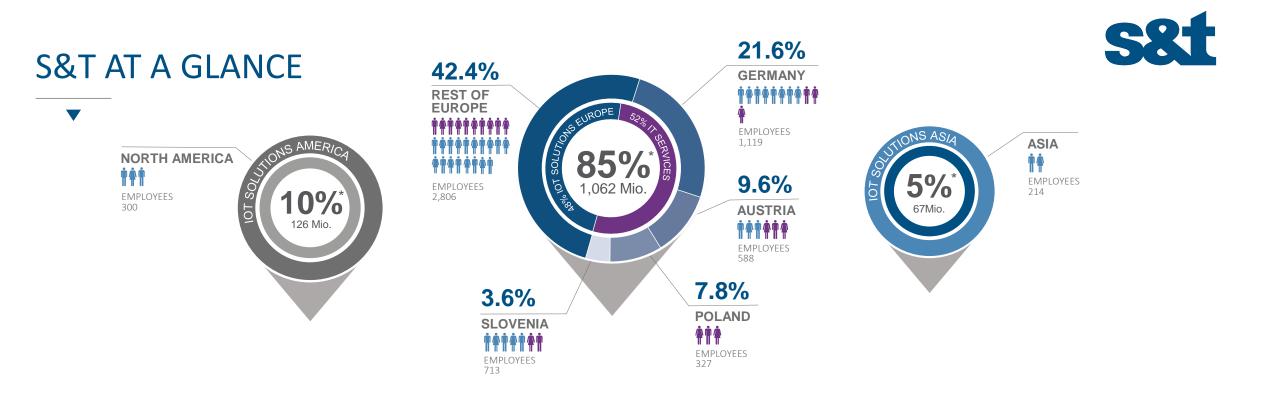
# SET IR PRESENTATION

Hannes Niederhauser, CEO Richard Neuwirth, CFO

August 2021





#### **1** S&T PROVIDES GLOBAL IOT 4.0 TECHNOLOGY

s8t

- > IoT solutions for Industrial, Medical, Transportation and Communication
- > IoT grows fast: The whole Industry 4.0 market is expected to grow at a CAGR of ~15% by 2022\*

#### **()** S&T IS AN IT SERVICE PROVIDER WITH REGIONAL FOCUS

- > Germany, Austria, Switzerland (DACH)
- > Eastern Europe

\* Revenues in % of S&T Group total revenues based on location of revenue generating S&T subsidiary

\*\* Source: IMS Report, ABI Research, Oracle, Markets and Markets Analysis

### 03 S&T IN FIGURES

- > FY 2020: EUR 1,255 Mio. revenue and EUR 130.0 Mio. EBITDA
- > FY 2020: EUR 140.8 Mio. record cash flow
- > 6,067 employees in 33 countries (as of December 31<sup>st</sup>, 2020)

#### **MEMBER OF THE TECDAX® & SDAX®**

- > Headquarter in Linz, Austria, listed in Frankfurt, Germany
- >  $\sim$  EUR 1,404 Mio. market cap as of July 31<sup>st</sup>, 2021



### HIGH- AND LOWLIGHTS 2021

#### HIGHLIGHTS

- > H1-2021:
  - $\rightarrow$   $\,$  Growth of 11.5% in revenues and 12.2% in EBITDA vs H1-2020  $\,$
- > 30 cent record dividend for 2020
- > Strong order intake in Q2-2021 of EUR 406 Mio.
- > 2021: EUR 14 Mio. in share buybacks (currently EUR 42 Mio. spent)

#### LOWLIGHTS

- Strong order intake only partially converted to revenues -> Chip shortage impact: EUR 38.3 Mio. of not delivered orders as of 30/6/201
- > North America weak due to FX, avionics and chip shortage
- > Refrain in 2021 from major acquisitions due to excessive valuations

### GLOBAL CHIP-SHORTAGE UPDATE



#### **GENERAL DEVELOPMENT & OUTLOOK**

- > Lack of investments into expensive chip factories during pandemic
- > Strongly increasing chip demand driven
  - > Recovery and and catch up of the industry after end of pandemic
  - > Public economy stimulation programs
- > Main problem for "cheap" chips
- Suppliers claimed to solve most problems in Q2 but failed: 23% of deliveries are delayed
- > Chip makers increased capacities 17% in 2021 but demand grows faster
- > Outlook:
  - > Crisis will stay until H1/2023
  - > Chip prices increase during the crisis

#### WHAT EFFECT DOES THIS HAVE ON S&T?

- > Chip shortage impact is growing:
  - > EUR 10.2 Mio. of not delivered orders in Q1
  - > EUR 38.3 Mio. of not delivered orders in Q2
  - > Our revenues are delayed but not lost (hard to replace)
- > We redesign products to replace critical chips
- > We increased inventory by 19 Mio. in Q2 for
  - > emergency stock of critical chips
  - > Semi-finished products
- We sourced chips on the spot market and accepted price increases of
  4.2 Mio. EUR (6%) in Q2
- Appr. 80% of those price increases we can pass on to our customers in 2021 an EBITDA impact of EUR 3 Mio. will remain

### **DIGITALIZATION - the next big thing**



NOLITIONE

SMART TRAINS SMART CARS SMART ENERGY SMART FACTORY SMART ROBOTS SMART MEDICALS SMART TRANSPORT SMART LOGISTICS SMART HOMES SMART CITIES SMART CONNECTIVITIY



#### WHAT WE DO

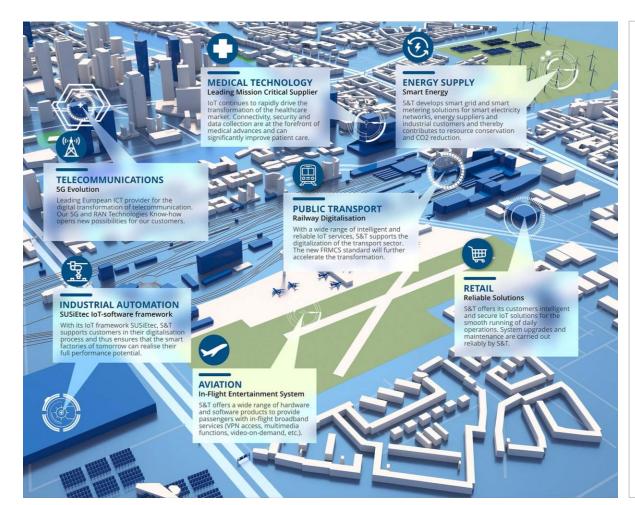
- > We make machines/equipment/grids intelligent
- > We enable machines to talk to each other
- > Focus: expensive machines > 100 TEUR with low volumes
- Our products are integral parts of machines in various vertical markets based on similar technology
- Trend towards Software (75% SW engineers) and complex networks offering SLAs and IoTaaS (recurring)

#### **OUR TECHNOLOGIES**

- > Real time computing and communication
- > Communication: field bus, LAN, WAN, TSN, 5G



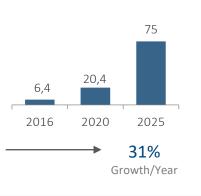
### THE MARKET



In Billions	2020	2025	Growth / yr
IoT devices (in pcs.)	20.4	75	+ 31 %
as of 5G devices (in pcs.)		32	
loT market (in USD)	1,800	3,000	11%
TAM Industrial IoT (in USD)	25	48	14%

Main competitors in Industrial IoT	Revenue (in USD Bn.)
Advantech	1.8
S&T	1.7
Curtiss Wright	1.2
ABB B&R	1.1
Beckhoff	1.0
Top 5 account for	27%

#### Machines connected to the Internet (IN MIO.)





### **S&T BUSINESS MODEL**

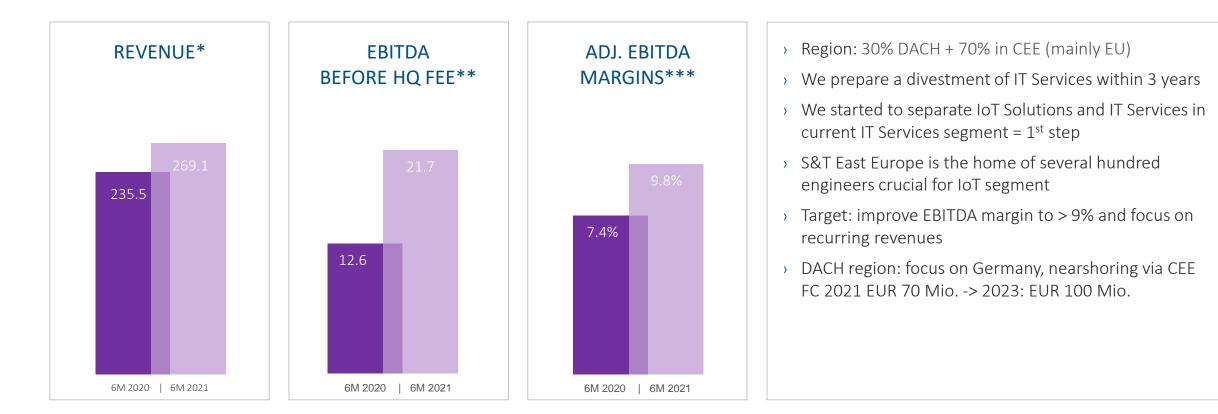


S&T started 2011 as an IT Service company, today 75% of profits are derived from IIoT.

\*

## **s8t**

### **IT/IOT SERVICES**



#### We prepare a divestment of IT services within 3 years and started to work on it

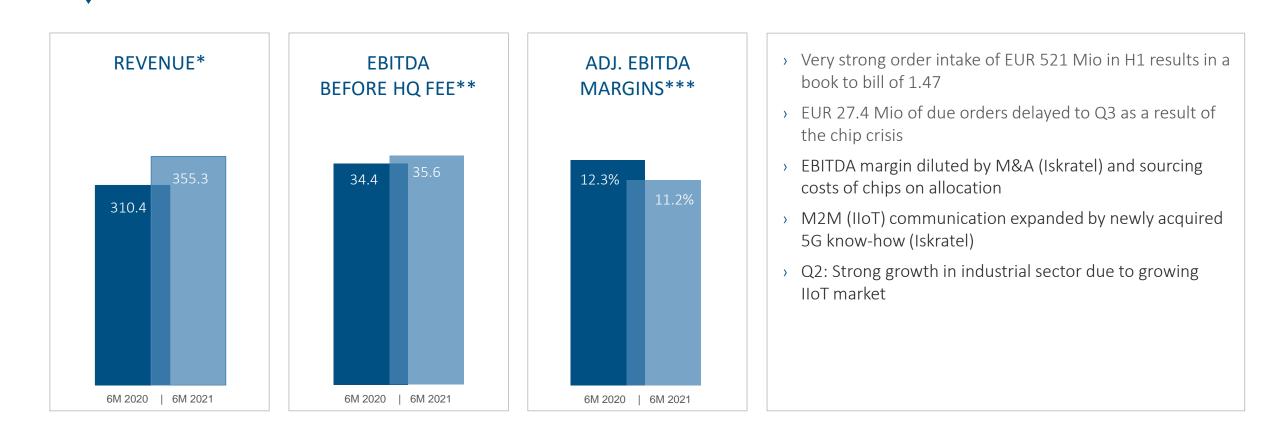
\* 3<sup>rd</sup> Party revenue including intercompany revenue in Mio. EUR

\*\* EBITDA before charged management fees from S&T AG (part of IT Services Segment); EBITDA after management fees: MEUR 25.2 (6M 2021), MEUR 16.9 (6M 2020)

\*\*\* HQ-fee adjusted EBITDA in % of external revenue



### IOT SOLUTIONS EUROPE

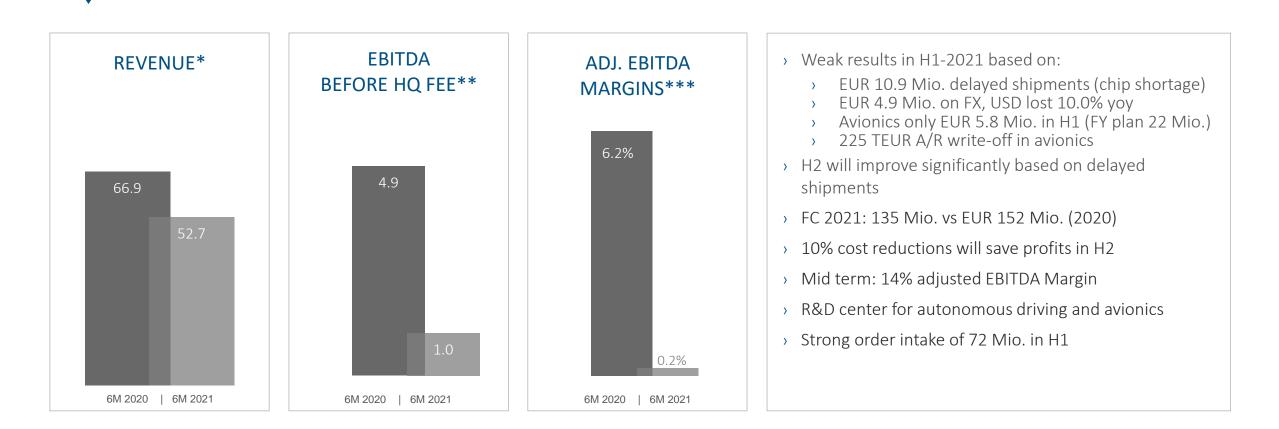


#### "IoT Solutions Europe" could do better in Q2 if sourcing of chips would work the normal way

- \* 3<sup>rd</sup> Party revenue including intercompany revenue in Mio. EUR
- \*\* EBITDA before charged management fees from S&T AG (part of IT Services Segment); EBITDA after management fees: MEUR 33.0 (6M 2021), MEUR 31.8 (6M 2020)
- \*\*\* HQ-fee adjusted EBITDA in % of external revenue



### **IOT SOLUTIONS AMERICA**



#### "IoT Solutions America" hit by chip crisis, USD development and Avionics -> cost reductions implemented for H2

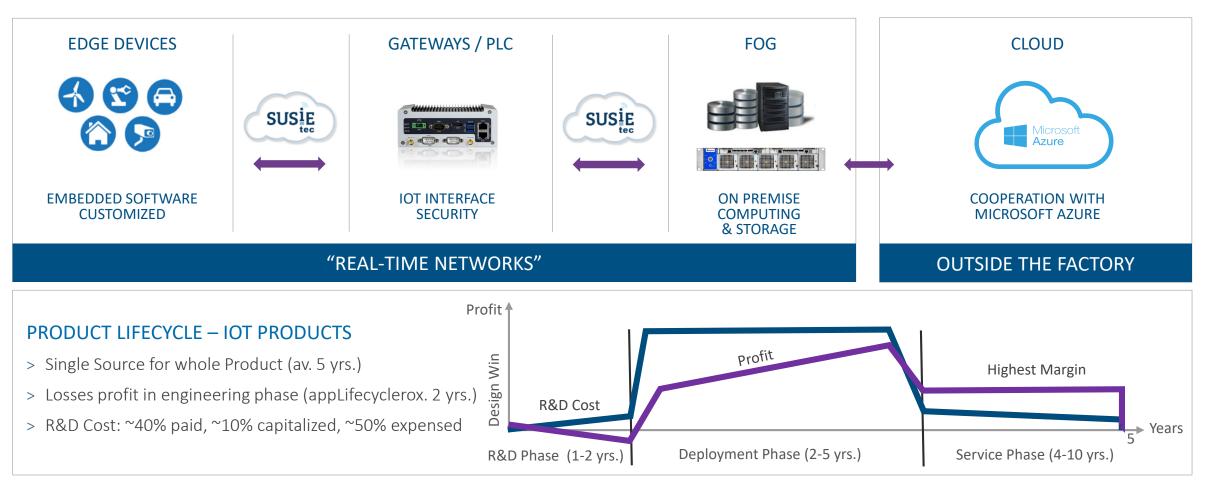
- \* 3<sup>rd</sup> Party revenue including intercompany revenue in Mio. EUR
- \*\* EBITDA before charged management fees from S&T AG (part of IT Services Segment); EBITDA after management fees: MEUR 0.08 (6M 2021), MEUR 3.3 (6M 2020)
- \*\*\* HQ-fee adjusted EBITDA in % of external revenue

### TECHNOLOGY PRODUCTS AND PRODUCT LIFECYCLE



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#### OUR IOT TECHNOLOGY STACK





### **TECHNOLOGY: CONNECTIVITY DRIVES GROWTH**

In Mio. EUR **EXCELLENT POOL OF ENGINEERS IOT SOFTWARE - SUSIETEC** SUSIE 2021 58 > Cost efficient (40k p.a.) in-house SUSiEtec IoT software framework: Enabling machine learning (AI) resources in Eastern Europe > Improve software product portfolio: Embedded SW, Soft PLC, TSN (real time networks) 2023 100 > 2020: EUR 184.1 Mio. R&D costs > EUR 100 Mio. software revenues planned by 2023, triggering add. 250 Mio. IoT products (14.7% of revenues) as of ~40% paid by customers In Mio. EUR **5G IOT WAN NETWORKS** > Total 6,138 employees (30.6.2021) 2021 122 5G enables WAN networks for machines at high data bandwidth > Iskratel is specialist for 5G, many synergies with SUSiEtec 200 2023 > Build up networks with IoT SW and our edge devices 929 In Mio. FUR TRAIN CONTROL SYSTEMS 2021 114 Mission critical control systems for highspeed trains 763 > New standard FRMCS will accelerate migrations and require 4G/5G 3,218 2023 > Revenue plan of EUR 140 Mio. until 2023 528 In Mio. EUR AUTONOMOUS DRIVING Engineering 30 2021 700 Field Engineers Real Time driving systems for cars, trucks and machines Production > Focus on services and software for niche applications 2023 Sales Cooperation with Intel (mobile eye) and Foxconn Admin

### KPI'S H1-2021 GOOD RESULTS IN ALL PARAMETERS





11.5% growth after H1 | We reiterate our FY 2021 guidance of min. EUR 1.4 Bn. (11.2% growth yoy) @ min. EUR 140 Mio. EBITDA



### S&T GROUP BALANCE SHEET

Mio. EUR	30/06/2021	31/12/2020
NON-CURRENT ASSETS	507,1	506,0
Fixed Assets	470,2	469,3
as of Property, plant and equipment	134,0	135,1
as of Goodwill	202,9	199,5
Other Assets	36,9	36,6
CURRENT ASSETS	722,0	740,7
Inventories	179,2	159,9
Trade receivables	191,6	204,5
Contract Assets from Customers	30,6	23,6
Cash and cash equivalents	243,2	281,9
Other receivables and prepayments	77,4	70,9
Total Assets	1.229,1	1.246,6

	30/06/2021	31/12/2020
CAPITAL AND RESERVES	397,7	409,5
Equity	397,7	409,5
as of Treasury shares	-42,3	-26,2
NON-CURRENT LIABILITIES	371,9	353,8
Long-term loans and borrowings	246,9	218,8
Other Non-Current Liabilities	125,0	135,0
CURRENT LIABILITIES	459,5	483,4
Trade payables	188,9	210,0
Contract Liabilities from Customers	68,6	69,7
Short-term loans and borrowings	57,4	42,8
Other Current Liabilities	144,6	160,9
Total Liabilities & Equity	1.229,1	1.246,6
' Equity Ratio	32,4%	32,8%
Net Cash/Net Debt*	-61,2	20,3
Working Capital excluding IFRS 15**	181,9	154,3

#### Inventory build up by EUR 20 Mio. to cover chip shortage | Factoring reduced by EUR 19 Mio. due to high cash | negative interest

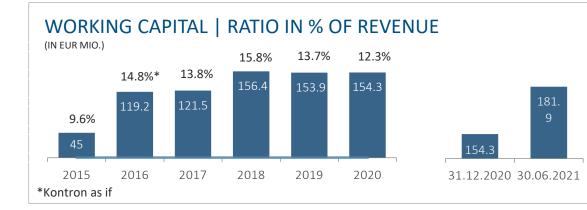
\* Definition Net Cash: Cash and cash equivalents less non-current and current financing liabilities (excl. liabilities from leasing according to IFRS 16)

\*\* Definition Working Capital: Inventories plus trade receivables less trade payables (excl. IFRS 15 contract assets and liabilities)

### PEC PROGRAM IMPROVE CASH CONVERSION AND WORKING CAPITAL



**OPERATING CASH FLOW** (IN EUR MIO.) of Prostant 20.8 140.8 14.2 83.4 9.9 61.4 44 9 35.5 1.3 26.7 2016 2017 2018 2019 2020 2015 Q2-18 Q2-19 Q2-20 Q2-21



KPI DEVE (IN EUR MIO.)	LOPMENT			
in EUR Mio.	2018	2019	2020	H1-2021
Revenue	990	1,123	1,255	600
Inventory	74 days (131 Mio.)	73 days (147 Mio.)	68 days (160 Mio.)	76 days (179 Mio.)
A/R	75 days (202 Mio.)	69 days (212 Mio.)	59 days (205 Mio.)	83 days (192 Mio.)
Factoring	56 Mio. (20%)	63 Mio. (23%)	77 Mio. (26%)	58 Mio. (23%)

#### COMMENTS

>

- Target: operational cash flow to grow in line with EBITDA
  - > op. cash flow > 75% of EBITDA
- > negative interest on bank accounts  $\rightarrow$  therefore Factoring reduced by EUR 19 Mio.
- > Inventory increased temporary by EUR 19 Mio. to reduce impact of cover chip shortage

### SHAREHOLDER FOCUS TTS PROGRAM | TRUST – TRANSPARENCY - SHARE



### TRUST

> Continuity in communication and guidance

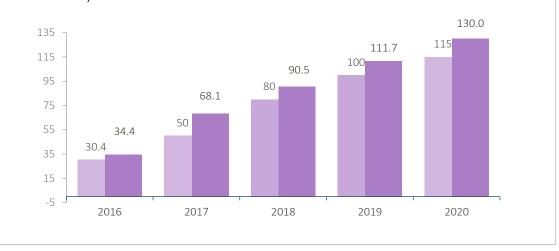
#### TRANSPARENCY | ADDITIONAL DISCLOSURES

- > Release additional disclosures to increase transparency
- > More investor meetings (2020: 442 and 6M 2021: 260)

#### SHARE / SPEND 50% OF NET PROFIT ON DIVIDEND + SBP

- > We buy back shares as currency for M&A
- > S&T is valued at 10 times EBITDA, our M&A targets and peers are valued higher  $\rightarrow$  we limit buy backs at EUR 22.50
- > Less M&A activities due to excessive valuations  $\rightarrow$  we might proceed with SBP
- > EUR 400 Mio. available funds (cash, lines and cashflow)

### TRUST: GUIDANCE TRACK RECORD (EBITDA FC VS ACT) (in EUR Mio.)



<b>DIVIDEND &amp; SHARE BUY BACKS</b>	2019	2020	2021	Comment
Dividend (cent)	16		30	Dividend for FY 2020 = 1.4% dividend yield
Total Dividend (EUR Mio.)	10.6		19.5	2019 no dividend (to get Covid-19 subsidies)
Share Buy backs (EUR Mio.)	14.6	12.2	16.1	
TOTAL SPENDINGS (EUR Mio.)	25.2	12.2	35.6	

### BACKLOG & OPPORTUNITIES ORDERS AND DESIGN WINS REMAIN STRONG IN Q2-2021



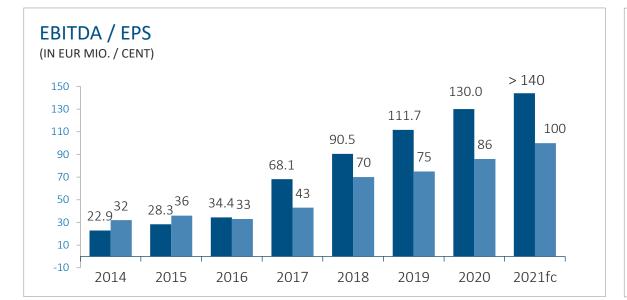
BACKLOG DEVELOPMENT REMAINS POSITIVE **BOOK-TO-BILL RATIO** 1.09 1.47 1.36 1.35 1,200 3,000 1,000 2,7 2.500 92 800 2,000 600 1,500 592 400 1.000 200 500 0  $\cap$ IT services IOT Europe IOT America Backlog Design wins ■ 31.12.2020 ■ 30.06.2021

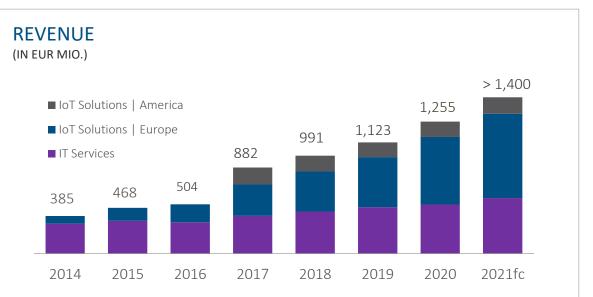
2021 DESIGN WINS	COUNTRY	VOLUME EUR
Control systems for high-speed train	CZ,LIT,DE,FR,UK	98 Mio.
US ministry	USA	51 Mio.
Public contracts	PL	46 Mio.
Machine builder	GER	32 Mio.
Autonomous driving	USA	22 Mio.
TOP CUSTOMERS 2020	COUNTRY	VOLUME EUR
Medical respiratory machines	GER	33 Mio.
Social media compression system	USA	25 Mio.
Global leader in medical equipment	USA	22 Mio.
Control for high-speed train	UK	25 Mio.
Avionics Entertainment System	CN	16 Mio.
Top 10 customers account for 19% of Revenues,	totally >3000 customers	

Record orders of EUR 406 Mio in Q2 = EUR 1.33 new orders on each EUR shipped  $\rightarrow$  strong growth once we manage chip crisis

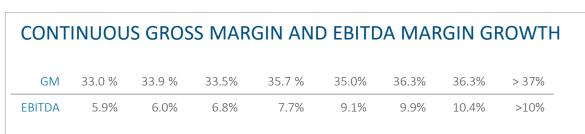
### GUIDANCE 2021 CONTINUOUS GROWTH IN REVENUES, EBITDA AND EPS







Backlog EUR Mio.	12/14	12/15	12/16	12/17	12/18	12/19	12/20
Project Pipeline	644	701	1,002	1,105	1,632	2,158	2,702
Scheduled Orders	157	181	306	474	841	841	927



Guidance 2021: min. EUR 1,400 Mio. Revenue – min. EUR 140 Mio. EBITDA



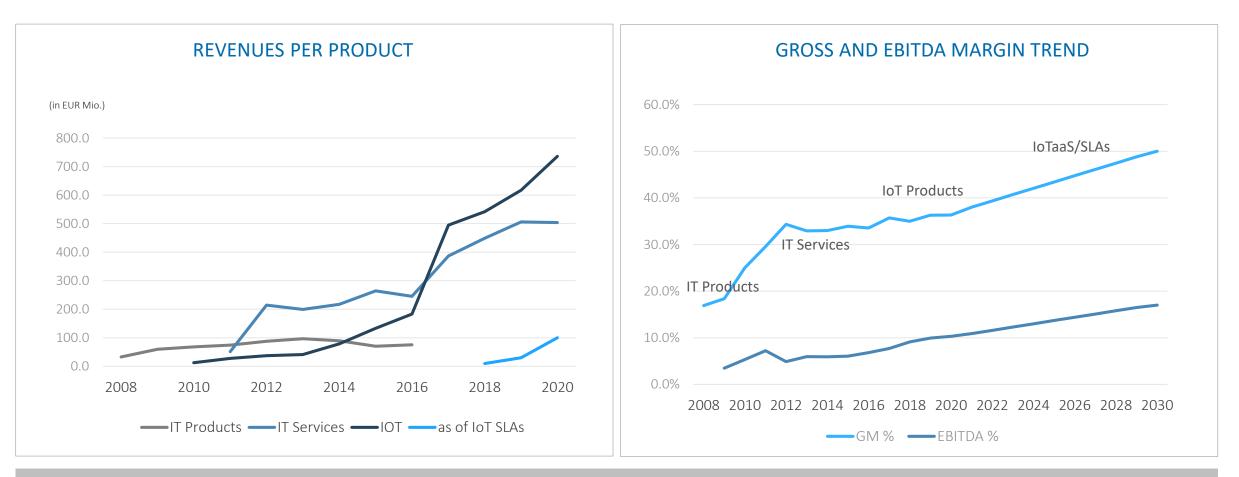
### SHORT AND MIDTERM GOALS | VISION 2030

GUIDAN(	CE 2021			AGENDA 20	23		
Revenue:	minimum EUR	1,400 Mio.		5 years plan	2018	2023p	Growth
EBITDA:	minimum EUR	140 Mio.		Revenue	990 Mio.	2,000 Mio.	+102%
EPS:	minimum 1 Eui	ro		EBITDA	90.5 Mio.	220 Mio	+143%
				EPS	70 cent	175 cent	+150%
			VISION	2030			
			VISION	2050			
	<b>8</b> 0	SMART		<b>A</b>	M&A	S	<b>8t</b>

Based on current forecasts and order backlog we confirm all short, mid and long-term plans



### **BUSINESS MODEL TRANSFORMATION OVER 20 YEARS**



In 2011 S&T was an IT Service company, today IoT products account for 71% of EBITDA – by 2030 IoT business > 90%

2021 no major acquisitions planned – we will not participate in excessive valuations

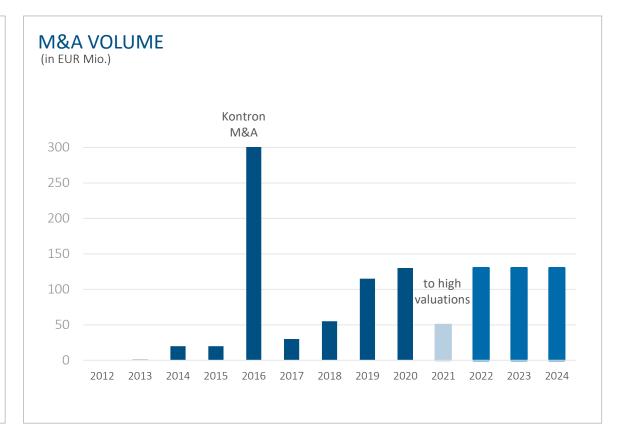
### **M&A STRATEGY**

### M&A is a core competence of S&T

- > Half of growth by M&A, half by organic growth
- > Key synergies:
  - > Cross-sell IoT Software to new customers
  - > Benefit from S&Ts efficient R&D: ~3700 FTE @ 40k/y cost
- Sufficient cash EUR 400 Mio. cash, unused credit lines, treasury shares and strong cash flow support -> no capital increase needed for Agenda 2023
- 2021 less acquisitions, S&T will not participate in current excessive valuations and wait for lower valuations

#### S&T M&A targets

- > Restructuring situations at low price (< 40% of Rev) but high synergies
- > Dilution in year 1 -> achieve 10% EBITDA in year 2
- > Regional focus: European Union, no risky countries (e.g. MD, RUS, BY)
- > Focus: IoT Europe; Opportunistic: IT Services and IoT America







### SUMMARY

### ACHIEVEMENTS

- > Revenue growth of 11.5% in Q2-2021 vs. Q2-2020
- > EBITDA growth of 10.2% in Q2-2021 vs. Q2-2020
- Strong order entry of EUR 810 Mio in H1/2021 (book to bill 1.35)



### TARGETS

- › Guidance 2021:
  - > Revenue > EUR 1.4 Bn. and EBITDA > EUR 140 Mio.
  - > EUR 2 Bn. Revenues at > 11% EBITDA in 2023
  - > 2030: Transformation to IoT Player, EBITDA > 15%
  - > Ongoing Working Capital improvement
- > MDAX membership

## RISKS

- > Chip shortage burdens delivery of products
- > US-Dollar development
- > Attract sufficient engineers to support growth



### **OPPORTUNITIES**

- > Leading technologies in the growing IIoT market
- > 5G connectivity for machines
- > Growth areas America + China

### APPENDIX S&T KEY FIGURES



2017	2018	2019	2020	6M 2021
882.0	990.9	1,122.9	1,254.8	600.6
315.0	346.5	407.5	455.8	223.1
35.7%	35.0%	36.3%	36.3%	38.8%
68.1	90.5	111.7	130.0	58.3
7.7%	9.1%	9.9%	10.4%	9.7%
47.9	67.3	67.2	81.7	31.8
29.4	48.5	49.1	55.6	20.5
9.8	14.5	12.4	14.0	13.6
101.8	52.7	29.5	20.3	-61.2
121.5	156.4	153.9	154.3	181.9
41.2%	43.3%	31.4%	32.8%	32.4%
44.9	35.5	83.4	140.8	-12.6
3,849	4,248	4,934	6,067	6,138
	882.0      315.0      35.7%      68.1      7.7%      47.9      29.4      9.8      101.8      121.5      41.2%      44.9	882.0990.9315.0346.535.7%35.0%68.190.57.7%9.1%47.967.329.448.59.814.5101.852.7121.5156.441.2%43.3%44.935.5	882.0990.91,122.9315.0346.5407.535.7%35.0%36.3%68.190.5111.77.7%9.1%9.9%47.967.367.229.448.549.19.814.512.4101.852.729.5121.5156.4153.941.2%43.3%31.4%44.935.583.4	882.0990.91,122.91,254.8315.0346.5407.5455.835.7%35.0%36.3%36.3%68.190.5111.7130.07.7%9.1%9.9%10.4%47.967.367.281.729.448.549.155.69.814.512.414.0101.852.729.520.3121.5156.4153.9154.341.2%43.3%31.4%32.8%44.935.583.4140.8

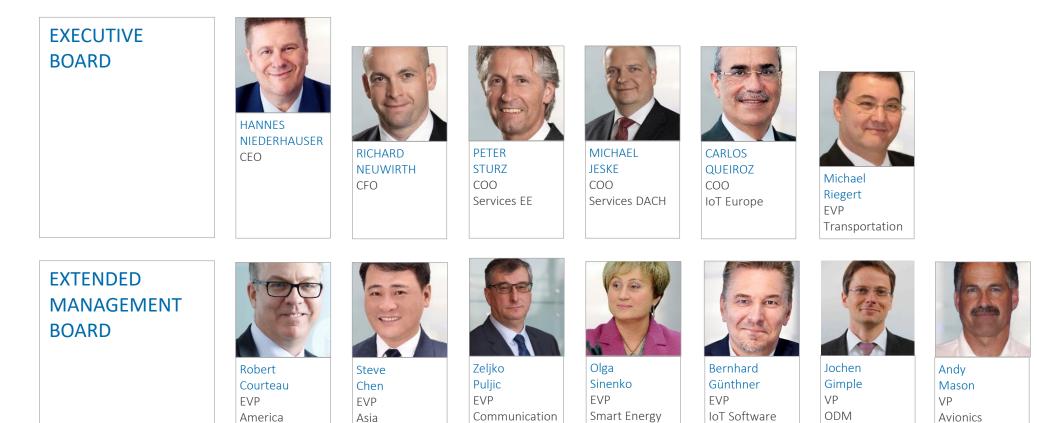
\* Definition EBITDA Interest Coverage Ratio: EBITDA divided by interest expenses (excl. interest expenses related to leasing liabilities according to IFRS 16)

\*\* Definition Net Cash: Cash and cash equivalents less non-current and current financing liabilities (excl. liabilities from leasing according to IFRS 16)

\*\*\* Definition Working Capital: Inventories plus trade receivables less trade payables (excl. IFRS 15 contract assets and liabilities)

### APPENDIX EXPERIENCED MANAGEMENT TEAM





Christoph

VP Technology

Neumann

For our M&A activities we are looking for interested interim managers to support the integration phase of companies.

### INCREASE TRANSPARENCY ADDITIONAL DISCLOSURES 2021



IN TEUR	EBIT ADJUSTMENTS Q2
13,914	STATED EBIT Q2
-363	Expenses stock options
-208	Damages to our property
639	Release variable purchase price S&T Smart Energy
600	Profit on sales of assets (building sold as part of space reduction)
-197	Voluntary paid Corona premium
471	ONE TIME PROFIT EFFECTS
3,979	R&D Capitalization
-3,402	R&D Amortization
577	IMPACT R&D CAPITALIZATION
12,866	ADJUSTED EBIT
-2,578	PPA Amortization
15,444	ADJUSTED EBIT BEFORE PPA

IN TEUR	INTEREST COSTS ADJUSTMENTS Q2
-2,450	STATED INTERST
-553	Application of WACC on variable purchase prices
-1,897	ADJUSTED INTEREST

IN TEUR	OP. CASHFLOW ADJUSTMENTS Q2
14,205	STATED OP. CASHFLOW
-1,704	Increase in A/R factored from 31.03.2021 to 30.06.2021
405	Cash effect from one time profit effects in Q2
12,906	ADJUSTED OP. CASHFLOW

ORGANIC GROWTH in TEUR	Q2-2020	Q2-2021
Stated revenue	268,595	306,490
M&A adjustment Iskratel		-22,623
M&A adjustment CITYCOMP		-8,829
M&A adjustment HCS, Axino	-3,467	
Closing adjustment KAD		+541
FX adjust		+7,492
ORGANIC GROWTH		4.2%

### INCREASE TRANSPARENCY ADDITIONAL DISCLOSURES 2021



ACCRUALS ANALYSIS P&L impact 2019 2020 H1-2021 Comment (in TEUR) TOTAL ACCRUALS 84,348 67,319 no Accruals added by acquisitions 57,651 \* 2,567 885 \* EUR 54 Mio. Kapsch no Accruals used via P&L -24,238 \*\* -21,600 \*\* \*\* EUR 32 Mio. Kapsch -6,453 no Accruals added via P&L yes 9,190 8,110 1,762 Accruals released via P&L -14,086 -2,202 -2,486 yes P&L impact by accrual changes Q2 isolated: -339 TEUR 4,896 -5,908 724

RECURRING REVENUES* (in EUR Mio.)	2019	in %	2020	in %	H1-21	in %
Recurring Revenues	288	25.6	344	27.4	154	35.2

\* Stated Recurring revenues include Software, SLAs and maintenance (not Hardware sold with SLA, info to come 12/2021)

GEOGRAPHICAL SPLIT Q2-2021 (in %)	Revenue	EBITDA
Europe	83.1%	93.9%
North America	8.1%	-0.6%
Asia	4.7%	4.1%
rus/by/md	4.1%	2.7%



### ESG IMPROVEMENTS & GOALS – 2020,2021 AND BEYOND



### (==)

COMMUTE & TRAVEL

Promotion of train travel, videoconferencing and Home-office work



#### **PROMOTION OF CLEAN TECHNOLOGIES**

Expansion of renewable energy usage, e.g. own photovoltaic systems



#### STEP-BY-STEP ESG PLAN

3 years plan to coordinate ESG topics on group level, clear target to improve ESG Ratings (MSCI to at least BBB).



#### HUMAN DEVELOPMENT More Information on employee development programs

#### DIVERSITY



continue to increase share of women in S&T management positions from 21.6% up to 25.6% equaling the current gender distribution in S&T, new female SVB member

#### IMPROVED COMPLIANCE **TRAINING SYSTEM**

Group-wide online compliance training tool to be implemented in 2021



#### AUDIT COMMITTEE

increased audit committee independency since June 2020

# €

#### E REMMUNERATION **STOCK OPTON PLAN &**

New Stock Option Plan for broad employee base established, further initiatives to secure on fair and equal remuneration planned (including new targets/MTI)

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#### COMMUNICATION

Intensify communication with "Kleinaktionären", e.g. new shareholder website was set up

Continuous Improvement Process

Implementation Stage III

Preparation Scope I and II Reporting expansion ESG-Goal extension ESG-Risk assessment Update Materiality Analysis	Evaluation ESG-Goals Implementation Stage II Improved reporting according to recognised ESG standards
	Stakeholder Dialog

Steps 2021

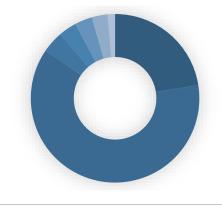
**Steps 2022** 

Finalization

### APPENDIX THE S&T SHARE - TECDAX<sup>®</sup> & SDAX<sup>®</sup> MEMBER; TARGET: MDAX<sup>®</sup>

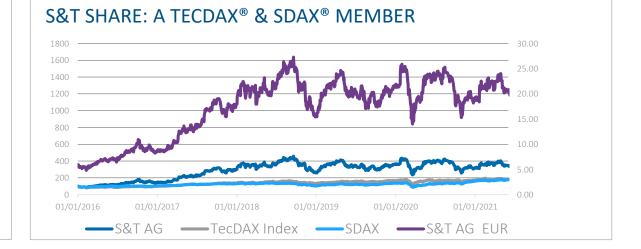


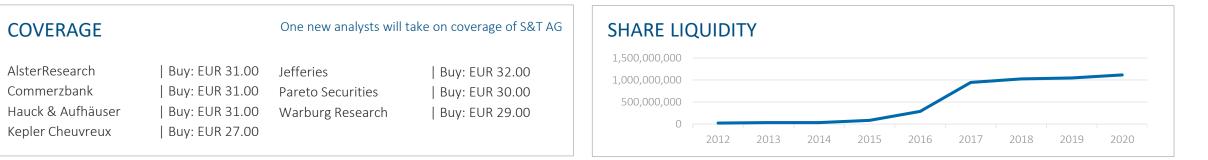
#### SHAREHOLDER STRUCTURE



#### Ennoconn Corporation - 26.61%

- Freefloat 73.4% includes as follows:
- Allianz Global Investors GmbH 4.96%
- BNP Paribas Asset Management 4.06%
- Ninety One SA (Pty) Ltd 3.99%
- S&T Treasury Shares 3.56%
- S&T Management 1.70%





SBP I 2021 to purchase max. EUR 10 Mio. with a maximum price of EUR 22.50 per share on track with EUR 7.9 Mio. spent SBP might be extended in autumn 2021

### DISCLAIMER



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