



secunet Security Networks AG

Full year results 2007

Rainer Baumgart, PhD, CEO

Thomas Pleines, CFO

Frankfurt, 28 March 2008

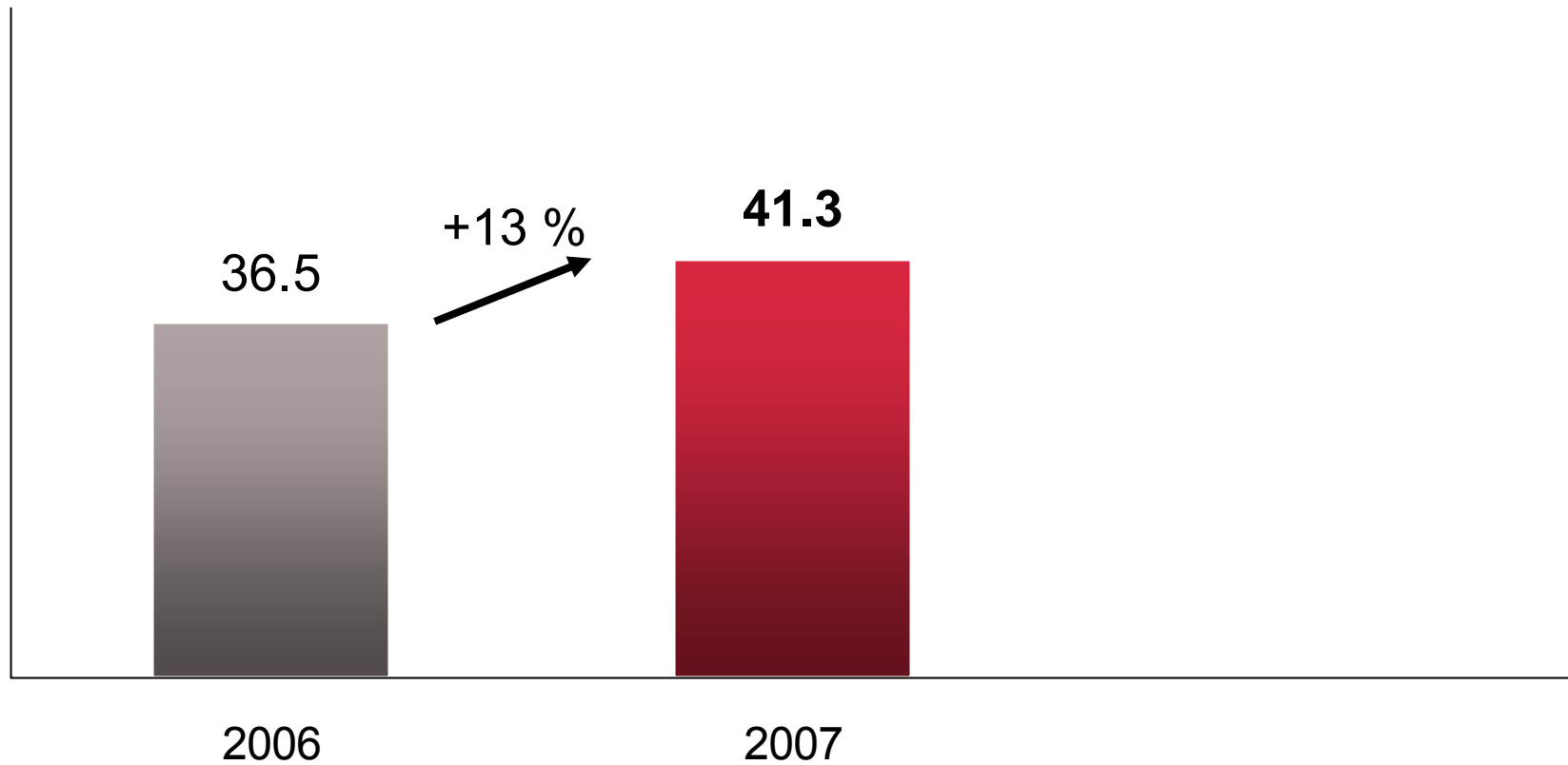


Agenda

1. Financial information
2. Strategy and outlook

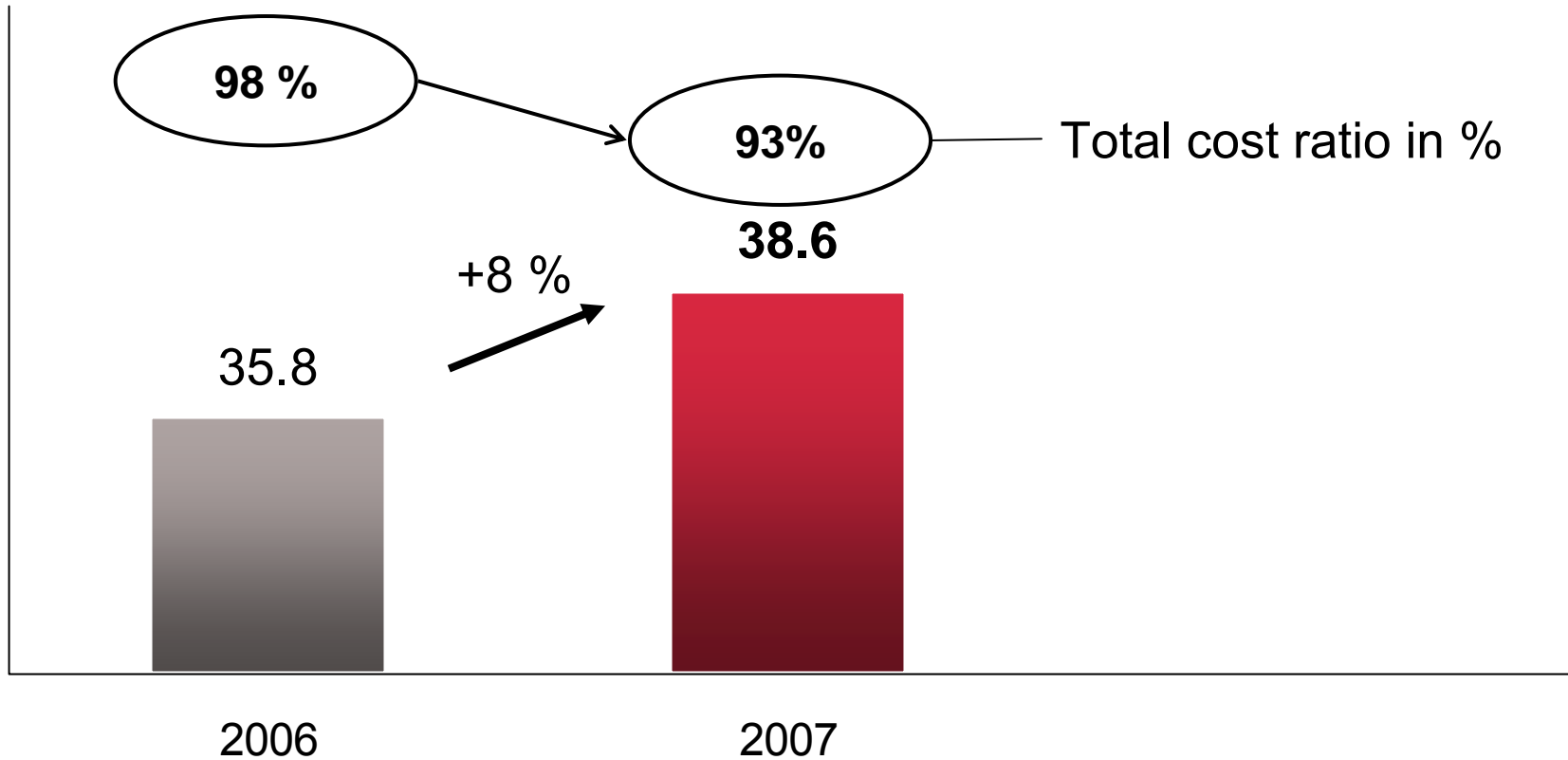
Strong sales growth

Sales in € million



Moderate cost increase

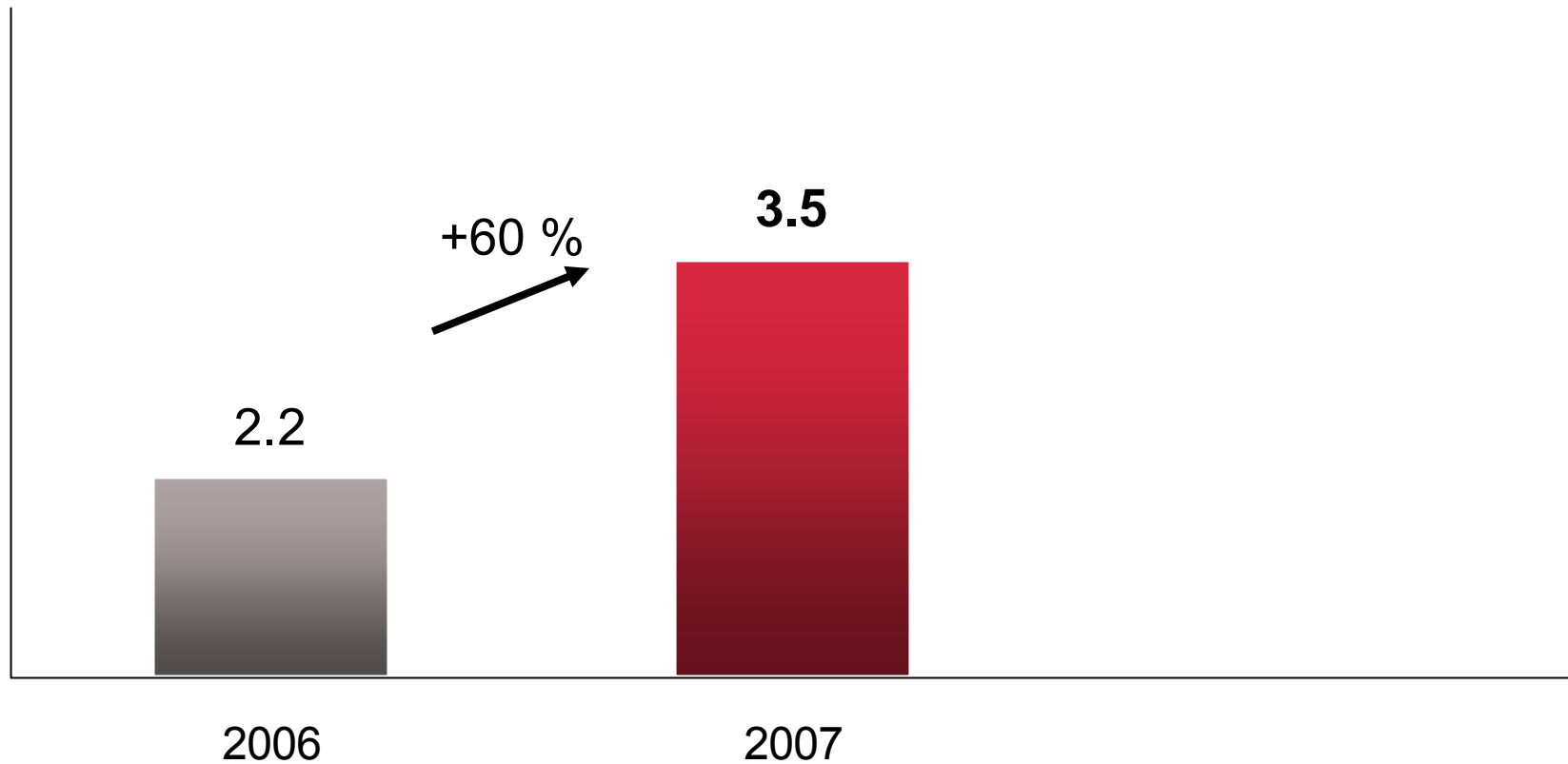
Total costs* in € million



* Materials, Personnel, Depreciation, Other operating expenses

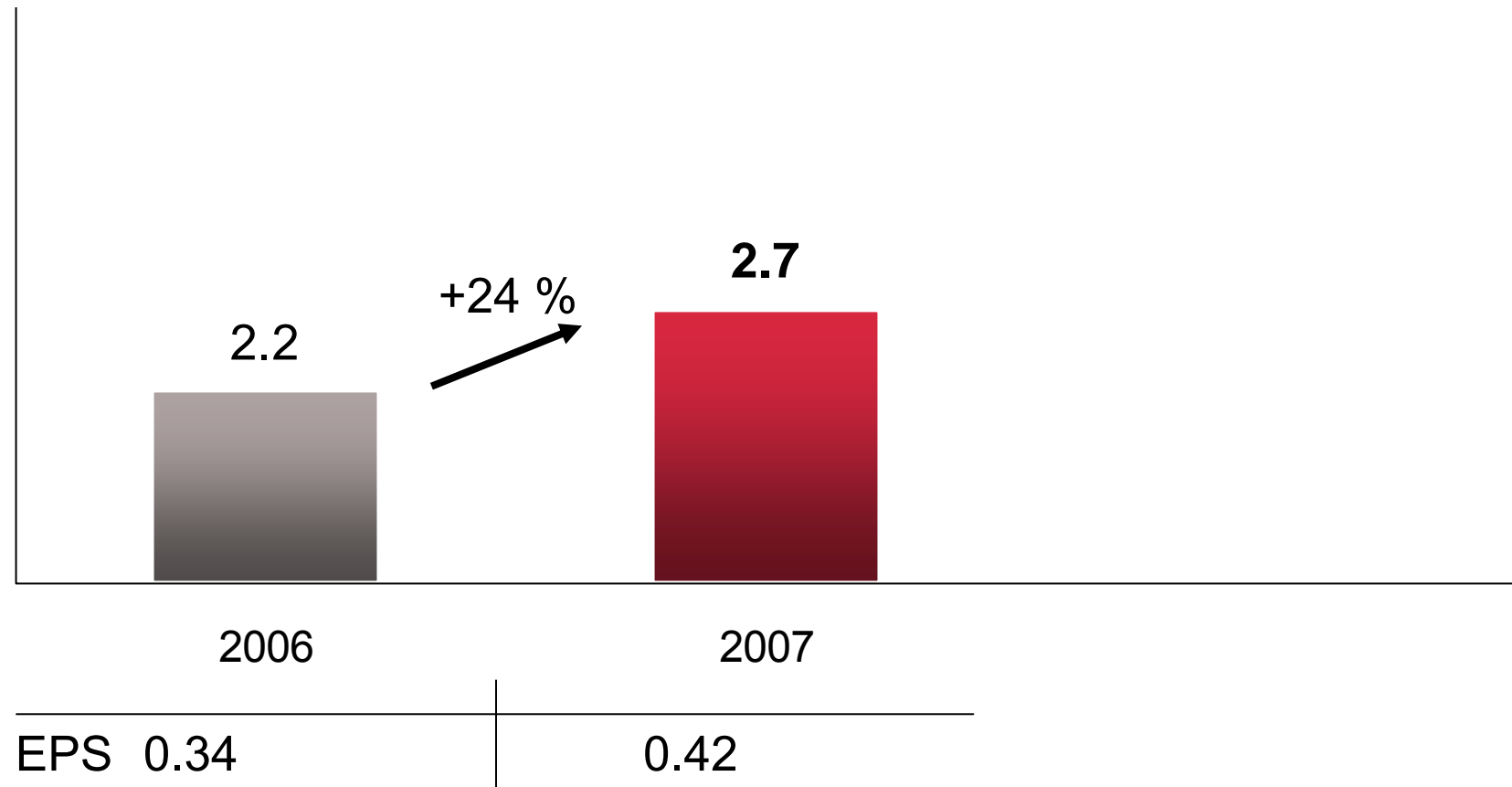
Profitable business

EBIT in € million



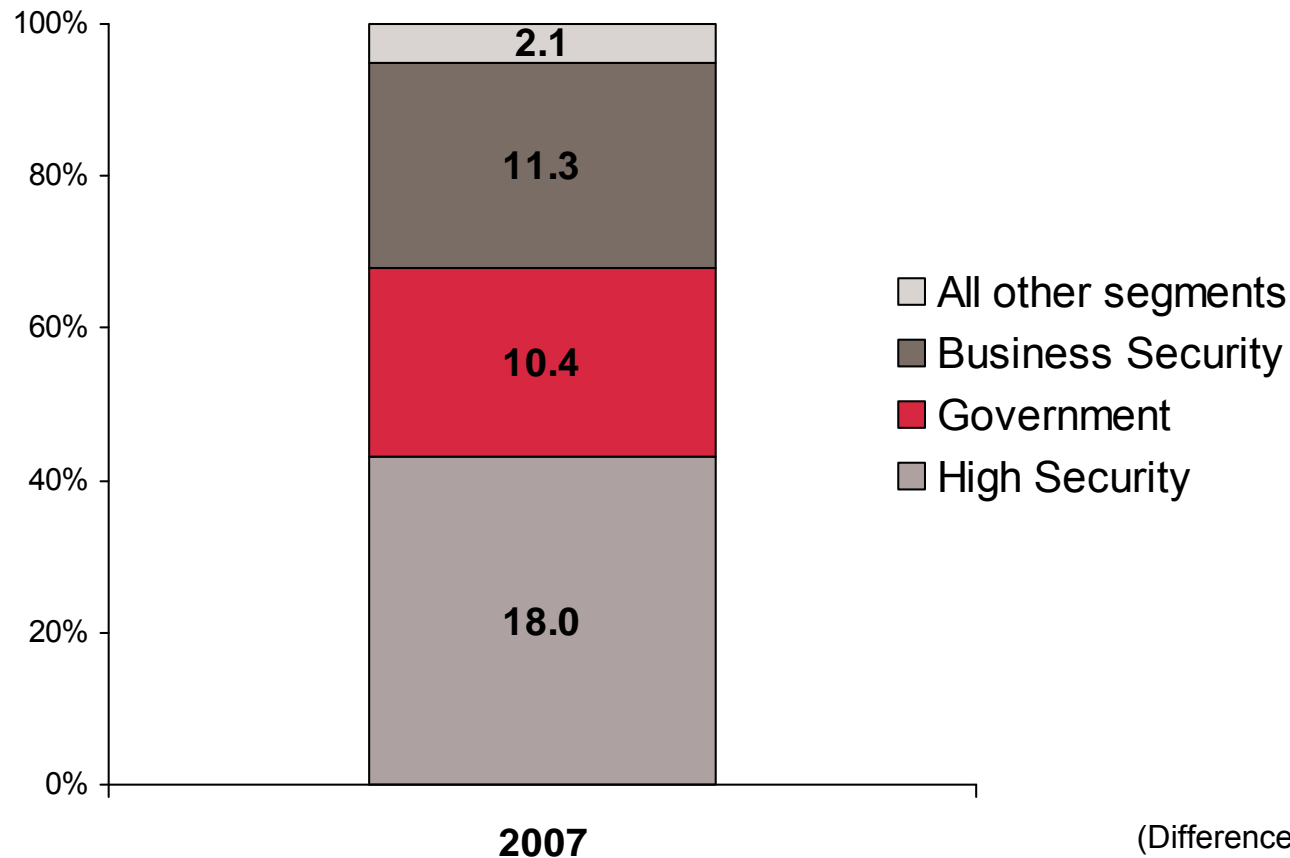
Net profit

in € million



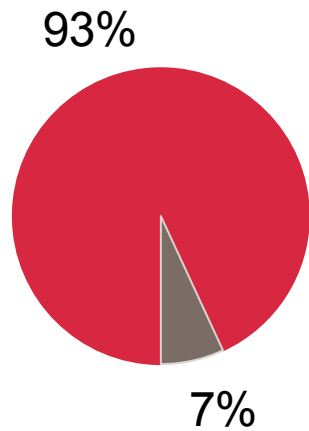
Segment report: sales

in % and € million

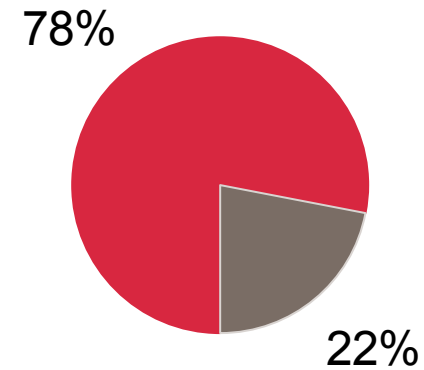


Sales abroad increase

in %



■ Germany ■ Abroad

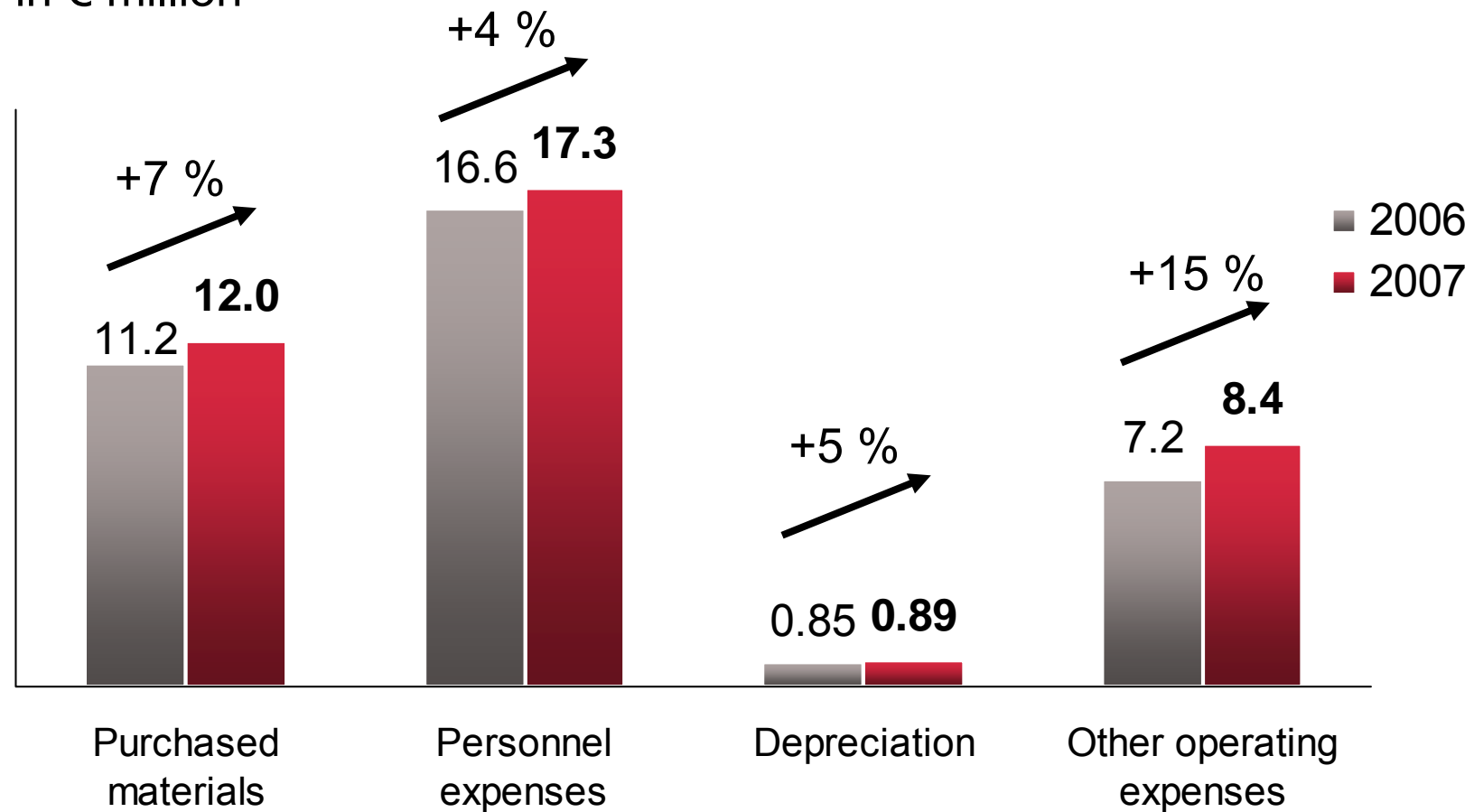


■ Germany ■ Abroad

in € million	2006	2007
Abroad	2.4	9.1

Cost items

in € million



Costs

Material costs

- Increased sales of secunet products
- Hardware deliveries in the SINA business

Personnel costs

- +4% equals growth of staff
- Wages +6%, thereof earnings related variable compensation +34%

Depreciation

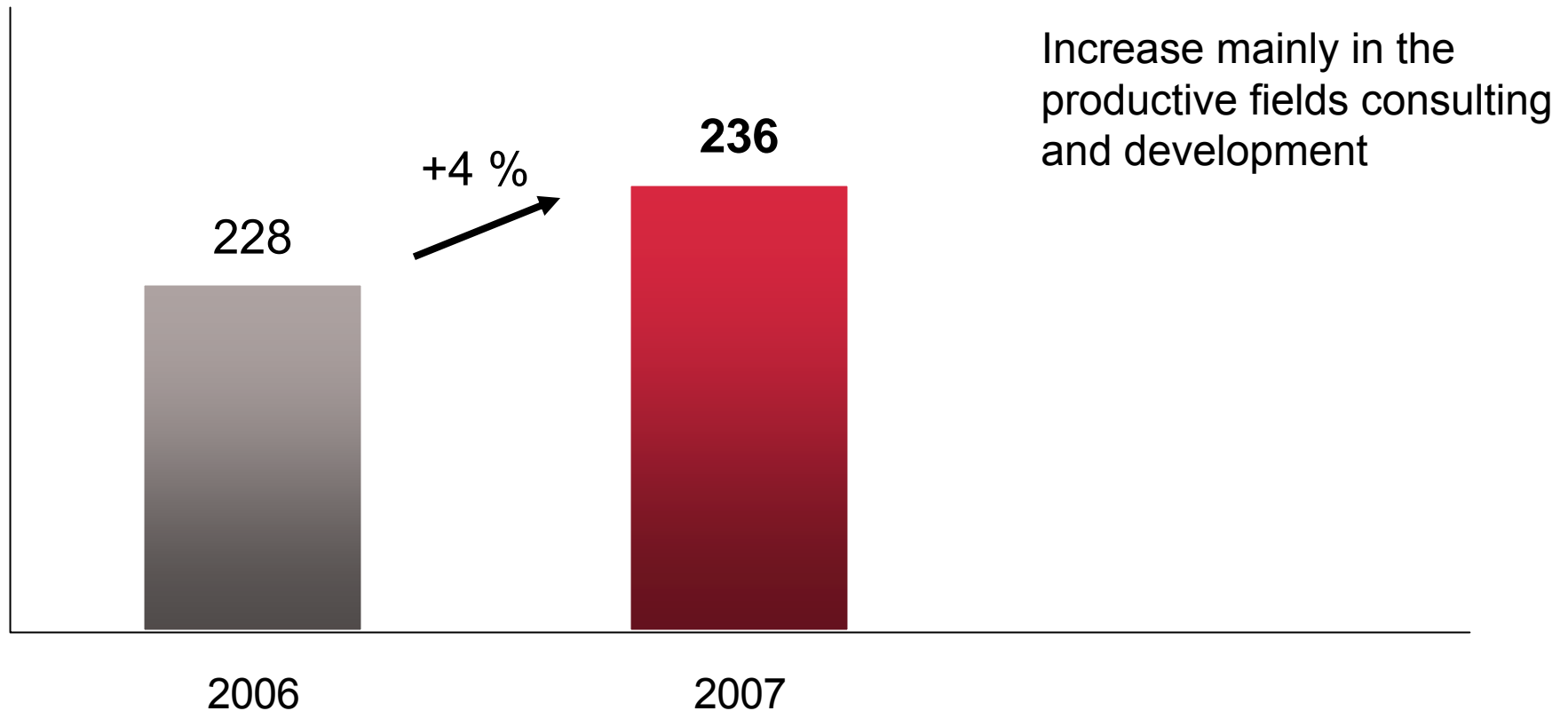
- Expenses for workplace equipment flow to a large amount in depreciation

Other operating expenses

- Growth in personnel: recruitment costs, rents, ...
- Process adjustments for new organisation structure

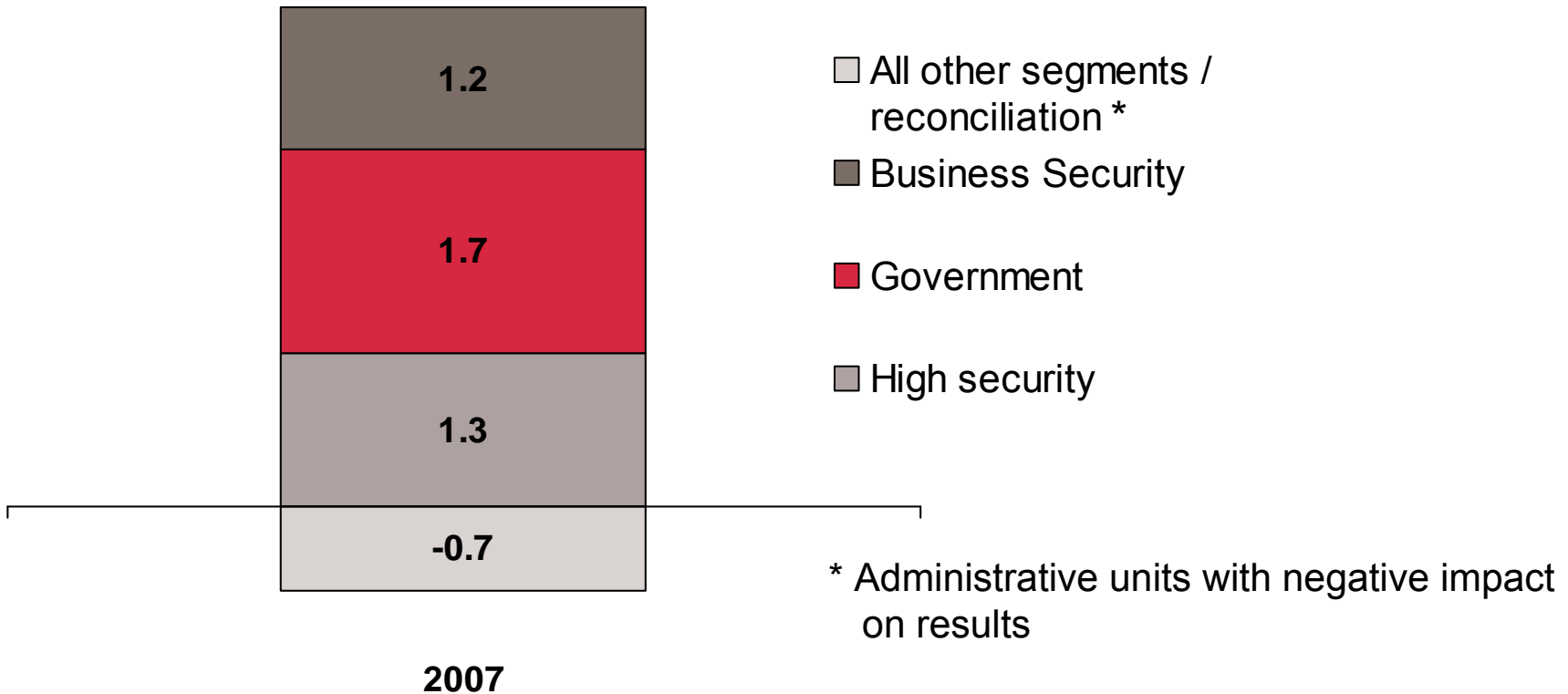
Employees

As of 31 December



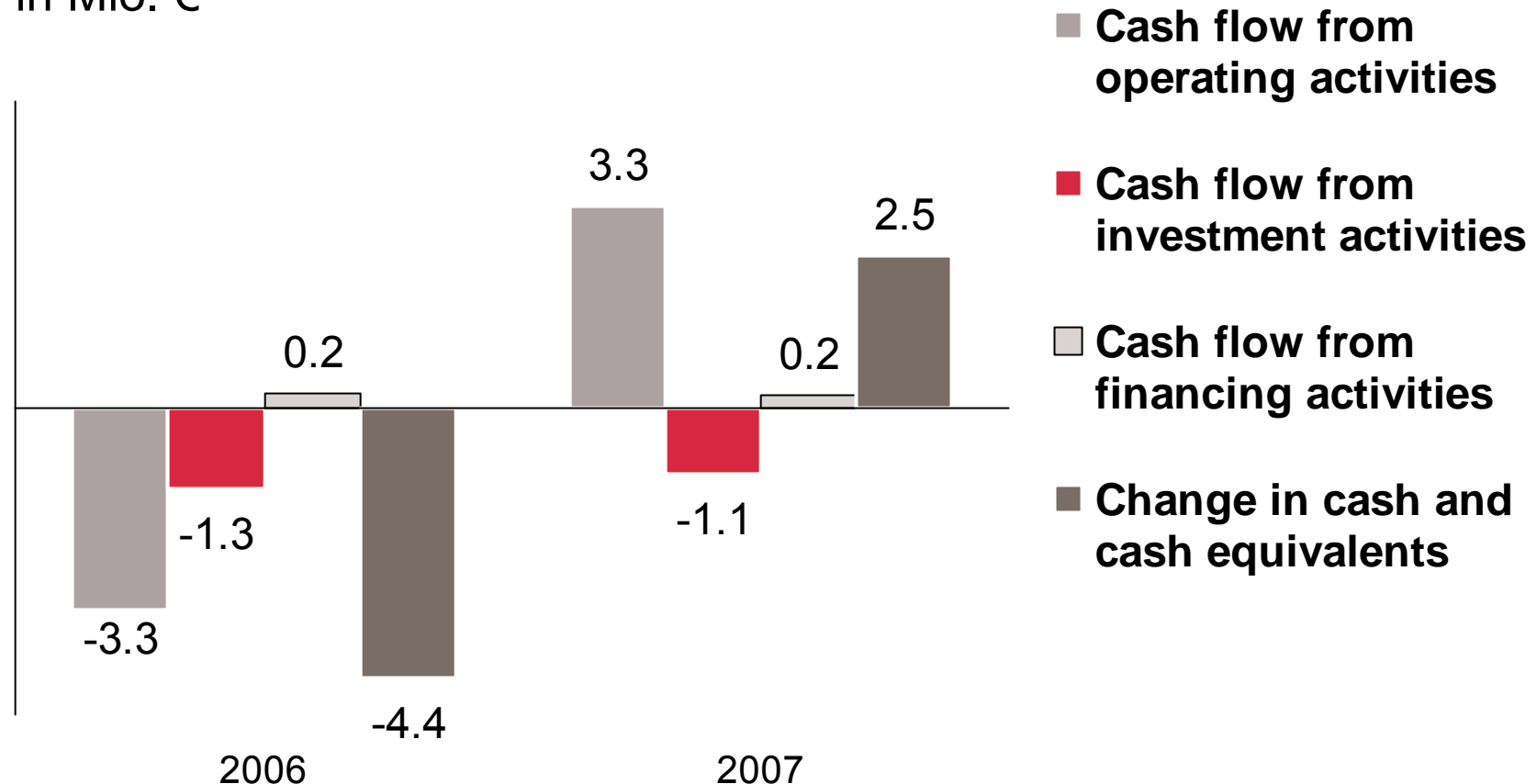
Segment report: earnings contribution

EBIT in Mio. €



Cash flow

in Mio. €



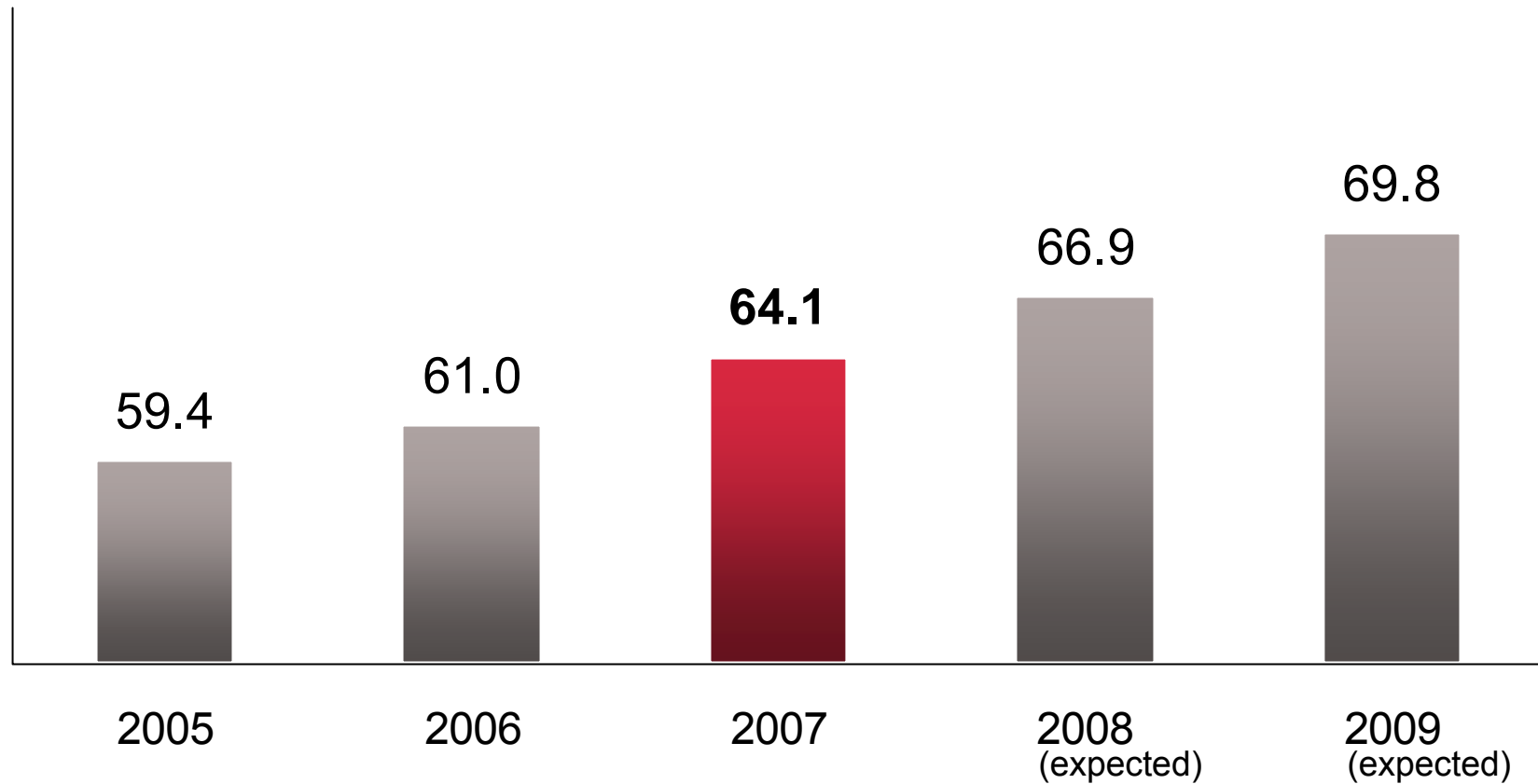


Agenda

1. Financial information
- 2. Strategy and outlook**

Market development: IT hardware, software, IT services

in € billion



Source: BITKOM

Clear positioning



Germany's leading provider in the area of highly complex IT security solutions



Security Partner of the Federal Republic of Germany



Active in all current topics of IT security (biometrics, e-passport, e-health) and IT high security (cryptographic appliances)



Long-time experience, comprehensive know how, numerous references

Clear growth strategy

- Technical focus
 - Cutting edge knowledge in future issues
 - Specialist also in classic questions

- New customer groups:
 - Growth in the private sector (industry)
 - Further internationalisation

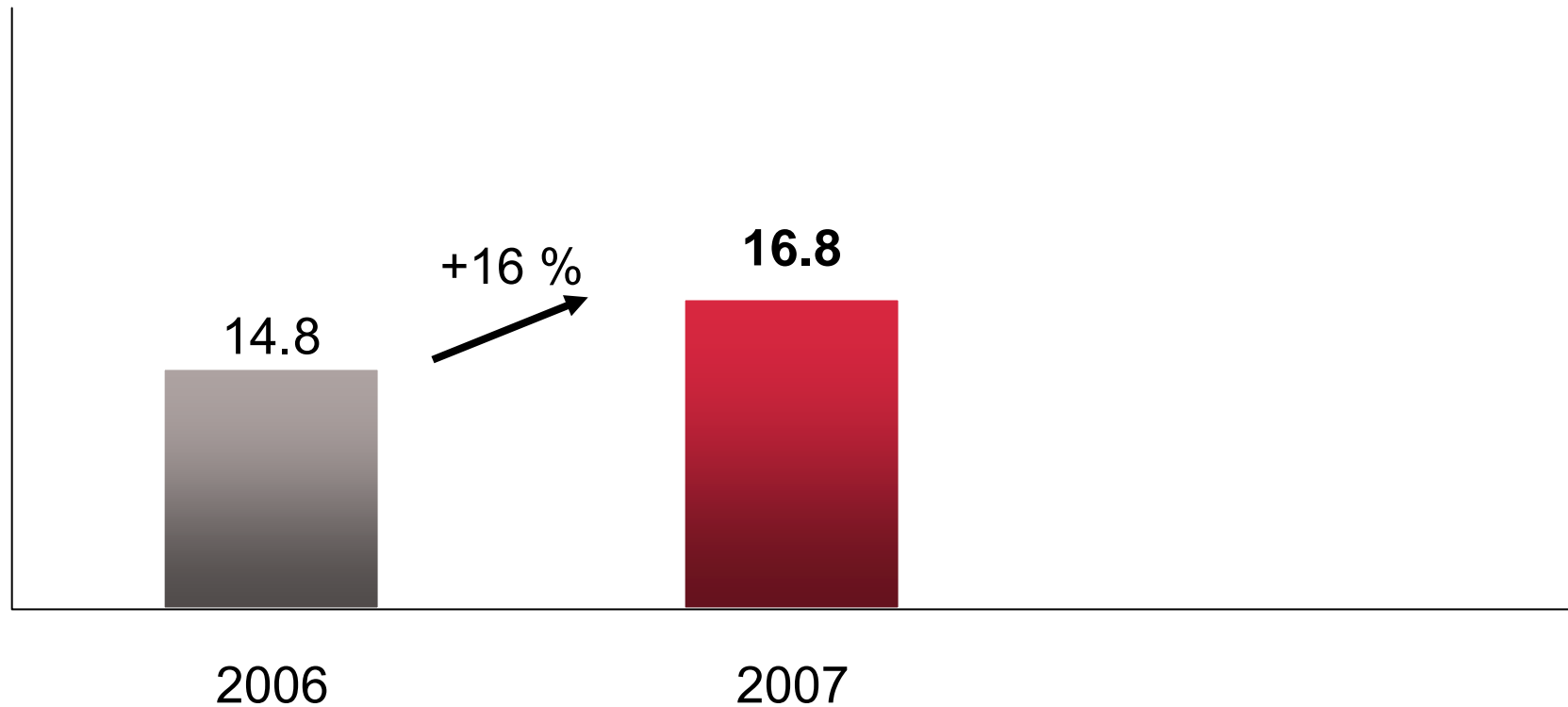
- Tight sales organisation

- Specific acquisitions



High volume of orders on hand

As of 31 December, in € million





**Thank You
for your attention.**

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Financial calendar 2008

28 March	Annual report 2007, analysts' conference
8 May	3-month report 2008
29 May	Annual general meeting 2008
14 August	6-month report 2008
6 November	9-month report 2008

Contact

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Disclaimer

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