

Experience makes the difference.

# Innovations for public transport.

**init**

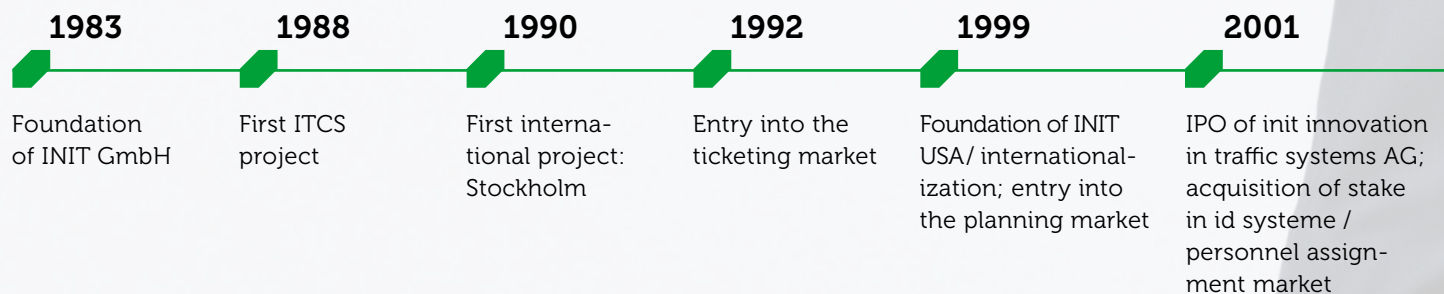
The Future of Mobility



# We live up to the standards of an innovation leader: INIT – The Future of Mobility.

Mobility is our passion. For more than 40 years, INIT has been making public transport faster, more efficient and more attractive – for transport companies and their passengers all over the world. As world market leader for integrated planning, dispatching, telematics and ticketing solutions we are committed to moving public transport forward.

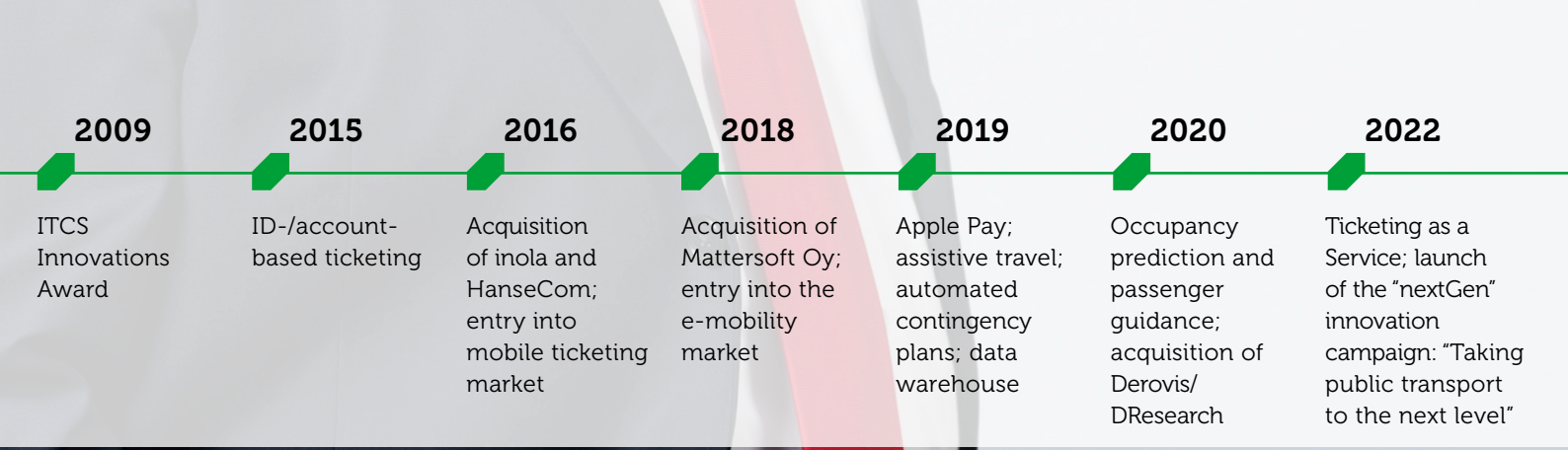
## Experience that leads the way





*“My vision for more than 40 years has been to make technological progress quickly available for public transport. Nevertheless, innovation is not an end in itself, but contributes to solutions that help our customers achieve their goals.”*

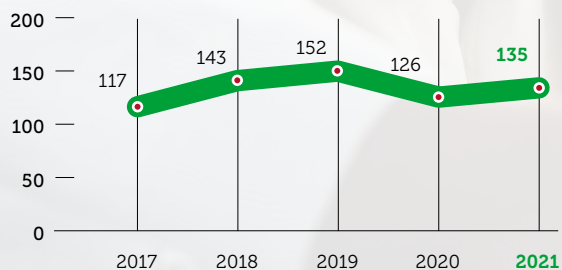
Dr. Gottfried Greschner, founder and CEO of INIT



# Solid and prospering

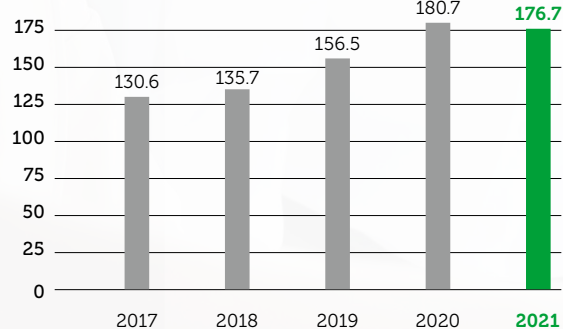
## Order backlog

in million EUR

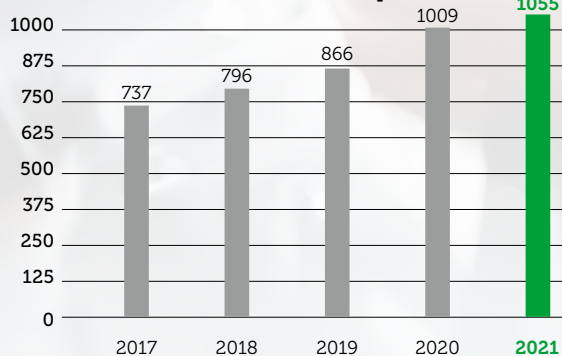


## Revenue development

in million EUR

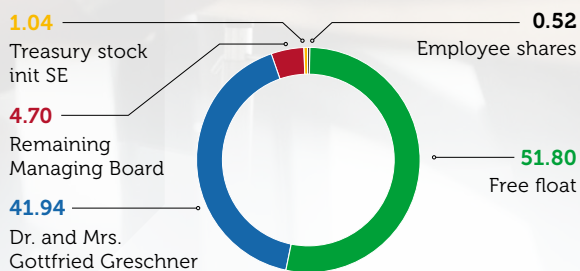


## Personnel development



## Shareholder structure in 2021

in % (as of 31 December 2021)



# Many challenges, one vision: Establish excellence.

*Since 1983, INIT has evolved from a university spin-off to the world market leader for ITS solutions. Everything we do is based on our credo to be the most innovative, reliable and sustainable supplier.*

*Our principles are:*

## Building relationships

INIT develops the mobility of the future. We strive for relationships with our customers that are based on trust, reliability and comprehensive service – since a successful partnership is always based on satisfaction.

## Connecting intelligence

INIT works hard to provide innovative solutions for public transport by cooperating with universities, public transport associations (VDV, UITP) and through participating in research projects.



## Growing sustainably

For INIT, growth is always linked to organic development. We do not grow to dominate the market but to find the best answers to the global challenges of modern mobility.

## Empowering employees

Giving employees a share in the company's success, providing training and further education and offering a family-friendly work environment – we embrace a corporate culture where employees can develop their abilities and succeed.

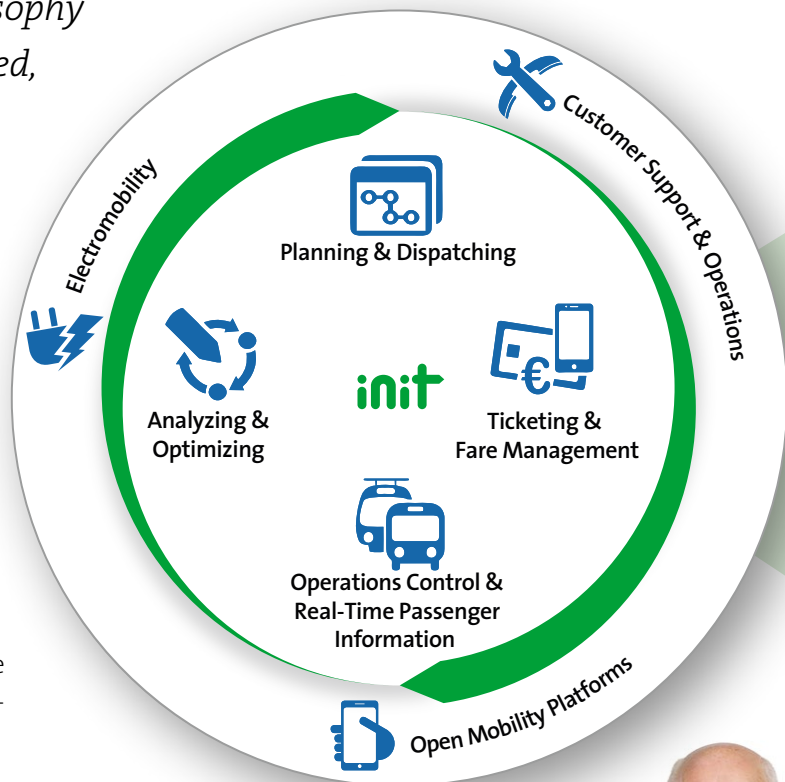


# Uniquely integrated solutions. For the highest efficiency and best service quality.

*It is part of INIT's system philosophy  
to consider processes not isolated,  
but in their context.*

Today, INIT is the only supplier in the world covering the complete range of tasks that public transport companies face – with a fully integrated system for planning, dispatching, operations control and ticketing. INIT's exceptional performance is based on a simple philosophy: Only perfectly integrated soft- and hardware solutions can develop their full synergy potential and provide maximum assistance to our customers in completing their complex tasks.

Transport companies can choose according to their needs: a one-stop solution, including approved strategies for a smooth system migration. Or single modules that smoothly integrate into the existing system environment. Step by step they can be supplemented to build a fully integrated system. The use of standardized interfaces supports this flexibility – all to achieve a better service and attract more passengers, while allowing higher profitability and competitiveness.



*“Public transport companies need a  
strong technology partner, one who un-  
derstands their processes and makes the  
company's goals their own.”*

Drs. Hans Rat,  
former member of Supervisory Board INIT,  
Honorary Secretary General of the UITP

## Planning & Dispatching

From planning timetables to optimized deployment and management of vehicles and drivers – we provide you the tools to get the most out of your resources.



## Ticketing & Fare Management

Whether smartcard, barcode, EMV, Apple Pay, Google Pay, Samsung Pay, check-in / check-out or paper ticket – INIT makes it easy for passengers to pay the right fare. And you enjoy our easy-to-use fare management software.



## Operations Control & Real-Time Passenger Information

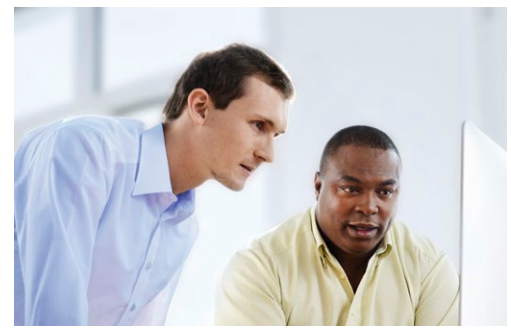
Keeping an eye on the traffic situation, increasing punctuality, fixing disruptions quickly and automatically keeping passengers well-informed in real-time: higher service quality ensures greater customer satisfaction – and thus higher passenger numbers.



One integrated system –  
for all tasks of public transport.

## Analyzing & Optimizing

Get maximum benefit from your data – we support you in this: for example, for service optimization, revenue sharing, or in passenger information to indicate occupancy levels.



## Customer Support & Operations

Even after the installation of your system, we are at your side with many services. From maintenance to technical operations, from hosting to data management. With our support, your solution not only works optimally adapted to your needs, but also remains future-proof.



## Open Mobility Platforms

Integrating new mobility offers into a smart concept. This becomes reality with an intermodal booking and payment platform that creates genuine additional value. So customers have to register just once and can pay through one platform. Your company remains the decisive player on the mobility market.



## Electromobility

Implementing e-buses with ease and manage them efficiently: This is where we support you. From strategic planning to depot management, dispatching, charge management to a reliable range prognosis and monitoring.



# Sharing gained experience. For mutual success.

*In our project work, we systematically foster an open dialogue and a close collaboration. Every project manager is an experienced professional in his field and familiar with the local conditions. This enables a better customization and faster implementation of solutions. All over the world.*

## Specific solutions

Customer proximity means: Our experts are on-site. They analyze and evaluate, plan and supervise – from data flows to processes. Hence, they get a clear understanding of the individual requirements and conditions and can develop the perfect solution.

## Direct communication

INIT's management, the project managers, developers, service experts – and our customers – all work hand in hand on projects. Since the best solutions are based on cooperation.





### **In-depth understanding of processes**

Our core competence is our profound knowledge of data and information flows within a public transport company. Our strength is our ability to map and support our customers' operational processes from a technological point of view.

### **Comprehensive knowledge**

Our world revolves around our customers: small and large public transport companies, their daily tasks, new challenges, their vehicles and passengers, technical developments and trends. This holistic overview allows us to provide targeted solutions.

### **Many years of experience**

Every new experience deepens our knowledge. By choosing INIT, you benefit from our unique experience gained through many successfully completed projects around the world. This makes us an innovative global player – and a reliable partner. Precise, flexible, efficient.

# We move you forward. Improving public transport.

*All over the world, public transport is more attractive, faster and more efficient thanks to INIT's technology.*

*Being in tune with the local conditions, INIT always finds the appropriate solution – for 20 vehicles or for 2,000, for mega cities or regional transport. We are present right where you are. At currently more than 30 locations all over the world.*

## **Expertise you can count on:**

40+ years of experience

1,100+ transport providers

200,000+ vehicles

130+ ITCS/RTPI systems

140+ ticketing systems

100+ planning systems

120+ personnel assignment systems

40+ vehicle dispatching and depot management systems

300+ passenger counting systems

California  
Hamelin  
Uppsala Tucson Zürich  
Cincinnati Frankfurt  
Basel  
Sacramento Vienna  
Regensburg  
Bergen Nashville Magdeburg  
Avignon Salt Lake City  
Nordhausen Vancouver Albany Dubai  
Düsseldorf Reutlingen Karlsruhe  
Portland Seattle  
Graz  
Duisburg Hongkong Ulm Biberach  
Oldenburg Dresden Lüdenscheid Mülheim  
Spokane Utrecht Stockholm Nottingham Berlin  
Turku Dublin Los Angeles Aalen Hamburg  
The Hague Neuchâtel Wuppertal  
Göttingen Salzburg Toronto Hildesheim New York City  
Munich  
Brisbane Tampa San Francisco  
Osnabrück Bremerhaven Abu Dhabi Gießen Christchurch  
Bremen Montréal Nuremberg  
Oslo Trier  
Paderborn Rotterdam West Midlands  
Gotha Luxembourg Halle  
Houston Denver Essen Honolulu  
San Diego Völklingen Bad Kreuznach

## In good company.

*More than 1,100 leading public transport companies all over the world rely on customized solutions provided by INIT. Have a look at their success stories and find more information regarding our references on our website [www.initse.com](http://www.initse.com)*

*If you wish to learn more about the uniquely integrated system solutions provided by INIT, please contact us at [sales@initse.com](mailto:sales@initse.com)*

*We look forward to hearing from you.*

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INIT is the worldwide leading supplier of integrated planning, dispatching, telematics and ticketing systems for buses and trains. For 40 years, we have been assisting transport companies in making public transport more attractive, reliable and more efficient.

**INIT Group**



[sales@initse.com](mailto:sales@initse.com) | [www.initse.com](http://www.initse.com)

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**The Future of Mobility**