



NEXT LEVEL OF MOBILITY

Shareholders' Meeting 2022 on 18 May 2022

Dr. Gottfried Greschner, CEO

13 May 2022

init

init - for over 20 years on the stock exchange

- Initial listing 24 July 2001: EUR 5.10
- Dividend per share since IPO: EUR 6.76
- Only two successful IPOs in 2001:
Deutsche Börse and init
- Revenues increase from EUR 22.9m to
EUR 177m
- All time high 10 August 2021: EUR 48.50
- Dividend paid out so far: EUR 62m



Management board & supervisory board



Management 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

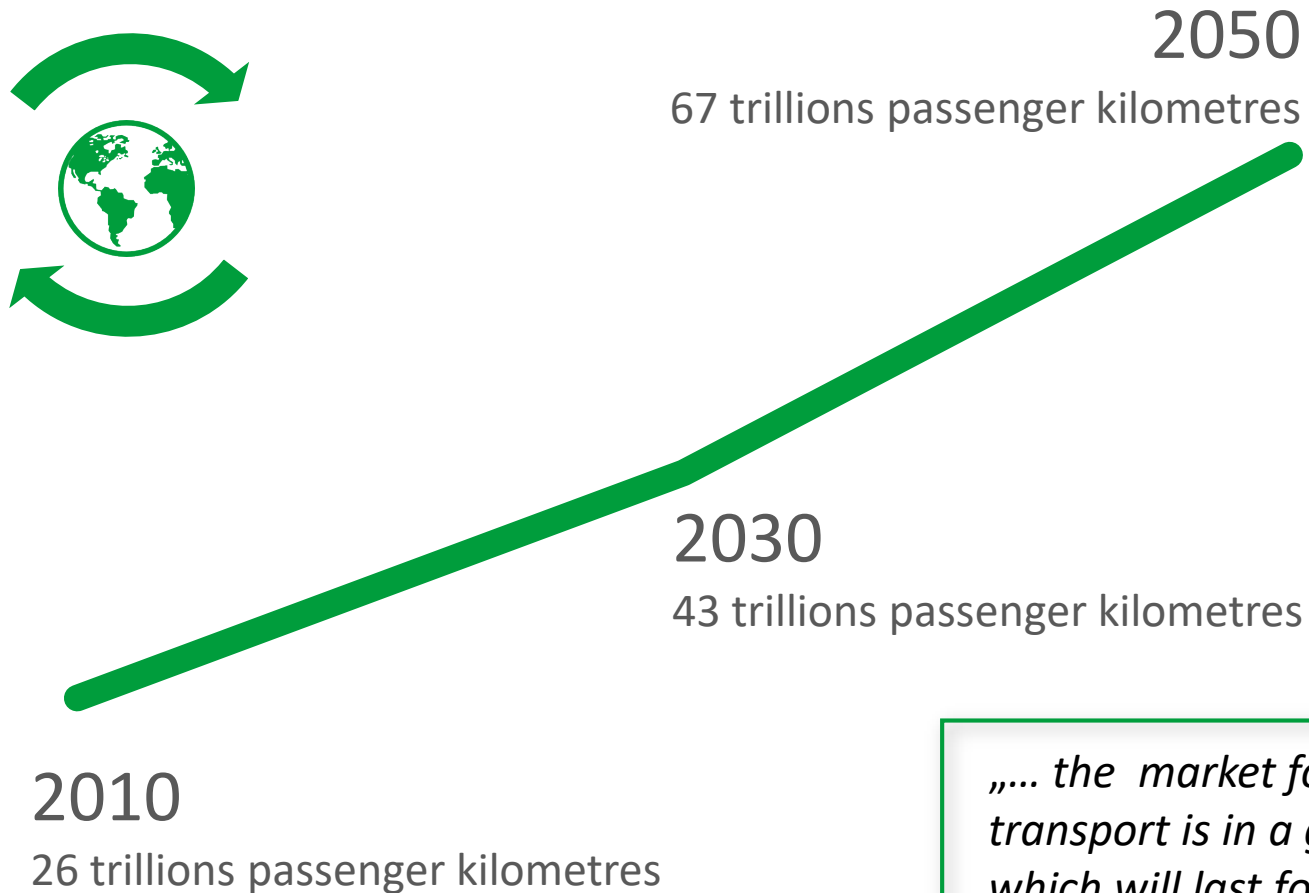


Member
Dipl.-Ing. (FH), M.A.
Christina Greschner
Since 2007 various
management positions
within the init group



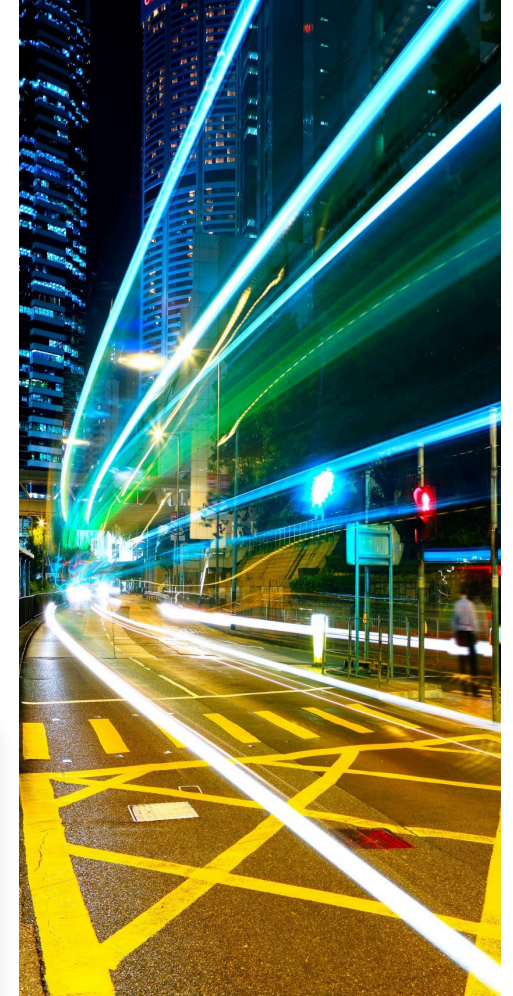
Member
Drs.
Hans Rat
Honorary Secretary
General of UITP

Urban mobility as expanding market



„... the market for ITS in public transport is in a growth phase which will last for several years to come.“

Berg Insight 2018



Funding programs for infrastructure including PT



US
560 bn
USD over 5 years

- **Infrastructure Investment and Jobs Act**

The Infrastructure Investment and Jobs Act. (IIJA) - Provides **USD 108.2 bn** for public transport over five years. The Act also provides **USD 102.1 bn** for passenger and freight transport over five years

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- **American Rescue Plan Act (ARP)** and COVID-19 Emergency Funding to State and Local Governments: **USD 350 bn**



Funding programs for infrastructure including PT

GER

1-2 bn

EUR per year

Increased funding as part of the **Federal Climate Protection Program**

EUR 1 bn per year, **EUR 2 bn** per year starting 2025

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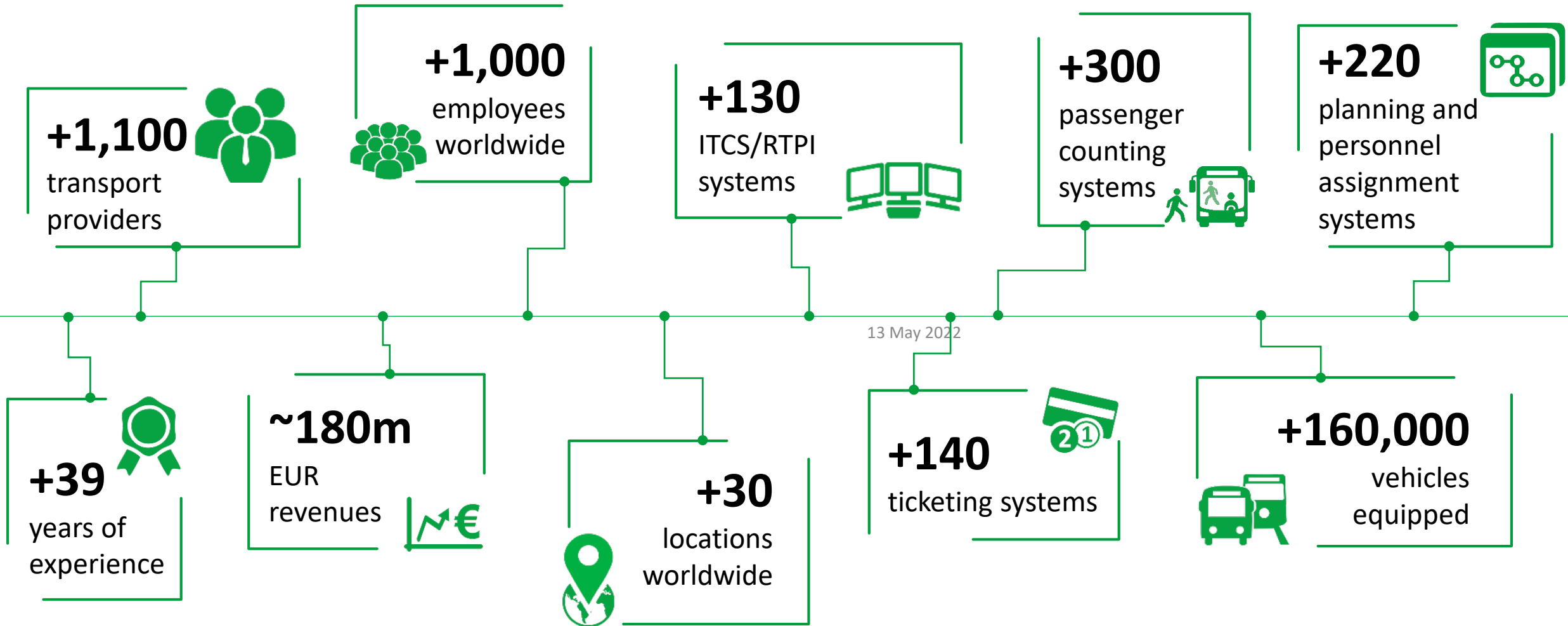
UK

13 bn

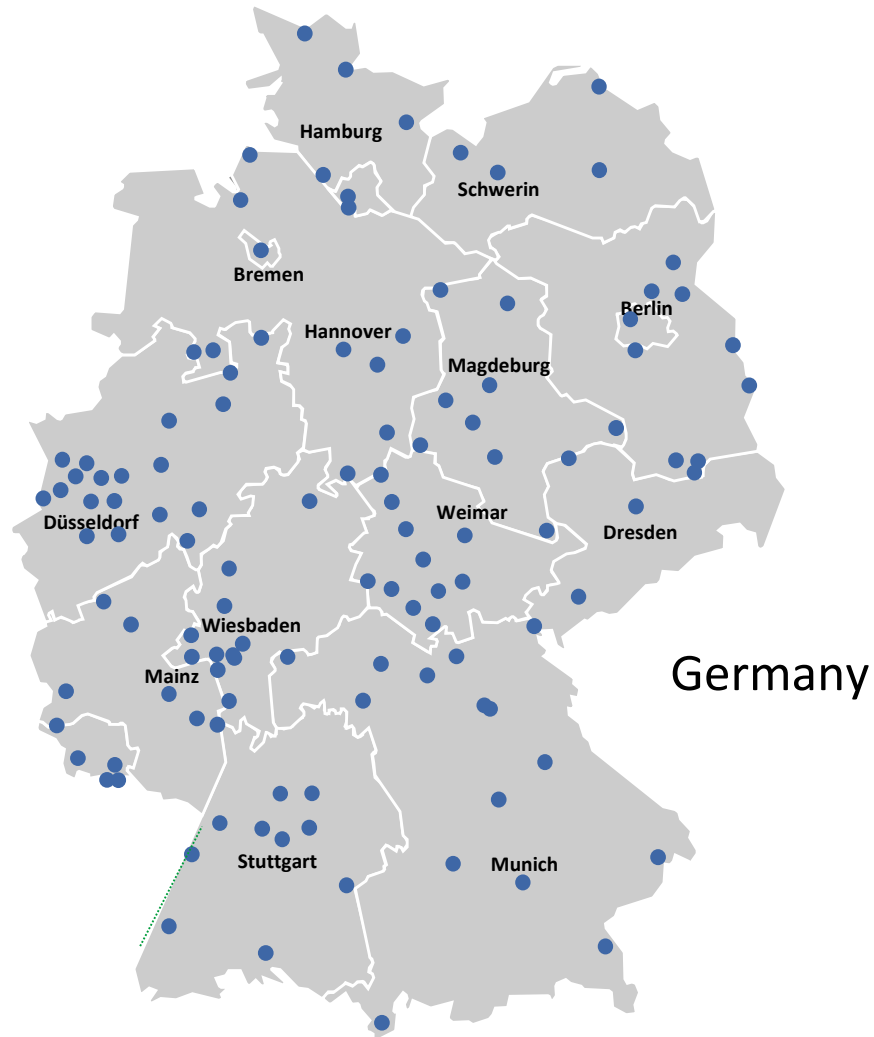
GBP per year

- **GBP 5 bn** funding for walking, cycling and buses
- **GBP 13 bn** per year for rail services

init at a glance



Projects in Germany & North America



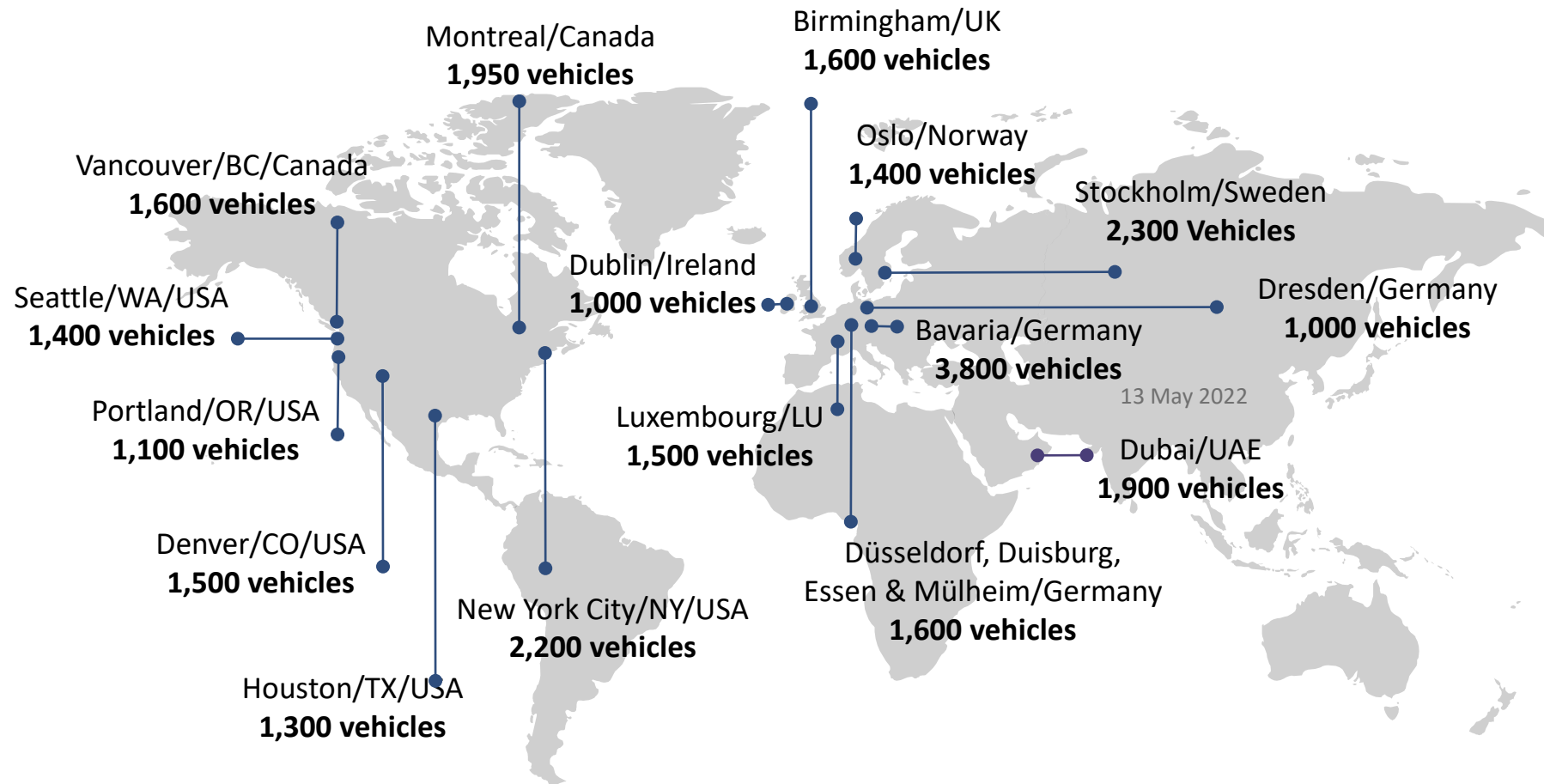
Germany



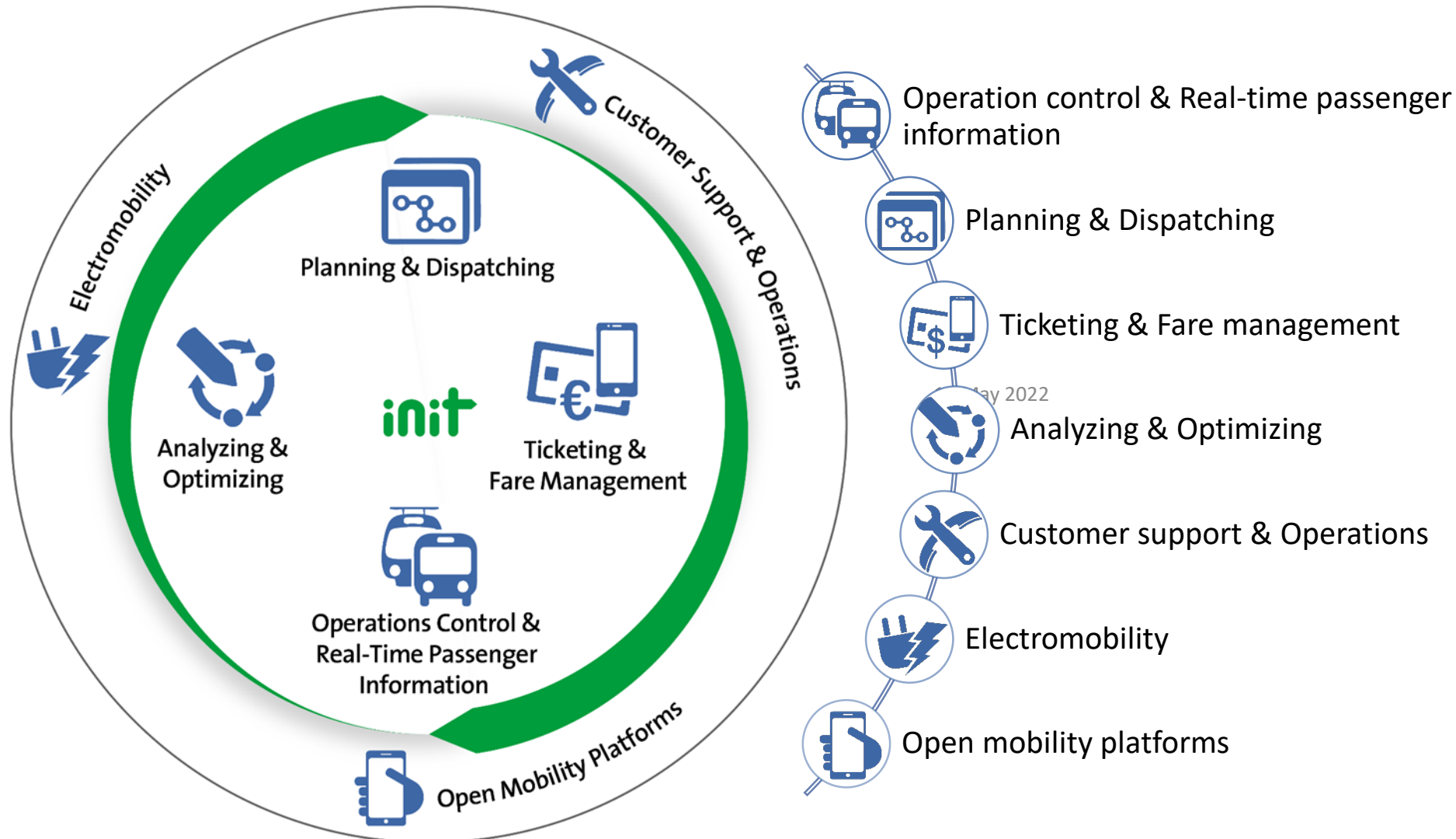
North America

Worldwide references

Projects with more than 1,000 vehicles



Open interfaces of the integrated solutions



Integrated solutions for public transport



Operation control & Real-time passenger information



Société de transport de Montréal

- Intermodal Transport Control System
MOBILE-ITCS
- High service quality
- Incident and workflow management
- 350 online redirections per day can only be handled with the support of MOBILE-ITCS
- AI-based software products are available for even better support



+ 2,200 vehicles / + 180 stop displays / + 1,4 million passengers per day

Integrated solutions for public transport



Planning & Dispatching



ARRIVA, Netherlands PERDIS

- init organizes the overall personnel assignment process
- Personal assignment system MOBILE-PERDIS NEW: By optimising duty scheduling with the help of artificial intelligence, driver satisfaction could be increased
- This has high importance because of the driver shortage



ca.4.500 employees are managed / ca. 130 Mio. EUR annual payroll

Integrated solutions for public transport



Ticketing & Fare management

Nottingham, UK

- “Tap and Go” solution using init’s contactless ticketing technology
- 1st multi-operator ticketing system in UK (outside London)
- Best-price guarantee with init's contactless ticketing technology, even when changing bus/tram operator
- Integration: fleet management, real-time passenger information and electronic fare collection system



335 validators in vehicles and 199 on platforms 416,010 separate cEMV payment devices



Integrated solutions for public transport



Ticketing & Fare Management: New major order 2021

METRO, Houston USA: EUR 30m USD order in 2021

- init Smart Ticketing
- METRO Houston ITCS customer since 2002
- Account-based fare management system
- Ticket purchase with cash, smart card, credit or debit card
- Best price allocation
- Group-specific fares

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+1, 200 bus routes and paratransit buses

Integrated solutions for public transport



Customer support & operations



Integrated Transport Centre, Abu Dhabi (since 2011)

- Attractive and reliable bus services in Abu Dhabi with high-end technology from INIT.
- Integrated telematics product suite from init
 - ✓ Preventive & reactive maintenance.
 - ✓ 24/7 hotline services.
 - ✓ System checks & updates.
 - ✓ Trainings.
 - ✓ SLA management.
 - ✓ Spare parts management.
 - ✓ Third party integration

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+ 800 buses / 5 depots / 6 service technicians, 1 IT engineer, 1 system engineer, 1 SLA manager.

)

Integrated solutions for public transport



Electromobility

KEOLIS
NEDERLAND
Keolis Nederland is de nieuwe naam van Syntus

Keolis, Netherlands (since 2007):

- One of the largest e-bus fleets in Europe in operation
- Fleet management system from init (MOBILE-ITCS)
→ System is constantly adapted to changing requirements.
- Since 2020: Numerous modules of the init electromobility suite in use:

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256 ebuses



Intermodal Transport Control
System **eMOBILE-ITCS**
(init)



Depot management system
eMOBILE-DMS
(INIT Mobility Software Solutions)



Charge management system
MOBILEcharge
(CarMedialab)

Integrated solutions for public transport



Open mobility platforms

regiomove: The innovative mobility concept

- Smartphone app for planning, information, booking and payment
- "Mobility-as-a-Service" from a single source
- Regional approach
- Next steps: Integration of further modes of transportation (e.g. e-scooter)

regio
move

Alles außer beamen.



Together with



and other
project partners.

Innovation initiative *nextGen*: prepared for the future

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

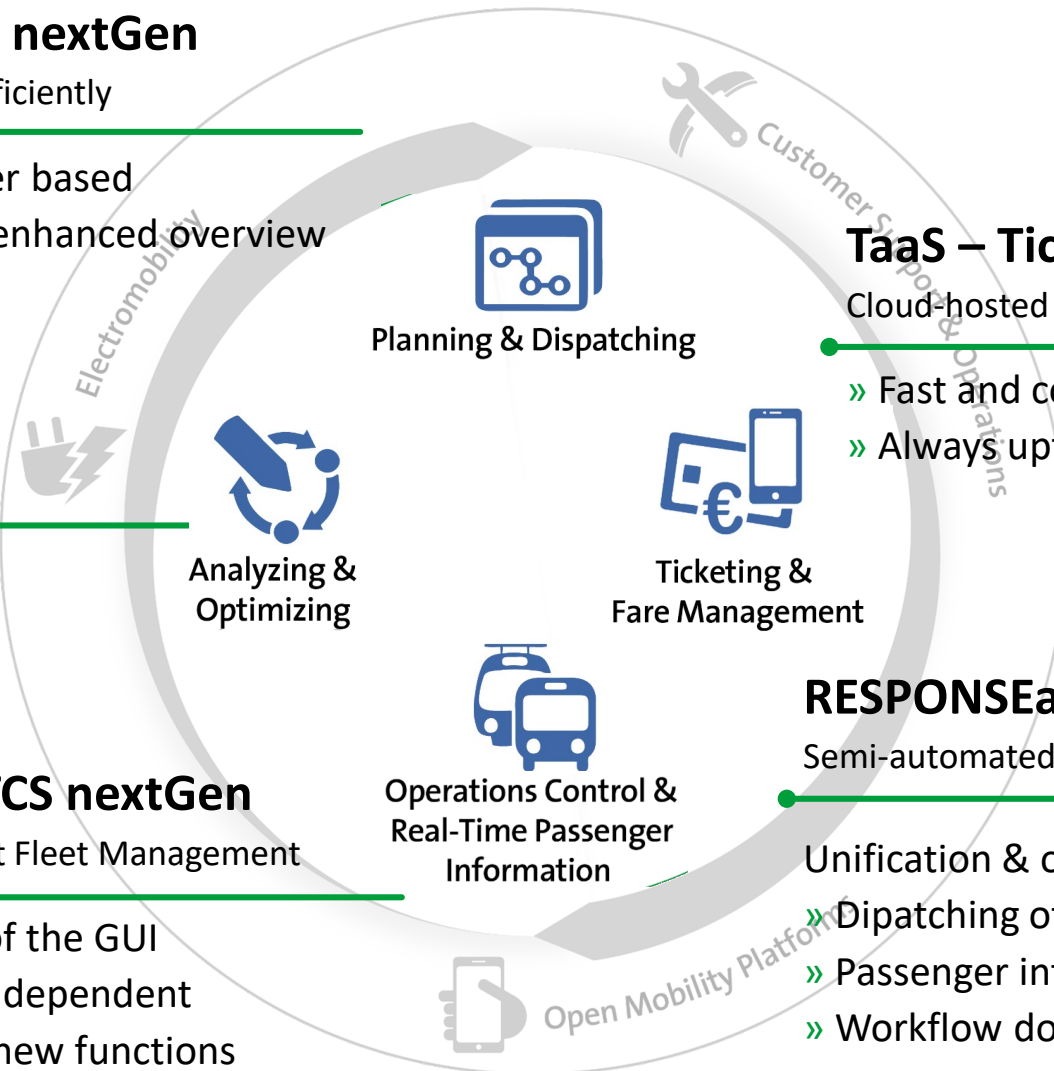
Cloud-hosted platform solution

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

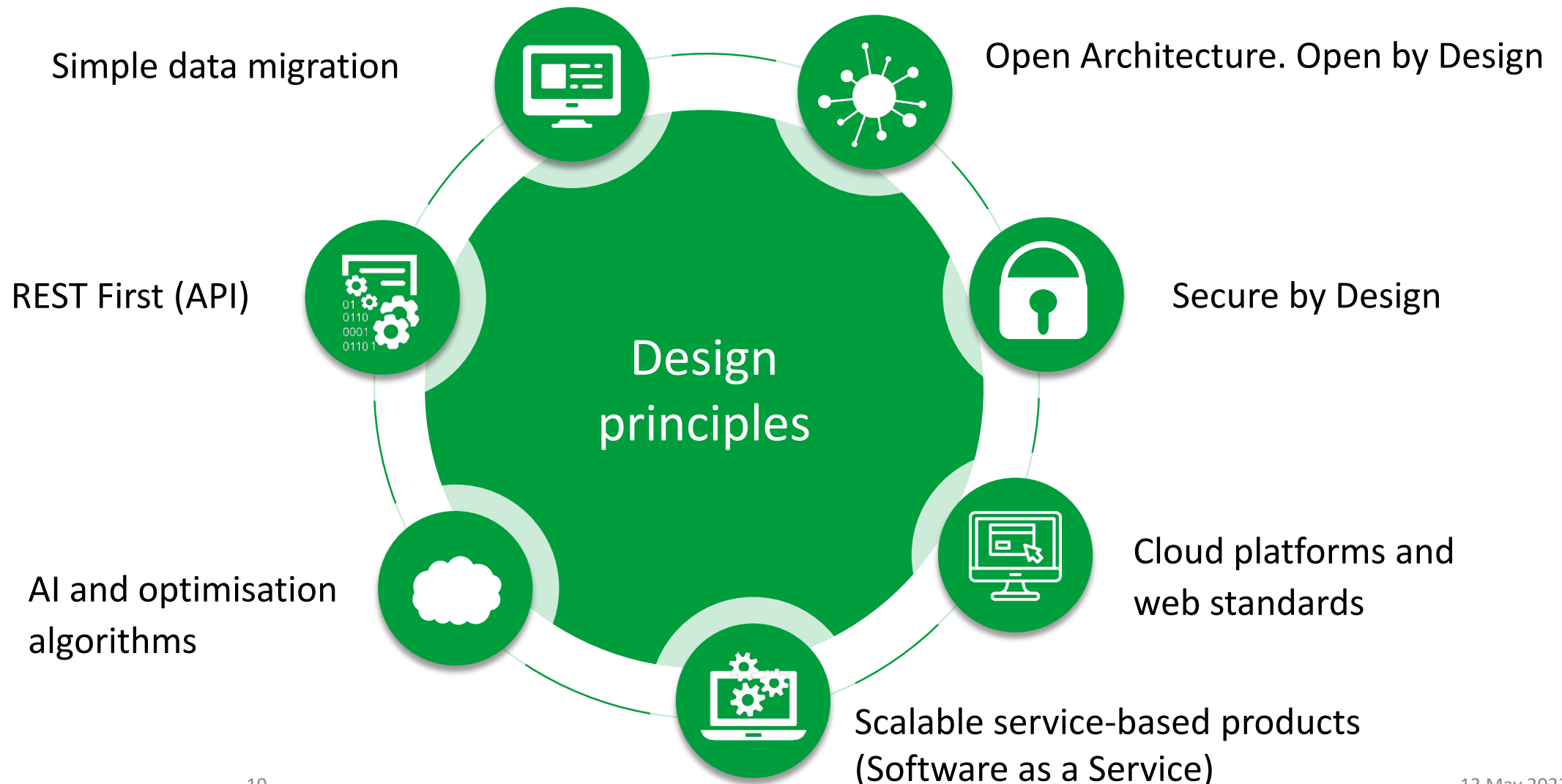
RESPONSEassist

Semi-automated incident management and passenger information

- » Unification & optimisation of the
 - » Dispatching of the operation
 - » Passenger information
 - » Workflow documentation



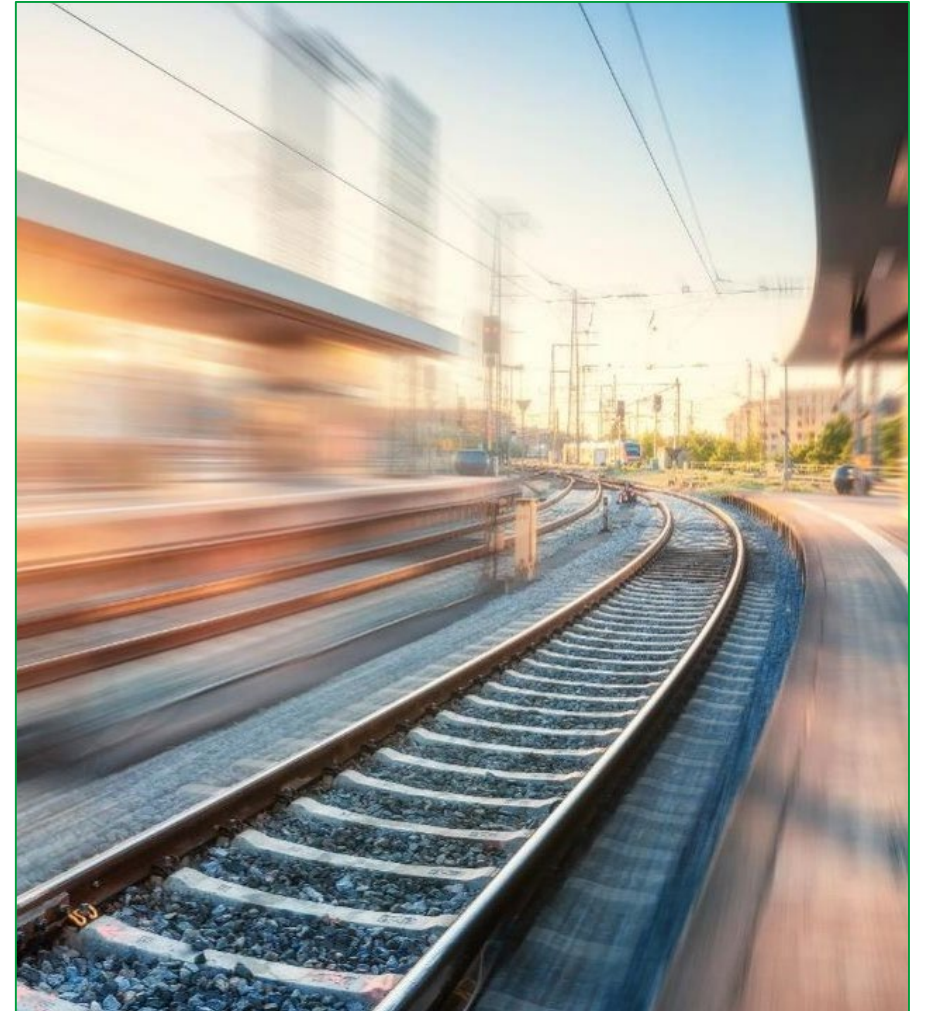
Innovation initiative *nextGen*



New product/new market: fleet management for 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



New product/new market: electromobility

Electromobility

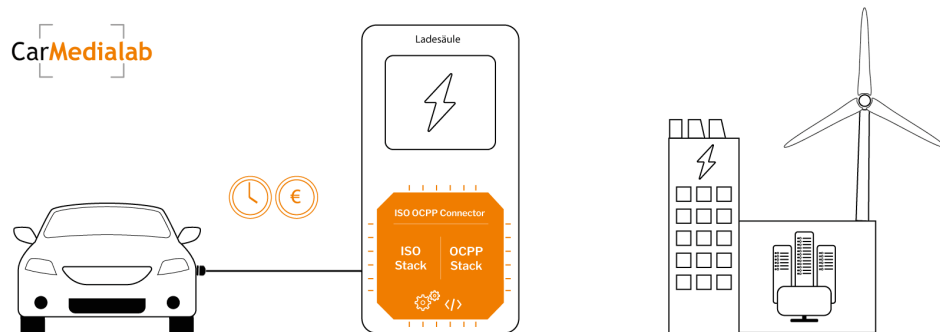
- Number of electric buses growing rapidly worldwide
- Short and also fluctuating ranges
- Long charging times
- Integrated product suite eMOBILE optimises planning and operation
- First success also abroad: two of the largest electric bus fleets in Europe und first order in US



New market: Licence for charging stations

Smart Charging

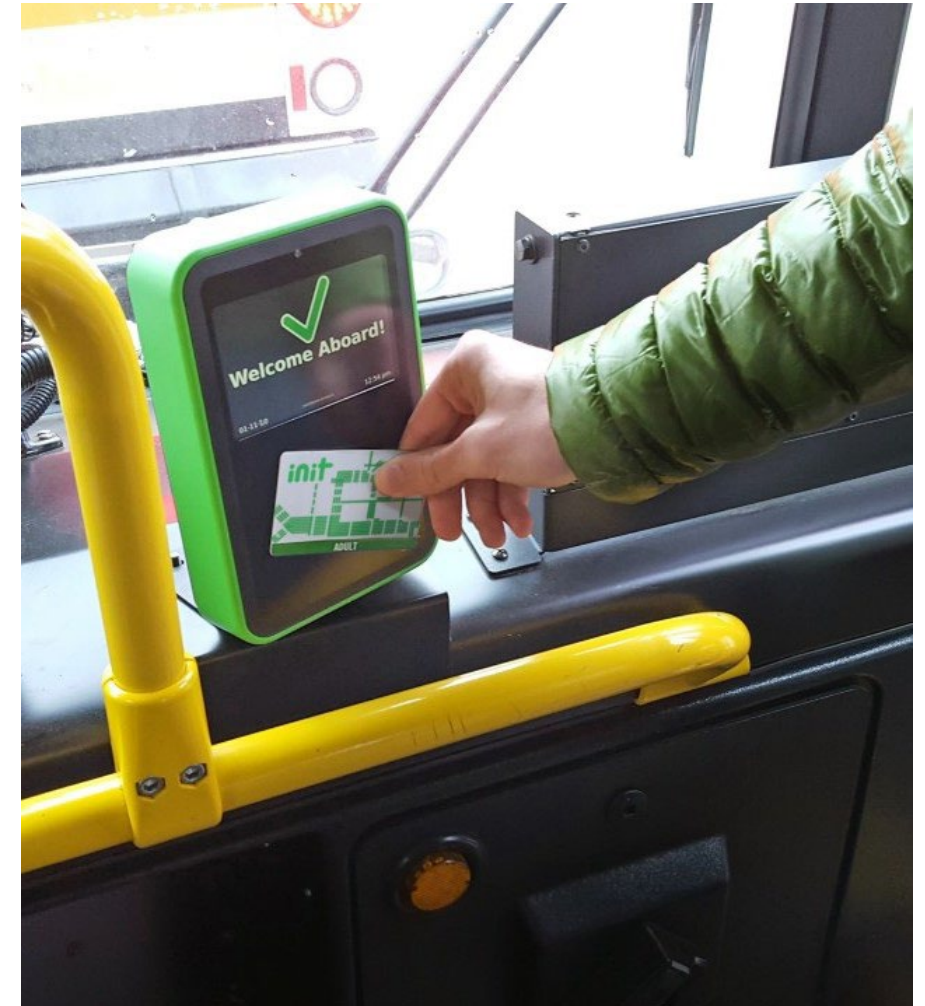
- Software for charging columns
- Intelligent charging from wallboxes to fast charging station
- Already 40 customers
- Subsidiary CarMedialab



New Market: 1st US order for subsidiary HanseCom

Mobile Ticketing App System

- STA transport area: Seven cities region Spokane, WA/USA account-based and contactless ticketing
- Introduction of a background system for revenue management, the delivery of ticket terminals and an app for mobile ticketing from HanseCom
- This app enables contactless payments from a single source



Current financial key figures for financial year 2021

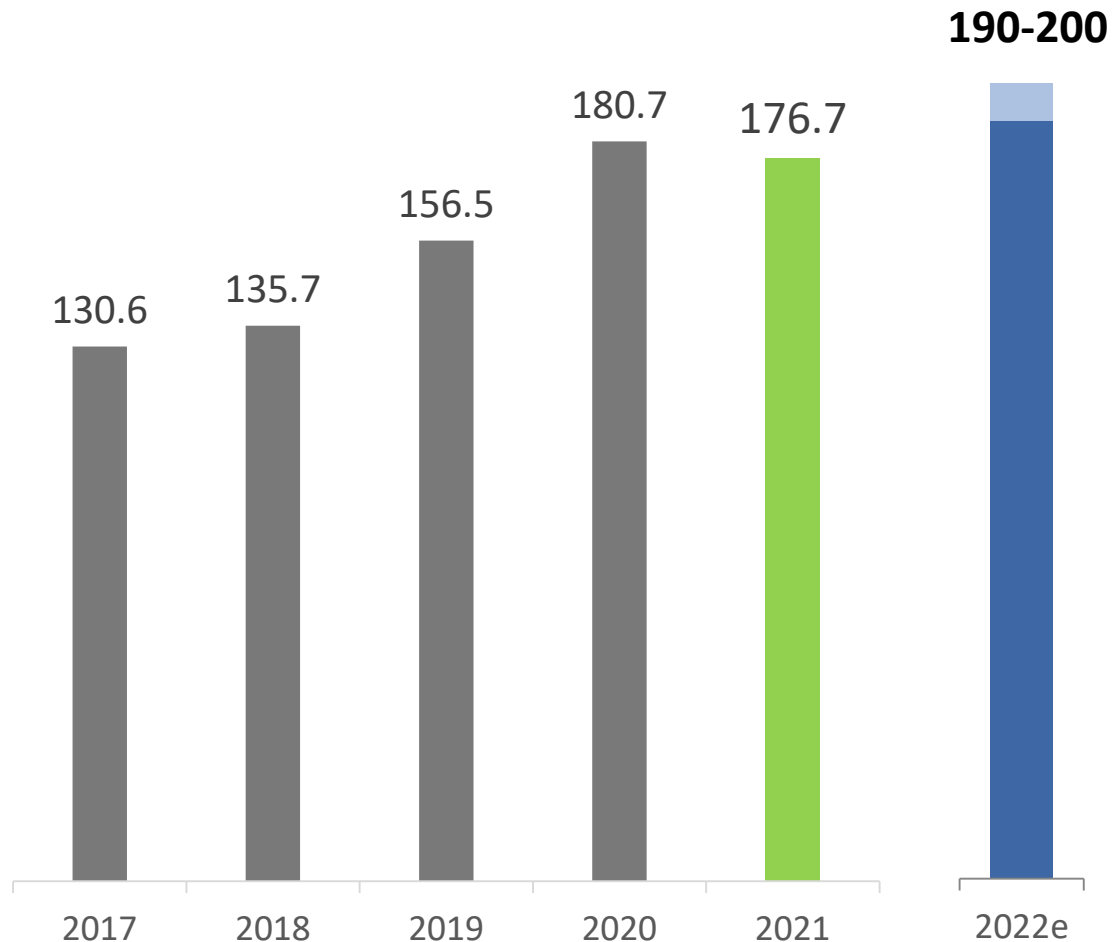


init SE: Erwerb eigener Aktien lt. § 71 AktG

Bestand an eigenen Aktien zum 01.01.2021	109.365 Stück
2021: Ausgabe an Vorstände, Geschäftsführer und Leistungsträger im Rahmen des Motivationsprogramms	- 25.328 Stück
2021: Rückkauf eigener Aktien	+ 20.000 Stück
Bestand an eigenen Aktien zum 31.12.2021 (Ø 23,71 EUR); entspricht 1,04 % des Grundkapitals	104.037 Stück
2022: Ausgabe an Vorstände, Geschäftsführer und Leistungsträger im Rahmen des Motivationsprogramms sowie Mitarbeiter	- 30.681 Stück
2022: Rückkauf eigener Aktien	+ 31.047 Stück
Bestand an eigenen Aktien zum 11.05.2022	104.403 Stück
Gegenwert der Aktien per 11.05.2022 (Schlusskurs zum 11.05.2022: 27,95 EUR)	2.918.063,85 Euro

Revenues

(EURm)



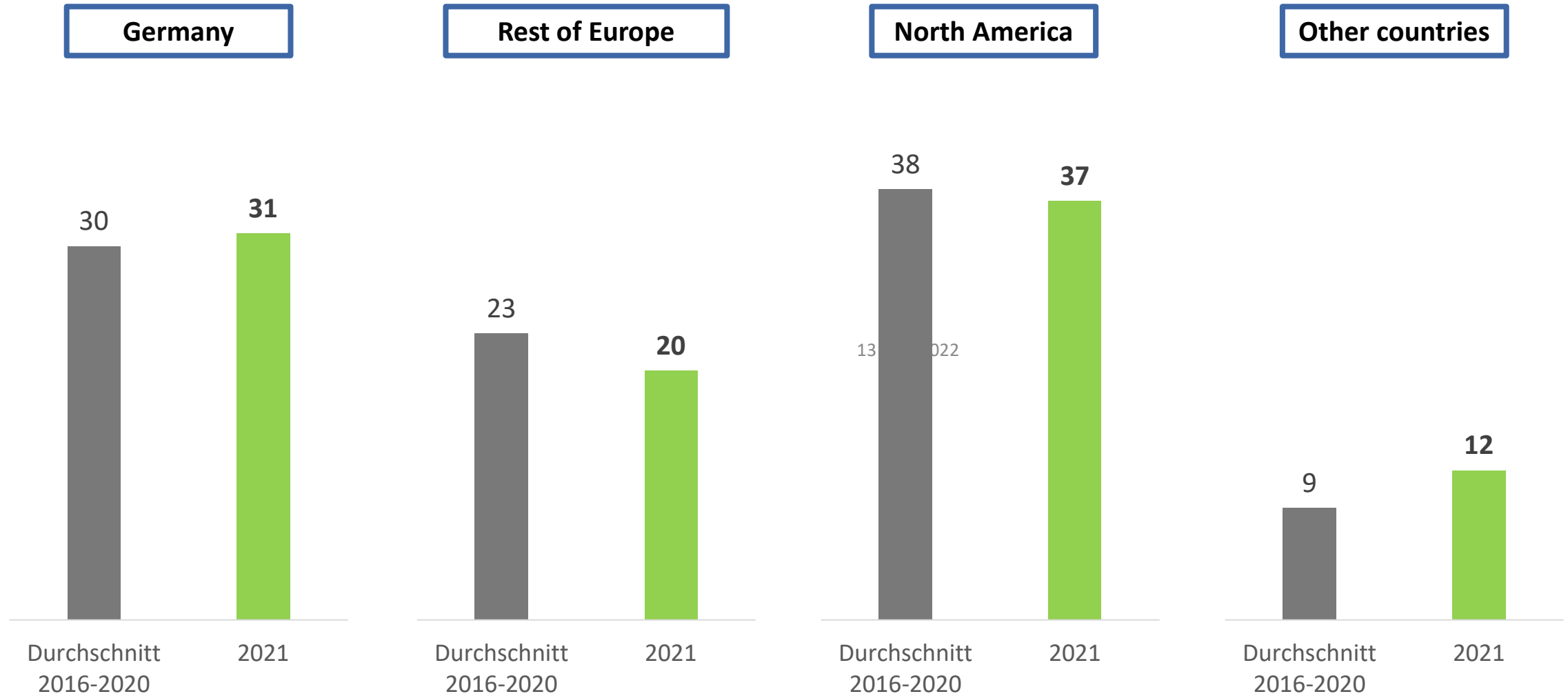
190-200

**million EUR
target for 2022**

-2 % compared with previous year
due to effects of corona pandemic
and shortage of materials

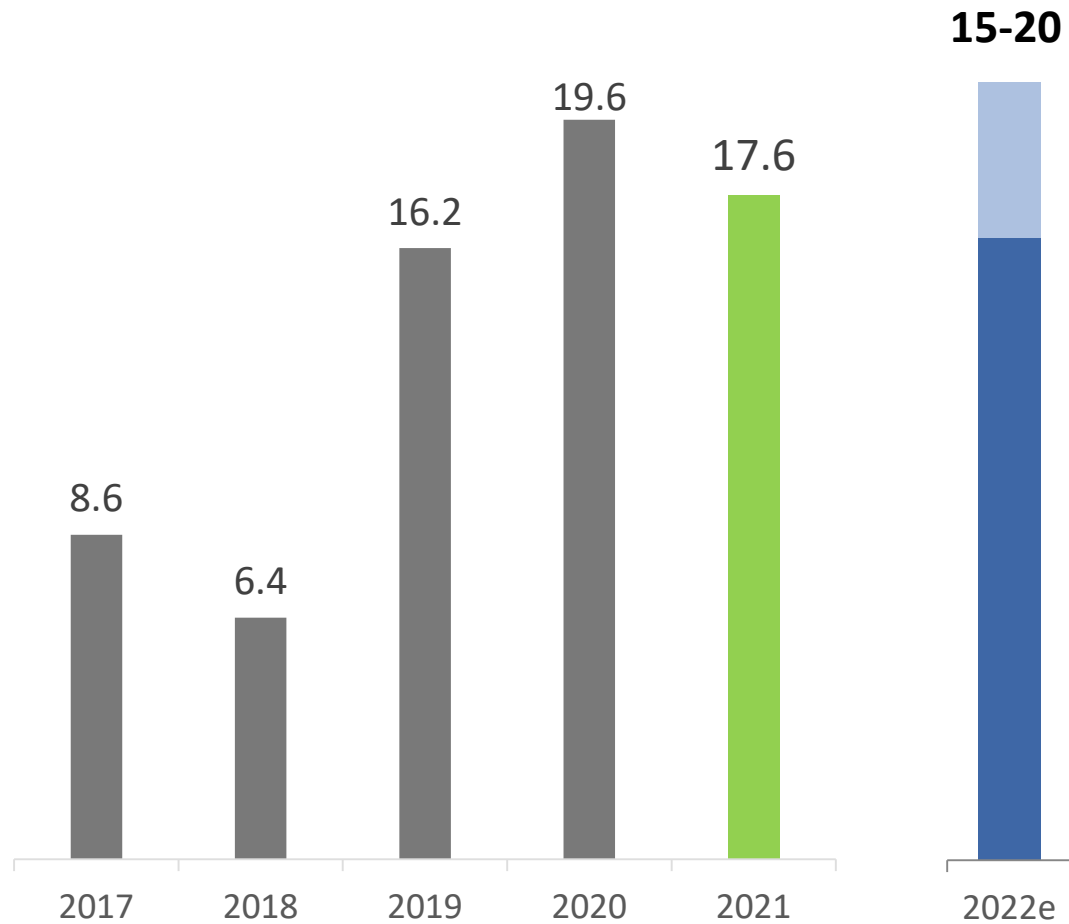
Revenues per region

(in per cent)



EBIT

(EURm)



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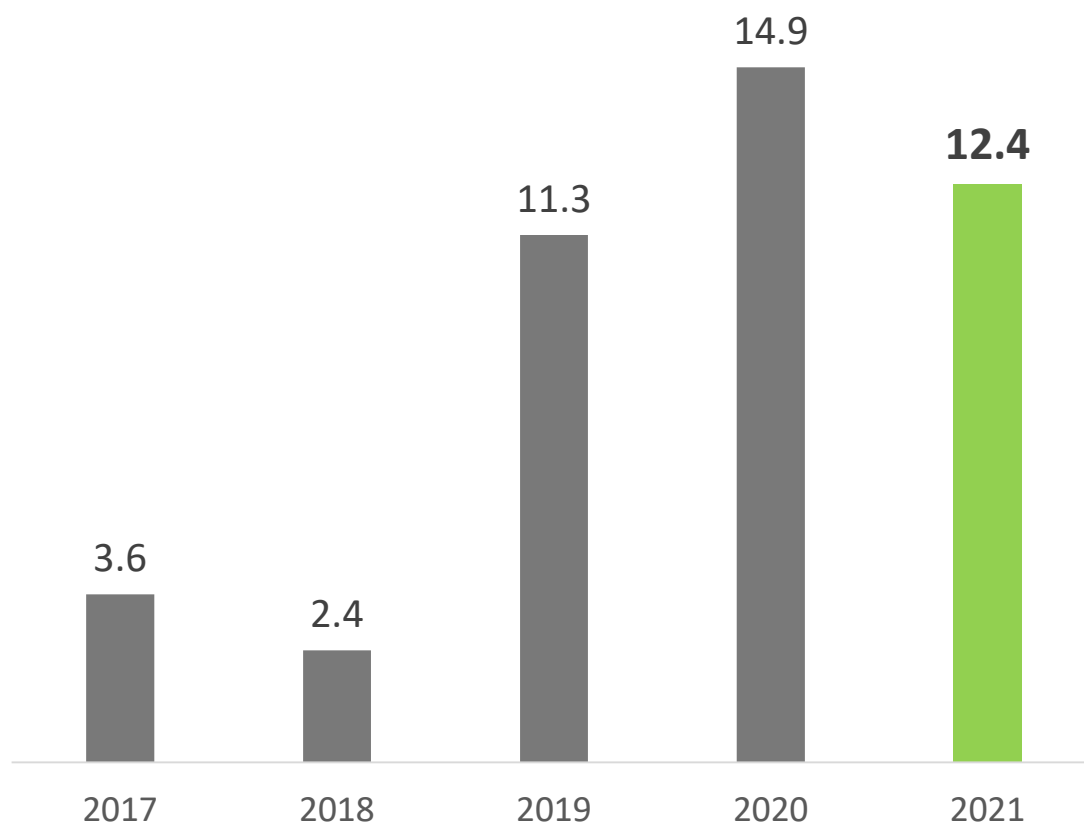
10%

EBIT margin

maintained at previous year's level

Consolidated net profit

(EURm)



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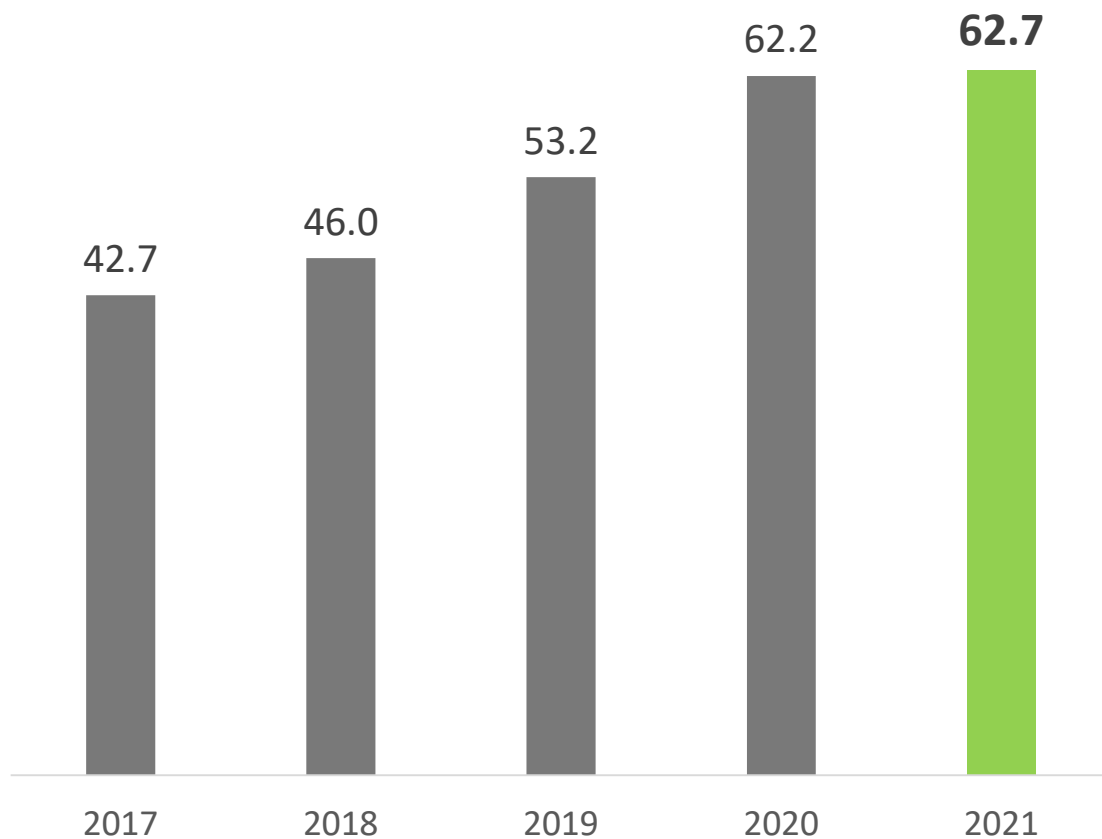
1.25

EUR

earnings per share

Gross profit

(EURm)



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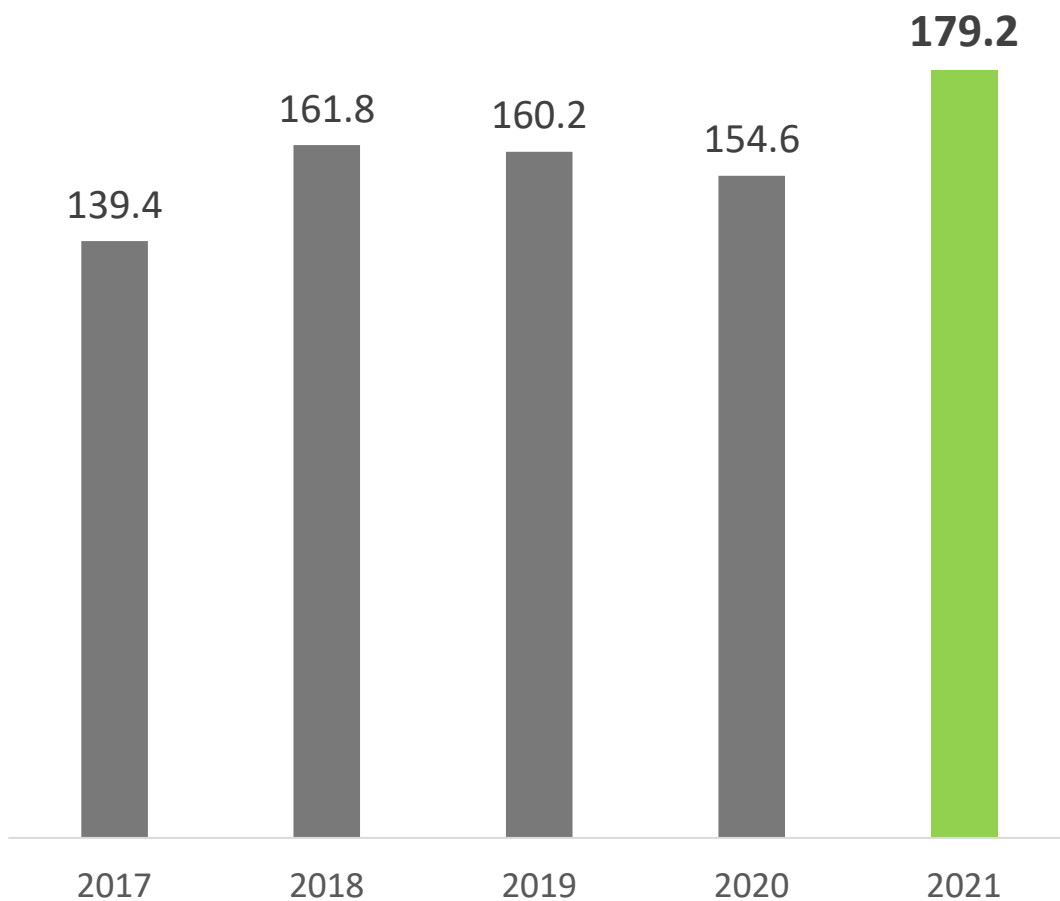
35.5%

gross margin

above previous year's level

Order intake

(EURm)



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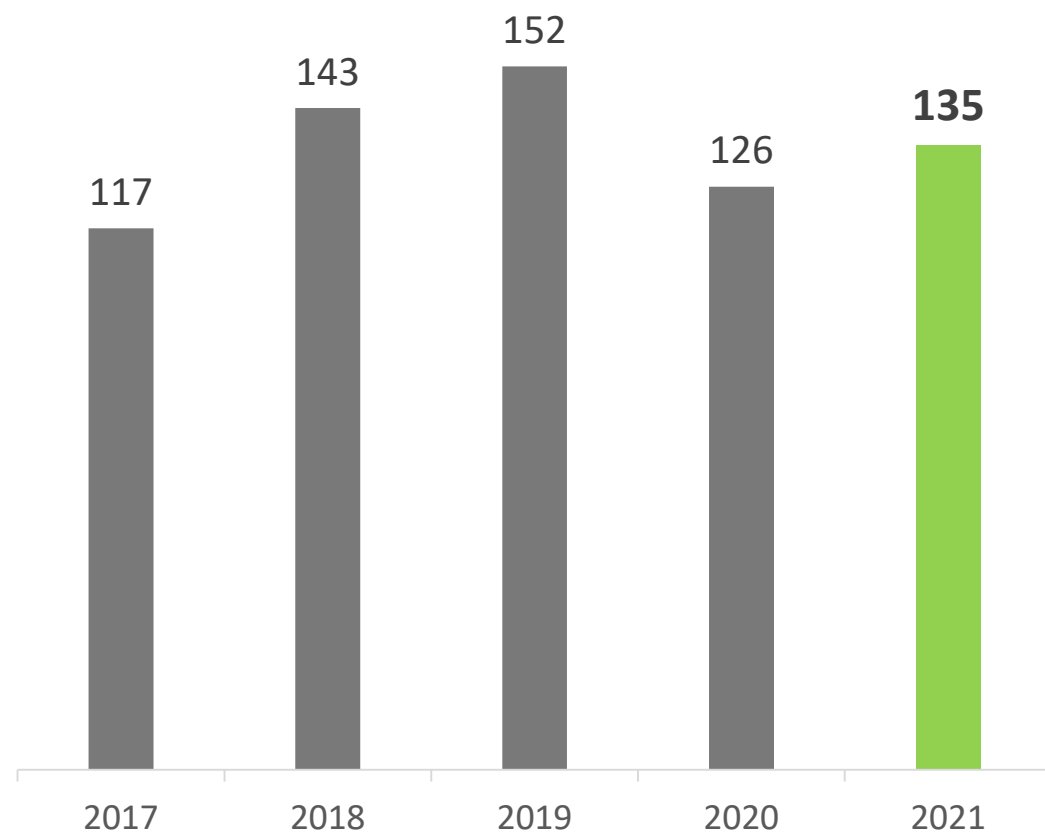
179

million EUR

highest order intake in
company's history

Order backlog

(EURm)



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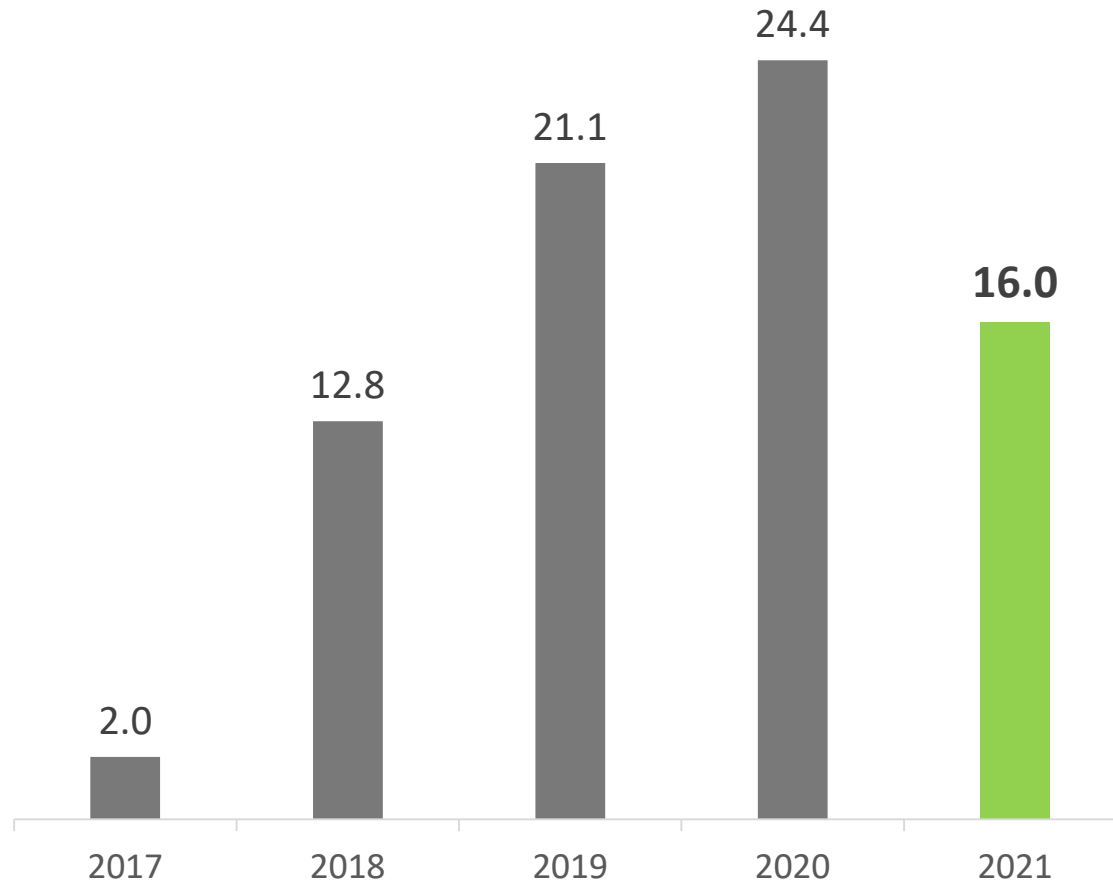
135

million EUR

very good basis for the coming
financial year 2022

Operative cash flow

(EURm)



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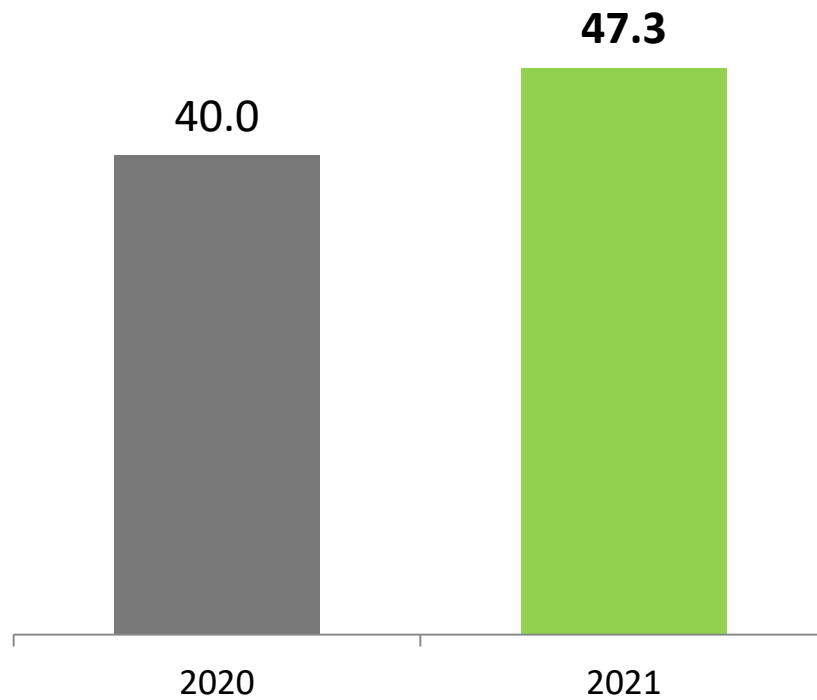
2022

higher level expected

due to positive development
order intake and order
backlog

Equity ratio

(in per cent)



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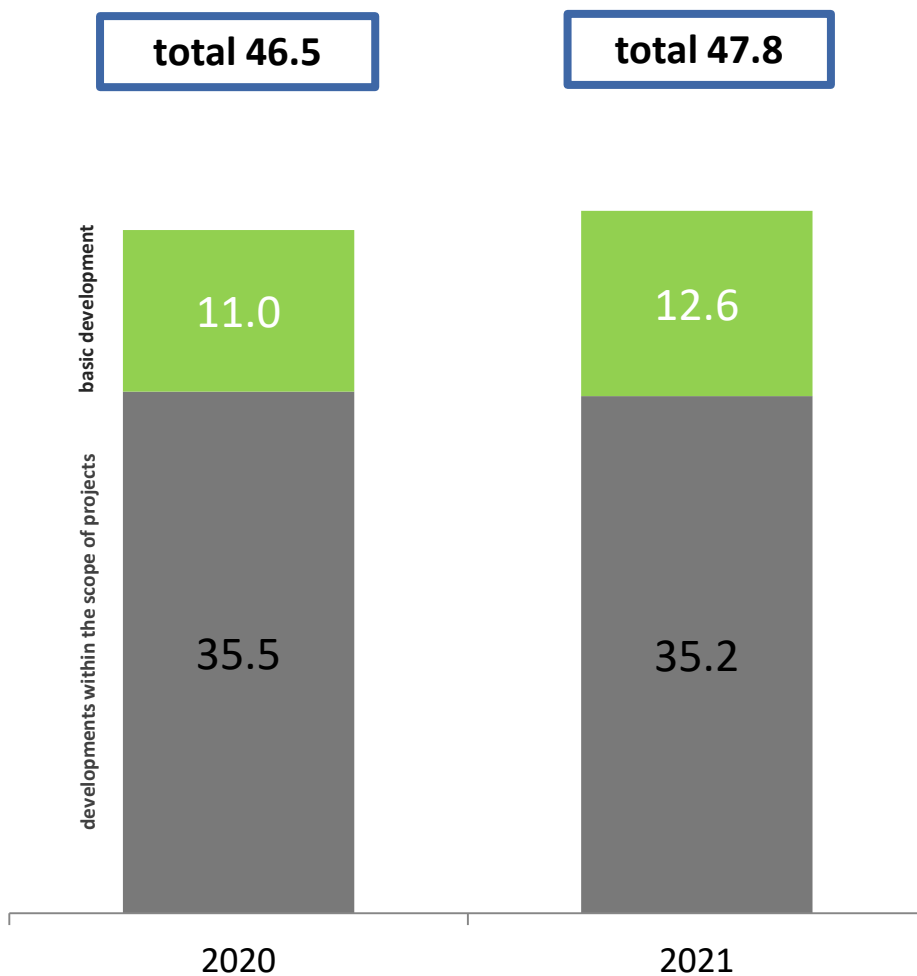
102.6

million EUR

equity

Expenditure R&D

(EURm)



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7.1%
of revenues
(basic development)

52.3m EUR basic
development in the past
5 years

Growth areas



- High **investments in R & D** and personnel pay off more and more
- Products with **high growth rates** in the market: e-ticketing, e-mobility, hosting and operations and next generation
- **Cross-selling**
- **New markets** are being developed: Electromobility (charging columns), rail...
- Products being **launched**: MOBILEguide, ITCSrail

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Further Roadmap

- ✓ **Stable revenues and EBIT level** for FY 2021 achieved
- ✓ **Cautious planning** for FY 2022
- ✓ From 2023 onwards long-term and sustainable **growth target of 10-15 percent on average** achievable



Thank you for your interest.



Dr. Gottfried Greschner, CEO

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 2022

12 May 2022

Quarterly Statement Q1 2022

18 May 2022

Annual General Meeting 2022

10 August 2022

Half-Year Financial Report 2022

12 November 2022

Quarterly Statement Q3 2022

IR-contact

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