

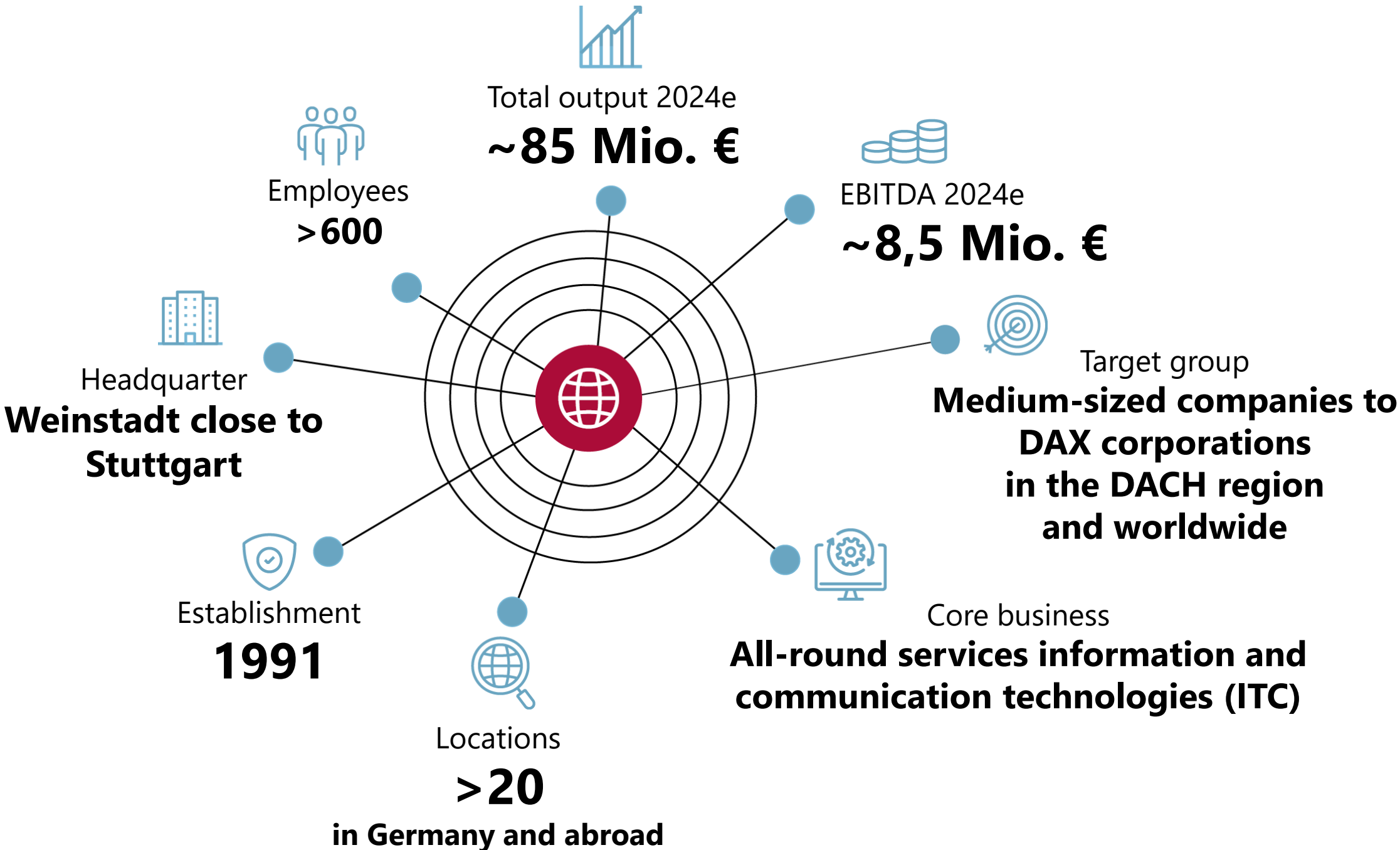


# audius

Company presentation  
audius SE

April 23 2024

# 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.



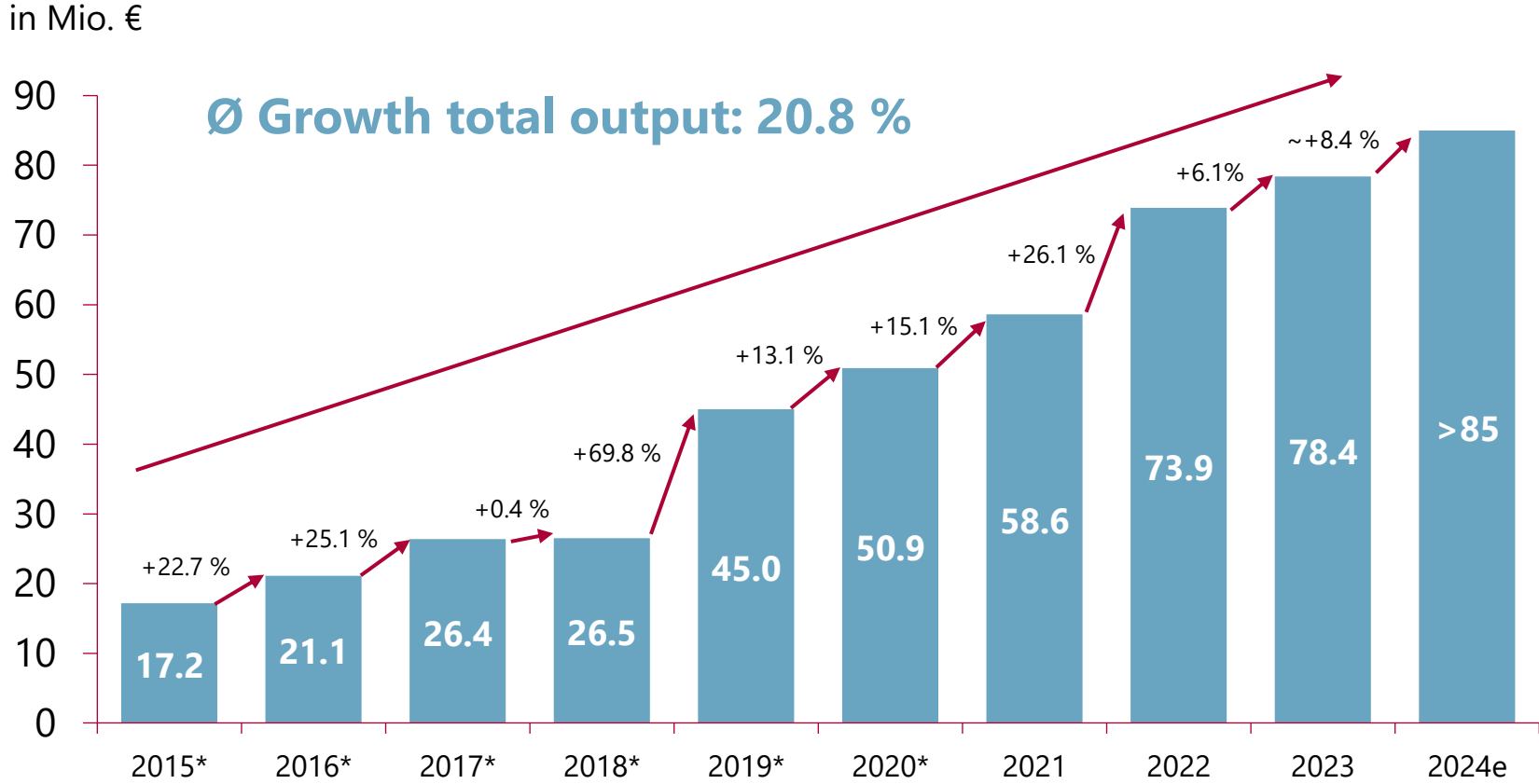
**Konstantin Tsaligopoulos, Executive Board member**

Joined the Group in 2011. Has built up the Mobile Communications 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

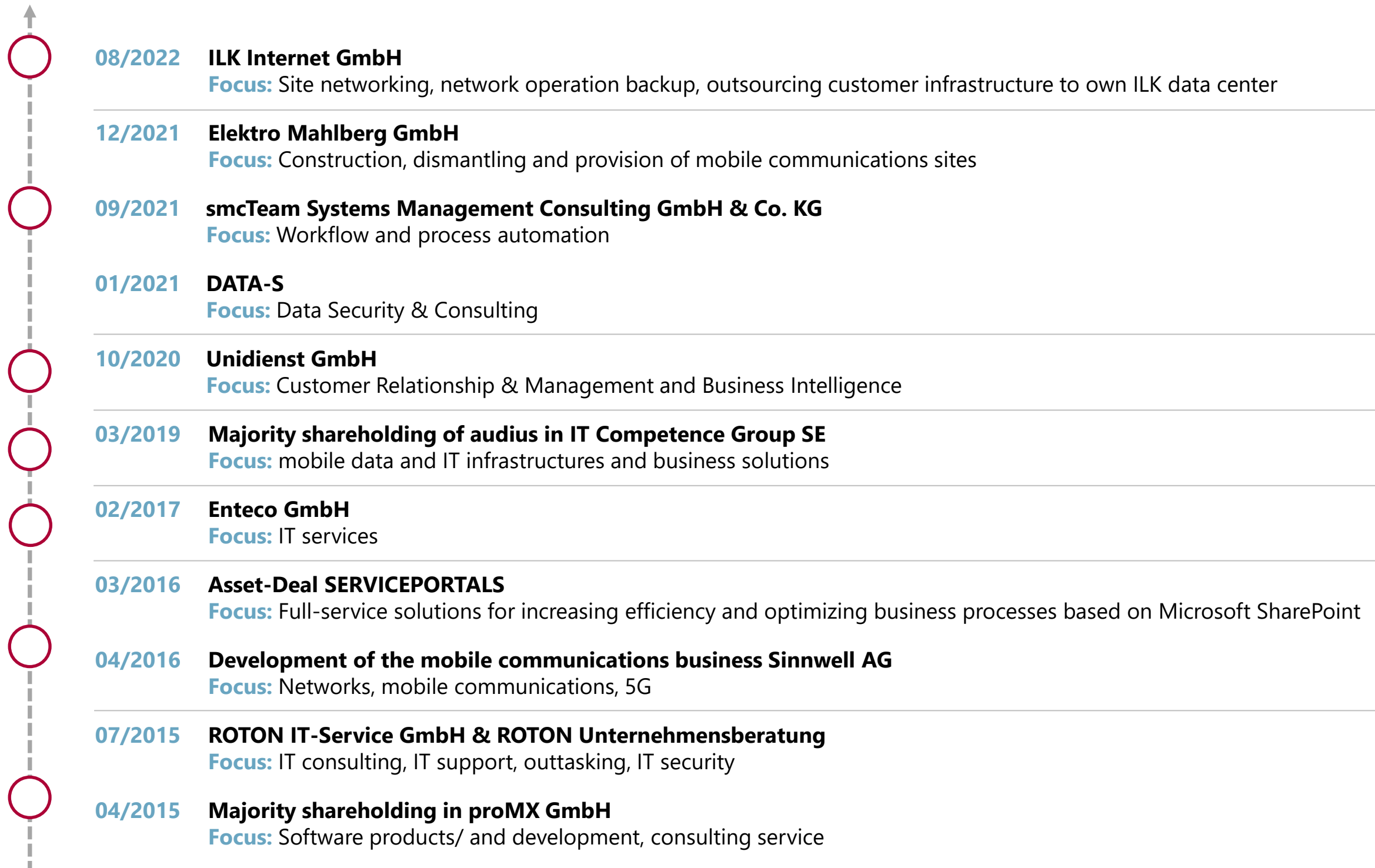
- 1. organic growth **from our own resources**
- 2. inorganic growth **through targeted acquisitions**



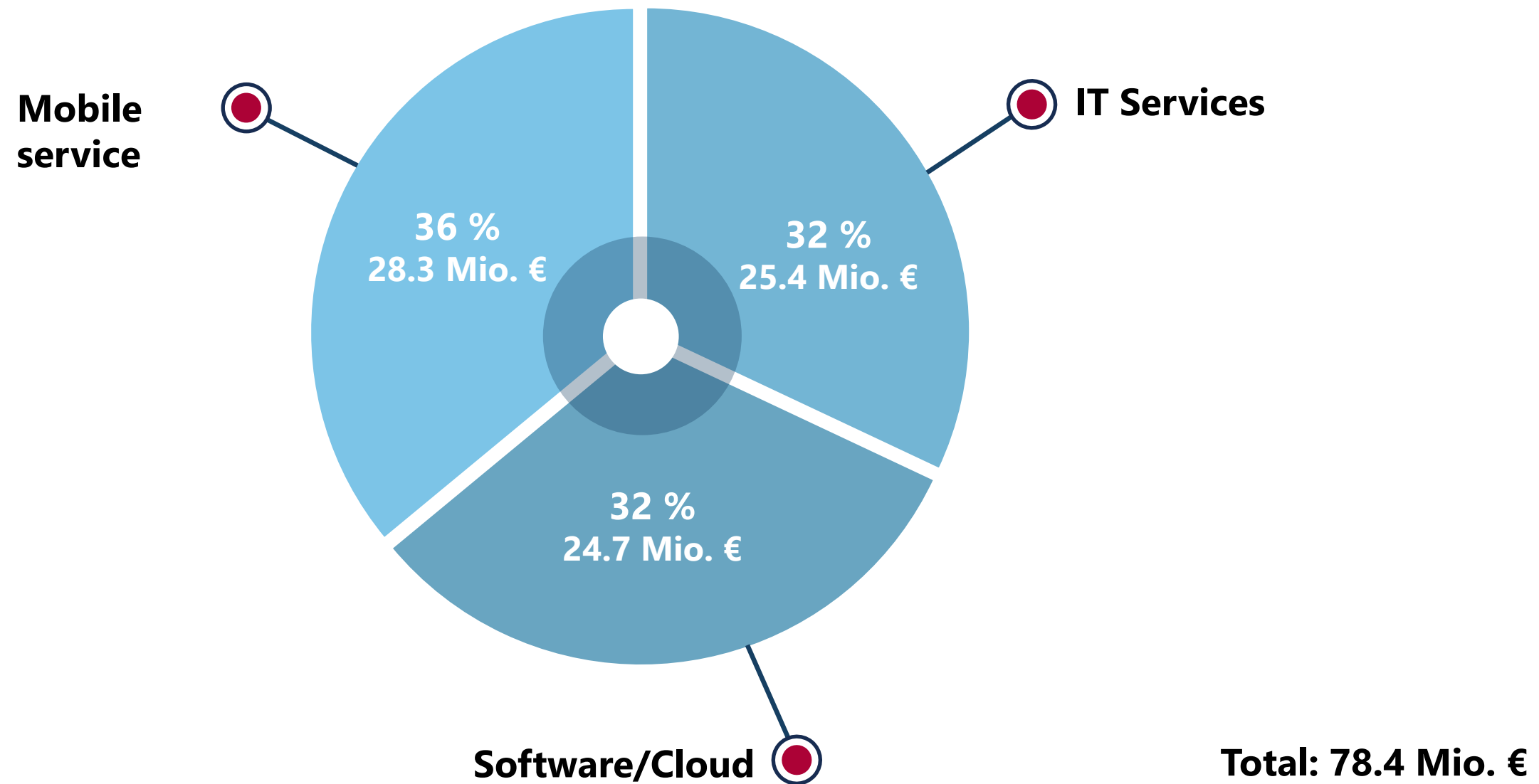
\* 2015 - 2020 As-if consolidation from the point of view of audius AG



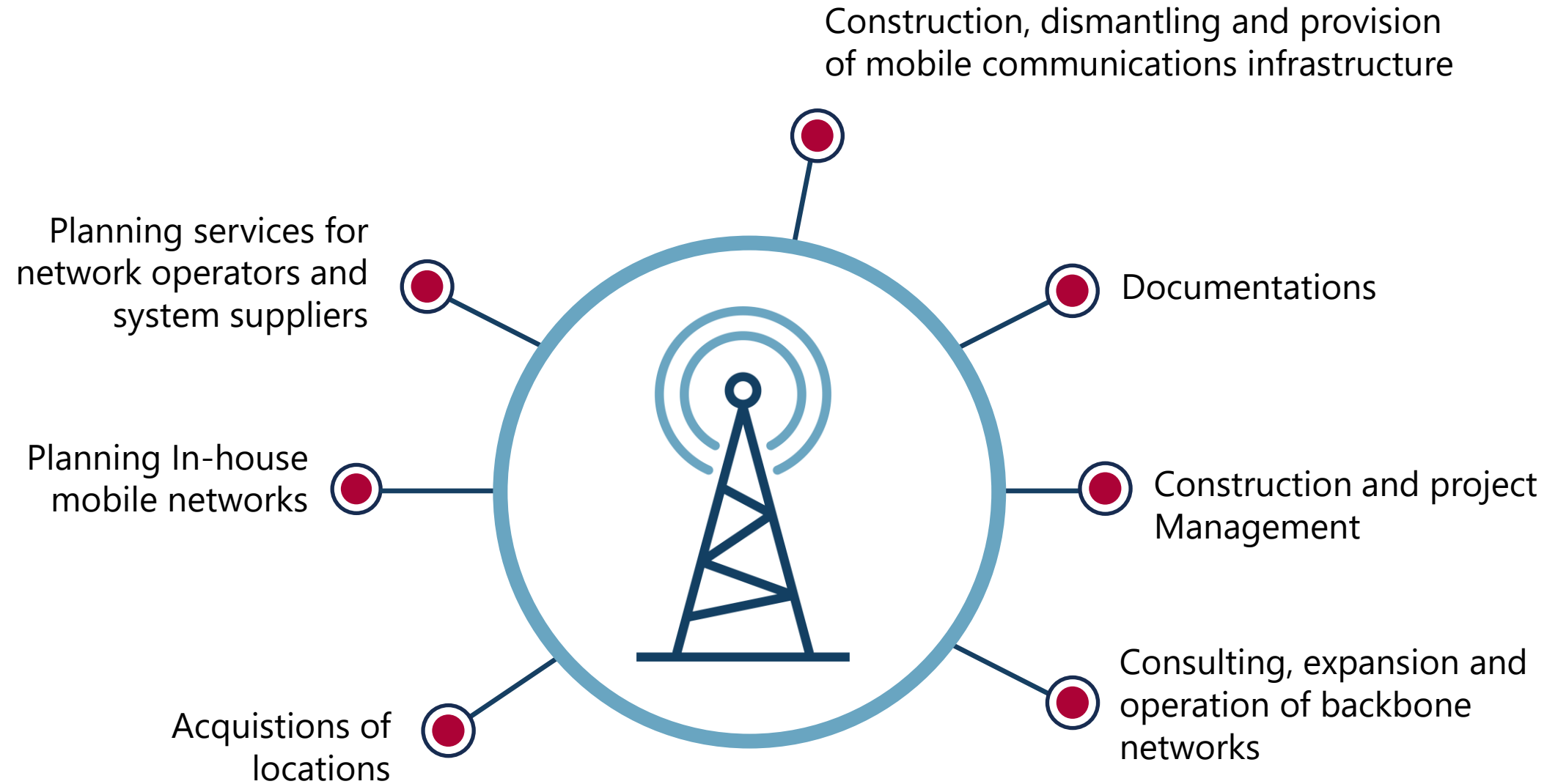
# Inorganic growth since 2015



# Distribution of total operating performance **by business units in 2023**

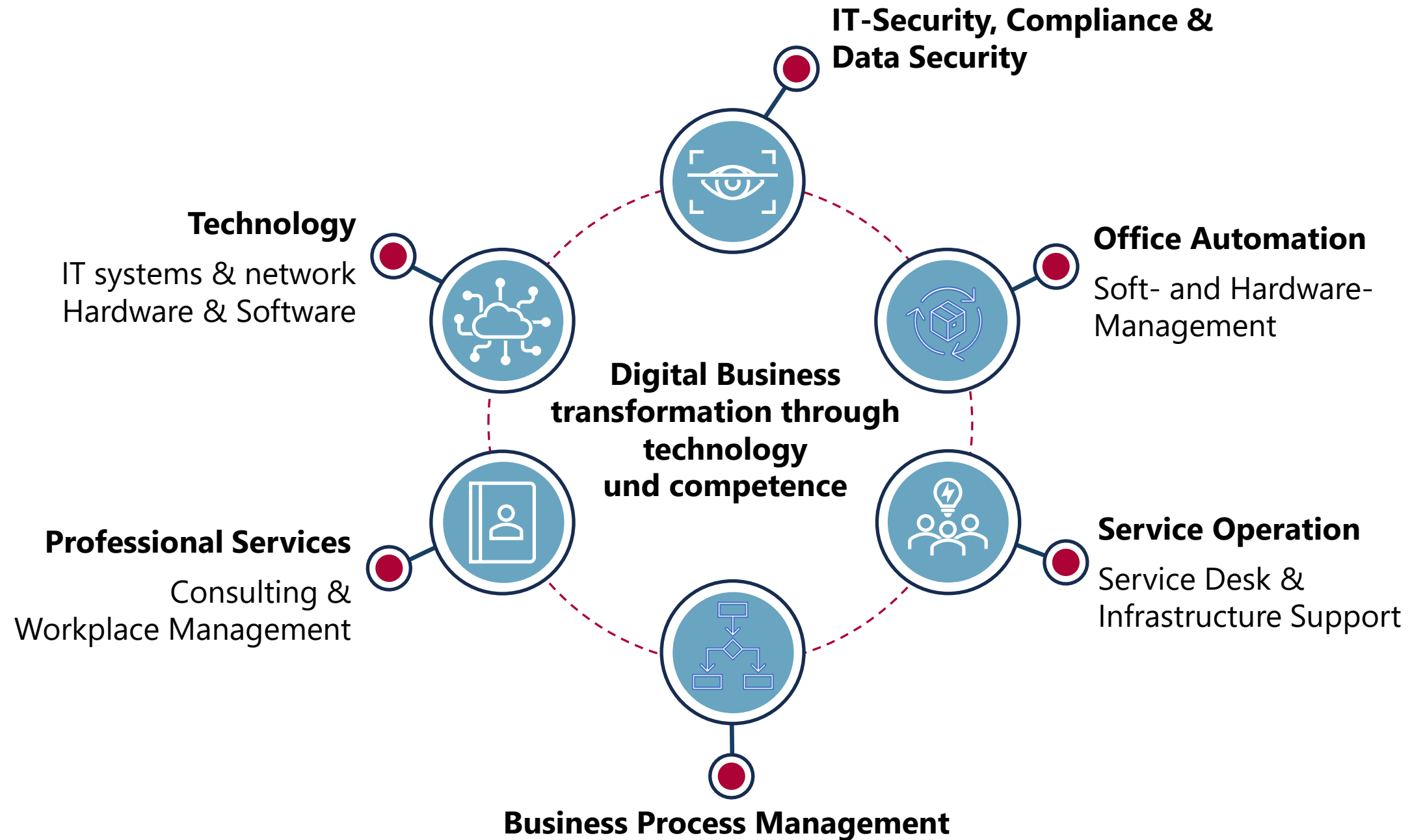


# Business unit **Mobile service**





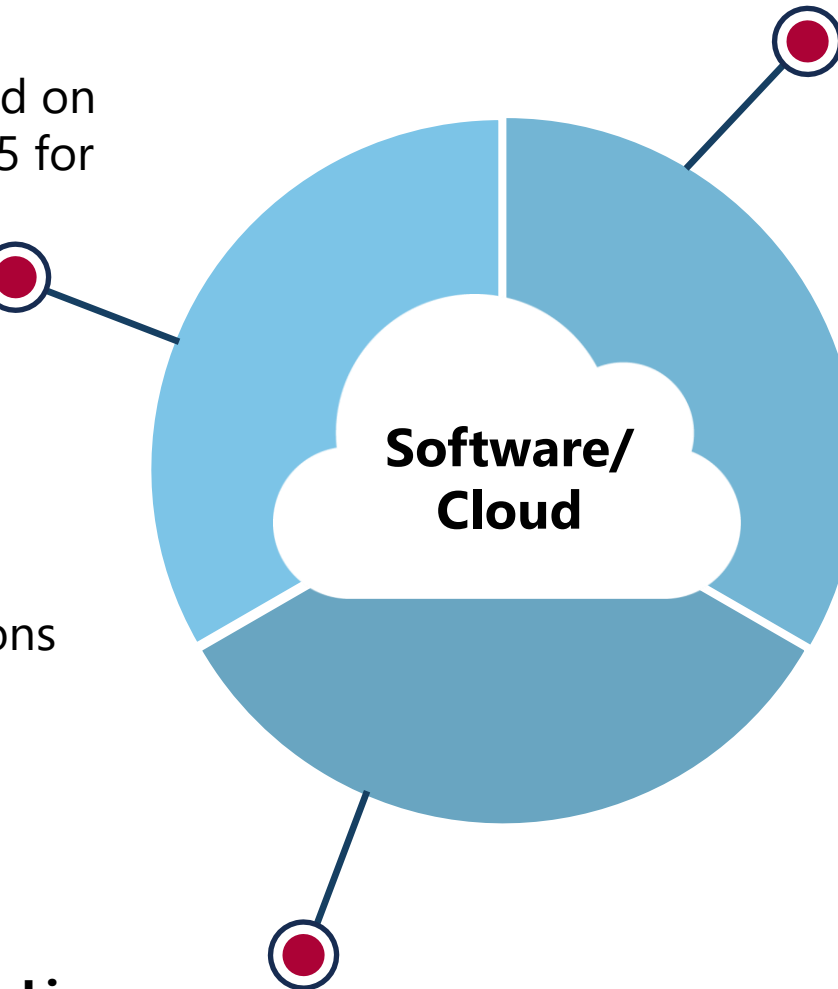
# Business unit **IT Services**



# 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

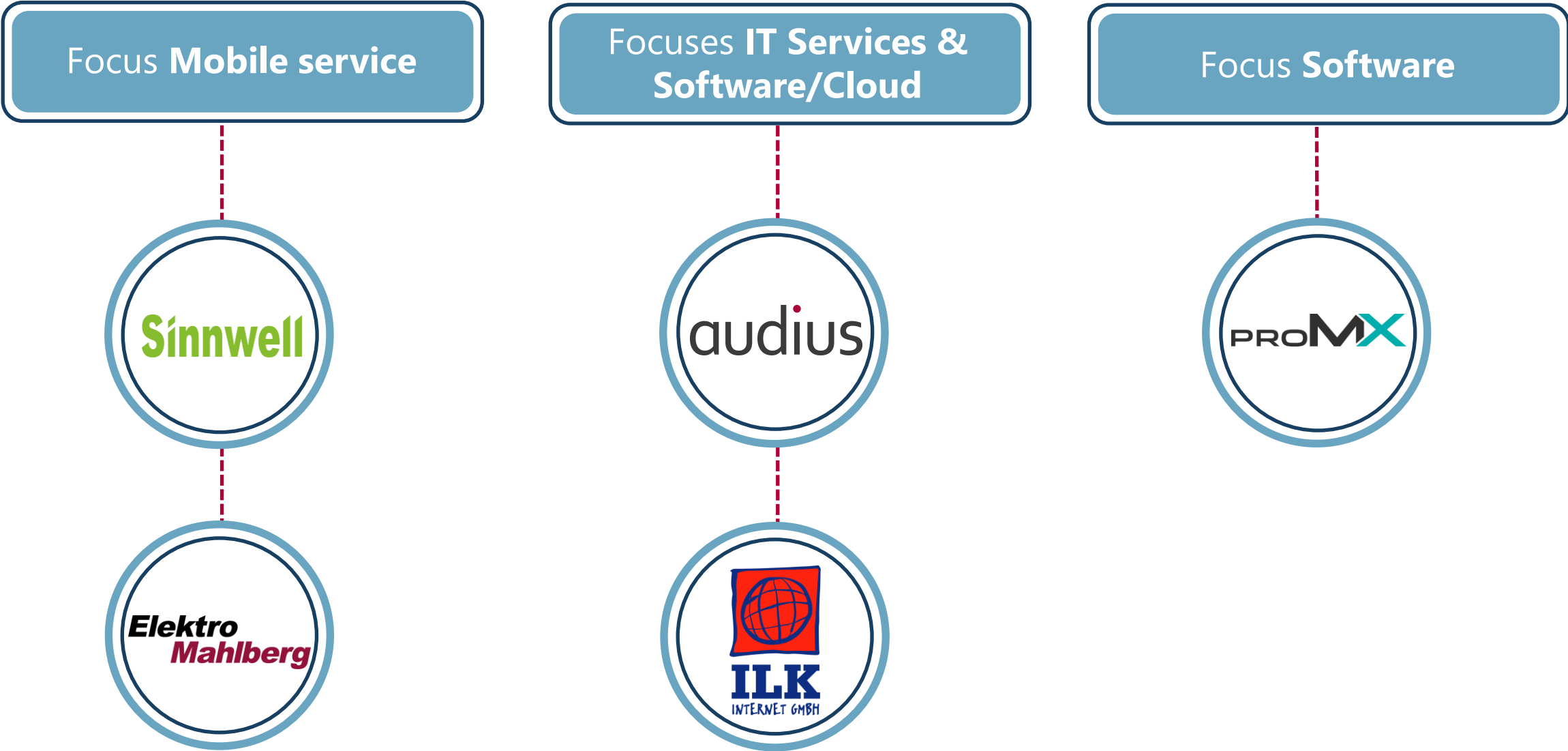
- Customized software
- Add ons to standard applications
- [audius.cloud/](https://audius.cloud/)Application operation
- Digital Business 2.0



## Realization

- ✓ Strategic consulting
- ✓ Business Transformation
- ✓ Customer software development

# audius Portfolio of brands



# Latest customer orders



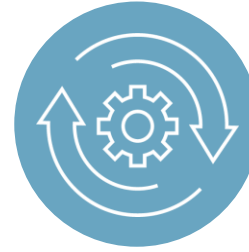
## Project reference Business unit **Mobile service**

Industry sector:  
**Provider/telecommunications**

Service:  
**Operation & Rollout**  
Provision of mobile radio trailers (MRT), special projects outside the rollout, construction on greenfield sites

Duration:  
**5 years**

Volume structure:  
• **Call-up quota of up to 25 million euros**



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

Industry sector:  
**Automobile**

Service:  
**Digital workplace**  
Workplace Lifecycle Service and Office Automation for the provision of ready-to-use IT hardware, mobile devices and software. Installation, return, support and advice for users throughout the entire process.

Duration:  
**60 months**

Volume structure:  
• **14 locations in Germany**  
• **50,000 workstations**  
• **approx. 100,000 assets (clients, MDM)**



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

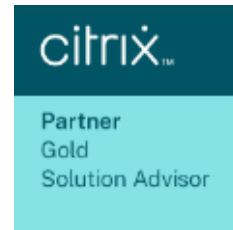
Industry sector:  
**Cooperative environment**

Service:  
**Implementation of the Microsoft 365 platform as a trusted advisor**  
Optimization of IT security, data protection and compliance: Tailor-made risk analysis, preparation of action plan for secure use of the Microsoft Cloud platform, advisory support for technical implementation and project management. Blueprint for other organizations and compliance basis for Microsoft Cloud follow-up projects.

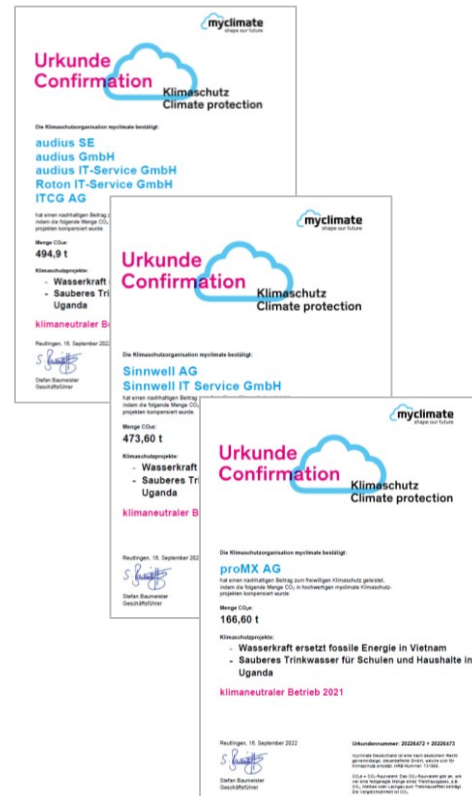
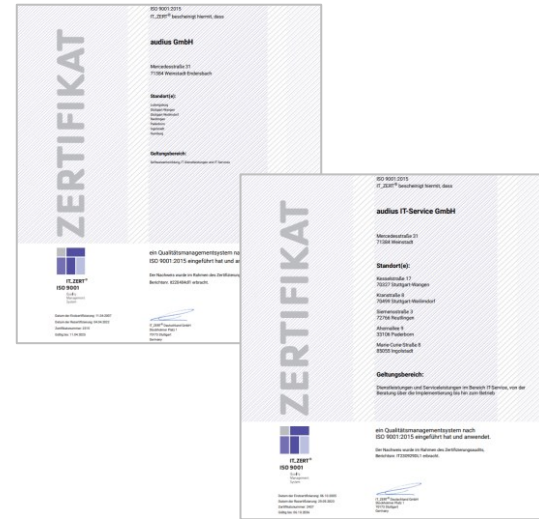
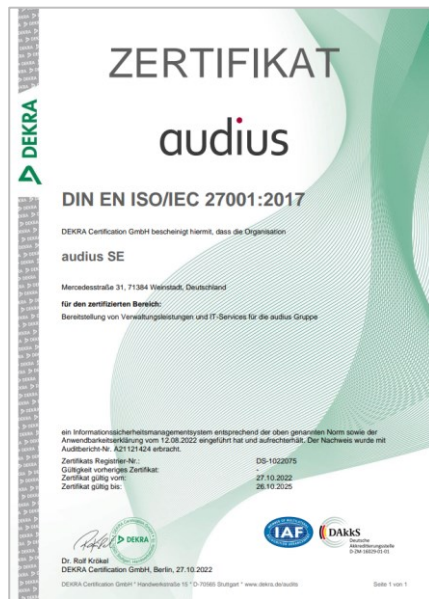
Duration:  
**18 months** (with extension options to implement additional Microsoft services)

Volume structure:  
• **Number of users: 550**  
• **approx. 15,000 chat messages per week**  
• **> 50 migration measures to reduce the risk**

# Partnerships



# Certifications & awards



L Ü N E N D O N K ”

Award from the market research company **Lünendonk & Hossenfelder GmbH:**

audius on the **Lünendonk® -List** among the **"TOP 20 leading IT service companies in Germany"**

F.A.Z.-INSTITUT

Award from the **F.A.Z.-Institut:**

audius receives the **certificate "Highest Quality"** in the category IT consulting product and service quality for the **second year in a row**





# Our references

## Mobile service



## IT Services



## Software/Cloud



# Our workforce\* at a glance



**636**

Number of employees



**31.7 %**

women



**68.3 %**

men



**37**

Different nationalities



**5.9 years**

Average period of employment



**42 years**

Average age

\*as at 31.12.2023

# Strategic growth fields



## People & technologies

### Dynamic growth in target markets

- BITKOM expects 4.7% growth for the IT market in 2024
- 5G mobile network as core infrastructure for many new technologies
- Increasing digitalization fuels software development

### Cross-selling and upselling within the Group

- Marketing of own products and solutions
- Expansion of the existing range through product innovations or the creation of product variants
- Achieving economies of scale

### Globalization

- Training and recruitment of qualified staff
- Building expertise through international teams of developers and consultants
- Expansion of the business unit Software and IT Services

### Acquisitions

- Conquering new market segments and rapid growth by acquiring established companies
- Growth enabler for smaller companies and their products and services
- Growth through own IP through multiplier effects in the Group

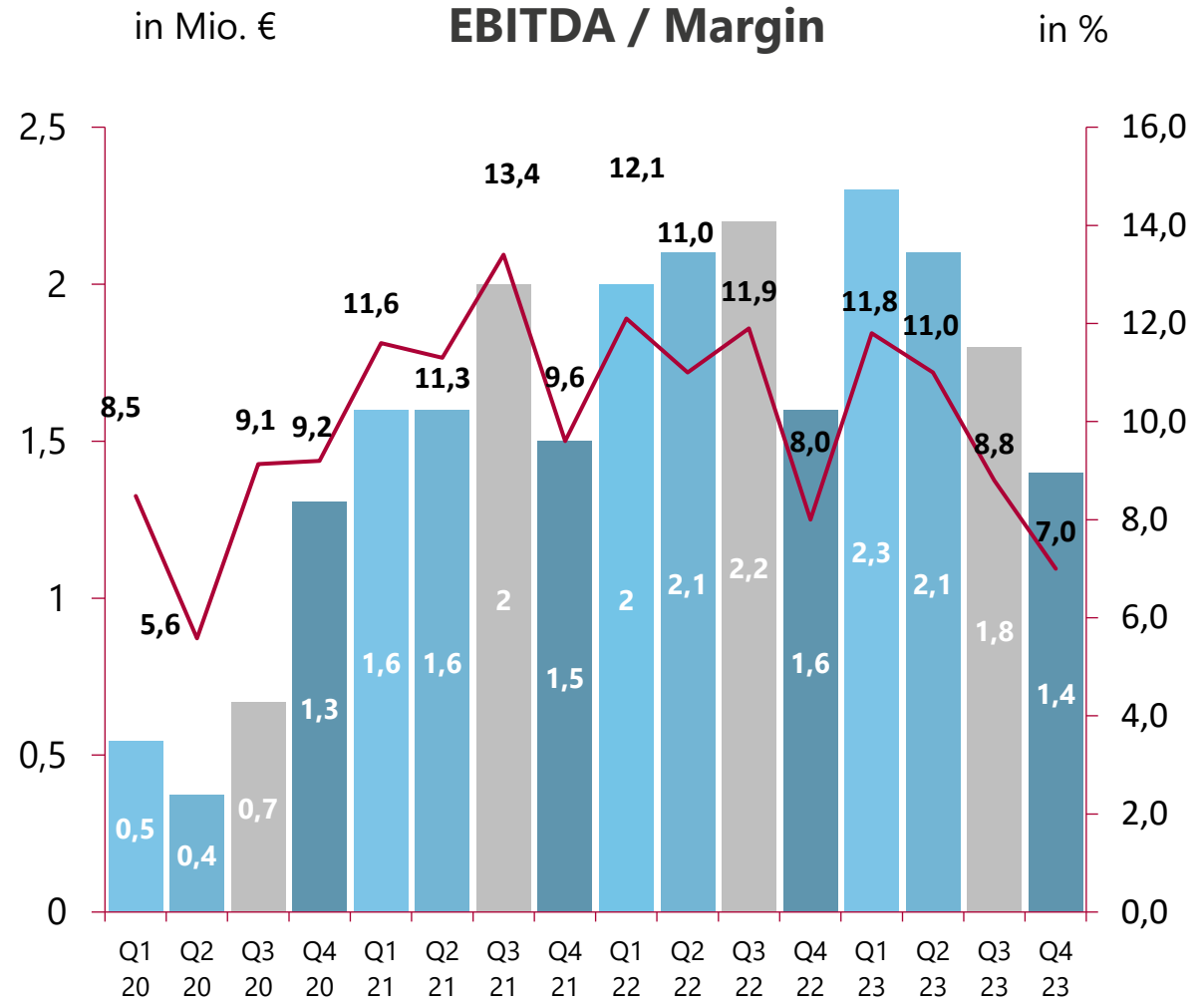
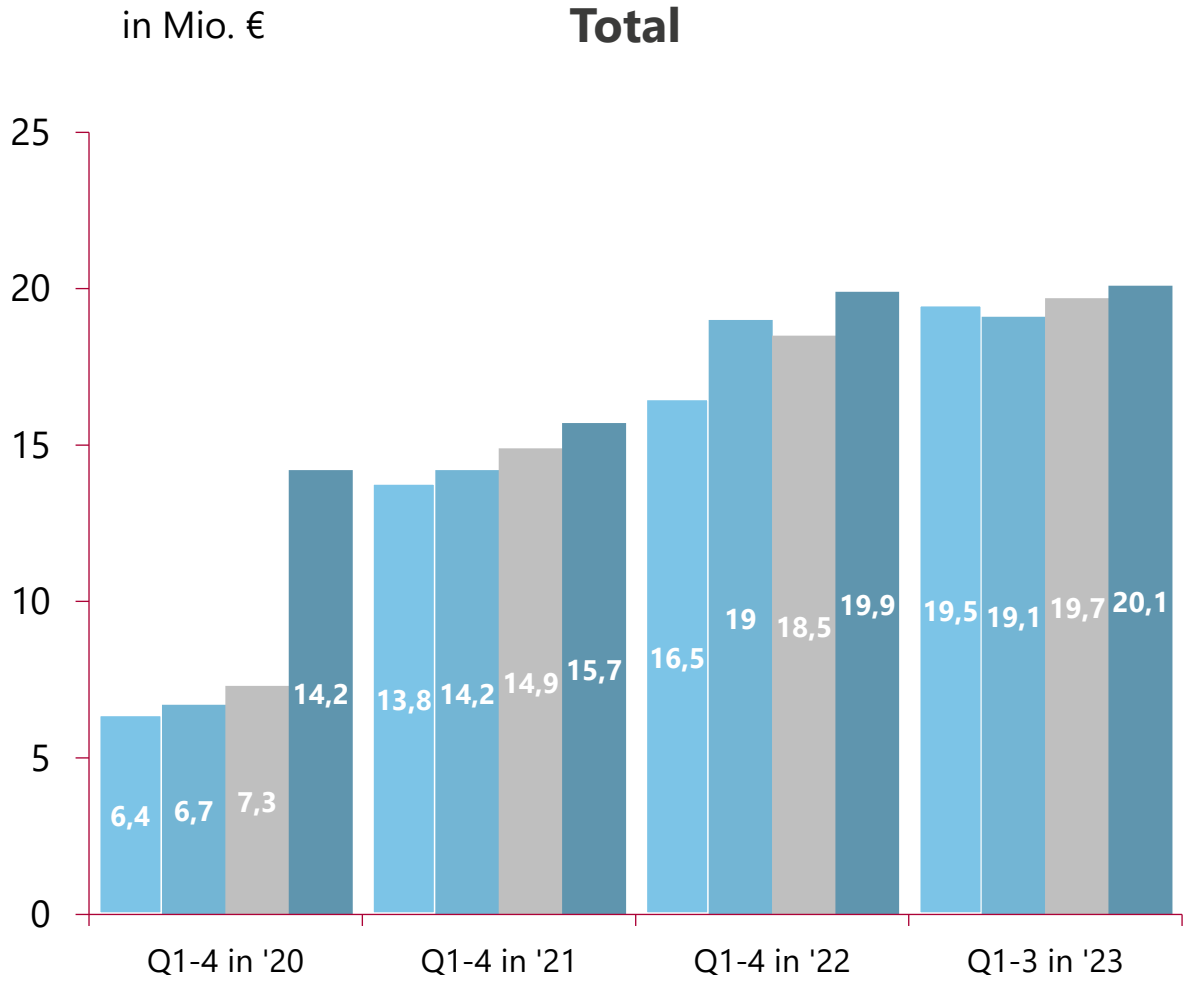
# Development of the **income statement in 2023**

<b>In Mio. EUR</b>	<b>2023</b>	<b>2022</b>	<b>+/- in Mio. EUR</b>	<b>in %</b>
<b>Total</b>	78.4	73.9	+ 4.6	+ 6.2%
<b>Gross Profit</b>	60.9	57.1	+ 3.8	+ 6.6%
<b>EBITDA</b>	7.6	7.9	- 0.3	- 4.0%
<b>EBITDA margin</b>	9.7%	10.7%	-	- 9.7%
<b>EBIT</b>	5.7	6.2	- 0.4	- 6.8%
<b>Earnings per share after minorities</b>	0.70	0.70	0	0%
<b>Cash flow from operating activities</b>	2.9	2.5	0.4	+ 17.6%

# Development of the **balance sheet in 2023**

In Mio. EUR	31/12/2023	31/12/2022	+/- in Mio. EUR	in %
<b>Total assets</b>	36.7	37.4	- 0.8	- 2.0%
<b>Equity</b>	23.2	21.8	+ 1.4	+ 6.3%
<b>Equity ratio</b>	63.3%	58.4%	-	+ 8.4%
<b>Cash</b>	10.0	12.1	- 2.1	- 17.4%
<b>Order backlog</b>	56.8	50.3	+ 6.5	+ 12.8%

# Quarterly performance since Q1 2020

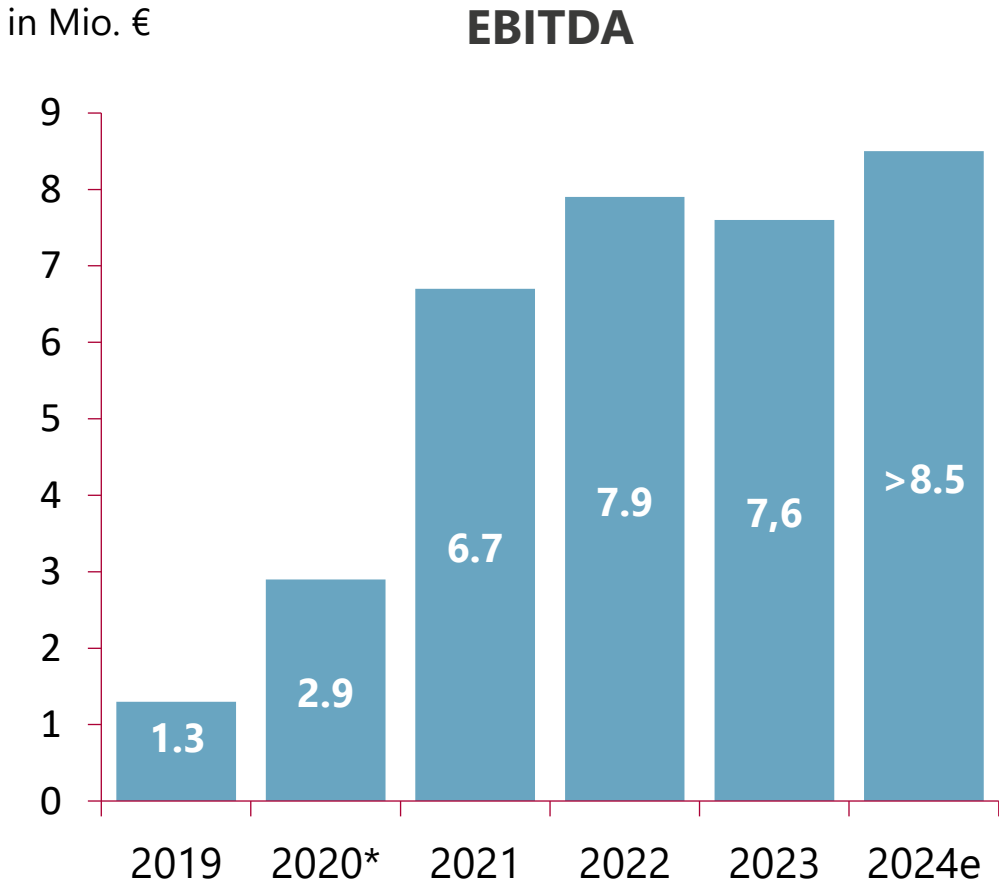
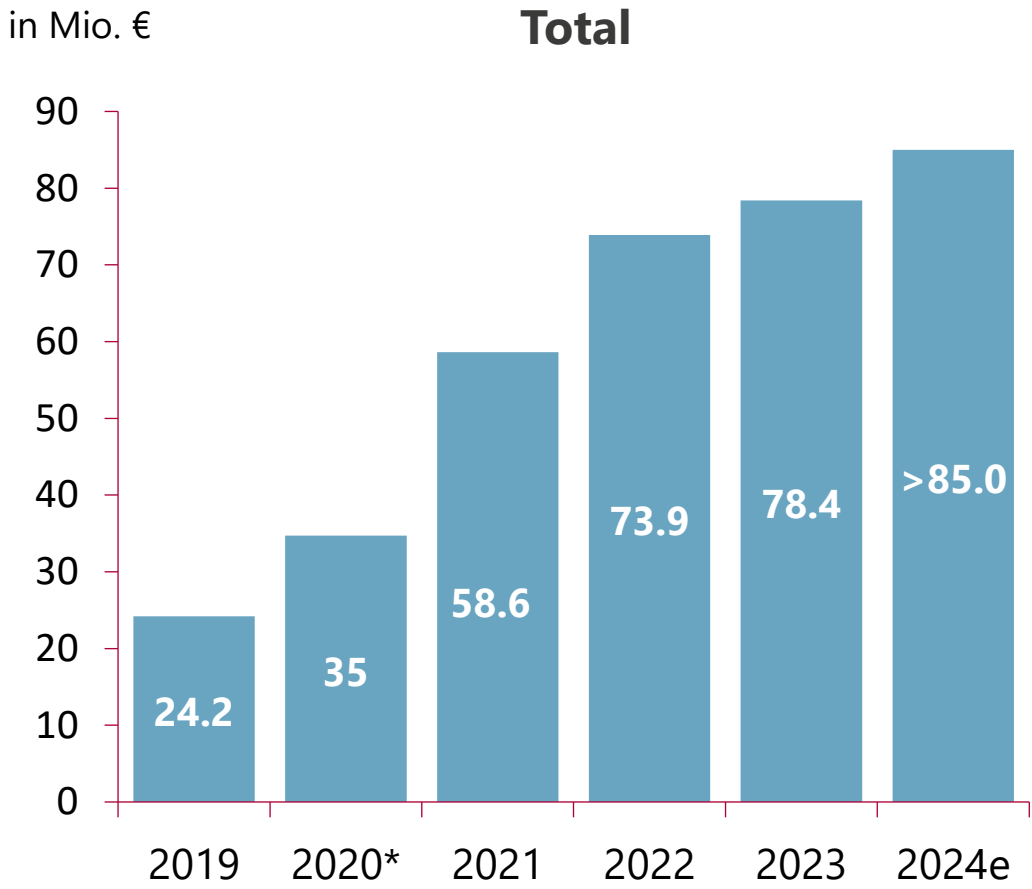




# Review 2023

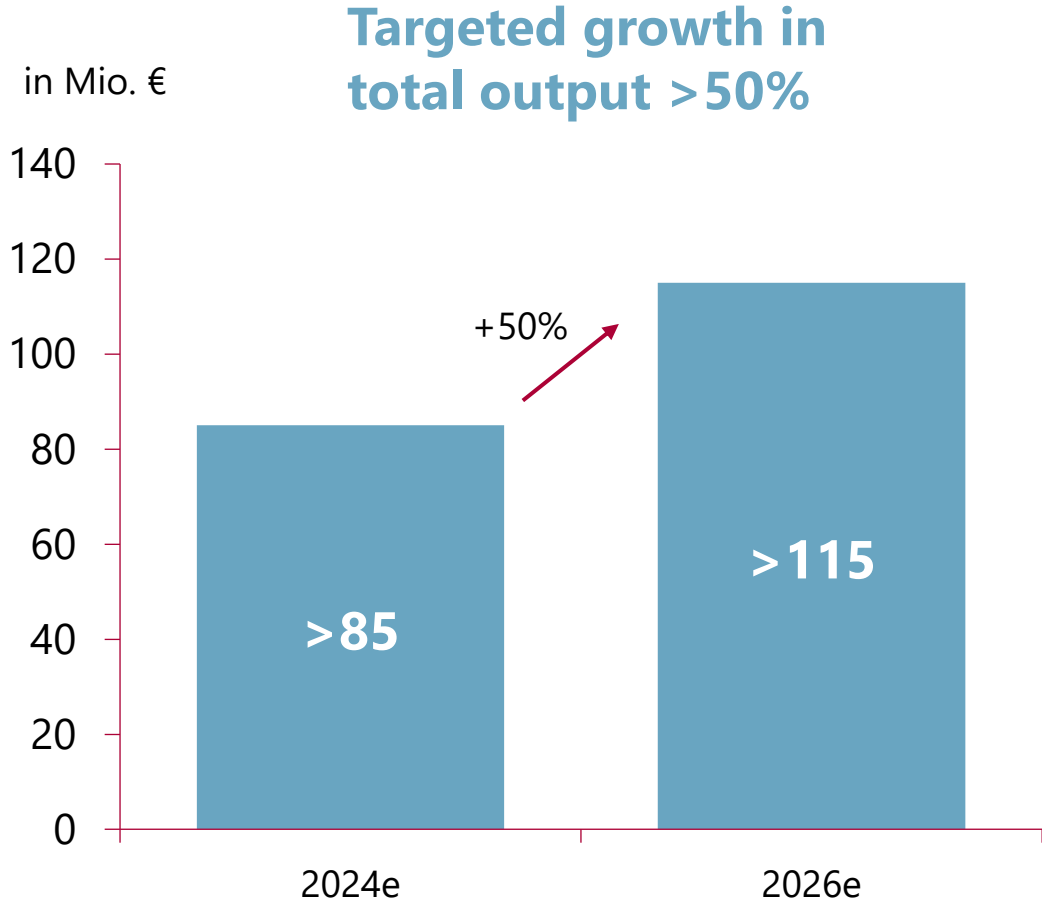
- Total operating performance increased by 6.2% to € 78.4 million (2022: € 73.9 million), EBITDA operating result at € 7.6 million, EBITDA margin at 9.7%
- Reason for declining EBITDA margin in 2023:
  - Mobile communications delays in the awarding of contracts
  - Investments in new specialist area MDM (Enterprise Mobility Management) + AWS
  - Disproportionate increase in personnel costs and other operating expenses due to investments
  - High sickness rate in 2023
- No acquisitions in 2023

# Total annual figures since 2019



\* Proportionate consolidation of audius companies + Unidienst as of 1st of October 2020

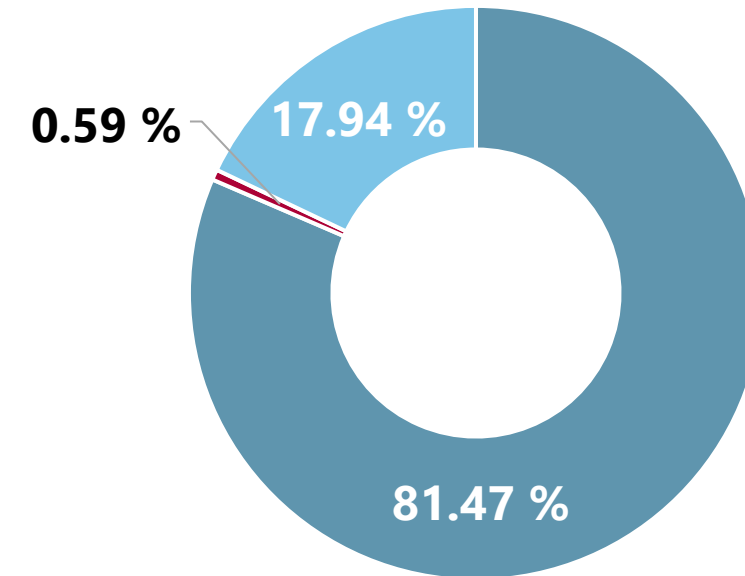
# audius medium-term target by 2026



- Profitable growth opportunities through expansion of the current core business with the possibility of scalable services
- Targeted investments in new technologies in recent years, including artificial intelligence and MDM
- High and growing order backlog
- Further growth momentum through acquisitions

# audius company share

<b>Issued shares</b>	4.950.000
<b>Share price 23/04/2024</b>	EUR 11.60
<b>Trading segments</b>	m:access, Basic Board FWB
<b>Research Coverage</b>	SMC (target EUR 21.00), Solventis (target EUR 19.00), GBC (target EUR 21.50)
<b>Nominal value</b>	EUR 1.00 per share
<b>Market Capitalisation</b>	EUR 57.4 m
<b>WKN/ISIN</b>	A0M530 / NL0006129074
<b>Dividend</b>	35 cent for 2023e

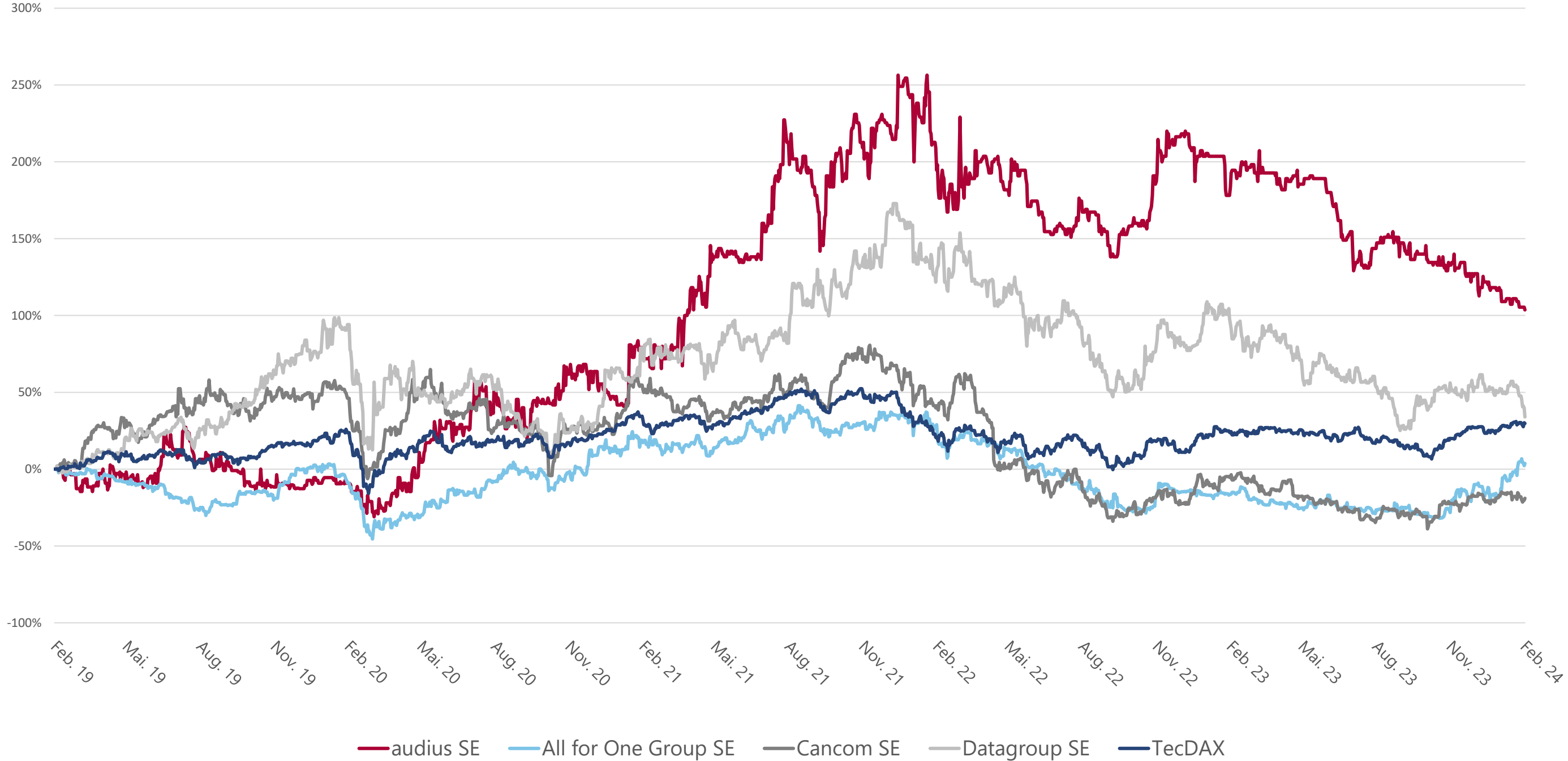


- Free float
- audius AG
- Own shares

Source: <https://www.boerse-frankfurt.de/aktie/audius-se>, Trading place: Xetra

# Peergroup comparison (22/02/2019 – 23/02/2024)

Performance last 5 years



# Investment in audius

## 5 good reasons

1. Annual **sales growth** since 2015 Ø 21 %
2. Average **EBITDA margin** of over 10 % in recent years
3. Medium-term **target 2026** Growth of over 50% to **>€ 115 million**
4. Competence centers IT services, software/cloud, mobile communications for the **markets of the future**
5. Long-standing customer **relationships**, including currently 8 DAX companies



# Contact



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Executive Board member



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