

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



Vienna, 2nd April 2008

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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

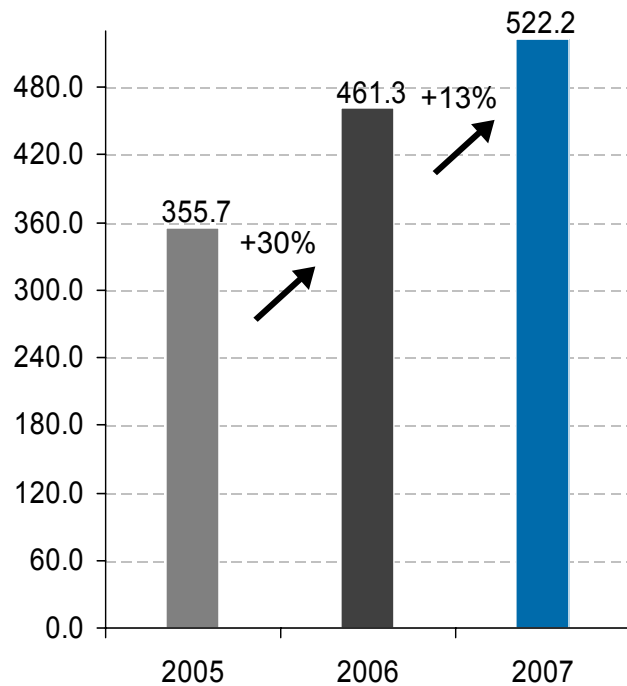
- Integration of largest take-over in the company's history: IMG
- Integration of Grall/CZ, UNITIS/HU, T-Systems/TR and BEELC/PL

Sales record: EUR 500 million mark surpassed

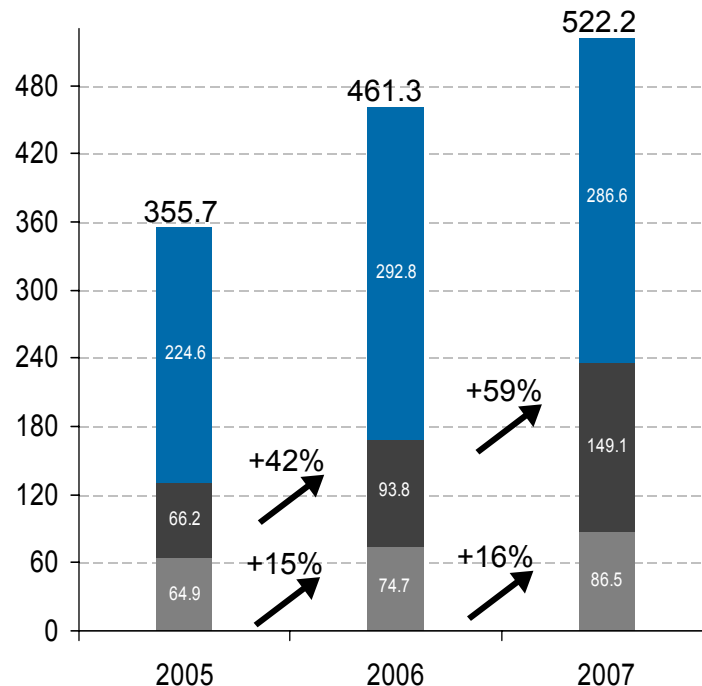
Growth engines: IT Consulting and Services



**Total sales
in million EUR**



**Sales per business unit
in million EUR**



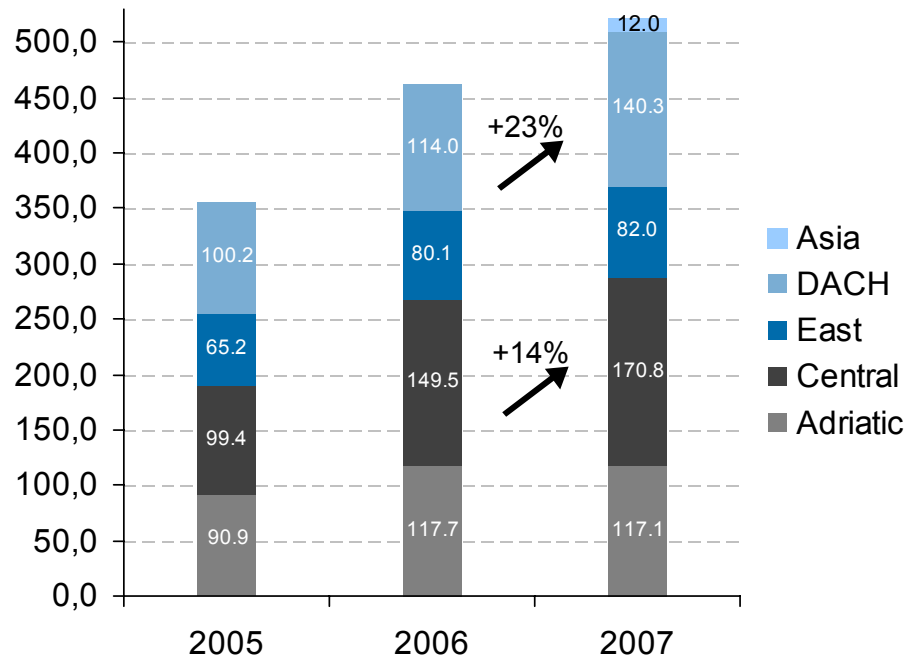
■ Managed Services ■ Business Solutions ■ Enterprise Systems

DACH Region shows strongest sales growth due to IMG

Strong organic growth in Central Region



Sales by region
in million EUR

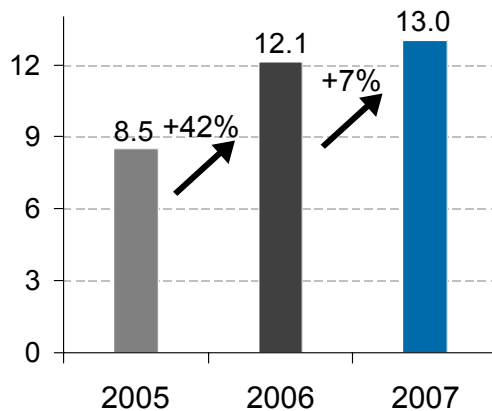


Adriatic: Albania, Bosnia-Herzegovina, Croatia, Macedonia, Montenegro, Serbia, Slovenia
 Central: Moldova, Poland, Slovakia, Czech Republic, Hungary, Ukraine
 East: Bulgaria, Romania, Russia, Turkey
 DACH: Germany, Austria, Switzerland
 Asia: China, Japan

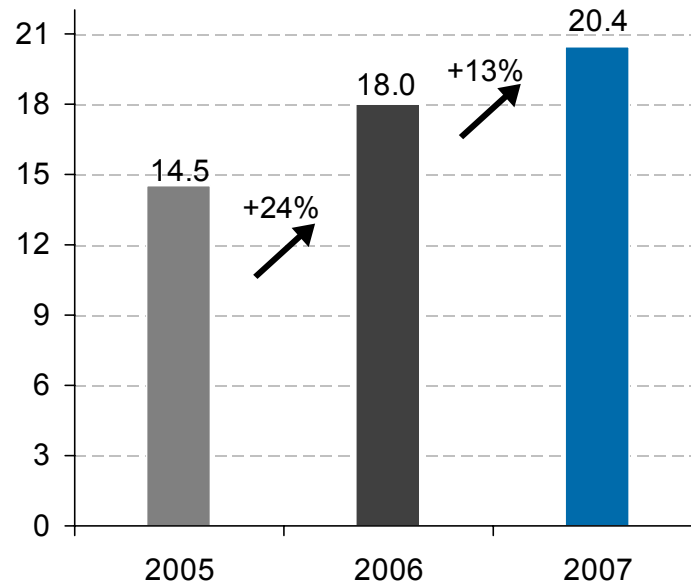
Marked growth in EBIT and EBITDA despite investments in integration and growth



EBIT
in million EUR



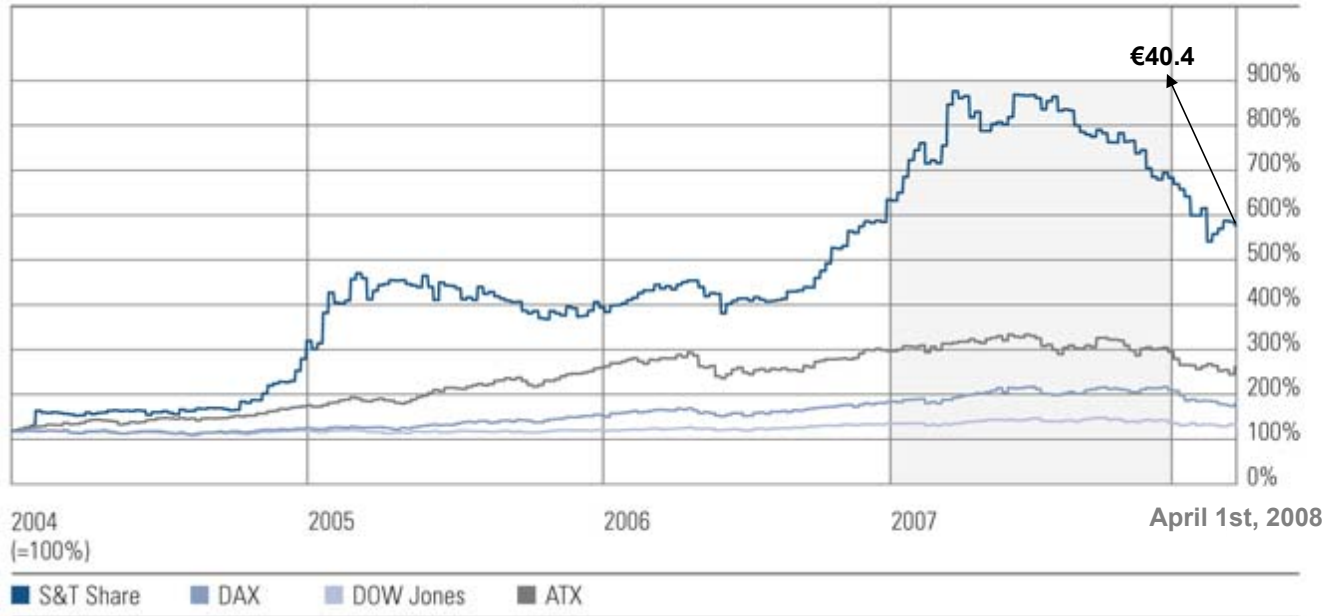
EBITDA
in million EUR



2007 Share price performance: +18% Market capitalization increased to EUR 167 million



SHARE PRICE DEVELOPMENT (SINCE 2004)



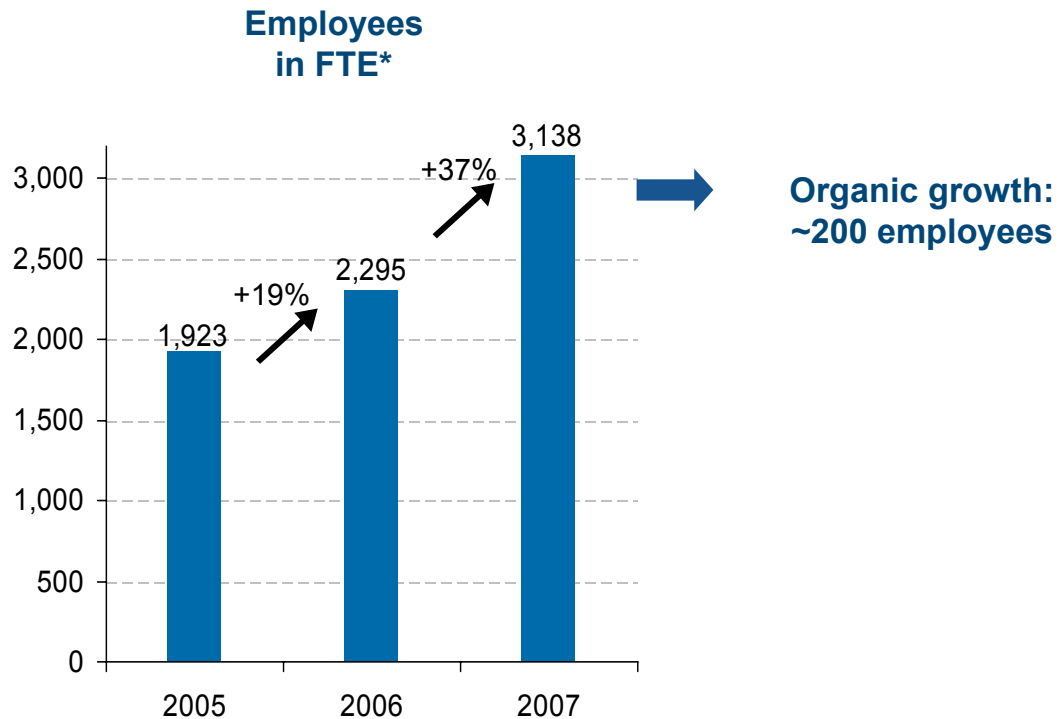
Highest stock market capitalization ever

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



* 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%

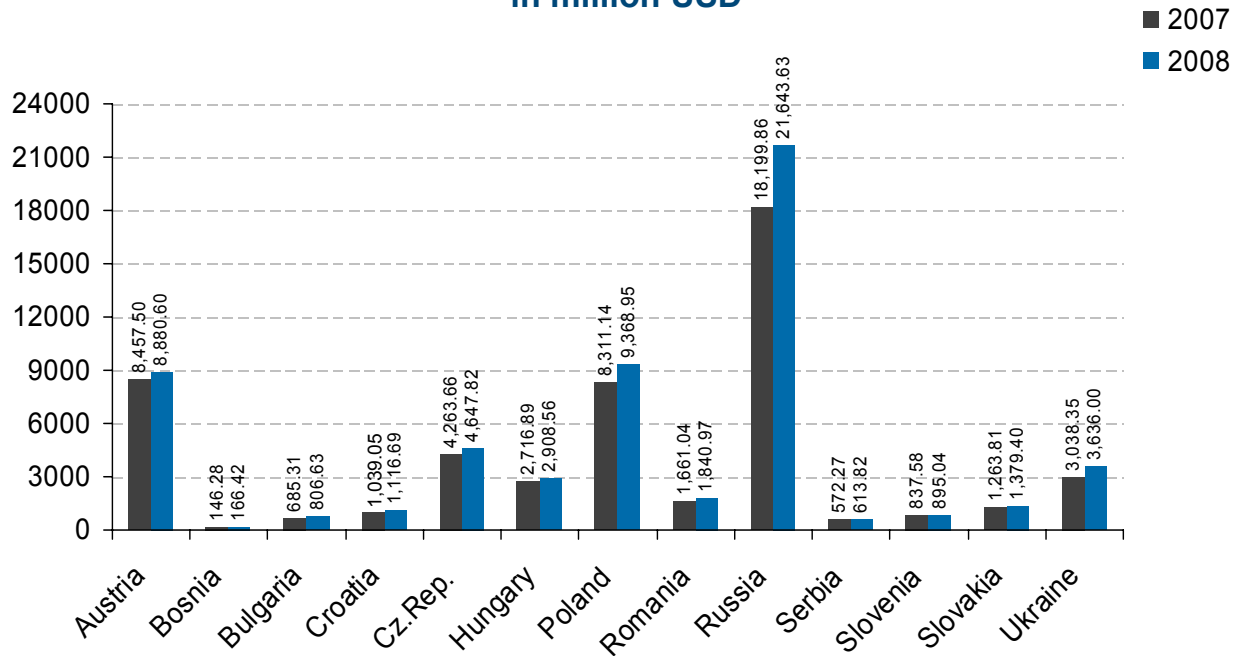
➔ IT services markets growing noticeably faster than IT markets

- 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

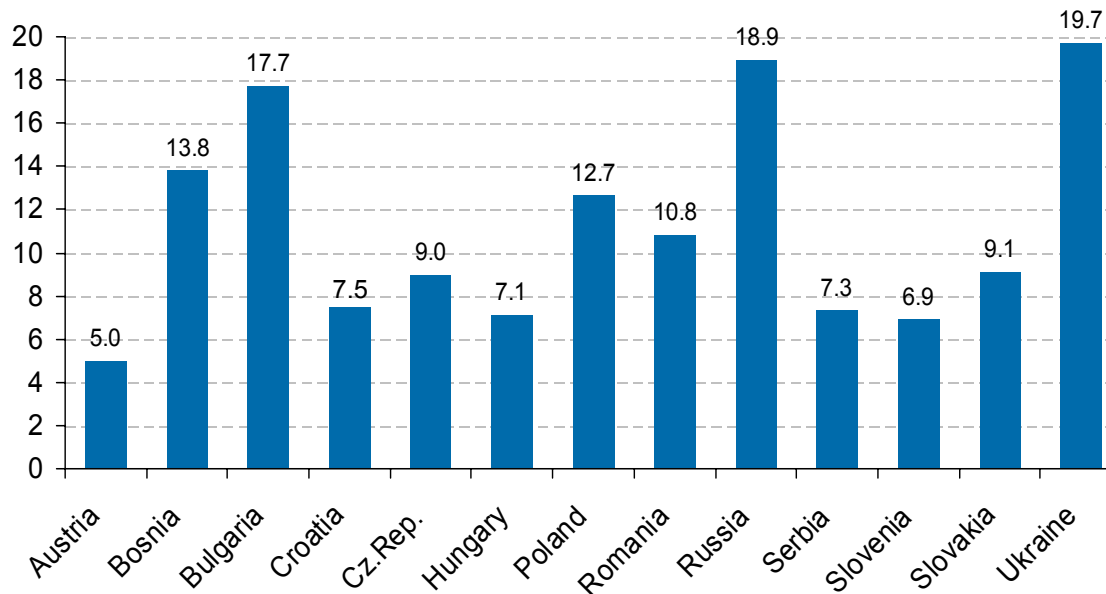


Source: IDC's BB – Q4 2007
The 2007 and 2008 data are IDC estimates

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



Growth rates for IT market 2007-2008
in percent

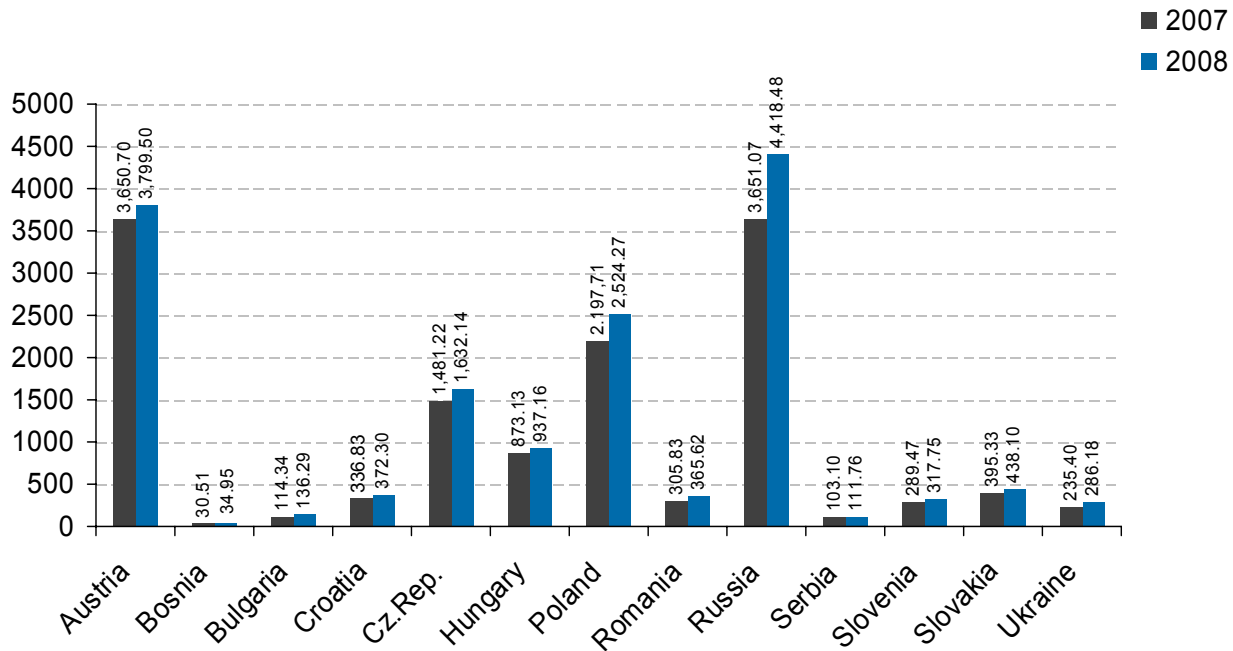


Source: IDC's BB – Q4 2007
The 2007 and 2008 data are IDC estimates

Expenditure on IT services continues to grow significantly



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

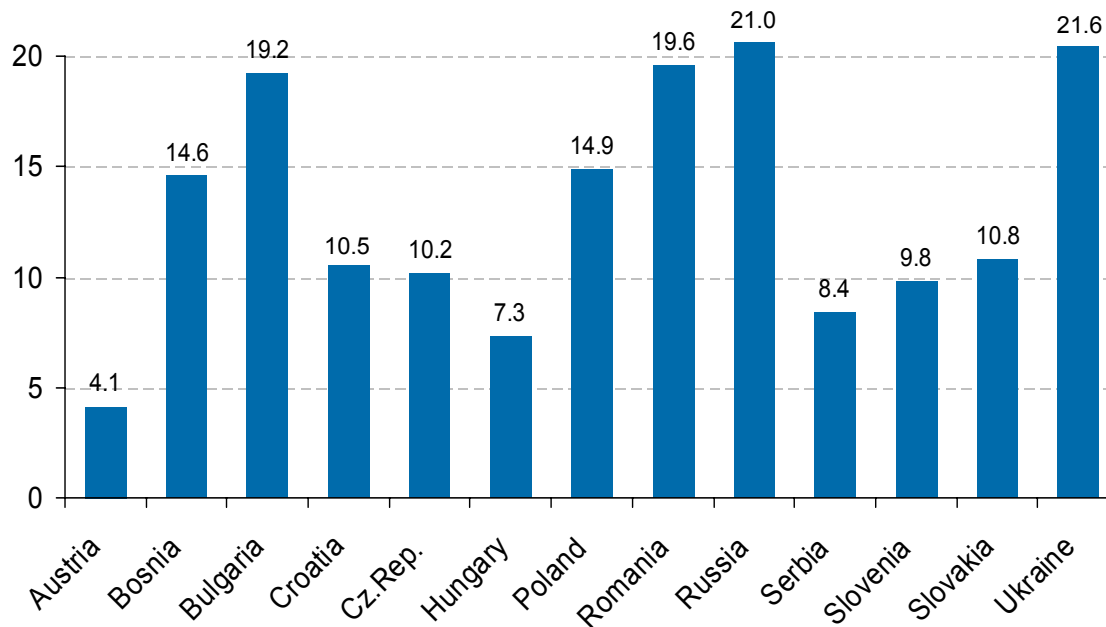


Source: IDC's BB – Q4 2007
IDC estimates were used for 2007 and 2008 information.

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

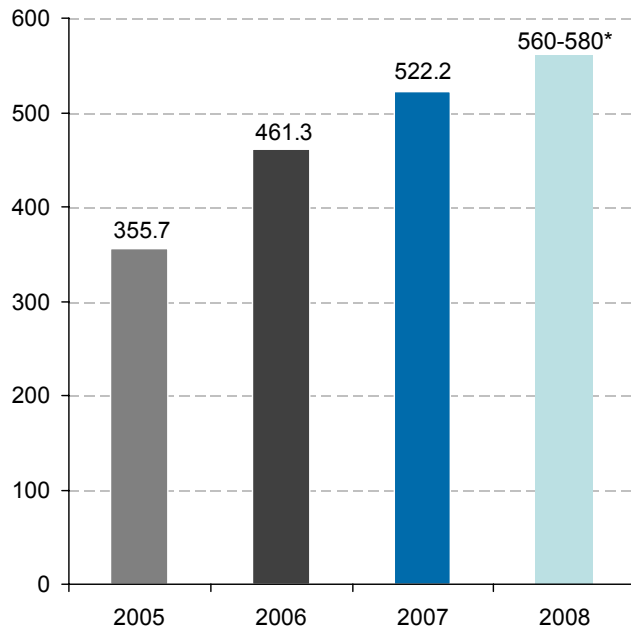


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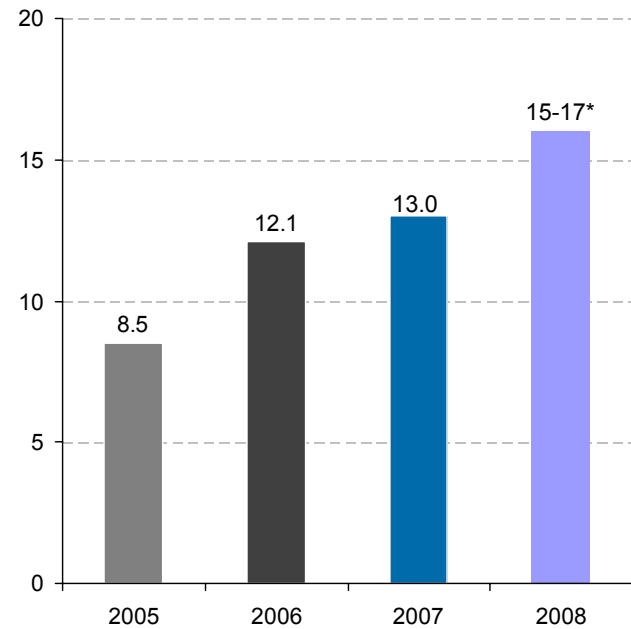
2008: Double-digit EBIT growth planned



Sales in million EUR



EBIT in million EUR



*planned

➔ S&T 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

➔ 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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