

# ABOUT S&T GROUP

With a constant profitable growth, the S&T Group is a fast-moving multinational tech leader focused on smart IoT solutions and professional IT services. Based on longstanding, industry leading expertise, we are well-placed to help businesses achieve their industrial transformation and digitalization goals.

Financial calendar 2022 : 21.03. Annual report 2021 | 05.05. Q1-statement | 06.05. Annual shareholder meeting | 04.08. Half-year report | 03.11. Q3-statement

## OUR INDUSTRIES & SOLUTIONS

S&T Group is your **perfect investment choice for the long-term growth** of your assets in the IoT and smart IT solutions based on our leading solutions and involvement in growing industries:



SUSiEtec | [www.susietec.com](http://www.susietec.com)

Unique IoT toolset: Tailored and scalable combination of software, hardware & expertise for digital transformation.



Industrial Automation

Empower tomorrow's Industrial production and smart automation.



Medical Technologies

Creating connected healthcare solutions using IoT on Artificial Intelligence.



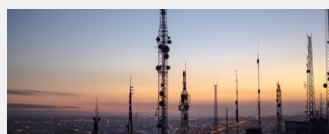
Public Transport

Building safe, secure, and smart IoT services for digitalization of public transportation.



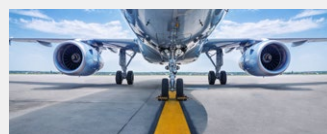
Energy Supply

Enabling smart grid, smart metering and energy efficient, secure solutions for energy suppliers and industrial customers.



Telecommunications

Digital transformation solutions for telecommunication operators ensuring fast deployments and significant CAPEX reduction.



Aviation

Added intelligence and connectivity for commercial and business aerospace.



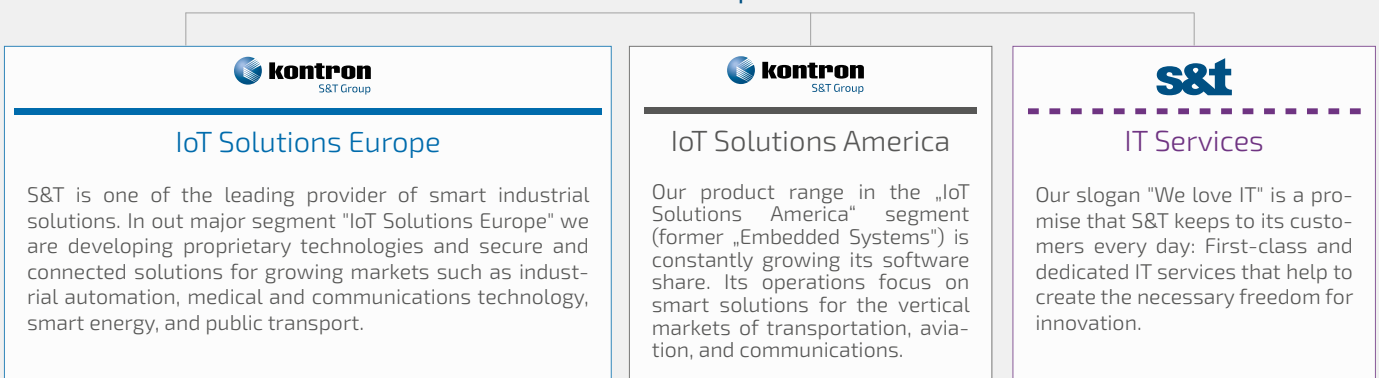
Public Institutions

As a trusted partner, S&T Group supports a large number of governmental customers in their digitalization journey.

## BUSINESS SEGMENTS

We are committed to steady and profitable growth by providing **smart digitalization solutions** to a growing demand on a global scale in our three segments.

### S&T Group



### IoT Solutions Europe

S&T is one of the leading provider of smart industrial solutions. In our major segment "IoT Solutions Europe" we are developing proprietary technologies and secure and connected solutions for growing markets such as industrial automation, medical and communications technology, smart energy, and public transport.



### IoT Solutions America

Our product range in the „IoT Solutions America" segment (former „Embedded Systems") is constantly growing its software share. Its operations focus on smart solutions for the vertical markets of transportation, aviation, and communications.



### IT Services

Our slogan "We love IT" is a promise that S&T keeps to its customers every day: First-class and dedicated IT services that help to create the necessary freedom for innovation.

## WHY INVEST IN S&T?

- + **SUCCESSFUL STRATEGY OF SUSTAINED LONG-TERM GROWTH**
  - › Meeting/exceeding annual forecasts since relaunch in 2011
  - › Continuous profitable Gross Margin & EBITDA margins growth
- + **TRANSFORMING INTO ONE OF THE LEADING (I)IOT SOFTWARE PLAYERS**
  - › Sustainable business model: Portfolio addressing future trends in Industrialization/Digitalization
  - › Increasing Software product portfolio: Proprietary IoT Software framework SUSiEtec
- + **STRONG BACKBONE**
  - › Financially strong position: Liquidity of EUR 296.5 Mio. with free cash flow of EUR 48.3 Mio. by end of 2021
  - › High diversification in different markets and regions
- + **TECHNOLOGY LEADERSHIP**
  - › Solutions addressing IoT trends for connectivity, machine learning (AI), 5G IoT WAN Networks, autonomous driving - and many more!
  - › Engineering excellence: 3,260 engineers worldwide

## THE S&T SHARE

|                               |                                     |
|-------------------------------|-------------------------------------|
| Stock Exchange                | Frankfurt, Germany (Prime Standard) |
| Sector                        | TecDAX® and SDAX®                   |
| ISIN, WKN                     | AT0000A0E9W5, A0X9EJ                |
| Ticker                        | SANT                                |
| Shares outstanding            | 66.096.103                          |
| Dividend proposed for FY 2021 | EUR 0.35/share                      |

## ANALYST RECOMMENDATION

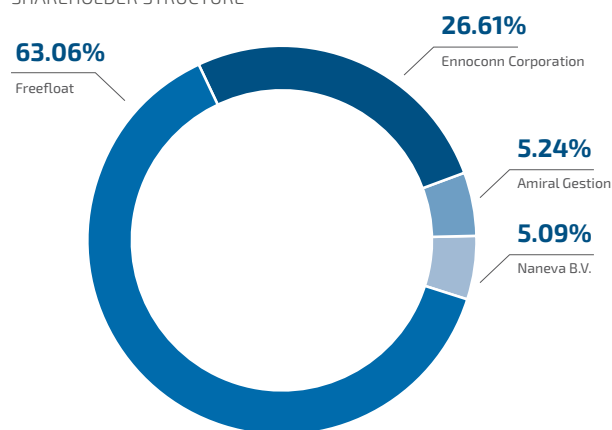
|                   |                |
|-------------------|----------------|
| AlsterResearch    | BUY: EUR 30.00 |
| Hauck & Aufhäuser | BUY: EUR 30.00 |
| Jefferies         | BUY: EUR 27.00 |
| Stifel            | BUY: EUR 30.00 |
| Pareto Securities | BUY: EUR 30.00 |
| Warburg Research  | BUY: EUR 28.00 |

Status: 30.03.2022

## S&T COMPANY KEY FIGURES

| IN EUR MIO.                                | 2021    | 2020    | 2019    |
|--|---------|---------|---------|
| Revenues                                   | 1,342.0 | 1,254.8 | 1,122.9 |
| Gross profit                               | 490.2   | 455.8   | 407.5   |
| EBITDA                                     | 126.3   | 130.0   | 111.7   |
| Amortisation and depreciation              | 63.6    | 61.5    | 49.9    |
| EBIT before PPA amortisation <sup>1)</sup> | 73.2    | 81.7    | 70.1    |
| Result after non-controlling interests     | 48.3    | 55.6    | 49.1    |
| Operating cash flow                        | 95.3    | 140.8   | 83.4    |
| Free cash flow <sup>2)</sup>               | 48.3    | 106.9   | 56.3    |
| Earnings per share <sup>3)</sup>           | 75 cent | 86 cent | 75 cent |

## SHAREHOLDER STRUCTURE



| IN EUR MIO.                               | 31.12.2021 | 31.12.2020 | 31.12.2019 |
|---|------------|------------|------------|
| Cash and cash equivalents                 | 296.5      | 281.9      | 312.3      |
| Net Cash (+) / Net debt (-) <sup>4)</sup> | -14.2      | 20.3       | 29.5       |
| Backlog                                   | 1,334.9    | 927.2      | 841.5      |
| Project-pipeline                          | 3,367.0    | 2,702.3    | 2,157.5    |
| Employees                                 | 6,206      | 6,067      | 4,934      |

- 1) EBIT before amortisation from purchase price allocation  
 2) Operating cash flow less purchase of non-current non-financial assets  
 3) Earnings per share diluted  
 4) Cash and cash equivalents less non-current and current financial liabilities

## VISION 2030

With a clear growth strategy and overachieving performance we are your optimal investment choice for long-term secure growth!

### FY 2021

Revenue: EUR 1,342.0 Mio.  
 EBITDA: EUR 126.3 Mio.

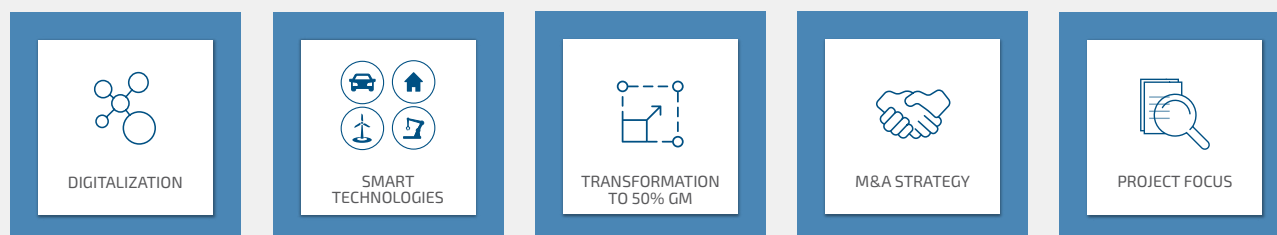
### Guidance 2022

Revenue: EUR EUR 1,500 Mio.  
 EBITDA: EUR 150 Mio.

### AGENDA 2025 INCL. PROJEKT FOCUS

|          | 2018      | 2025p     | GROWTH |
|----------|-----------|-----------|--------|
| Revenues | 990 Mio.  | 2,000 Mio | 102%   |
| EBITDA   | 90.5 Mio. | 260 Mio.  | 287%   |

## Vision 2030



Vision 2030: Based on product mix transformation GM will exceed 50% and EBITDA margin 15%

## INVESTOR CONTACT

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FACTSHEET 03/2022 | www.snt.at