



Annual Report conference to FY 2020

Integrated. Innovative. International.

Dr Gottfried Greschner, CEO

init

Managing Board & Supervisory Board

Managing Board



Dr Gottfried Greschner
CEO



Dr Jürgen Greschner
CSO and Deputy CEO



Jennifer Bodenseh
CFO



Matthias Kühn
COO

Supervisory Board



Chairman
Dipl.-Kaufm.
Hans-Joachim Rühlig
Former CFO
Ed. Züblin AG



Deputy Chairman
Dipl.-Ing.
Ulrich Sieg
Former Managing Board Member
Hamburger Hochbahn AG

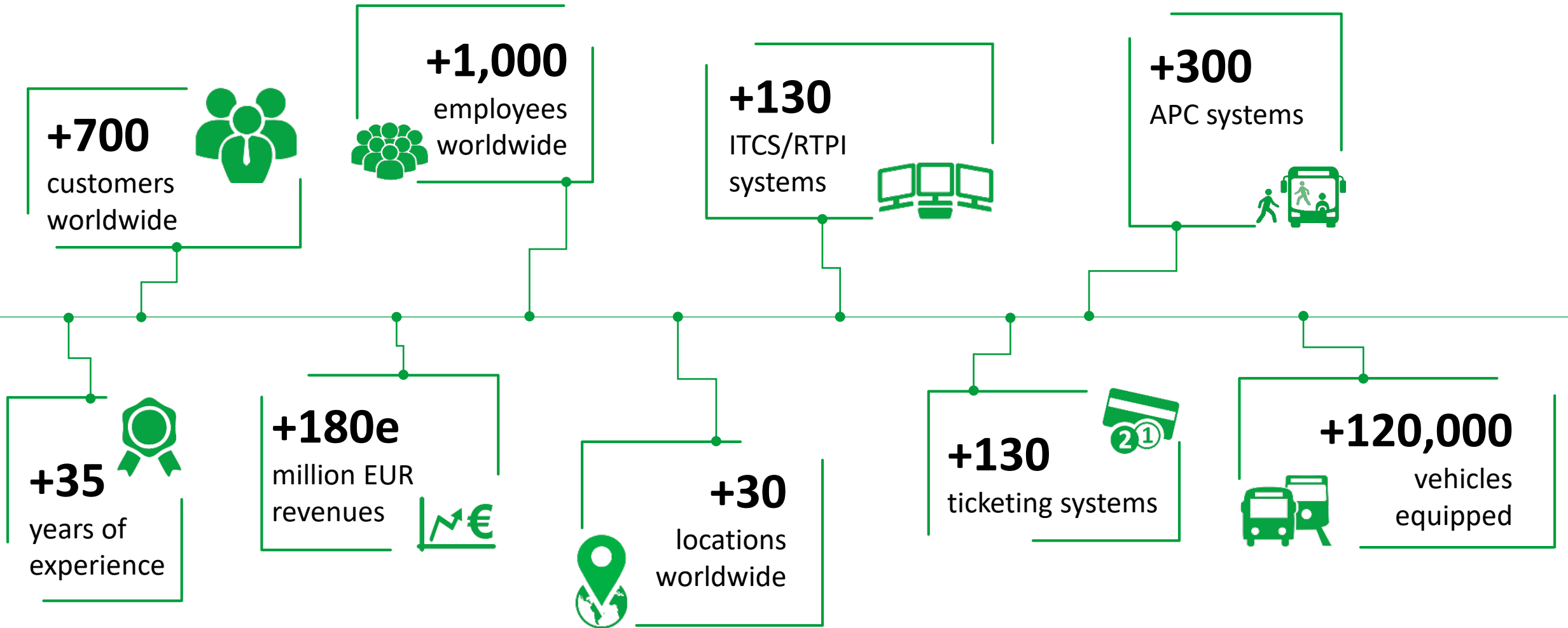


Member
Dipl.-Ing. (FH)
Christina Greschner
M.A. Family Entrepreneurship,
various management positions
within the init group



Member
Drs
Hans Rat
Honorary Secretary General
of UITP

init at a glance

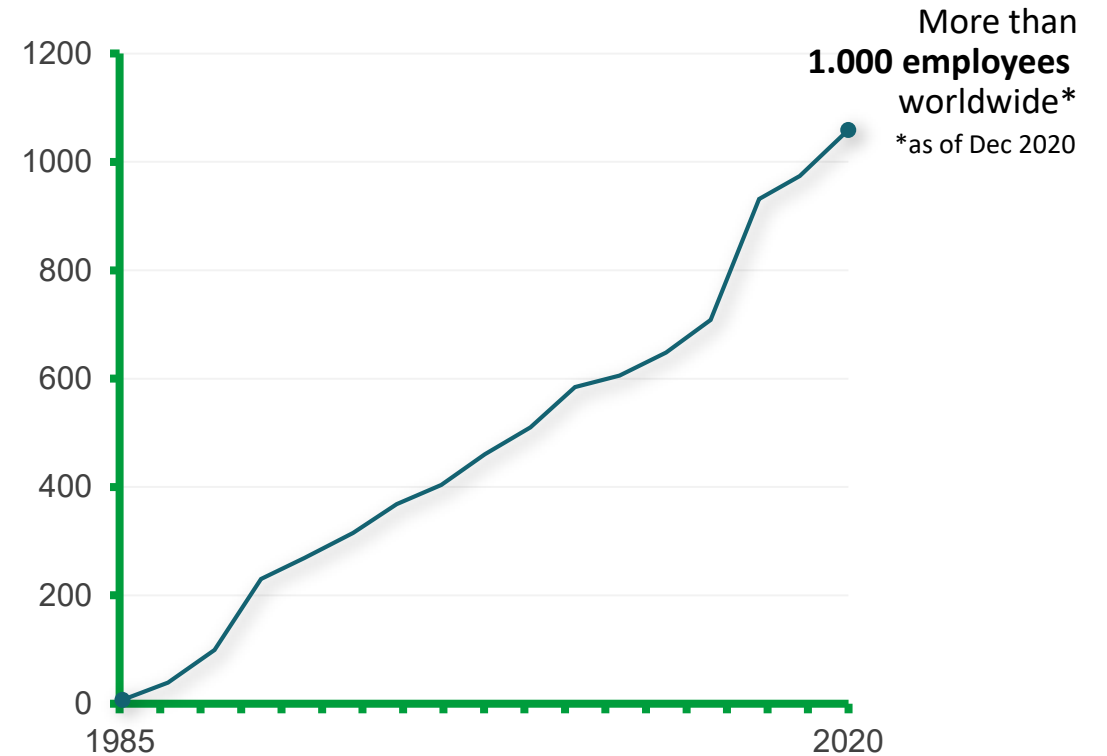




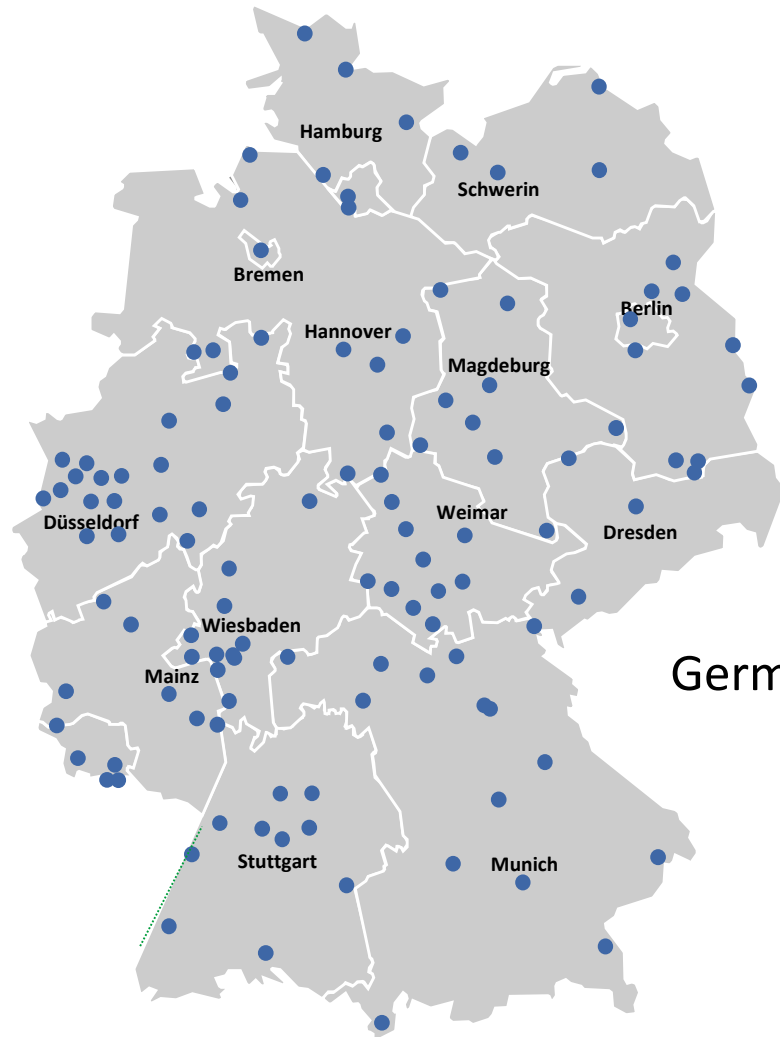
Employees worldwide



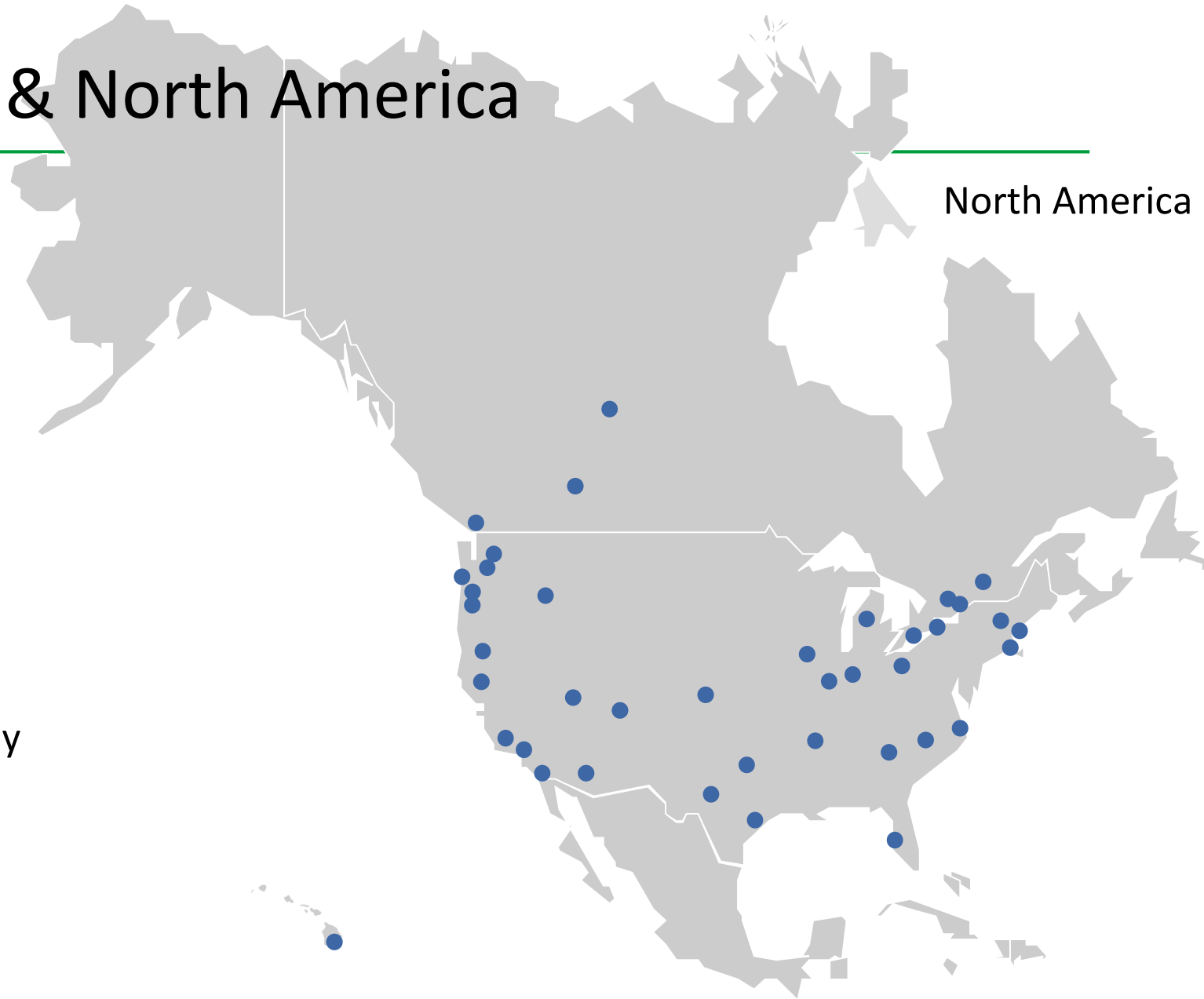
We are proud that today more than 1,000 employees from more than 20 nations are part of the init team



Projects in Germany & North America



Germany



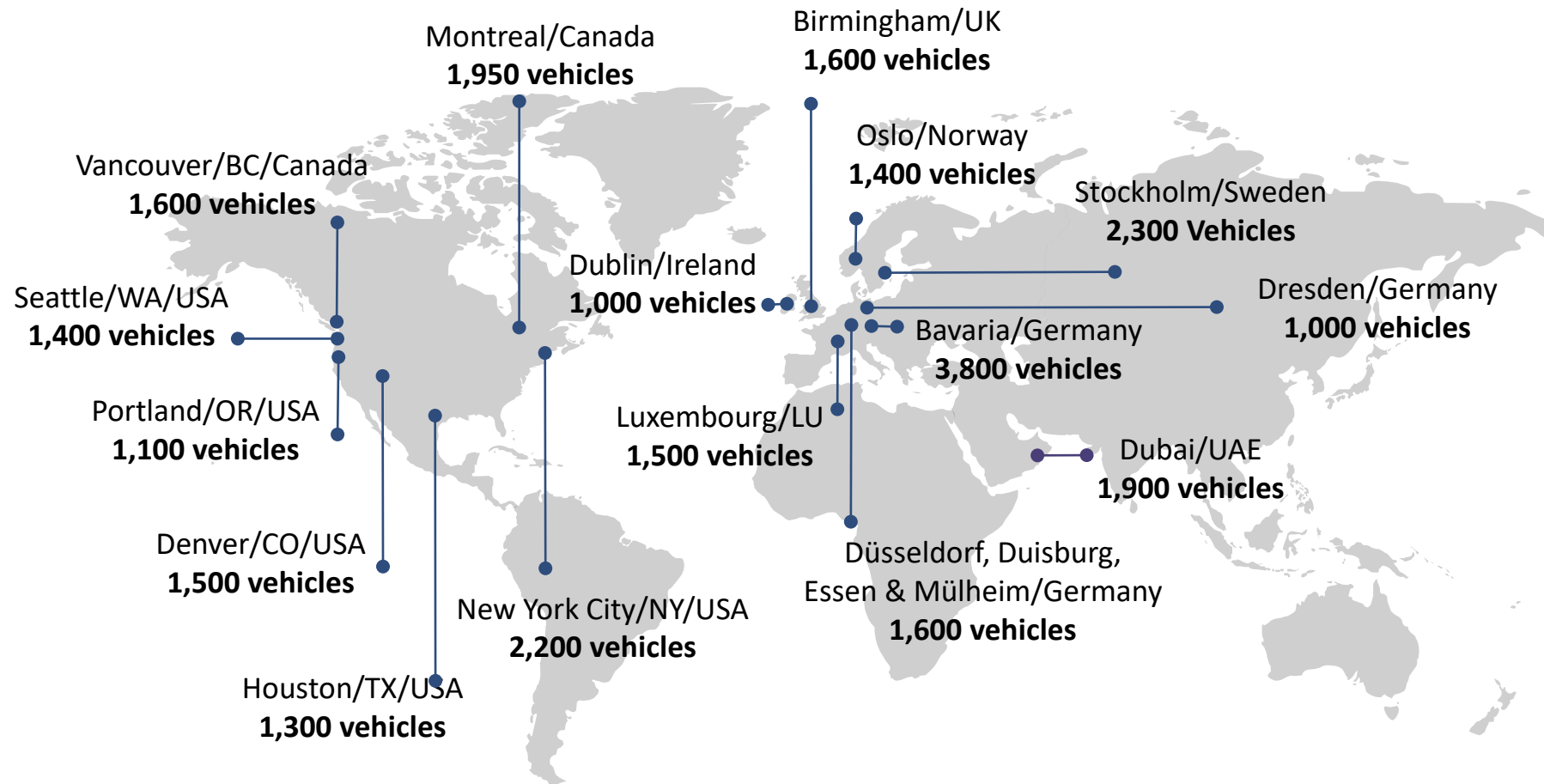
North America

init group worldwide



Worldwide references

Projects with more than 1,000 vehicles



Managing COVID-19 with init products



COVID-19

Electronic payments and smart
ticketing help to keep the distance



COVID-19

Inform passengers about the
actual carload of the next train



COVID-19

Serve reduced numbers of
passengers efficiently

Managing COVID-19 with init products

Contactless payment & smart ticketing

Our goal

- Avoidance of cash handling, avoidance of contacts

Our solution | PROXmobil3, EVENDpc3 & VENDmobil

Diverse offers for ticket purchase

- Smart ticketing
- ID-based ticketing
- Payment with bank and credit cards according to the EMV standard



Managing COVID-19 with init products

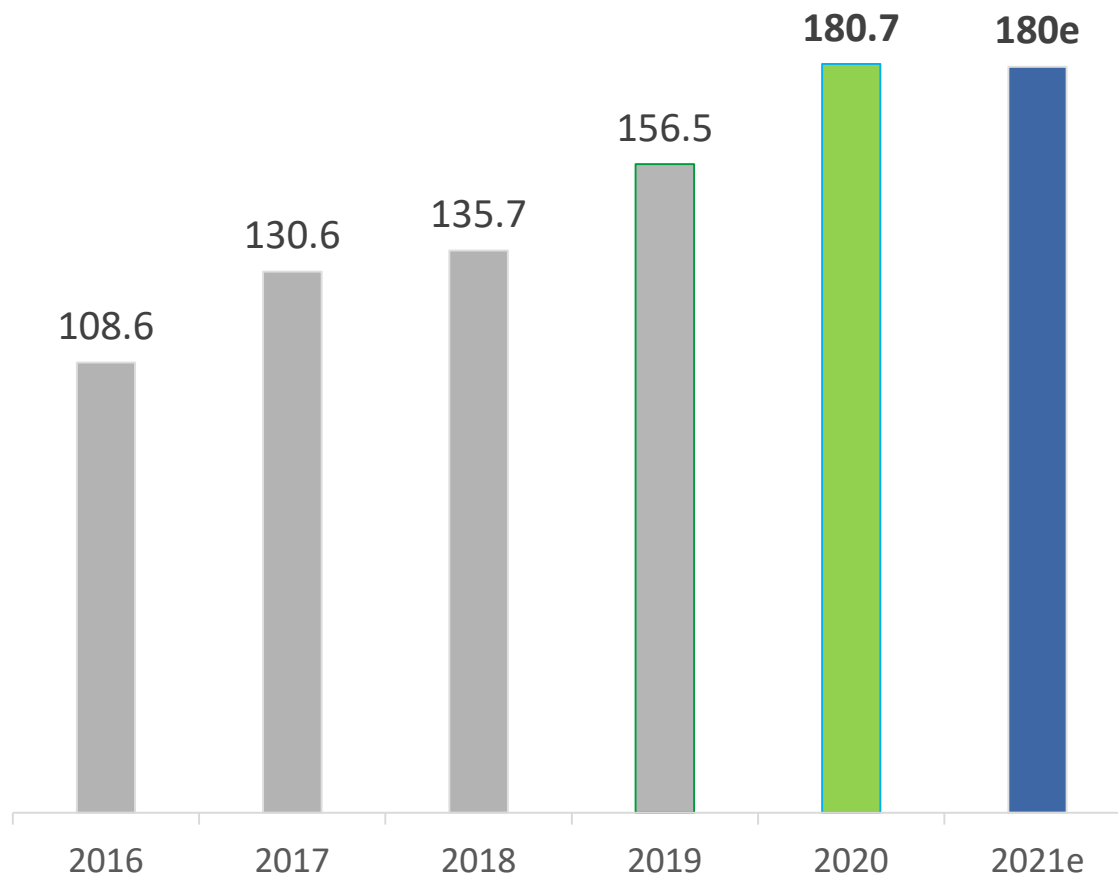
Use of passenger numbers

- Real-time information on vehicle occupancy
- Patented method for the determination of free places
- Information for passengers at the stop, via apps, Internet
- Seat reservation be possible



Revenues

(EURm)



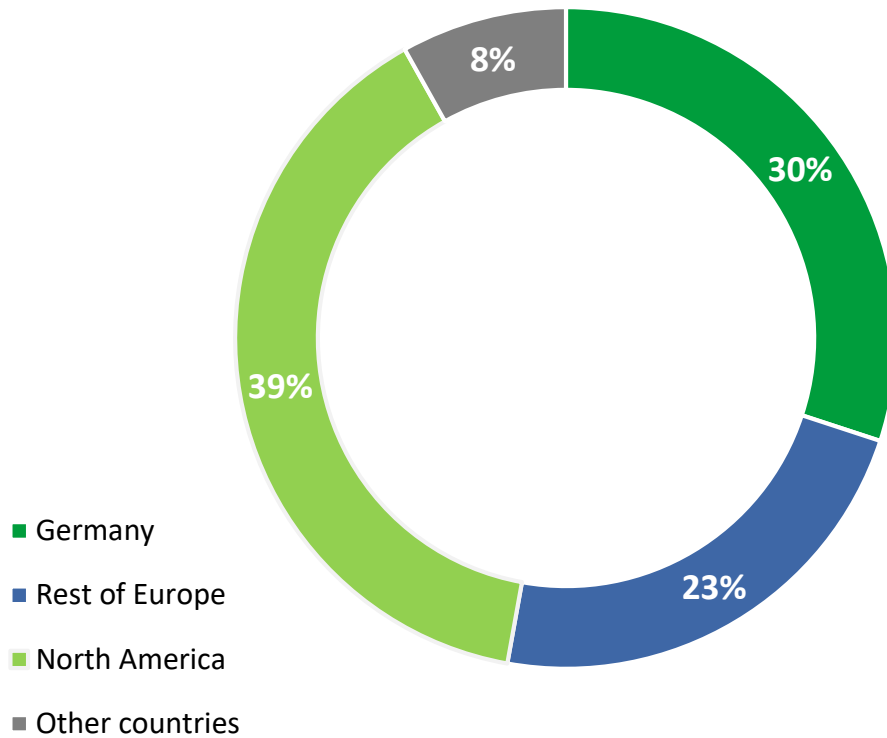
+15.5%

new revenue record

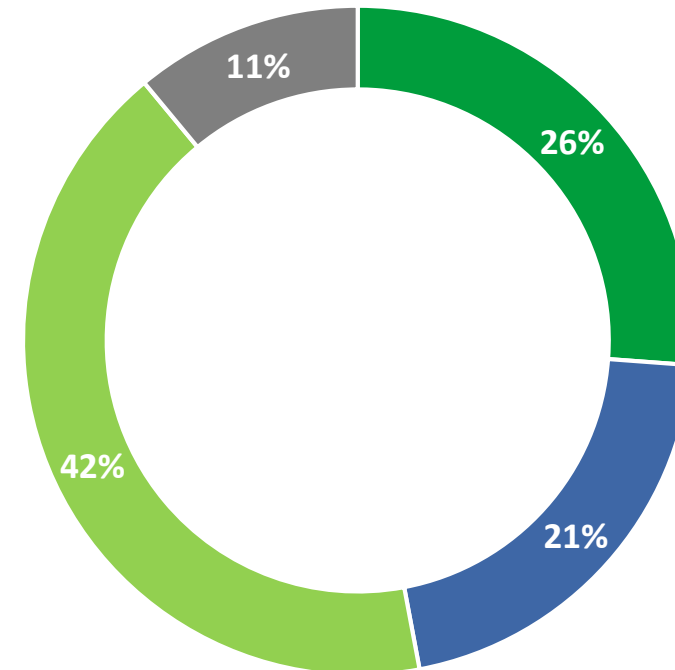
growth target for FY 2020
achieved

Revenues per region

Average 2015 - 2019

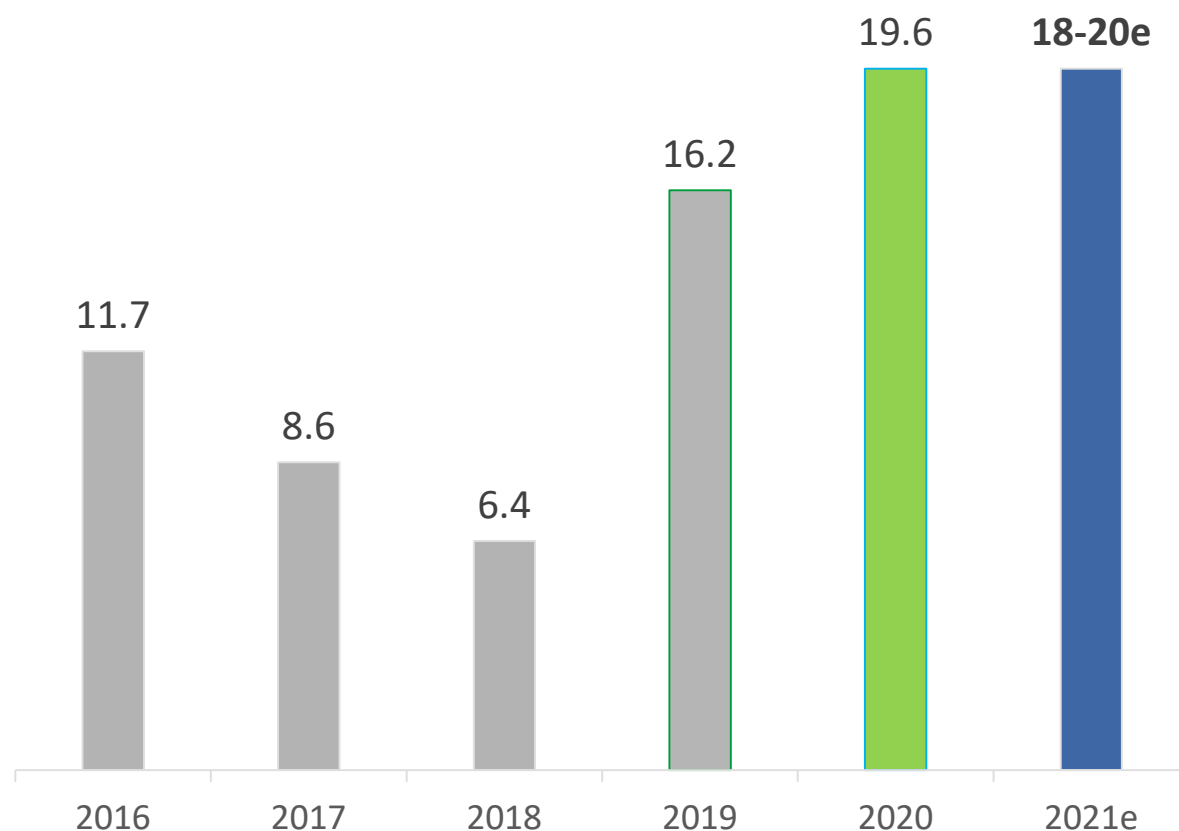


2020



EBIT

(EURm)



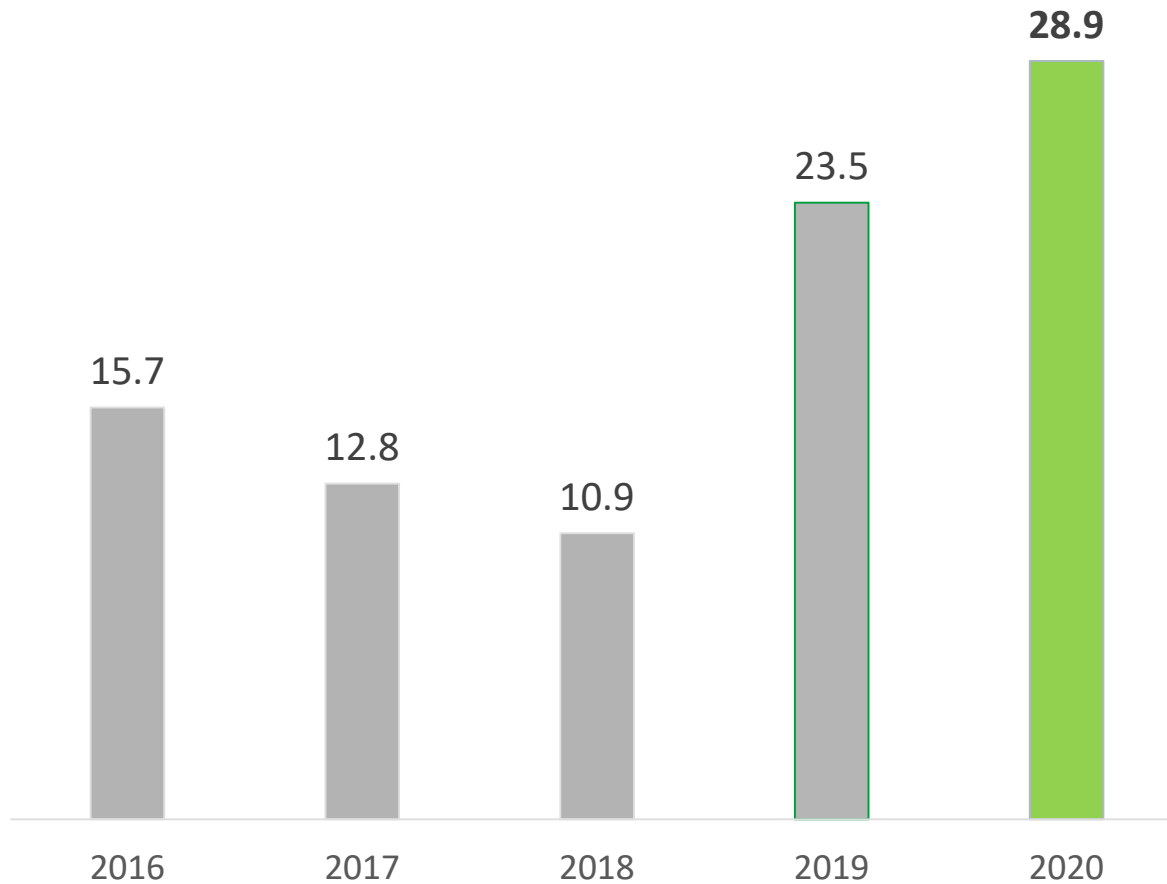
10.9%

EBIT margin further increased

- increase in follow-up business and maintenance
- various measures taken to increase efficiency

EBITDA

(EURm)

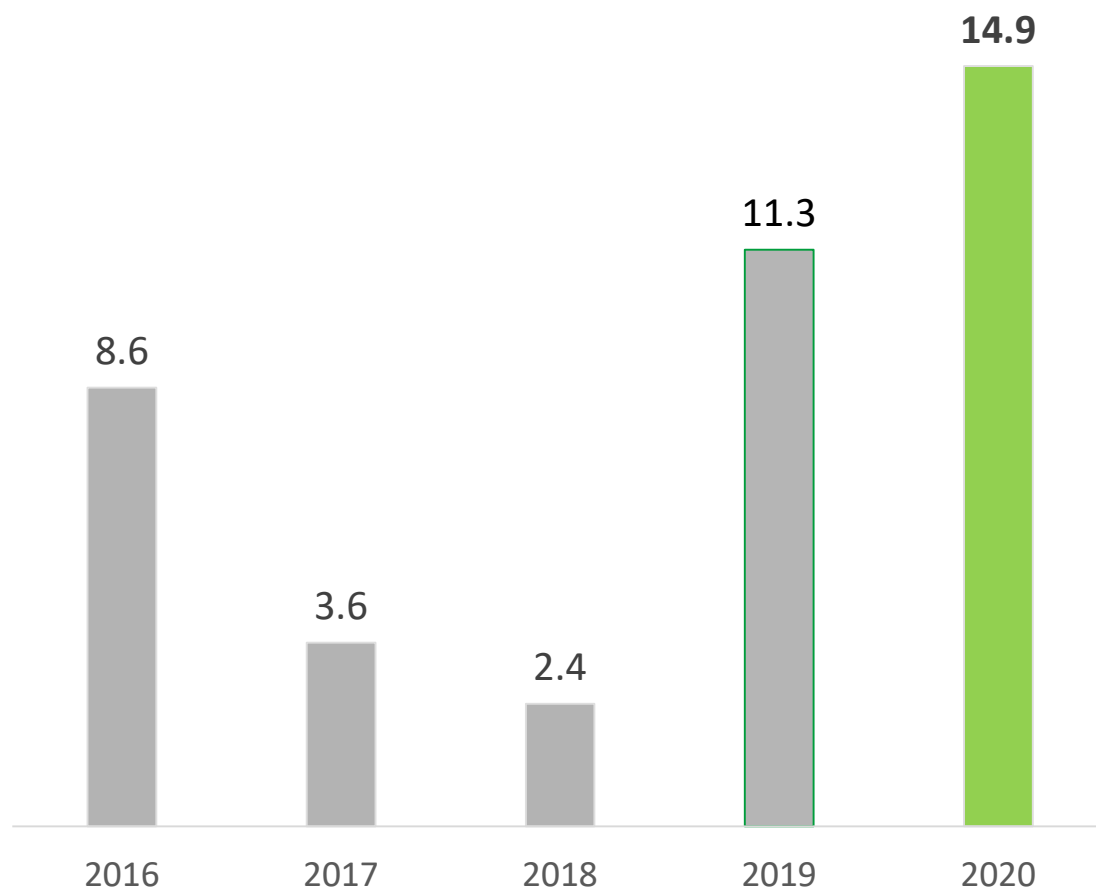


+23%

**continued good
development**

Consolidated net profit

(EURm)

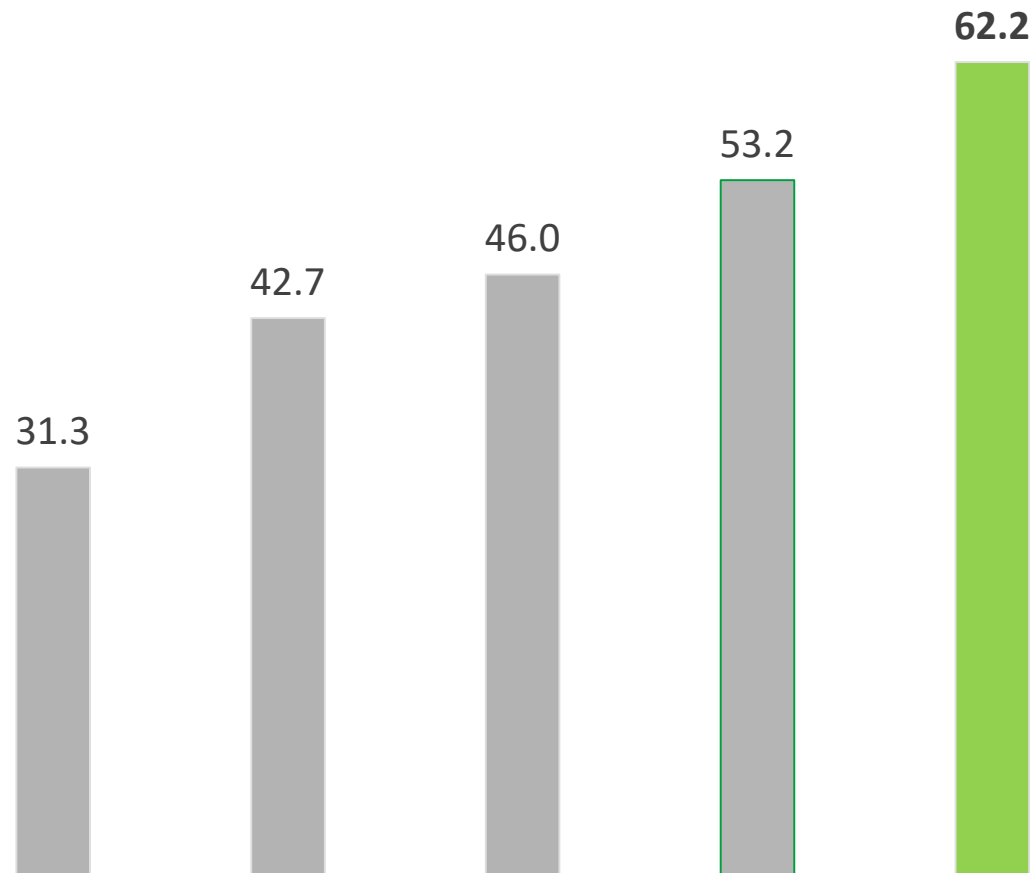


+32%

- increase in revenues
- measures to improve results
- lower tax rate (20.2%)

Gross profit

(EURm)



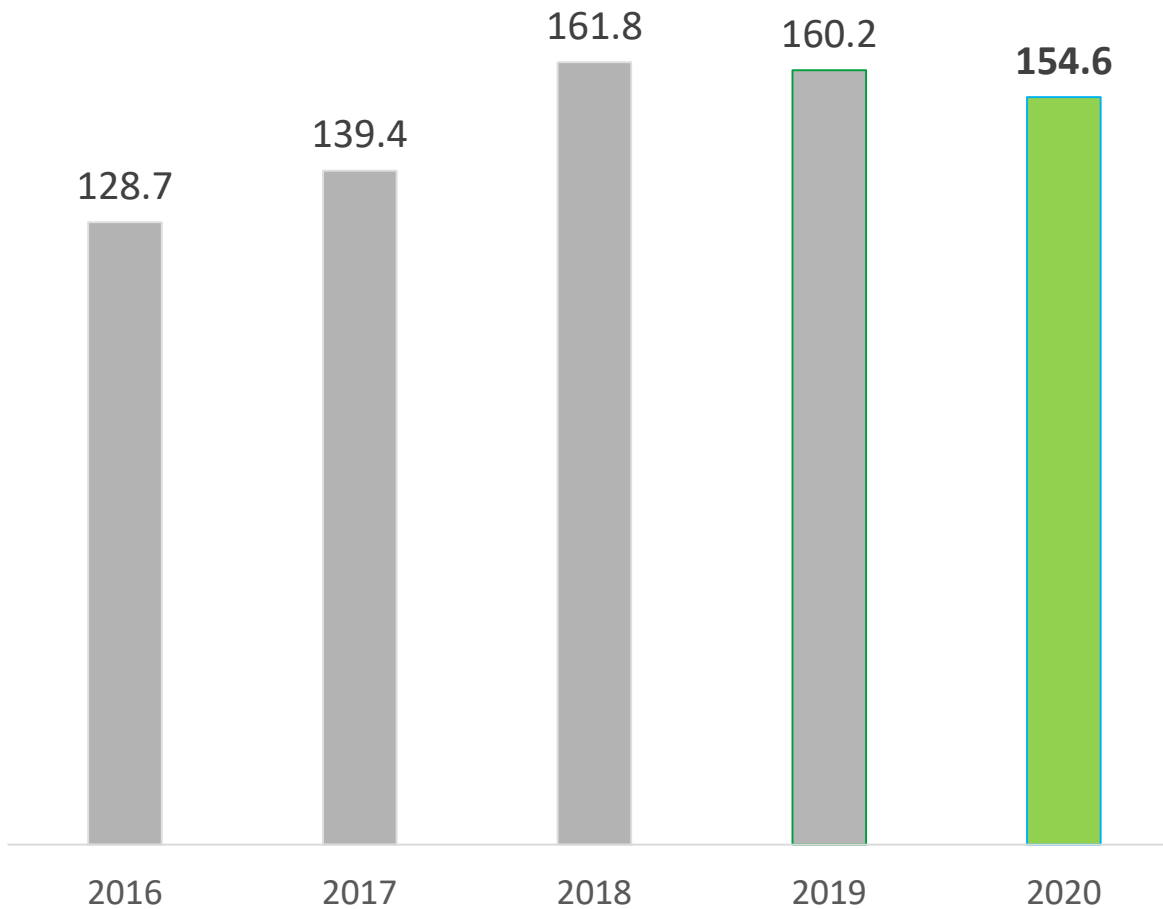
34.4%

gross margin

slightly above previous year

Order intake

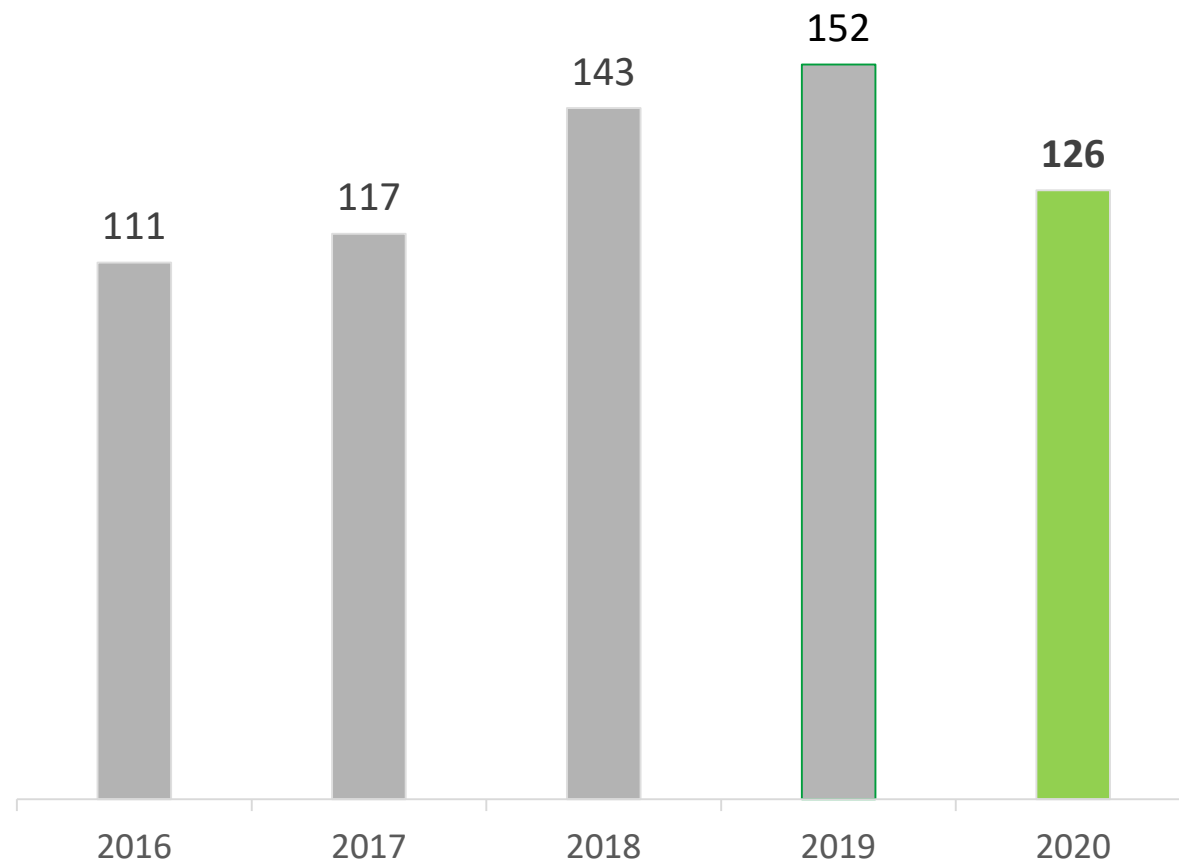
(EURm)



- planned order intake for FY 2020 postponed due to corona
- incoming orders are expected to be received in the course of the first half of 2021

Order backlog

(EURm)



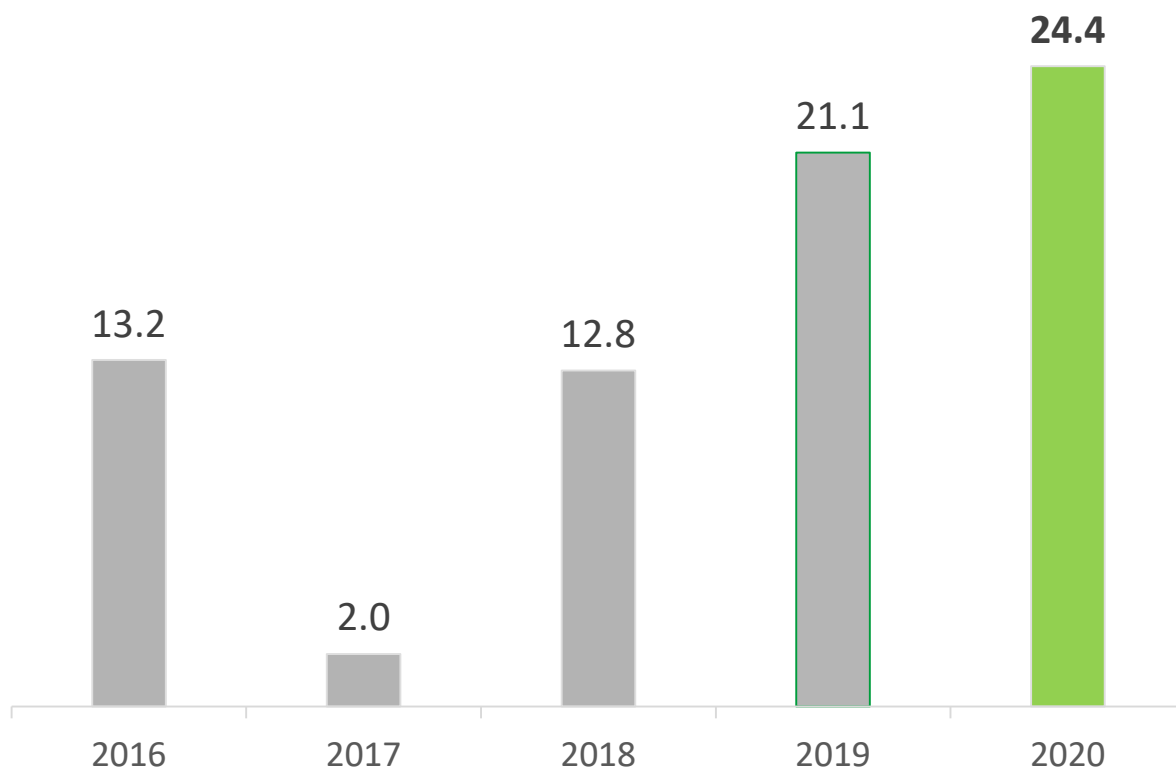
>60m

EUR of the order backlog

- follow up deliveries
- maintenance contracts
- order extensions

Operative cash flow

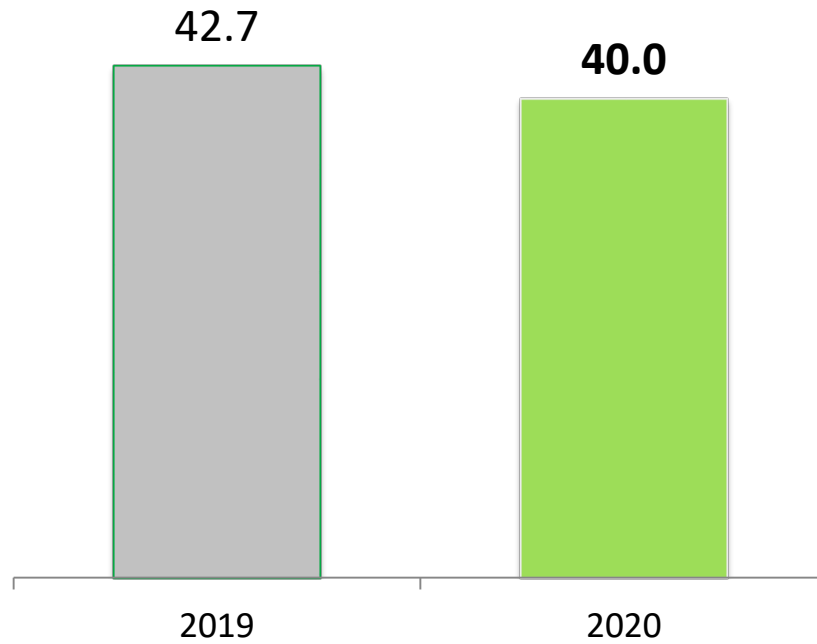
(EURm)



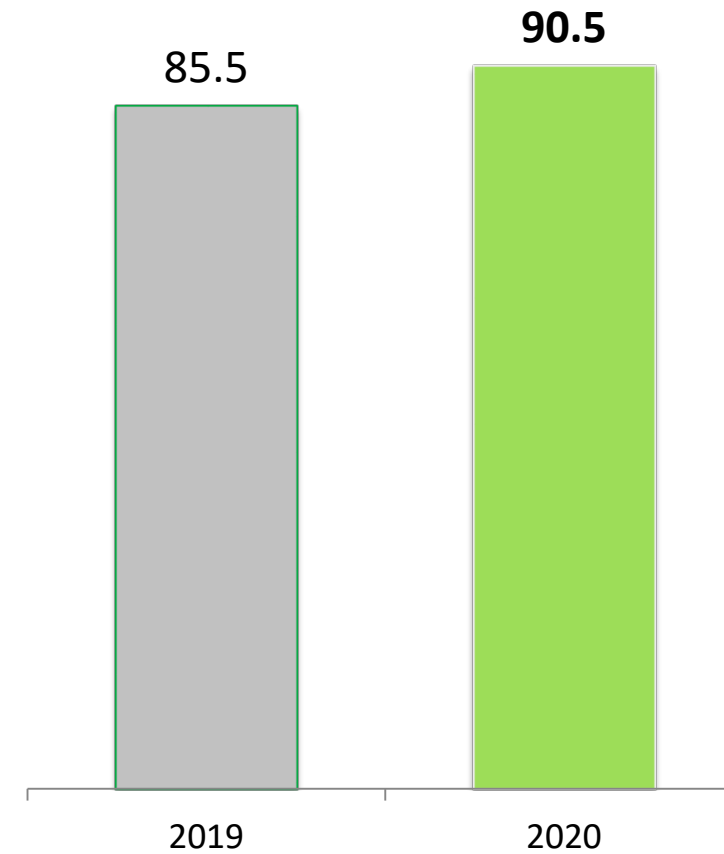
+16%

**cash flow significantly
above previous year**

Equity ratio in %

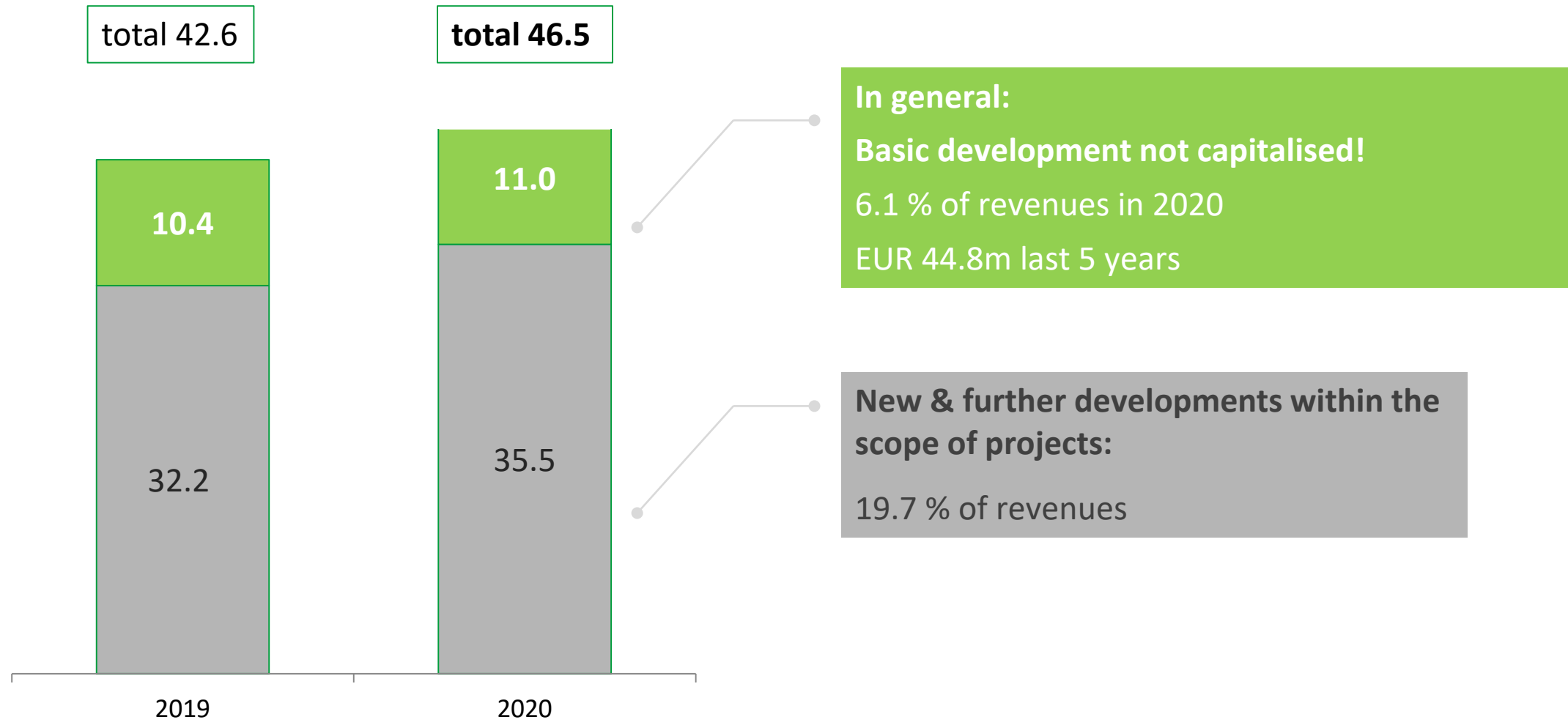


Equity in EURm



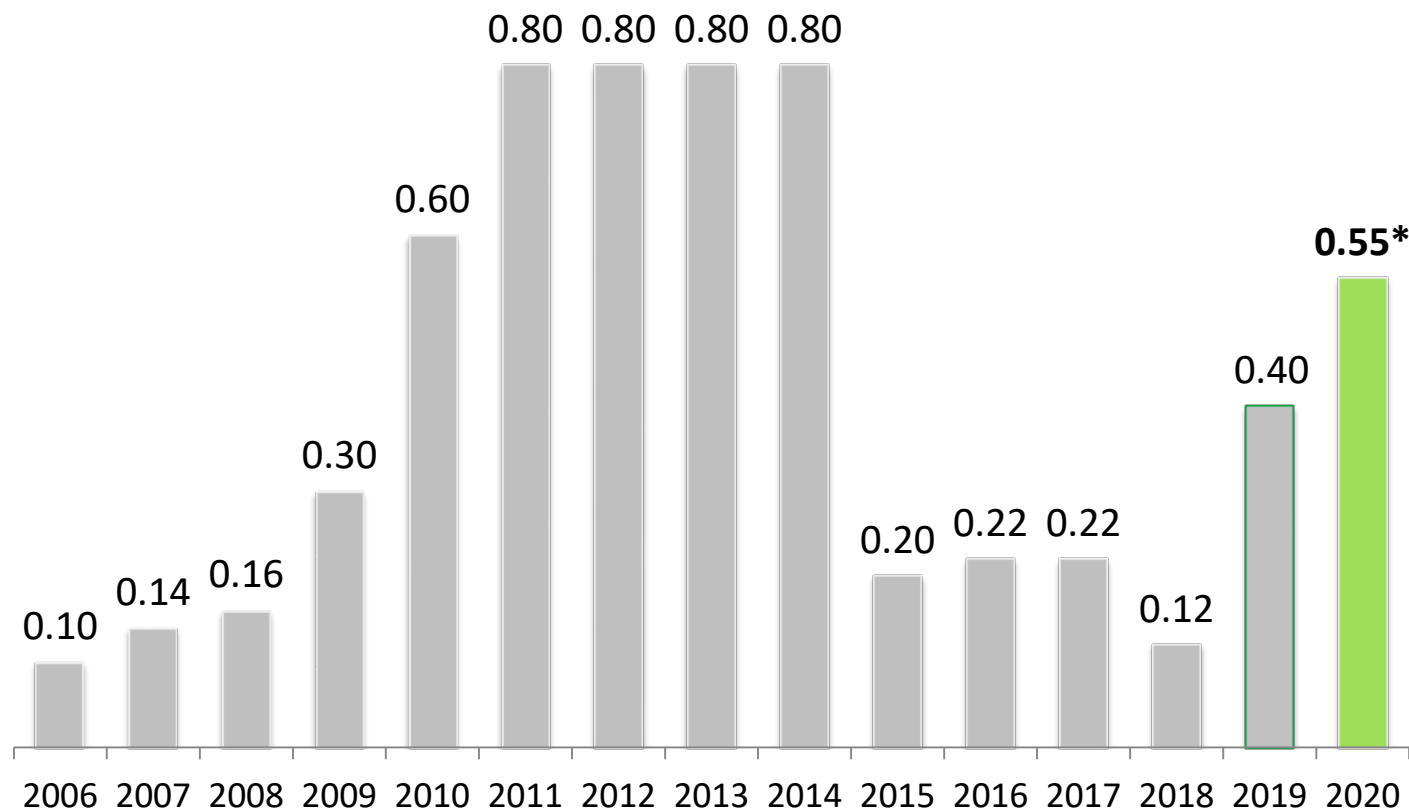
Expenditure R&D

(EURm)



init SE share – IXX – dividend

(EUR)



+37.5%

**all-time high
EUR 42.00 on
08/02/2021**

*dividend proposed to the AGM 2021

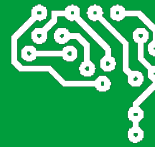
Integrated. Innovative. International

Integrated



We offer a **fully integrated planning, telematics, dispatching and ticketing system.**

Innovative



Innovation is **in our DNA.**
We research, spot trends, connect knowledge and translate it into products – **focusing on our customers' goals.**

International



init's technology helps public transport providers around the world to be **more attractive and efficient** and able to deliver faster transport solutions – as we connect **global expertise** with **local insights.**

Growth

INIT Mobility Software Solutions GmbH

- Software activities planning and scheduling are bundeld
- initplan and initperdis are merged
- Software packages for planning, optimisation of timetables and personnel dispatching united in one company
- Software packages are offered integrated or separately
- Main locations Karlsruhe and Hamburg

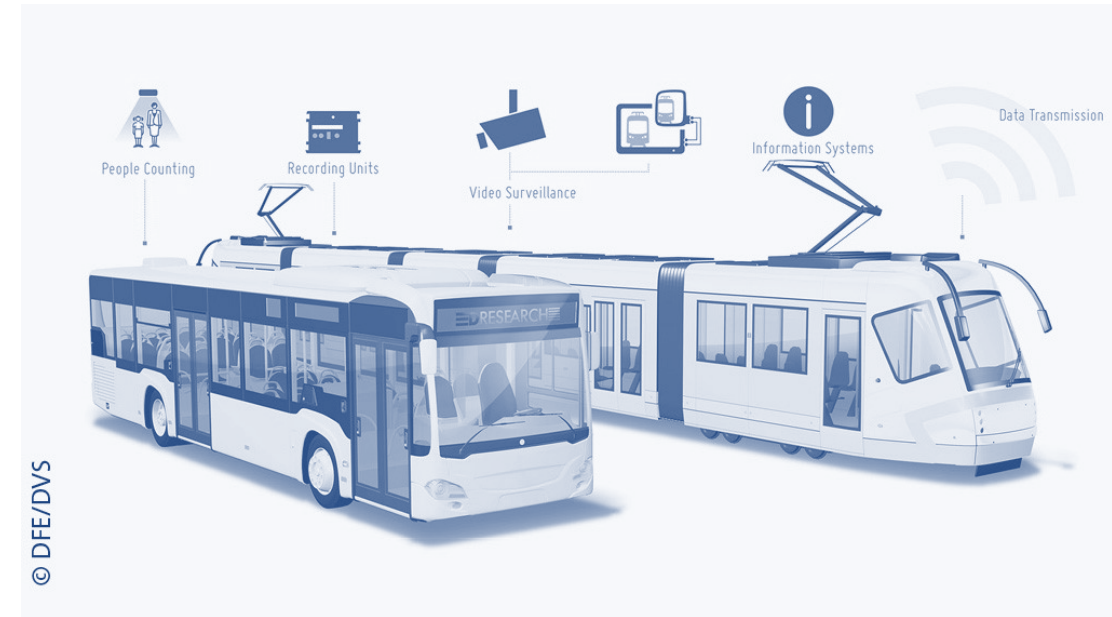


Mobility Software Solutions

Growth

DResearch Fahrzeugelektronik (DFE) and Derovis GmbH (DVS)

- New member of the init group since 01/01/2020
- Growth market video recording and transmission systems in public transport
- Cameras, recorders, monitors, software for analysing and evaluating video images and passenger counting data and extensive range of interfaces
- For video security systems for buses, a market share of approx. 50 percent can be assumed in the German-speaking region
- Location Berlin

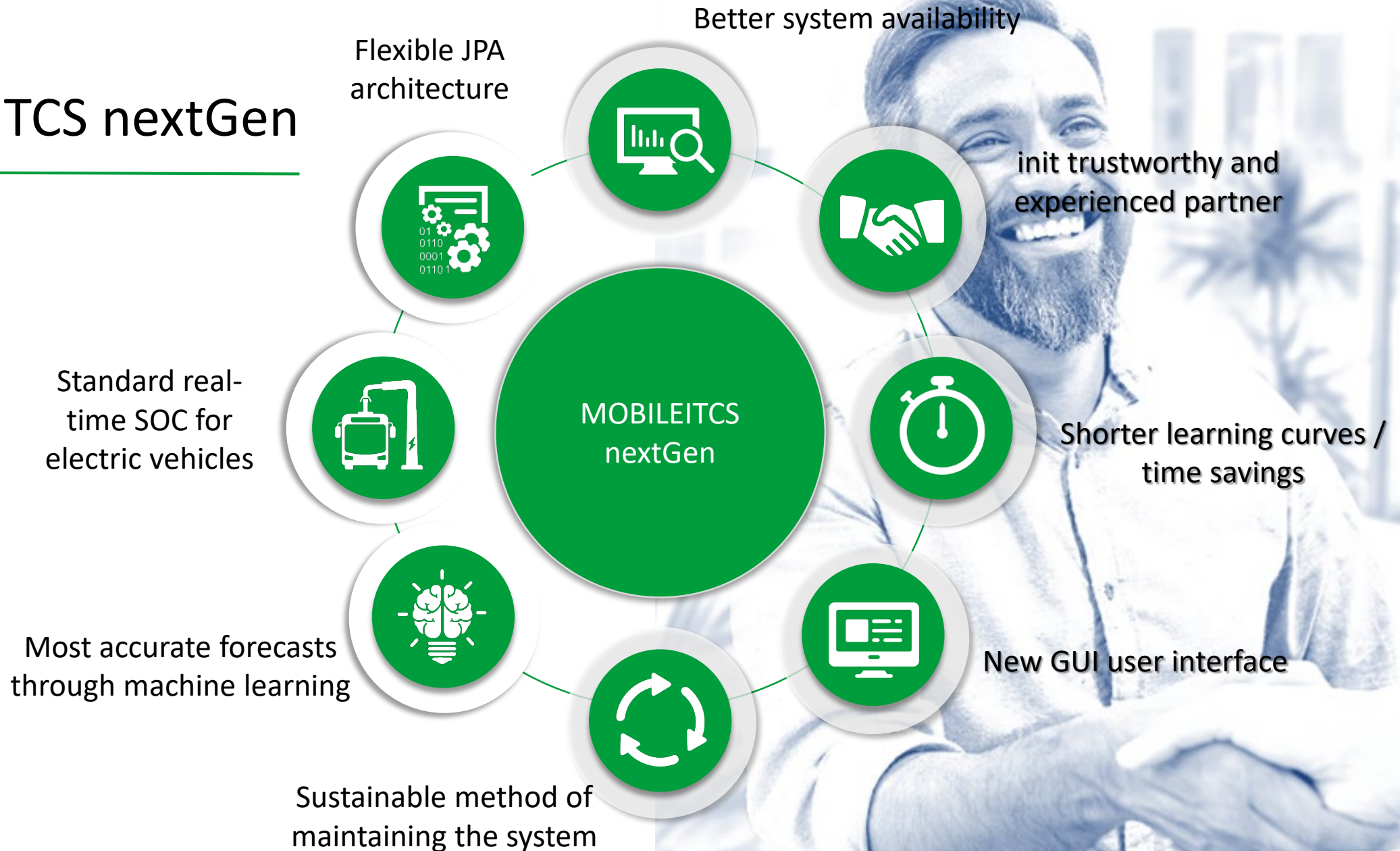


Wachstum iris-GmbH

- High-quality passenger counting sensores in Time of Flight technology
- Sensors are also supplied to competitors
- Location Berlin



Growth MOBILE-ITCS nextGen



Growth

MOBILE ITCsSmart

- Standardised functionality
- Web-based
- Scalable
- New business model: pay-per-use



Growth Electromobility

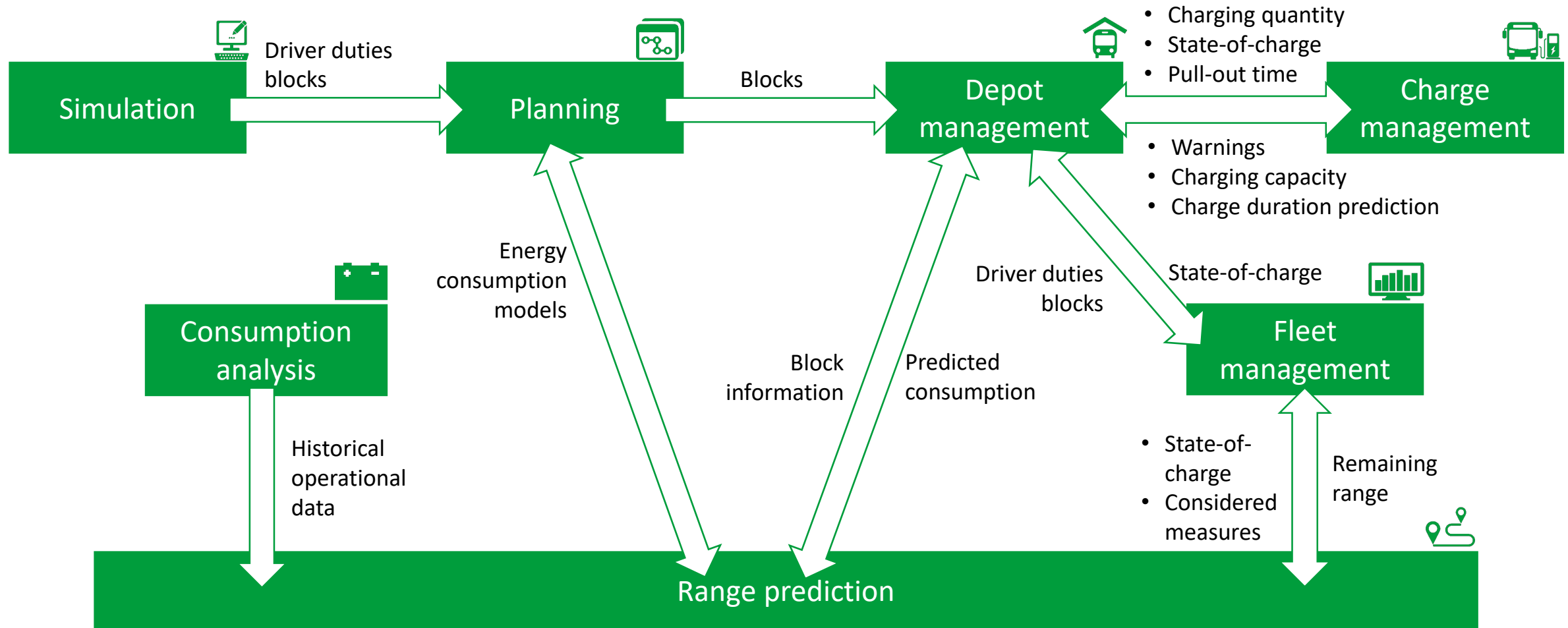
- Number of electric buses growing rapidly worldwide
- Short ranges
- Long charging times
- Integrated product suite eMOBILE optimises planning and operation
- First success also abroad



Growth Electromobility



7 information systems, one integrated product suite



Growth

Innovation in Bergen/Norway

- Second largest city in Norway
- One of the largest electric bus fleets in Europe
- Order from Keolis
- Use of eMOBILE and ITCSmart
- Integrated charging management



Growth

ITCS goes rail

MOBILE-ITCSrail

- Display of the special features of railway systems (traction, coupling/uncoupling, track change, single track, etc.)
- Train configuration management
- Extended rail-specific passenger information
- Numerous railway-specific interfaces
- Integration of MOBILE-PLAN and MOBILE-PERDIS for the advance planning of trains and train crew



Growth

MOBILE-ITCSrail

- First customer Albtalverkehrsgesellschaft (AVG)
- AVG is part of the Stadtbahn Karlsruhe
- 550 km route network are served
- **Commissioning of MOBILE-ITCSrail this year**



Growth

Customer support & operations

init: from technology provider to service partner

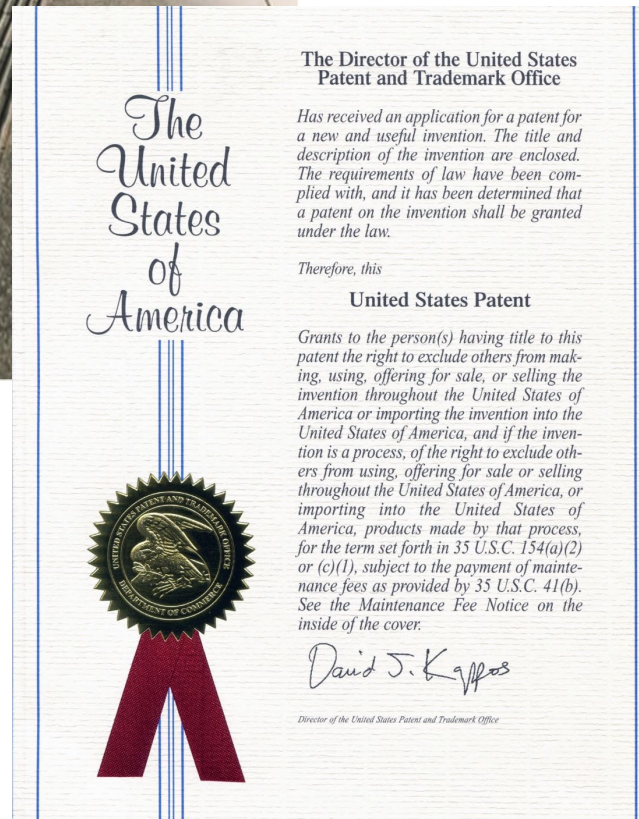
- Strong growth
- Orders secured for more than 10 years
- Strong customer loyalty





Future MOBILEguide - Passenger guidance system

- When the vehicle enters, free spaces are displayed, e.g. signalling at the platform floor
- More convenience for travellers
- COVID-19: Physical distancing
- Shortening of the stop times at the stop
- Optimization of the usage of the existing infrastructure
- Cost-savings



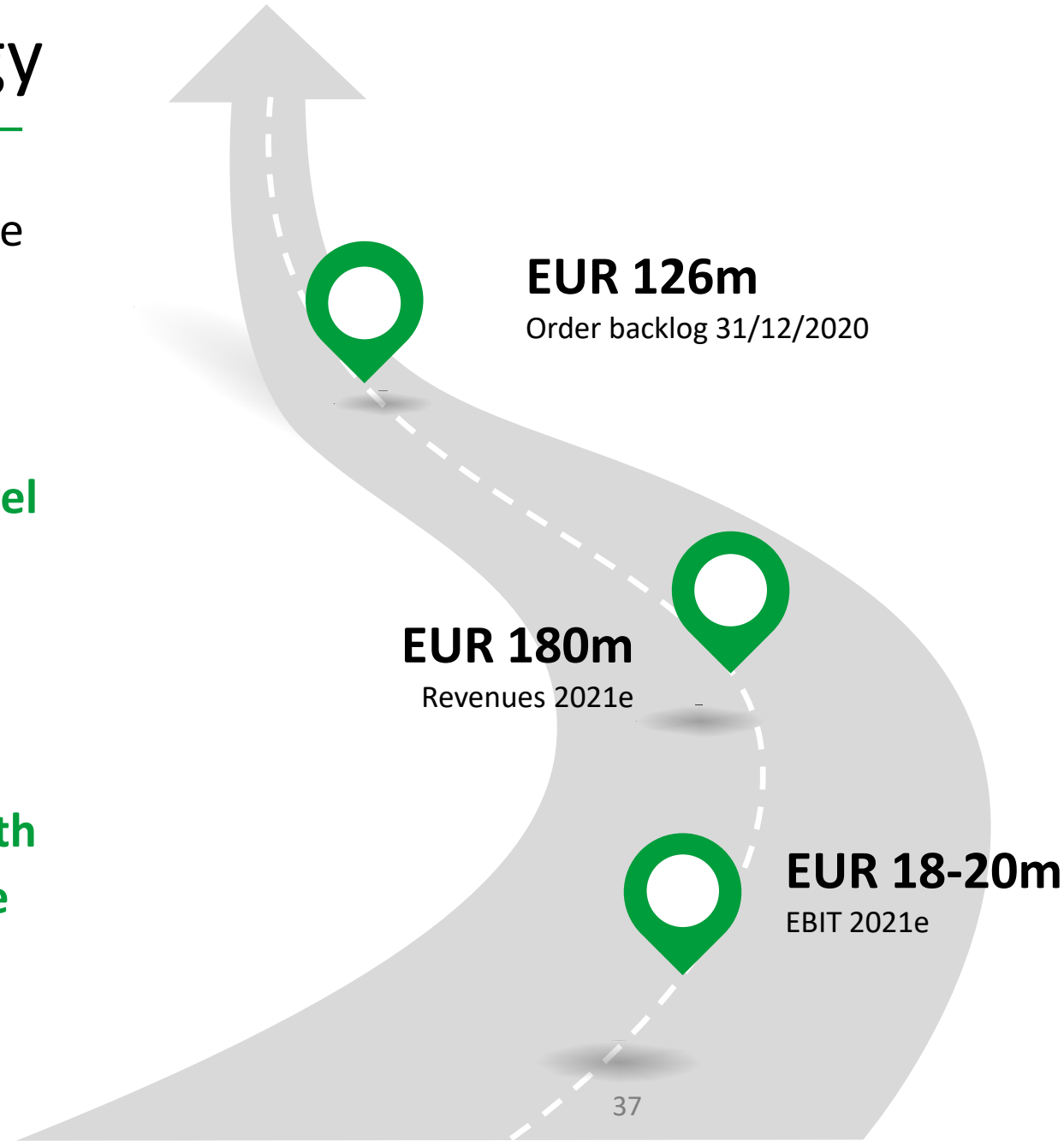
Growth and Future Prospects

- New products with high growth rates in the market (e-ticketing, operation, etc.)
- Numerous new products in the market launch (rail, barrier-free travel assistance, ...)
- New markets are being developed (rail, electromobility, autonomous driving, etc.)
- High investments in R&D and personnel are increasingly paying off



Roadmap strategy

- ✓ Long-term annual average **growth rate achieved** in FY 2020
- ✓ **Stable sales and EBIT level** for FY 2021
- ✓ From 2022 onwards, we see our long-term and sustainable **annual growth target of 15% on average** achievable again



Thank you!

init



Dr. Gottfried Greschner,
CEO

Financial Calendar 2021

25 March 2021
Annual Report 2020

11 May 2021
Quarterly Statement Q1 2021

19 May 2021
Annual General Meeting

IR-contact

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