

# audius

Company presentation  
audius SE

Status: March 27, 2023

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# The audius Group

# audius in one view

Employees

→ **> 600**

Headquarter

**Weinstadt  
close to  
Stuttgart**

Sales 2023e

**> 80 Mio €**

Locations

**> 20**  
at home and abroad

EBITDA 2023e

**> 8 Mio €**

Targeted audience

**Small and medium  
sized businesses  
up to DAX Group  
in the DACH region  
and worldwide**

# Locations



# Proven audius management



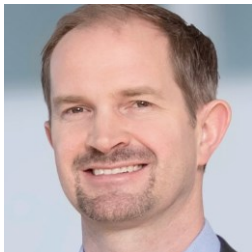
## **Rainer Francisi, chairman of the Board**

Founded audius in 1991. Largest shareholder of the company.  
Responsible for software as well as key cross-divisional functions within the Group.



## **Matthias Kraft, Board member**

Already with the company since 2004 and member of the Executive Board since 2015.  
Responsible for the IT Services division.



## **Wolfgang Wagner, 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, Board member**

Joined the Group in 2011. Has built up the Mobile Communications/Networks business area since 2016 and has been responsible for this as a member of the Board of Management since 2022.

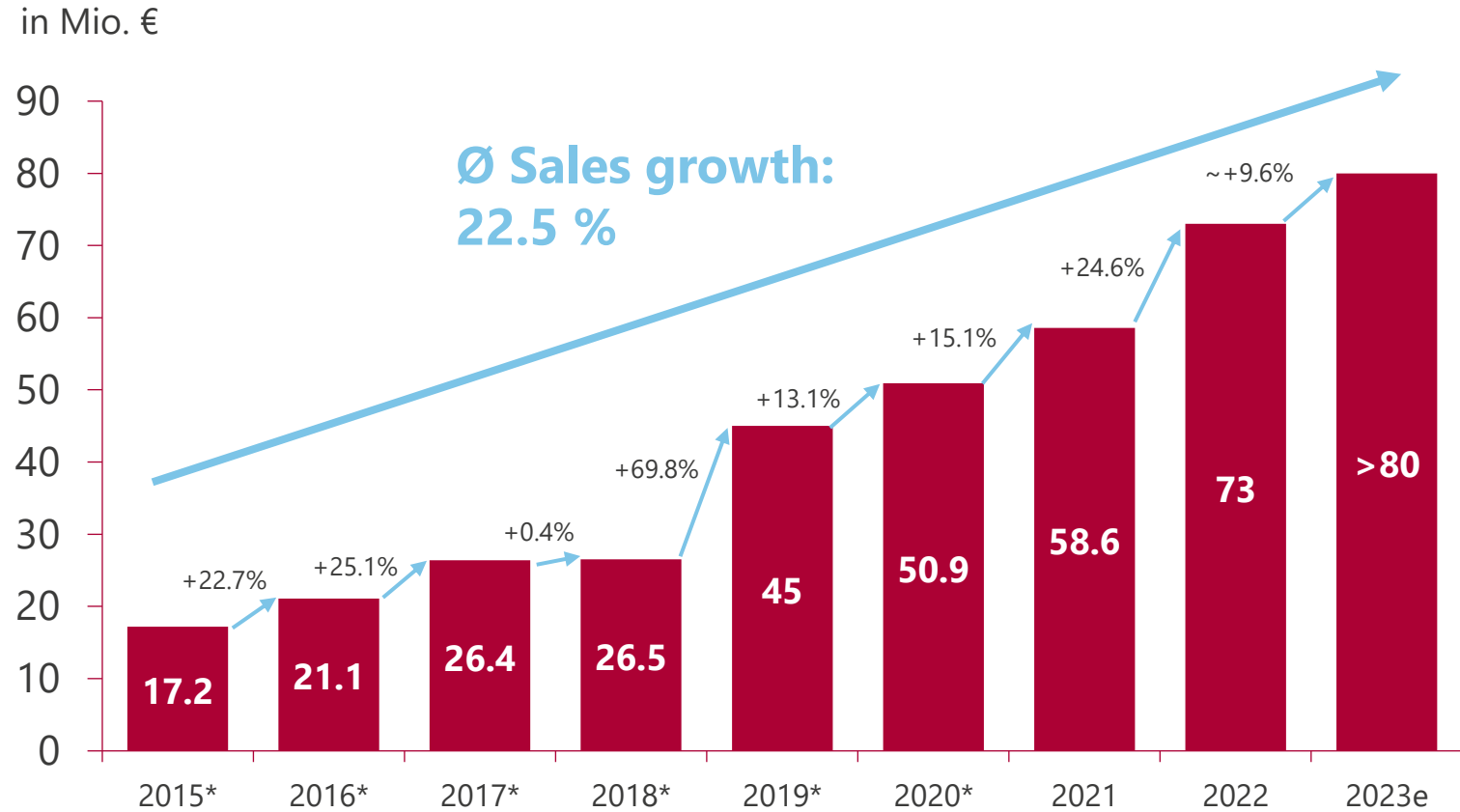
# audius growth story

## Twofold growth strategy

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

in line with our **motto:**

**„Not the big ones beat the little ones,  
but the fast beat the slow.“**



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

# Inorganic growth since 2015



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

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

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

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

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

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

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- 02/2017** **Enteco GmbH**  
*Focus:* IT Services

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

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- 04/2016** **Development of the mobile communications business Sinnwell AG**  
*Focus:* Networks, mobile communications, 5G

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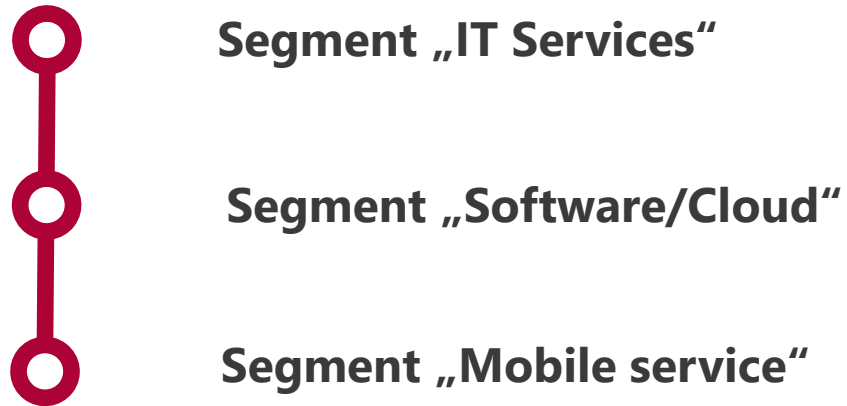
- 07/2015** **ROTON IT-Service GmbH & ROTON Unternehmensberatung**  
*Focus:* IT consulting, IT support, outtasking, IT security

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



# The 3 segments of the audius portfolio



→ Serving cutting-edge topics in the growth market of IT/telecommunications

# Segment „IT-Service“

→ Our business is growing due to technological progress

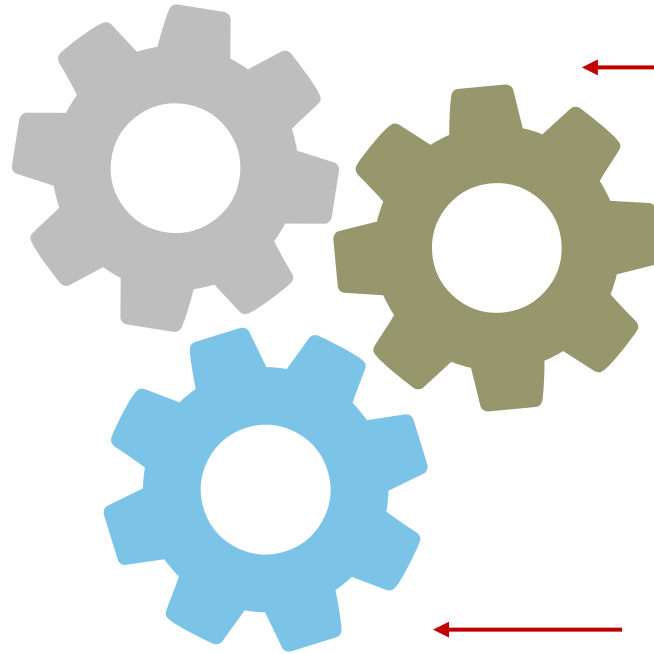
We offer our customers an entire cycle of IT support: From audit to planning and implementation up to operation. All secured through highly effective quality management.



# Segment „Software“

## Standardised Products

- High scalability
- Long-term stable sales
- In-house developed standard software



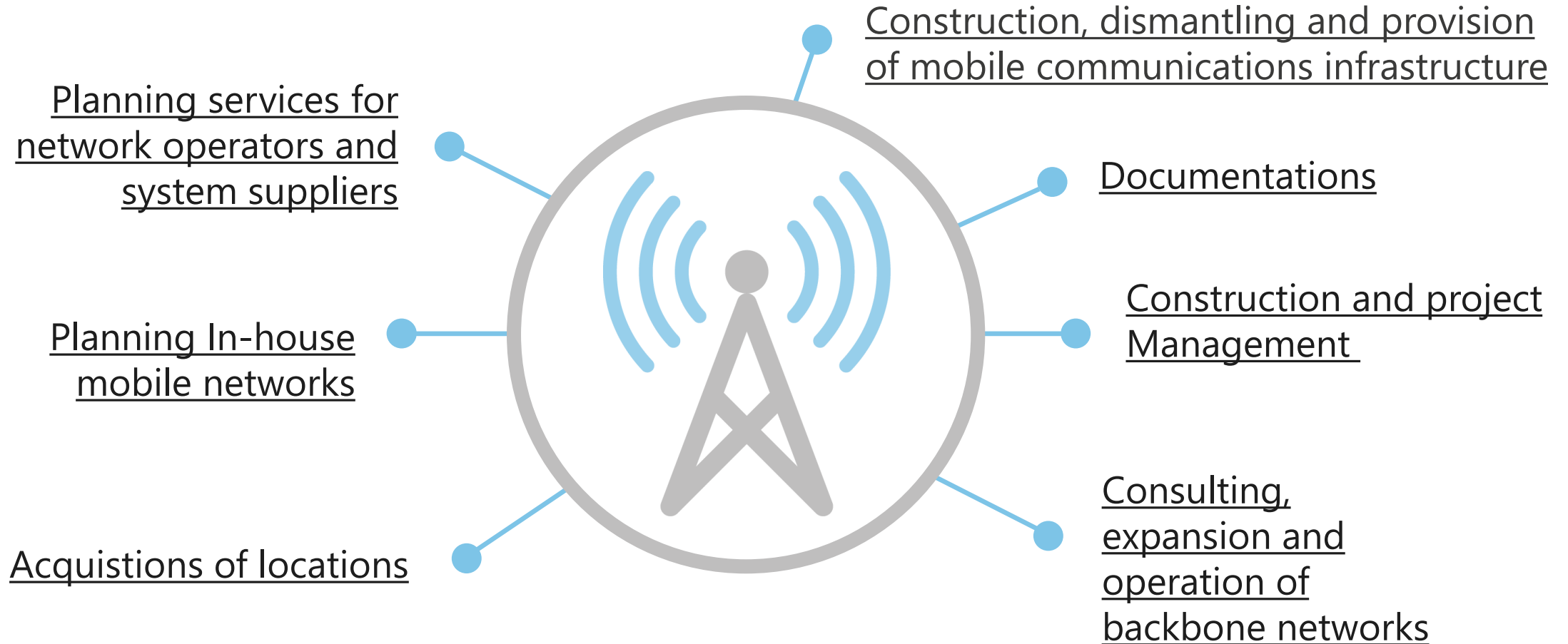
## Individual Solutions

- High level technological know-how
- Strategic consultation
- Business transformation
- Customer software development

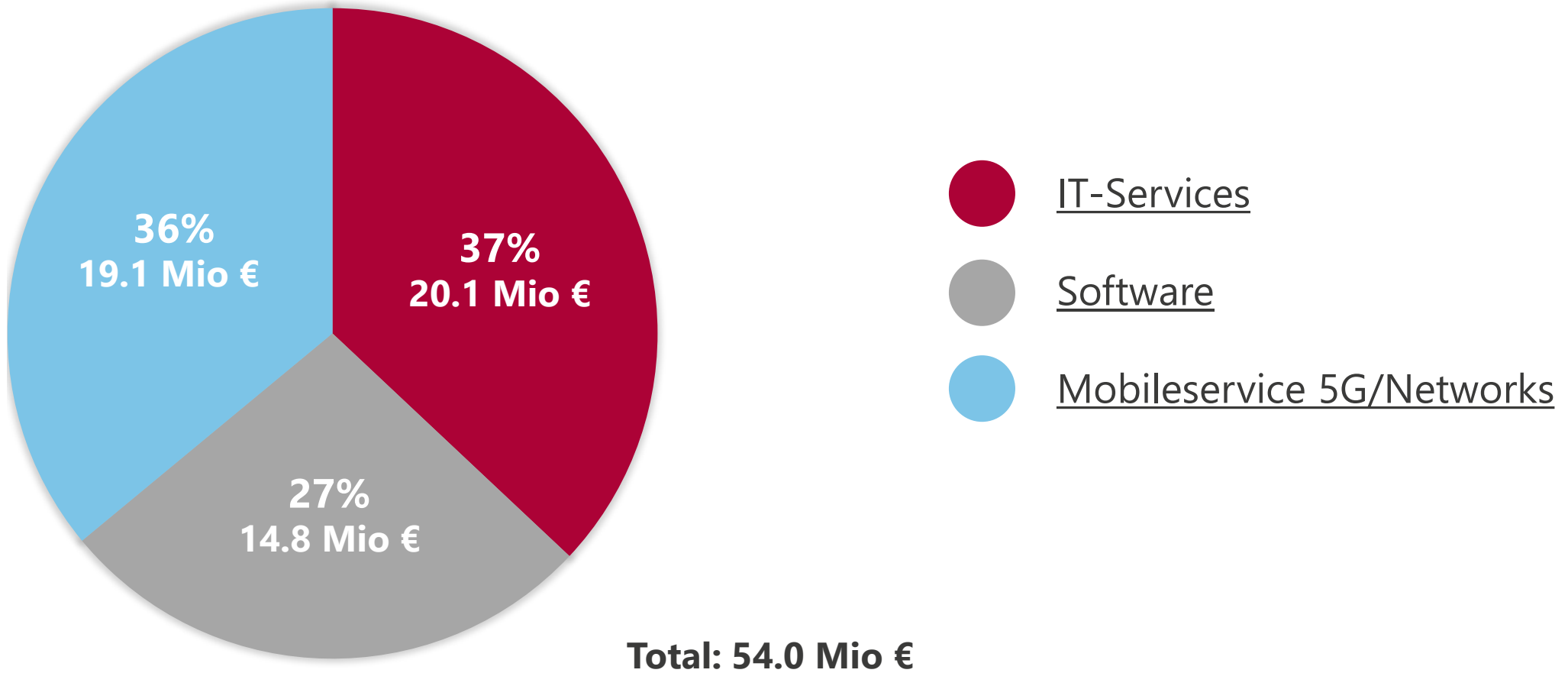
## Licenses

- Cloud solutions
- CSP provider
- Own licenses

# Segment „Mobile service“



# Distribution of sales by segments | 9 months 2022



# Partnerships & awards



L Ü N E N D O N K ”

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

audius on the **Lünendonk® List 2022**  
among the **"TOP 15 leading IT service  
companies in Germany"**.



F.A.Z.-INSTITUT

Award from the **F.A.Z. Institute:**

audius takes 2nd place and receives  
the **"Highest Quality" certificate** in  
the **category Product and Service  
Quality IT Consulting**



# Our future perspectives 2023+

# Strategic growth areas 2023+

## Dynamically growing target markets

- IT market remains strong
- 5G gives new impetus to mobile communications
- Increasing digitization fuels software development
- Corona pandemic gives all submarkets further growth boost
- Sustained support measures for digitization projects expected
- Full-service platform service provider

## Cross- and upselling in the Group

- Unchanged high potential from major customers
- Continuous expansion of technologies offers ongoing potential
- Possibility of achieving economies of scale, in particular by establishing services
- Marketing of own products and solutions for higher customer loyalty and deep market penetration
- Creation of a strong joint full-service IT offering



## Internationalization

- Training and recruitment of qualified employees
- Building expertise through international teams of developers and consultants
- Partnering with customers on site abroad
- Dedicated, global sales in diverse industries
- Achieving attractive margins
- Trend toward home office helps

## Acquisitions

- Conquest of new market segments and rapid growth through acquisition of established companies
- M&A: excellent track record and well-filled deal pipeline promise further growth
- Growth enabler for smaller companies and their products and services
- Growth through own IP through multiplier effects in the Group





# Overview Finance

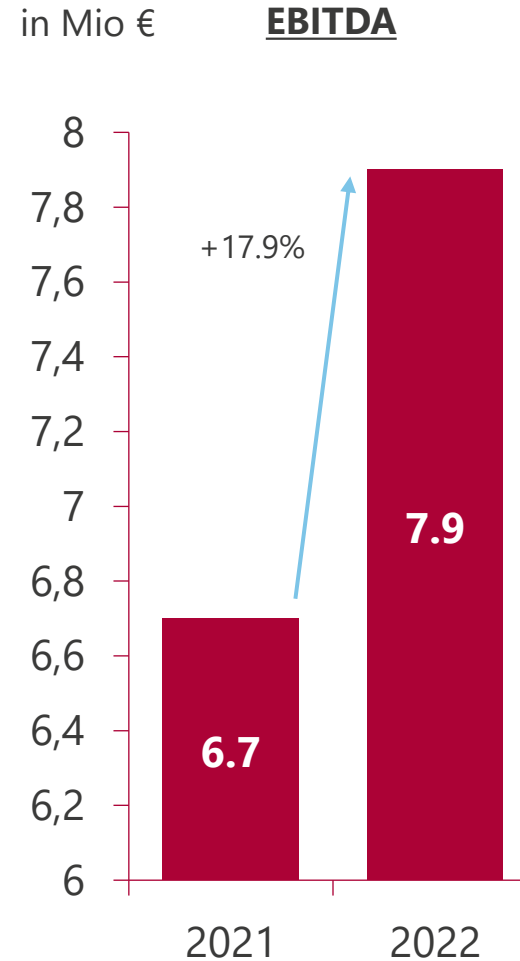
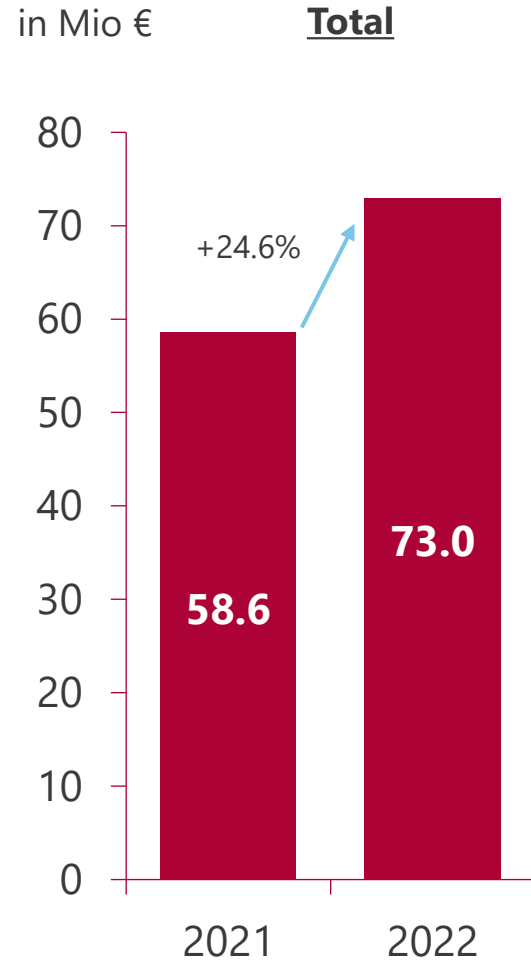
# Business Development 2021

<b>Mio EUR</b>	<b>2021</b>	<b>2020</b>	<b>+/- in Mio EUR</b>	<b>in %</b>
<b>Total</b>	58.6	34.7	+ 23.9	+ 69 %
<b>Gross Profit</b>	47.3	27.6	+ 19.7	+ 71 %
<b>EBITDA</b>	6.7	2.9	+ 3.8	+ 131 %
<b>EBITDA-Marge</b>	11.4 %	8.4 %	+ 3.0	+ 36 %
<b>EBIT</b>	5.2	2.5	+ 2.7	+ 111 %
<b>Result per share</b>	0.61	0.34	+ 0.27	+ 79 %
<b>Cashflow ongoing activities</b>	4.6	2.8	+ 1.8	+ 64 %

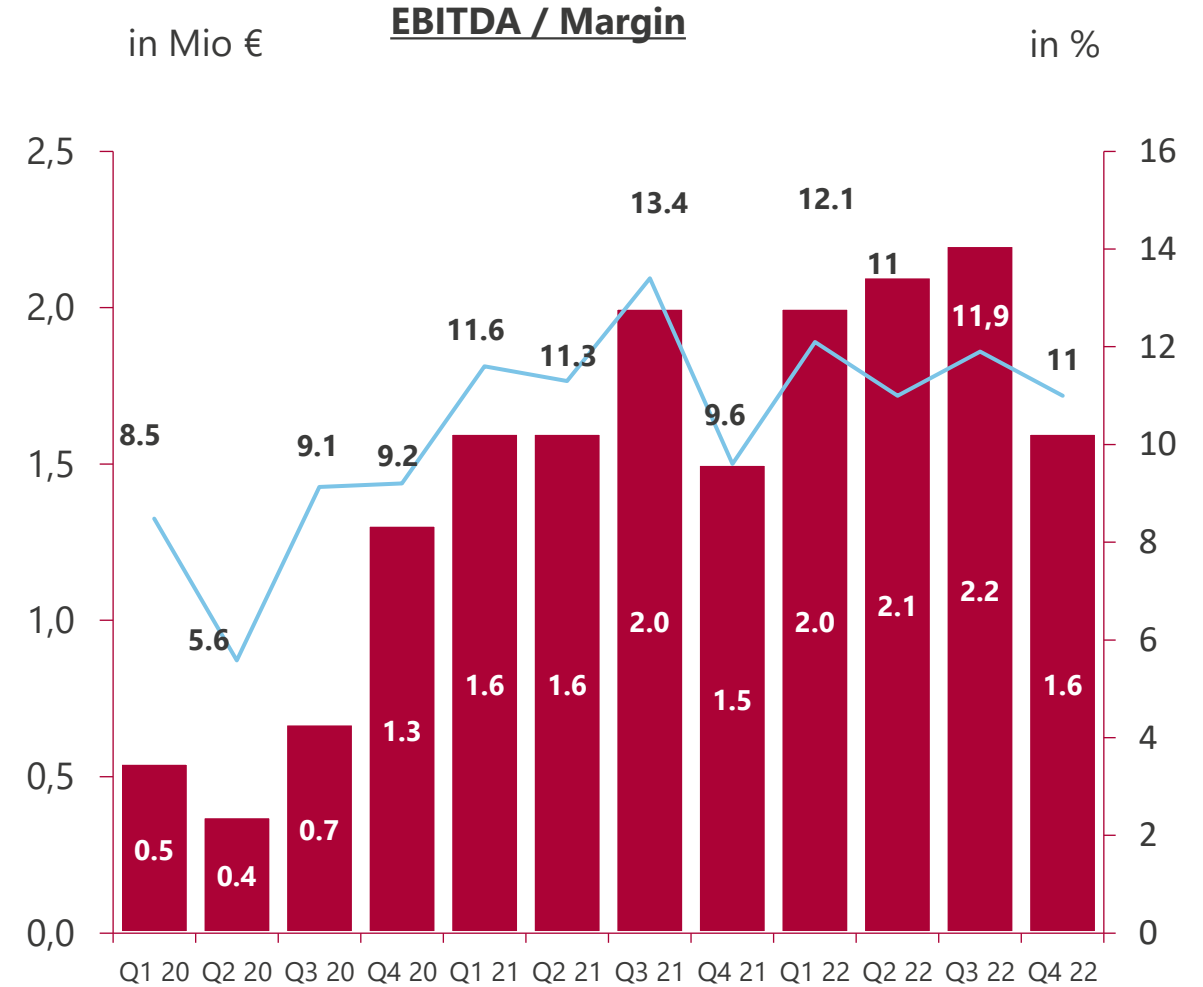
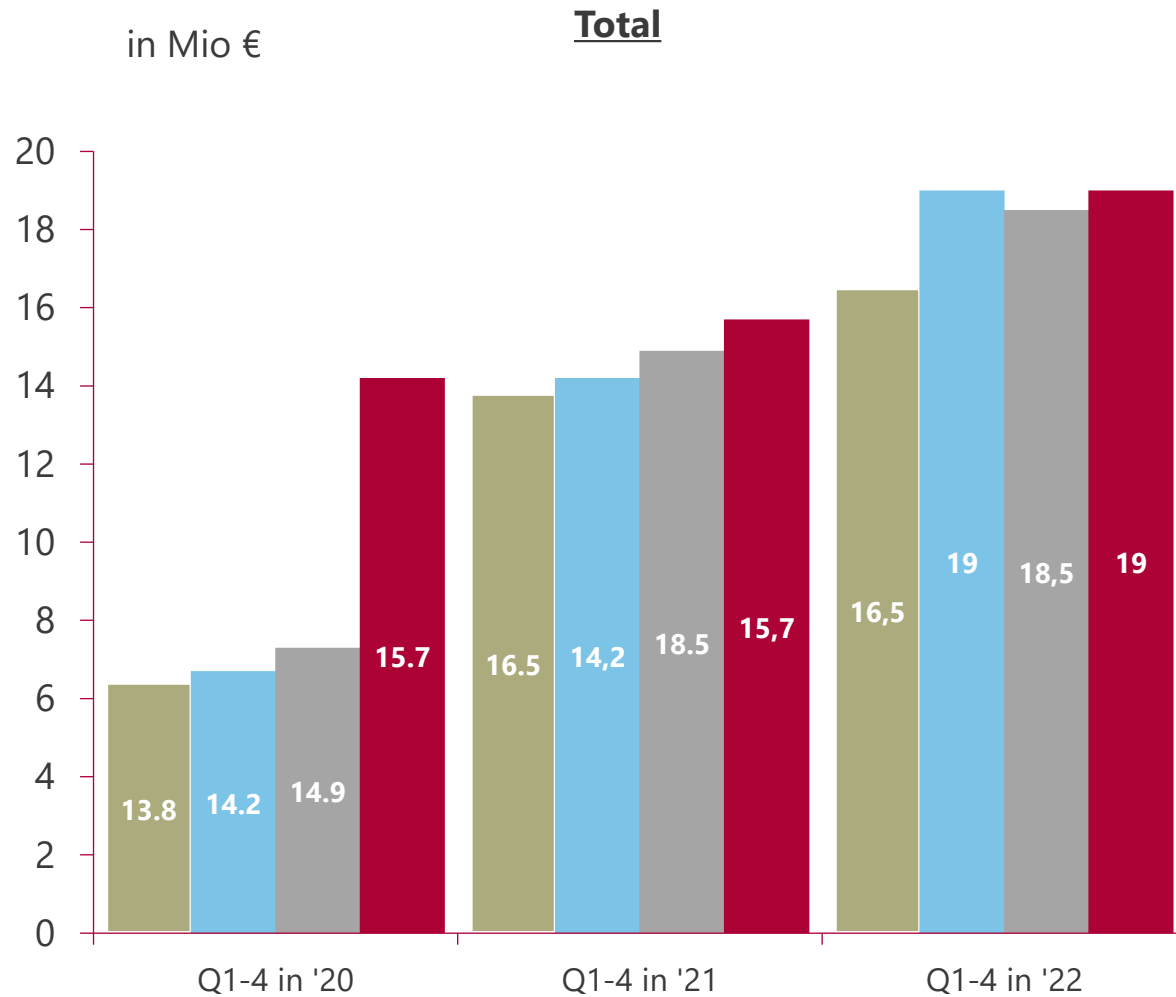
# Business Development 2021

<b>Mio EUR</b>	<b>31.12.2021</b>	<b>31.12.2020</b>	<b>+/- in Mio EUR</b>	<b>in %</b>
<b>Total assets</b>	29.1	27.2	+ 1.9	+ 7 %
<b>Equity</b>	19.6	17.1	+ 2.5	+ 15 %
<b>Equity ratio</b>	67.5 %	63.0 %	+ 5	+ 8 %
<b>Cash</b>	12.4	10.9	+ 1.5	+ 14 %
<b>Order backlog</b>	38	30.5	+ 7.5	+ 25 %

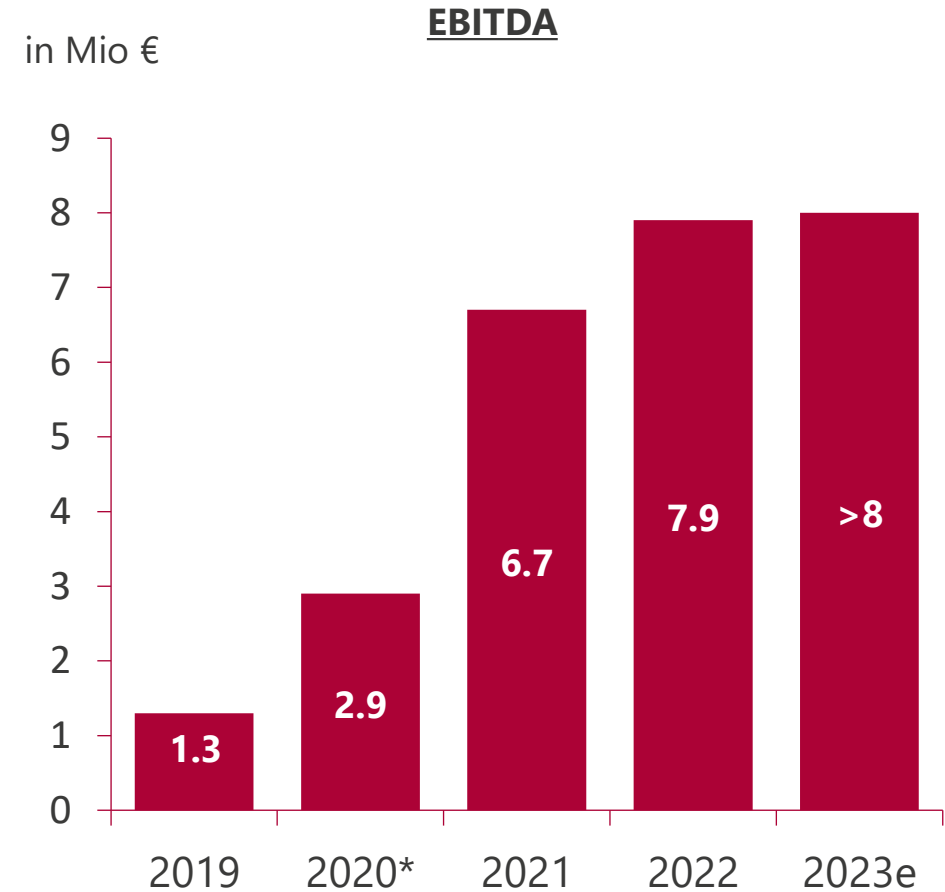
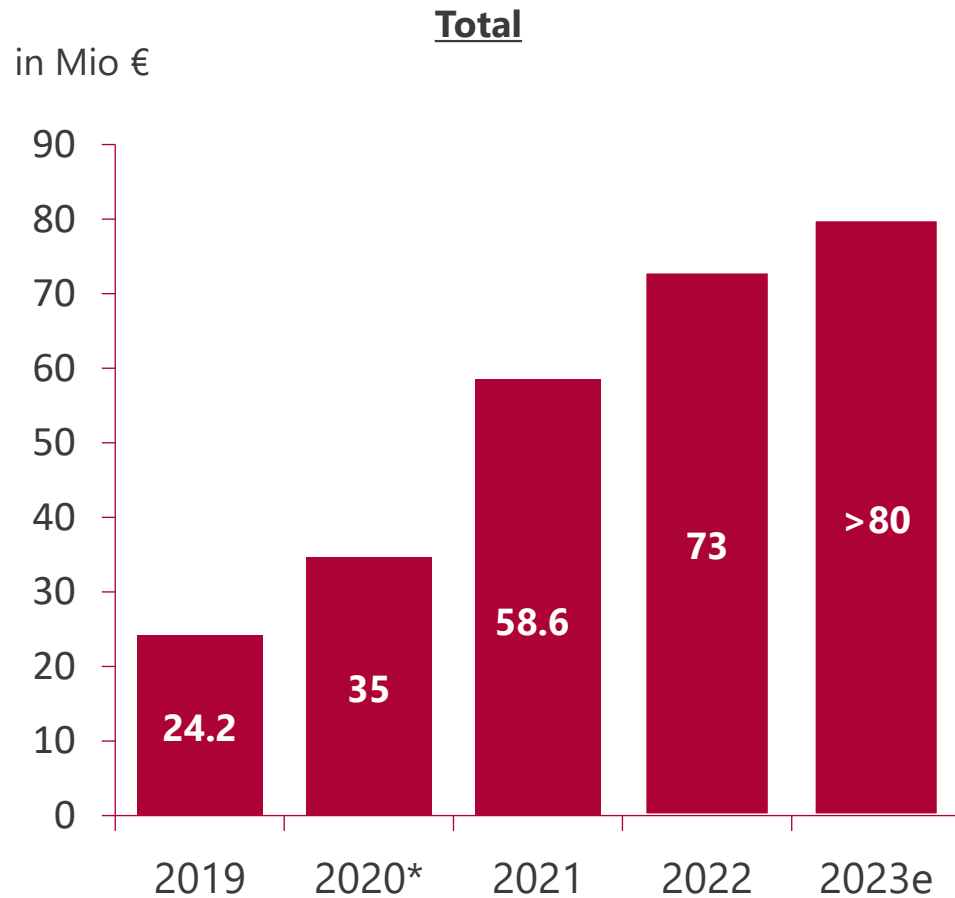
# Business Development | Full Year 2022



# Quarterly development since Q1 2020



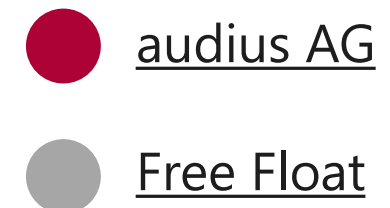
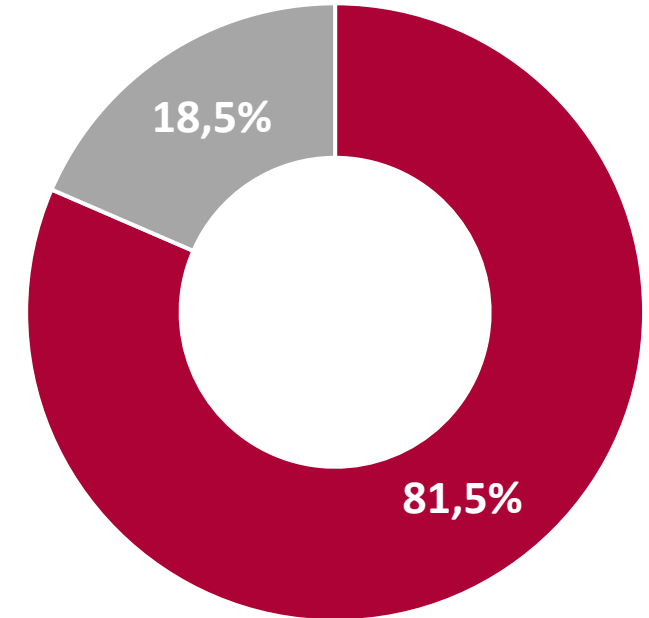
# Total annual figures since 2019



\* Proportionate consolidation of audius companies + Unidienst as of 1<sup>st</sup> of October 2020

# audius company share

<b>Issued Shares:</b>	4.950.000
<b>Share price March 20, 2023</b>	16.60 Euro
<b>Trading Segments:</b>	m:access, Basic Board FWB
<b>Research Coverage:</b>	SMC (price target 20.60 Euro), Solventis (price target 20.60 Euro), GBC (price target 21.50 Euro)
<b>Nominal Value:</b>	1.00 Euro per share
<b>Market Capitalisation:</b>	82.2 Mio Euro
<b>WKN / ISIN:</b>	A0M530 / NL0006129074
<b>Dividend:</b>	30 cent for 2021



# Summary

## → Achievements:

- New record sales and earnings in 2020, 2021 and 2022
- Equity ratio 68%
- Excellent business year 2022: total operating performance EUR 73 million, EBITDA EUR 7.9 million
- Unchanged good order situation for the next months underlines business model independent of economic cycles
- Expansion of the Mobile Communications business area into a full-service provider

## → Targets:

- Sustained growth planned in 2023: Sales more than EUR 80 million and EBITDA more than EUR 8 million
- Continuation of the current organic and inorganic growth path in the coming years
- Sustainable and attractive dividend policy



# Contact



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Board member



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**Weinstadt 2023**

Thank you for your  
attention!



# Appendix

# Business Case IT-Service/Managed Services

## IT Operations Bank in Stuttgart



### **Customer challenge**

To ensure 100% availability, permanent and secure IT infrastructure within a framework, for special requirements in the world of banking.



### **audius tasks**

EMEA-wide management of approximately 20.000 workstation PCs in terms of availability and software (Operating Systems and applications)

- Ensuring safety
- Software updates
- Software distribution
- 3rd Level Support
- Integration driver

# Business Case IT-Service/Managed Services

## IT Operation Production of sports cars in Stuttgart



### **Customer challenge**

The global growth of employees and data also requires a continuous growth and expansion of network infrastructure.



### **audius tasks**

audius is responsible for a worldwide implementation of network and security infrastructure „development solution & rollout“.

Example: Production control in a digital factory is partly done via wireless networks – Industry 4.0



# Business Case IT-Service/Security & Audit Services

## Information security in healthcare Zollernalb Klinikum GmbH



### **Customer challenge**

Neutral decision criteria for IT strategy, conception, implementation as well as secure regular operation.



### **audius tasks**

Developing an information security management system, tailored to hospital operations and on basis of the unique audius audit service „from risk to business“.

Conducting regular assessments to determine current levels of IT security & maturity.

# Business Case Software

## Digitalisation in Field Service Managements, Fette Compacting GmbH



### **Customer challenge**

Increasing efficiency through digitalisation in an internationally operating technical field.



### **audius tasks**

Optimisation of field service processes with a background, knowledge & experience of over 29 years.

Digitalisation and automation of all field service processes, with help of Microsoft Dynamics 365 Field Service.