

S&T Serbia

**we
love
IT**

S&T is the leading regional provider for IT solutions and services:

- for telecommunications, banking, manufacturing and government
- in 20 countries in CEE
- at more than 80 local offices; 13 offices in ex Yugoslavia, 2 in Serbia
- with 3100 employees, more than 100 in Serbia

S&T is the largest IT company in the Adriatic region, and one of the Top 3 solution providers and system integrators in Serbia

S&T Mission



S&T is the leading IT company in CEE and D-A-CH, developing its presence in Asia. We provide entire IT strategies, business processes and systems for large and medium enterprises.

We change / run the IT for and with our customers based on the excellent industry and technology skills of our employees.

Our employees have fun to work for S&T and we provide them growth paths for a long lasting and valuable cooperation. We are a preferred employer in the IT industry in our region.



We will extend our leading position in IT consulting, solutions and services in the CEE / D-A-CH / Asia region serving international and local customers.

We double our business in this fast growing IT market by organic growth and M&A. We also search for strong partnerships beyond our region on the way to a global player

We are known industry experts in manufacturing, banking, insurance, retail, distribution and of course in IT technology.

Our profitability is in line with our peer-group causing a significant upside in share price. Our EBIT grows significantly faster than the Revenue.

Company History [1/2]

1993 Founding of S&T Slovakia, S&T Bulgaria and S&T Ukraine

1994 Founding of S&T Romania

1995 Founding of S&T Moldavia

1996 Founding of **S&T Yugoslavia**

1998 - 2001 Period of war and sanctions in Serbia, S&T continues to operate in the country, serving the customers' basic needs

1999 Founding of S&T Hungary

Purchase of Hermes Plus with subsidiaries in Slovenia, Croatia, Bosnia and Herzegovina, Macedonia

2000 Purchase of Largo Systems in Poland

Founding of S&T International in Russia

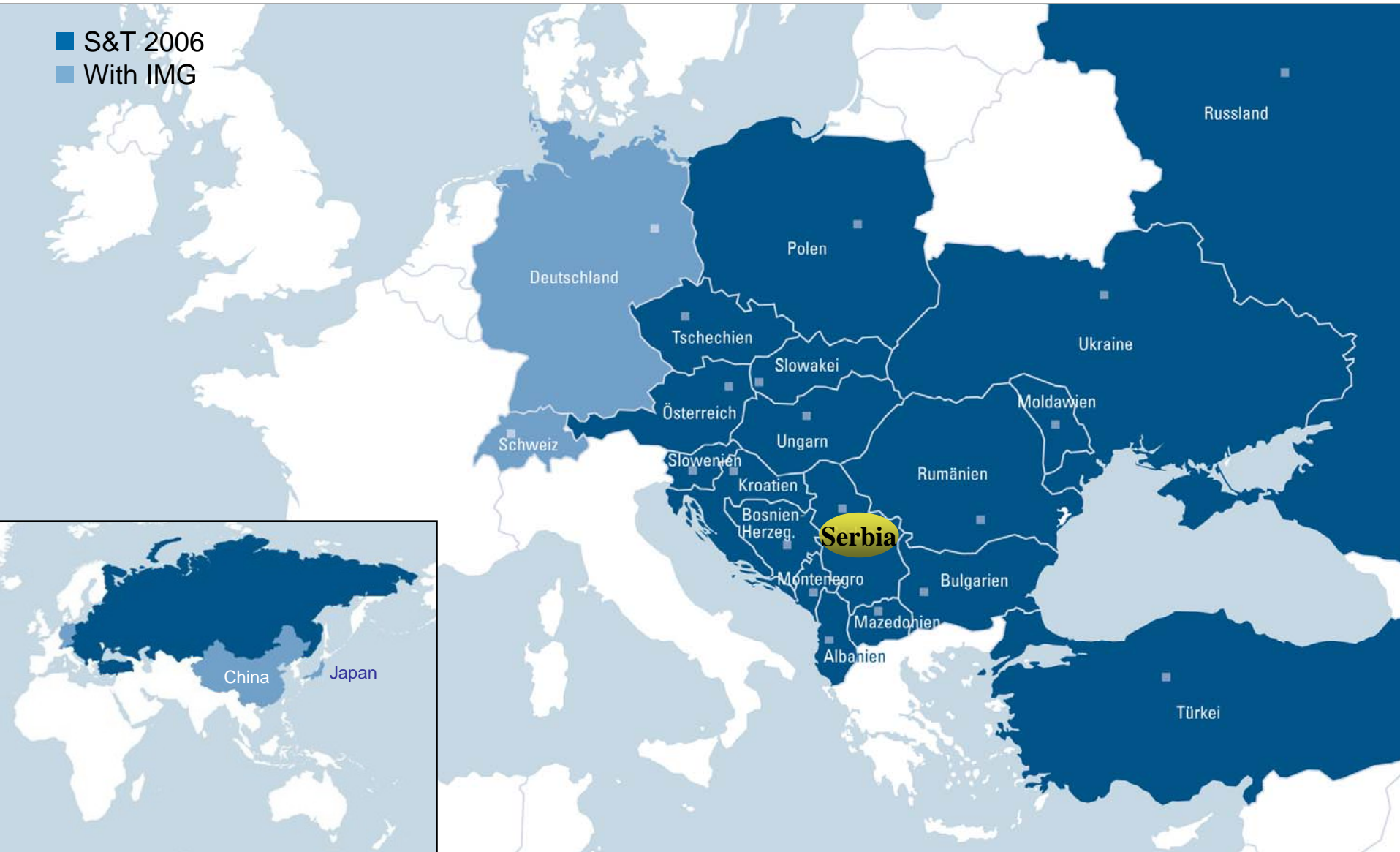
2001 Purchase of Neos Computer in The Czech Republic

Company History [2/2]

- 2002** Expansion into Latvia and Montenegro, Acquisition of Protek in Turkey
Acquisition of **EKI Soft** in **Serbia**
- 2003** S&T acquires Fujitsu Services subsidiaries in 6 countries
Change to Vienna Stock Exchange (11 April 2003)
- 2004** Acquisition of **ITS Intertarde** in **Serbia**, Slovenia and Croatia
establishment of branch office in Novi Sad
- 2005** Purchase of **SITO** in **Serbia**
Acquisition of T-Systems DSS and Computacenter in Austria
- 2006** Acquisition of Grall Group in The Czech Republic
Best business year in the history of the company and
operation in **Serbia** (Rev. 56% and Ebit 44% growth)
- 2007** Acquisition of IMG - The Information Management Group
Change of name **S&T Yugoslavia** into **S&T Serbia** and full
company integration and consolidation

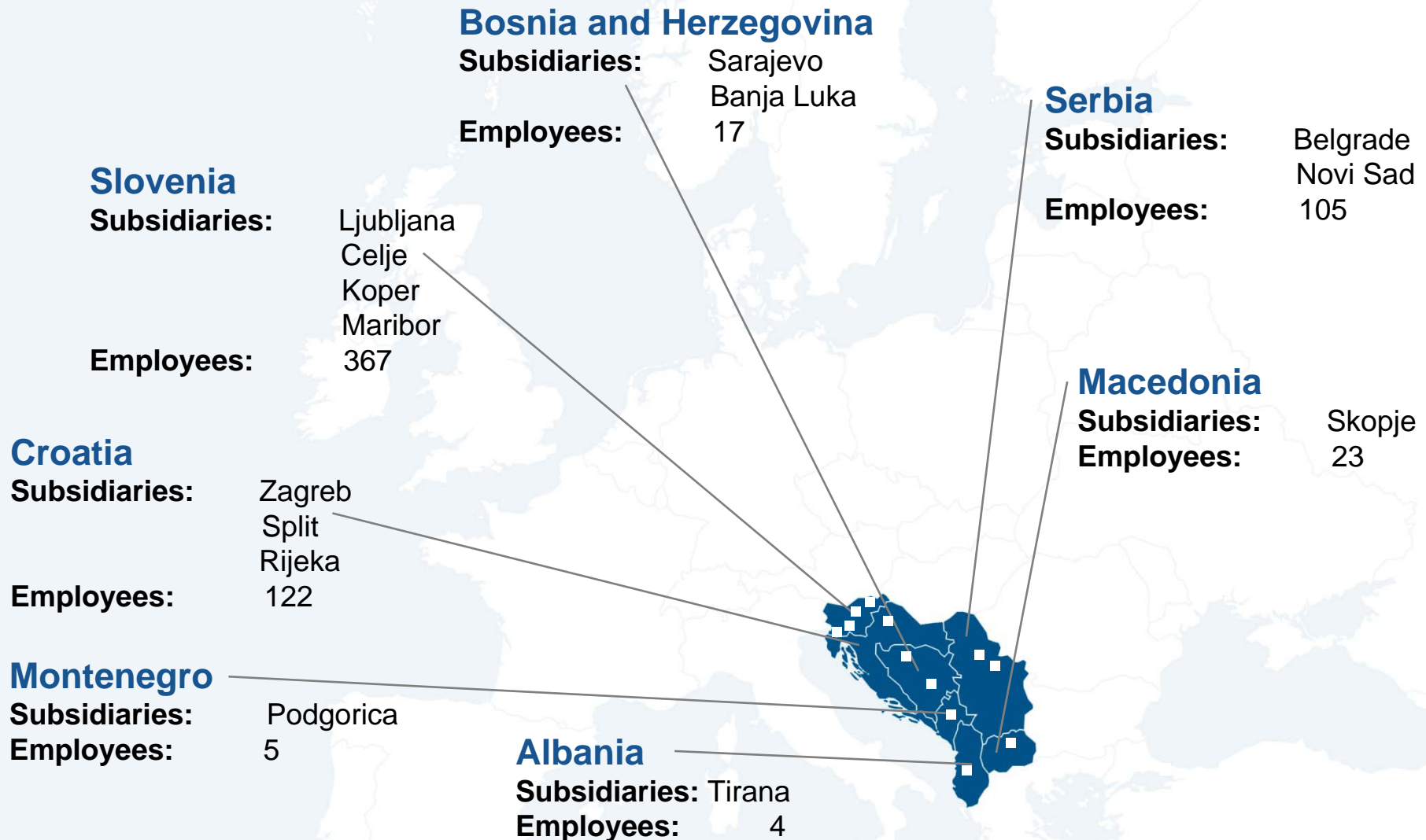
Geographic presence

- S&T 2006
- With IMG



Subsidiaries in Adriatic region

Employee: Full Time Equivalent End of Year 2006



Global, regional or local ?

➤ **Global**

- First class vendors and technology transfer

➤ **Local**

- Deep understanding of the client's business and needs
- Personal contacts
- Better adjustment to local government rules, business practice and cultural norms

➤ **Regional**

- Businesses can be easily expanded across borders in the region
- Expertise in various countries throughout the region are pooled

Why S&T?

We are delivering **IT** services and solutions based on

highest quality **Global** technology standards,

focusing on **Local** customer needs,

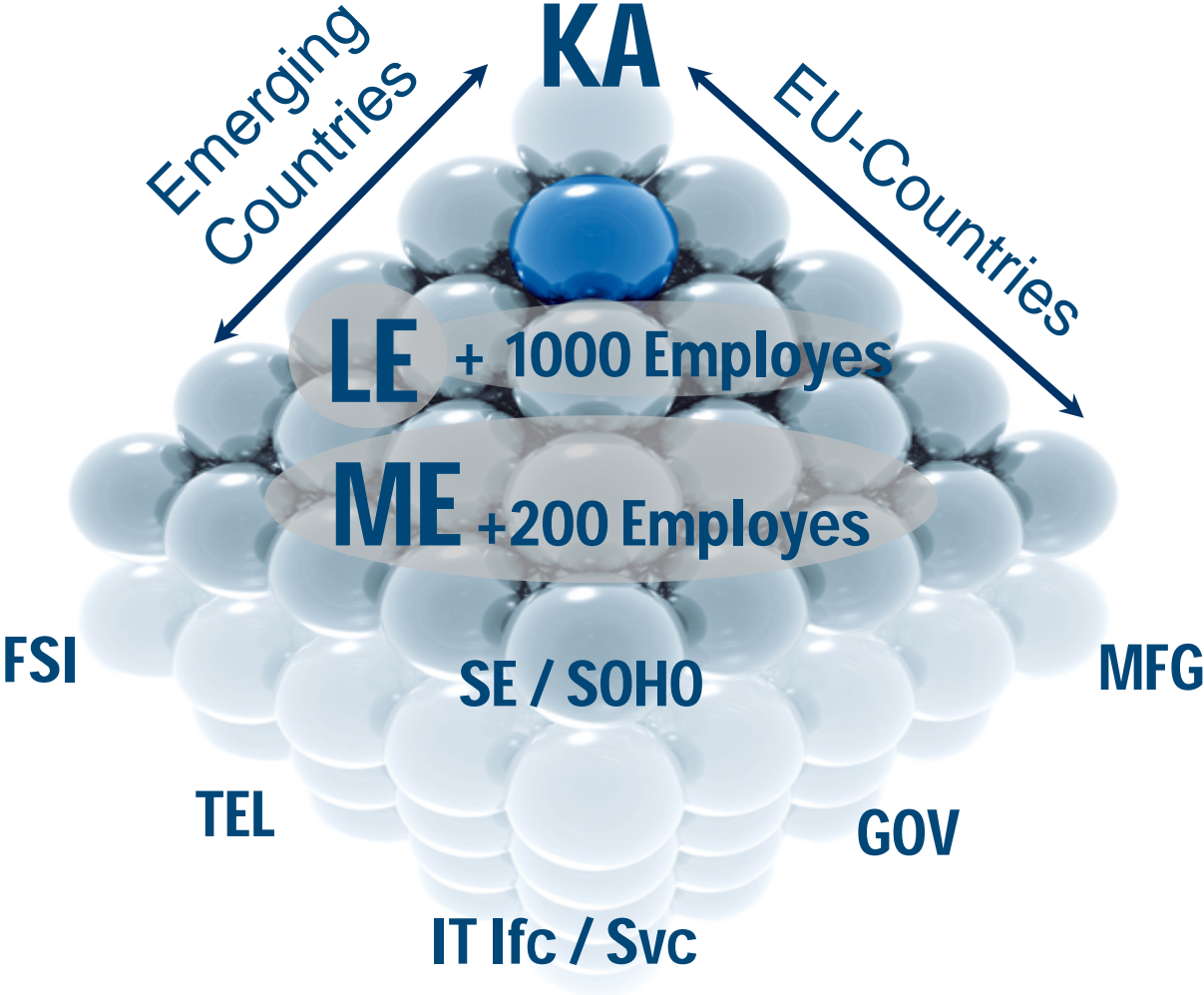
applying **Regional** experience and know-how

on truly coordinated basis!

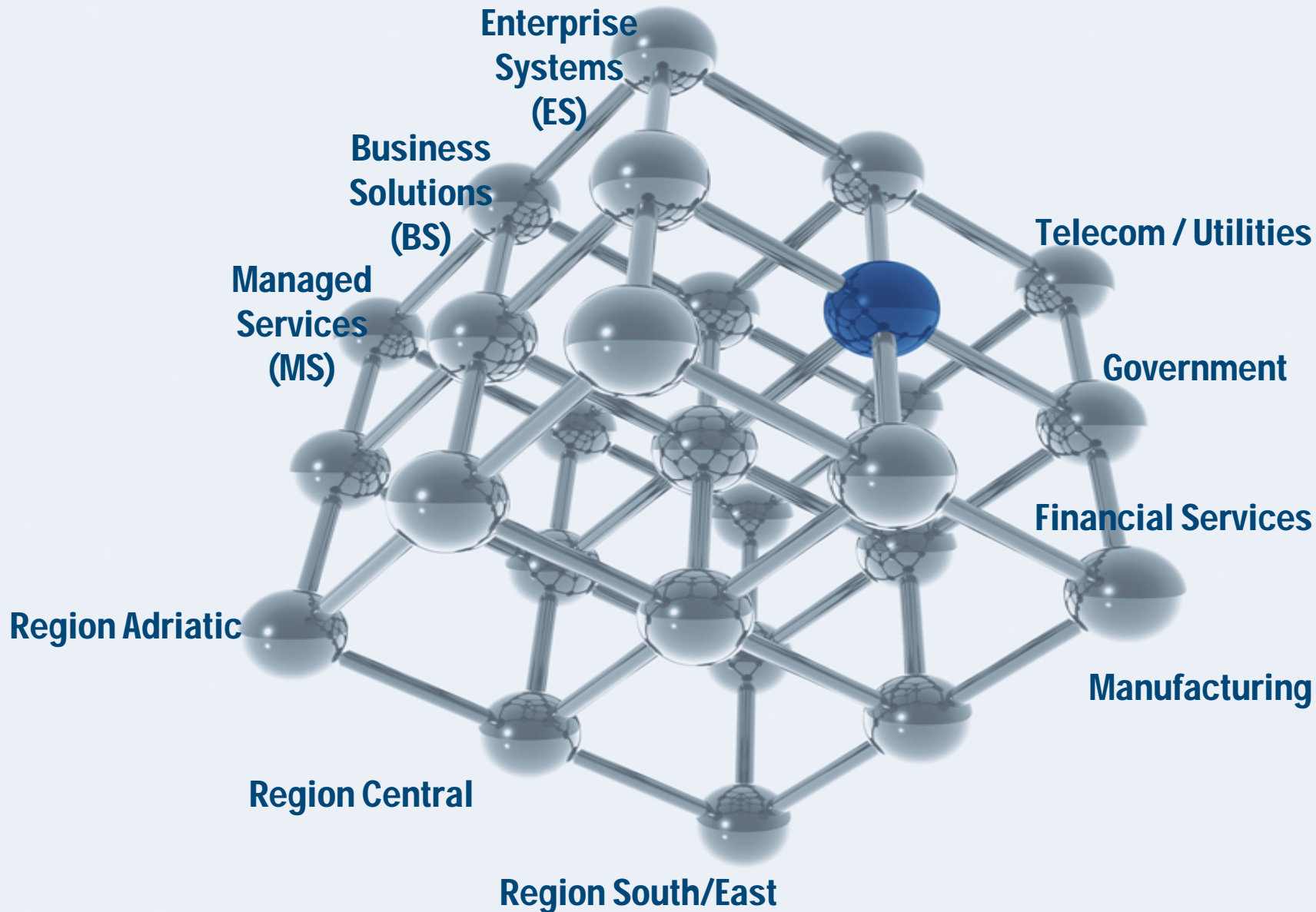
Core Business Divisions

Plan / Design	Build	Operate / Maintain
Business Solutions (BS)	Enterprise Systems (ES)	Managed Services (MS)
<ul style="list-style-type: none">• ERP Enterprise Resource Planning• Mission Critical Applications / Implementation / Integration• Software Development• Industry specific solutions• Business Intelligence, Document Management, Data Ware House	<ul style="list-style-type: none">• Data Centre / Computing• Information Lifecycle Management• Business Continuity / Disaster Recovery• Security (Information Security, System Security, Consulting & Audits)	<ul style="list-style-type: none">• Hardware / Software Support (24/7)• Application Outsourcing• IT Service Management• System Management• Desktop Managed Services

Go to Market Model



S&T Business Model



Business Solutions and Services

Within the business unit Business Solutions, we provide the entire spectrum of support for customers, from analysis and individual consulting to implementation and launch of complex IT projects, in line with our motto “We improve IT”



Financials

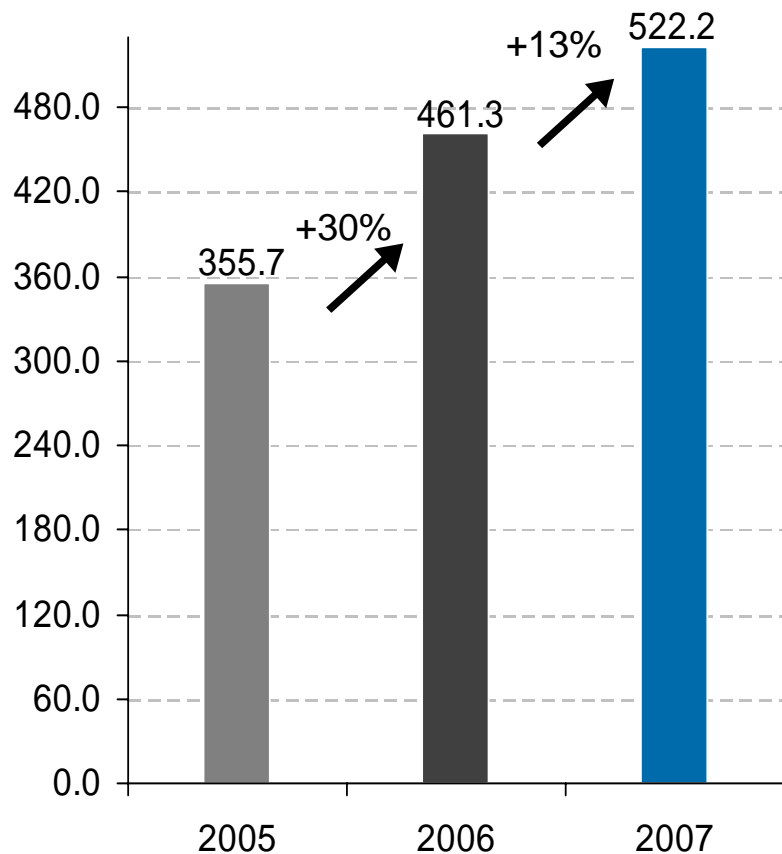


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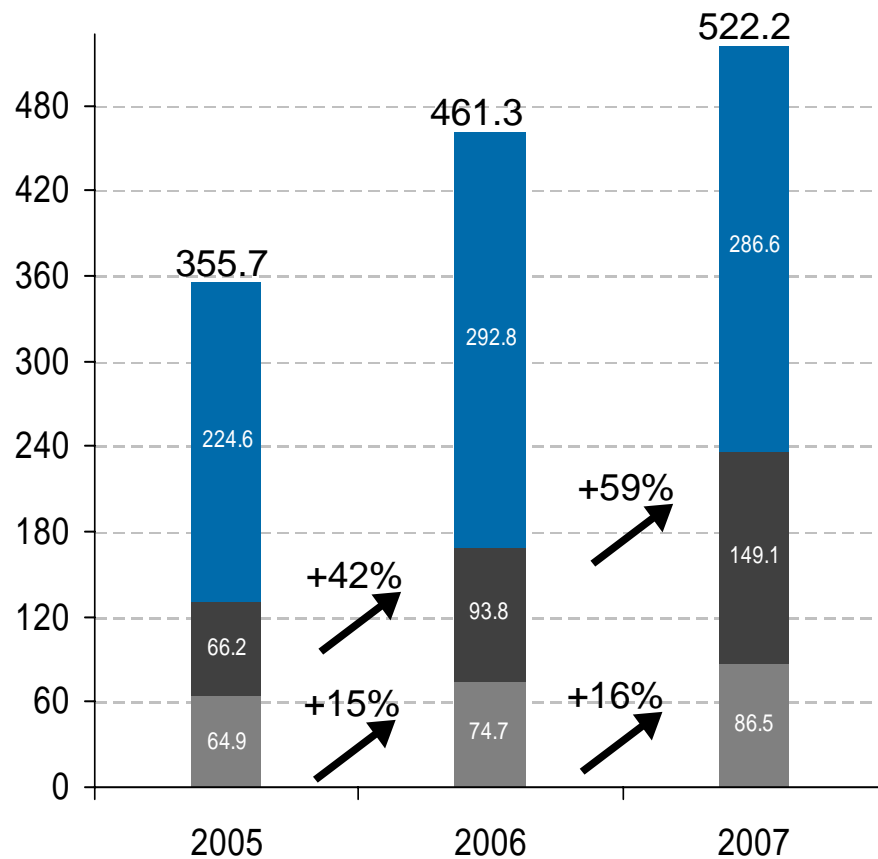
Sales record: EUR 500 million mark surpassed

Growth engines: IT Consulting and Services

**Total sales
in million EUR**



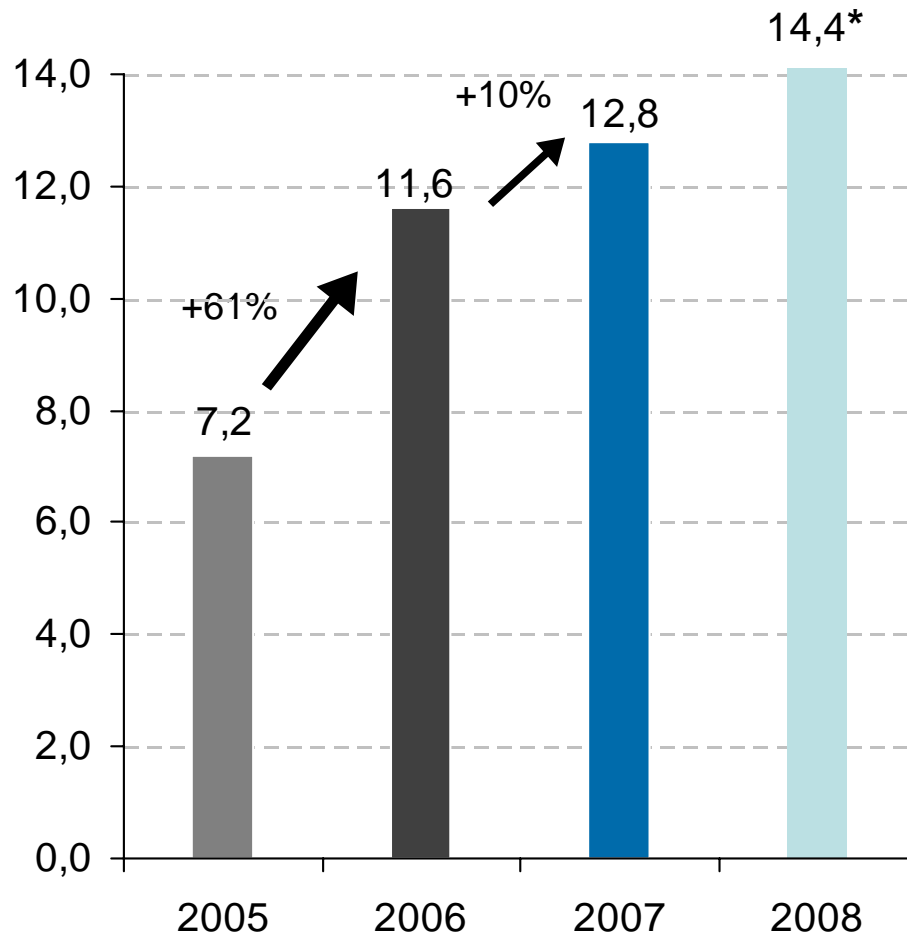
**Sales per business unit
in million EUR**



■ Managed Services ■ Business Solutions ■ Enterprise Systems

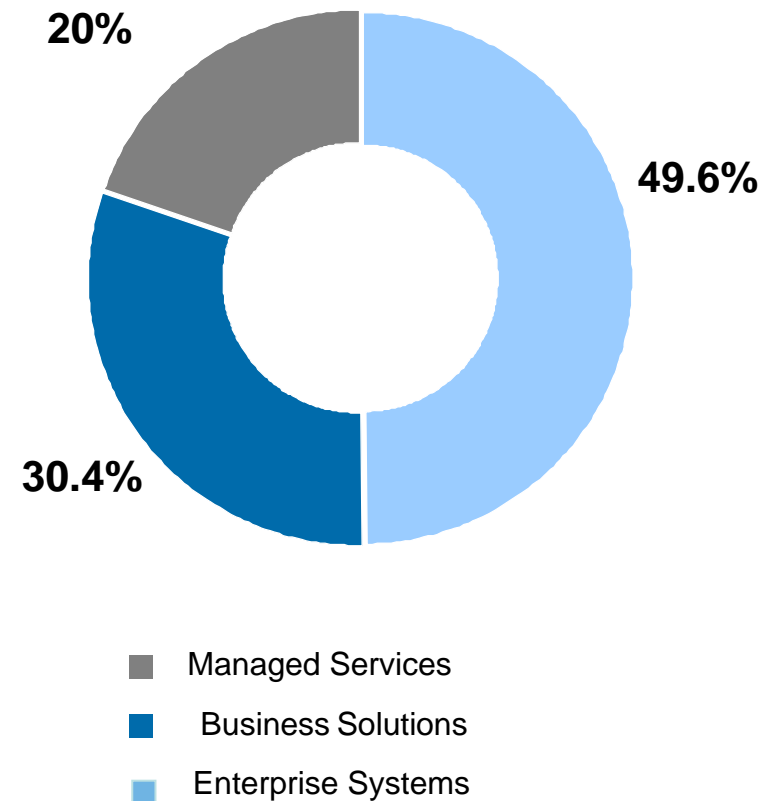
Sales in EUR million for S&T Serbia

Total sales



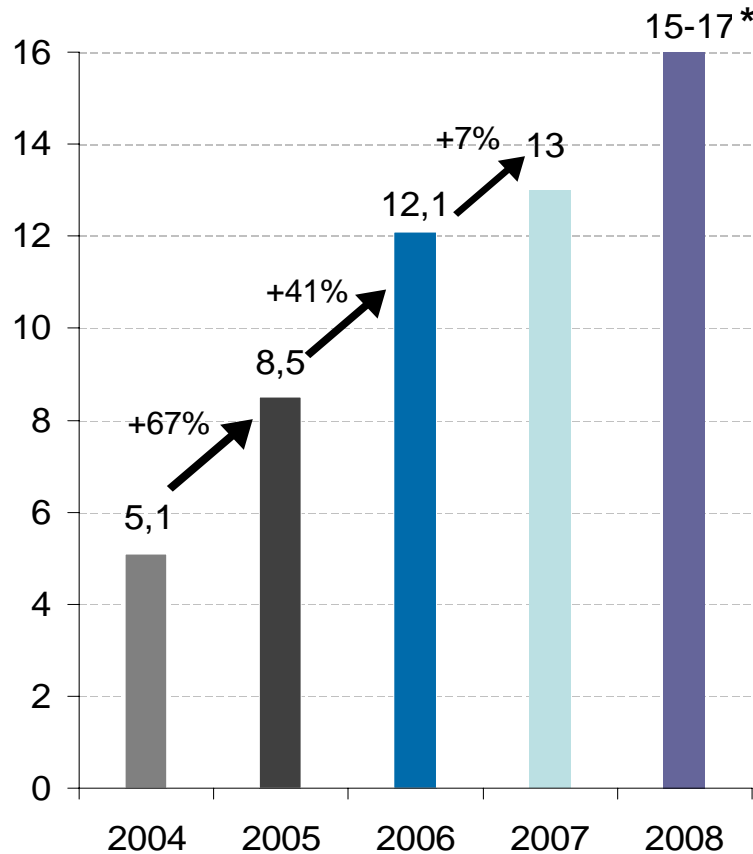
*planned

Sales by business segment in 2007



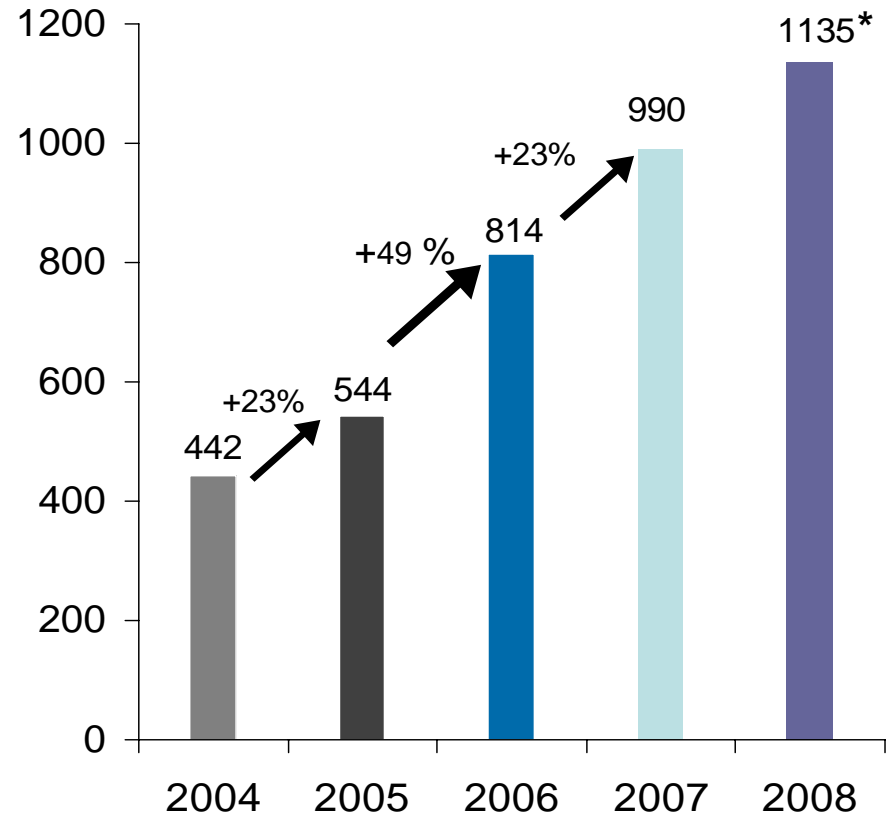
EBIT in EUR

EBIT S&T AG



In EUR mil.

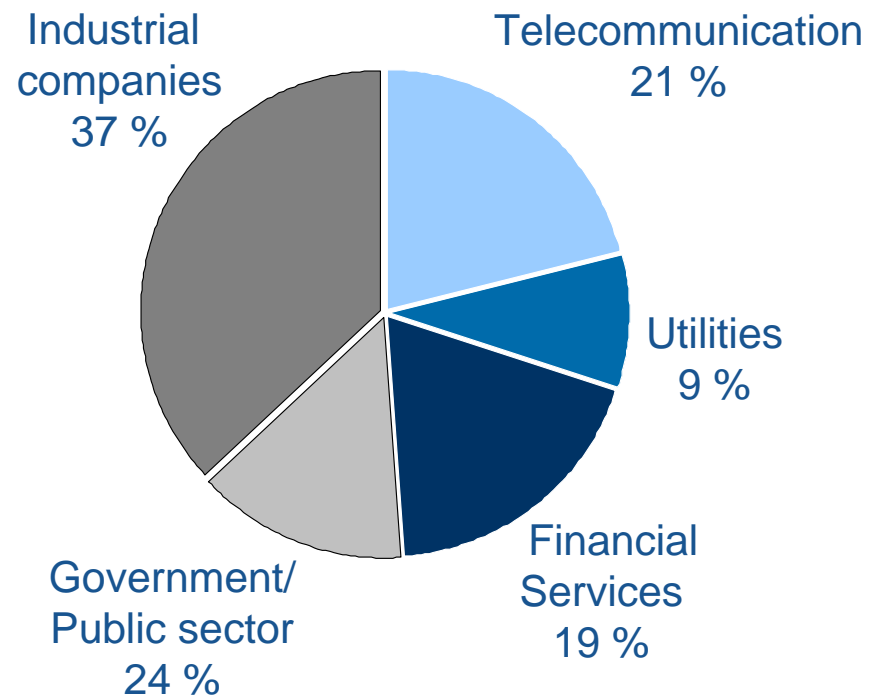
EBIT S&T Serbia



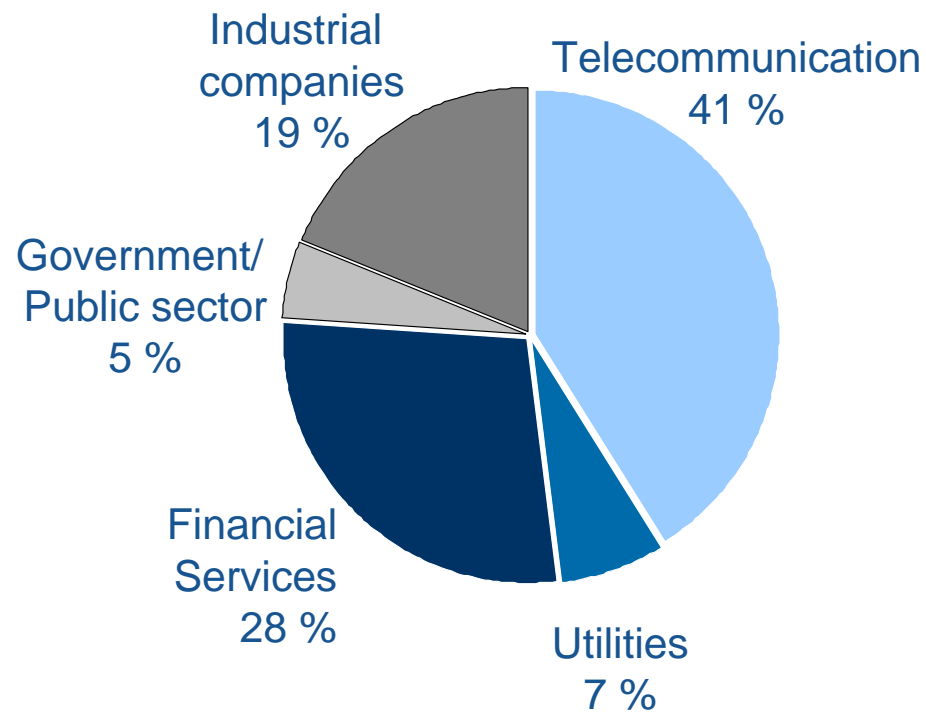
In EUR 000

* planned

S&T AG

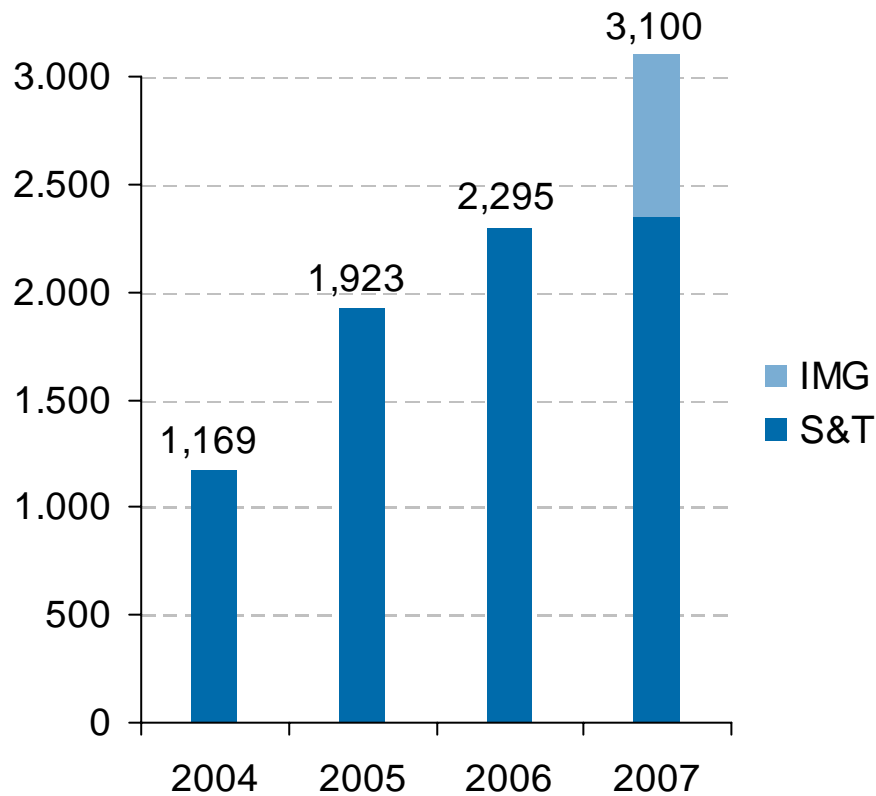


S&T Serbia

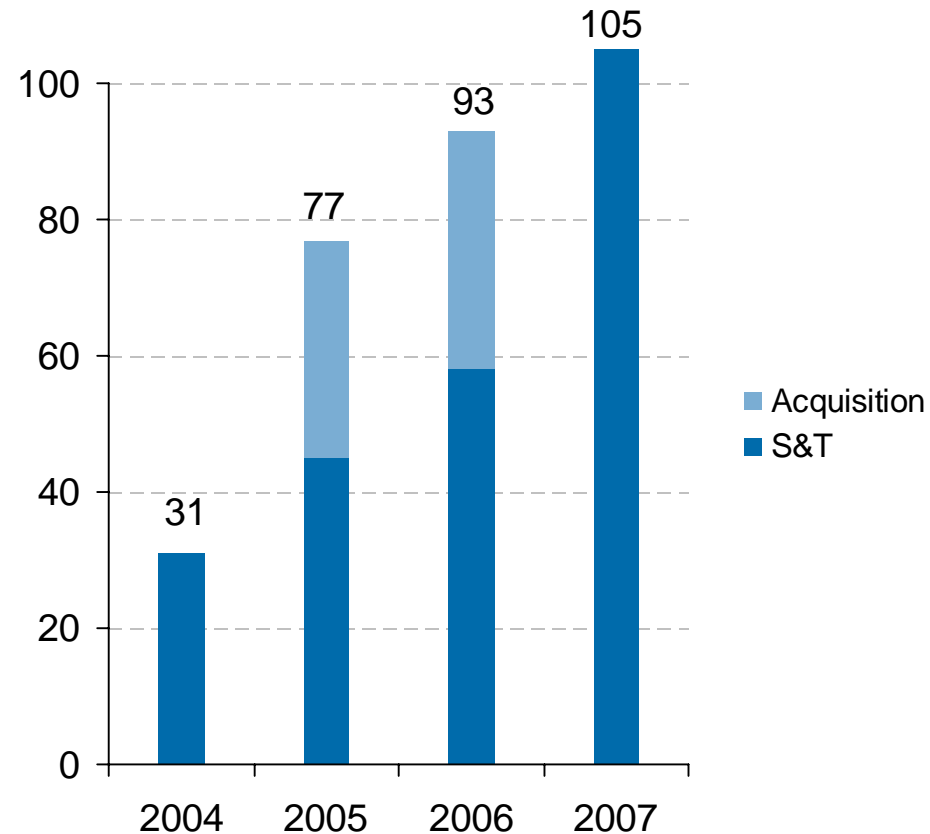


Full Time Employees

S&T AG



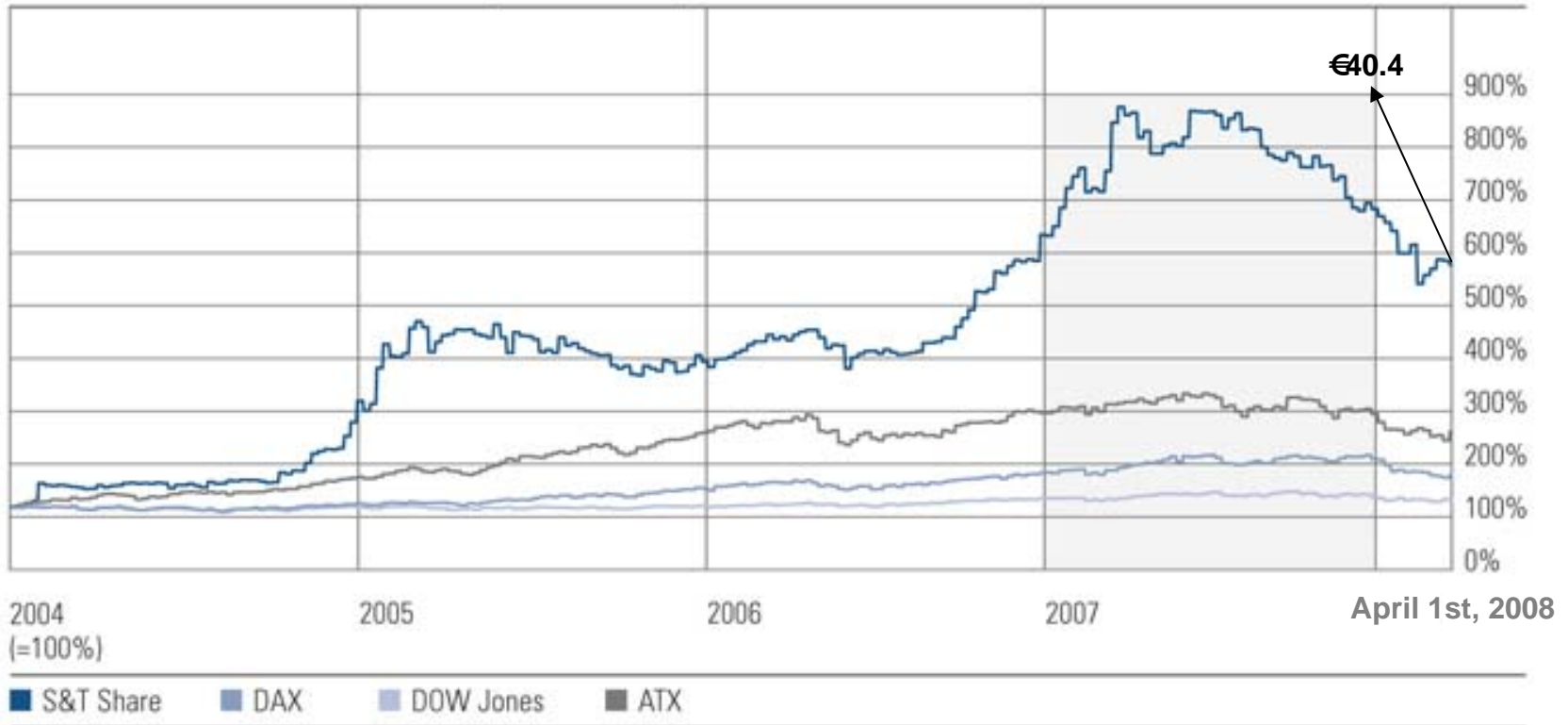
S&T Serbia



2007 Share price performance: +18%

Market capitalization increased to EUR 167 million

SHARE PRICE DEVELOPMENT (SINCE 2004)



Partners & References



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S&T Partners

S&T maintains strategic partnerships with leading technology manufacturers.

Business Solutions:



Enterprise Systems:



We Secure the Internet.



Selected IT References

Serbia

CEE /Adriatic Region

Telecom / Utilities

Telenor
Telekom Srbija
Telekom Srpske
Public enterprise of PTT
Communications "Srbija"
VIP Mobile
SBB

Bulgarian Telecom
Croatian Telecom
VIPNet, Croatia
T-Mobile, Croatia
Pannon GSM, HU
Romanian Telecom
Vodafone Romania
Slovak Telecom
Slovenian Telecom
SI Mobil, Slovenia
Pro Monte, Montenegro
BH Telekom, Bosnia
Mobis, Republic of Srpska
Mobimak, Macedonia
Megafon, RU
Tiscali Czech Republic
Kyivstar GSM, Ukraine
Ukrainian Mobile Communications
MTS, RU

Manufacturing

Elektrosrbija

Financial Services

Electric Power Industry of
Serbia

Government/Public Sector

Electro Distribution
Company of Belgrade
Belgrade's Water Supply
Systems
OMV
NIS
Lukoil

Selected IT References

Serbia

CEE

Telecom / Utilities

Manufacturing

Financial Services

Government/Public Sector

Metalac
Soja Protein
Dijamant Zrenjanin
Direct Trade (BAT)
Milsped
PNM- Politika Newsp. Mag.
Si&Si company
Rauch
West Pharm. Services
Jugohemija
Hemofarm
ICN Galenika
Intermol
Farmalek
Knauf
Mostogradnja

Mercedes-Benz, Turkey
Pfizer, Turkey
Volkswagen, Slovakia
Mondi Business Paper SCP,
Slovakia
Nowaco, Czech Republic
Kolektor, Slovenia
Merkur, Slovenia
Droga, Slovenia
Lura, Croatia
Petrom, Romania
Telefonika Kable, Poland
Danone, Romania

Selected IT References

Serbia

Telecom / Utilities

Alpha Bank
Postal Saving Bank
EFG Eurobank
Findomestic Bank
Banca Intesa
Komercijalna Banka
National Bank of Serbia
Raiffeisenbank
Wiener Stadtische
National Bank of Greece
Volksbank
AIK Bank
UniCredit Bank
Delta Generali insurance
A Bank
Erste Bank
Western Union
Diners Club International

Manufacturing

Financial Services

Government/Public Sector

CEE /Adriatic Region

Hypo Alpe Adria Bank Slovenija
Raiffeisenbank, BiH, Ukraine
Kärntner Sparkasse, Slovenia
Nova Ljubljanska Banka,
Slovenia
HVB, Bosnia and Herzegovina
National Bank, Ukraine
National Bank ,Macedonia
Privredna Banka Zagreb, Croatia
Komercni Banka, Slovakia
Komercijalna Banka,Macedonia
Alpha-Bank Romania, Russia

Selected IT References

Serbia

CEE /Adriatic Region

Telecom / Utilities

Mihajlo Pupin Institute
Ministry of Science
Ministry of energetic
Serbian State Lottery
Ministry of Internal Affairs
Customs Administration
Privatization agency
European Agency for
reconstruction (EAR)

Government Leningrad
Region, Russia
Ministry of Public Finance,
Romania
Slovak Academy of Science
Slovenian Army
Ministry of Interior,
Macedonia, Moldova
Ministry of Construction,
Turkey

Manufacturing

Financial Services

Unicef
UNDP
Army of Serbia
US Embassy
Austrian Embassy
FoNet – Newspapers Agency

Ministry of Health Romania
Ministry of Information
Development, Moldova
Polish Police, Poland
Boarder Guard, Poland
Maritime Authority, Malta

Government/Public Sector

Selected International Customers in Serbia

Telecom

Telenor
Top Net (Mobil com)
SBB

Utilities

OMV
Lukoil-Beopetrol

Public Sector

EAR
UNDP
Unicef
US Embassy
Austrian Embassy

Manufacturing

Direct trade (BAT)
Coca Cola HBC
Rauch
Carlsberg
West Pharm.Services
Hemofarm
Knauf
Watz

Financial Services

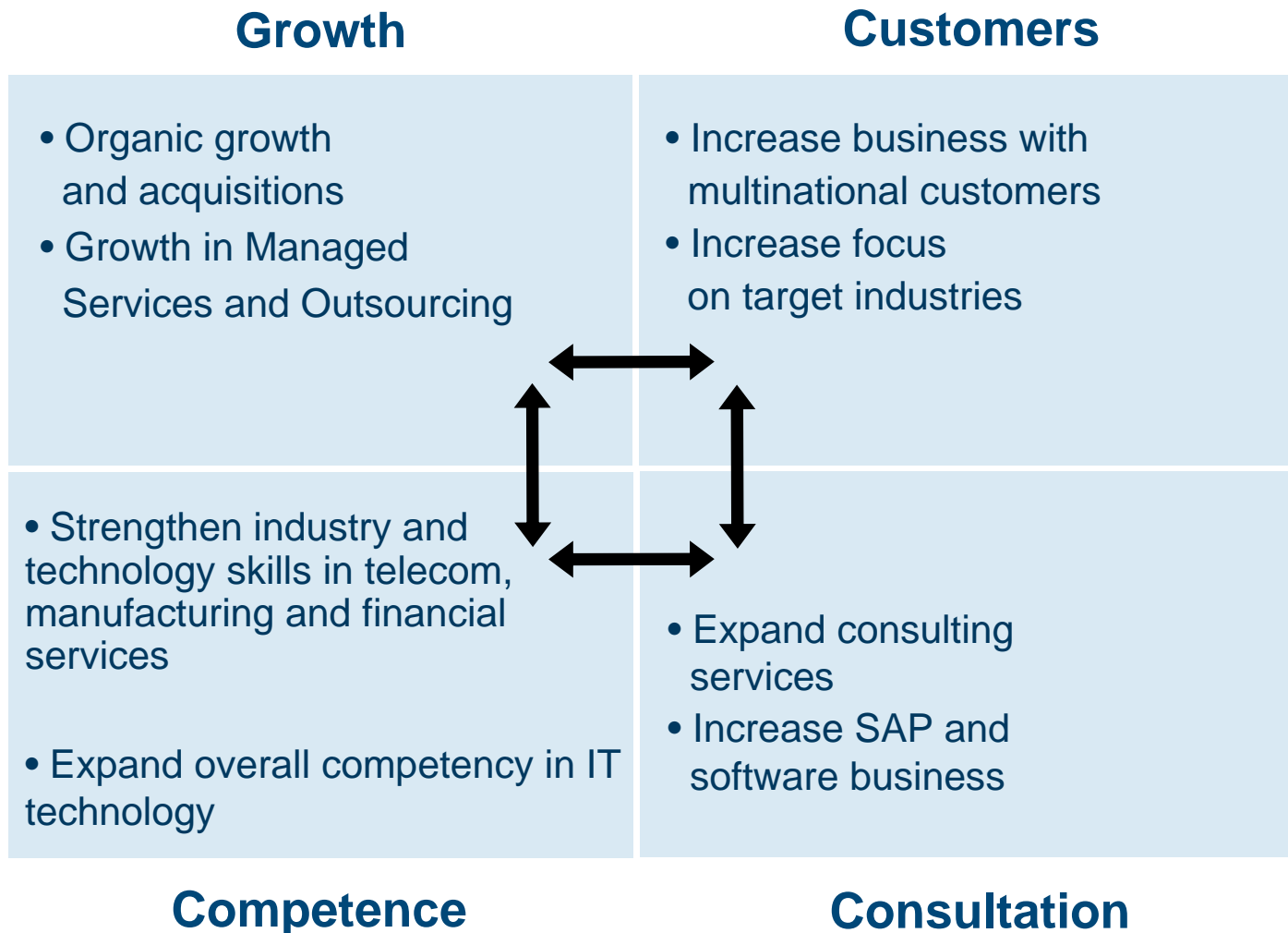
Raiffeisenbank
Diners Club International
Wiener Stadtische
Alpha-Bank
Findomestic Bank
National Bank of Greece
Volksbank
Banca Intesa
Piraeus-Atlas Bank
Erste Bank
HVB Bank
EFG Eurobank
LHB Bank

S&Trategy



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Strategic focus 2008



Positioning 2008 - 2010

- Strategy consulting

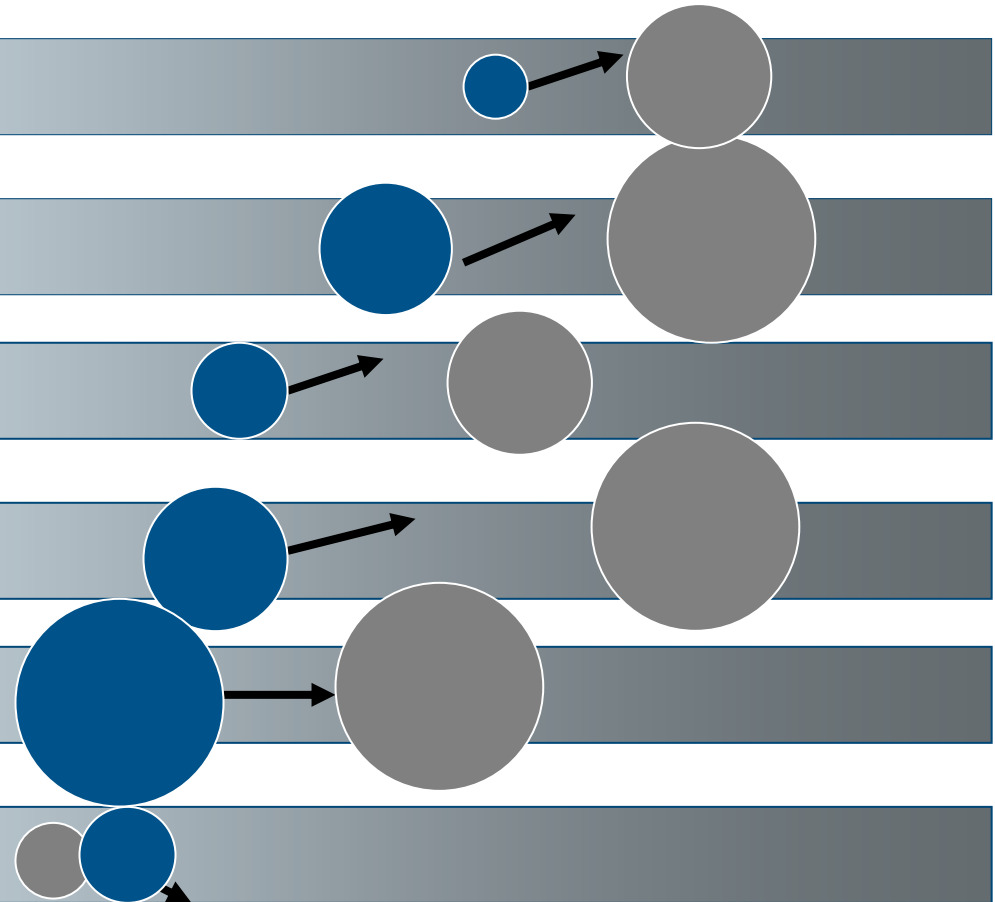
- Business processes

- Software development

- Infrastructure services

- Value infrastructure

- Volume infrastructure



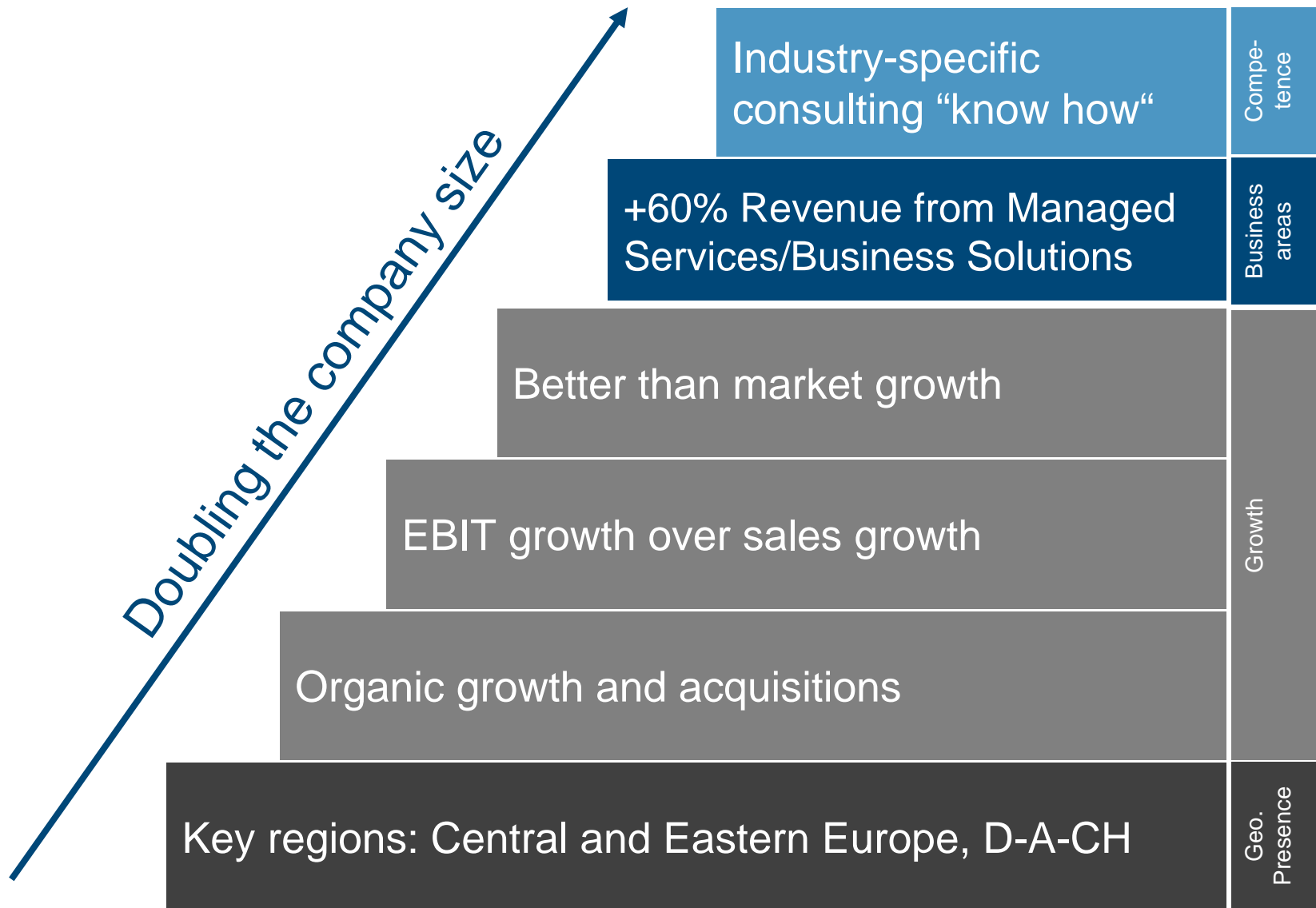
2007

2010

Development: volume and importance



S&T ... Strategy 2010



Thank you very much!

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