

# **“ Preliminary S&T Results for 2007”**

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**Vienna 06.02.2008**

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

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CEO S&T



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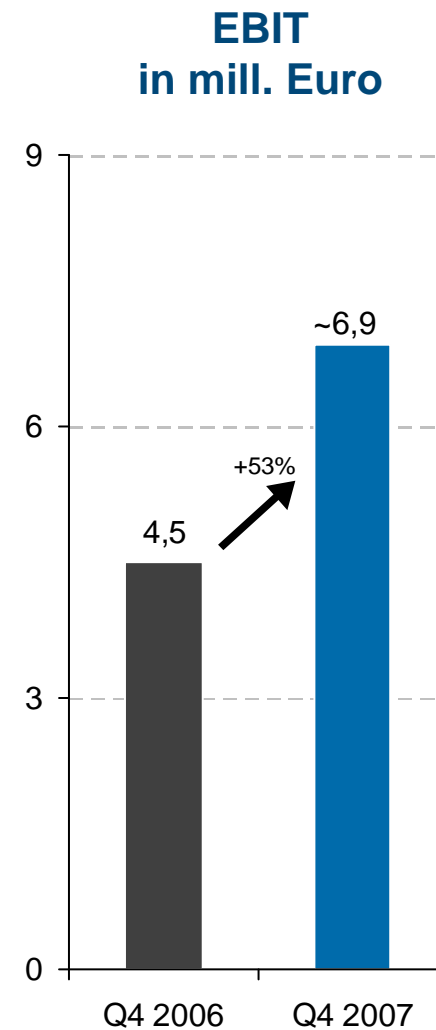
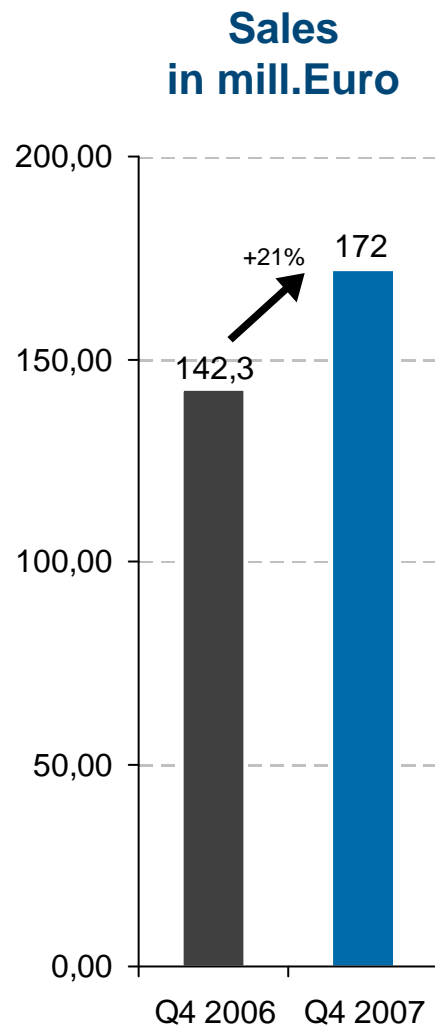
# Highlights of 2007

- ➔ **Q4 2007: After a record Q3, the best quarter in the company's history**
  - Sales +21% to 172 mill. Euros
  - EBIT +53% to ~6.9 mill. Euros
- ➔ **2007 sales clearly showed a stronger increase than the market: +14%**
- ➔ **Consulting and Services represent 45% of sales and increased by 40%.**
- ➔ **EBIT 2007 increased approx. 7%.**
- ➔ **Number of employees increased by 37%.**



# Best Q4 Ever

## Sales and Results at Record Level

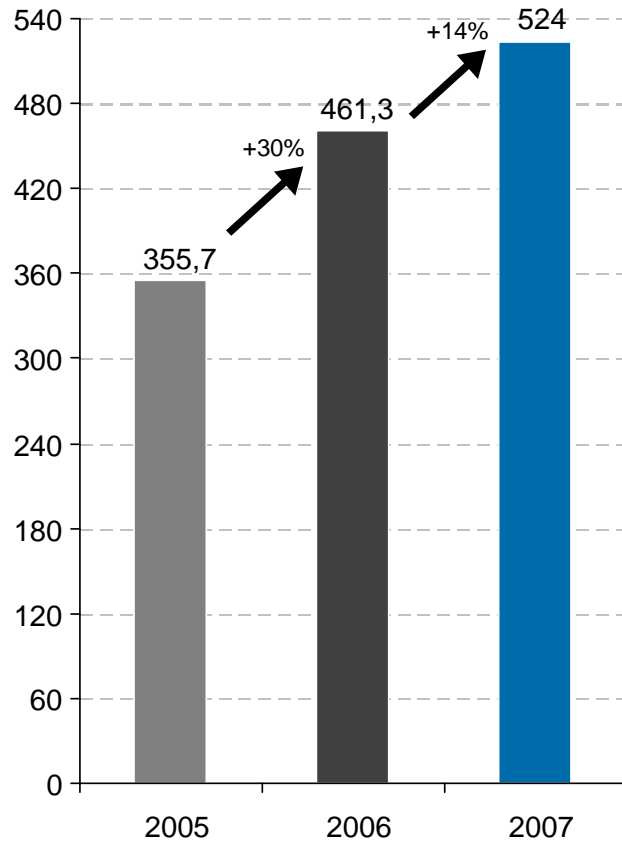


2007 figures: preliminary, not audited

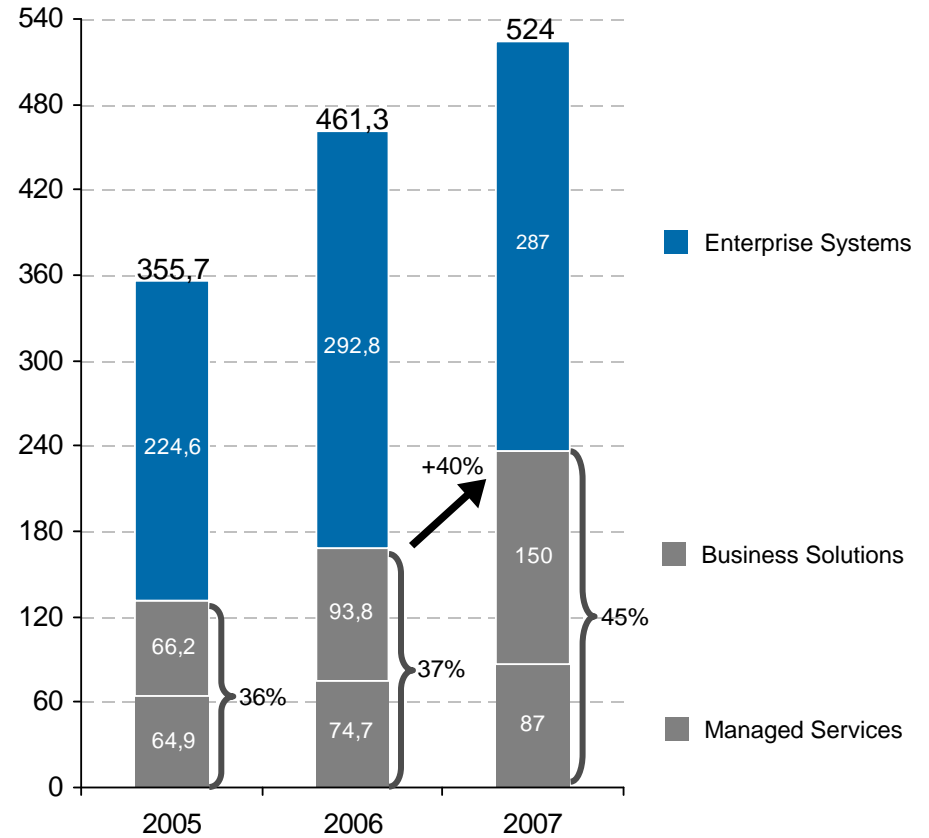
# 2010 Strategy Pays off



## Total Sales in mill. Euro



## Sales by Business Sector in mill. Euro



2007 figures: preliminary, not audited

# Consistent Use of Unique Market Position

## Important Orders Successfully Completed

- **Business Solutions:** Waterworks Fejerviz (HU), Soya bean processor Sojaprotein (RS), A&D Pharma (RO).
- **Managed Services:** Ministries of Defense (SK, CZ), OMV (14 countries), Auchan Hypermarkets (PL), AMAG (AT)
- **Enterprise Systems:** ORF (AT), Ukrainian High Technologies (UA), Vitana (CZ)



## Focusing on Growth Industries and Regions

- Successful orientation towards Financial Services, Manufacturing and Retail sectors
- Customers value unique combination of local presence and international competence
- Leading position in CEE and DACH extended



## Orientation towards powerful technologies and partners

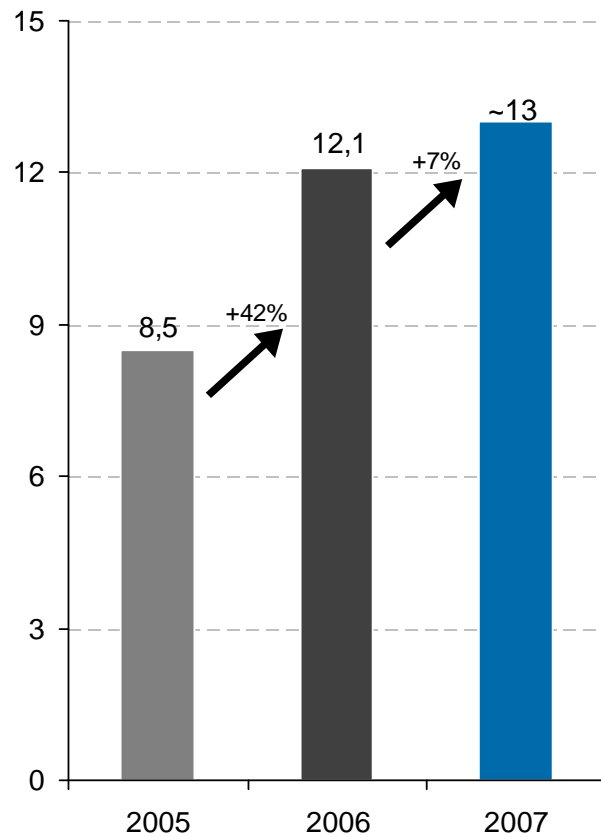
- S&T is leading SAP consultant in CEE and DACH
- Competitive advantage through use of technological know-how from Competence Centers
- Extension of solution portfolios: e.g. JDA Software



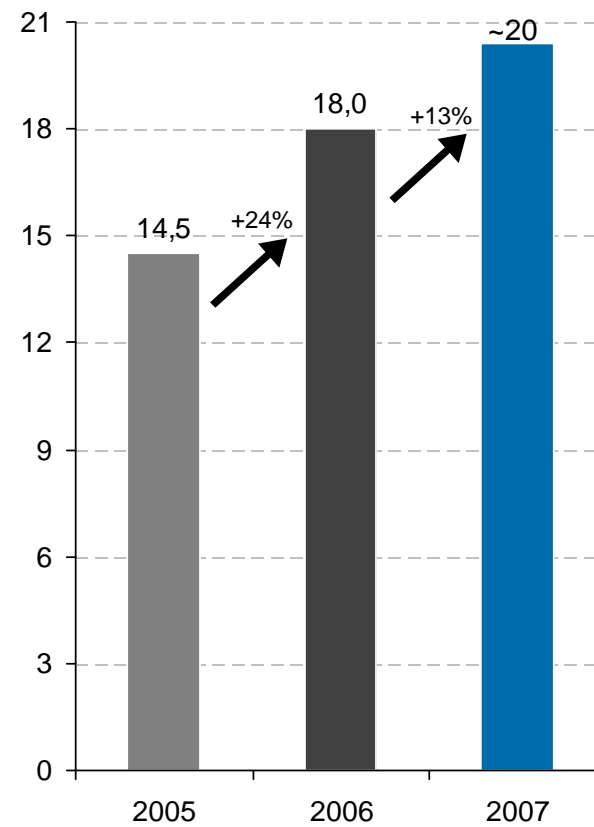
# EBIT Increased despite Integration and Growth Investment – Considerable EBITDA Growth



**EBIT**  
in mill. Euro



**EBITDA**  
in mill. Euro



# Development of Share Price 2007 : +18%

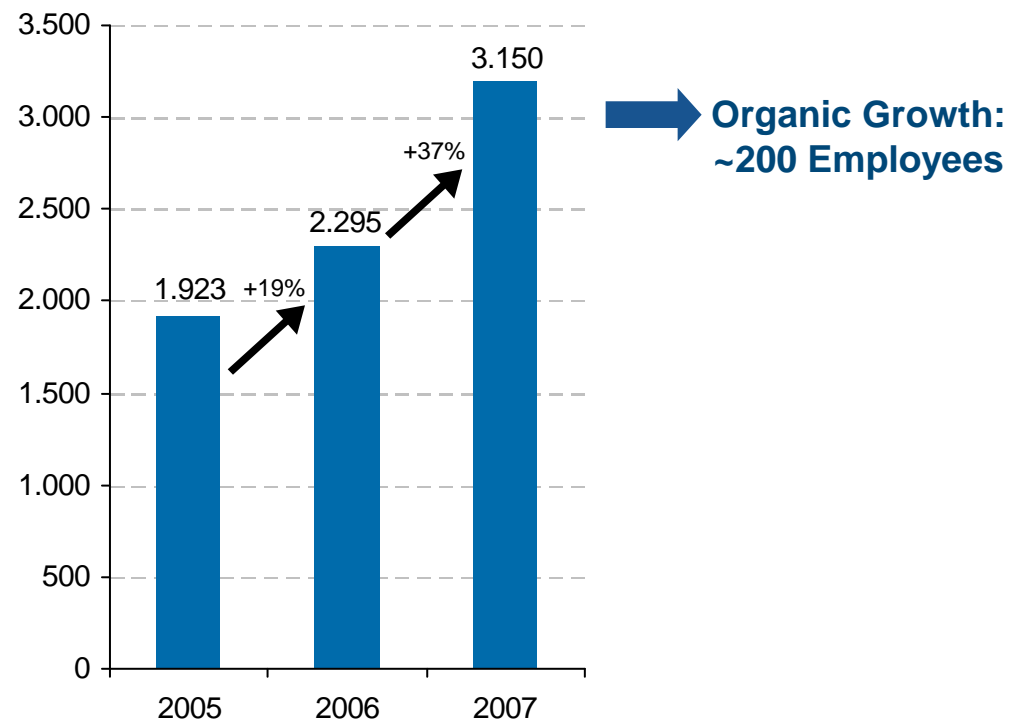
## Good Performance Despite Difficult Circumstances



➔ Market Capitalization Increased from 140 mill. Euros to 167 mill. Euros



# Employees 2007: Clear Increase in Number of Consultants and Service Experts



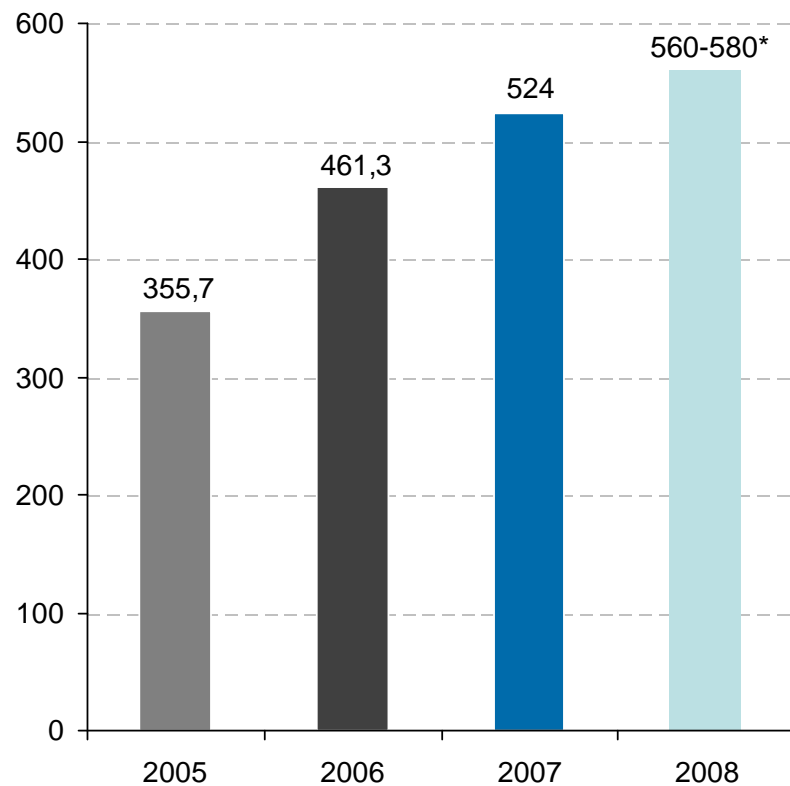
# Outlook 2008

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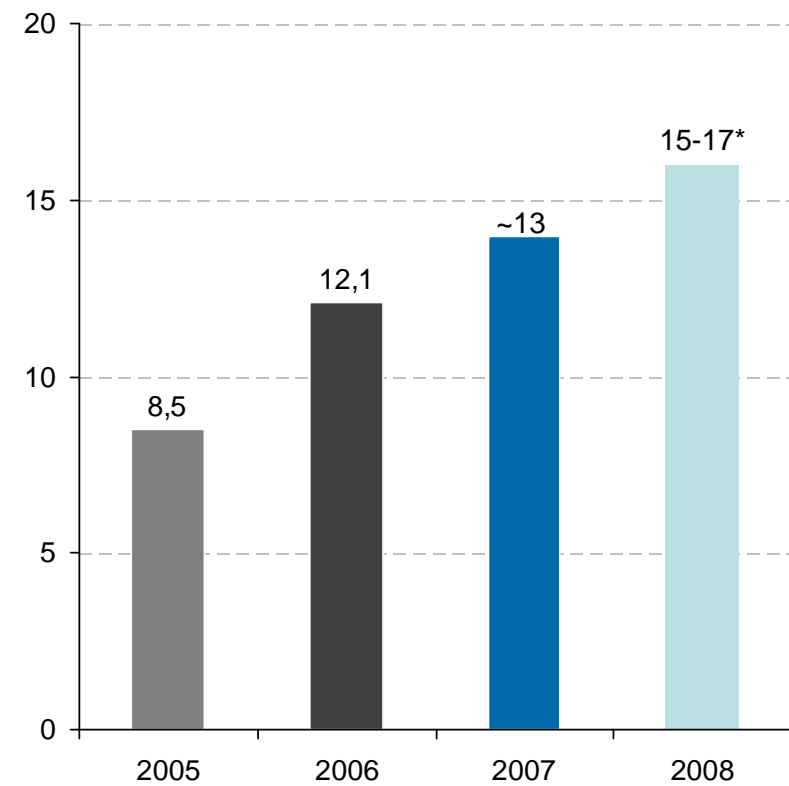
# Outlook 2008: Plenty of Orders in Pipeline!



### Sales in mill. Euros



### EBIT in mill. Euros



\*planned  
2007 figures: preliminary. not audited

# Agenda 2008: Ready for Continued Growth



- ➔ **S&T is Growing More Quickly than the Market:**
  - through further takeovers: target pipeline filled
  - through organic growth beyond the market
  
- ➔ **Consistent Use of Market Potential:**
  - IT expenditure on high quality software and solutions will continue to increase in CEE
  - expansion of strategic partnerships
  - exploitation of available industrial skills
  - optimization of resource management
  - use of synergy-effect after integration (internal / go2market)
  
- ➔ **Stable Risk Structure:**
  - low US dollar exchange rate risk
  - optimal customer and industry portfolio
  - balanced customer structure: turnover per customer not higher than 4%
  - low influence from political change foreseeable

## Exclusion of Liability

The information presented in this report describes the situation for S&T as at 31st December 2007. This report contains certain statements oriented towards the future. These future-oriented statements contain estimates made by the management, known and unknown risks, uncertainties and other factors, which might lead to the actual events, financial situation, performance or achievements for S&T or the sector differing considerably from any results, performances or achievements predicted or implied by such future-oriented statements. Such factors include: competition from other bodies, changes in operating expenditure, development and successful integration of acquired companies, recruitment of qualified personnel and bonding such personnel to the company, uncertainties resulting from business carried out by S&T outside Austria, negative developments in the legal and tax conditions, negative developments in government and economic policy, unrest, acts of God, acts of war and all other factors taken into consideration in this report. Investors are advised, in light of these uncertainties, to judge such future-oriented statements themselves. S&T takes no responsibility, either expressly or implied, for the correctness or the completeness of any information contained in this report and based on future-oriented statements, or for any opinions or estimations. S&T does not accept any responsibility to correct such future-oriented statements in the future, in order to take account of future events or developments. S&T and persons acting in the name of S&T do not accept any responsibility in conjunction with the use of this report or the information contained therein. This report is neither a public offer about, nor an invitation to subscribe to, S&T stocks.

**Thank you.**

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