

# Digital Technologies Forward

FACT SHEET March 2025

**AUSTRIACARD**  
(HOLDINGS)

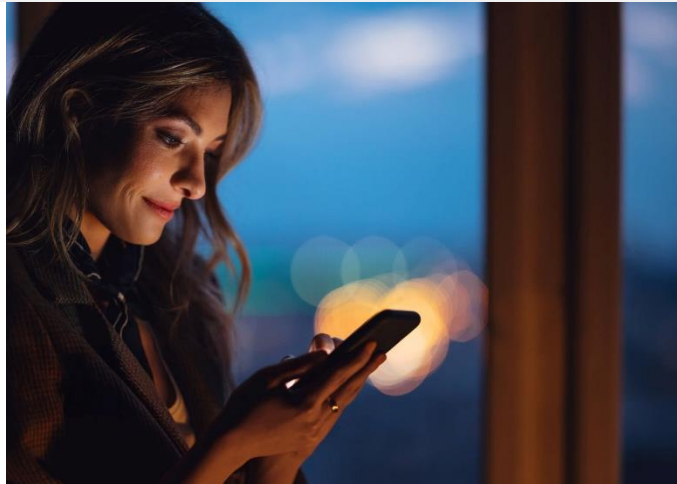
## Overview

**AUSTRIACARD is an international identity and payment solutions provider that has evolved into specialising in digital transformation technologies, empowered by AI.**

The company has grown 35x in Revenues and 21x in EBITDA through organic growth and acquisitions, the last 3 decades.

Headquartered in Vienna.

Manufacturing facilities in 9 countries and sales operations worldwide to provide service excellence to clients.



## Solutions Portfolio

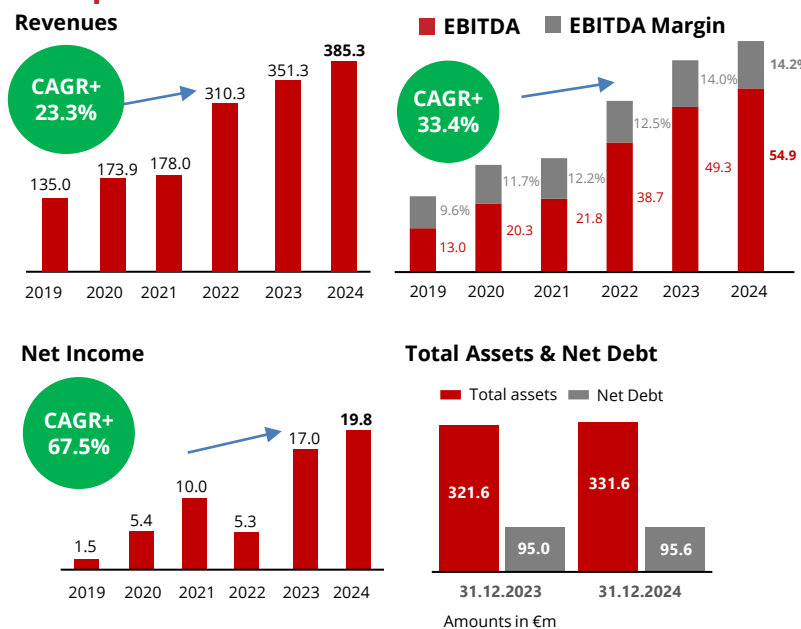
Digital technologies	Identity & payment solutions	Document lifecycle management
Artificial Intelligence Empowered Solutions	Payment cards	Security Documents & Traceability
Remote KYC/KYB Onboarding	Card as a service (CaaS)	Personalized Digital Printing
Digitalization & Data Capture Technologies	Citizen Identity Services	Digital Print on Demand Books
Process & Content Management Intelligence	Enrolment & Authentication	Document output and management services

## A strong growth story with...

Key Group figures FY 2024 (€m)

Revenues* <b>385.3</b> +9.7%	EBITDA* <b>54.9</b> +11.4%	Net Income* <b>19.8</b> +16.6%
Net debt <b>95.6</b>	Employees <b>~2,400</b>	Net Debt / Adj. EBITDA <b>1.7x</b>

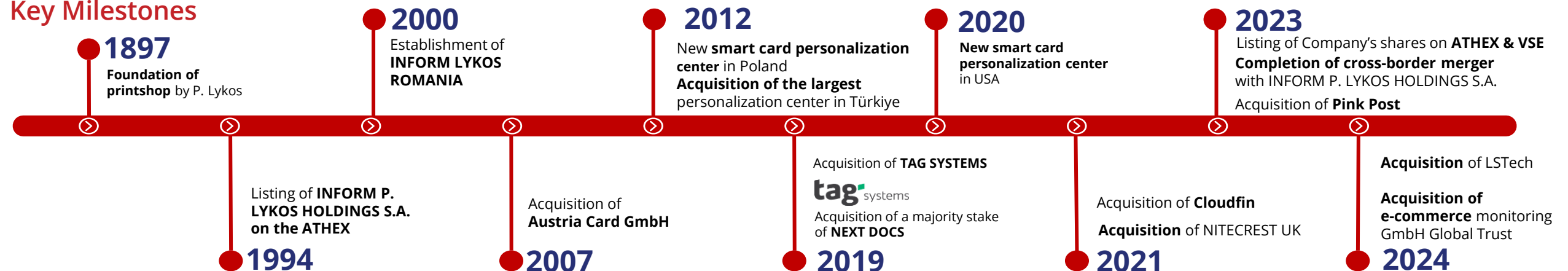
## ...a proven track record



\* numbers are adjusted



## Key Milestones



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# AUSTRIACARD (HOLDINGS)

## Investment Proposition

<b>Diversified digital solutions portfolio in a fast-growing technology segment</b>	<b>Proprietary technologies and chip operating systems</b>	<b>Flexible and agile, best in lead times</b>
<b>Strategically positioned to serve its clients</b>	<b>Strong R&amp;D capabilities drive innovation in digital solutions using machine learning, AI and Data analytics</b>	
<b>Blue chip customer base with high average tenure</b>	<b>Proven track record in strategic and accretive acquisitions</b>	

## Operational footprint

**Operating facilities in 9 countries**  
UK, Andorra, Spain, Austria, Poland, Romania, Greece, Türkiye, US

**Sales Offices**  
Norway, Czech Republic, Germany, Croatia, Serbia, Jordan, the UAE and a network of partners and selling agencies around the world

## Geographical segments performance (in €m)\*

Western Europe, Nordics, Americas	Central Eastern Europe & DACH	Türkiye, Middle East & Africa
<p>Revenue: 116.0 (FY2023) to 130.9 (FY2024) (+12.8%) EBITDA: 17.9 (FY2023) to 20.6 (FY2024) (+15.0%)</p> <p>Western Europe, Nordics, Americas revenues grew by 12.8%, with Fintech customer channel accelerating contribution and with innovative metal cards being a main product focus for them. Adj. EBITDA grew 15.0%.</p>	<p>Revenue: 224.6 (FY2023) to 224.9 (FY2024) (+0.1%) EBITDA: 30.3 (FY2023) to 29.6 (FY2024) (-2.3%)</p> <p>CEE &amp; DACH's overall revenue is flat, with Digital Transformation revenues contributing €11.3 m in 2024, driven by state and private sector projects in Greece and Romania, offsetting Identity &amp; Payment Solutions wholesale business revenue decline. Adj. EBITDA change -2.3%.</p>	<p>Revenue: 53.7 (FY2023) to 72.1 (FY2024) (+34.4%) EBITDA: 4.9 (FY2023) to 8.3 (FY2024) (+68.2%)</p> <p>Türkiye, Middle East &amp; Africa Adj. Revenues grew by 34.4%, driven by digital securing documents for public sector projects in MEA. Adj. EBITDA increased by 68.2%.</p>

\*all numbers are adjusted

## Indicative Clientele

Financial Institutions	Insurance Institutions	Energy & Telecoms	Retail
Public sector			

## Strategic acquisitions



**Acquisition of 100% of the shares in e-commerce monitoring GmbH Austria**  
The company is an EU eIDAS compliant QTPS (qualified trust service provider) which provides services that include electronic signatures, seals, timestamps, electronic delivery services and more. Total cost: €0.8 m



**Acquisition of 100% of LSTech Ltd**  
A UK research and data analytics company with expertise in collecting, processing and analyzing complex information, transforming into actionable insights that drive intelligent decision making. Total cost: €1.6 m

## Leverage & Dividend

Leverage	Dividend
<p>2020: 2.8x, 57.8 2021: 3.9x, 85.1 2022: 2.0x, 76.6 2023: 1.9x, 95.0 2024: 1.7x, 95.6</p> <p>Net Debt (red), Net Debt/Adj. EBITDA (X) (grey)</p>	<p>2022: 0.025, €3.6m 2023: 0.10, €4.0m 2024: 0.11, €4.0m</p> <p>Dividend payout: 20%-25% of net profit</p>

Leverage below the 2x target

## Stock Data

- Dual Listing: Vienna & Athens Stock Exchange
- Sector: Technology
- Symbol: ACAG
- BLOOMBERG: ACAG GA, REUTERS: ACAGr.At
- Commencement Of Trading: March 23, 2023
- Numbers Of Shares: 36,353,868\*
- \* Own shares: 362,302

ACAG was listed in March 2023 without an IPO. The placement marks the first entry of institutional investors as shareholders.

On April 30, 2024, majority shareholder N. Lykos, with other shareholders, placed 15% of the company's shares.