



Tracsis Group

Business Overview and Product Offerings

Date: January 2024

Technology Makes It Possible, People Make It Happen

An introduction to Tracsis



- **Where we've come from.** Tracsis was founded in the UK in January 2004. The Group has rapidly grown its technology offering through investment in R&D and acquisition
- **Where we are now.** The Group has a blue-chip client base across the transportation sector in the UK, Ireland and North America supported by c.550 permanent employees based in multiple locations in these territories. In FY23 the business generated £82.0m of revenue
- **Where we are going.** We are fully committed to delivering sustainable growth based around ongoing investment in our people, our IT infrastructure and R&D which will enable us to continue delivering world class transport solutions



ISO 27001:2013



ISO 14001:2015



Group Structure and Drivers of Growth

What we do

- **Our Purpose** is to empower the world to move freely, safely and sustainably. Our approach focuses on combining leading edge software and hardware solutions, data capture, analytics and industry expertise to generate insights and fast-to-market products and services across the transport industry
- **Our Approach** is to develop innovative technology-driven solutions that solve complex problems in order to maximise efficiency, reduce cost and risk, enhance operational and asset performance, improve safety management and decision-making capabilities, and deliver a better customer experience for clients and customers across the transport industry



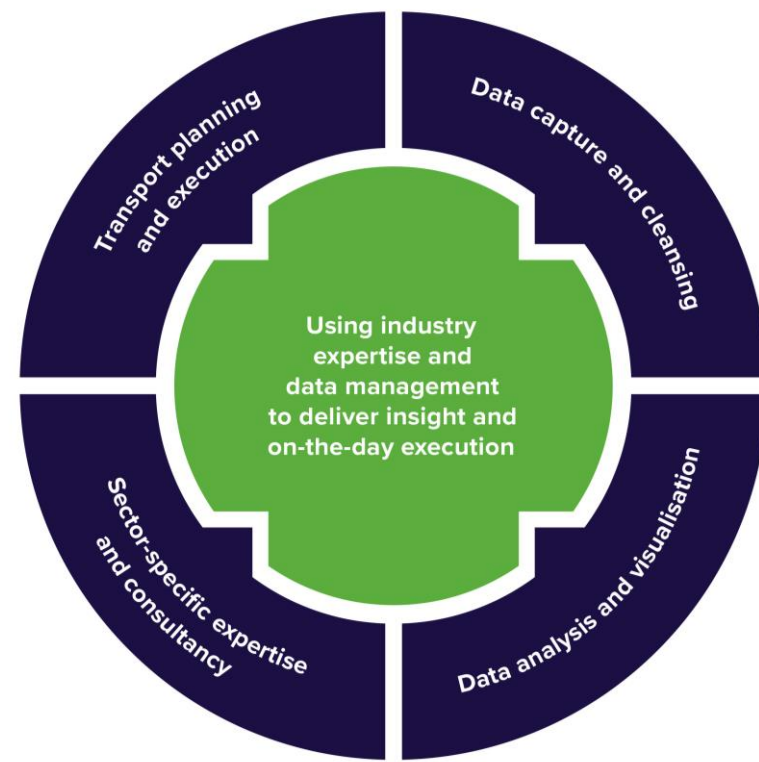
We deliver business critical, technology driven solutions ...

Rail Technology & Services



Software and Hardware Solutions
(High levels of annual recurring revenue)

Data, Analytics, Consultancy and Events



Professional Services / Data Science
(High levels of annual repeat revenue)

... based on product, data and industry thought leadership

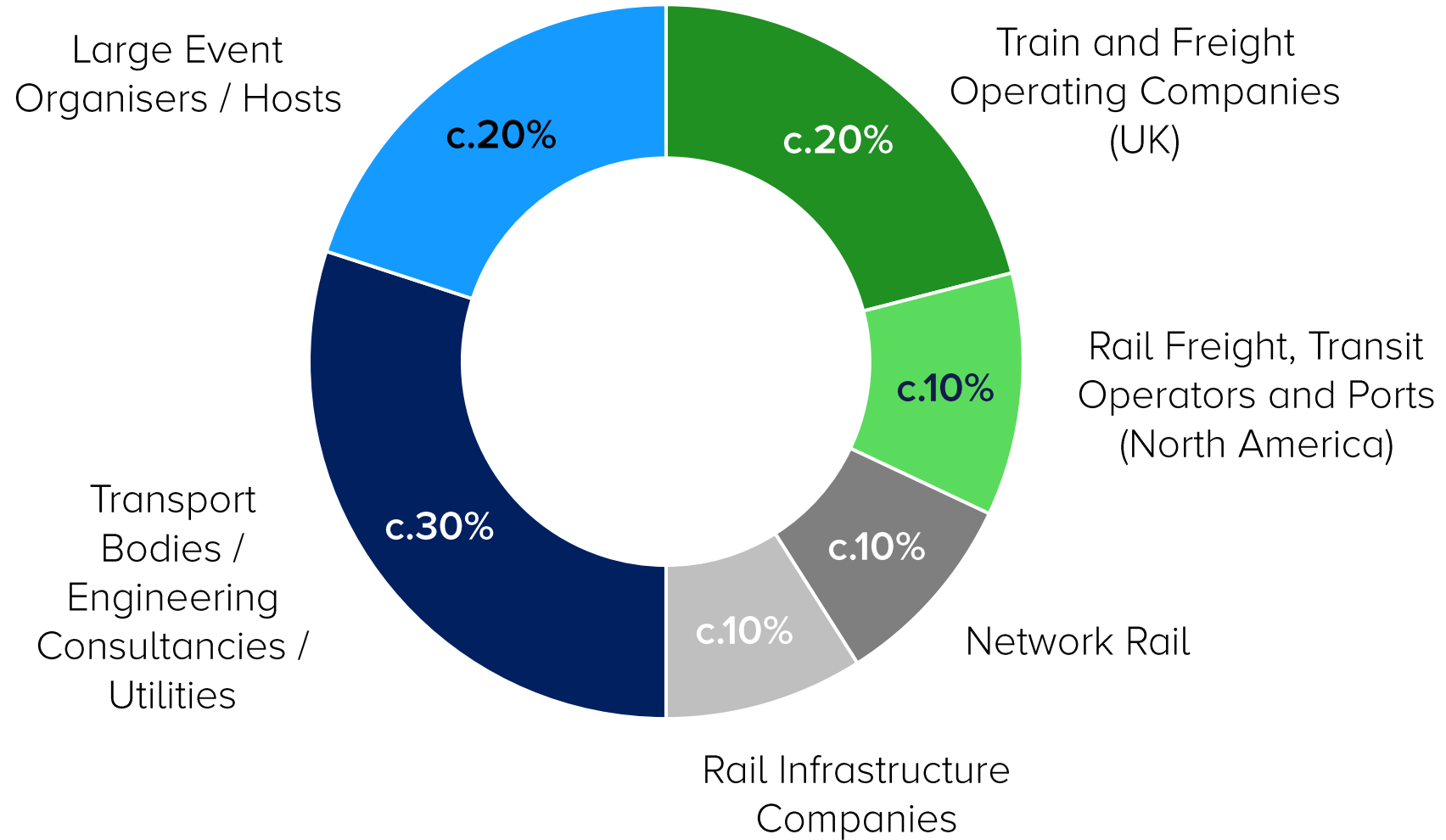
What sets us apart?



- Unique, market-leading products already being used by passenger and freight rail operators
- Our solutions are mission-critical and deliver clear benefits cases which are often self-funded
- Close relationships with our customers, working as long-term partners to deliver sustainable value
- Innovative, agile and fast to market

- Sector-specific expertise and data science in the transport and environmental fields
- An innovative data driven approach to applying technology to transport planning and execution
- Applying GEO intelligence expertise alongside our unique technology product offerings
- Long-term customer relationships built on a strong track record of delivery
- A passion for sustainability

We have a broad portfolio of long-term blue-chip customers



Growth is underpinned by strong drivers

Rapid Urbanisation

Efficient Public Transport
Decarbonisation
Mobility as a Service
Enhanced Capacity

1

Data /Artificial Intelligence

Data Acquisition
Data Visualisation
Predictive Maintenance
Machine Learning

2

Enhanced Performance

Operational Excellence
Asset Optimisation
Increased Efficiency
Enhanced Safety

3



Rail Technology and Services

Rail Technology and Services product offerings

OPERATIONAL PERFORMANCE SOFTWARE

SAFETY AND RISK MANAGEMENT SOFTWARE

REMOTE CONDITION MONITORING

TRANSIT/TICKETING SOLUTIONS AND DELAY REPAY

YARD AUTOMATION / COMPUTER AIDED DISPATCHING

A suite of software products supported by consultancy focused on optimising operational performance across passenger and freight rail services

Our products cover timetabling, rolling stock and crew planning and optimisation, real time performance and control, service recovery, delay attribution and retail services*



RAIL OPERATIONS

Rail Planning and Performance Software



BELLVEDI

Timetable and Control Software



* Products include: TRACS Enterprise, ATTune/ATTune 4C, TRACS RS, Train TRACS, TRACS Roster, Day One, Bugle, Log, Compass, Accounts and Office

Rail Technology and Services product offerings

**OPERATIONAL
PERFORMANCE
SOFTWARE**

**SAFETY AND RISK
MANAGEMENT
SOFTWARE**

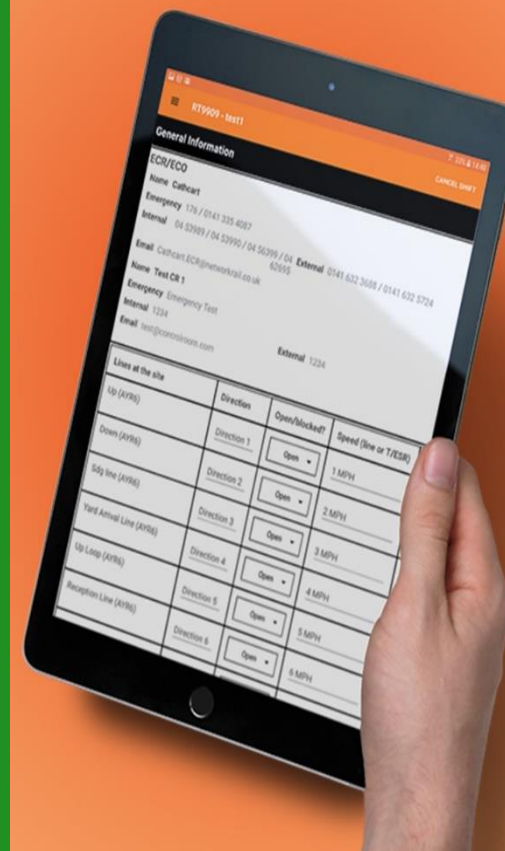
**REMOTE
CONDITION
MONITORING**

**TRANSIT/TICKETING
SOLUTIONS AND
DELAY REPAY**

**YARD AUTOMATION /
COMPUTER AIDED
DISPATCHING**

A range of software products* that are used to collect, manage, visualise and analyse rail asset information (including virtual reality) and support the transition to a digital railway

Our products deliver improvements in risk management, safety, productivity and communication by automating heavily regulated business processes for rail infrastructure providers and maintainers



* Products include: RailHub, eTrac-GIS, Safe Work Packs, Work Package Plans, ePIC, Access Points and National Hazard Directory.

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**YARD AUTOMATION /
COMPUTER AIDED
DISPATCHING**

Rail approved and industry leading data loggers and sensors to monitor asset performance and predict failure modes (level crossings, interlockings, switch machines, bus-bars etc.) supported by the Centrix data acquisition software platform*

(20,000 devices in service across the UK and North America, 30,000 assets now monitored, >5 million data events collated)



MPEC TECHNOLOGY

Remote Condition Monitoring



* Products include: Data Loggers – SA380, SA380TX, SA380TX-L, Bus-Bar SA830-IT, Sensors – VT121 and Data Acquisition Software – Centrix RCM

Rail Technology and Services product offerings

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TRANSIT/TICKETING SOLUTIONS AND DELAY REPAY

YARD AUTOMATION / COMPUTER AIDED DISPATCHING

TIS accredited Account Based Ticketing (ABT)* functionality capable of performing the full cycle from tap capture through to fare generation, payment collection and revenue settlement. Solutions are multi-modal and support a wide range of payment types – ITSO smartcard, EMV (contactless bankcard) and Barcode

We are also the UK's leading provider of rail automated delay repay solutions



TCS
Delay Repay Solutions



* Account Based Ticketing product is smartTIS, Mobile App solution is Hopsta and delay repay product is smartREPAY

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**YARD AUTOMATION /
COMPUTER AIDED
DISPATCHING**

State-of-the-art yard automation solutions provide Class 1 freight operators and rail-served ports and industrials across North America with a roadmap for continuous yard improvement to increase capacity and eliminate bottlenecks

Scalable, cloud hosted train dispatching platform for short-line and transit operators to deliver safe and efficient operations including PTC-BOS



Rail Operations in the UK – Who we work with



Rail Operations in North America – Who we work with

Class 1, Transit Operators,
Short Lines and Ports



Rail Infrastructure – Who we work with

Infrastructure Companies





Data, Analytics, Consultancy and Events

Data, Analytics, Consultancy & Events product offerings

TRAFFIC DATA COLLECTION

TRANSPORT CONSULTANCY

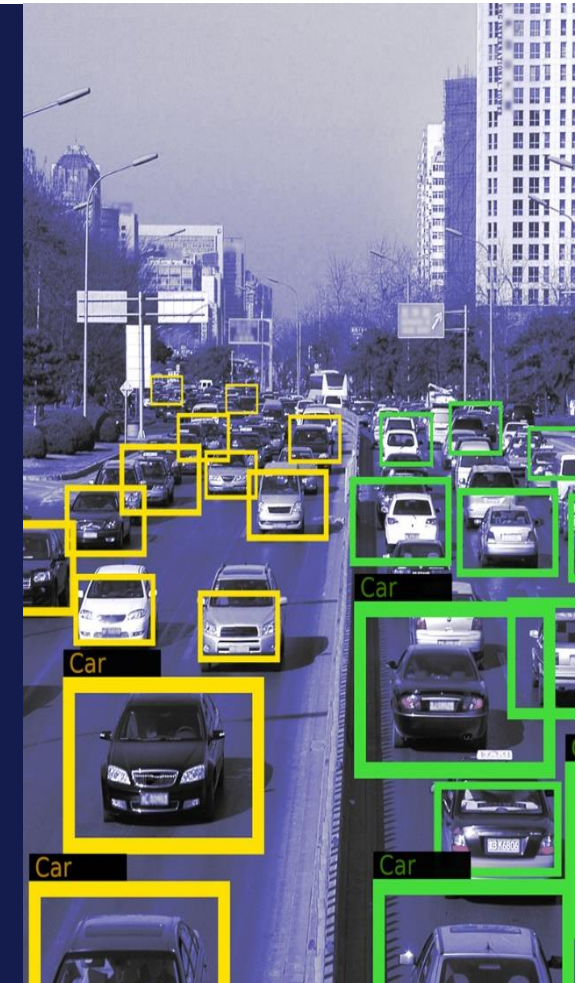
LOCATION ANALYTICS AND EARTH OBSERVATION

EVENT TRAFFIC MANAGEMENT

Traditional and advanced transport data collection and analytics for all travel modes using ANPR, video and mobile network data, manual survey methods and big data sources. We also work in partnership with VivaCity¹ where we use their AI-powered computer vision sensor technology to support local authorities to make data-led decisions on infrastructure, sustainable transport schemes and policy



TRAFFIC DATA
Transport Data Collection and Analytics



¹ Tracsis has a 13.5% shareholding in VivaCity Labs Ltd

Data, Analytics, Consultancy & Events product offerings

TRAFFIC DATA
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Consultancy services across the transportation sector:

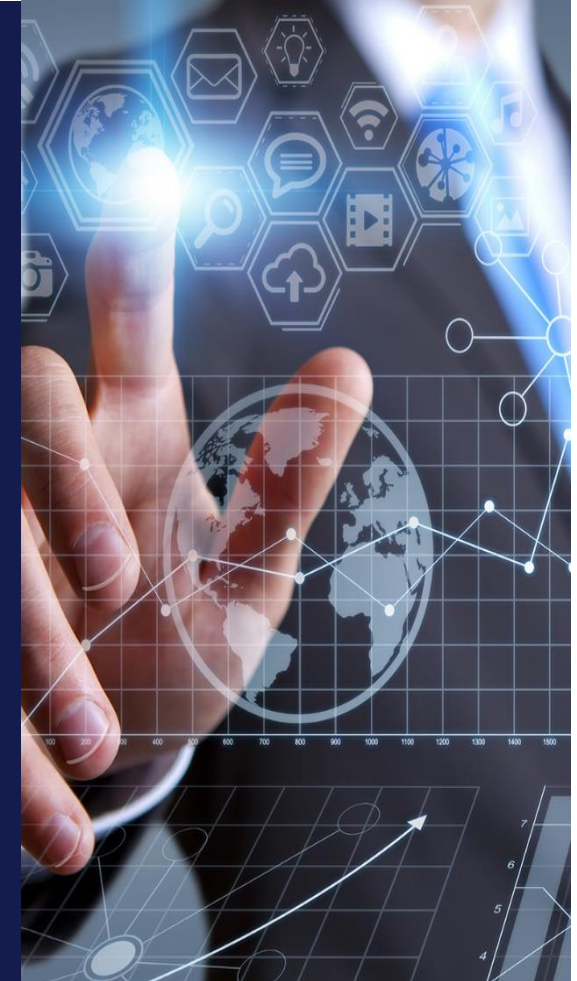
- Strategy consulting and advisory
- Operational performance modelling/simulation - timetabling, resource planning, conflict resolution
- Bespoke software development
- Market insight
- Customer experience/quality audits (SQR)
- Passenger research/analytics *
- Due diligence/market evaluation
- Interim and permanent management placements
- Training, coaching and mentoring



TRAC SIS

CONSULTANCY

Insights and Bespoke Development



* Products is called PCDS

Data, Analytics, Consultancy & Events product offerings

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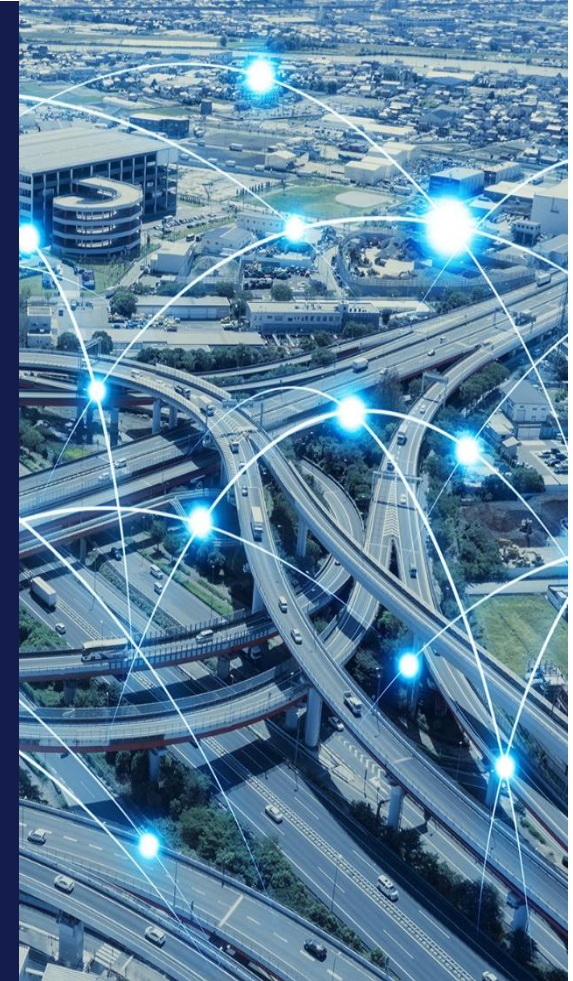
Software, mobile app and analytical platform development combining data science and insights with Geographic Information Systems (GIS), location technologies, data analytics, earth observation and field computing across a range of different industrial sectors including transport, utilities and environmental



ICON GEO
Earth Observation



COMPASS INFORMATICS
Information and Location Insights



Data, Analytics, Consultancy & Events product offerings

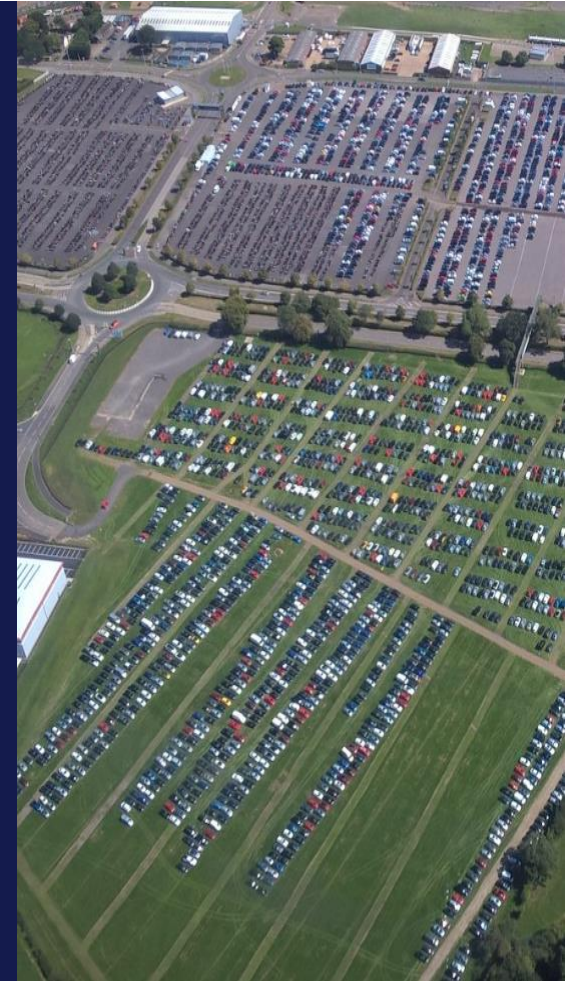
TRAFFIC DATA
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EVENT TRAFFIC
MANAGEMENT

Event traffic management covering planning, control, consultancy, signage, CSAS/PATO and car parking across a wide range of large annually recurring UK events. Technologies like Tracsis Live Traffic (TLT) are also offered to improve traffic monitoring and traffic flow in and out of major event venues. We specialise in both fixed venue (football stadium, horse racing, motor racing) and greenfield sites (music festivals, agricultural shows)



Transport Sector - Who we work with

Transport Bodies



Department
for Transport



Transport for
Greater Manchester



TRANSPORT
SCOTLAND

hs2
engine for growth



HIGHWAYS
AGENCY



Canal & River Trust



West Midlands
Combined Authority

Engineering Consultancies / Contractors

JACOBS

steer

AECOM

wsp

SYSTRA

ATKINS

Mott MacDonald

Large Event Organisers/Hosts



THE JOCKEY CLUB
Since 1750

ETIHAD



Train Operators

LNER
LONDON NORTH EASTERN RAILWAY

AVANTI
WEST COAST



TRAFNIDIAETH CYMRU
TRANSPORT FOR WALES



ARRIVA

GTR

Go-Ahead

Keolis



northern

First

ScotRail
SCOTLAND'S RAILWAY

southeastern

mtrcrossrail



EMR

C2C

CROSS
country



GWR



TRANSPORT
UK



TRANSPENNINE
EXPRESS

MTR

Environmental/Utilities Sector - Who we work with

Government Agencies,
NGO's and Utilities

Southern
Water

Dŵr Cymru
Welsh Water

NTA
Údarás Náisiúnta Iompair
National Transport Authority

National
Biodiversity
Data Centre
Documenting Ireland's Wildlife

SEVERN
TRENT
WATER

Dublin City
Baile Átha Cliath

epa
Environmental Protection Agency

Marine Institute
Foras na Mara

UISCE
ÉIREANN : IRISH
WATER



An Roinn Talmhaíochta,
Bia agus Mara
Department of Agriculture,
Food and the Marine

NHS

esa