

Press Conference “S&T Results - 3rd Quarter 2007“

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Vienna, 24.10.2007

www.snt-world.com

Strategy successfully realised

Growth

>60% share of sales in the high-margin Managed Services / Business Solutions areas

Business Sectors

- Stronger growth than the market
- EBIT growth more than sales growth
- Organic growth and acquisitions

Core Regions

Clear focus on central and eastern Europe, the D-A-CH region (Germany, Austria, Switzerland) and Asia.

Competence

Increasing industry-specific consulting know-how

EBIT Improvements

New Business Mix

Sustainable Group Development



Doubling of business by 2010

Highlights

Total sales

January to September 2007: 10.2% increase

Q3 2007: 8.5% increase

➡ **Best 3rd quarter ever!**

Sales in the Business Solutions area

Business Solutions January to September 2007: 57.1% increase

Business Solutions Q3 2007: 98.4% increase

➡ **Doubling of sales in the consulting and solutions businesses in the 3rd quarter of 2007!**

Sales in the Managed Services area

Managed Services January to September 2007: 12.7% increase

Managed Services Q3 2007: 12.2% increase

Highlights

Sales percentage Business Solutions & Managed Services

January to September 2007: 46.4%
(January to September 2006: 37.3%)

Q3 2007: 49.3%
(Q3 2006: 34.2%)

➔ **Almost half of S&T sales is from these two business areas!**

Target 2010: >60% of sales from Business Solutions & Managed Services

EBIT

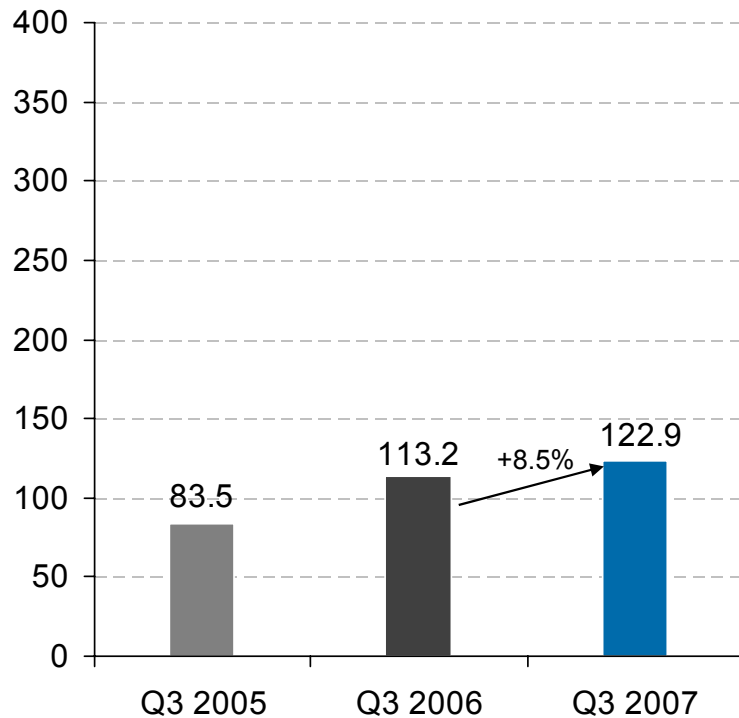
Q3 2007: 62.3% increase

➔ **Best 3rd quarter ever!**

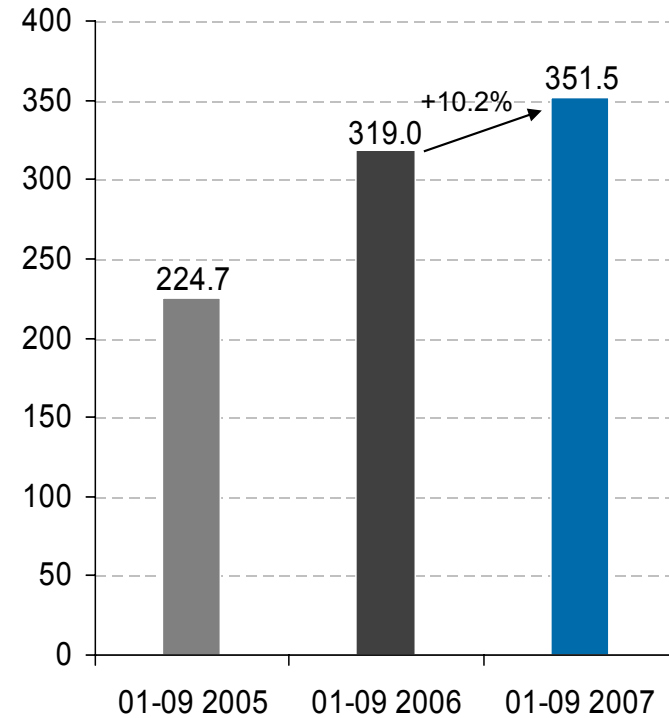
Employees

January to September 2007: +26%

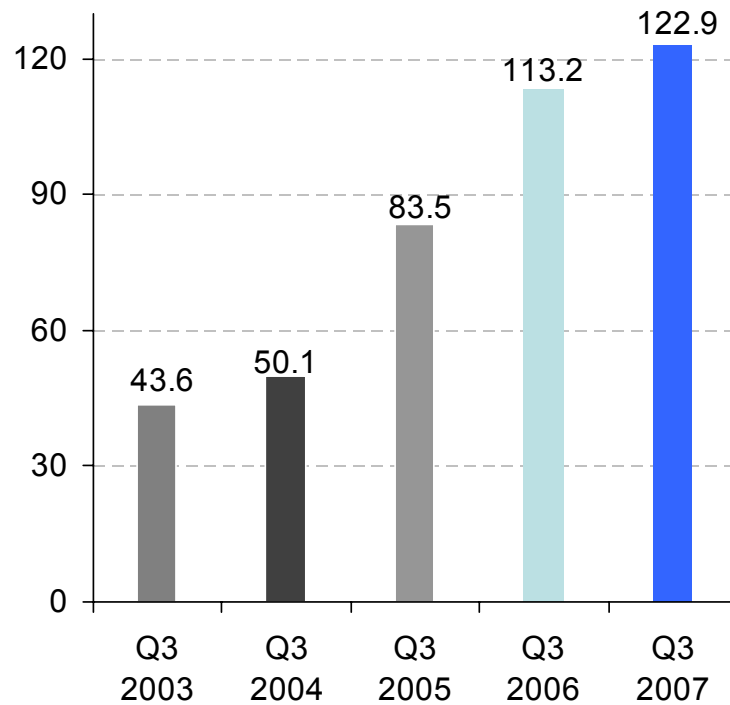
3rd Quarter



Jan.-Sept.



Best Q3 ever

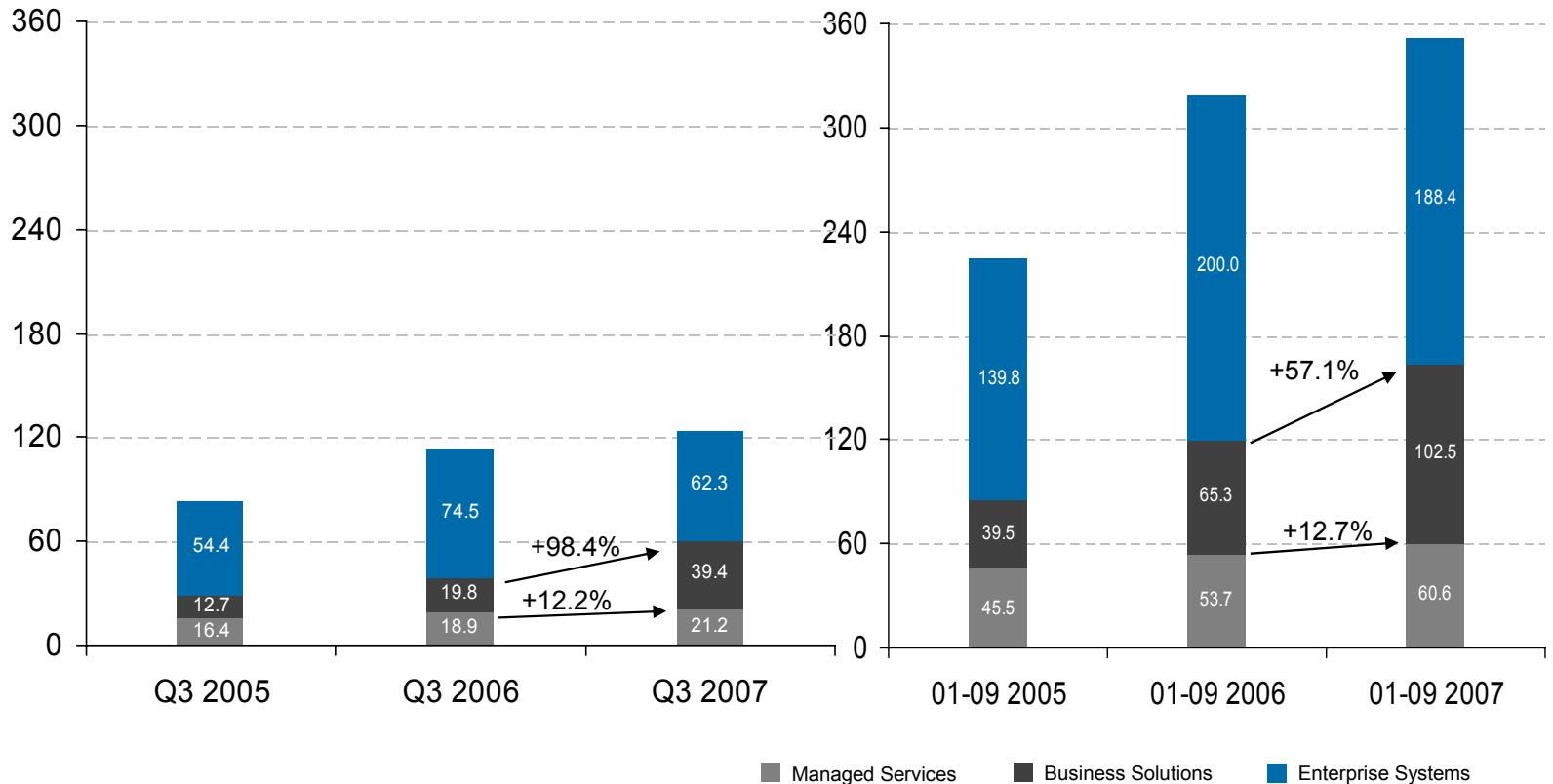


Sales of Business Areas in million Euros

3rd Quarter

Business Solutions sales doubles

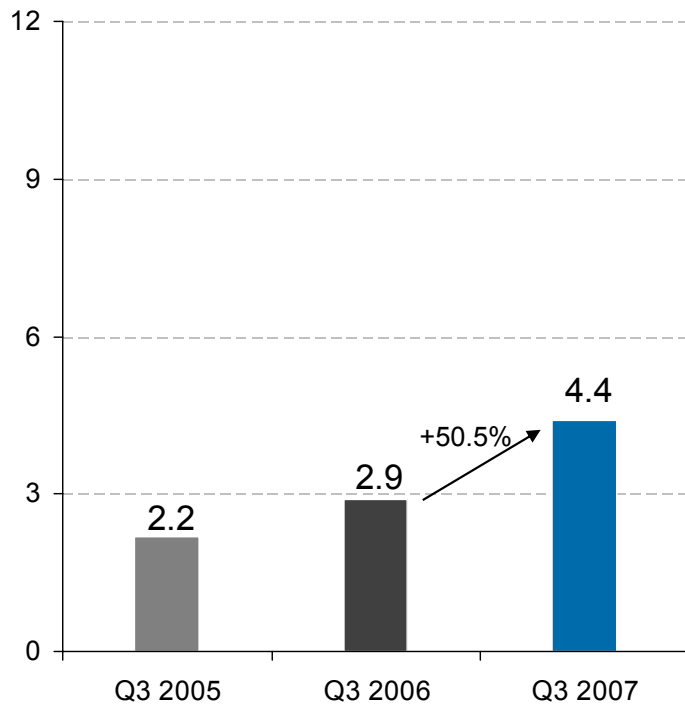
Jan.-Sept.



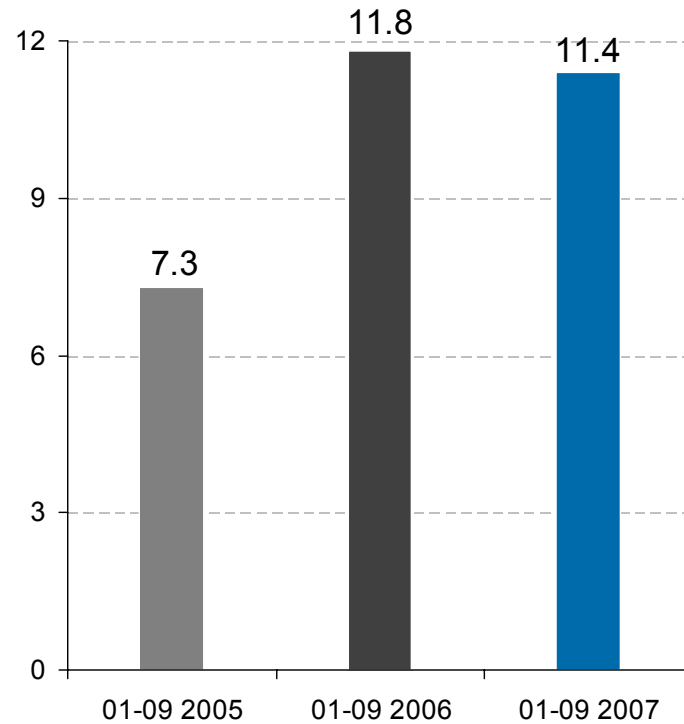
EBITDA in million Euros



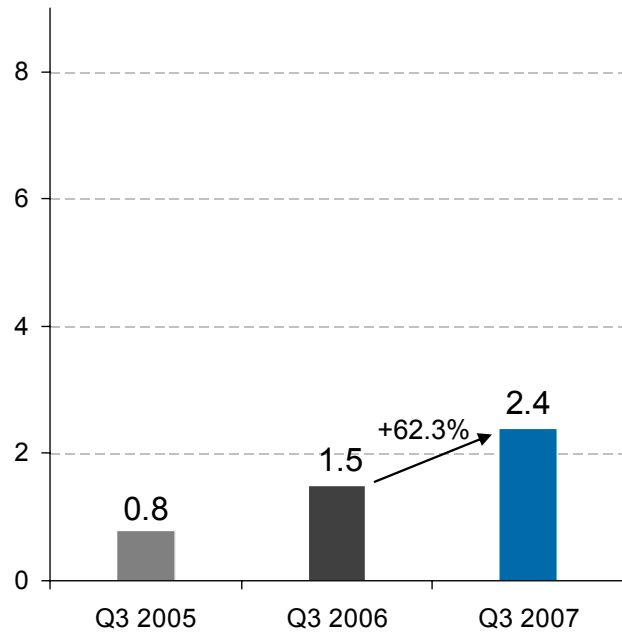
3rd Quarter



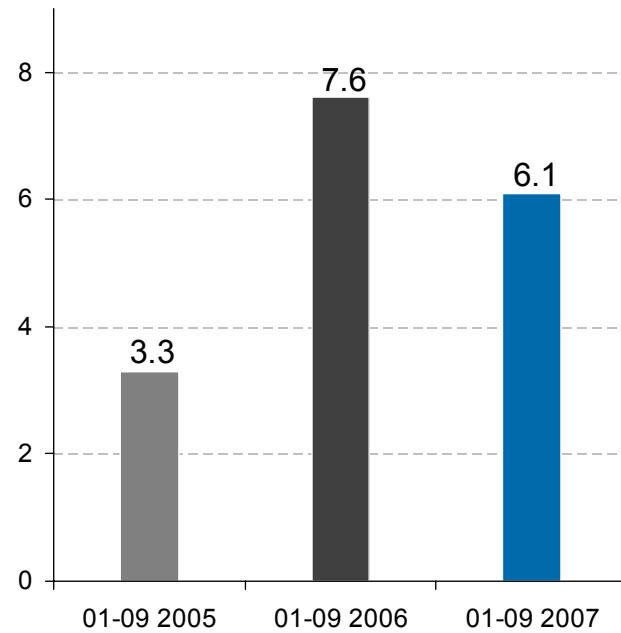
Jan.-Sept.



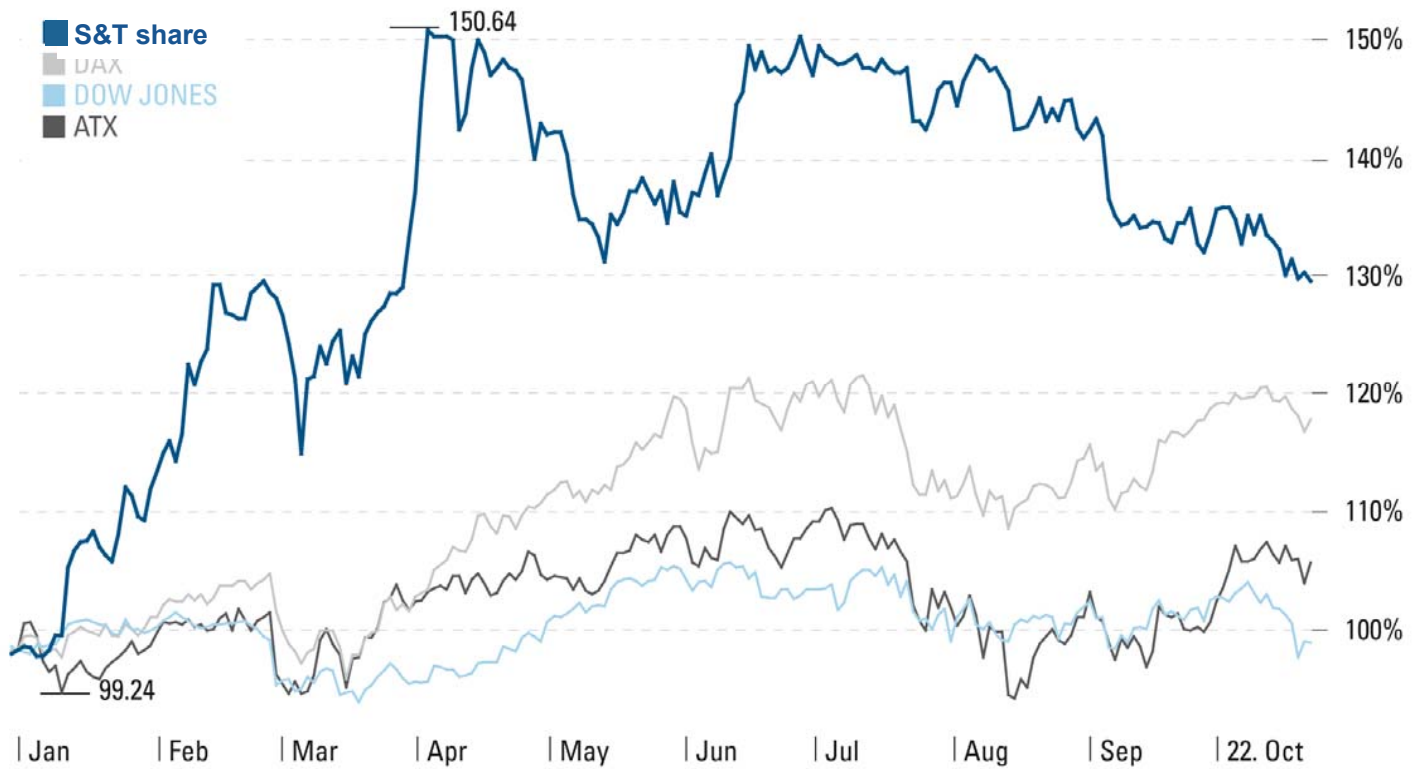
3rd Quarter



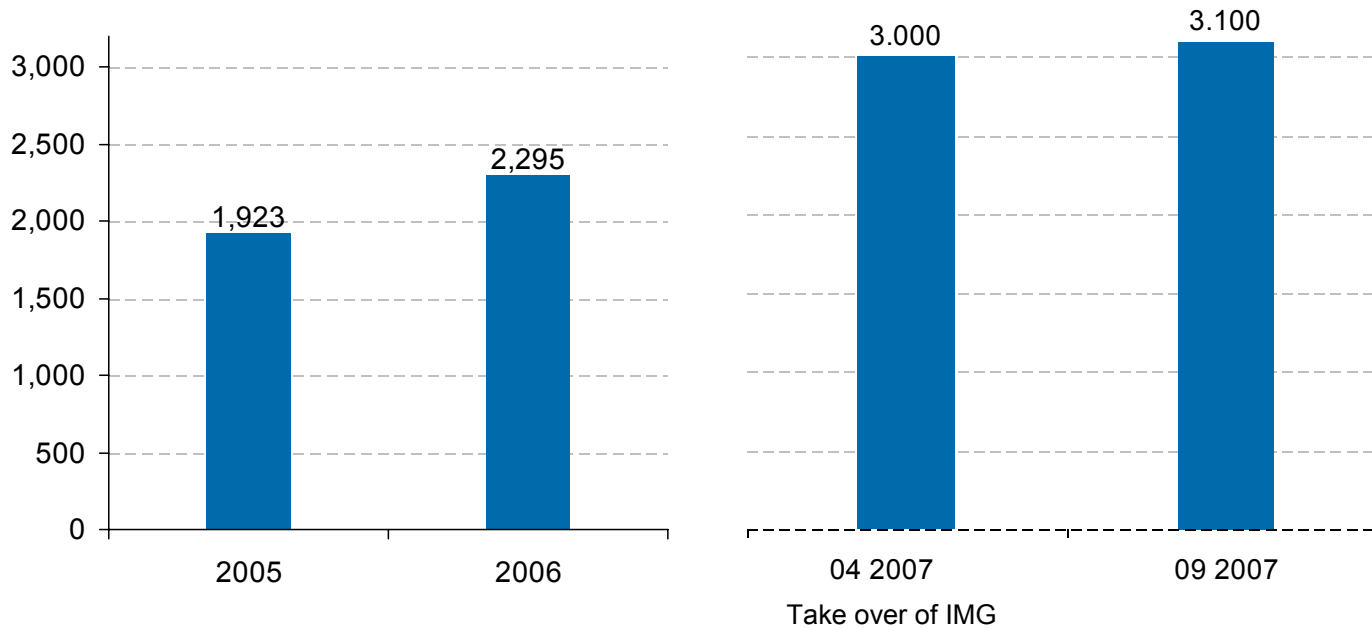
Jan.-Sept.



Development of the S&T share



Jan.-Sept. 2007: 26% increase in employees



Successful Projects Q3 2007

VVS Kosice – Contract value: 800,000 euros

S&T Slovakia implements SAP at VVS Kosice water works.

Leder & Schuh – Contract value: 550,000 euros

S&T Austria harmonises IT infrastructure for Leder & Schuh.

Vitana

S&T Czech Republic virtualises Vitana server.

Slovakian Ministry of Defence

S&T Slovakia manages 20,000 IT units for the Slovakian Ministry of Defence.

Knauf

S&T Austria centralises and secures server for Knauf.

Xerox Client Services

S&T Poland takes over Xerox client services in Poland.

Successful Projects Q3 2007

Trstena Hospital – Contract value: 530,000 euros

S&T Slovakia develops integrated information system for the hospital in Trstena.

Invest-Trade Group

S&T Hungary implements SAP at Invest-Trade Group.

JSC Ukrtelecom

S&T Ukraine and Microsoft Ukraine build modern computer centres for JSC Ukrtelecom.

Auchan

S&T Poland takes care of self-service check-outs at Auchan hypermarkets.

Competency and Service Expansion in Q3



August

IMG/S&T renews SAP special expertise partnership in the field “SAP for Insurance“

September

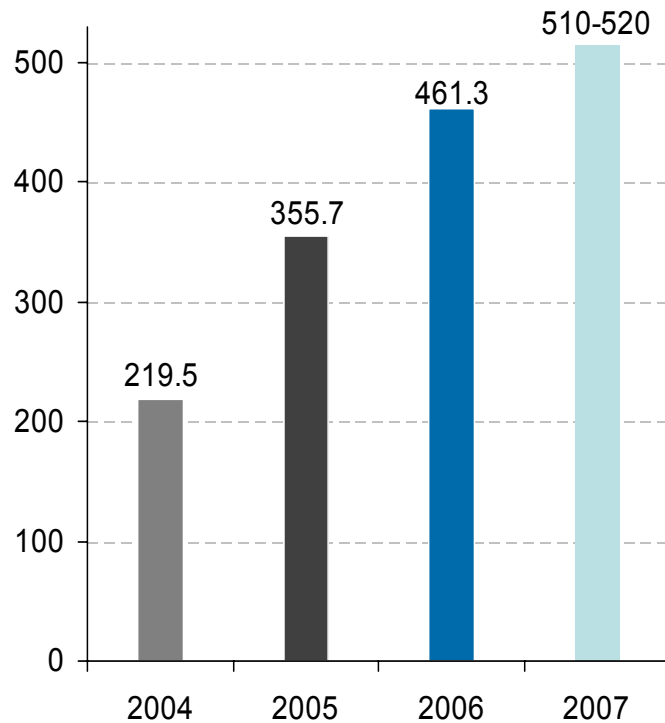
S&T opens Cisco Security Competence Center

IMG/S&T becomes SAP special expertise partner in the field of SAP for Retail

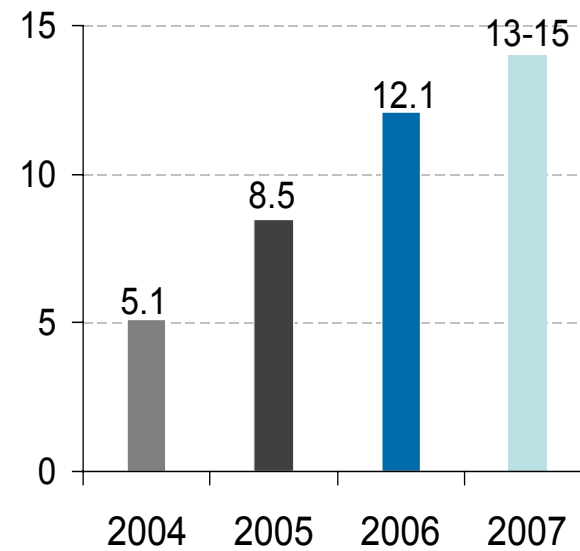
Outlook for 2007 in million Euros



Total sales



EBIT



Disclaimer

Disclaimer

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Thank you very much!

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