

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

150+
countries
served

90%
government
customers

40%
equity ratio,
June 2023

€187m
revenues
H1 2023

€547m
orders on
hand,
June 2023



Highlights H1'23

- Hike in order intake
- Strong revenue growth
- Acquisition of FRAFOS



Order intake

€208.0m

+29.1% vs. H1'22



Orders on hand

€546.7m

+9.8% vs. June'22



Revenues

€186.8m

+11.7% vs. H1'22

Organic growth:
+11.5% vs. H1'22



EBITDA

€8.2m

-0.3m vs. H1'22



EBIT

€-0.3m

+0.2m vs. H1'22



Equity ratio

40.0%

40.7% in June'22



Net cash¹

€75.1m

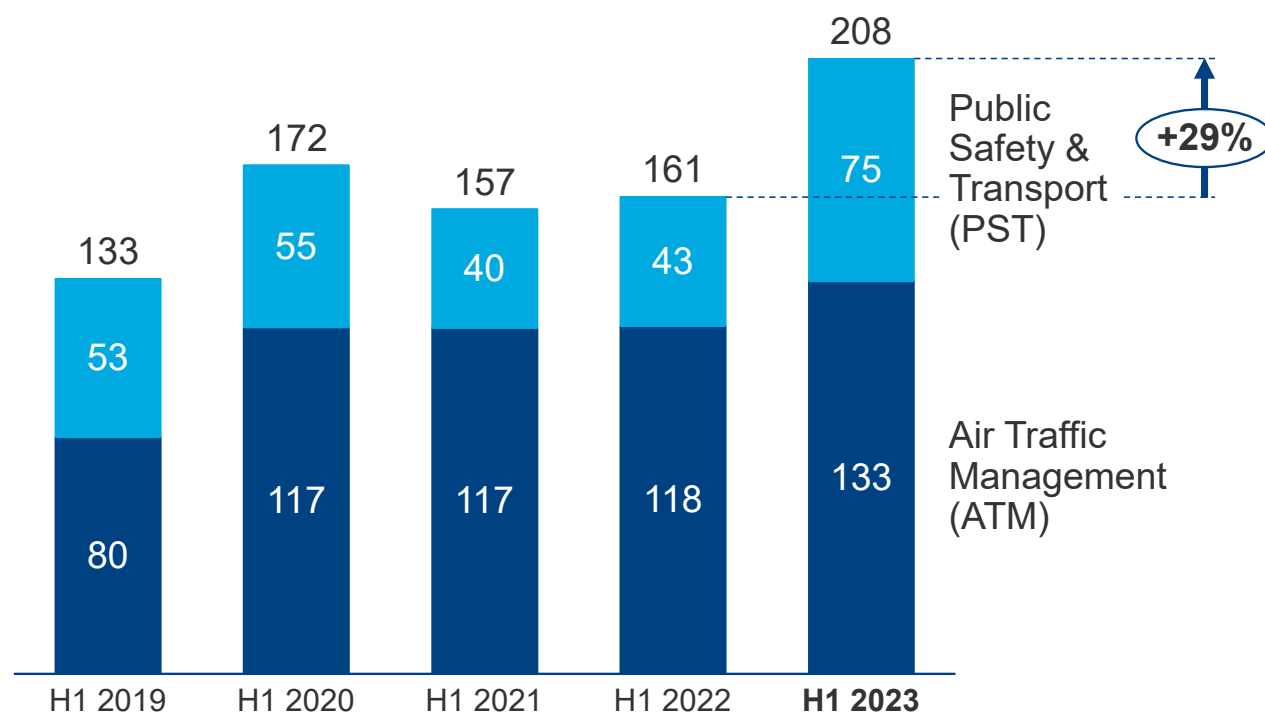
-9.4m vs. June'22



1) Net cash included €51.7m advance payments from customers. Cash and cash equivalents and time deposits were €80.5m, liabilities to banks were €5.4m (thereof €5.2m short-term liabilities).

Hike in order intake

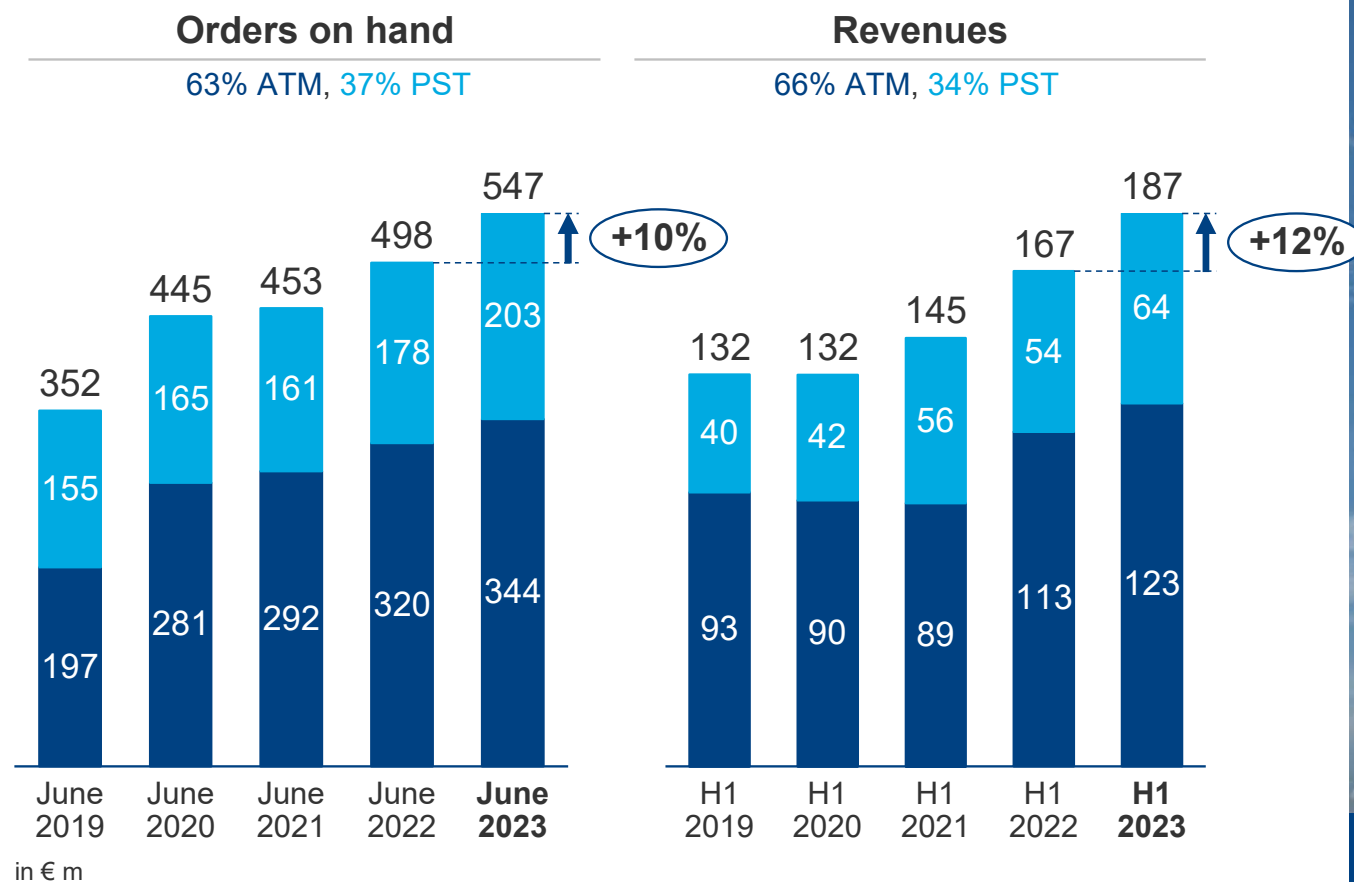
in € m



Hike in orders on hand and revenues



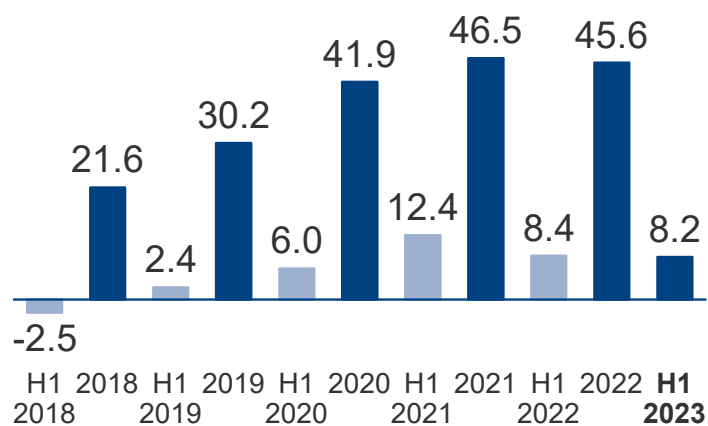
Picture: © Moody AFB Public Affairs Office



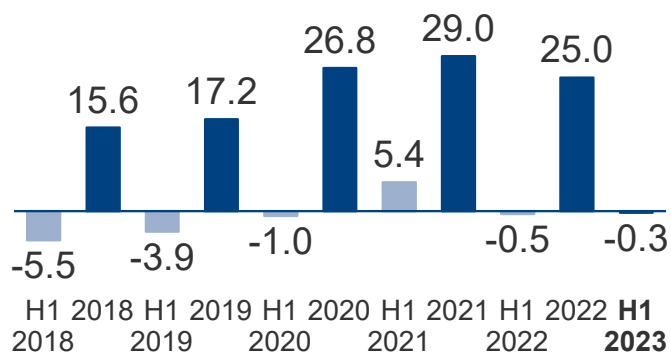
EBITDA and EBIT seasonality

EBITDA

in € m



EBIT



Comments

- EBIT shows typically seasonality, H1 2021 an exception
- Half-year results typically negative: order intake and project acceptance are generally highest at year-end

Consistent implementation of M&A strategy since IPO in 2019

Focus on increasing product portfolio



ATM = Air Traffic Management; PST = Public Safety & Transport

Acquisitions to strengthen product and technology portfolio

FRAFOS, Germany

- Strengthening of cybersecurity competence
- Technology acquisition: security components for Frequentis communication solutions in safety-critical domains
- Key facts
 - 15 employees, €5m revenues
 - Based in Berlin, Germany
 - Management and employees remain on board
 - 76.67% stake acquired by Frequentis

GuardREC ATC, Norway

- Strategic decision to strengthen recorder competence: surveillance, audio, video, data recording, data analytics
- Technology / product acquisition: Existing solution DIVOS and GuardREC ATC will be merged in 2023/24 into one superior product
- Key facts
 - 5 employees, €2m revenue
 - Based in Borre, Norway (close to Oslo)
 - Management and employees remain on board
 - 100% stake acquired by Frequentis
- After integration total of 20 employees in Austria and Norway
- Serviceable addressable global recorder market: €140m per year

Outlook and management agenda for 2023

Orders
on hand
€547m

as of 30 June 2023.

Good basis for revenues for
full year 2023 and beyond.

EBIT
margin
6-8%

Aim is to increase revenues
and order intake.

CapEx of about €10m.

R&D expenses
above 2022 level.

Focus on
solutions

Harmonisation and
integration of
Frequentis products.

Expectations depend on further development of inflation, supply chain bottlenecks, delivery delays and cost of raw materials / electronic components / energy, temporary shifts in orders / revenues.

Contact / Financial Calendar

Investor Relations contact

Stefan Marin, Head of Investor Relations

+43 1 81150 - 1074

investor@frequentis.com

www.frequentis.com/en/ir

Innovationsstrasse 1, 1100 Vienna, Austria

ISIN: ATFREQUENT09, WKN: A2PHG5

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Financial Calendar

Conference / roadshow dates at www.frequentis.com/financialcalendar

16.08.2023 Half-year financial report 2023

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Appendix / Financials

Growth markets: our innovation power in operational use

Remote (digital) towers

Innovative tower technology for civil and military use

- Managing air traffic at airports from remote locations
- Improvement in efficiency, safety, situational awareness
- Denmark, England, France, Germany, Brazil, New Zealand, US



Drone management

Safe management of drones

- Ensure safe coexistence of unmanned aerial vehicles and manned aircraft in shared airspace¹
- Digitalisation of flight management
- Norway, Austria



5G/LTE in control centres

Use of broadband technologies for police / fire / emergency services

- Broadway project: EU-wide mission-critical broadband communication, Frequentis in final phase
- Provision of a platform and applications for devices



Growth drivers: mobility – security – technology

1) Integration of unmanned traffic management (UTM) into established air traffic management systems (ATM).

Financial policy framework

Maintain net cash position at a minimum level of about 10% of Group revenues

Equity ratio of > 35%

Capex of about €10m in 2023¹⁾

R&D expenses in 2023 above 2022 level of €26.8m

1) Including customer systems to be leased.

Key figures Frequentis Group

All figures in € m unless otherwise stated.

Earnings data	2022	2021	+/- in %	+/- in €m	2020	2019 ¹⁾	2018	2017
Revenue	386.0	333.5	+15.7%	+52.4	299.4	303.6	285.8	266.9
EBITDA	45.6	46.5	-1.9%	-0.9	41.9	30.2	21.6	20.0
EBITDA margin	11.8%	13.9%	-2.1 PP	–	14.0%	9.9%	7.6%	7.5%
EBIT	25.0	29.0	-13.7%	-4.0	26.8	17.2	15.6	14.3
EBIT margin	6.5%	8.7%	-2.2 PP	–	9.0%	5.7%	5.5%	5.4%
Profit for the financial year	18.9	20.8	-9.1%	-1.9	-3.4	12.5	11.8	10.7
Earnings per share in €	1.41	1.50	-6.2%	–	-0.30	0.93	0.94	0.82
Order data	2022	2021	+/- in %	+/- in €m	2020	2019	2018	2017
Order intake	404.8	333.2	+21.5%	+71.6	314.6	333.7	306.3	287.8
Orders on hand (at year-end)	522.0	467.9	+11.6%	+54.1	427.6	391.5	355.2	335.3
Statement of financial position	2022	2021	+/- in %	+/- in €m	2020	2019 ¹⁾	2018	2017
Total assets	340.3	315.7	+7.8%	+24.6	277.6	272.1	198.0	194.6
Shareholders' equity	147.3	129.9	+13.4%	+17.4	111.4	116.2	85.6	90.1
Equity ratio	43.3%	41.1%	+2.2 PP	–	40.1%	42.7%	43.3%	46.3%
Net cash	91.0	101.1	-10.0%	-10.1	85.0	77.8	55.4	70.0
No. of employees (average) ³⁾	2.081	1.937	+7.4%	–	1.907	1.849	1.763	1.697
Cash flow statement	2022	2021	+/- in %	+/- in €m	2020	2019 ¹⁾	2018	2017
Cash flow from operating activities	14.2	48.8	-70.8%	-34.5	54.8	17.7	4.6	16.7
Cash flow from investing activities	-20.1	-24.6	+18.2%	+4.5	-7.0	-4.6	-4.4	-4.4
Cash flow from financing activities	-16.5	-12.6	-30.9%	-3.9	-10.1	8.0	-14.2	-3.7
Cash and cash equiv. at end of period	81.4	103.8	-21.6%	-22.4	91.3	66.9	45.5	77.7

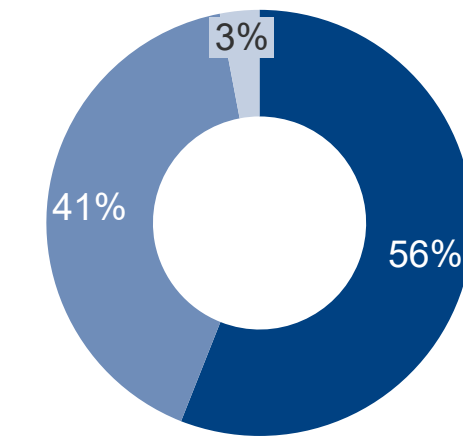
1) Initial application of IFRS 16 (Leases) from 1 January 2019 (note 41 to the consolidated financial statements 2019).

2) Comparative figures for 2020 restated. 3) Average number of employees expressed as full-time equivalents (FTE); comparative figures for 2021 restated.

Revenue split

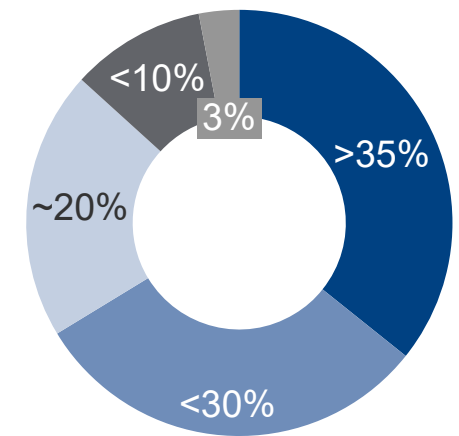


Revenue split by category 2022



- Follow-on business for installed systems and solutions (IBB/installed base business)
- New products for established customers and existing products for new customers
- Consulting and other
- Hardware

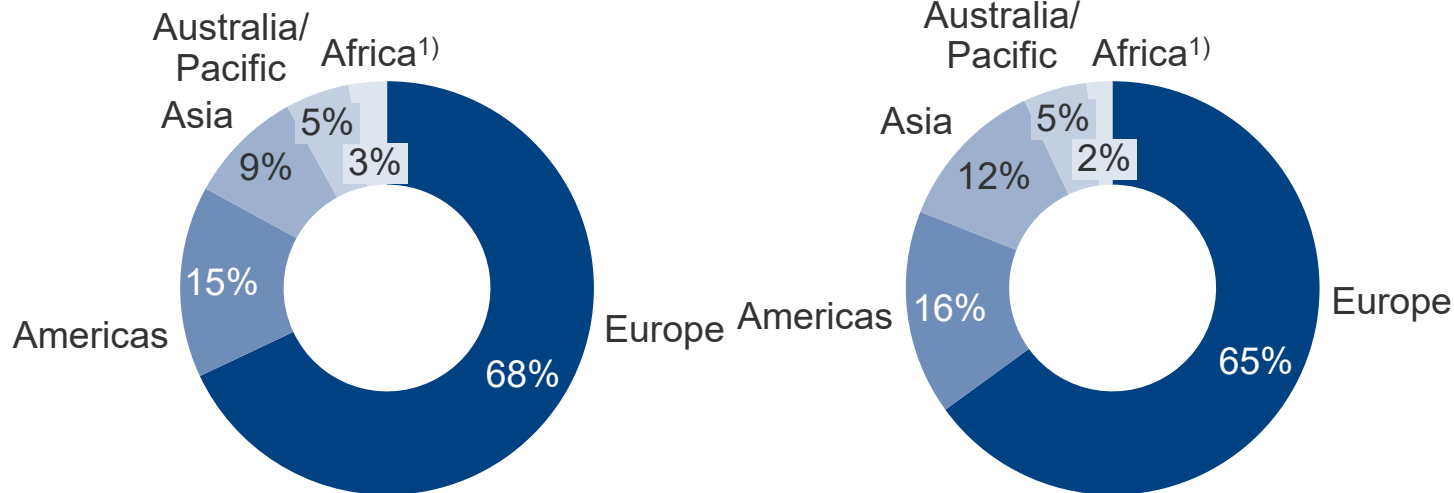
Approximate revenue split by revenue type



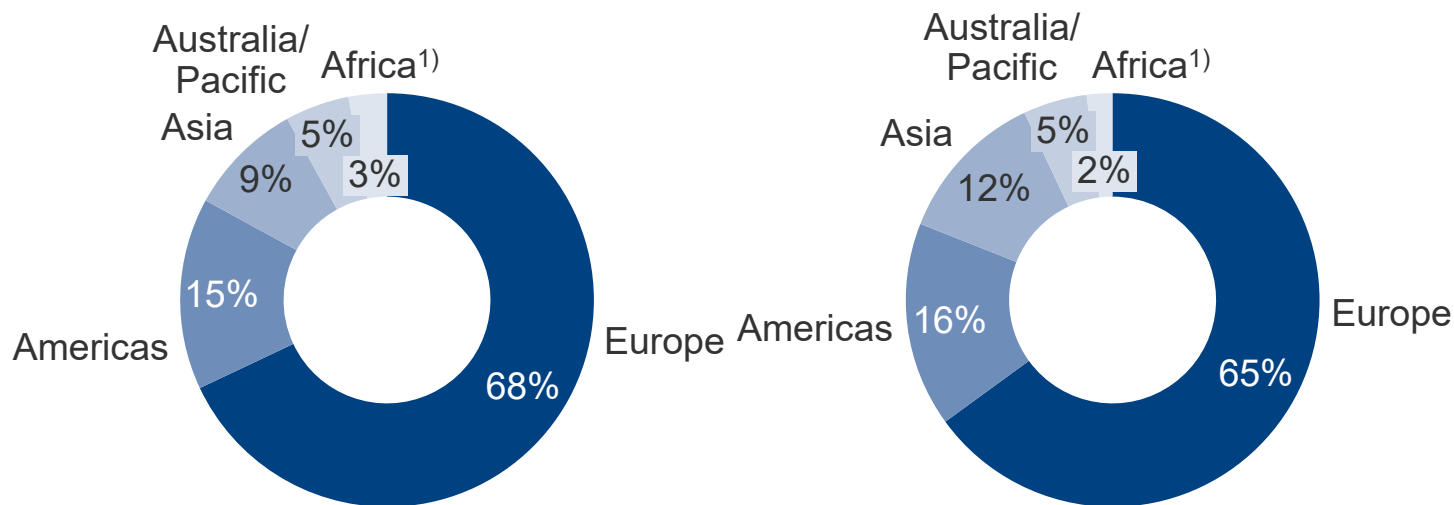
- In-project services
- Maintenance
- Software
- Hardware
- Consulting and other

Revenue split by region

Revenue split by region
2021



Revenue split by region
2022



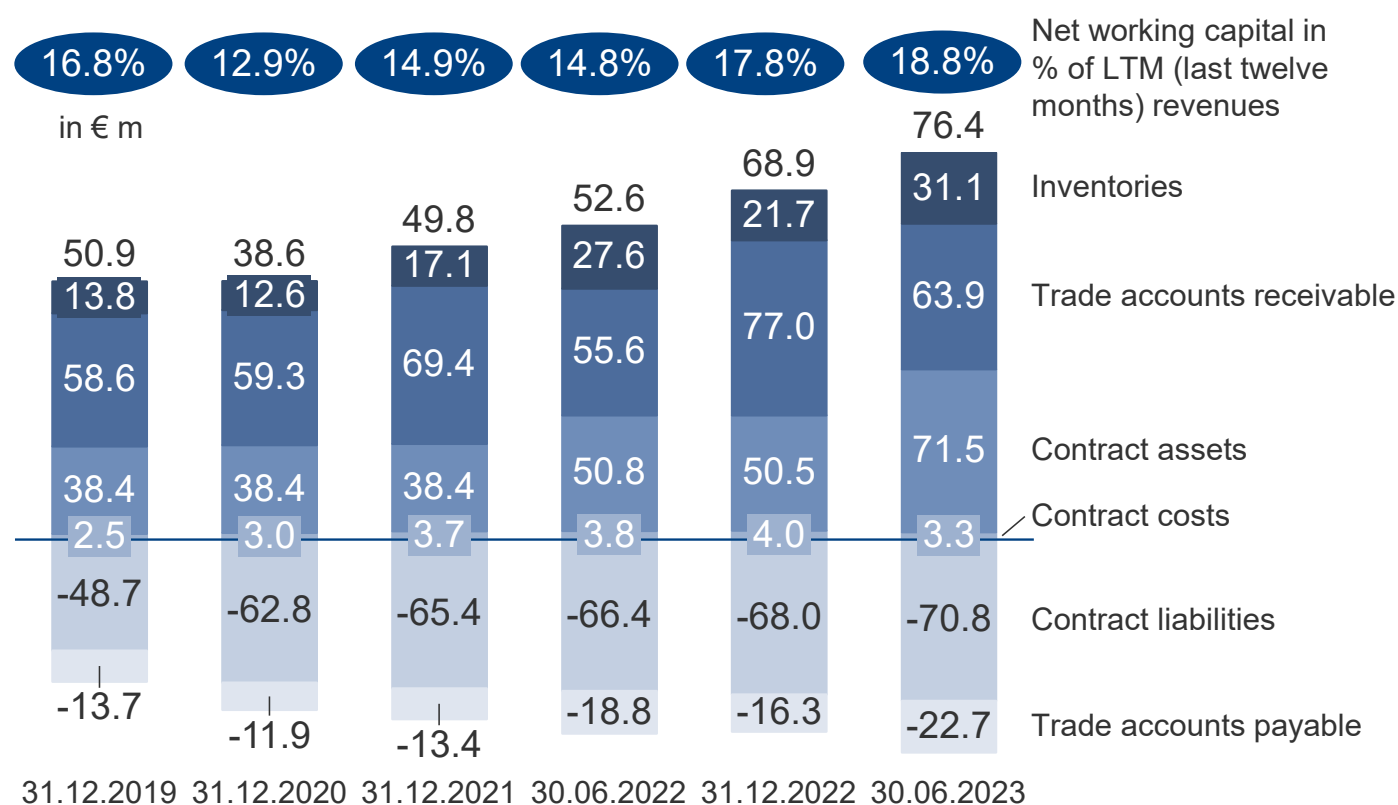
Comments

- 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)

¹⁾ Including small orders (not allocated).

Working capital overview

Components of working capital



Comments

- Net working capital as a percentage of LTM revenues below 19% in the past 5 years.
- Inventories higher due to
 - Stocking of electrical components and assemblies to meet long-term delivery and maintenance obligations despite discontinuations by producers and delivery bottlenecks
 - Usually, a stronger increase in inventories in the first half of the year to cover project requirements in the second half of the year

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 expenses 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 2022 were fully expensed and not capitalised.



R&D expenses:
€26.8m in 2022
(€15.0m in '21, €12.8m in '20,
€22.1m in '19)
Data based on IAS 38, i.e., internal,
not customer-financed R&D activities.



Appendix / About us

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

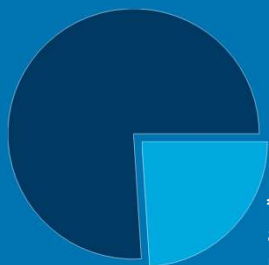


Maritime

- Coastguard / Navy
- Offshore
- Port authorities
- Search and rescue

Vision #1 in control centre solutions

€13.1bn
total market size



€3.2bn
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 (9 acquisitions since IPO: 5 in ATM, 4 in PST)



Actively shaping major trends in the control centre market

Digitalisation

Virtualisation

Integration

Automation

Sustainability

€13.1bn
total market size



€3.2bn
addressable
market

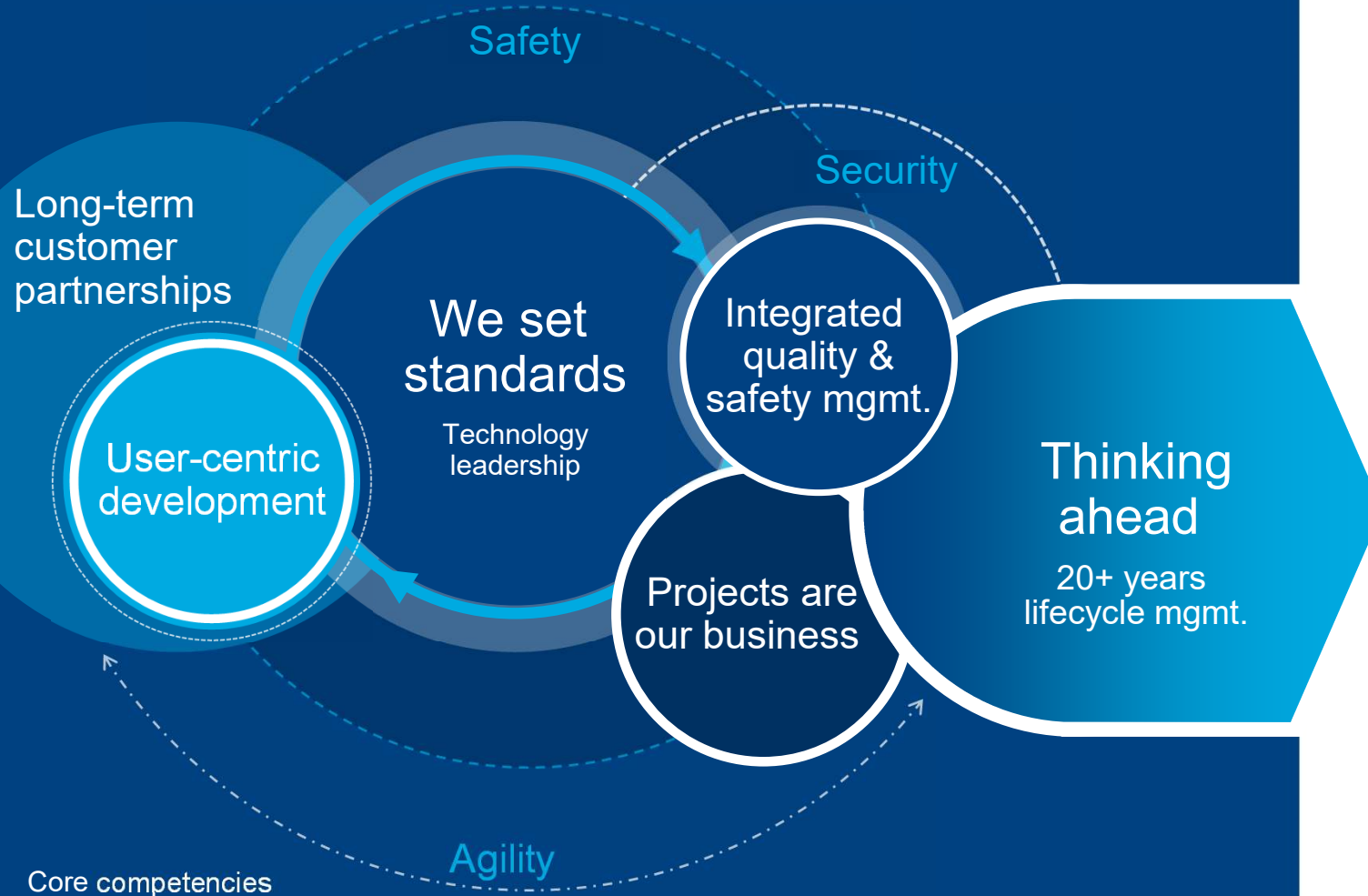
Tactical situation tools
Displaying the current situation

Voice & data communication
Backbone of operational control

Planning & mgmt. tools
Supporting decisions

Safety-critical networks
Ensuring seamless business continuity

Delivering the best solutions for our customers



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



FREQUENTIS

- 2023 ATM Award
Overall Excellence
with Avinor
- 2022 & 2023 Vienna Stock Exchange
Mid Cap Award
- 2022 ICC Award
Control Room Innovation:
LifeX
- 2021 Sustainability Award at
the World ATM Congress
Frequentis Orthogon
arrival management
system (AMAN)
- 2020 European Small and
Mid-Cap Awards
Star of Innovation
- ATM Award
ATM/UTM integration
- 2019 ICC Award
Bearer independent
communication
- IHS Jane's Award
for ATC technology

Rethinking control centres



Contributing – collaborating – leading



15+ active memberships in industry and standardisation bodies

1) In the past 4 years we invested on average about 6% of our revenue for internal R&D activities;

Leadership team

Executive board



Norbert Haslacher
CEO

Strategy, Global Sales, Strategic Business Units, Corp. Comms & Marketing, Investor Relations, New Business Development & Invest4Tech, New Market Solutions, Partnerships and M&A



Monika Haselbacher
COO

Project Management & PMO, Customer Services, Health Safety Environment (HSE) Mgmt., Group Governance, Processes & Efficiency, Quality Mgmt., Safety Mgmt., Group Mgmt.



Hermann Mattanovich
CTO

Technology Management, Production & Logistics, Procurement, Product Management, Security



Peter Skerlan
CFO

Finance, Human Resources, IT, Legal, Facility Management, Environment, Social & Governance (ESG), Internal Audit & Compliance

Supervisory board

Chairman

Hannes Bardach

Deputy chairman

Karl Michael Millauer

Members

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

Delegated by the Workers' Council

**Stefan Hackethal
Gabriele Schedl
Reinhard Steidl**

Shareholder structure

Shareholder structure

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

13,280,000
 shares outstanding



Listed on Frankfurt and Vienna stock exchanges



14 May 2019
 Initial listing



ATFREQUENT09

ISIN

FQT

Ticker symbol

www.frequentis.com/en/ir

Investor relations website



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Investor Relations newsletter
and inquiries:

investor@frequentis.com

ISIN: ATFREQUENT09, WKN: A2PHG5

www.frequentis.com/en/ir

Stefan Marin, +43 1 81150 1074