



secunet Security Networks AG

**Corporate Presentation
German Equity Forum 2009**

Frankfurt, 10 November 2009

Agenda

1. secunet: the company

2. Financials:
9-Month-Report 2009

3. Market and outlook



Organisation with strong customer orientation and focus on high-value IT security



Public Sector:

- High security
- Government



Private Sector:

- Business Security
- Automotive

High security for highest confidentiality requirements

■ SINA* Products

- SINA Box
- SINA Thin Client
- SINA Virtual Workstation
- SINA L2
- SINA Mobile Disk
- SINA Management

■ Consulting

■ Integration & Training



* SINA: **Secure Inter-Network Architecture**

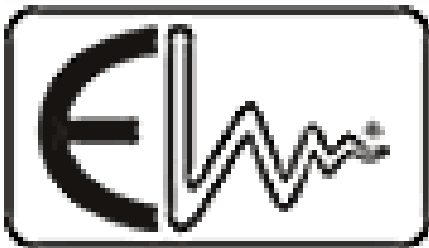
Top issues in E-government

secunet(biomiddle



- Biometrics
- e-pass, e-ID
- e-health

secunet(konnektor powered by SINA



- Secure web solutions
- Security validation and testing

Know-how-transfer: Business Security

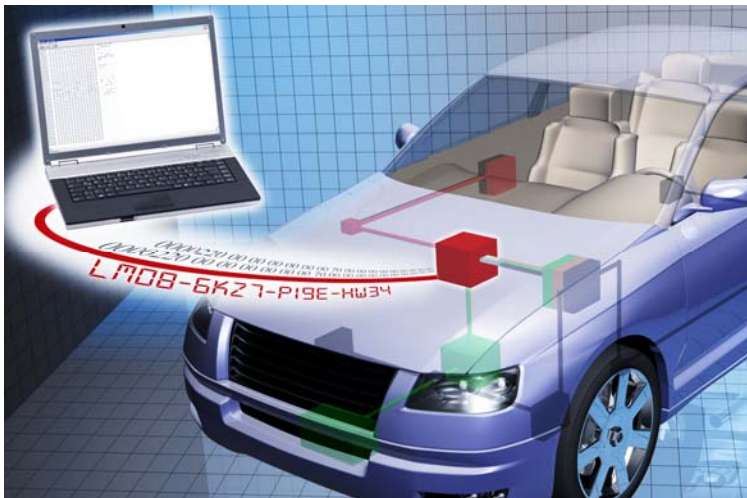
- Security consulting
- Network security
- Identity Management
- Managed security services

SINA
BUSINESS
powered by **secunet**



secunet(multisign)

Automotive IT security



- Function enabling
- Flash ware security
- Online security

Excellent references



Since 2004: Security partner of the German federal government



Minister of the interior Dr. Schäuble und Dr. Baumgart at CeBIT 2009

Framework contracts and large orders

2008:

SINA components for **German Armed Forces**



Products and services supply for a large **German network infrastructure project**



Electronic tax return (ELSTER)



2009:

Biometrics project for the **Austrian ministry of foreign affairs**

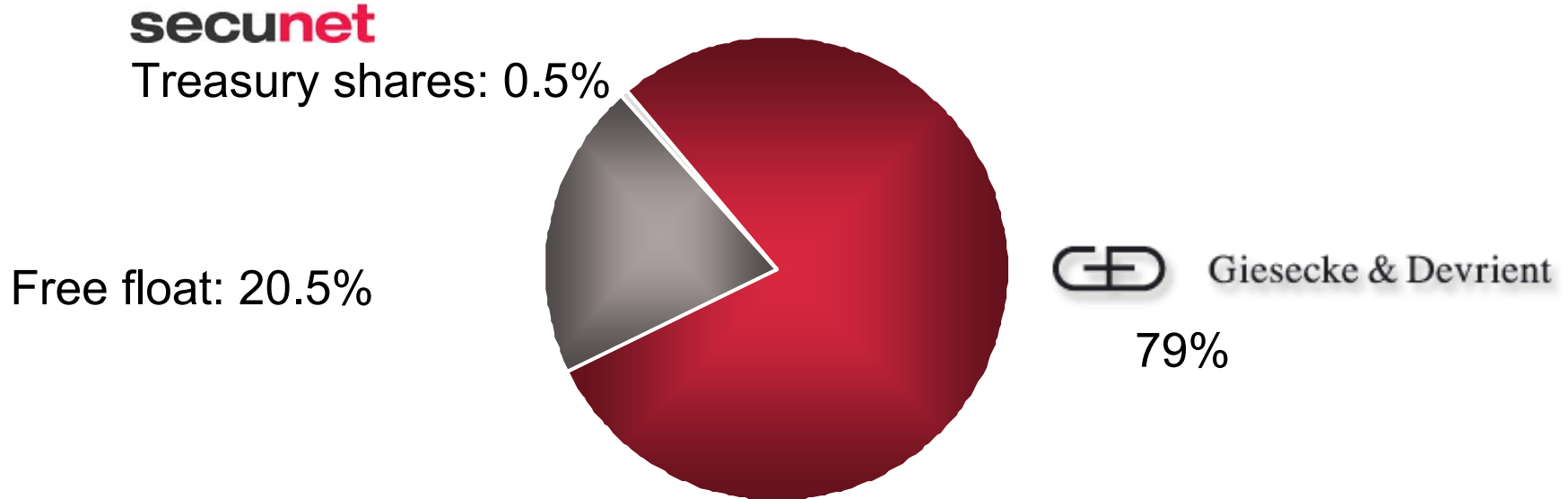


Project **EasyPASS**

Frankfurt/Main airport



Owners: shareholder structure since 30 September 2009



Total: 6,500,000 shares

Agenda

1. secunet: the company
2. Financials:
9-Month-Report 2009
3. Market and outlook

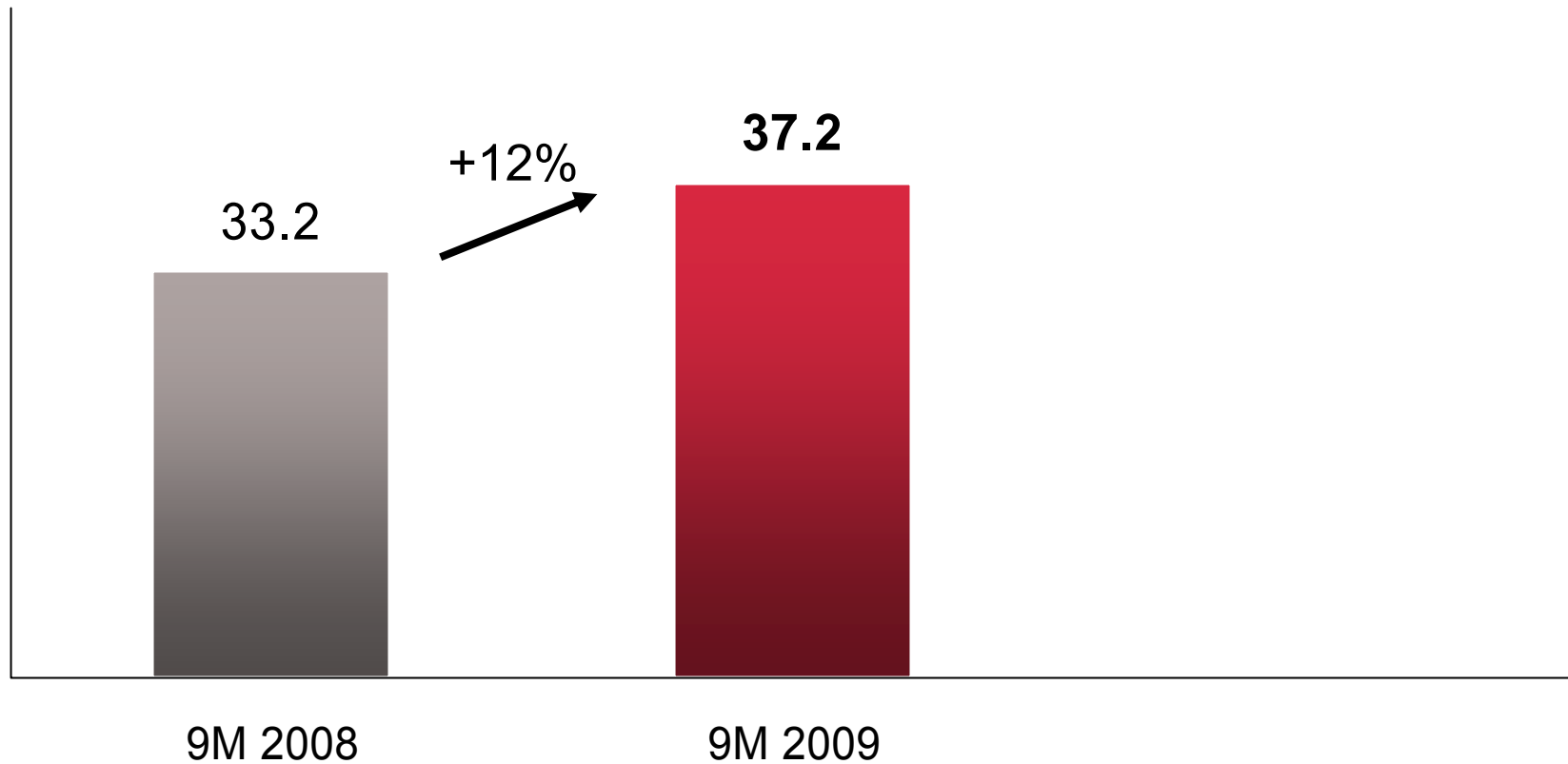


9-month-report 2009: core messages

- **Continued revenue growth: up 12% on previous year**
- **Results impacted by revenue structure and one-off effects**
- **High volume of orders: outlook remains optimistic**

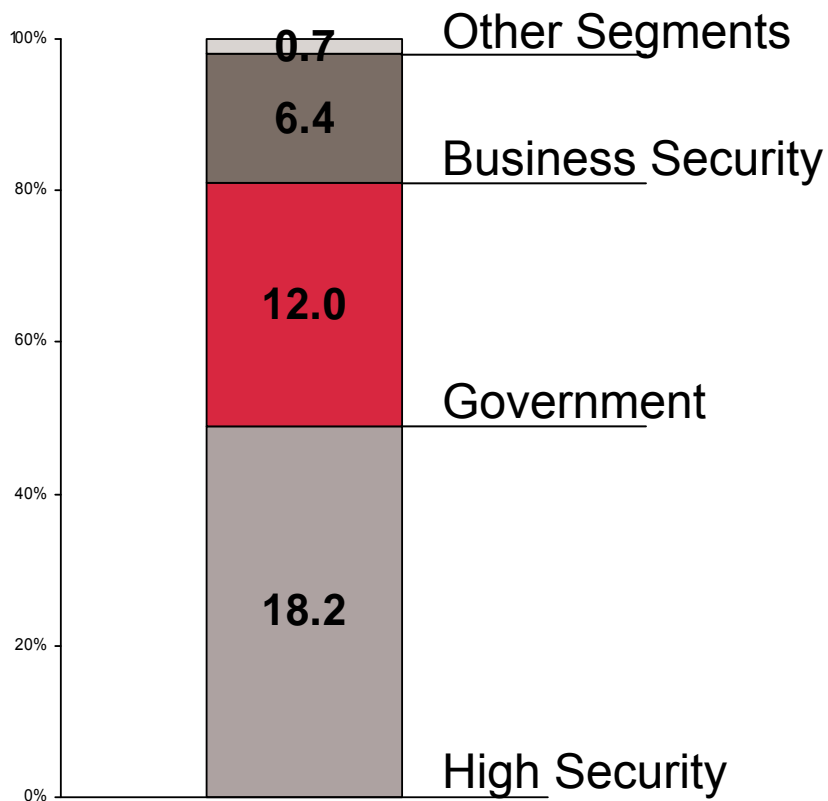
Revenue growth

Revenue in Euro million



Revenue distribution by segments

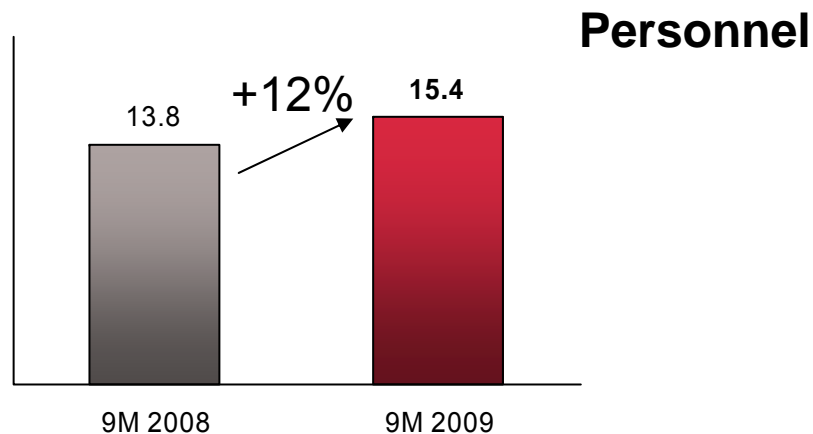
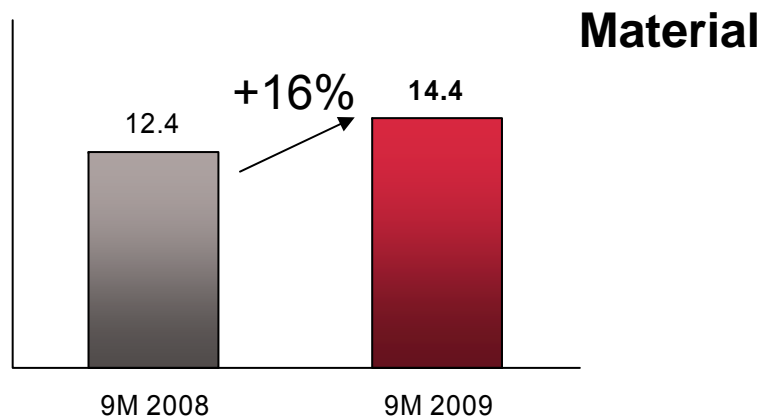
Revenue 9M 2009 in Euro million



- 81% of revenues in public sector (previous year 78%)
- Growth drivers:
 - Product business (infrastructure project in business unit Government, SINA)
 - German government's economic rescue package

Expenses development I

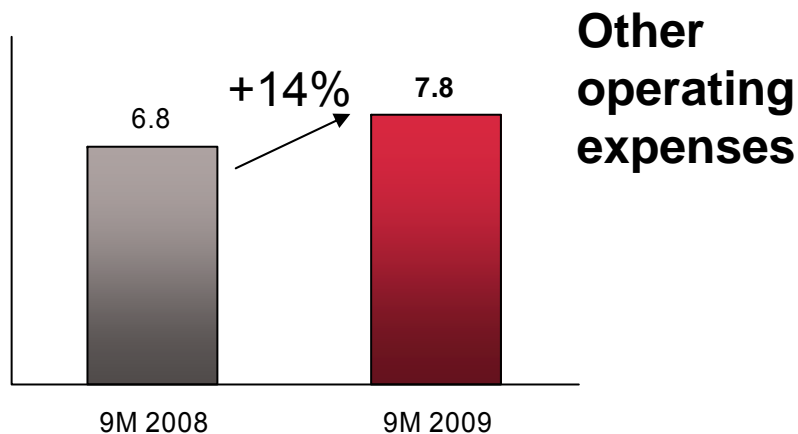
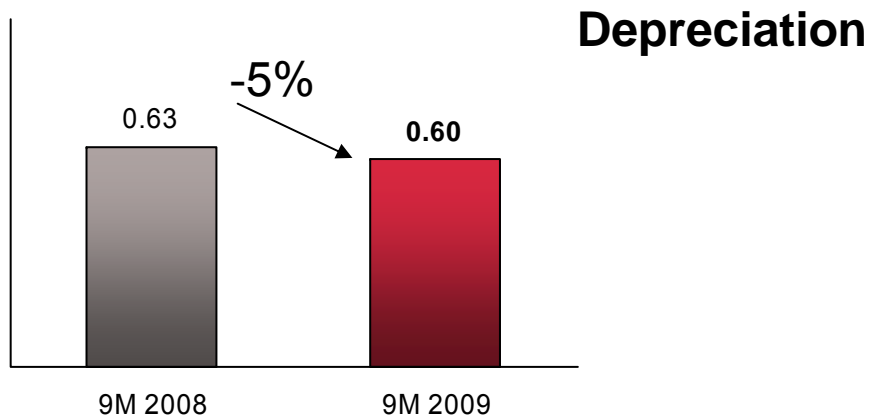
In Euro million



- Higher material expenses due to procurement of hardware for expanding product business
- Increase in headcount by 6% from 263 to 280

Expenses development II

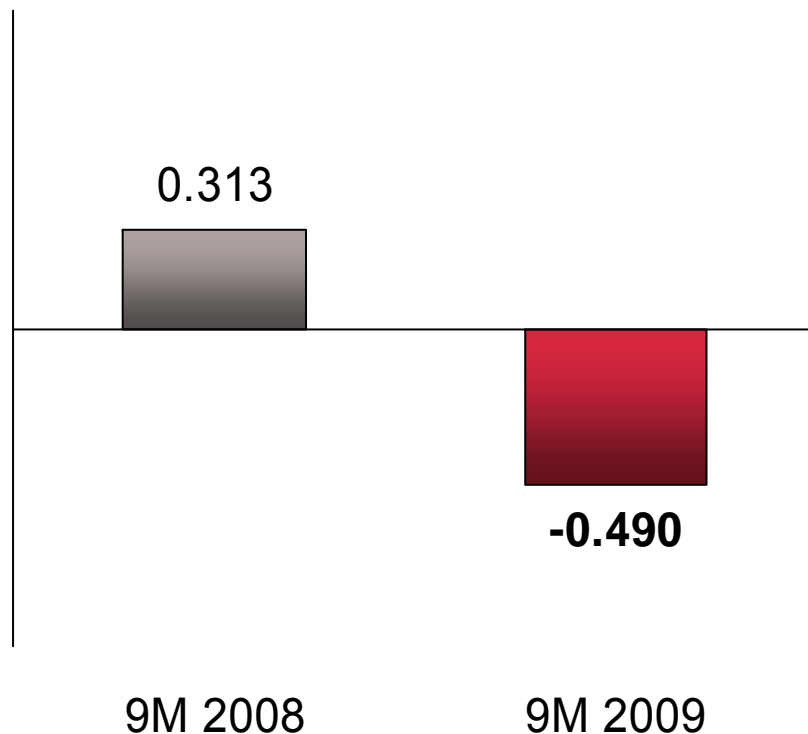
In Euro million



- Investments in workplace equipment nearly unchanged
- mostly headcount-induced expenses
- One-off effect: provision for a tax back payment

EBIT development

EBIT in Euro million

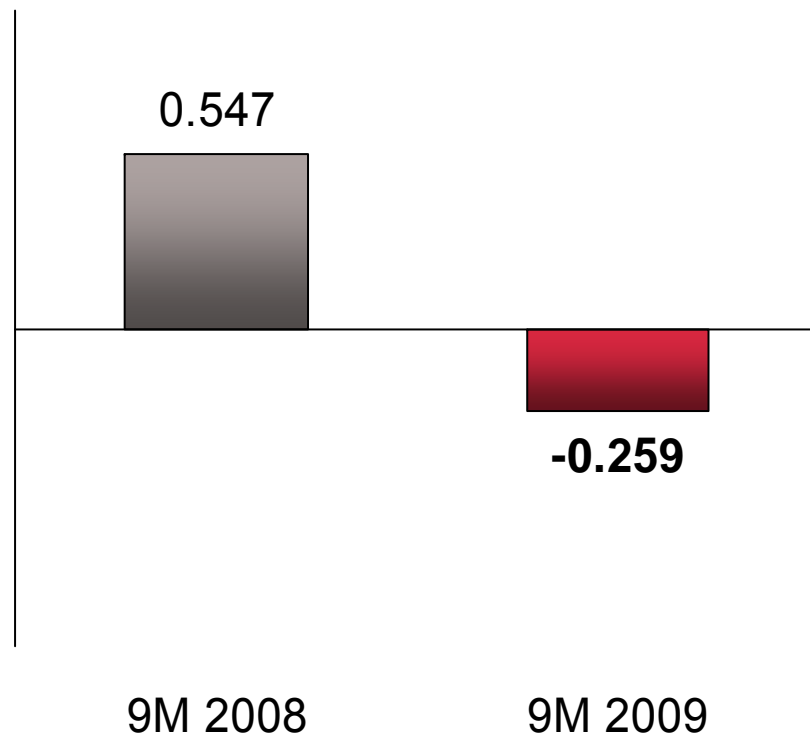


Causes

- Higher material expenses
- Higher other operating expenses, plus one-off effect

Development of profit for the period

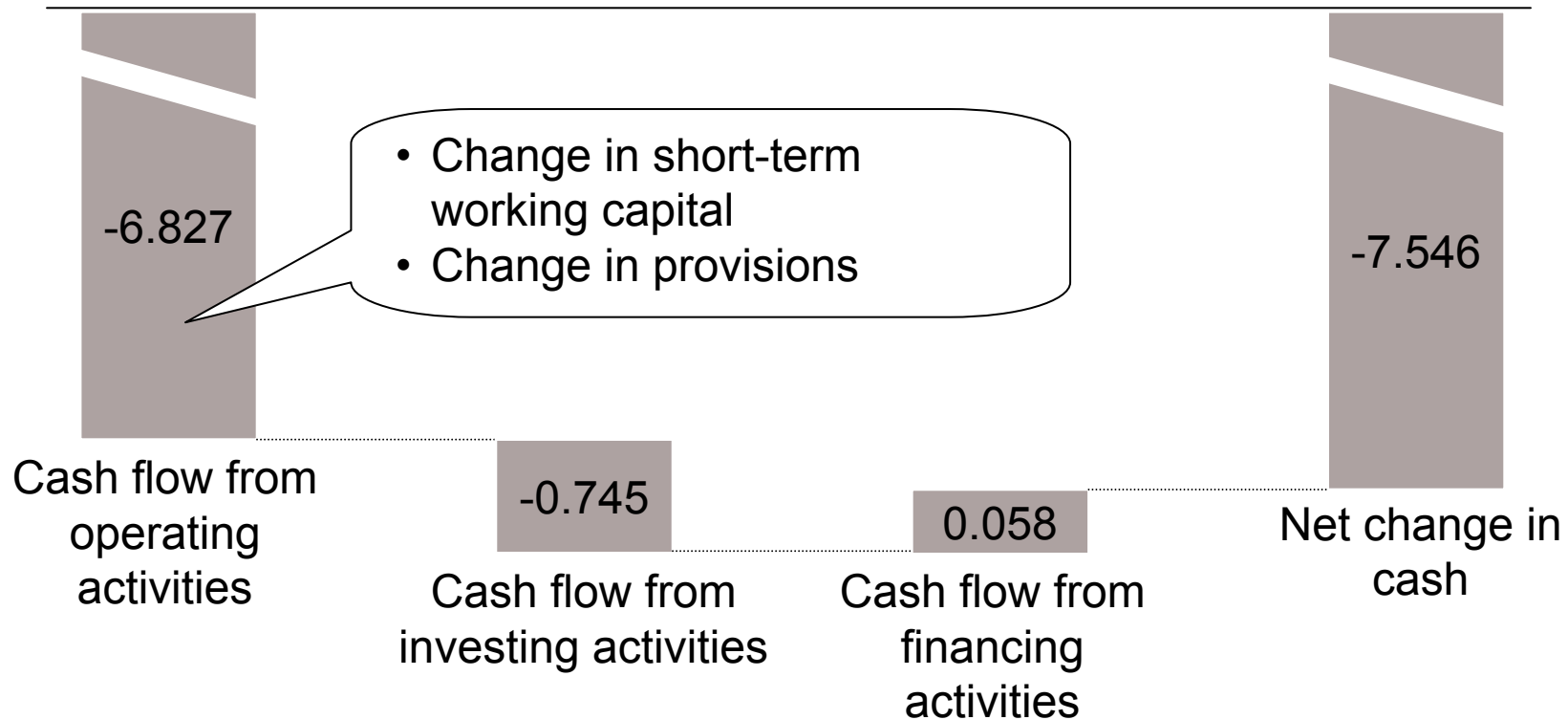
Profit in Euro million



- EPS:
 - 9M 2008: Euro 0.08
 - 9M 2009: Euro -0.04

Cash flow statement 9M 2009: typical course

In Euro million



Group balance sheet: key figures

In Euro million

	30 September 2009	31 December 2008
Balance sheet total	33.6	39.4
Equity	23.2	23.5
Equity ratio	69%	60%
Liquid assets	8.3	15.9
Loans	0.0	0.0

Agenda

1. secunet: the company
2. Financials:
9-Month-Report 2009
3. **Market and outlook**

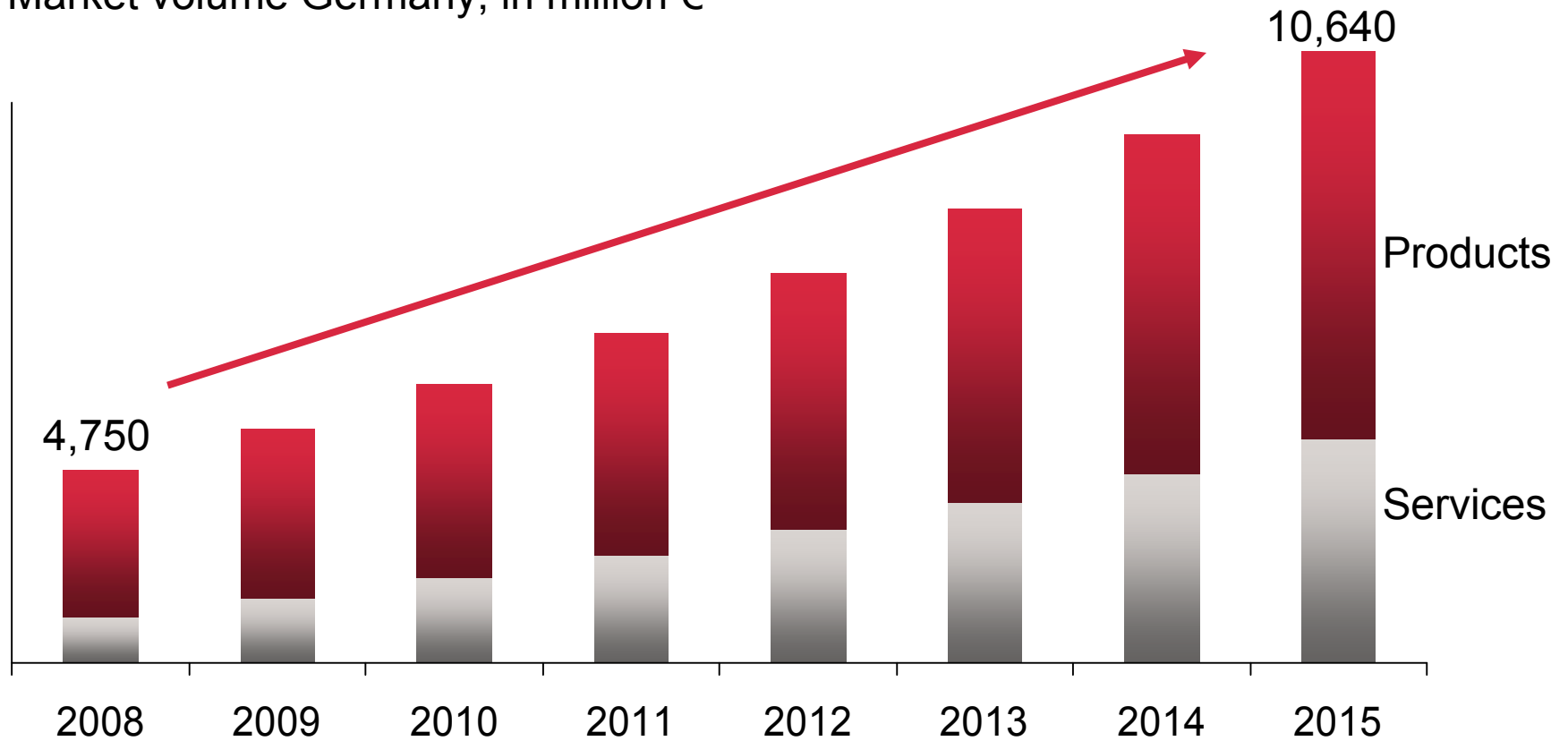


Growth drivers of the demand for IT security



Growth market IT security

Market volume Germany, in million €



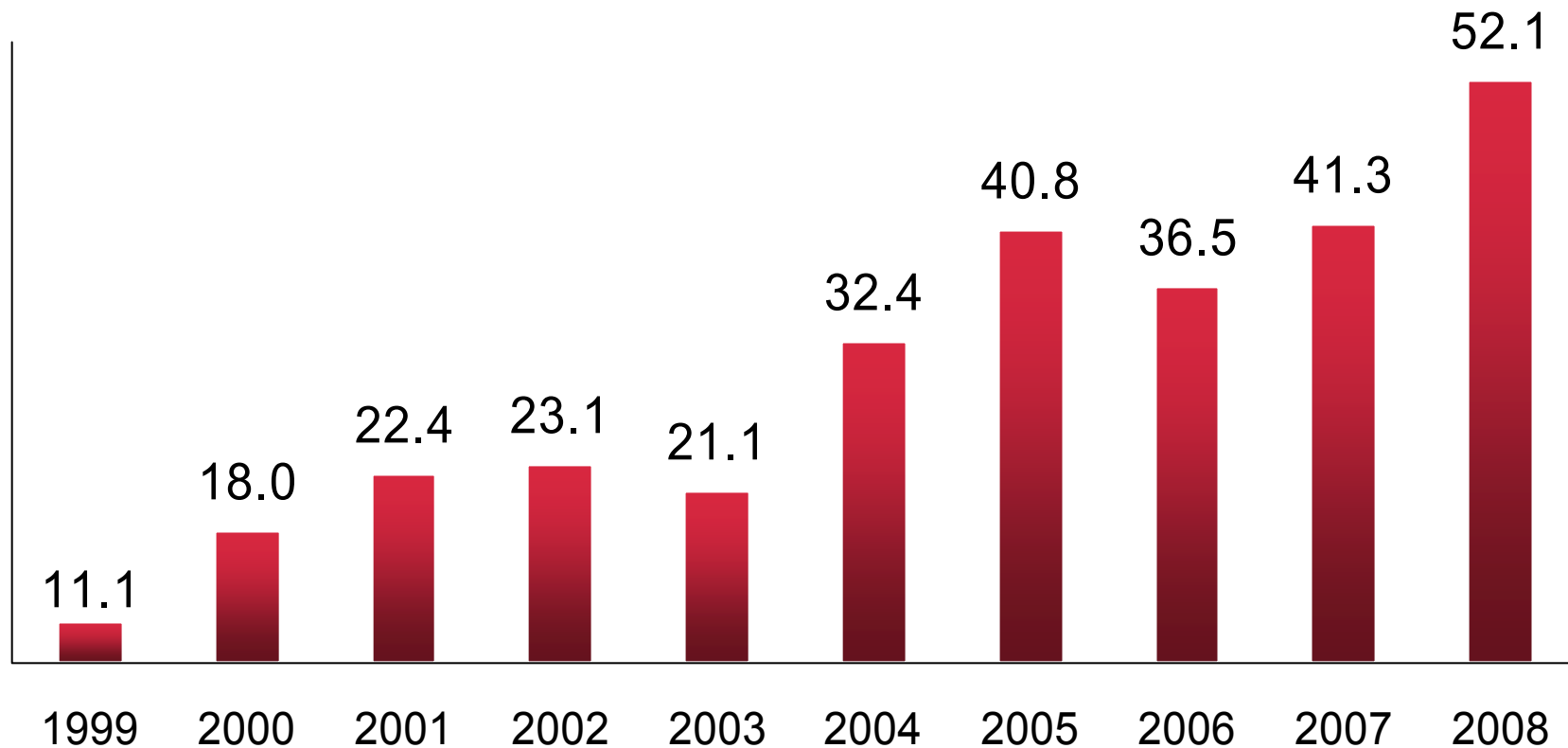
Source: VDI/VDE & ASW

Additional international potential in promising target markets

- **EU / NATO**
 - **Eastern Europe**
 - **Middle East**
 - **Asia**
- High technology and system competence
 - „IT security made in Germany“ is an important brand (competence, neutrality)
 - German Federal Government supports export activities

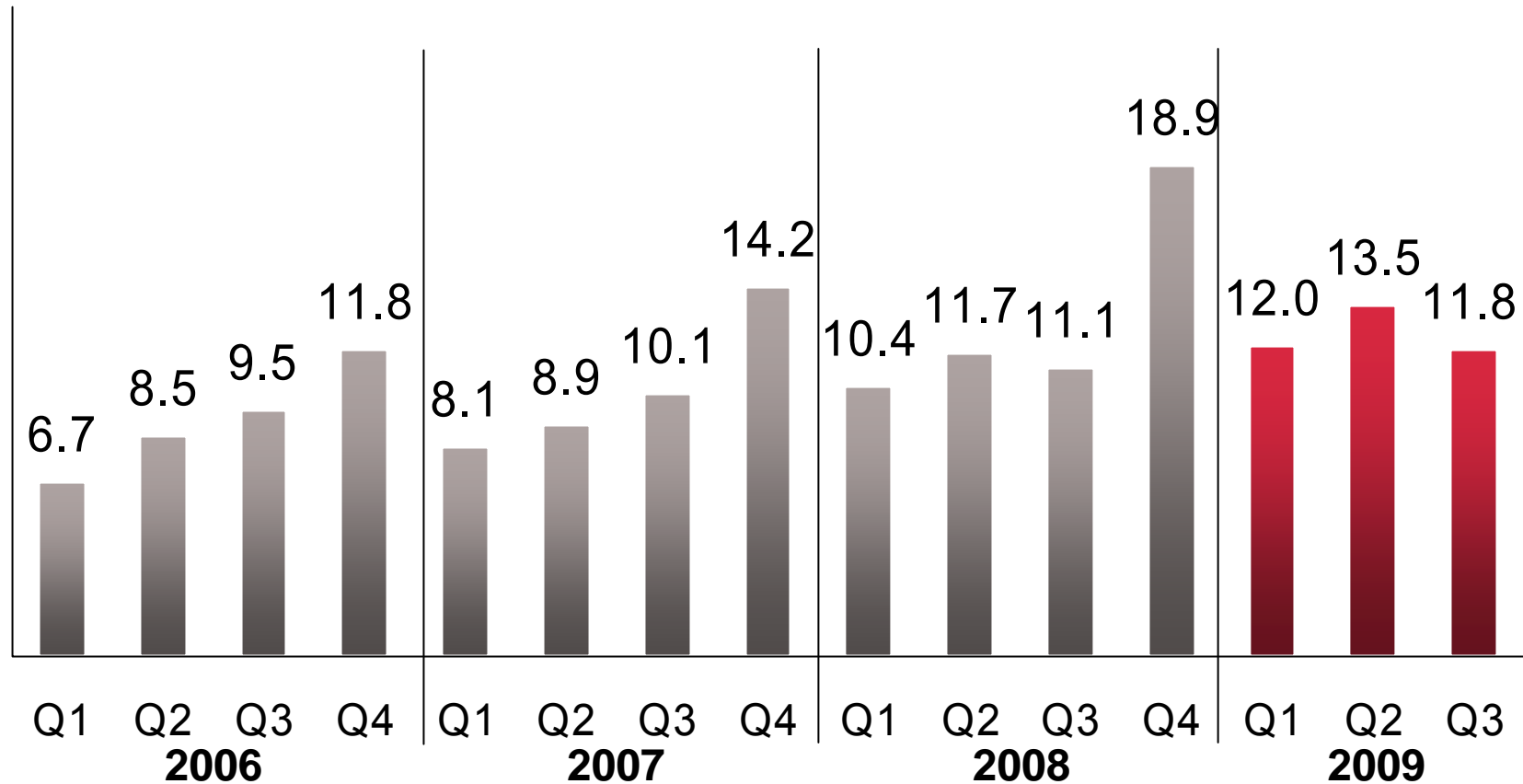
secunet: long-term revenue development

in Euro million



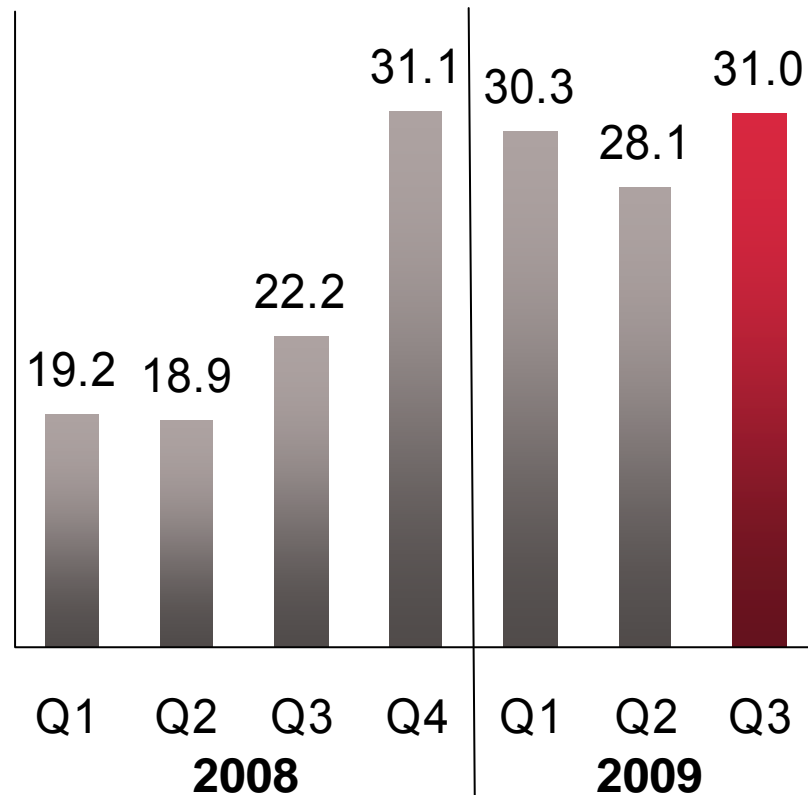
Strong seasonal pattern in sales

Revenue per quarter in Euro million



High volume of orders on hand

Orders on hand at end of quarter
in Euro million



- Successful sales force
- High volume of fixed orders
- Good basis for the rest of the financial year

Many arguments for secunet



Strong growth, profitable company,
consistent expansion strategy



Excellent market position
in a (niche) market with high growth potential



Specialization, wide experience,
substantial know-how



High-quality products, tailored cutting-edge technology
and consulting



Strong customer loyalty;
long-term relation based on partnership



**Thank you
for your attention.**

secunet Security Networks AG
Investor relations
Phone +49 201 5454 1234
www.secunet.com

Disclaimer

This release contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations. Any statement in this release that states our intentions, beliefs, expectations or predictions (and the assumptions underlying them) is a forward-looking statement. These statements are based on plans, estimates and projections as they are currently available to the management of secunet Security Networks AG. Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.