

init SE

Half-year financial figures



Integrated. Innovative. International.

init

Jennifer Bodenseh – CFO

Managing Board & Supervisory Board

Managing Board



Dr. Gottfried Greschner
CEO



Dr. Jürgen Greschner
CSO and Deputy CEO



Jennifer Bodenseh
CFO



Dipl.Ing. (FH) Matthias Kühn
COO

Supervisory Board



Hans-Joachim Röhlig
Former CFO
Ed. Züblin AG



Ulrich Sieg
Former Managing Board Member
Hamburger Hochbahn AG

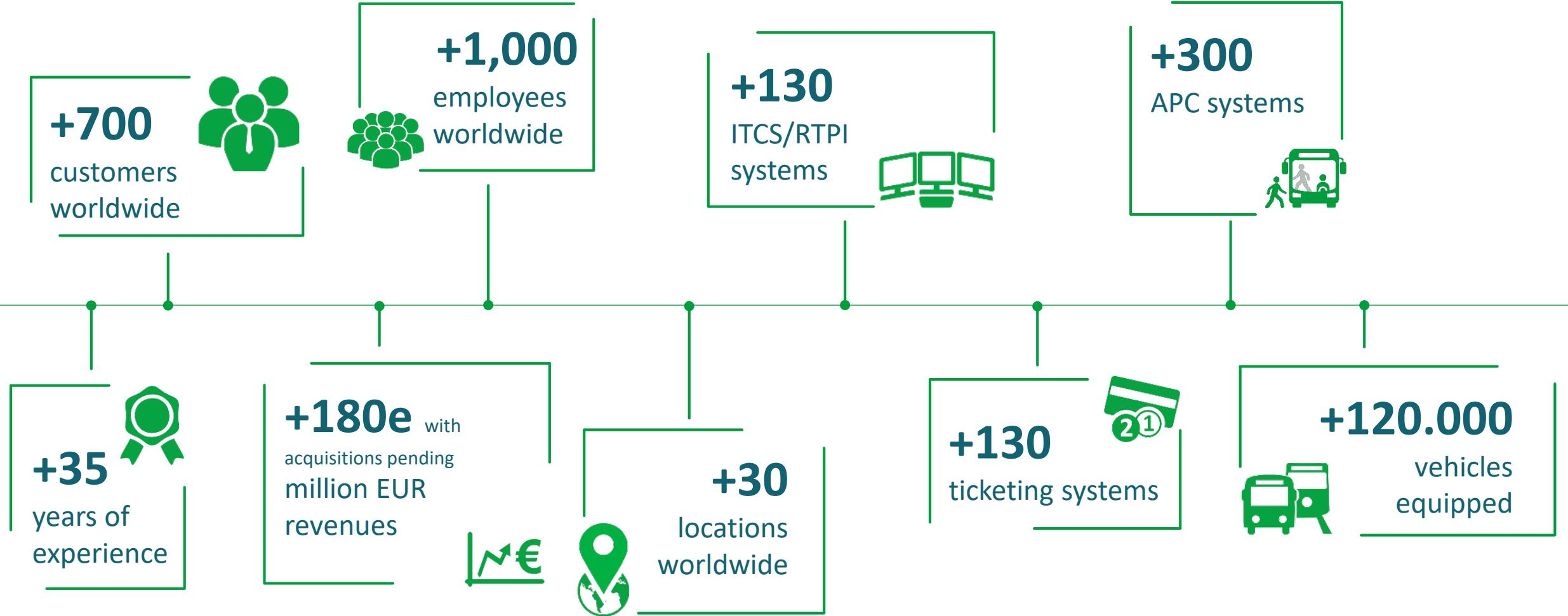


Christina Greschner
M.A. Family Entrepreneurship,
various management positions
within the init group



Hans Rat
Honorary Secretary General
of UITP

init at a glance



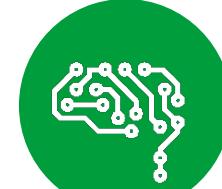


init strategy

Integrated



Innovative



International



init

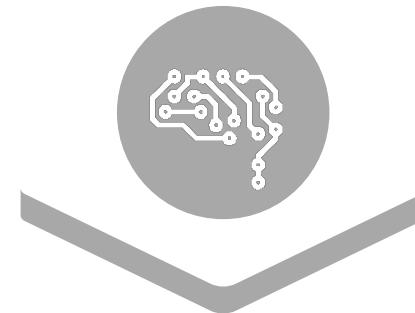
The Future of Mobility

init strategy

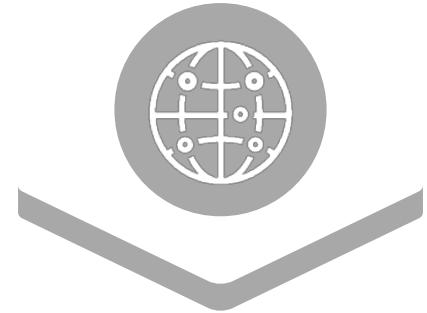
Integrated



Innovative



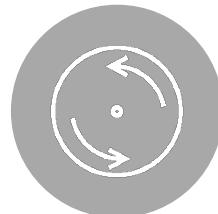
International



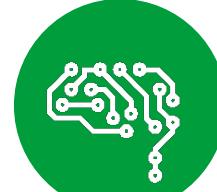
- We are currently the only provider to cover the entire range of tasks in a **fully integrated planning, dispatching, telematics and ticketing system**
- Our **core competence** is the knowledge of all tasks and processes within a public transport company
- Our **knowledge and many years of experience** enable us to develop intelligent concepts and IT solutions that do not map processes in isolation, but allow the best possible integration

init strategy

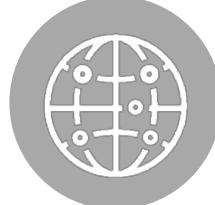
Integrated



Innovative



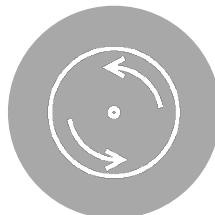
International



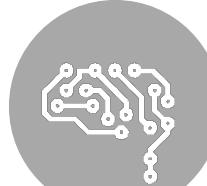
- **Innovative solutions** are key to modern mobility
- Our goal is to make the **latest technologies** quickly available to public transport companies
- We are part of national and **international research networks**,
- Together with customers and partners we design groundbreaking solutions
- This is how **new products and future-oriented migrations** are continuously created
- **init makes mobility** (buses, trains, on-call buses, car sharing, bikes, etc.) **more attractive and efficient**

init strategy

Integrated



Innovative

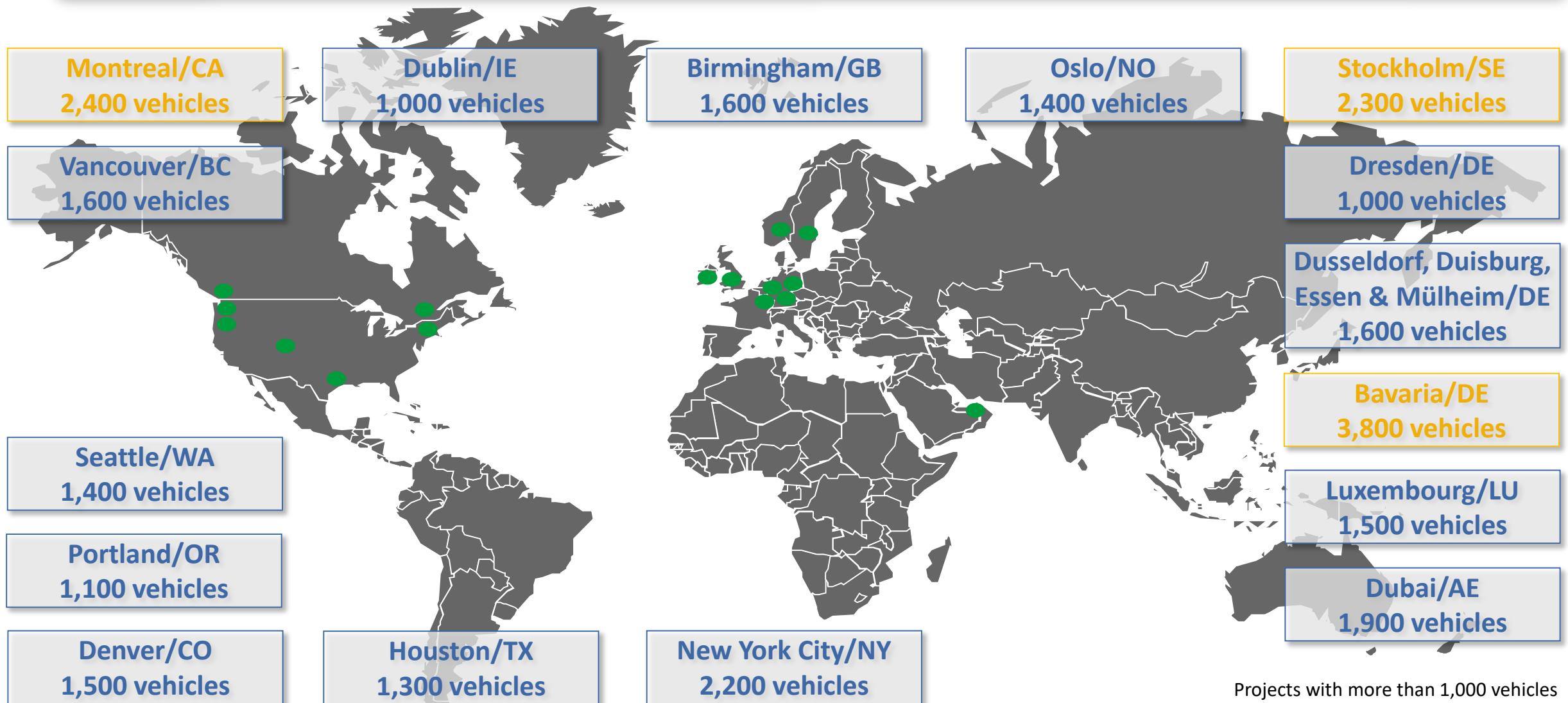


International

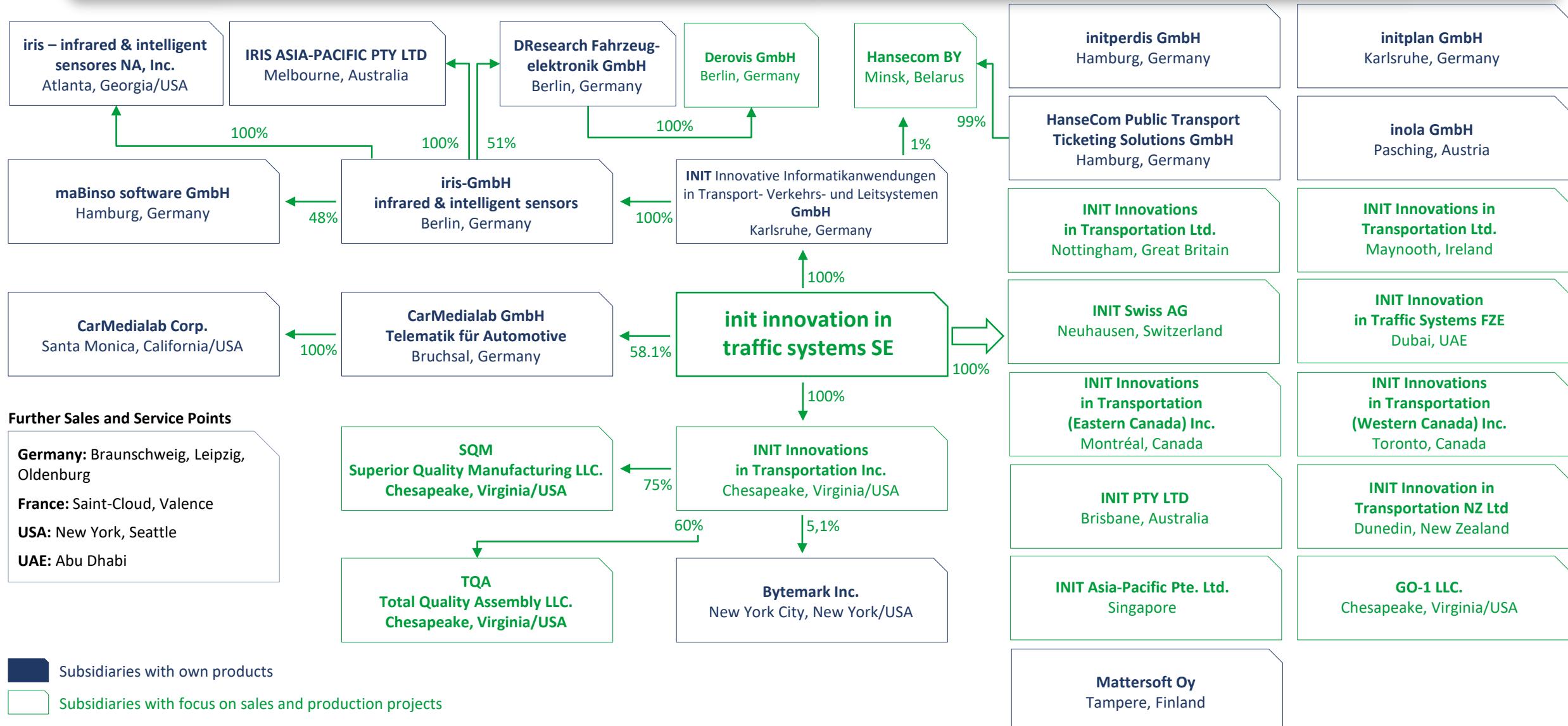


- From our more than **30 locations on 4 continents**, our solutions help transport companies to travel faster, more comfortably and more efficiently
- Based on our broad technological base we always find the **appropriate solution** – for 20 vehicles or for 2,000 for mega cities or regional transport
- The requirements in the **international environment** strengthen our regional offerings
- Modern mobility:** buses, trains, demand-controlled buses, autonomous vehicles, car sharing, bike sharing,...

Global references



Associated Companies and Subsidiaries



Growth: new members of the init Group



**DResearch
Fahrzeugelektronik
GmbH
Berlin, Germany**

With effect from 1 January
2020

Derovis GmbH
100% subsidiary of
DResearch
Fahrzeugelektronik GmbH



Hansecom BY
Minsk, Belarus

Founded on
26 December 2019

Shareholdings:
99% HanseCom
1% INIT GmbH



INIT Inc.
Seattle, WA, USA

Opening on
10 December 2019

Current: Team of 15
employees
Further expansion planned



**IRIS ASIA-PACIFIC PTY
LTD**
**Melbourne,
Australien**

Founded on
16 July 2019

Sales Office
Asia-Pacific

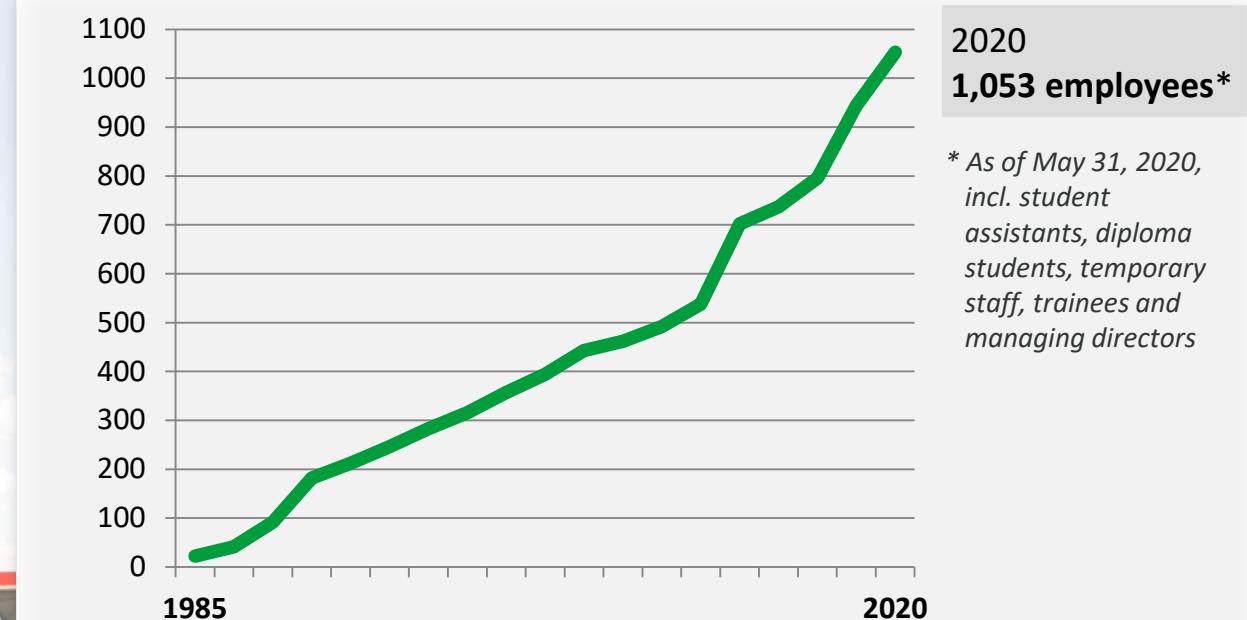


INIT Ltd.
Maynooth, Irland

Opening on
28 November 2018

Current: Team of 15
software developers
Further expansion planned

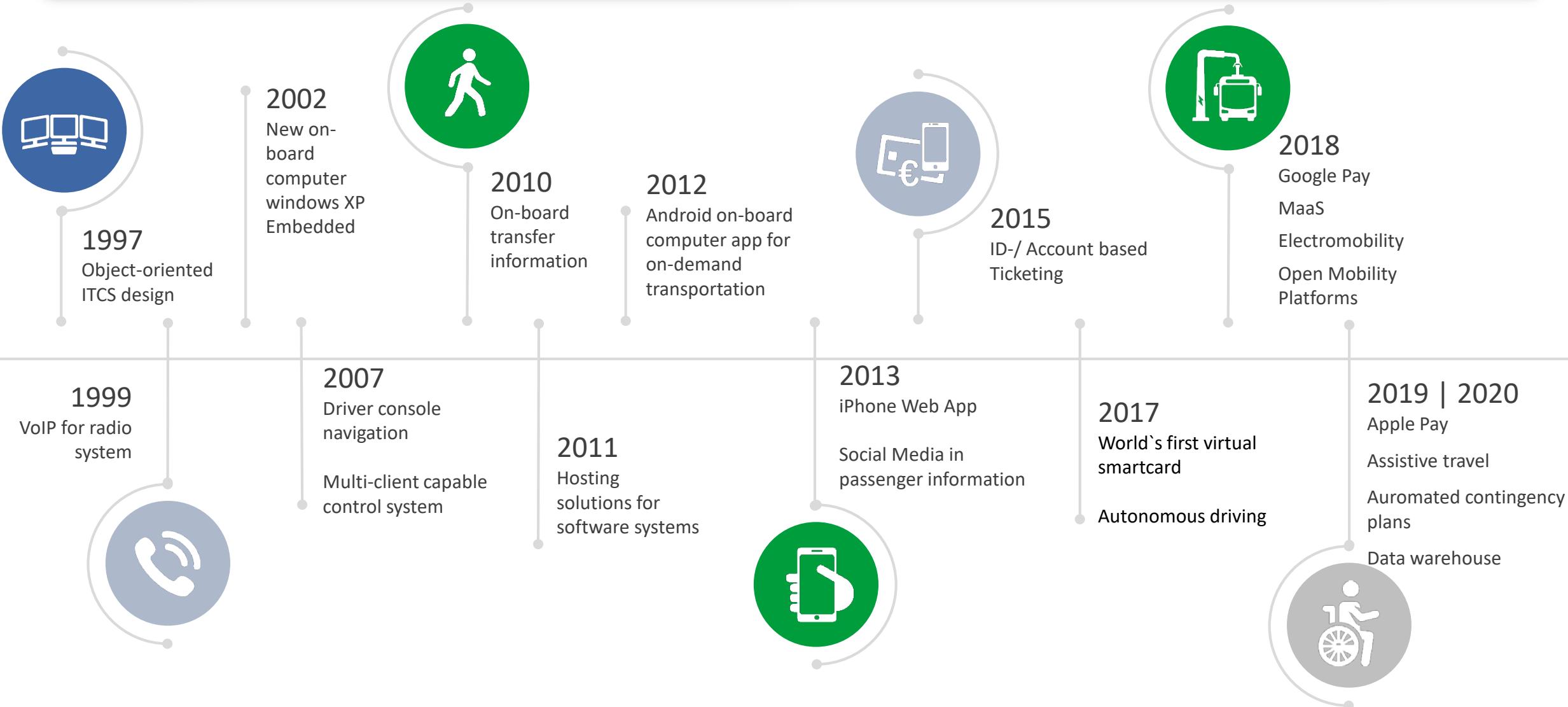
Number of Employees



Half-year financial figures



Growth: innovation & technology leadership



Growth: MOBILE-ITCS NextGen

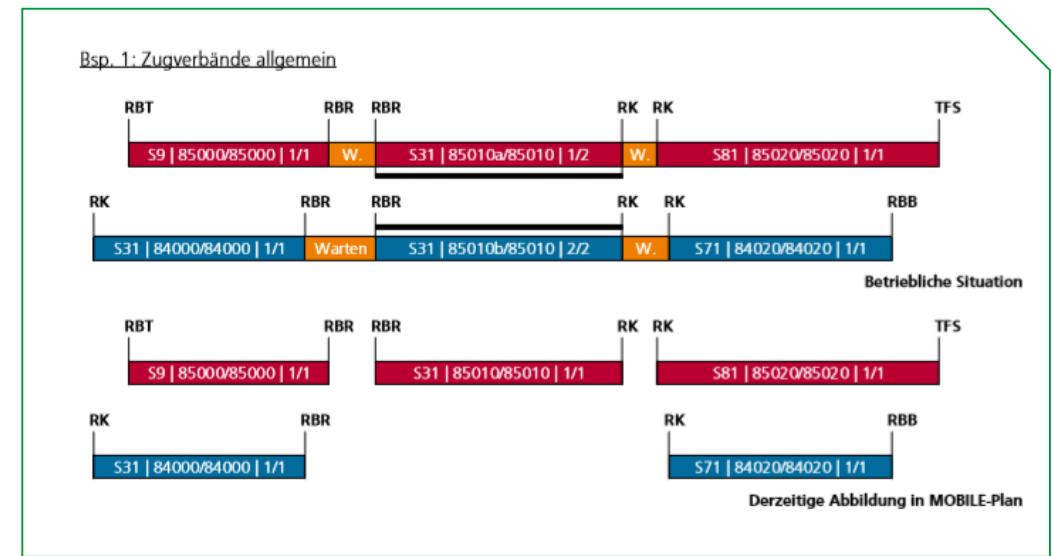
- **State-of-the-art**, user-oriented user interface thanks to UX design
- **Extremely stable system** / Increased robustness through use of the latest technologies
- **Most accurate forecasts of arrival times through the use of AI (machine learning)**
- ...and much more...



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

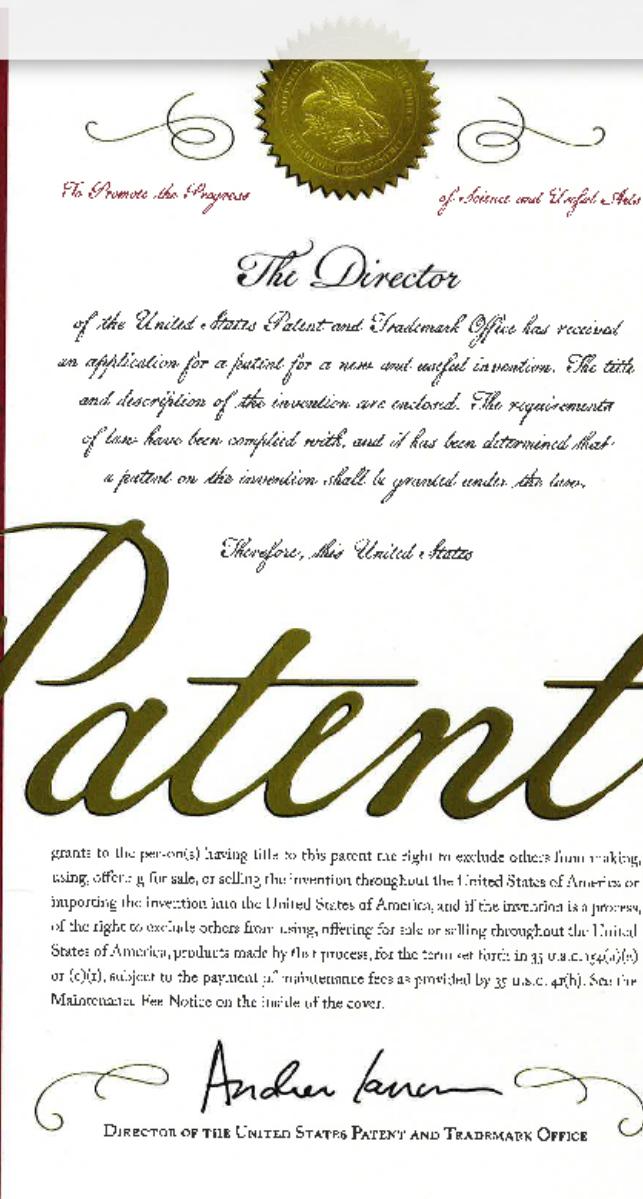


Future: passenger guidance systems

- More comfortably travel
- Cost-saving
- Keeping a distance
- Displaying the free places
- Signaling at the platform edge



Future: Patent for passenger guidance system



grants to the person(s) having title to this patent the right to exclude others from making, using, offering for sale, or selling the invention throughout the United States of America, or importing the invention into the United States of America, and if the invention is a process, of the right to exclude others from using, offering for sale or selling throughout the United States of America, products made by that process, for the term set forth in 35 U.S.C. 154(a)(1) or (c)(1), subject to the payment of maintenance fees as provided by 35 U.S.C. 4(a)(5). See the Maintenance Fee Notice on the inside of the cover.

Andrea Lauer
DIRECTOR OF THE UNITED STATES PATENT AND TRADEMARK OFFICE



of Science and Useful Arts

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(19) Weltorganisation für geistiges Eigentum

Internationales Büro

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Deutsch

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Deutsch

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11. August 2014 (11.08.2014) DE

(71) Anmelder: INIT INNOVATIVE INFORMATIKANWENDUNGEN IN TRANSPORT-, VERKEHRS- UND LEITSYSTEMEN GMBH [DE/DE]; Kacpellestraße 4-6, 76131 Karlsruhe (DE).

(72) Erfinder: SCHMIDT, Ulrich; Am Steinhäusle 27, 76228 Karlsruhe (DE); KOENIG, Georg; Albert-Schweitzer-Straße 16, 76337 Waldbronn (DE).

(74) Anwalt: ULLRICH & NAUMANN; Schneidmühlstraße 21, 69115 Heidelberg (DE).

(81) Bestimmungsstaaten (soweit nicht anders angegeben, für jede verfügbare nationale Schutzrechtsart): AE, AG, AL, AM, AO, AT, AU, AZ, BA, BB, BG, BH, BN, BR, BW, BY, BZ, CA, CH, CL, CN, CO, CR, CU, CZ, DK, DM, DO, DZ, EC, EE, EG, ES, FI, GB, GD, GE, GH, GM, GT, HN, HR, HU, ID, IL, IN, IR, IS, JP, KE, KG, KN, KP, KR, KZ, LA, LC, LK, LR, LS, LU, LY, MA, MD, ME, MG, MK, MN, MW, MX, MY, MZ, NA, NG, NI, NO, NZ, OM, PA, PE, PG, PH, PL, PT, QA, RO, RS, RU, RW, SA, SC, SD, SE, SG, SK, SL, SM, ST, SV, SY, TH, TJ, TM, TN, TR, TT, TZ, UA, UG, US, UZ, VC, VN, ZA, ZM, ZW.

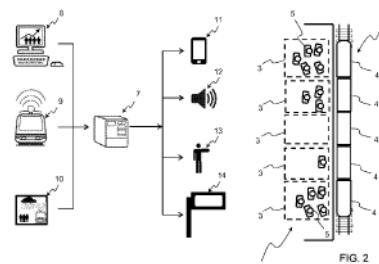
(84) Bestimmungsstaaten (soweit nicht anders angegeben, für jede verfügbare regionale Schutzrechtsart): ARIPO (BW, GH, GM, KE, LR, LS, MW, MZ, NA, RW, SD, SL, ST, SZ, TZ, UG, ZM, ZW), euasisches (AM, AZ, BY, KG, KZ, RU, TJ, TM), europäisches (AL, AT, BE, BG, CH, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HR, HU, IE, IS, IT, LT, LU, LV, MC, MK, MT, NL, NO, PL, PT, RO, RS, SE, SI, SK, SM, TR), OAPI (BF, BJ, CF, CG, CI, CM, GA, GN, GQ, GW, KM, ML, MR, NE, SN, TD, TG).

Veröffentlicht:

— mit internationalem Recherchebericht (Artikel 21 Absatz 3)

(54) Titel: METHOD FOR DIRECTING PASSENGERS OF PUBLIC MEANS OF TRANSPORT

(54) Bezeichnung: VERFAHREN ZUM LEITEN DER FAHRGÄSTE ÖFFENTLICHER VERKEHRSMITTEL



(57) Abstract: A method for directing passengers of public means of transport, in particular of rail or trains (1), at stops (2) or in stop regions and/or in the means of transport, wherein the passengers (5) board/alight in a boarding/alighting region extending over the length of the vehicle (1) via at least two doors, mostly via a plurality of doors, is characterized by the following method steps: creating of a prognosis of the degree of occupancy of the vehicle (1) with respect to the situation in the vehicle (1) after alighting at each stop (2), dividing of the passengers (5) moving into the boarding region (3) and/or waiting for boarding in the boarding region (3) according to the prognosis for the region of the doors for the approximate uniform distribution of passengers (5) in the vehicle (1) and, if necessary, dividing the passengers (5) in the vehicle (1) by taking into account the predicted degree of occupancy, preferably by sections, and the passengers (5) actually waiting to board.

(57) Zusammenfassung:

Fortsetzung auf der nächsten Seite

Managing COVID-19 with init products



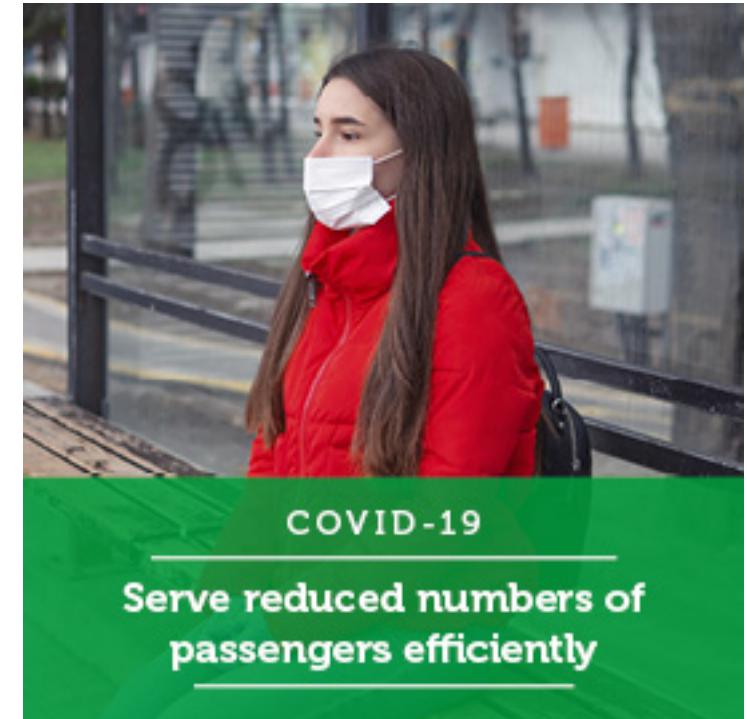
COVID-19

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

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



*Make cashless payments
on buses and trains with
PROXmobil3, EVENDpc3
and **VENDmobil***

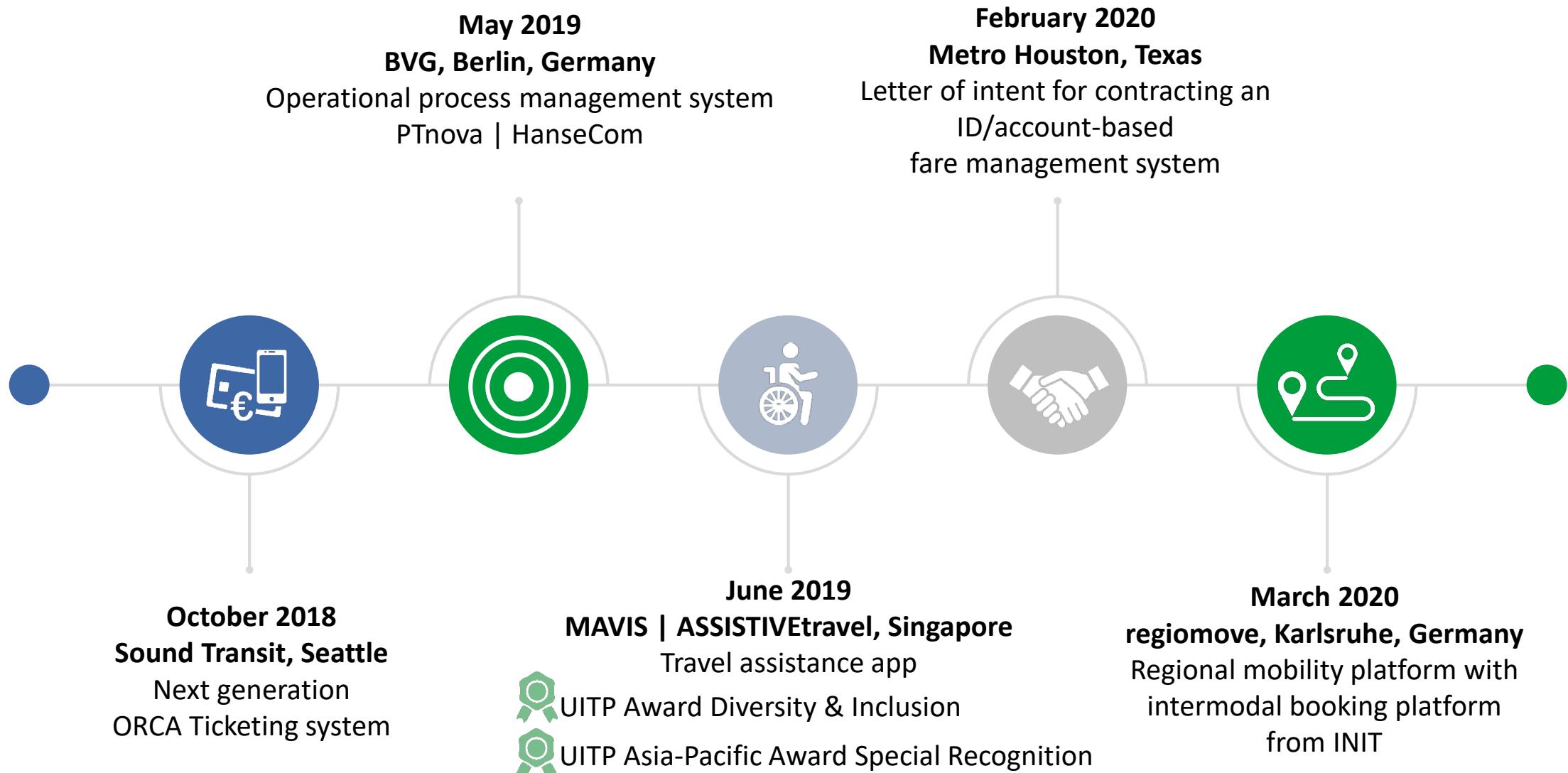
Managing COVID-19 with init products

Use of passenger numbers

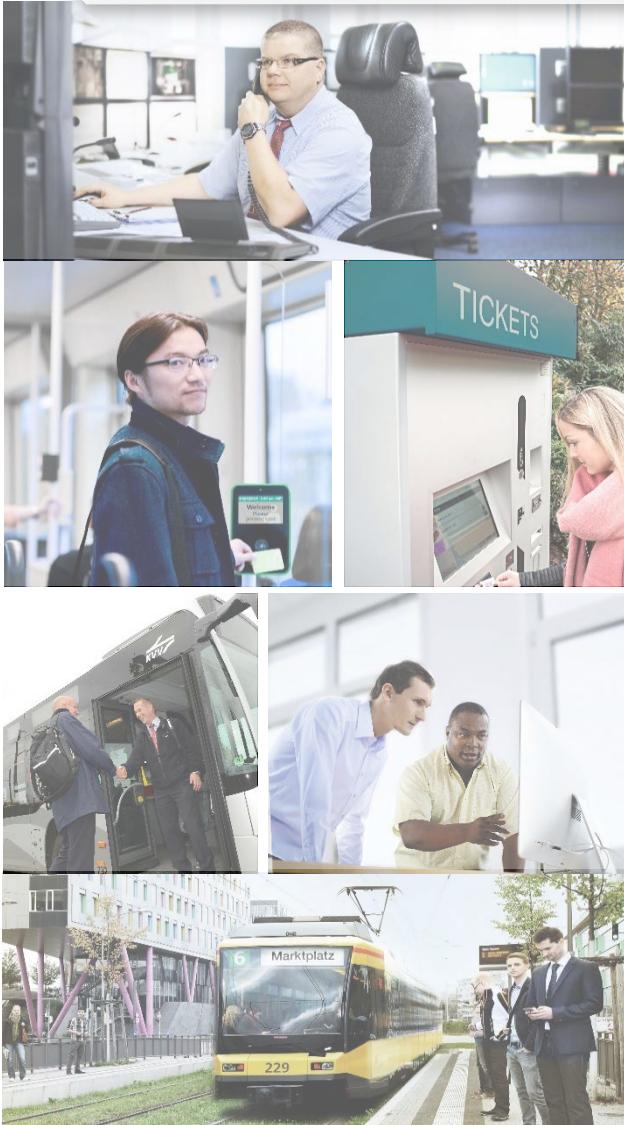
- Real-time information on vehicle occupancy
- Patented method for the determination of free places
- Information for passengers at the stop, via apps, Internet
- Seat reservation be possible



Milestones projects



Technical business segments



~45%

Electronic Ticketing – high software share

- Vending Devices (stationary, mobile, smartphone)
- Background system (account and fare data management, accounting systems, ...)

~25%

ITCS – Intermodales Transport Control System – high software share

Real-time information and sub systems

~20%

Automatic Passenger Counting (APC) – high software share

~5%

Timetable planning and dispatching of drivers and vehicles
– 100% software share

~5%

Further modules e.g. traffic signal priority, announcement technology, display technology, diagnostic systems ...

Economic business segments



~35%

Hardware & software products in project business

~20%

Software & hardware maintenance, incl. hotline

~20%

Delivery business (iris,...)

~20%

Follow-up orders from projects, licenses and services

~5%

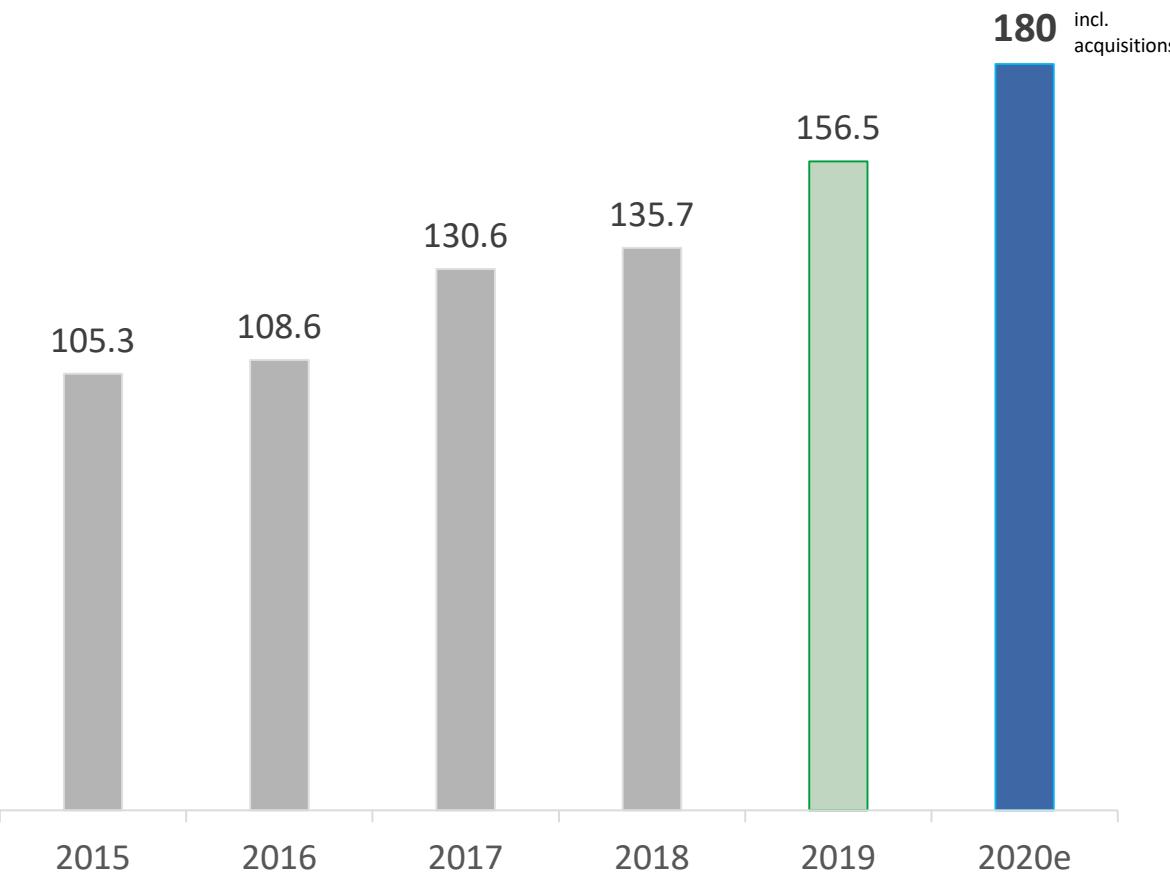
New business segment: operations

45 % Recurring Revenues

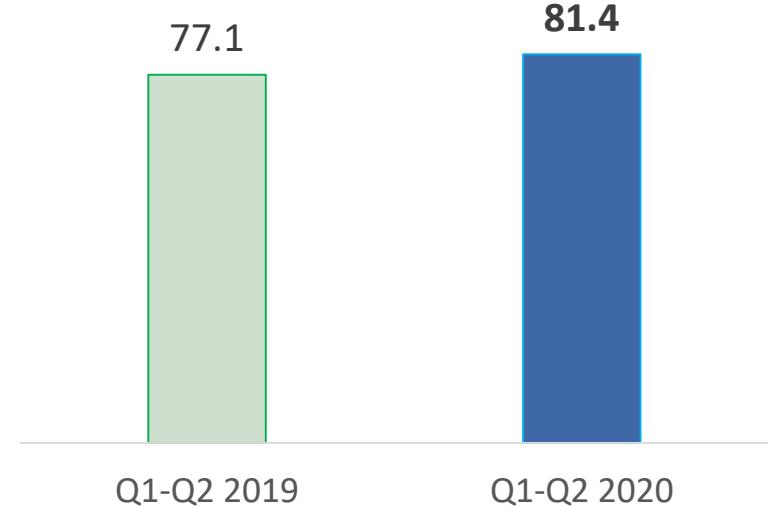
Revenues

Set target growth for FY 2019 achieved: + 15 %

(in EURm)

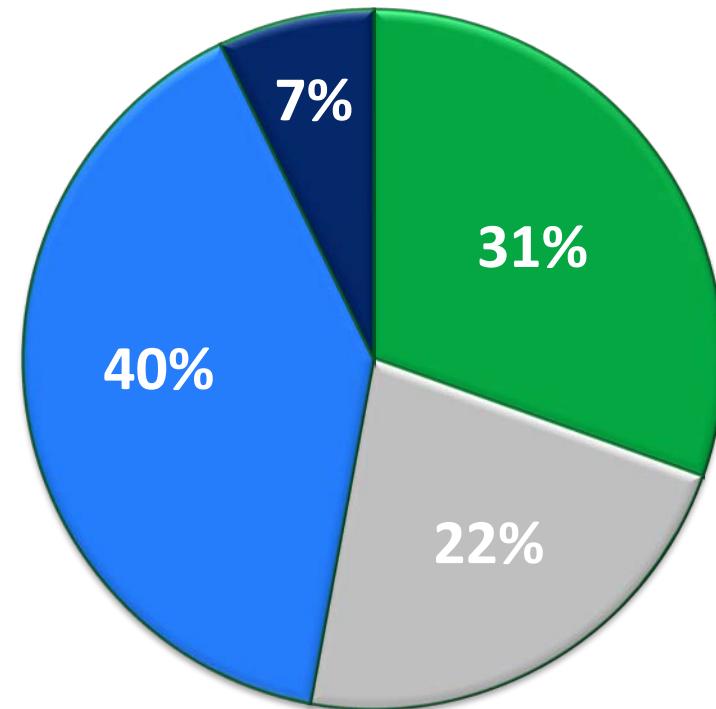


6% above previous
year

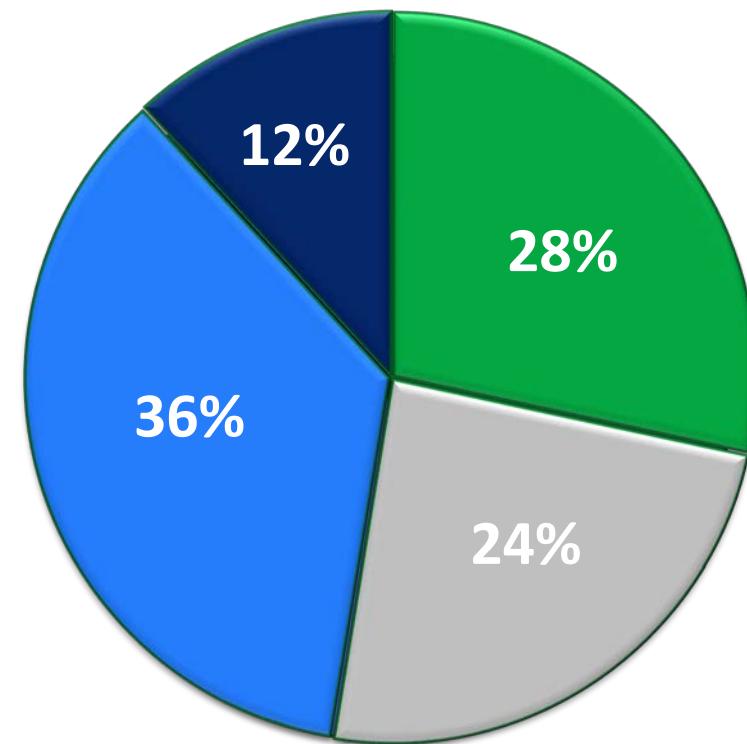


Revenues per region

■ Germany ■ Rest of Europe
■ North America ■ Other countries



Average 2015-2018

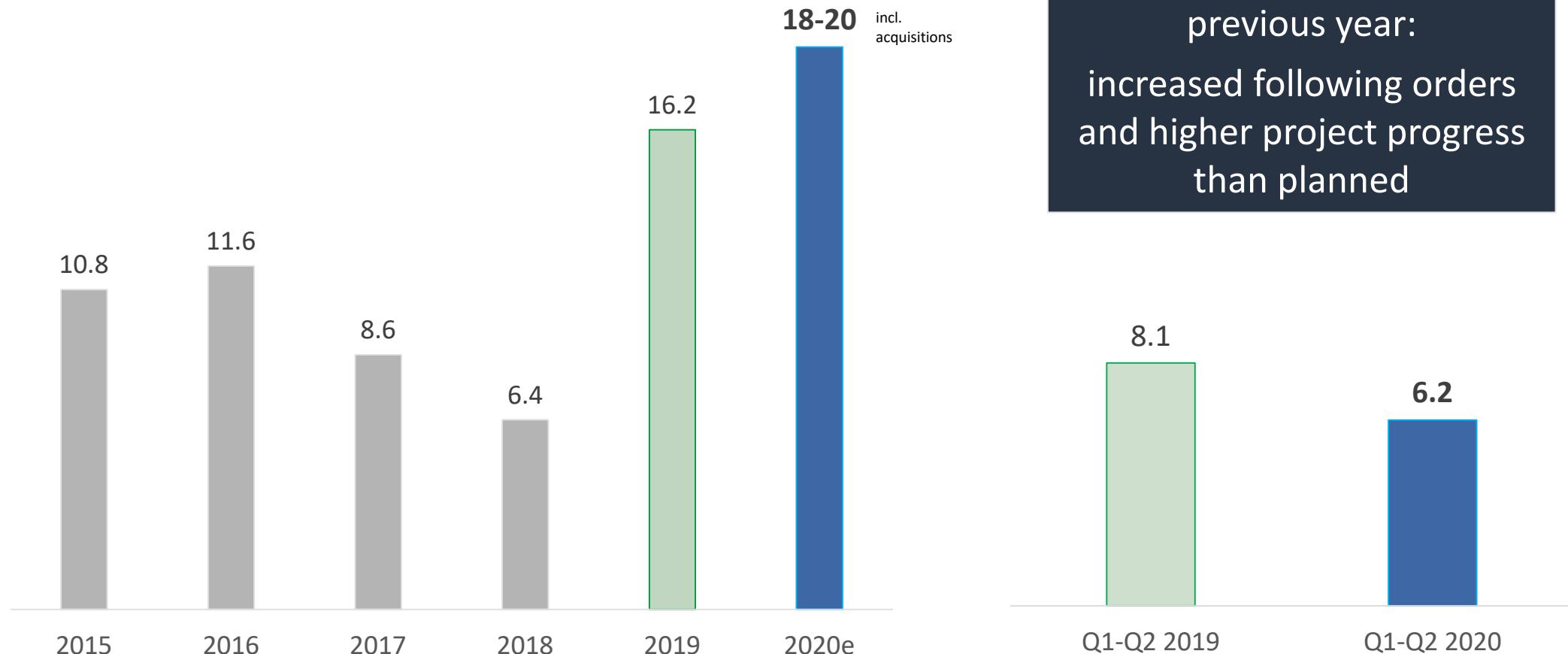


2019

EBIT

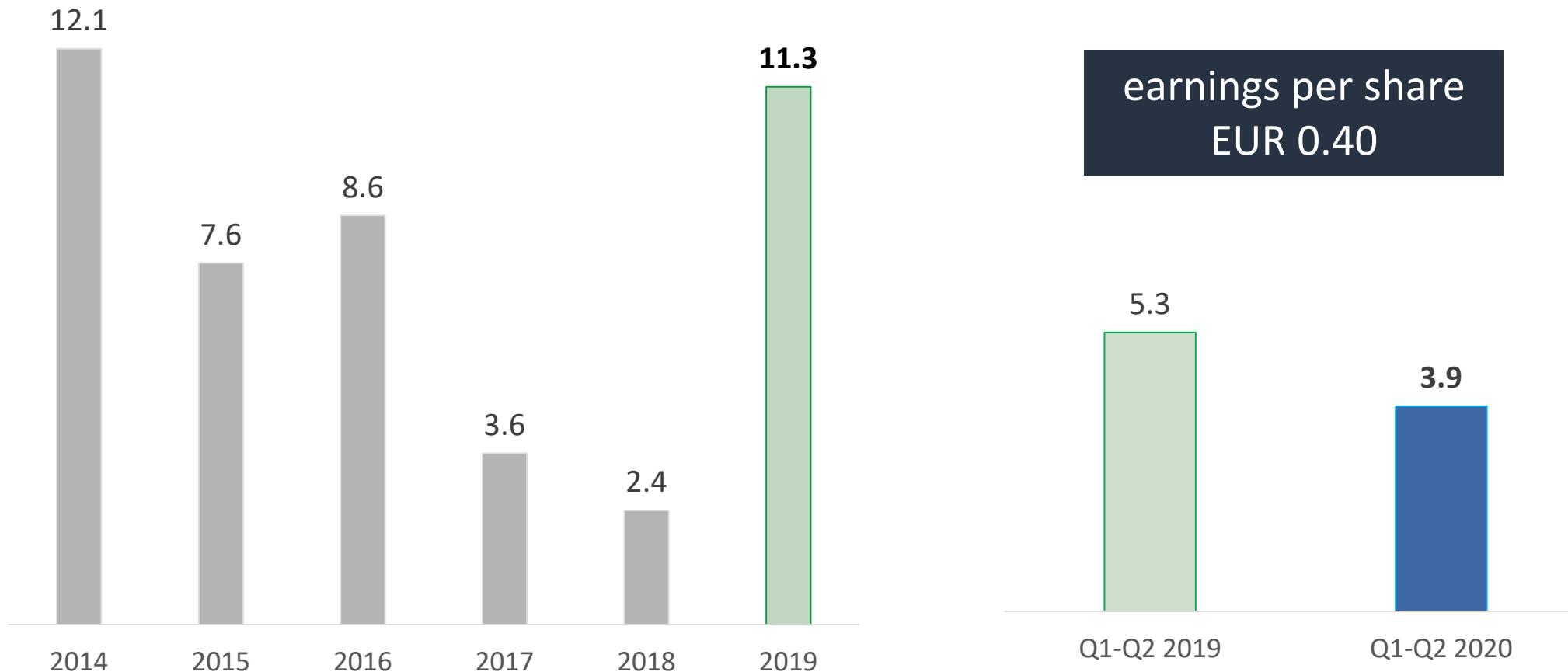
(in EURm)

EBIT margin increased to 10.4%



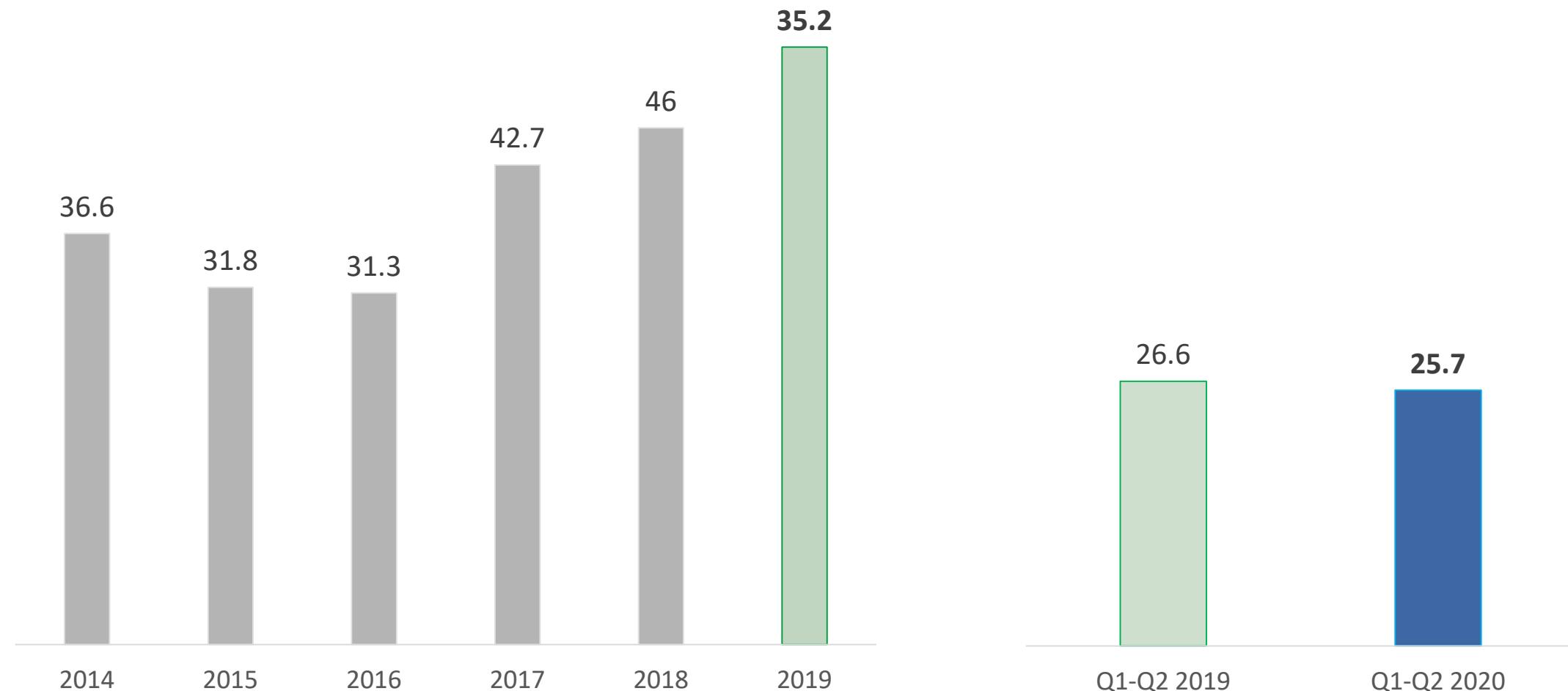
Consolidated net profit

(in EURm)



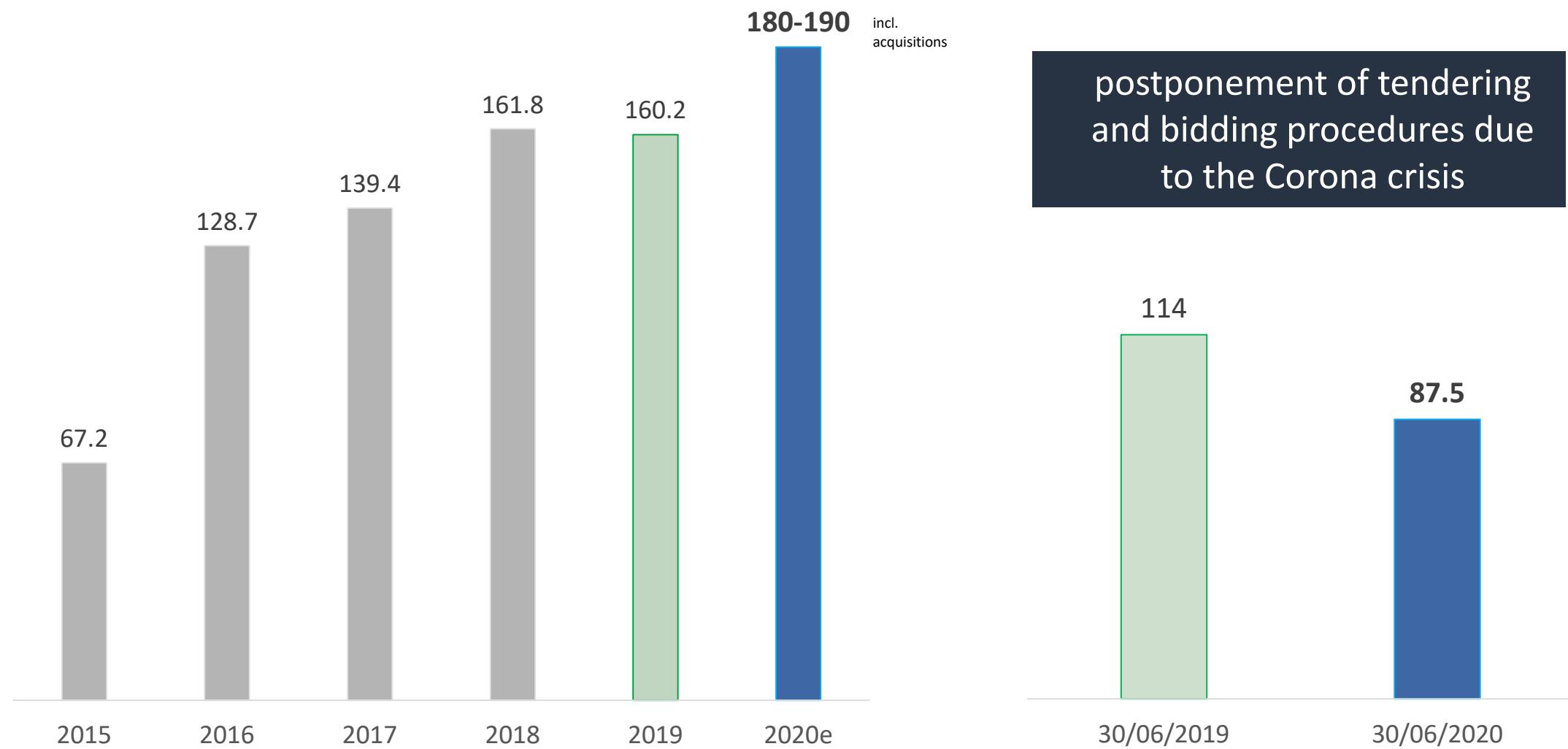
Gross profit

(in EURm)



Incoming orders

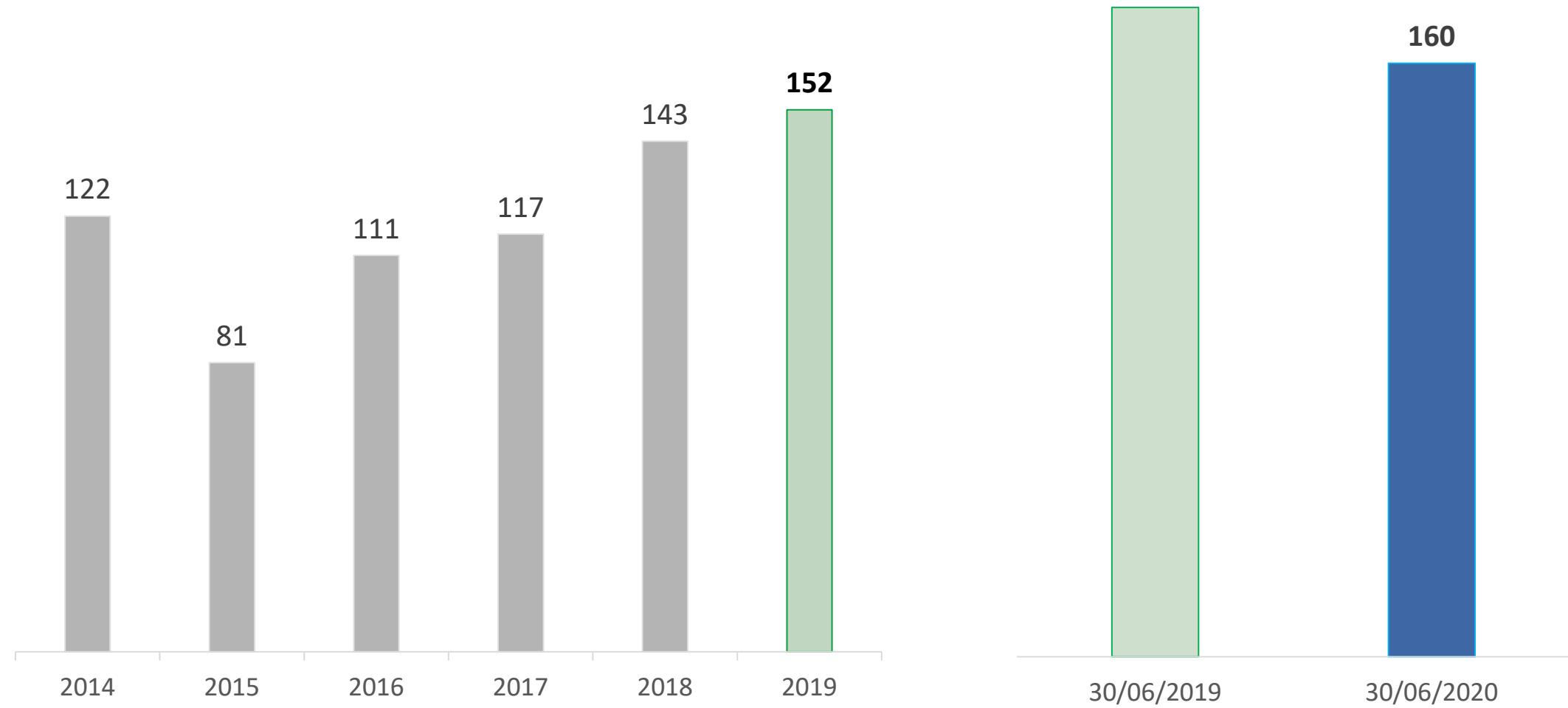
(in EURm)



Order backlog

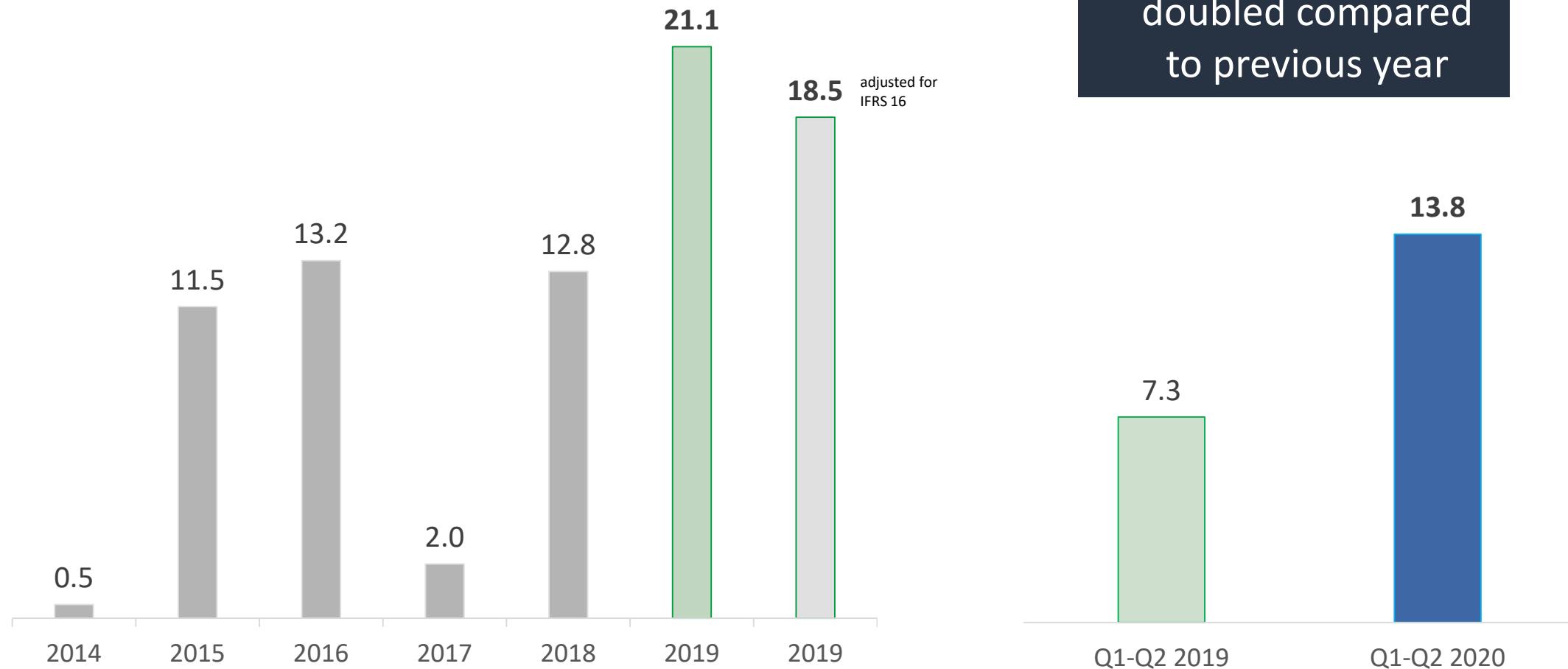
(in EURm)

around 60% of the order backlog in 2020 will affect sales



Operative cash flow

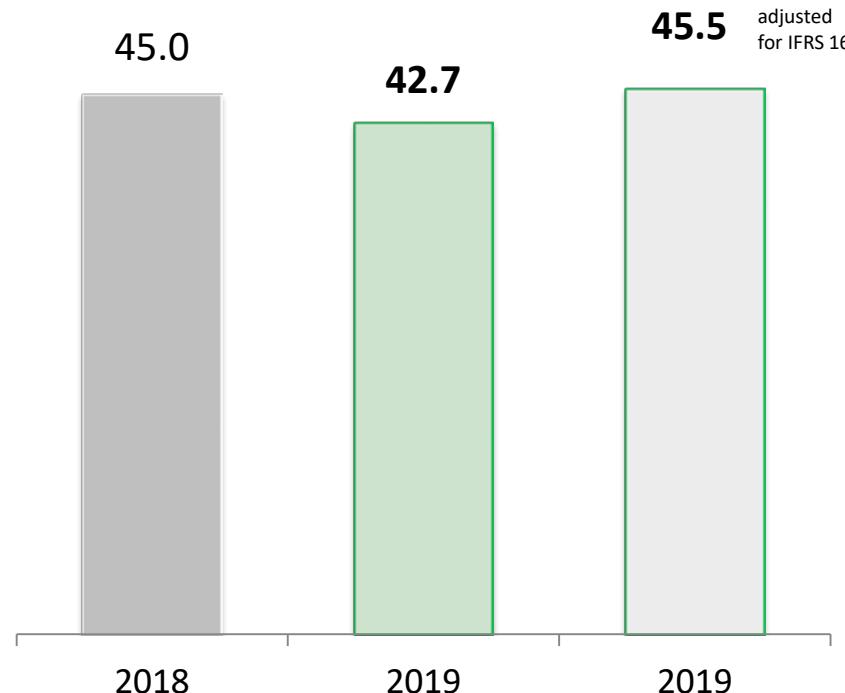
(in EURm)



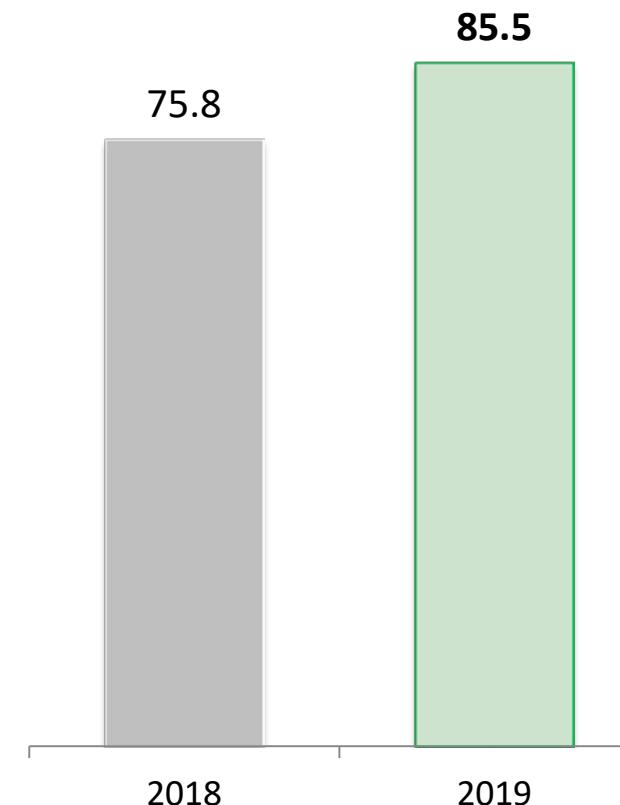
Cash flow nearly
doubled compared
to previous year

Equity

Equity ratio in %

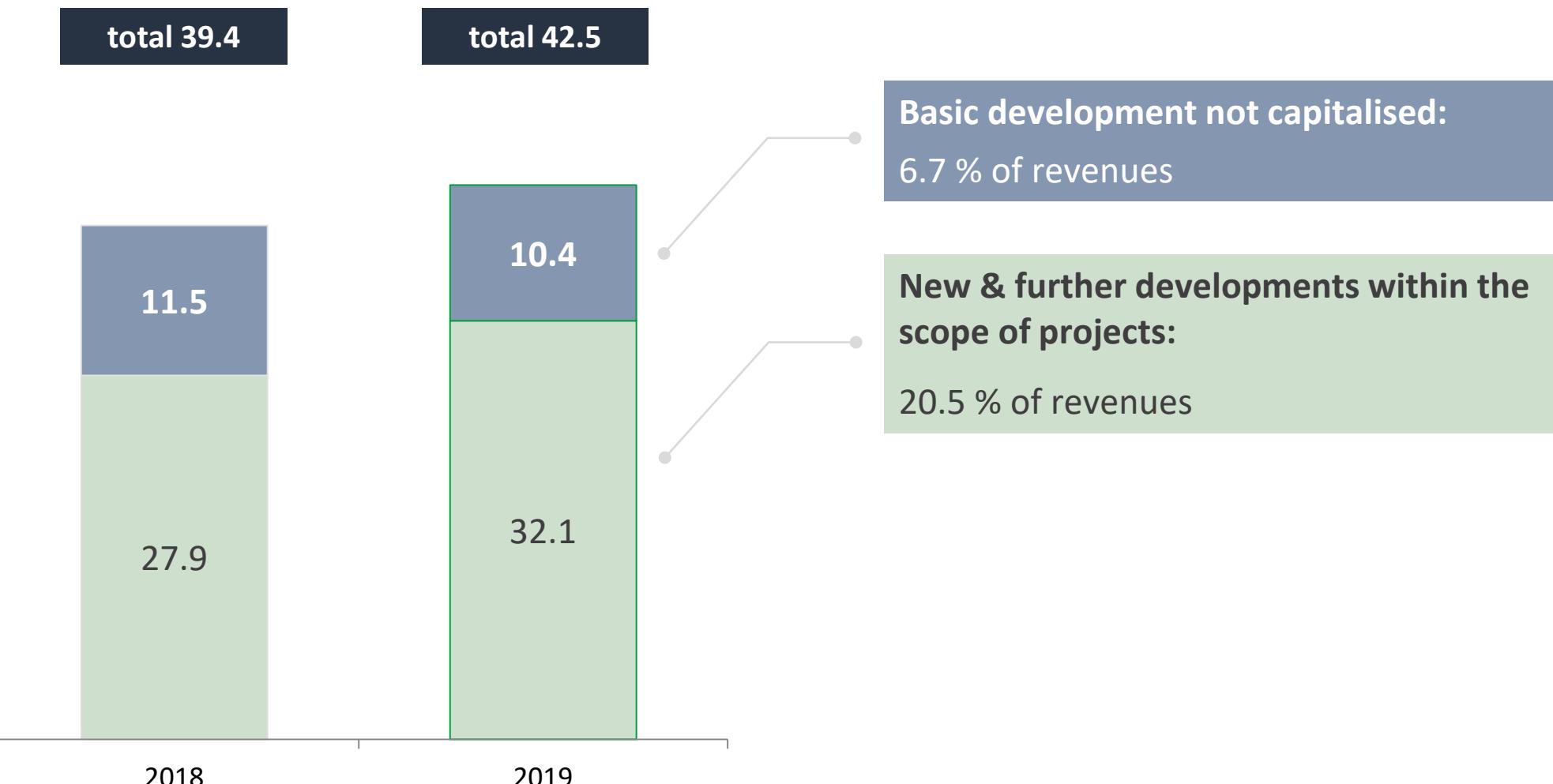


Equity in EURm

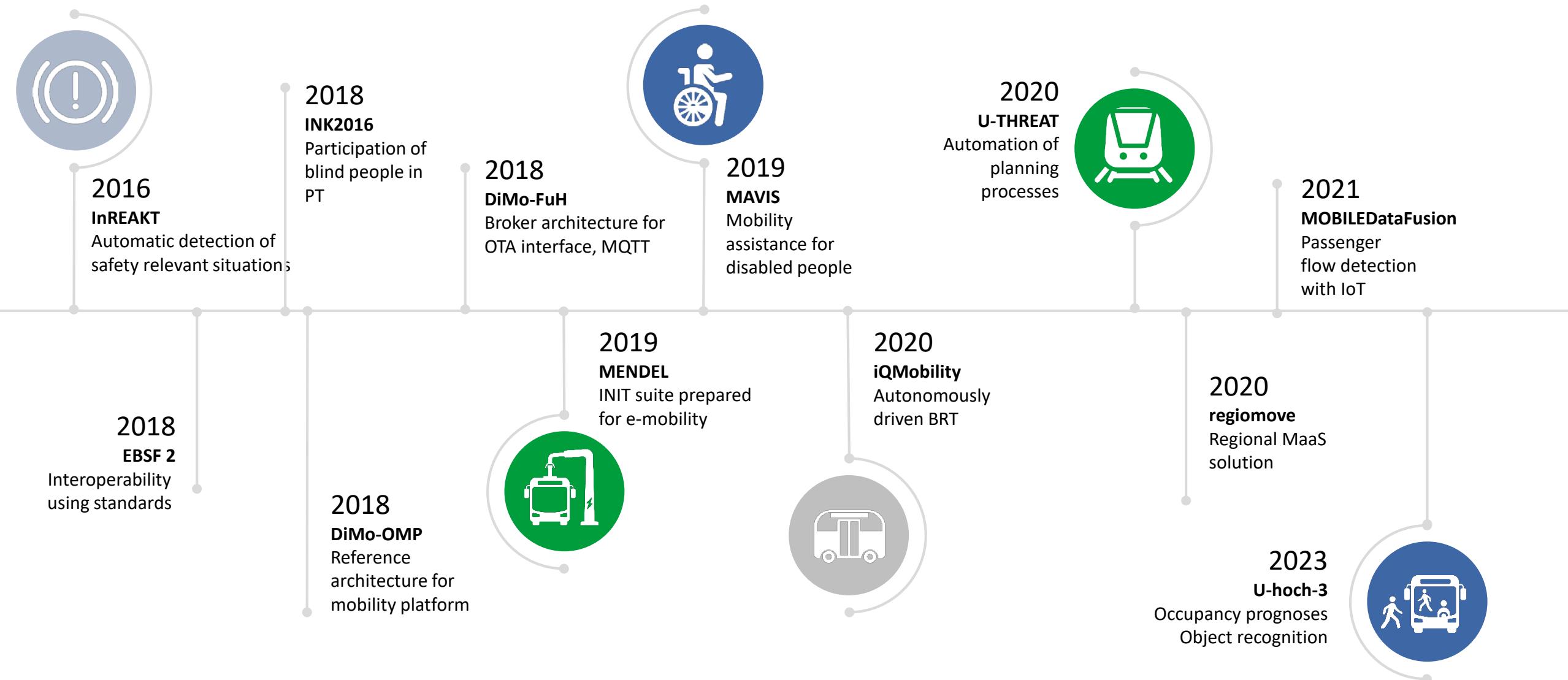


Expenditure R&D

(in EURm)

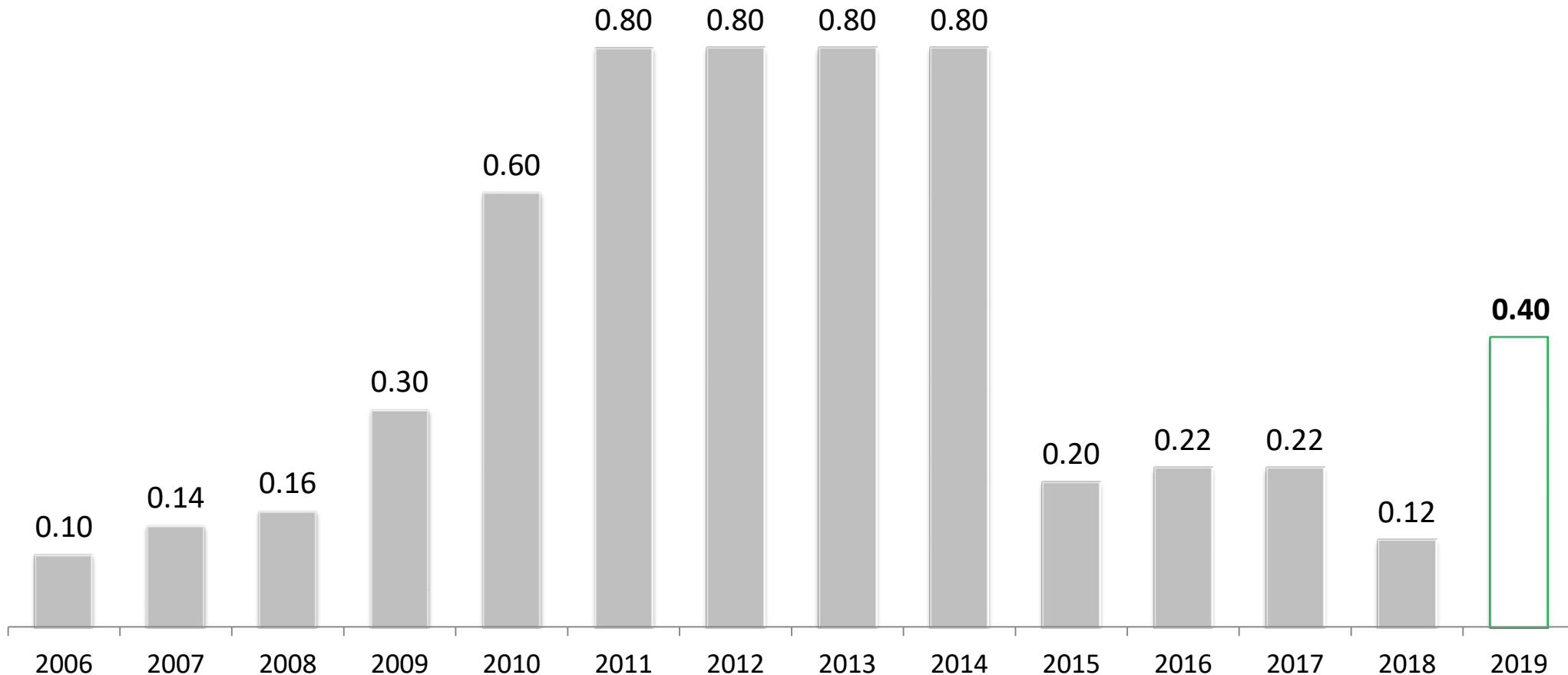


R&D Roadmap – research projects



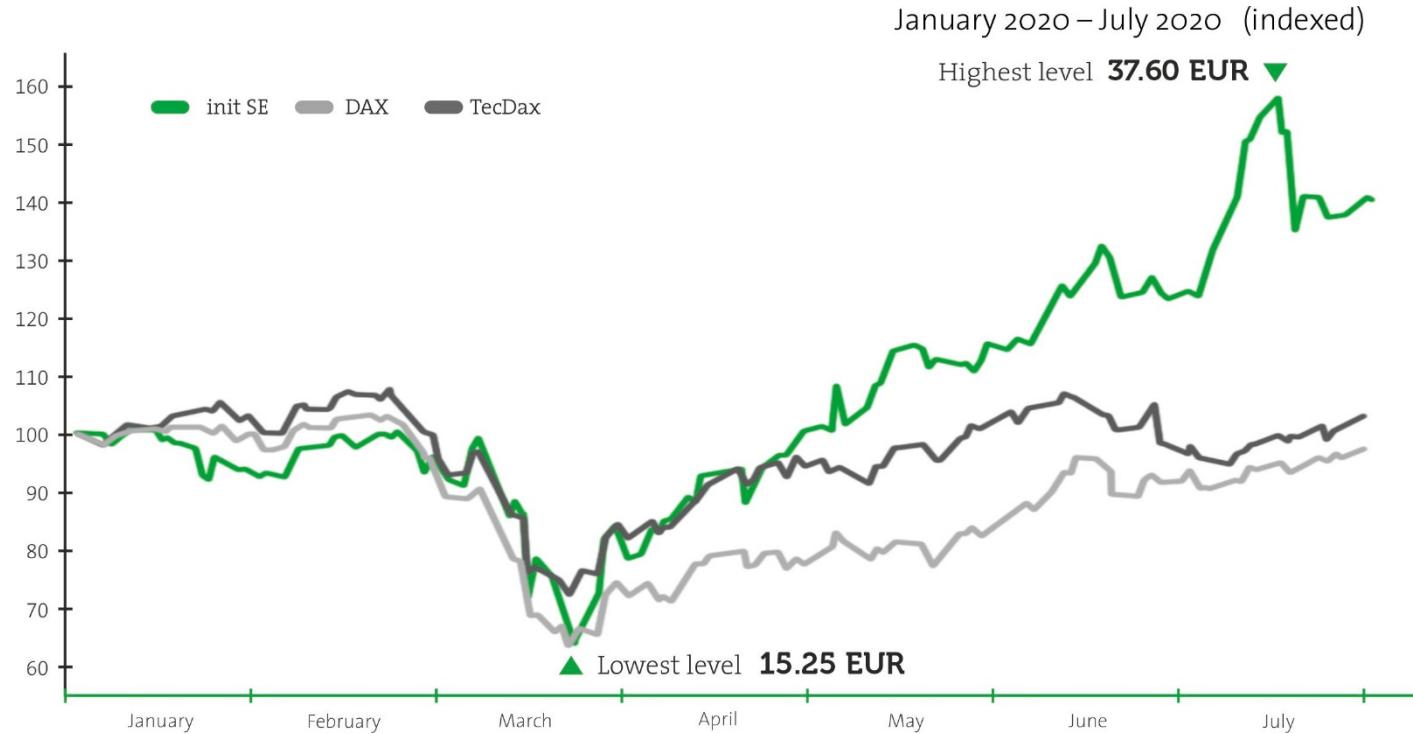
init SE share – IXX – dividend

(in EUR)



init SE share – IXX

init share reaches new all-time high



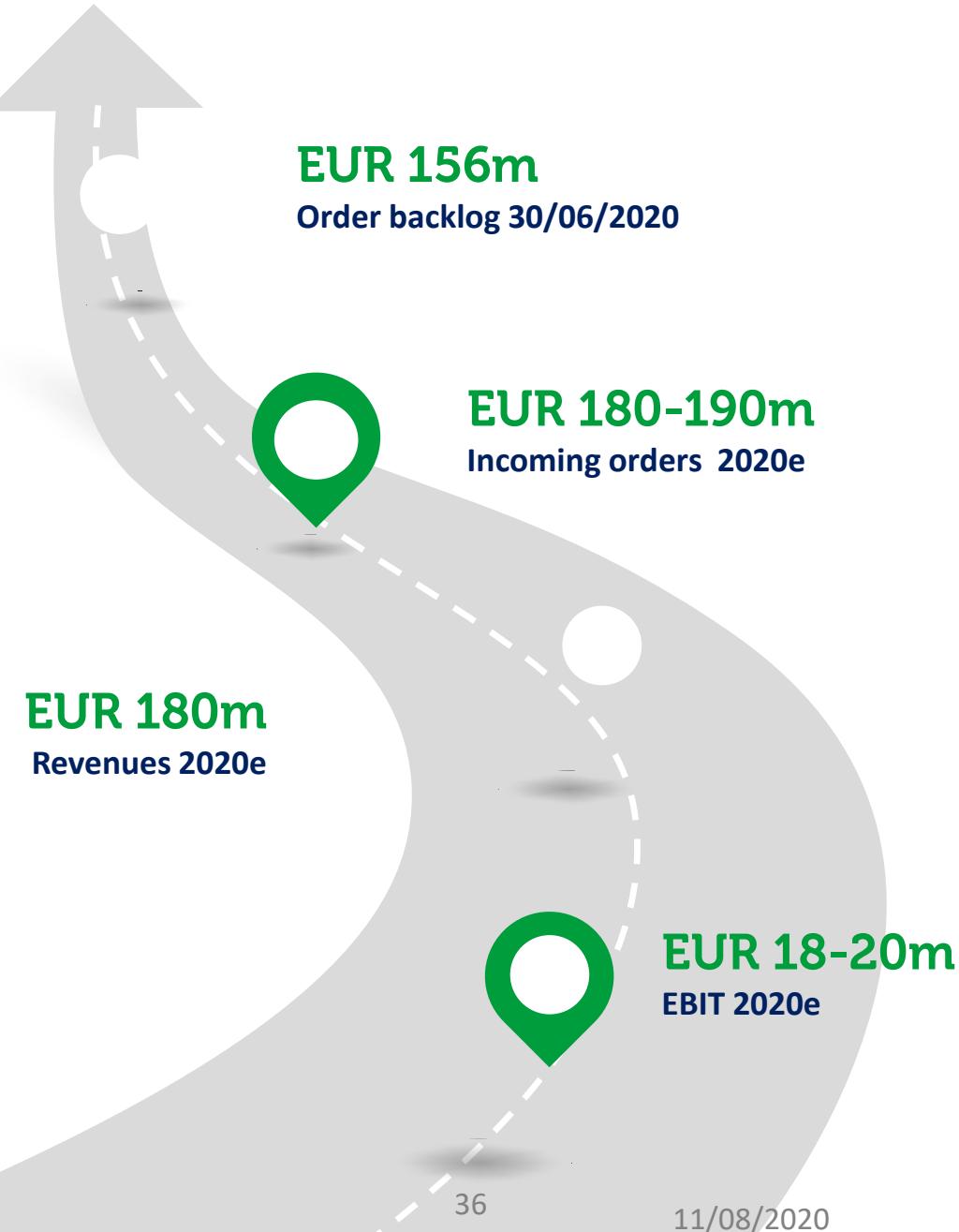
Shareholder structure (30/06/2020)

Dr. Gottfried Greschner (directly and indirectly held, parties related to him)	42.13%
Corporate bodies	4.69%
Treasury shares init SE	0.85%
Employee Shares (lock up)	0.49%
Freefloat	51.84%

Roadmap strategy

continued sustainable annual growth of 15 percent on average

➡ already achieved for 2019



Thank you for your attention!



Jennifer Bodenseh
CFO

This presentation can be downloaded from our website
under the register Investor Relations / Financial
Reports

Financial calendar

12 November 2020

Quarterly statement 3/2020

16 November 2020

1:30 pm – room Madrid
Equity Forum / Presentation

16/17 November 2020

Equity Forum / One-on-one
meetings



IR-contact:
init innovation in traffic systems SE
Kaepplestr. 4-10
76131 Karlsruhe
ir@initse.com
www.initse.com