



secunet Security Networks AG

German Equity Forum 2010 Corporate Presentation

Frankfurt, Germany - November 23rd, 2010

Dr Rainer Baumgart, CEO

Agenda

1 The company: secunet at a glance

2 The figures: 9 months report 2010

3 Market environment and outlook

Premium IT security - Made in Germany



■ **secunet ...**

- One of the leading specialists of innovative and sophisticated IT security

■ **Customers ...**

- More than 500 national and international references from the public sector, large corporations and medium-sized businesses
- Among these are many DAX companies and numerous federal and state ministries

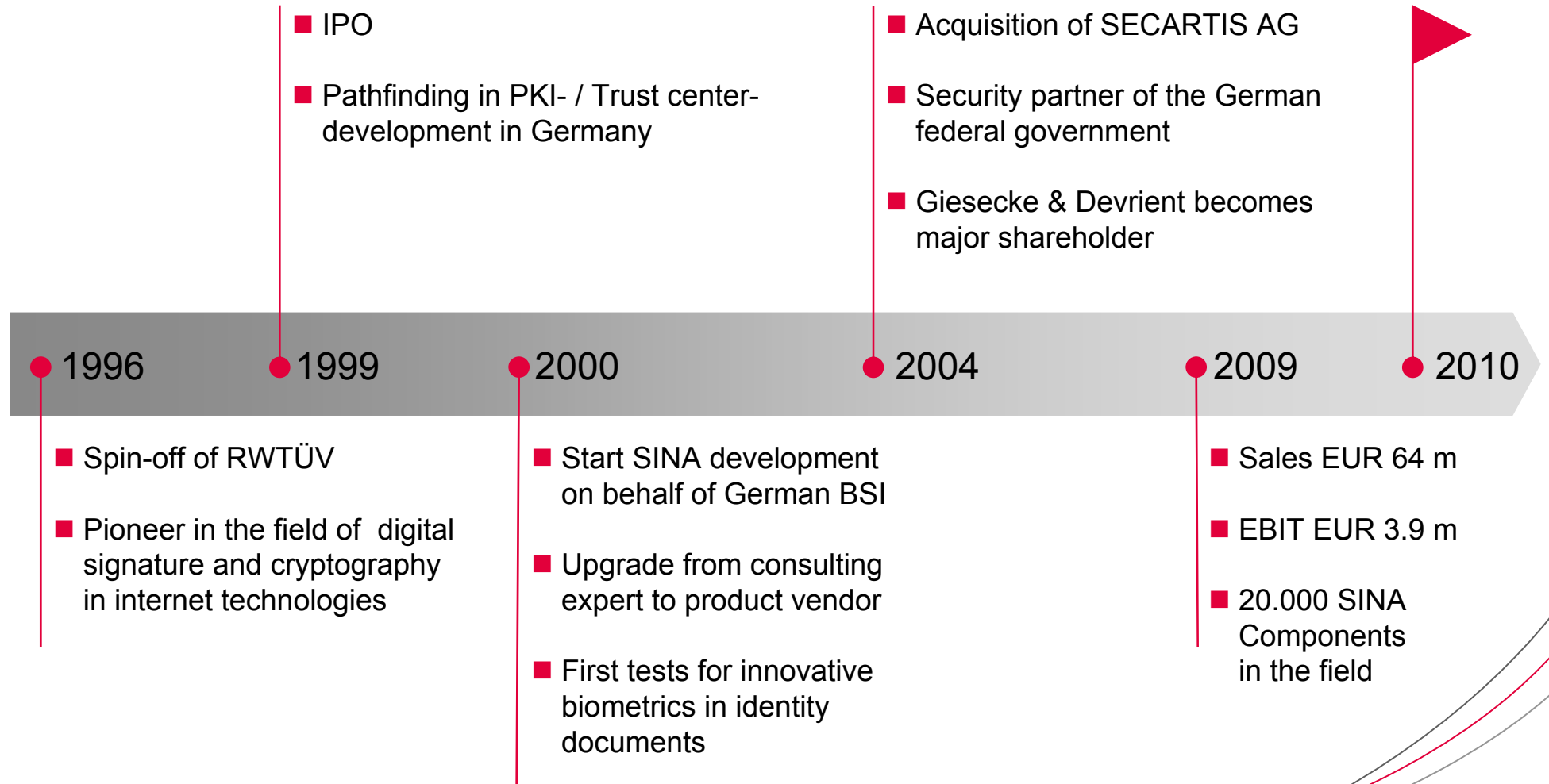
■ **Know-how ...**

- Know-how and expertise from more than 5.000 considerable, national and international reference projects

■ **Partnerships ...**

- security partner of the German Federal Government
- Close collaboration with the German Federal Office for Information Security (BSI) and the German Federal Ministry of the Interior (BMI)
- Close and cooperative relationship with vendors/manufacturers as well as with institutes for research and development

Partner for sophisticated IT security



Our guidelines – requirement and commitment at the same time



We deliver innovative solutions for ambitious challenges



We set benchmarks and standards for IT security



We see ourselves as our customers' security partner



We aim for maintaining long-term customer relationships

IT security beyond expectations

Organisation with definite customer focus



High Security



Government



Business Security



Automotive Security

High Security in the focus

- Cryptography
- Processing of classified information
- Cross-linking of national and international locations
- New SINA products
 - SINA VW
 - SINA Core



High Security / SINA: Scalable security levels for highest demands



SINA Box – VPN-Gateway
as an essential part of classified
networks



SINA L2 – Layer 2-encoder
enables a secure exchange of
information between networks
at network layer 2



SINA One Way Gateway 2 – is
a black/red gateway that allows
data transfers in one direction
only



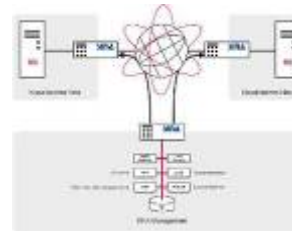
secunet wall 2 - Network, e-mail
and web security in one device



SINA Thin Client – a flexible
VPN client without a hard drive
for communication with terminal
servers via so-called Remote
Desktop Protocols



SINA Virtual Workstation –
a fat client with a cryptographic
file system and IPSec-protected
communication



SINA Management – allows
flexible configuration of the
network's individual SINA
components

Business Unit Government

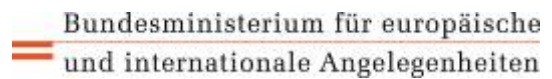


- eGovernment - IT security and efficiency for a modern government
- ISO 27001 / IT Grundschutz Manual
- Secure Web Solutions
- Biometrics and eID
- eHealth
- Security validation

We secure public networks and services.



secunet is security partner of the German Federal Government



Business Unit Government: Expertise in security consulting and future trends



Provider of Solutions and Software for ID Documents

Secunet provides Critical Solution Modules and Software Components for ID Documents:

- secunet **Golden Reader Tool** - powerful tool for development, support and demonstration of the new identity card
- secunet **eID PKI suite** - public key infrastructure (PKI) necessary for the issue and use of the new identity card
- secunet **ePassportAPI** - a standard interface for electronic identity documents

secunet (GRT platinum edition



Business Unit Government: Expertise in security consulting and future trends

Aviation Security: Main Players



Business Unit Government: Expertise in security consulting and future trends



Business Unit Government: Expertise in security consulting and future trends



Business Security: Excellent references



Automotive Security: secure mobile technologies

- Manipulation security
- Secure Controller Area Network (CAN)
- Secure communication
- Car-theft-protection
- License protection

- Smart grids
- eMobility



Technology partnerships in Germany and abroad

- Giesecke & Devrient
- AT Media
- ASTARO
- Secusmart
- Fox IT



Agenda

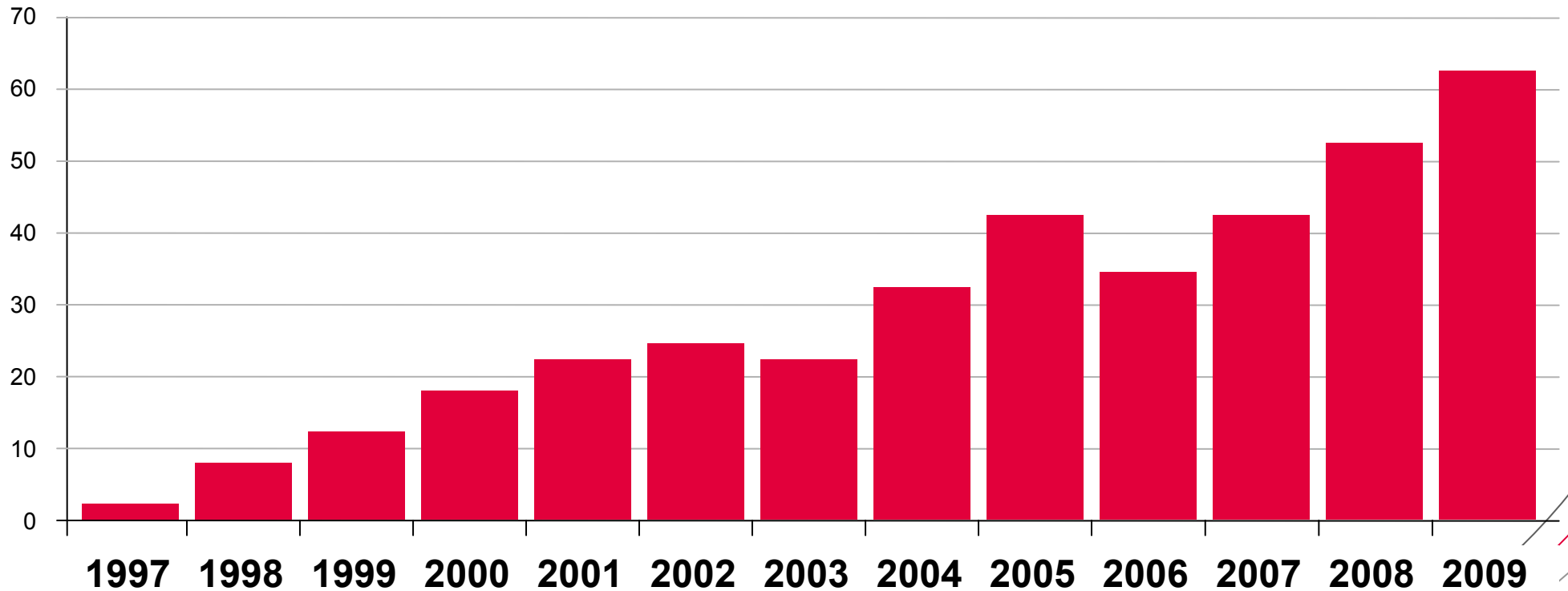
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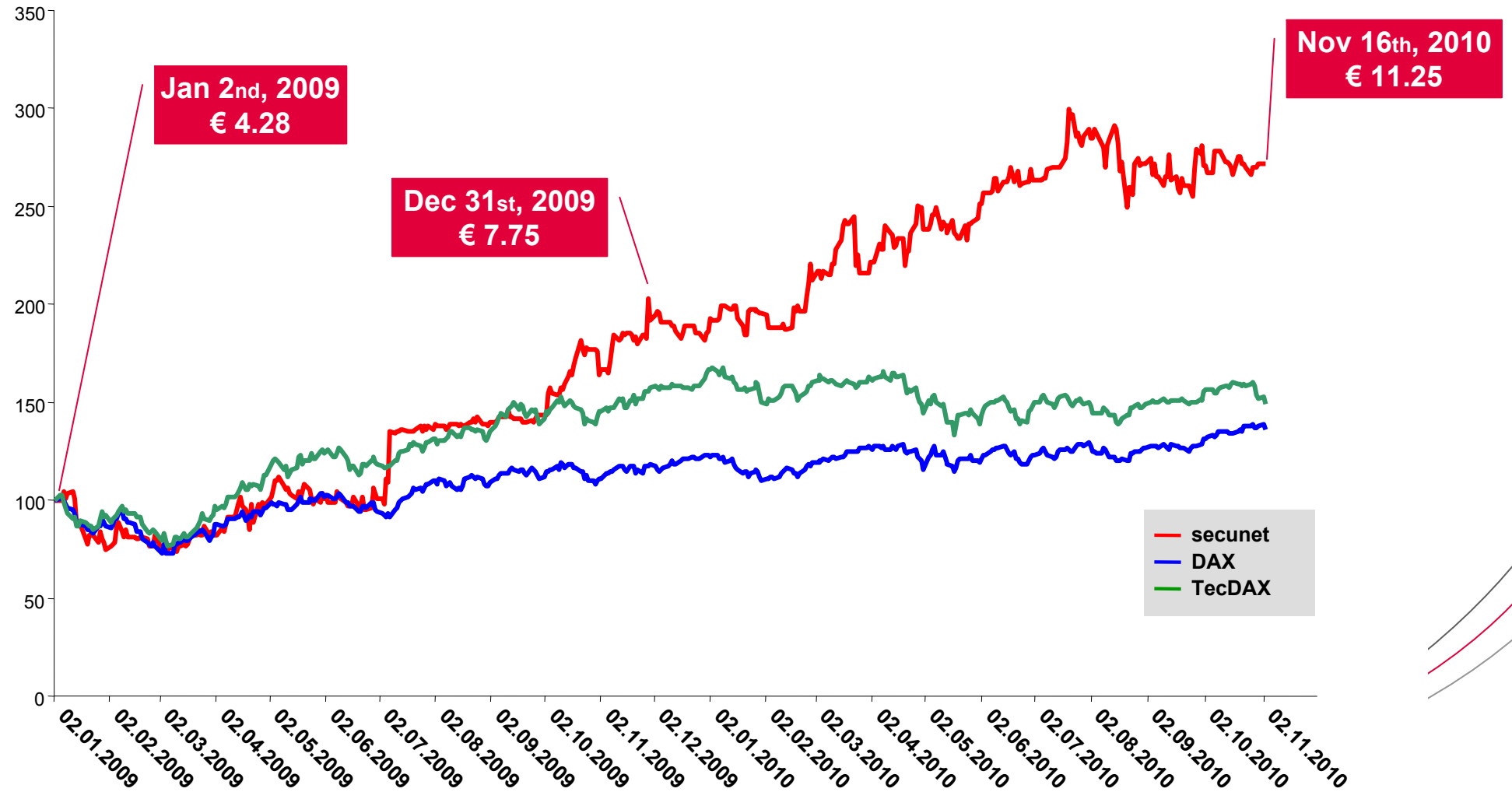
secunet follows long-term growth trend

Sales in EUR million



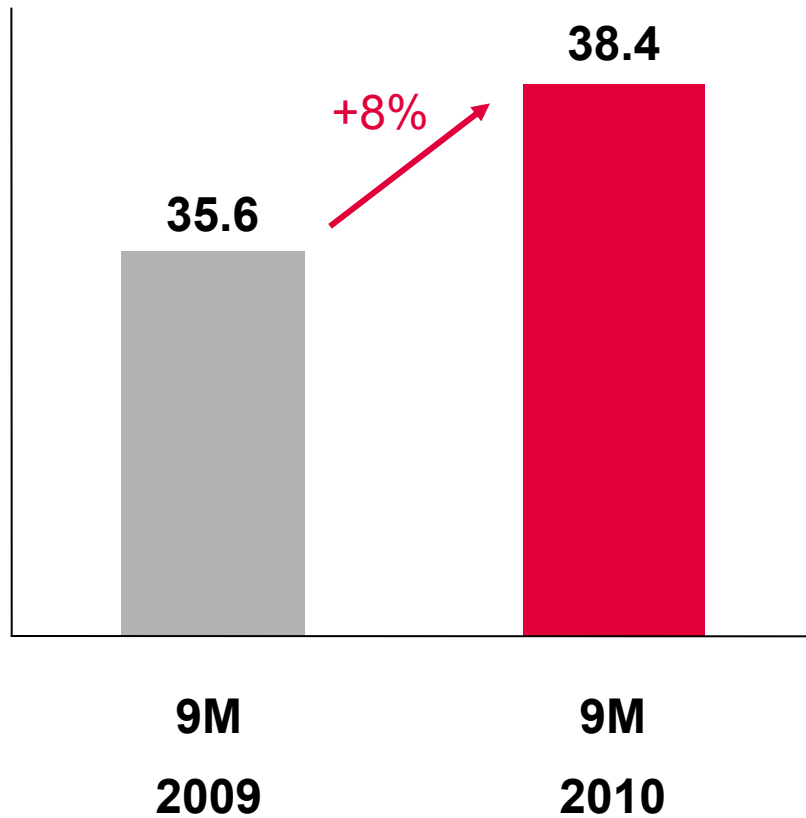
Share: Performance 2009/2010

Index, 2 Jan 2009 = 100



Growth in sales

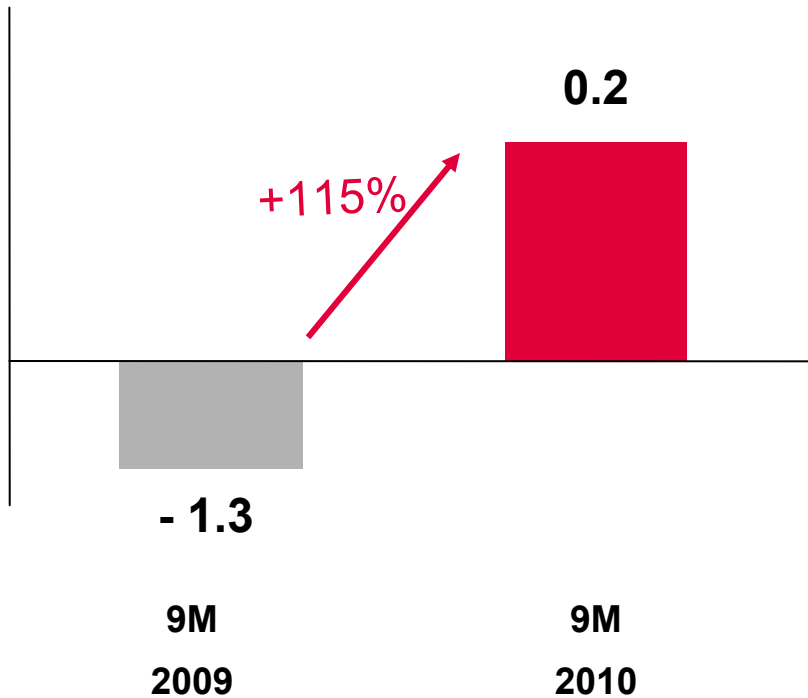
Sales in EUR million



- Successful business concept
- Continuous growth trend
- High amount of short term orders
- Large projects in process

EBIT

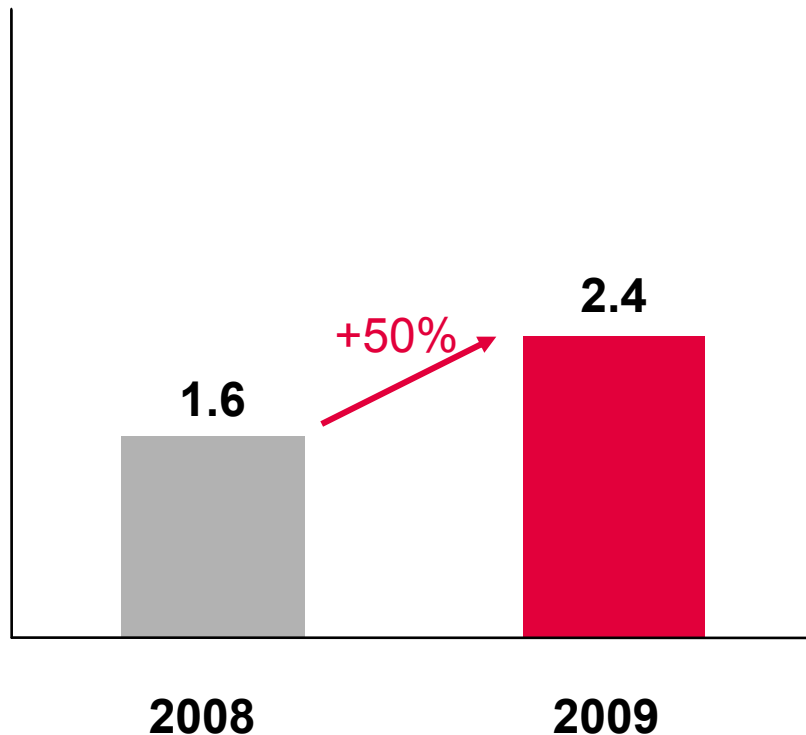
in EUR million



- EBIT considerably improved
- Significant increase in other operating income
- Moderate increase in expense items

Net income

In EUR million



- Financial results lower than prior year: Interest income fell, unrealised foreign currency gain negative
- Tax expense rose considerably because of non-deductible impairment
- *EPS:*
 - 9M-2009: EURO -0.16
 - 9M-2010: EURO -0.01

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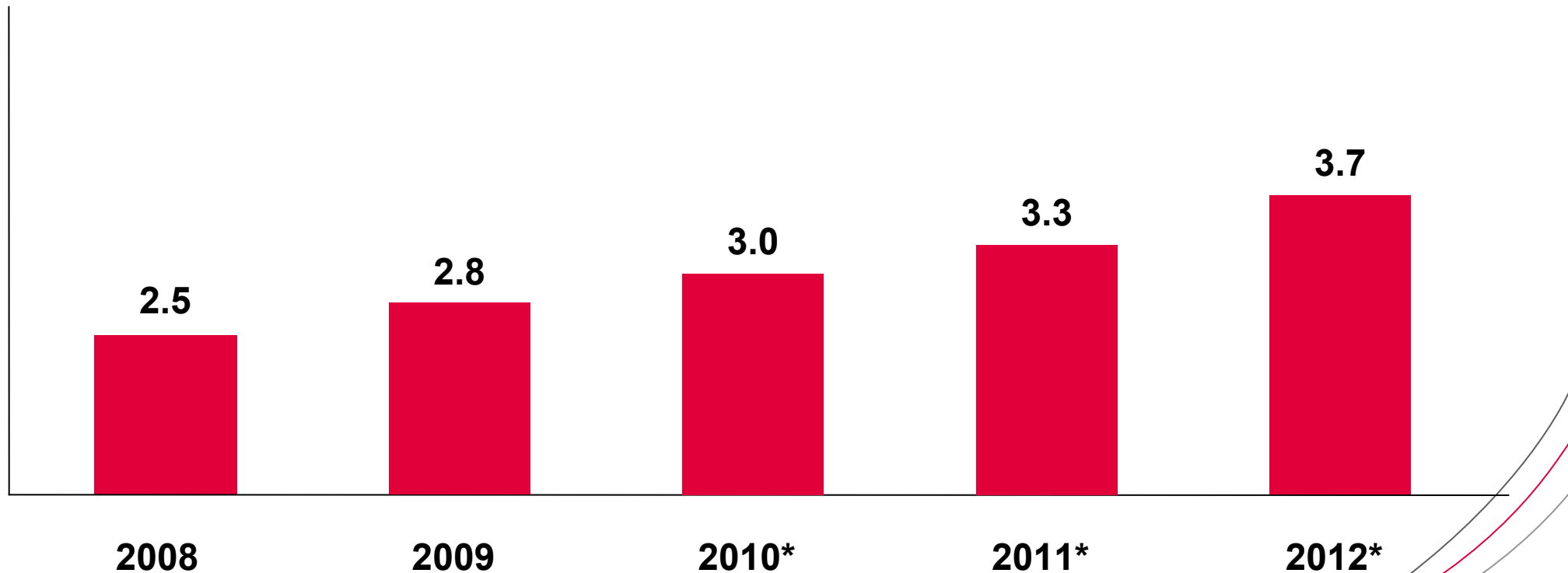
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IT security is a growth market

German market for IT security
in EUR Billion



Source: BOOZ & CO, "Die IT-Sicherheitsbranche in Deutschland"

* Expected

Exquisite assets



Outstanding competence



Highly qualified employees

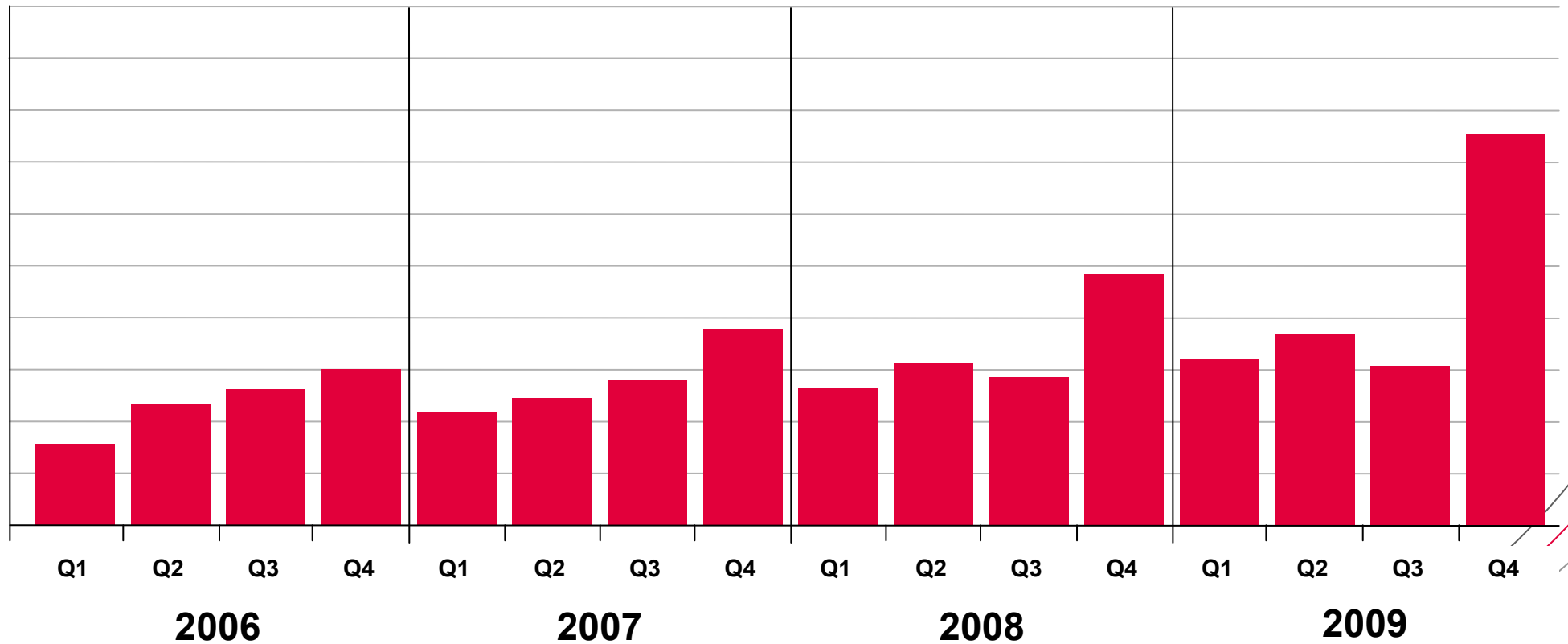


Excellent market access



secunet benefits from expected market growth

Sales per quarter: strong Q4



Outlook 2010

2010

Management expectations

- **Sales: Euro 57 million**
- **EBIT: ≥ Euro 2 million**

- Needs from public authorities:
 - Government: Future governmental projects vs. budget consolidation
- Private Sector:
 - Depending on macroeconomic development and future trends (Cloud Computing, Smart Grids, Data Loss Prevention)

The Stuxnet Incident shows threats and perspectives

The Threats for Important Industrial Plants and Networks

- Today, almost all large-scale technical plants are controlled by computer. Specially developed software monitors temperatures, pressure, the composition of different substances, chemical reactions and cooling processes.



Powerplants



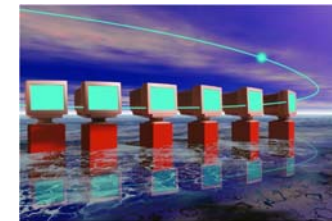
Refineries



Chemical Plants



Substations



Communication Networks



Thank you for your attention.

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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.



Thank you for your attention.

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