

# Fact Sheet

# init

The Future of Mobility

## Company Profile

### init innovation in traffic systems SE

The init group is an international supplier of integrated planning, dispatching, telematics and ticketing systems for buses and trains. By providing its products and services, init contributes towards improving the quality of transport services offered in terms of customer orientation, punctuality, convenience, service, safety and shorter travel times. Moreover, init also enables transport companies to reduce their costs and/or boost their economic efficiency.

init has successfully realised numerous projects for more than 600 international customers on four continents during a corporate history that spans more than 30 years. Its international operations provide init with a global network of subsidiaries that deliver local support for projects and look after customers. The init group employs more than 750 people around the world.

More information is available on [www.initse.com](http://www.initse.com)

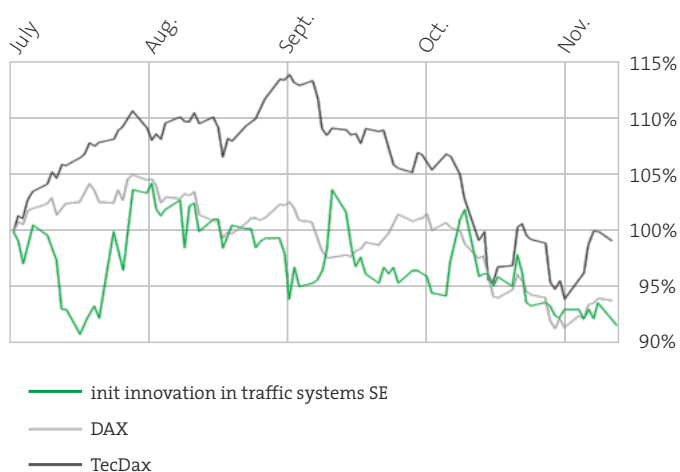
### Managing Board

- Dr.-Ing. Gottfried Greschner (CEO)
- Dipl.-Kfm. Dr. Jürgen Greschner (CSO/Deputy CEO)
- Dipl.-Kfm. Dr. Herbert Bäsch (CFO until 30/09/2018)
- B. A. Jennifer Bodenseh (CFO since 01/10/2018)
- Dipl.-Inform. Joachim Becker (COO)
- Dipl.-Ing. (FH) Matthias Küh (COO)

### Supervisory Board

- Dipl.-Kfm. Hans-Joachim Rühlig (Chairman)
- Dipl.-Ing. Ulrich Sieg (Deputy Chairman)
- Drs. Hans Rat

### Performance July to November 2018 (Xetra)



### Financial Calendar

- 26 – 27 Nov. 2018 Equity forum
- 25 March 2019 Publication Annual Report 2018
- 9 May 2019 Quarterly Statement 1/2019
- 15 May 2019 Annual General Meeting 2019
- 8 Aug 2019 Half-Year Financial Report 2019
- 7 Nov. 2019 Quarterly Statement 3/2019

### Shareholders Structure (30/09/2018)

- 42.70% – Mr. and Mrs. Dr. Gottfried Greschner
- 4.47% – Remaining Managing Board
- 0.30% – Treasury Stock init SE
- 0.70% – Employee Shares
- 51.83% – Freefloat

## Basic Share Information

ISIN	DE 0005759807
WKN	575980
Class	No-par bearer shares
Reuters Code	IXXG.DE
Bloomberg Code	IXX:GR
Ticker	IXX

Sector	Telematic for Public Transport
Country	Germany
Segment	Regulated market/Prime Standard
Last Dividend paid	0.22 cent
Number of Shares	10.040.000
Designated Sponsor	Commerzbank AG
	ODDO BHF

Annual Figures	2017	2016	2015	2014	Unit
<b>Balance Sheet (31/12)</b>					
Balance Sheet Total	176,805	185,132	145,082	128,774	EURk
Shareholders' Equity	73,309	76,401	71,180	67,770	EURk
Subscribed Capital	10,040	10,040	10,040	10,040	EURk
Equity Ratio	41.5	41.3	49.1	52.6	per cent
Return on Equity (based on EBIT)	11.7	15.3	15.1	27.6	per cent
Non-current Assets	64,191	65,576	43,098	34,537	EURk
Current Assets	112,614	119,556	101,984	94,237	EURk
<b>Income Statement (01/01 – 31/12)</b>					
Revenues	130,554	108,635	105,293	102,993	EURk
Gross Profit	42,662	31,294	31,839	36,581	EURk
EBIT	8,563	11,665	10,756	18,685	EURk
EBITDA	12,763	15,722	14,117	21,690	EURk
Consolidated Net Profit	3,644	8,609	7,577	12,067	EURk
Earnings per Share	0.37	0.86	0.75	1.20	EUR
Dividend	0.22	0.22	0.20	0.80	EUR
Cash Flow from operating activities	2,051	13,182	11,478	502	EURk
Issue Price	5.10	5.10	5.10	5.10	EUR
Peak Share Price	20.47	16.80	27.99	25.80	EUR
Bottom Share Price	13.51	12.60	14.08	18.50	EUR

Quarterly Figures	Q3 2018	Q2 2018	Q1 2018	Q3 2017	Unit
<b>Balance Sheet</b>					
Balance Sheet Total	168,672	166,172	163,912	183,142	EURk
Shareholders' Equity	74,742	73,504	73,704	73,760	EURk
Equity Ratio	44.31	44.2	44.97	40.3	EURk
Non-current Assets	64,756	65,600	64,983	69,608	per cent
Current Assets	103,916	100,572	98,929	113,533	EURk
<b>Income Statement</b>					EURk
Revenues	95,590	59,317	29,459	89,623	
Gross Profit	31,610	18,757	8,399	28,713	EURk
EBIT	3,497	1,086	445	4,721	EURk
EBITDA	6,861	3,317	1,526	7,789	EURk
Consolidated Net Profit	1,986	440	207	3,074	EURk
Earnings per Share	0.20	0.04	0.02	0.31	EURk
					EUR
Cash Flow from operating activities	2,216	3,954	1,030	-8,772	
Peak Share Price	18.30	20.80	22.00	18.99	EURk
Bottom Share Price	15.95	16.70	16.50	14.23	EUR

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