

# FISCAL YEAR 2002



**REALTECH AG**

**March 20, 2003**

**Hotel Steigenberger Frankfurter Hof**

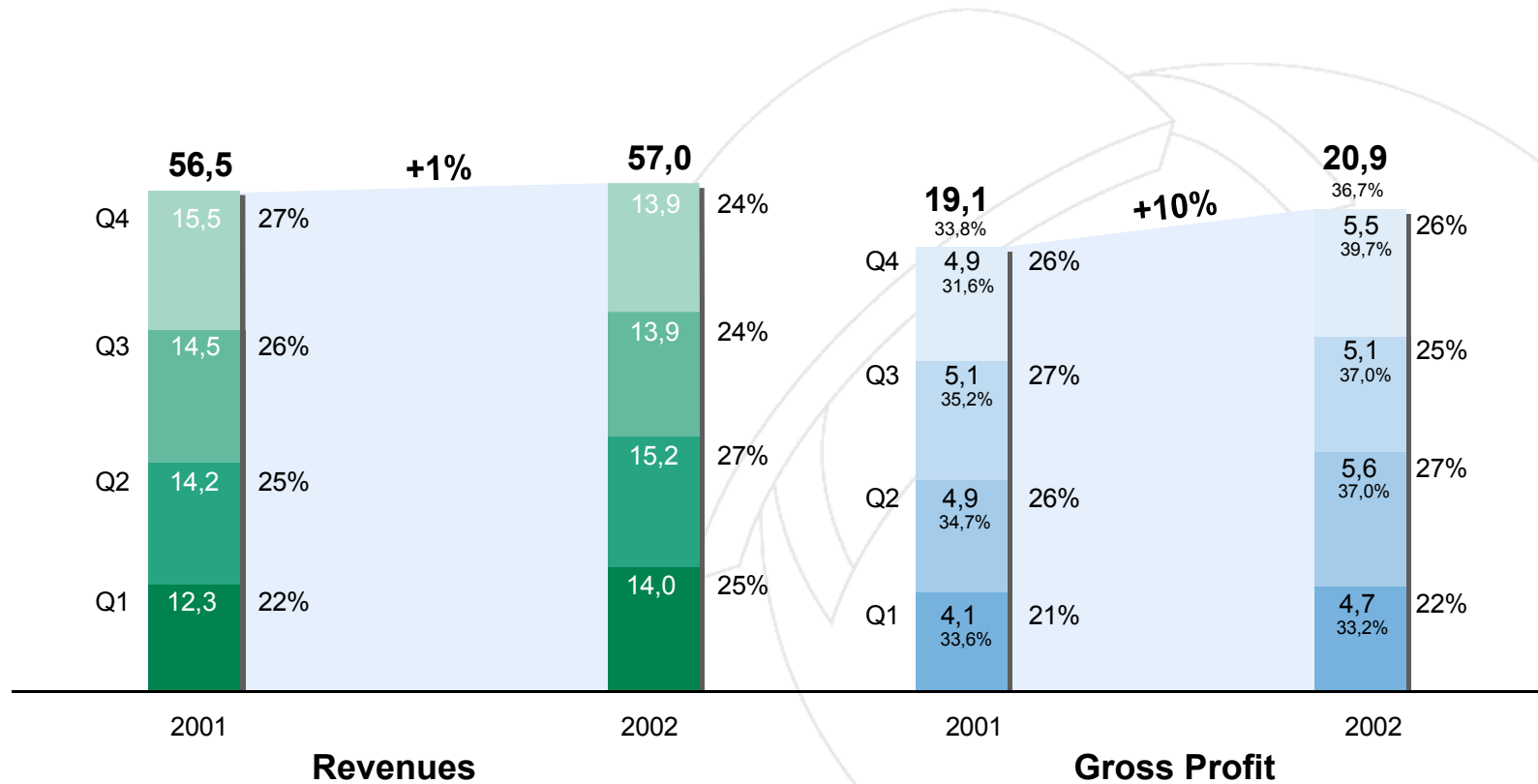
## ■ ■ 2002 – A Year of Strengthening

- Product portfolio extended
  - theGuard! SystemManagementPortal
  - theGuard! ServiceLevelAnalyzer
  - New releases of theGuard! suite (e.g. NetworkManager, Helpdesk)
- International presence increased
  - Partnerships and cooperations in Europe, Asia and Central America
- Well-known customers enhanced and added
  - AstraZeneca, Bauer-Verlagsgruppe, Freudenberg, Stihl, Heineken España, ...
- Sales worldwide intensified

## ■ ■ 2002 – A Year of Strengthening

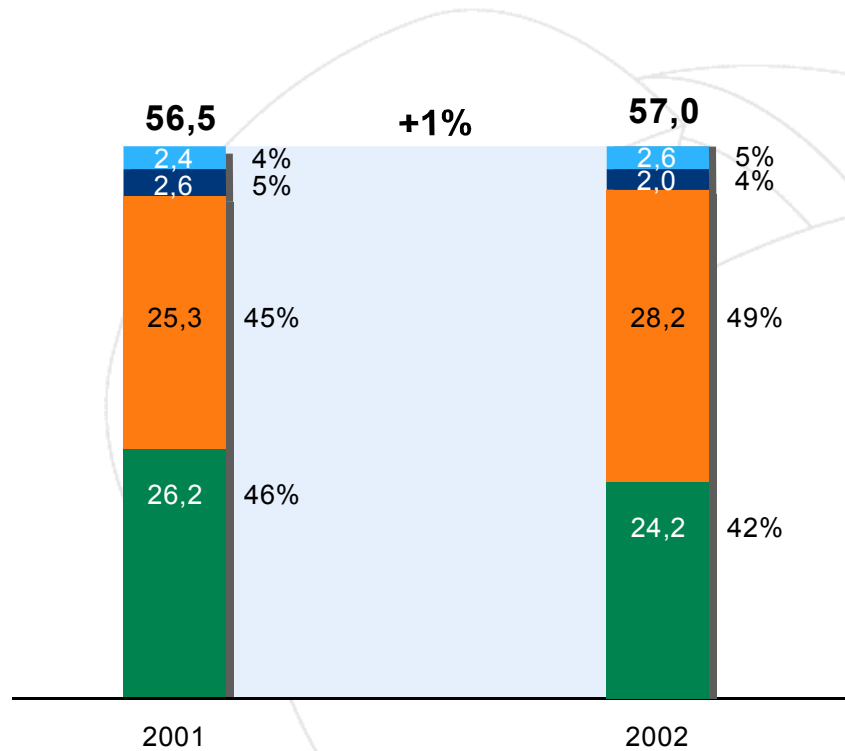
- Group revenues up to 57 Mio. EUR
- Software sales with a 45 % increase
- Consulting stabilized in spite of a decrease by 4 %
- Positive net income
- Boost in cash flow and net cash and cash equivalents

## Revenues (Mio. EUR) – Gross Profit (Mio. EUR / in % of Rev.)

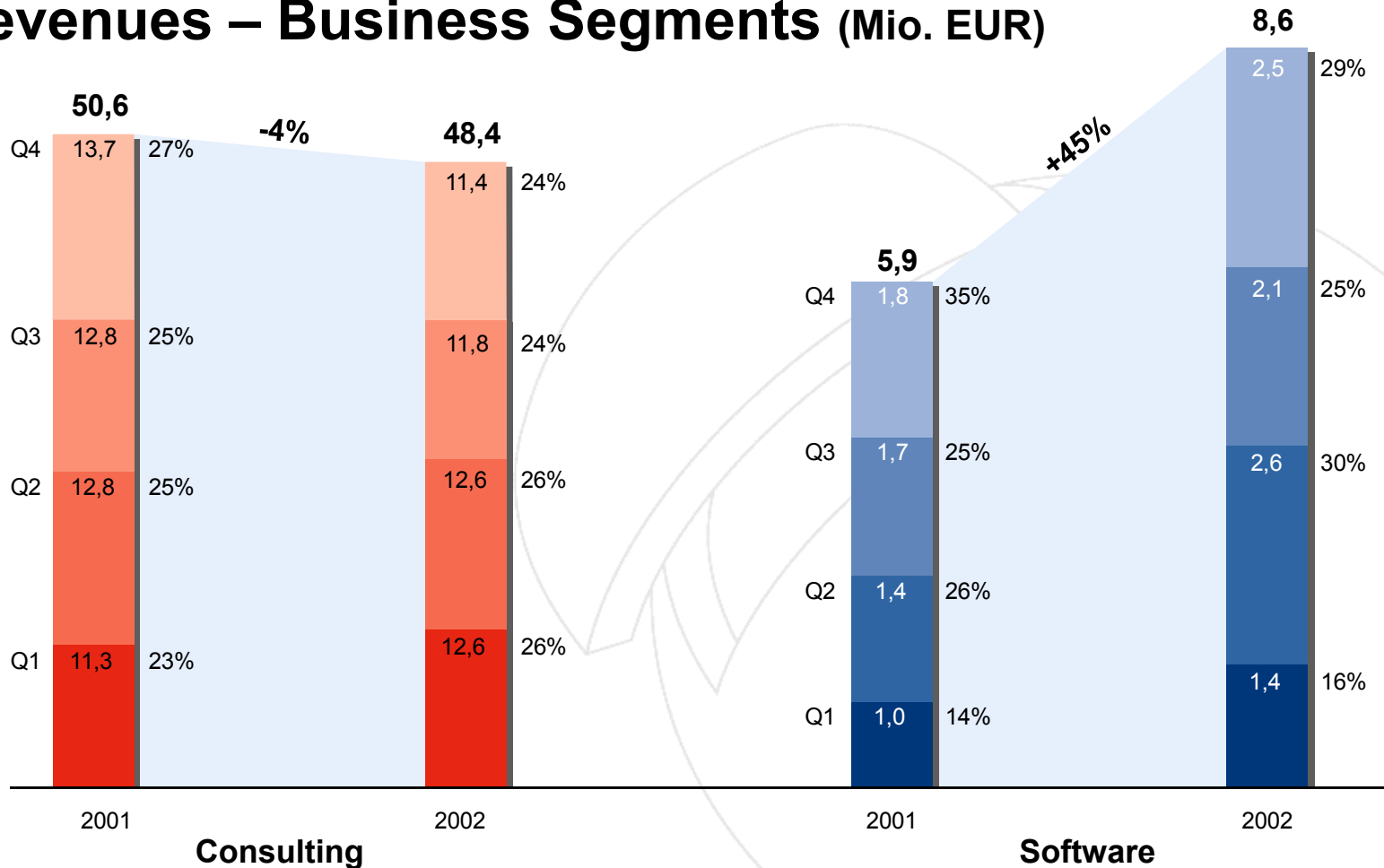


## Revenues – Regions (Mio. EUR)

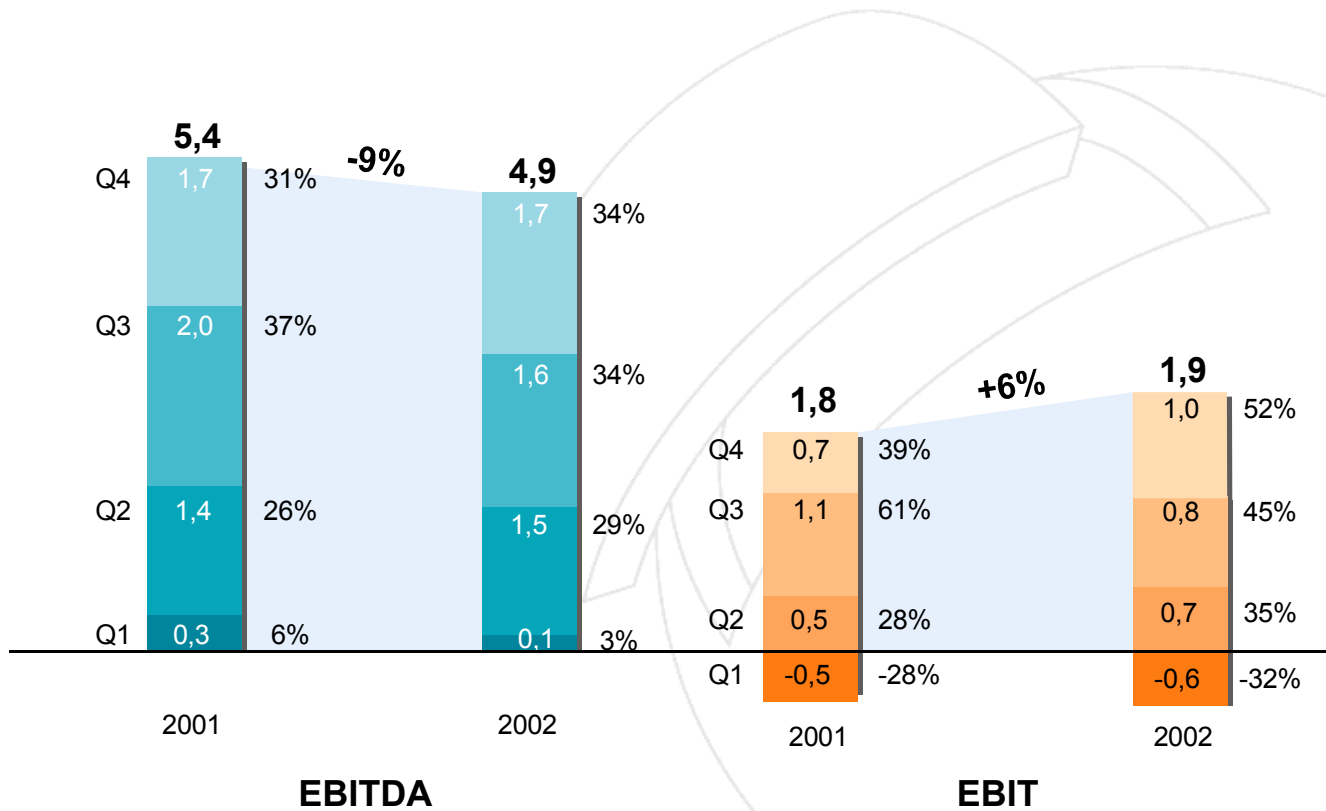
	Change
Asia Pacific	+8%
USA	-23%
Rest of Europe	+11%
Germany	-8%



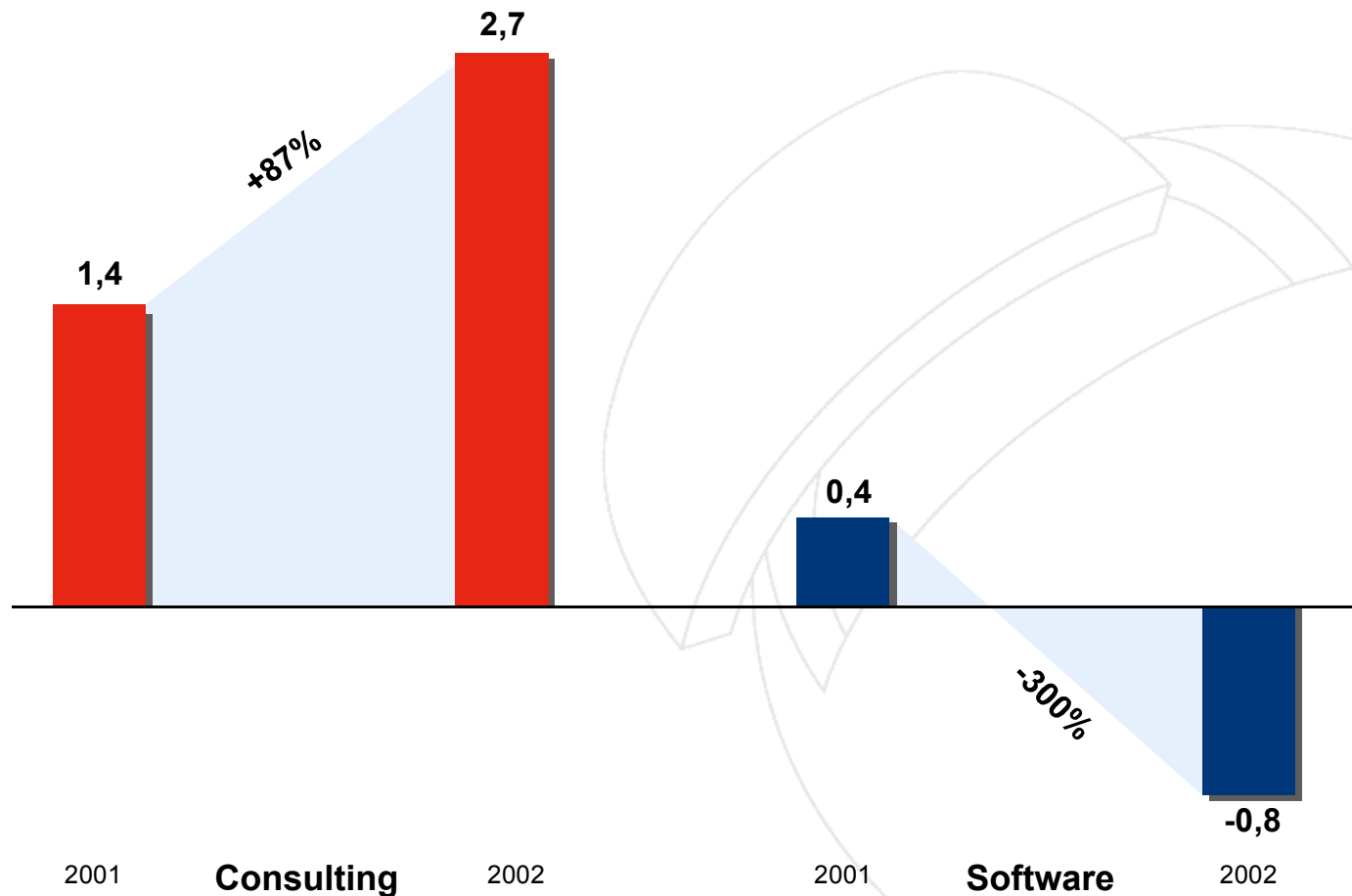
## Revenues – Business Segments (Mio. EUR)



## ■ ■ Operating Income (Mio. EUR)



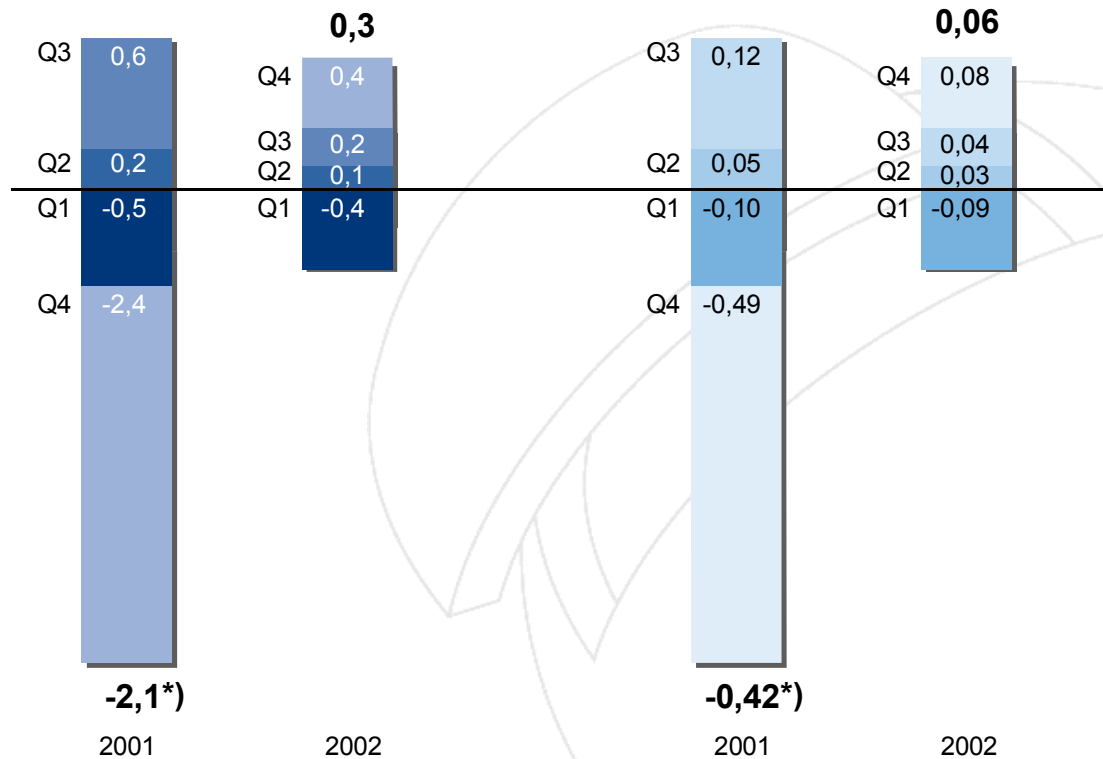
## EBIT – Business Segments (Mio. EUR)



## ■ ■ Financial Income (Tsd. EUR)

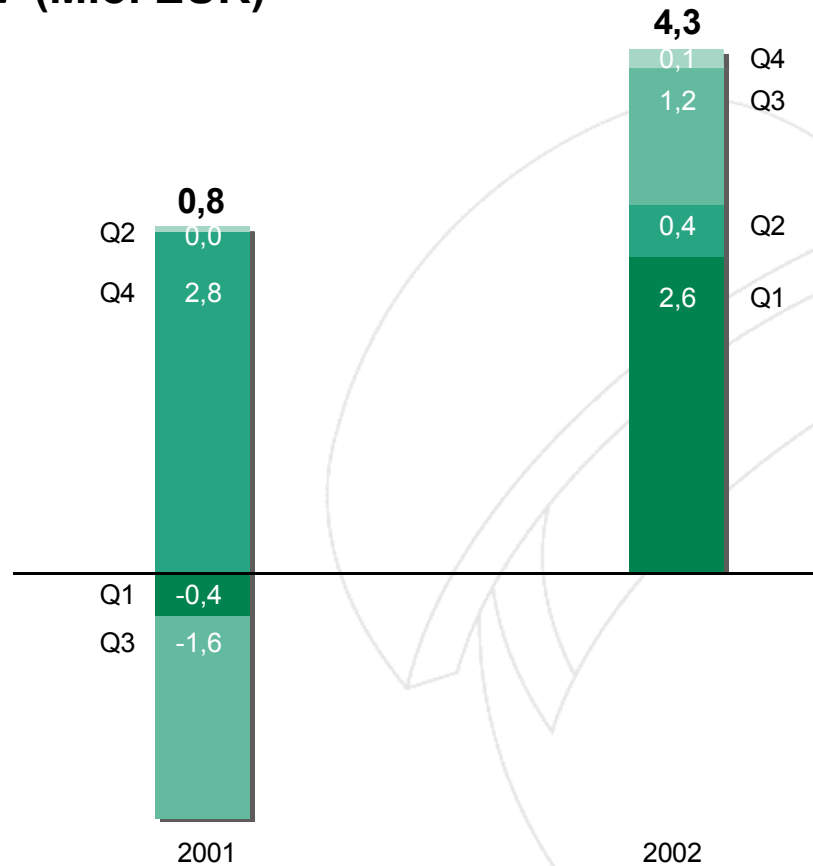
	<u>2001</u>	<u>2002</u>
Interest Income	693	602
Expenses from associated companies	-	4
Depreciation on investments (InterClubNet)	2.715	-
	-----	
	<b>-2.022</b>	<b>598</b>
	=====	

## ■ ■ Net Income (Mio. EUR) – Earnings per Share (Mio. EUR)



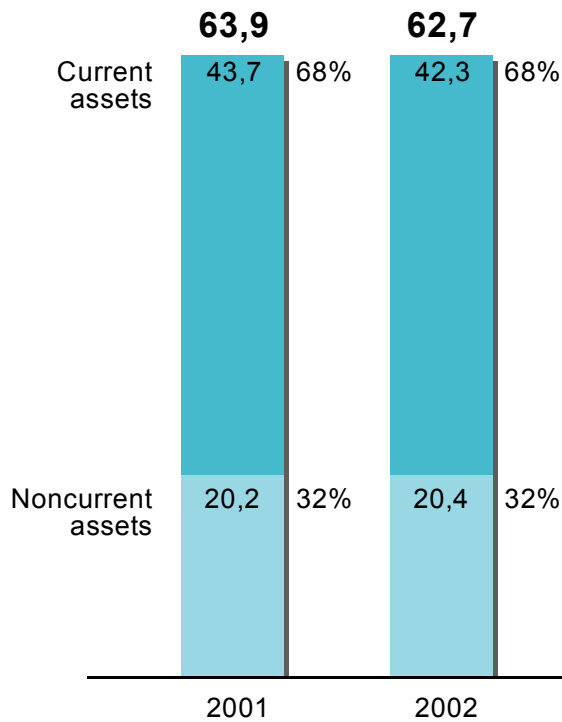
\*) incl. depreciation on the investment in InterClubNet 2,7 Mio. EUR

## Cash Flow (Mio. EUR)

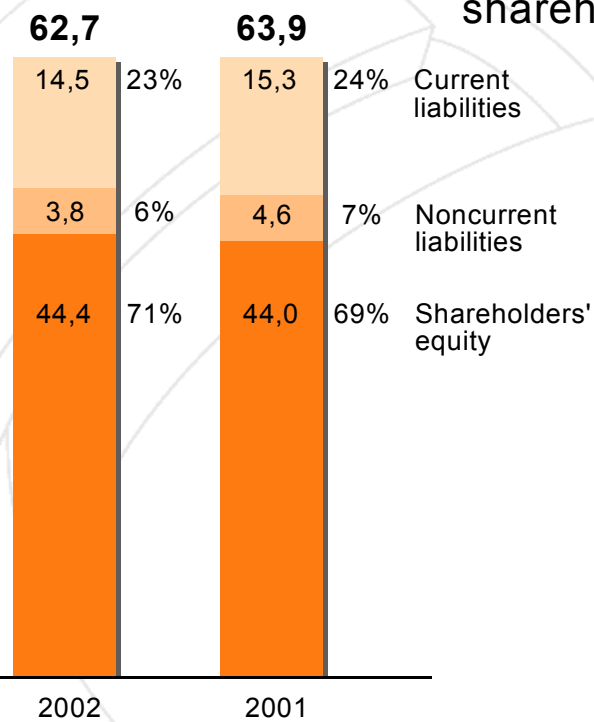


## Balance Sheets Structure as of Dec. 31 (Mio. EUR)

### Assets



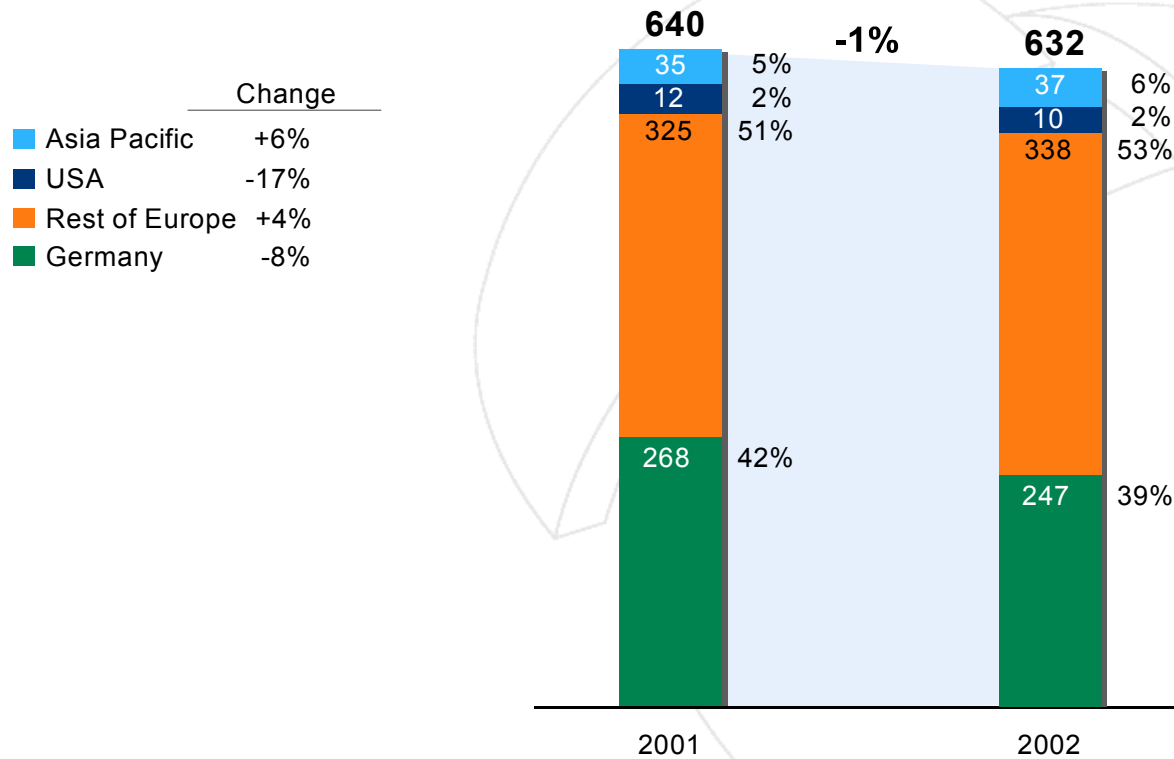
### Liabilities and shareholders' equity



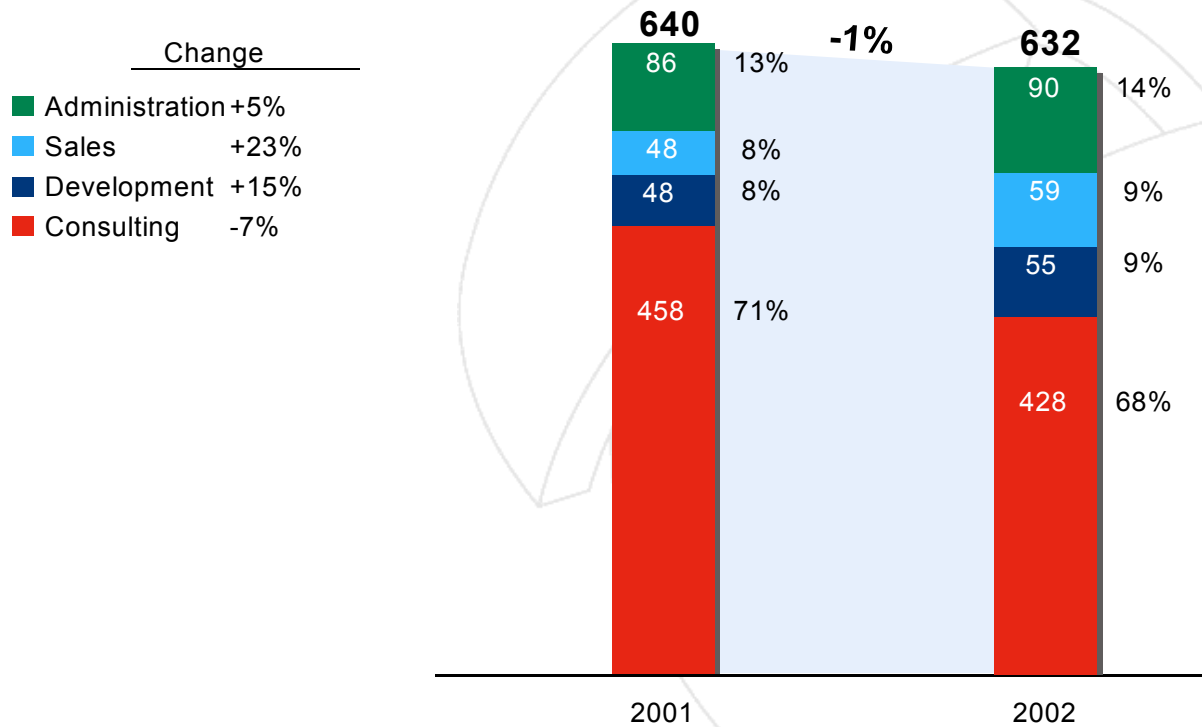
## ■ ■ Balance Sheets Key Figures (Mio. EUR)

	<u>Dec. 31, 2001</u>	<u>Dec. 31, 2002</u>
Cash and securities	21,1	21,2
in % of the balance sheets total	33,0 %	33,8 %
Liabilities to banks	5,4	4,6
in % of the balance sheets total	8,4 %	7,3 %
Net cash and cash equivalents	15,7	16,6
Equity ratio	68,9 %	70,8 %

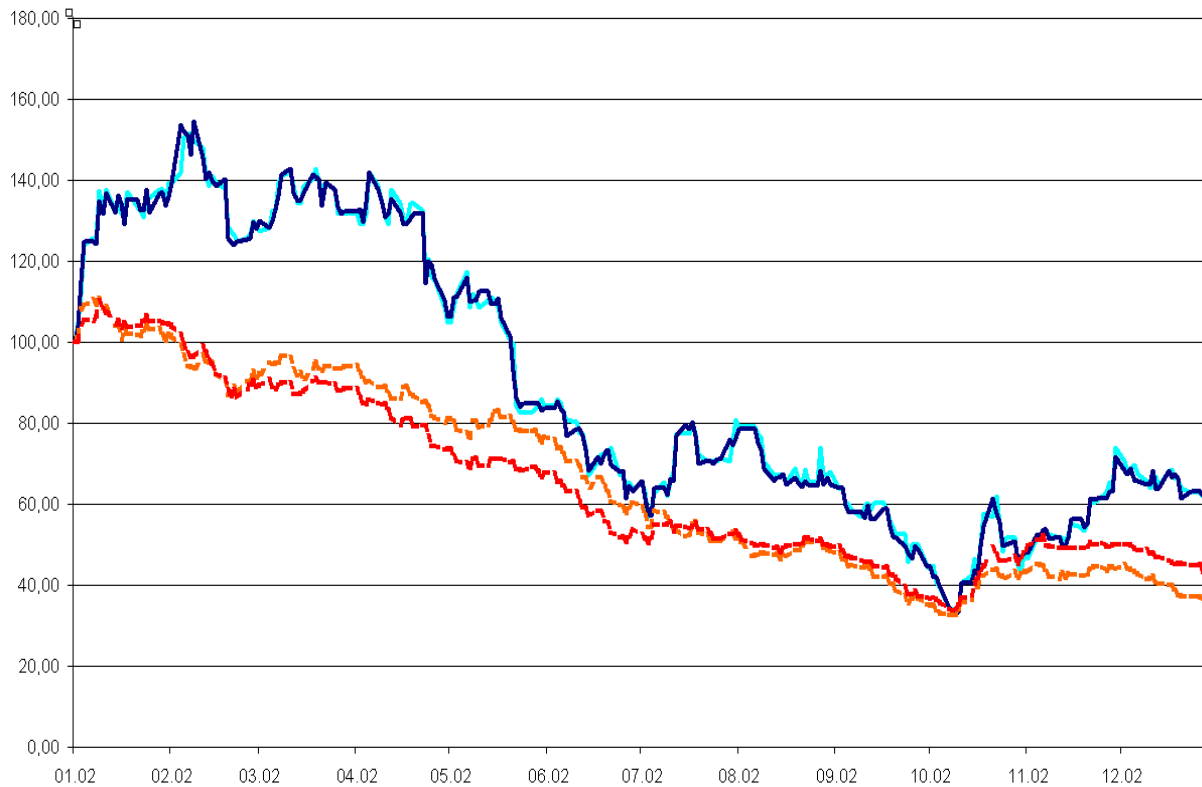
## ■ ■ Employees – Regions (Year End)



## ■ ■ Employees – Segments (Year End)



# Share Price



— REALTECH NM  
— REALTECH NM (XET)  
- - NEMAX ALL SHARE 'KURS' - PRICE INDEX  
- - NEMAX IT SERVS 'KURS' - PRICE INDEX

Source: DATASTREAM

<b>SIN:</b>	<b>700890</b>
<b>Exchange ID:</b>	<b>RTC</b>
<b>Issue price:</b>	<b>54,00 EUR</b>
<b>Highest price 2002:</b>	<b>9,04 EUR</b>
<b>Lowest price 2002:</b>	<b>1,90 EUR</b>
<b>Price at year end:</b>	<b>3,65 EUR</b>
<b>Market capitalization at year end:</b>	<b>19 Mio.EUR</b>

## ■ ■ The Goal: Focus for 2003

- Continuation of the integrative approach  
Software Products + Technology Consulting  
= Customer Solution
- Realization of new topics
  - System Landscape Optimization
  - SAP NetWeaver
  - Prozessmanagement ITIL (IT Infrastructure Library)
- Software with a two-digit percentage sales growth
- Consulting sales on level with 2002

## ■ ■ Mission Statement

**Our software solutions and consulting services increase the reliability, high availability, security and efficiency of our customers` infrastructure.**



**Thank you very much  
for your attention!**