



# NEXT LEVEL OF MOBILITY

Equity Forum 2022

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Dr Jürgen Greschner, CSO / Deputy CEO

28 November 2022

init

# Management board & supervisory board

## Management board



**Dr. Gottfried Greschner**  
CEO



**Dr. Jürgen Greschner**  
CSO and Deputy CEO / Interim CFO



**Matthias Kühn**  
COO / Interim CFO



**Dr. Marco Ferber**  
CFO as of 01.03.2023

## 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), M.A.  
**Christina Greschner**  
Since 2007 various  
management positions  
within the init group



Member  
Dipl.-Ing.  
**Andreas Thun**  
Former managing director  
and founding shareholder of  
iris-GmbH



# (Mega)trends - growth driver in public transport

Demography

Profitability

Environment

Intermodality

Digitalisation

Sustainability

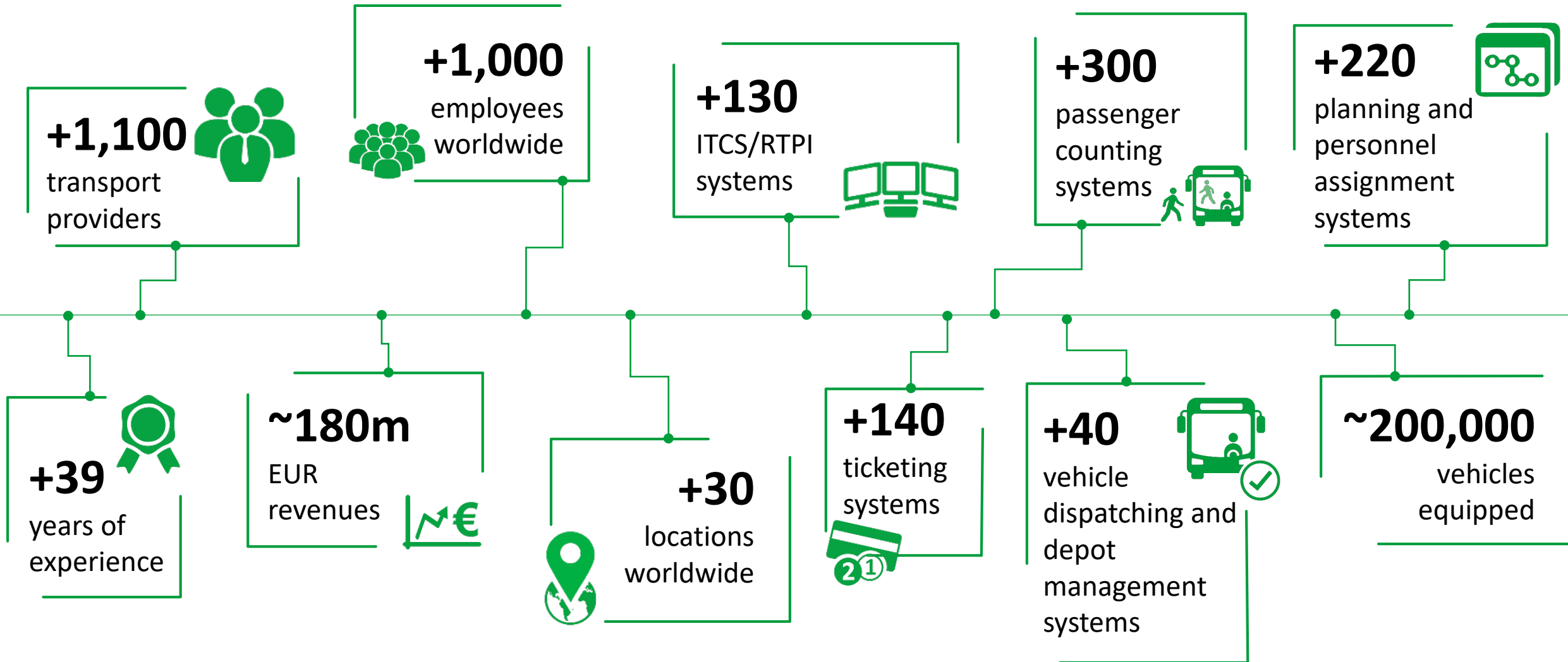
E-mobility

Sharing economy

Customer focus

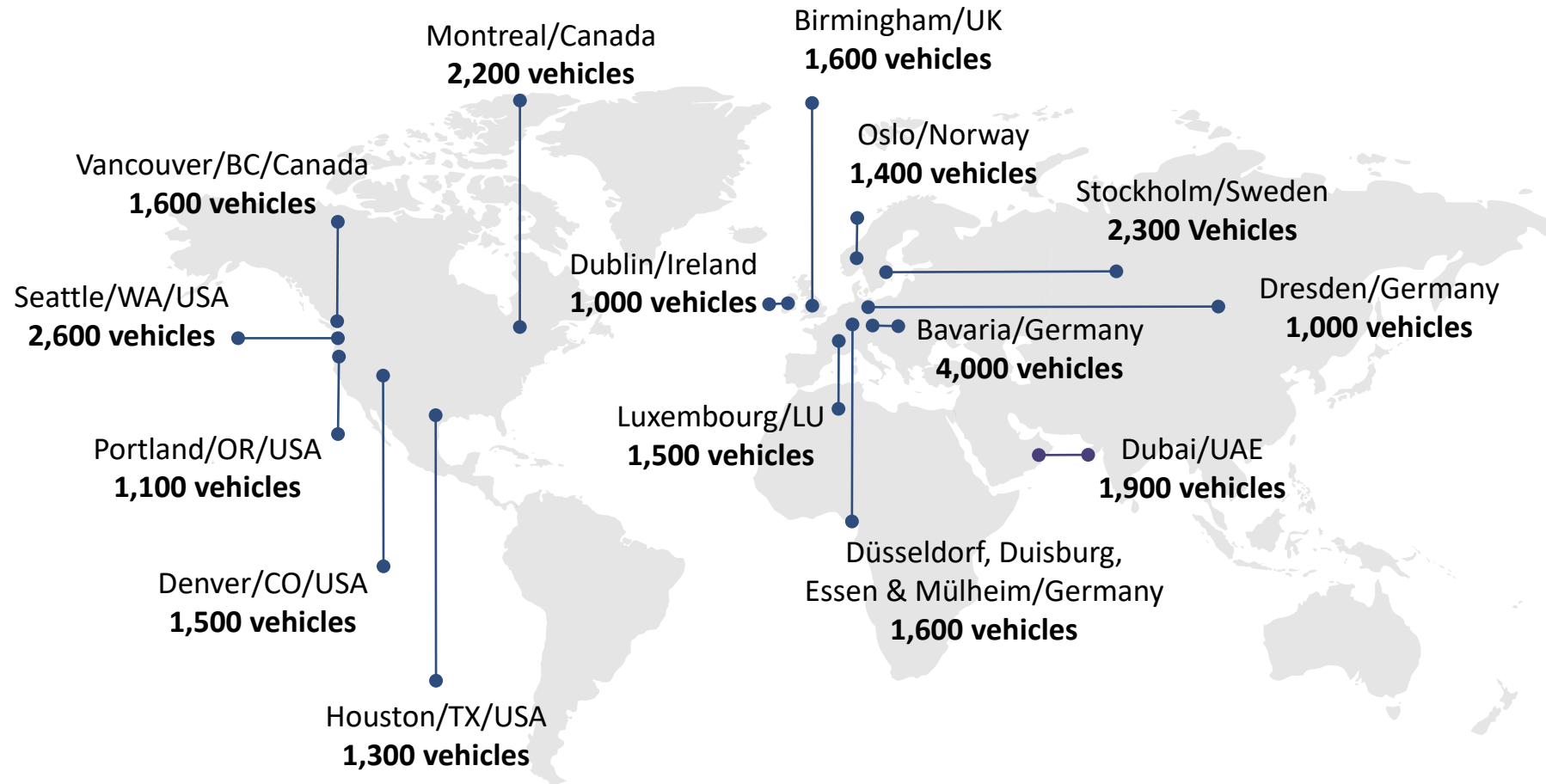


# init at a glance



# Worldwide references

Projects with more than 1,000 vehicles



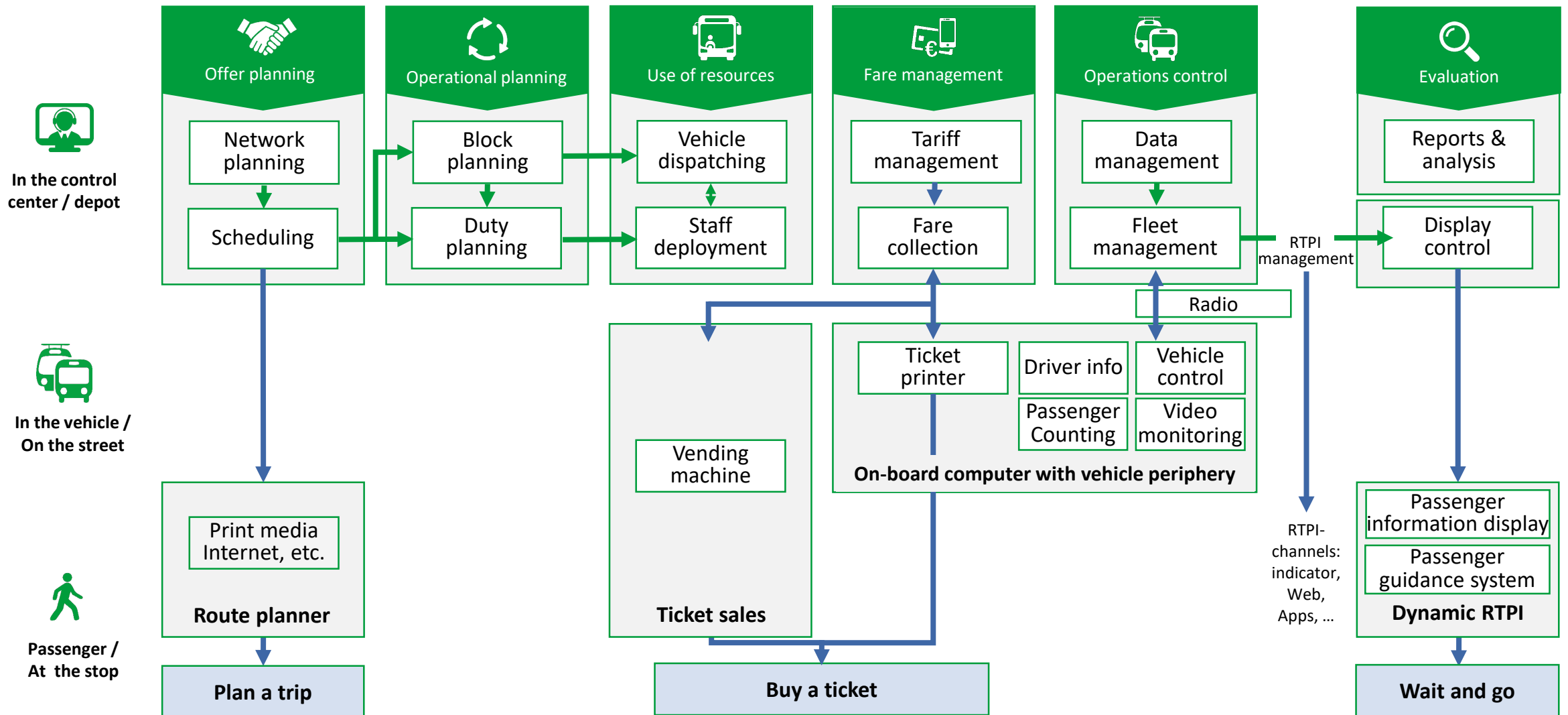
# Further worldwide reference examples



# OEM References

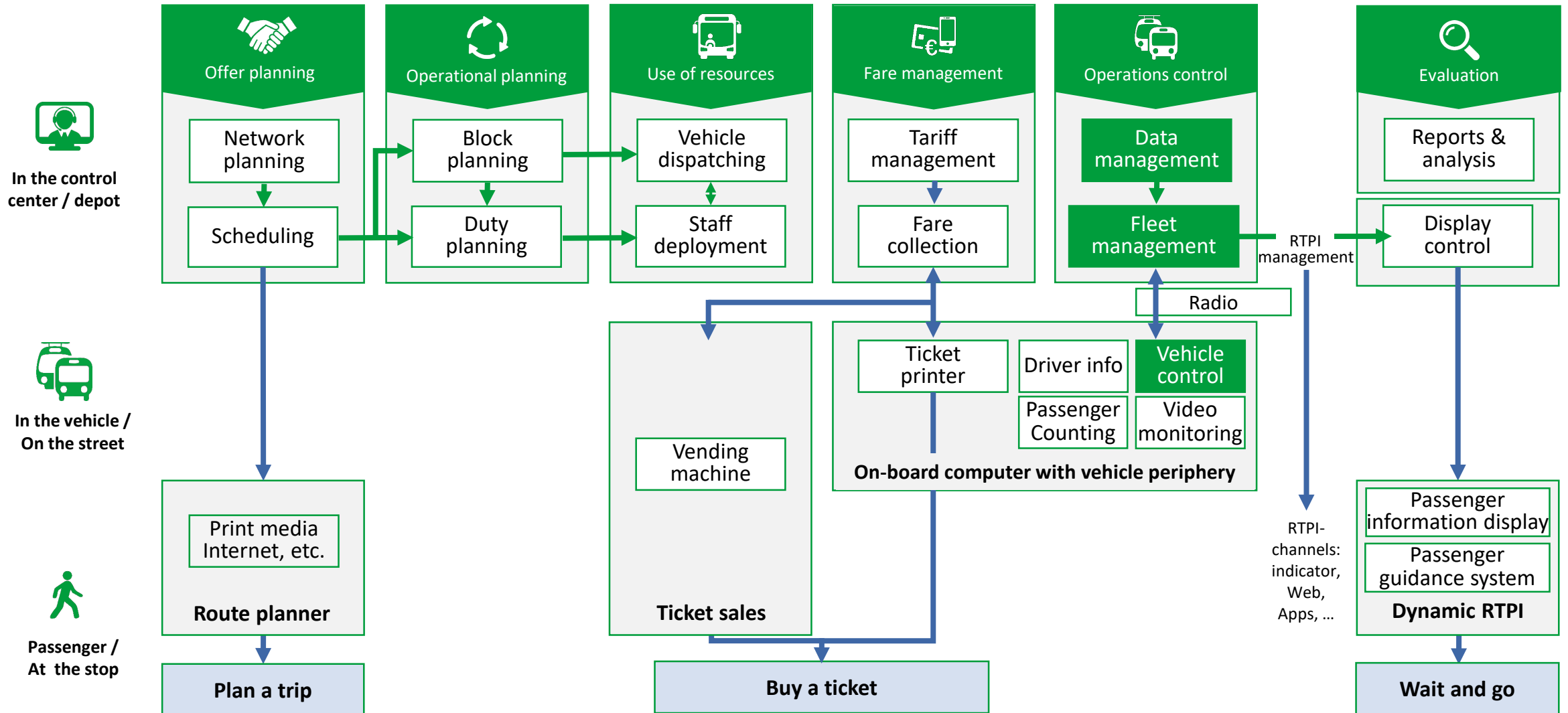


# The process chain of public transport

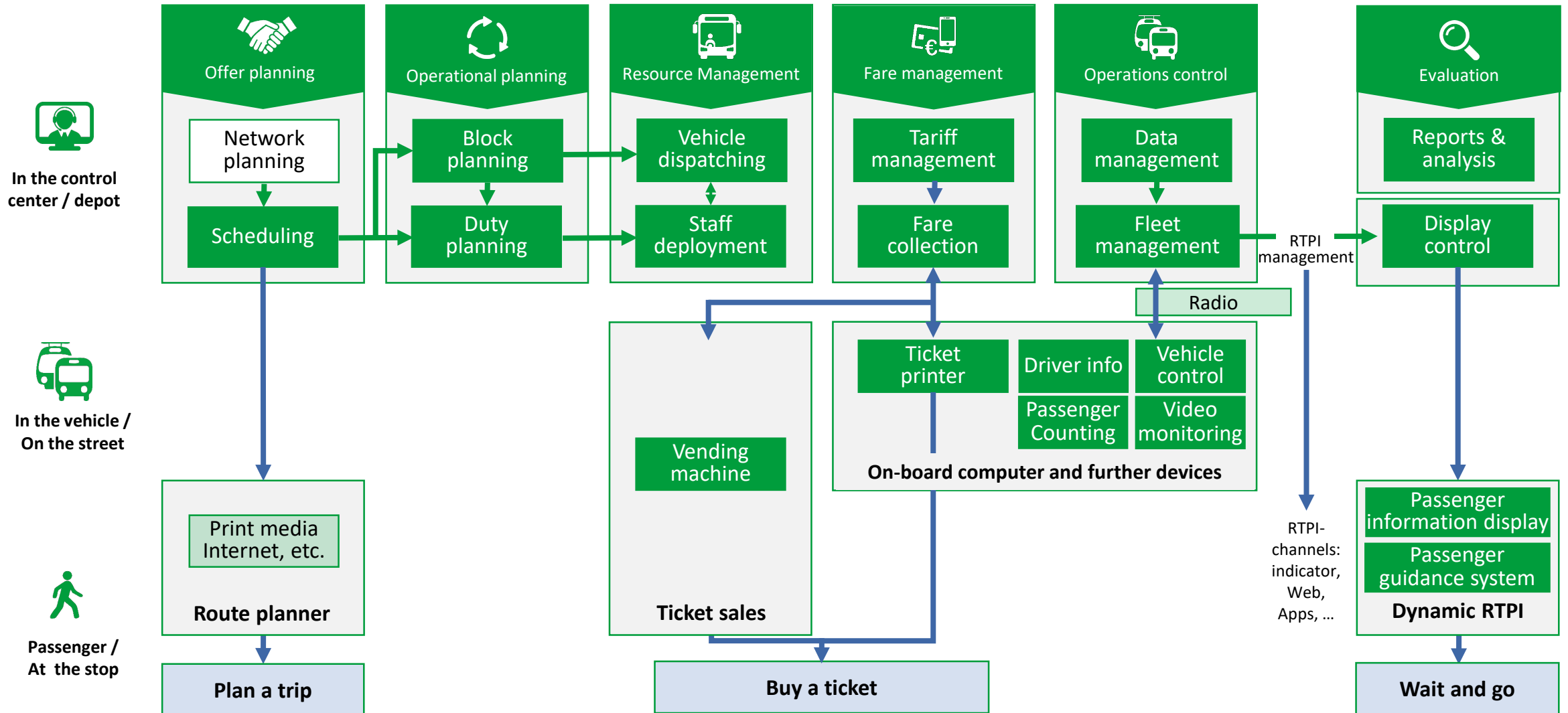




# The process chain of public transport – init solutions 1983



# The process chain of public transport – init solutions 2020





# Summary growth areas

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**Sustainable products and systems** | Energy and resource saving

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**E-Ticketing** | Large scale ID- and account-based ticketing systems

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**Customers** | Cross selling projects

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**New orders** | New customers and system extensions

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**Next level** | New products and system generations

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**New markets** | Fleet management for rail systems

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**New products** | Passenger guidance system, e-mobility solutions, ..., ...

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# Sustainable products and systems

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Energy and resource saving:

- Planning with integrated block and duty **optimisation**
- **Optimised mobility concept** with on-demand journeys
- **Green wave** for busses and trains
- **Shorter waiting times at stops** with electronic ticketing
- **Resource-saving driving** and consumption evaluation
- **Intelligent charging** management system and a precise range forecast





# E-Ticketing

## Large scale ID- and Account based ticketing systems

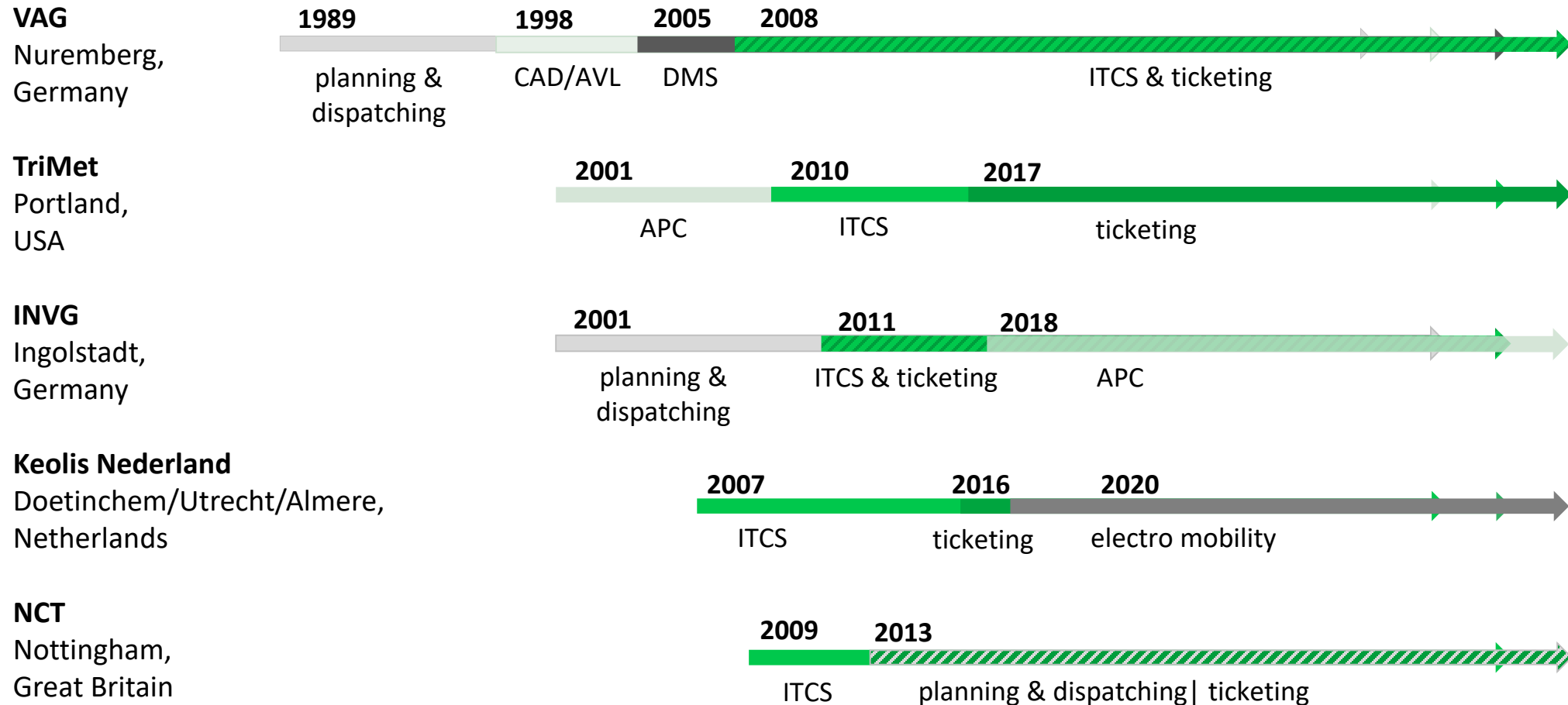
METRO, Houston, TX: Major contract with long-standing US customer

- METRO has been an init customer since 2002
- Base contract 2021 account-based ticketing of nearly USD 30m
- **New** 2022 option on account-based ticketing of **more than USD 40m**
- Ticket purchase with cash, credit or debit card
- Contract includes delivery and operations of the system
- 1,700 buses as well as 200 ticket validators on the platforms will be equipped.



# Customers

## Cross-selling projects - Examples





# New Orders - Examples

## New customers and system extensions

### New project - 145 buses:

Transport company Hameln-Pyrmont mbH (VHP) in Hameln, Germany

- new on-board computers
- new Intermodal Transport Control System MOBILE-ITCS nextGen
- accounting and ticket management MOBILEvario as sales background system



### New project - 300 buses:

Transport company KRN Kommunalverkehr Rhein-Nahe GmbH in Bad Kreuznach, Germany

- Integrated solution for operational control, ticketing, planning, dispatching and statistics



### System extension:

Roads & Transport Authority (RTA) Dubai / UAE (basic order 2007)

- Exchange of almost 900 PC-based on-board computers in the vehicle (COPILOTpc3)



# Next level initiative

## New products and system generations

### MOBILE-PERDIS nextGen

Work easier & more efficiently

- » Cloud- and browser based
- » New modules for enhanced overview

### MOBILEguide

Manage vehicle occupancy

- » Actual occupancy levels
- » Control options for dispatchers

### MOBILE-ITCS nextGen

State-of-the-art Fleet Management

- » UX design of the GUI
- » Database independent
- » Numerous new functions

### TaaS – Ticketing as a Service

Cloud-hosted platform solution

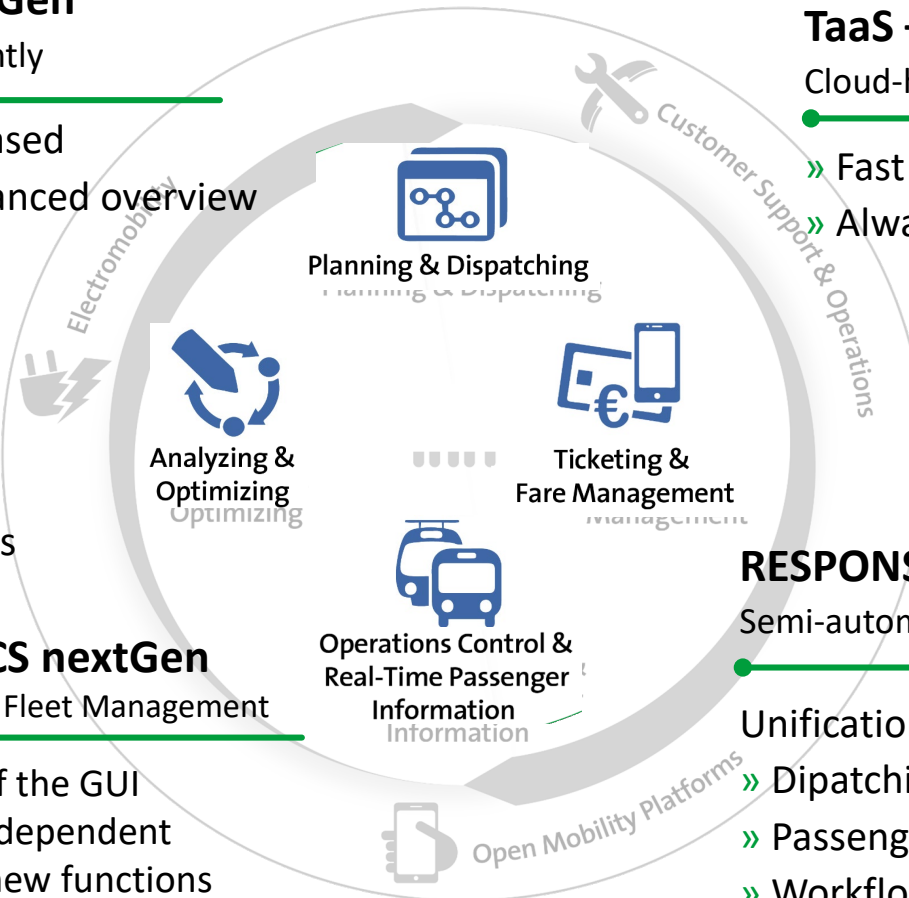
- » Fast and cost-efficient to implement
- » Always up-to-date thanks to Software-as-a-Service

### RESPONSEassist

Semi-automated incident management and passenger information

Unification & optimisation of the

- » Dispatching of the operation
- » Passenger information
- » Workflow documentation

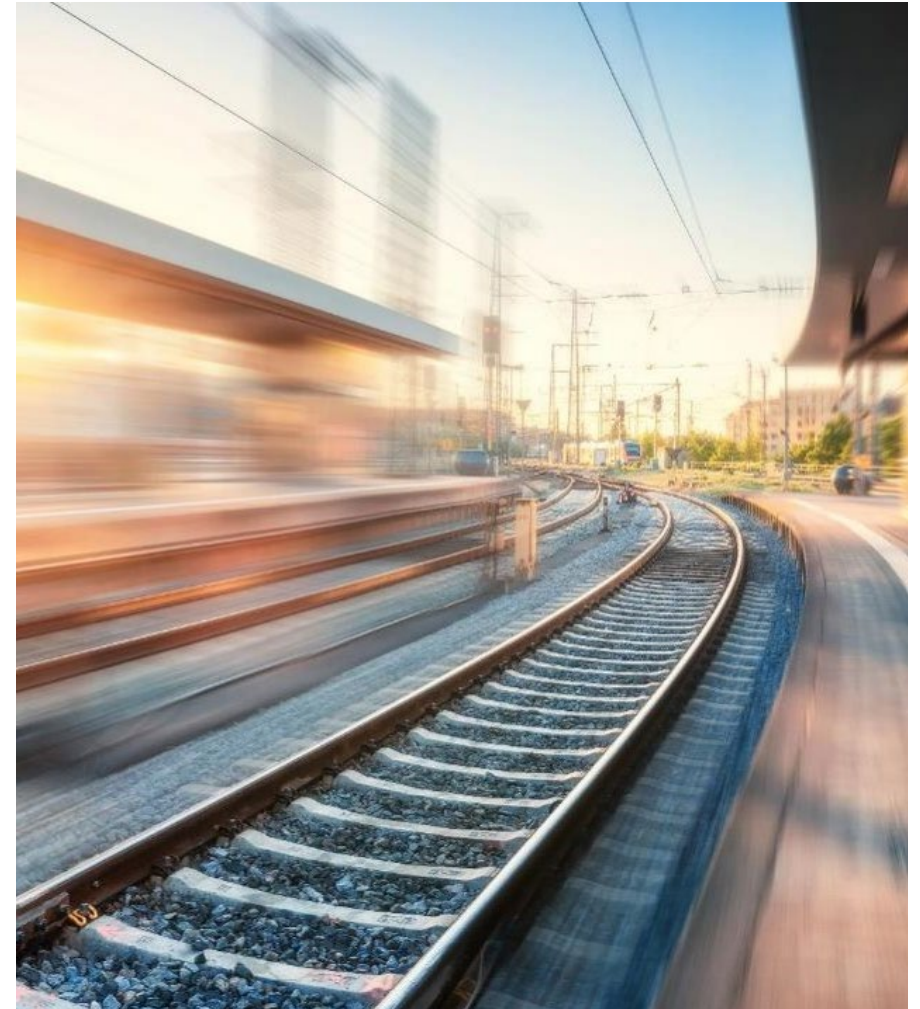


# New markets

## Fleet management for rail systems

### MOBILE-ITCSrail

- Display of the special features of railway systems (traction, coupling/uncoupling, track change, single track, etc.)
- Extended rail-specific passenger information
- Numerous railway-specific interfaces



# New products

## Passenger guidance system

### MOBILEguide

- Real-time passenger information with occupancy
- When the train enters, free spaces are displayed, via app or on the platform
- More convenience for travellers
- Physical distancing
- Shortening of the stop times at the stop
- Optimization of the usage of the existing infrastructure
- Cost-savings





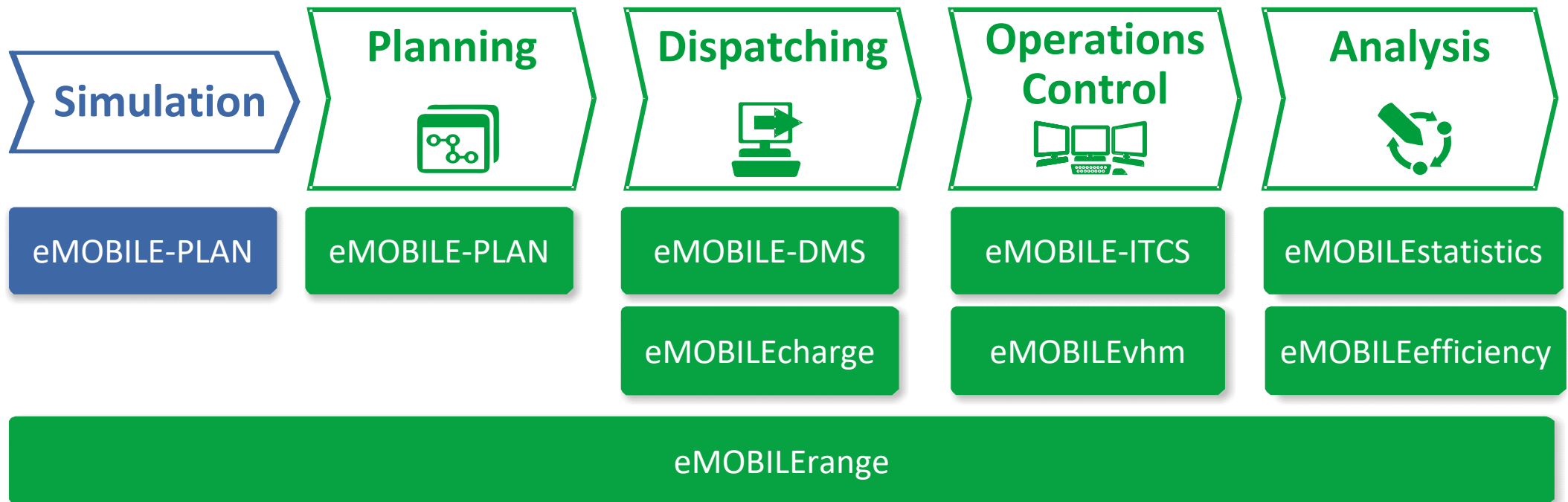
# New products



## E-mobility solutions

init customers get an integrated solution with state-of-the-art technology.

Within the integrated telematics solution „MOBILE“ init covers every task electro-mobility requires.



# New products

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## E-mobility solutions

### MOBILEcharge – selected references in 2021/2022

- VBN, Nordhausen, Germany
- HEAG, Darmstadt, Germany
- LVB, Leipzig, Germany
- RNV, Mannheim, Germany
- ASEAG, Aachen, Germany
- Keolis, Netherlands
- Keolis Bergen, Norway
- GUB Uppsala, Sweden
- Postbus (Greater Vienna), Austria (EVN)
- GoRaleigh, Raleigh, NC, USA
- Awarded: Transports Metropolitans de Barcelona, Spain



# German 49-euro ticket already in the app

## „Deutschlandticket“ app: one app for Germany

HanseCom (100% subsidiary of init SE) will launch the “Deutschlandticket” app in December, a nationwide app for the German 49-euro ticket.

Users of the successful German app “HandyTicket” from HanseCom can simply log into the “Deutschlandticket” app with their login.

### Advantages for end users:

- Purchase of the ticket from the transport company of their choice
- Convenient user management
- 24/7 subscription management
- Issue as mobile phone ticket
- Easy payment

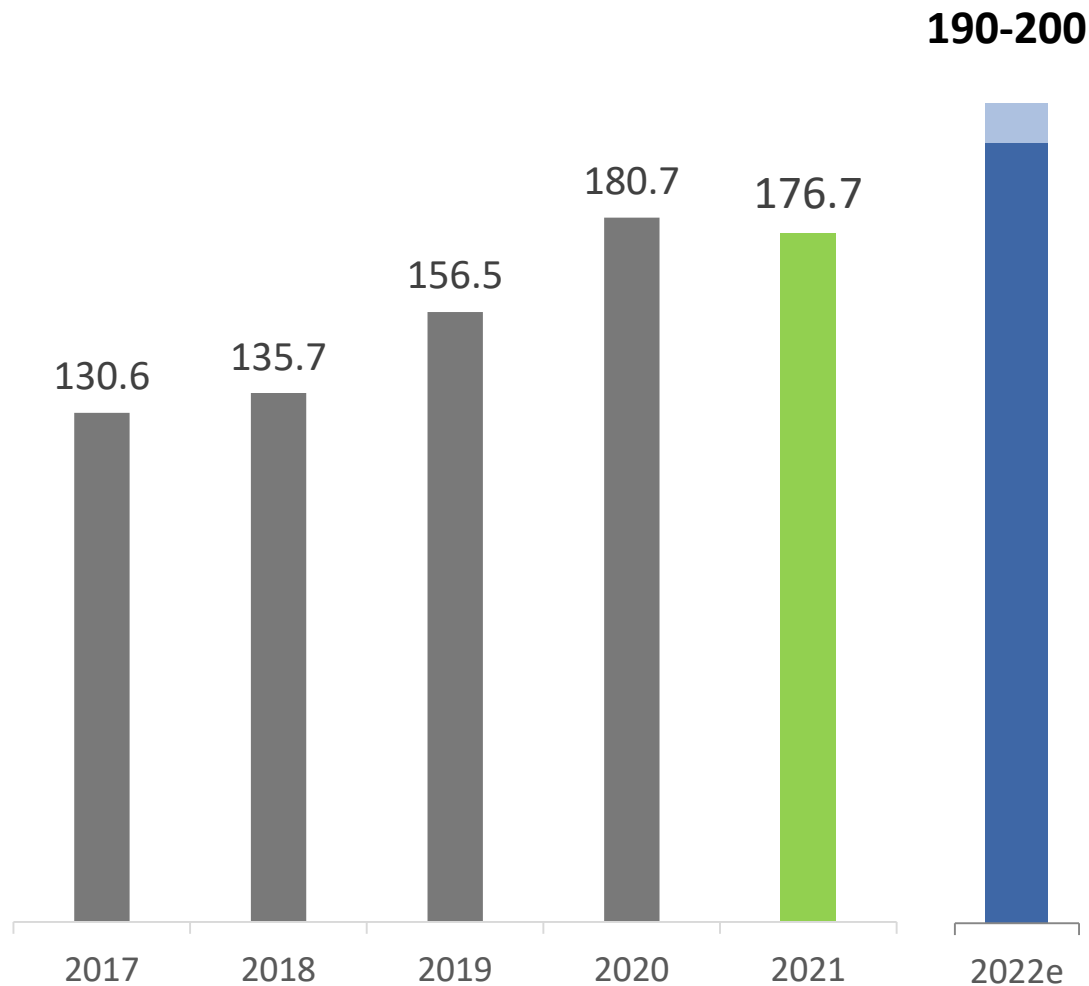


### Advantages for transport companies:

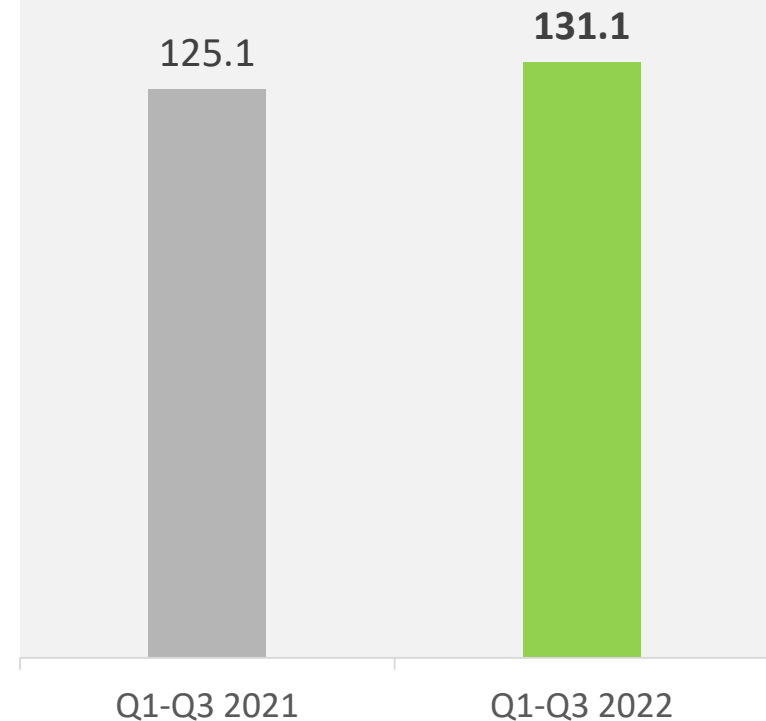
- Retain existing customers and secure revenue
- Customer data sovereignty
- App offers expansion possibilities for future mobility services

# Revenue

(EURm)



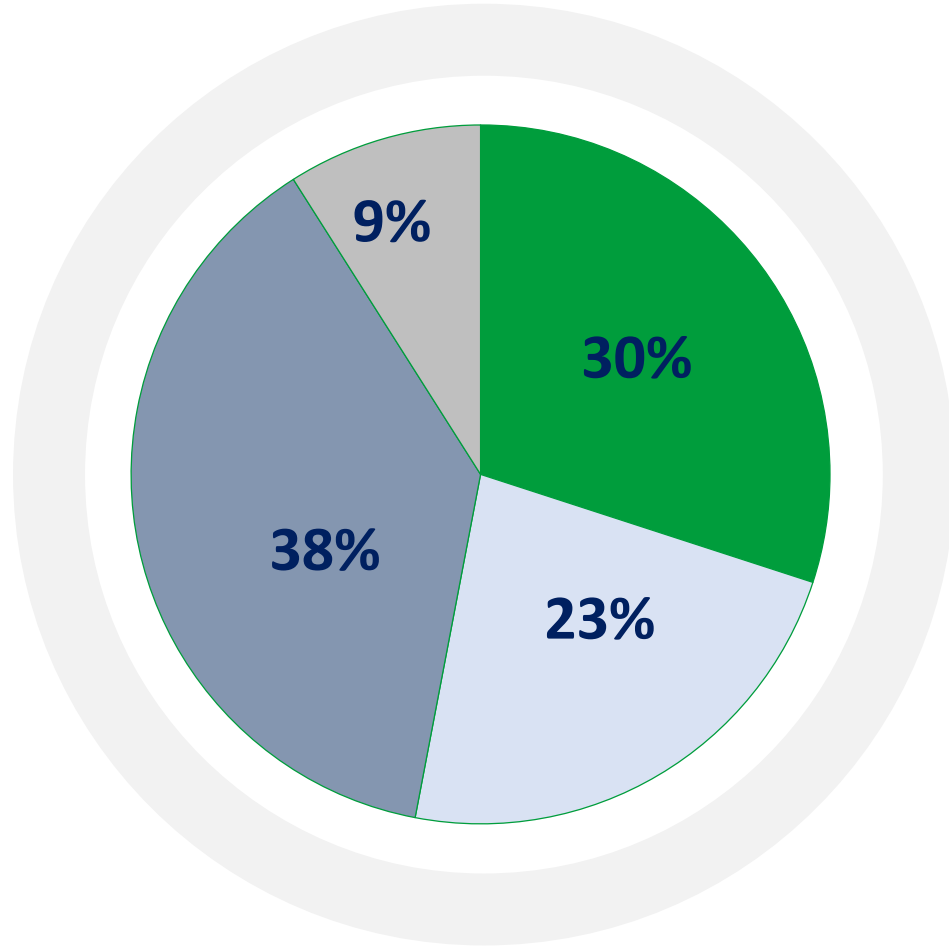
- We expect significant increase in the fourth quarter
- Q3 2022 EUR 50.5m:  
**Increase of 25 percent**  
compared to the previous year's quarter (Q3 2021: EUR 40.4m)



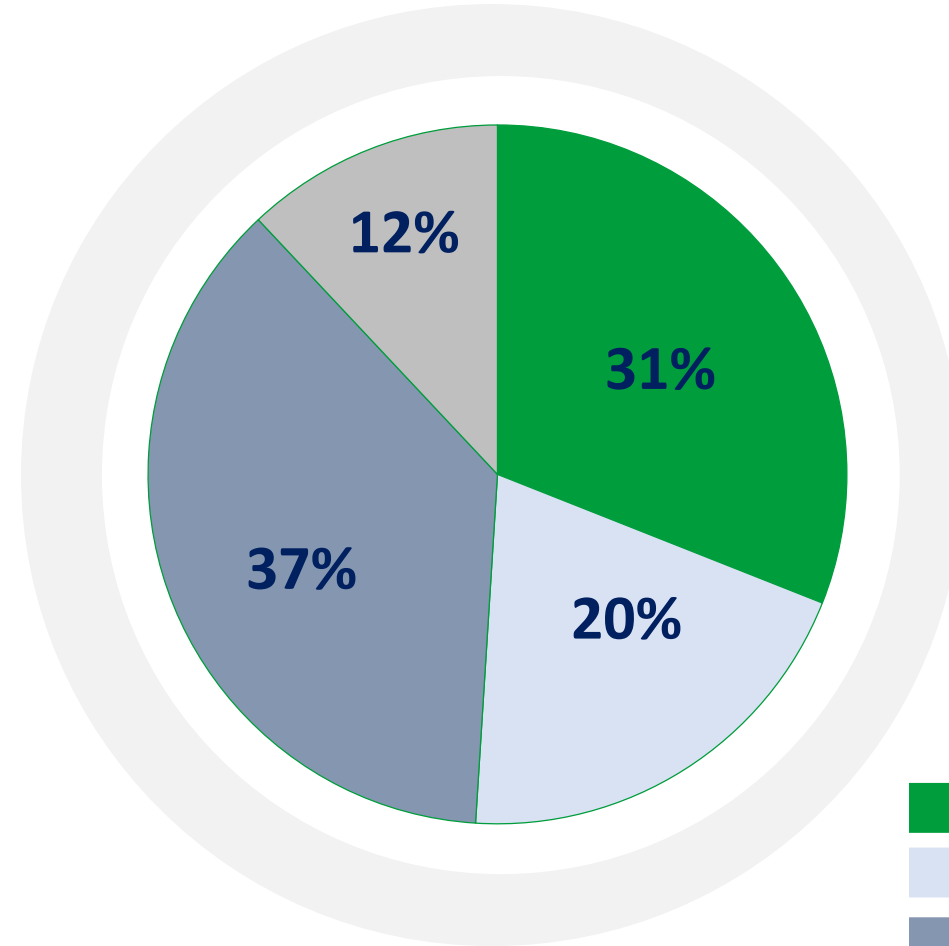


# Revenue per region

(in per cent)



Average numbers 2016 - 2020

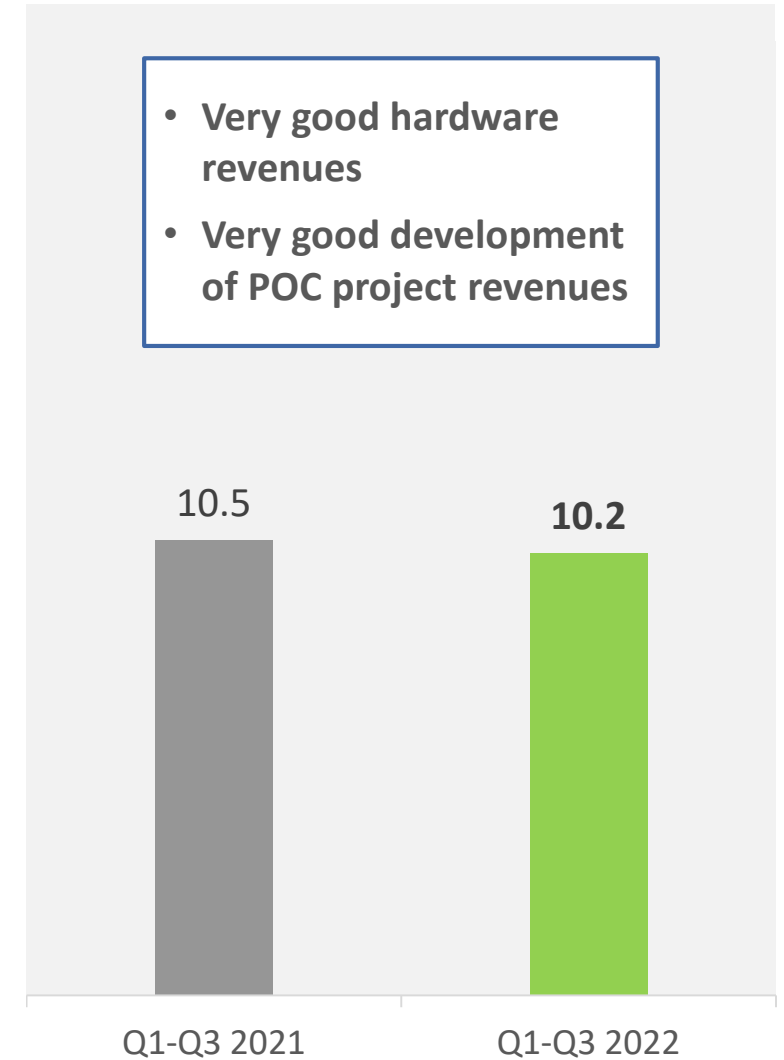
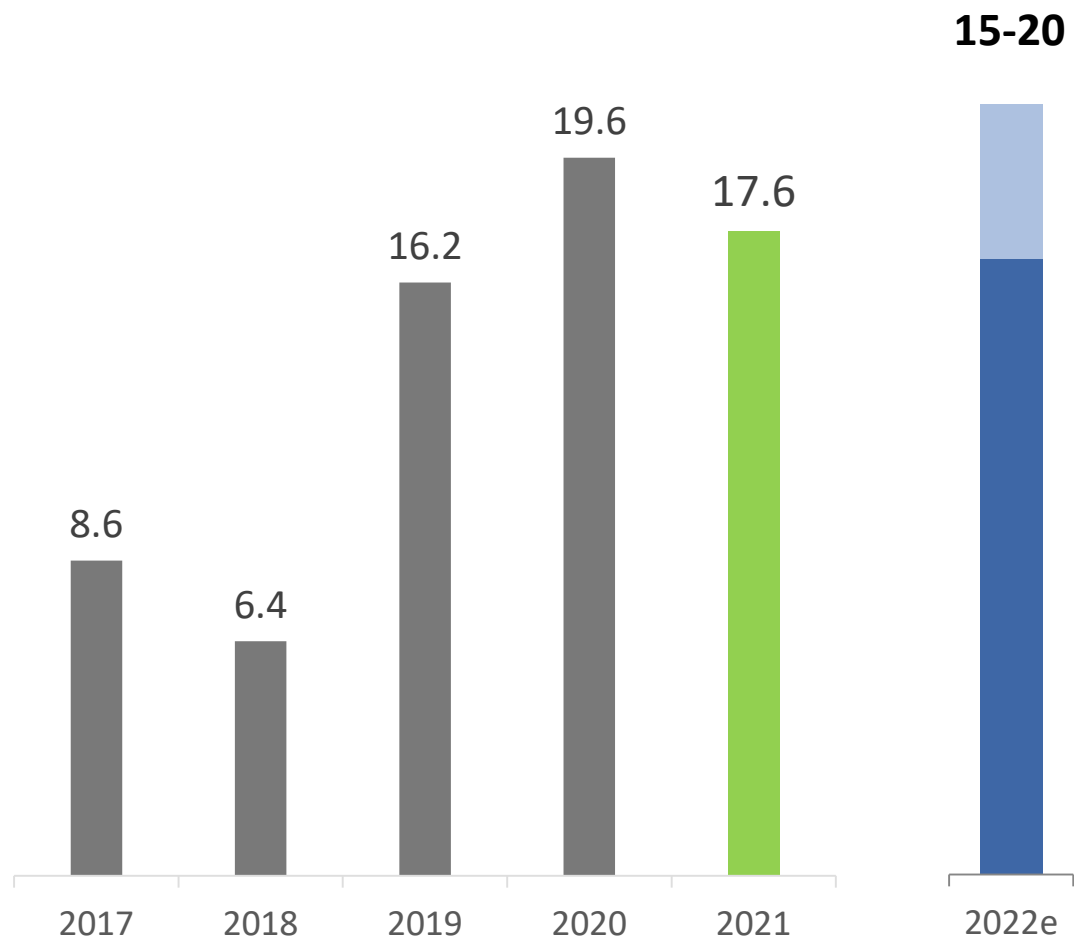


2021



# EBIT

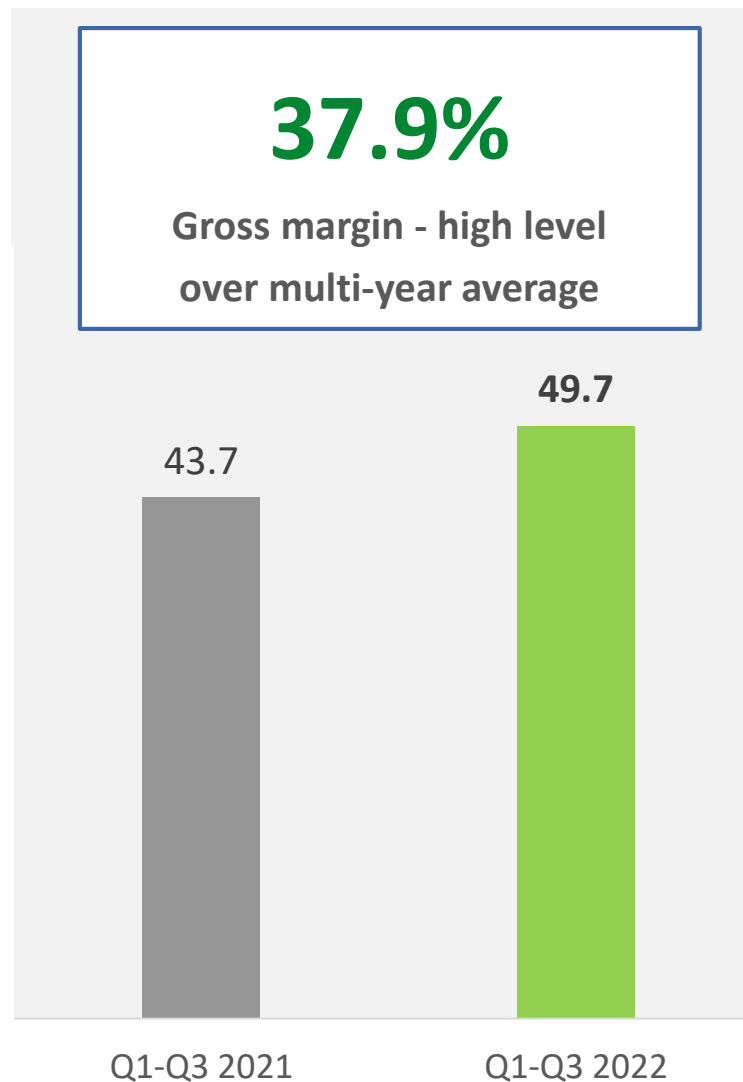
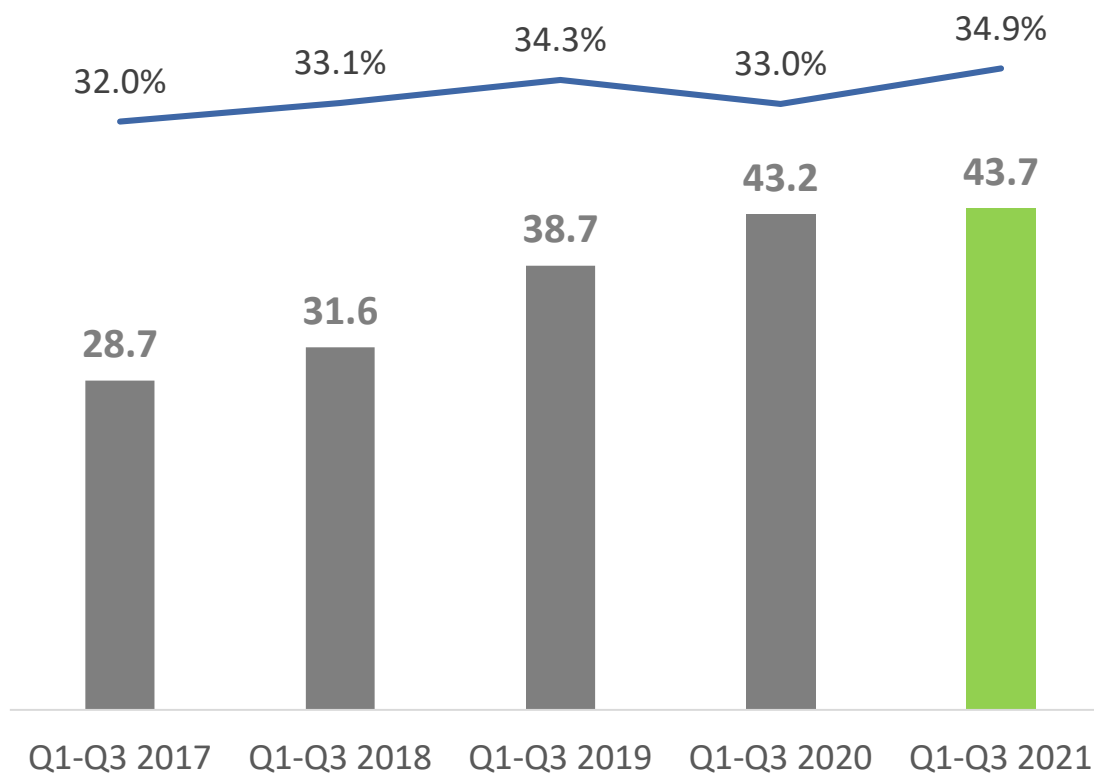
(EURm)



# Gross profit (= revenue – COGS)

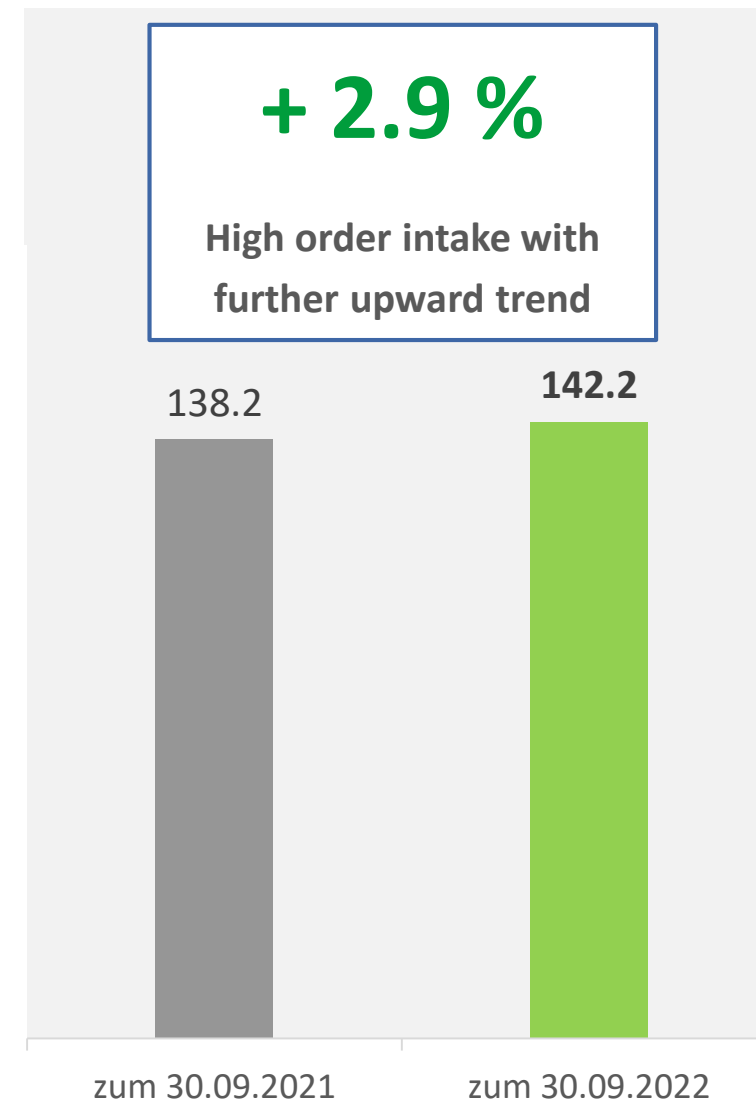
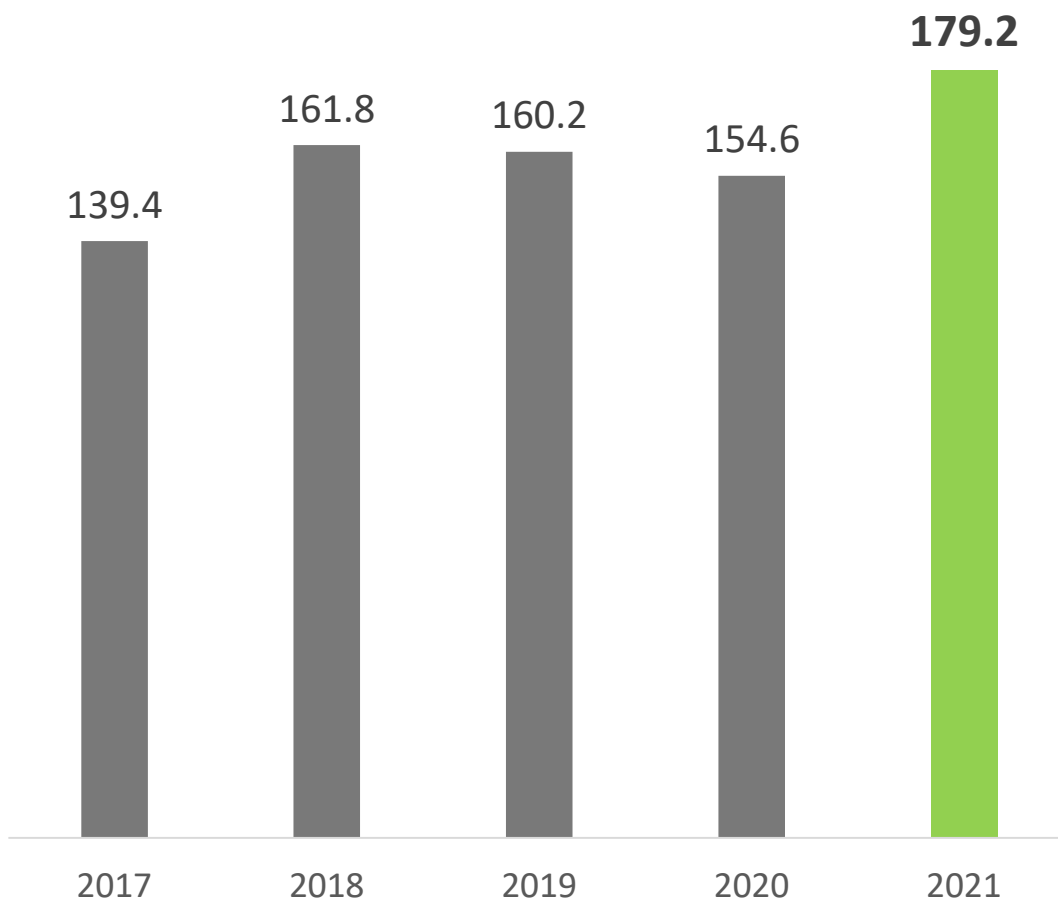
(EURm)

Multi-year average: 31.9 %



# Order intake

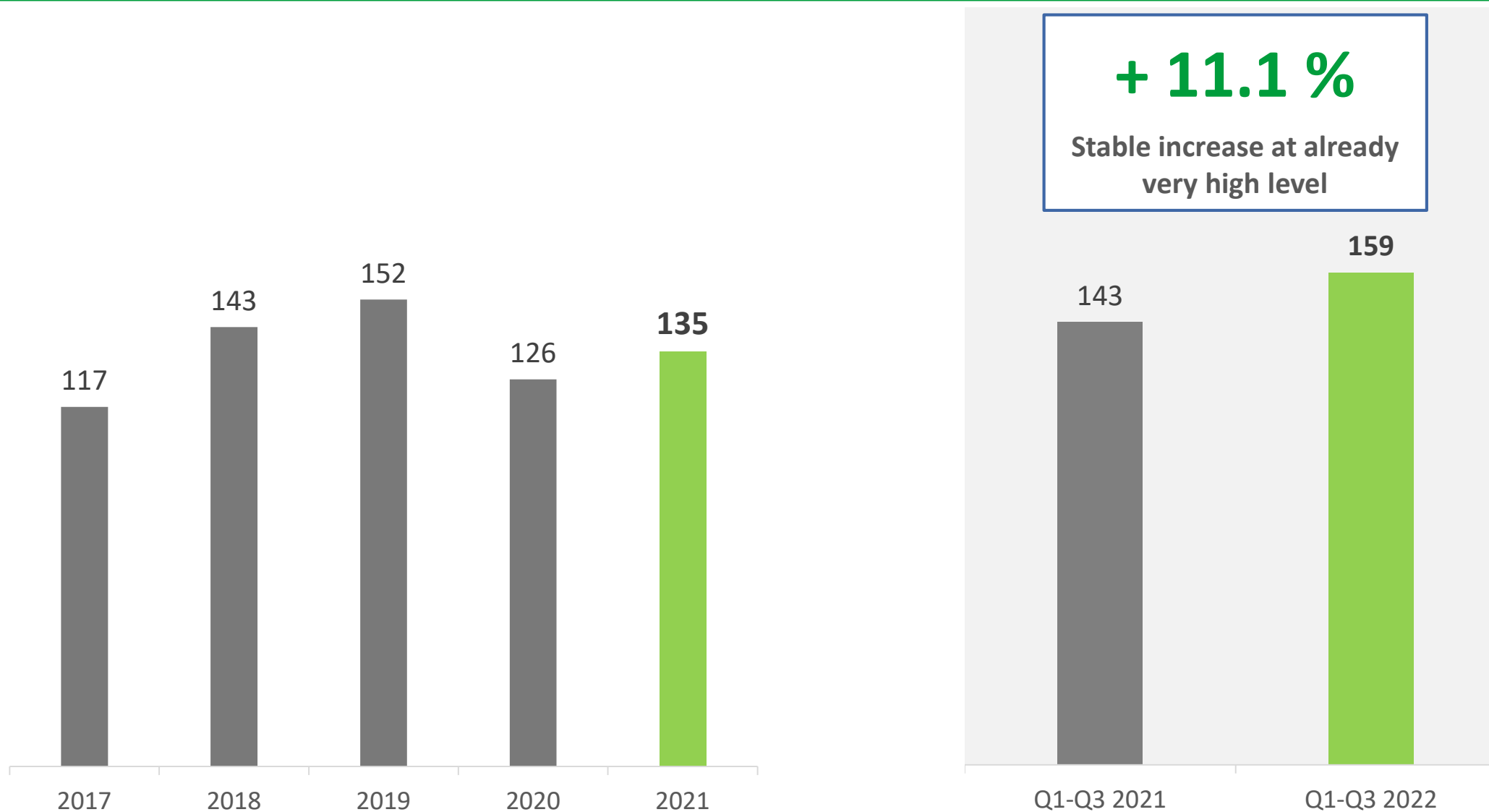
(EURm)





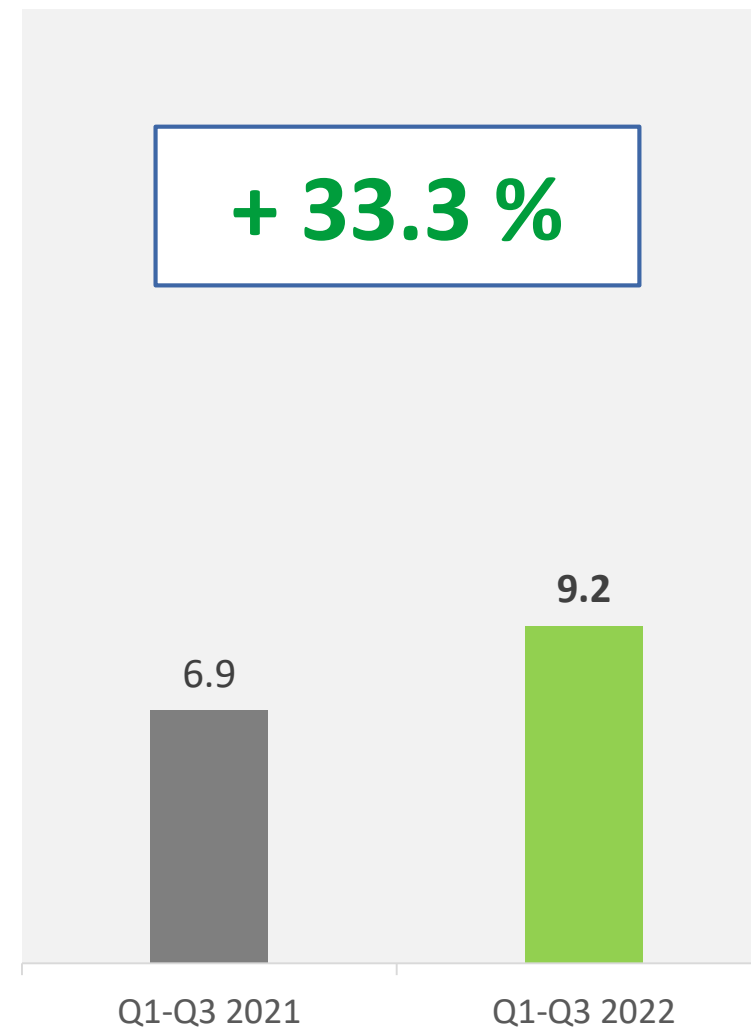
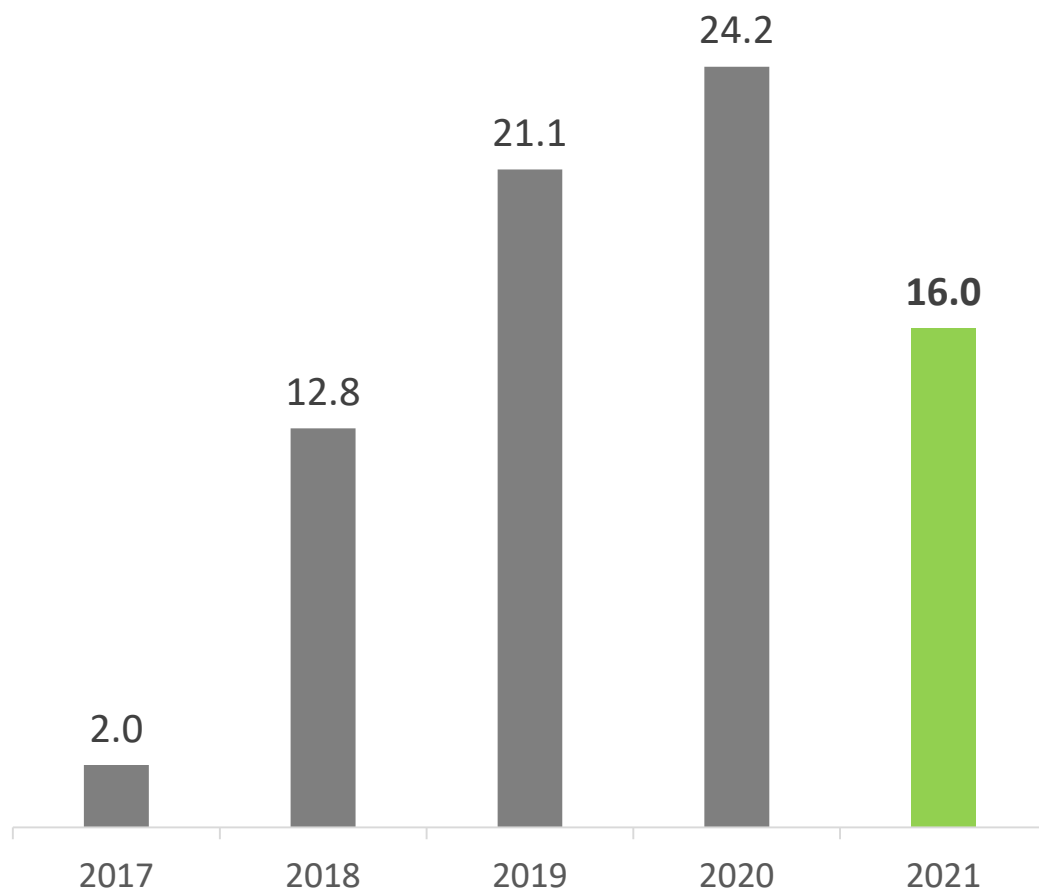
# Order backlog

(EURm)



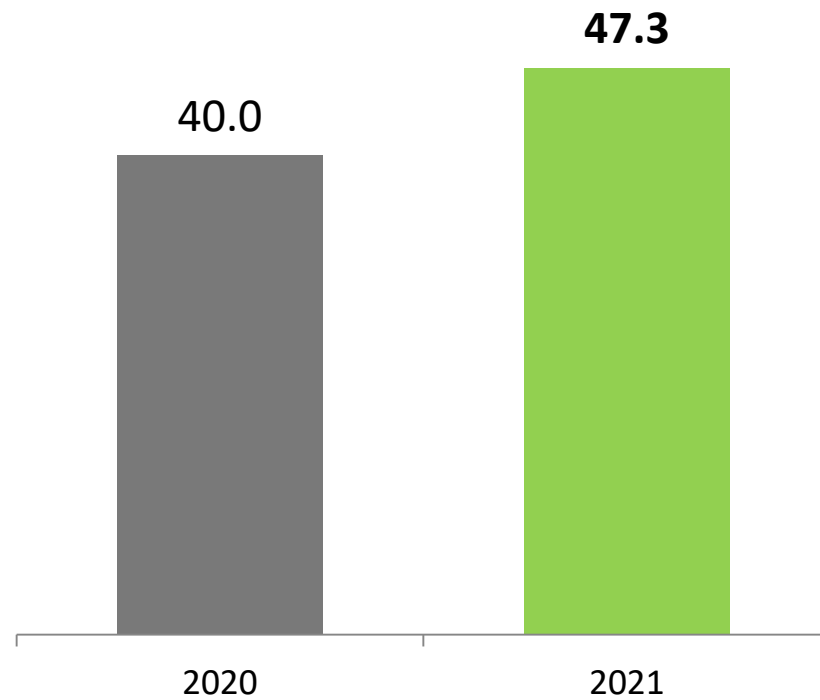
# Operative cash flow

(EURm)



# Equity ratio

(in per cent)



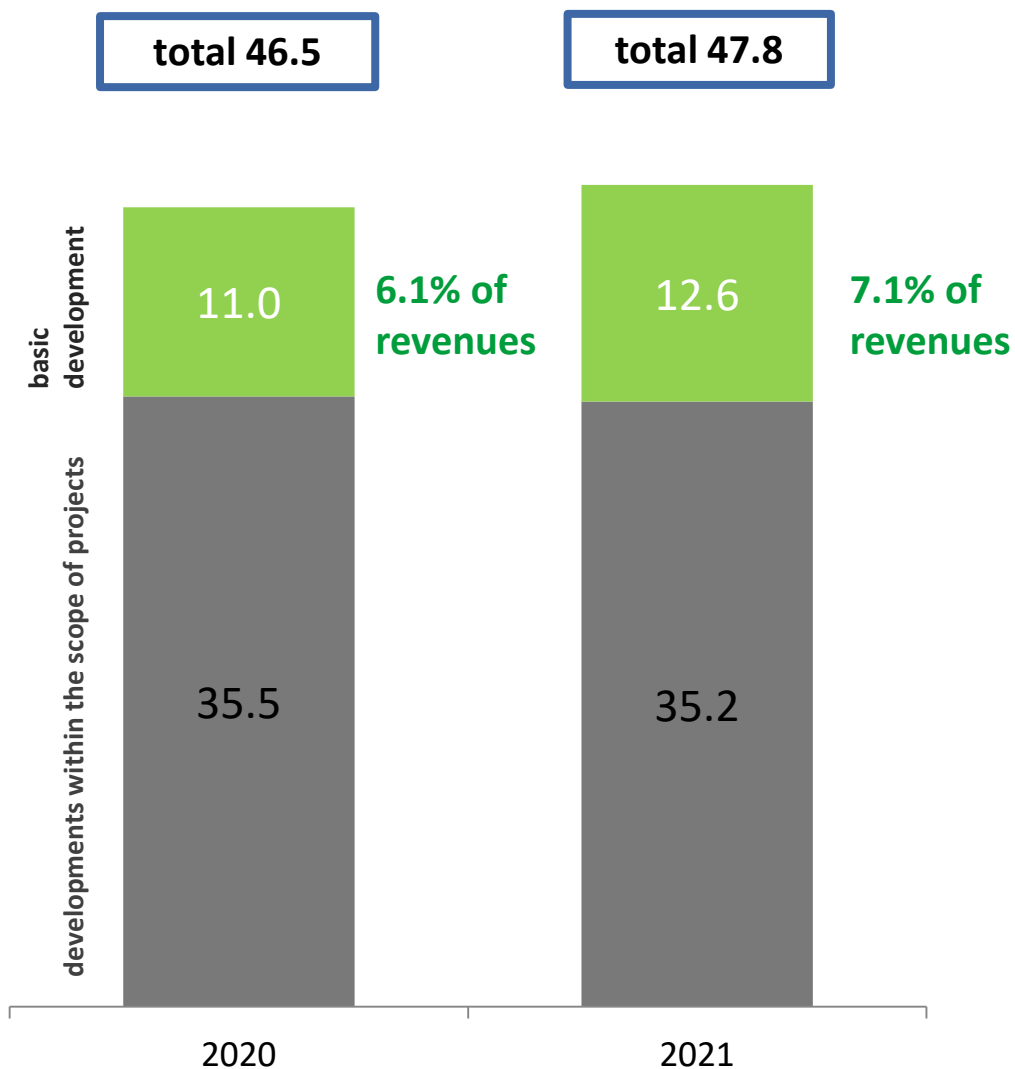
**EUR 108.3m**

**Equity as of 30 Sep 2022**

Equity ratio increased year-on-year from 43.7% to 47.4%

# Expenditure R&D

(EURm)



**8.71%**  
of revenues invested in basic  
development in the first  
three quarters of the year

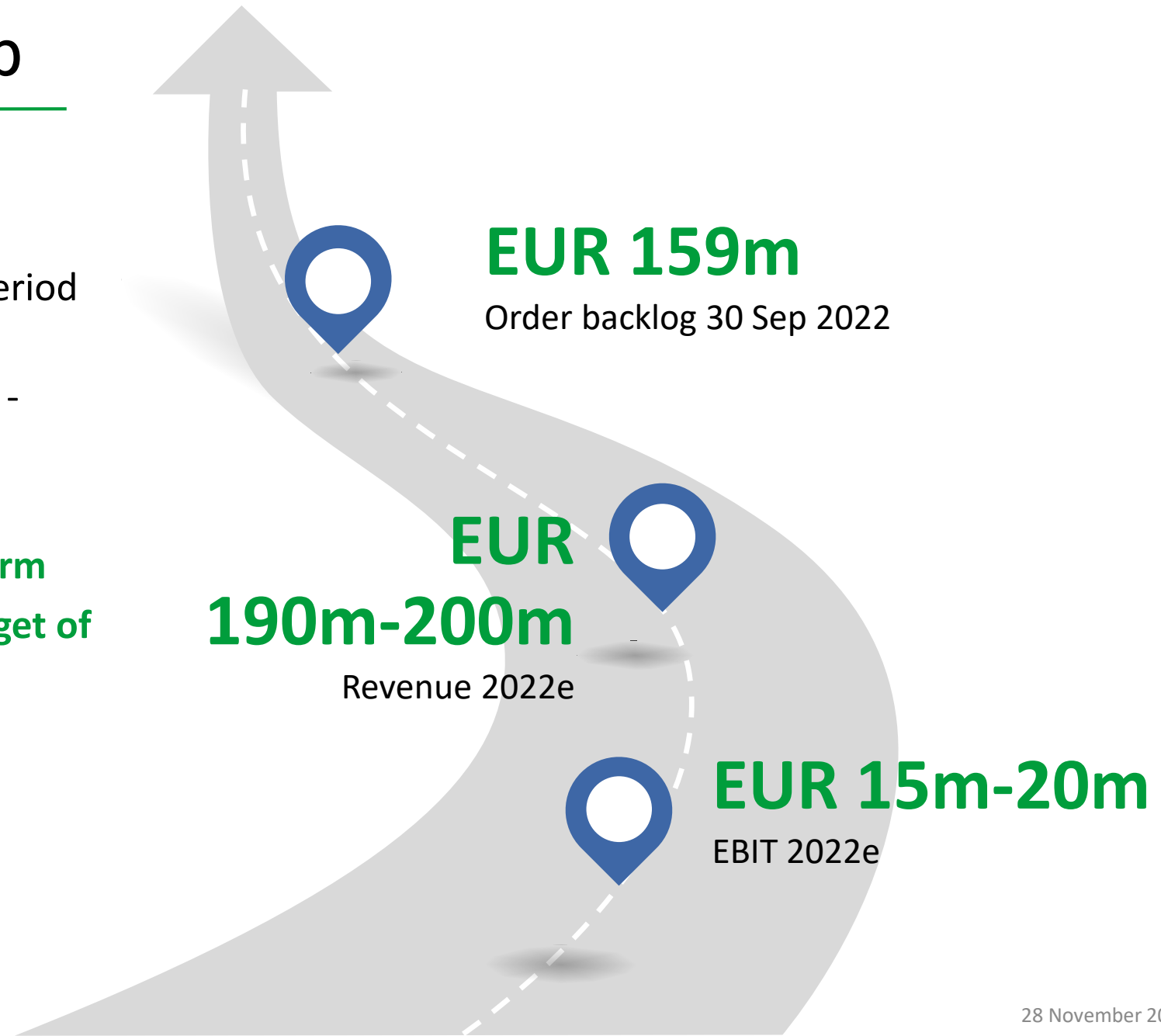
EUR 52.3m basic  
development  
in the past 5 years



# Further Roadmap

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- ✓ Revenues and EBIT targets **achieved** in the reporting period
- ✓ **Stable planning** for FY 2022 - forecast still achievable
- ✓ From 2023 onwards **long-term and sustainable growth target of 10-15 percent** on average achievable



# Thank you for your interest



Dr Jürgen Greschner

#### Disclaimer

This presentation contains future-related statements, which are based on current estimates of company with regard to future developments. Such statements are inherently subject to risks and uncertainties, as they may be affected by factors that are neither controllable nor foreseeable by init, such as on the development of the future market environment and economic conditions, the behaviour of other market participants and government measures.

If one of these uncontrollable or unforeseeable factors occurs respectively changes or the assumptions on which these statements are based prove inaccurate, actual developments and results could differ materially from the results cited explicitly or contained implicitly in these statements. .

# init

## Financial Calendar 2023

**30 March 2023**  
Annual Report 2022

**11 May 2023**  
Quarterly Statement Q1 2023

**25 May 2023**  
Annual General Meeting 2023

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