

IVU TRAFFIC TECHNOLOGIES AG

MARTIN MÜLLER-ELSCHNER



German Equity Forum, Frankfurt

27 November 2019

POSITIVE SOCIAL ENVIRONMENT

Billigere Tickets, mehr neue Züge

06.11.2019, 00:00 Uhr

Scheuer will Milliarden in den Nahverkehr stecken

Der Bundesverkehrsminister plant Ausgaben auf Rekordniveau: Zu den jährlich 8,6 Milliarden sollen in den nächsten Jahren weitere Milliarde kommen.

ENERGIEWENDE

Bundesregierung stockt Programm für E-Busse auf

Bundesverkehrsministerium

Bund will Modellprojekte zum Nahverkehr fördern

Fünf Städte bekommen insgesamt 130 Millionen Euro, um ihren Nahverkehr zu verbessern. Der Bund will mit der Förderung die Abgaslast verringern und Fahrverbote vermeiden.

14. August 2018, 16:32 Uhr / Quelle: ZEIT ONLINE, dpa, k

Die Bundesregierung will den Einsatz von E-Bussen stärker fördern. Bisher kann nur ein Bruchteil des Bedarfs durch den Bund gefördert werden.

17.04.2019

Steuer auf Bahntickets

Scheuer will Steuer auf Bahntickets senken

1 MILLIARDE VON DER GROKO

Geldregen für Busse und Bahnen

VON ANDREAS MIHM UND KERSTIN SCHWENN - AKTUALISIERT AM 10.01.2018 - 17:34

365 Euro für Jahresticket

SPD will Nahverkehr verbilligen

Stand: 05.09.2019 04:18 Uhr

- Transport is more present in society than ever before
 - Climate protection
 - Electromobility
 - Fridays for Future
- Politics is committed to public transport
 - Extensive funding programmes
 - Tax relief for train tickets
 - Discussion about 365-Euro-Ticket

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THE IVU.SUITE FOR BUS AND RAIL



SERVICE PLANNING

IVU.timetable

Network and timetable planning

IVU.pool

Data integration

RESOURCE PLANNING

IVU.run

Vehicle scheduling

IVU.duty

Duty scheduling

DISPATCHING

IVU.vehicle

Vehicle dispatch

IVU.crew

Personnel dispatch

IVU.pad

Digital workplace

FLEET MANAGEMENT

IVU.fleet

Control centre

IVU.cockpit

On-board software

IVU.box

On-board unit

TICKETING

IVU.fare

Tariff management and fare collection

IVU.ticket

On-board ticketing

IVU.validator

E-ticketing terminal

PASSENGER INFORMATION

IVU.realtime

Dynamic passenger information

IVU.journey

Integrated journey planner

CONTROLLING

IVU.control

Accounting and reporting

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TRANSPORT PROVIDERS WORLDWIDE RELY ON IVU SYSTEMS

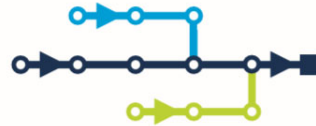




IVU.suite

High-performance
standard product

+



IVU.xpress

Efficient project
process

+



IVU.support

Competent
support

+



IVU.cloud

Reliable hosting

HIGHLIGHTS 2019

INDUSTRY STANDARD FOR RAILWAYS



- **All-in-one solution**
 - Integrated planning, dispatch and management of employees and rolling stock
 - Optimisation: More efficient use of resources for personnel and vehicles
- **Industry standard**
 - Agile user community: Leading railway companies rely on IVU.rail
 - Strong base in Germany (market share > 80%) and opportunities worldwide

HIGHLIGHTS 2019

DB LONG DISTANCE



- **Digital production platform**
 - Complete system for planning and management of long-haul transport
 - Integrated solution based on standard product IVU.rail
- **Long-term framework contract**
 - 15-year agreement including implementation and maintenance

HIGHLIGHTS 2019

SBB CARGO



- **Integrated standard solution**
 - Planning and dispatch of 320 locomotives and 2.200 employees
- **Hosting in IVU.cloud**
 - IVU assumes complete technical operations
 - Highly available, flexibly scalable system

HIGHLIGHTS 2019

USING ELECTRIC BUSES EFFICIENTLY



- **Part of the standard**
 - Planning, dispatch and management of electric buses
- **Integrated system**
 - Easy operation of mixed fleets of different manufacturers
- **Efficient use**
 - Automatic calculation of charging time and range

HIGHLIGHTS 2019

AMERSFOORT, THE NETHERLANDS – QBUZZ



- Depot management for electric and diesel buses
 - Consideration of special requirements
 - Efficient operation control for longer range
 - Planning of charging infrastructure
- Important reference project
 - Netherlands is the European leader in e-mobility

HIGHLIGHTS 2019

WIESBADEN, GERMANY – ESWE



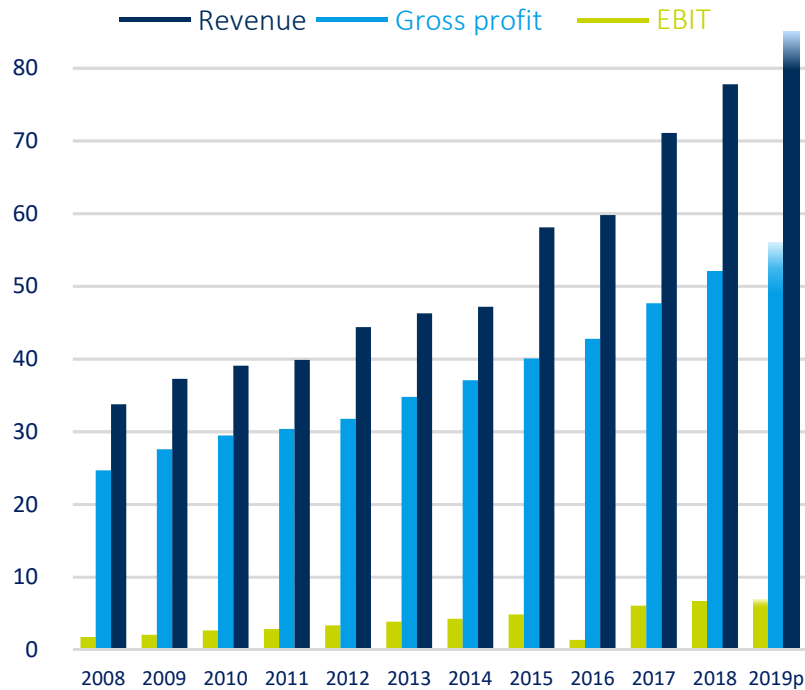
- **First project with Daimler Buses**
 - IVU provides charging management for 56 new eCitaro electric buses
 - IVU.suite ensures that all buses are charged as needed
 - Buses, infrastructure and software are coordinated with each other
- **Flagship project**
 - Conception and optimisation of a complete system in operation

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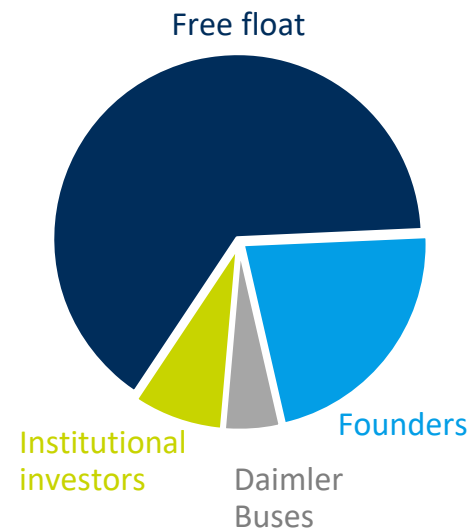
DEVELOPMENT OF REVENUES



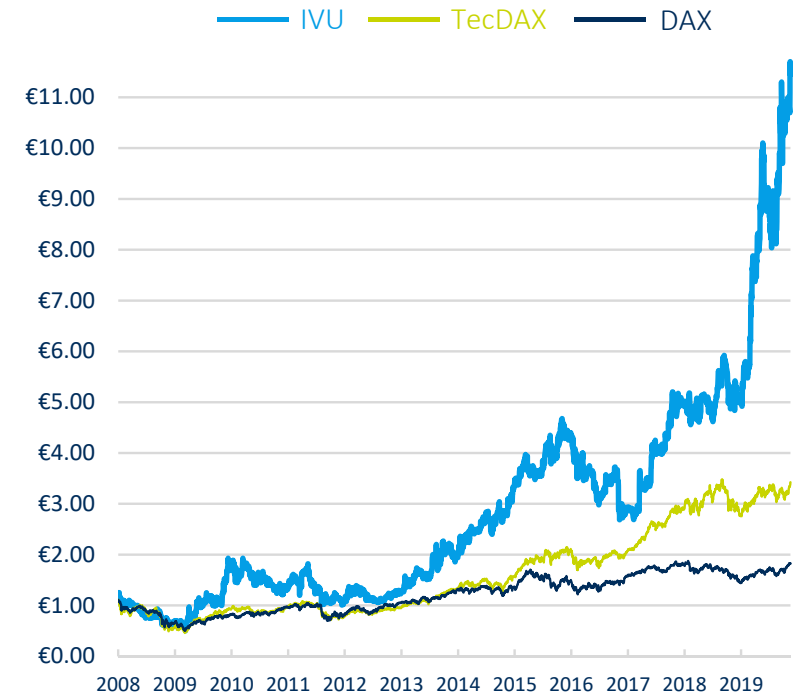
Key figures
in € million



Shareholder structure
as of 30 Sep 2019

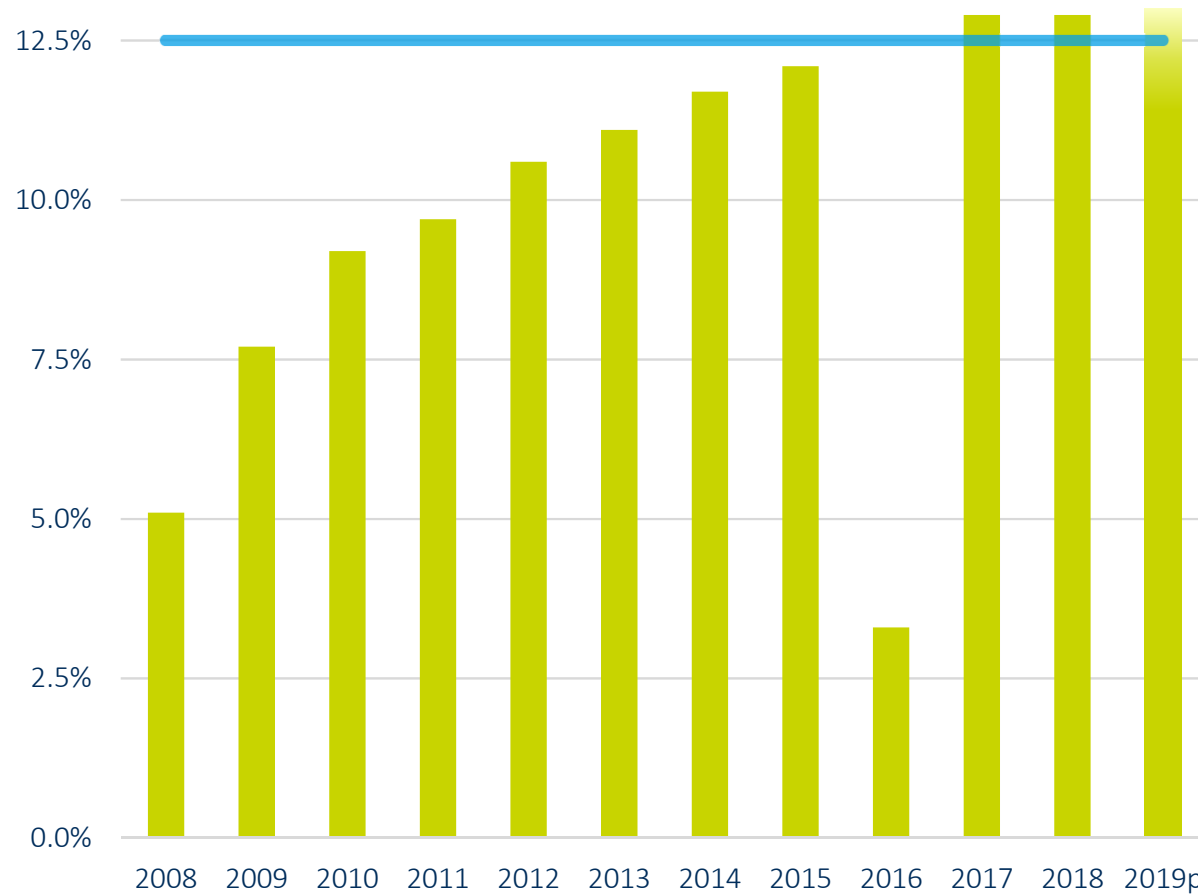


Share price



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EFFICIENCY (EBIT/GROSS PROFIT)



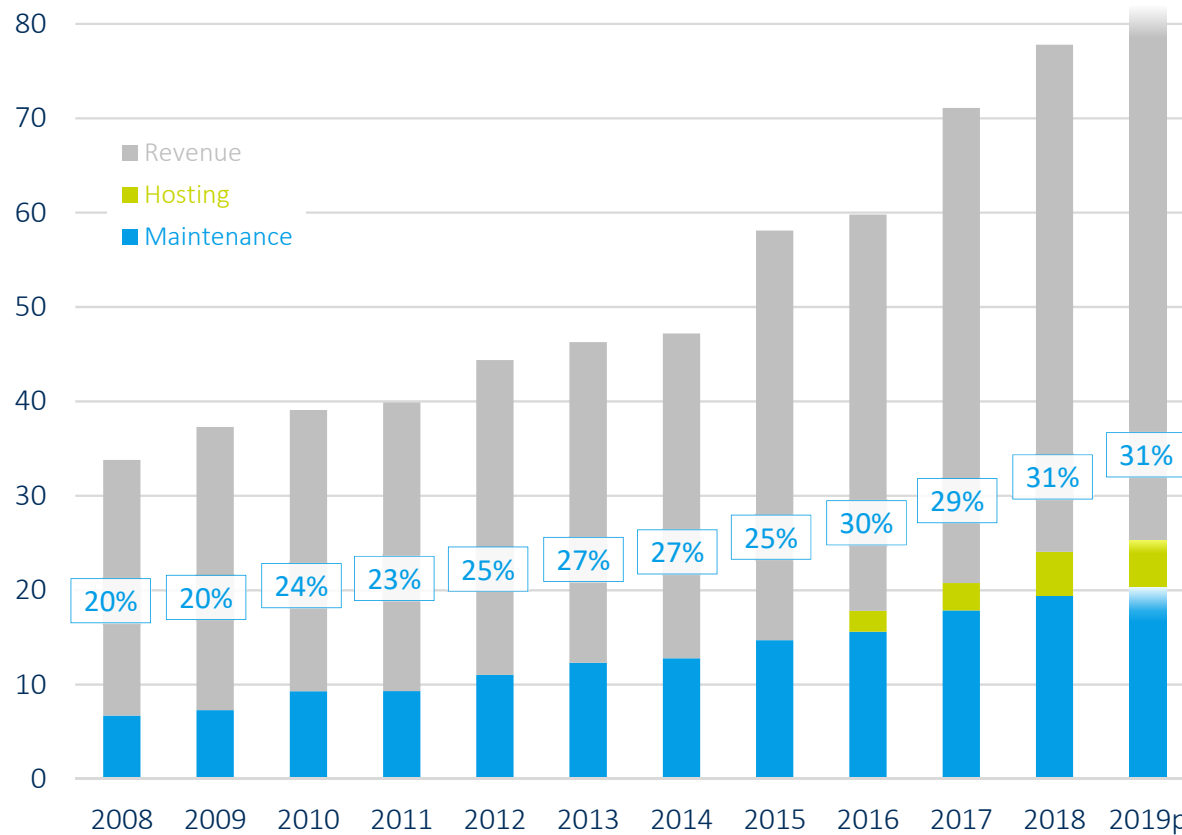
- Gross profit margin (EBIT/Gross profit)
 - Is the main efficiency indicator of IVU
- Target: 12.5%
 - Was also in 2018 met well with 12.9%

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SHARE OF RECURRING REVENUES IS INCREASING



€ million



Maintenance and support

- Customers appreciate reliable and competent service
- Increasing 24/7 availability

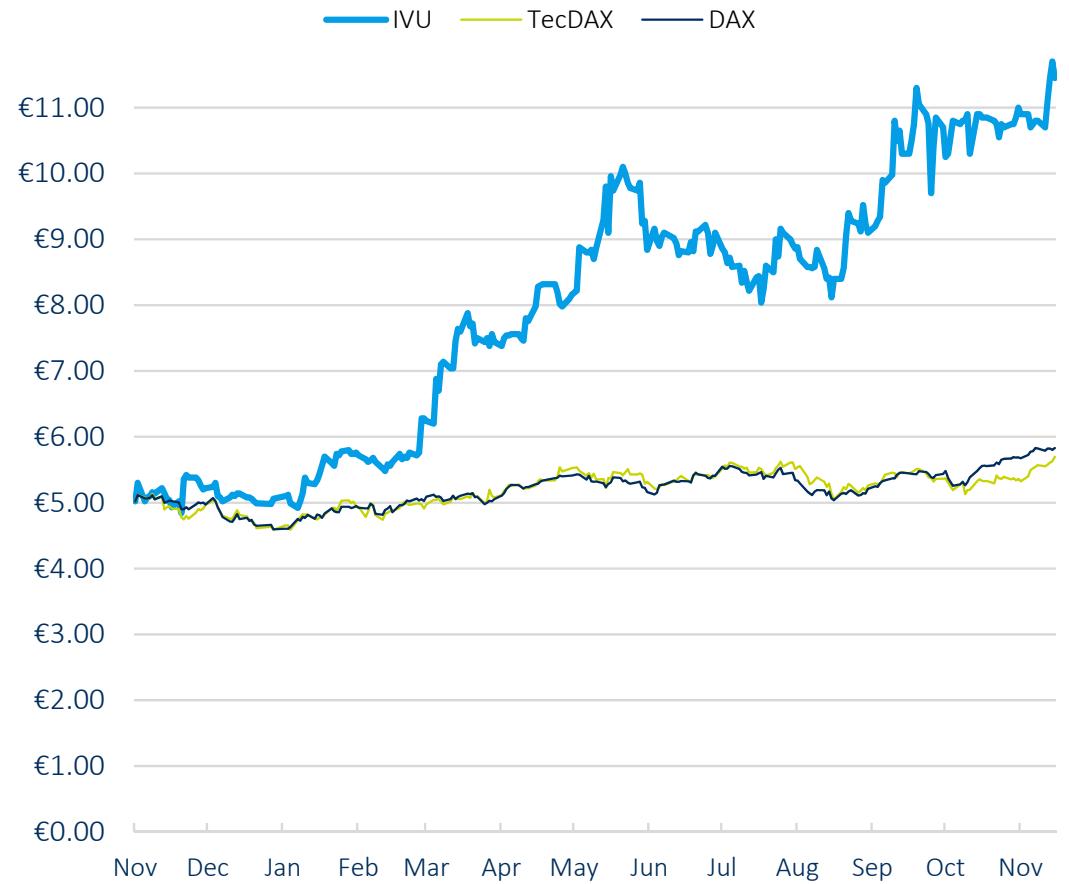
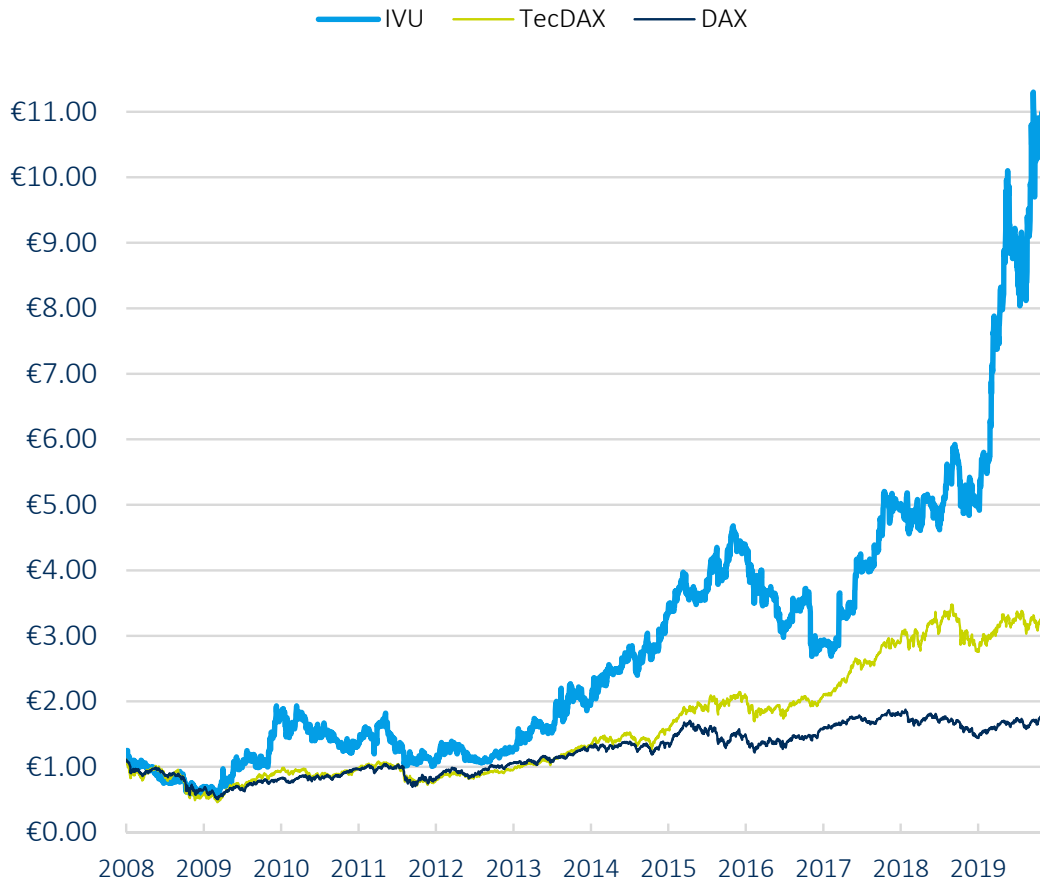
Hosting and operations management

- IVU assumes provision and technical operation of IVU systems
- New customers use the offer to an increasing degree

Secure revenues

- Attractive business model: Today's license sales will become tomorrow's maintenance revenue.
- Increases the share of recurring and plannable earnings

IVU TRAFFIC TECHNOLOGIES AG SHARE PRICE DEVELOPMENT



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INCOME STATEMENT



	Jan-Sep 2019	Jan-Sep 2018	Δ%
Sales revenues	49,299	51,932	-5%
Other operating income	218	1,114	-80%
Cost of materials	-13,025	-17,729	+27%
Gross profit	36,492	35,317	+3%
Personnel expenses	-27,403	-24,722	-11%
Depreciation and amortisation on non-current assets	-1,507	-1,077	-40%
Other operating expenses	-5,893	-6,369	+7%
Operating results (EBIT)	1,689	3,149	-46%

■ Typical seasonal business cycle

- Invoicing in 4th quarter

■ Order backlog for 2019

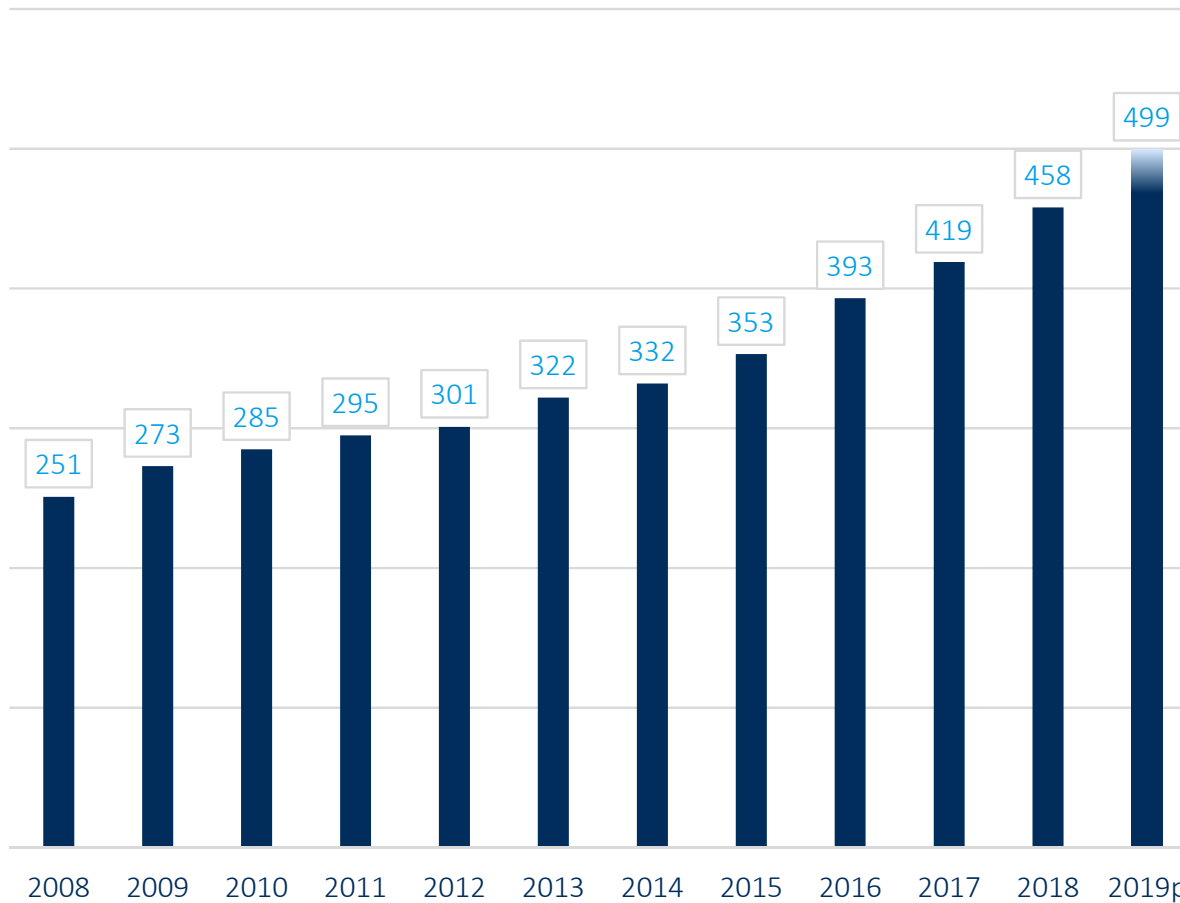
- 100% – processing of orders
- High demand for IVU solutions

■ Outlook 2019

- Revenues > €80 million
- Gross profit > €55 million
- EBIT > €7 million

PLANNING AND OUTLOOK

PERSONNEL CAPACITY (FTE)



■ Continued personnel growth

- Already more than 100 new recruitments in 2019
- Very good working climate
- High employee retention, low fluctuation

■ Recruiting remains challenging

- Comprehensive onboarding programme
- Strong efforts to recruit new personnel
- Location advantage Berlin

PLANNING AND OUTLOOK

CLEVER MINDS FOR COMPLEX SYSTEMS



■ Qualified

- We look for really good candidates, share of academics over 80 %

■ Competent

- Perfectly trained engineers for demanding products and complex projects

■ Growing

- We are able to cover our personnel requirements and are planning for further growth

IVU TRAFFIC TECHNOLOGIES AG

GREEN INVESTMENT



- **We supply megatrends**
 - Public transport provides solutions for urbanisation and climate protection
 - IVU provides solutions for the digitalisation of public transport
 - High demand for our products and systems
- **We are asked for**
 - Successful employee recruitment
 - Financially well positioned
 - Sustainable Investment

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