

adesso SE | Company Presentation

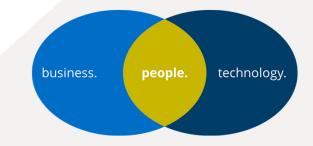
09/2024



PARTNER IN DIGITAL TRANSFORMATION



adesso optimizes the core business processes of companies by IT-Consulting, developing individual software and industry solutions.



PROFITABLE GROWTH

Constantly profitable





million Expected sales 2024

More than **10,100** Employees

adesso Group | as of 30 June 2024



GREAT PLACE TO BE

Creating an environment in which everyone can develop **resonates with our employees.**

- > Low bureaucracy
- > Entrepreneurial spirit
- Common sense management

* yoy comparison

- Over 75,000 applications at adesso SE, Germany
- > 84 % increase in applications*
- > Churn rate of ~8 % way below industry average







>>> business

IT Services (about 90 % of Sales)



technology <<<

EQUITY STORY

adesso will expand to form one of the leading integrated IT companies for sectorspecific business processes in Europe adesso has an ambitious growth strategy and aims to grow by at least twice the rate of the market (plus M&A) adesso aims to have a sustainable operating margin for profitable growth adesso pays out a dividend and aims to raise it continuously

Tried-and-tested model for expanding sector-wide presence

Transfer of model to new sectors:

- > Start a new core sector every 2-3 years
- > Ramp-up-phase: Retail, Utilities

Regional expansion

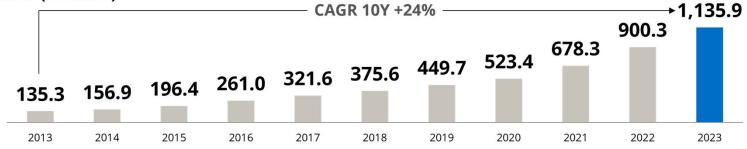
Creation of new technology areas

Creation of a product & solutions portfolio

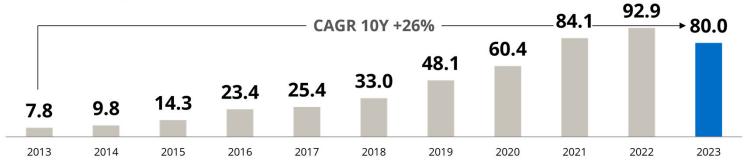


SUSTAINED SALES GROWTH OF ~24 % P.A. OPERATING PROFIT UP ~26 % P.A.

Sales (in EUR m)



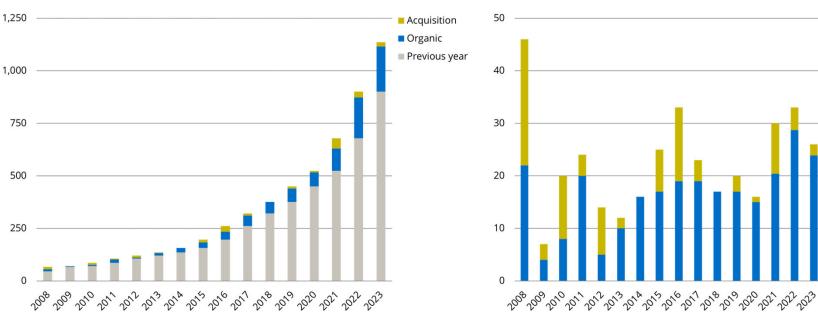
EBITDA (in EUR m)





ORGANIC GROWTH

Organic Growth vs. Acquisition (in EUR m)



Organic Growth vs. Acquisition (in %)

Acquisition

Organic

GEOGRAPHIC EXPANSION | GROWING (INTER)NATIONALLY

On the way to becoming a leading IT service provider in Europe.

 > 1,889 employees outside of Germany by the end of HY1 2024 (+12 %) GERMANY AUSTRIA SWITZERLAND BULGARIA FINLAND HUNGARY INDIA ITALY NETHERLANDS ROMANIA SAUDI ARABIA SPAIN SWEDEN TURKEY UNITED KINGDOM

BUSINESS MODEL

a



INNOVATION

Portfolio Expansion New business models

GROWTH

Grow each sector Enter new sectors Product business International business Recruiting M&A

MARGIN

Utilisation Daily rates Project efficiency License & Maintenance Costs / changes per FTE: - Personnel to daily rates - Travel / Offices EPS / DIVIDEND

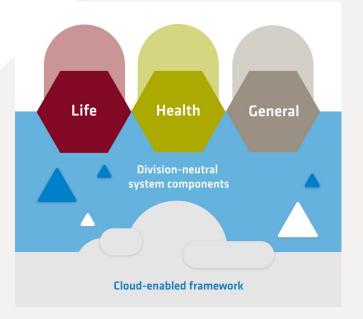
ADESSO INSURANCE SOLUTIONS

a

IN | SURE ECOSPHERE

- Business Driver for growth and visibility in the insurance market
- Product business catalysing further IT services
- > Licences
- Building up a ramp of maintenance contracts
- International Business in later stage



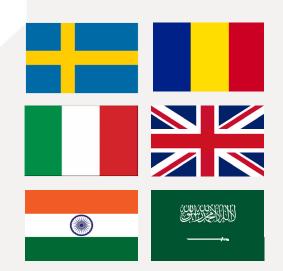


INTERNATIONAL EXPANSION ON TRACK:

ADESSO GOES SWEDEN, ROMANIA, ITALY, INDIA, UK AND SAUDI ARABIA

Recent progression of adesso's geographic expansion

- Acquisition of Purple Scout AB in Sweden (Malmö, Gothenburg, Borås, Växjö) to support footprint of adesso to the Nordics in 04/2022
- Expansion of SmartShore Business through founding adesso Romania in Bucharest (07/2022)
- > Acquisition of WebScience S.R.L. to establish subsidiary adesso Italia and to support footprint in Italy (01/2023)
- > Hiring experienced offshoring manager (2022) and acquisition of SmartShore delivery company in India (03/2023)
- > Launch of UK subsidiary focussing on supplying companies in the UK with attractive near-shore and offshore offerings (04/2023)
- > adesso opens subsidiary in the Gulf region/MENA, Saudi Arabia (03/2024)
- > Further M&A activities



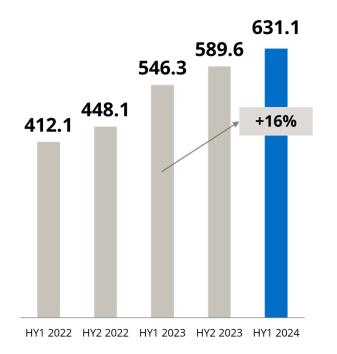
Acquisition	Business	Sales	Employees	Date
arteno Consulting (merged onto adesso Turkey)	SAP Consulting	~ EUR 2 m	~ 30	02/2024
Palmer AG (to be merged onto adesso orange)	SAP Utilities	EUR 2.5 m	~ 20	08/2023
Trieste Digital Solutions Private Ltd (becoming adesso India)	SmartShore Delivery	< EUR 1 m	~ 20	03/2023
WEPEX GmbH (51 %)	capital market and securities business consultancy	> EUR 5 m	30	02/2023
WebScience S.R.L. (renamed to adesso Italia)	cloud-native development and migration, low-code approaches	EUR 10 m	100	01/2023

UPDATE HY1 2024



STRONG ORGANIC GROWTH

Sales (in EUR m)



> Sales growth split

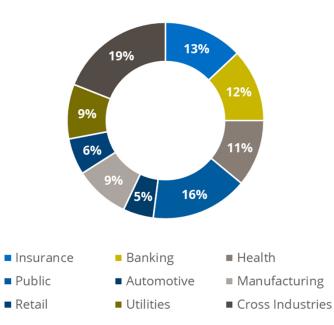
• 15.4 pp. organic growth

> Headcount

• 15 % growth in average FTE

SALES SPLIT HY1 2024

Sales by industry

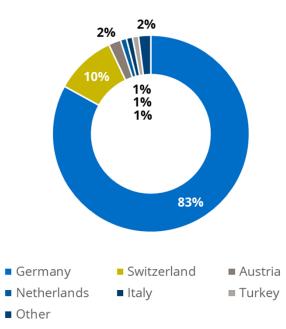


Sales by industry in EUR m	HY1 2024	∆ уоу	Recap 2023
Insurance	84.7	+ 6 %	+ 21 %
Banking	73.8	+ 11 %	+ 20 %
Health	66.7	+ 40 %	+ 20 %
Public	100.4	+ 11 %	+ 22 %
Automotive	29.6	+ 18 %	+ 4 %
Manufacturing	57.7	+ 5 %	+ 17 %
Retail	40.4	+ 18 %	+ 61 %
Utilities	58.6	+ 49 %	+ 74 %
Cross Industries	119.2	+ 10 %	+ 30 %

09/2024 | 18

SALES SPLIT HY1 2024 (2)

Sales by region

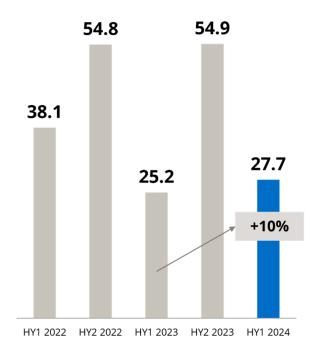


Sales by region in EUR m	HY1 2024	Δ уоу	Recap 2023
Germany	522.6	+ 17 %	+ 28 %
Switzerland	64.2	+ 7 %	+9%
Austria	15.0	+ 20 %	+ 8 %
Netherlands	6.7	+ 13 %	+ 16 %
Italy	7.1	+ 19 %	-
Turkey	5.9	+ 7 %	+ 24 %
Other	9.4	- 11 %	+ 53 %





EBITDA (in EUR m)



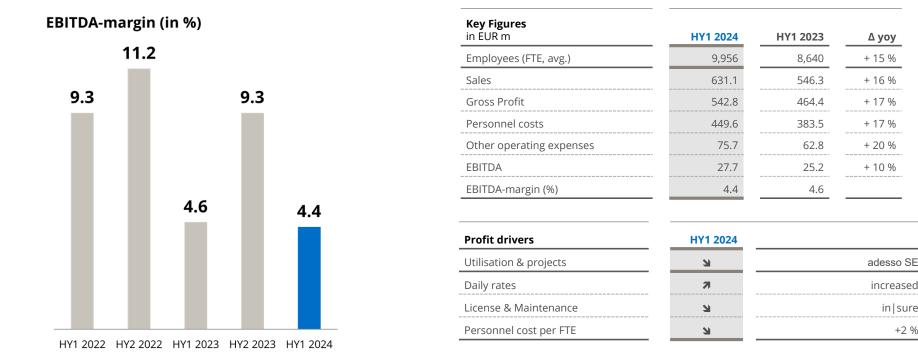
Operating Earnings

- Capacity utilisation improving more slowly than expected and still below average
- One less working day in HY1 compared to 2023
- High burdens from investments in the IT Solutions segment and less licence sales

EBITDA MARGIN BELOW PREVIOUS YEAR'S MARGIN



DUE TO CALENDAR EFFECT AND WEAKER RESULT IN SOLUTIONS SEGMENT

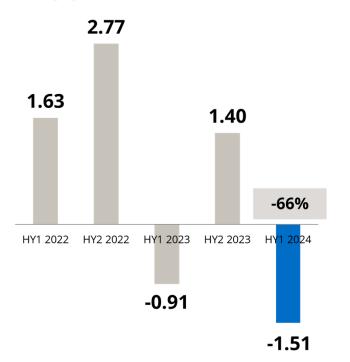


increased

in|sure

+2 %

Earnings per Share (in EUR)



Key figures in EUR m	HY1 2024	HY1 2023	Δ уоу
EBITDA	27.7	25.2	+ 10 %
Depreciation plant & equipment	- 28.3	- 21.9	- 29 %
Depreciation ppa	- 3.7	- 4.6	+ 18 %
Depreciation goodwill	0.0	0.0	-
Income from investments	- 0.9	- 0.8	
Financial result	- 5.5	- 3.2	- 71 %
EBT	- 10.8	- 5.4	- 101 %
Income taxes	0.9	- 0.9	
Consolidated earnings	- 9.9	- 6.3	- 57 %
Earnings per share (€)	- 1.51	- 0.91	- 66 %
Tax quota	8 %	- 18 %	

a

SEGMENTS: UNDERPERFORMANCE OF IT-SOLUTIONS SEGMENT IT-SERVICES STANDALONE EBITDA-MARGIN 7.3 % IN HY1



1st HY 2024 (in EUR k)	IT Services	IT Solutions	Reconciliation	Consolidation	Group
Revenues with external customers	583,999	47,059	11	-	631,069
Revenues with other operating segments	124,319	14,971	1	-139,291	-
TOTAL SALES	708,318	62,030	12	-139,291	631,069
Depreciation and amortisation	-26,713	-1,977	-3,674	324	-32,040
EBIT	16,208	-10,349	-11,377	1,157	-4,361
FTE at the end of the period	8,974	1,127	-	-	10,101

FINANCIAL KPIS: NET-DEBT AND NET WORKING CAPITAL IMPROVED

Key figures in EUR m	30.06.2024	30.06.2023	∆ уоу
Cash	52.1	37.8	14.3
Financial debt	167.6	181.2	- 13.7
Net-Debt	- 115.4	- 143.4	+ 28.0
Operating Cash-Flow	- 18.2	- 70.4	+ 52.2
Net Working Capital	204.7	246.1	- 17 %
Investment Cash-Flow	- 18.2	-26.0	+ 7,8
Goodwill	99.8	97.7	+ 2.1
Equity	192.9	202.5	- 9.6
Equity ratio	24.2 %	27.8 %	- 3.6 pp

Return on Net Working Capital (RONWC) = 9.4%

Return on Equity (ROE) = - 0.1%

d



Consolidated Cash Flow Statement

of adesso Group for the period from 1 January to 30 June according to IFRS

in EUR k	1st HY 2024	1st HY 2023				
EARNINGS BEFORE TAX	-10,800	-5,365				
Income from financing activities	5,523	3,233	Cash Flow	HY1	HY1	
Scheduled depreciation and amortisation on property, plant and equipment and intangible assets	32,040	26,534	in EUR m Operating	2024	2023	Δ yoy
Result from shareholdings recognized under the equity method	916	751	Cash-Flow	- 18.2	- 70.4	+ 74 %
Non-cash income (-) / expenses (+)	1,063	2,086				
Change in pension provisions	-146	37	CAPEX	- 14.5	- 14.1	-3%
Change in other provisions	-2,104	2,528	Lease			
Tax payments	-9,194	-8,970	repayments	- 17.5	- 12.8	- 37 %
Losses (+) / Gains (-) from the disposal of property, plant and equipment	0	0			12.0	
Change to net operating assets	-35,481	-91,257				
CASH FLOW FROM OPERATING ACTIVITIES	-18,183	-70,423	Free Cash Flow	- 50.2	- 97.3	+ 48 %

FCF LTM per Share: 9.41 EUR/Share

Guidance 2024 (revised)

- > Ongoing strong market demand in IT Services
- > On this behalf investments maintained with reduced hiring speed
- > In view of improving capacity utilisation margin expected to be better in HY2
- > HY2 with 5 more working days than HY1 and 2 more working days than HY2/2023

IFRS in EUR m	HY1 2023	HY1 2024	% of revised* Guidance	Guidance 2024 (revised*)	Guidance 2024 (original)	FY 2023
Sales	546.3	631.1	50 %	> 1,250	> 1,250	1,135.9
EBITDA	25.2	27.7	25 to 35 %	80 to 110	110 to 130	80.0
EBITDA-margin	4.6 %	4.4 %				7.0 %

*) Guidance revised based on preliminary Q2-figures, released 5 August 2024.



09/2024

MANY THANKS!

adesso SE

Jörg Schroeder Member of the Executive Board Adessoplatz 1 44269 Dortmund Germany T +49 231 7000-7000 www.adesso-group.de/en/







KEY FIGURES (QUARTERS)

A	
Ч	

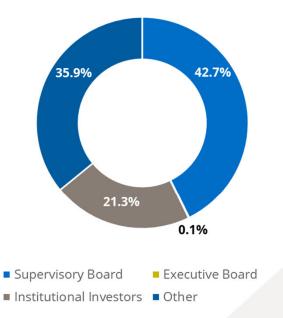
in EUR k	Q3/2022	Q4/2022	Q1/2023	Q2/2023	Q3/2023	Q4/2023	Q1/2024	Q2/2024
Profit situation								
Sales revenues	241,433	246,675	276,242	270,054	287,367	302,240	317,111	313,958
domestic	200,680	202,619	224,522	221,251	235,450	249,338	262,056	260,584
foreign	40,753	44,056	51,720	48,803	51,917	52,902	55,055	53,374
EBITDA	33,294	21,485	17,914	7,239	28,376	26,501	17,756	9,923
EBITDA margin (in %)	13.8	8.7	6.5	2.7	9.9	8.8	5.6	3.2
Consolidated earnings	13,241	4,988	2,018	-8,326	6,022	13,595	-3,293	-6,636
Balance Sheet								
Balance sheet total	619,885	655,565	668,654	729,817	779,360	785,985	774,259	797,987
Equity	215,229	215,181	216,902	202,534	209,178	207,777	203,729	192,814
Euqity ratio (in %)	34.7	32.8	32.4	27.8	26.8	26.4	26.3	24.2
Liquid assets	46,206	90,897	46,171	37,844	42,437	100,772	47,287	52,143
Net cash position	-41,063	-15,598	-73,567	-143,367	-135,238	-48,369	-90,495	-115,416
Employees								
Employees (FTE)	7,524	8,056	8,513	8,856	9,222	9,512	9,926	10,101
domestic	6,297	6,651	6,967	7,166	7,505	7,759	8,097	8,212
foreign	1,227	1,405	1,546	1,690	1,717	1,753	1,829	1,889
Gross profit/Employees	113	108	112	103	110	110	111	107
Share								
Number	6,512,272	6,512,272	6,512,272	6,514,272	6,520,272	6,520,272	6,520,272	6,520,272
Price at the end of the period (in EUR)	103.40	131.80	147.00	123.80	102.60	107.40	109.20	83.80
Market Cap (in EUR m)	673.4	858.3	957.3	806.5	669.0	700.3	712.0	546.4
Earnings per share (in EUR)	2.01	0.76	0.28	-1.18	0.86	0.54	-0.49	-1.02

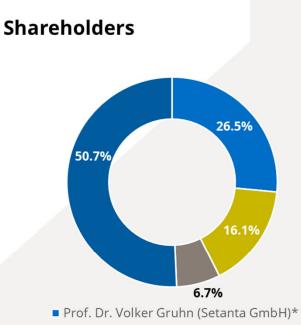
KEY FIGURES (FY)

in EUR k	2017	2018	2019	2020	2021	2022	2023
Profit situation							
Sales revenues	321,590	375,648	449,704	523,375	678,324	900,253	1,135,903
domestic	259,990	308,742	360,987	413,053	550,232	744,178	930,561
foreign	61,600	66,906	88,717	110,322	128,092	156,075	205,342
EBITDA	25,378	32,975	48,131	60,406	101,985	92,908	80,030
EBITDA margin (in %)	7.9	8.8	10.7	11.5	15.0	10.3	7.0
Consolidated earnings	11,331	14,000	17,495	20,947	47,577	28,793	3,410
Balance Sheet							
Balance sheet total	202,812	226,375	320,764	372,146	557,203	655,565	785,985
Equity	67,023	78,406	92,482	102,874	185,618	215,181	207,777
Equity ratio (in %)	33.0	34.6	28.8	27.6	33.3	32.8	26.4
Liquid assets	46,497	45,912	46,352	55,053	109,922	90,897	100,772
Net cash position	342	-2,196	-11,614	-5,636	31,009	-15,598	-48,369
Employees							
Employees (FTE)	2,748	3,280	4,033	4,975	5,814	8,056	9,512
domestic	2,391	2,797	3,328	4,003	4,811	6,651	7,759
foreign	357	483	705	972	1.002	1.405	1,753
Gross profit/Employees	113	110	107	105	108	110	109
Share							
Number	6,174,203	6,176,093	6,176,093	6,185,343	6,503,272	6,512,272	6,520,272
Price at the end of the period (in EUR)	54.67	47.10	53.50	97.00	209.00	131.80	107.40
Market Cap (in EUR m)	337.5	290.9	330.4	600.0	1,359.2	858.3	700.3
Earnings per share (in EUR)	1.79	2.28	2.82	3.39	7.59	4.40	0.49
Dividend per share (in EUR)	0.40	0.45	0.47	0.52	0.60	0.65	0.70

SHAREHOLDER STRUCTURE

Shareholder Structure





- Rainer Rudolf / RDF Familienstiftung*
- Ludwig Fresenius
- Freefloat

* Supervisory Board

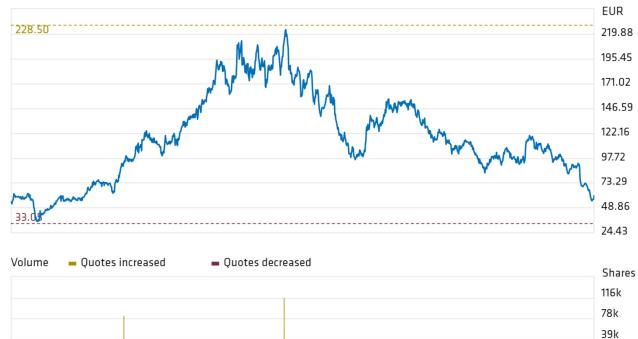
a

THE SHARE

— XETRA

and the state of the second state of the

2021



2023

2022

- Market Cap:
 EUR 546.4 million as at
 30 June 2024
- Share price:
 EUR 83.80 as at
 30 June 2024
- Average Analyst Price Target:
 EUR 115.57
- > Free Float:

n

2024

ADESSO SHARE, BASIC DATA

ISIN Code	DE000A0Z23Q5
WKN (national securities identification number)	A0Z23Q
Symbol / Code	ADN1
Reuters Instrument Code	ADNGk.DE
Bloomberg Symbol	ADN1:GR
First day of trading	21 June 2000
Trading platforms	Xetra, Tradegate Exchange
Market Segment	Prime Standard
Number of Shares / Share capital	6,522,272
Currency	EUR
Nominal value	No share with nominal value; EUR 1.00 (mathematically)
Voting rights per Share	1
Index	SDAX, CDAX, DAXplus Family, DAXsector All Software, DAXsector Software, DAXsubsector All IT-Services, DAXsubsector IT-Services, Prime All-Share, Technology All Share
Reporting Standard	IFRS
End of fiscal year	
Paying Agent	DZ BANK AG, Frankfurt/Main



IT-SERVICES

adesso's national companies o	r branch offices							
Austria Vienna 100 % Bulgaria Sofia 100 % Finland Espoo/Helsinki 100 % Hungary Budapest 100 %		Italy Milan 100 Netherlands Ar	India Cochin 100 % Italy Milan 100 % Netherlands Amsterdam 100 % Romania Bucharest 100%		Saudi Arabia Riyadh 100% Spain Barcelona 100% Sweden Malmo 100%		Switzerland Zurich 100 % Turkey Istanbul 100 % United Kingdom London 100 %	
adesso as a service GmbH Dortmund 100 %	adesso orange A Hameln 71%		makle	er GmbH EDV-B	'I Consulting eratung GmbH Ildorf 70 %	percision services GmbH Dortmund 100 %	WEPEX GmbH Frankfurt a. M. 51%	
			IT-SOL	UTIONS				
Afida GmbH Dortmund 82 %	adesso banking solutions GmbH Frankfurt a. M. 50%	adesso health solutions GmbH Neumuenster 90 %	adesso insurance solutions GmbH Dortmund 100 %	adesso manufactu- ring industry solu- tions GmbH Dortmund 100 %	adesso mobile solutions GmbH Dortmund 100 %	material.one AG Augsburg 53 %	Reachbird Solutions GmbH Munich 100 %	



EXECUTIVE BOARD (1)



Mark Lohweber

Mark Lohweber (born 1969) is a member of the Management Board and is responsible for the operational business in the Banking and Insurance sectors as well as international business, including nearshoring and offshoring. As a member of the Management Board, he is also in charge of the central areas of Corporate Account Management and Marketing. On the Executive Board, he is furthermore responsible for the adesso subsidiaries adesso insurance solutions GmbH, adesso banking solutions GmbH, Afida GmbH and Wepex GmbH. Lohweber has been Chairman of the Executive Board of adesso SE since the beginning of 2024. Before being appointed to the Executive Board in 2023, the trained banker and law graduate was CEO of CoCoNet AG, a leading European FinTech company. Mark Lohweber previously worked for adesso SE from 2007 to 2021, where he was responsible for various management positions.



Benedikt Bonnmann Member of the Executive Board

Benedikt Bonnmann (born 1985) is a member of the Executive Board and is responsible for the operating business of the Automotive, Manufacturing Industry, Retail and Life Science sectors as well as for the Data, Analytics & AI, Digital Experience, Microsoft and Salesforce technology areas. On the Executive Board, he is as well responsible for the investments adesso manufacturing industry solutions GmbH, material.one GmbH and Reachbird Solutions GmbH. Before the business informatics graduate and MBA was appointed to the Executive Board in 2024, Benedikt Bonnmann had already been working for adesso since 2017 and had been responsible for building up the Data, Analytics & AI division since 2019. Before joining adesso, he was active in the field of business intelligence, data and AI consulting with a focus on SAP and founded his own consulting firm in 2010, which became part of the adesso Group in 2017.



Kristina Gerwert Member of the Executive Board

Kristina Gerwert (born 1976) is a member of the Executive Board and is responsible for the central areas of Human Resources, Compliance, Corporate Administration, Corporate Buildings and Procurement. She is also in charge of the adesso subsidiary alleato assekuranzmakler GmbH. Before being appointed to the Executive Board in 2023, the economics graduate had been Head of Human Resources at adesso since 2011.

EXECUTIVE BOARD (2)

Andreas Prenneis Member of the Executive Board



Andreas Prenneis (born 1965) is a member of the Management Board and is responsible for the operating business in the Cross Industries, Public Administration, Healthcare, Energy, Lottery and Sports sectors as well as for SAP and Cloud & Operations. As a member of the Executive Board, he is also in charge of the central Legal and Group IT divisions. He is moreover responsible for the adesso subsidiaries adesso as a service GmbH, adesso health solutions GmbH, adesso mobile solutions GmbH, adesso orange AG, KIWI Consulting EDV-Beratung GmbH, medgineering GmbH and percision services GmbH. Before being appointed to the Executive Board of adesso SE in 2015, he worked at CompuGroup Medical Deutschland, where he most recently headed various business areas as Area Vice President Telematics & AddOn.



Jörg Schroeder CFO

Jörg Schroeder (born 1977) is a member of the Executive Board of adesso SE and is responsible for the central areas of Finance, Investor Relations and Mergers & Acquisitions. Furthermore, he is responsible for the investment adesso ventures GmbH. Before being appointed to the Executive Board of adesso SE in 2019, the graduate in business informatics, LL.M. and Executive MBA was initially responsible for strategy development and implementation at the BITMARCK Group as Chief Strategy Officer and member of the Executive Board from 2015. Most recently, as Chief Financial Officer of BITMARCK Holding GmbH, he was responsible for finance, controlling and purchasing for the Group and all subsidiaries.

Six members experienced with high industry knowledge

Prof. Dr. Volker Gruhn Chairman and Chairman of the Nomination Commitee

Dr. Friedrich Wöbking Deputy Chairman

Stefanie Kemp

Hermann Kögler

Member of the Audit and

Nomination Committee

Rainer Rudolf

Michael Zorc

Chairman of the Audit Committee

co-founder of adesso, professor for Software Engineering

e.g. former member of the executive board of Dresdner Bank and Allianz

Chief Transformation Officer and a member of the management board of Sana Kliniken AG, former head of the German operations at the US software company Oracle

e.g. former Director of Finance/Controlling and Spokesman of the Board at COGNOS AG

co-founder of adesso, managing director of an IT services company

e.g. former sporting director of Ballspielverein Borussia 09 e.V. Dortmund (BVB) with highest level of management responsibility and excellent network

IMPORTANT DATES 2024

Date	Event			
2024-01-16	27th ODDO BHF Forum, Lyon (virtual)			
2024-03-25	Publication of the 2023 annual report, financial press / analyst conference, Dortmund			
2024-04-23	Berenberg Roadshow, London			
2024-05-13	Publication of the Quarterly Statement Q1 2024			
2024-05-14	Spring Conference 2024, Frankfurt/Main			
2024-06-04	Regular ASM, Dortmund			
2024-06-07	Dividend payment			
2024-08-14	Publication of the 2024 Half-Year Report			
2024-09-04	Commerzbank & ODDO BHF 15th Corporate Conference, Frankfurt/Main			
2024-09-17	Berenberg Roadshow, Milan/Lugano			
2024-09-23	Berenberg and Goldman Sachs Thirteenth German Corporate Conference, Munich			
2024-10-10	Warburg Roadshow, Paris (tbc.)			
2024-11-14	Publication of the Quarterly Statement Q3 2024			
2024-11-25/26	German Equity Forum 2024, Frankfurt/Main			
2024-12-02	Berenberg European Conference 2024, London			



09/2024

MANY THANKS!

adesso SE

Adessoplatz 1 44269 Dortmund Germany T +49 231 7000-7000 F +49 231 7000-1000 www.adesso.de/en www.adesso-group.de/e

