



Press Release

For the specialist and financial press

Berlin, 19 March 2008

IVU presents Annual Report 2007

Sales increased, gross profit stable

EBIT and Group result higher than in the previous year

Good prospects for 2008

For the third year in a row, IVU Traffic Technologies AG has returned positive annual results. This is the conclusion of the Annual Report 2007, approved today by the Supervisory Board of the Berlin software company. The report shows that all parameters have positive values and have also risen in comparison with the previous financial year. This represents a clear growth trend. IVU is also optimistic for the current financial year, and expects a continuation of the positive developments.

Sales for the financial year 2007 amounted to EUR 31.4 million (against EUR 30.1 million in the previous year - an increase of 4.5 %), gross profit was EUR 24.8 million (+ 0.5 %), EBIT was EUR 2.3 million (+ 9 %) and the Group annual profit was EUR 1.9 million (+ 31 %). Another year of profit has further increased the financial strength of the company.

Costs remained more or less stable in the financial year 2007. Other operational liabilities, corrected for neutral effects, are virtually constant. Amortisation decreased further. The positive annual result improved the equity situation in the reporting period by about EUR 2 million, and loans repayments were made according to plan. This has improved the assets situation. The renewed annual profit has increased the financial strength of the company.

“That means that we can make the necessary investments and finance long-term projects”; said Prof. Ernst Denert, Chairman of the Management Board of the Berlin software house. He took control in 2001, and has since successfully reoriented the company and generated new growth. “We will be maintaining this course. Our market standing is good, as are our opportunities, so that we can look into the future with optimism.”



This is also confirmed by the order book situation, which is so good that already in March the planned sales for 2008 have been secured to a considerable extent. Sales will be above EUR 30 million, and a gross profit of more than EUR 25 million is projected. That will once again lead to good EBIT and to a further growth in equity. Prospects are also good for the financial year 2009. In addition, the bank loans will be repaid by the middle of 2009, so that IVU will then be debt-free.

As a result of the situation on the employment market, the team could not be expanded to the extent which was originally intended, and correspondingly the personnel costs have increased less. IVU would have liked to recruit more highly-qualified software engineers and project managers. But not many are available, and at the same time the demand is high. Nevertheless, 16 new employees started work for IVU in the branches at Berlin and Aachen, which more than compensated for fluctuation and at the same time provided a qualitative improvement. "We also want to strengthen our team in 2008", said Prof. Denert, "and to make more intensive efforts to encourage promising young employees."

The full Group Report will be available from Wednesday, 19 March 2008, approx. 7.30 p.m., under www.ivu.de.

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IVU Traffic Technologies AG is a leading supplier of IT systems for planning, operating and optimising transport and logistics processes. More than 30 years of experience developing hardware and software systems for more than 350 public transport companies has also made IVU the market leader for IT solutions in other segments: monitoring truck fleets, setting up retail networks in geo-marketing, election processing. This is IVU's approach to transportation and beyond.