

secunet

Analyst Conference 2023

secunet Security Networks AG

22 March 2024

Axel Deininger (CEO)

Thomas Pleines (CFO)



Agenda

- 01** Highlights | Axel Deiningner (CEO)
- 02** Financial Year 2023 | Thomas Pleines (CFO)
- 03** Share and Dividend | Axel Deiningner (CEO)
- 04** Outlook 2024 | Axel Deiningner (CEO)
- 05** Q&A

Highlights

393.7

EUR million
Sales
in 2023

43.0

EUR million
EBIT
in 2023

Q4-2023

**Most successful
quarter** in the
company's history

2.36

EUR
Dividend per share
proposed for 2023

1,043

Permanent
Employees
as at 31 Dec 2023

190.2

EUR million
Order backlog
as at 31 Dec 2023

~390

EUR million
Sales forecast
for 2024

~42

EUR million
EBIT forecast
for 2024

02

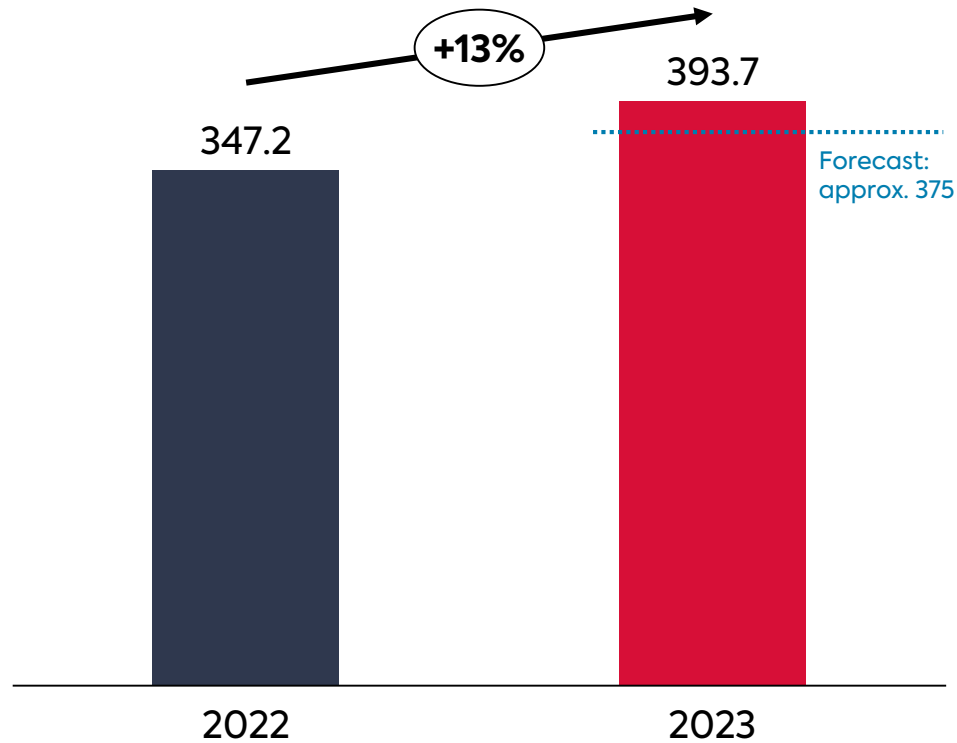
Financial Year 2023

Thomas Pleines (CFO)

Tenth Consecutive Year Achieving Record Sales

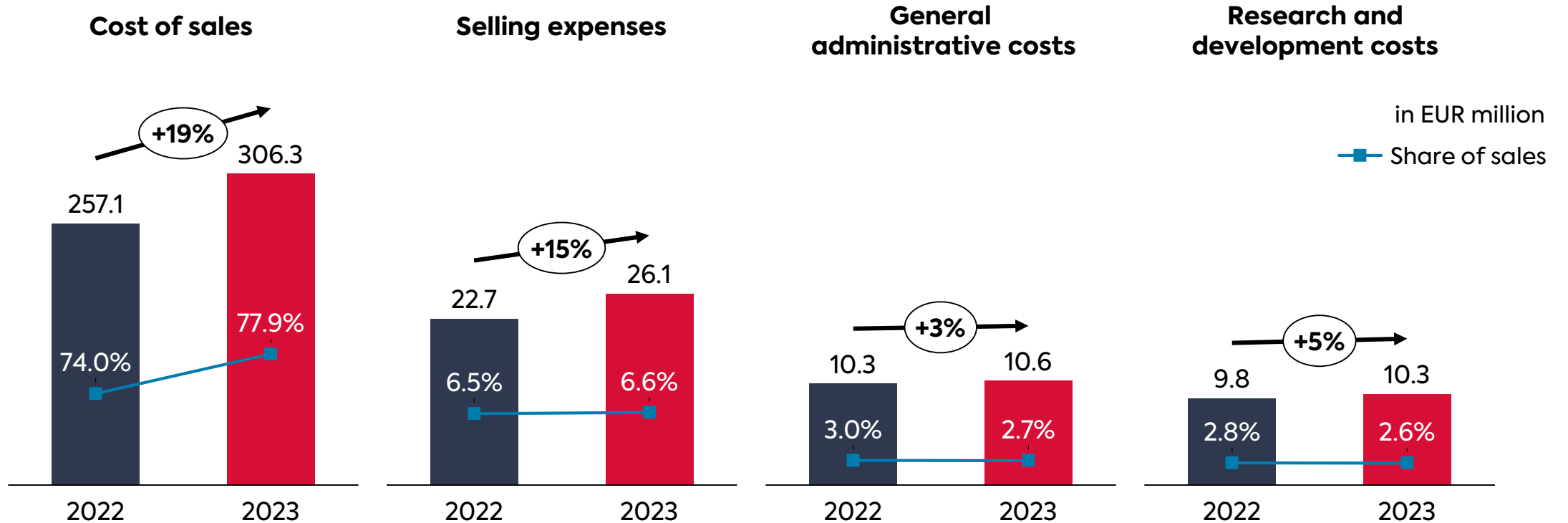
Sales

in EUR million



- Renewed record sales despite public budget cuts and challenging economic environment
- Sales growth in all areas: Public Sector, Business Sector, national and international
- Changed product mix: more merchandise, fewer high-margin licences and services

Product Mix and Investments Determine Cost Trends



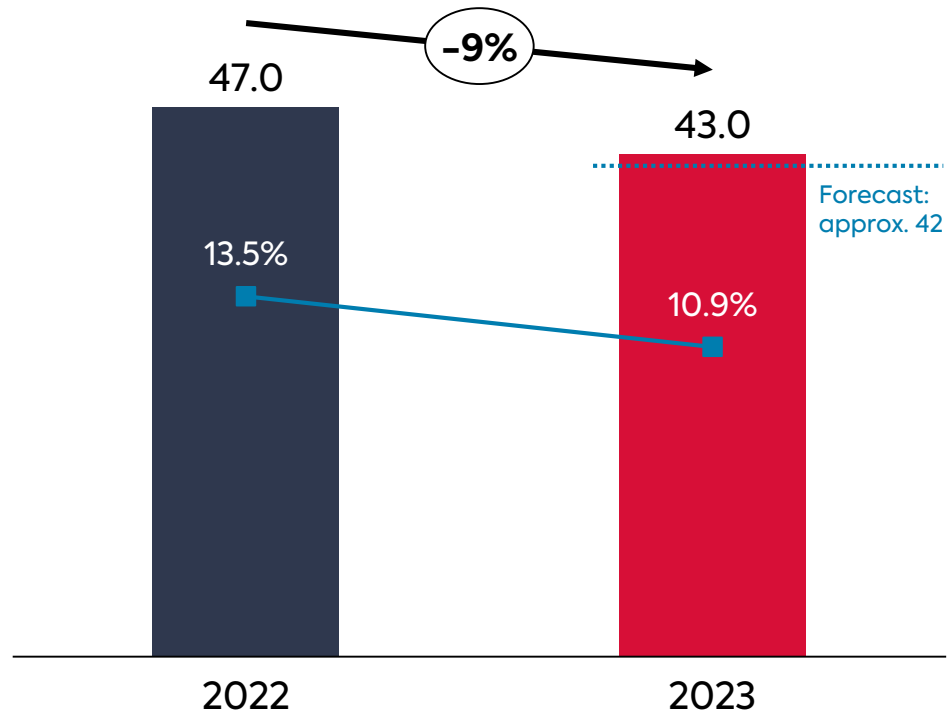
- Changed product mix leads to higher sales realisation costs
- Growth projects require expansion of the workforce and investment in the product portfolio

As Expected: EBIT Below Previous Year's Level

EBIT

in EUR million

■ EBIT margin

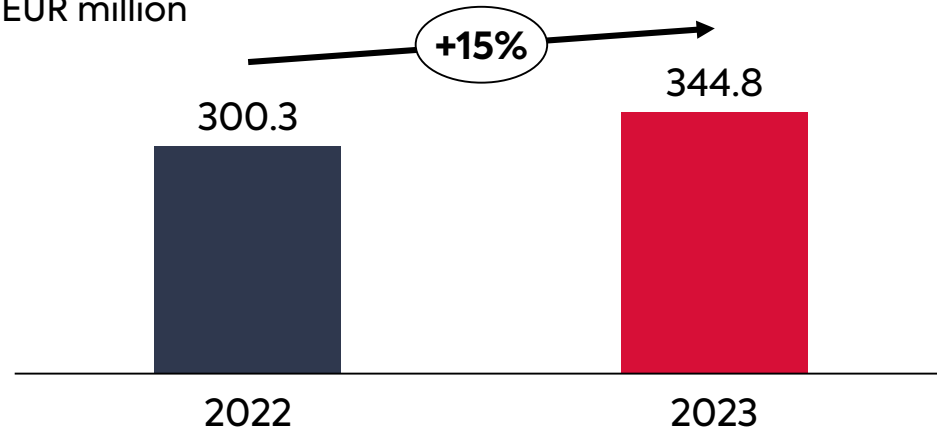


- In line with the forecast from October 2023: EBIT below the previous year's figure
- Group profit for the period totalled EUR 29.0 million (previous year: EUR 31.3 million)
- Earnings per share accordingly at EUR 4.51 (previous year: EUR 4.84)

Strong Sales Growth in the Public Sector

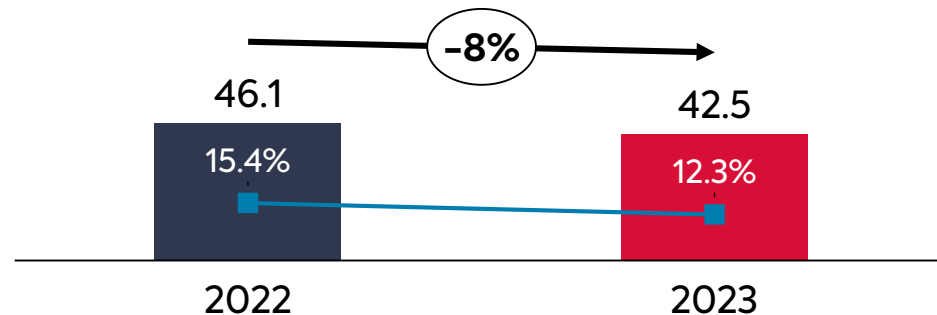
Sales

in EUR million



EBIT

EBIT margin

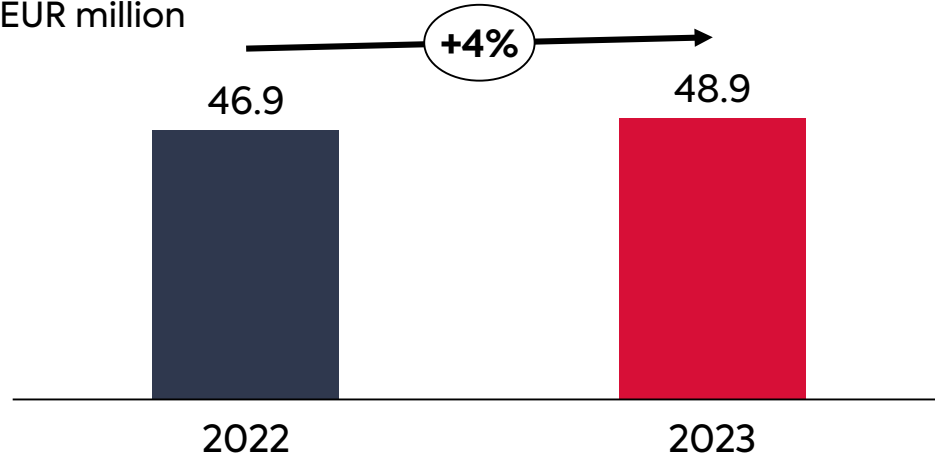


- Public-sector clients remain the business focus: sales share of 88% (previous year: 86%)
- Successful product business with the SINA family and the biometric border control systems
- Earnings development in line with the Group

Sales Increase in the Business Sector

Sales

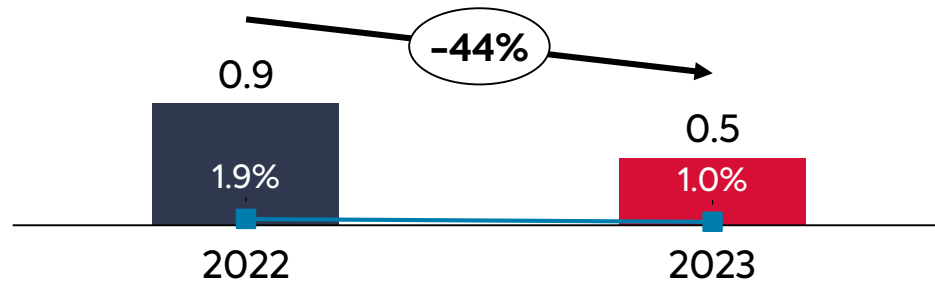
in EUR million



- Driver: sales growth in the healthcare sector
- Share of total sales of 12% (previous year: 14%)
- Investments characterise EBIT

EBIT

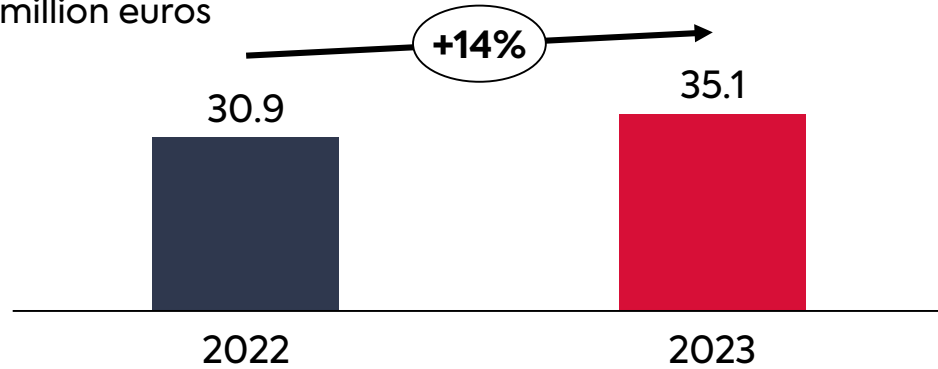
■ EBIT margin



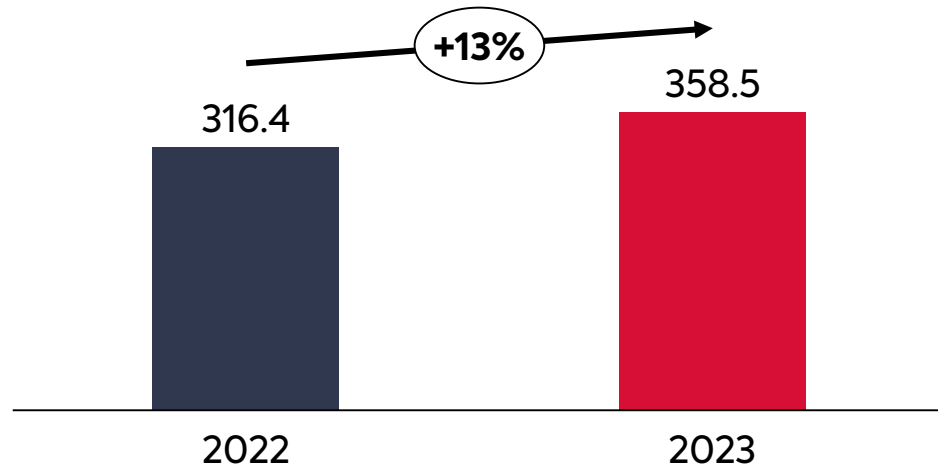
Increase in Sales Both in Germany and International Markets

International sales

in million euros



Turnover in Germany



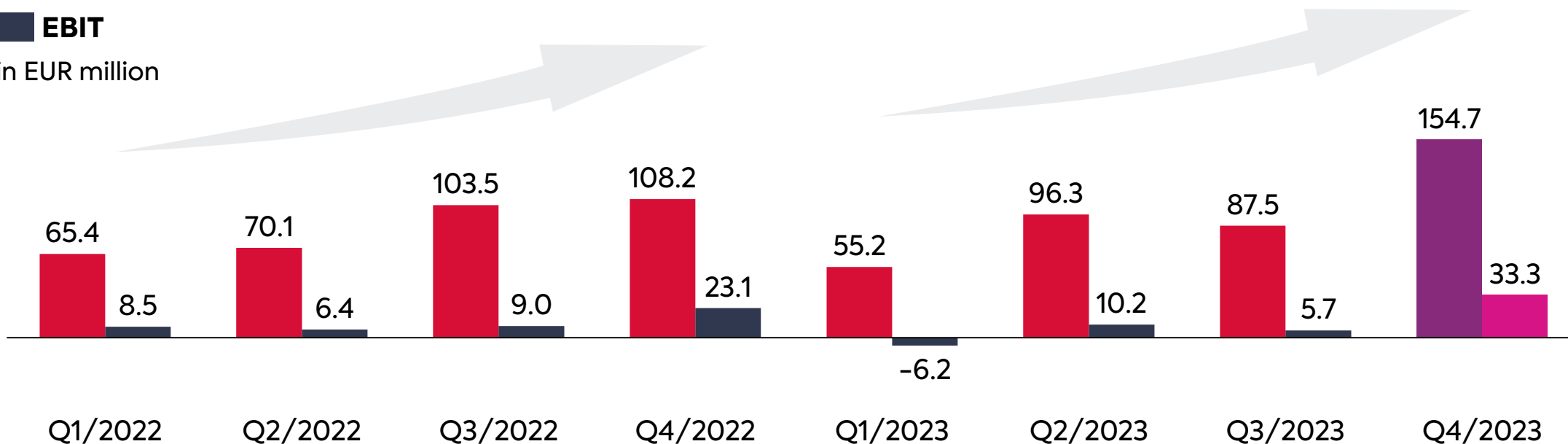
- Double-digit sales growth at nationally and internationally
- Thriving projects in key global markets:
 - Europe and Middle East
 - International organisations (EU, NATO etc.)
- International sales contribution at 9%

Q4-2023: Most Successful Quarter in the Company's History

■ Sales

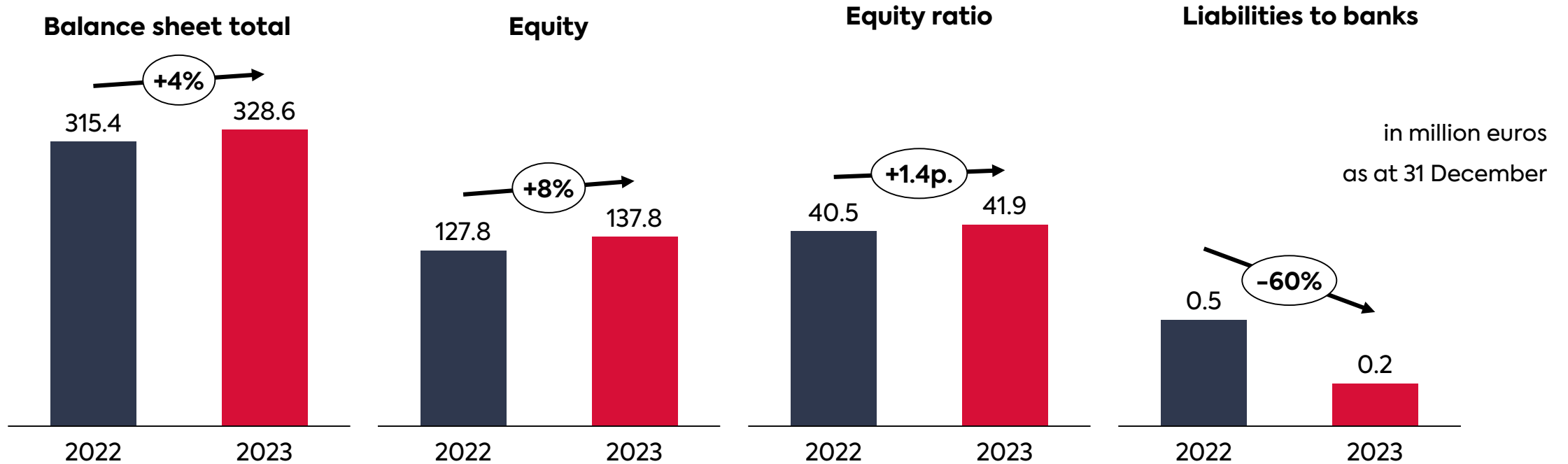
■ EBIT

in EUR million



- Q4-2023: Record quarter with historically high business volume
- Traditionally strong fourth quarter over the course of the year
- Seasonal order pattern from public sector clients

Results Strengthen Balance Sheet and Shareholders' Equity

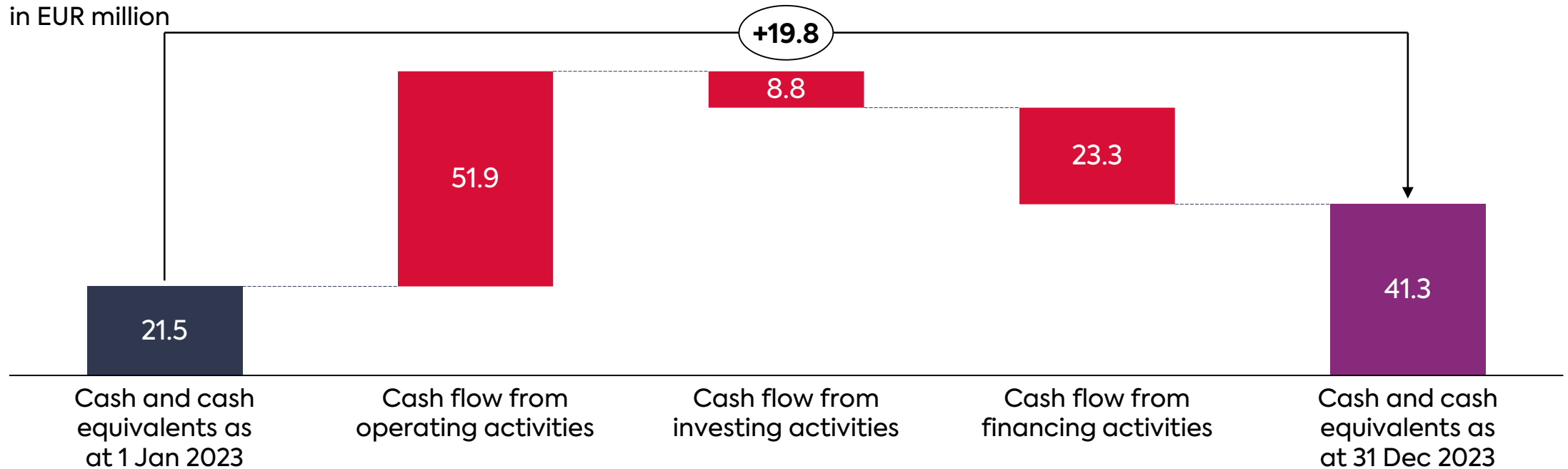


- Balance sheet grows in the course of company expansion
- Consistently strong equity base
- Low liabilities to banks

Significant Inflow of Cash and Cash Equivalents

Cash flow statement

in EUR million



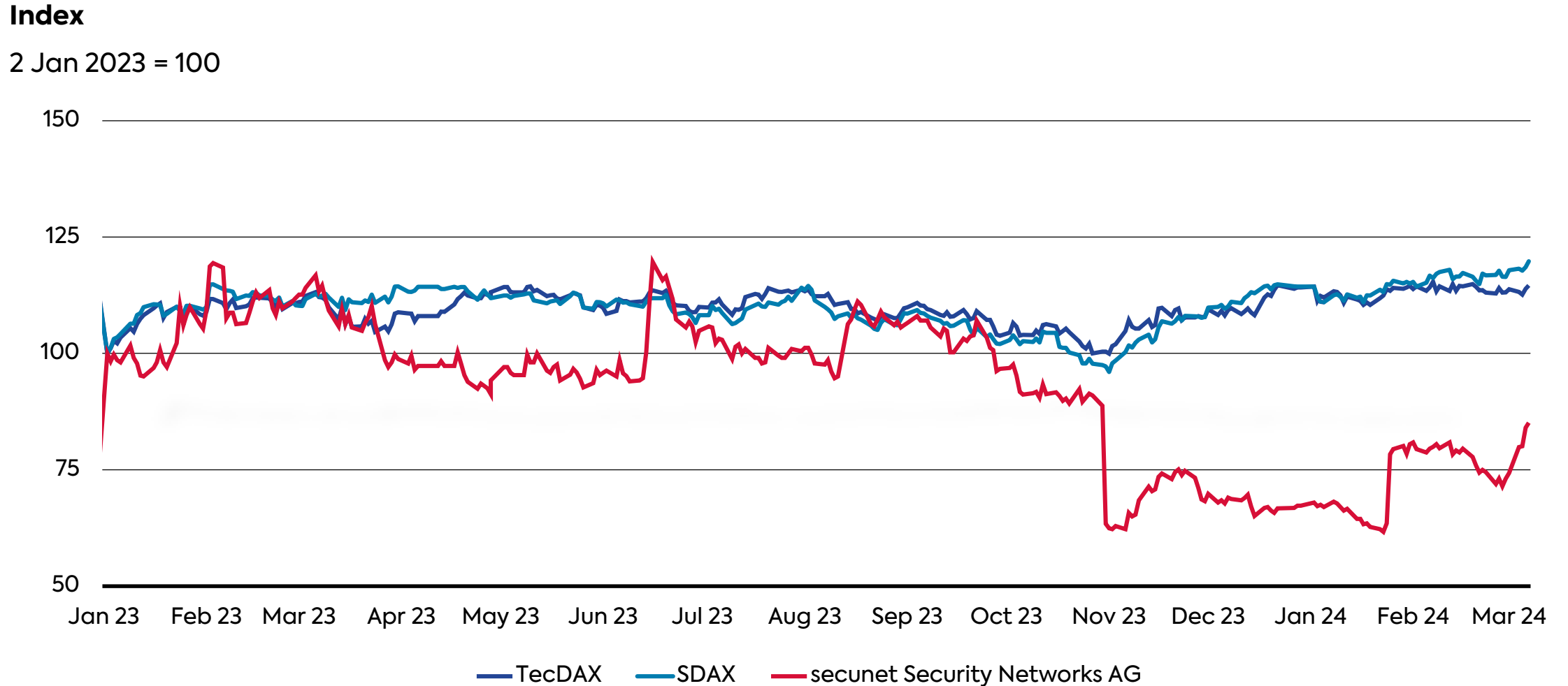
- Strong operating cash flow due to reduction in working capital, primarily as a result of the reduction in inventories
- Financing activities: Dividend payment and repayment of lease liabilities

03

Share and Dividend

Axel Deininger (CEO)

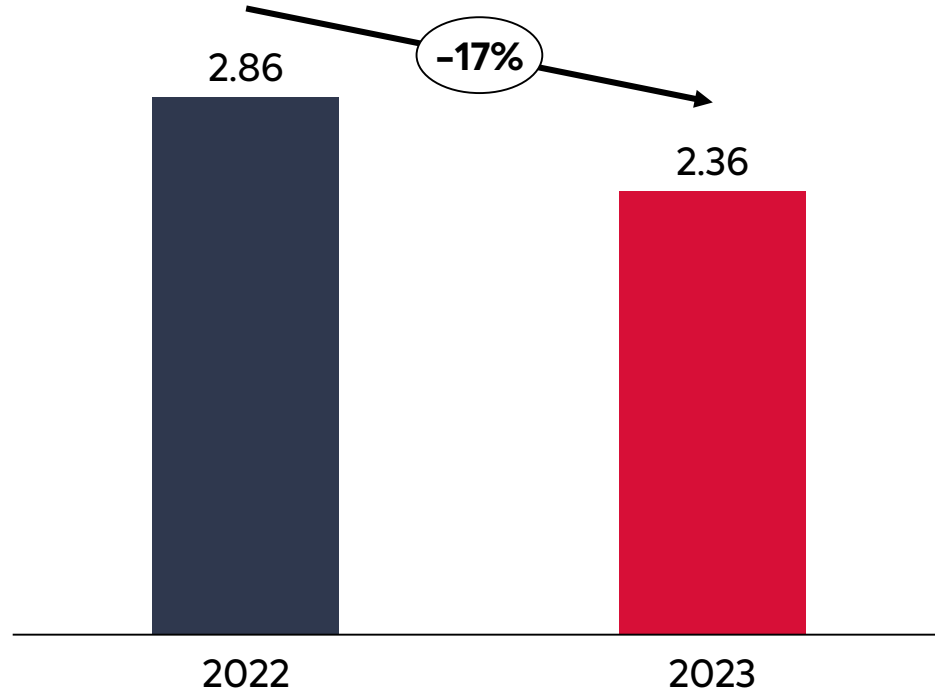
Performance of the Secunet Share



Shareholders Participate in the Company's Success

Dividend

in EUR



- Sustainable dividend policy in recent years
- Proposed dividend: EUR 15.3 million or EUR 2.36 per share
- Payout ratio: 50% of the net profit for the year under German commercial law

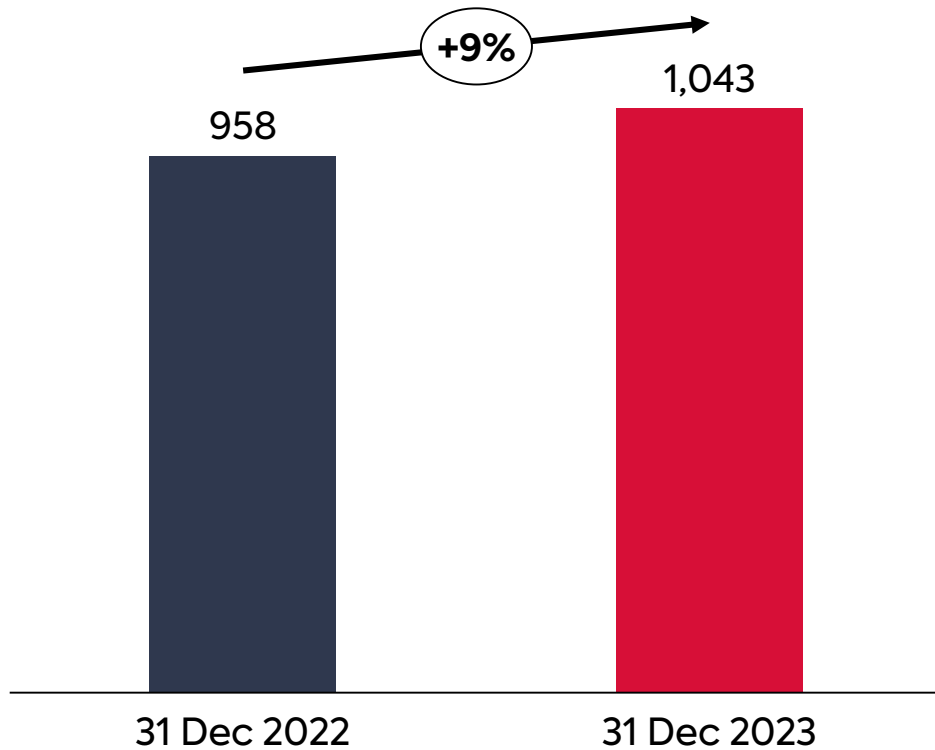
04

Outlook 2024

Axel Deininger (CEO)

Future-Oriented Workforce Growth

Permanent employees



- Expansion of the workforce through new hires
- Expansion of technological expertise and operational resources
- Balanced growth in the workforce planned for the future

Strategy: Sustainable and Profitable Growth

Public Sector

- Expansion of the existing public customer base
- Further development of core technologies

eHealth

- German telematics infrastructure 2.0
- Development of new products and application scenarios

Industry

- Development into a important player for industrial IT and OT security

Cloudification

- Development of a highly secure cloud ecosystem
- Transformation of security expertise into cloud-based operating models

Internationalisation

- European Union and Middle East
- International organisations (EU, NATO etc.)

Acquisitions

- Supplement to organic growth
- Portfolio expansions and new growth areas

secunet Cloud Solutions: Highly Secure Cloud Ecosystem

- Customised for ministries, authorities and security-oriented companies
- Includes all security levels up to the high classification level "SECRET"
- Target by the end of 2024: First product approved in Germany for the secure processing of classified information in the cloud

SINA Mobile: Security for Smartphones and Tablets

- Software suite for the secure processing of data and information on standard mobile devices
- Secure communication (voice, e-mail, messenger) and transmission of sensitive data
- No storage of data on the end device



Cryptography 2.0: Protection From Quantum Computers



- Quantum-resistant encryption algorithms (PQC) in three secunet products: SINA Communicator H, SINA L3 Box H and SINA Workstation H Client V
- First approval of PQC encryption products in Germany for the "SECRET" classification level
- Next step: Integration of PQC encryption in SINA Workstation H R RW14

secunet high-speed connector: The Path to TI 2.0

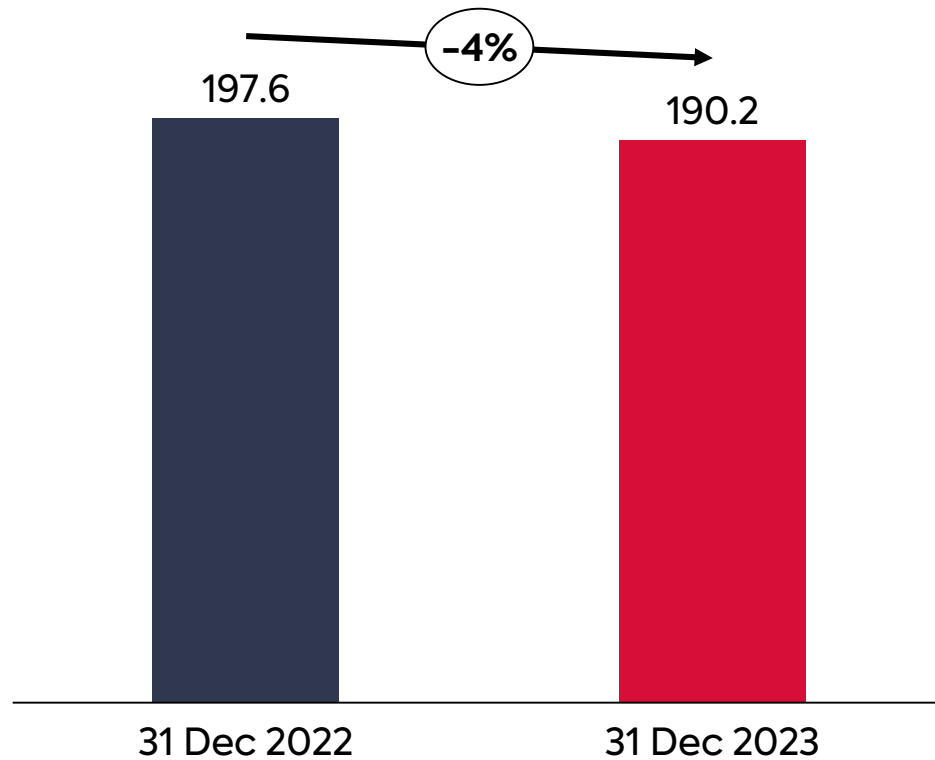
- Market leader with over 84,000 installed connectors in Germany
- High-speed connector: Powerful software solution for cloud-based and future-proof access to the German telematics infrastructure (TI)
- December 2023: First official approval on the market
- Secure processing and transmission of sensitive health data for digital health applications (e.g. electronic patient file, electronic prescription)



Consistently Very High Order Backlog

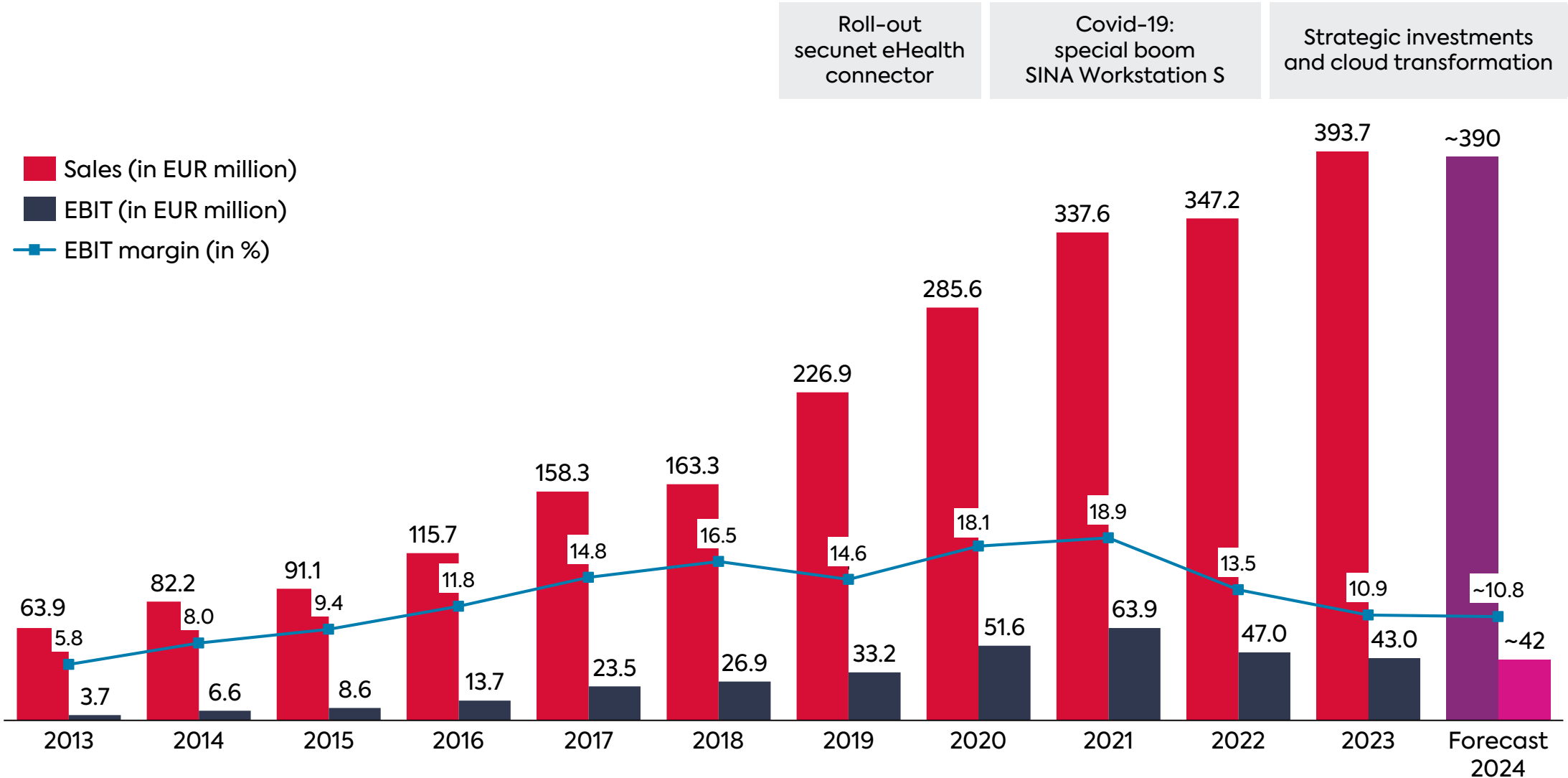
Order backlog

in EUR million



- Number of firm orders and orders at a very high prior-year level
- Major projects and regeneration business characterise the order volume
- High utilisation of development capacities

Forecast 2024: Stable Business Development Expected



05

Q&A

Axel Deininger (CEO)

Thomas Pleines (CFO)

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Financial Calendar

22 March 2024

Annual Report 2023

8 May 2024

Group Quarterly Statement as at 31 March 2024

23 May 2024

Annual General Meeting 2024

13 August 2024

Half-Year Financial Report 2024

12 November 2024

Group Quarterly Statement as at 30 September 2024

Disclaimer

Insofar as this communication contains forecasts or expectations or our statements relate to the future, these statements may involve risks and uncertainties. We therefore cannot guarantee that the expectations will prove to be correct.

Actual events and developments may differ materially from the expectations and assumptions expressed herein. Factors that may cause such deviations include changes in the general economic situation and the competitive situation, particularly in the core business areas and markets, exchange rate and interest rate fluctuations, changes in national and international legislation, particularly with regard to tax regulations, and changes in investment or business strategy.

The company assumes no obligation to update the statements made in this release.

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