
The Company

Nearly 75 years of innovation – for a safer world.

Wherever Frequentis systems are used, people bear responsibility for the safety of other people and of goods. As an international provider of communication and information systems for control centres for safety-critical tasks, Frequentis has two segments that develop custom-tailored control centre solutions, which are marketed in around 150 countries. The Frequentis Group's revenues amounted to EUR 299.4 million in 2020 and EBIT was EUR 26.8 million.

The Air Traffic Management segment (around 70% of revenues) comprises the following business domains:

- Civil air traffic control
- Military air traffic control and air defence
- AIM (aeronautical information management)

The Public Safety & Transport segment (around 30% of revenues) comprises the following business domains:

- Police / fire brigades / emergency rescue services
- Railways and local public transport systems
- Shipping

As a recognised specialist, Frequentis develops future-oriented solutions for control centres in collaboration with key account customers and makes new technologies usable for safety-critical applications. Using a human centric design process, integrated systems are created to provide safer and more stable working environments for end-users in control centres, such as air traffic controllers, operators, and dispatchers. For more information on Frequentis, please visit www.frequentis.com/en/about-us.



Frequentis control centres for people's lives

Frequentis develops and optimises systems for customers in safety-critical areas of the global mega-markets for transport and safety infrastructure – wherever efficient and flexible high-performance solutions are required. Increasing mobility, digitalisation, and rising safety and security requirements are driving long-term growth. Modern technologies are used to optimise control centres for traffic and public safety.

Frequentis' solutions are already used operationally by air traffic controllers, dispatchers, and operators at more than 35,000 working positions in air traffic control, public safety, railways/public transport, and the maritime sector. The knowledge and experience of around 1,900 employees worldwide (including nearly 1,000 at the company's headquarters in Vienna), together with a network of subsidiaries and local representatives in more than 50 countries, enable Frequentis to serve more than 500 customers in some 150 countries.

Founded in 1947, Frequentis is the global market leader in voice communication systems for air traffic control with a market share of around 30%. Moreover, the Frequentis Group's systems are global leaders in AIM (aeronautical information management) and aeronautical message handling, as well as in GSM-R systems for railways. Since May 2019, shares in Frequentis AG have been listed on the Vienna and Frankfurt stock exchanges under ticker symbol FQT, ISIN ATFREQUENT09.

Safety-critical DNA

Frequentis thrives on a corporate culture supported by safety-critical DNA, which influences its daily work. Understanding customers' safety-critical environments means that Frequentis can provide optimum support so they can meet their business objectives. This deep knowledge of their tasks and responsibilities helps us support them in the safety-critical processes and workflows in their day-to-day work.

Cross-sector solutions for control centres

Control centre solutions are systems for command centres for safety-critical tasks as encountered daily by Frequentis on its customers' premises. Control centre solutions are used either to control traffic or to organise safety. The same tasks have to be carried out, although they are labelled differently in each application.

To put it simply, there are basically four components that always interact:

- A tactical situation report that shows the operator the current situation
- A planning and management tool that helps make the right decision quickly and safely
- A communication system to communicate with transport users, emergency services, or security forces
- Safety-critical networks to ensure seamless operational continuity



Voice and data communication, an area where Frequentis is the world leader, is an indispensable element of every control centre. The communication system is therefore often a good starting point for the development of fully integrated solutions for customers, using additional products and services from the Frequentis service portfolio. In addition, networks are becoming the centre of communication solutions. For example, traditional voice communication systems are being extended by networked voice and data communication services. The requirements for safety-critical operations entail high market entry barriers.

Frequentis sets standards

Frequentis' customers are public authorities, organisations, and companies that perform safety-critical tasks. Its control centre solutions comprise proprietary software solutions and hardware components that are configured for specific applications.

The company develops state-of-the-art IT components and integrates them into comprehensive communication and information systems that meet the highest requirements for safety-critical applications. In addition, Frequentis provides a range of supplementary services to support customers throughout the entire life cycle of their Frequentis systems. Work on standardisation bodies such as ETSI and EUROCAE enables Frequentis to base its solutions on standards and regulations. That underscores the future-proofing of Frequentis solutions.

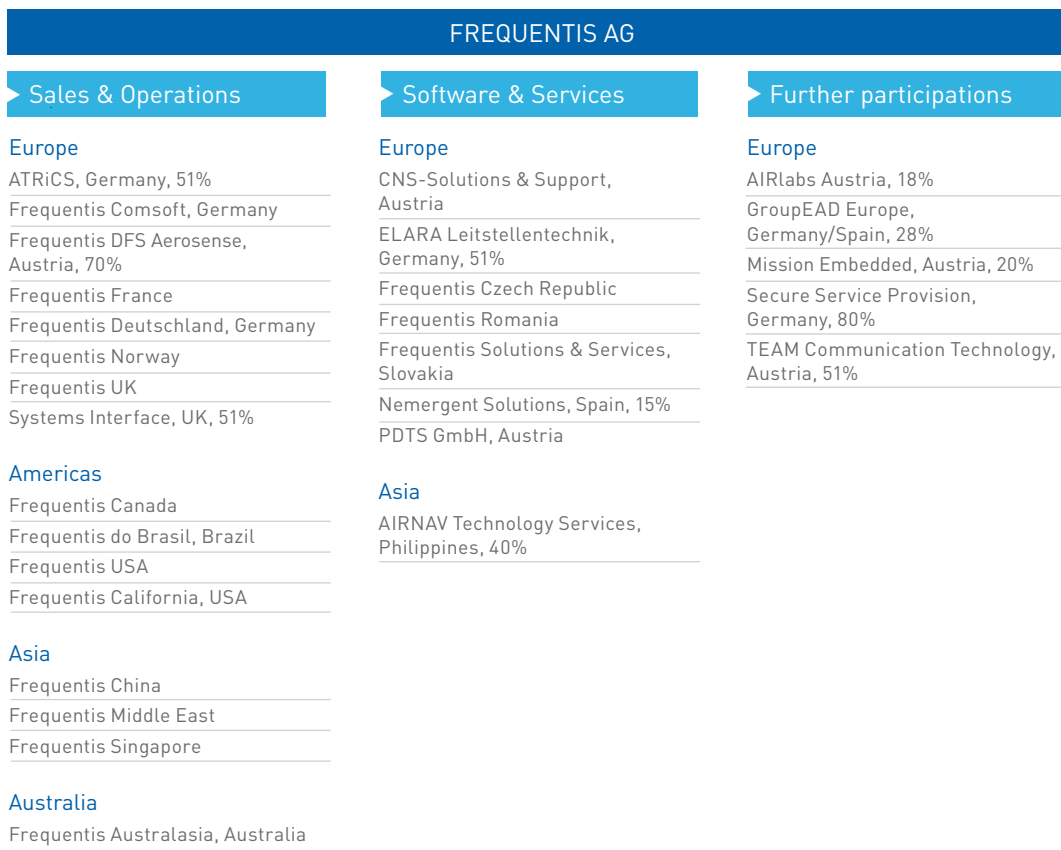
High innovative capability

Innovation is very important to Frequentis. The company is proud to be an innovation leader providing sustainable innovations and solutions to extend the market it addresses. The basis for this is interdisciplinary collaboration, which leverages the domain-specific know-how of the segments and the specialist expertise of the central support and governance functions. These activities are managed by the New Business Development department. The present focus is on the ongoing development of the digital (remote) tower technology, drone management, and the use of the 5G/LTE mobile communication standard in safety-critical applications. In addition to digital (remote) towers, which have already been used for a number of years, the realisation of this strategy includes the rollout in Norway of the first national drone management system and the investment in Nemergent, a Spanish software company operating in the field of mission-critical services.

Subsidiaries and associated companies

The parent company of the Frequentis Group is Frequentis AG, which is based in Vienna, Austria. The main business activities and strategic corporate functions are bundled at the parent company. The Frequentis Group is managed through a Group-wide governance structure.

FREQUENTIS-GROUP



Simplified visualisation; all shareholdings 100% unless otherwise stated. Company names abbreviated. As of March 2021.

The subsidiaries bundled in Sales & Operations bear the main responsibility for building and extending Frequentis' global presence and regional value-added. They are responsible for the region allocated to them. Software & Services comprises the companies that provide internal development work, especially software programming, and a wide range of internal and external services.

Acquisition of ATRiCS, Germany

In March 2020 (effective 1 April 2020), Frequentis acquired a 51% stake in ATRiCS Advanced Traffic Solutions GmbH, which is based in Freiburg, Germany. ATRiCS was established in 2002 and is an owner-run company. It offers airport-specific software solutions for runway taxi operations management as well as consultancy services for airports and air traffic control organisations to improve safety at airports. This acquisition enables the Frequentis Group to significantly extend the technology it offers.

Investment in Nemergent, Spain

In August 2020, Frequentis intensified its collaboration with Nemergent Solutions S.L., a young Spanish company based in Bilbao, by taking a 15% shareholding in this company. The combined software and technology expertise will allow better use to be made of the opportunities for safety-critical broadband communication offered by the 5G/LTE mobile communications standard. This investment broadens and diversifies the Frequentis product portfolio.