

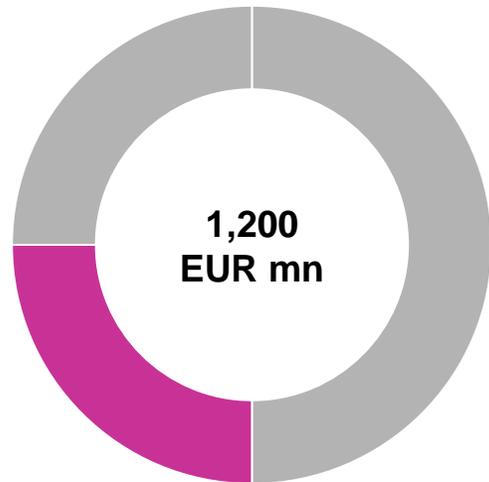


MORE LIGHT

Smart Mobility Solutions

Kevin Chevis

In the Smart Mobility market we aim to become a global full-solution provider



Smart Mobility Solutions 

Ambition

We aspire to become a global full-solution provider in Smart Mobility, equipping and servicing critical infrastructure with an innovative product portfolio while earning at least 50% recurring revenue

We offer Smart Mobility Solutions to increase road safety, enable emission control and fairness of payment for road use

Our solutions

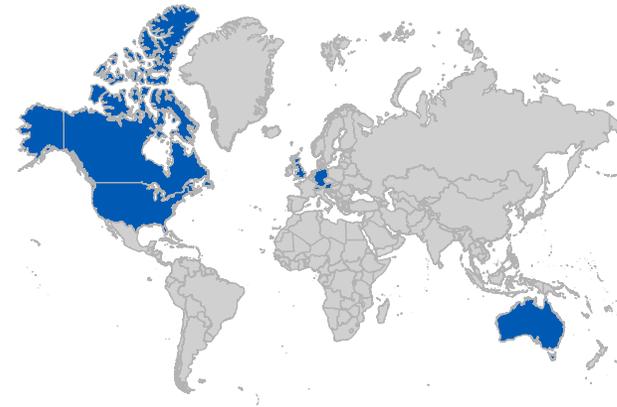


We provide **photonics-based Smart Mobility solutions**, for three main applications

- Traffic Law Enforcement
- Road User Charging
- Civil Security

These solutions identify driver behavior, movement patterns and vehicle classifications

Our markets



Our domestic markets are Germany, United Kingdom, Netherlands, Switzerland, Austria, USA, Canada and Australia

For future growth **we will further develop our presence in North America, Europe, Middle East as well as African countries**

Our customers are local and regional governments as well as Police institutions

Our value proposition



We know market-specific regulatory requirements in each market and our products and services are certified accordingly

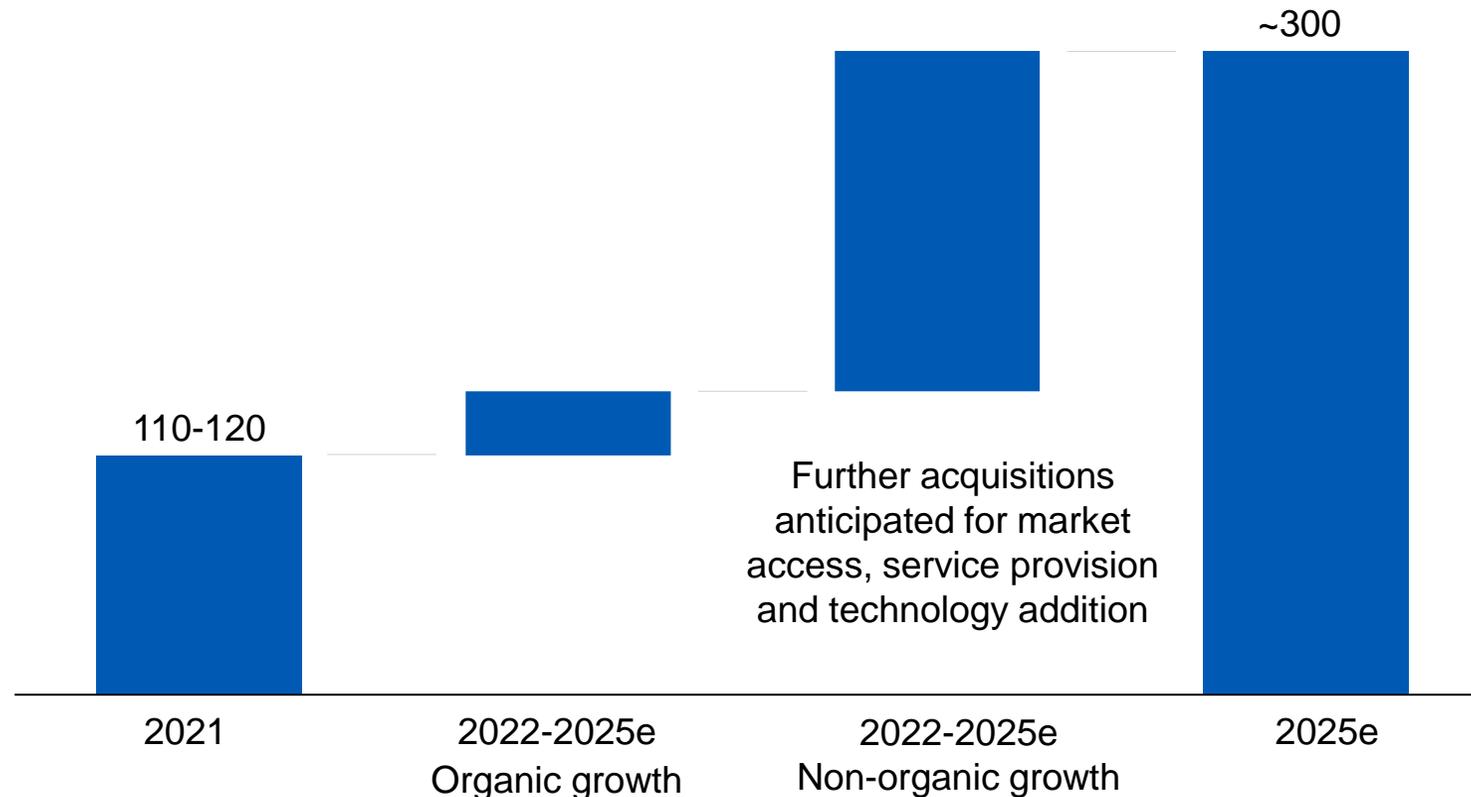
We are the **end-to-end partner** for our customers

- Photonic hardware solutions
- Software to evaluate photonic signals
- Deployment, maintenance and operations

Source: Jenoptik L&S division

We have the ambition to significantly grow the business until 2025

Revenue breakdown 2021-2025e, EUR mn



Source: Jenoptik

Situation and outlook

We're a profitable business with a strong background in hardware provision and support

Until 2025 we aspire to become a full solution provider in **Smart Mobility Solutions**

- **Continue business model shift** from technology towards end-to-end solution provider
- **Updating our product portfolio** with a new generation solution for high-end markets and the launch of a product-series for low-end markets
- Grow non-organically by **entering new countries**, increase value chain and broaden technology portfolio

We aim to increase our offering along the value chain and grow in service provision

Our value chain

Incident



Technology



Provision of roadside equipment along with software, including installation, support and integration.

Service



Provision of additional services along the value chain, including review and payment processes

Our focus today

Our growth lever

We aim to **increase our market share** by expanding our activity along the value chain

Customer demand for integrated service offerings increases, unlocks a large value pool and **increases our share of recurring revenues**

We innovate by leveraging our Photonics and Artificial Intelligence expertise, pushing the boundaries – of what was previously thought impossible

Using synthetic data:

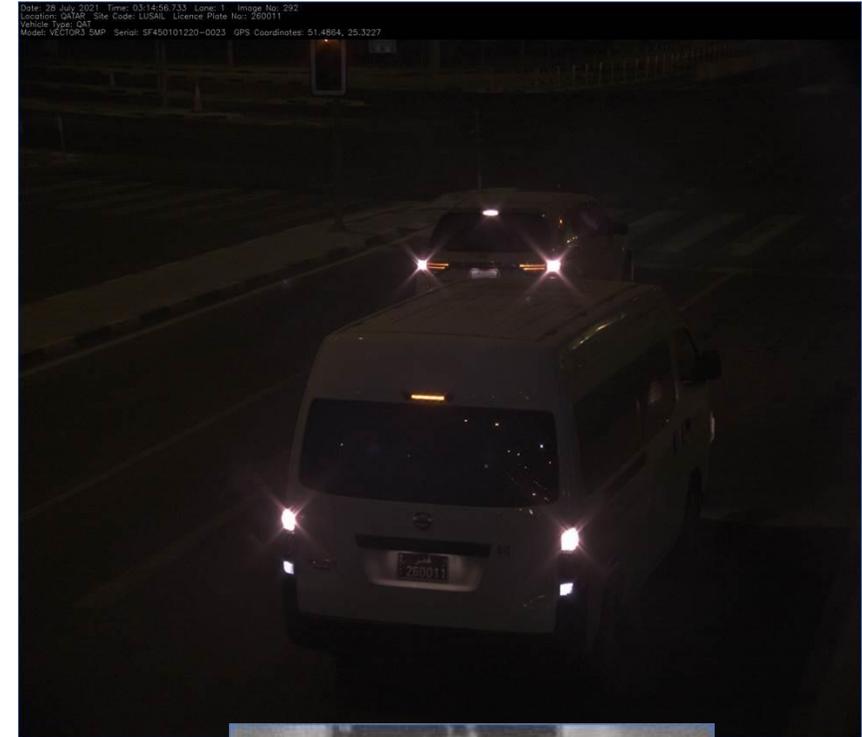
We now have the capability to create and use synthetic training data to accelerate the development of new number plate formats and styles, giving us rapid access to new markets

Speed Measurement using Video Analytics:

Using video analytics we have developed highly accurate speed measurement, giving us access to emerging markets and an efficient solution for Secondary Speed Verification in homologated markets

Non Retro-Reflective Plate detection:

Building on existing patents, we are now able to locate and read extremely difficult numbers plates in poor lighting conditions, without the need for white light, providing a unique market capability



We accelerate and drive to the future world of autonomous vehicles

V2X development – Vehicle to infrastructure:

Collaborated development with TRL (Transport Research Laboratory) on our V2X protocol. Project running for 6 months in UK with first results in relation to communication, integration and testing.

Smart Mobility Living Labs:

Innovation community, providing the test environment and access to infrastructure and autonomous vehicles for real-world testing and V2X communications

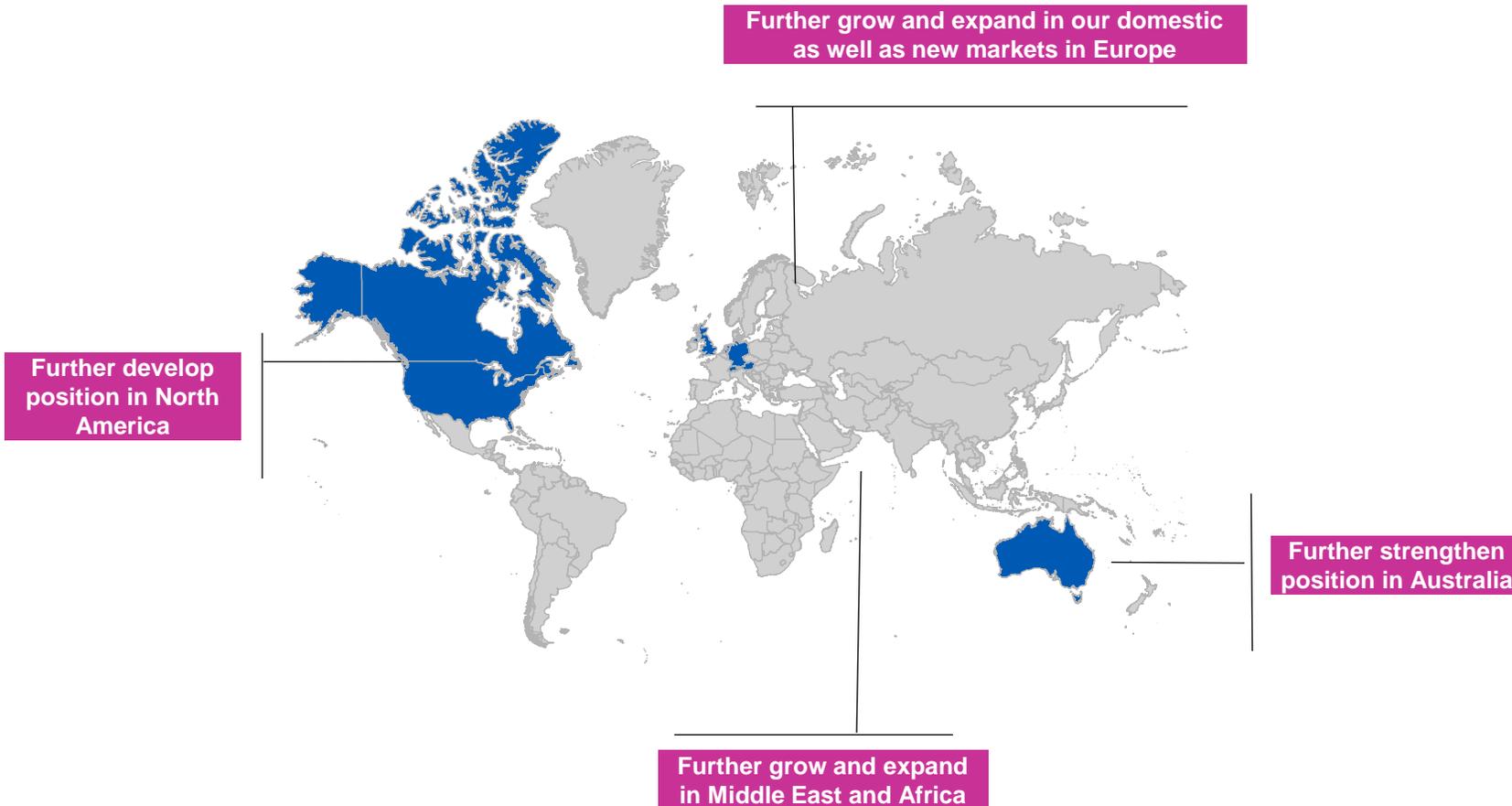
Collaboration project:

First collaborative CAV approach with pilot customer.

Goal is to apply ‘real world use case’ with Sensing and V2X Communication



We plan to further expand in our home markets, as well as Middle East and Africa



Key objectives for future growth

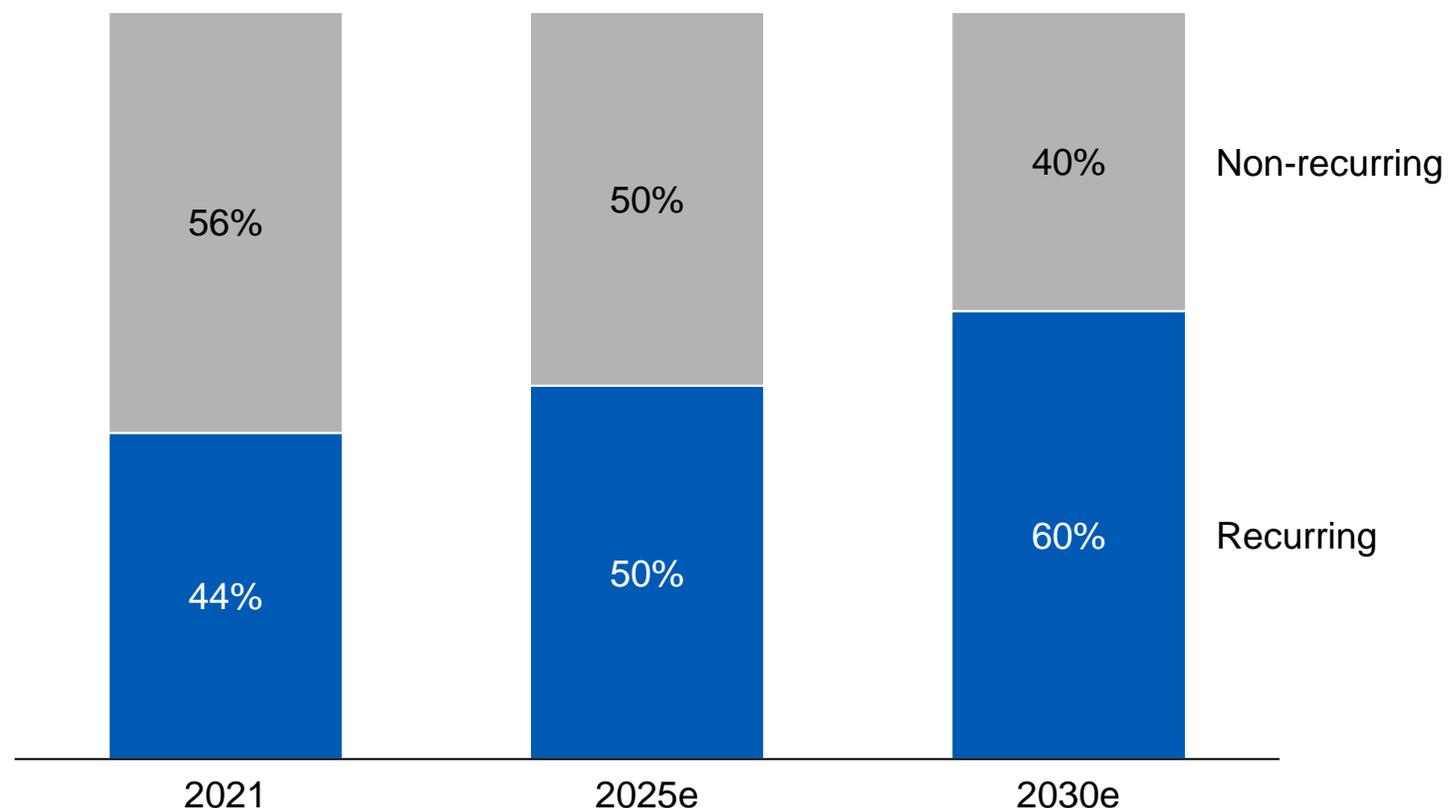
Geographical expansion within our core business; market access to new areas

Value chain expansion into growing segments to ensure market access

Invest into technology to widen our product portfolio and accelerate our roadmap

By strengthening our service business, we increase the share of recurring revenues

Revenue breakdown 2021-2030e by recurrence



Key takeaways

We already have 44% recurring revenues which increase resilience against economic downturns

Ambition to increase share of recurring revenues until 2025 to 50% or approx. 150 EUR mn

By strengthening our service business, we increase the share of recurring revenues

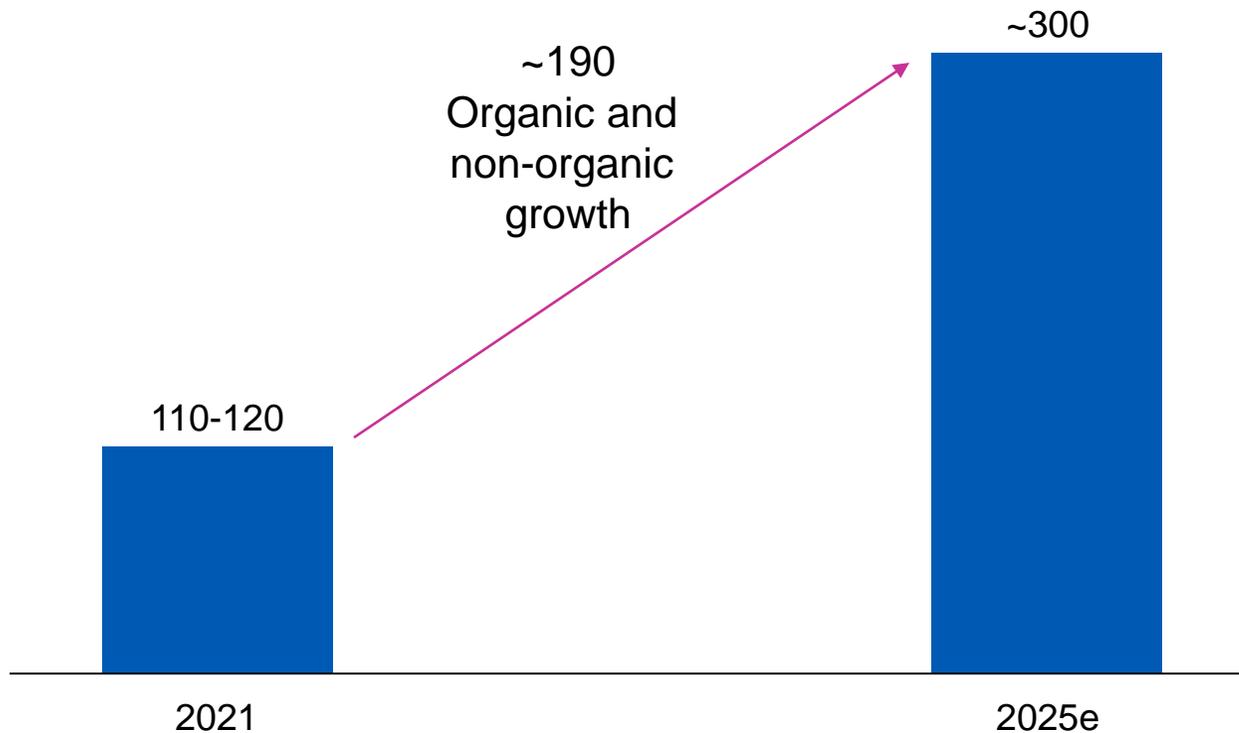
- Non-organic growth considers service business and recurring revenues as prioritization criteria
- Organic growth targeted at markets that allow for service offerings and thus recurring revenues

We have the financial strength to cover the required upfront investments when growing service business

Source: Jenoptik

Summary: we execute four key actions to enter the prioritized markets so that we can reach our revenue ambition in 2025 of ~300 EUR mn

Revenue breakdown 2021-2025e, EUR mn



Source: Jenoptik

Organic growth

- 1 Build out value chain and customer relationships, especially in North America
- 2 Update product portfolio with platform approach: entry level products for emerging markets and high-end solutions for developed markets

Non-organic growth

- 3 Increase market share and value chain exposure e.g. North America, Europe
- 4 Increase technical capabilities and broaden product portfolio

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