

Press release

For the specialist and business press

Berlin, 20 March 2013

IVU AG publishes Annual Report 2012

Earnings up 11% to €44.4 million

EBIT increased by 15%

Once again, IVU Traffic Technologies AG can look back on a very successful financial year and the company has started optimistically in the current year. The earnings of the software producer increased in 2012 by 11% to €44.4 million and gross profits were up 5% to €31.8 million. The profit situation of the company is correspondingly positive. Earnings before interest and taxes (EBIT) have increased by 15% to k€3,381.

The future trends predicted by IVU engineers have been confirmed. Worldwide investments are being made in the expansion and modernisation of public transport networks. There are increasing numbers of calls for tenders with demand for the tried and tested systems from IVU. The IVU.suite has successfully been developed into an integrated standard solution for all the tasks facing transport operators, and it can be used either as an overall solution or as an individual product. This combination of standardisation and expertise in the provision of individual solutions results in much shorter project durations than are typical for this market. IVU has been particularly successful with these short implementation periods in major cities.

In London, IVU was once more able to demonstrate that system implementations are possible within only a few months, even for a very large transport network. In time for the Olympic Games, the entire bus fleet of the operator Transport for London was integrated in the IVU passenger information system. IVU has also proved successful in the Hungarian capital with its extremely short project completion times. In Budapest, 1,500 buses, 150 trolley buses and 600 trams are currently being fitted out to operate with the control centre and passenger information systems of IVU.

A key factor for the success of the IVU solutions is the integration of new market requirements and new technologies – including in the rail sector. IVU.rail is the only standard product for rail transport which supports the entire planning and dispatching process for railway operations, bringing together all functions in a single system. With the new order from Vietnam in 2012, a total of seven state railways now number among our users.

“Our product strategy is proving very successful. Over the past five years we have been showing steady growth,” comments Martin Müller-Elschner, CEO of IVU, on the publication of the latest Annual Report. “With an equity ratio of 60%, IVU is well above the market average. The good performance of IVU and the stable asset situation is also appreciated by potential customers. The order-book situation is correspondingly healthy and we are confident that we will be able to increase earnings and improve performance further in the coming years.”

For the full Annual Report with Notes go to

<http://www.ivu.com/investors/publications/2012.html>.

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IVU Traffic Technologies AG has been working for more than 35 years with some 350 software engineers to ensure that transport in the world's major cities operates reliably and on time. People and vehicles in expanding cities are continually on the move – a logistical challenge which calls for intelligent and reliable software systems. The standardised software products of the IVU.suite and tailor-made IT solutions are used to plan, optimise and control the scheduling of vehicle fleets and personnel. Other systems support the choice of branch locations or ensure that election results are determined correctly.

IVU. Systems for vibrant cities.