Protecting digital infrastructures

Warburg Conference „Meet-the-Future“

Thomas Pleines, CFO
Philipp Gröber, Head of IR

Berlin, 19 November 2021
secunet is Germany’s leading Cybersecurity company

secunet is unique in combining highly secure products with excellent consulting along the entire value chain, focusing solely on cyber security for over 24 years.

700+ Employees strengthen the digital sovereignty

12 Locations in Germany promise customer proximity

500+ Customers incl. federal ministries and 20+ DAX listed companies

€285.6m Group Revenue in FY2020

€51.6m Group EBIT in FY2020

~€3.5bn Market capitalization as at November 2021

IT Security Partner of the Federal Republic of Germany

SDAX Listing in German Small Cap Index
Digital Sovereignty and Protection from Cyber Attacks

Mission
We facilitate digital sovereignty for governments, businesses and society by delivering the most effective IT security solutions.

Vision
We believe that secure IT infrastructures are the indispensable backbone for data privacy in our connected world.

secunet is Germany’s leading Cybersecurity company, protecting digital infrastructures and identities.
With two segments, secunet specializes in areas with particularly high security requirements

**Segment**

**Public Sector** → 87% of Group Revenue in FY2020

Federal Government, Authorities, Defence and Space, Federal and Border Police, Secret Services

- **Military Grade Encryption**
- **Biometry Border Control**
- **Digital Solutions**
- **Cloud Security**
- **Consulting**

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Customers receive tailored solutions matching individual requirements to expedite digital transformation

Segment

Business Sector  13% of Group Revenue in FY2020

Manufacturing, Utilities, KRITIS, Automotive, eHealth

High Grade Encryption  Industrial Cyber Security  Digital Solutions  Cloud Security  eHealth Connector  Consulting

Core Offerings
Public Sector

SINA is the most successful crypto security solution
Made in Germany

Processing, storage, transmission and tracing confidential and classified data

Highest national and international classification approvals (German Federal Cyber Security Authority BSI, EU and NATO)

Comprehensive product range: tablets, clients, telephones, gateways, servers and software

For use up to and including:
GEHEIM DEUTSCH  SECRET UE/EU SECRET  NATO SECRET

25 Governments protect their classified communication with SINA

11 Ministries of Foreign Affairs prevent espionage in their global network of embassies with SINA

180,000 Installations
Continuously increasing install base; maintenance, support and regeneration
Public Sector

secunet border gears for highly secure, modern and future-proof border control at air, land and sea borders

**easygate**
ABC gate ensures fast, secure, comfortable border crossings

**easykiosk**
Self-service terminal for the do-it-yourself registration

**easytower**
Facial image capture in stationary scenarios

**bocoa**
Visualization of all verification check results at a glance

12 **European countries**
accelerate Border Control with secunet border gears

350 **Systems**
installed in Europe, future growth with EU Entry/Exit System

100,000,000 **Secure Border Controls**
since secunet’s market entry with promising opportunities outside Europe

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Business Sector

secunet eHealth connector: premium secure access to the German telematics infrastructure

Core security component for communication from the medical service provider to the German telematics infrastructure (TI)

Approved by gematik and certified by the German Federal Cyber Security Authority (BSI)

Start 2018, today market leader with more than 83,000 plugs installed

Modular architecture enables additional specialist modules
secunet edge: overall solution for Industry 4.0, IIoT and at the edge at the highest security level

Secure connectivity for machines, local IT infrastructures and IoT platforms

Hardened edge platform with flexible application environment

Enables Industry 4.0: firewall, remote access, protocol conversion, etc.

Sensor for network monitoring with vulnerability, threat and anomaly detection (secunet monitor)
Overall solution for secure messaging and collaboration

In May 2021, secunet acquired 100% of the shares in stashcat GmbH, Hannover

GDPR-compliant high secure messaging for governments, businesses and high-security organizations

Integrated file storage, video conferencing, calendar and survey tool

Successful projects with THW, armed forces, police, city administrations and medical service providers

+1.3m Users from all industries use stashcat
Digital sovereignty and transparency in the cloud

In 2019, secunet established secustack GmbH as a joint venture with Cloud&Heat, Dresden.

The secure cloud operating system based on OpenStack, the open source standard for IaaS enables cloud computing to companies and public authorities with security-critical applications.

Easy scaling through automated deployment.

Sustainability aspect (partner Cloud&Heat)

- Secured Access: Access to the cloud infrastructures is secured and encrypted.
- Cryptographic Control: Full control over the used cryptographic keys.
- Block Storage Encryption: Complete encryption of the stored user data and restriction of access.
- Secured Images: Image encryption and additional security through digital signature.
- Hardening of the infrastructure: Mechanisms and advisory services to secure the underlying infrastructure.
secunet achieved excellent growth - with the FY21 forecast, the trend continues

**25% Revenue CAGR FY16-20**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €m</th>
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<tbody>
<tr>
<td>FY16</td>
<td>115.7</td>
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<tr>
<td>FY17</td>
<td>158.3</td>
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<tr>
<td>FY18</td>
<td>163.3</td>
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<tr>
<td>FY19</td>
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<td>FY20</td>
<td>285.6</td>
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<tr>
<td>FY21 Forecast</td>
<td>330.0</td>
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</table>

**39% EBIT CAGR FY16-20**

<table>
<thead>
<tr>
<th>Year</th>
<th>EBIT in €m</th>
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</thead>
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<td>51.6</td>
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<tr>
<td>FY21 Forecast</td>
<td>59.0</td>
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</table>
secunet enables its shareholders to participate in the success over the long term

40% Earnings per Share CAGR FY16–20

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<tr>
<th>Year</th>
<th>1.43</th>
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<th>2.77</th>
<th>3.44</th>
<th>5.43</th>
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<tbody>
<tr>
<td>FY16</td>
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45% Dividend per Share CAGR FY16–20

<table>
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<tr>
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<th>Special Dividend</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>FY20</td>
<td>2.54</td>
<td>0.00</td>
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Dividend Policy approx. 50%

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Cyberattacks are on the rise

Significant cyber incidents in 2021

Q1
- **Pfizer COVID-19** vaccine and treatment data attack
- **US State Department** e-mail leak
- Remote access hack of **water supply system** in Oldsmar, Florida
- **Ukrainian Security Service** Denial-of-service attack

Q2
- **Fujitsu** hack
- **Ireland’s national health service** ransomware
- **Colonial Pipeline** ransomware
- **DDoS** attack on **Belgium government**
- **Verizon** and **Microsoft** hacks
- **NATO, UK, NL** warships fake date
- **1,182 UKS Special Forces soldiers** data leak

Q3
- **Japan Olympics** data breach
- First **cyber emergency** in Germany (district Anhalt-Bitterfeld)
- **Italian COVID-19** vaccine site hack
- **T-Mobile** breach 500m accounts
- **Belarus, Slovak, Iranian governments** breach

Q4
- **Media Markt and Saturn** ransomware
- Attempted hack of **250 Office 365 accounts**
- Israeli defence ministry 11 terabytes data leak
- **Basler AG** cyber attack

Source: CSIS Significant Cyber Incidents, Nation States, November 2021
Profitable growth and value-adding prospects remain our objective

**Public Sector**
Maintaining and expansion the existing public customer base

- Further development of **core technologies**
- Address **secure cloud and secure collaboration**
- Increasing market share in international **border control market**

**Business Sector**
Address new industry verticals

- Diversification of **eHealth business** into next generation
- Becoming an important player for **industrial IT and OT security**

**Internationalization**
Both sectors with a stronger international positioning

- Expansion and strengthening of our international target markets
- **EU organizations, Middle East**

**M&A**
Targeted acquisitions in addition to organic grow

- Acquisitions remain an important strategic driver to **expand our portfolio and open up growth areas**

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Innovation is in our DNA

**SINA Communicator H**
Crypto-phone, which allows multimedia communication for highest security requirements

**SINA Workflow**
The only fully digital document management system for classified information (CI) up to SECRET

**SecuStack Titan**
Scalable and sustainable computing power for critical infrastructures – with Lenovo and Cloud&Heat

**Next generation connector**
and further specialist applications for the healthcare market

**secunet edge**
Development of further fields of applications and expansion of distribution channels

**Ongoing Research**
Cloud, 5G, Artificial Intelligence (AI), (Post) Quantum Crypto, Confidential Computing, etc.

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Forecast FY21: on the path to a new record year

Opportunities
- Highly accelerated digital transformation
- Growing sensitivity to IT security issues
- Demand for “Digital Sovereignty” increases
- IT security legislation (IT Security Act 2.0, Entry/Exit System)
- Strong customer structure

Challenges
- Project business and major projects
- Competitive environment
- Supply situation for intermediate products, in particular the availability of semiconductors

Forecast FY21:
€330m Revenue
€59m EBIT

Assumption: supply situation for preliminary products, in particular the availability of semiconductors for secunet’s production capacities, will remain stable.
Forecast FY22: stabilisation at a high level of the record year 2021

Forecast FY22:
€320m Revenue
€50m EBIT

Product business in FY22 expected to stabilise at the high level of FY21
Increasing investments in future technologies and the associated growth of the workforce to expand expertise and develop new products and solutions
Assumption: supply situation for preliminary products, in particular the availability of semiconductors for secunet’s production capacities, will remain stable
Financial Calendar

19 November 2021
Warburg Conference “Meet-the-Future”, Berlin

21 January 2022
Preliminary Results 2021

10 February 2022
Montega Conference „Hamburger Investoren Tag (HIT)“, Hamburg

25 March 2022
Annual Report 2021

Analysts Conference, Frankfurt

10 May 2022
Group Quarterly Statement as at 31 March 2022

Annual General Meeting

10 August 2022
Half Year Report 2022

8 November 2022
Group Quarterly Statement as at 30 September 2022
Thank you

Disclaimer
Insofar as this notice contains prognoses or expectations, or our statements refer to the future, such statements can involve risks and uncertainties. We therefore cannot guarantee that the expectations will prove to be correct.

Actual events and developments can differ significantly from the expectations and assumptions expressed herein. The factors that can 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, especially pertaining to tax regulations, and changes in investment or business strategy.

The company does not assume any obligations to update the statements made in this notice.