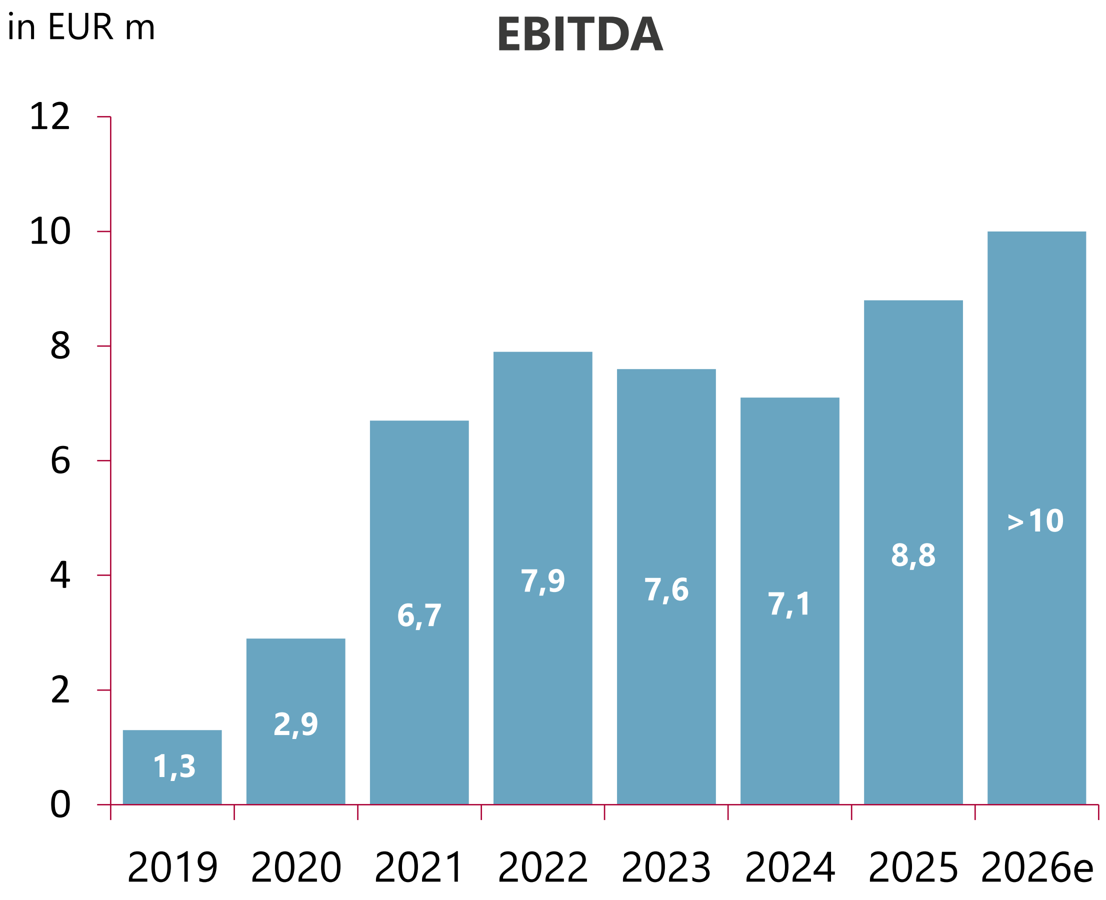






Total annual figures since 2019

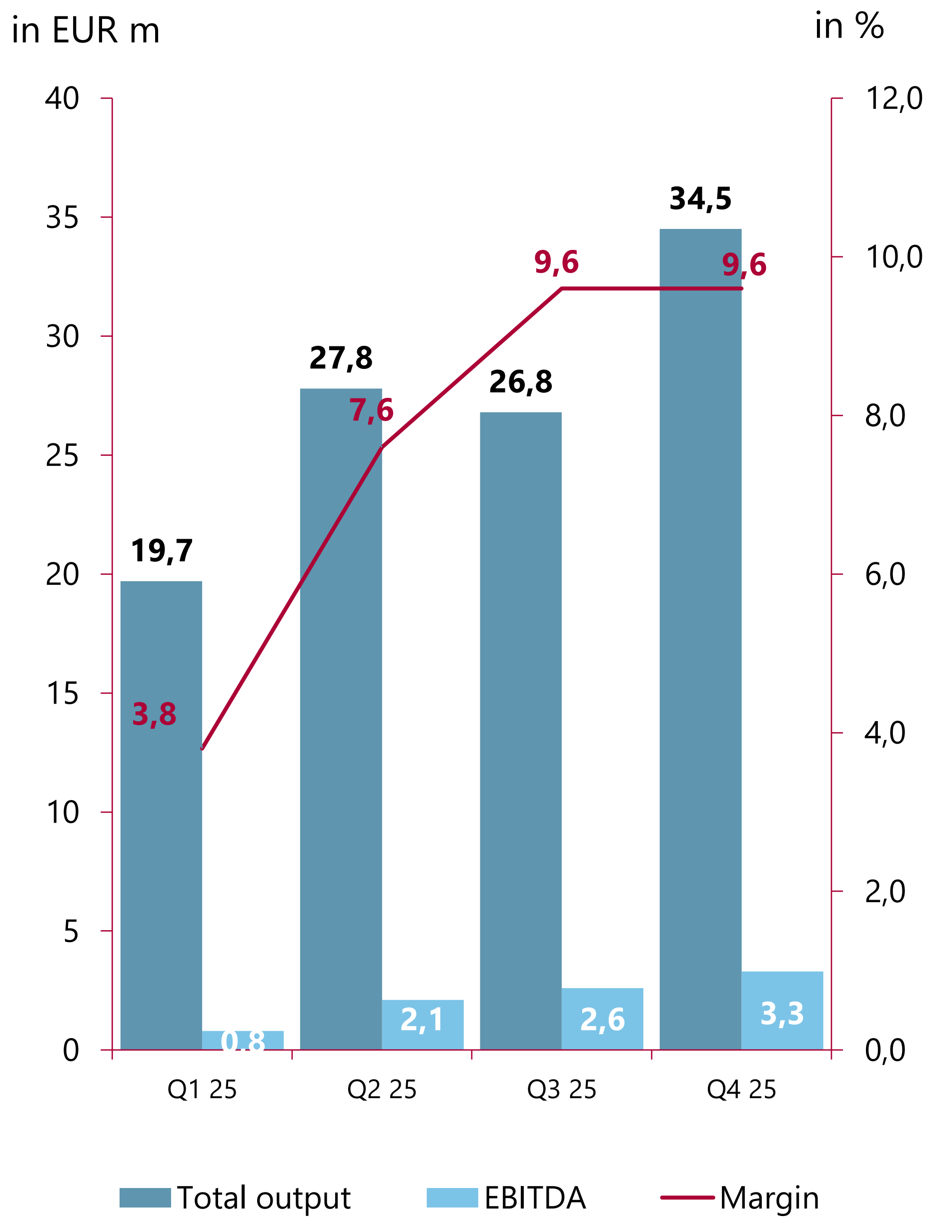




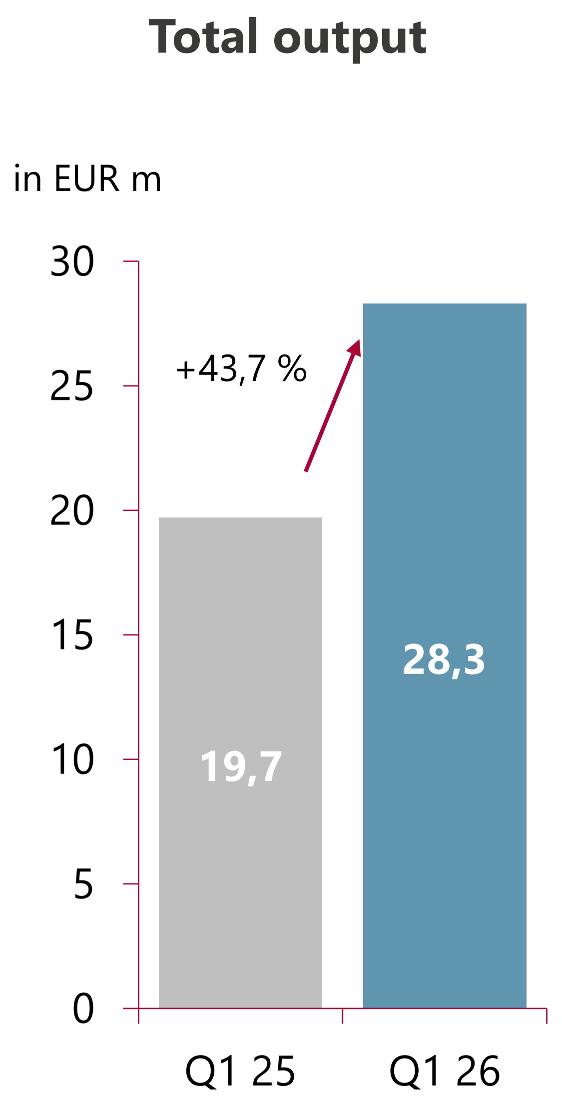
=> Average growth since 2019 > 27% per year

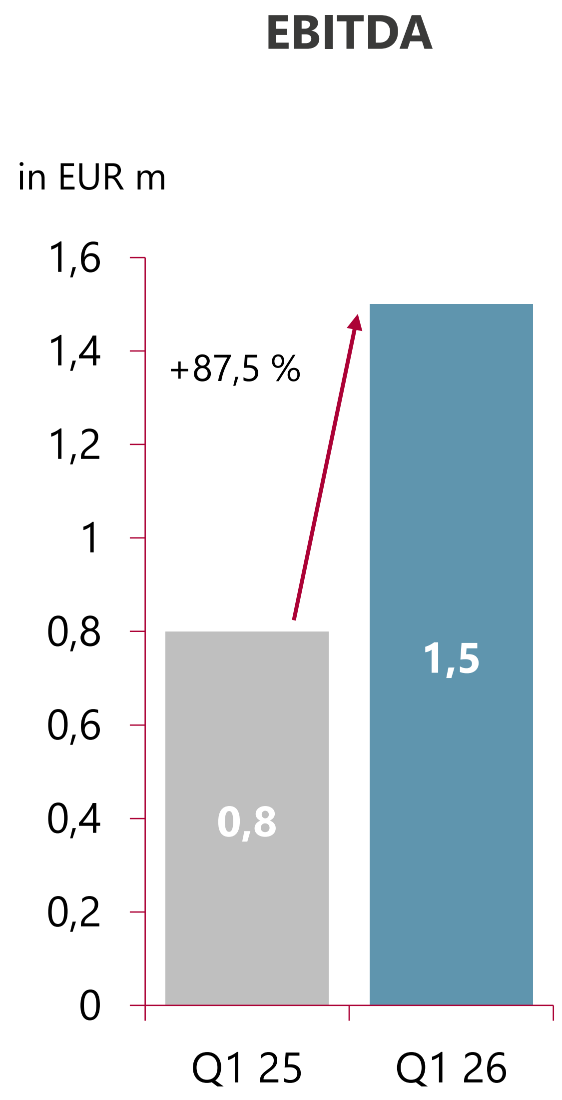
Executive Summary for 2025

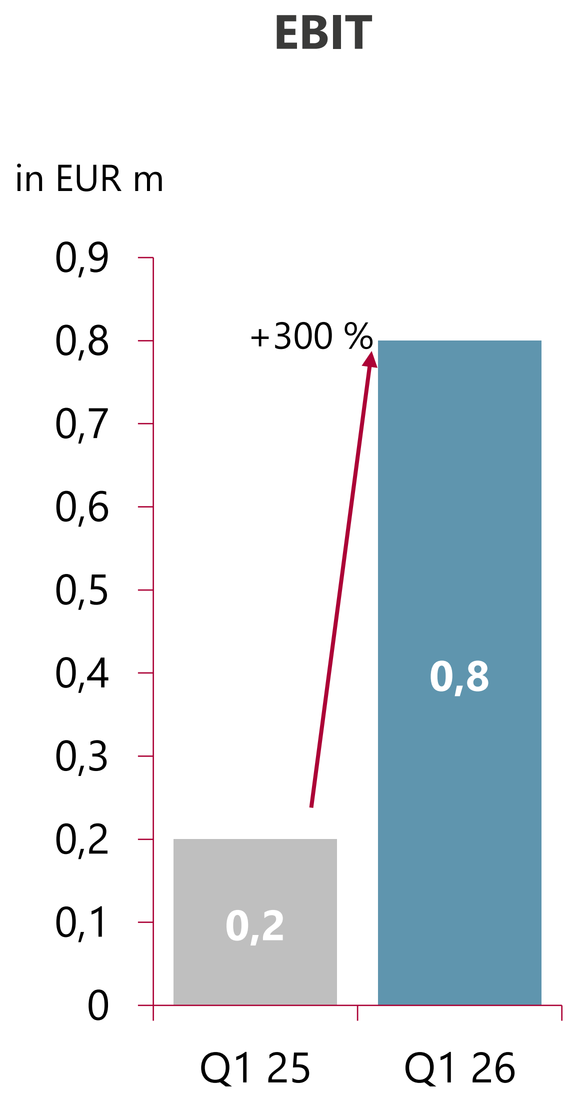
- Purely Pure organic growth in total revenue of approximately 22 % compared with 2024
- Additional growth through acquisitions of Ergonomics and CompuSafe (initially, a modest contribution to earnings)
- IT services sector grows significantly thanks to service and hardware sales
- Once again highest order backlog in the company's history of around EUR 99 million
- After a weak Q1/2025, a significantly positive development is expected in the following quarters
- Strong focus on profitability across all areas, while simultaneously investing in further growth
- Full year 2025 includes restructuring costs
- Another strong result at subsidiary proMX AG leads to corresponding minority interest



Business Development **Q1 2025 vs. 2026**







Outlook **for 2026 and Beyond**

Forecast 2026

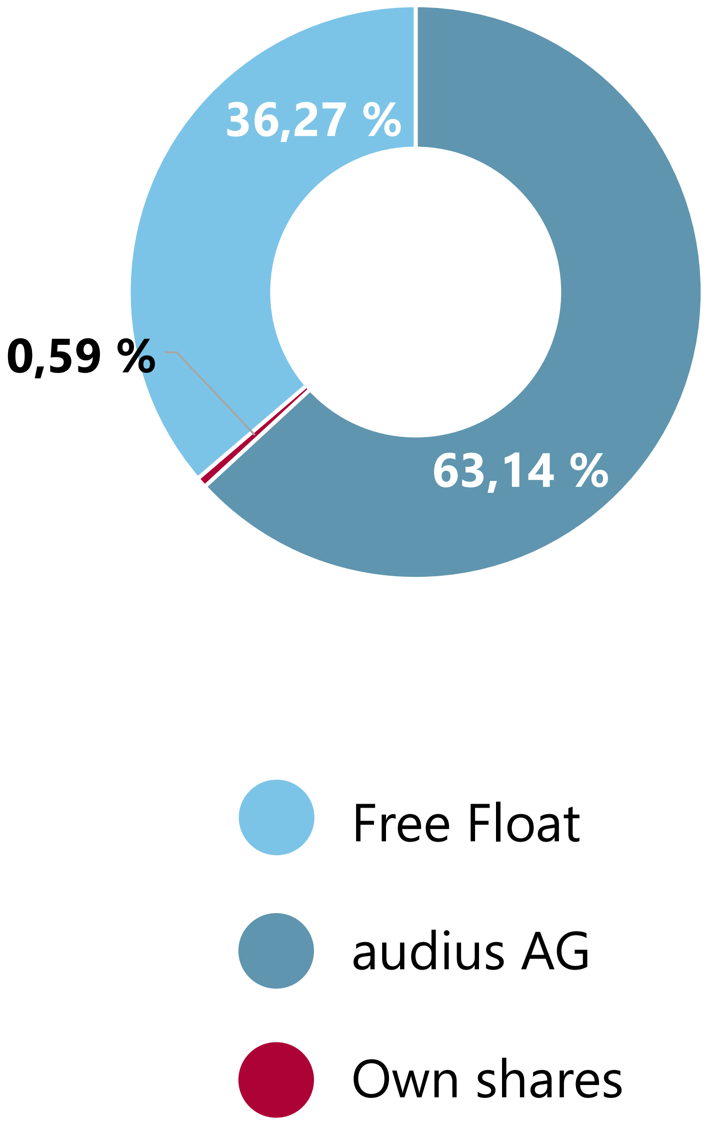
in EUR m	2026e	2025
Total output	>125	108,8
EBITDA	>10	8,8
Earnings per share	>0,55	0,48

- Growth for 2026 has already been secured through both organic growth and acquisitions
- EBITDA in 2026 is expected to exceed 10 million / >+14 %
- A disproportionately large increase in earnings per share is planned
- Launched additional growth initiatives, both in Germany within KRITIS and internationally
- AI as a growth driver in development, software implementation and efficiency
- Expansion of our own data centers
- Focus on profitability to return to the EBITDA target margin of >10 % (2027 and beyond)

audius **company share**

Issued shares	4.950.000
Share price on 30/07/2026	EUR 11.60
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 29.00)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 64 m
WKN/ISIN/Ticker	A40ET1 / DE000A40ET13 / 3ITN
Dividend	24 cents for 2025

Source: https://live.deutsche-boerse.com/aktie/audius-se-na-o-n?mic=XETR, Trading place: Xetra



Investment in audius

5 good reasons

1. Annual **growth of total revenue** since 2019 **Ø ~ 27 %**
2. **Record earnings** figures again in 2025
3. Growth of **>125 EUR million for 2026** is already largely assured
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**
6. **Artificial intelligence** as a growth driver

Contact

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