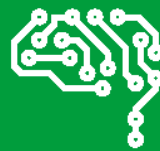# Integrated. Innovative. International.

init

Integrated. Innovative. International

Integrated

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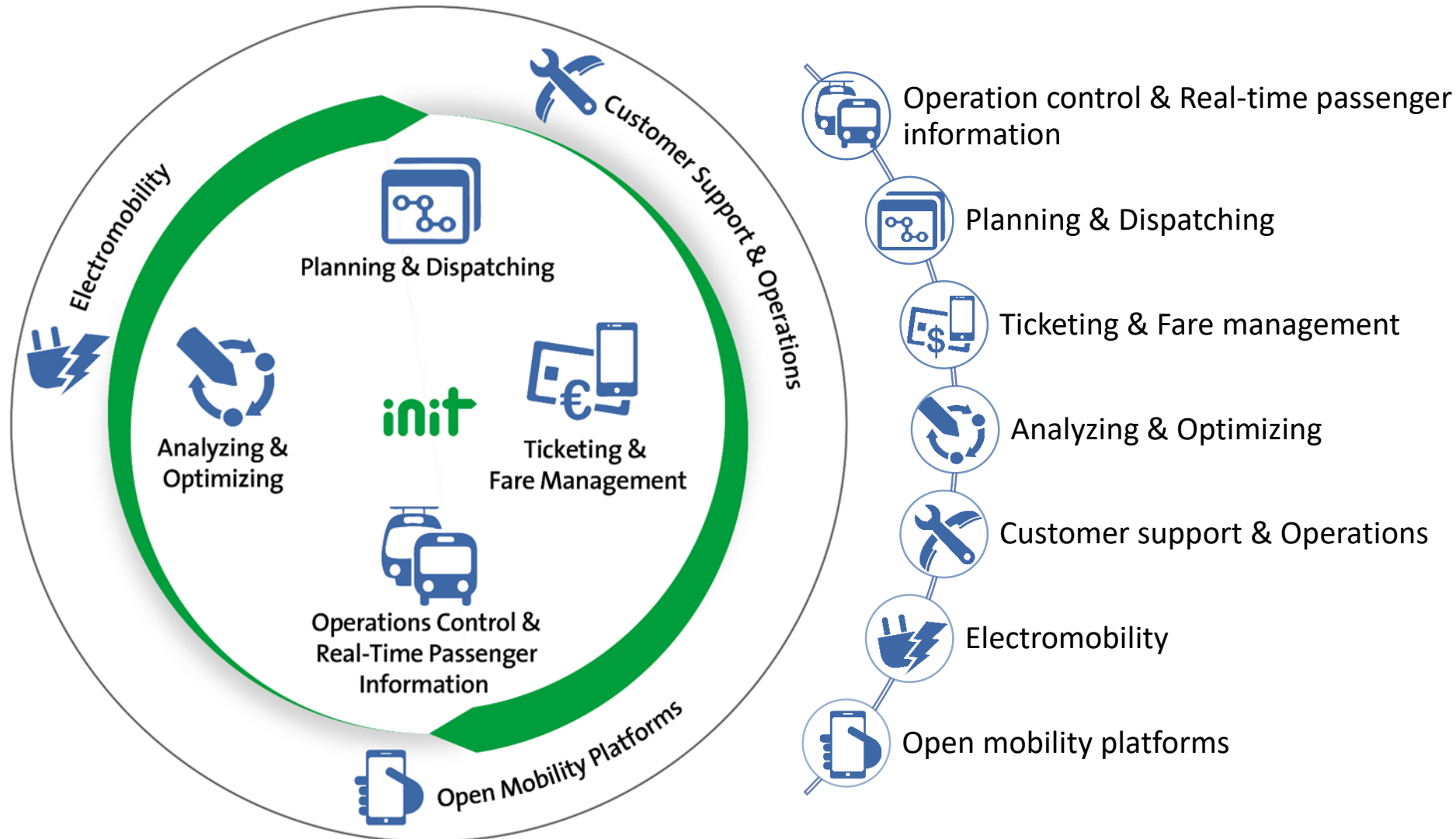dispatching-,** and **ticketing
system**

Innovative

We conduct our research
on an **international** scale,
think outside the box,
know the sector inside out
and steer **new ideas** for
the benefit of our
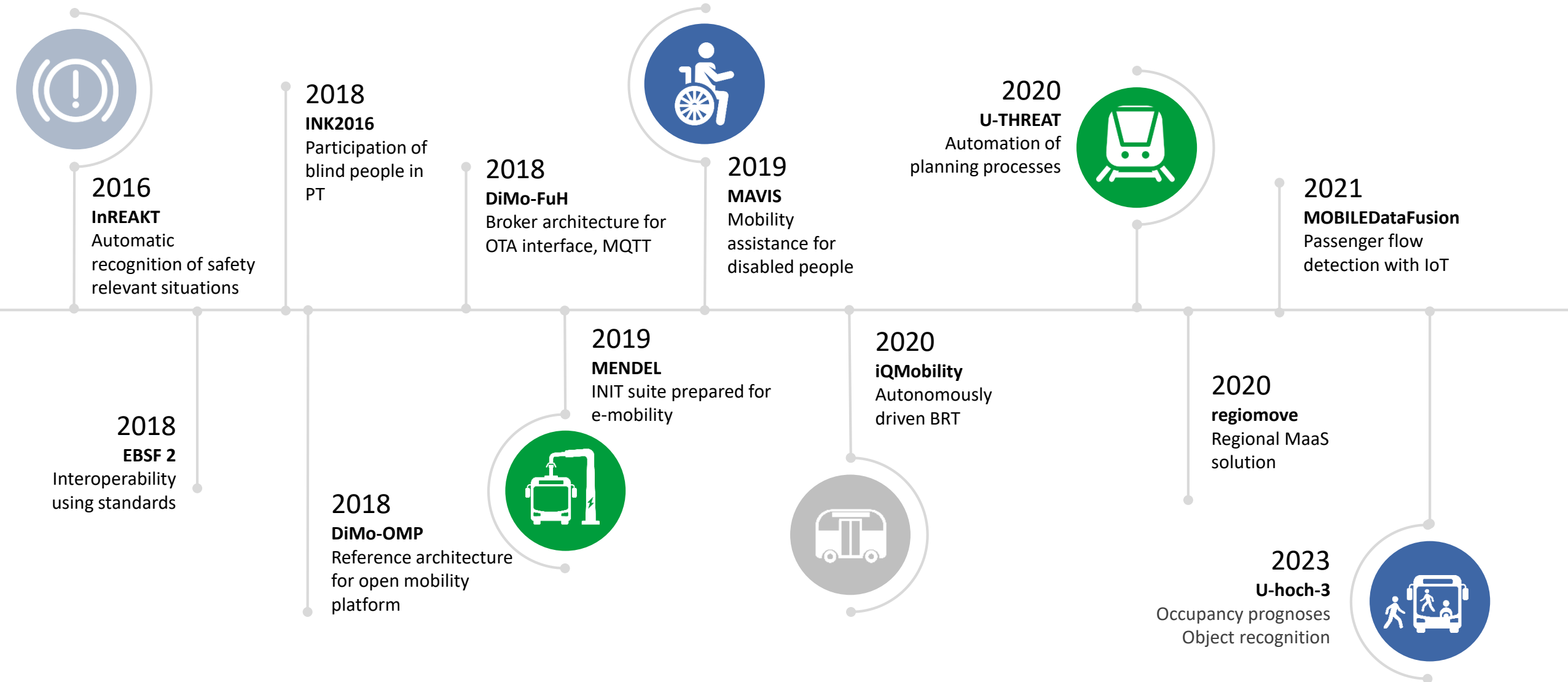customers

International

We always find **targeted
solutions** for regional
requirements - for 20 or
2,000 vehicles, for
metropolises or rural
regions

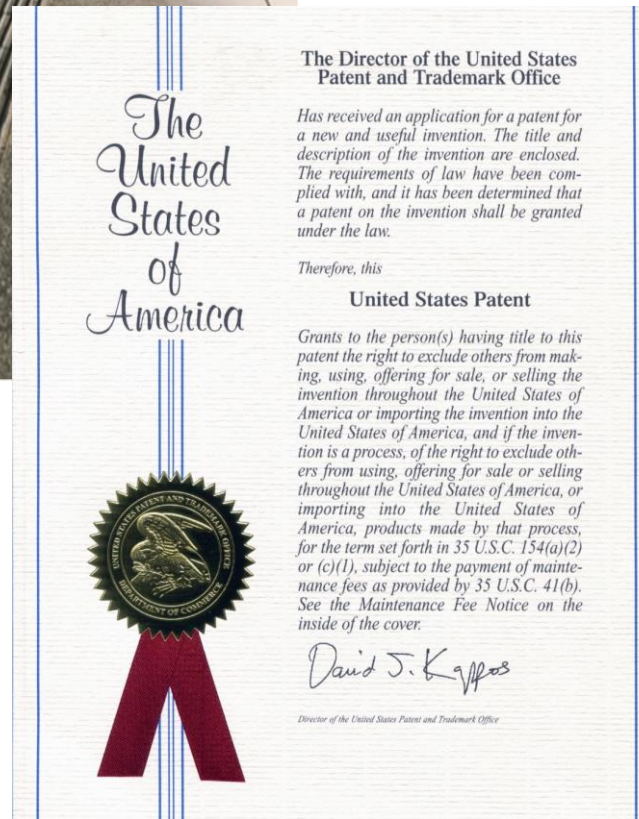# Integrated solutions for public transport

- Operation control & Real-time passenger information
- Planning & Dispatching
- Ticketing & Fare management
- Analyzing & Optimizing
- Customer support & Operations
- Electromobility
- Open mobility platforms

Recent research projects

2016
InREAKT
Automatic recognition of safety relevant situations

2018
EBSF 2
Interoperability using standards

2018
INK2016
Participation of blind people in PT

2018
DiMo-OMP
Reference architecture for open mobility platform

2018
DiMo-FuH
Broker architecture for OTA interface, MQTT

2019
MENDEL
INIT suite prepared for e-mobility

2019
MAVIS
Mobility assistance for disabled people

2020
iQMobility
Autonomously driven BRT

2020
U-THREAT
Automation of planning processes

2020
regiomove
Regional MaaS solution

2021
MOBILEDataFusion
Passenger flow detection with IoT

2023
U-hoch-3
Occupancy prognoses Object recognition

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
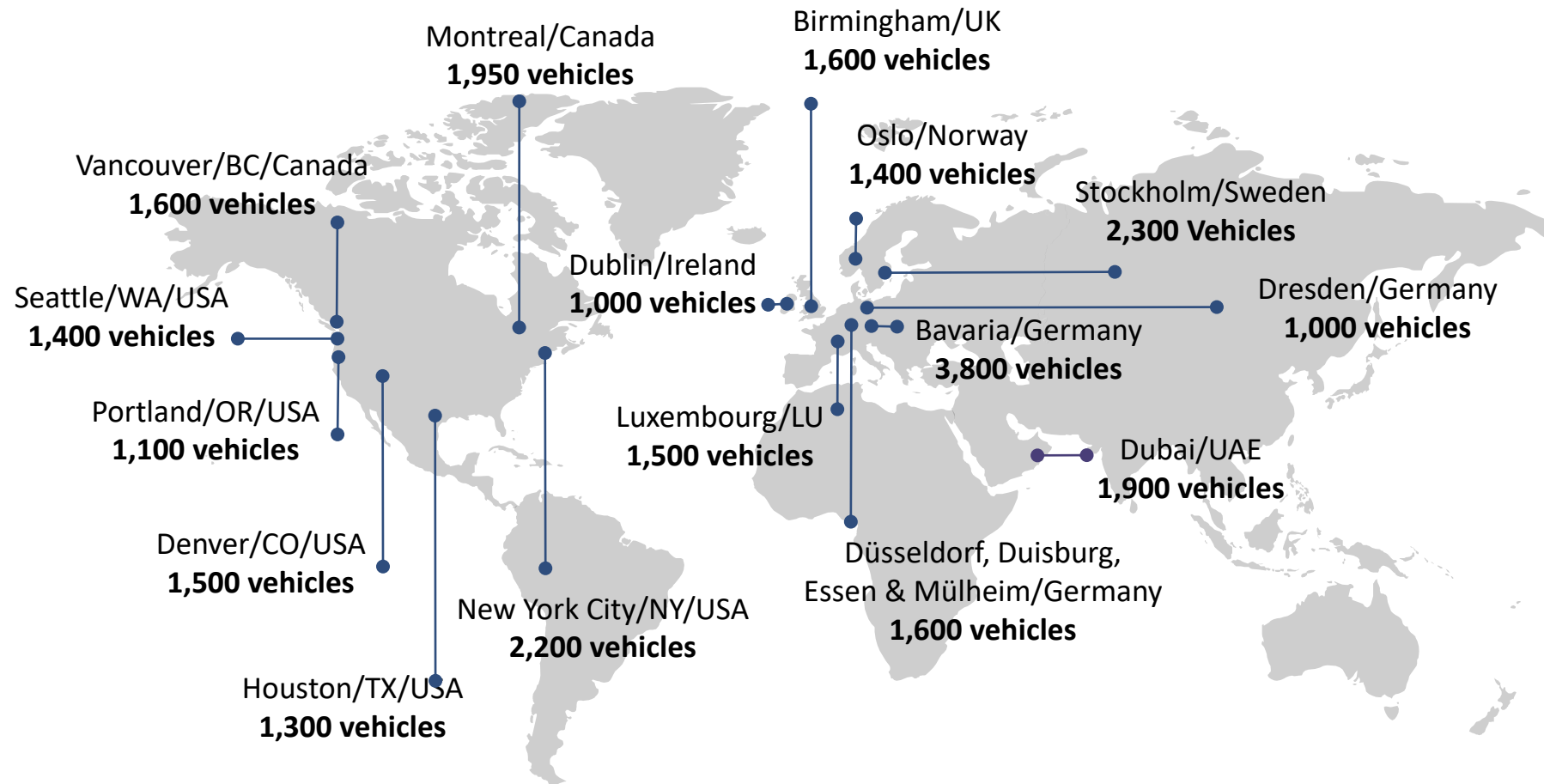
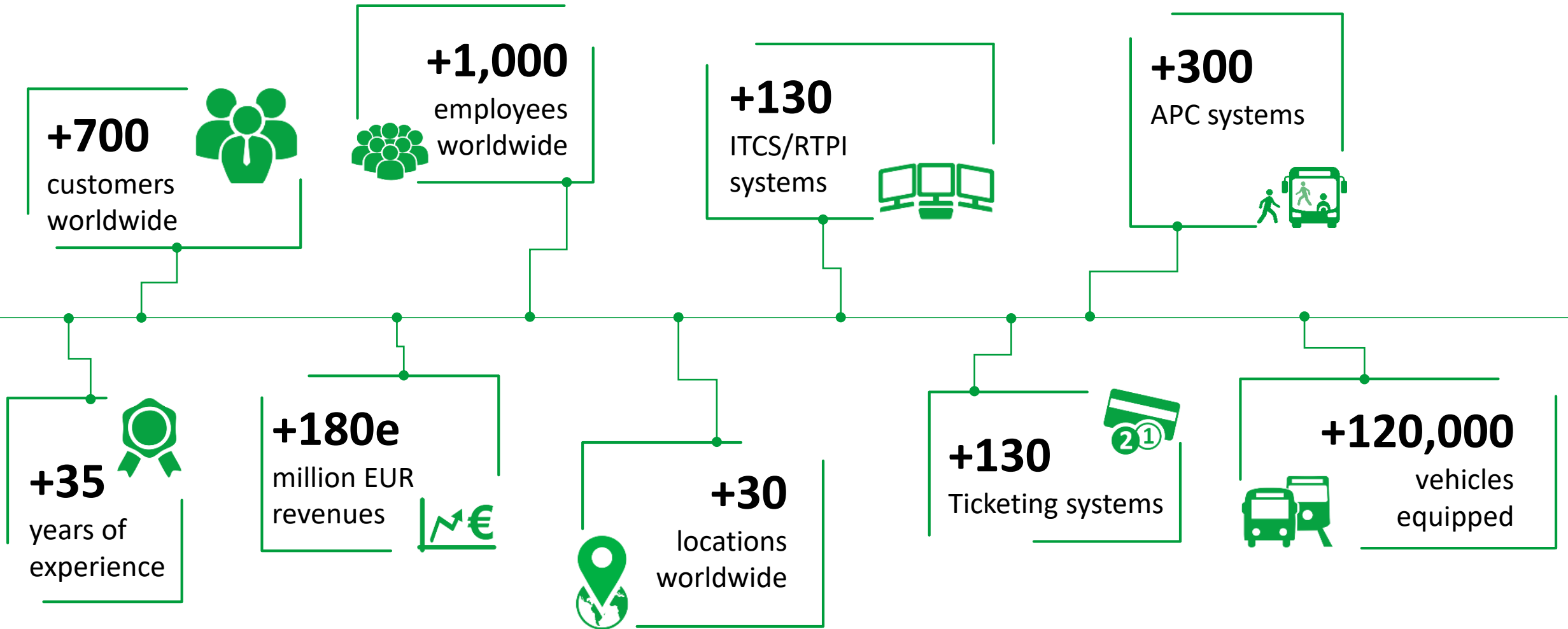- Cost-savings

init group worldwide

Germany

Hamburg
Oldenburg
Berlin
Braunschweig
Leipzig
Karlsruhe
Bruchsal

Tampere
Nottingham
Minsk
Maynooth
Montréal
Toronto
New York
Seattle
Neuhausen
Linz/Pasching
Chesapeake
Atlanta
Dubai
Abu Dhabi
Singapore
Brisbane
Melbourne
Dunedin

● init locations

Worldwide references

Montreal/Canada
1,950 vehicles

Birmingham/UK
1,600 vehicles

Oslo/Norway
1,400 vehicles

Stockholm/Sweden
2,300 Vehicles

Vancouver/BC/Canada
1,600 vehicles

Dublin/Ireland
1,000 vehicles

Dresden/Germany
1,000 vehicles

Seattle/WA/USA
1,400 vehicles

Bavaria/Germany
3,800 vehicles

Portland/OR/USA
1,100 vehicles

Luxembourg/LU
1,500 vehicles

Dubai/UAE
1,900 vehicles

Denver/CO/USA
1,500 vehicles

Düsseldorf, Duisburg,
Essen & Mülheim/Germany
1,600 vehicles

New York City/NY/USA
2,200 vehicles

Houston/TX/USA
1,300 vehicles

init at a glance

+700 customers worldwide

+1,000 employees worldwide

+130 ITCS/RTPI systems

+300 APC systems

+35 years of experience

+180e million EUR revenues

+30 locations worldwide

+130 Ticketing systems

+120,000 vehicles equipped

Technical business segments

- **Electronic ticketing**
  (high software share)
  - Vending devices (stationary, mobile, smartphone)
  - Back-office system (account and fare data management, accounting systems, …)

- **ITCS – Intermodal transport control system**
  (high software share)
  Real-time information and sub systems

- **APC - Automatic passenger counting**
  (high software share)

- **Timetable planning and dispatching of drivers and vehicles**
  (100% software share)

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

45%

25%

20%

5%

5%
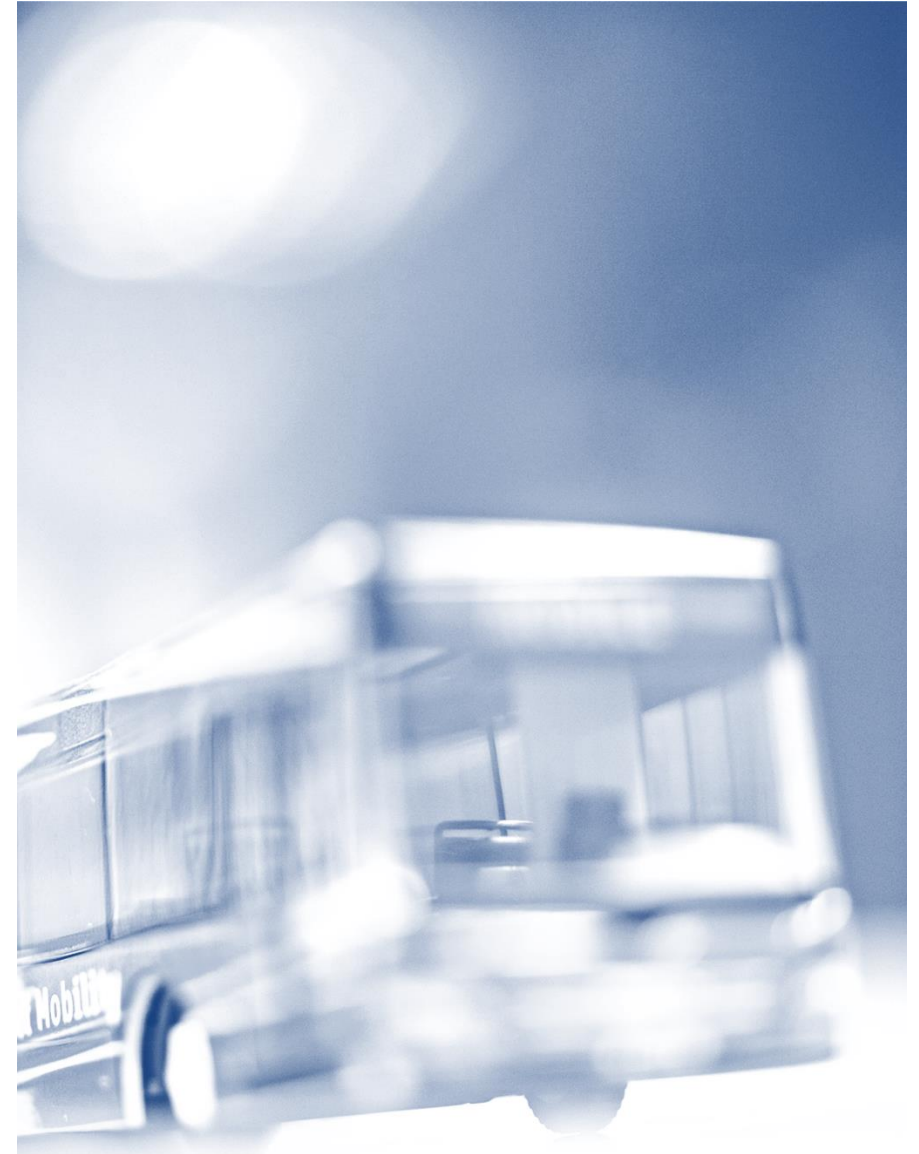
Economic business segments

Hardware & software products in **project business**

35%

Software & hardware **maintenance,** incl. hotline

20%

Delivery business (iris,...)

20%

Follow-up orders from projects: devices**,** licenses and services

20%

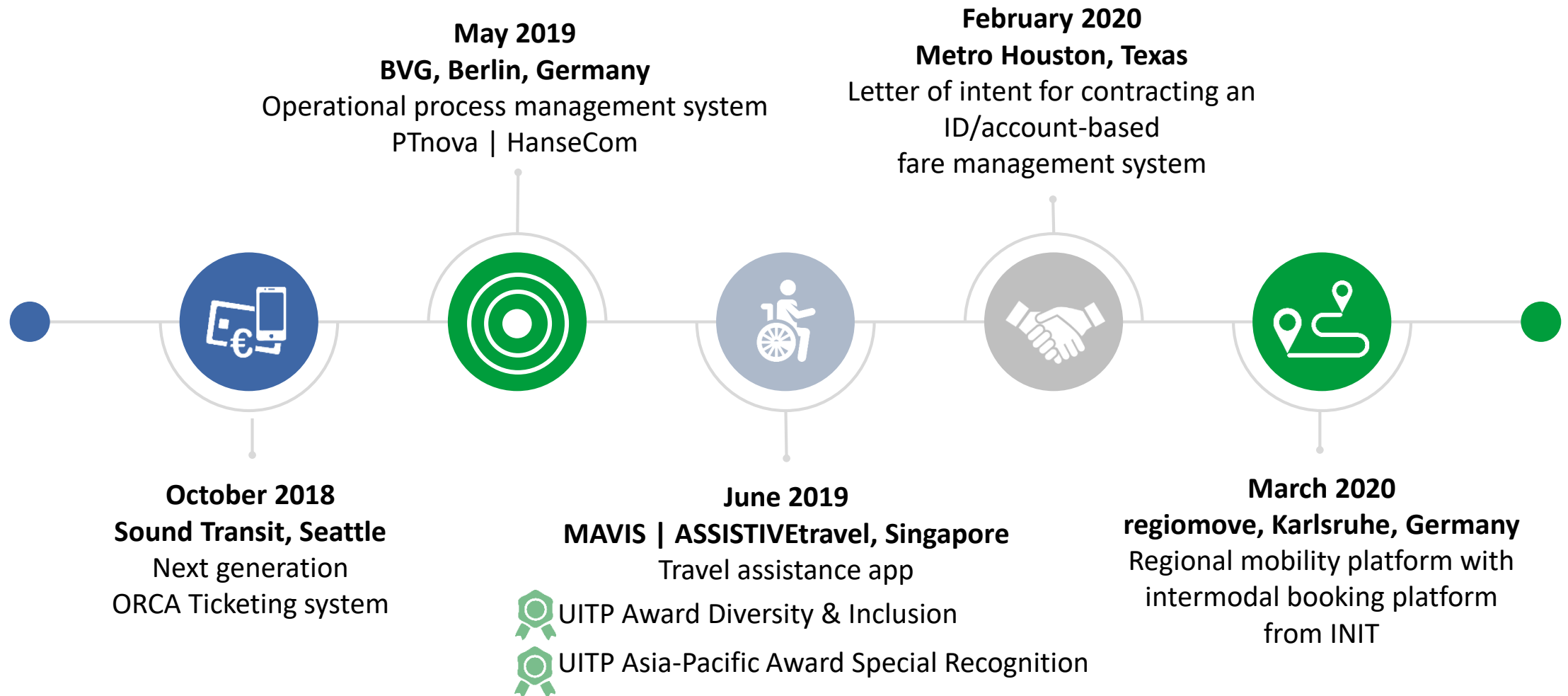New business segment: **operations**

5%

➡ 45% recurring revenues

Growth | new members of the init group

DResearch Fahrzeugelektronik GmbH Berlin, Germany	Hansecom BY Minsk, Belarus	INIT office Seattle, WA, USA	IRIS ASIA-PACIFIC PTY LTD, Melbourne, Australia	INIT Ltd. Maynooth, Ireland
With effect from 1 January 2020	Founded on 26 December 2019	Opening on 10 December 2019	Founded on 16 July 2019	Founded on 21 March 2018
Derovis GmbH 100% subsidiary of DResearch Fahrzeugelektronik GmbH	Shareholdings: 99% HanseCom 1% INIT GmbH	Current: Team of 15 employees Further expansion planned	Sales Office Asia-Pacific	Current: Team of 15 software developers Further expansion planned

Recent milestone projects

May 2019
BVG, Berlin, Germany
Operational process management system
PTnova | HanseCom

February 2020
Metro Houston, Texas
Letter of intent for contracting an
ID/account-based
fare management system

October 2018
Sound Transit, Seattle
Next generation
ORCA Ticketing system

June 2019
MAVIS | ASSISTIVEtravel, Singapore
Travel assistance app
UITP Award Diversity & Inclusion
UITP Asia-Pacific Award Special Recognition

March 2020
regiomove, Karlsruhe, Germany
Regional mobility platform with
intermodal booking platform
from INIT

Coping with COVID-19 with init products

COVID-19

Electronic payments and smart ticketing help to keep the distance

COVID-19

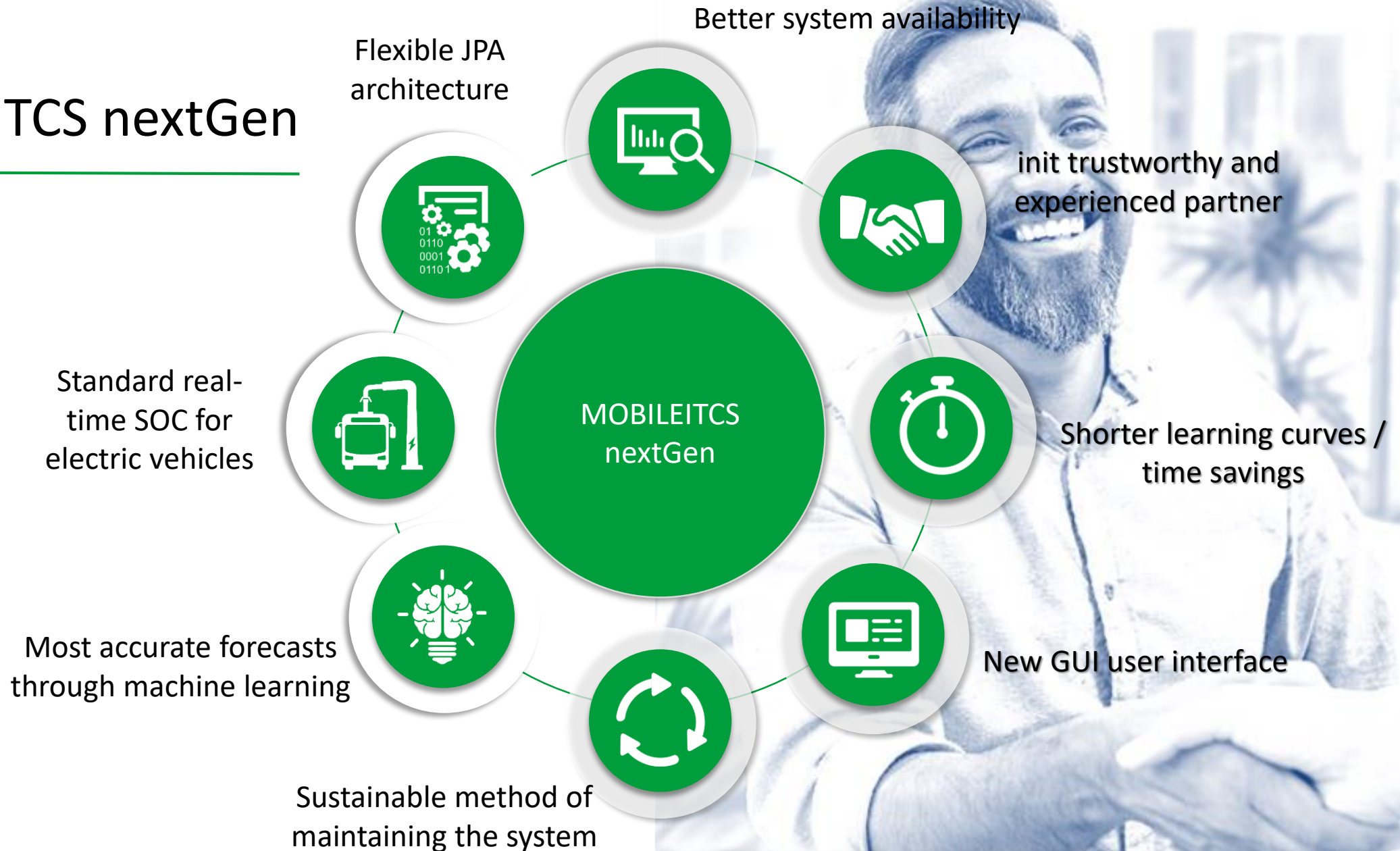Inform passengers about the actual carload of the next train

COVID-19

Serve reduced numbers of passengers efficiently

16 Nov 2020

init

Growth
MOBILE-ITCS nextGen

Flexible JPA architecture

Better system availability

init trustworthy and experienced partner

Standard real-time SOC for electric vehicles

MOBILEITCS nextGen

Shorter learning curves / time savings

Most accurate forecasts through machine learning

New GUI user interface

Sustainable method of maintaining the system

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
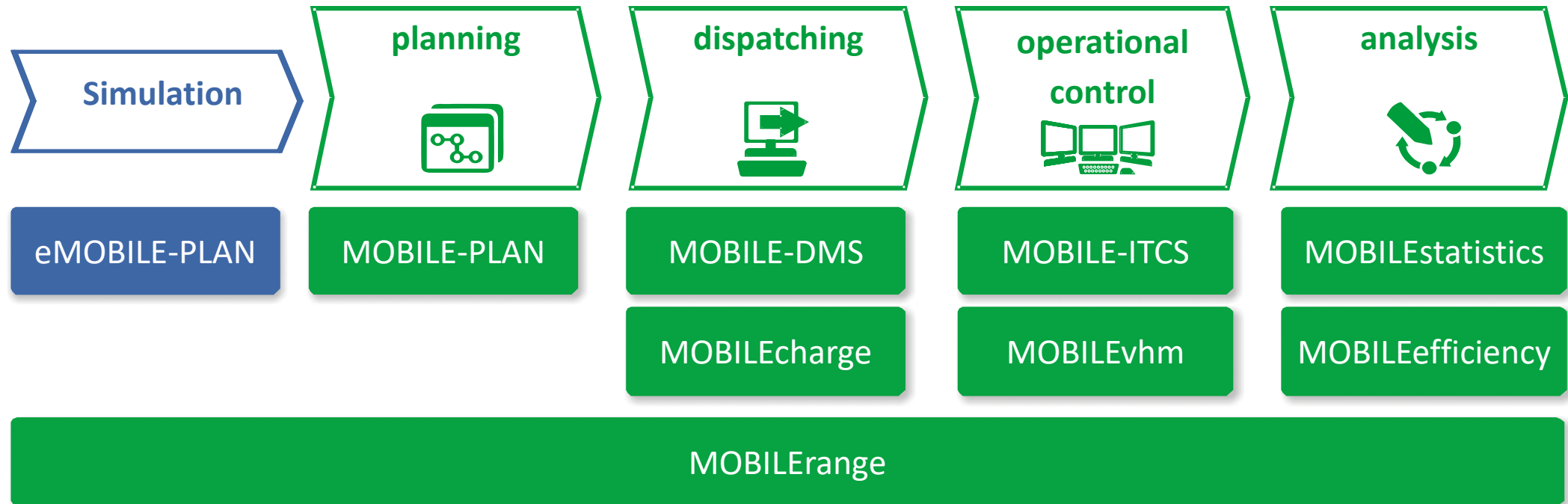
Growth
ASSISTIVEtravel

- Easy use for
  - ➢ Mobility-impaired
  - ➢ Visually-impaired
  - ➢ Hearing-impaired
- Individual planning
- Individual travel support, e.g. interior and exterior vehicle announcements and information to the bus driver
- Pilot projects in Singapore
- 2 UITP Awards:

  » Asia Pacific Special Recognition Award
  » UITP Innovation Award in the category „Diversity & Inclusion"

Growth
Electromobility

init customers receive a complete solution from one source
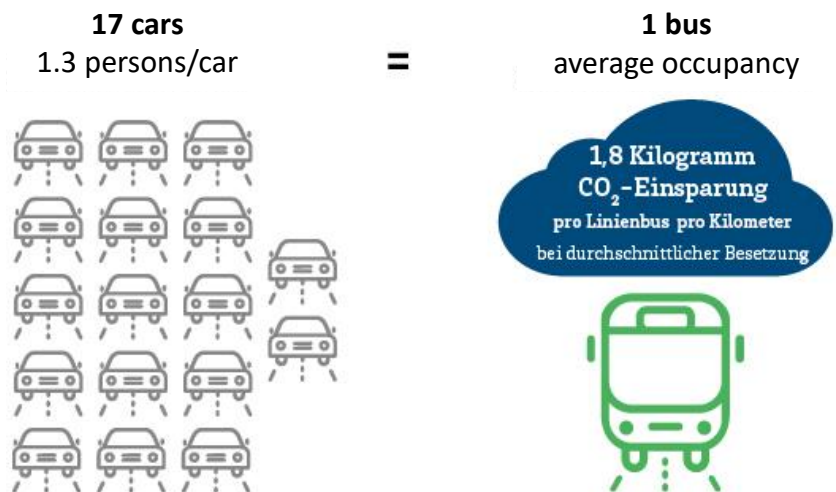

Simulation	planning	dispatching	operational control	analysis
eMOBILE-PLAN	MOBILE-PLAN	MOBILE-DMS	MOBILE-ITCS	MOBILEstatistics
		MOBILEcharge	MOBILEvhm	MOBILEefficiency

MOBILErange

Growth
Customer support & operations

init: from technology provider to service partner

- Strong growth

- Orders secured for more than 10 years

- Strong customer loyalty

More climate-friendly local transport

17 cars
1.3 persons/car

=

1 bus
average occupancy

1,8 Kilogramm
CO₂-Einsparung
pro Linienbus pro Kilometer
bei durchschnittlicher Besetzung

journeys per inhabitant

	2008	2017	
	129	138	
(orange)	26	30	+ 15,4%
(red)	41	46	+ 12,2%
(blue)	62	62	0%

A clear environmental benefit for public transport

Public transport saves a total of 10.5 million tonnes of greenhouse gas emissions. Every kilometre travelled by public transport saves 95 grams of greenhouse gases and 19 grams of nitrogen oxides on average compared to driving. Another advantage of public transport is that it relieves the roads and reduces the risk of congestion. If public transport customers were to travel by car, 86.5 billion additional car kilometres would be needed on German roads
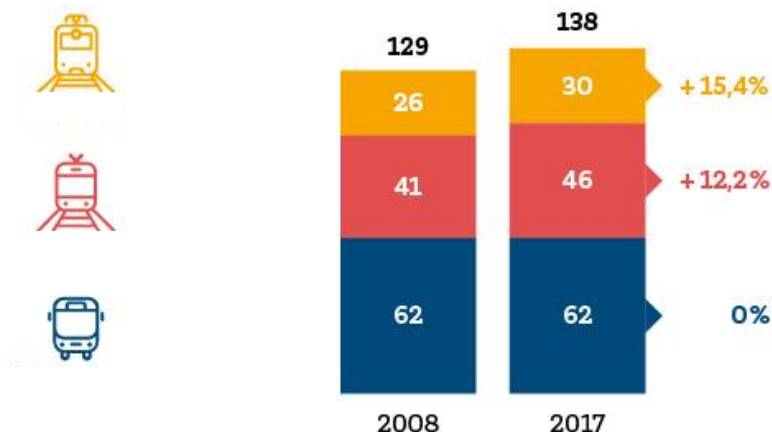
138 journeys per inhabitant - never before has so much public transport been used as today

In 2017, each inhabitant boarded a bus or train an average of 138 times. In 2008, there were 129 entries (+ 7 percent)

Source: VDV-Statistik, Statistisches Bundesamt | Stand: January 2020

Future
Mobility in transition

- Regiomove: Sustainability of ONE-STOP networked mobility for the ENTIRE REGION (Technology Region Karlsruhe)

- Mobility as a Service (MaaS): integration of all modes of transport and one ticket for all modes of transport
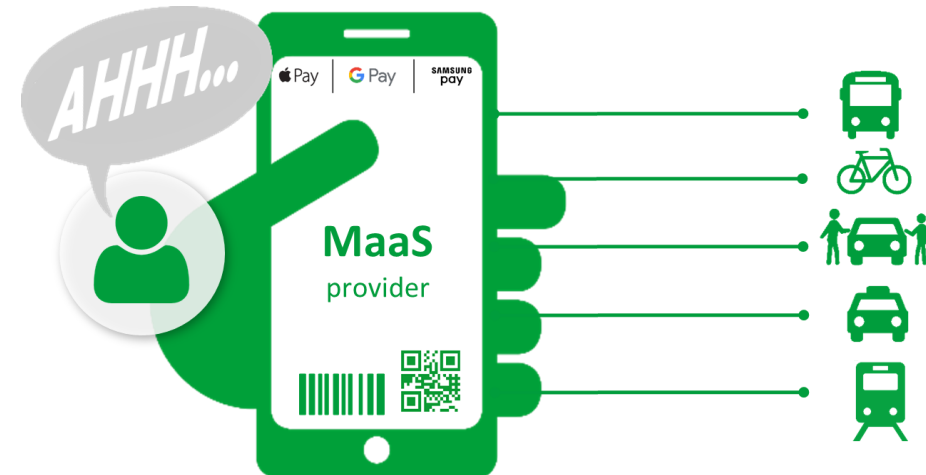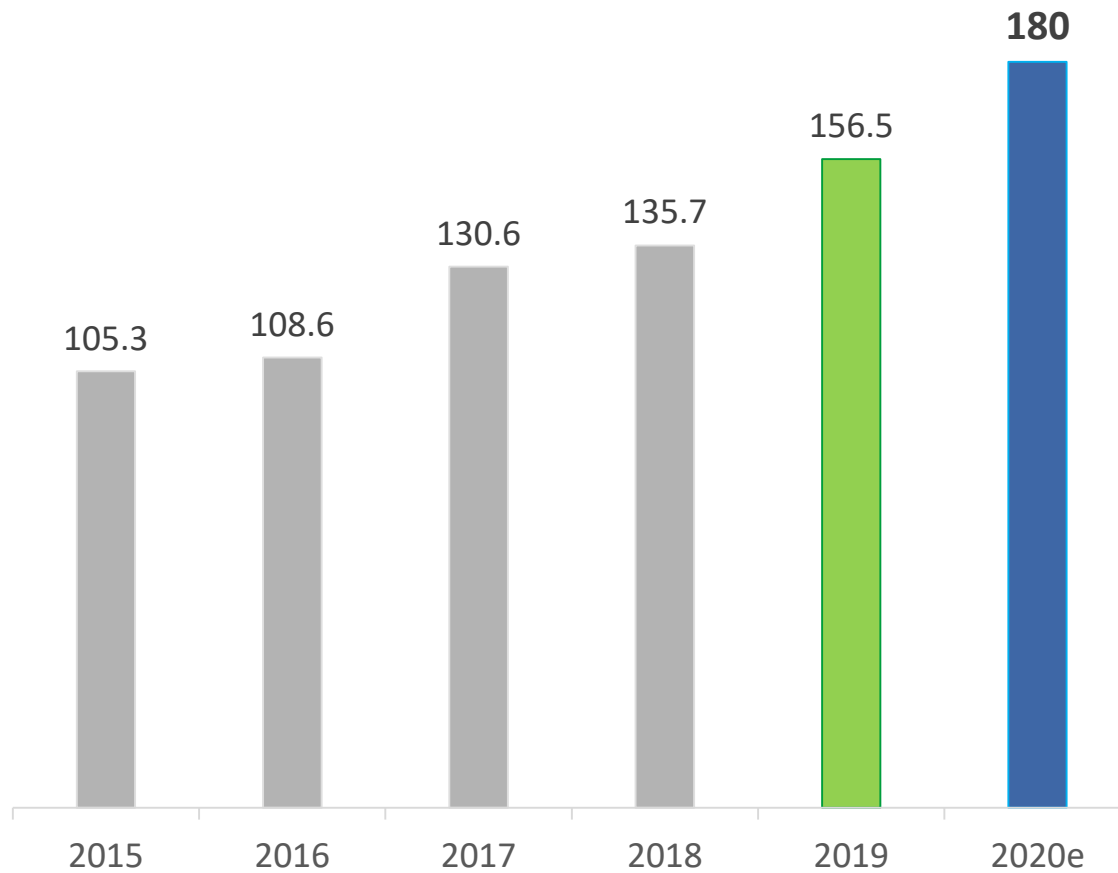
Growth and Future
Prospects

- New products with high growth rates in the market (e-ticketing, operations, etc.)

- Numerous new products in the market launch (rail, barrier-free travel assistance, etc.)

- New markets are being developed (electromobility, autonomous driving, etc.)

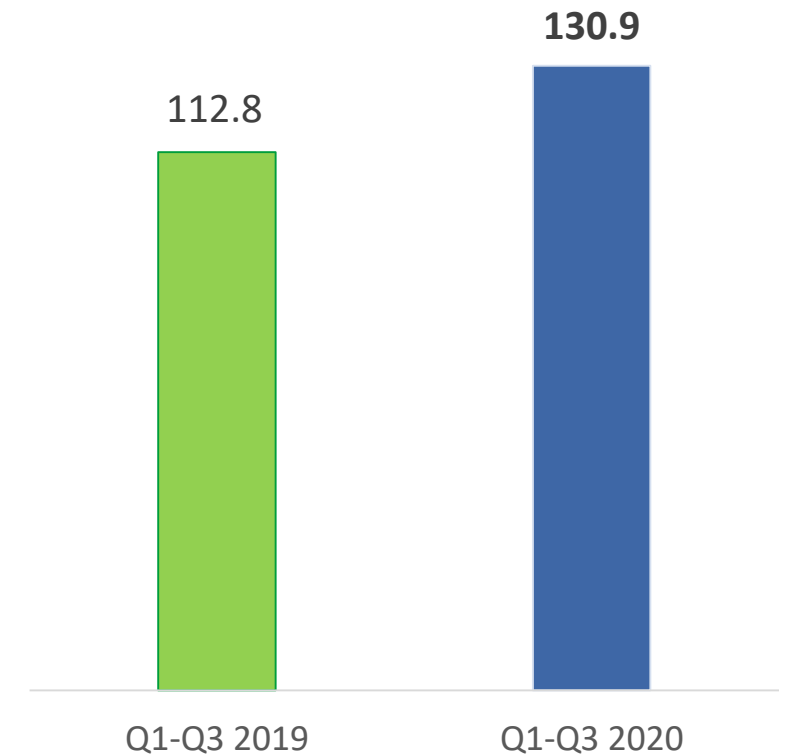- High investments in R&D and personnel are increasingly paying off

Revenues

(EURm)

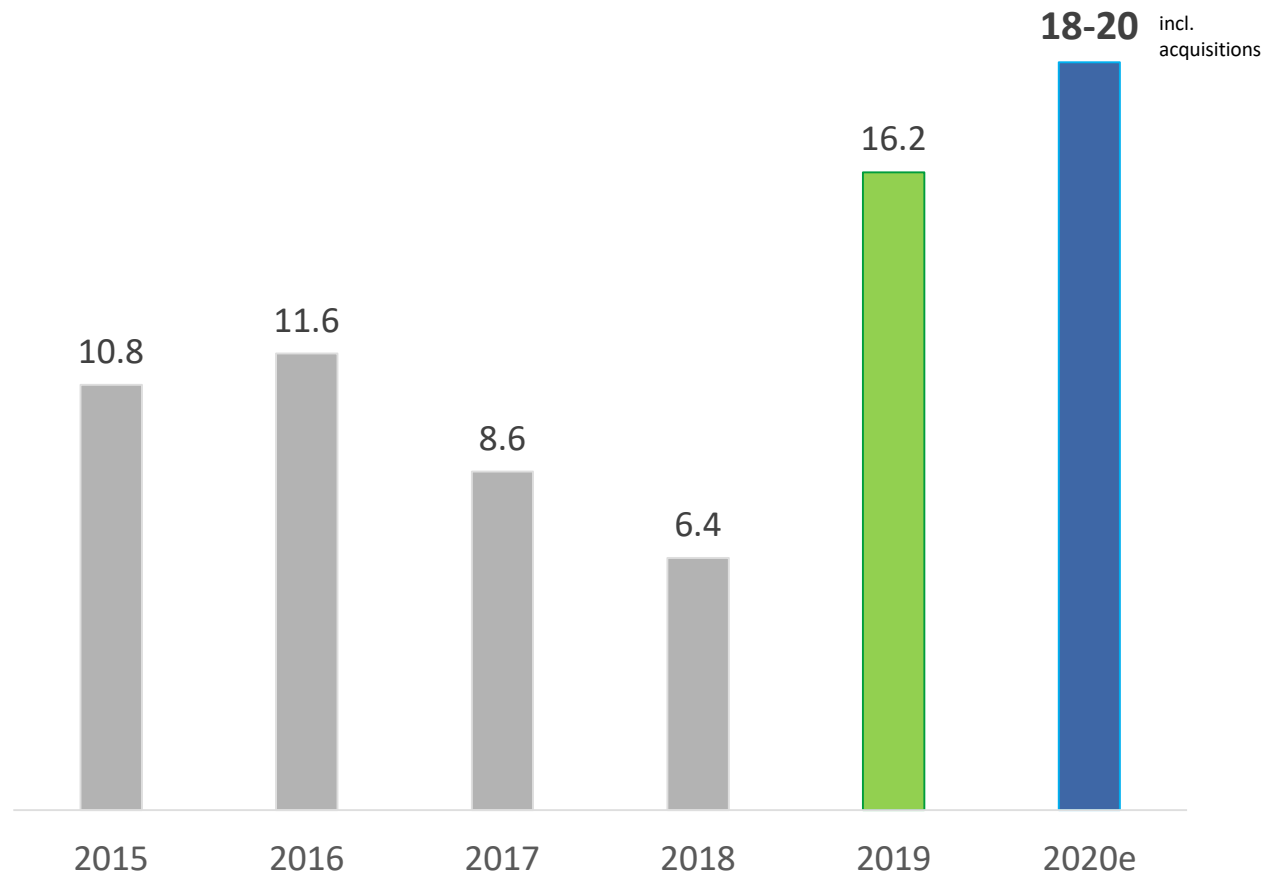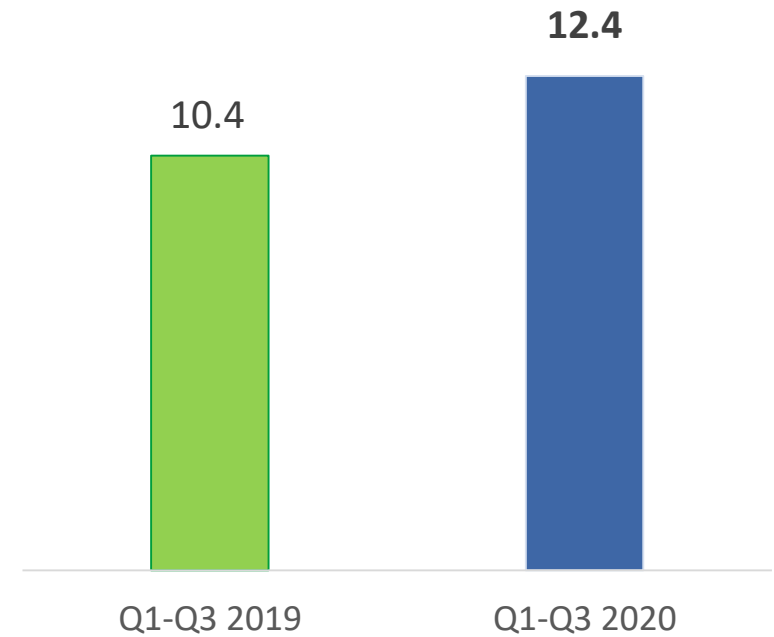Set target growth for FY 2019 achieved: + 15 %

16% above previous year

init

EBIT

EBIT margin increased to 10.4%

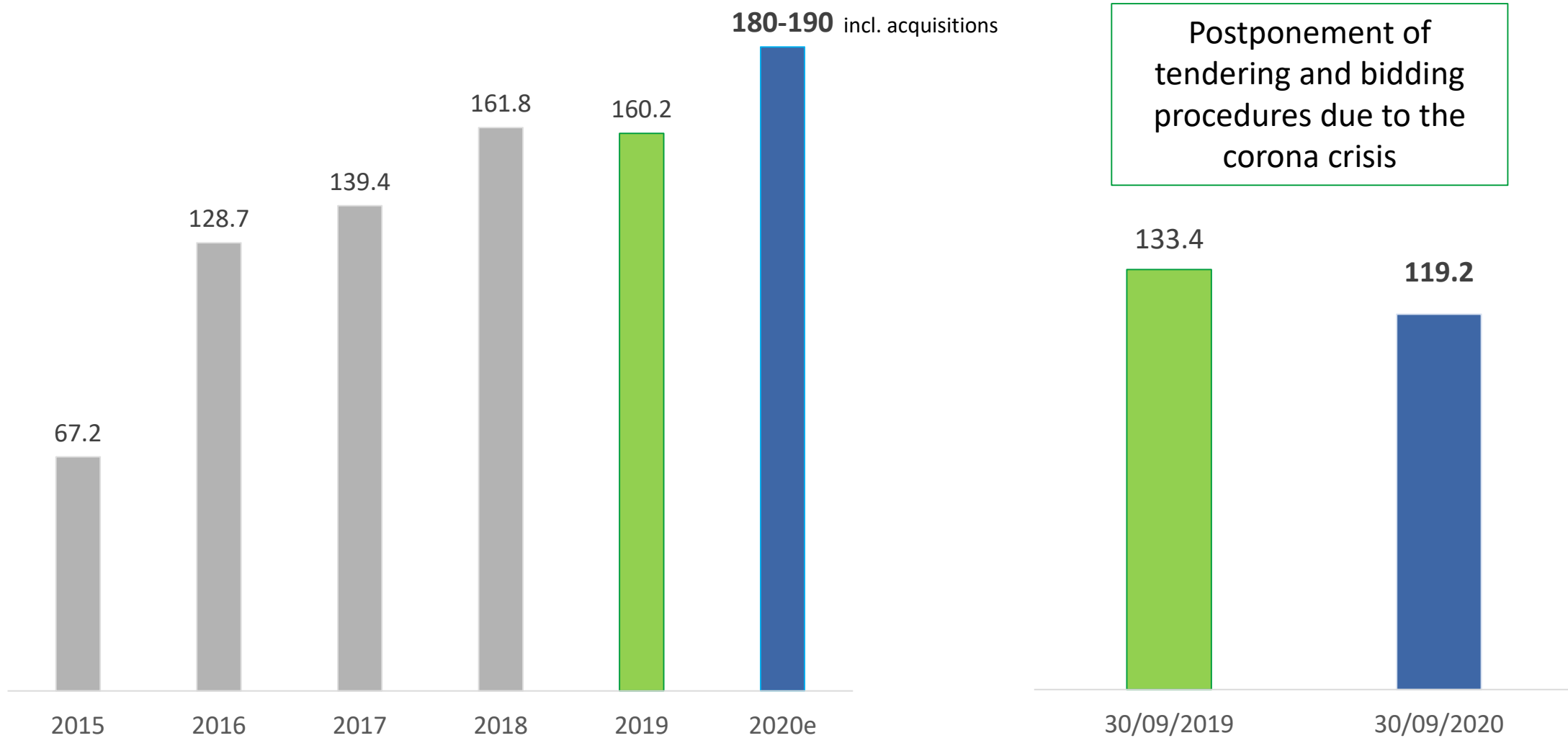19% above previous year

18-20 incl. acquisitions

16.2

10.8
11.6
8.6
6.4

2015   2016   2017   2018   2019   2020e

12.4

10.4

Q1-Q3 2019   Q1-Q3 2020

Incoming orders

(EURm)

180-190 incl. acquisitions

161.8
160.2
139.4
128.7
67.2

2015 2016 2017 2018 2019 2020e

Postponement of tendering and bidding procedures due to the corona crisis

133.4

119.2

30/09/2019 30/09/2020

16 Nov 2020   init
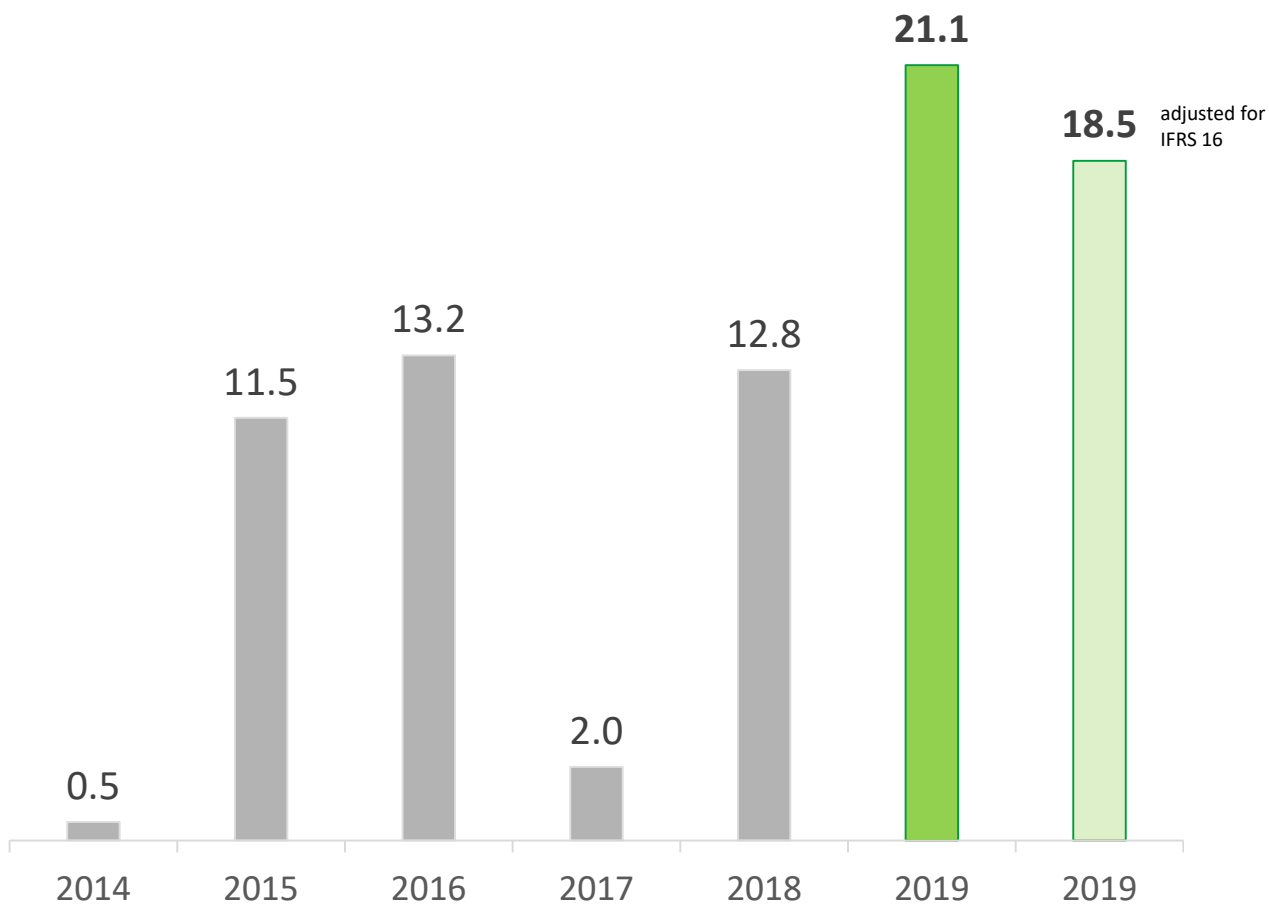
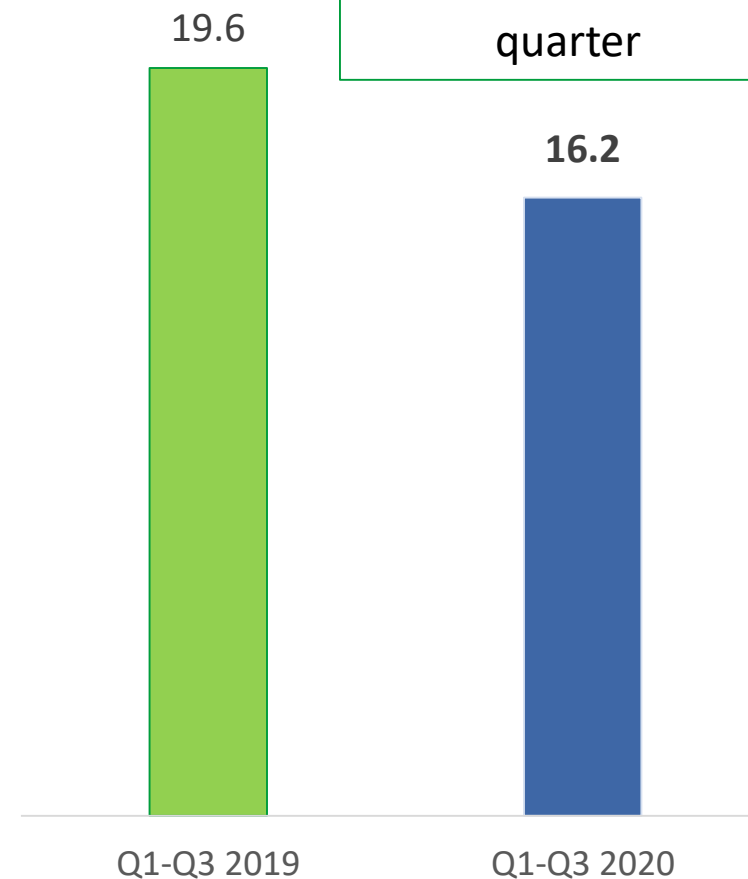# Operative cash flow

Cash flow nearly doubled compared to previous year

expected to improve further in fourth quarter

21.1

18.5 adjusted for IFRS 16

13.2

11.5

12.8

2.0

0.5

2014 2015 2016 2017 2018 2019 2019

19.6

16.2

Q1-Q3 2019 Q1-Q3 2020

Expenditure R&D

(EURm)

total 39.4

total 42.5

In general:

Basic development not capitalised!

6.7 % of revenues in 2019

EUR 38m last 5 years

11.5

10.4

27.9

32.1

New & further developments within the scope of projects:

20.5 % of revenues

2018
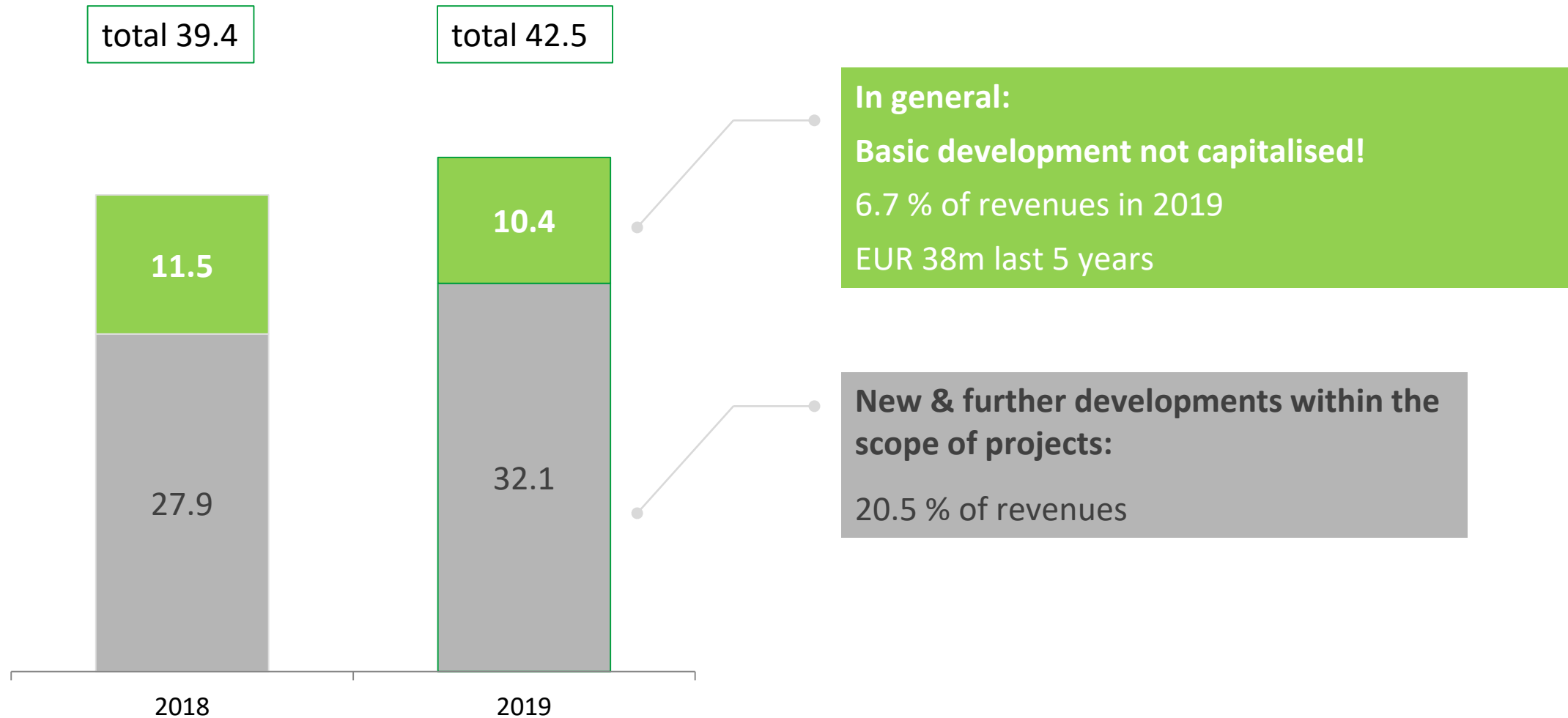
2019

Strategic Roadmap

continued sustainable annual growth of 15 percent on average

⇨ already achieved for 2019

EUR 139m
Order backlog 30/09/2020

EUR 180-190m
Incoming orders 2020e

EUR 180m
Revenues 2020e

EUR 18-20m
EBIT 2020e

Thank you!

init

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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