Meet the Future
secunet Security Networks AG
secunet at a glance

IT (high) security
- Cryptography
- E-ID

Comprehensive portfolio
- Products, consulting and solutions
- Identification and coverage of new topics

Customer-oriented solution expertise
- Focus on individual customer requirements
- Consulting and support partnership

Many years of experience
- > 20 years in the market
secunet Group: target market-oriented organisation

- **Public Sector**
  - Public Authorities
    - Support and consulting for regional, national and EU organisations
    - Guaranteed compliance with security requirements for the protection of classified information and other regulatory requirements
  - Defence
    - Support and consulting for military customers, focus on encryption and cybersecurity
    - Intelligent IT security architectures for national, international and mission-related classified data
  - Homeland Security
    - Support and consulting for emergency services
    - Solutions and infrastructures for capturing biometric data and for stationary, mobile and automated border controls

- **Business Sector**
  - Critical Infrastructures
    - Protection of infrastructures that are of particular importance to society
    - Protection against cyberattacks, espionage and sabotage and thus avoidance of business disruption and security incidents
  - Automotive
    - Production-ready solutions for the entire value chain in the automotive industry
    - IT security for the protection of vehicle electrical system components – for secure internal and external networking of the vehicle and new mobility services
**Sales revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales revenue (in million euros)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>82.2</td>
</tr>
<tr>
<td>2015</td>
<td>91.1</td>
</tr>
<tr>
<td>2016</td>
<td>115.7</td>
</tr>
<tr>
<td>2017</td>
<td>158.3</td>
</tr>
<tr>
<td>2018</td>
<td>163.3</td>
</tr>
<tr>
<td>FC2019*</td>
<td>210.0</td>
</tr>
</tbody>
</table>

*Status: Forecast September 2019*

- **Record sales revenue** for the sixth time running: sustained multi-year growth (CAGR: +20.6%)
- Growth in **product business**
EBIT

in million euros

- EBIT margin

• Sustained multi-year growth (CAGR: +37.3%) with consistently high profitability

• Efficient cost structures

*Status: Forecast September 2019
## Comprehensive product portfolio

<table>
<thead>
<tr>
<th>SINA product family</th>
<th>Public Authorities</th>
<th>Defence</th>
<th>Homeland Security</th>
<th>Critical Infrastructures</th>
<th>Automotive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Border control solutions</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>ELSTER</td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Public-Key-Infrastructures</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Healthcare connector</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>edge</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>
• >100,000 installations in more than 30 countries
• Highest national and international classification levels
• Scalable and suitable for central administration
• Suitable for mass roll-out
• From tablets to crypto-gateways and servers

For use up to and including:
GEHEIM  DE  SECRET UE/EU SECRET  EU  NATO SECRET
Complete EES border solutions

- Secure, automatic and user-friendly crossing of borders in the shortest possible time
- >70 million cases of use in nine European states*
- Central supervision and administration

* Germany, Czech Republic, Austria, Switzerland, Latvia, Estonia, Finland, Norway, Iceland
• Entry into the eHealth market environment

• Core security component for communication from practices to the telematics infrastructure

• Successful roll-out in German medical practices: >48,000 units sold; second place in the market

• Modular expandability: ePatientenakte (electronic health records), ePatientenfach (electronic patient compartment), eArztbrief (electronic doctor’s letter), emergency care data, eMedikationsplan (electronic medication plan)
• Security for the ELSTER electronic tax declaration

• Authentication, encryption and electronic signatures for web applications

• Access possible to any web-based administrative processes and eGovernment portals

Source: www.bitkom.org; 24.05.2019
PKI: Public-Key-Infrastructures

secunet(eID PKI Suite)

• Digital proof of identity for human and machine
• Areas of application: official ID documents, critical infrastructures, automotive
• More than 350 PKI projects
• Support for all relevant standards and protocols
• Platform-independent and flexible
Connectivity & Security

- Specially for industrial systems and environments
- IT and OT security
- Simple and secure interfacing
- Monitoring of information flows and real-time anomaly detection
## Topics for the future

<table>
<thead>
<tr>
<th>Topic</th>
<th>Product/Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINA</td>
<td>Communicator</td>
</tr>
<tr>
<td>Border Control</td>
<td>EES-ready border solutions</td>
</tr>
<tr>
<td>Industrial Cyber-Security</td>
<td>secunet(edge)</td>
</tr>
<tr>
<td>Cloud Security</td>
<td>secuStack</td>
</tr>
<tr>
<td>eHealth</td>
<td>secunet(konnektor)</td>
</tr>
</tbody>
</table>

For hospitals and pharmacies
Outlook

Group Quarterly Statement as at 30 September 2019, 6 November 2019:

“secunet is excellently positioned in the growth market of IT security. The Management Board assesses business performance so far in 2019 as good. In this context, the Management Board confirms its forecast for the 2019 financial year published on 11 September 2019.”

Publication of inside information pursuant to Article 17 MAR, 11 September 2019:

“Based on the outstanding result in the first half of 2019 and on major projects that can still be executed in the second half of the year, the Management Board of secunet Security Networks AG is raising its full-year outlook for secunet Group to sales revenues of around 210 million euros and earnings before interest and taxes (EBIT) of around 32 million euros (2018 financial year: sales revenues 163.3 million euros, EBIT 26.9 million euros).”

Axel Deininger, CEO:

“IT security is an exceptionally dynamic market that is continually generating new customer requirements. We at secunet intend to, and indeed shall, respond to this by strengthening our presence in international markets and also by focusing – more than before – on the industrial sector.”
The secunet Share

Number of shares 6,500,000
Market capitalisation (million euros) 819.0
(6 Nov 2019)
52-week high 126.0
(6 Nov 2019)
52-week low 81.7
(22 Nov 2018)
Analyst research Buy 138.0 EUR
Warburg Research (Felix Ellmann, 12 Aug 2019)
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.