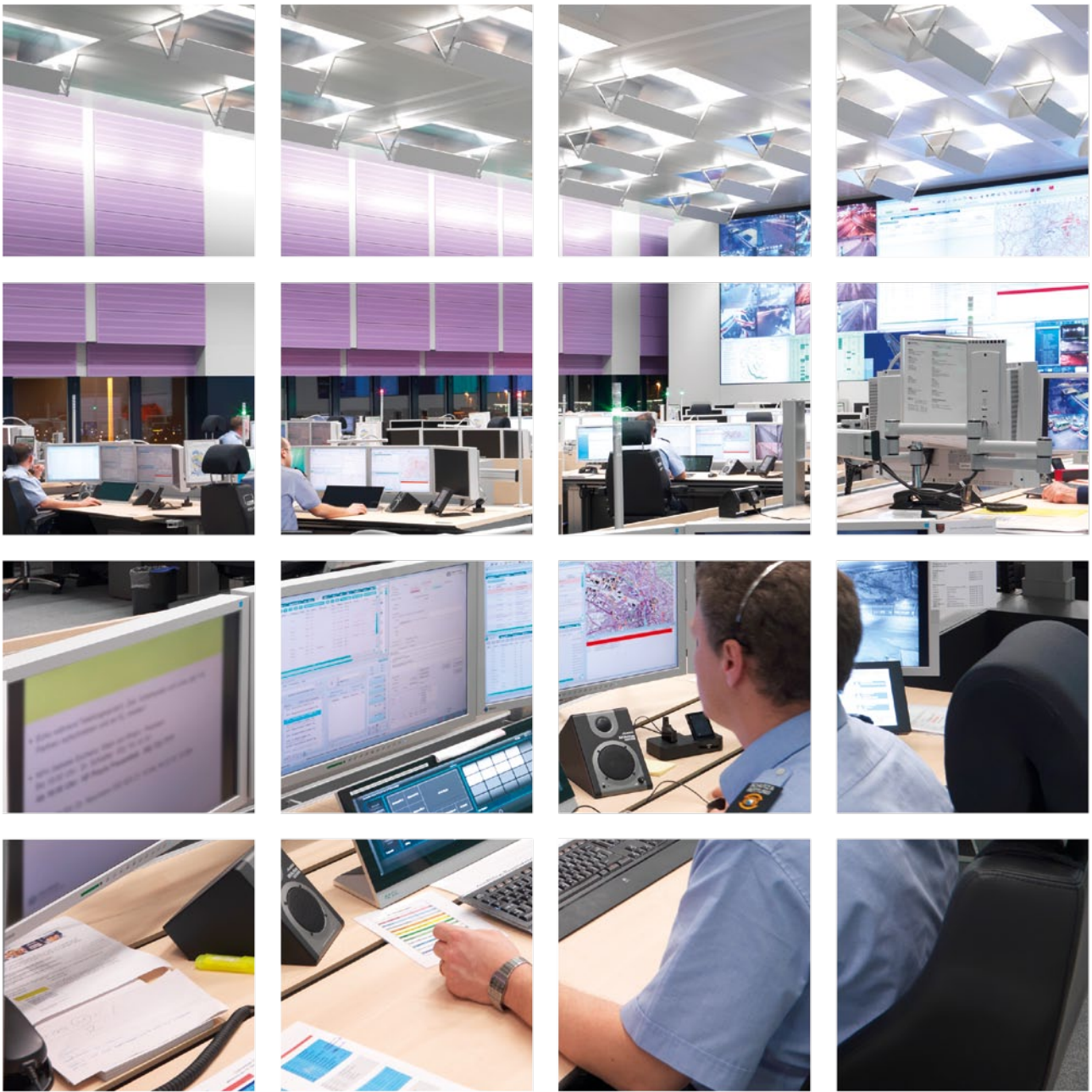


Innovations for a safer world



70 years of innovation – leading to our vision  
to become Number 1 in Control Centre Solutions.

## Dear ladies and gentlemen, valued customers and partners,

In 2017, Frequentis is celebrating its 70<sup>th</sup> year anniversary. The company started all of those years ago as a small enterprise – what today would be called a ‘startup’ – founded by two ambitious engineers in bombed-out postwar Vienna, before growing into a medium-sized Austrian operation and eventually going on to become a successful global group of companies.

Personally, I am extremely proud to have had the privilege of being part of this journey for more than three decades. In 1983, I was working as an assistant at the Institute of Computer Engineering at University of Technology Vienna whilst simultaneously building my own consulting firm. It was then when Frequentis’ owner and founding father Emanuel Strunz brought me on board as managing director, and in 1986, I took over his shares in the company.

Much has happened during this time. It is still as much of a great pleasure for me to be able to guide the company’s development together with my expert management team, as it was all those years ago. My first important step when starting out was to focus on air traffic control and to gain a foothold in the market based on our digital voice communication system. The next big decision for the direction of our company was to move toward targeted internationalisation.

In 2001, a fateful year for air traffic management, we made the strategic decision to expand the markets targeted by Frequentis. In addition to civilian and military air traffic management, solutions for safety-critical applications for railways, shipping, and public safety (police, fire and emergency medical services) were now developed and brought to market.

A strong technological orientation and an innovative edge were, and still are, key success factors along our path of development. These have also been crucial in our current evolution of direction toward software-centric systems. I am proud of our management team, having helped to shape this development with their expertise and commitment. As such, we will continue to be able to provide our customers and partners with the best solutions for their requirements in the future.

I would also like to say a personal thank you to our customers and business partners who have supported us in our successful development, and to the Frequentis group employees who have helped to shape the firm into the market leader it is today.

Yours,  
Hannes Bardach

Chairman of the Board  
Frequentis AG



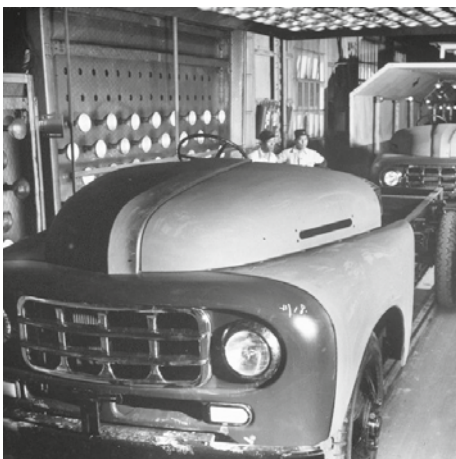
## A brief journey through our history

The early years of Frequentis were shaped by a time in which Vienna was undergoing reconstruction following the World War II. Resources were scarce, but the areas of activity were vast; applications with a focus on high-frequency technology included radio equipment for customs officials, police, and fire services, devices for measuring the moisture in tobacco, PVC welding generators, and equipment for a broadcasting station. A team of ambitious Frequentis technicians built everything the young republic needed, but our rapid rise to market leader only began years later during the early 1980s. When Hannes Bardach took over the company, the focus switched to targeted specialisation in air traffic control. At that time, Frequentis employed 36 people and had a turnover of EUR 4 million.

In the 1990s, Frequentis was responsible for a crucial development in air traffic management, introducing fully digital voice communication systems. The company then went on to install the world's first large-scale system of its kind for Eurocontrol, further enhancing its role as a technological innovator.

As early as 1997, a management decision was taken to establish a second pillar alongside Air Traffic Management (ATM). The idea was to transfer the long-term experience, internationally recognised products and unrivalled expertise of Frequentis' engineers into the area of control centres. The seed for growth in the area of Public Safety and Transport (PST) had been planted and consistently expanded from 2001 onwards.

### 1947



→ Built exactly what the young republic needed: High-frequency hardening plant as an important business area

### 1955



→ First air traffic control contract: Installation of equipment for an Austrian air traffic control at Vienna airport, after withdrawal of the four occupying powers

### 1993



→ First fully digitized Voice Communication System for Air Traffic Control: delivery for Eurocontrol and German Armed Forces

## Success factor internationalisation

Frequentis expanded outside of Austria in 1985, initially to Germany. The international business was gradually expanded, leading to extensive internationalisation.

A short time later, the company secured its first major contract from a non-German-speaking country, the former Yugoslavia, with England and France following shortly thereafter. In 1994, Frequentis also made it to another continent and added Mexico. With large projects in Canada (Canadian subsidiary founded 1997) and the USA (US subsidiary founded 1999) Frequentis established a firm foothold in the North American market. Frequentis is also represented in Asia with subsidiaries in Singapore and Shanghai and has had an affiliated company in Australia since 2004, and in Brazil since 2011.

At the beginning of 2016, Comsoft Solutions was founded, with Frequentis acquiring Comsoft GmbH in Germany, a leading software manufacturer in the air traffic control/air traffic management branch. The group's service portfolio is complemented by further companies in the software and service areas.

The Frequentis group now has a capable, globally active network of subsidiary companies for Sales & Operations, which are characterised by their localised customer focus, an essential success factor for further market penetration.

Additionally, expansion has continued with investment in existing companies and the foundation of new companies in the areas of software, services, and solutions.

### 2001



→ Began the strategic development for the business segment Public Safety & Transport: Customers in the areas of police forces, ambulances, maritime, and railways

### 2003



→ Breakthrough in the US market: Delivery for Command Centre of Federal Aviation Administration (FAA) in Herndon, Virginia

### 2005



→ London Metropolitan Police: Integrated communication platform with over 500 working positions, including video surveillance

## Focus on people & technology

At Frequentis, the focus is on people, both internally and externally. The employees have been and will always remain the most important factor for success in Frequentis' long-term development. The capability, commitment, and capacity for innovation of these multicultural teams have helped to make Frequentis great – the corporate group currently has 1600 employees worldwide. By fostering and developing talent and potential in the form of targeted departmental and cross-border education programmes, the company is well-equipped for future growth.

The focus is also on people within customer organisations. In safety-critical areas, users – air traffic controllers, chief operators or dispatchers for example – need to make decisions quickly, often in stressful situations.

By providing support to these individuals via solutions for safety-critical applications, the aim of ensuring a positive working environment and efficient working processes is achieved.

Frequentis' core business lies in communication solutions, which are increasingly software-based. Network solutions and information systems are additional elements within the product portfolio.

Innovative functional enhancements for video monitoring, positioning services, and eCall, as well as the integration of digital wireless technologies mean Frequentis' communication solutions are future-proof. The topic of cyber security is also becoming more important thanks to an increase of IP-based networking.

### 2006



→ Moved to the new company headquarters at Innovationsstrasse 1, Vienna

### 2008



→ Frequentis joined EU modernisation programme SESAR (Single European Sky ATM Research Programme)

### 2010



→ Largest maritime project in company history: Country-wide delivery of a maritime communications system for the Canadian Coast Guard



# 70 years of innovation for a safer world

High innovation and technological focus are key factors for success. Frequentis is a recognised innovation leader in the markets it addresses. With technological expertise to maintain systems and solutions at the highest technical level, while at the same time actively pushing development forward. Collaboration in international research projects allows the company to take an active role in shaping an innovative future.

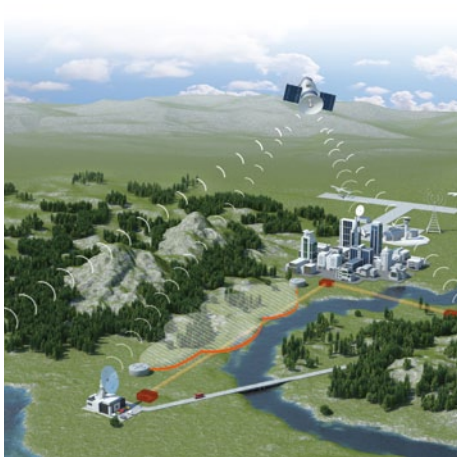
The most important of these factors, however, is the special culture in terms of handling safety-critical processes which permeates the entire group of companies. Seventy years' experience gained from projects with a wide range of customer needs, always aligned with the demands of the safety-critical environment, have enabled Frequentis to amass a wealth of expertise and a profound, even emotional understanding and knowledge of customers' needs.

Frequentis endeavours to use technical expertise to actively incorporate approaches to problems into standards and regulations. The "setting of standards" is a huge driving force for development. It also gives Frequentis' customers security for their investment, as they are investing in a system not only for today, but for the future.

Strategic planning for the future is a crucial success factor for the Frequentis group; employees are actively included in the planning process. The corporate vision focuses on the ambitious goal of becoming "number one in control centre solutions".

Frequentis' special culture in relation to the handling of safety-critical systems and our mission statement "For a Safer World" are ever-present and essential aspects of the long-term customer relations we strive for.

## 2014



→ ATM Network Brazil: Nationwide IP-based communications solution that integrates voice and data applications

## 2015



→ G7 summit in Bavaria: New Public Safety solution employed as the primary instrument for communication by the Bavarian Police for their security measures

## 2016



→ Founded Comsoft Solutions, a software company located in Karlsruhe, Germany, reinforces the Frequentis group

# Awards

- 1982 Awarded to bear "The Austrian State Coat of Arms"
- 1995 First Place EU-Export-Award, Euro Market Award
- 1996 Nominated for the State Award for Design, Innovation & Employment; Winner of the Mercur Award for Innovation (RLMU)
- 1997 Hannes Bardach, Entrepreneur of the Year; Decoration of honour in gold for the services to the Republic of Austria
- 1998 Kaplan Medal Award (for the most innovative company); Winner of the Austrian Export Award
- 1999 KnewLedge (for professional development and in-firm training) Employment Award; ATCA Chairman's Citation of Merit Award
- 2000 Nominated for the Mercur Award for Innovation
- 2001 Hermes Award for outstanding entrepreneurial performance; Winner of the Mercur Award for Innovation (DSC Analyser)
- 2003 Nominated for the Adolf Loos Design Award (smartStrips)
- 2004 ATC Maastricht Award for Innovation (Aircraft Identification Tag); Second Place EEEfCOM German Innovation Award (Airbox)
- 2006 Viennovation – Award of Innovation, 3<sup>rd</sup> price (Security Improvement in ATM)
- 2007 MCA Management Technology Award for UCMP; Multimedia State Award (Category e-marketing and company presentation)
- 2008 Go-International Award, 2<sup>nd</sup> price
- 2009 "Deeds, no Words" Award for women and family friendly measures
- 2010 Hannes Bardach, Austrian of the Year; Red Arrow Infrastructure Award
- 2011 NASA Commemorative Medal; Career's Best Recruiters Silver Certificate
- 2012 Grand Decoration of Honour of the Republic of Austria; Career's Best Recruiters Gold
- 2013 Hannes Bardach – Entrepreneur of the Year; Career's Best Recruiters Gold
- 2014 Best Recruiters by career Gold
- 2015 Winner of the Austrian Export Award; SESAR SWIM Master Class Award for National Air Policing Centre
- 2016 International Critical Communications Award / Best use of TETRA for Public Safety; (G7 summit, Bavarian Police)
- 2017 IHS Jane's ATC Technology Award 2017

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