

FREQUENTIS: Focusing on extending strategic partnerships and M&A activities

Strategic partnerships and acquisitions to extend the product portfolio are important elements in Frequentis' corporate strategy and growth trajectory. To drive forward this focused expansion in the future, Werner Langhans has been appointed to head the Executive Board staff department "Strategic Partnerships and M&A" from June 2021.

As an international provider of safety-critical infrastructure for control centres, Frequentis currently serves around 500 customers worldwide. The estimated total value of the global market for control centres is EUR 13 billion p.a. "At present, we can address just over EUR 2 billion of this market. Strategic partnerships, acquisitions, and equity investments are therefore cornerstones of our growth strategy," says Frequentis' CEO Norbert Haslacher. "We want to expand our portfolio and gain access to new markets through prudent acquisitions. The aim is to increase the size of the market we address step by step."

Following the investments made in 2020 (ATRiCS in Germany, Nemergent in Spain), in February 2021 Frequentis signed an agreement to acquire several air traffic management entities from the listed US company L3Harris Technologies. The entities that have already been acquired – Frequentis Orthogon GmbH (Germany) and Frequentis Canada ATM Ltd. – are currently being integrated. Closing of the transaction for the remaining entity, Harris C4i Pty. Ltd., Australia is expected to take place in the second half of 2021.

In the new CEO staff position, Werner Langhans will work closely with the business domains and New Business Development to screen the market for potential partnerships and M&A candidates and draw up transaction and integration concepts.

Werner Langhans has many years' experience in the executive management of technology and engineering services at the Austrian air traffic control organisation Austro Control GmbH and as VP Business Development at ERA a.s. (the global leader in multilateration and surveillance). He has been Senior Advisor to the Air Traffic Management segment at Frequentis since June 2019 and has therefore already gained a good insight into the company.

About FREQUENTIS

Frequentis, headquartered in Vienna, is a global supplier of communication and information systems for control centres with safety-critical tasks. Such 'control centre solutions' are developed and marketed by Frequentis in the business sectors Air Traffic Management (civil and military air traffic control, air defence) and Public Safety & Transport (police, fire brigade, ambulance services, shipping, railways). As a global player, Frequentis operates a worldwide network of branches, subsidiaries, and local representatives in more than 50 countries. Products and solutions from Frequentis can be found in over 35,000 operator working positions and in approximately 150 countries.

Founded in 1947, Frequentis considers itself to be the global market leader in voice communication systems for air traffic control with a market share of around 30%. In addition, the Frequentis Group's AIM (aeronautical information management) and AMHS (aeronautical message handling) systems, as well as GSM-R dispatcher working positions for Public Transport are industry leading solutions.

The shares of Frequentis AG are traded on the Vienna and Frankfurt Stock Exchange under the ticker symbol FQT (ISIN: ATFREQUENT09). In 2020, the Frequentis Group had about 1,900 employees worldwide and generated revenues of EUR 299.4 million and EBIT of EUR 26.8 million.

For more information, please visit www.frequentis.com.

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