

# "S&T Results for 2007 and Outlook for 2008"



Vienna, 2nd April 2008  
Investor Relations

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[www.snt-world.com](http://www.snt-world.com)

# 2007 - a year of growth and integration



## ➔ 2007 was again a year of growth

- Sales growth: +13%
- Earnings targets achieved: EBITDA: +13% | EBIT: +7%
- Increase in overall gross margin from 28% to 34%
- Share price performance: +18%
- 37% increase in employees
- Successful growth of the operational businesses - particularly Solutions business

## ➔ 2007 was also a year of integration

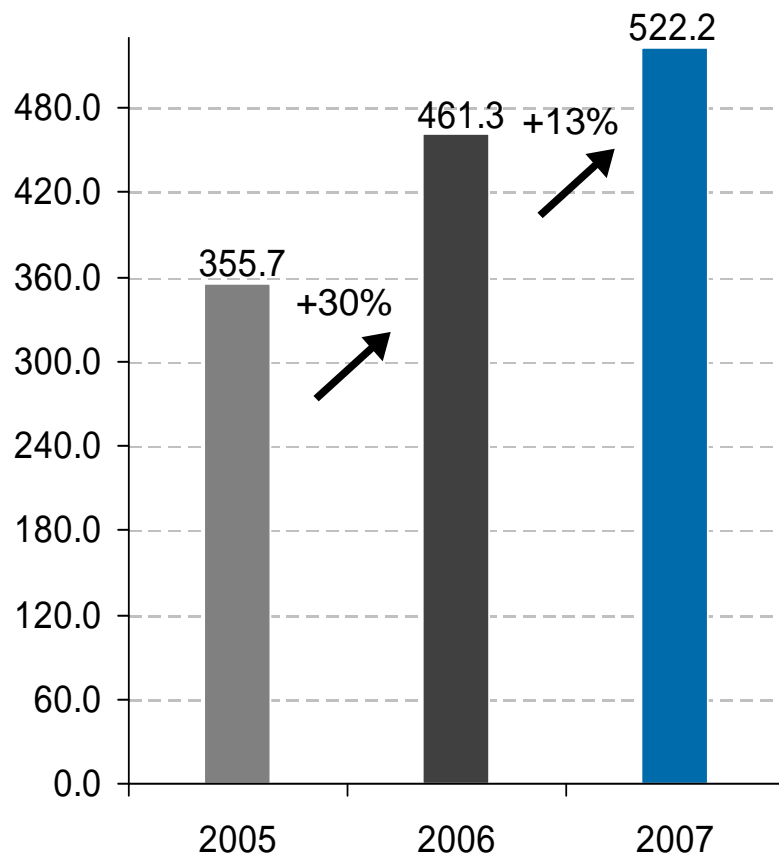
- Integration of largest take-over in the company's history: IMG
- Integration of Grall/CZ, UNITIS/HU, T-Systems/TR and BEELC/PL

# Sales record: EUR 500 million mark surpassed

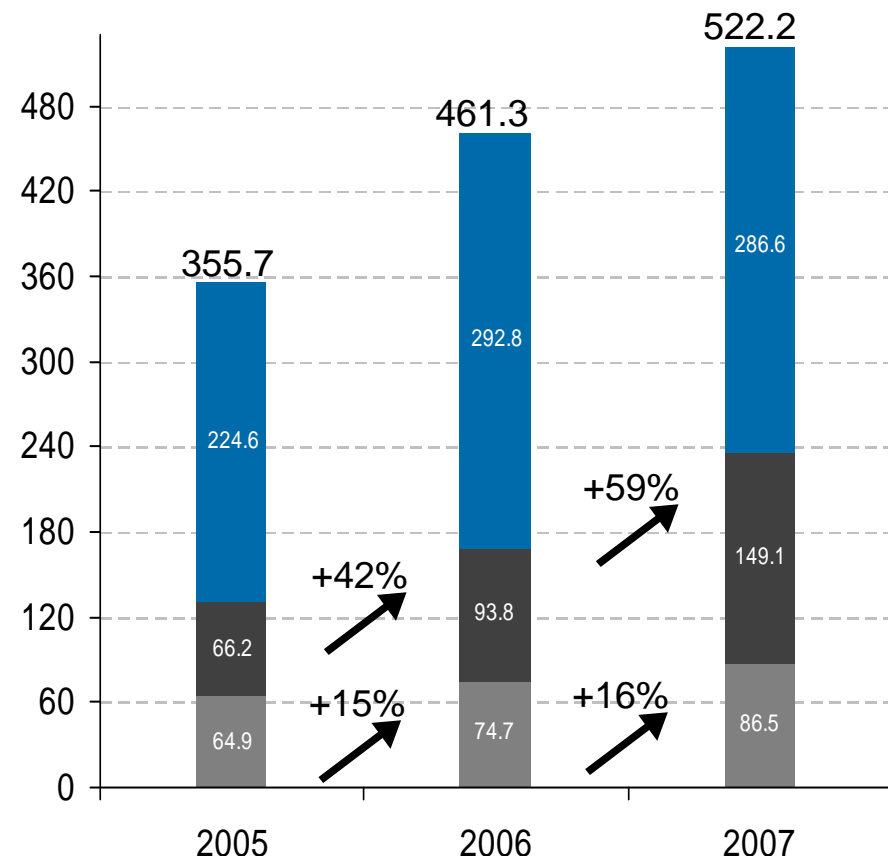
## Growth engines: IT Consulting and Services



**Total sales  
in million EUR**



**Sales per business unit  
in million EUR**



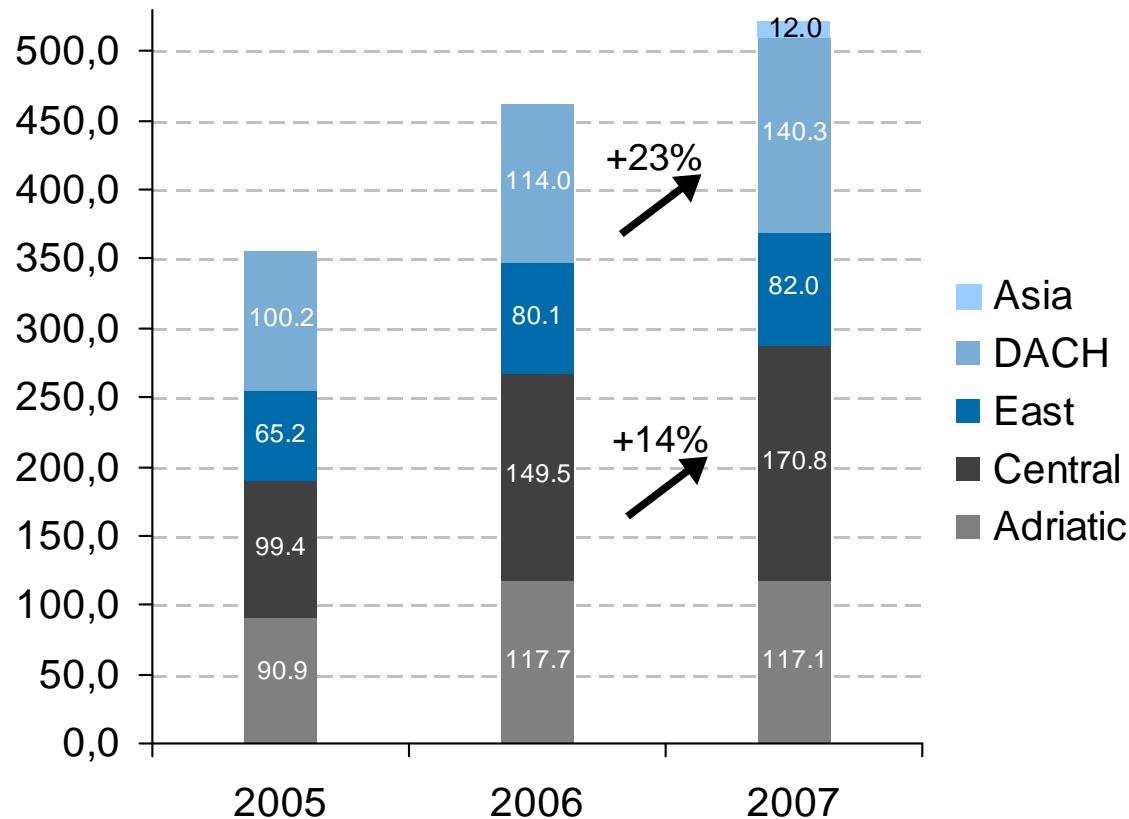
■ Managed Services    ■ Business Solutions    ■ Enterprise Systems

# DACH Region shows strongest sales growth due to IMG

## Strong organic growth in Central Region



Sales by region  
in million EUR



Adriatic: Albania, Bosnia-Herzegovina, Croatia, Macedonia, Montenegro, Serbia, Slovenia

Central: Moldova, Poland, Slovakia, Czech Republic, Hungary, Ukraine

East: Bulgaria, Romania, Russia, Turkey

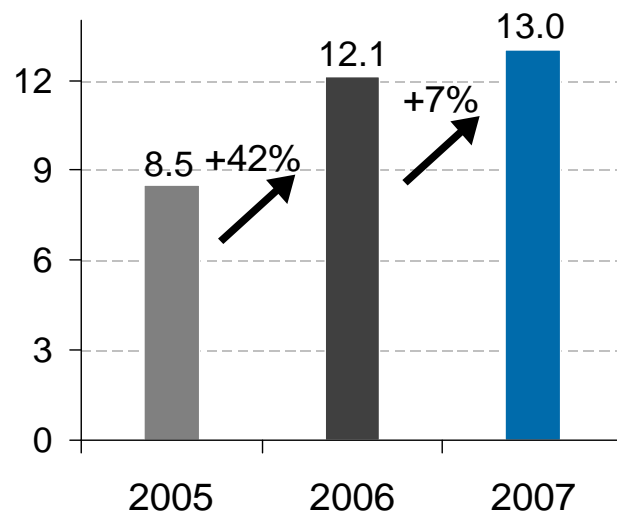
DACH: Germany, Austria, Switzerland

Asia: China, Japan

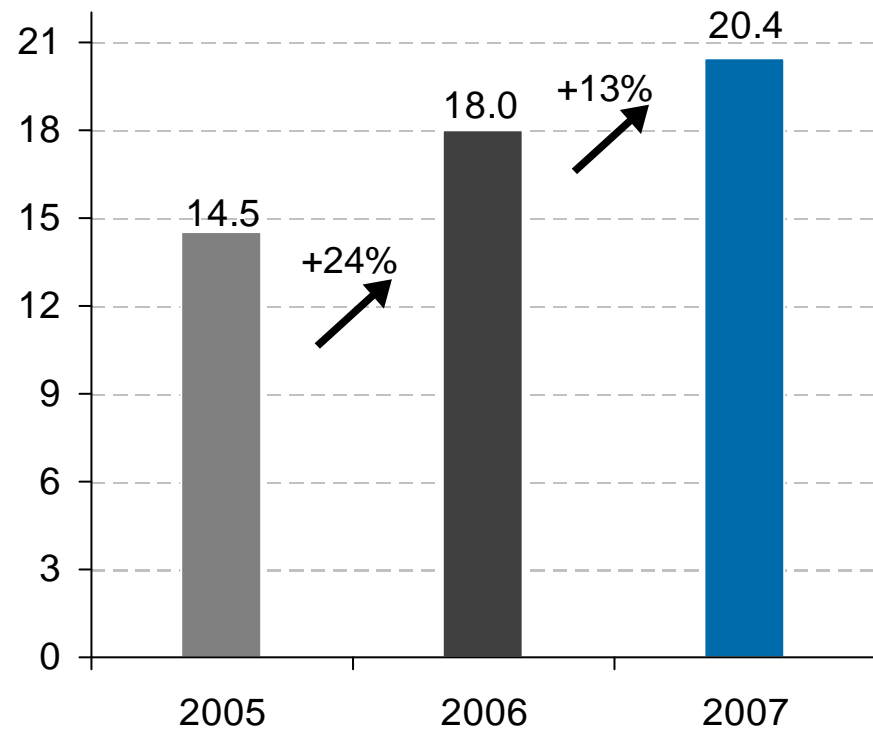
# Marked growth in EBIT and EBITDA despite investments in integration and growth



**EBIT**  
in million EUR



**EBITDA**  
in million EUR

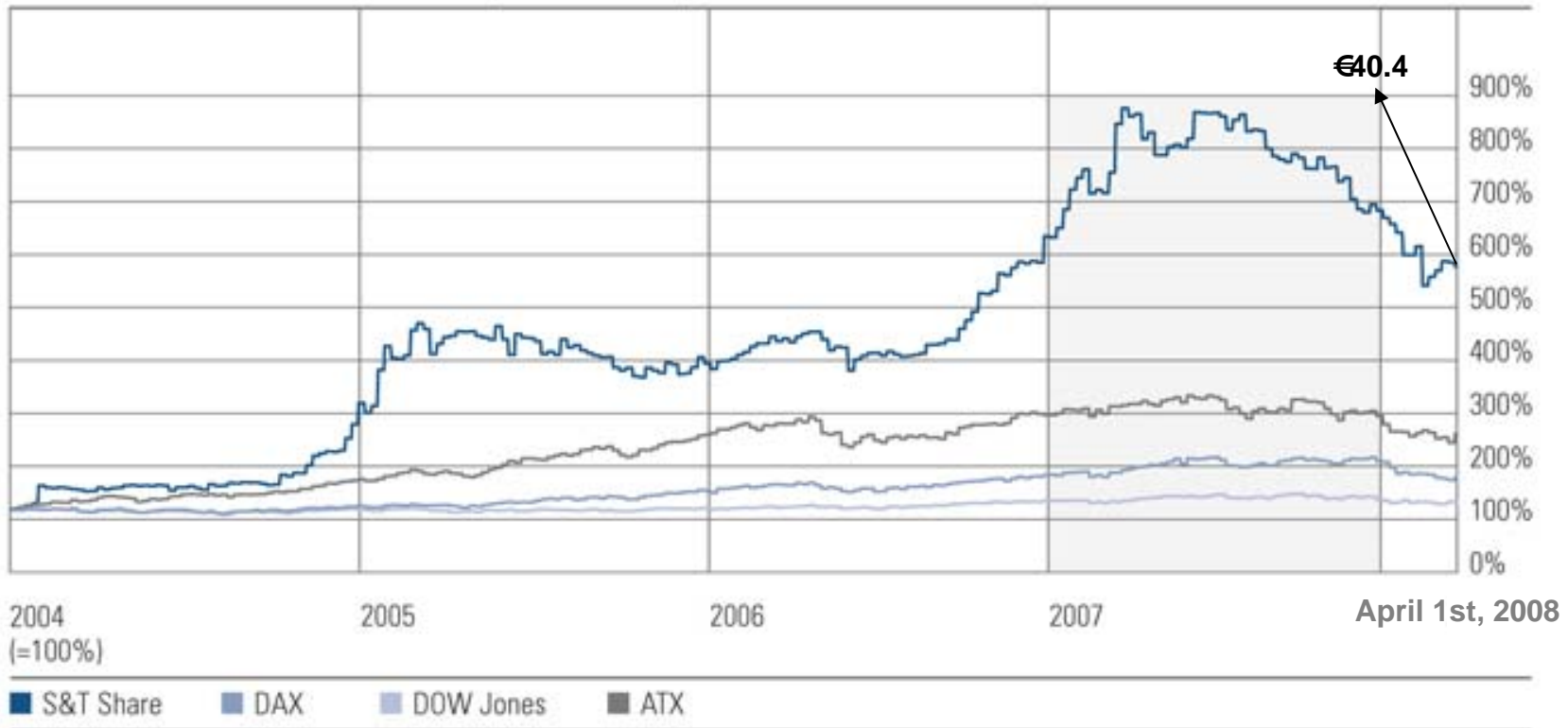


# 2007 Share price performance: +18%

## Market capitalization increased to EUR 167 million



SHARE PRICE DEVELOPMENT (SINCE 2004)



# Highest stock market capitalization ever

## Share price “All-time-high” in April 2007: EUR 59.20

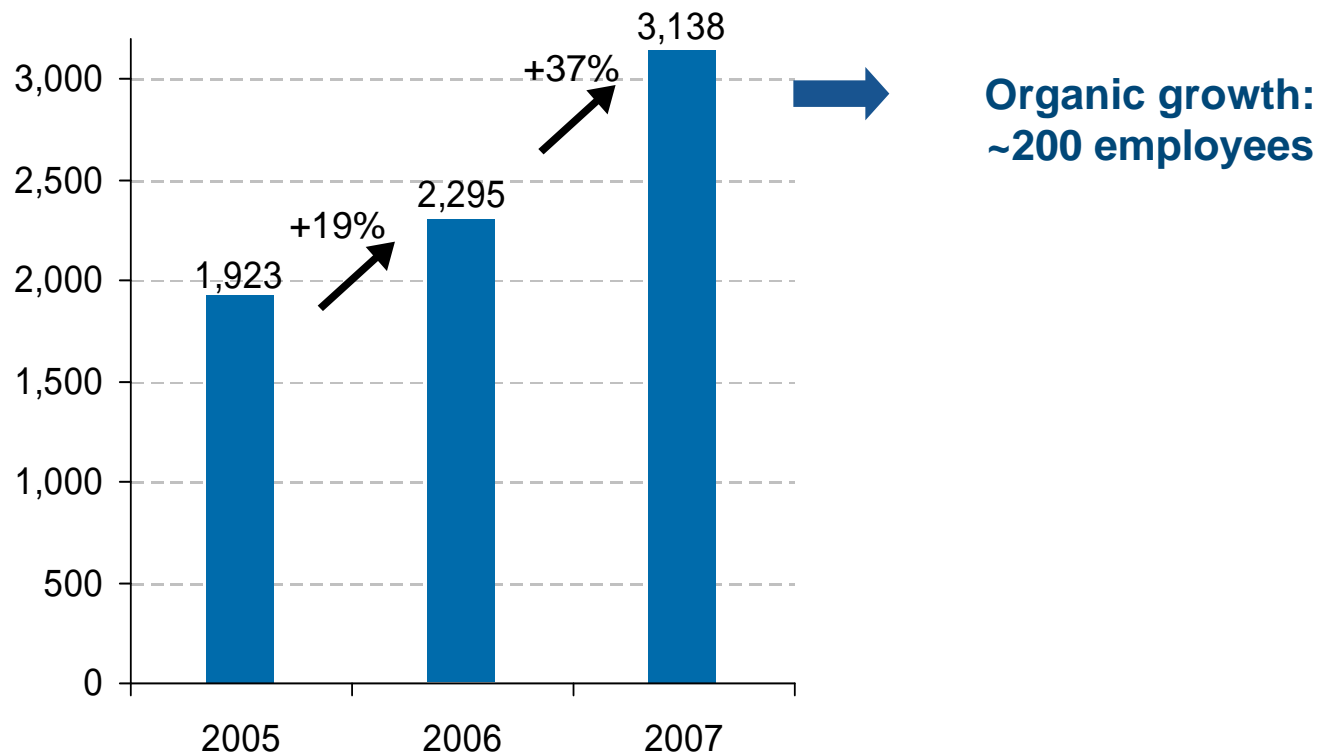


	2005	2006	2007
Market capitalization year-end in EUR mill	90.7	139.9	166.7
Number of shares year-end	3,568,655	3,568,655	3,585,017
Stock price year-end in EUR	25.42	39.20	46.50
High in EUR	31.70	39.20	59.20
Low in EUR	18.00	24.90	39.00
Earnings per share in EUR (diluted)	1.38	1.89	1.03
Free float	57%	56%	46%

# 2007 Employees: Massive increase in number of consultants and service experts



Employees  
in FTE\*



\* FTE = Full Time Equivalent

# Successful implementation of strategy results in continued growth



## S&T Group – Overview of 2007 Results in million EUR

	2005	2006	Change	2007
Sales	355.7	461.3	13%	522.2
EBITDA	14.5	18.0	13%	20.4
Profit from operations (EBIT)	8.5	12.1	7%	13.0
Profit before tax	6.4	10.5	-25%	7.9
Profit for the year / Net profit	4.9	6.8	-44%	3.8
Diluted earnings per share in EUR	1.38	1.89	-46%	1.03
Shareholder's equity	37.7	46.7	6%	49.4
Total assets	197.7	235.0	13%	266.0
Net financial liabilities	34.5	26.8	94%	52.0
Net gearing	19.5%	11.4%	-	17.5%
Employees at year-end	1,923	2,295	37%	3,138

# Outlook for 2008

## Market development



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# Positive growth forecasts for IT and IT services markets in S&T countries



## ➔ Global IT market growing by 5.5 - 6.0% in 2008

- Eastern Europe and Middle East growing faster than Western Europe and USA.
- Demand for IT consulting and outsourcing services growing worldwide.
- Strongest IT market growth forecast for the following S&T countries: Ukraine 19.7% | Russia 18.9% | Bulgaria 17.7%

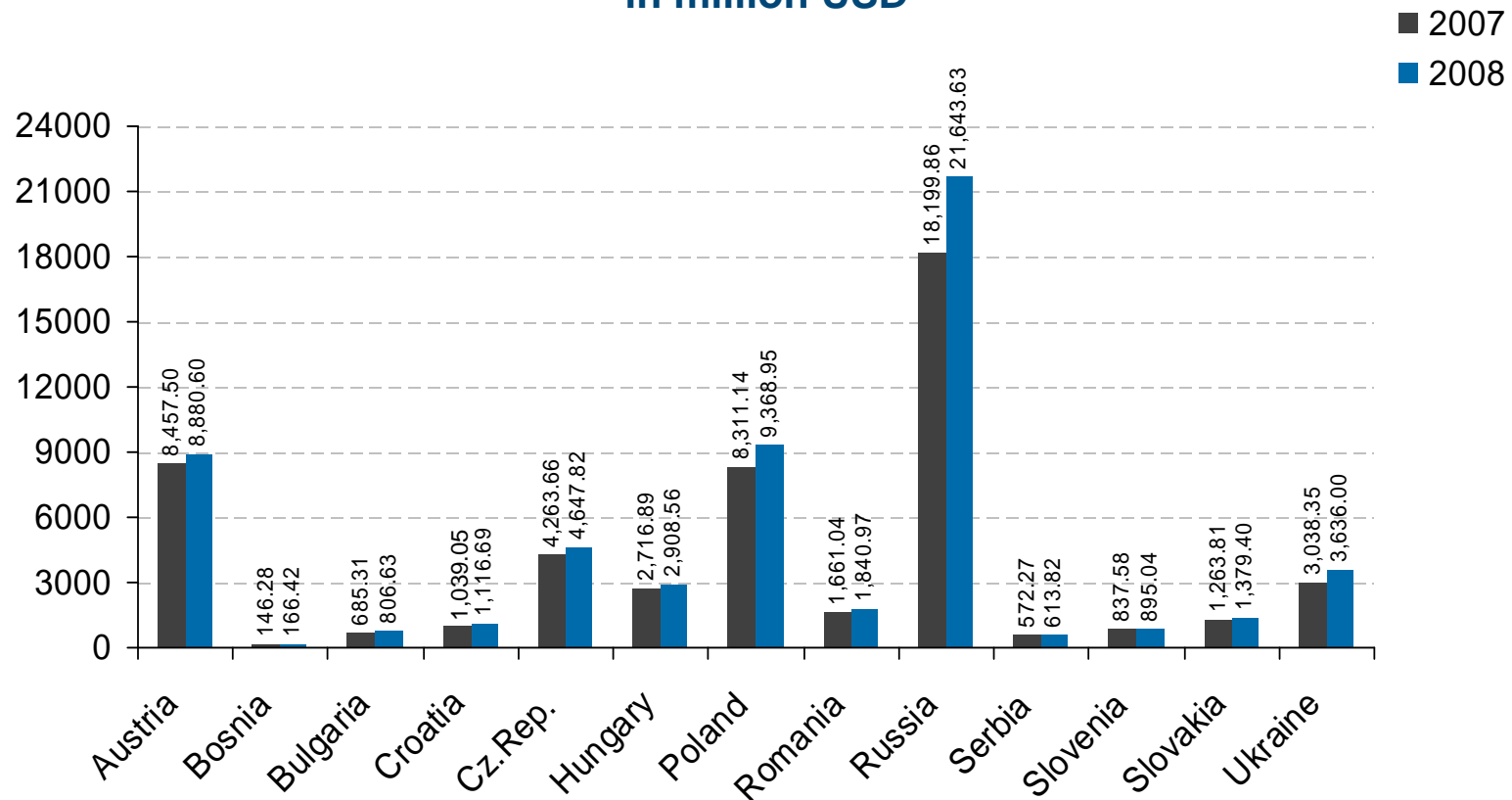
## ➔ IT services markets growing noticeably faster than IT markets

- DACH region sees consistent growth (Austria: 4.1%, Switzerland: 4.8%, Germany: over 5%)
- Central European and Adriatic countries continue to exhibit high growth rates (e.g. Czech Rep.: 10.2%, Bosnia: 14.6%)
- Strongest growth in IT services market forecast for the following S&T countries: Ukraine 21.6% | Russia 21.0% | Romania 19.6%

# IT market volume: Russia already far above Western European levels



Market volume for IT market 2007-2008  
in million USD

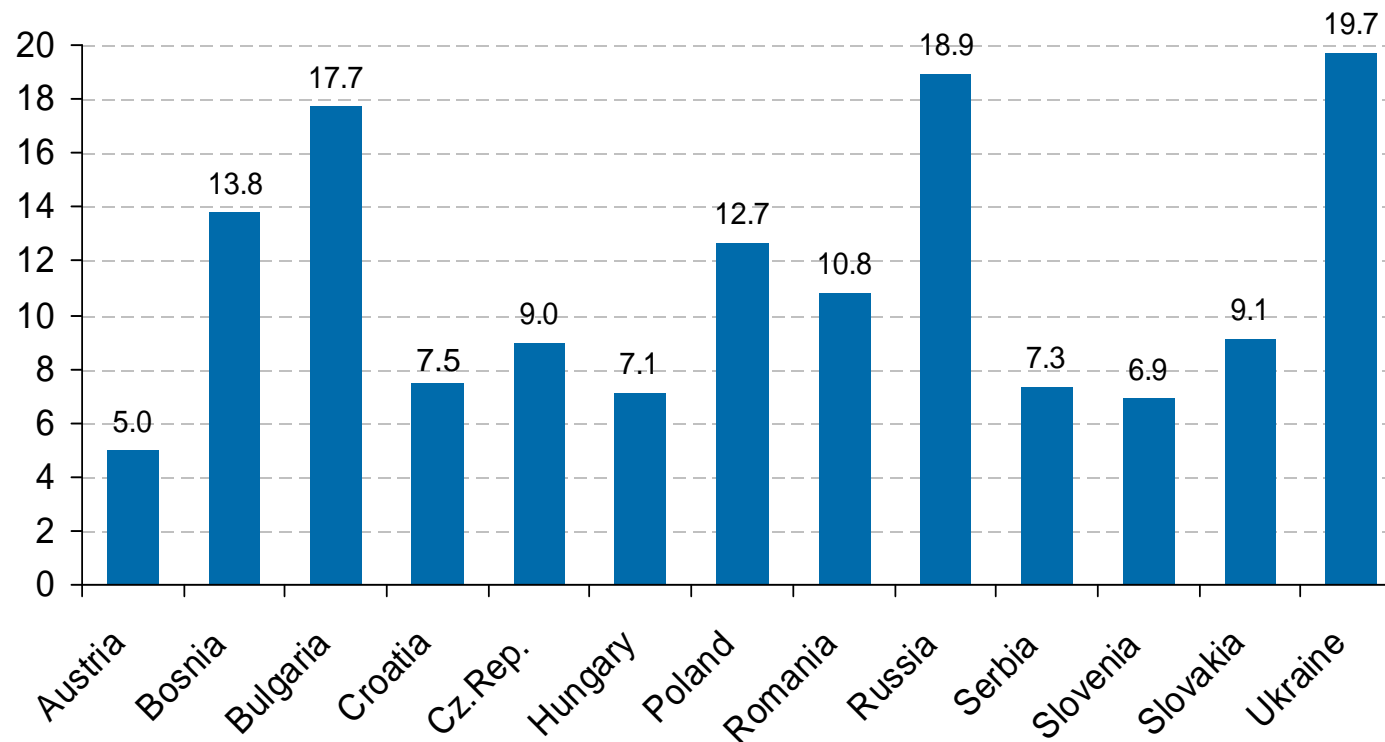


Source: IDC's BB – Q4 2007  
The 2007 and 2008 data are IDC estimates

# High growth rates in Eastern Europe - with very diverse market volumes



Growth rates for IT market 2007-2008  
in percent

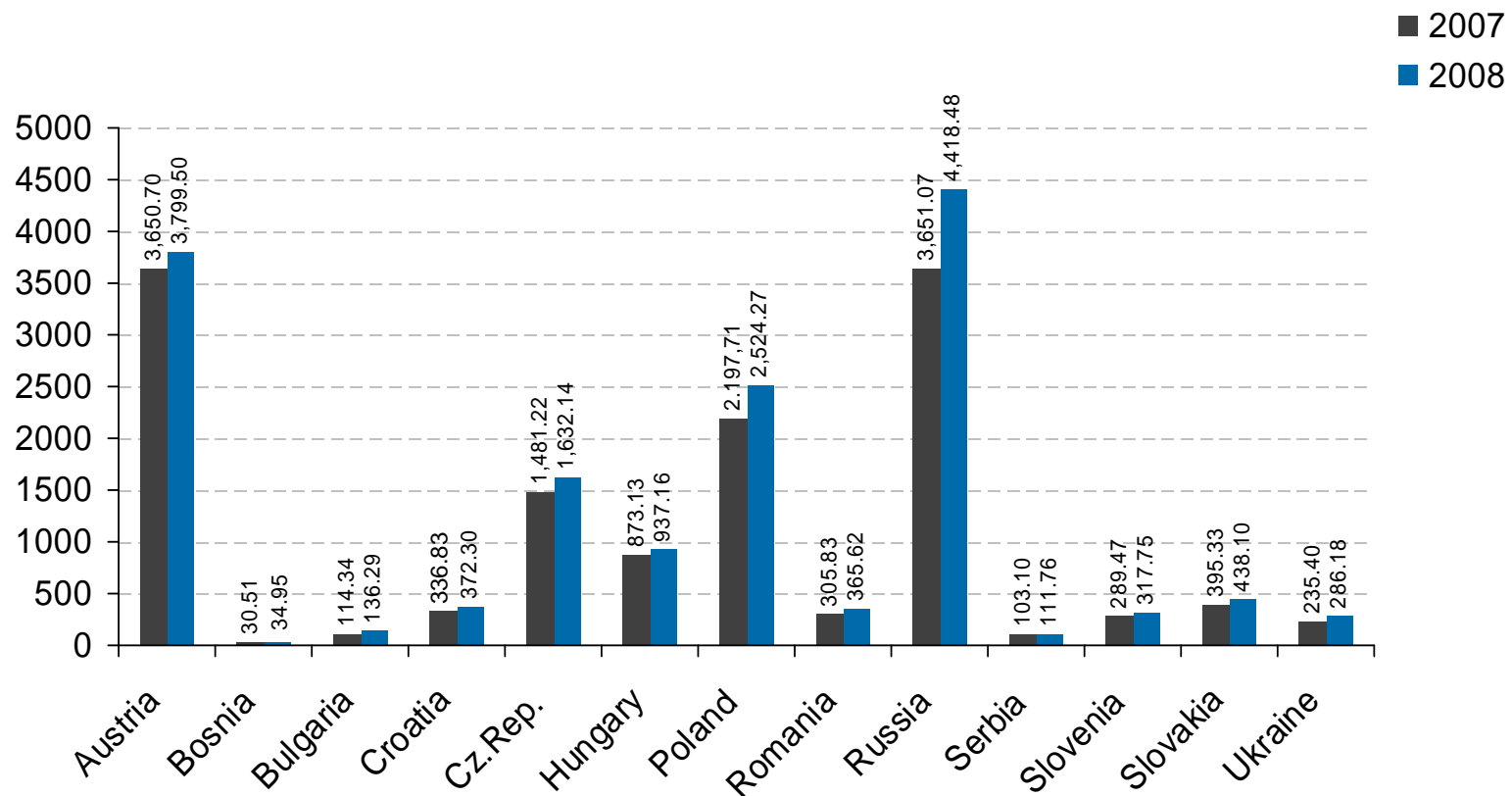


Source: IDC's BB – Q4 2007  
The 2007 and 2008 data are IDC estimates

# Expenditure on IT services continues to grow significantly



## Market volume for IT services market 2007-2008 in million USD



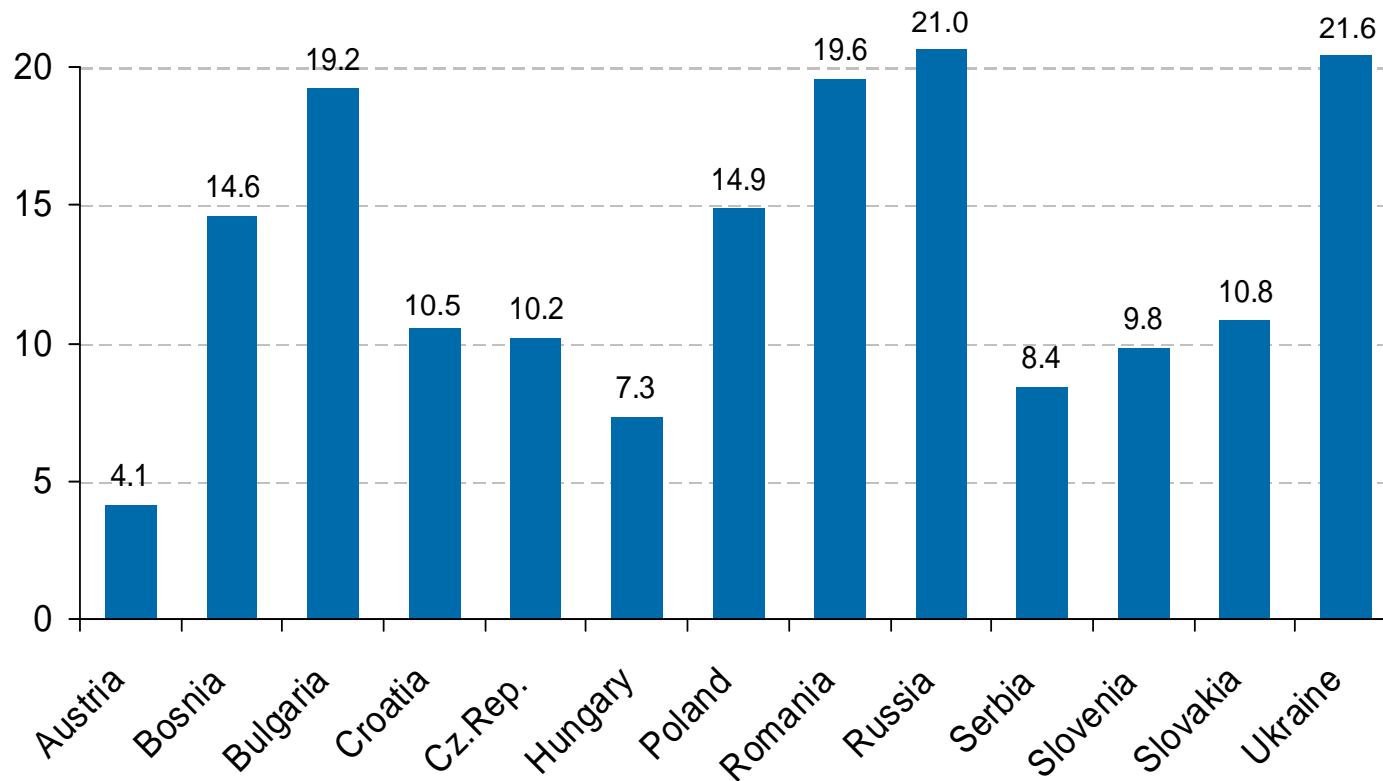
Source: IDC's BB – Q4 2007

IDC estimates were used for 2007 and 2008 information.

# Growth rates in IT services market higher than for IT market



Growth rates for IT services market 2007-2008  
in percent



Source: IDC's BB – Q4 2007  
The 2007 and 2008 data are IDC estimates

# 2008 Outlook S&T

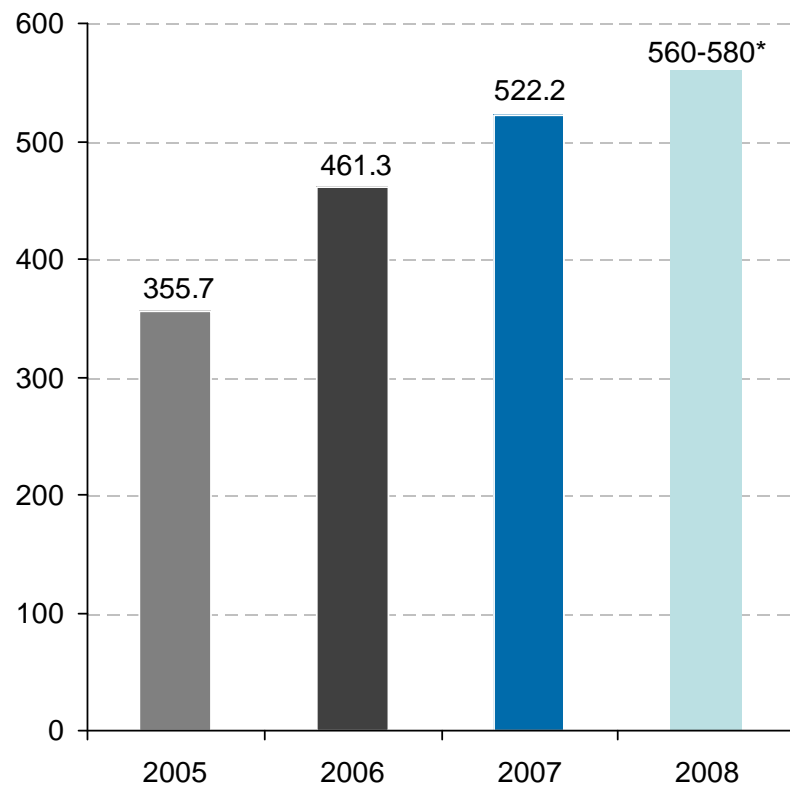


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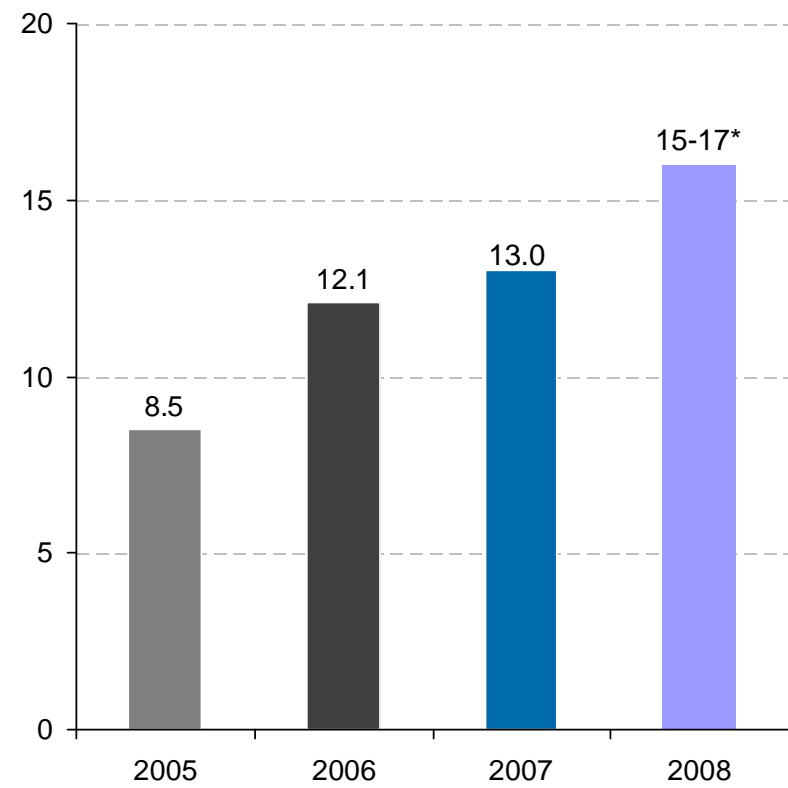
# 2008: Double-digit EBIT growth planned



### Sales in million EUR



### EBIT in million EUR



\*planned

# S&T: Consistent implementation of growth strategy



## ➔ S&T displays greater growth than overall market

- Based on organic growth - orders books are well filled
- Based on further acquisitions - criteria:
  - Strengthening of existing countries. Focus: Turkey, Russia and Poland
  - Take-over target must be active in Business Solutions or Managed Services sectors
  - Take-over target must be active in one of S&T's target industries
  - Take-over target must have a certain minimum size
  - Integration must be completed quickly

# S&T: Consistent implementation of growth strategy



## ➔ Consistent use of market opportunities

- By means of expansion of strategic partnerships (in promising sectors and targeted geographical areas)
- By means of utilization of growth opportunities offered by services with strong demand - e.g. Managed Services, SOA, Virtualization

## ➔ Optimization with stable risk structure

- By means of optimized resource and skill management, and exploitation of synergies following integrations
- With minimal USD currency risk and minimized effects of political changes
- By means of optimal client and industry portfolios

## Exclusion of Liability

This presentation describes the situation for S&T as of 31st December 2007.

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