



# CENIT OVERVIEW

February 2025  
Peter Schneck, CEO

# CENIT OVERVIEW



# CENIT AT A GLANCE

**1988** established in Stuttgart

Publicly listed since **1998**

**29** Locations in **9** Countries

**184.7 M€** Sales, **9.2 M€** EBIT

Equity ratio **29%**

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

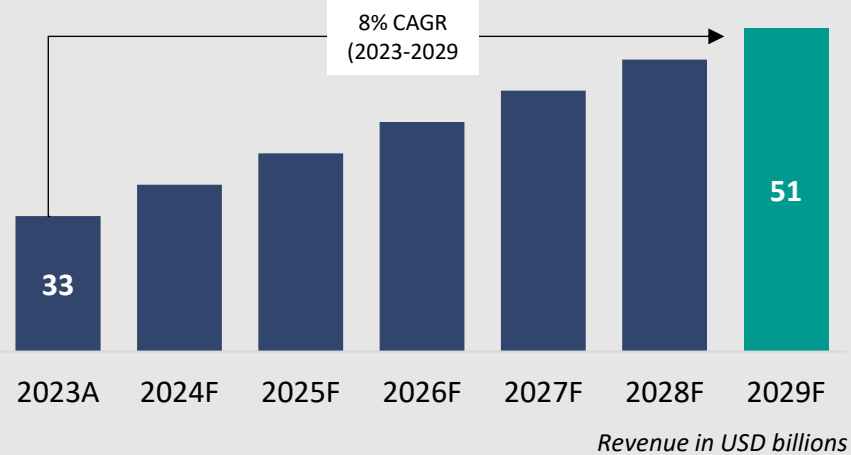


Focus on integrated offerings, comprising both, process design and implementation, to deliver cost and time efficient out of the box solutions

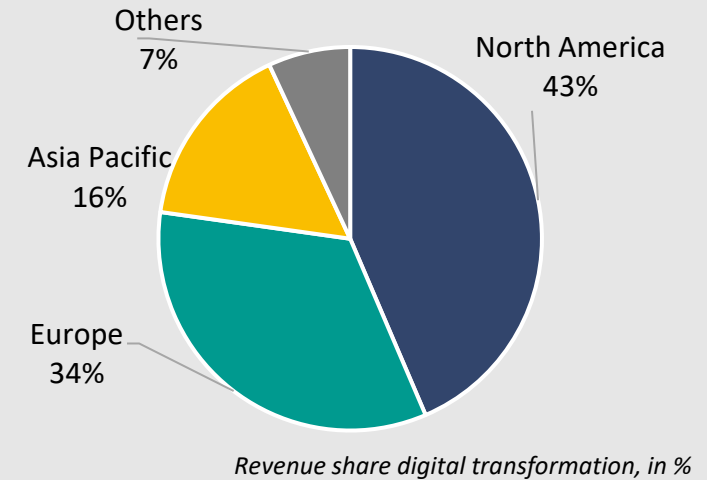


In the current market environment, high demand and customers' existential pain points are meeting a highly partner friendly ecosystem

## 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 Q3-2024



Revenue in million €



EBITDA in million €



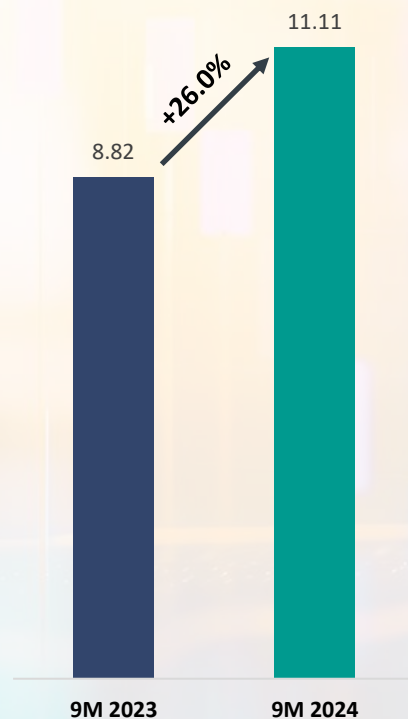
EBIT in million €



- YTD organic growth of 4.3% despite churn in licences
- In-organic growth by CCE, Analysis Prime and full year ABC & PII
- ALC YoY growth of approx. 10%
- YLC YoY growth of approx. 18%
- Total YoY growth of recurring sales of approx. 12%
- Overall OPEX savings to compensate shortage in Revenue & Gross Profit
- EBIT/EBITDA biased by one-time M&A costs
- YoY increased depreciation driven by M&A activities



adj. EBITDA in million €



adj. EBIT in million €



- 2023 effect of 0.9m due to CENIT Japan to be adjusted vs. 0.2m positive M&A effect results in 700k adjustment
- M&A costs of 1.1m for Analysis Prime and CCE in 2024
- 0.4m negative adjustment in 2024 for research allowance since no operational performance

in million €

Income statement	Q3-2024	Q3-2023	Change
Sales	52.08	45.84	+13.6%
EBITDA	4.62	3.73	+23.9%
EBITDA adjusted	4.72	3.73	+26.5%
EBIT	1.96	1.98	-1.0%
EBIT adjusted	2.06	1.98	+4.0%
Net profit	1.12	1.03	+8.9%
EPS in cent	9.8	10.1	-2.9%

Umsatz	Q3-2024	Q3-2023	Change
Third-party software	24.93	22.85	+9.1%
CENIT software	4.34	3.97	+9.4%
Consulting & service	22.77	18.75	+21.5%
Others	0.04	0.27	-87.2%
Total	52.08	45.84	+13.6%



in million €

Income statement	9M-2024	9M-2023	Change
Sales	151.43	133.31	+13.6%
Gross profit	88.84	78.97	+12.5%
EBITDA	10.41	9.47	+9.9%
EBITDA adjusted	11.11	8.82	+26.0%
EBIT	3.97	4.60	-13.8%
EBIT adjusted	4.67	3.95	+18.2%
Net profit	1.48	2.82	-47.5%
EPS in Cent	11.1	28.6	-61.2%
Dividend in €	0.04	0.50	-92.0%

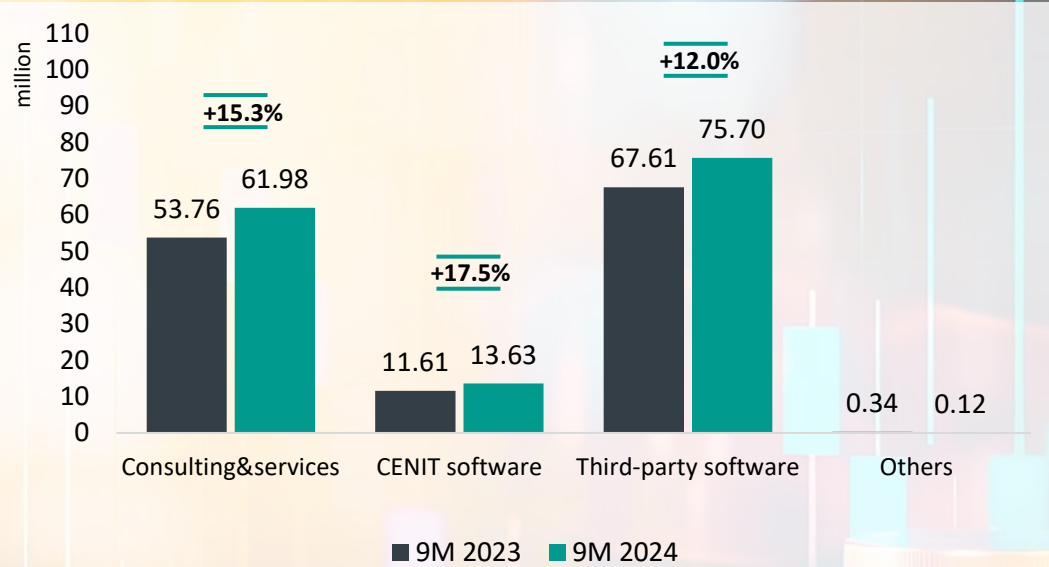
KPI's	9M-2024	9M-2023	Change
EBIT	3.97	4.60	-13.8%
Market cap	95.39	109.20	-12.6%
Order Backlog	76.80	53.09	+44.7%

Balance sheet	9M-2024	2023
Total equity & liabilities	153.45	153.62
<u>Selected assets</u>		
Goodwill	40.54	34.24
Cash	12.18	24.34
<u>Selected liabilities</u>		
Bank loans	34.76	37.41
Total equity	49.77	45.00
Equity ratio	32.40%	29.30%

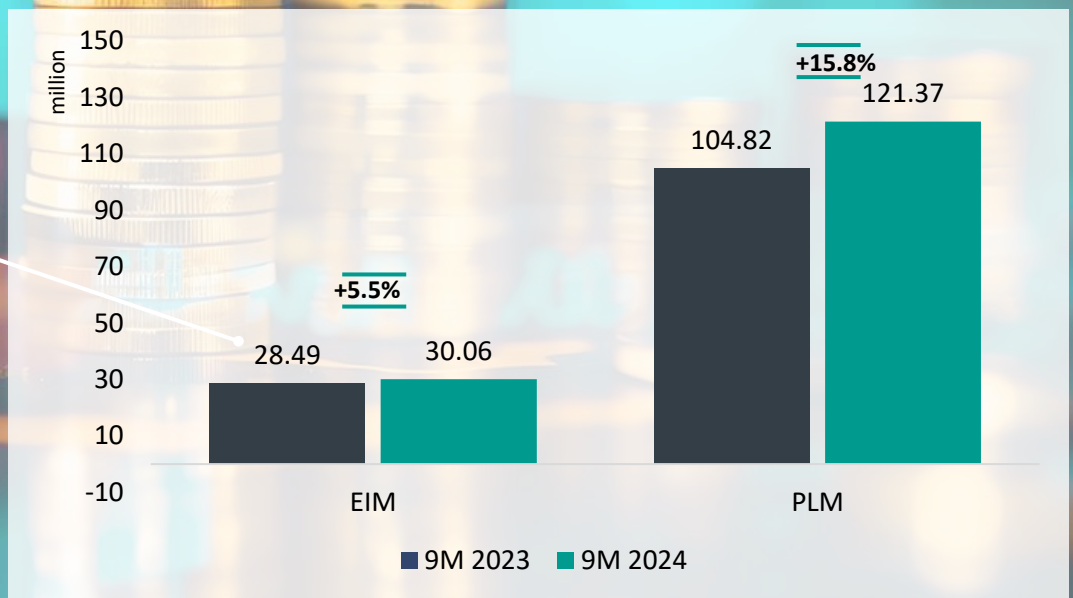
Cash flow	9M-2024	9M-2023
Operative Cash flow	9.91	8.50
Capex (Investment)	-15.12	-8.26
Free Cash flow	-5.21	0.24

in million €

### SALES BY REVENUE TYPE



### SALES BY SEGMENT





# CUSTOMER HIGHLIGHTS Q4 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

## INTERNATIONAL INSURANCE COMPANY

- Signing of a DORA-compliant framework agreement with a leading primary insurer in the German market
- Supply of software components and ITIL-compliant support for the inbox solution in the life insurance segment
- Extension and expansion of the existing contract by 2 years

# FINANCIAL FIGURES 2023





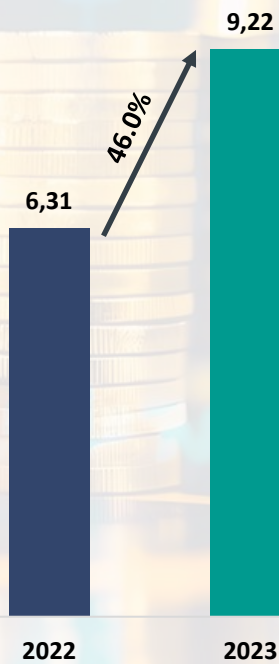
Revenue in million €



EBITDA in million €



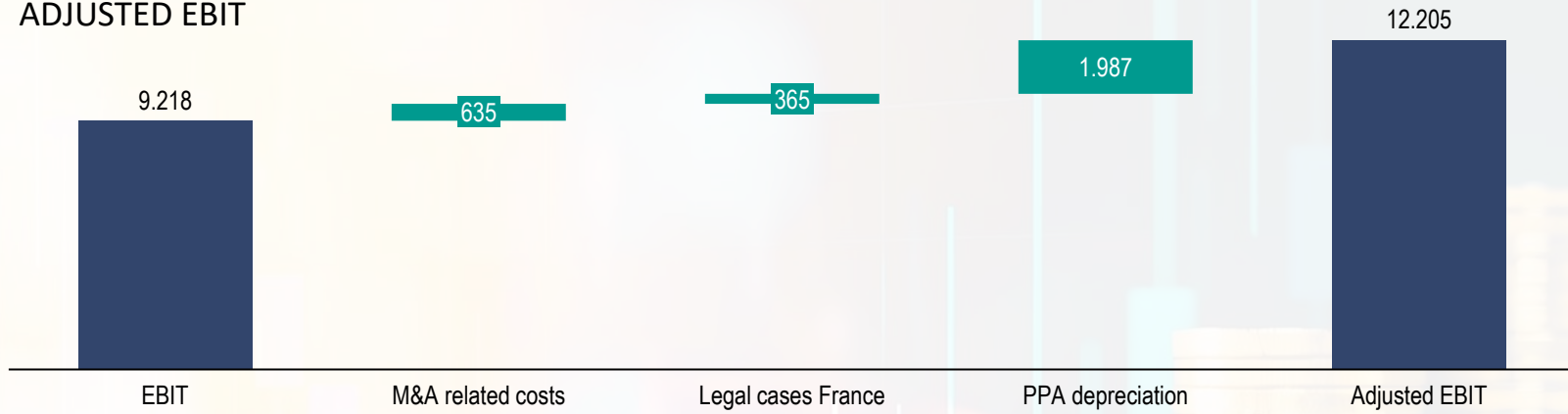
EBIT in million €



EPS in €



### ADJUSTED EBIT

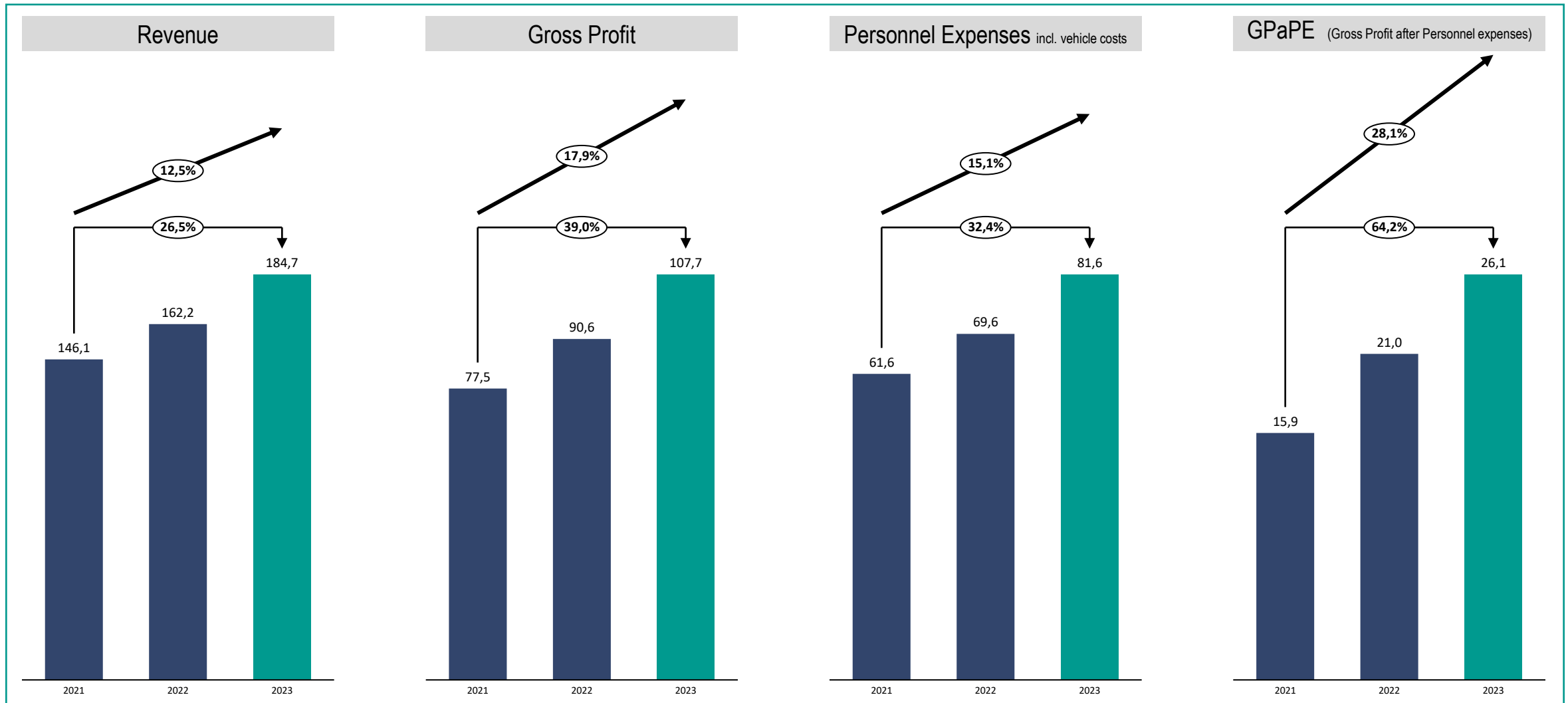


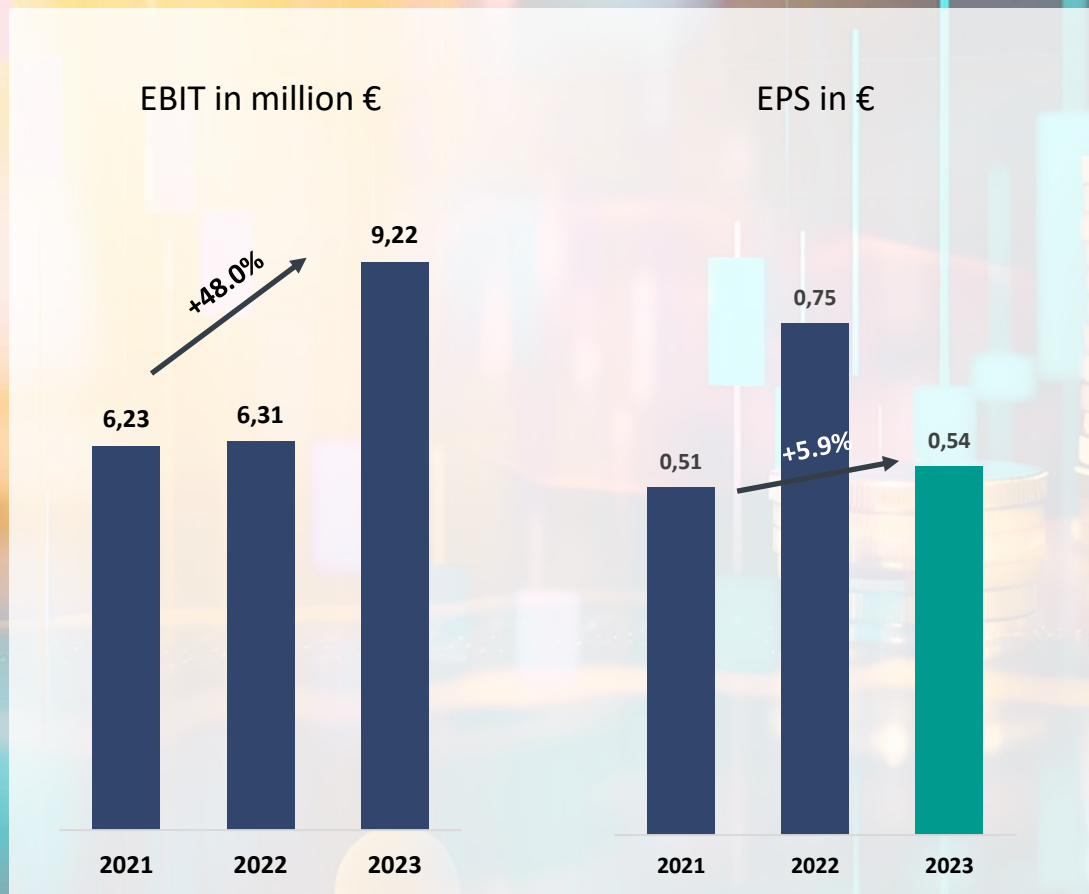
### ADJUSTED EBITDA





# REVENUE & PERSONNEL EXPENSE DEVELOPMENT

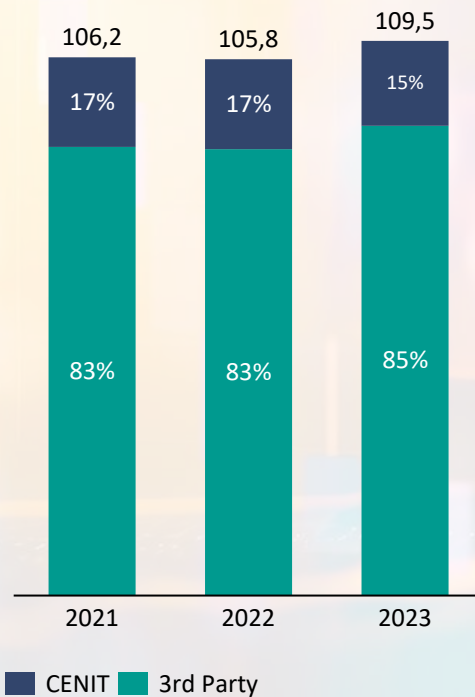




- 48% increase of profit due to performance increase & acquisitions effects
- EPS went down due to financing costs & interests for buy & built strategy
- Focus on EPS improvement in 2024



## CENIT SW SHARE



- The decline in CENIT SW sales (PLC + ALC + YLC) is mainly due to lower PLC sales & more recurring SaaS revenue
- ALC slightly declining
- Strong increase in YLC due to
  - 1) Switch from PLC to YLC and
  - 2) EIM business is based on contract wave cycles
- Overall positive change to more recurring SaaS model

in million €

Income statement	2023	2022	Change
Sales	184.72	162.15	+13.9%
Gross profit	110.61	91.99	+20.2%
EBITDA	16.41	11.94	+37.4%
EBIT	9.22	6.31	+46.2%
Net profit	4.99	6.61	-24.5%
EPS in €	0.54	0.75	-28.0%
Dividend in €	0.04	0.50	

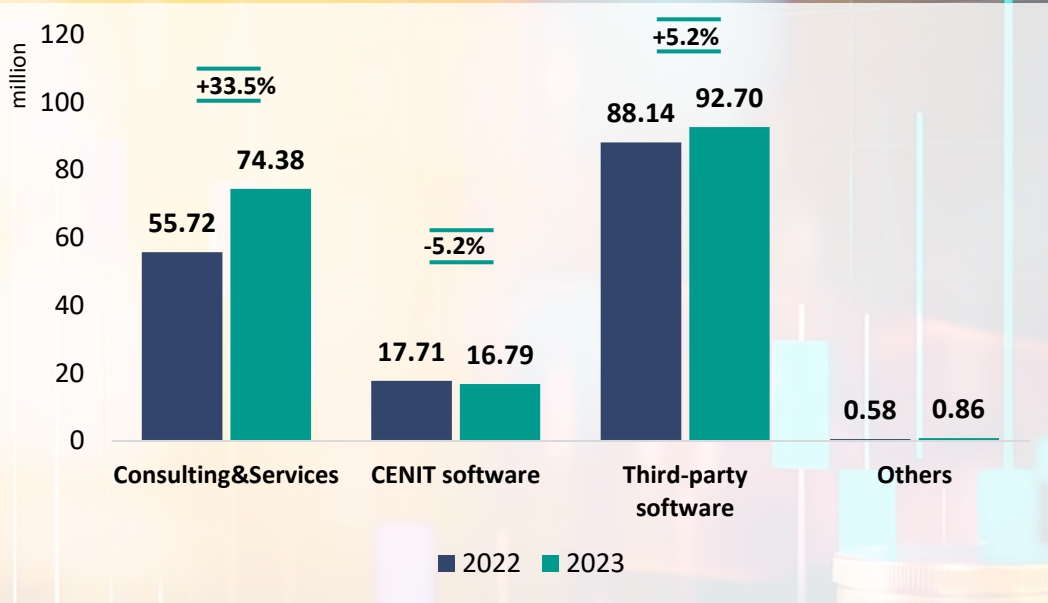
KPI's	2023	2022	Change
EBIT	9.22	6.31	+46.2%
Market cap	101.24	102.09	-0.8%
Order Backlog	57.50	46.05	+24.7%

Balance sheet	2023	2022
Total equity & liabilities	153.62	127.04
<u>Selected assets</u>		
Goodwill	34.24	27.76
Cash	24.34	19.91
<u>Selected liabilities</u>		
Overdrafts	37.41	21.35
Total equity	45.00	44.78
Equity ratio	29.30%	35.30%

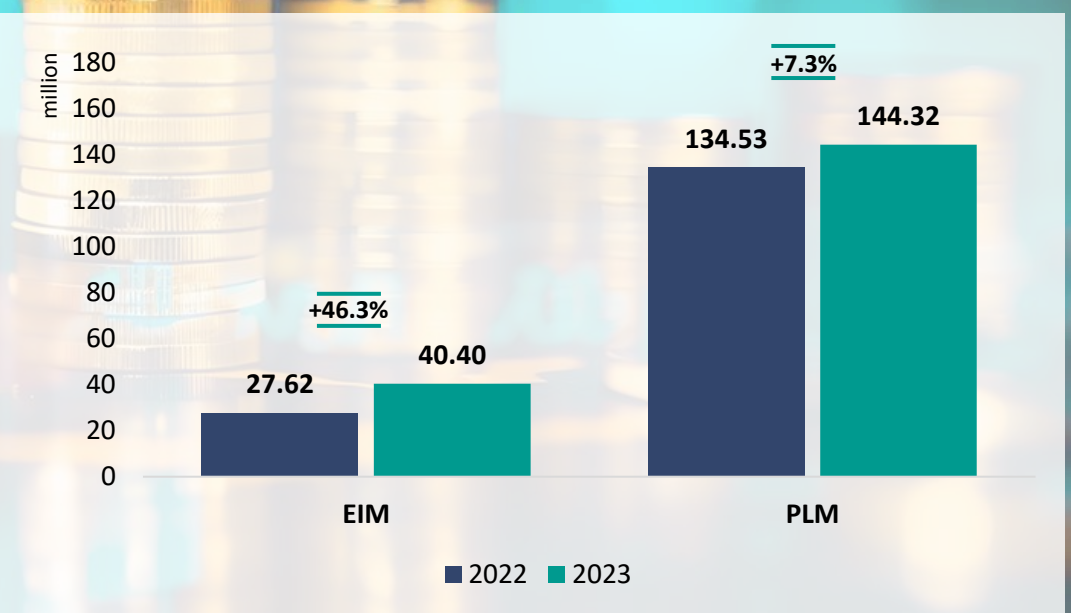
Cash flow	2023	2022
Operative Cash flow	5.33	11.49
Capex (Investment)	-8.16	-29.23
Free Cash flow	-2.83	-17.74



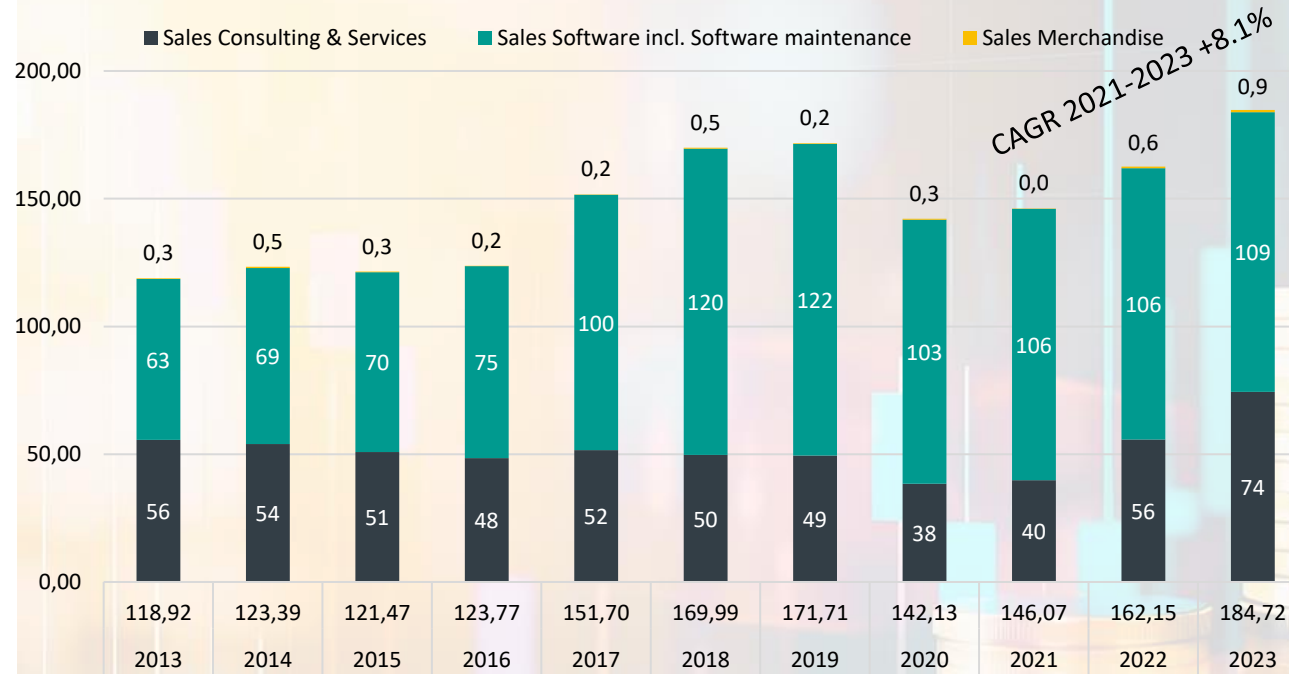
## SALES BY REVENUE TYPE



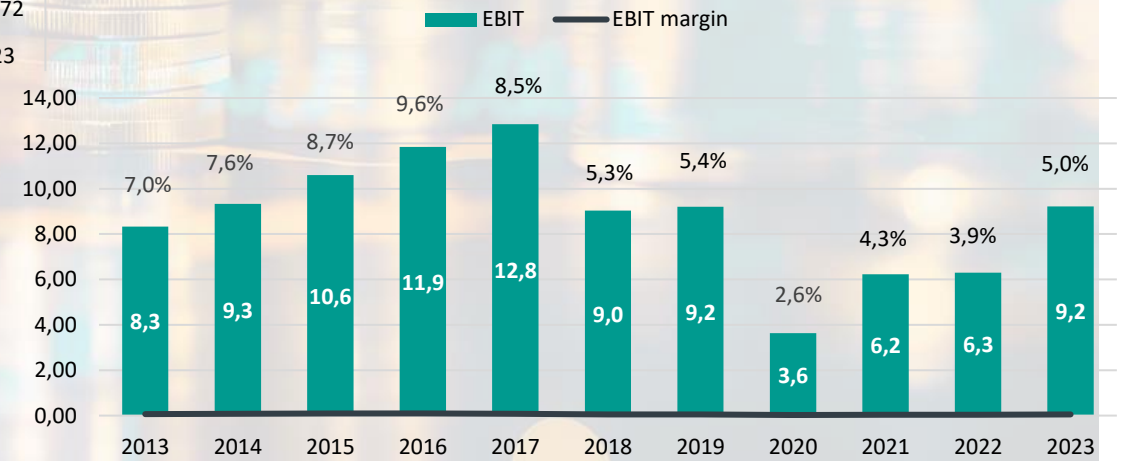
## SALES BY SEGMENT



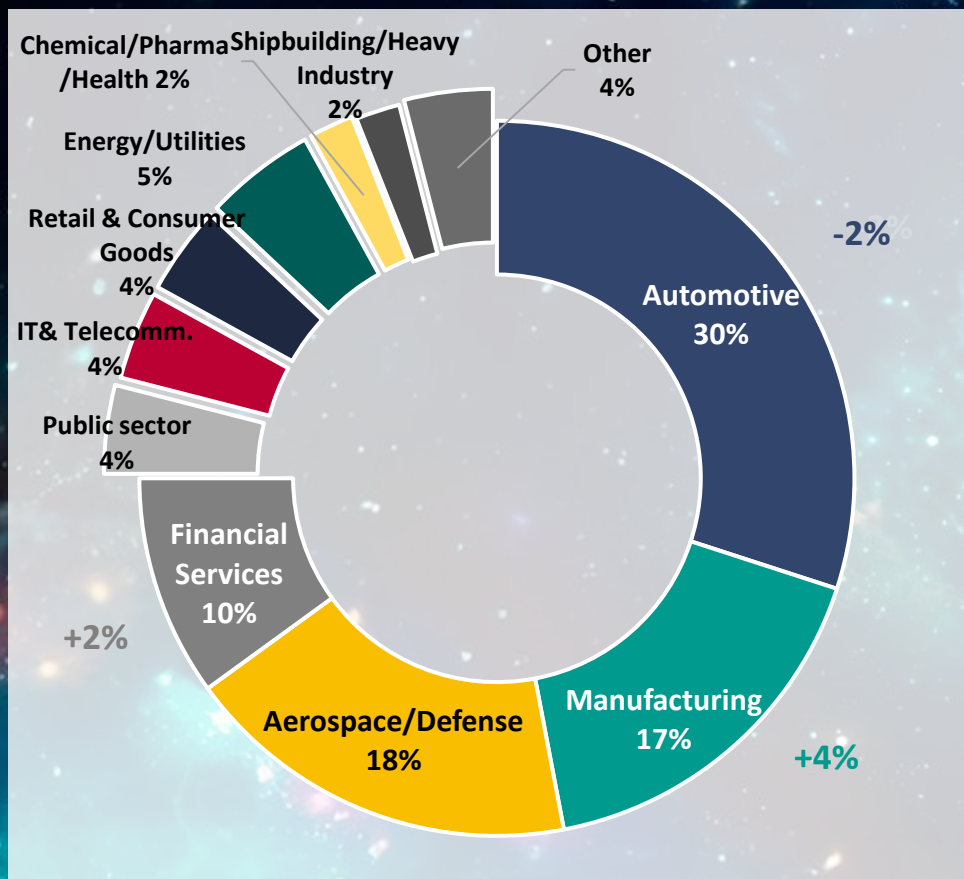
## Sales 2013-2023 in million €



## EBIT Development



# CORE INDUSTRIES AND CUSTOMERS







# INORGANIC GROWTH

# GROWTH THROUGH M&A



## 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





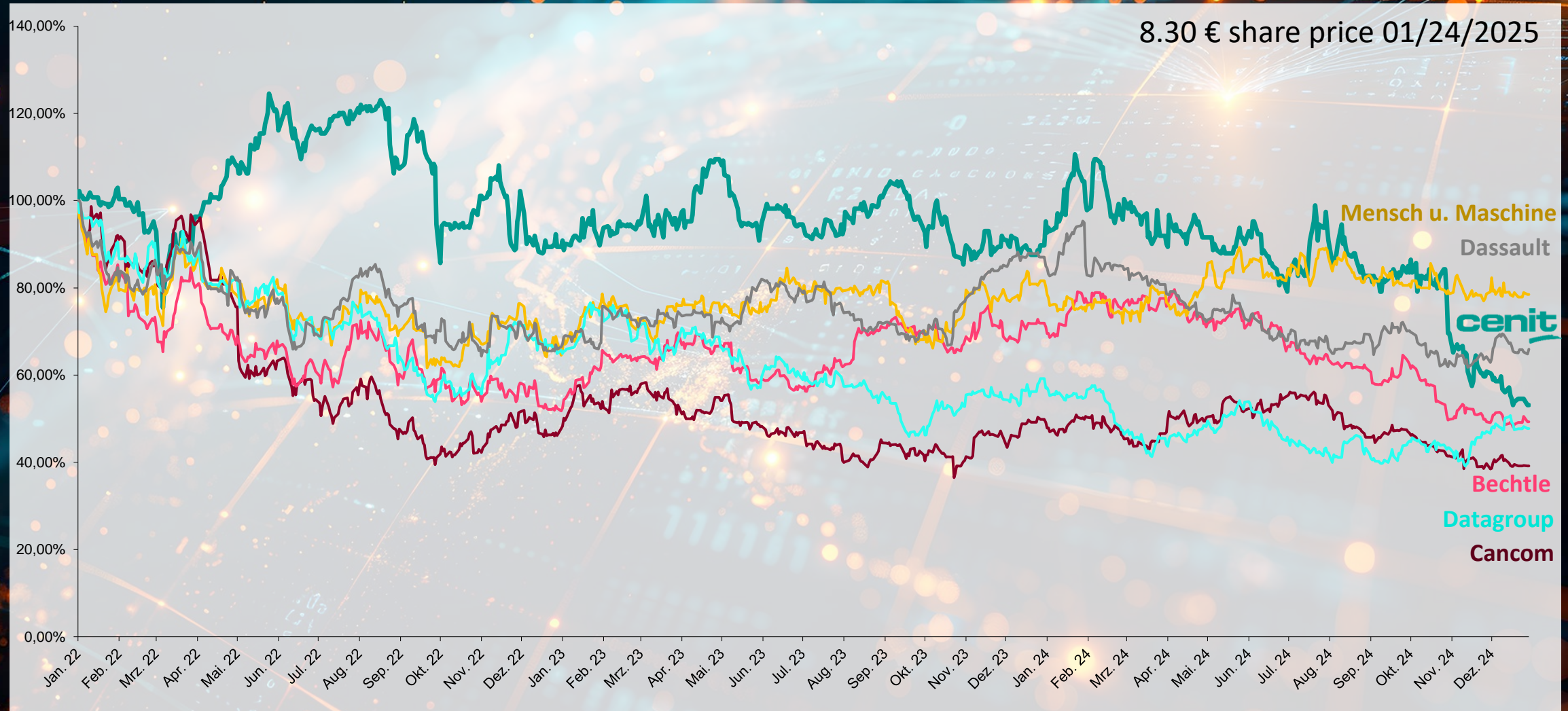


## WHY CENIT?

- ✓ 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

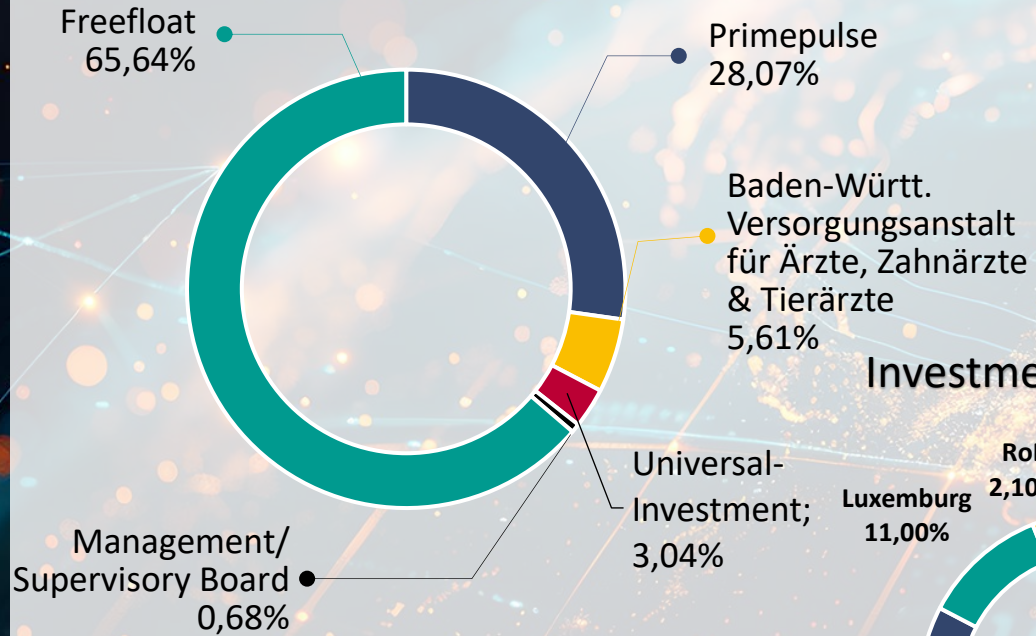


# CENIT SHARE

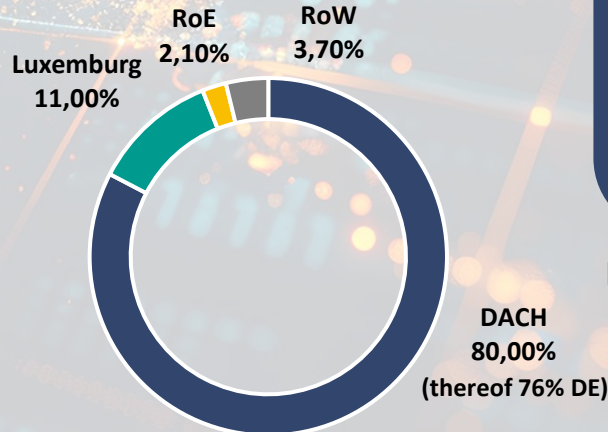


# CENIT ON THE CAPITAL MARKET

## Shareholder structure



## Investment by country

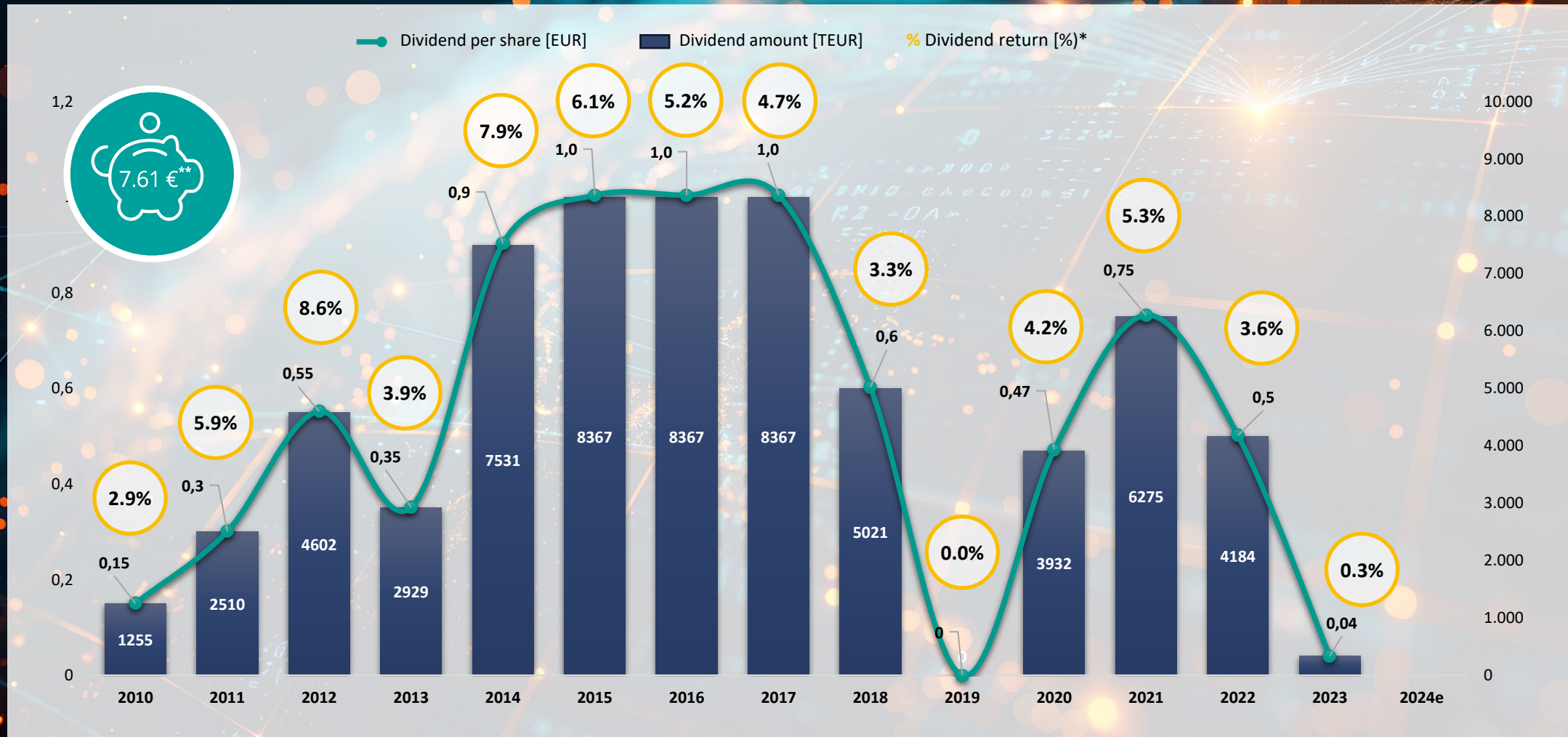


## Analyst ratings





# DIVIDEND



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

\*\*dividend amount accumulated 2010-2023



# FINANCIAL CALENDAR 2024

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

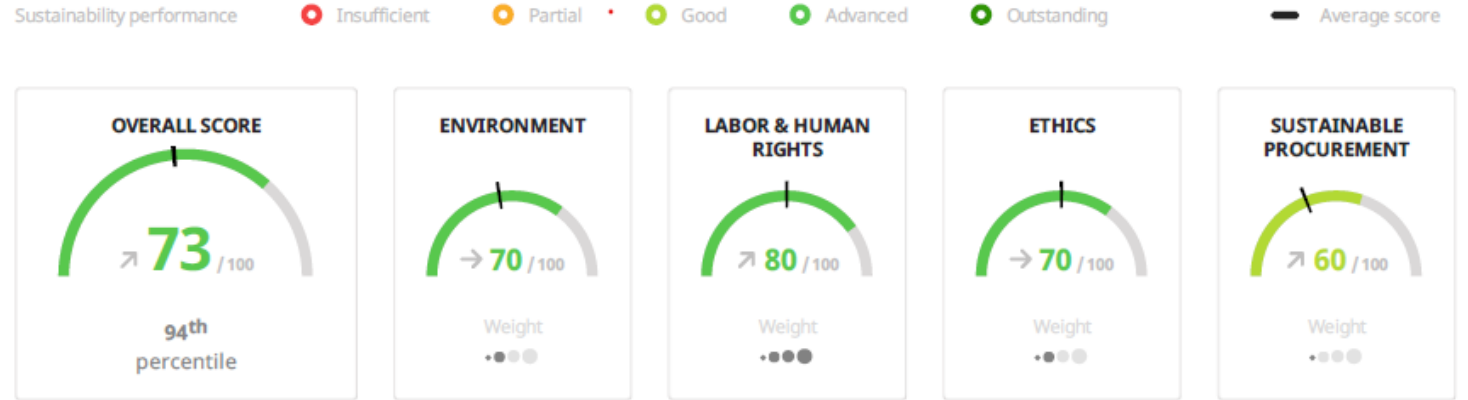


# SUSTAINABILITY AT CENIT

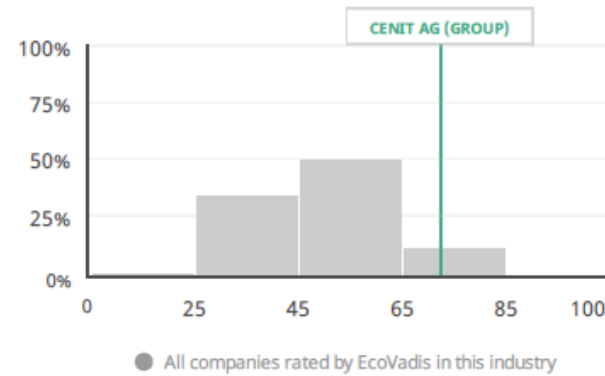
- Sustainability Report on website since end of April 2024.
- ESG GRI standard (Global Reporting Initiative) included in Sustainability Report for rating agencies.
- CENIT Purpose "We empower sustainable digitalization" reflects strategic focus on sustainability.
- Due to our current sustainability report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



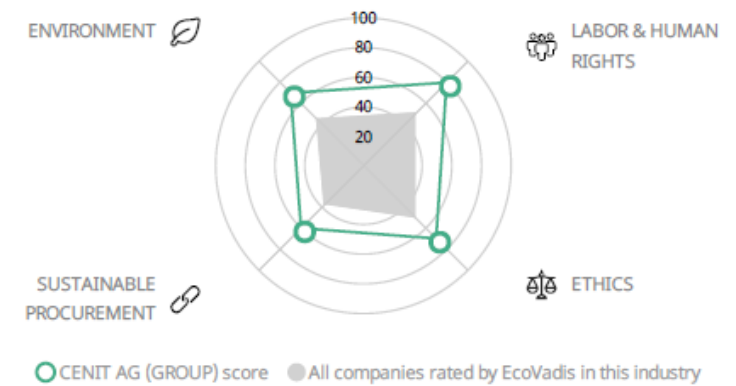
## Score breakdown



## Overall score distribution



## Theme score comparison



Scorecard ecovadis



# OUR SUSTAINABILITY TARGETS\*

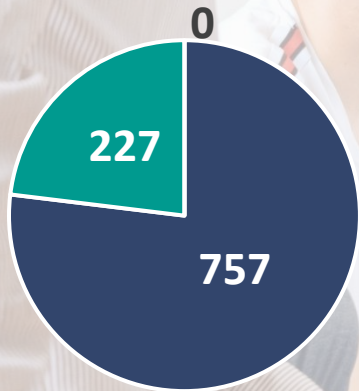
SUSTAINABILITY TARGET	WHEN	TARGET	CURRENT STATUS
Reduce our CO <sub>2</sub> -Footprint	2030	55% reduction	1502 tons of CO <sub>2</sub> e
Usage of renewable electricity	2030	100%**	already in some places (assessment needed)
training hours per employee (average)	2030	20 hours / employee	15,8 hours / employee
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

**22.4%**  
Share of women  
in the group

**260 € k**  
Inflationary  
payment

**+575 € k**  
Increase on fix  
salary

**+900 € k**  
OTE  
increase



# 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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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.