Jenoptik Capital Market Day 2018
The transformation of Traffic Solutions to a new Public Safety Business

Kevin Chevis | Feb 8th 2018

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The transformation of Traffic Solutions to a new Public Safety Division

The journey so far.....

Traditional

Traffic Law Enforcement
- Global reach
- Clear market segmentation
- Spot speed enforcement
- Red Light enforcement
- Offence processing
- Traffic service provision

New in 2014

Acquisition of Vysionics ITS Ltd
- Access to UK market
- VECTOR intelligent camera
- P2P enforcement
- Police ANPR law enforcement
- New developments

Extended portfolio and markets

New in 2017

Acquisition of ESSA
- Police intelligence systems
- Mobile Police ANPR
- Smart phone/tablet apps
- New ways to ‘profile’ vehicles
- Integrated operational systems

Solutions/systems provider

Reduction in dependence on traditional products and markets

Moving up the value chain

Equipment supplier

Extended portfolio and markets

Solutions/systems provider

Reduction in dependence on traditional products and markets

Moving up the value chain
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Understanding what we actually do.....

- Calm traffic at dangerous locations
- Reduce the number of traffic collisions where speed is the major contributing factor
- Reduce the number of killed or seriously injured on the roads
- **Improve journey time reliability**
  - Reduce the demand on emergency rescue and hospital critical care services
- Improve Police Officer efficiency
- Reduce vehicle emissions through smoother driving
- **Improve the use of existing roads infrastructure, through the cost effective implementation of technology**
- Enable intelligence lead policing
  - Link vehicles with people, events, locations and crimes
  - Track vehicles and convoys of vehicles
  - Integrate ANPR data with other Police systems

**SAVING LIVES**
Fixed Point to Point (P2P) speed enforcement

- A9 in Scotland – Europe’s longest enforcement project
- 220km of average speed enforcement
- Single and dual carriageway sections
- Runs through a National Park
Fixed Point to Point (P2P) speed enforcement

Understanding what we actually do....

The outcomes

- Fatalities reduced by 33%
- Killed & seriously injured reduced by 62%
- All injury casualties reduced by 50%
- 1 in 10 exceeding limit - (prior 1 in 3)
- 1 in 250 10mph above - (prior 1 in 10)
- Delay incidents reduced by 43%
- Improved journey reliability
- > 5% increase in traffic
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The technology to underpin this strategy.....

**ANPR technology**
- algorithms to read number plates in all conditions, at speed and in countries worldwide

**Image processing**
- To read traffic signals

**Deep Learning**
- To distinguish a car from a lorry
- To see if a seat belt is being worn
- To see if the driver is using a mobile phone
- To detect illegal vehicle turns

**Big Data Processing**
- To predict where crime might occur
- To highlight unusual vehicle activity or behavior
- To know where and when to intercept suspects

**Innovation and the generation of IP**
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The complete new solution…..

Big Data processing:
Powerful analysis of data for multiple applications

Data collection:
ANPR and other sensors - radar, laser, thermal cameras

BOF = Back Office
Traffic control centres, Police control rooms etc.

ESSA
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The market ahead…..

International Traffic Law Enforcement market forecast growth 6% CAGR 2015-2020 to $445M per annum

International Police ANPR market forecast growth 9.4% CAGR 2015-2020 to $228M per annum

‘Bridging the gap’ between the ITS market for speed enforcement, and the Police Intelligence market, with a multi functional platform.

Traditional speed enforcement

Converging products onto a single platform, with applications in markets around the world

Police ANPR

Increased threat of global terrorism and organized crime is driving expenditure

Maximizing client investment, reducing roadside equipment
Toll Collect project
Progress to date

- 2017 - difficult start, but we did recognise some revenue
- 200 units supplied to date
- 2018 - positive revenue and EBIT impact

Revenue recognition

Early life support contract

Delivery of 600 units

Development

Support contract
to 2028
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The journey ahead.....

– We will continue to invest in our ability to generate IP

– We will further develop service provision

– We will continue to exploit Jenoptik global reach

– We will further engage with our clients to improve roads, journeys and communities

We take seriously the role we have in assisting our clients to continually improve public safety throughout the world
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