TiU

AT A GLANCE

TiU

TIU is a technology multi-services group of companies, driven by a permanent state of innovation, ambitious approaches, and a flair for entrepreneurship, that continually reinvents to seize market opportunities. TIU develops and integrates multi-domain technological capabilities in various domains: trust services, digital identity, cyber defense, intelligent transportation solutions, eGovernment solutions, build infrastructure solutions, design services, facility management, video analysis, software development.

Innovation, continuous investments in research, sustainability-driven growth and technology that makes the world safer, more comfortable, and efficient are the pillars of our business.

With over 1.500 employees all around Romania, 7 technological companies organized in 4 business lines, the group has a significant presence in Romania, as well as other Eastern European countries. A key player in major markets, TIU is a technological and industrial partner of governments, public institutions, companies, and individuals.

certSIGN

ALTIMATE

UTi CONSTRUCTION AND FACILITY MANAGEMENT

ELECTROPROIECT

TRIDENT SERVICII ȘI MENTENANȚĂ

softrust

Diversified portfolio of standalone businesses with strong growth capabilities by **creating synergies, thus enabling sustainable business** development

Strategically positioned at the forefront of sectors' dynamic growth and a unique ability to benefit from development across the existing markets and new markets

Great flexibility in addressing the markets by being **"big" and "small"** in the same time, addressing the market either individually or by teaming together

Client- centricity approach, being able to quickly understand clients needs and tailor customised solutions

Follow and support clients **through full lifecycle** with product/solutions upgrades and maintenance services thus optimising total added value

Business regeneration by product innovation is one of the main strategic driving force behind TIU's long-term development

Technological excellence, quality and reliability which enable constant business development
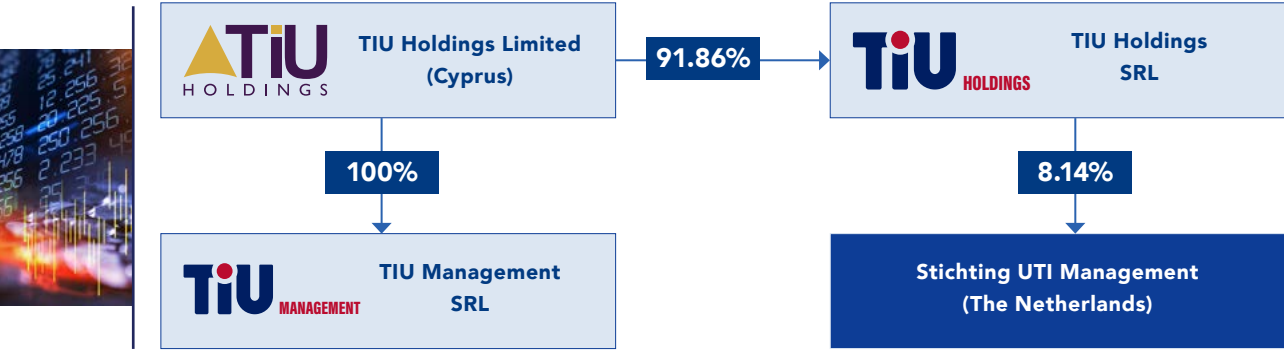
Continuous investments in key research areas enabling the creation and development of **a diversified portfolio of innovative products and high-performance solutions**

Remarkable growth potential by highly scalable portfolio of proprietary products both on existing and new markets

CLIENT CENTRICITY

R&D

GROW

TECHNOLOGICAL EXCELLENCE

investments

SHAREHOLDER STRUCTURE

TIU is a privately-owned group of companies, whose main shareholder is TIU Holdings Limited Cyprus. A part of the group's stocks is held by individual investors via Stichting UTI Management, the vehicle for the Group's Stock Option Plan used to provide employees with equity compensations plans.
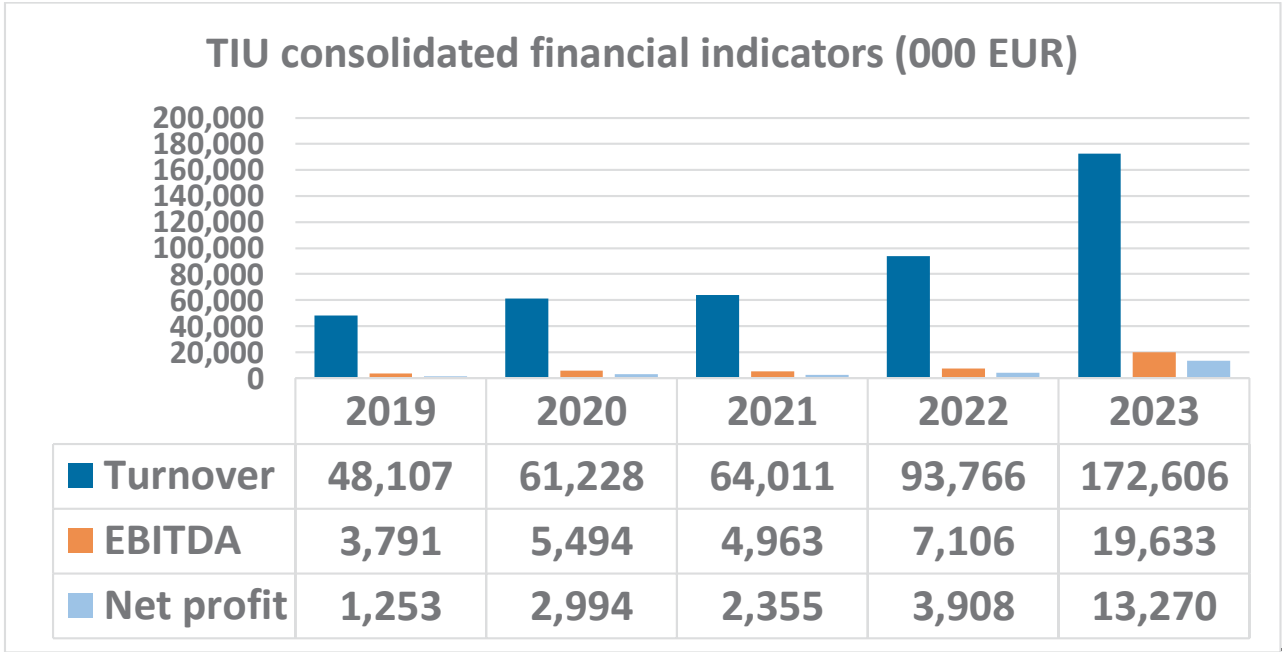
TIU Holdings Limited (Cyprus) — 91.86% → **TIU Holdings SRL**

TIU Holdings Limited (Cyprus) — 100% → **TIU Management SRL**

TIU Holdings SRL — 8.14% → **Stichting UTI Management (The Netherlands)**

KEY FINANCIAL INDICATORS 2023*

Turnover: Eur 172,6 mil
EBITDA: Eur 19,633 mil
Net profit: Eur 13,270 mil
Estimated CAGR rate: 23%

* As of December 31, 2023

FINANCIAL GROWTH OVER THE 5 YEARS

Good financial and operational performance of TIU Group of Companies has been registered over the last five years, which proves that the group's strategy is sustainable and producing positive results.

TIU consolidated financial indicators (000 EUR)

	2019	2020	2021	2022	2023
Turnover	48,107	61,228	64,011	93,766	172,606
EBITDA	3,791	5,494	4,963	7,106	19,633
Net profit	1,253	2,994	2,355	3,908	13,270

BUSINESS LINES

Using technology with purpose, our business lines work together to deliver integrated solutions that transform industries and markets, enabling our clients to adapt and embrace the great challenges of our time.

TIU brings together the synergistic capabilities of its 7 operational member companies reunited in 4 business lines, advanced technology, the collective expertise of over 1,500 professionals, as well as strategic partnerships with world renowned partners, being uniquely well positioned to capture further growth.

TIU HOLDINGS
TIU HOLDINGS CYPRUS
TIU HOLDINGS ROMANIA

TRUST SERVICES AND CYBERSECURITY

ITS AND EGOVERNMENT SOLUTIONS

FACILITY MANAGEMENT AND OPERATIONS SERVICES

BUILT INFRASTRUCTURE SOLUTIONS

certSIGN

certSIGN, a trust service provider compliant with the requirements of eIDAS Regulation, delivers projects in the field of trust services, cyber security, digital identity, and electronic archiving in over 20 countries.

Its solutions are fully developed in Romania and designed especially for the specific needs of the business environment and for facilitating easy, efficient, and secure digital interactions, having an essential contribution to its digital transformation.

- **2+ million qualified digital certificates** for electronic signature issued
- **20+ years of experience** in PKI and cryptography
- **21 countries** where certSIGN has developed projects
- **2 data centers** located in Europe
- **28 registered trademarks**
- **2 international patents** based on proprietary software solutions

2023 FINANCIAL RESULTS

- 💶 **Turnover:** Eur 18,016 mil
- 📈 **EBITDA:** Eur 3,518 mil
- 💰 **Net profit:** Eur 1,286 mil

SHAREHOLDER STRUCTURE

TIU Holdings SRL: 60.16%
TIU Holdings Limited: 33.86%
Individuals: 5.98%

FIELDS OF EXPERTISE

Trust services

The Trust Services line of business includes the activities for which certSIGN enjoys the highest recognition on the national market: qualified digital certificates for electronic signature, qualified timestamping services, qualified digital certificates for electronic seals, QWAC qualified digital certificates for website authentication, qualified digital certificates in accordance with the PSD2 directive (Banking Services Directive), standard digital certificate and for SSL server, timestamping services.

Digital identity

Trusted digital identity stands in the center of all digital transformation processes and certSIGN develops solutions that provides the security, protection, and efficient management of the digital identity, while guaranteeing that the digital identity belongs to the appropriate user. Card personalization, driving license issuance, production of cards for digital tachograph represent a part of our digital identity services, entailing smartcards personalization, certification services for smartcards and development and implementation of card issuance systems.

certME

certME the first service in Romania to guarantee the identity in blockchain enables a single digital enrolment of a user, allowing several companies to share their digital enrollment processes.

Thus, companies can provide services to trusted digital identities (according to eIDAS Regulation) through exclusive online interaction with their customers.

Archiving

certSIGN provides complete services and solutions for the physical and electronic archiving of documents, which can be adapted to the requirements of each client, in compliance with all legal provisions. The security of all archived data is essential in all services certSIGN provides: archival processing, digitization of documents, document restoration and storage, confidential destruction of information, processing and storage of electronic documents, document storage services according to the Romanian law on archiving printed documents.

Cybersecurity

In the context of the continuous digitalization of companies' activity, information cyber threats are increasing. certSIGN offers complete innovative solutions and services for companies that need protection of the information systems, covering both data security while data is in use, in transit or at rest and CSIRT services.

Data protection - relying mostly on certSIGN's proprietary products, the data protection services are oriented towards the implementation of technologies and the provision of services for data protection of an organization both at enterprise level (access, storage) and at endpoint level (desktop / laptop, mobile devices).

CSIRT services - oriented towards the implementation of technologies and the provision of cyber security services meant to monitor all IT infrastructures to prevent, respond and defend against cyberattacks. certSIGN has designed and operates its own SOC (Security Operation Center) that ensures the cyber protection of both certSIGN's infrastructure and of the clients' infrastructures.

ALTIM>TE

Altimate designs and implements integrated traffic management systems and complex public transportation management systems meant to ease traffic flows and to increase the population's comfort. It also delivers state-of-the-art IT solutions that support the digital transformation of public institutions and the interoperability of state-owned IT databases.

- **20+ adaptive traffic management systems implemented** in Romania and abroad
- **7 intelligent transportation systems** implemented in Romanian and Bulgaria
- Main provider of public institutions **digital transformation** solutions in Romania
- Extensive range of **software proprietary products**

2023 FINANCIAL RESULTS

- **Turnover:** Eur 37,712 mil
- **EBITDA:** Eur 3,614 mil
- **Net profit:** Eur 2,975 mil

SHAREHOLDER STRUCTURE

TIU Holdings SRL: 99.99%
Individuals: 0.001%

FIELDS OF EXPERTISE
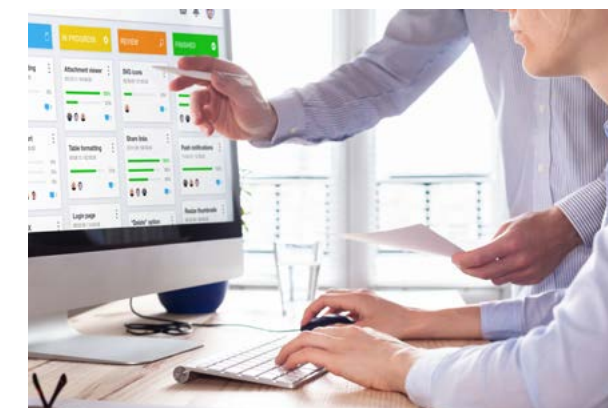
Intelligent Transportation Solutions

Altimate answers to the stringent needs of local communities of increasing mobility, safety, efficiency and comfort through an extensive portfolio of solutions and products: adaptive traffic management, public transportation management, integrated traffic management control centers, passenger information systems, traffic and street video surveillance, parking management, highways fare collection systems, highway and tunnel traffic management, weigh in motion systems.

eGovernment Solutions

Altimate provides strategic consulting, business systems development and integration, technology solutions and managed services to state-owned institutions.

Our approach resides in identifying mission critical issues and implementing customized technological solutions that meet the needs of interoperability, availability, safety, and accuracy of the services provided by the institutions to the citizens.

Intelligent business solutions

Efficiency and increased performance are key to all business. Altimate provides solutions that help companies keep pace in our rapidly evolving world by means of advanced technology.

Our solutions automate repetitive tasks across the following areas and more: warehouse management, asset management, supply chain management, customer relationship management, business intelligence.

UTi CONSTRUCTION AND FACILITY MANAGEMENT

Leading provider of solutions and services for built infrastructures, operating nationwide throughout a strong network of on-site and mobile teams and serving clients in various fields, UTI Construction and Facility Management provides complete technical solutions and administrative services for any type of built environment (office, commercial, residential, public, industrial, logistics, transport, critical infrastructures etc.)

- **300+ complex infrastructure** projects
- **15+ airport projects** – main national provider of airport installations
- **Sole national integrator** of underground transportation solutions
- **The first flight remote tower control solution** implemented in Romania
- **Leading facility management company** in Romania
- **Lifecycle partner** by synergistically connecting installation with facility management services
- **Extensive track record** of complex facility management projects for built infrastructures
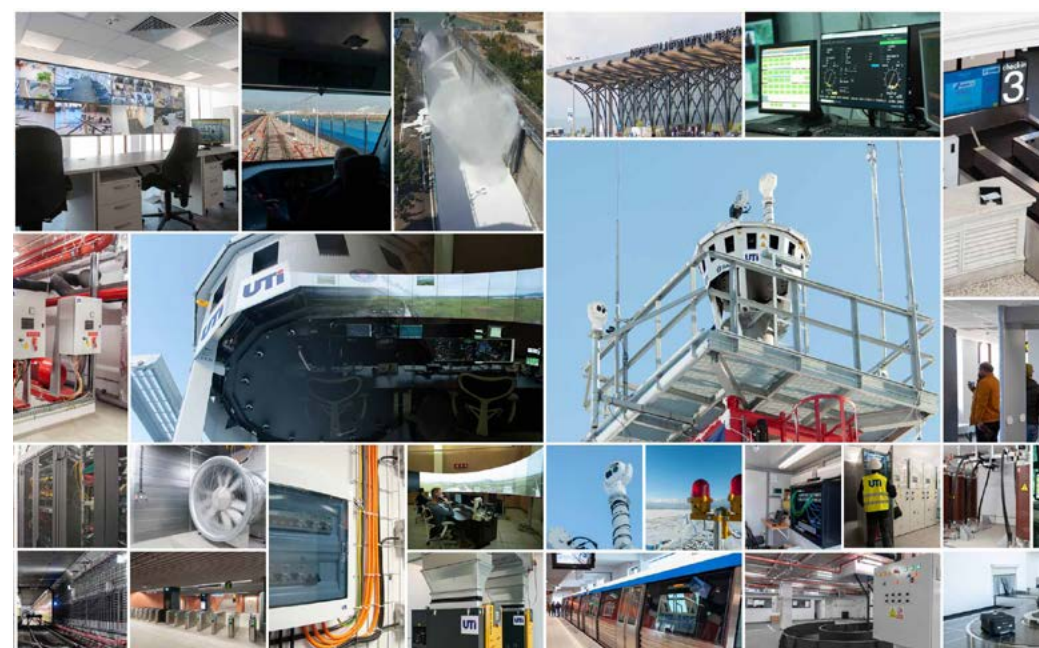
2023 FINANCIAL RESULTS

- **Turnover:** Eur 101,205 mil
- **EBITDA:** Eur 9,926 mil
- **Net profit:** Eur 7,028 mil

SHAREHOLDER STRUCTURE

TIU Holdings SRL: 58,64%
TIU Holdings Limited: 36,87%
Individuals: 4,47%

FIELDS OF EXPERTISE
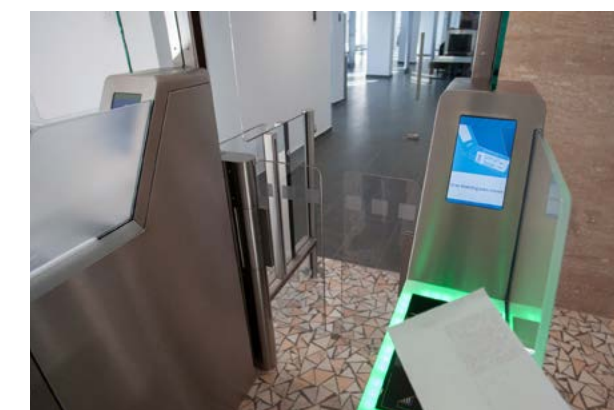
Built infrastructure solutions

UTI Construction and Facility Management has the competencies to manage any construction project, regardless of its complexity. The company is a one-stop-shop partner as it offers the whole package to the client: consultancy, engineering services, project management, execution of works and installations, as well as their testing and training of the client's personnel.

The company has a dedicated team that provides airport solutions, from virtual flight control tower systems and air navigation systems, to the whole array of installations: low current systems, electrical, mechanical, HVAC, plumbing, lighting and beaconing.

Security and Automation Systems

Develops physical security projects that include high-performance automation solutions for commercial, industrial, financial or critical infrastructure sites.

The concepts delivered to clients are tailored to their needs and mitigate the risks they face. This business unit also designs and installs state-of-the-art security systems and automation solutions for airports: perimeter security, baggage belts, telecommunications, baggage scanning systems.

Maintenance and property management

UTI Construction and Facility Management provides complete facility management solutions: technical maintenance and property management, support services, indoor and outdoor space design, ensuring the comfort and safety of employees/tenants, operation of specialized facilities and equipment. The maintenance activity for local or network customers - hypermarkets, banks, utilities providers - is managed by dedicated teams covering all areas of the country.

Airport maintenance services

It represents a separate business line within the company that provides complete maintenance services for Henri Coandă Bucharest International Airport (Otopeni), Avram Iancu Cluj International Airport, Baneasa Aurel Vlaicu Bucharest International Airport. Through a range of intelligent, digitally controlled solutions, the UTI CFM team aims to make these locations more efficient, safe, and comfortable.

ELECTROPROIECT

Electroproiect is a full-service design and consultancy provider for new construction projects and rehabilitation of built infrastructure. The company's objective has been the same for over 60 years of providing services to the Romanian market - to be the best design services contractor and to provide high performance, innovative and cost-effective solutions, by constantly adapting to new technologies and innovations in design, using state-of-the-art applications and software, thus providing significant benefits to clients by reducing design costs and time to complete a project.

The projects are developed using the BIM (Building Information Modelling) technology to respond to the current needs of any client: sustainability, efficiency, reduced execution times, reduced errors, environmental protection.

2023 FINANCIAL RESULTS

- **Turnover:** Eur 7,047 mil
- **EBITDA:** Eur 1,453 mil
- **Net profit:** Eur 1,156 mil

SHAREHOLDER STRUCTURE

TIU Holdings SRL: 11.80%
TIU Holdings Limited: 87.19%
Individuals: 1%

FIELDS OF EXPERTISE

Building installation design

The company provides a complete range of design services for installations ensuring the operation of a building: HVAC, electrical, sanitary, security BMS and SCADA, fire detection and extinguishing systems, geothermal systems, cogeneration systems.

The stable and reliable design enhances the proper functionality, durability and efficiency of the executed projects.

Design Consulting

The initial phase of every successful project is highly important: from examining the concept to elaborating an appropriate plan. Through meticulous analysis and refinement of ideas, the company's team strive to deliver prompt and viable services that ensure efficient project execution, such as: on-site technical support, work execution supervision, construction site management, cost-benefit analysis, risk analysis.

Documentation elaboration

Every project relies on well-drawn documentation such as topographic, geotechnical, hydrotechnical, hydrological technical documentations, alternative energy sources studies, environmental audits, fire and earthquake hazard assessments, energetic audits, technical audits, measurement report, manuals, maintenance prescription, declaration of conformity, calculations.

TRIDENT
SERVICII ȘI MENTENANȚĂ

Trident Servicii si Mentenanta develops and integrates state-of-the-art solutions in the field of maritime and road transport, ensuring, at the same time, high-quality maintenance for the implemented systems.

Trident SM has the expertise, certifications and security clearances required to carry out complex projects, including BOT (Built Operate Transfer), that streamline the activities of our clients, while providing operation excellence thanks to our skills and competencies to implement the entire cycle of a project, within the contractual terms and in compliance with the allocated budget, going through all the stages necessary to carry out the works under the best conditions and at the highest quality standards.

- **Sole national provider of integrated IT&C solutions** for maritime and river ports
- High-technology systems to deliver **integrated security solutions**
- Provider of **consultancy, technical and management assistance services for port operators**

2023 FINANCIAL RESULTS

- **Turnover:** Eur 8,024 mil
- **EBITDA:** Eur 406 th
- **Net profit:** Eur 197 th

SHAREHOLDER STRUCTURE

TIU Holdings SRL: 0.9%
certSIGN SA: 46.85%
UTI Construction and Facility Management: 46.85%
Individuals: 0,9%

CAPABILITIES AND EXPERTISE

Trident SM provides an array of diversified services:

- High-technology solutions to deliver integrated security systems and projects
- Complex IT and communications solutions and services
- Electronic signature services in collaboration with certSIGN
- Preventive and corrective maintenance services for security, telecommunications, IT and electronic signature systems
- Consultancy, technical and management assistance

Trident Servicii si Mentenanta is a fully certified provider of integrated solutions for river and maritime port areas in Romania.

Since January 2009, Trident has been providing service and maintenance for the equipment that is part of the Constanta Port Perimeter Security System, including:

- High-technology solutions to deliver integrated security systems and projects for its customers
- Consultancy, technical and management assistance, as well as project management in the implementation of specialized ISPS Code ("The International Ship and Port Facility Security Code") norms and rules and integrated security solutions
- Complex IT and communications solutions and services customized to the needs of its customers in the port area
- Electronic signature services in collaboration with certSIGN - Trust Services & Cybersecurity Provider as subcontractor
- Preventive and corrective maintenance services for security, telecommunications, IT and electronic signature systems

softrust

Softtrust Vision Analytics is highly experienced in the field of video solutions and in the development and implementation of state-of-the-art security solutions in key sectors: defense, critical infrastructure, industry, retail, and financial-banking institutions.

The company has extensive expertise in areas such as artificial intelligence, image processing, and the development and implementation of validated algorithms in the deployed video solutions.

- Over **20 years of experience in the development of video products**, security systems
- High specialization, in areas such as Artificial Intelligence, image processing, algorithm development
- **Proprietary algorithms** validated in functional security solutions.
- **Software development property rights** for all products

2023 FINANCIAL RESULTS

- **Turnover:** Eur 1,672 mil
- **EBITDA:** Eur 236 mil
- **Net profit:** Eur 204 mil

SHAREHOLDER STRUCTURE

UTI Construction and Facility Management SA: 95%
certSIGN: 5%

CAPABILITIES AND EXPERTISE

The company produces proprietary complex video monitoring and analysis solutions and is also specialized in developing artificial intelligence-based systems, using proprietary algorithms.

- Facial recognition, integrated with security and access control systems
- Video analysis
- Forensic solutions for official document analysis
- Dedicated video solutions
- AI-based critical events and threats identification
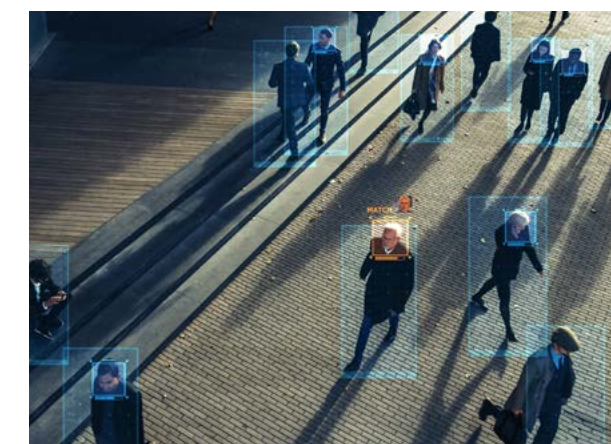- GDPR-compliant video analysis and artificial intelligence-based solutions

Softtrust Vision Analytics develops customized software solutions, according to the clients' needs and taking into consideration the risks they face and the size of the space to be protected.

Competition is high on the security solutions market, and the requirements of institutions and the business environment are becoming complex and customized.

Therefore, it is natural for a custom software solution to be better suited to meet unique needs than one on the shelf, which offers the same features to everyone.

The team's technical capabilities are put to good use in delivering efficient, scalable software solutions at competitive prices, ensuring 100% compatibility with the business processes of our clients that range from airports and ports, to industrial sites, financial institutions and governmental agencies.

The activities of all the operational companies are overseen by the Group's management company - TIU Management - whose main roles are to ensure operational efficiency and strategy execution, to establish the governance and integrity guidelines.

The company also provides efficient and effective services to member companies, enabling them to focus on core competencies and achieve their business goals.

Through unified policies and specialized staff, TIU Management assists Group member companies in areas such as finance and accounting, corporate governance, compliance, legal, quality management, human resources, communications.

STRATEGIC PERSPECTIVES

In an economic and geopolitical context characterized by uncertainty and faced with technological challenges such as massive digital transformation, accelerated urbanization, demographic and climate change, TIU has a three-sided approach:

• Enhancing the core business by product and solution portfolio optimization and continued investment in research and development activities
• Adapting its competencies to boost further growth
• Embracing new business opportunities in emerging markets and technologies

STRATEGIC DIRECTIONS

• Strengthening the TIU brand and the brands of the group's member companies as technology solution providers of choice in the national market
• Expand international presence by replicating own technologies and products
• Consolidate the existing niche products and services and expand footprint on existing markets: airports, underground transportation, nuclear energy, corporations, built infrastructure, sustainable transport, digital transformation
• Create new blue ocean niches based on synergies among companies and innovating advanced solutions: Remote Tower Flight Control, Advanced solutions for urban and interurban mobility, Electronic Identity, Advanced Face Recognition, Shared Maintenance Services, Blockchain, SmartCity
• Vertical integration on the value chain: design –> implement –> maintain –> operate.
• Active involvement in research and innovation projects and intellectual property development

INTELLECTUAL PROPERTY AND INNOVATION

TIU Group has an extensive portfolio of proprietary trademarks, protected at national level in accordance with NICE classes. As of 2024, it consists of more than 40 trademarks registered with the Romanian Office for Invention and Trademarks, while the software applications are registered with the Romanian Copyright Office.

RESEARCH AND INNOVATION

TIU's innovation ecosystem is based on the capability of investing in new technological solutions oriented towards generating synergy among the business fields, that have a profound impact on society and on people's lives in such fields as digital transformation and digital identity, intelligent transportation and adaptive traffic, interconnected communications, built infrastructures.

• **40+ registered trademarks**
• **4 pillars of innovation:** digital transformation, IoT, artificial intelligence, energy efficiency
• **2 mil Euro invested** yearly in self-funded R&D
• **Collaboration with university and technological institutions**
• **Internship programs** for technology-educated students

AREAS OF INTEREST FOR FUTURE DEVELOPMENT

Continuing innovation and development of hardware and software products in existing business areas

Internet of Things (IoT) - the intelligent interaction among devices, systems and services which are connected through the internet

Artificial intelligence - traffic optimization algorithms, prediction algorithms for intelligent transportation systems and audio-video analysis algorithms

Energy efficiency - intelligent registration of resources consumption by an integrated monitoring of the consumer and efficient management of faults to optimize the resources consumption