



secunet Security Networks AG

**German Equity Forum
Corporate Presentation**

Frankfurt, 11 November 2008



Agenda

- 1. secunet – the company**
2. Financial information January-September 2008
3. Strategy and Outlook

The company at a glance

- Leading German specialist for complex IT security solutions – two third of DAX30 companies make use of our know-how
- Far more than 5,000 Projects in private sector, public administrations and international organisations in Germany and abroad
- Comprehensive competence – nearby the customer
 - Active in all current IT security topics
 - 4 business units
 - 263 highly qualified employees
 - 7 sites in D, CH and CZ
- secunet Security Networks AG
 - Founded 1996
 - IPO 1999



Clear positioning



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



Security partnership with the Federal Government of Germany



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



Project experience within public authorities, industry verticals and international organizations at home and abroad

4 business units with clear customer focus

PUBLIC SECTOR

- High Security



- Government

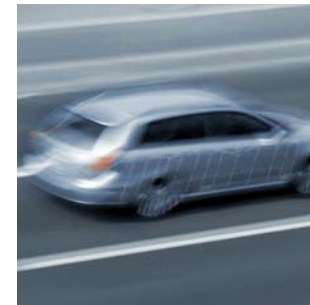


PRIVATE SECTOR

- Business Security



- Automotive



Established IT security provider in the public sector

- **Security partner** of the Federal Government of Germany
- Business Unit **High Security**



Crypto-systems: SINA products
Consulting and integration



Framework agreement for SINA procurement

- Business Unit **Government**



e-Government solutions
Consulting and integration

Framework agreement IT-security services

SINA: high-end products for the high-security use case

- SINA Box



- SINA Thin Client



- SINA Virtual Workstation

- SINA Virtual Desktop

- SINA Management



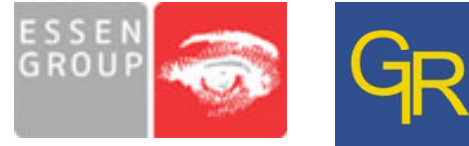
E-government: top issues covered by secunet

- Biometrics



secunet(biomiddle)

- E-pass, e-ID



- E-health



secunet(konnektor)
powered by **SINA**

- Secure web solutions



secunet(safe surfer)



- Security validation and testing (CC-lab)

Private sector: comprehensive offer, specialisation in automotive

- Business Security:

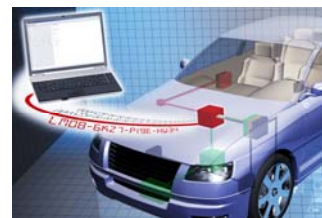
- Security consulting
- Network security
- Identity management
- Managed security services

- Automotive

- Function enabling
- Flash Ware protection
- Embedded security



powered by secunet

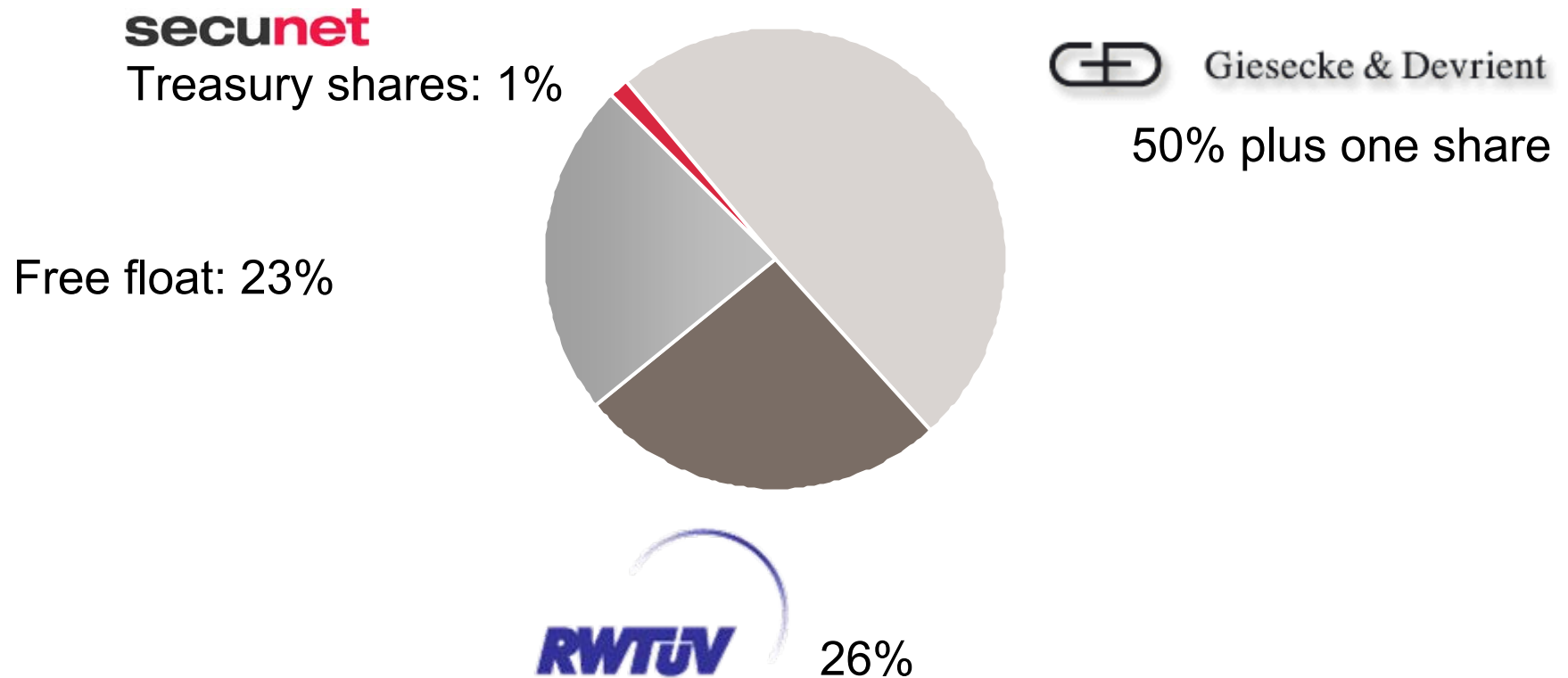


Excellent references in all business units



Owners: shareholder structure

Total: 6,500,000 shares





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Core messages 9-Month-Report 2008

- **Continued high revenue growth**

Sales rise by 22 % yoy

- **High expenses for project preparations have negative impact on results**

EBIT 0,3 Euro million (-68 % yoy)

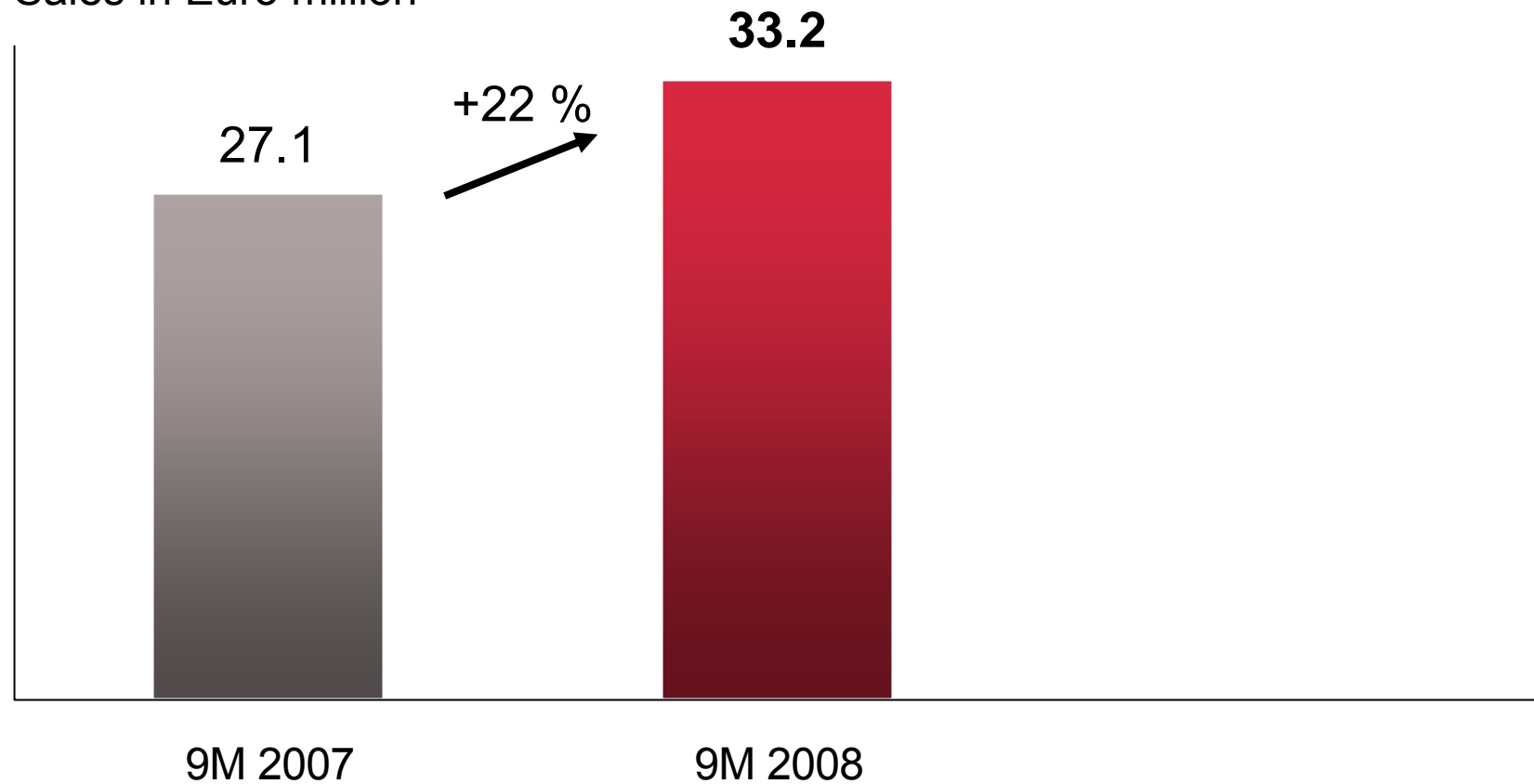
- **High capacity utilisation**

- **Volume of orders grows, large orders received**

- **FY 2008: sales forecasts confirmed, results depend on Q4**

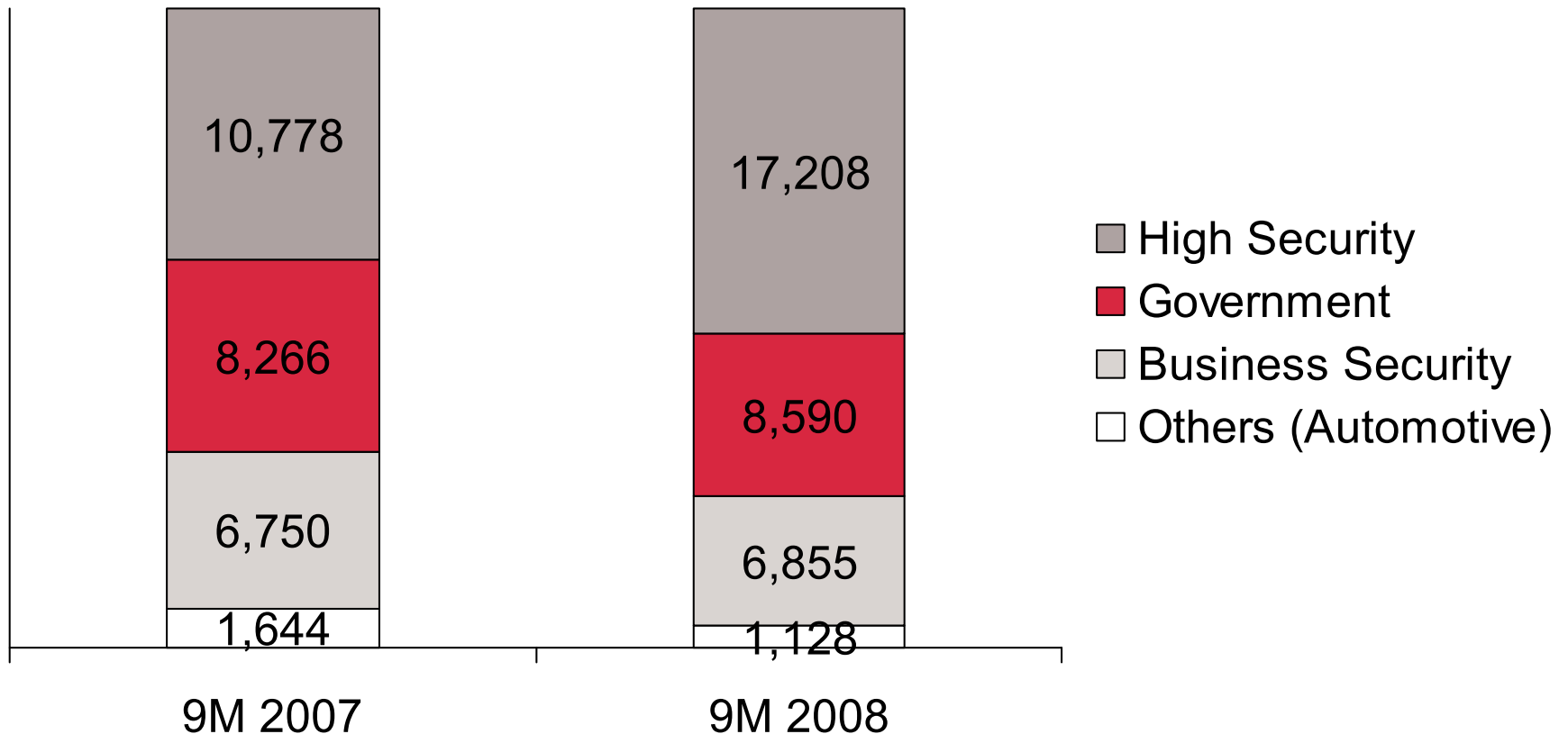
Revenue growth

Sales in Euro million



Segment report: revenue contribution

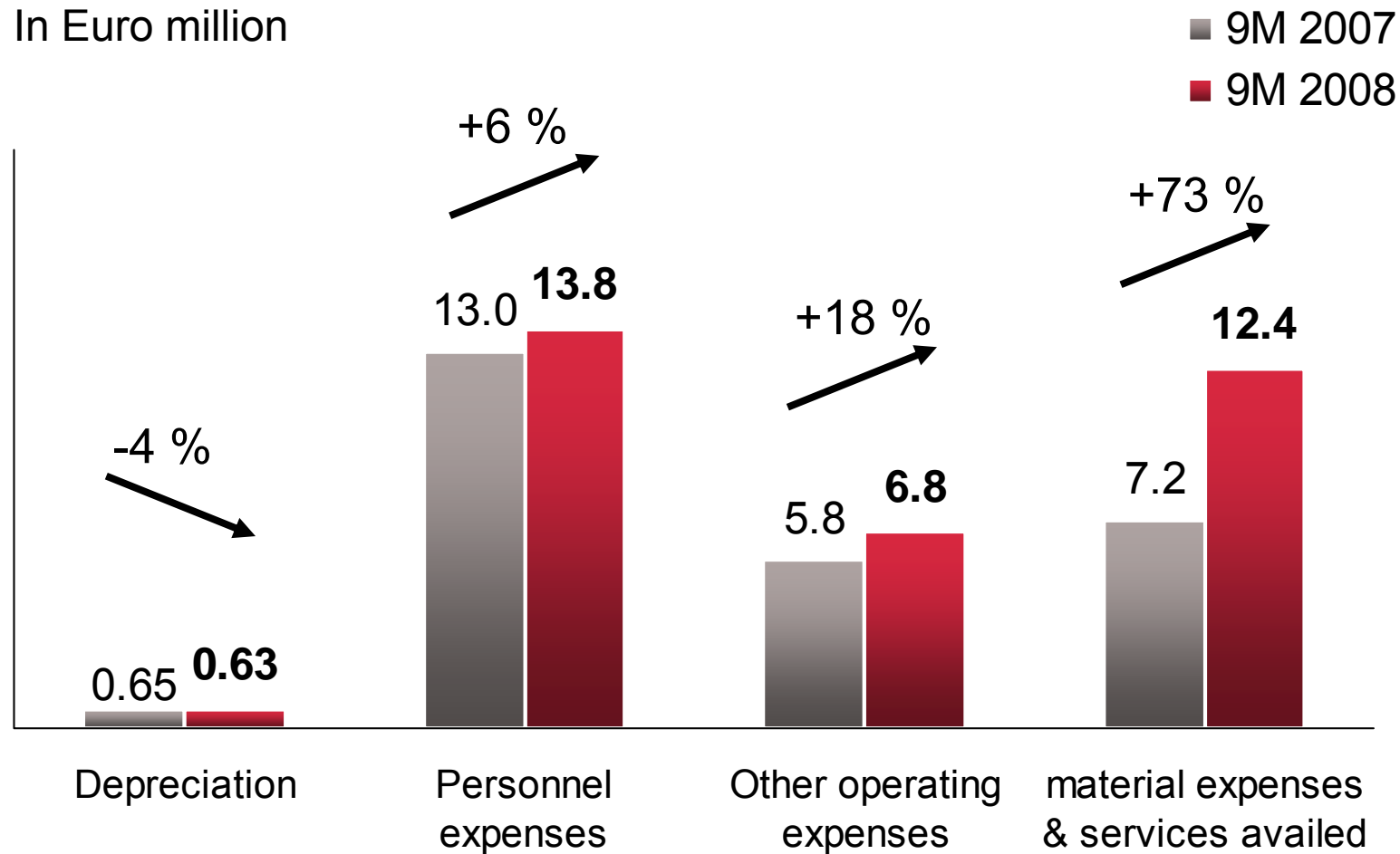
Sales in Euro million



(Differences in sum due to reconciliation)

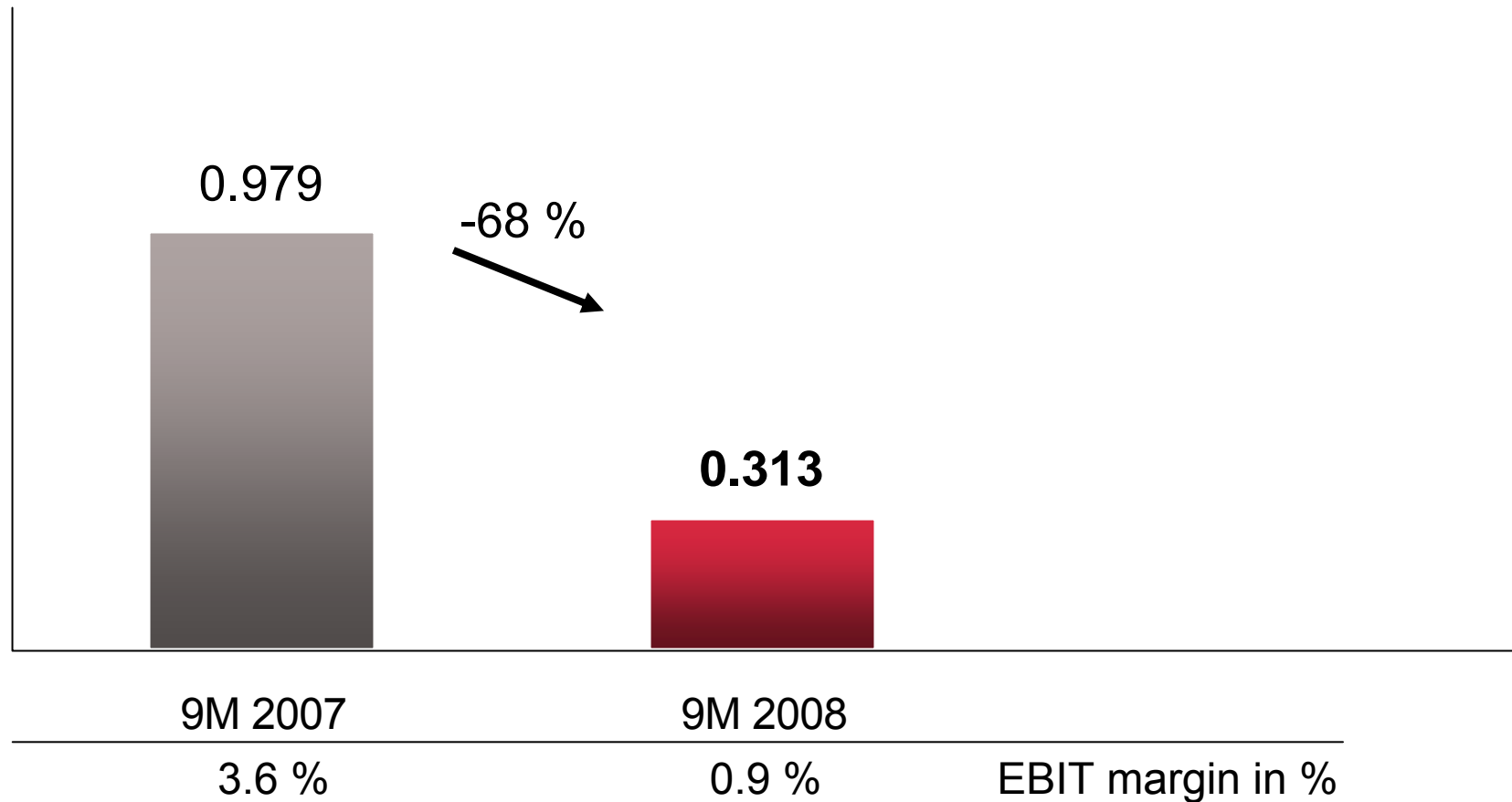
Different trends for cost items

In Euro million



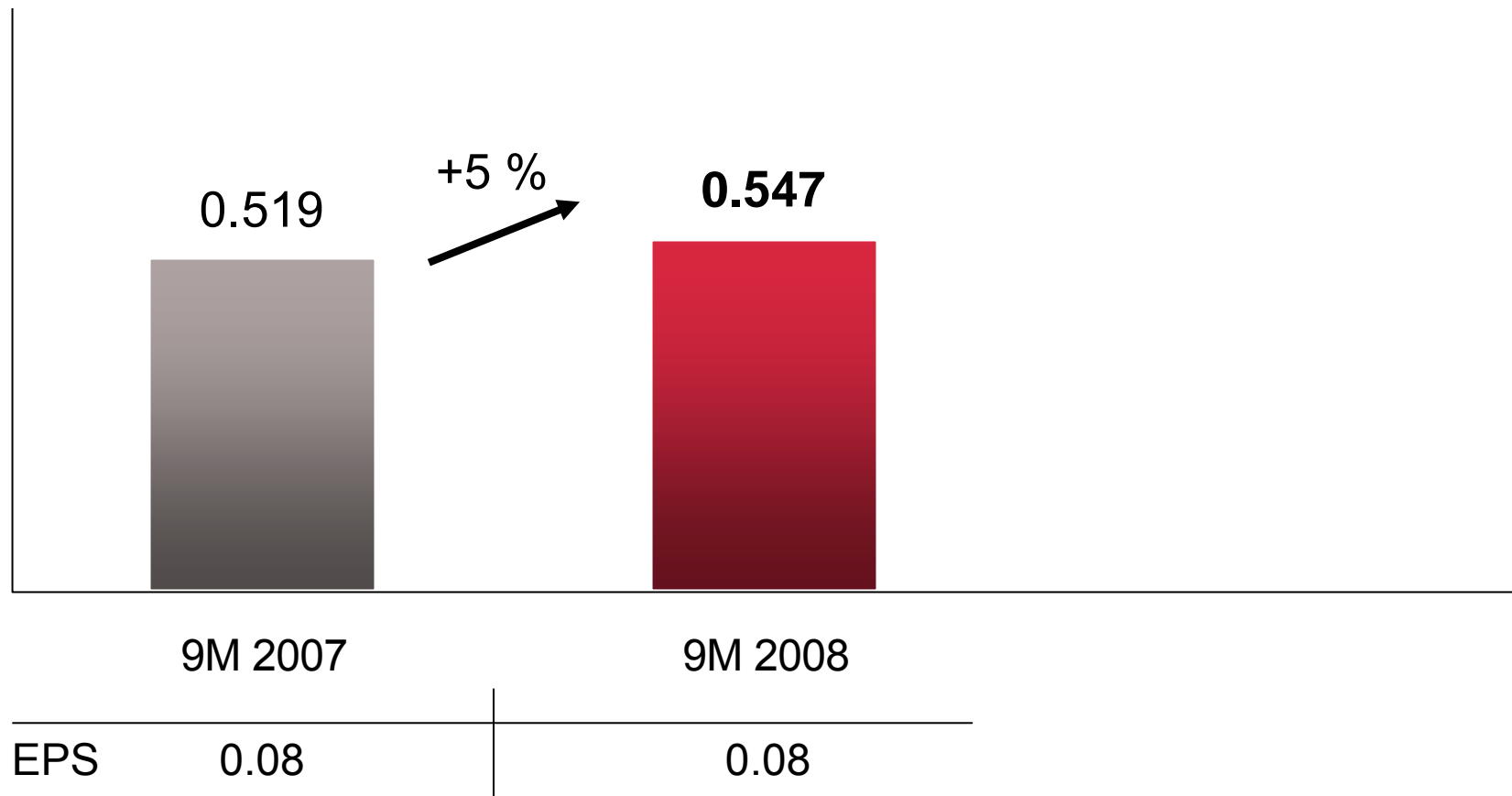
EBIT change

EBIT in Euro million



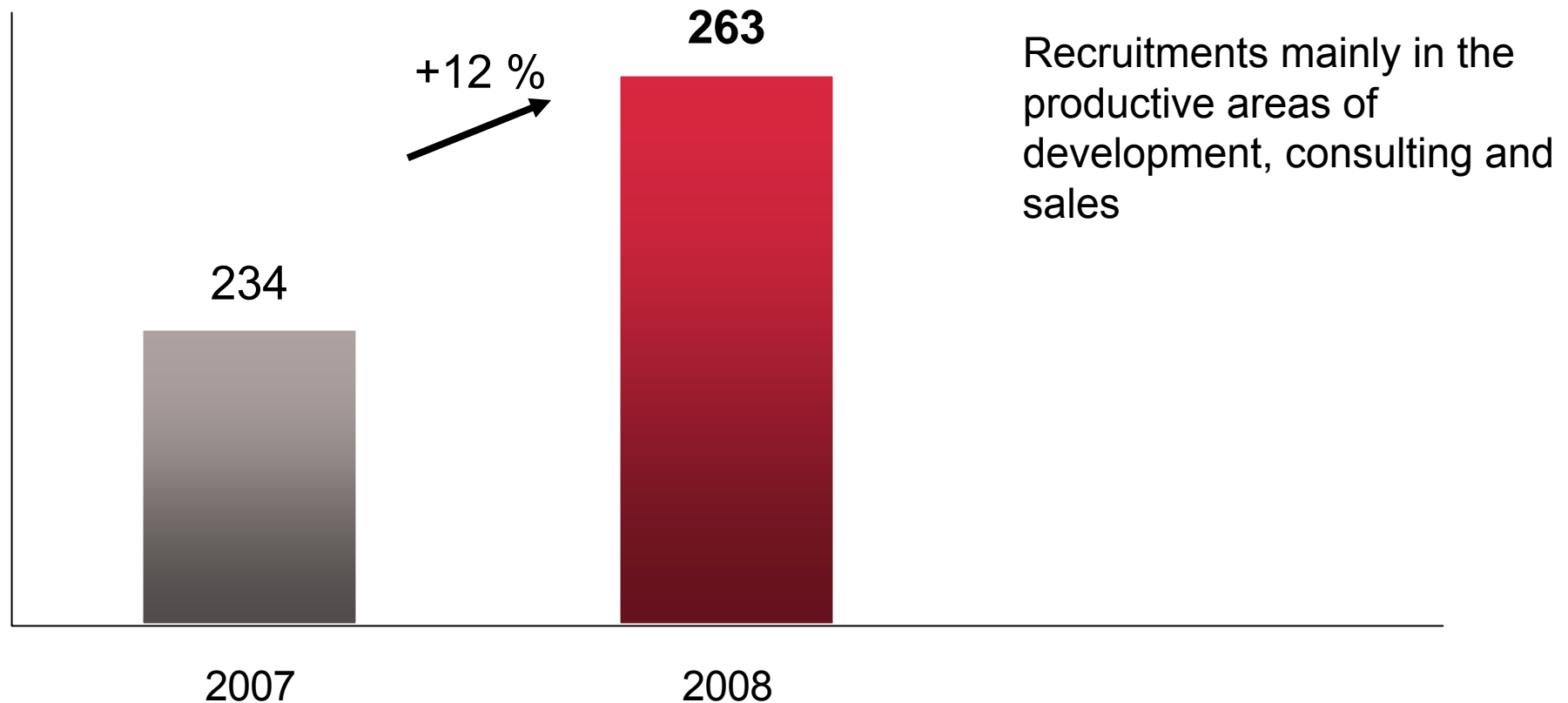
Earnings grow slightly

Earnings of the period in Euro million



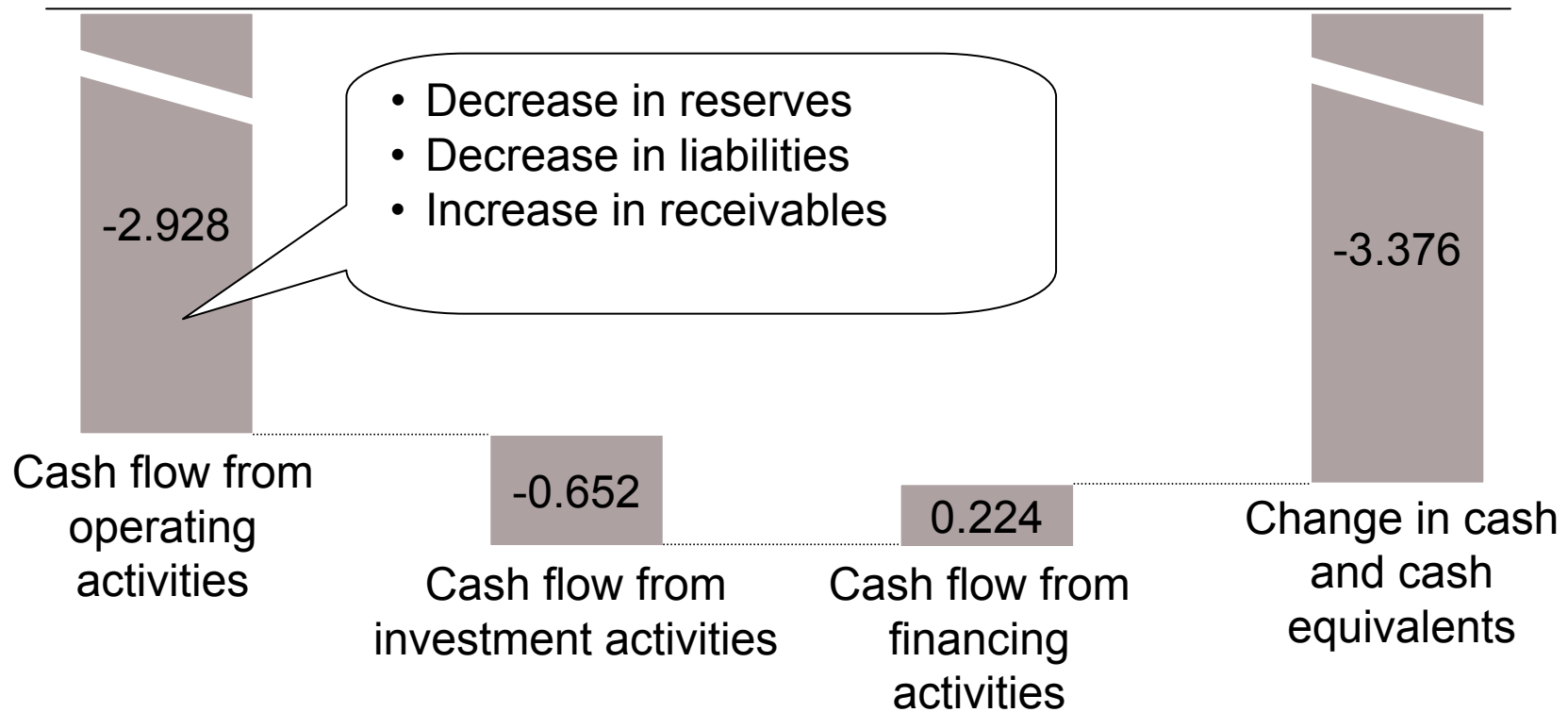
Employees

As at 30 September



Cash flow

In Euro million



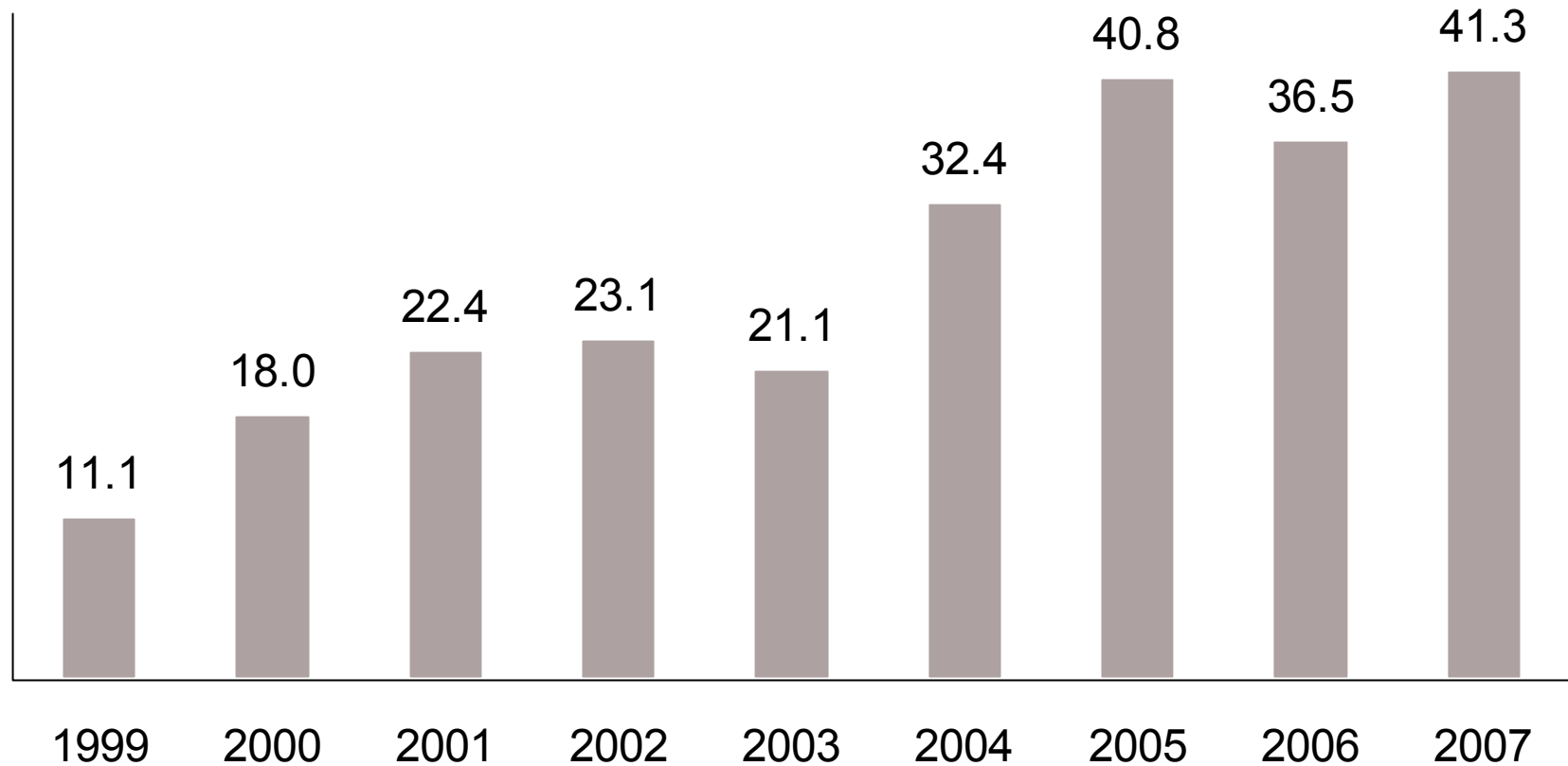


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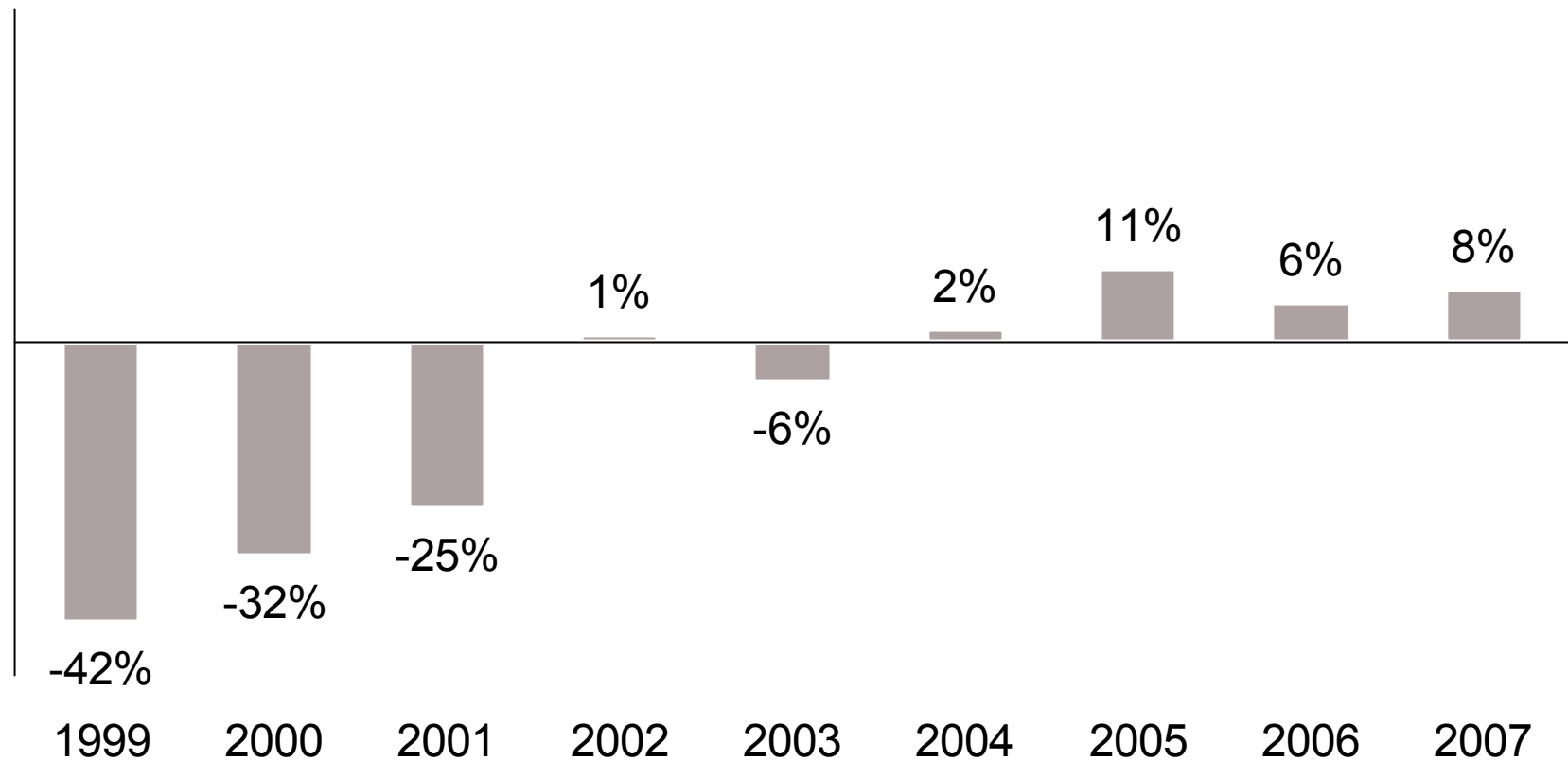
Long term revenue development

Sales in Euro million



EBIT margin: long term development

EBIT margin in %



Clear growth strategy

- Functional focus
 - Specialist in classic issues
 - Outrider in future issues

- New customer groups:
 - Growth in private sector
 - Increase of export activities

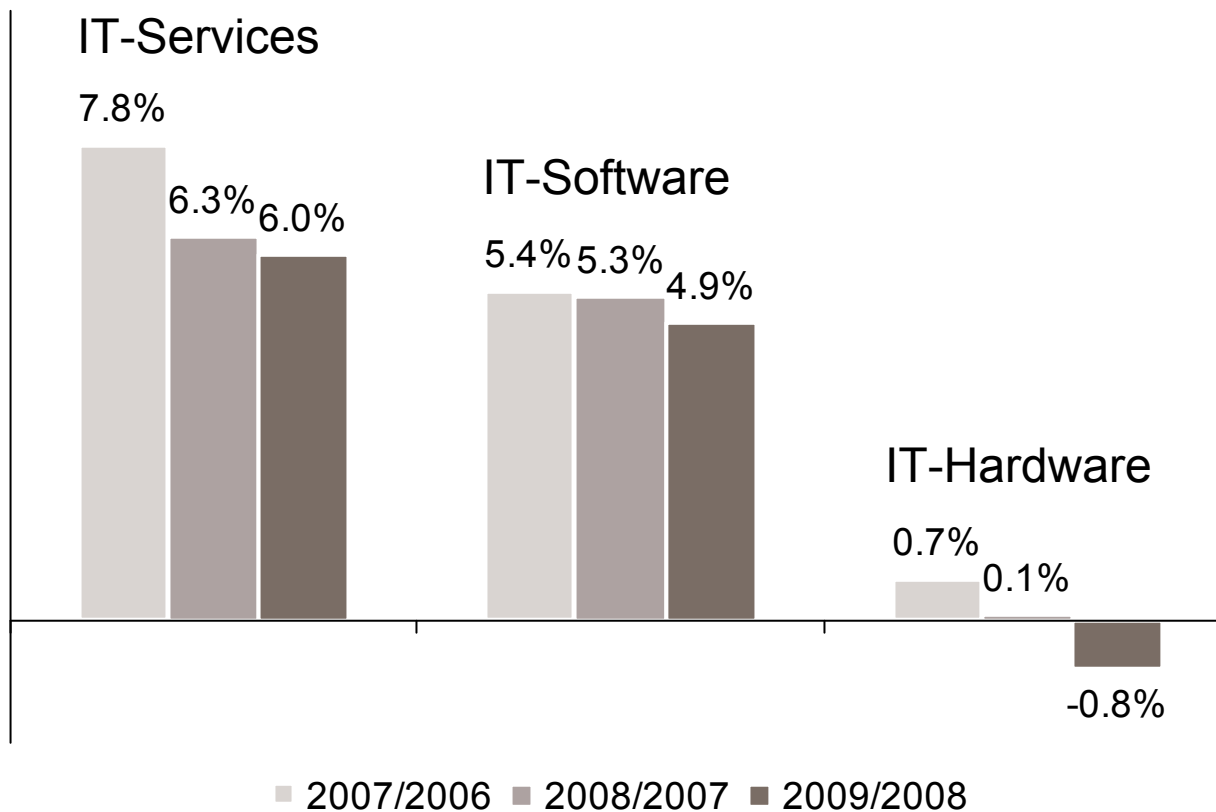
- Strong sales organisation

- Well directed acquisitions



Growth of IT markets in Germany

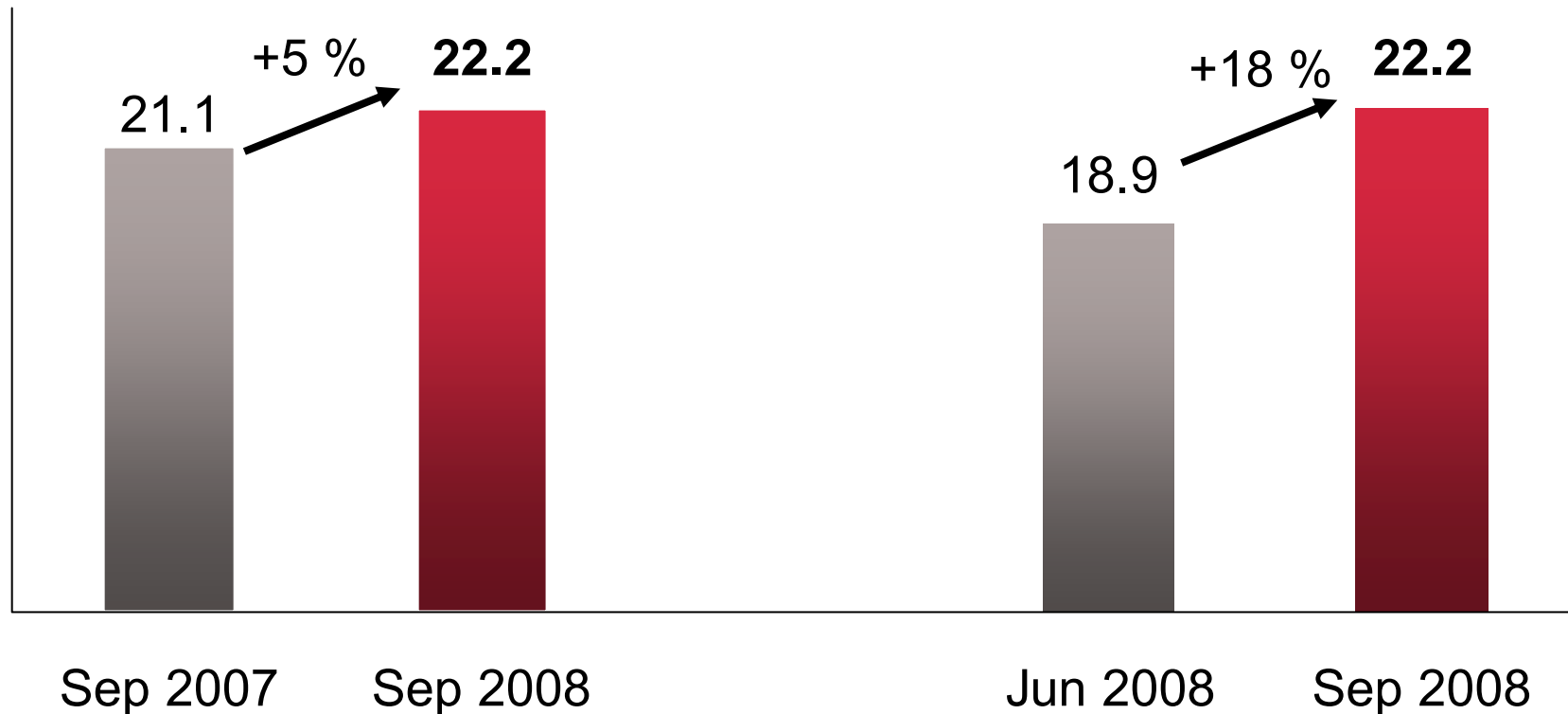
In %



Source: BITKOM, September 2008

High volume of orders shows strong demand

Orders on hand in Euro million





**Thank you
for your attention.**

secunet Security Networks AG

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www.secunet.com

Financial calendar 2008

6 November	9-Month-Report 2008
11 November	German Equity Forum

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Disclaimer

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