



CENIT OVERVIEW

Financial Report 2024
Peter Schneck, CEO

CENIT OVERVIEW

CENIT AT A GLANCE

1988 established in Stuttgart

Publicly listed since **1998**

29 Locations in **9** Countries

207.3 M€ Sales, **11.4 M€** EBITA

Equity ratio **30%**

as of 12/31/2023

We offer **software, consulting and services** for the entire **product cycle** in the manufacturing industry as well as document logistics in all **business processes across industries.**

984
Employees

+57
trainees/
students

CENIT GROUP



OUR PRINCIPLES

- We are a **trusted advisor**
- We **value our employees**
- We **foster strategic partnerships**
- We provide deep **industry and functional expertise**
- We are **close to our global customers**
- We focus on **steady organic and inorganic growth**
- We have a **learning culture**

OUR VALUES

- **Partnership**
We work together in a spirit of respect and honesty
- **Entrepreneurial**
We acknowledge that it`s never anyone else`s problem
- **Forward Thinking**
We innovate and shape the future
- **Dynamic**
We think smart and act fast to keep you ahead in the race
- **Trust**
We never let you down

WHAT DRIVES US

PURPOSE

We empower sustainable digitalization

VISION

CENIT is the champion for process digitalization

MISSION

We advise, optimize, integrate and manage digital processes for our customers

STRATEGY



CENIT AT A GLANCE: VISION – MISSION – GOALS

Purpose

WE EMPOWER SUSTAINABLE DIGITALIZATION

Vision

We are trusted advisor for process digitalization

Mission

We optimize your business

Objectives

#1 Partner of leading
platform providers

Champion for enterprise
software

Experts for
digital processes

Sustainable
value creation

Strong growth
and profitability

Strategy

End-to-End process digitalization for:

Product Innovation

Process Efficiency

Automated Production

Intelligent Data-Processing

Business Continuity

OUR END-TO-END SERVICES ARE DELIVERED BY OUR 5 BUSINESS UNITS



3DS Solutions



SAP Solutions



Digital Factory Solutions




Enterprise Information Mgmt


- Digital Development of sustainable Products
- Digital Manufacturing and Planning
- Manufacturing Process Automation
- Digital Supply Chain Solutions

- Information Management
- Data Warehouse and Data Analytics
- AI-based Business Process Automation


- Engineering, Simulation and Optimization
- Business Process Optimization (3DX)
- Virtual Twin's



- PLM-ERP implementation and integration
- SAP S/4HANA Consulting and Migration
- BPO Analytics, Optimization, Automation



- Offline Programming of Industrial Robots
- Data continuity from CAD to Shopfloor
- Digital Twinning of Robot Cells



- Input- Management
- Document logistics
- Output-Management



- Expert Service Desk L1-L3

- Process, Methods and Tools support
- Knowledge Management

- Run Mode Optimization



Digital Business Services

DIGITALIZATION MARKET PLM

CURRENT MARKET ENVIRONMENT
CREATES **UNIQUE WINDOW OF OPPORTUNITY** IN INTEGRATED INDUSTRIAL DIGITALIZATION



Despite overall challenging macroeconomic drivers and budget cuts, companies are still highly investing in industrial digitalization topics



The established software vendors are jointly growing with their service partners in mutual dependence, meeting high global demand

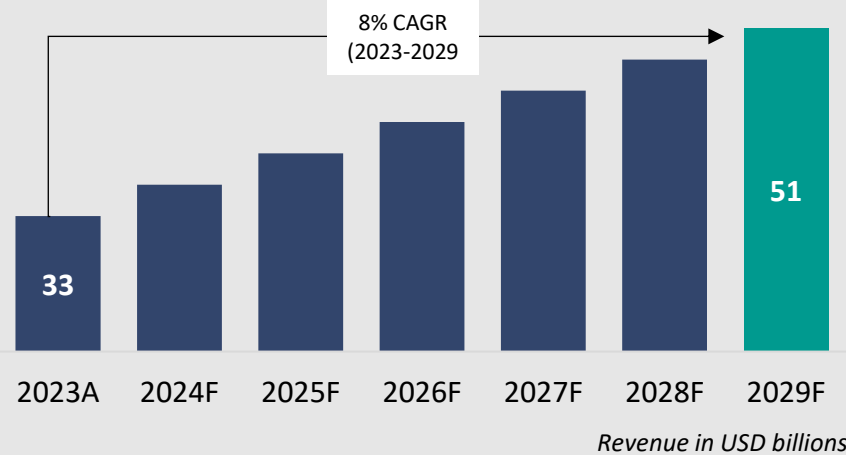


Focus on integrated offerings, comprising both, process design and implementation, to deliver cost and time efficient out of the box solutions

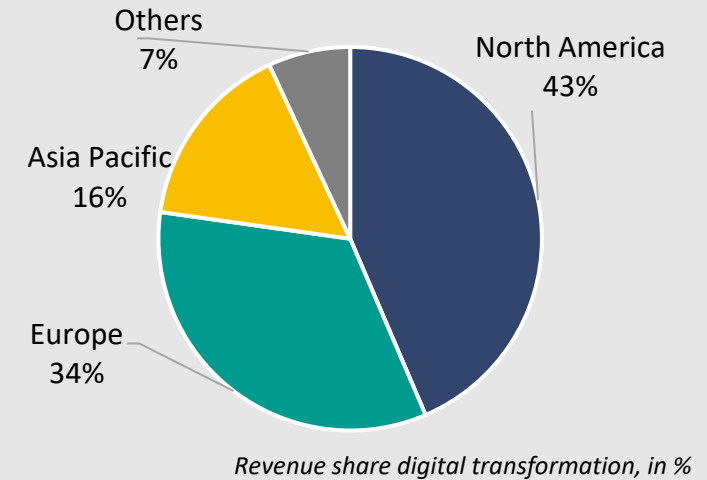


In the current market environment, high demand and customers' existential pain points are meeting a highly partner friendly ecosystem

Global PLM Market USD 50bn. within next 5 years



Regional Revenue Splits



Digital Product Development

+19%

INCREASE EFFICIENCY IN PRODUCT DEVELOPMENT

REDUCE TIME TO MARKET

-17%

-13%

REDUCTION OF PRODUCTION COSTS

Expected extent, to which digitalization will affect product development on short notice

Technology Trends in Digitalization

- Digital Twins
- Artificial Intelligence & Machine Learning
- Internet of Things IoT 4.0
- Cloud-Based Solutions
- Data-Centric Approaches
- Sustainability
- Digital Thread

Sources: grand View Research, Precedence Research, PwC et Strategy&

- **Artificial intelligence** used for analysing documents
- Based on machine learning and generative AI

- Ready-to-use cloud-based **software as a service** from Germany

- Over **150 clients** from various industries

- **Insurance companies, banks and industry in DACH**
- Buildsimple data centres currently exist in Germany and the USA



- Document splitting
- Classification
- Data extraction
- Anonymisation Image and object recognition
- Content and context analysis

- Fast-growing marketplace with numerous pre-qualified AI offerings

- Claims processing for insurance companies
- Credit application process for banks
- AI support for engineers
- Digital inbox
- Fraud detection
- and much more

FINANCIAL FIGURES 2024



Revenue in million €



EBITDA in million €



EBITA in million €



- Organic revenue growth of +5.2%
- EUR k 425 provisions for unused office spaces
- 5,9 mEUR depreciation and leasing
- Amortization of intangible assets 4.0 mEUR in relation with M&A (PPA)

EBIT in million €

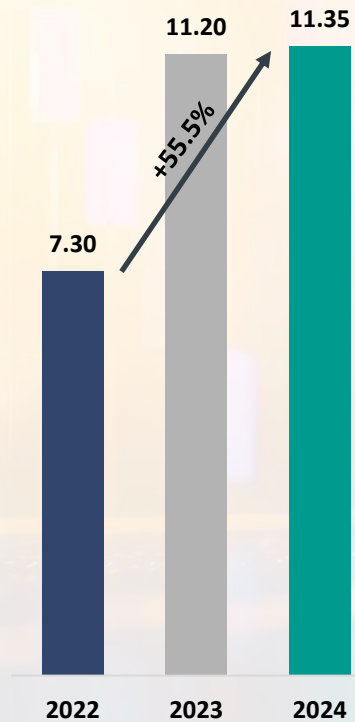


EPS in €

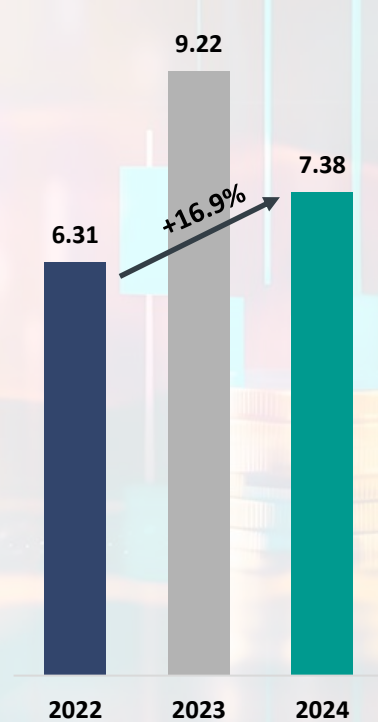


Financial result accumulating to 8.0 mEUR costs:
a. Interests paid 2.4 mEUR (2023: 1.7 mEUR)
b. Fair value valuation ISR Put/Call option 1.8m EUR
c. Depreciation ASCon shares 3.8 mEUR

EBITA in million €



EBIT in million €



- Decline in EBIT compared to the previous year mainly due to high acquisition costs, particularly in the USA.
- The decline in EBIT is also directly related to a reluctance to invest and the loss of orders due to sales problems on the customer side, particularly in the key automotive and aviation sectors, as well as numerous insolvencies in the various customer industries.

in million €

Income statement	2024	2023	Change
Sales	207.33	184.72	+12.2%
Gross profit	124.55	110.61	+12.6%
EBITDA	17.26	16.41	+5.2%
EBITA	11.35	11.20	+1.3%
EBIT	7.38	9.22	-19.9%
Net profit	-1.57	4.99	->100%
EPS in €	-0.23	0.54	->100%
Dividend in €	0.00*	0.04	

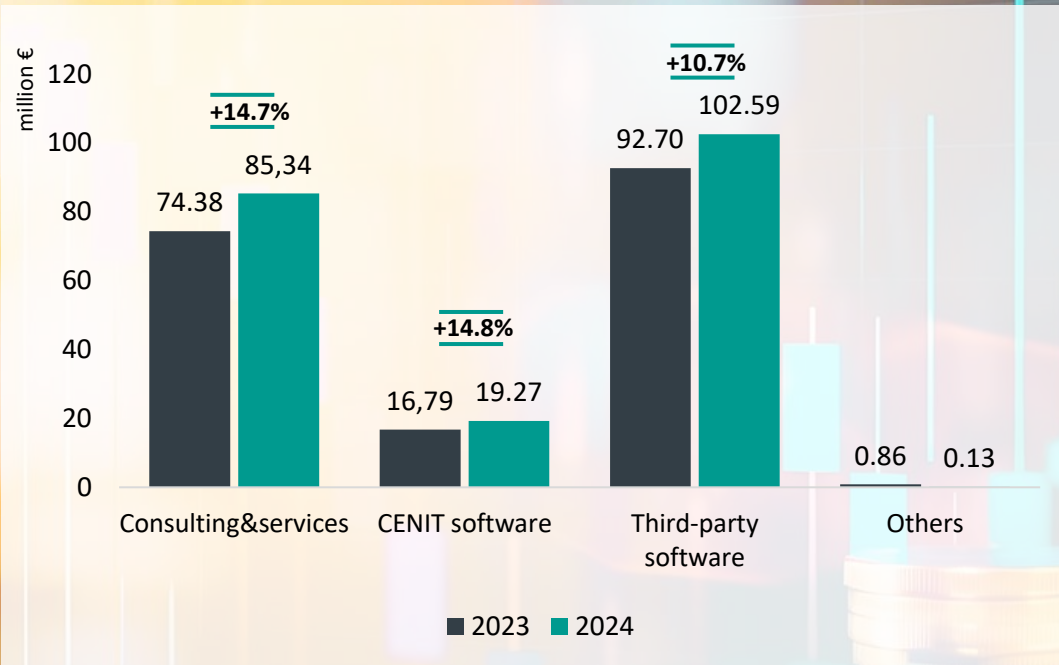
*dividend proposal

KPI's	2024	2023	Change
EBIT	7.38	9.22	-19,9%
Market cap	60.67	101.24	-40,0%
Order Backlog	81.10	57.50	+41,0%

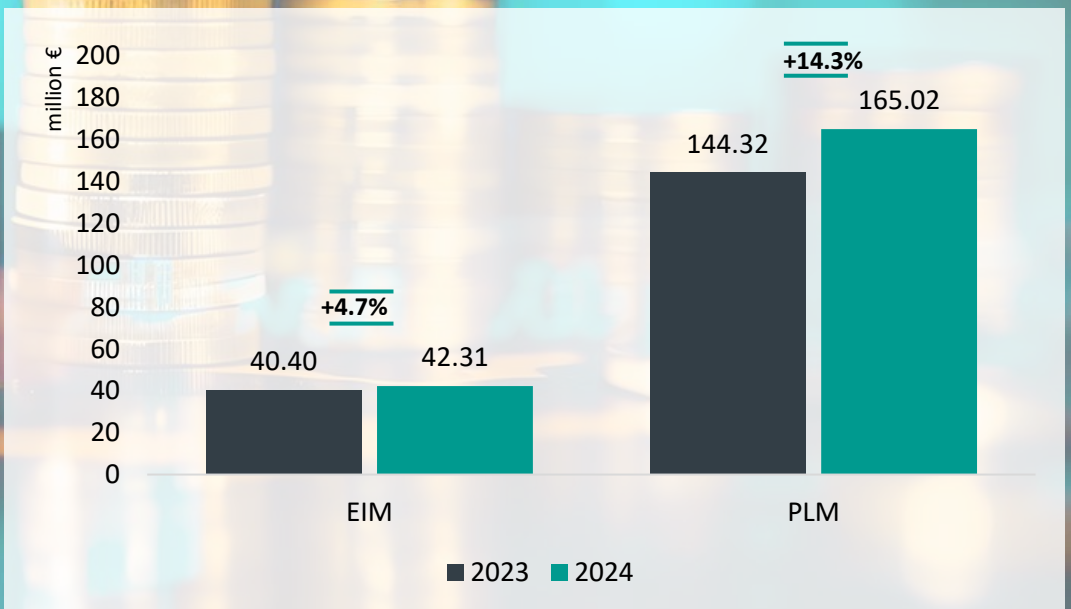
Balance sheet	2024	2023
Total equity & liabilities	156.45	153.62
<u>Selected assets</u>		
Goodwill	41.69	34.24
Cash	16.46	24.34
<u>Selected liabilities</u>		
Overdrafts	39.12	37.41
Total equity	47.44	45.00
Equity ratio	30.30%	29.30%

Cash flow	2024	2023
Operative Cash flow	10.34	5.33
Capex (Investment)	-16.27	-8.16
Free Cash flow	-5.93	-2.83

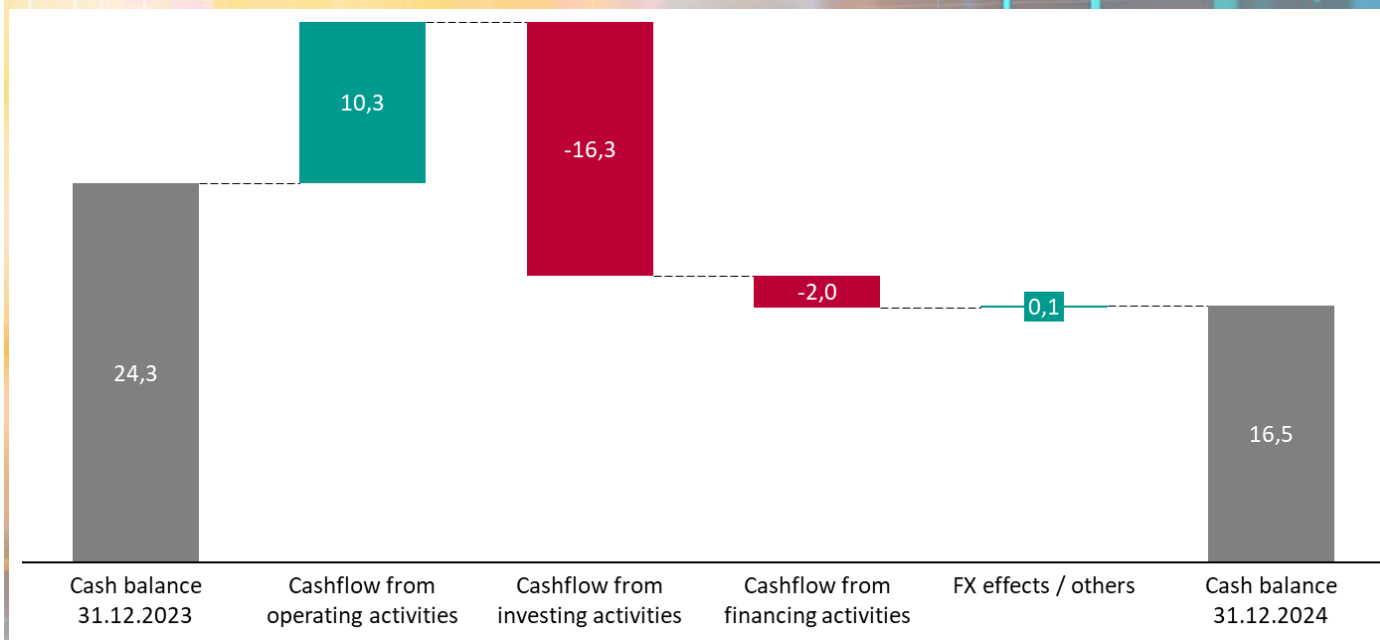
SALES BY REVENUE TYPE



SALES BY SEGMENT

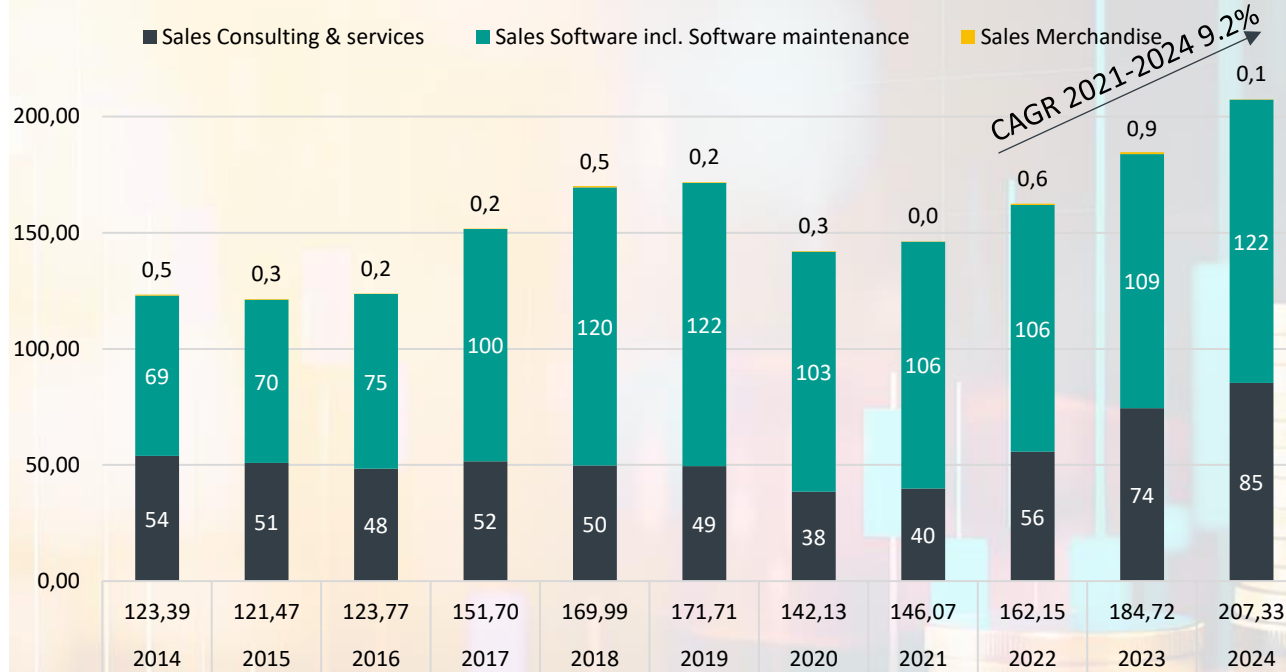


CASH-FLOW DEVELOPMENT

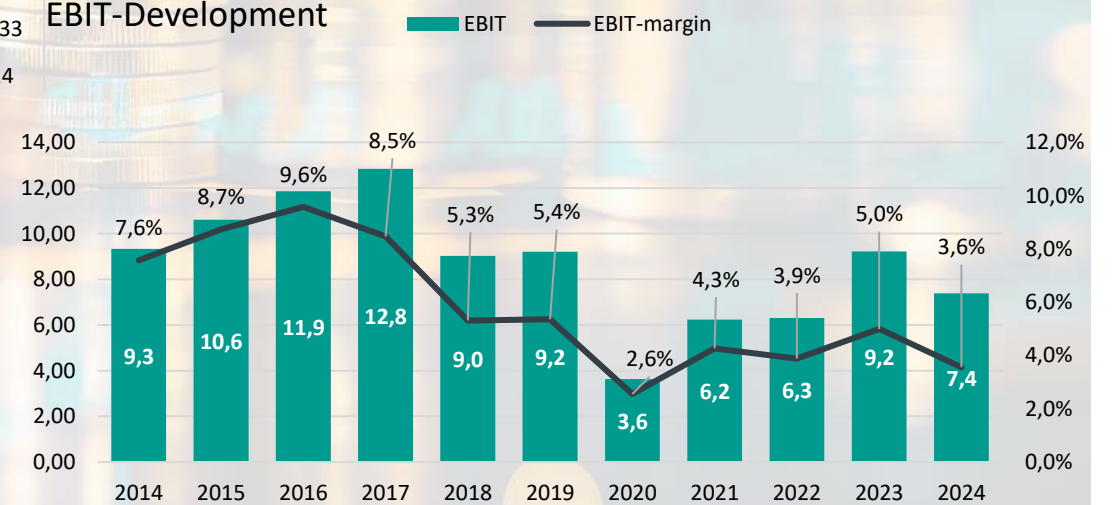


- The change in working capital of around 7.0 mEUR compared to the previous year was primarily due to lower trade receivables. Higher depreciation and amortization of 2.7 mEUR made a positive contribution. The lower consolidated net income (-6.6 mEUR compared to the previous year) had the opposite effect.
- At -16.3 mEUR, cash flow from investing activities was significantly higher than in the previous year (-8.2 mEUR), primarily due to investments in the context of M&A activities.
- Cash flow from financing activities amounted to -2.0 mEUR (previous year: 7.2 mEUR), primarily due to bank loans (3.7 mEUR).

Sales 2014-2024 in million €



EBIT-Development



CUSTOMER HIGHLIGHTS 2024



- For over 55 years, the family-run company ALHO, with over 1,300 employees across Europe, has been producing modular buildings as a sustainable alternative to conventionally constructed buildings.
- At the end of 2024, ALHO made the decision to use CENIT's expertise in the area of PLM 3DEXPERIENCE.



AIRBUS

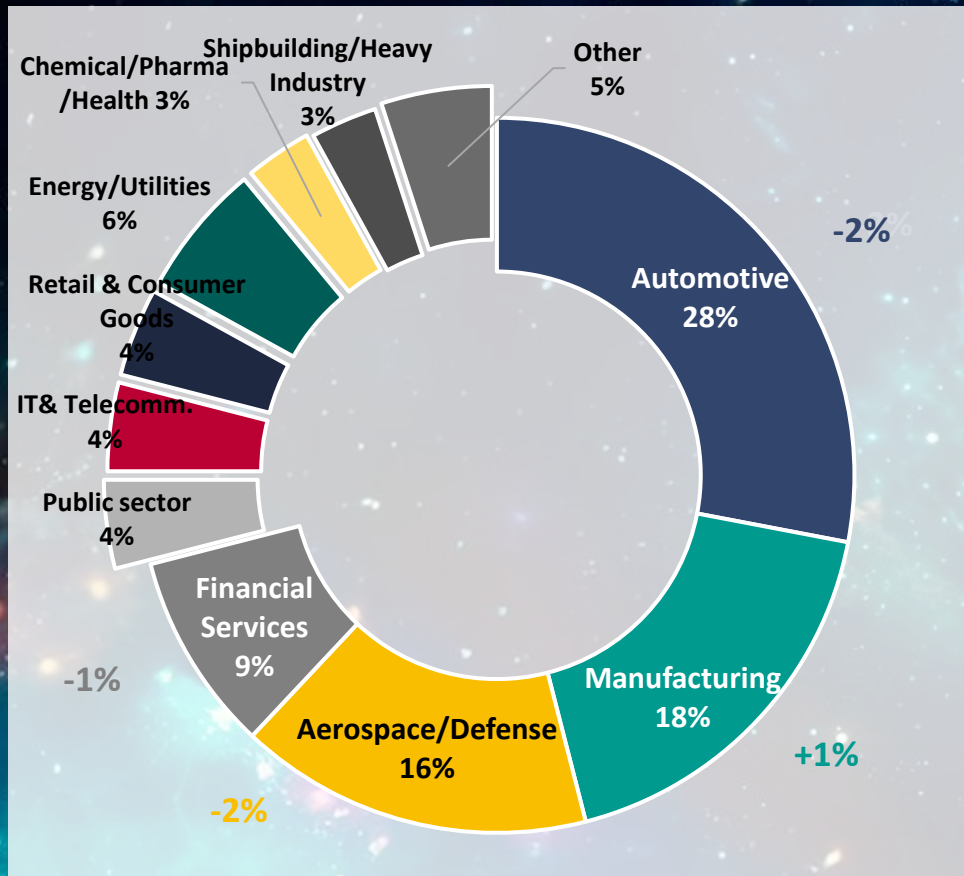
- After long negotiations, CENIT has succeeded in becoming a Tier 1 partner of Airbus!
- Replacement of MAC 8.0 by CenProCS
- Contract start January 1, 2025
- Contract expires December 31, 2029

TAJCO®

ADDING VALUE TO CARS

- TAJCO is a preferred partner of car manufacturers for high-quality exterior trim.
- TAJCO has opted for the 3DEXPERIENCE Platform on Cloud in order to be able to precisely record the carbon footprint of its products with the eco-design solution from Dassault Systèmes.
- In addition to transparent reporting, this enables savings through optimized risk management and lower development costs.

CORE INDUSTRIES AND CUSTOMERS





INORGANIC GROWTH

GROWTH THROUGH M&A

2025 no planned acquisitions



ANALYSIS PRIME LLC

**SOME THINGS ARE BETTER
TOGETHER...**

Analysis Prime proudly joins the CENIT Group

The merger will provide our customers with access to broad SAP expertise and global capability from the SAP Partner they know and trust....



- ANALYSISPRIME was founded in Chicago in 2018
- CENIT acquires a 60% stake in the US company as of 17 July 2024
- Expert for SAP Analytics & Planning
- 72 employees have so far realised over 300 projects worldwide

ACQUISITIONS



- Founded in Munich in 1988
- Data management and analysis specialist
- about 16 employees support customers in the D-A-CH region
- Long-standing IBM partner
- 100% acquisition as of 1 January 2023



- Founded in Berlin in 1996
- Specialist for complex software development and SAP consulting services
- Long-standing partner for managed services and IT infrastructure solutions for customers in industry, logistics and the public sector
- About 27 employees support customers in the D region
- 100% acquisition as of 6 July 2023



- Founded in Vienna in 2006
- Specialist for the digitalization and optimization of business processes based on SAP solutions
- Focus on the energy supply, logistics, industry, retail and public sectors
- 16 employees support customers in the D-A-CH region
- 60% acquisition as of 31 July 2023



- CCE b:digital GmbH & Co. KG, based in Bissendorf near Osnabrück, was founded in 1996
- Expert in digital solutions and services for engineering and manufacturing - focussing on the Dassault Systèmes portfolio
- 16 employees support around 500 customers in the D-A-CH region
- 100% acquisition as of 1 January 2024

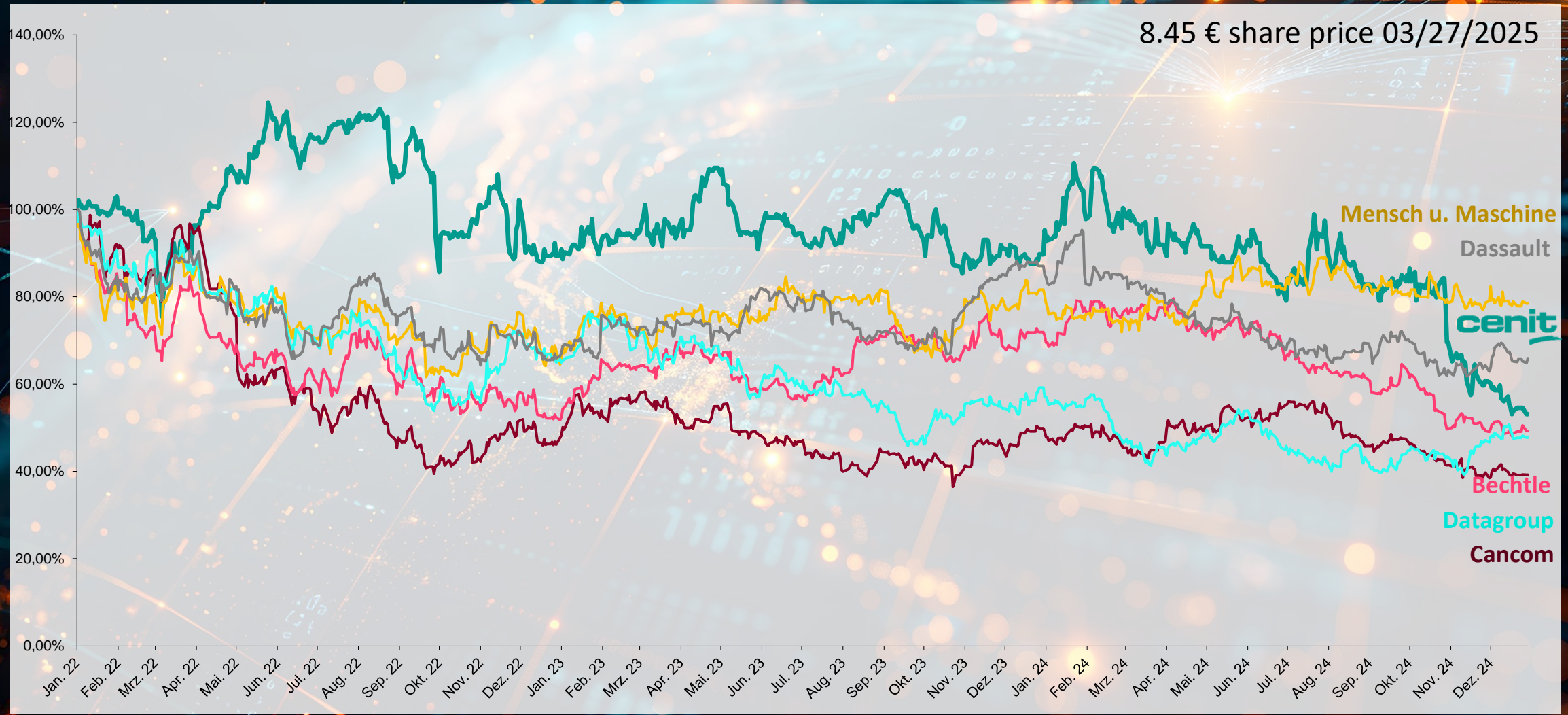
SHARE INFORMATION



WHY CENIT?

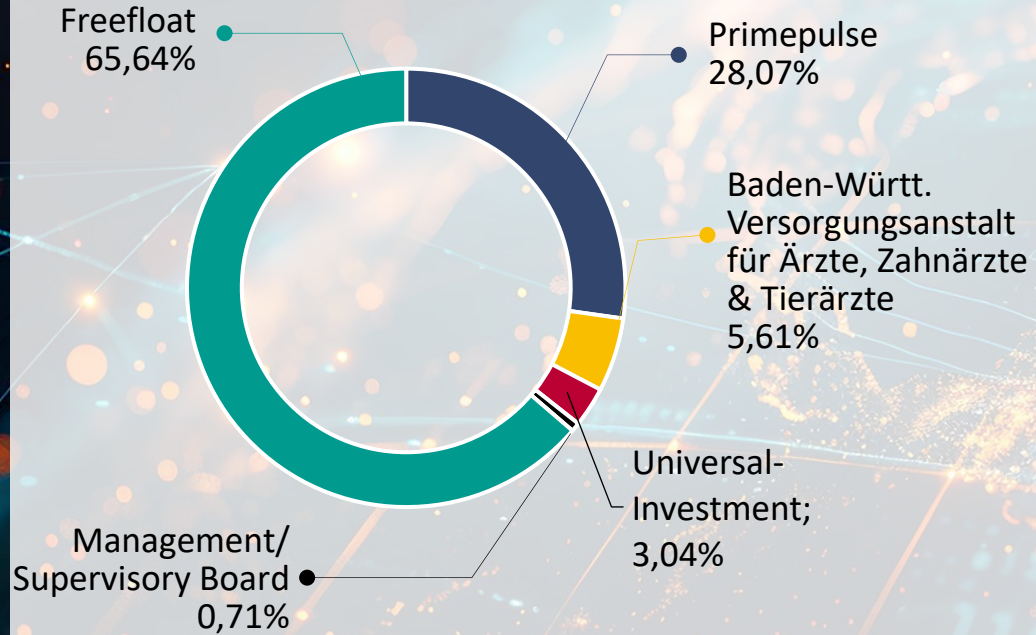
- ✓ Increased demand for digitalization in industry
- ✓ Trusted partner for your sustainable digitalization
- ✓ More than 35 years of experience in the area of PLM and EIM
- ✓ Sustainable, profitable growth both organically and inorganically
- ✓ Only full-service provider for digitalization from a single source
- ✓ Targeted buy-and-build acquisition strategy:
 - 2-3 companies per year
 - Focused on companies with an EBIT margin over 10%
 - Diversification of the business model
 - Know-how increase
 - Access to new markets
- ✓ 60% recurring revenue
- ✓ Dividend policy: Distribution of 50% of net profit of CENIT AG

CENIT SHARE

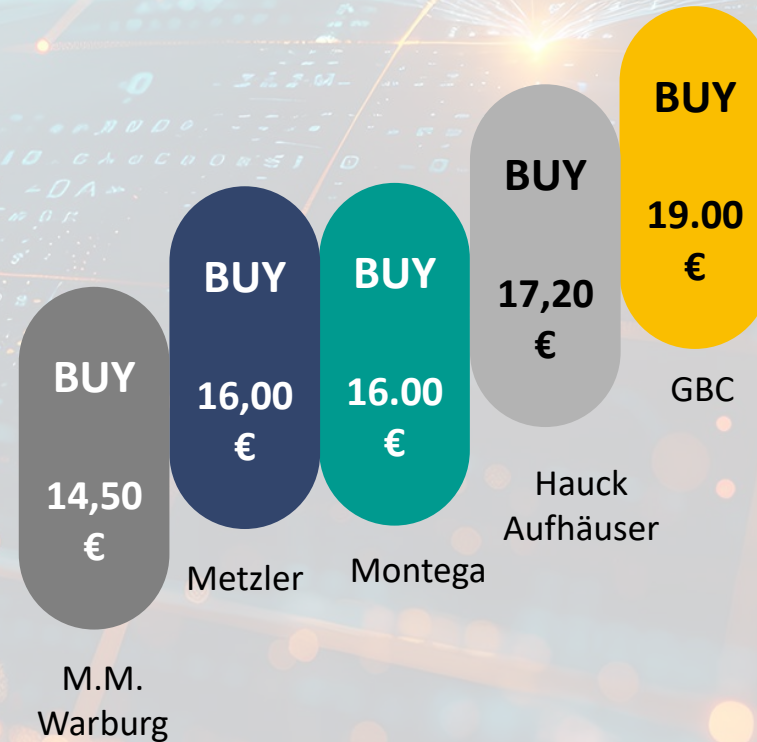


CENIT ON THE CAPITAL MARKET

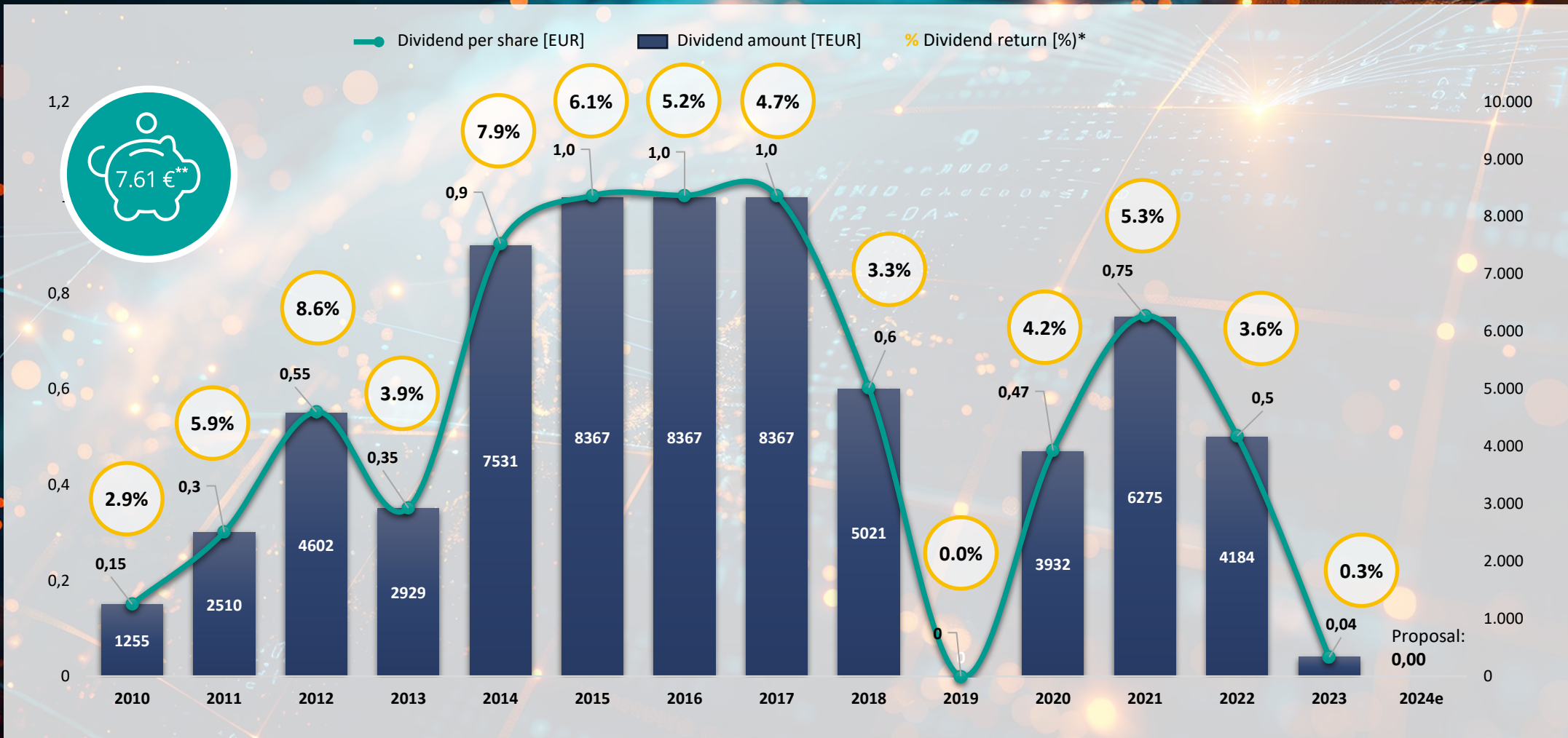
Shareholder structure



Analyst ratings



DIVIDEND



*based on the average share price of the respective fiscal year

**dividend amount accumulated 2010-2023

FINANCIAL CALENDAR 2024

02/5-6/2025	Montega Investor Days, Hamburg
04/1-3/2025	Metzler Small Cap Days, Frankfurt
04/10/2025	Release of Annual Report 2025
05/14/2025	Release of quarterly report Q1 2025
06/04/2025	Annual Shareholder's Meeting, Filderhalle
08/01/2025	Release of half year report 2025
09/1-2/2025	Equity Forum Autumn conference, Frankfurt
09/24/2025	GBC Zurich Investor Day
11/04/2025	Release of quarterly report Q3 2025
11/24-26/2025	German Equity Forum, Frankfurt

SUSTAINABILITY



INDUSTRY & SUSTAINABILITY

01

Reducing industry's carbon footprint

Industry can help reduce global carbon emissions to achieve carbon neutrality by 2050.

02

Embracing the economy circular

Adopting circular business models translates into more sustainable resource management and more sustainable products and services.

03

Ecodesign

Digital solutions optimize product design by minimizing the use of hazardous materials and improving energy efficiency.

04

Technological innovation

Using digital tools like virtual twins paves the way for innovative sustainability solutions.

05

Enhanced competitiveness

Integrating sustainability into corporate strategy can create responsible prosperity — and strengthen market competitiveness.



06

Corporate Social Responsibility (CSR)

By committing to sustainability, companies meet consumer and stakeholder expectations for greater corporate social responsibility.

07

Regulatory compliance

Directives like the CSRD make industry more accountable for its impact on sustainability — encouraging even more sustainable practices.

08

Learning and education

Effective change hinges on educating and raising awareness among everyone in industry on the issues around sustainability.

09

Collaboration and partnership

Cooperation between industry, government, NGOs and civil society is crucial for sharing best practices and achieving sustainability goals.

10

Optimal use of resources

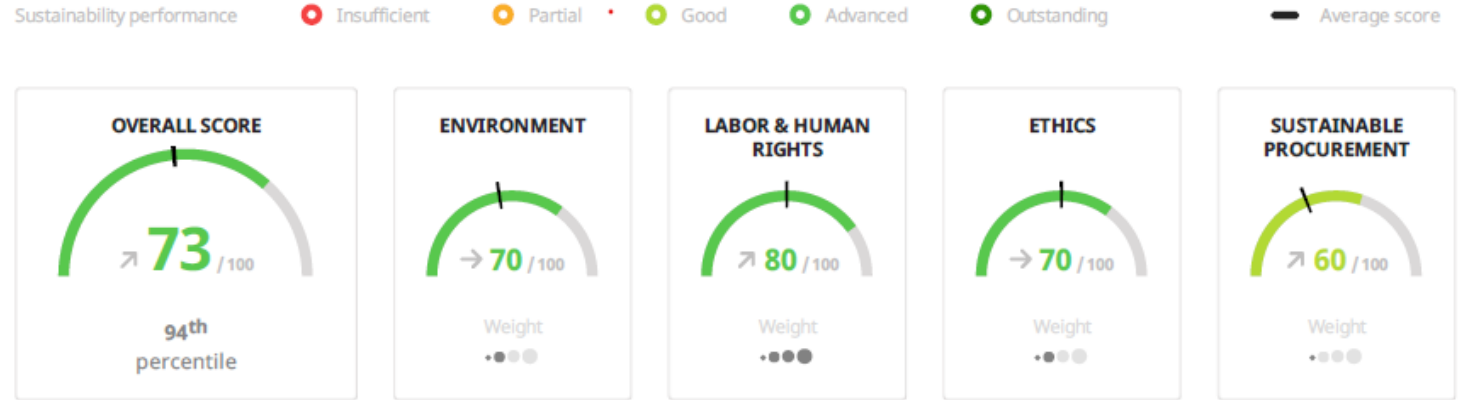
Digital technology helps reduce waste and optimize the use of materials, resulting in more efficient and sustainable resource management.

SUSTAINABILITY AT CENIT

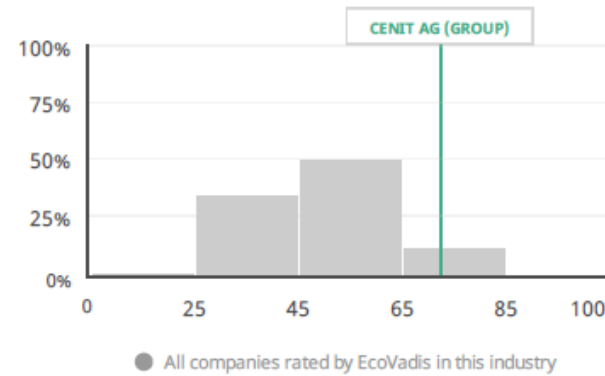
- Sustainability Report 2024 will be published on 30 April 2024.
- ESG GRI standard (Global Reporting Initiative) included in Sustainability Report for rating agencies.
- CENIT Purpose "We empower sustainable digitalization" reflects strategic focus on sustainability.
- Due to our current sustainability report our rating at ecovadis was upgraded from Bronze to Silver.



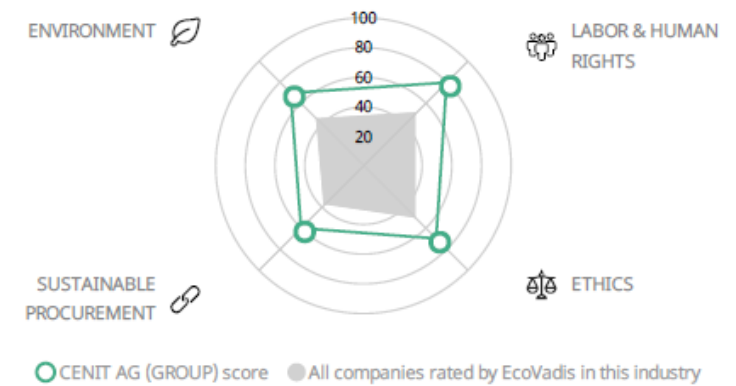
Score breakdown



Overall score distribution



Theme score comparison



Scorecard ecovadis



OUR SUSTAINABILITY TARGETS*

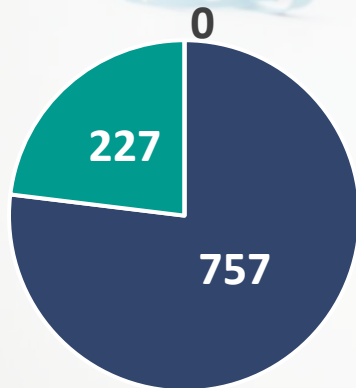
SUSTAINABILITY TARGET	WHEN	TARGET	CURRENT STATUS
Reduce our CO ₂ -Footprint	2030	55% reduction	1502 tons of CO ₂ e
Usage of renewable electricity	2030	100%**	already in some places (assessment needed)
training hours per employee (average)	2030	20 hours / employee	15,8 hours / employee
Trainees within our workforce	2030	Maintain at least 5%	9,0%
Measure employee satisfaction	2030	Measurement every other year	planned in 2024
Improving our ESG Rating (EcoVadis)	2030	Gold -> min. 70 points	68 points (Silver)
Implement trainings for Anti corruption and Anti competitive behavior	2025	90% training participation rate across all our employees	22%
Implement a Supplier Assessment	2025	Implement an Assessment	Basic supplier assessment, 17%

* Where possible for CENIT to manage

** In Scope for this targets is CENIT Group 2023. Future M&A excluded

FOCUS ON CENIT TEAM

EMPLOYEES



■ male ■ female ■ diverse

OUR EMPLOYEES ARE THE FOCUS OF OUR PEOPLE & CULTURE STRATEGY

- **Personnel development:** Talente@CENIT, CENIT Campus, ...
- **Benefits and social security:** pme family service, working time account, company retirement scheme, insurances, company bike leasing, ...
- **Surveys:** Your Feedback, Pulse@CENIT

WE ARE CENIT

57
Students and
Trainees

13 years
Average period
of employment

46 years
Average age of
employees

22.4%
Share of women
in the group

CENIT CARES

HELPING PEOPLE TOGETHER

- Since 2013, we have been organizing and supporting aid projects at home and abroad under the roof of CENIT Cares.
- The focus is on supporting people in emergency situations or in their further development.
- Helping where help is needed: With donations or personally with energetic tackling.

CENIT CARES TODAY

- More than 115 realized projects since 2013
- Projects & support in more than 20 countries worldwide - from Chile, to the Sahel Zone, to Armenia.
- More than 155.000 Euro in donations
- All projects initiated by CENIT colleagues



CONTACT

THANK YOU FOR
YOUR ATTENTION!

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This document may contain forward-looking statements regarding the business, financial and earnings situation of the CENIT corporation as well as earnings estimates. Forward-looking statements are characterised by such phrases and expressions as "the company may", or "the company will", "expects", "anticipates", "is considering", "is intending", "is planning", "believes", "continues to", "estimates" and other similar phrases and expressions.

Such statements entail no assurance that anticipated events will transpire. On the contrary, such statements involve risks, uncertainty and contingencies that are difficult to predict and are furthermore based on assumptions regarding future events that may prove inaccurate.

Actual outcomes may thus deviate substantially from expectations thereby expressed. Forward-looking statements made by CENIT representing expectations or projections of future events are made in good faith and may be presumed to be adequately grounded in fact; no assurance however can be provided that such statements, expectations or projections will be borne out/fulfilled/ achieved.

Actual operating results may vary substantially from those projected in forward-looking statements and are subject to specific risks - please consult the CENIT AG management report.