



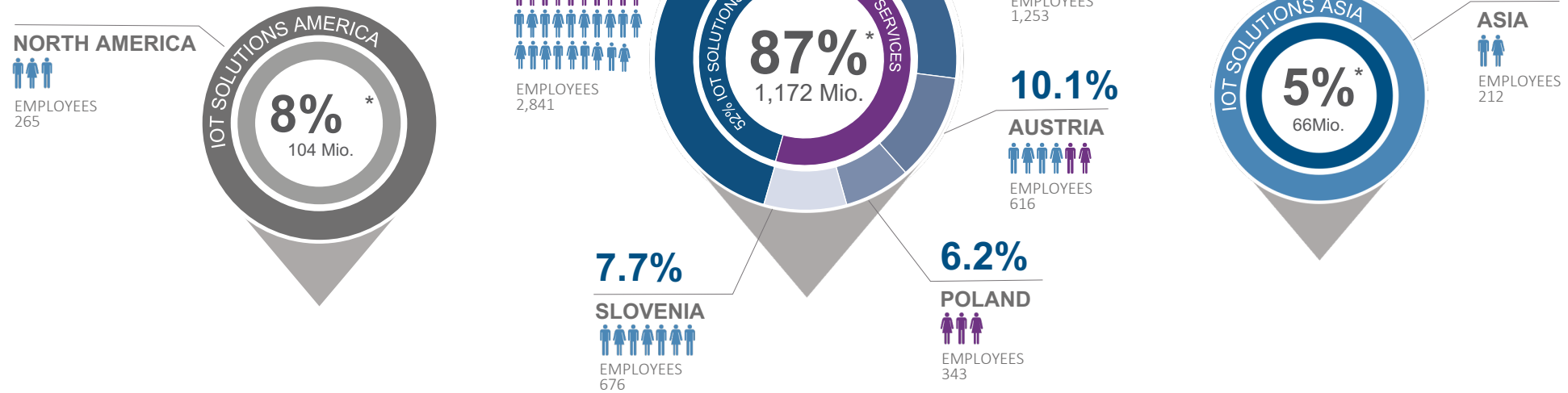
IR PRESENTATION

DI Hannes Niederhauser, CEO

May , 2022



S&T AT A GLANCE



01 S&T PROVIDES GLOBAL IOT 4.0 TECHNOLOGY



- > IIoT solutions for Industrial, Medical, Transportation and Communication
- > IIoT market industry 4.0 has CAGR of 15%
- > Connectivity is key: 5G, TSN, SusieTec

03 S&T IN FIGURES

- > FY 2021: EUR 1,342 Mio. revenue and EUR 126.3 Mio. EBITDA
- > FY 2021: EUR 95.3 Mio. operating cash flow
- > Dec 2021 6,206 employees in 32 countries (as of 4002 engineers)

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 1,079 Mio. market cap as of March 31st, 2022

* 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

HIGH- AND LOWLIGHTS Q1-2022



HIGHLIGHTS

- › Q1 2022:
 - › Plus 12.1% in Revenues and plus 14,9% in net income vs. Q1 2021
 - › Book to bill of 1.31 – EUR 435 Mio. Order Entry in Q1 2022
- › January 2022: two major design wins in smart trains (EUR 170 Mio.)
- › March 2022: Forensic investigation completed
 - › Unmodified audit opinion on S&T AG and S&T Group
- › New Chief Compliance Officer since May 2nd 2022
- › 35 cent dividend (yield 2,4%) for 2021 to pay in May 2022
- › Divestment of IT services on target for signing in July

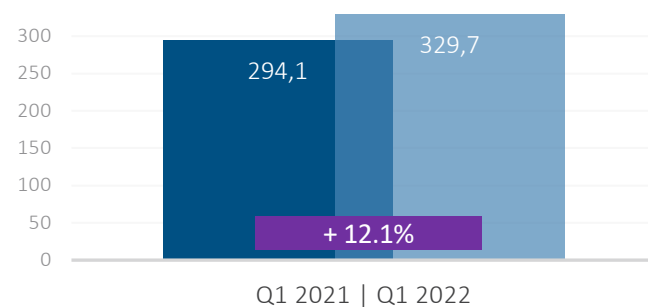
LOWLIGHTS

- › Chip shortage impact:
 - › EUR 108 Mio. of not delivered orders as of 31.03.2022
 - › EUR 8.2 Mio. PPVs paid, burdening EBITDA by EUR 1.1 Mio.
 - › Operating CF burdened by EUR 32 Mio. increased inventory
- › North America weak due to avionics and chip shortage
- › Impacts of Russian war
 - › FX loss (Rubel) of EUR 1 Mio.
 - › EUR 10 Mio. (50%) reduction in Revenues

KPI'S Q1 2022

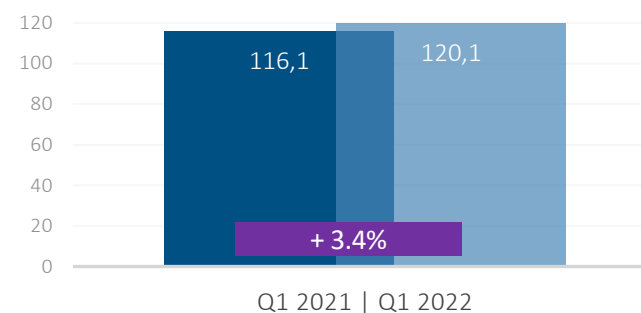
REVENUE

(in EUR Mio.)



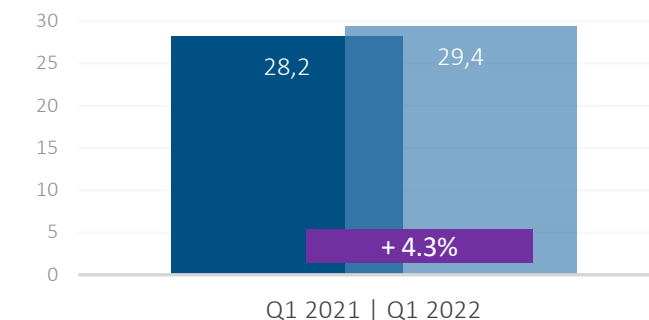
GROSS PROFIT

(in EUR Mio.)



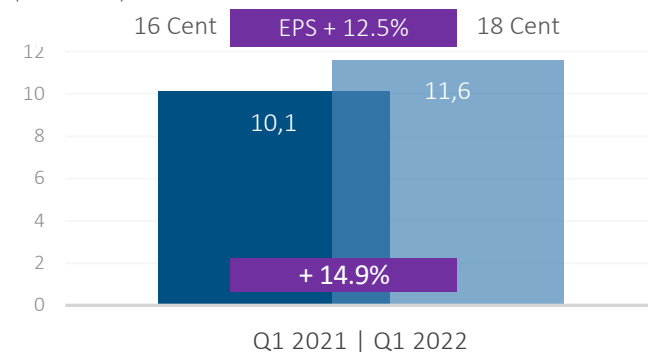
EBITDA

(in EUR Mio.)



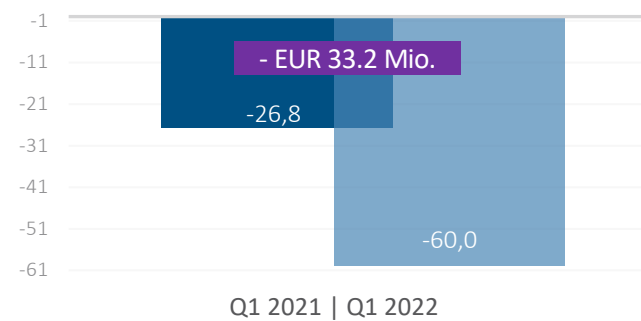
NET INCOME AFTER NCI

(in EUR Mio.)



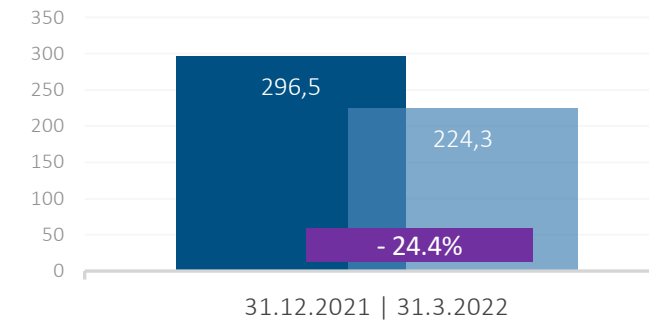
OPERATING CASH FLOW

(in EUR Mio.)



CASH AND CASH EQUIVALENTS

(in EUR Mio.)



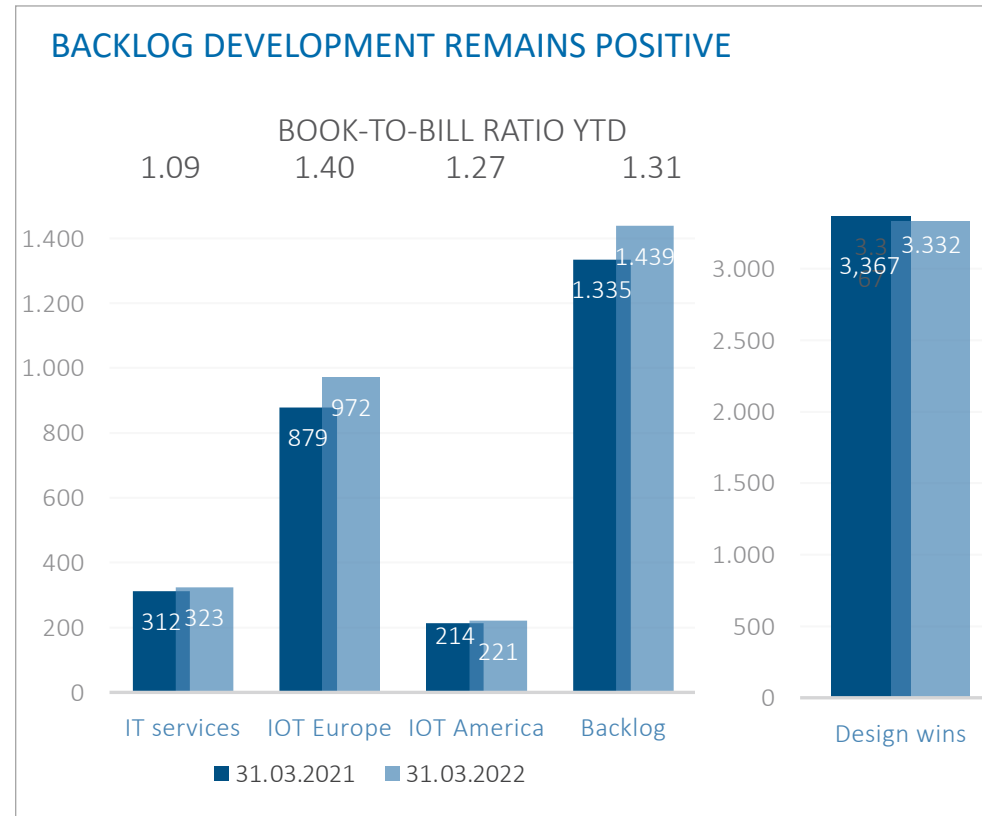
Revenue growth (organic) driven by backlog, inventory increase (chip crisis) burdens higher growth and cash flow

S&T BUSINESS MODEL



S&T started 2011 as an IT Service company, currently 2/3 of profits are derived from IIoT.

BACKLOG & OPPORTUNITIES ORDERS AND DESIGN WINS REMAIN STRONG



LATEST DESIGN WINS

	COUNTRY	VOLUME EUR
Major contracts for high-speed train	DE,FR	170 Mio.
Control systems for high-speed train	CZ,LIT,DE,FR,UK,BG	112 Mio.
US ministry	USA	51 Mio.
Machine builder	GER	32 Mio.
Surgical robots	GER	20 Mio.

TOP CUSTOMERS 2021

	COUNTRY	VOLUME EUR
Medical respiratory machines	GER	28 Mio.
Multinational Telecom provider	UK	26 Mio.
Control for high-speed train	UK	25 Mio.
Czech Rail	CZ	22 Mio.
Global leader in medical equipment	USA	21 Mio.

Top 10 customers account for 17% of Revenues, totally >3000 customers

Record orders entry of EUR 1.750 Mio. in 2021 => 30% growth vs. 2020 → growth continues in Q1 2022 with EUR 435 Mio. new orders

WAR UKRAINE

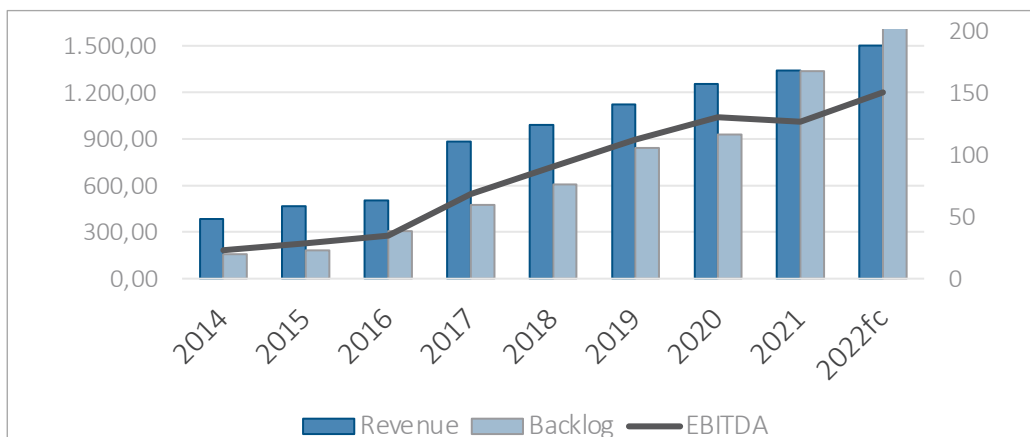
IMPACTS AND STRATEGY



- › 2020 we decided to stop investments in Russia and CIS countries
- › 2022 we will step out of Belarus and Moldova
- › Q2/2022 we will reduce our investments in Russia significantly
 - › Reduce 14 CIS companies to 2 (ISK-UA, ISK-RUS)
 - › Exposure in equity and receivables amounted in Dec to EUR 30 Mio., currently EUR 20 Mio., target < EUR 10 Mio. by Dec 22
- › Important Russian Engineers transferred to Europe (RS/SLO)
- › CIS Impacts on S&T 2022
 - › EUR 1,3 Mio. FX losses and EUR 2.7 Mio realized losses (Q1)
 - › EUR 4 Mio. divestment losses (already accrued in Q1 2022)
 - › Revenues and EBITDA will shrink by appr. half (EUR 30 Mio. @ EUR 2 Mio. EBITDA)
 - › Business can be compensated partially by additional wins in defense and cyber security

Russia/CIS share in 2021 (Rev 6% - EBITDA 4%) is minor, as of today no need to adjust our current Guidance 2022

SHORT AND MIDTERM GOALS | VISION 2030



GUIDANCE 2022

Revenues: EUR 1,500 Mio. – EBITDA EUR 150 Mio.

AGENDA 25

	2018act	2022fc	2018*	2025p*
Revenue	990 Mio.	1500 Mio.	541 Mio.	2000 Mio.
EBITDA	91 Mio.	150 Mio.	64 Mio	260 Mio

* without IT services

VISION 2030



Digitalization



SMART
Technology.



Transformation IOT
Divest IT services



M&A



Brand Awareness

Based on the actual order backlog we confirm our targets for 2022