



# CENIT OVERVIEW

First quarter 2025  
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

**fastSUITE**

- 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

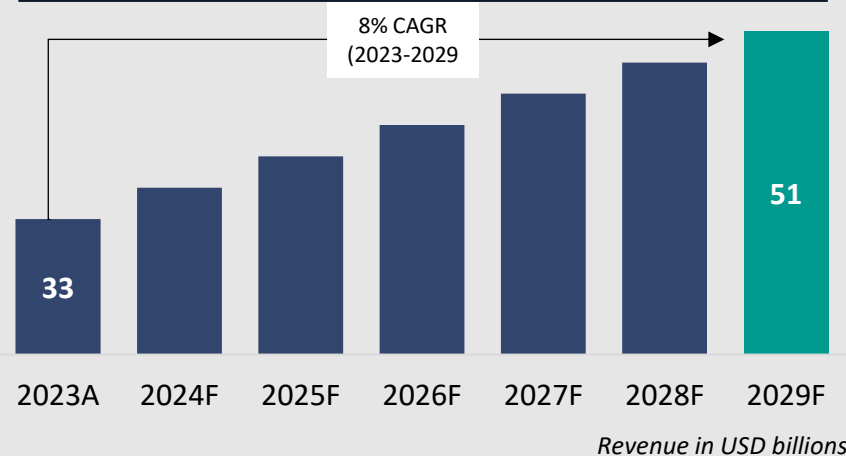


Focus on integrated offerings, comprising both, process design and implementation, to deliver cost and time efficient out of the box solutions

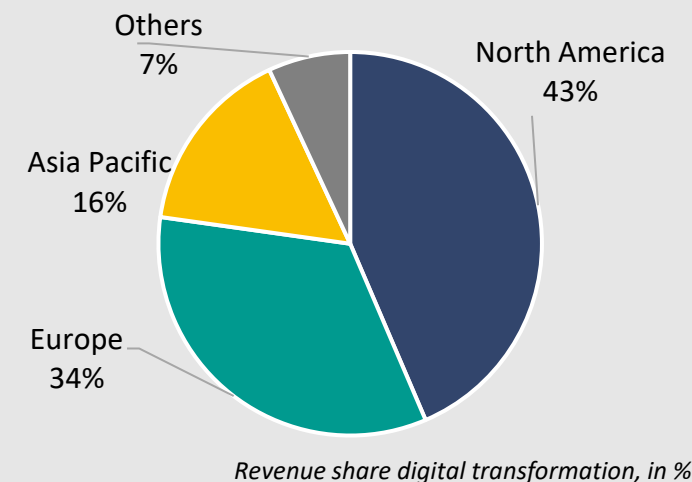


In the current market environment, high demand and customers' existential pain points are meeting a highly partner friendly ecosystem

## 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
- AnonymisationImage 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 Q1 2025

Revenue in million €



Gross profit in million €



- Q1: Overall challenging market and political situation in DACH & France result in lower customer investments
- Stable sales increase +1.9%  
Consulting & Services increase +11.5%  
(Analysis Prime USD 4M Rev short)  
SW-Sales: -4.9% third and -1.4% prop.
- Gross Profit increase +5.5% but different product mix due to services
- Increase in order backlog by 25.8% to 88.4M€ for catch-up 2025

### EBITDA in million €

2024-Q1 2025-Q1

3.15

-2.44

>100%

### EBITA in million €

2024-Q1 2025-Q1

1.83

-4.02

>100%

### EBIT in million €

2024-Q1 2025-Q1

1.24

-5.44

>100%

- Decline in EBITDA due to one-time adjustment of EUR 3,349 k as announced + FX effects
- Decline in EBIT mainly due to pre-ppa for Analysis Prime of EUR 0.9M

in million €

Income statement	Q1-2025	Q1-2024	Change
Sales	51.51	50.54	+1.9%
Gross profit	30.96	29.35	+5.5%
EBITDA	-2.44	3.15	>-100%
EBITA	-4.02	1.83	>-100%
EBIT	-5.44	1.24	>-100%
Net profit	-5.12	0.16	>-100%
EPS in €	-56.3	0.3	>-100%
Dividend in €	0.00*	0.04	

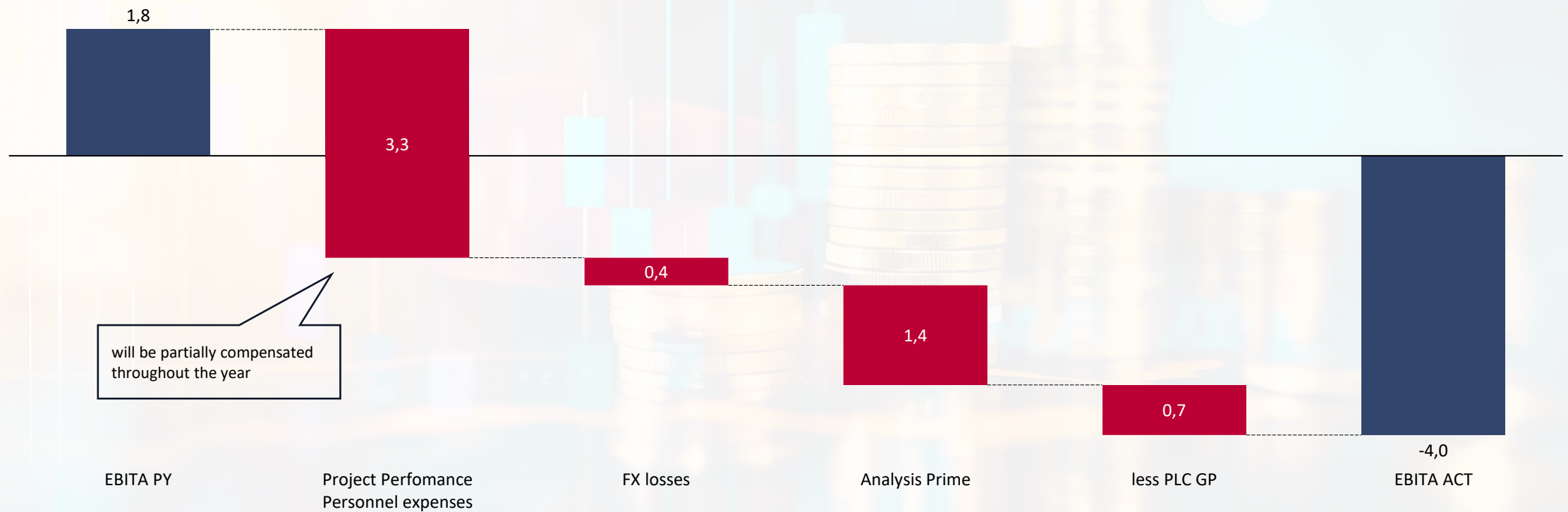
\*dividend proposal

KPI's	Q1-2025	Q1-2024	Change
EBIT	-5.44	1.24	>-100%
Market cap	66.11	105.02	-37.0%
Order Backlog	88.40	70.25	+25.8%

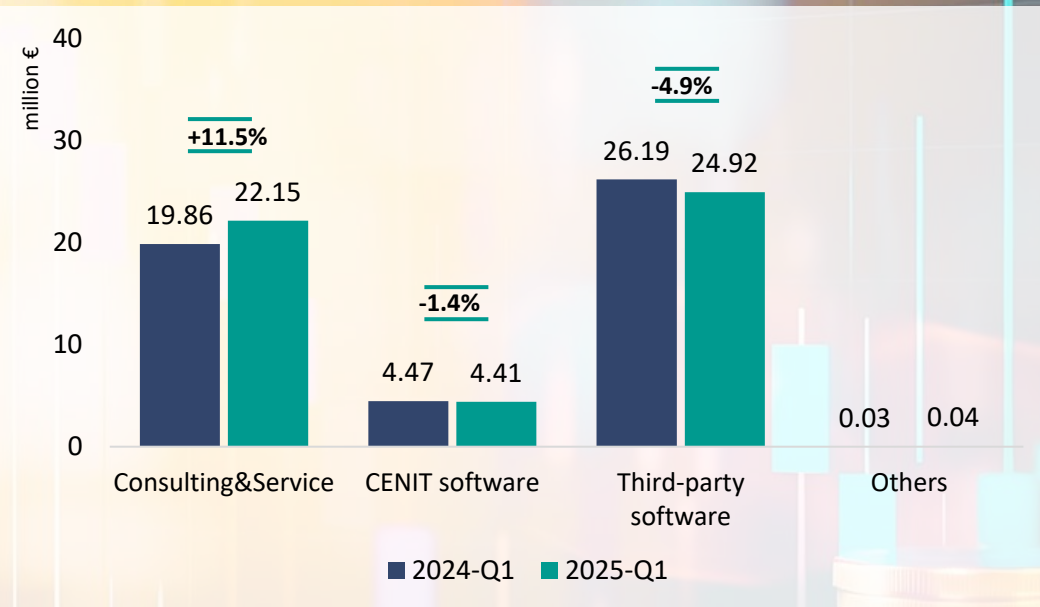
Balance sheet	Q1-2025	2024
Total equity & liabilities	165.10	156.45
<u>Selected assets</u>		
Goodwill	41.69	41.69
Cash	27.03	16.46
<u>Selected liabilities</u>		
Overdrafts	39.78	39.12
Total equity	42.39	47.44
Equity ratio	25.70%	30.30%

Cash flow	Q1-2025	Q1-2024
Operative Cash flow	11.66	12.54
Capex (Investment)	-0.30	-0.88
Free Cash flow	11.36	11.66

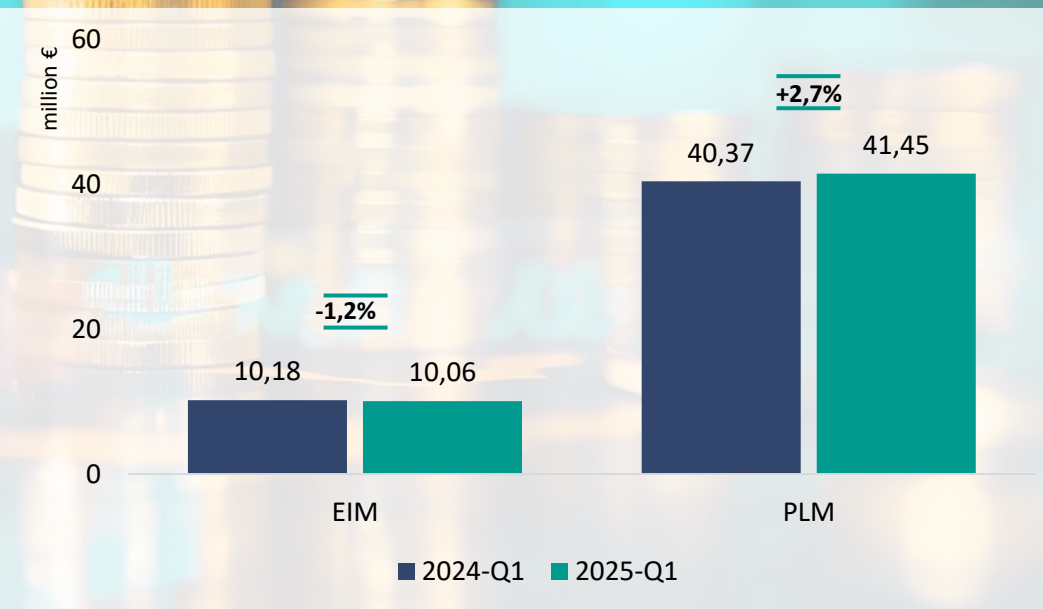
## YTD Q1 EBITA BRIDGE



## SALES BY REVENUE TYPE



## SALES BY SEGMENT



# CUSTOMER HIGHLIGHTS Q1 2025

## INTECRO

- Intecro Robotics is a system integrator from Turkey
- decided to use FASTSUITE E2 to optimize the implementation and operation of robot-based welding systems.
- In a first step, FASTSUITE E2 is used for system engineering, then as a programming solution with which the finished systems are delivered to the end customer.



## AEROSPACE CUSTOMER

- Consulting for the future production line based on our post processors and 3DEXPERIENCE CAM.
- The company can rely on our considerable expertise in the manufacturing environment, combined with our in-depth knowledge of 3DX DELMIA and 3DX CAM in particular.

## SMRPLUS

- SMR Plus is a metal processing company in the Czech Republic with a wide range of parts and a classic “high mix/low volume” problem.
- In order to automate manufacturing processes efficiently, component-specific fixtures are required that were previously complex and cost-intensive to manufacture.
- With the FASTSUITE Fixture Builder, SMR can now create many fixtures very quickly, automatically and cost-effectively.

# FINANCIAL FIGURES 2024

Revenue in million €



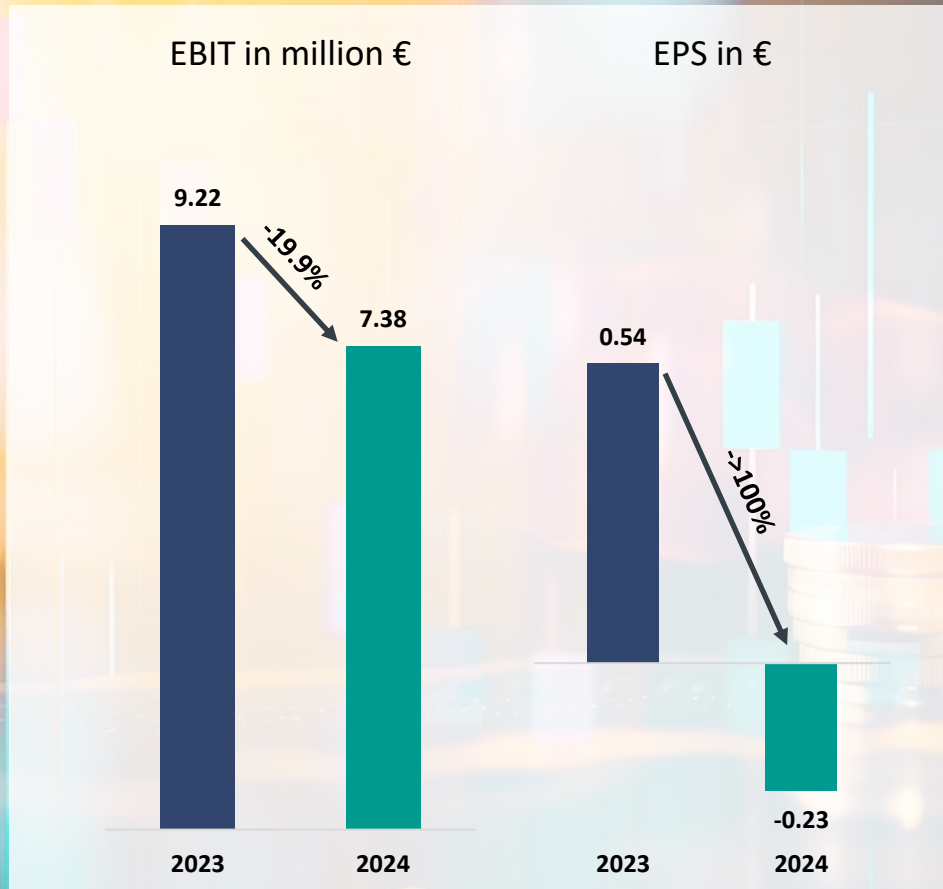
EBITDA in million €



EBITA in million €



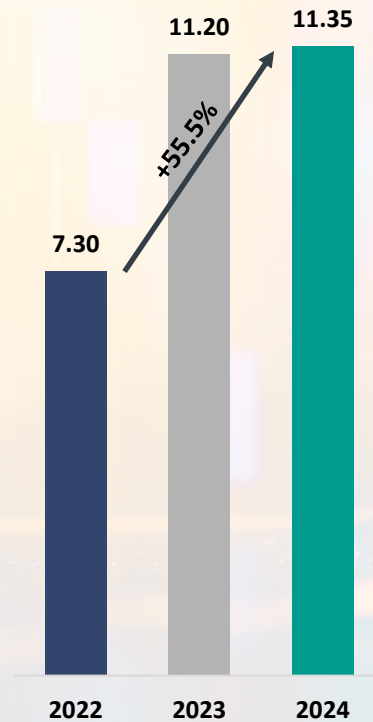
- Organic revenue growth of +5.2%
- EUR k 425 provisions for unused office spaces
- 5,9 mEUR depreciation and leasing
- Amortization of intangible assets 4.0 mEUR in relation with M&A (PPA)



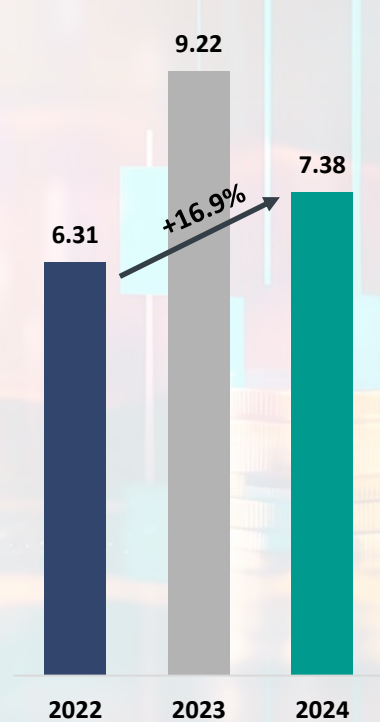
Financial result accumulating to 8.0 mEUR costs:

- 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	

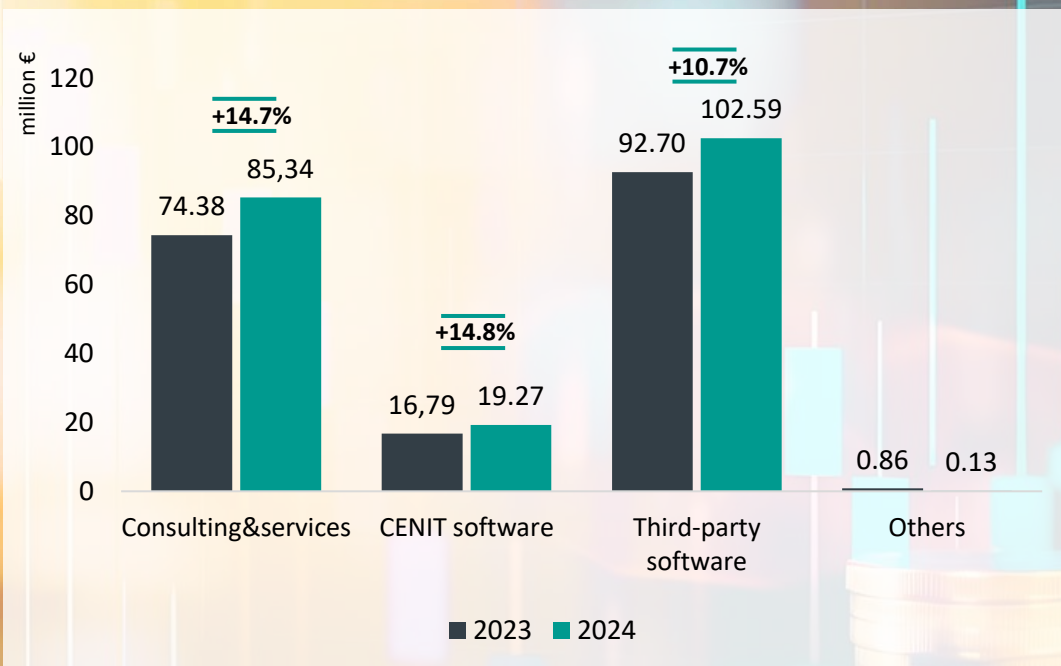
\*dividend proposal

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%

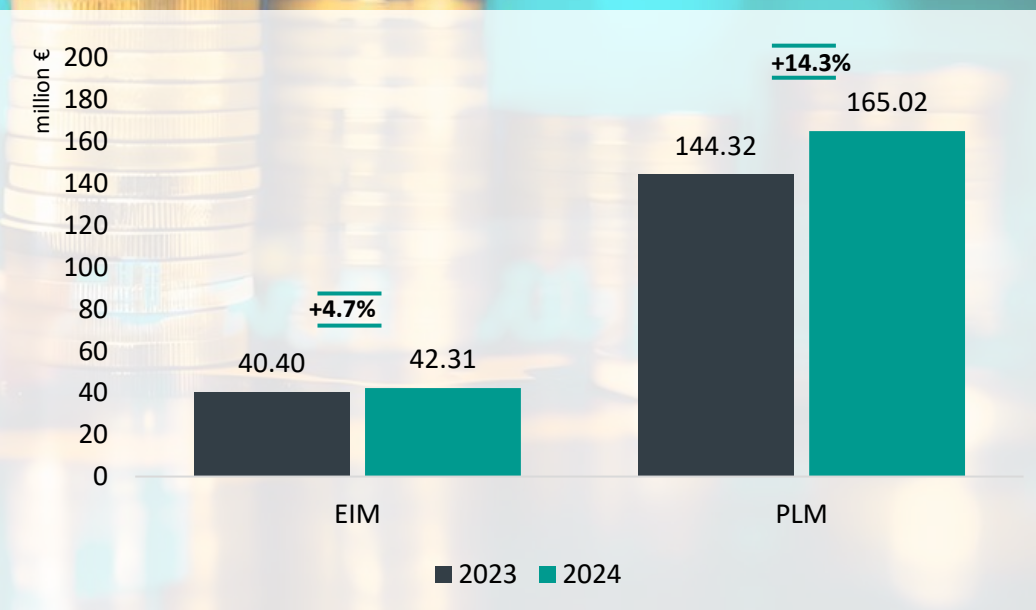
Balance sheet	2024	2023
Total equity & liabilities	156.45	153.62
<u>Selected assets</u>		
Goodwill	41.69	34.24
Cash	16.46	24.34
<u>Selected liabilities</u>		
Overdrafts	39.12	37.41
Total equity	47.44	45.00
Equity ratio	30.30%	29.30%

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

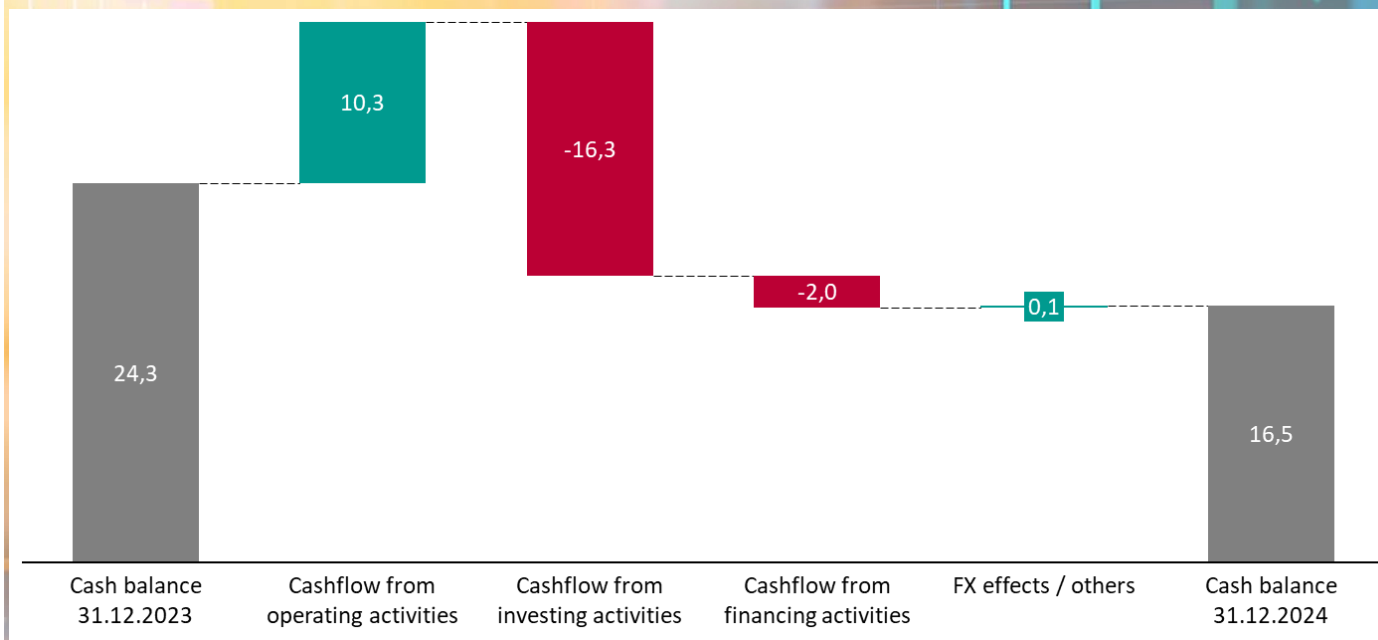
## SALES BY REVENUE TYPE



## SALES BY SEGMENT

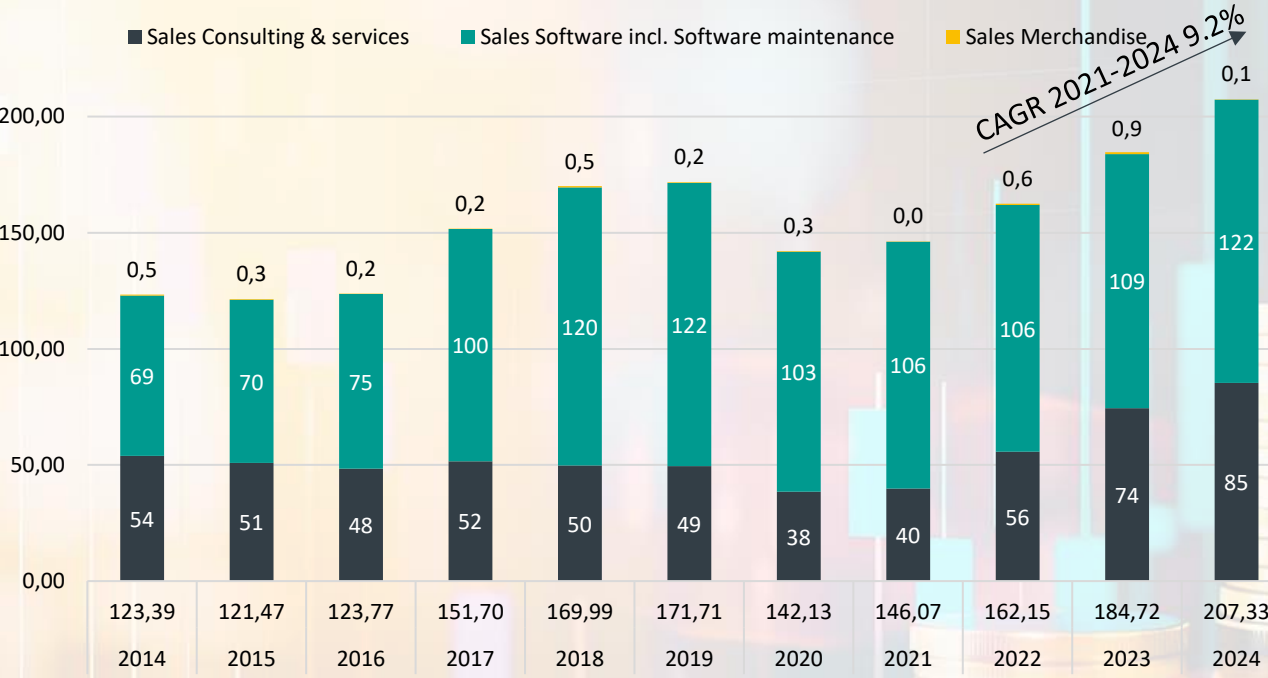


# CASH-FLOW DEVELOPMENT

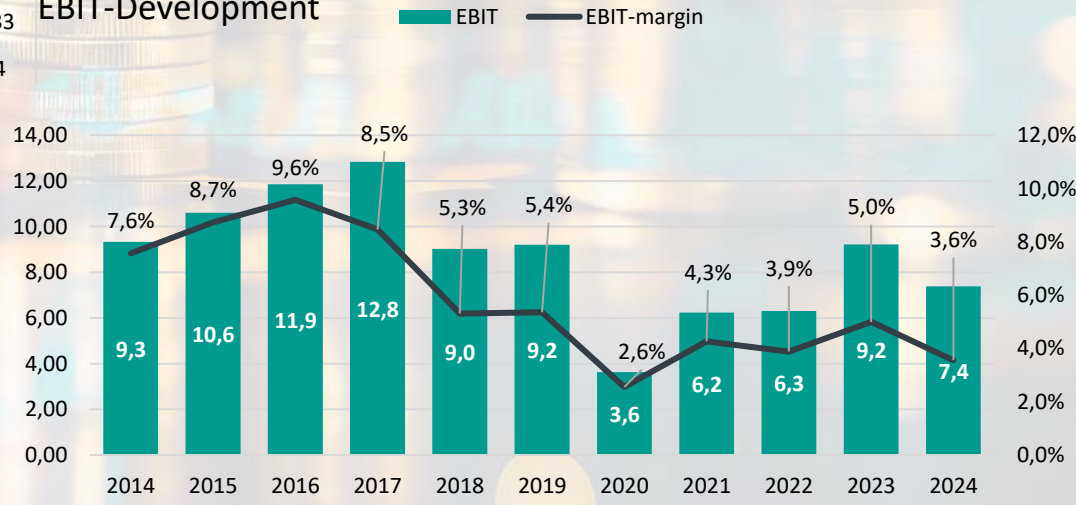


- The change in working capital of around 7.0 mEUR compared to the previous year was primarily due to lower trade receivables. Higher depreciation and amortization of 2.7 mEUR made a positive contribution. The lower consolidated net income (-6.6 mEUR compared to the previous year) had the opposite effect.
- 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.



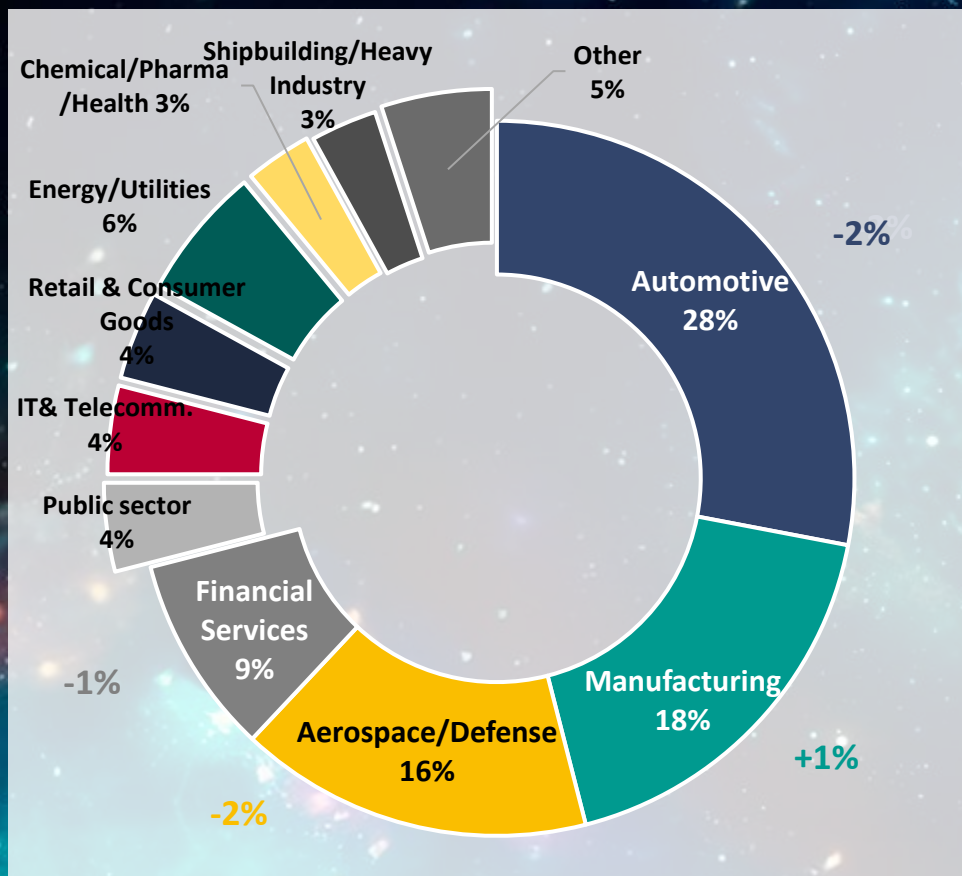
## AIRBUS

- 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 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

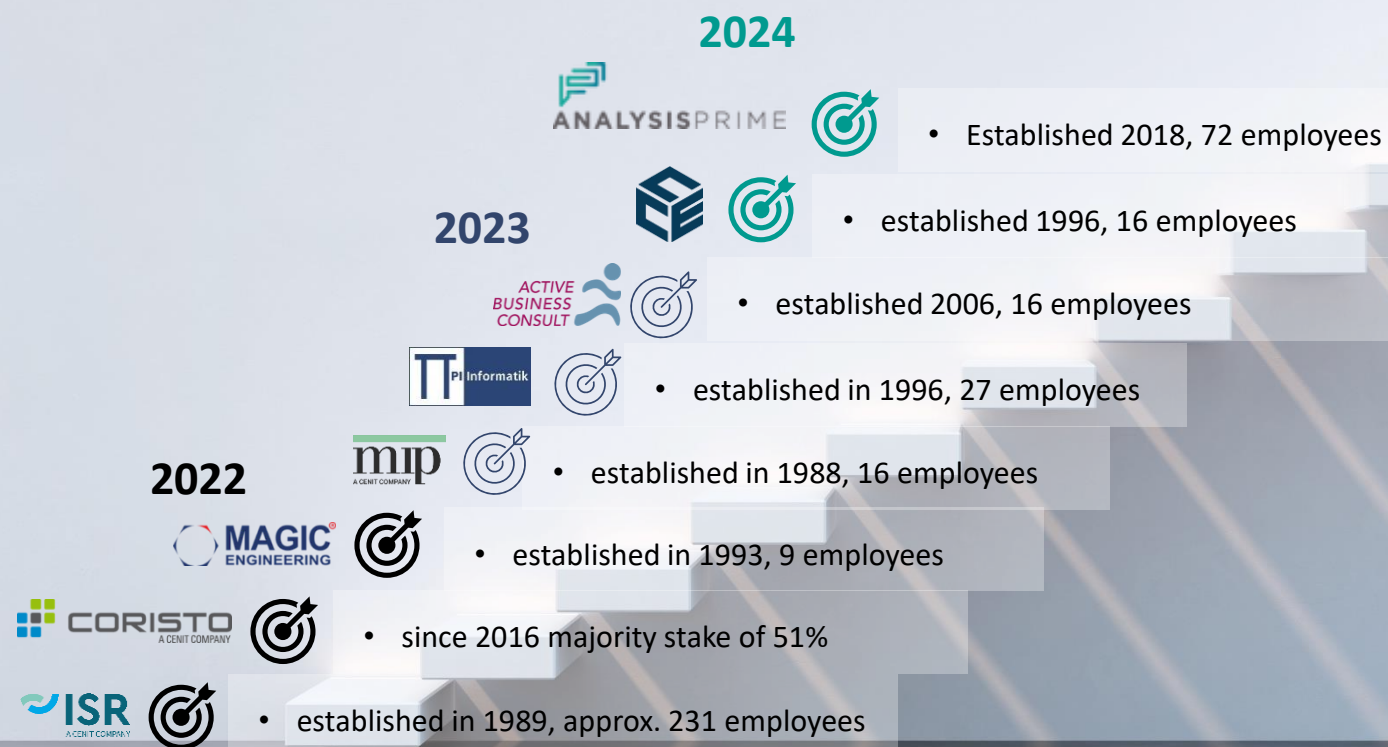




# INORGANIC GROWTH

# 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

The background of the slide is a blurred image of a financial market display. It features various stock indices and price movements. A teal banner with the text 'SHARE INFORMATION' is positioned across the upper middle of the image. Below the banner, a line graph is visible, showing a fluctuating price trend. The overall color scheme is dominated by blue and teal, with some red and green highlights from the market data.

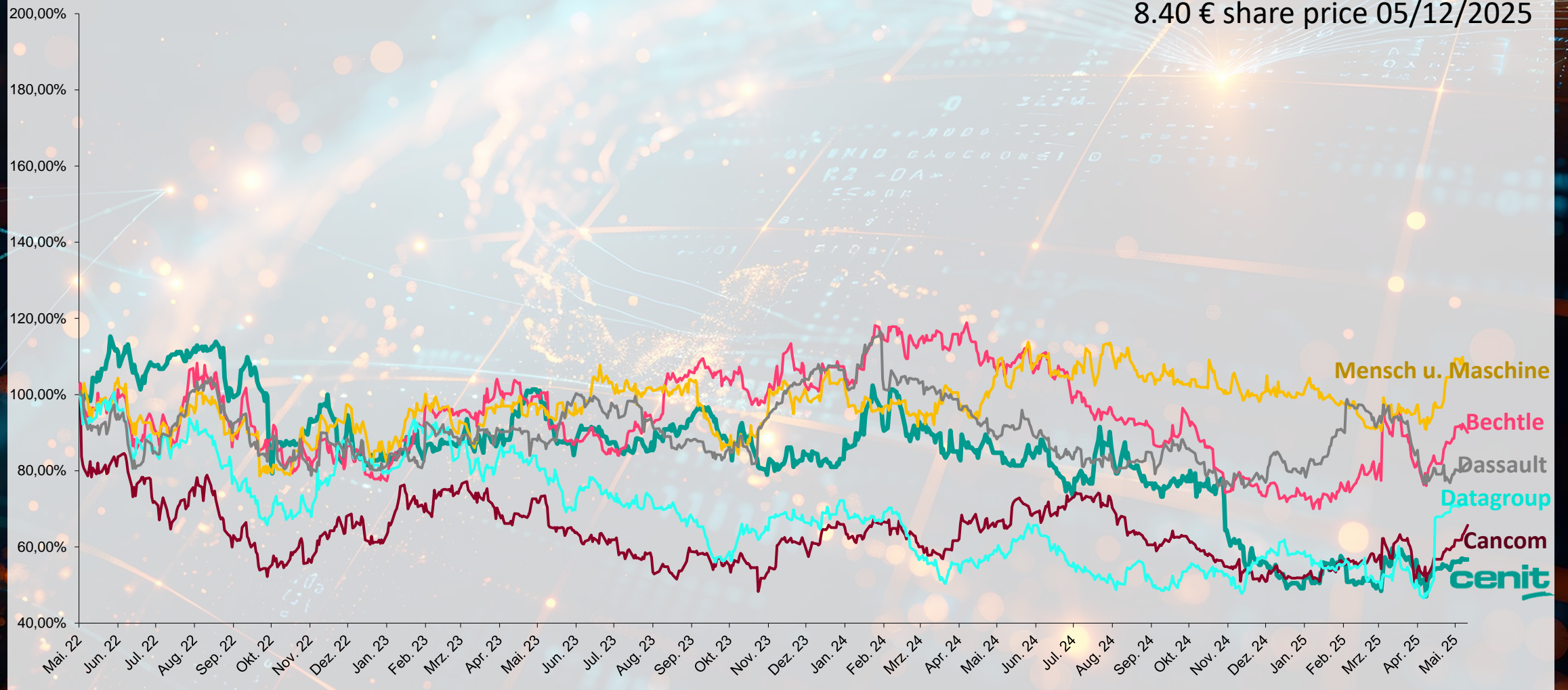
# SHARE INFORMATION

## 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

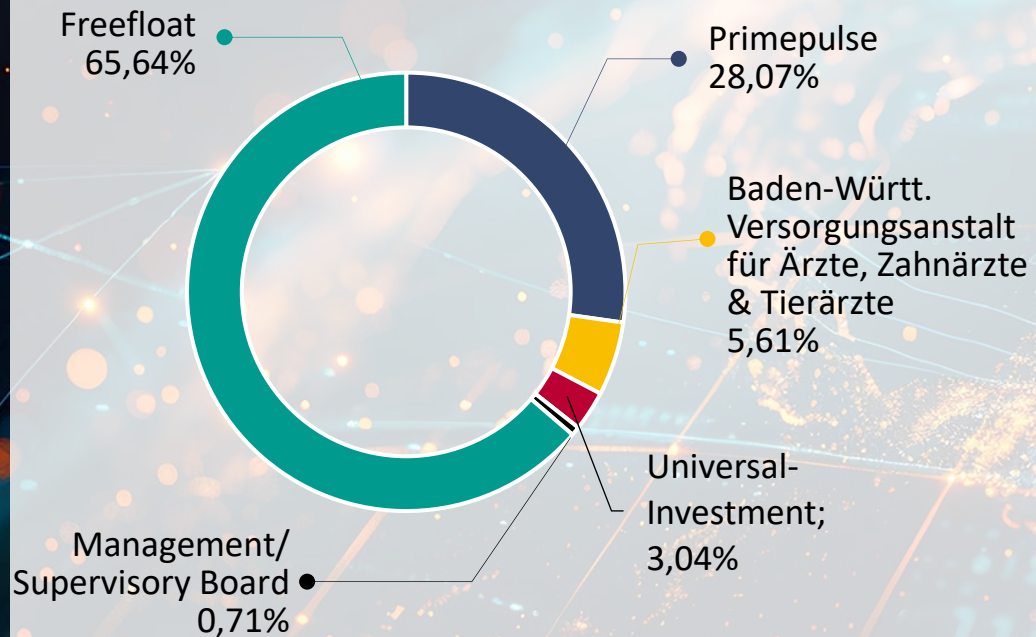
# CENIT SHARE

8.40 € share price 05/12/2025

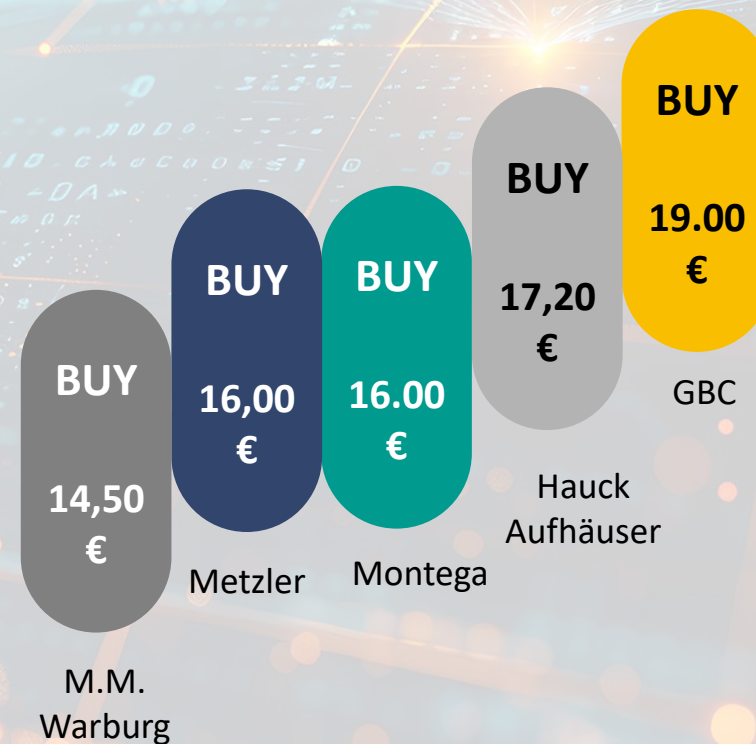


# CENIT ON THE CAPITAL MARKET

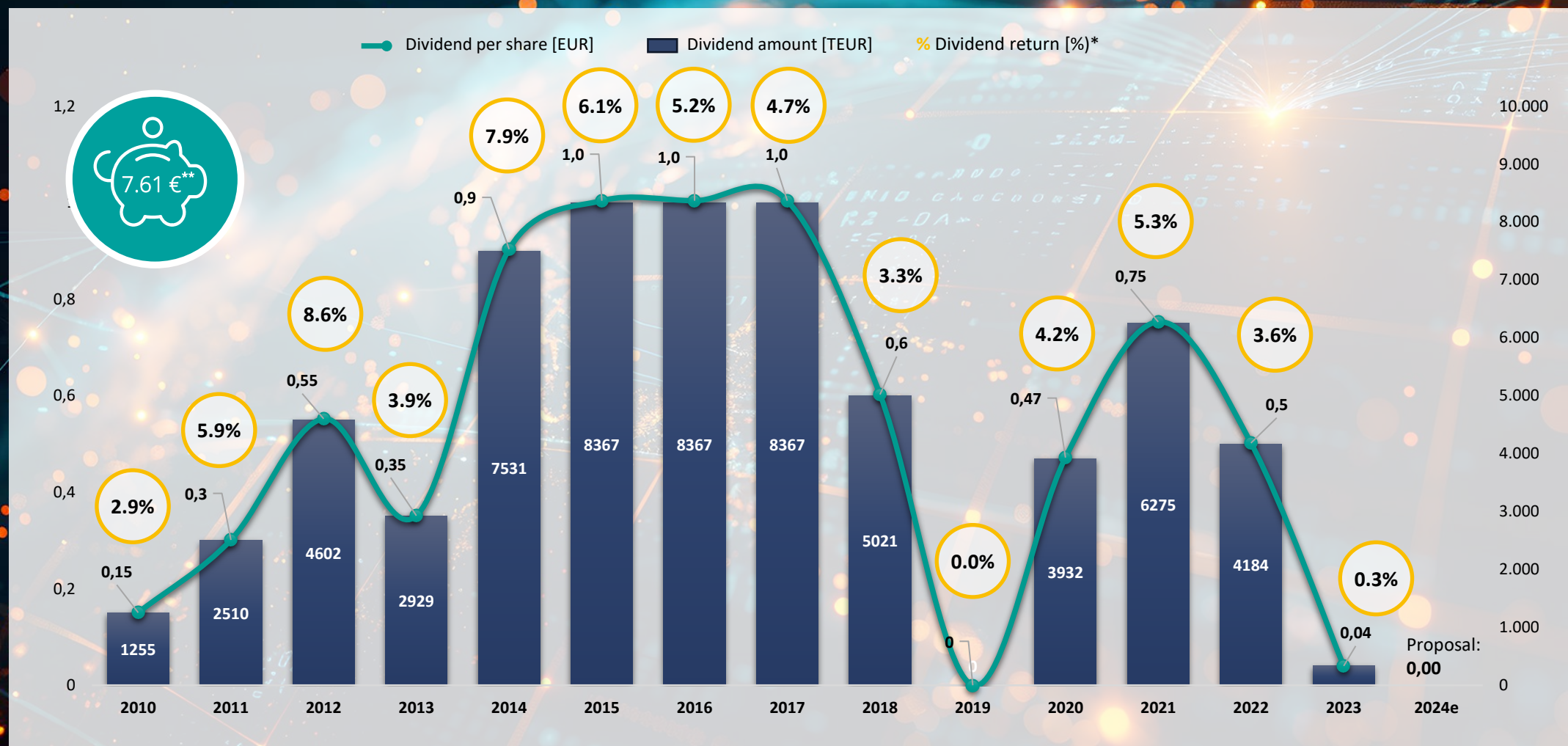
## Shareholder structure



## Analyst ratings



# DIVIDEND



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

\*\*dividend amount accumulated 2010-2023



# FINANCIAL CALENDAR 2024

<b>02/5-6/2025</b>	Montega Investor Days, Hamburg
<b>04/3/2025</b>	Metzler Small Cap Days, Frankfurt
<b>04/10/2025</b>	Release of Annual Report 2025
<b>05/14/2025</b>	Release of quarterly report Q1 2025
<b>05/21/2025</b>	GBC iif International Investment Forum, online
<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

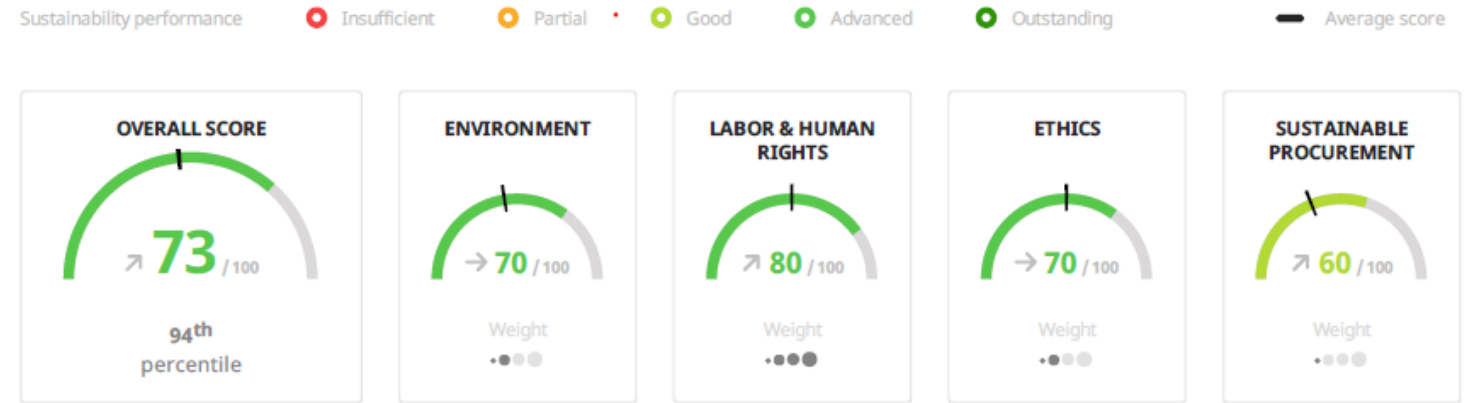
Digital technology helps reduce waste and optimize the use of materials, resulting in more efficient and sustainable resource management.

# SUSTAINABILITY AT CENIT

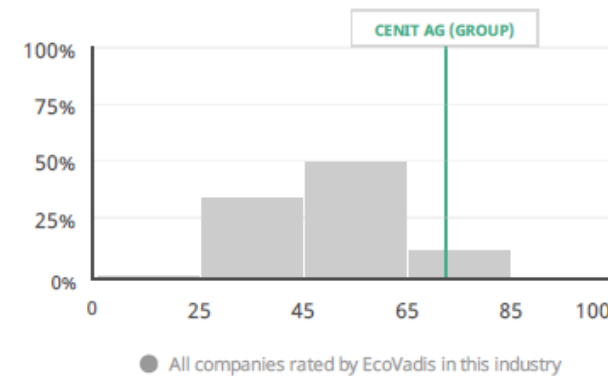
- Our current Sustainability Report 2024 was prepared for the first time in accordance with the CSRD standards (Corporate Sustainability Reporting Directive).
- One new feature is a complete assessment of the CENIT Group's carbon footprint, which covers emissions from areas 1, 2 and 3.
- CENIT Purpose "We shape sustainable digitalization" reflects the strategic focus on sustainability.
- The ecovadis rating remains at silver, just one point away from the gold standard.



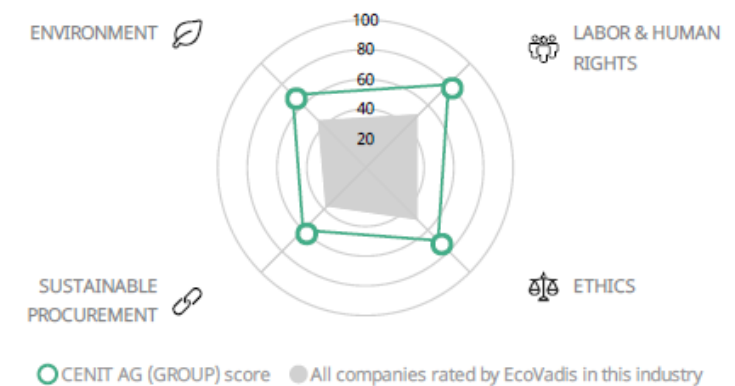
## Score breakdown



## Overall score distribution



## Theme score comparison



Scorecard ecovadis

# OUR SUSTAINABILITY TARGETS\*

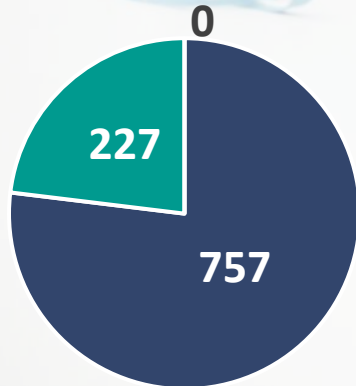
SUSTAINABILITY TARGET	WHEN	TARGET	CURRENT STATUS
Reduce our CO <sub>2</sub> -Footprint	2030	55% reduction	1502 tons of CO <sub>2</sub> e
Usage of renewable electricity	2030	100%**	already in some places (assessment needed)
training hours per employee (average)	2030	20 hours / employee	15,8 hours / employee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

**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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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.