

CENIT OVERVIEW

FEBRUARY 2024
PETER SCHNECK, CEO

OVERVIEW

1988 established in Stuttgart

Publicly listed since **1998**

29 Locations in **9** Countries

162.2 M€* Sales, **6.3 M€*** EBIT

Equity ratio **35%***

*as of 12/31/2022

903
Employees

+52
trainees/
students

We offer sustainable digitalization
for the **manufacturing industry** and
document logistics.

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

PURPOSE

We empower sustainable digitalization

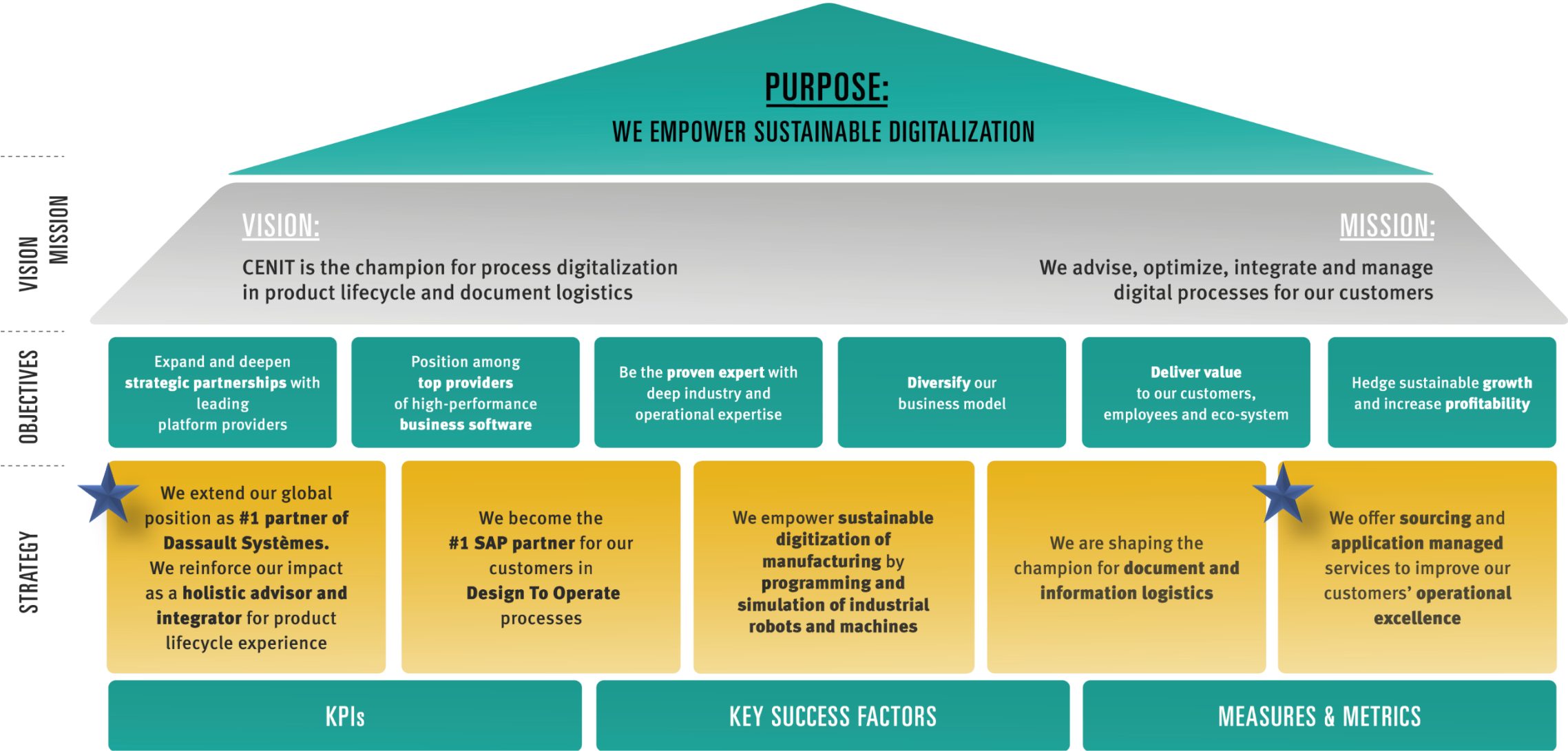
VISION

CENIT is the champion
for process digitalization

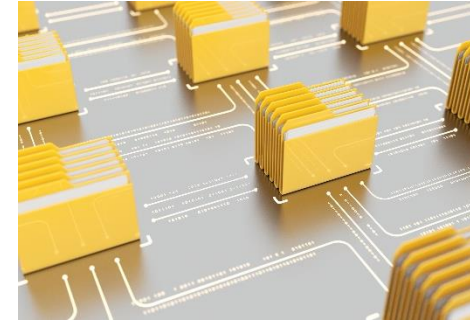
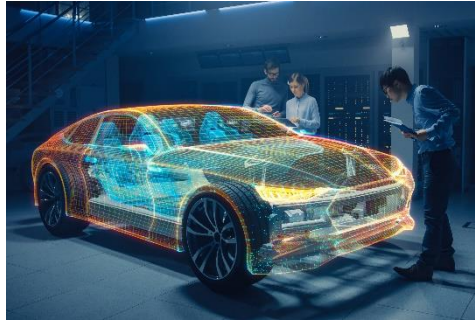
MISSION

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

STRATEGY



CENIT BUSINESS UNITS AND STRATEGIC PARTNERSHIPS



3DS SOLUTIONS

- Leading international **#1 Partner of Dassault Systèmes** for 3DEXPERIENCE Platform and number one cloud solution partner
- Holistic advisor and integrator for product lifecycle experience



SAP SOLUTIONS

- **#1 SAP Partner for the Design-to-Operate Process**
- System integrator for seamless business processes based on Dassault Systèmes and SAP platforms



DIGITAL FACTORY SOLUTIONS

- Provider of CENIT FASTSUITE E2, a **leading 3D simulation platform for digital twins** of production plants
- Design and implementation of digital factory solutions and consulting services

ENTERPRISE INFORMATION MGMT

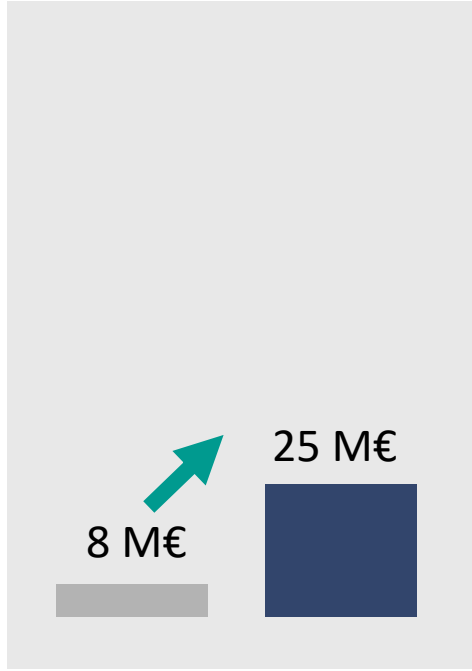
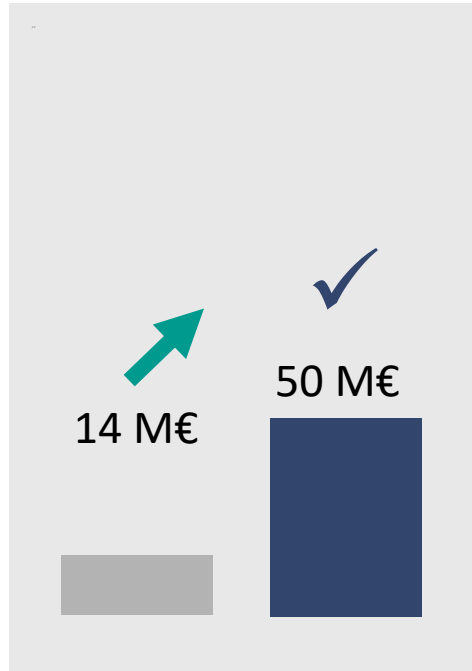
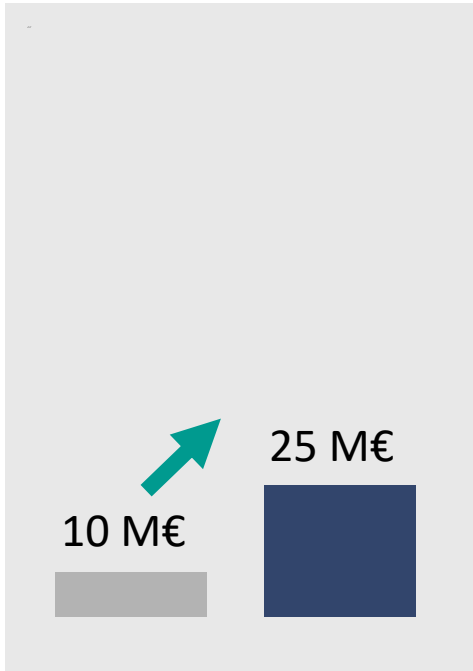
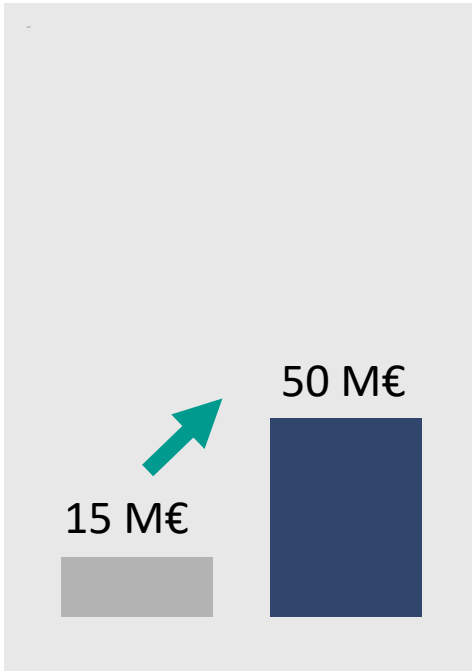
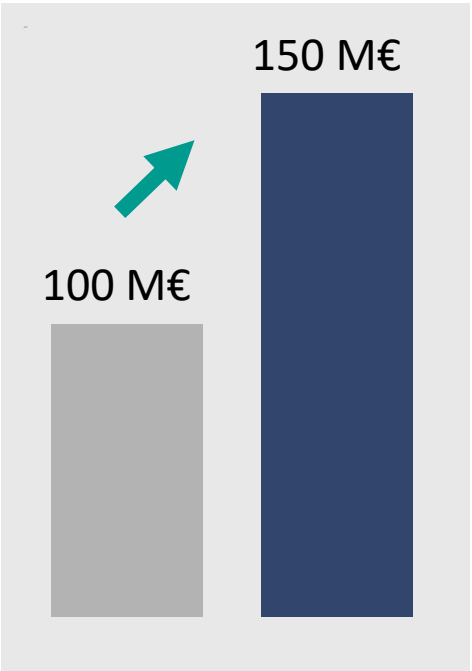
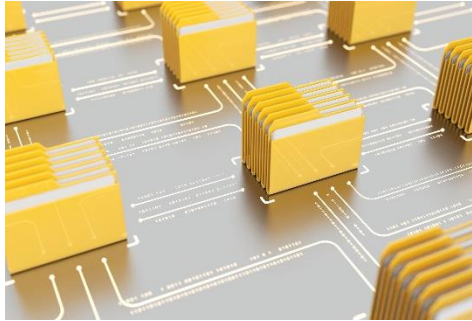
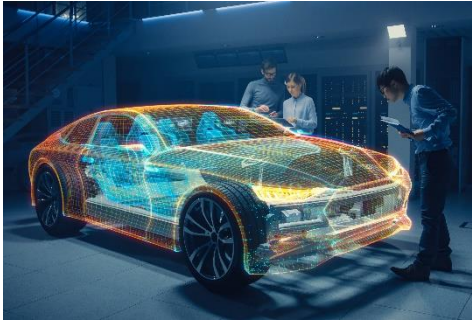
- Proven **champion for document and information logistics**
- Strategic **IBM Platinum Business Partner**

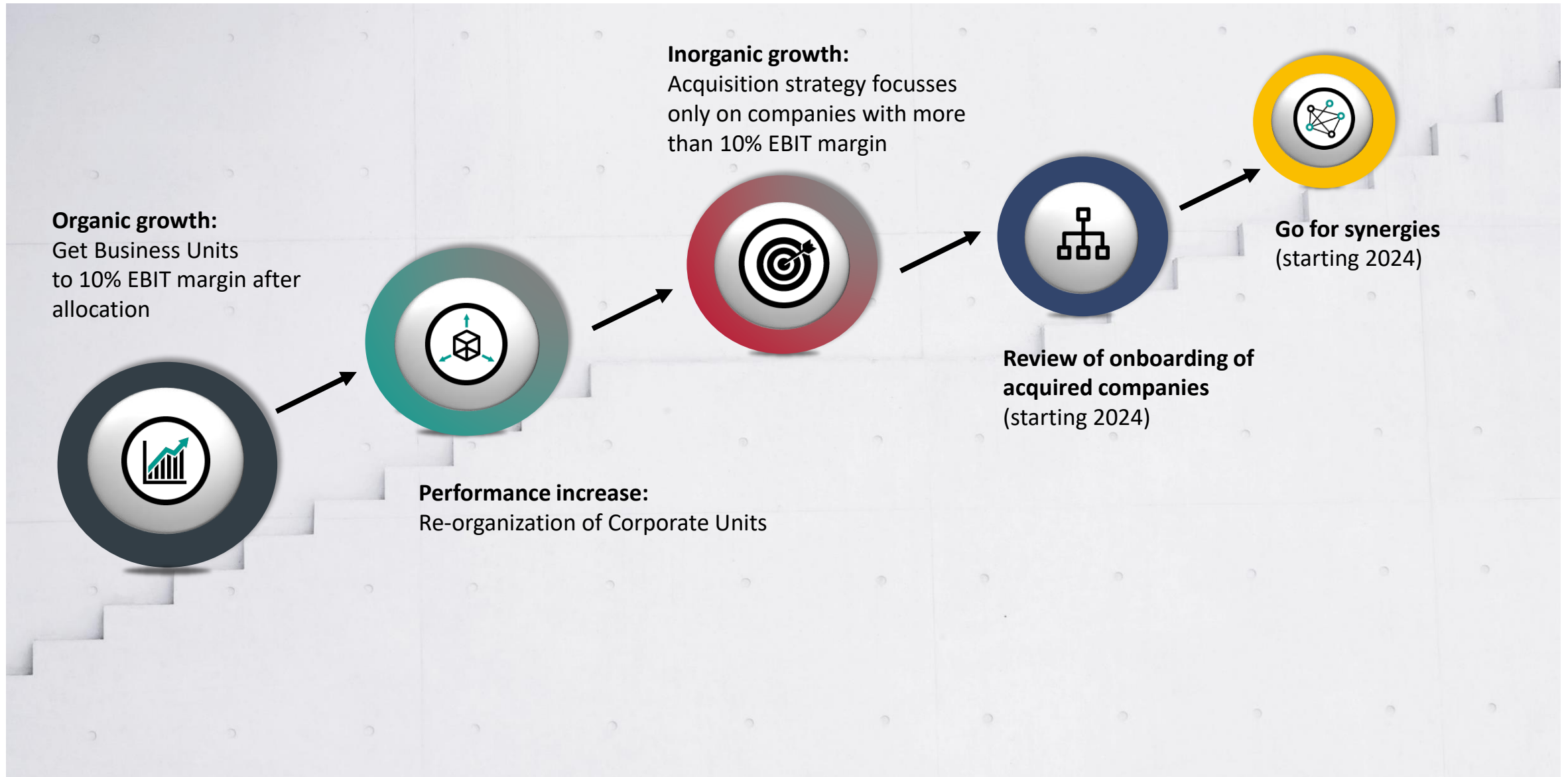


DIGITAL BUSINESS SERVICES

- Longstanding **AMS Partner of the Airbus group** worldwide
- **Specialist for sourcing and application managed services (AMS)** to improve our customers' operational excellence

CENIT BUSINESS UNITS AND STRATEGIC PARTNERSHIPS







**CENIT Group sales
grow organically
and inorganically**

We aim for a
turnover of

300+ million Euro

**The sales
contribution of
CENIT's own
software grows**

We aim to achieve
a sales share of
> 20 percent

**Long-term return
of 8 to 10 percent**

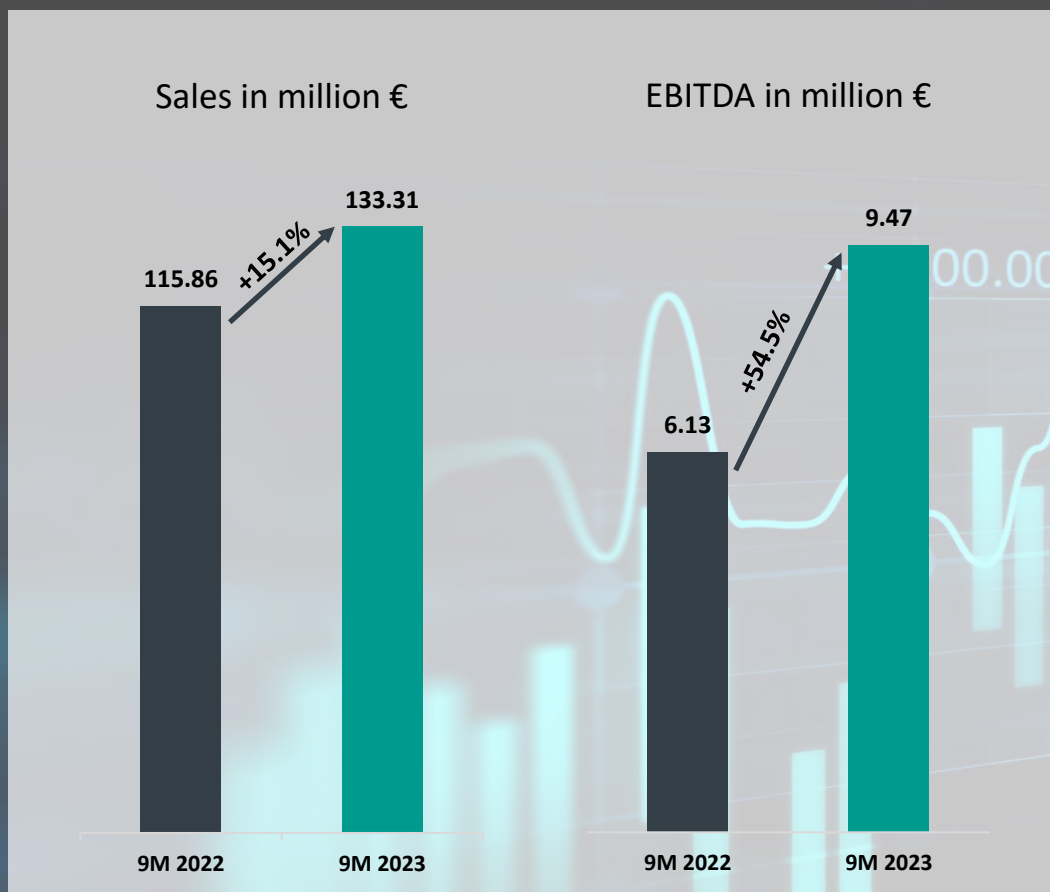
We aim for a stable
operating return on
sales of

8 to 10 percent

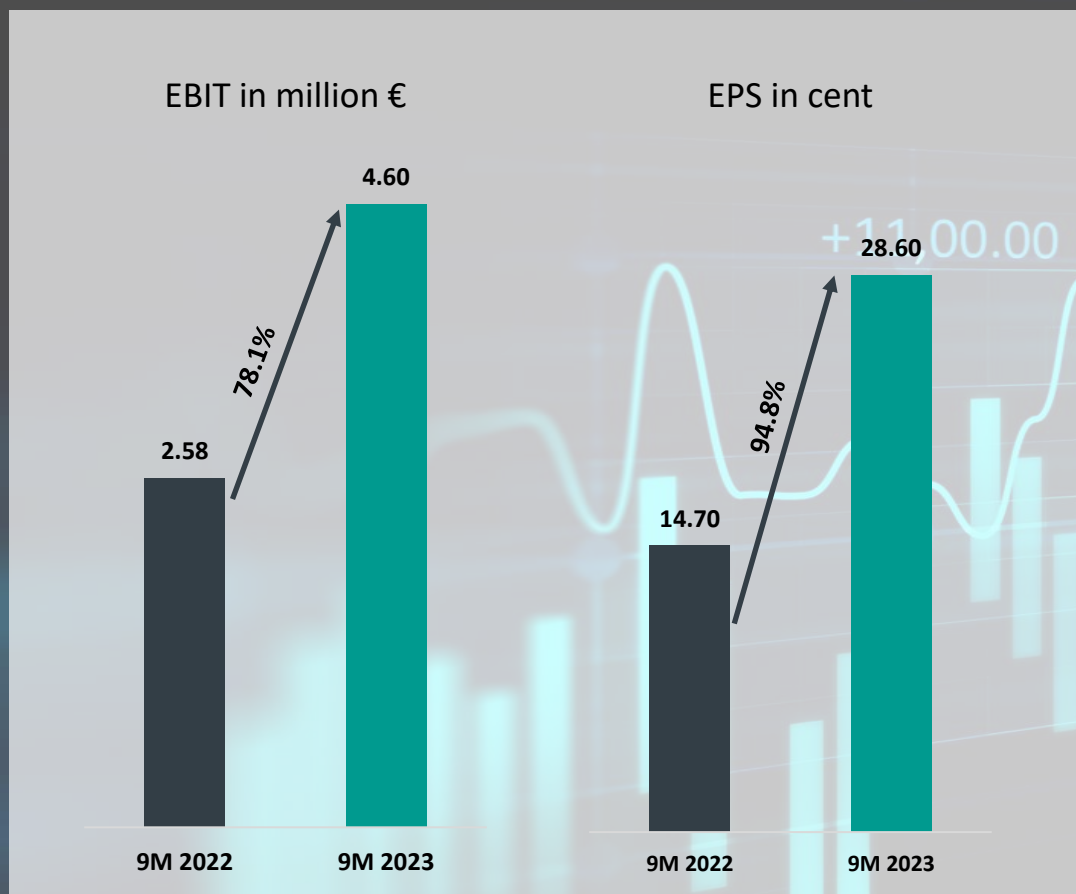
TDM	729.89	915.51	185.62▲25.43%	FLR	660.27	745.28	85.01▲12.88%
HUM	749.73	924.29	174.56▲23.28%	UVD	155.59	181.57	25.98▲16.70%
DMW	833.72	1004.01	170.29▲20.43%	QUV	440.55	540.21	99.66▲22.62%
YZJ	903.49	1127.46	223.97▲24.79%	HZT	285.51	344.98	59.47▲20.83%
GLY	982.07	1219.39	237.32▲24.17%	PCW	811.44	1029.66	218.22▲26.89%
VDA	113.74	143.41	29.67▲26.09%	AIK	361.77	451.39	89.62▲24.77%
UVV	468.08	535.41	67.33▲14.38%	ZJJ	858.36	994.57	136.21▲15.87%
HJS	545.49	659.05	113.56▲20.82%	RHJ	894.79	1046.68	151.89▲16.97%
EQC	566.96	664.69	97.73▲17.24%	VGV	425.08	509.95	84.87▲19.97%

PPJ	912.63	1038.36	125.73▲13.78%	ZBK	391.59	491.48	99.89▲25.51%
UAQ	1309.55	1655.62	346.07▲26.43%	BNY	969.21	1130.65	161.44▲16.66%
DAQ	1295.17	1641.66	346.49▲26.75%	SDM	735.44	913.39	177.95▲24.20%
PNR	654.33	775.84	121.51▲18.57%	TQJ	1323.91	1646.42	322.51▲24.36%
ZFM	751.53	909.13	157.60▲20.98%	QIS	543.42	667.24	123.82▲22.79%
				TTB	1455.17	1823.46	368.29▲25.34%

FINANCIAL FIGURES 9 MONTHS 2023



- PLM sector with mainly organic revenue growth of 7.0%
- EIM sector with sales increase of approx. 60%
- Service & consulting business remains strong with +40% due to acquisitions
- Overall 15.1% growth in sales, with acquisitions contributing more than 4 million



- Group EBIT margin 4.32% in the third quarter
- Based on the first nine months, the Group EBIT margin is 3.45%.

FINANCIAL FIGURES 9 MONTHS 2023 (INCOME STATEMENT/BALANCE SHEET)

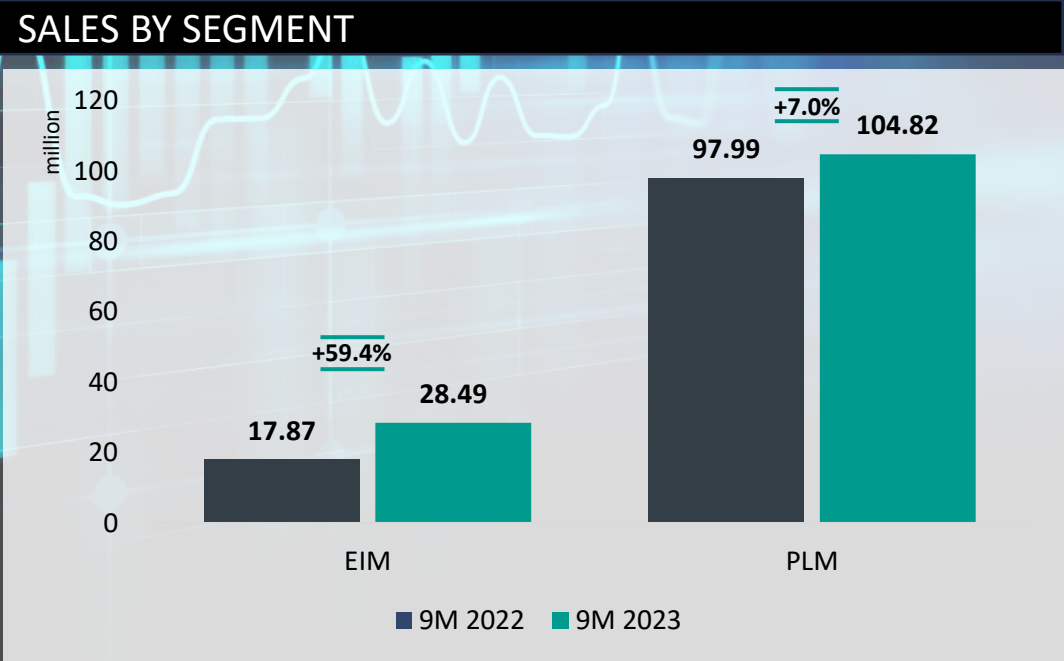
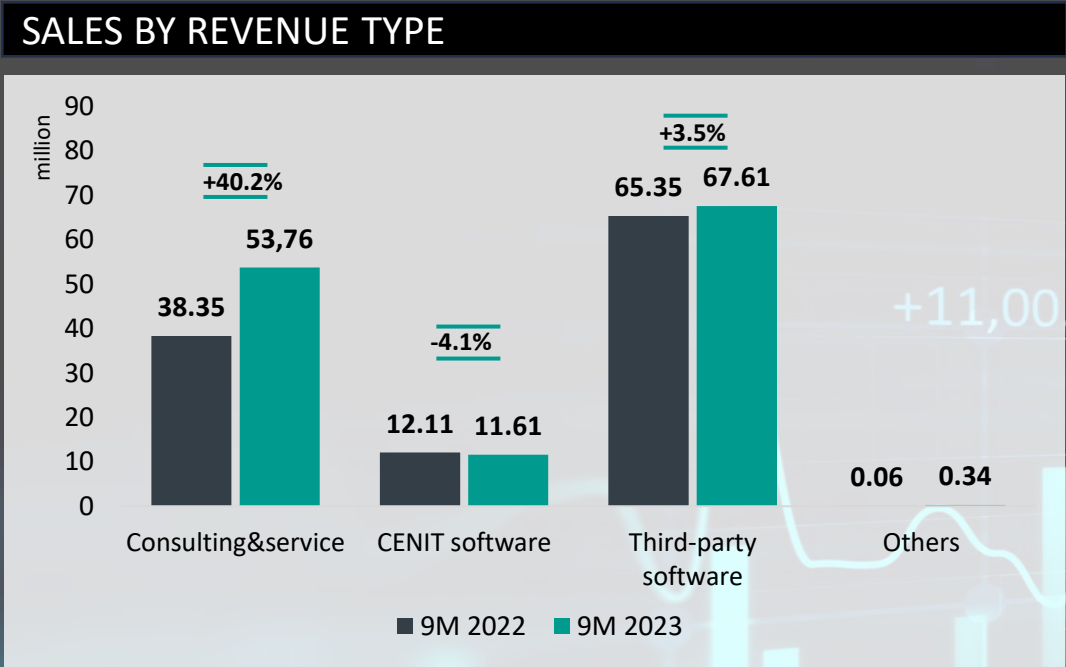
in million €

Income statement	9M-2023	9M-2022	Change
Sales	133.31	115.86	+15.1%
Gross profit	78.97	64.10	+23.2%
EBITDA	9.47	6.13	+54.5%
EBIT	4.60	2.58	+78.1%
Net profit	2.82	1.54	+83.0%
EPS in cent	28.6	14.7	+94.8%

Balance sheet	9M-2023	2022
Total equity & liabilities	144.51	127.04
<u>Selected assets</u>		
Goodwill	35.05	27.76
Cash	30.07	19.91
<u>Selected liabilities</u>		
Overdrafts	38.70	21.35
Total equity	43.12	44.78
Equity ratio	29.8%	35.3%

KPI's	9M-2023	9M-2022	Change
EBIT	4.60	2.58	+78.1%
Market cap	109.20	107.94	+1.2%
Order Backlog	53.09	46.50	+14.2%

Cash flow	9M-2023	9M-2022
Operative Cash flow	8.50	11.32
Capex (Investment)	-8.26	-28.42
Free Cash flow	0.24	-17.10



FINANCIAL FIGURES Q3-2023

In million €

Income statement	Q3-2023	Q3-2022	Change
Sales	45.84	41.95	+9.3%
EBITDA	3.73	2.75	+35.3%
EBIT	1.98	1.46	+35.2%
Net profit	1.03	0.99	+4.1%
EPS in cent	10.1	10.0	+0.8%

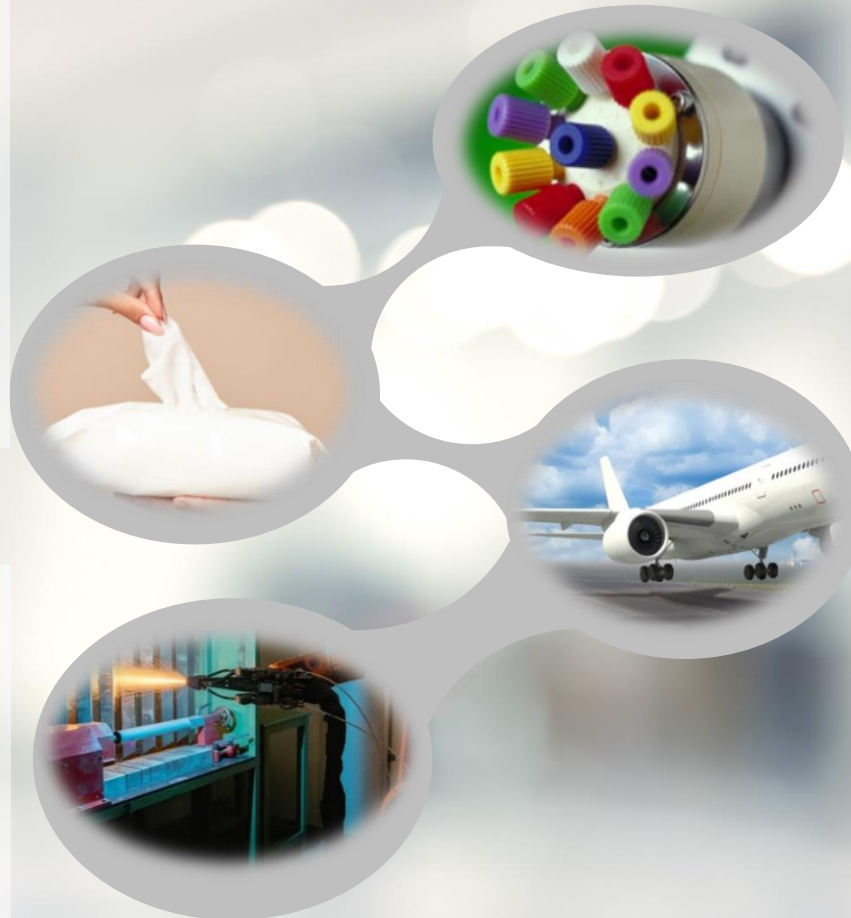
Sales	Q3-2023	Q3-2022	Change
Third-party software	22.85	21.70	+5.3%
CENIT software	3.97	4.12	-3.7%
Consulting & service	18.75	16.12	+16.3%
Others	0.27	0.01	+>100.0%
Total	45.84	41.95	+9.3%



- Eurowipes is a french. market leader for cosmetics and health products.
- The aim was to increase KPIs and fulfil customer requirements as efficiently as possible.
- Eurowipes linked DELMIA Ortems to the SAGE X3 ERP to manage its production more efficiently and control the workload of the different production lines.
- Within 2 years, the reliability rate for delivery times has increased from 88% to 92%.



- New OEM partnership with DURUM
- DURUM VERSCHLEISS-SCHUTZ GMBH ("DURUM") was established in 1984 as a manufacturer of advanced hard-facing products in Mettmann near to Düsseldorf. DURUM is recognized and sought after as producer of high-quality materials for wear resistant applications.
- Today DURUM has production and service centers in Brazil, France and the USA which are complemented by distribution partners in all 5 continents.



DURMAT® ADVANCED
Offline Programming
powered by FASTSUITE



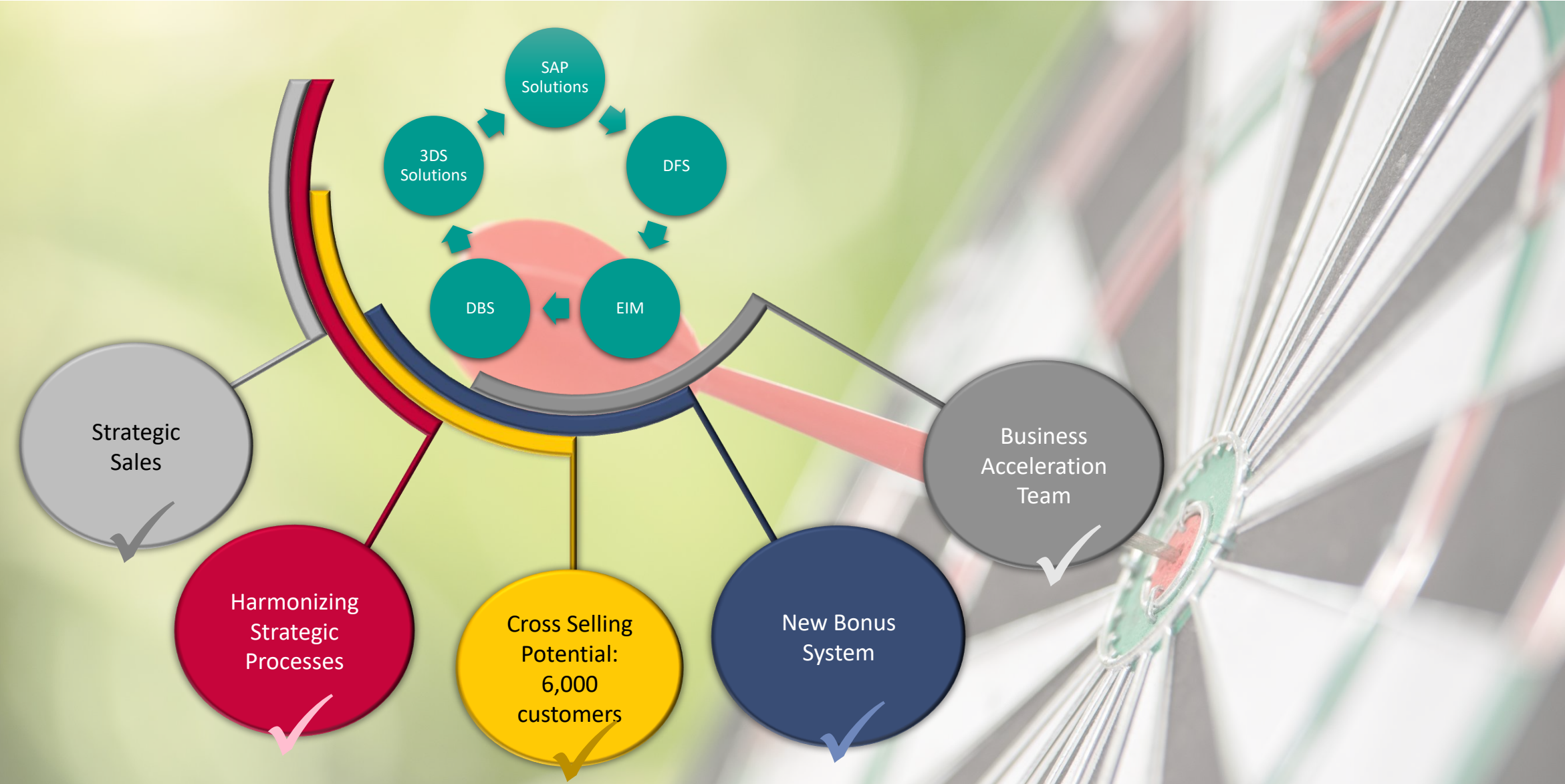
- VICI Valco Instruments Co. Inc. has been a market leader in the development and production of standard and customised valves and fittings for over 45 years and was the first ISO-certified manufacturer of high- and low-pressure valves for scientific instruments.
- Within the scope of the changeover to S4/HANA, SAP ECTR was purchased to connect Inventor with SAP. CENIT (Switzerland) supports Vici in the successful SAP ECTR implementation and migration of CAD data.



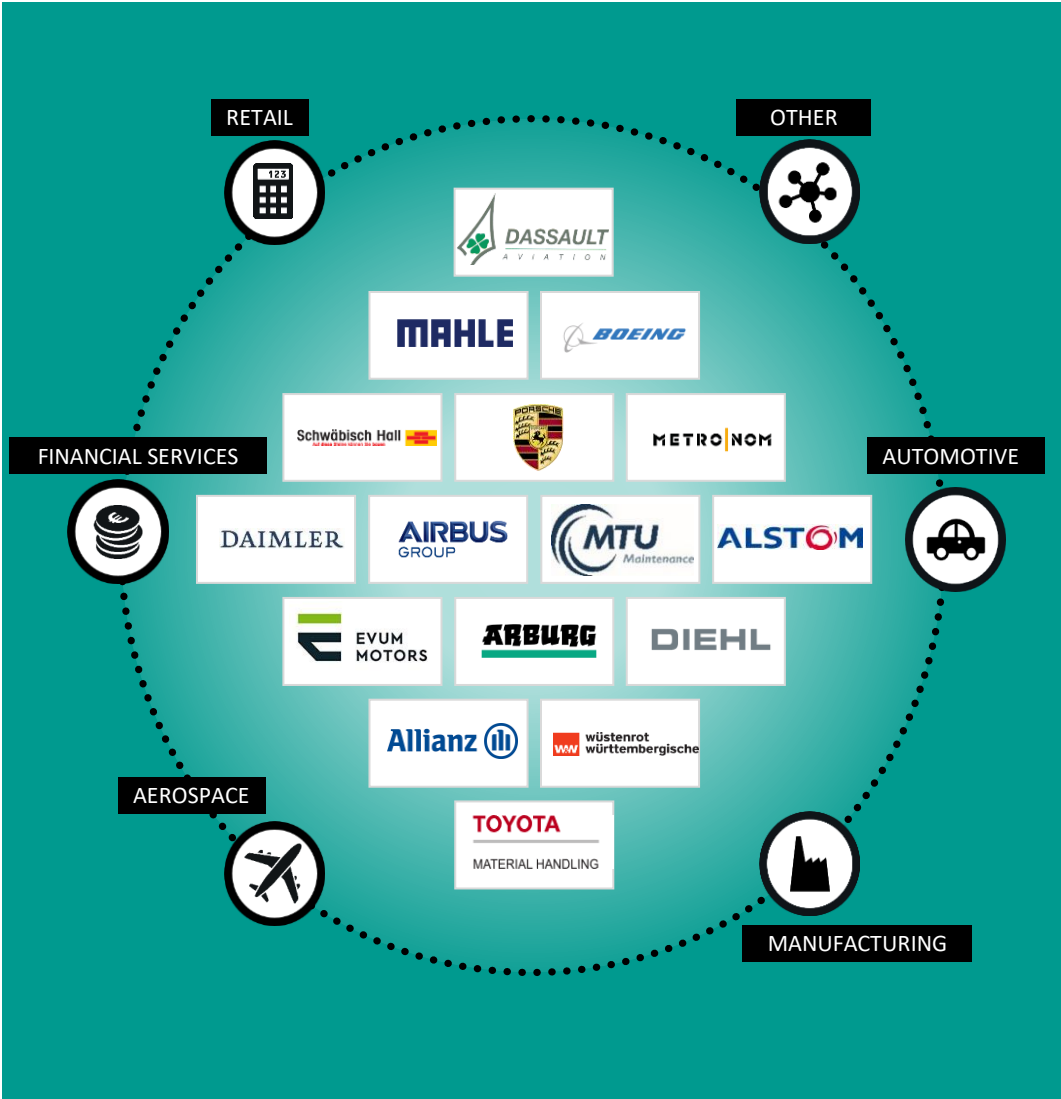
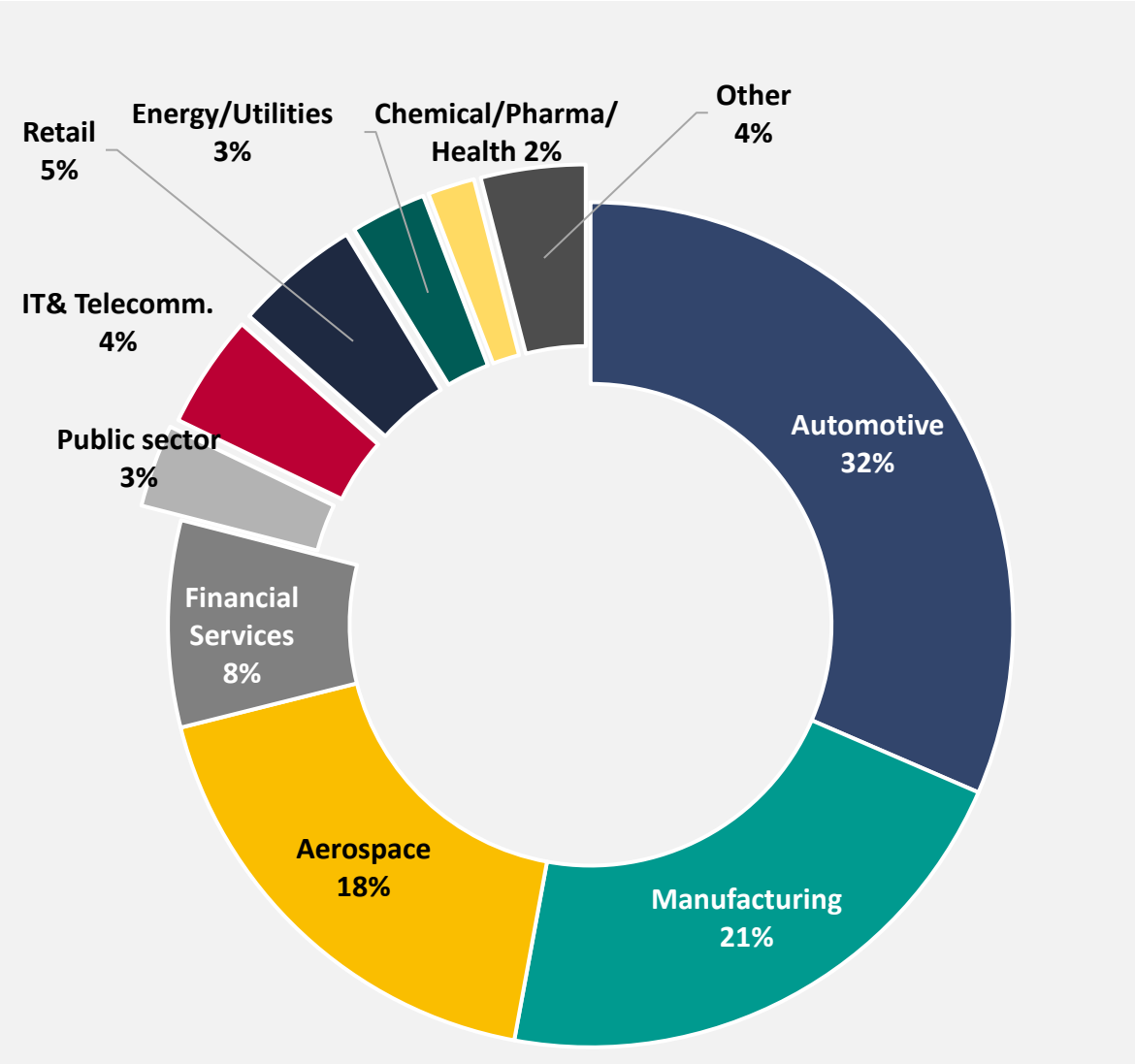
- PFW Aerospace GmbH has been one of the most important companies in German aviation for over 100 years. The company is a world leader in the field of tubing systems in aircraft.
- The CENIT 3DEXPERIENCE-SAP integration enabled a common platform across the entire engineering workstream.
- Digitally connected 3DEXPERIENCE and SAP system for data exchange.

STRATEGY PART 1: ORGANIC GROWTH

- Approx. 3.6 M€ saved in 2023 ✓
- Further saving potential of around 2M€ in 2024
- Critical review of planned projects
- Identification of cost saving potentials
- Optimization through re-organizations

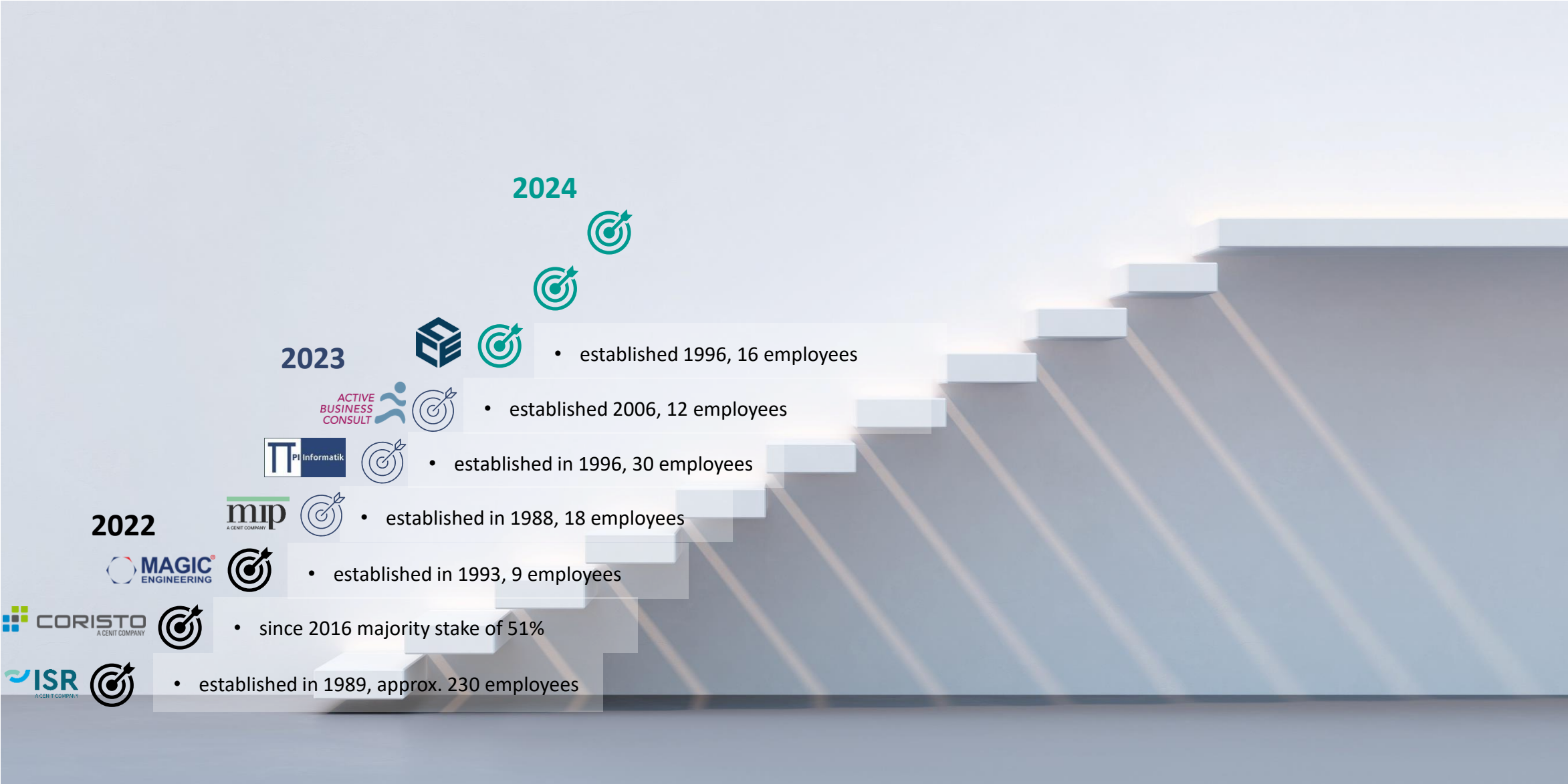


CORE INDUSTRIES AND SELECTED CUSTOMERS



The background of the slide is a photograph of a modern building with a glass facade, viewed from a low angle looking up. The sun is shining brightly from behind the building, creating a lens flare effect. The sky is a clear, vibrant blue.

STRATEGY PART 2: INORGANIC GROWTH





- CCE b:digital GmbH & Co. KG, based in Bissendorf near Osnabrück, was founded in 1996
- Expert for 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

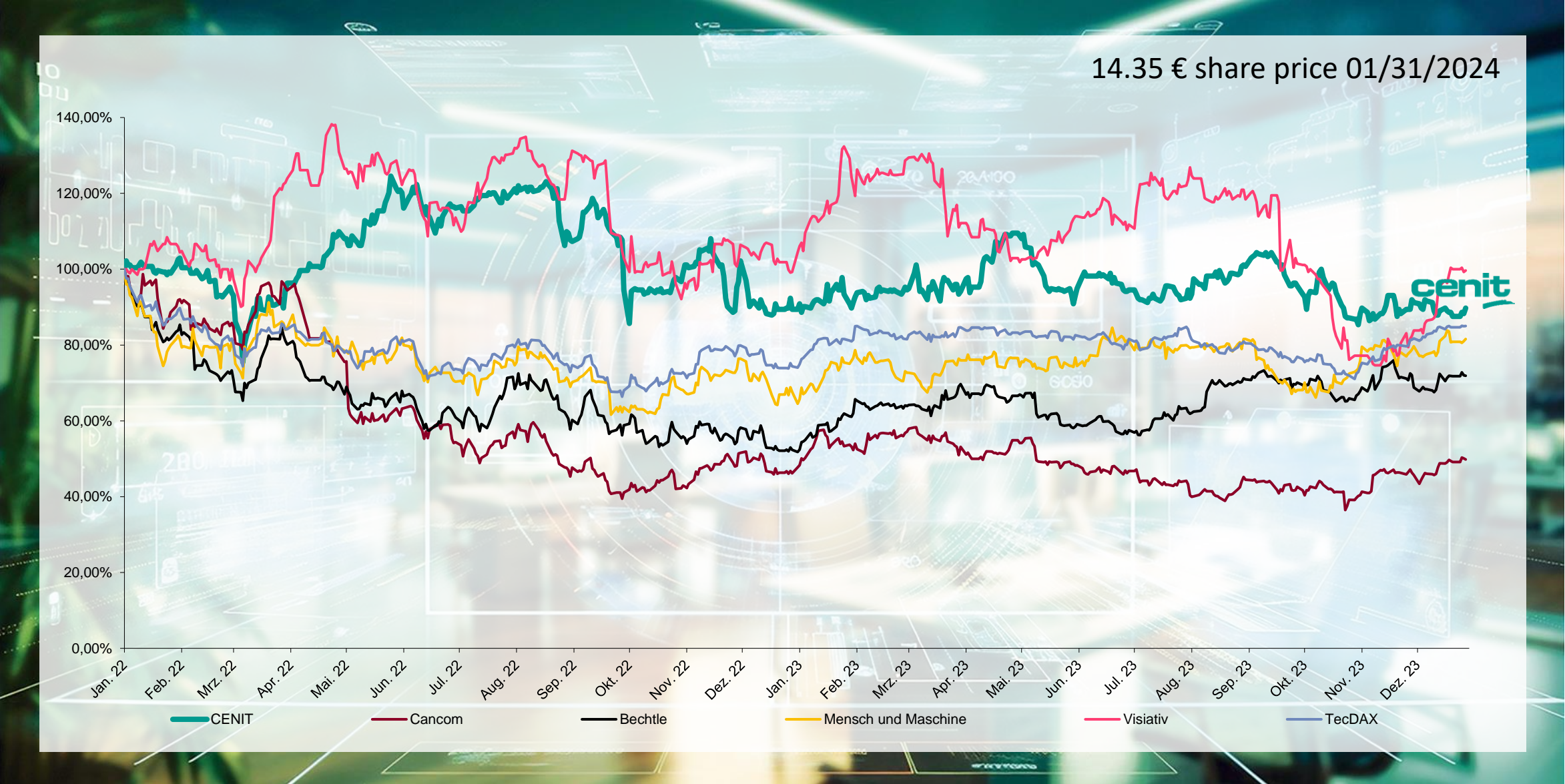
SHARE INFORMATION



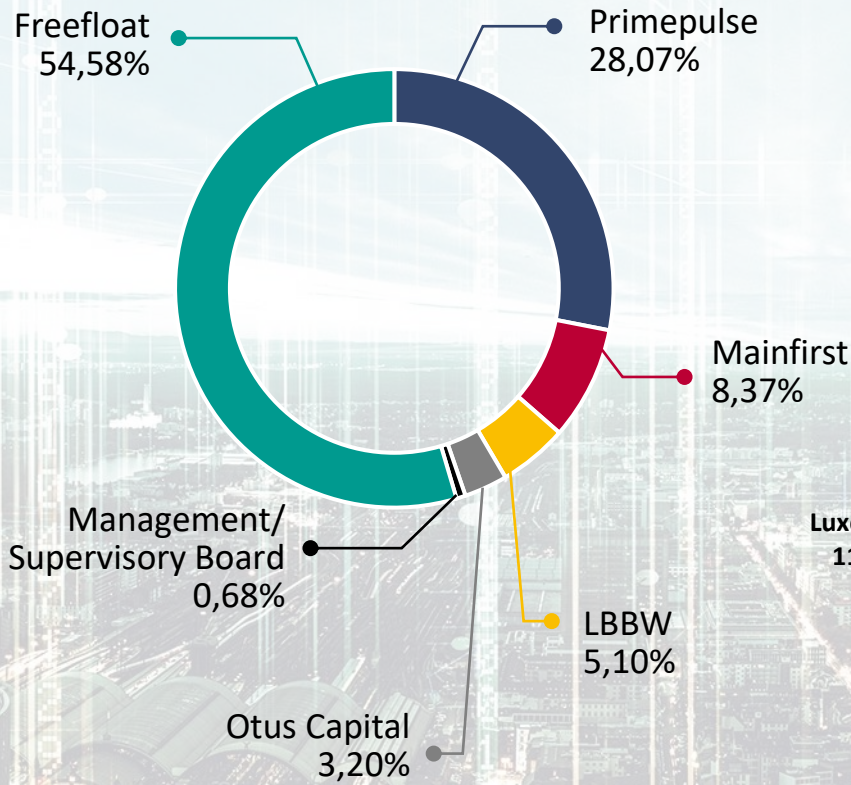
- ✓ Increased demand for digitalization in industry
- ✓ Trusted partner for your sustainable digitalization
- ✓ More than 35 years of experience in the area of PLM and EIM
- ✓ Sustainable, profitable growth both organically and inorganically
- ✓ Only full-service provider for digitalization from a single 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



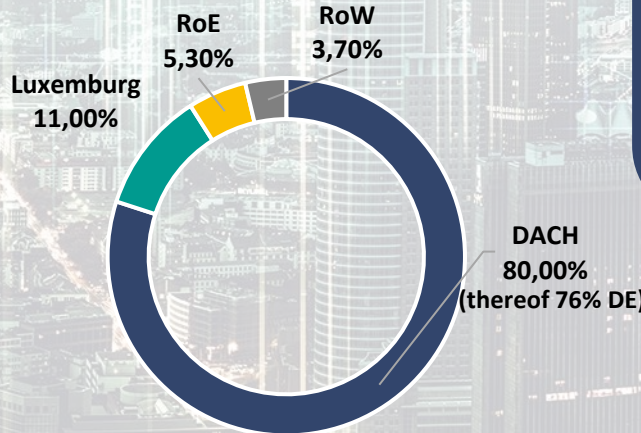
CENIT SHARE COMPARED TO INDICES AND PEER GROUP



Shareholder structure



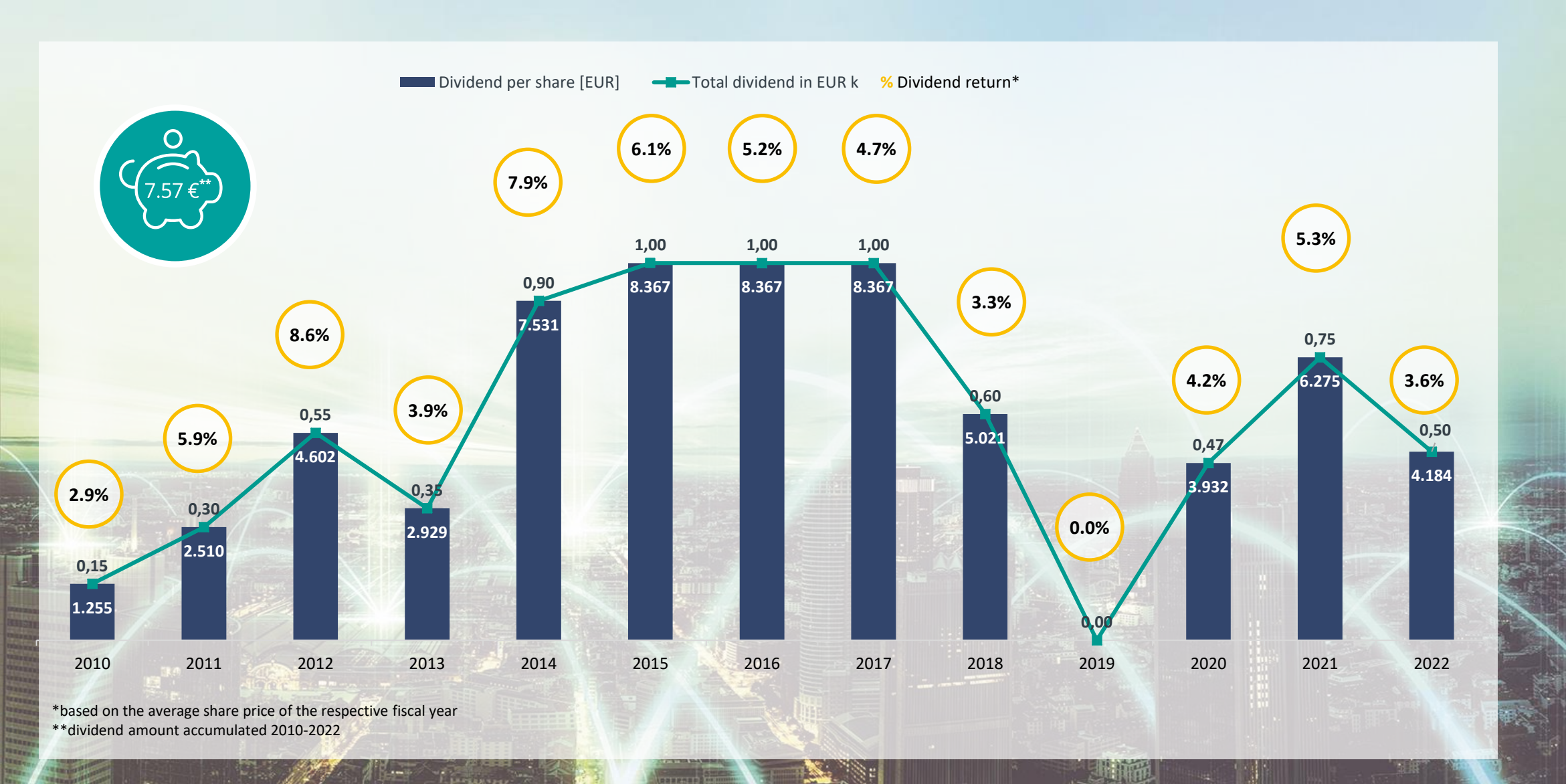
Investment by country



Analyst ratings



DIVIDEND - DISTRIBUTION OF 50% OF THE NET PROFIT OF CENIT AG



02/7-8/2024	Montega Investor Day, Hamburg
04/04/2024	Release of Annual Report 2023
04/22-23/2024	Metzler Small Cap Days, Frankfurt
04/24/2024	GBC Munich Capital market conference
05/14/2024	Release quarterly report Q1 2024
05/15/2024	Stifel German Corporate Conference, Frankfurt
05/15-17/2024	HAIB Stockpicker Summit, Kitzbühel
06/06/2024	Annual Shareholder's Meeting, Filderhalle
08/01/2024	Release of half year report 2024
09/2-3/2024	Equity Forum Autumn conference, Frankfurt
09/6-8/2024	Rüttnauer Research IR-trip, Regensburg
09/11/2024	GBC Zurich Capital market conference
11/05/2024	Release of quarterly report Q3 2024
11/25-27/2024	German equity forum, Frankfurt



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

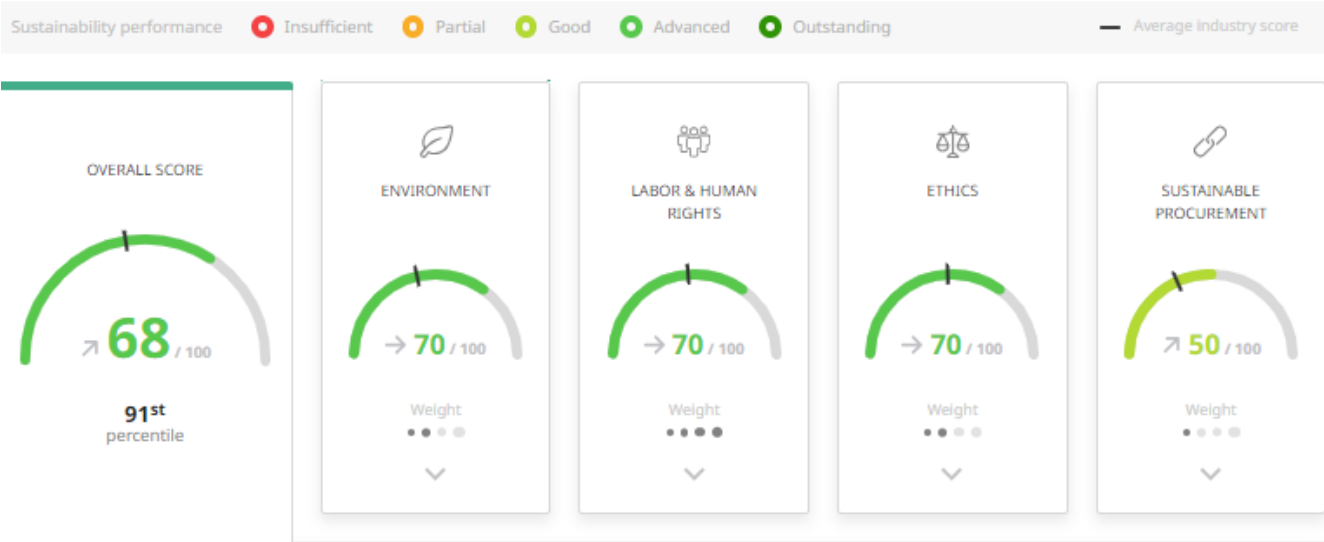
Optimal use of resources

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

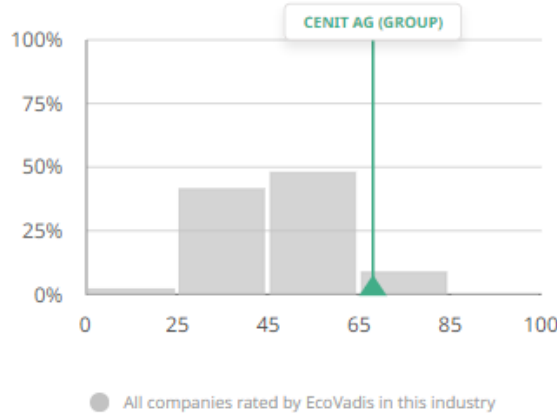
CORPORATE SOCIAL RESPONSIBILITY AT CENIT



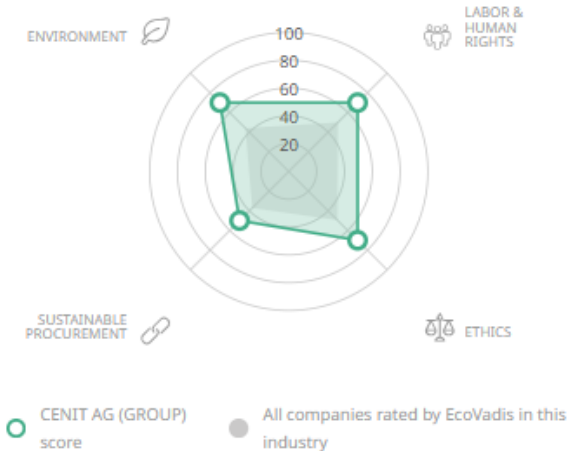
- Sustainability Report on website since end of April 2023.
- ESG GRI standard (Global Reporting Initiative) included in Sustainability Report for rating agencies.
- CENIT Purpose "We empower sustainable digitalization" reflects strategic focus on sustainability.
- Due to our current sustainability report our rating at ecovadis was upgraded from Bronze to Silver.



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	1993 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	10,3 hours / employee
Trainees within our workforce	2030	Maintain at least 5%	5,50%
Measure employee satisfaction	2030	Measurement every other year	First groupwide measurement in the last 5 years
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	No trainings in place
Implement a Supplier Assessment	2025	Implement an Assessment	No supplier assessment in place



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 110 realized projects since 2013
- Projects & support in more than 20 countries worldwide - from Chile, to the Sahel Zone, to Armenia.
- More than 150.000 Euro in donations
- All projects initiated by CENIT colleagues

Thank you.

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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.