



FREQUENTIS
FOR A SAFER WORLD

Our engagement in CEE:
The new normal.

Martin Chaloupek
Head of Sales Central Europe
2019 09 26

Martin Chaloupek, Head of Sales Central Europe, Frequentis AG

85 51 190



IBM

IBM

FREQUENTIS

solvedirect
Smart Service Integration



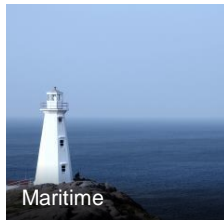
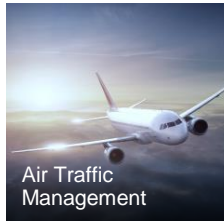
SEMPERIT ⓘ

atms



FQT: Highly reliable communication and information solutions for a safer world

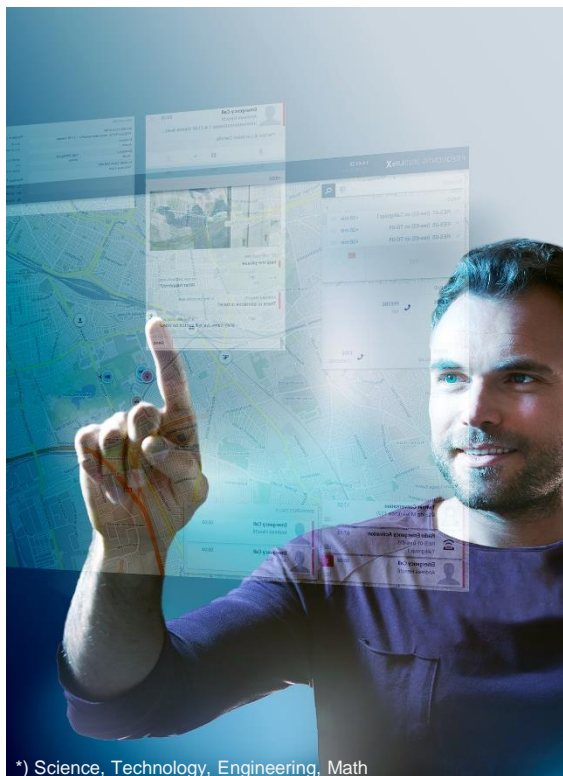
70+ years of innovation in mission-critical applications



Our vision: Number One in control centre solutions

The Frequentis group engages globally to protect lives

Global market leader in secure voice communications and control centre solutions



*) Science, Technology, Engineering, Math

294 M EUR
Total operating
performance 2018

14%
R&D

1,900+
Employees

75% STEM*

C E E

1998: 1 M EUR
2008: 8 M EUR
2018: 20 M EUR

Headquarters Vienna



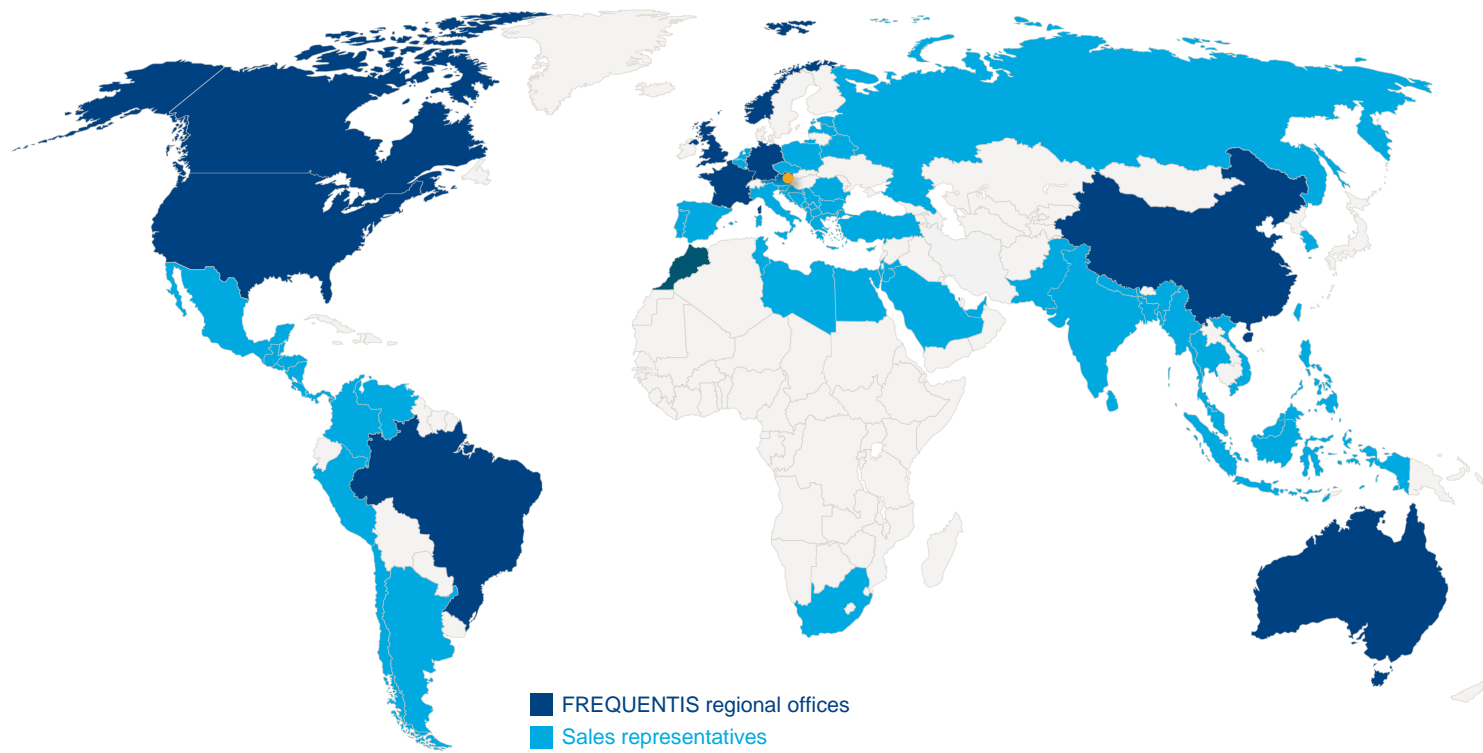
Solutions partners and regional offices in 50+ countries

1947
Established

2019
IPO Frankfurt + Vienna



Frequentis – a strong network around the world



25,000
working positions using
Frequentis solutions

500+
customers

140
countries

90%
of all passengers worldwide are
served by Frequentis customers

33%
of the world safer with
Frequentis networks

#1
in GSM-R dispatcher terminals

240,000km
protecting the largest
maritime coastline

Doing business in Europe: The new normal.

The Rule
of Law

Financing
investments
and financial
institutions

G T M

Divides?
East | West
North | South
EUR | EU | NATO
Religions | Regions

G2G
vs
EU R&D

Changing
governments
and political
leaders

Business
ethics
and local
culture

*“Bottle of
Schnaps
wanted?”*



FREQUENTIS

FOR A SAFER WORLD

Air Traffic
Management

Defence

Maritime

Public
Transport

Public
Safety