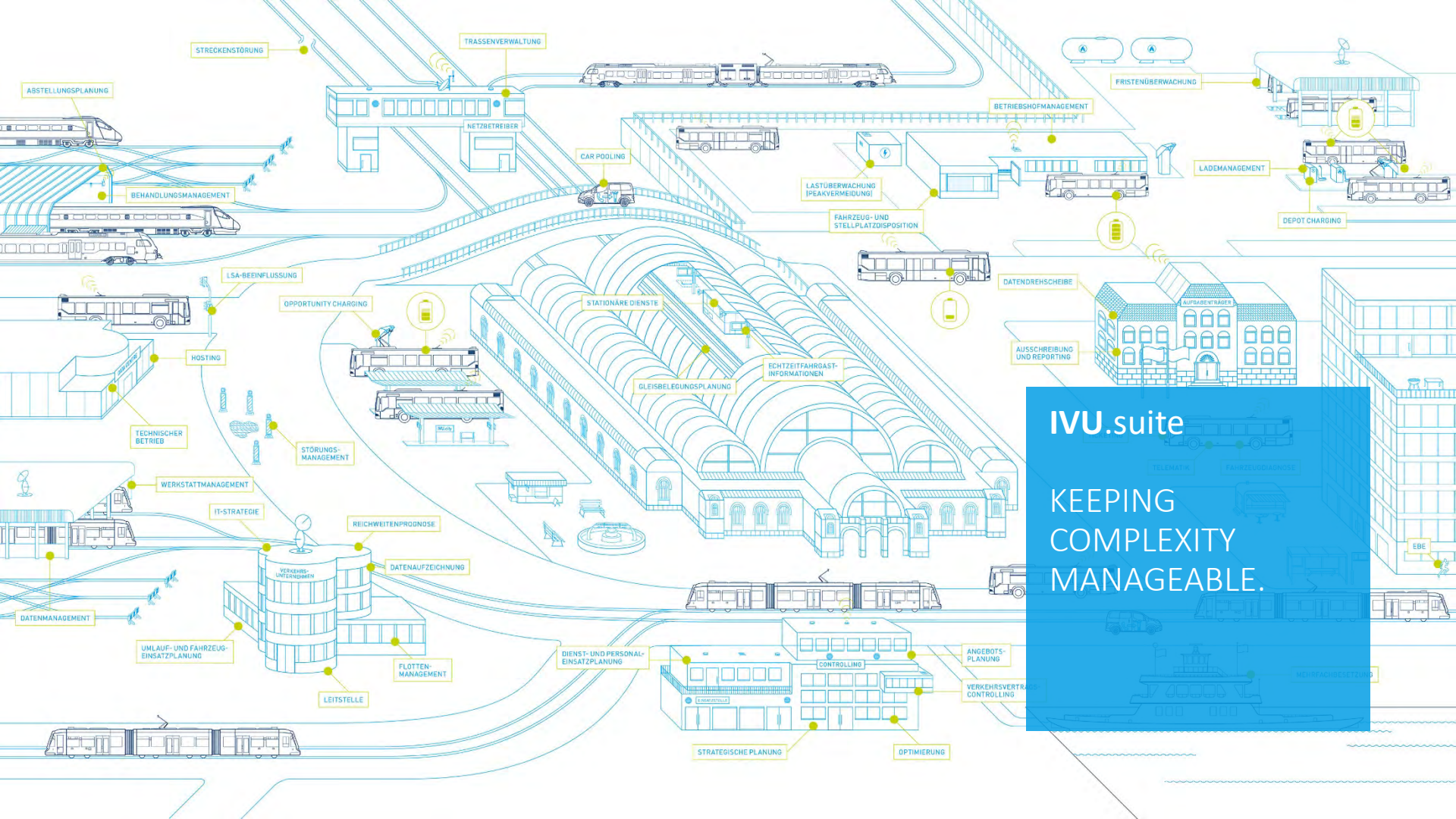


IVU TRAFFIC TECHNOLOGIES AG

MARTIN MÜLLER-ELSCHNER



IVU.suite
 KEEPING
 COMPLEXITY
 MANAGEABLE.



DIENST 37 (B-H_APD, B-H)
B-G + 13:33 - B-G - 22:51

Bez. Zeit: 08:33
Geändert: 26.02. 23:35:57 IVU
Zugeteilt: 26.10. 11:56:37 ADM

IVU.suite

KEEPING
COMPLEXITY
MANAGEABLE.

IVU TRAFFIC TECHNOLOGIES AG

THE IVU.SUITE FOR BUS AND RAIL



SERVICE PLANNING

IVU.timetable

Network and timetable planning

RESOURCE PLANNING

IVU.run

Vehicle scheduling

DISPATCHING

IVU.vehicle

Vehicle dispatch and depot management

FLEET MANAGEMENT

IVU.fleet

Control centre

TICKETING

IVU.fare

Tariff management and fare collection

PASSENGER INFORMATION

IVU.realtime

Dynamic passenger information

CONTROLLING

IVU.control

Accounting and reporting

IVU.pool

Data integration

IVU.duty

Duty scheduling

IVU.crew

Personnel dispatch

IVU.cockpit

On-board software

IVU.ticket

On-board ticketing

IVU.journey

Integrated journey planner

IVU.pad

Digital workplace

IVU.box

On-board unit

IVU.validator

E-ticketing terminal

IVU TRAFFIC TECHNOLOGIES AG

TRANSPORT OPERATORS WORLDWIDE RELY ON IVU SYSTEMS



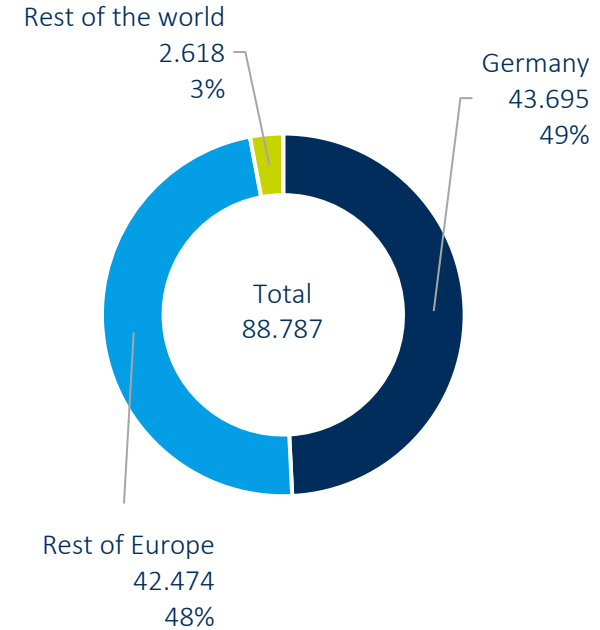
				 mtrElizabeth line				

IVU TRAFFIC TECHNOLOGIES AG REPRESENTED WORLDWIDE



- 500 customers
- 15 locations

Revenue distribution 2019 (€ thousand)



MARKETS AND OPPORTUNITIES

IVU.SUITE FOR BVB BASEL

Integrated planning and dispatching of vehicles and personnel with the IVU.suite in the IVU.cloud.



MARKETS AND OPPORTUNITIES

IVU.SUITE OPTIMISES ELECTRIC BUSES OF BVG



BVG electrifies its entire fleet

- More than 1,400 buses in Berlin are to run purely electrically by 2030
- Already more than 100 buses in operation

Optimal vehicle use

- Complex algorithms minimise the number of buses required
- Range, state of charge and charging time are automatically considered
- Vehicles and infrastructure are optimally used

MARKETS AND OPPORTUNITIES

DEPLOYING ELECTRIC BUSES EFFICIENTLY



Strategic partnership with Daimler Buses



- Stake of 5.25 % in IVU
- Joint development of integrated solutions for public transport
- Strong positioning in domestic markets and worldwide sales opportunities

ebus solutions GmbH



- Joint venture with ebusplan
- Software for the preparation of electric bus operations

MARKETS AND OPPORTUNITIES

USING ANDROID TABLETS INSTEAD OF ON-BOARD COMPUTERS



Tablets instead of on-board computer

- Existing software for permanently installed equipment has been developed further
- Offering the full range of functions even without dedicated hardware

Strategic advantage

- Easier use of our products
- Quick and easy installation
- Broad hardware base

MARKETS AND OPPORTUNITIES

INDUSTRY STANDARD FOR RAILWAYS



Complete rail solution

- Integrated planning, dispatch and management of personnel and rolling stock
- Optimisation: Enables more efficient use of resources (personnel and vehicles)

Industry standard

- Agile user community: Leading railway companies rely on IVU.rail
- Strong core market in Germany (market share > 80%) and dominant position in EU
- Opportunities worldwide

MARKETS AND OPPORTUNITIES

SLOVENIAN RAILWAY OPTS FOR IVU.RAIL



Order

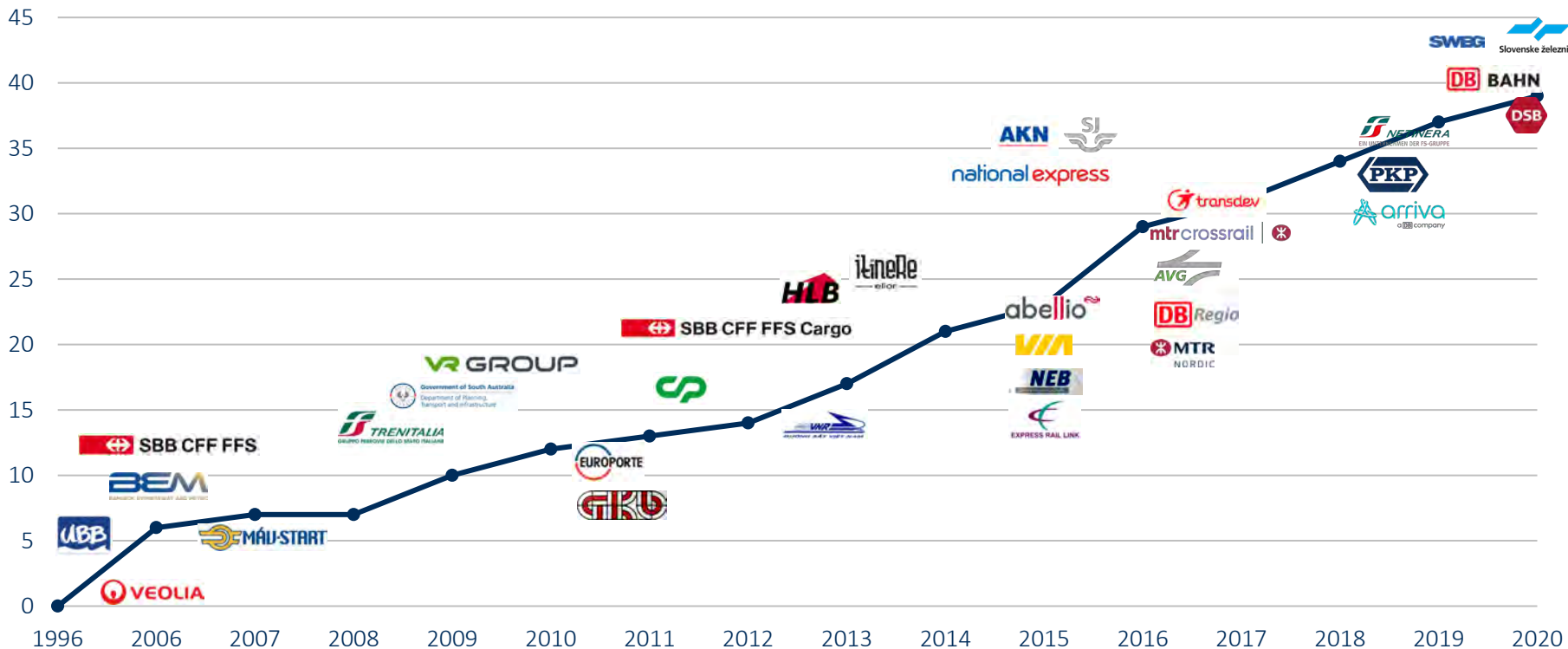
- IVU was awarded the contract after Europe-wide tender
- Convincing offer of IVU against stiff competition

Project

- IVU.rail will be used to plan and dispatch 1,200 employees & 260 vehicles
- Replacement of paper and pencil and Excel
- Project management by IVU.Italia

MARKETS AND OPPORTUNITIES

STRONG GROWTH OF IVU.RAIL



IVU TRAFFIC TECHNOLOGIES AG

THE INDUSTRY STANDARD FOR PUBLIC TRANSPORT OPERATORS

PRODUCTS + PROCESSES = SOLUTIONS



IVU.suite

Powerful standard products

+



IVU.integration

Interconnecting systems

+



IVU.xpress

Proven project process

+



IVU.support

Highly skilled support team

+



IVU.cloud

Reliable hosting

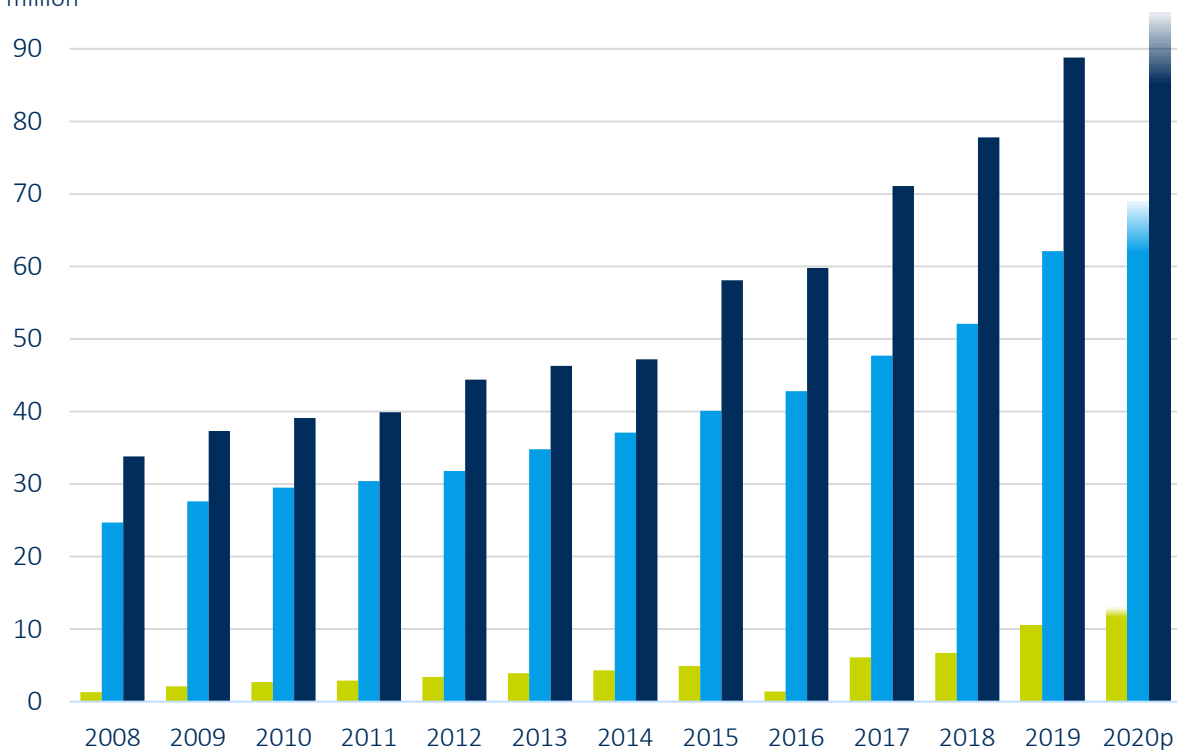
IVU TRAFFIC TECHNOLOGIES AG

2019 – ANOTHER RECORD-SETTING YEAR FOR IVU

2020 – POSITIVE OUTLOOK



€ million



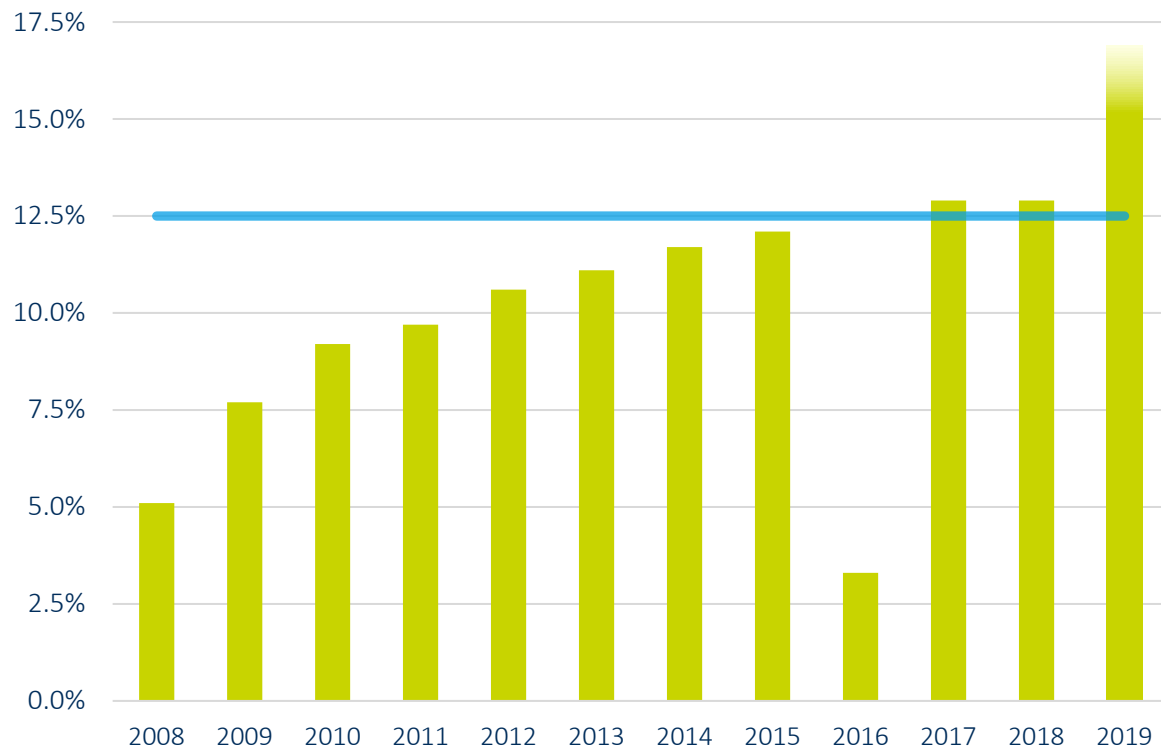
■ Revenue
2019: €88.8 million
2020p: > €90 million
CAGR 2008-2019: 8%

■ Gross profit
2019: €62.1 million
2020p: > €67 million
CAGR 2008-2019: 8%

■ EBIT
2019: €10.5 million
2020p: > €12.5 million
CAGR 2008-2019: 19%

IVU TRAFFIC TECHNOLOGIES AG

EFFICIENCY (EBIT/GROSS PROFIT) INCREASED



Gross profit margin (EBIT/gross profit) is the main efficiency indicator of IVU

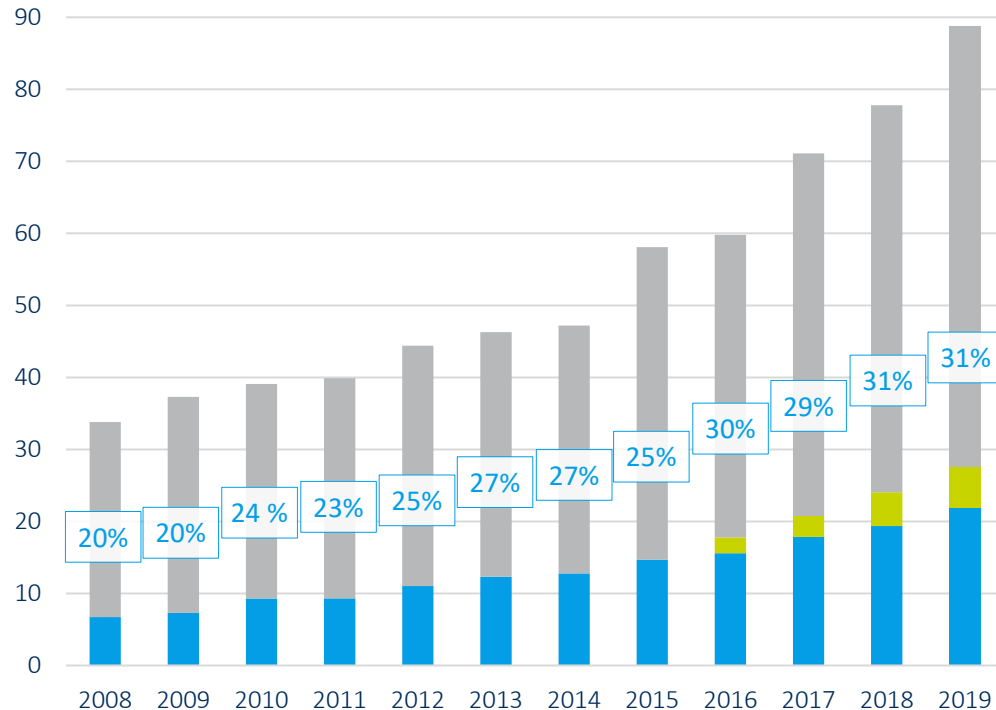
- Target: 12.5%
- was clearly exceeded in 2019 with 16.9%

IVU TRAFFIC TECHNOLOGIES AG

SHARE OF RECURRING REVENUES IS INCREASING



€ million



Maintenance and support

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

Hosting and operational management

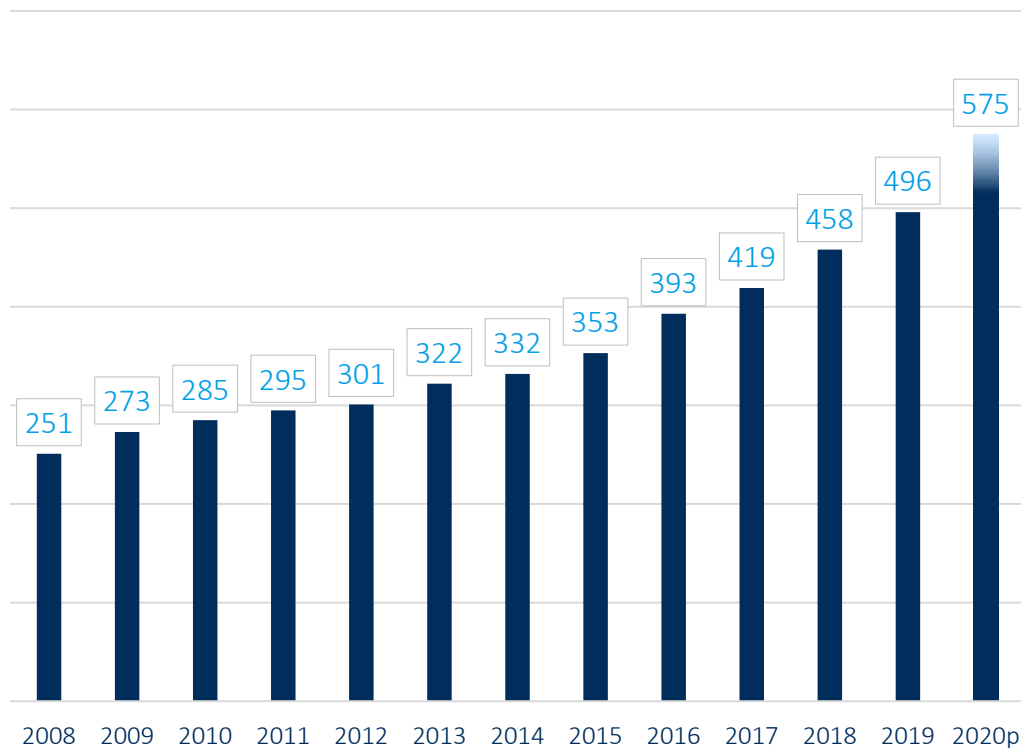
- IVU takes over provision and technical operation of the IVU systems
- New customers are increasingly turning to IVU's hosting offer

Secure sales

- Attractive business model: Today's license sales will generate tomorrow's maintenance revenues
- Recurring and predictable income increases

IVU TRAFFIC TECHNOLOGIES AG

PERSONNEL CAPACITY (FTE)



Continued personnel growth

- Already over 100 new employees in 2020
- Positive and productive work environment
- Low employee fluctuation rate

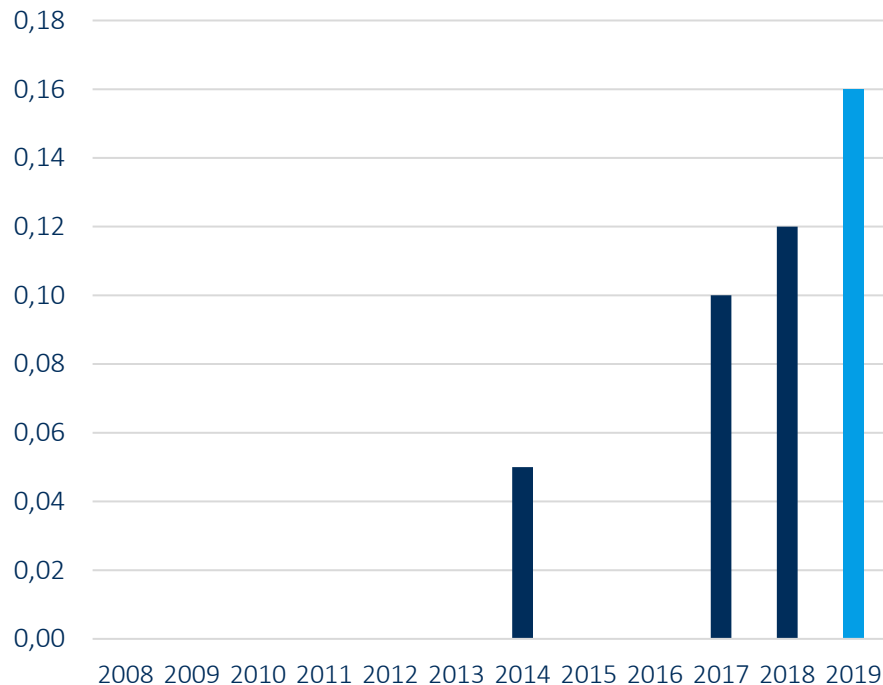
Recruiting remains challenging

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

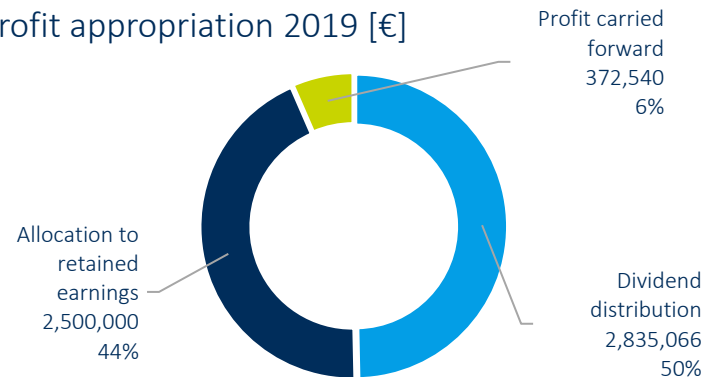
IVU TRAFFIC TECHNOLOGIES AG

DIVIDEND

Dividend/share [€]



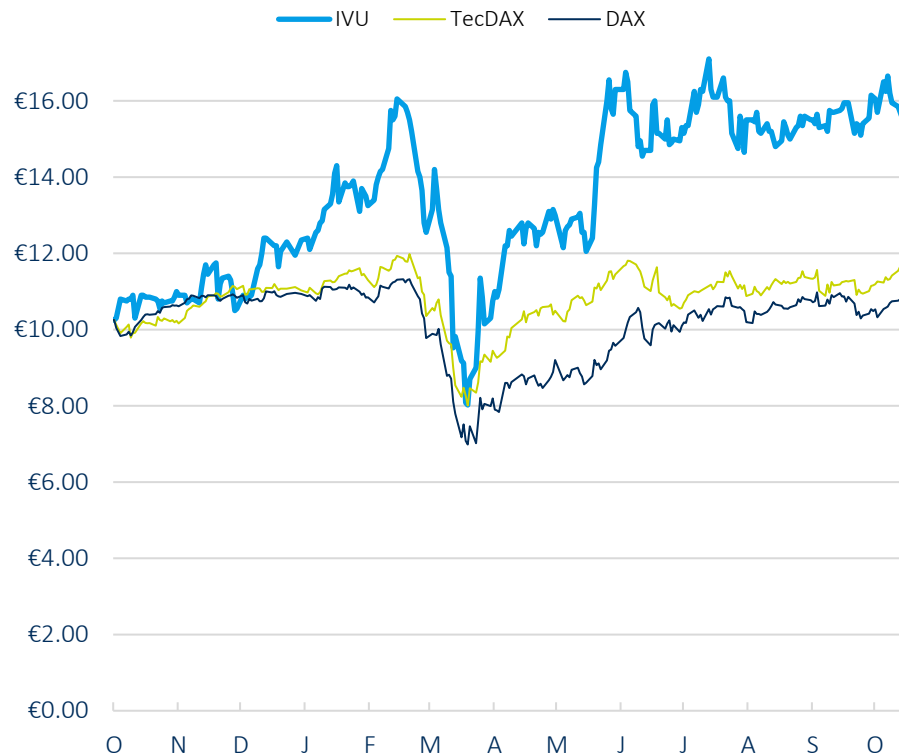
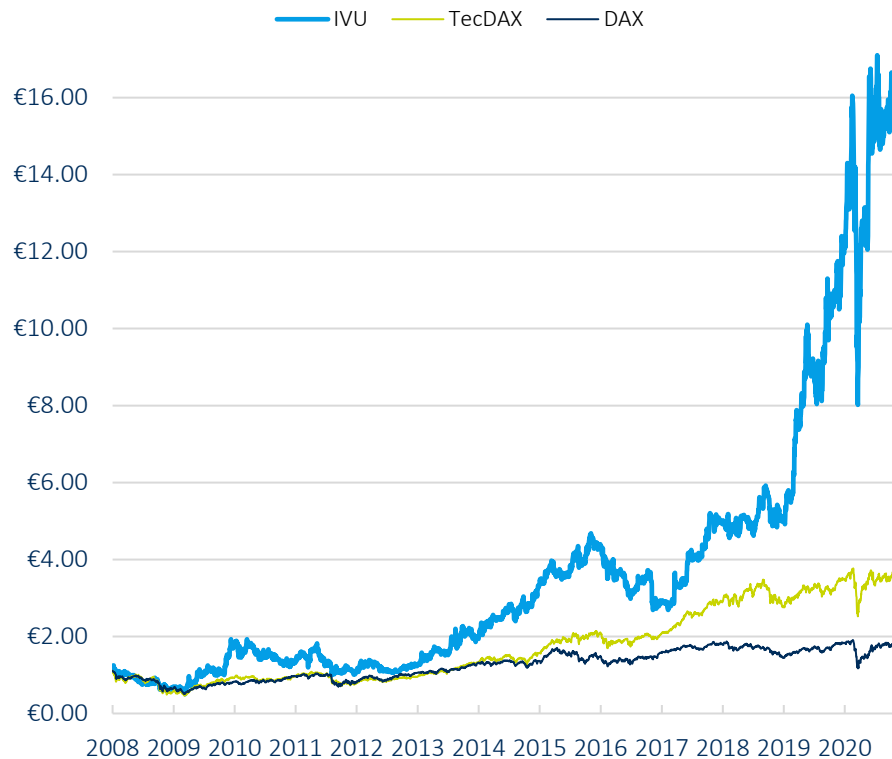
Profit appropriation 2019 [€]



Tax-free dividend in Germany

- Paid in full from the tax deposit account
- Basis: Section 27 KStG (contributions not paid into the nominal capital).

IVU TRAFFIC TECHNOLOGIES AG SHARE PRICE DEVELOPMENT



IVU TRAFFIC TECHNOLOGIES AG

GREEN INVESTMENT



Megatrends support our market

- Public transport provides solutions for urbanisation and climate protection
- IVU supplies solutions for the digitalisation of public transport
- High demand for our products and systems

We are well positioned for growth

- Sought-after employer
- Solid financial foundation
- Sustainable investment

IVU TRAFFIC TECHNOLOGIES AG

CORONAVIRUS



Project implementations continue

- The majority of employees work from home
- Customers are supported, systems are implemented
- Recruiting continues unabated

IVU is well positioned

- High liquidity, good order backlog, rising recurring revenues
- Currently no significant financial impacts are expected from the coronavirus

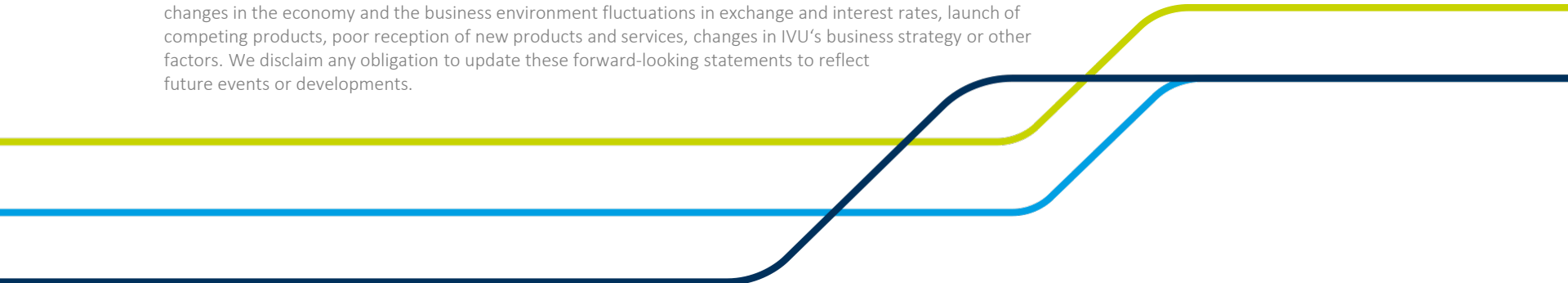


IVU. SYSTEMS
FOR VIBRANT
CITIES.

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Forward-looking statements are based on our currently held beliefs and assumptions. They involve known and unknown risks, uncertainties and other factors, which may cause actual earnings, financial condition or other results to differ materially from those implied by such forward-looking statements. Such differences can be caused by changes in the economy and the business environment fluctuations in exchange and interest rates, launch of competing products, poor reception of new products and services, changes in IVU's business strategy or other factors. We disclaim any obligation to update these forward-looking statements to reflect future events or developments.

Three decorative lines in yellow, blue, and dark blue that start as horizontal lines on the left and then step upwards in a staircase pattern towards the right, mirroring the design of the IVU logo.