



Air Traffic Management

Defence

Maritime

Public Transport

Public Safety

Gerd Gröbminger
Director de Ventas
America Latina
y Caribe

FREQUENTIS

FOR A SAFER WORLD

FREQUENTIS
For a Safer World
MEVA TMG31 - Jamaica
2016

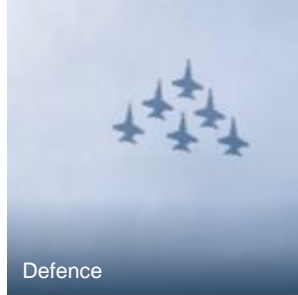
Highly reliable communication and information solutions for a safer world

More than 65 years of innovation in safety-critical applications



Highly reliable communication and information solutions for a safer world

Control centre across industries



Frequentis group 2015

Global market leader



Headquarters **Vienna**



Solutions partners and regional offices in over 50 countries

95%
Export



228 M EUR
turnover 2015

1947

Established



1,309 Employees



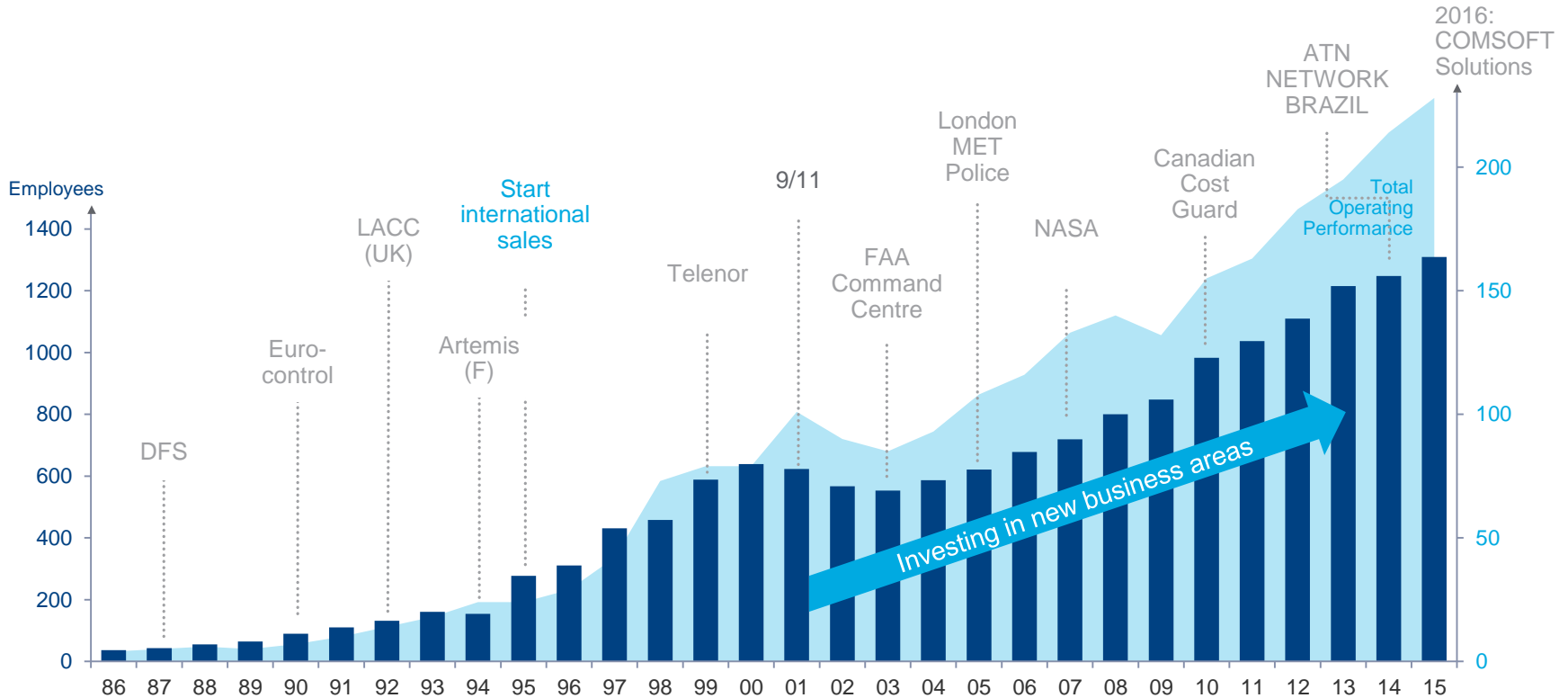
80% STEM*

12%
R&D



Continued sustainable growth for more than 30 years

Operating performance and employees



(as of: 05/2015)

Frequentis group structure

FREQUENTIS AG

Regions

FREQUENTIS Australasia Pty. Ltd.

FREQUENTIS do Brasil

FREQUENTIS Canada Ltd.

FREQUENTIS France SARL

FREQUENTIS Deutschland GmbH, GER

FREQUENTIS Norway AS

FREQUENTIS (Shanghai) Co. Ltd

FREQUENTIS Singapore Pte.Ltd.

FREQUENTIS UK Ltd.

FREQUENTIS USA Inc.

Software and products

FREQUENTIS California Inc.

FREQUENTIS Czech Republic s.r.o.

FREQUENTIS Romania SRL

FREQUENTIS Slovakia s.r.o.

PDTS GmbH, Vienna

ELARA Leitstellentechnik GmbH,
Aachen (51%)

APUS Software GmbH *)

Control Center Apps GmbH *)

Mission Embedded GmbH *)

Solutions partners

COMSOFT Solutions, Karlsruhe

FREQUENTIS Solutions s.r.o., Bratislava

CNS-Solutions & Support GmbH, Vienna

Secure Service Provision GmbH, Leipzig

TEAM Communication Technology
Mgt. GmbH (75,4%)

Systems Interface Ltd, UK (51%)

GroupEAD Europe S.L., Madrid (28%)

→ GroupEAD Asia Pacific Ltd. (20%)

Start-up Centre

Simplified visualisation

*) sister company

Our core values

A company culture encouraging taking chances to push the limits to new standards





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FOR A SAFER WORLD

ATM at Frequentis

Business unit overview

Air Traffic
Management

Uniting experience and continuous innovation

3B passengers fly safely with Frequentis



25,000 controller working positions

1,000+ systems in the field

35% of all planes in the air at any given moment connected to a Frequentis system

30% share in VCS – leading the market

3M movements per year managed by EFS

100 VoIP workstations – Europe's largest air/ground IP VCS

30M take offs overseen in 2015

125M operational hours with VCX-IP

300+ customers worldwide



100 tower automation systems – largest installed base worldwide

Innovating the future

Touch display in ATC

Operational EFS system for FAA

Virtual centre

1st ATM world-wide

360° remote tower high resolution IR

ED-137 end-to-end IP VCS

FAB cross-border VCS

20% OPEX reduction with smartStrips

Lowest signaling delay – IP VCS

33% of the world safer with Frequentis networks

50% reduced communication delay – fasted VoIP packet

Frequentis está en la región Latinoamericana y Caribe desde el 1994

Países operando con nuestros sistemas:

- ✓ México
- ✓ Argentina
- ✓ Perú
- ✓ Chile
- ✓ Brasil
- ✓ Uruguay
- ✓ Colombia
- ✓ St. Maarten
- ✓ Islas Caimán
- ✓ Bermuda
- ✓ Curacao
- ✓ Belice
- ✓ Aruba
- ✓ Bahamas
- ✓ Jamaica
- ✓ Dom.Rep.
- ✓ Cuba
- ✓ Panama
- ✓ (Trin. Tobago)



Sistemas Instalados de Frequentis:

- ✓ Sistemas de Comunicación de Voz
- ✓ Grabadoras (Voz / Datos)
- ✓ Sistemas de Redes para ATM
- ✓ Torres integradas
- ✓ Torres móviles
- ✓ Tiras Electrónicas
- ✓ Sistemas de Información Aeronautica AMHS
- ✓ Centros militares de Control y Comanda
- ✓ MEVA

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Frequentis and Comsoft Solutions – together for a safer world

Two world market leaders joining forces

ATC Tower	Remote Tower	ATC Control Centre	ATM Networks	Aeronautical Information Management
Communication	Communication	Communication	Network nodes and gateways	AIM
Tower automation tools	Tower automation tools		Network management	Messaging
Air Situation Display	Air Situation Display		Intelligent networks	AIM DB & TOOLS
Tracking	Tracking	Tracking ARTAS	Satellite services	AMHS
Surveillance ADS-B, Multilat., Data Fusion	Surveillance ADS-B, Multilat., Data Fusion	Surveillance ADS-B, Multilat., Data Fusion	Surveillance data distribution	
Messaging		Surveillance Recording		

Surveillance data and VSAT networks

End-to-end network performance

Surveillance data processing and tracking

Improved situational awareness

WAM and ADS-B surveillance technology in ATM

Innovation and cost-optimisation

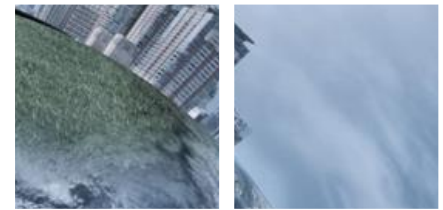
Market leadership in AIM and message handling

Tailored solutions for any deployment

Partnering for growth

We set standards

 <p>Full member and active in 40+ projects</p>	 <p>Member</p>				
 <p>20 years history working with FAA / DOD</p>	 <p>Active in working groups</p>	<p>First virtual centre demo – cross-vendor</p>	<p>SESAR SWIM masterclass winner</p> 		
 <p>Active in various initiatives</p>	<p>CANSO</p> <p>Associate member</p>	<p>RTCA</p> <p>Member</p>	<p>Winner IFATCA technology award</p>	<p>Winner ICNS best paper award</p>	



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