

Specialist for  
communication  
and information  
solutions for  
safety-critical  
control centres

70+  
years in  
business

150+  
countries  
served

40%  
equity ratio

€299m  
revenue

90%  
government  
customers



**FREQUENTIS**

We are the only company focusing solely on safety-critical control centres

## Air Traffic Management



Civil

- Air navigation service providers
- Aeronautical data service providers
- Flight information service providers
- Airports
- Unmanned traffic service provider
- Space agencies



Defence

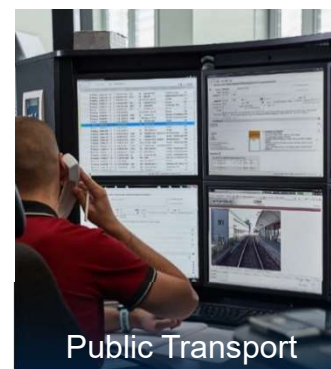
- Air force
- Army
- Navy
- Homeland security
- Joint forces

## Public Safety & Transport



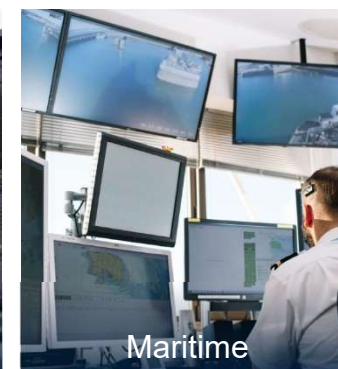
Public Safety

- Police forces
- Fire services
- Emergency and medical services
- Critical infrastructure for industry



Public Transport

- Heavy rail
- Urban rail



Maritime

- Coast guard / navy
- Offshore
- Port authorities
- Search and rescue

## Actively shaping major trends in the control centre market

Digitalisation

Virtualisation

Integration

Automation

Sustainability

€13.1bn  
total market size



€2.2bn  
addressable  
market

**Tactical situation tools**  
Displaying the current situation

**Voice & data communication**  
Backbone of operational control

**Planning & mgmt. tools**  
Supporting decisions

**Safety-critical networks**  
Ensuring seamless business continuity

# Vision #1 in control centre solutions

€13.1bn  
total market size



€2.2bn  
addressable  
market

R&D

Remote Digital Tower

Drone Mgmt.

Mission-critical services  
via 5G/LTE

New deployment models (Cloud, Software-as-a-Service)

M&A (5 acquisitions since IPO: 4 in ATM, 1 in PST)

Sustainability award  
World ATM congress





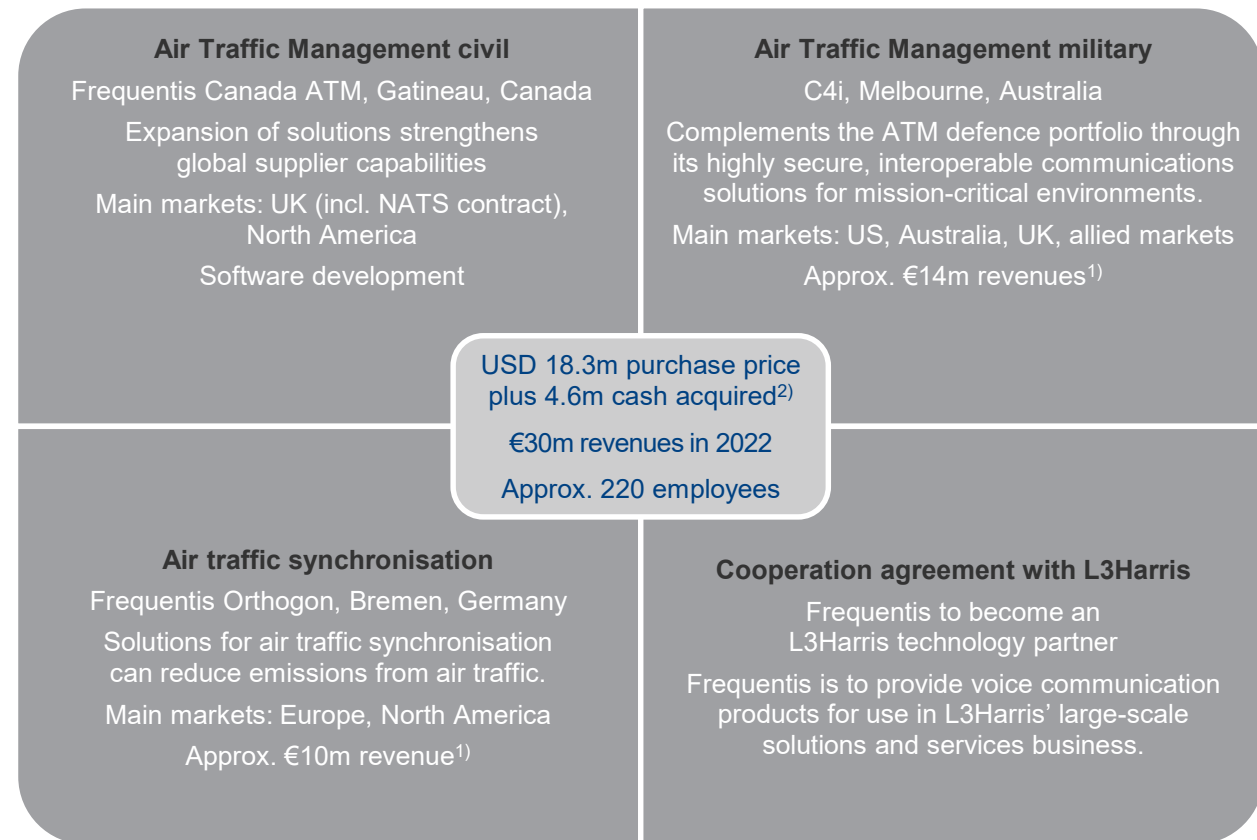
# Acquisition of units from US-based L3Harris

## Rationale

- Get more of the €13.1bn safety-critical control centre market: ~ €2.2bn can be addressed today
- Growing global customer base
- Complement Frequentis' ATM portfolio
- Cooperation will make us stronger, with greater scale

1) Last available annual revenue.

2) Final purchase price depending on final financial figures (working capital).



**“We want to offer our customers the best solutions and accompany them in their digitalisation journey.”**

500+  
customers

150+  
countries

>90% of our customers are  
government agencies



40,000+  
working positions using  
Frequentis solutions



33%  
of the world safer with  
Frequentis networks



90% of all air  
passengers globally served  
by Frequentis customers



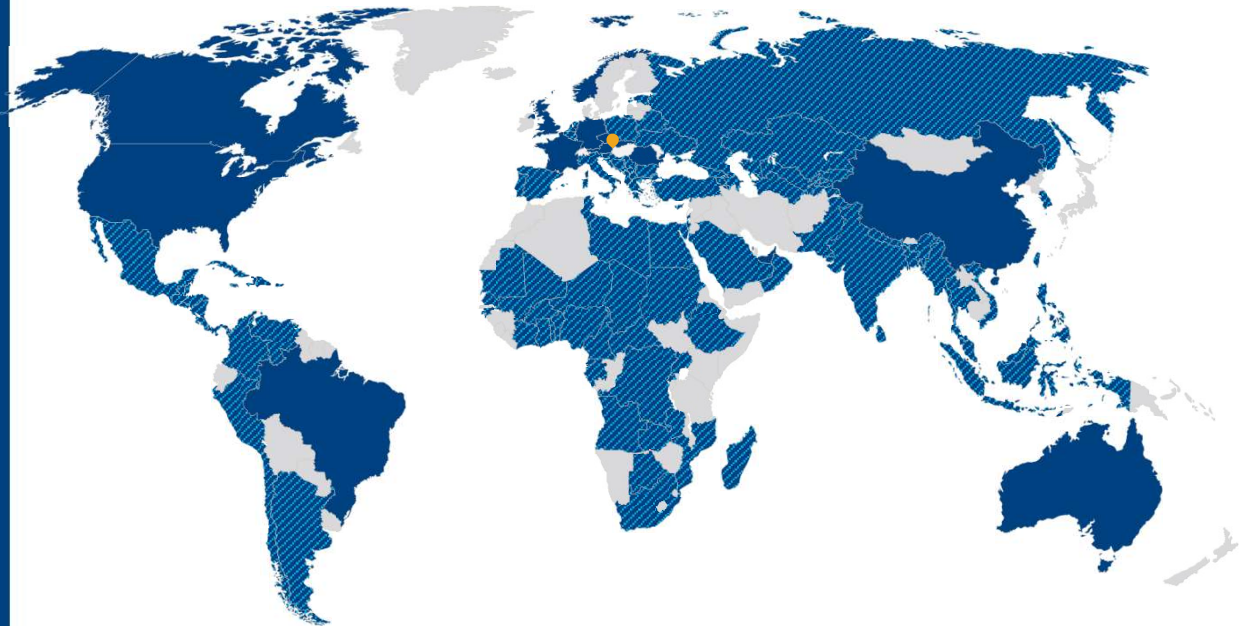
#1 in GSM-R  
dispatcher terminals



240,000 km  
largest maritime coastline  
protected

## A strong network around the world

Solutions partners and regional  
offices in 50+ countries



■ Regional offices

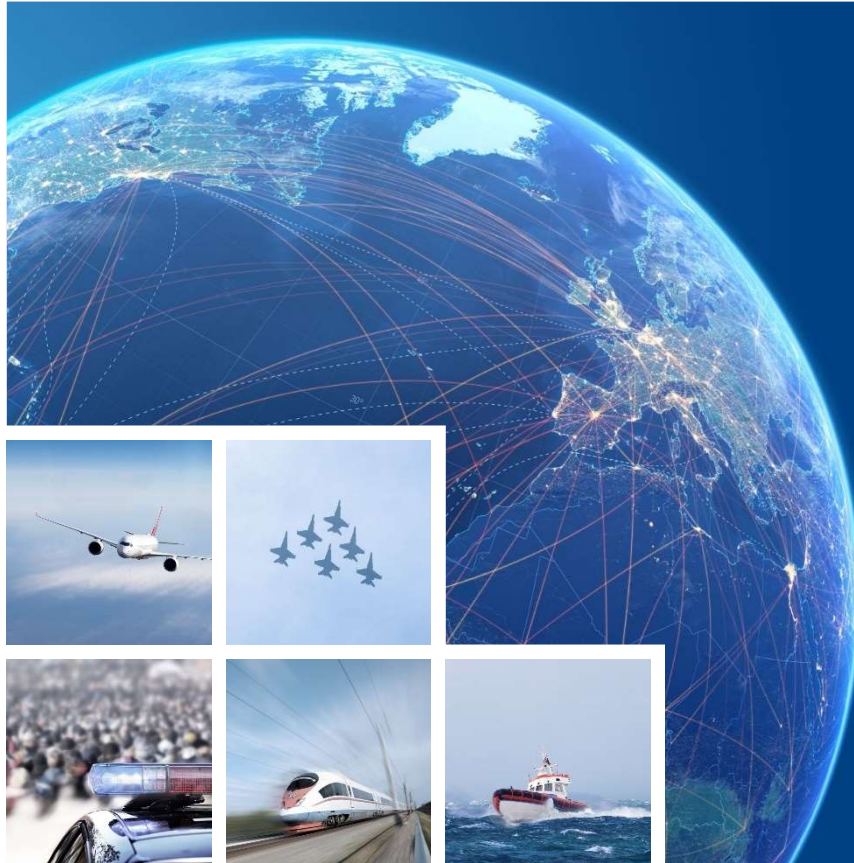
■ Sales representatives

● Frequentis HQs



Good progress,  
satisfying results

Half-year results 2021  
17 August 2021



## Highlights H1'21

- Positive half-year profitability
- L3Harris transaction



## Order intake

€157.1m

-8.6% vs. H1'20



## Orders on hand

€453.0m

- +5.9% vs. Dec. 20
- approx. 1½ years visibility



## Revenue

€144.6m

+9.4% vs. H1'20



## EBITDA

€12.4m

+6.4m vs. H1'20



## EBIT

€5.4m

+6.3m vs. H1'20



## Net profit

€4.1m



## Equity ratio

39.6%

Net cash<sup>1</sup>

€77.2m

-9.2% vs. Dec. 20



1) Net cash included €45.1m advance payments from customers. Cash and cash equivalents and time deposits were €82.8m, liabilities to banks were €5.6m.



## Outlook and management agenda for 2021

**Orders on hand** of €453.0m as at 30 June 2021 a good basis for FY 2021 and beyond.

Aim to **increase revenues and order intake** in 2021.  
EBIT margin of about 5-7%.

**Focus on integration** of acquired L3Harris units.



Expectations depend on development of the pandemic, travel restrictions, temporary shifts in orders / revenues, post-merger integration costs for L3Harris units.



## Growth markets: our innovation power in operational use

### Digital (Remote) Tower

Innovative tower technology for civil and military use

- Customers on all continents
- Denmark, England, Germany, Brazil, New Zealand, USA
- Studies forecast double-digit market growth per year



### Drone management

Safe management of commercial drones as a growth driver

- For air traffic management
- New potential market segments, e.g. off-shore wind farms
- Participation in EU research programmes, e.g. GOF 2.0



### 5G/LTE in control centres

Use of broadband technologies for police / fire / emergency services

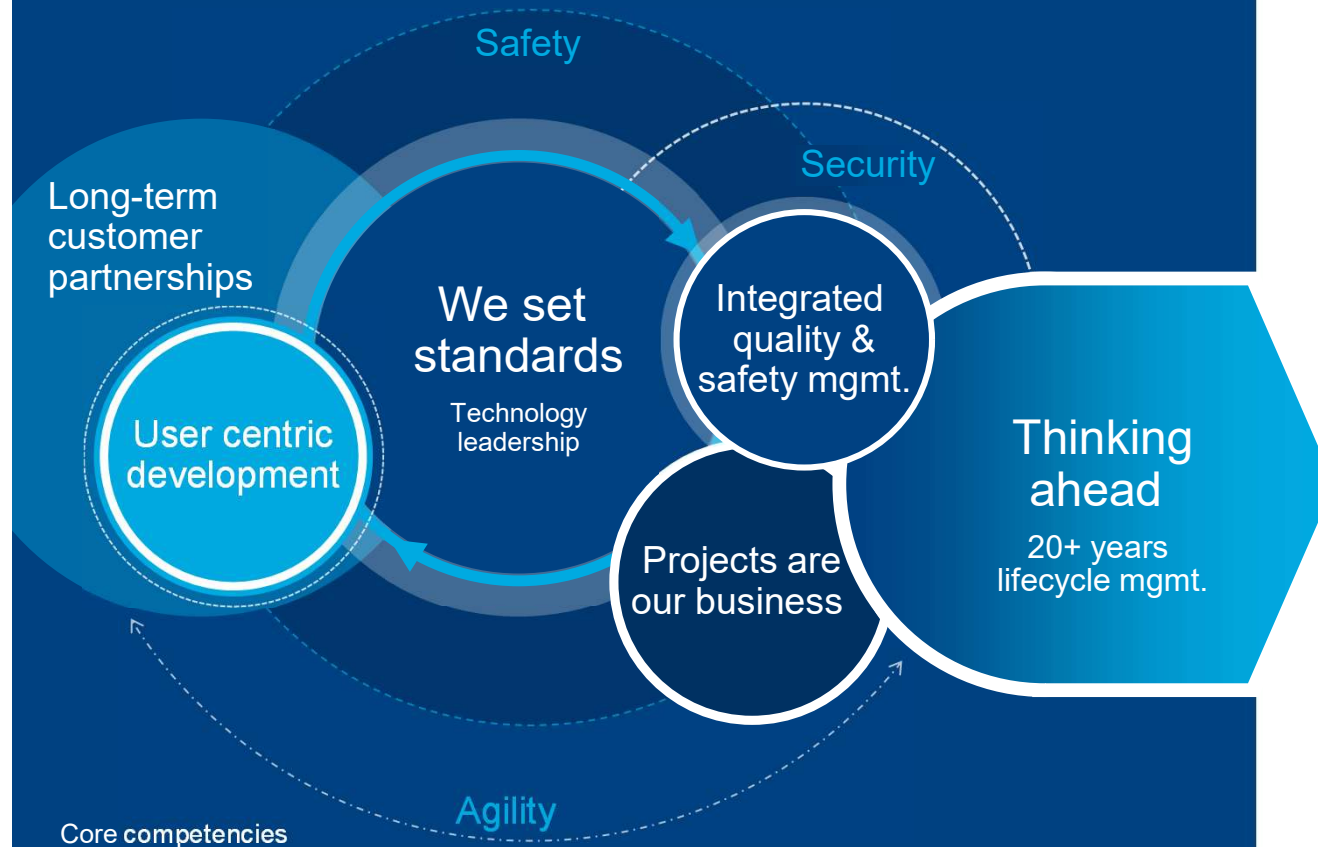
- EU project Broadway for pan-European mission-critical broadband communication system: Frequentis selected for final phase
- Public Safety project at MetPolice



**Growth drivers: mobility – technology – security**

## Appendix / About us

## Delivering the best solutions for our customers



Decades of **successful collaborations** based on reliability and trust



2020 European Small and Mid-Cap Awards  
Star of Innovation  
ATM Award  
ATM/UTM integration

2019 ICCA  
Award for BIC<sup>2</sup>  
IHS  
Jane's ATC tech award

2018 NATS  
Collaborative supplier award

2017 ATCA  
Industry award  
IHS  
Jane's ATC tech award

2016 IFATCA  
Tech award

## Rethinking control centres

>6%  
R&D<sup>1</sup>



Contributing – collaborating – leading



15+ active industry / standardisation memberships

1) In the last 3 years we invested on average >6% of our revenues for internal R&D activities.



Established **1947**  
Headquarters Vienna, Austria

70+ years experience with  
safety critical applications

**€299<sub>m</sub>**  
revenue in 2020

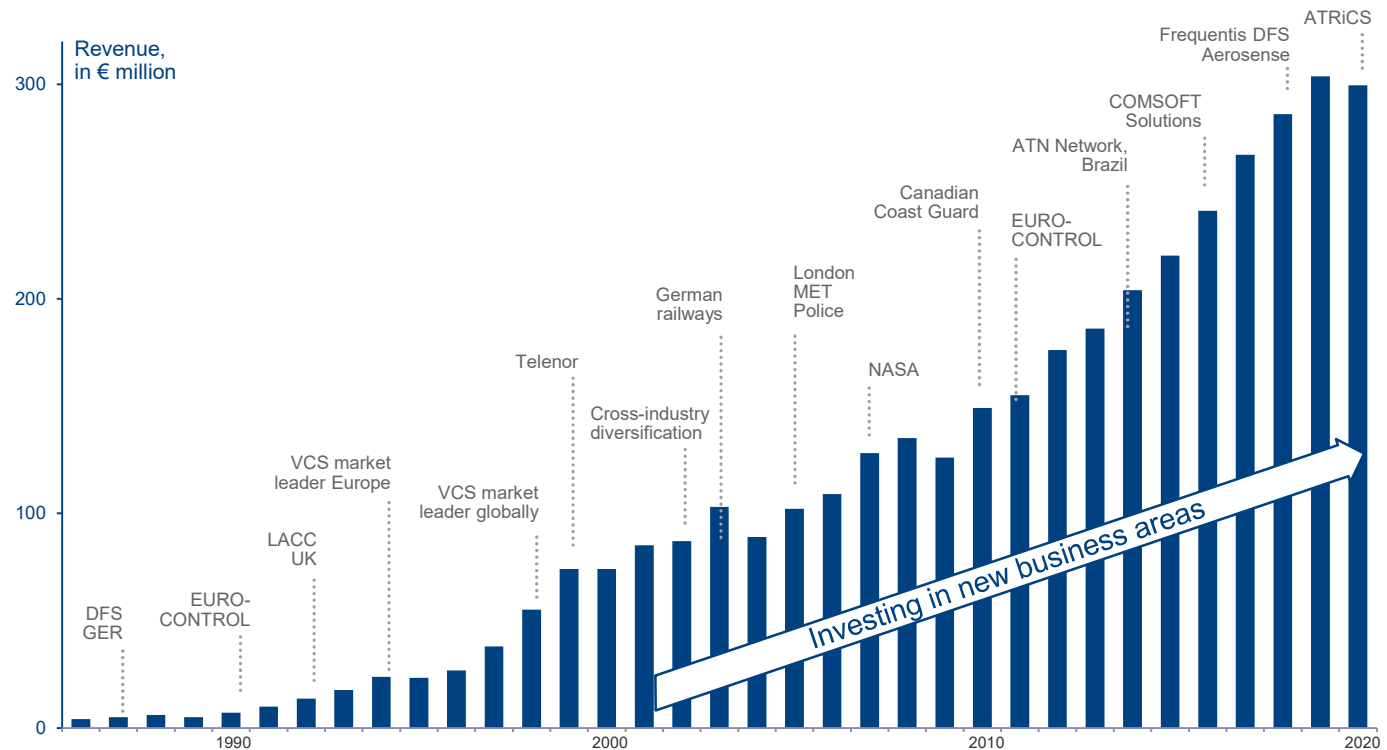
**2,100+**  
employees



75% STEM<sup>1</sup> & specialists  
50+ nations

## Frequentis group at a glance

30+ years of profitable growth



1) Science, Technology, Engineering, Math

(as of: 04/2021)

## Leadership team

### Executive board



**Norbert Haslacher**  
CEO

Business units and regions  
Global sales & marketing  
New business development  
Investor relations



**Peter Skerlan**  
CFO

Finance | Human Resources  
Legal | IT | Facility mgmt.  
Corporate communications  
Regional operations



**Hermann Mattanovich**  
CTO, COO

Technology & products | Project mgmt.  
Procurement | Customer services  
Planning, production & logistics  
Safety | Security | Quality mgmt.

### Supervisory board

Chairman  
**Hannes Bardach**

Deputy chairman  
**Karl Michael Millauer**

Members  
**Sylvia Bardach**  
**Reinhold Daxecker**  
**Boris Nemsic**  
**Petra Preining**

Delegated by the Workers' Council  
**Siegfried Meisel**  
**Gabriele Schedl**  
**Reinhard Steidl**

## Shareholder structure

### Shareholder structure

Core shareholder H. Bardach	<68%
B&C Holding Österreich	>10%
Free float	<22%

**13,280,000**  
shares outstanding



Listed on Frankfurt and Vienna stock exchange



14 May 2019  
Initial listing



**ATFREQUENT09**

ISIN

**FQT**

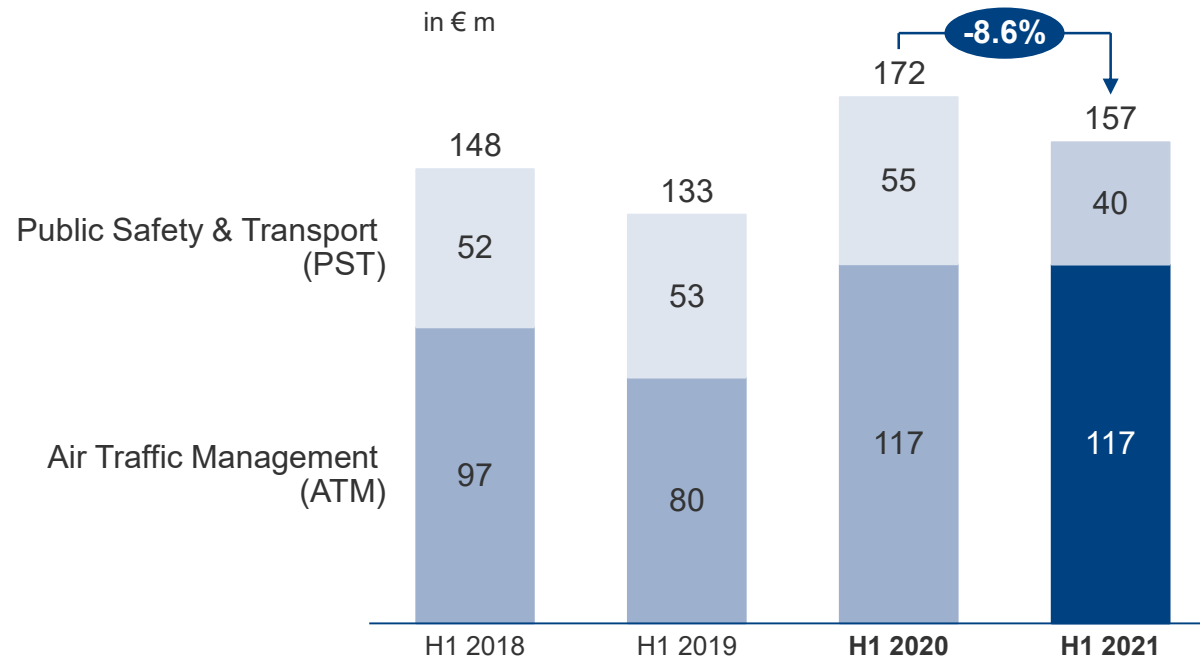
Ticker symbol

**[www.frequentis.com/en/ir](http://www.frequentis.com/en/ir)**

Investor relations website

## Appendix / Financials

## Order intake moderately lower in H1 2021

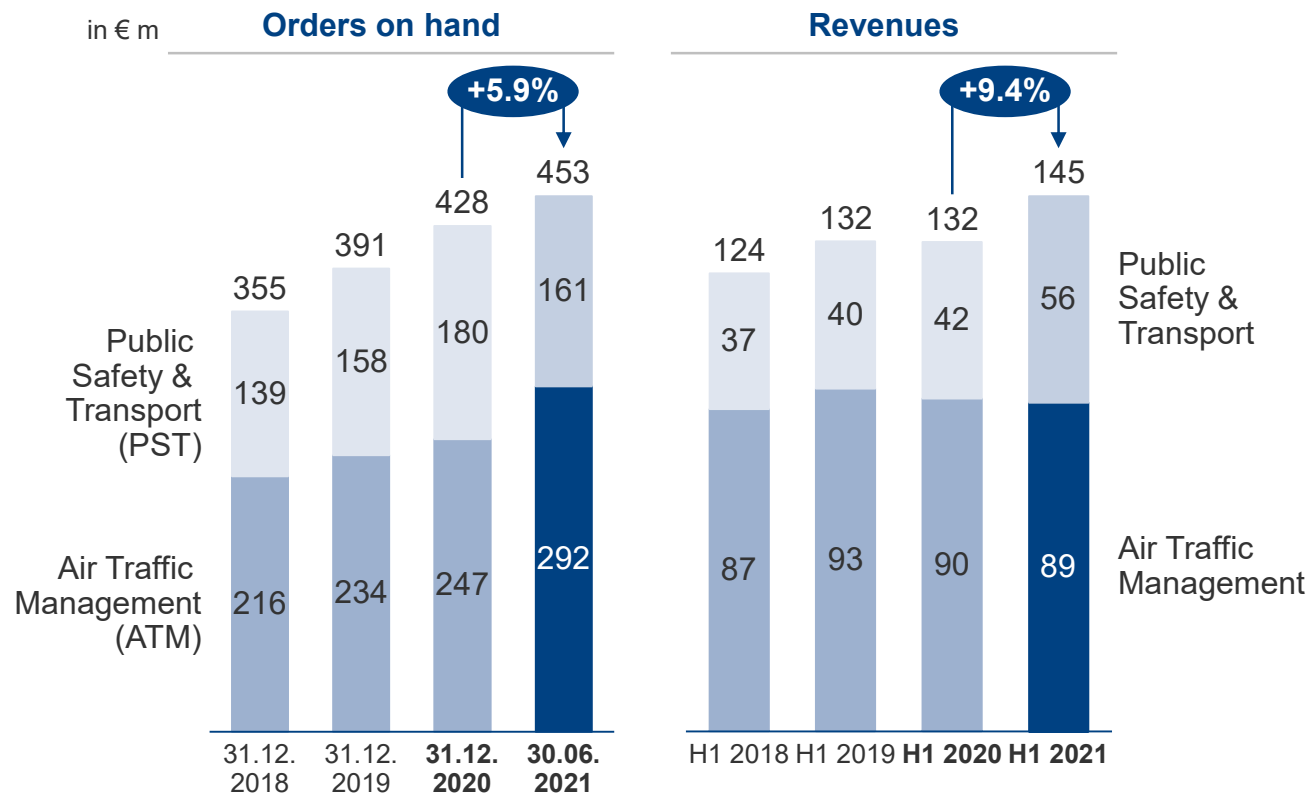


### Comments

- Order intake of €157m, -8.6% vs. exceptionally high H1 2020 level
- Some investments postponed, mainly due to pandemic-related delay in tender processes
- Usually higher order level in 2nd half-year
- Well-filled tender and requirements pipeline for 2021 and beyond
- Outlook for 2021:  
Order intake expected to be higher vs. 2020 with € 315m



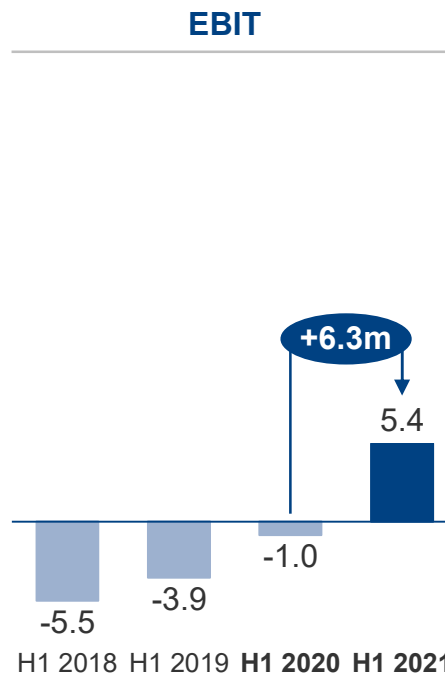
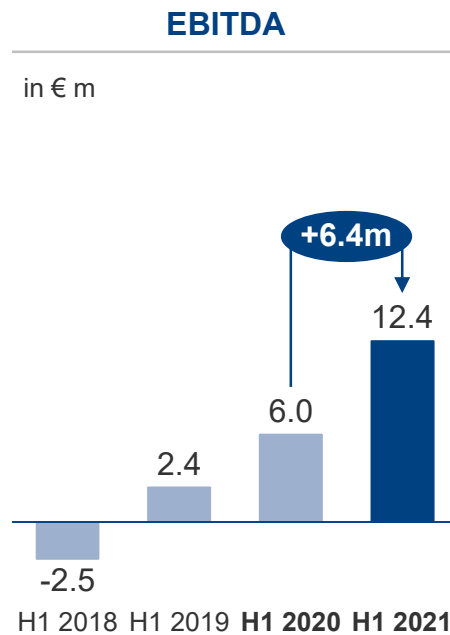
## Growth in orders on hand and revenues



### Comments

- Orders on hand increased significantly by 5.9% in total:  
ATM +18.2%,  
PST -10.8%
- Strong overall increase of revenues of 9.4% based on successful execution of projects:  
ATM -1.2%,  
PST +31.9%
- Revenue split:  
61% ATM, 39% PST  
(H1 2020: 68% ATM, 32% PST)
- Book-to-bill ratio of 1.09  
(FY 2020: 1.05)

## Exceptional level of EBITDA and EBIT in H1 2021



### Comments

- EBITDA and EBIT in H1 2021 positively influenced by higher revenues and higher-margin projects
- Travel and trade fair expenses still at a low level
- Net profit of € 4.1m
- Half-year results usually negative, H1 2021 doesn't indicate sustained trend to positive half-year results

## Financial policy framework

Maintain **net cash position** above minimum level of about 10% of Group revenues.

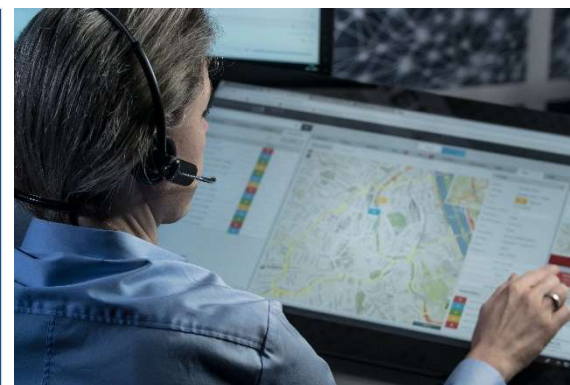
**Equity ratio** of >35%.

**Capex** of about €5m in 2021, **R&D expenses** in 2021 above 2020 level of €13m.



### Dividend policy

Payout of 20-30% of Frequentis Group's net profit with a cap of 40% of net profit of Frequentis AG.



## Key figures Frequentis Group

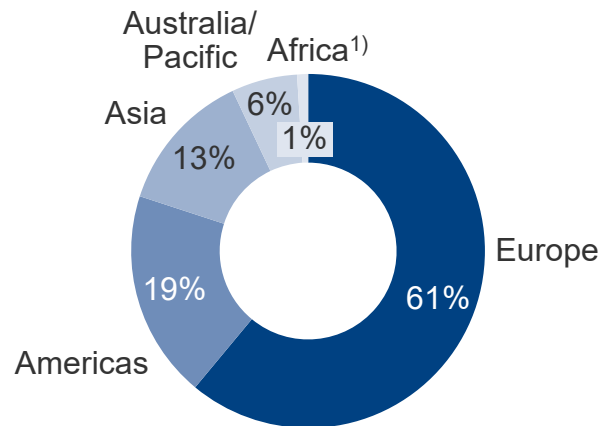
All figures in € m unless otherwise stated.

<b>Earnings data</b>	<b>2020</b>	<b>2019<sup>1)</sup></b>	<b>+/- in %</b>	<b>+/- in € m</b>	<b>2018</b>	<b>2017</b>
Revenue	299.4	303.6	-1.4%	-4.3	285.8	266.9
EBITDA	41.9	30.2	+38.9%	+11.7	21.6	20.0
EBITDA margin	14.0%	9.9%	+4.1 PP	–	7.6%	7.5%
EBIT	26.8	17.2	+55.7%	+9.6	15.6	14.3
EBIT margin	9.0%	5.7%	+3.3 PP	–	5.5%	5.4%
Profit for the financial year	-3.4	12.5	–	-15.9	11.8	10.7
Earnings per share in €	-0.30	0.93	–	–	0.94	0.82
<b>Order data</b>	<b>2020</b>	<b>2019</b>	<b>+/- in %</b>	<b>+/- in € m</b>	<b>2018</b>	<b>2017</b>
Order intake	314.6	333.7	-5.7%	-19.1	306.3	287.8
Orders on hand (at year-end)	427.6	391.5	+9.2%	+36.1	355.2	335.3
<b>Statement of financial position</b>	<b>2020</b>	<b>2019<sup>1)</sup></b>	<b>+/- in %</b>	<b>+/- in € m</b>	<b>2018</b>	<b>2017</b>
Total assets	277.6	272.1	+2.0%	+5.5	198.0	194.6
Shareholders' equity	113.0	116.2	-2.8%	-3.2	85.6	90.1
Equity ratio	40.7%	42.7%	-2.0 PP	–	43.3%	46.3%
Net cash	85.0	77.8	+9.4%	+7.3	55.4	70.0
No. of employees (average)	1,907	1,849	+3.1%	–	1,763	1,697
<b>Cash flow statement</b>	<b>2020</b>	<b>2019<sup>1)</sup></b>	<b>+/- in %</b>	<b>+/- in € m</b>	<b>2018</b>	<b>2017</b>
Cash Flow from operating activities	54.8	17.7	>+100%	+37.0	4.6	16.7
Cash Flow from investing activities	-7.0	-4.6	-53.4%	-2.4	-4.4	-4.4
Cash Flow from financing activities	-10.1	8.0	–	-18.1	-14.2	-3.7
Cash and cash equivalents at end of period	91.3	66.9	+36.5%	+24.4	45.5	77.7

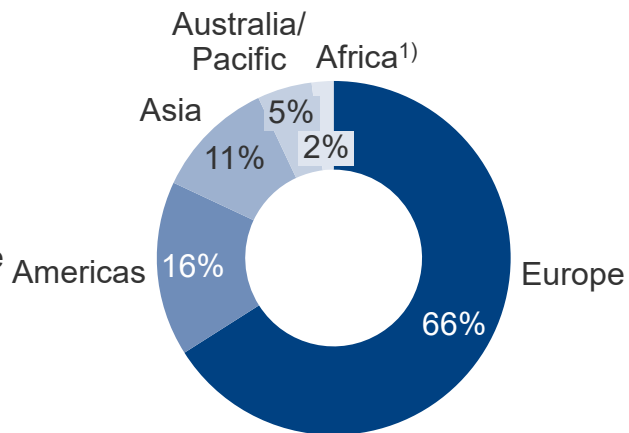
<sup>1)</sup> Initial application of IFRS 16 (Leases) from 1 January 2019 (note 41 to the consolidated financial statements 2019).

## Regional revenue split

Revenue split FY 2019



Revenue split FY 2020



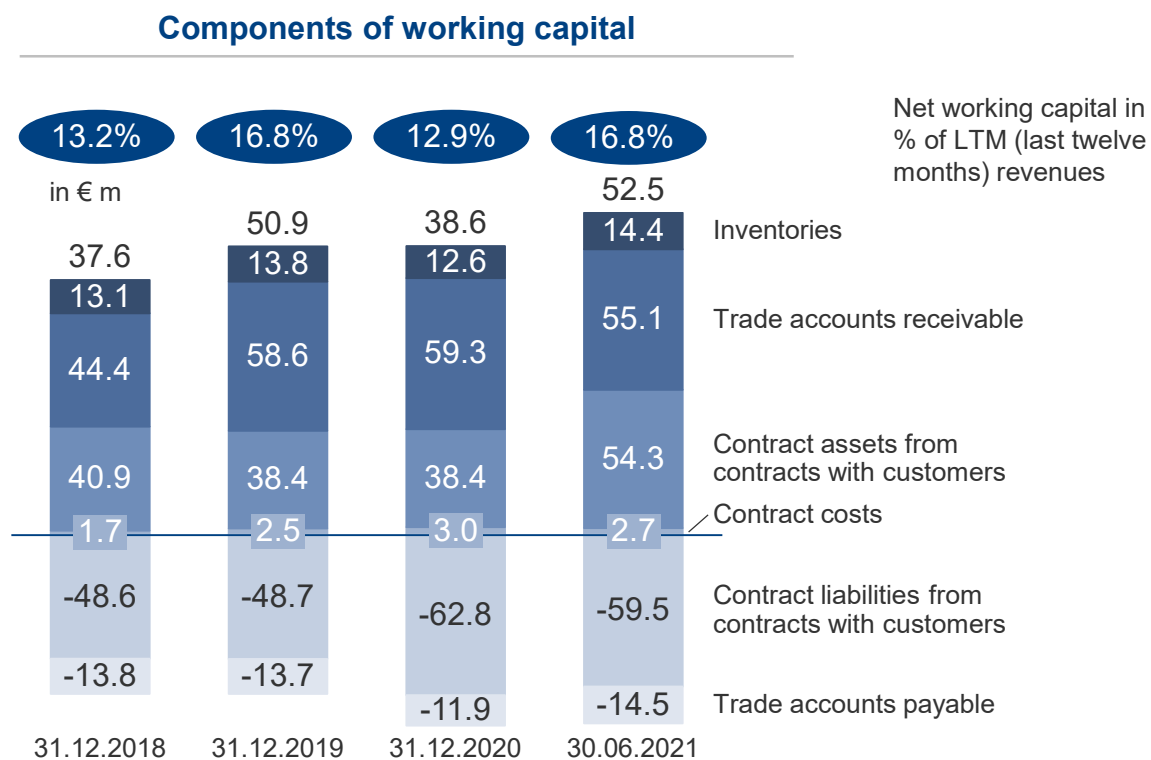
### Comments

- Dominant European home market
- Deviation between regions mostly caused by revenue shift from award of larger orders
- Asia plus Australia / Pacific at same level as Americas (North and South America)

<sup>1)</sup> Including small orders (not allocated).



## Working capital overview



### Comments

- Net working capital in percent of last twelve months revenues below 17% in the past 3 years

## Research & Development – an important part of the Frequentis success story

Diverse R&D activities:

- research
- platform development
- product enhancements
- development for customer projects
- lifecycle and product management

R&D costs comprise both internal and customer-financed activities.

Customer-financed activities mostly take place in the second half of the year.

R&D activities in FY 2019 and 2020 were fully expensed and not capitalised.



R&D expenses:  
€12.8m in 2020 (2019: €22.1m)  
(data based on IAS 38, i.e., internal,  
not customer-financed R&D activities).



## Contact / Financial Calendar

### Investor Relations contact

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### Financial Calendar

Conference / roadshow dates at [www.frequentis.com/financialcalendar](http://www.frequentis.com/financialcalendar)

05.04.2022 Annual financial statements 2021

23.05.2022 Record date for General Meeting

02.06.2022 Annual General Meeting, Vienna

08.06.2022 Ex-dividend day

09.06.2022 Record date for dividend

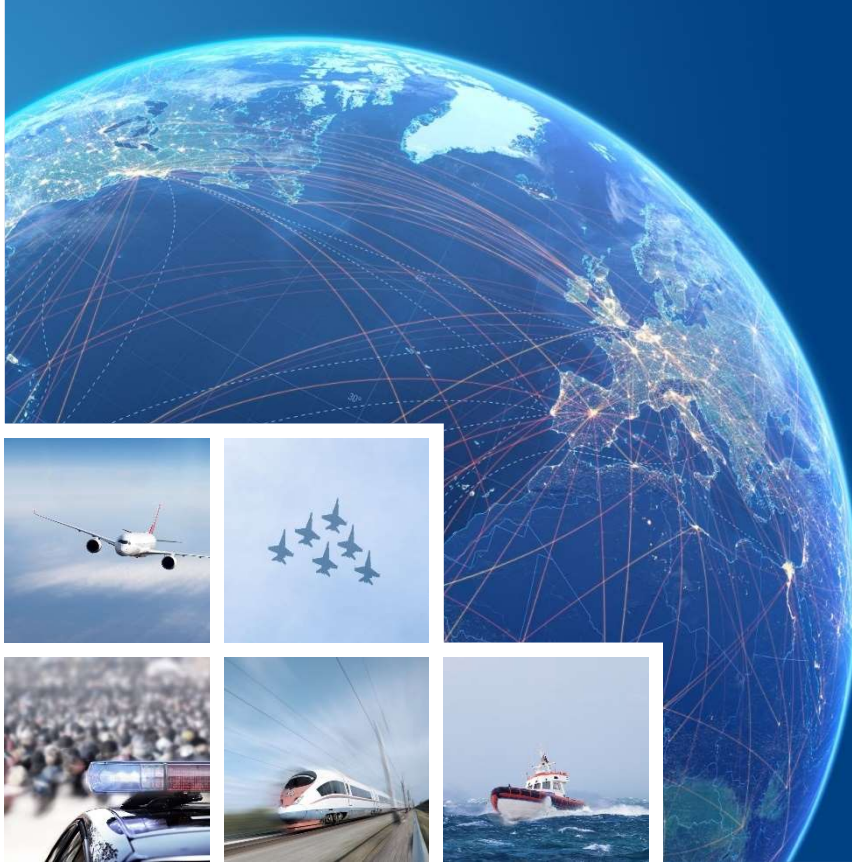
10.06.2022 Dividend payment day

17.08.2022 Half-year financial report 2022

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