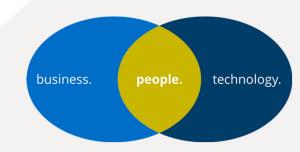




### PARTNER IN DIGITAL TRANSFORMATION



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



## **PROFITABLE GROWTH**

## **Constantly profitable**

€1.30 billion

More than 10,300

€1.35-1.45 billion **Expected sales 2025** 



12.4 %

**Return on Equity (5Y average)** 

## **TOP EMPLOYER 2025**

Continuously creating an environment in which everyone can develop resonates with our employees.

- Low bureaucracy
- Entrepreneurial spirit
- Common sense management
- Over 75,000 applications at adesso SE, Germany
- > 84 % increase in applications\*
- > Churn rate of ~8 % way below industry average









# **OUR PORTFOLIO**



## >>> business

#### IT Services (about 90 % of Sales)



technology <<<

# **EQUITY STORY**

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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
- > Latest additions: Retail, Utilities

#### **Regional expansion**

Creation of new technology areas

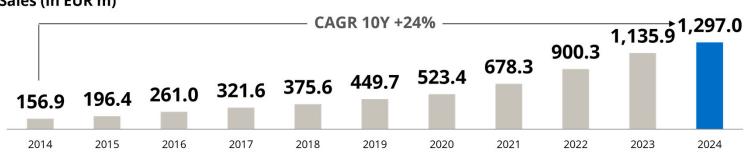
Creation of a product & solutions portfolio



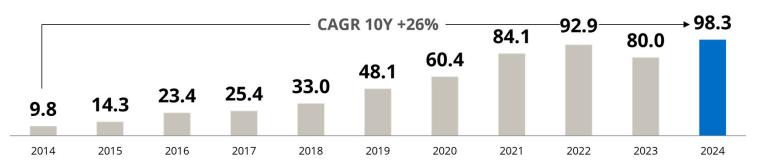


# SUSTAINED SALES GROWTH OF ~24 % P.A. OPERATING PROFIT UP ~26 % P.A.

#### Sales (in EUR m)



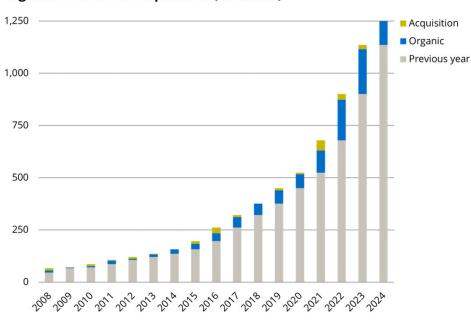
#### EBITDA (in EUR m)



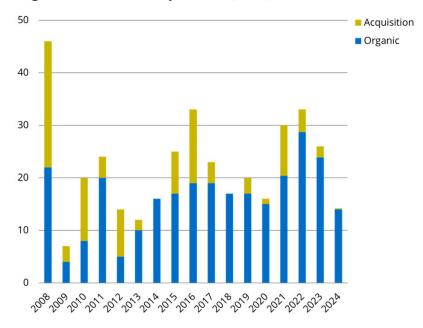
# **ORGANIC GROWTH**



#### Organic Growth vs. Acquisition (in EUR m)



#### Organic Growth vs. Acquisition (in %)



# **GEOGRAPHIC EXPANSION | GROWING (INTER)NATIONALLY**



### **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

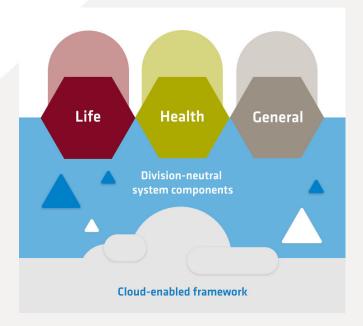
### **ADESSO INSURANCE SOLUTIONS**



### 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



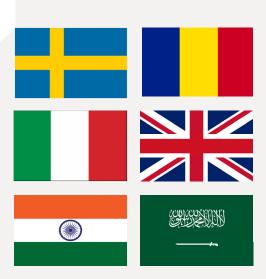


## **INTERNATIONAL EXPANSION ON TRACK:**

## 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



# RECENT M&A DEVELOPMENT TO ADD VALUE AND FOSTER GROWTH

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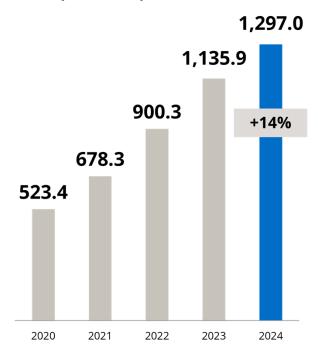
Acquisition	Business	Sales	Employees	Date
arteno Consulting (merged onto adesso Turkey)	SAP Consulting	~ EUR 2 m	~ 30	02/2024
Palmer AG (to be merged onto adesso orange)	SAP Utilities	EUR 2.5 m	~ 20	08/2023
Trieste Digital Solutions Private Ltd (becoming adesso India)	SmartShore Delivery	< EUR 1 m	~ 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



## **STRONG ORGANIC GROWTH**

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#### Sales (in EUR m)



### > Sales growth split

Almost entirely by organic growth

#### > Headcount

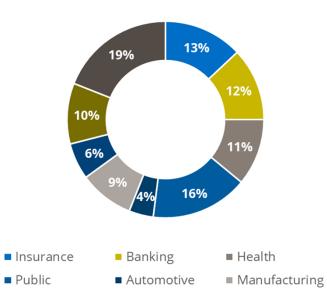
- 12 % growth in average FTE
- 8 % growth in YoY FTE

# **SALES SPLIT FY 2024**



# Sales by industry

■ Retail



■ Cross Industries

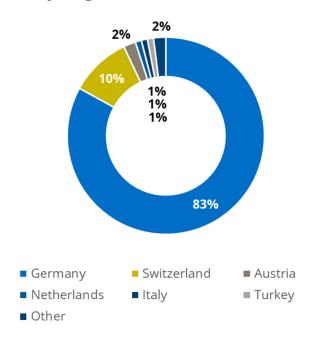
Utilities

<b>Sales by industry</b> in EUR m	FY 2024	Δ yoy	Recap 2023
Insurance	172.6	+ 5 %	+ 21 %
Banking	150.8	+6%	+ 20 %
Health	136.7	+ 44 %	+ 20 %
Public	207.8	+ 12 %	+ 22 %
Automotive	55.5	+ 6 %	+ 4 %
Manufacturing	118.7	+ 5 %	+ 17 %
Retail	81.7	+ 10 %	+ 61 %
Utilities	125.2	+ 41 %	+ 74 %
Cross Industries	247.9	+ 12 %	+ 30 %

# SALES SPLIT FY 2024 (2)

# a

# Sales by region

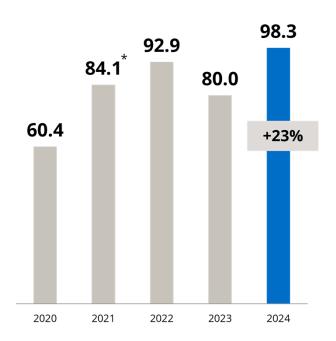


Sales by region in EUR m	FY 2024	Δ yoy	Recap 2023
Germany	1,073.0	+ 15 %	+ 28 %
Switzerland	127.5	+ 4 %	+ 9 %
Austria	30.8	+ 20 %	+ 8 %
Netherlands	14.2	+8%	+ 16 %
Italy	14.1	+ 19 %	-
Turkey	16.3	+ 64 %	+ 24 %
Other	20.9	- 5 %	+ 53 %

# **IMPROVED EARNINGS**

# a

#### EBITDA (in EUR m)



### **Operating Earnings**

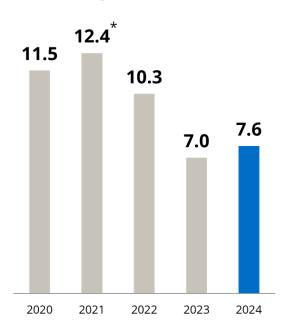
- Earnings grew overproportionately to Sales
- · Profitability slightly improved
- Capacity utilisation improved in HY2

<sup>\*</sup> without one-off effect (reported: 102.0)

## **EBITDA MARGIN SLIGHTLY IMPROVED**



#### **EBITDA-margin (in %)**



in EUR m	FY 2024	FY 2023	Δ yoy
Employees (FTE, avg.)	10,059	8,948	+ 12 %
Sales	1,297.0	1,135.9	+ 14 %
Gross Profit	1.111.6	973.3	+ 14 %
Personnel costs	888.9	773.2	+ 15 %
Other operating expenses	145.8	135.3	+8%
EBITDA	98.3	80.0	+ 23 %
EBITDA-margin (%)	7.6	7.0	

Profit drivers	FY 2024	
Utilisation & projects	7	
Daily rates	71	
License & Maintenance	7	
Personnel cost per FTE	71	

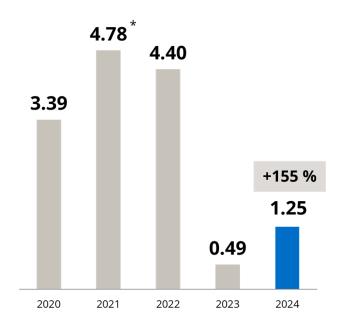
	FY 2024
adesso SE	7
increased	7
in sure	7
+2 %	2

<sup>\*</sup> without one-off effect (reported: 15.5)

# PRETAX-EARNINGS AT +40%



#### **Earnings per Share (in EUR)**



<sup>\*</sup> without one-off effect (reported: 7.59)

FY 2024	FY 2023	Δ yoy
98.3	80.0	+ 23 %
- 59.9	- 48.3	+ 24 %
- 7.6	- 9.5	- 19 %
0.0	0.0	-
- 1.9	- 1.2	
- 11.9	- 8.9	- 34 %
17.0	12.2	+ 40 %
- 6.8	- 8.8	
10.2	3.4	+ 199 %
1.25	0.49	+ 155 %
40 %	72 %	
	98.3  - 59.9  - 7.6  0.0  - 1.9  - 11.9  17.0  - 6.8  10.2	98.3     80.0       -59.9     -48.3       -7.6     -9.5       0.0     0.0       -1.9     -1.2       -11.9     -8.9       17.0     12.2       -6.8     -8.8       10.2     3.4       1.25     0.49       40 %     72 %

# FINANCIAL KPIS: NET WORKING CAPITAL REDUCED BY - 8%



<b>Key figures</b> in EUR m	31.12.2024	31.12.2023	Δ yoy
Cash	89.7	100.8	- 11.1
Financial debt	136.2	149.1	- 12.9
Net-Debt	- 46.6	- 48.4	+ 1.8
Operating Cash-Flow	110.6	76.9	+ 33.7
Net Working Capital	162.8	176.5	- 8 %
Investment Cash-Flow	- 33.7	- 50.8	+ 17.1
Goodwill	100.1	98.1	+ 2.0
Equity	193.9	207.8	- 13.9
Equity ratio	24.2 %	26.4 %	- 2.2 pp

Return on Net Working Capital (RONWC) = 18.9%

Return on Equity (ROE) = 5.3%

# CASH FLOW: RECORD FCF LTM SUPPORTED BY FACTORING\*

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Cash Flow in EUR m	FY 2024	FY 2023	Δ yoy
Operating Cash-Flow	110.6	76.9	+ 44 %
CAPEX	- 29.1	- 34.3	+ 15 %
Lease repayments	- 36.3	- 28.3	- 28 %
Free Cash Flow	45.1	14.2	+ 217 %

FCF LTM per Share: 6.92 EUR/Share

#### **SHARE BUYBACK 2024/25 COMPLETED**

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- > In October 2024, adesso's Executive Board had decided to carry out a Share Buyback program
- > A total of 121,091 shares (1.9 % of company's share capital) have been bought back from 17 October 2024 to 10 January 2025
- > These shares do not carry voting or dividend rights
- > Around 10.0 million EUR (excluding transaction costs) have been invested; average transaction price was 82.57 EUR
- > Share price developed positively by 14 % to 82.70 EUR (10 January 2025) compared to 72.70 EUR before the announcement
- > The shares can be used for all purposes stated in the authorization on the Share Buyback of the Annual General Meeting of 3 June 2020; no decision has yet been made on the utilisation.

#### 11 October 2024

adesso publishes statement to start a Share Buyback program

#### 17 October 2024

> Start of Share Buyback

 Weekly reporting via interim announcements and website on shares bought back

#### 10 January 2025

> End of Share Buyback

#### **Guidance 2025**

- > Ongoing market demand in IT Services despite recessionary environment
- > Dividend proposal: increase to EUR 0.75 per share
- > Guidance 2025 expects improved margin due to reduced investments and higher utilisation

IFRS in EUR m	FY 2023	FY 2024	Guidance 2024 (revised*)	Guidance 2025
Sales	1,135.9	1,297.0	> 1,250	1,350 to 1,450
EBITDA	80.0	98.3	80 to 110	105 to 125
EBITDA-margin	7.0 %	7.6 %		

<sup>\*)</sup> Guidance revised based on preliminary Q2-figures, released 5 August 2024.

03/2025

# MANY THANKS!

#### adesso SE

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





## **REFERENCES**



























































































































# **KEY FIGURES (QUARTERS)**

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· FURL	Q1/2023	Q2/2023	Q3/2023	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Q4/2024
in EUR k		Q2/2023	Q3/2023	Q4/2023	Q 1/2024	Q2/2024	Q3/2024	Q4/2024
Profit situation								
Sales revenues	276,242	270,054	287,367	302,240	317,111	313,958	330,230	335,693
domestic	224,522	221,251	235,450	249,338	262,056	260,584	274,256	276,151
foreign	51,720	48,803	51,917	52,902	55,055	53,374	55,974	59,542
EBITDA	17,914	7,239	28,376	26,501	17,756	9,923	38,866	31,801
EBITDA margin (in %)	6.5	2.7	9.9	8.8	5.6	3.2	11.8	9.5
Consolidated earnings	2,018	-8,326	6,022	13,595	-3,293	-6,636	12,382	7,749
Balance Sheet								
Balance sheet total	668,654	729,817	779,360	785,985	774,259	797,987	790,817	802,856
Equity	216,902	202,534	209,178	207,777	203,729	192,814	206,556	193,909
Euqity ratio (in %)	32.4	27.8	26.8	26.4	26.3	24.2	26.1	24.2
Liquid assets	46,171	37,844	42,437	100,772	47,287	52,143	41,475	89,682
Net cash position	-73,567	-143,367	-135,238	-48,369	-90,495	-115,416	-101,543	-46,556
Employees								
Employees (FTE)	8,513	8,856	9,222	9,512	9,926	10,101	10,215	10,320
domestic	6,967	7,166	7,505	7,759	8,097	8,212	8,259	8,312
foreign	1,546	1,690	1,717	1,753	1,829	1,889	1,956	2,008
Gross profit/Employees	112	103	110	110	111	107	114	110
Share								
Number	6,512,272	6,514,272	6,520,272	6,520,272	6,520,272	6,520,272	6,522,272	6,522,272
Price at the end of the period	1.17.00	400.00	400.50	407.40	400.00	02.00	60.40	00.00
(in EUR)	147.00	123.80	102.60	107.40	109.20	83.80	68.10	88.00
Market Cap (in EUR m)	957.3	806.5	669.0	700.3	712.0	546.4	444.2	574.0
Earnings per share (in EUR)	0.28	-1.18	0.86	0.54	-0.49	-1.02	1.67	1.09

# **KEY FIGURES (FY)**

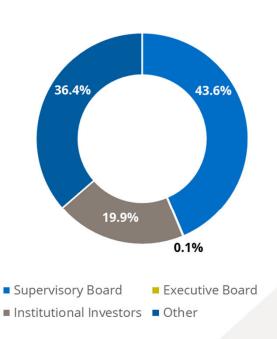
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in EUR k	2018	2019	2020	2021	2022	2023	2024
Profit situation							
Sales revenues	375,648	449,704	523,375	678,324	900,253	1,135,903	1,296,992
domestic	308,742	360,987	413,053	550,232	744,178	930,561	1,073,047
foreign	66,906	88,717	110,322	128,092	156,075	205,342	223,945
EBITDA	32,975	48,131	60,406	101,985	92,908	80,030	98,346
EBITDA margin (in %)	8.8	10.7	11.5	15.0	10.3	7.0	7.6
Consolidated earnings	14,000	17,495	20,947	47,577	28,793	3,410	10,202
Balance Sheet							
Balance sheet total	226,375	320,764	372,146	557,203	655,565	785,985	802,856
Equity	78,406	92,482	102,874	185,618	215,181	207,777	193,909
Equity ratio (in %)	34.6	28.8	27.6	33.3	32.8	26.4	24.2
Liquid assets	45,912	46,352	55,053	109,922	90,897	100,772	89,682
Net cash position	-2,196	-11,614	-5,636	31,009	-15,598	-48,369	-46,556
Employees							
Employees (FTE)	3,280	4,033	4,975	5,814	8,056	9,512	10,320
domestic	2,797	3,328	4,003	4,811	6,651	7,759	8,312
foreign	483	705	972	1.002	1.405	1,753	2,008
Gross profit/Employees	110	107	105	108	110	109	111
Share							
Number Price at the end of the period	6,176,093	6,176,093	6,185,343	6,503,272	6,512,272	6,520,272	6,522,272
(in EUR)	47.10	53.50	97.00	209.00	131.80	107.40	88.00
Market Cap (in EUR m)	290.9	330.4	600.0	1,359.2	858.3	700.3	574.0
Earnings per share (in EUR)	2.28	2.82	3.39	7.59	4.40	0.49	1.25
Dividend per share (in EUR)	0.45	0.47	0.52	0.60	0.65	0.70	0.75

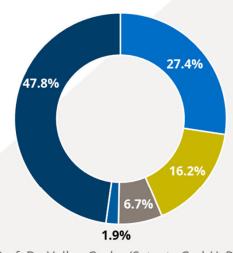
## **SHAREHOLDER STRUCTURE**

# a

#### **Shareholder Structure**



#### **Shareholders**



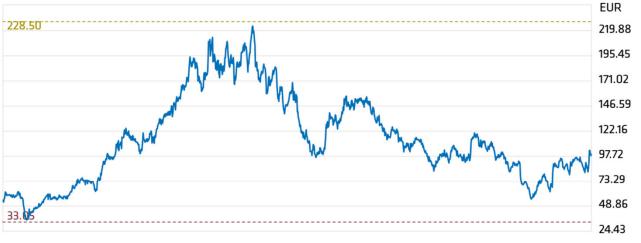
- Prof. Dr. Volker Gruhn (Setanta GmbH, Pool)\*
- Rainer Rudolf / RDF Familienstiftung\*
- Ludwig Fresenius
- Treasury Shares
- Freefloat

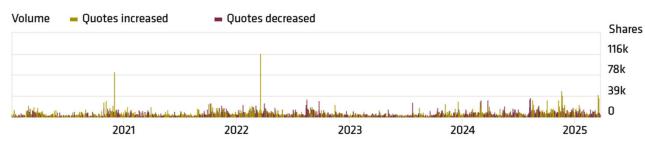
\* Supervisory Board

# THE SHARE









- Market Cap:
  EUR 574.0 million as at
  year-end 2024
- Share price:EUR 88.00 as atyear-end 2024
- > Average Analyst Price Target: EUR 123.57
- > Free Float: 47.8 %

# **ADESSO SHARE, BASIC DATA**

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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
thereof Treasury Shares	121,091
Currency	EUR
Nominal value	No share with nominal value; EUR 1.00 (mathematically)
Voting rights per Share	1
	SDAX, CDAX, DAXplus Family, DAXsector All Software, DAXsector Software, DAXsubsector All IT-Services, DAXsubsector IT-Services, Prime All-Share, Technology All Share,
Index	STOXX Europe ex UK Total Market
Reporting Standard	IFRS
End of fiscal year	31 Dec.
Paying Agent	DZ BANK AG, Frankfurt/Main

### SHAREHOLDINGS



#### adesso SE

Dortmund

#### **IT-SERVICES**

adesso's national companies or branch offices

Austria Vienna | 100 % Bulgaria Sofia | 100 % Finland Espoo/Helsinki | 100 % Hungary Budapest | 100 %

> adesso business consulting AG Hameln | 100 %

India Cochin | 100 % Italy Milan | 100 % Netherlands Amsterdam | 100 % Romania Bucharest | 100%

> alleato assekuranzmakler GmbH Dortmund | 90 %

KIWI Consulting EDV-Beratung GmbH Walldorf | 100 %

Saudi Arabia Riyadh | 100%

Spain Barcelona | 100%

Sweden Malmo | 100 %

percision services GmbH Dortmund | 100 %

WEPEX GmbH Frankfurt a. M. | 51%

adesso as a adesso service GmbH consu

Dortmund | 100 % Hamel

adesso ventures GmbH Berlin | 100 %

Dortmund | 90 %

IT-SOLUTIONS

Afida GmbH Dortmund | 82 % adesso banking solutions GmbH Frankfurt a. M. | 50 %

adesso benefit solutions GmbH Dortmund | 80 % adesso health solutions GmbH Neumuenster | 90 %

adesso insurance solutions GmbH Dortmund | 100 % adesso manufacturing industry solutions GmbH Dortmund | 100 %

adesso mobile solutions GmbH Dortmund | 100 %

material.one AG Augsburg | 53 %

Switzerland Zurich | 100 %

United Kingdom London | 100 %

Turkey Istanbul | 100%

Reachbird Solutions GmbH Munich | 100 %

## **EXECUTIVE BOARD (1)**





Mark Lohweber CEO

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 Executive 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, adesso benefit solutions 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, SAP and and Salesforce technology areas. On the Executive Board, he is as well responsible for the investments adesso manufacturing industry solutions GmbH, adesso Lakes 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)**





**Michael Knopp** Member of the Executive Board

Michael Knopp (born 1966) has been a member of the Executive Board of adesso SE since 15 January 2025 and will gradually take over the responsibilities of Jörg Schroeder, who will leave the Executive Board on 30 April 2025. As a member of the Executive Board of adesso SE, Knopp will be responsible for the central areas of Finance, Investor Relations and Mergers & Acquisitions. He will also assume responsibility for the investment adesso ventures GmbH. Michael Knopp has many years of in-depth expertise in both corporate finance and information technology. The business graduate worked for many years as a member of the Management Board and Chief Financial Officer (CFO) at the listed company SUSS MicroTec SE and subsequently at Materna Information & Communications SE. Before being appointed to the Executive Board of adesso SE in January 2025, he was Managing Director and CFO of the IT service provider akquinet Holding GmbH.



**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 Cloud & Operations. As a member of the Executive Board, he is also in charge of the central Legal and Group IT divisions. Moreover, he is responsible for the adesso subsidiaries adesso as a service GmbH, adesso business consulting AG, adesso health solutions GmbH, adesso mobile solutions GmbH, 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 until his resignation as at 30 April 2025. He is responsible for the central areas of Finance, Investor Relations and Mergers & Acquisitions. Additionally, 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.

#### **SUPERVISORY BOARD**



Six members experienced with high industry knowledge

**Prof. Dr. Volker Gruhn**Chairman and Chairman of the
Nomination Committee

co-founder of adesso, professor for Software Engineering

**Dr. Friedrich Wöbking**Deputy Chairman

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

**Stefanie Kemp** 

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

Hermann Kögler

Chairman of the Audit Committee

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

Rainer Rudolf

Member of the Audit and Nomination Committee co-founder of adesso, managing director of an IT services company

**Michael Zorc** 

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

Date	Event
2025-02-27	Roadshow Helsinki/Stockholm /w Berenberg
2025-03-27	Publication of the 2024 annual report, financial press / analyst conference
2025-05-12	Publication of the Quarterly Statement Q1 2025
2025-05-13	Spring Conference 2025, Frankfurt/Main
2025-06-03	Regular ASM, Dortmund
2025-08-14	Publication of the 2025 Half-Year Report
2025-11-12	Publication of the Quarterly Statement Q3 2025
2025-11-24to26	German Equity Forum 2025, Frankfurt/Main

03/2025

# MANY THANKS!

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