Company presentation audius SE

Status 01/09/2026

audius **in one view**

Total revenue 2026e
~120 EUR m

EBITDA 2026e
8-9 EUR m

Employees
>900

Headquarter
Weinstadt close to Stuttgart

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

Establishment
1991

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

Locations
>20
in Germany and abroad

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.

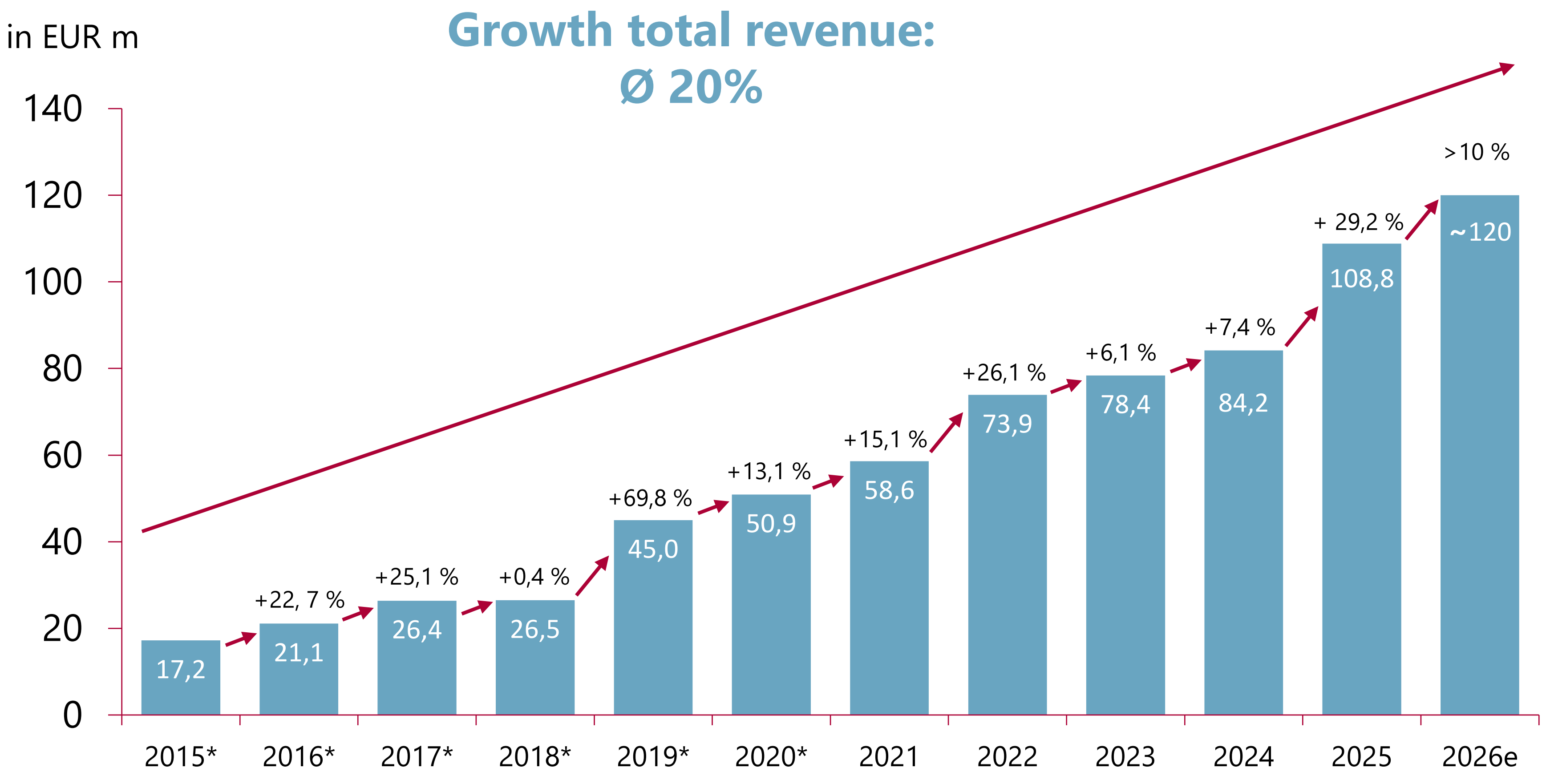
Konstantin Tsaligopoulos, Executive Board member
Joined the Group in 2011. Has built up the Telecommunications business area since 2016 and has been responsible for this as a member of the Executive Board since 2022.

Dr. Stephan Weidner, Executive Board member
Member of the Executive Bord since late July 2026. Responsible for the business unit IT Services.

audius **growth story**

Dual growth strategy

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

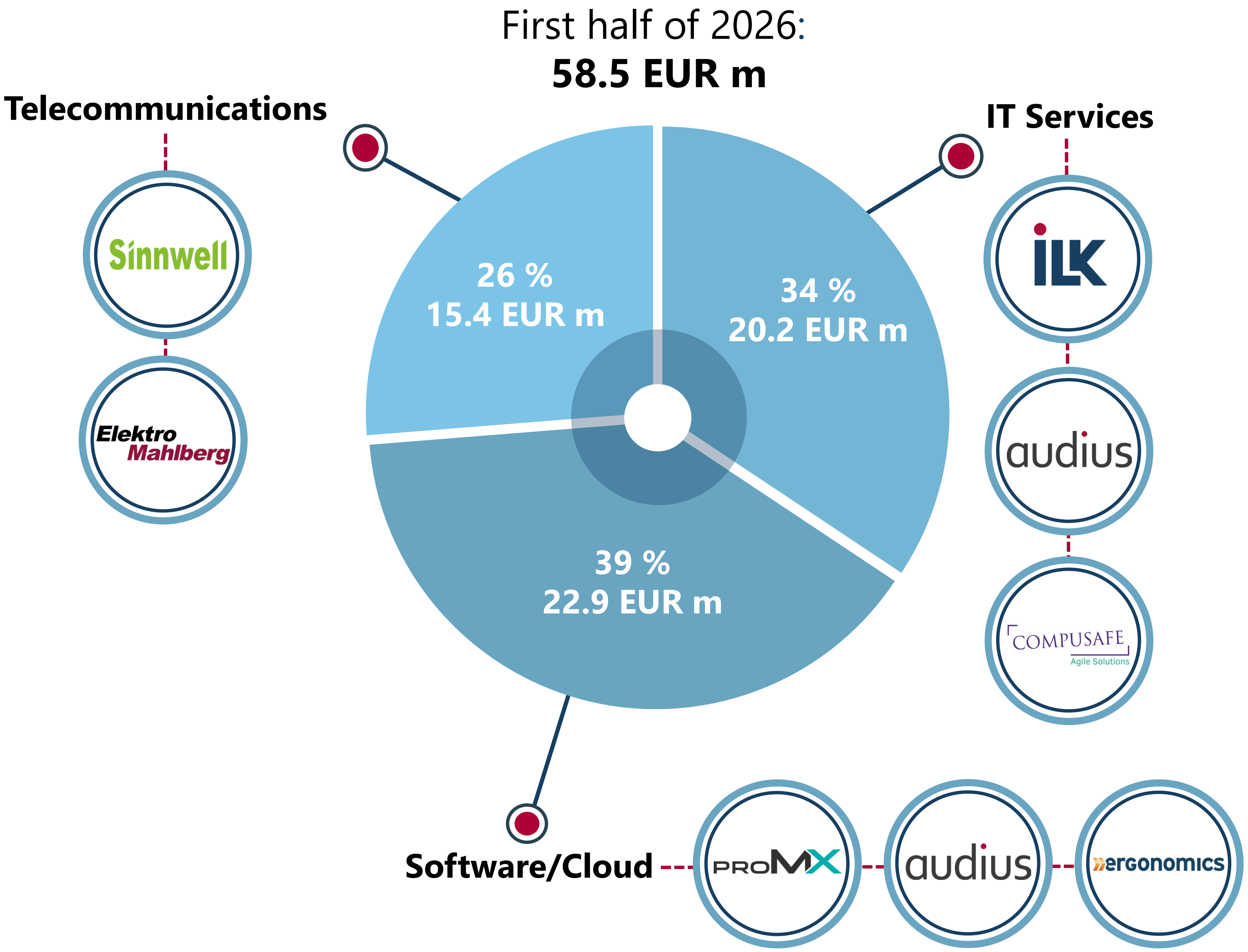


* 2015 - 2020 As-if consolidation from the point of view of audius AG

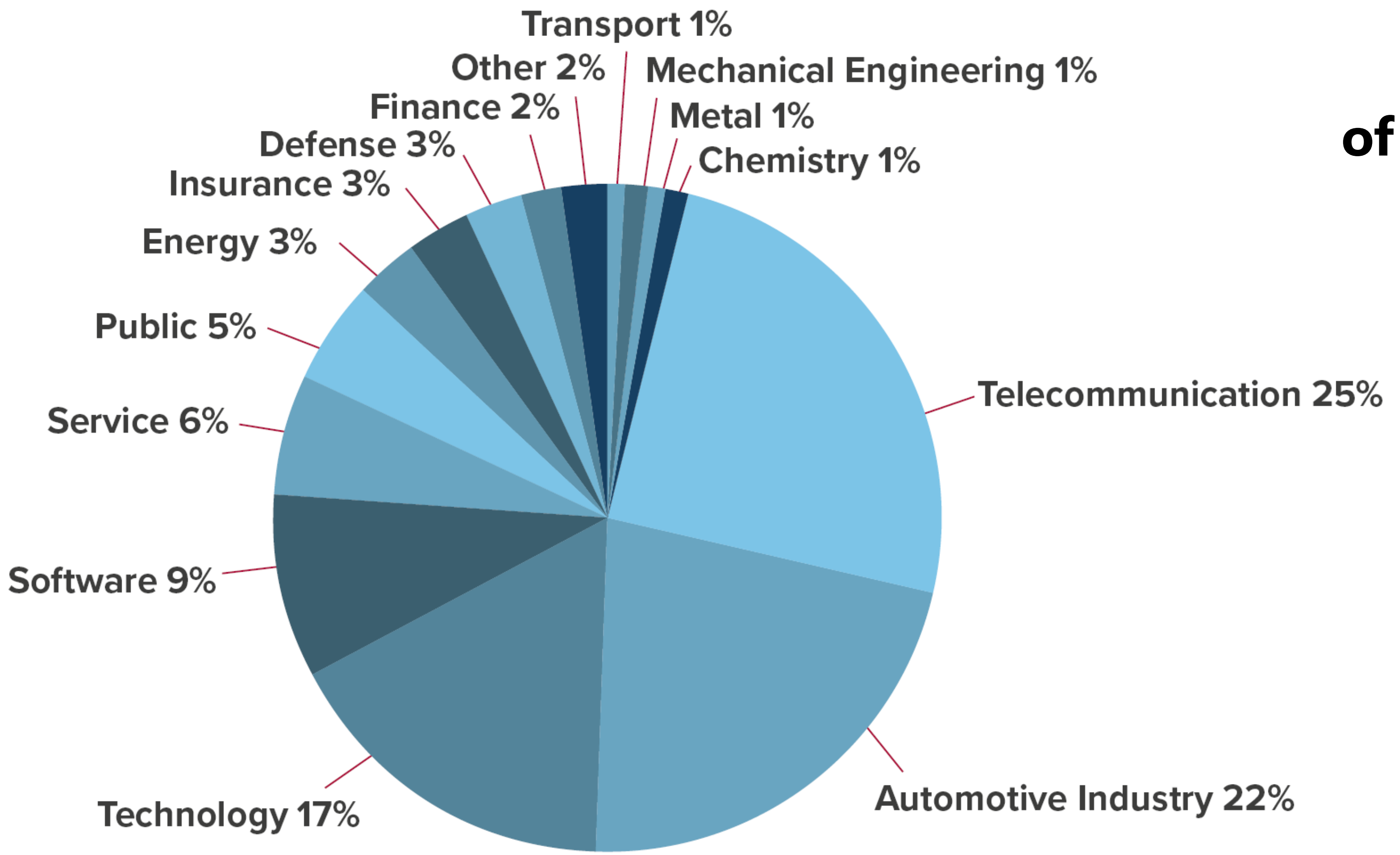
Inorganic growth since 2015

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 first-half performance **by business segment in 2026**



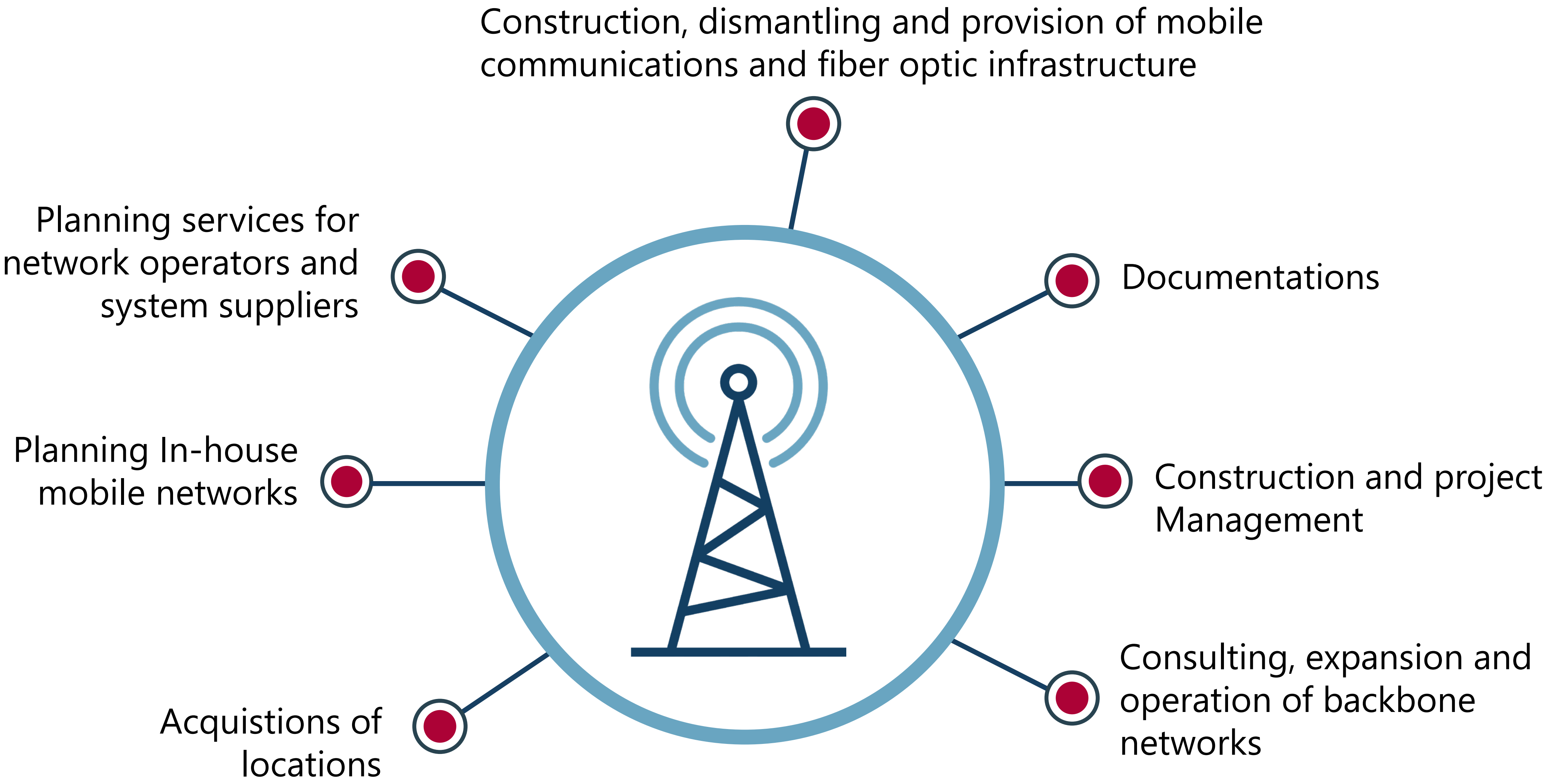
Distribution of sales by sector – financial year 2025



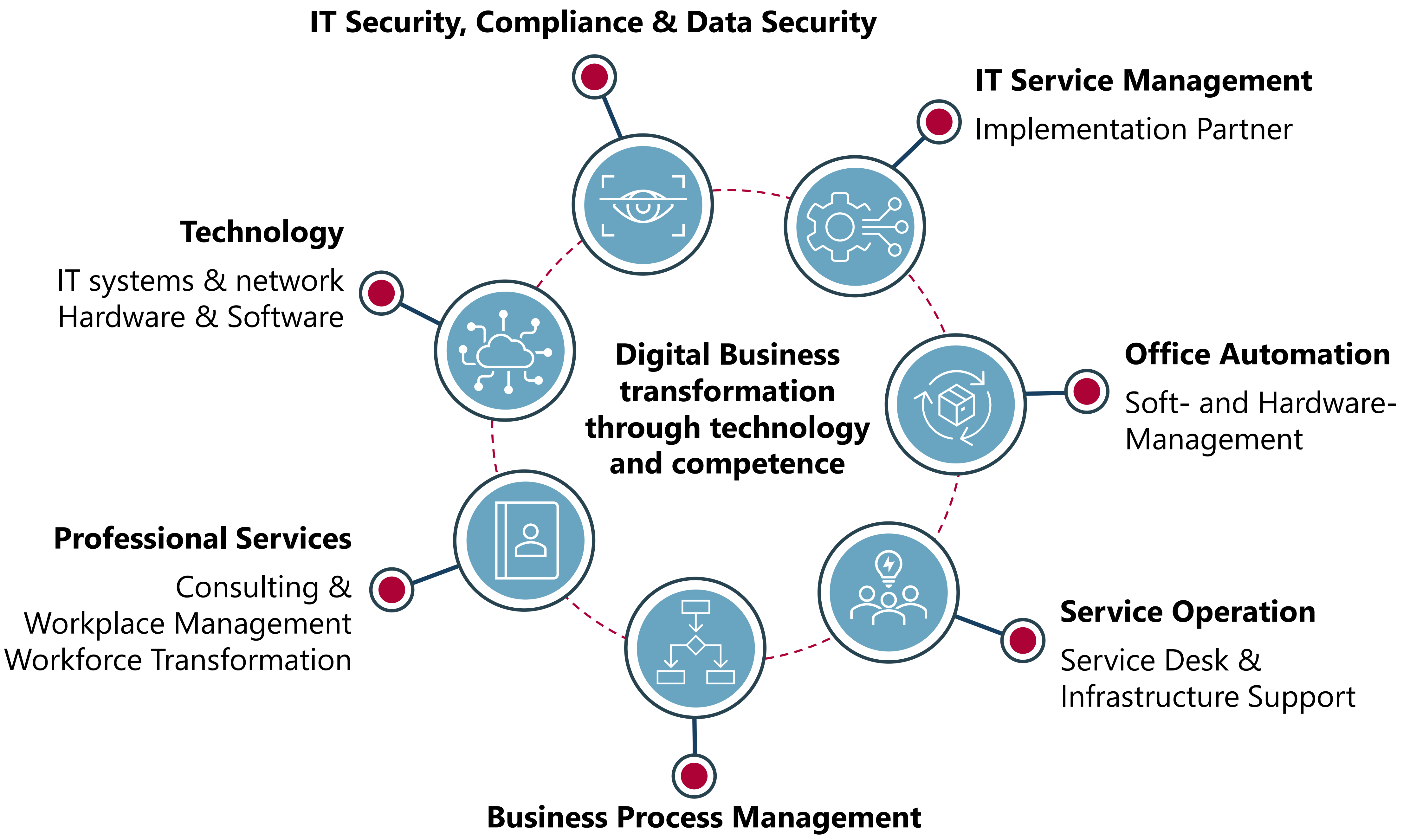
42,1%

of total sales in critical infrastructure

Business unit **Telecommunications**



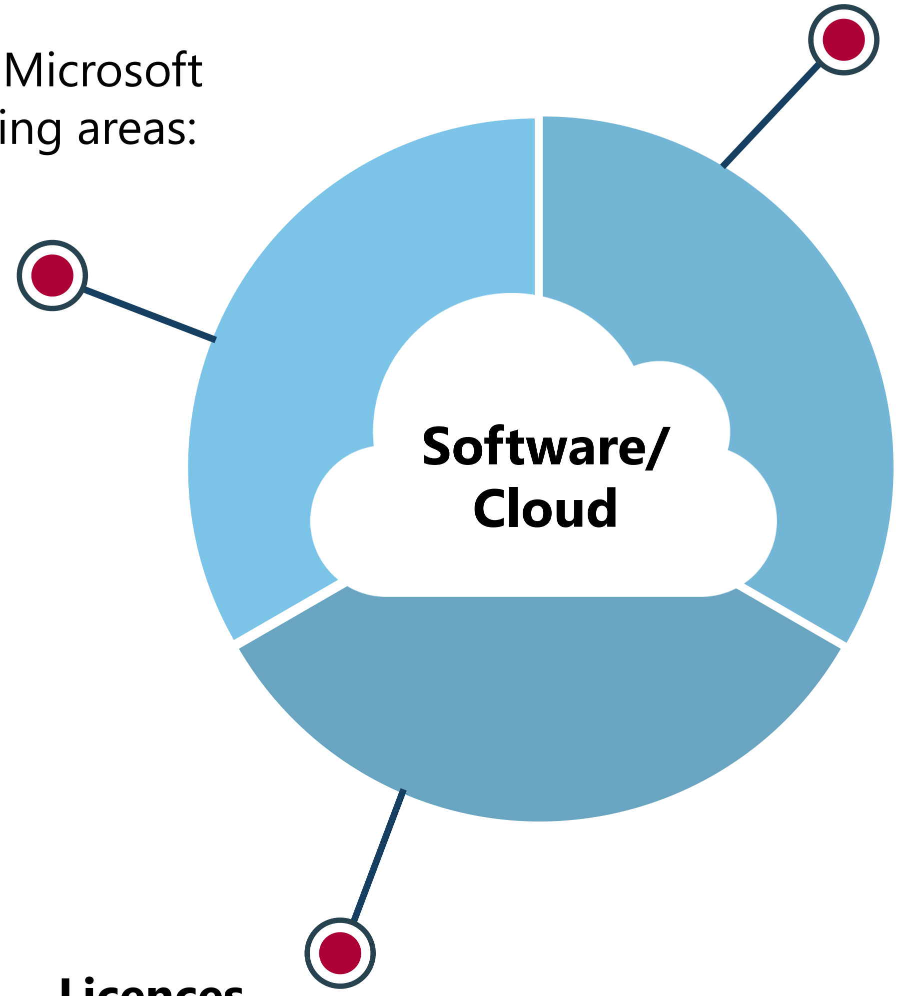
Business unit **IT Services**



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

Current **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

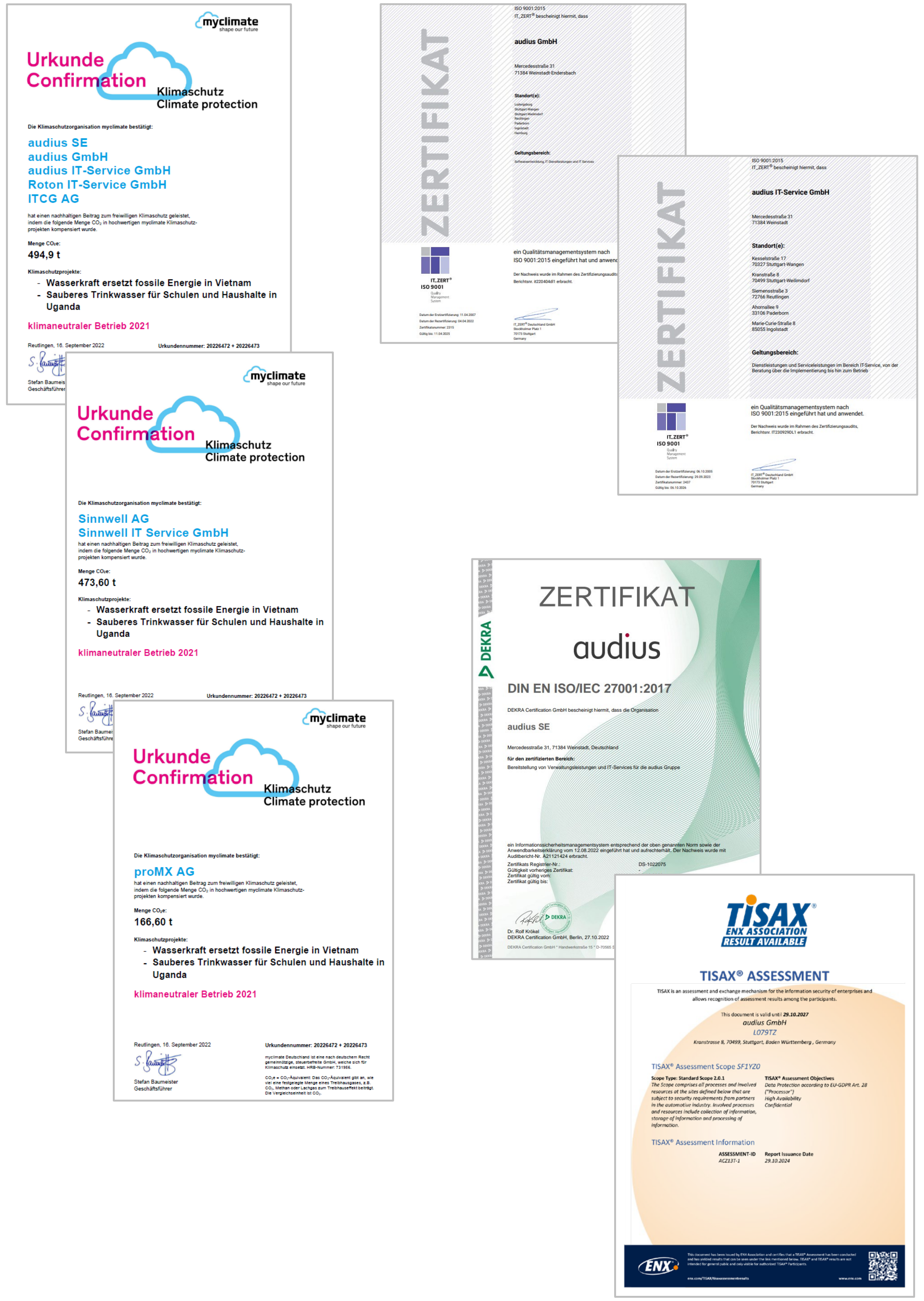
Duration:
~6 months

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
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"**

SZ Institute (Süddeutsche Zeitung):

Best Business Partners 2026.
audius impressed across the board as **the industry winner in IT Consulting**

DIE WELT:

audius was named one of the **Top 10 Innovation Champions of 2026** in the category of **IT Consulting and IT Services.**

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

~29.5 %
Women

~70.5 %
Men

45
Different nationalities

43 years
Average age

*as at 18/08/2026

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

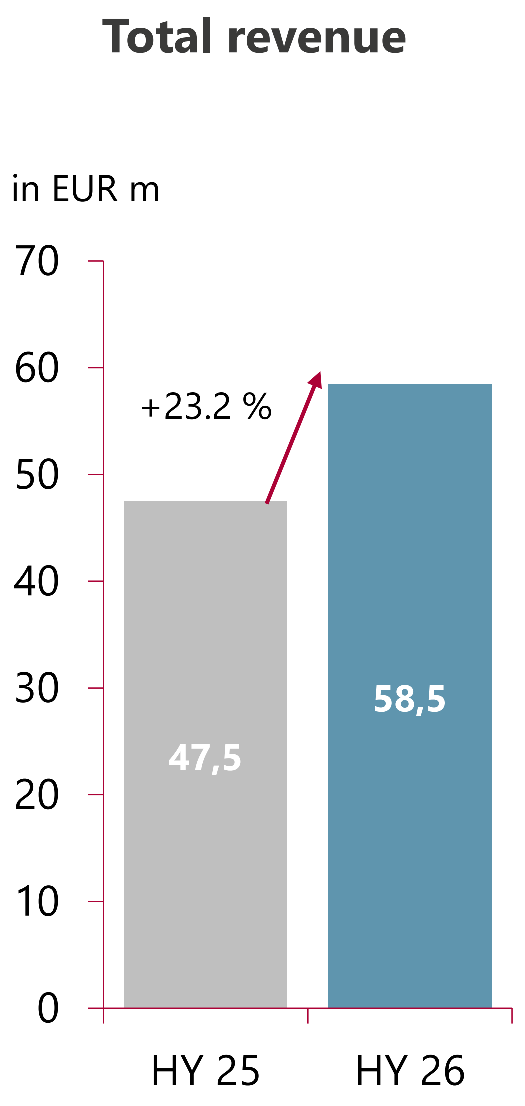
Financial key figures: **P&L for the first half of 2026 vs. 2025**

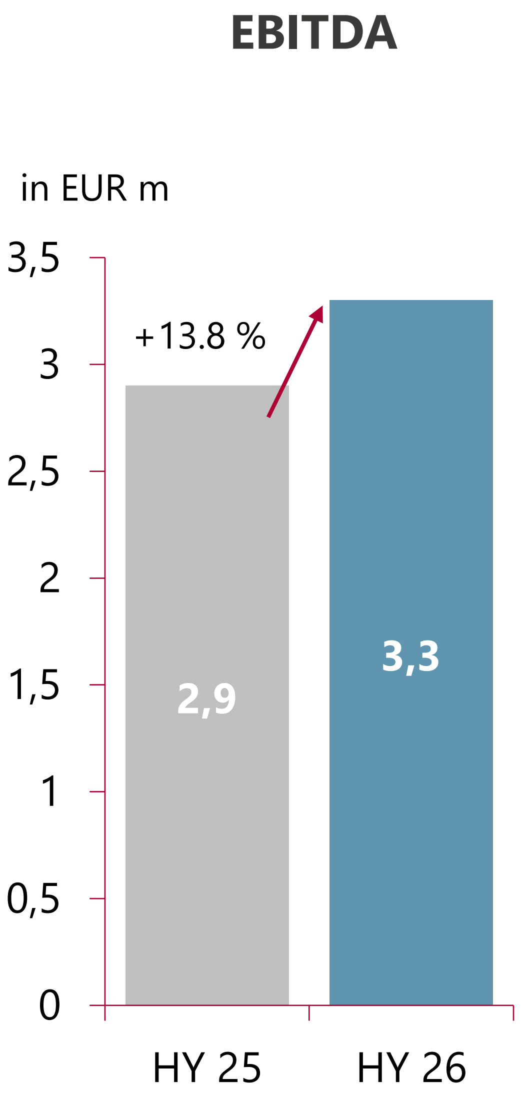
in EUR m	2026	2025	**Difference** absolute	**Difference** in %
Total revenue	58.5	47,5	+ 11,1	+ 23.3 %
Gross Profit	44.1	32.6	+ 11.5	+ 35.1 %
EBITDA	3.3	2.9	+ 0.5	+ 16.6 %
EBITDA-Margin	5.7 %	6.0 %	- 0.3 %	- 5.0 %
EBIT	1.8	1.6	+ 0.1	+ 7.2 %
Annual result / profit	1.0	0.8	+ 0.2	+ 18.9 %
Net income after minorities	0.54	0.51	+ 0.03	+ 5.9 %
Earnings per share after minorities in EUR	0.11	0.10	+ 0.01	+ 10.0 %

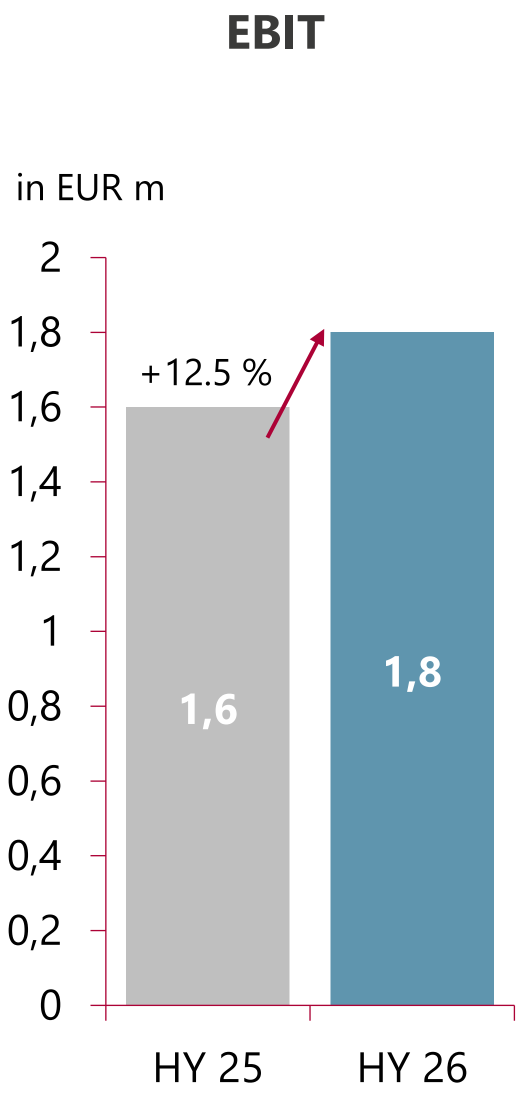
Balance Sheet as of June 30, 2026, compared to December 31, 2025

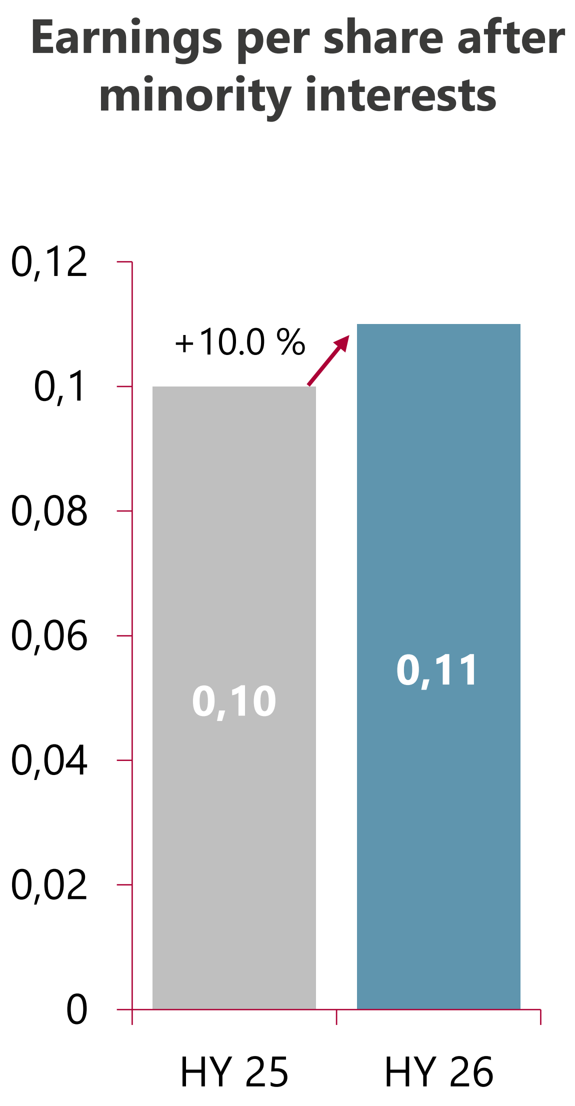
in EUR m	30/06/2026	31/12/2025	Difference absolute	Difference in %
Total assets	54.1	57.6	- 3.5	- 6.1 %
Equity	26.7	26.8	- 0.1	- 0.4 %
Equity ratio	49.3 %	46.5 %	+ 2.8 %	+ 6.0 %
Cash	12.6	17.1	- 4.5	- 26.3 %
Bank liabilities	9.2	9.4	- 0.25	- 2.7 %
Order backlog	103.1	98.9	+ 4.2	+ 4.3 %

Business development **HY 2025 vs. HY 2026**

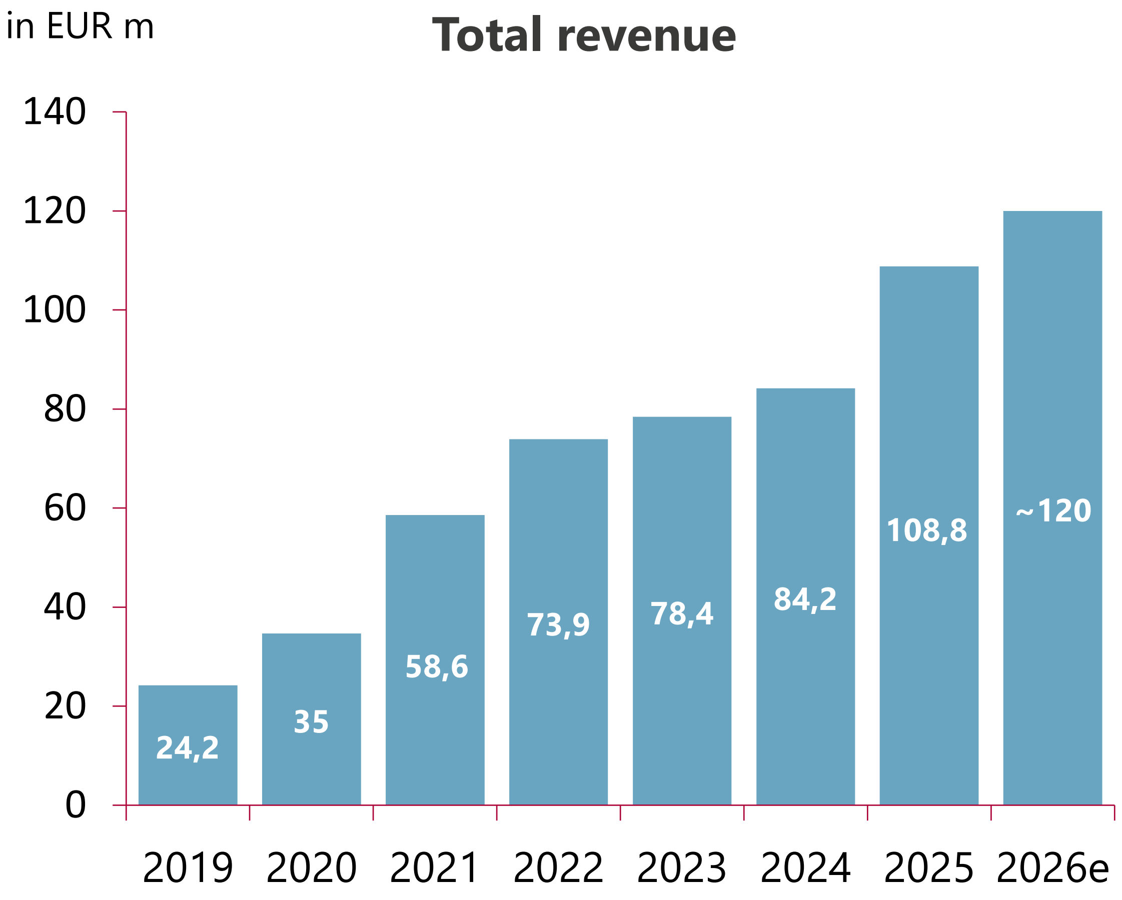


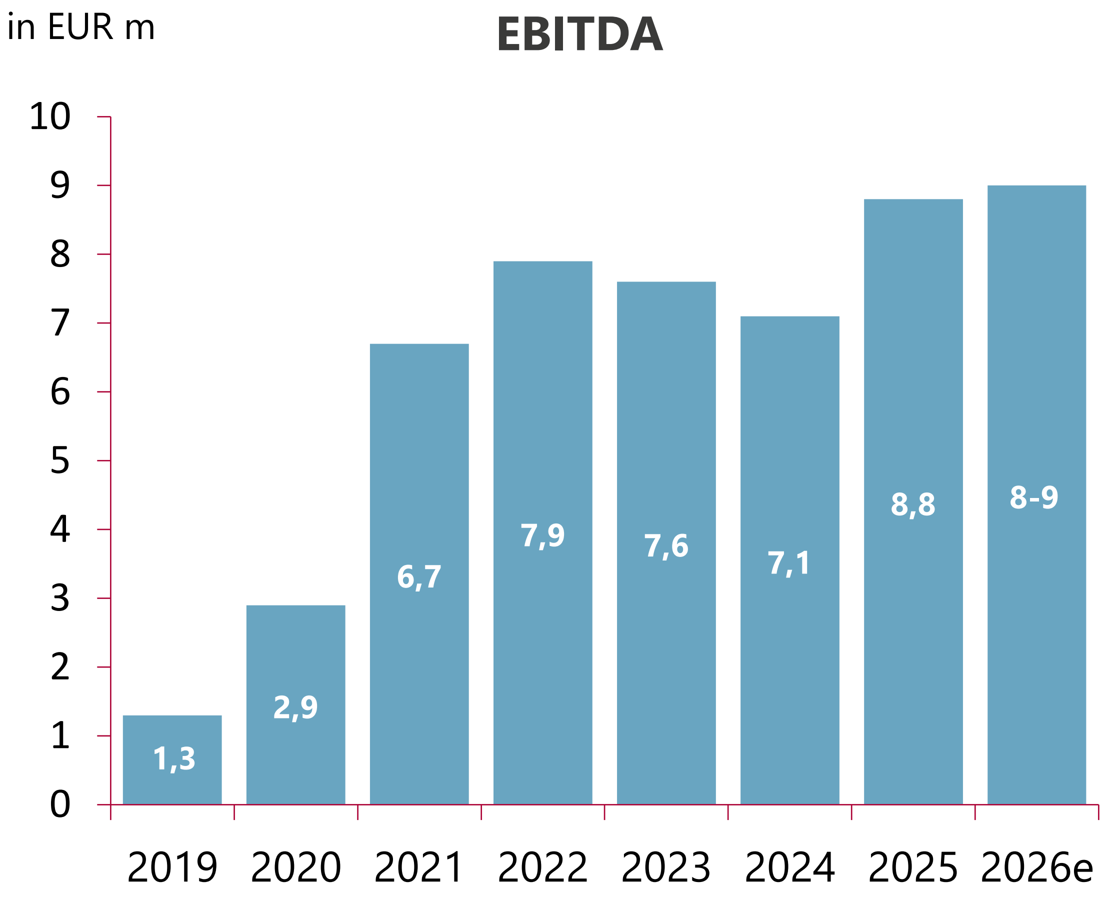






Total annual figures since 2019





=> Average growth since 2019 > 25 % per year

Executive Summary for 2026

- Organic growth will continue in 2026, particularly in the Software/Cloud sector
- Additional growth through the acquisitions of Ergonomics and CompuSafe (still making only a minor contribution to earnings)
- IT Services facing challenges with key customers
- Order backlog exceeds EUR 100 m for the first time
- Growth initiative through the expansion of sales in critical infrastructure is showing success
- Further expansion of the company’s own resilient and highly secure data centre infrastructure for internal systems and as a customer platform has been successfully completed
- audius.AI platform fully developed, launch in October

Outlook **for 2026 and Beyond**

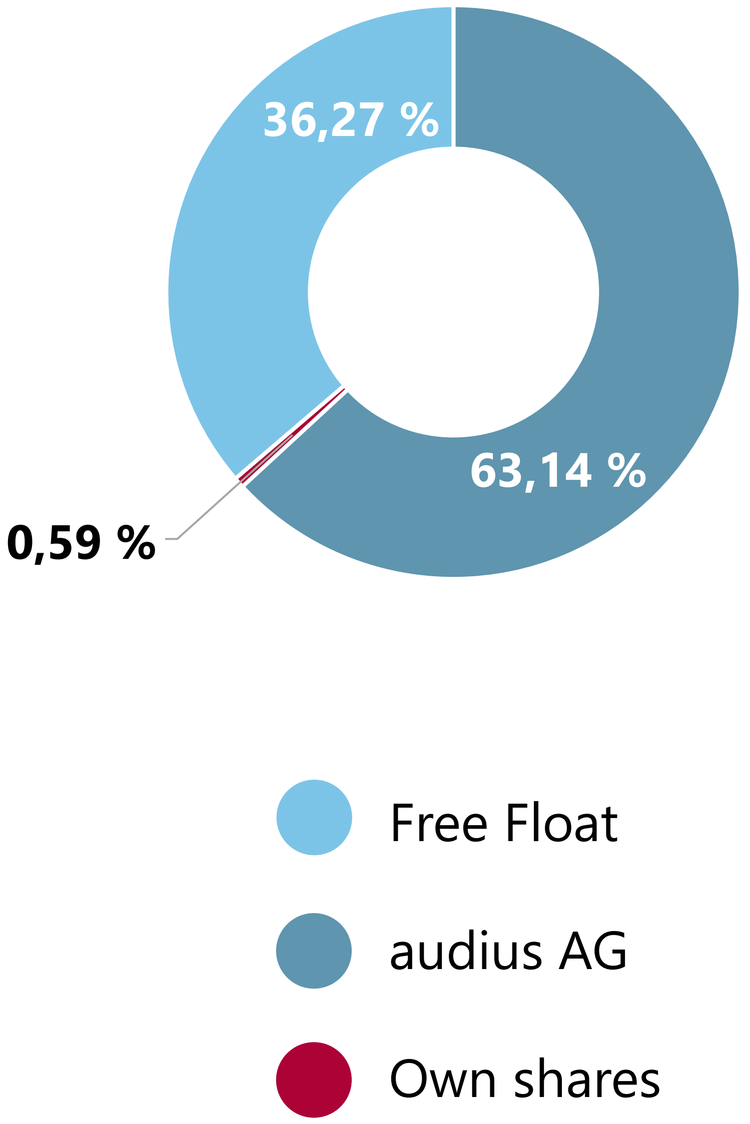
Forecast 2026

in EUR m	2026e	2025
Total output	~120	108,8
EBITDA	8-9	8,8

- Growth in 2026 both organically and through acquisitions with a slight shift into the following year
- No capitalization of development costs in excess of EUR 0.5 million, increasing future profit
- Efficiency and restructuring programme rolled out, particularly in personnel
- EBITDA in 2026 in the range of EUR 8–9 million
- Unchanged expectation of a disproportionately high increase in earnings per share
- Profitability in focus with a return to an EBITDA target margin of >10 % (2027 onwards)

audius **company share**

Issued shares	4.950.000
Share price on 01/09/2026	EUR 9.75
Trading segments	m:access, Basic Board FWB
Research Coverage	SMC (target EUR 23.30)
Nominal value	EUR 1.00 per share
Market Capitalisation	EUR 48.46 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

6 good reasons

1. Annual **growth of total revenue** since 2019 **Ø ~ 27 %**
2. **Record earnings** figures again in 2025
3. Growth of **~120 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

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