

To whom it may concern

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Vienna, 8 April 2020

Frequentis 2019 financial year & situation Coronavirus

Dear business partner,

Last week we had the pleasure to present our balance sheet figures for 2019, which show a positive development, which is encouraging in the current corona crisis: in 2019 the Frequentis Group achieved a 6.3% increase in revenue to EUR 303.6 million. EBIT (Earning before Interest and Taxes) increased by 10.3% to EUR 17.2 million.

These positive figures form a good basis for the current financial year: with an order backlog of almost EUR 400 million, our long-term business relationships developed together with you and our highly committed team, we are well prepared for the effects of the coronavirus pandemic. A big thank you to you, our business partners, for your commitment and creativity, which allow us to flexibly implement new methods of cooperation together. Online meetings, webinars, and other web-based platforms support us in doing so.

Travel restrictions remain without doubt a challenge. Especially in times like these, our regional teams prove their worth in customer service and delivery. Compliance with the highest security regulations is a matter of course for us in every customer assignment on site.

We can still state that the Frequentis supply chain for our own production is not affected. We have sufficient stock to continue to ensure this. We may face challenges in the supply of standard IT hardware. Should a critical development occur here, we will inform you immediately.

Tackling the current pandemic is a key point on our management agenda 2020, and I know from many conversations that this is also the case in your company. We are certain that together we will overcome this crisis in a positive way. Please also let us know your ideas on how we can serve you even better. Our teams are ready to support you.

Take care of yourself & stay healthy!

Best regards,



Norbert Haslacher

CEO

FREQUENTIS AG