



IR PRESENTATION

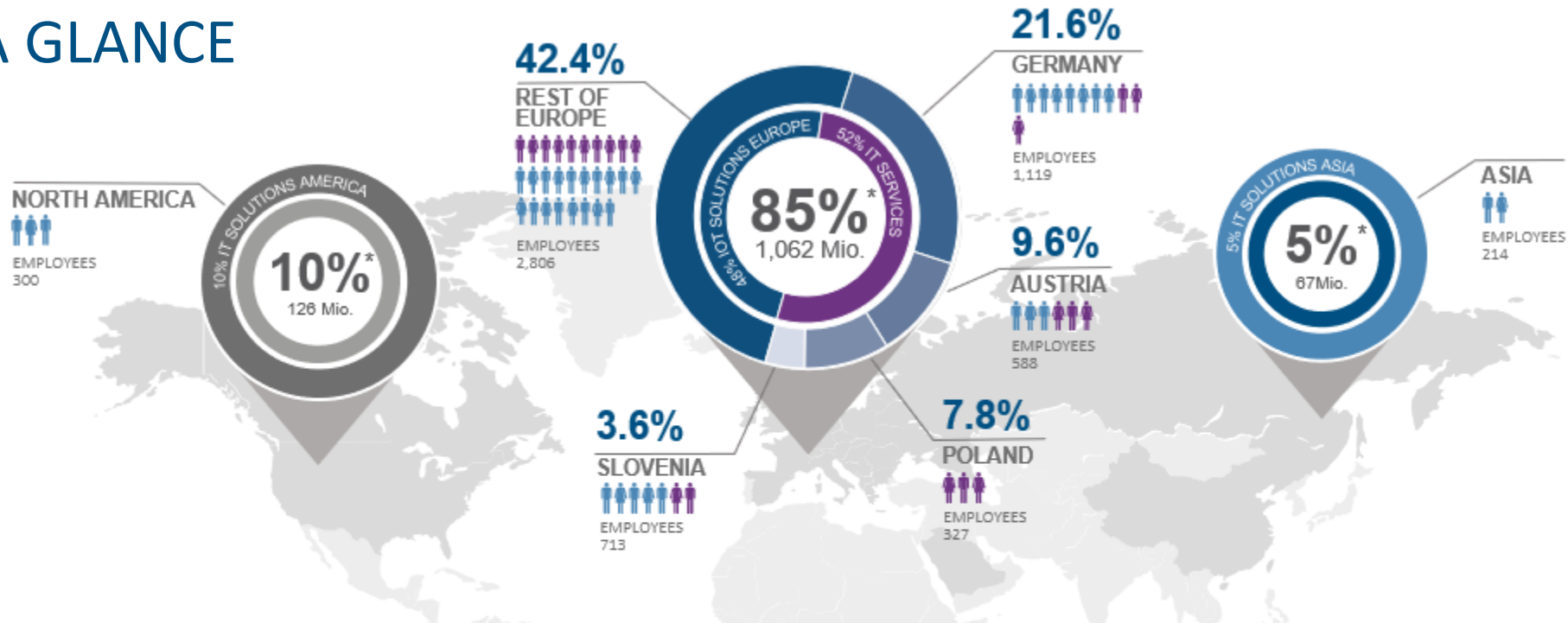
Richard Neuwirth, CFO

June 2021



IR

S&T AT A GLANCE



01 S&T PROVIDES GLOBAL IOT 4.0 TECHNOLOGY



- > IoT solutions for Industrial, Medical, Transportation and Communication
- > IoT grows fast: The whole Industry 4.0 market is expected to grow at a CAGR of ~15% by 2022*

03 S&T IN FIGURES

- > FY 2020: EUR 1,255 Mio. revenue and EUR 130.0 Mio. EBITDA
- > FY 2020: EUR 140.8 Mio. record cash flow
- > 6,078 employees in 33 countries (as of March 31st, 2020)

02 S&T IS AN IT SERVICE PROVIDER WITH REGIONAL FOCUS



- > Germany, Austria, Switzerland (DACH)
- > Eastern Europe

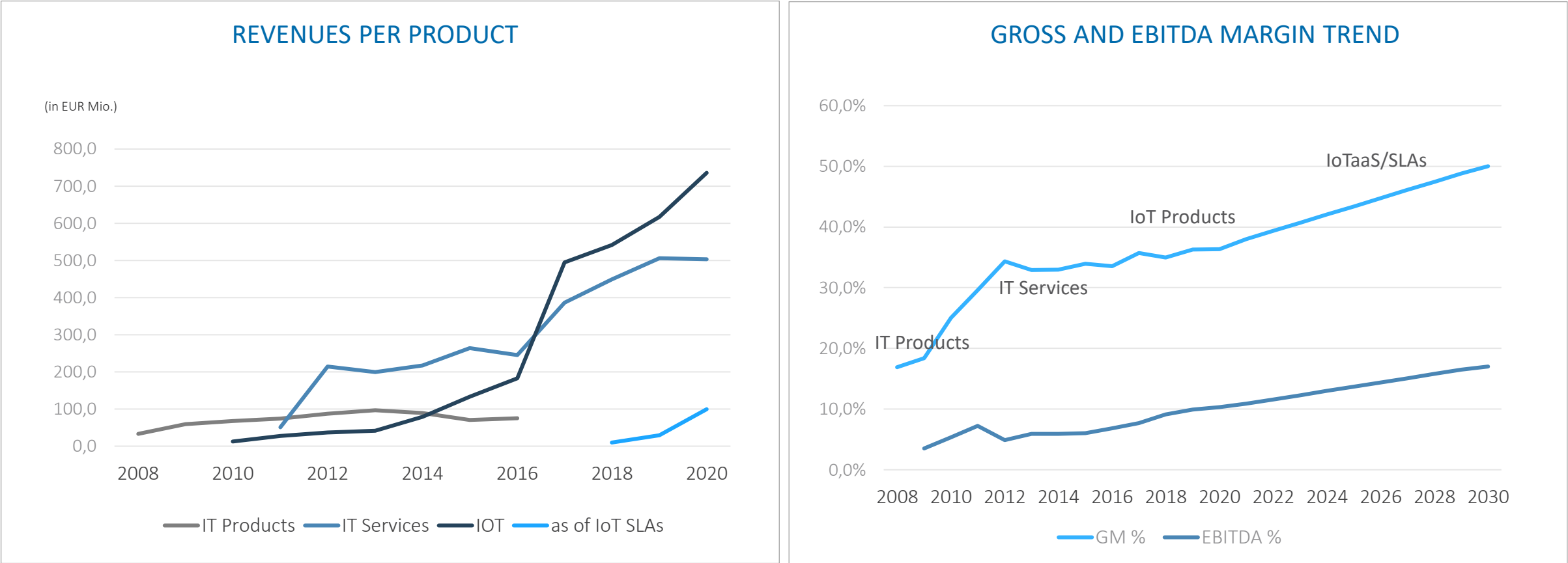
04 MEMBER OF THE TECDAX® & SDAX®

- > Headquarter in Linz, Austria, listed in Frankfurt, Germany
- > ~ EUR 1,373 Mio. market cap as of March 31st, 2021

* Revenues in % of S&T Group total revenues based on location of revenue generating S&T subsidiary

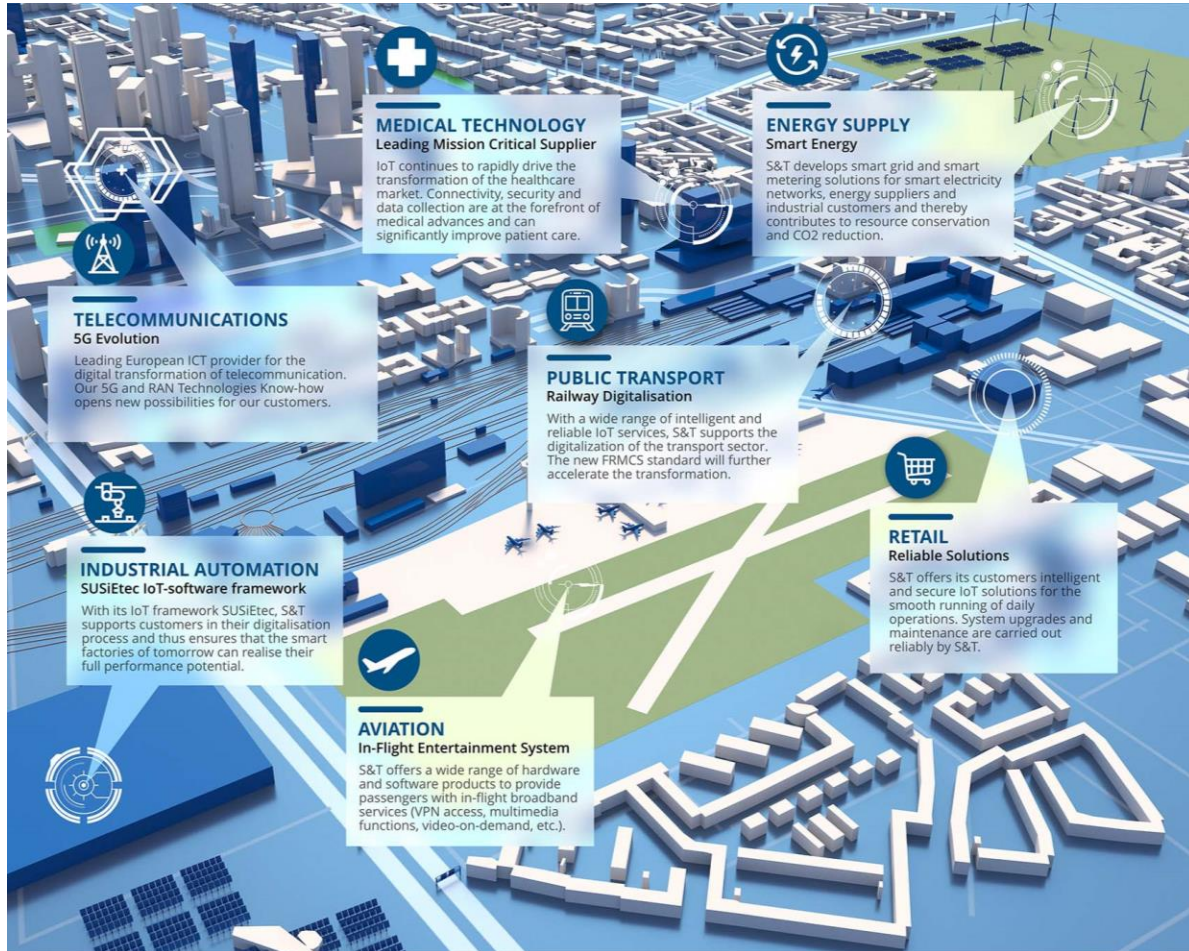
** Source: IMS Report, ABI Research, Oracle, Markets and Markets Analysis

S&T BUSINESS MODEL TRANSFORMATION



In 2011 S&T was an IT Service company, today IoT products account for 71% of EBITDA – by 2030 IoT business > 90%

THE MARKETS FOR S&T



In Billions	2020	2025	Growth / yr
IoT devices (in pcs.)	20.4	75	+ 31 %
as of 5G devices (in pcs.)		32	
IoT market (in USD)	1,800	3,000	11%
TAM Industrial IoT (in USD)	25	48	14%

Main competitors in Industrial IoT	Revenue (in USD Bn.)
Advantech	1.8
S&T	1.7
Curtiss Wright	1.2
ABB B&R	1.1
Beckhoff	1.0
Top 5 account for	27%

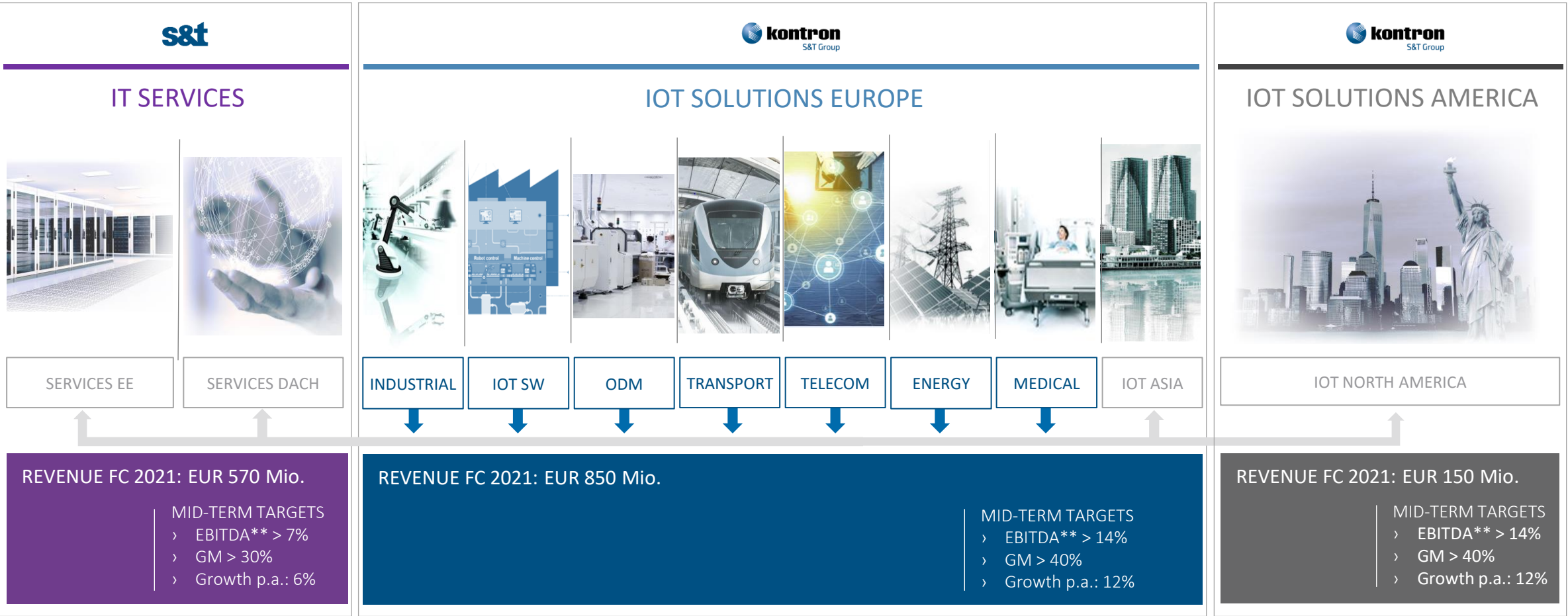
Machines
connected to the Internet
(IN MIO.)

Year	Machines (in Mio.)
2016	6,4
2020	20,4
2025	75

→ **31%** Growth/Year

Source IDC, mgmt est.

S&T BUSINESS MODEL



S&T started 2011 as an IT Service company, today 75% of profits are derived from IIoT.

* incl. I/C revenues ; ** before HQ-fee distribution

SHORT AND MIDTERM GOALS | VISION 2030



GUIDANCE 2021

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

AGENDA 2023

5 years plan	2018	2023p	Growth
Revenue	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, 15% EBITDA

M&A Strategy

Brand Awareness

Based on current forecasts and order backlog we confirm all short, mid and long-term plans

WHY INVEST IN S&T?



SUCCESSFUL STRATEGY OF SUSTAINED LONG-TERM GROWTH

- › Meeting/exceeding annual forecasts since relaunch in 2011
- › Continuous Gross Margin & EBITDA margins improvements
- › Sustainable and resilient business model: Portfolio addressing future trends in Industrialization/Digitalization



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
- › No customer dependencies



TECHNOLOGY LEADERSHIP

- › Transformation into leading IoT player ongoing
- › Increasing Software product portfolio
- › Solutions addressing IoT trends for secure connectivity and machine learning (AI), 5G IoT WAN Networks and many more



ATTRACTIVE VALUATION

- › Share price currently at ~ EUR 20 per share
- › Consensus target price at EUR 30 per share
- › S&T valued at ~ 9 times EBITDA FY 2021

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