

To whom it may concern

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Frequentis Well-Positioned for BREXIT

Dear Business Partner,

The United Kingdom is an essential market for Frequentis. We have been operating with our own subsidiary situated near London since 1992 and have succeeded in winning customers in all the industries we serve. Thus, we are now delighted to collaborate with a range of major UK companies, mostly in the public sector.

Since the decision of the referendum in 2016, we have taken measures to be well prepared for the possible effects of Brexit. We are pleased with the significant level of business development in the UK, with Frequentis UK accounting for over 5% of our Group sales. The company operates quite autonomously, with support from Vienna when needed.

This development is in line with Frequentis' regionalisation strategy of successively building up local resources and capability in the regions. We ensure this by equally developing local competencies and by securing assistance by the Headquarters with the delivery of key projects.

Our customers, who are active in the safety-critical environment, increasingly expect support from local teams, and we are happy to offer them extended services by our colleagues on site.

So we are confident that the possible restrictions because of a Brexit will have little or no impact on the Frequentis business, above all no impact on our performance and customer attendance in the UK.

Thank you for your trust and collaboration. Both our teams in UK and in the Headquarters in Vienna are ready to support you with any Brexit issue that might arise.

Best regards,



Norbert Haslacher
CEO
FREQUENTIS AG



Andy Madge
Managing Director
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