

# ABOUT S&T GROUP

With an average annual growth of 10%, 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 2021 : 06.05. Q1-statement | 08.06. Annual shareholder meeting | 05.08. Half-year report | 04.11. 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.



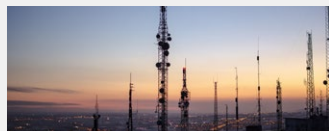
Public Transport

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.



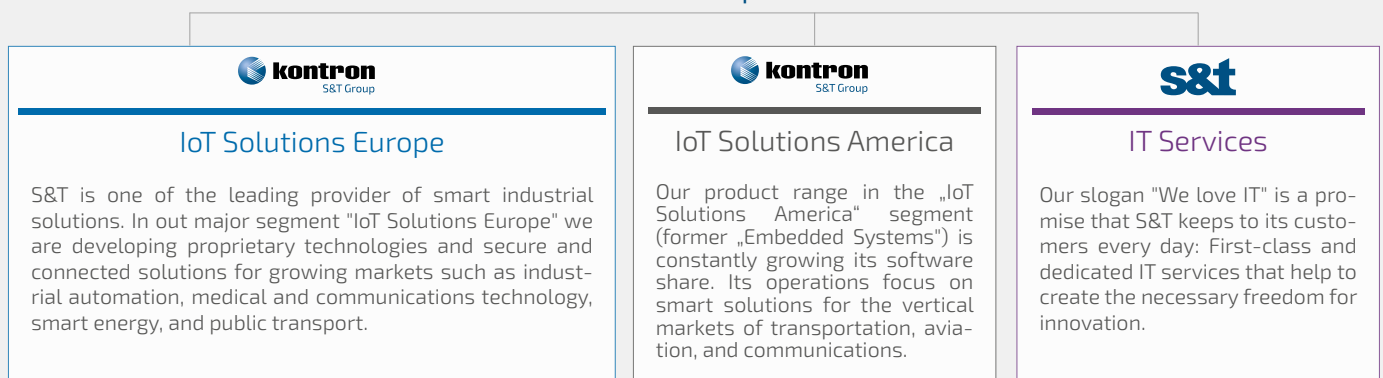
Public Institutions

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



## 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 282 Mio. with free cash flow of EUR 107 Mio. by end 2020
  - › 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: 3,180 engineering heads 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
Planned dividend for FY 2020	EUR 0.30/share

## ANALYST RECOMMENDATION

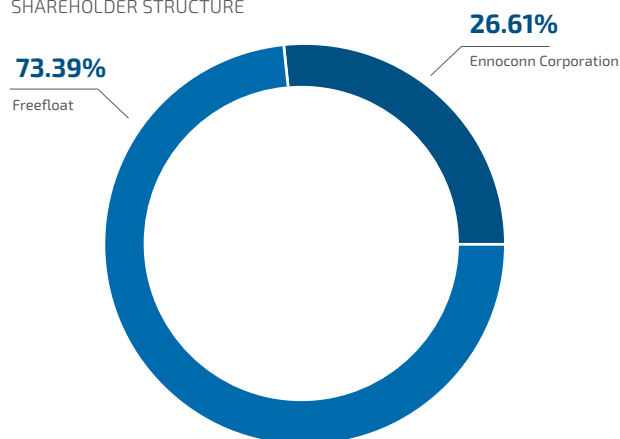
AlsterResearch	BUY: EUR 31.00
Commerzbank	BUY: EUR 31.00
Hauck & Aufhäuser	BUY: EUR 31.00
Kepler Cheuvreux	BUY: EUR 26.00
Jefferies	BUY: EUR 32.00
Pareto Securities	BUY: EUR 30.00
Warburg Research	BUY: EUR 29.00

Status: 01.04.2021

## S&T COMPANY KEY FIGURES

IN EUR MIO.	2020	2019	2018
Revenues	1,254.8	1,122.9	990.9
Gross profit	455.8	407.5	346.5
EBITDA	130.0	111.7	90.5
Amortisation and depreciation	61.5	49.9	29.0
EBIT before PPA amortisation <sup>1)</sup>	81.7	70.1	67.3
Result after non-controlling interests	55.6	49.1	45.0
Operating cash flow	140.8	83.4	35.5
Free cash flow <sup>2)</sup>	106.9	56.3	10.4
Earnings per share <sup>3)</sup>	86 cent	75 cent	70 cent

## SHAREHOLDER STRUCTURE



IN EUR MIO.	31.12.2020	31.12.2019	31.12.2018
Cash and cash equivalents	281.9	312.3	171.8
Net Cash (+) / Net debt (-) <sup>4)</sup>	20.3	29.5	52.7
Backlog	927.2	841.5	606.9
Project-pipeline	2,702.3	2,157.5	1,632.6
Employees	6,067	4,934	4,248

- 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!

FY2020 - guidance exceeded ✓

### FY 2020

Revenue: EUR 1,254.8 Mio.  
EBITDA: EUR 130.0 Mio  
EPS: +15%

### Guidance 2021

Revenue: min. EUR 1,400 Mio.  
EBITDA: min. EUR 140 Mio  
EPS: min. 1 Euro

## Agenda 2023

5 YEARS PLAN	2018	2023p	GROWTH
Revenues	990 Mio.	2,000 Mio	+102%
EBITDA	90.5 Mio.	220 Mio.	+143%
EPS	70 cent	175 cent	+150%

## Vision 2030

DIGITALIZATION

SMART TECHNOLOGIES

TRANSFORMATION TO 50% GM

M&A STRATEGY

BRAND AWARENESS

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

## INVESTOR CONTACT

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FACTSHEET 07/2021 | www.snt.at