



5 countries

1800 employees

FACILITY AND PROPERTY MANAGEMENT

INSTALLATIONS AND GENERAL CONTRACTING

5 business lines

INFORMATION TECHNOLOGY AND COMMUNICATIONS

SECURITY SYSTEMS

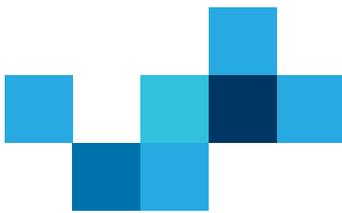
INTELLIGENT TRANSPORTATION SYSTEMS AND TICKETING

1990 the year the company was founded

5 countries

# UTI Overview at a Glance





## WHO WE ARE

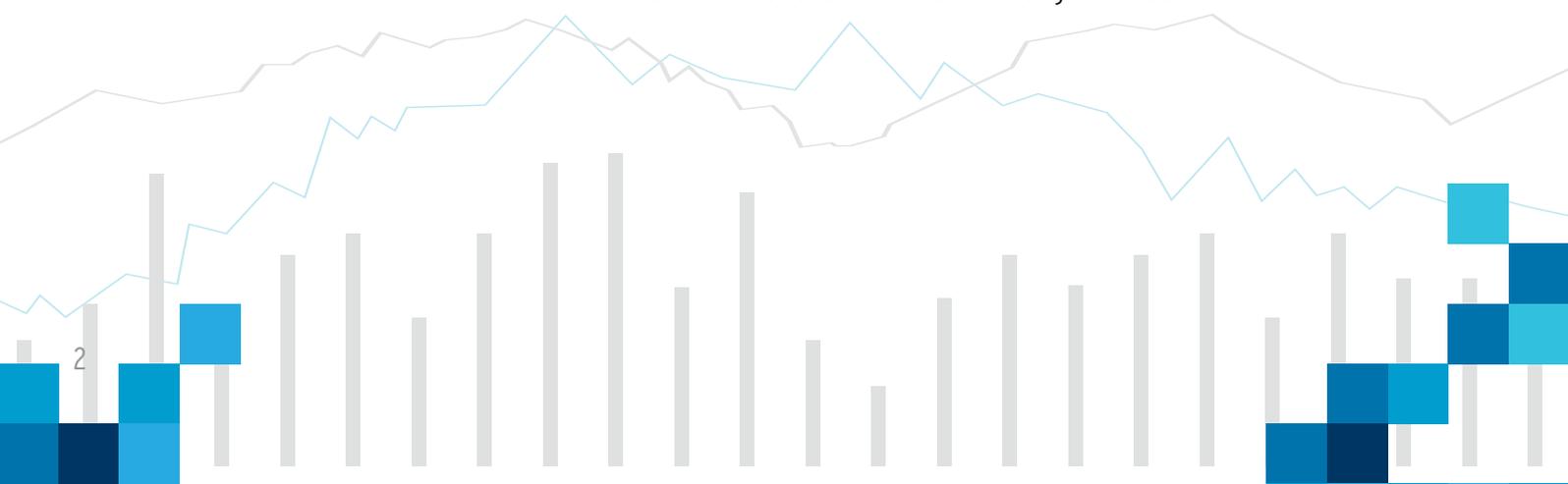
Ever since UTI was founded, it stood for technological excellence, quality, reliability and trust. Innovative ideas and ambitious approaches, as well as a flair for entrepreneurship led UTI on a track for long-term success.

Whenever a new international airport is being planned, a company wants to get customized solutions, a city needs innovative solutions for a better quality of life, an important utility company needs security and safety systems, UTI is always ready to propose innovative and reliable solutions.

UTI brings together capabilities, system integration, consulting services, maintenance services and the team's dedication to success. All this makes it possible for UTI to provide a portfolio of physical and IT security, ITS installations, automation and facility management systems and services that solves critical problems for our clients. Our solutions focus on helping clients secure their business and operations, and increase their efficiency.

The success of our integrated solutions resides not only in our technological excellence, sense of innovation and specialized teams, but also in our commitment to trust and responsibility - a commitment that has made us a strong partner for 25 years.

Over the last two decades, UTI has built a record of leadership on the Romanian market, developed itself according to the strategic directions set in UTI Star Strategy and by reinventing itself depending on the market opportunities, implementing breakthrough technologies and building an organization that delivers state-of-the-art solutions with great results.



## NUMBERS THAT MATTER

**1990**

The year the company was founded.

**1800 employees**

A company is defined by its people, by their commitment and input. UTI has some of the best. We value our people and support them in their initiatives that, in turn, help UTI become a more powerful company on the regional market.

**5 business lines**

At operational level, the company is organized into 5 business lines:

- Security Systems
- Information Technology and Communications
- Intelligent Transportation Systems and Ticketing
- Installations and General Contracting
- Facility and Property Management

**5 countries**

UTI has a good presence in Central and Eastern Europe, having local offices in: Romania, The Netherlands, Poland, Moldova and Bulgaria.



 UTI HOLDINGS

 UTI Poland

 UTI Moldova

 UTI Romania

 UTI Bulgaria

## CORPORATE HIGHLIGHTS

In line with its strategic objective of becoming a strong regional player, UTI has continued to develop its portfolio of international projects:

UTI completed the **implementation of a complex traffic management system in Szczecin, Poland.**



The system allows real time information of the drivers with regard to the traffic situation, the travel times, status of the road infrastructure and the detour routes in case some unpredicted situations occur, in order to reduce the waiting times and to increase the speed. All subsystems are interconnected at central level within a Traffic Management Center.

The second **traffic management project in Poland** was implemented by UTI ITS Business Line for **the Municipality of Kalisz**, an important regional industrial and commercial center.



The system integrates several subsystems to provide smooth traffic, while being connected centrally within the Traffic Management Center.

The system is open and fully scalable and allows the addition of new systems or functionalities within the current system.

Also in line with our strategy to become an important regional player, UTI provides maintenance services for a **complex traffic management system** implemented in **Sofia, Bulgaria.**



In September 2014, certSIGN signed a contract to customize **the driver's licenses in Cyprus**, thus entering a new market and extending its service portfolio. The licenses fully observe the stipulation of the 2006/126/CE European Directive and include information on the professional qualification certificate, in compliance with 2003/59/EC European Directive.

In March, 2015 UTI has started the implementation of the **integrated IT public transport management, ticketing, passenger information and video surveillance system in Burgas, Bulgaria.** The completion of the project, awarded by public tender, is estimated for the spring of 2016. The main aim of the project is to optimize and streamline the public transport conditions, as well as to increase passenger comfort and safety.

UTI has strengthened its position on the **environmental engineering market**. The most important project has been the successful modernization and extension works of the **Water Treatment Plant in Cluj Napoca**.

Since September 2014, UTI has been building three water treatment plants in Mehedinti county.

UTI has previous experience in such projects, having rehabilitated the water treatment plants in Scornicesti, Potcoava, Draganesti Olt and Piatra Olt.



Since July 2014, UTI **provides technical administration and maintenance services for National Arena**, the largest and the most modern sports and entertainment arena in Romania.

The challenge of the project was to make sure that the grass turf complies with the requirements. Therefore, a modern system of turf aeration, fertilization and active drainage, as well as an artificial sunning system were implemented to meet these requirements.



certSIGN launched **Trust4Mobile**, the first Romanian application that encrypts voice calls and VoIP messages exchanged via Android mobile devices. Trust4Mobile uses the digital certificates issued by certSIGN, as well as advanced encryption mechanisms.

The application has been included among the standard applications available on Samsung Galaxy Note 4.



certSAFE and shellSAFE, PKI-based information security solutions, developed by certSIGN have been introduced in **NATO Information Assurance Product Catalogue**. The solutions will be used to process NATO-classified information up to the NATO RESTRICTED level.



UTI completed the implementation of the integrated information system for the **Electronic Medical Records**. The system collects all relevant medical information from various sources and integrates it, thus providing a secured and real-time medical database and ensuring the efficiency and improved quality of the medical services.

In May 2014, the project was awarded the title of **eHealth Project of the Year** by the HL7 Romania Association, in recognition of its technological value and major social impact.



Through a strategic acquisition of **EgildE**, a company specialized in developing GIS solutions, UTI acquired new competencies, being able to provide the complete range of GIS Solutions (urbanism plans, GIS databases, property cadastre, green area registry, agricultural registry, taxes and contributions, IT solutions for utility companies, emergency situation solutions).

# EgildE

UTI is part of the consortium that develops the **WATMAN project - The Information System for the Integrated Water Management**, whose purpose is to establish a basis of adequate structures to prevent floods and to limit their destructive consequences.

UTI will develop and implement the **National Agricultural Register**, a national digital system meant to collect, report and analyze the data associated to the agricultural field.

## CORPORATE HIGHLIGHTS

Iasi has become an important landmark on the map of UTI projects:

- In August 2014, UTI finalized the **airport lighting system** on the new runway of **Iasi Airport**. The runway lighting system and its pertaining installations are in compliance with the ICAO standards, allowing a 350-meter visibility under tough weather condition, the take-off and landing operations being performed under complete safety conditions.



- In August 2013, the UTI ITS & Ticketing business line was awarded the contract for the **implementation of a complex traffic management project**, whose purpose is to modernize the public transportation infrastructure, ease the traffic, increase safety and reduce pollution.

UTI and Altimate have implemented **the electronic system for the payment of the Fetesti-Cernavoda Danube bridge fee** on the Bucharest-Constanta highway that replaces the barrier stop system. The drivers have the opportunity to opt for the payment of the fee outside the taxation station, in advance or by 00:00 of the following day, by SMS sent to a short number and by paying the fee in the CNADNR authorized partners' network. The solution will be further developed in order to allow payment by card, subsequent to the configuration of an account into a web portal, and through the use of a mobile app.

In 2014, UTI consolidated its position of national leader on the Intelligent Transportation Solutions market by starting several projects in important cities of Romania.

Thus, UTI provides **traffic management and urban information solutions** for 5 road passages in Bucharest. The purpose of the system is to keep the drivers informed with respect to the traffic conditions (road conditions, accidents/traffic jams, weather conditions, etc).

The project will support Bucharest in becoming a smart city. UTI's solutions have a decisive contribution to transforming regular cities into smart cities and to increasing the citizen's quality of life.

Also under the **Smart City** concept, UTI solutions enable the citizens of Brasov to travel smart.

Thus, since December 2014, UTI has started to implement a solution to digitally **manage the public transportation in Brasov**. UTI's solution will improve the public transportation and road flow and will increase the passengers' safety and comfort.

## ALTIMATE

Altimate is a UTI company, founded in 2014. Its strategic foundation is meant to consolidate UTI's position on the IT&C market, by completing the competencies UTI already has.

Altimate provides integrated information management solutions and end-to-end solutions for specific business needs, such as: Enterprise Resource Planning, Enterprise Business Services, Supply Chain Management, Customer Relationship Management and Business Intelligence.

## HUMAN RESOURCES

UTI's success is due mainly to its talented and passionate employees. UTI encourages and challenges them with exciting and innovative projects, both on the Romanian and on the international markets.

UTI is a top employer for people with technical background and expertise as it offers great professional prospects.

We are constantly raising the professional standards our employees have to meet and we focus on attracting young people for either specialist or executive positions.

UTI offers experienced professionals a wide range of opportunities to continue their personal success stories, while contributing to the company's success story.



### TEAM

- Strong entrepreneurial culture
- Over average creativity
- Client-focused orientation

### CERTIFICATIONS

- NATO secret security clearance level
- Information security certifications - CISCO, CISM, CISA, CRISC, CISSP
- Airport and seaport security and operations
- Nuclear markets

### CAREER MANAGEMENT

- Continuous recruitment process
- Internal and external training programmes
- On-job qualification

## TRANSFORMING VALUES INTO ACTIONS

**Excellent** > find answers to the challenges of our time, deliver top quality solutions with sustainable results.

**Responsible** > commit to a culture of continuous improvement and innovation

**Trustworthy** > build trust through honest and adequate engagement



## **UTI STAR STRATEGY DIRECTIONS 2013-2016**



**UTI Star Strategy** is a clear definition of the future that we wish to attain.

The strategic directions we set are derived directly from our mission and vision and are designed to shape our business portfolio and strengthen our performance on the long term.

The strategic directions are quickly translated into operational plans delivered by our business lines.

### **GETTING INTERNATIONAL BRAND RECOGNITION**

- Gain a powerful international market position on at least two markets in Central and Eastern Europe, Middle East and CSI countries
- Generate 110 million Euro turnover on the above-mentioned markets
- Focus on direct sales and partnerships

### **DEVELOPMENT OF PUBLIC-PRIVATE PARTNERSHIPS**

- Get involved in long-term public private partnerships with local and central authorities in order to take benefit of the already existing experience and to increase the weight of these partnerships to 30% of the consolidated turnover

### **EXPANSION OF THE MARKET SCOPE THROUGH MERGERS AND ACQUISITIONS**

- Penetrate the new regional markets and approach new market segments, such as health, environment, justice
- Develop quickly through a sustainable acquisition program

### **ACCESSION OF EU DEVELOPMENT GRANT FUNDS**

- Increase competitiveness by attracting structural funds amounting to 70 million euro

### **INNOVATION AND INTELLECTUAL PROPERTY DEVELOPMENT**

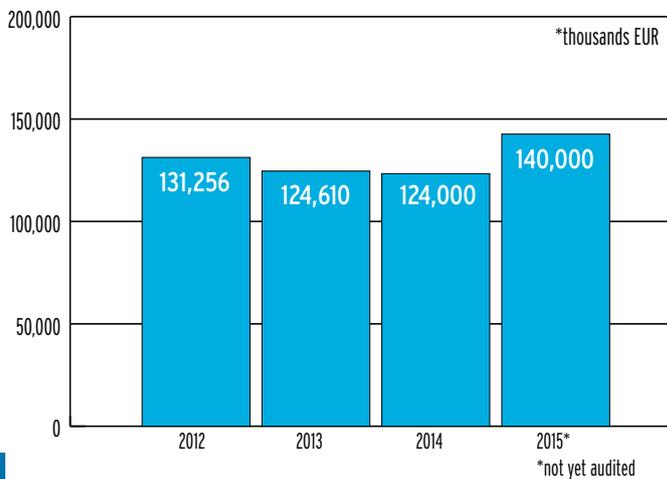
- Create of a culture of innovation
- Extend the product portfolio
- Pay close attention to creation, development and protection of the intellectual property



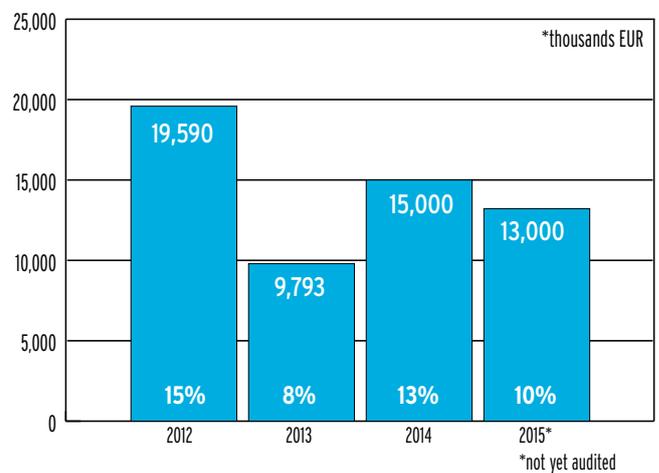


## FINANCIAL OVERVIEW

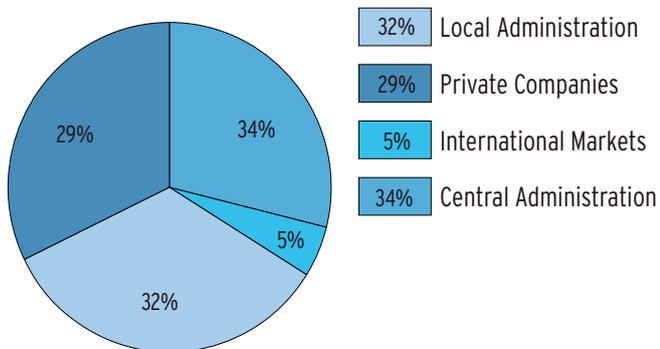
### TURNOVER



### EBITDA



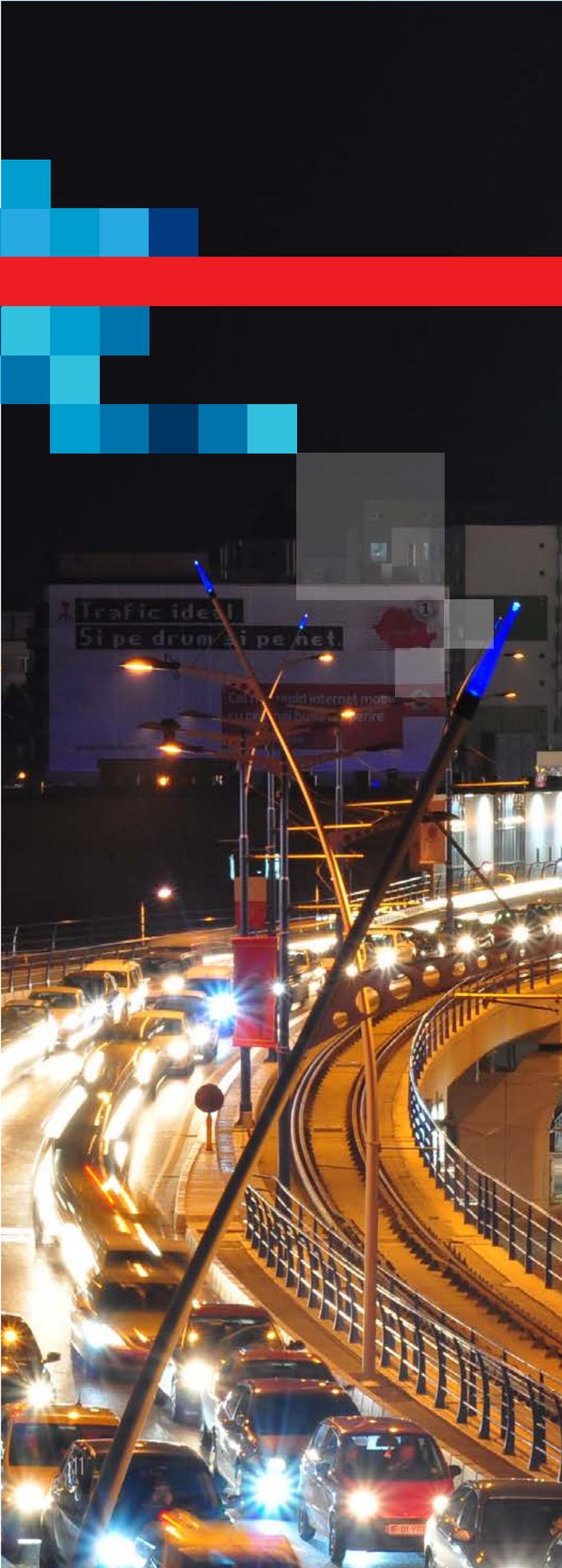
## CLIENT STRUCTURE



Trust is one of the fundamental values that characterize all our projects. Before we can provide our client with valid recommendations, we take the time to consider his requirements and understand his business. This enables us to properly identify the scope of the project, deliver the most appropriate solutions and develop a long-term relationship.

We closely collaborate with the clients, so that we are aware of any potential obstacles and we promptly solve all the issues that could arise while the project is in progress. Paying attention to our clients and understanding their individual requirements make us successful.

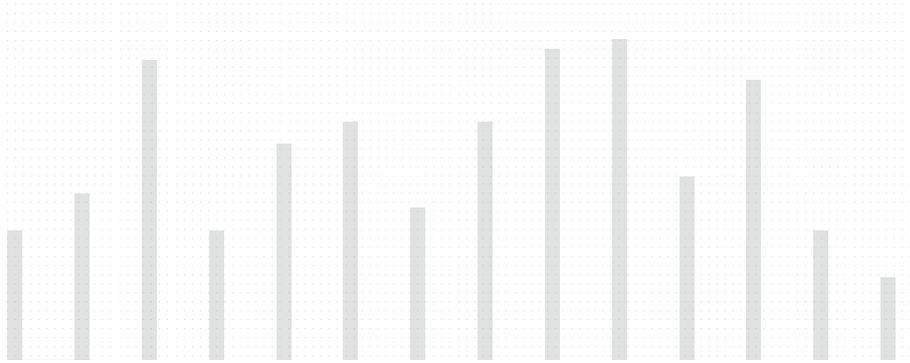
An important part of UTI's revenues are generated by ongoing projects/ recurrent clients, but the company has also the technical capabilities and solutions to attract new clients each year.



## SELECTED CLIENTS

- Municipality of Bucharest
- Metrorex - The Underground Transportation Company in Bucharest
- Dacia Automotive
- Petrom
- NuclearElectrica - Cernavoda Nuclear Power Plant
- Bucharest National Airport Company that coordinates the two airports in Bucharest:
  - Bucharest Henri Coanda International Airport
  - Bucharest Baneasa Aurel Vlaicu International Airport
- Carrefour Romania
- Transelectrica - The Romanian Power Grid Company
- Maritime Ports Administration
- Sibiu International Airport
- Raiffeisen Bank
- The Romanian Commercial Bank
- Administration of Navigable Canals
- Rotary Constructii
- Nokia
- Cluj Napoca International Airport
- Metro Cash&Carry
- Ministry of IT and Communications of Romania/Azerbaijan/Albania
- Kazmunai - Rompetrol
- Aden Refinery - Yemen
- Varna International Airport
- Warsaw Underground Transportation Company
- Municipality of Kalisz
- Municipality of Szczecin
- Astaldi
- Max Boegl
- The National Health Insurance House
- The National Institute for Research & Development in Informatics

# MARKET SEGMENTATION



## PRIVATE CORPORATIONS

- Industrial sites
- Financial and insurance institutions
- Telecom companies
- Energy
- Retail areas
- Hotels
- Transporters
- Professional services
- Wholesale and distribution
- Automotive

## REGIONAL AND LOCAL AUTHORITIES

- City halls
- Local state-owned companies
- Local administrations
- Regional authorities
- Utilities
- Environment
- Hospitals
- Schools and universities

## INTERNATIONAL MARKETS

- Industry
- Energy
- Airports
- Ports
- Cities
- Defense authorities
- Intelligence services
- Health institutions
- Environment
- Education

## CENTRAL GOVERNMENT AUTHORITIES

- Ministries
- National agencies
- Critical infrastructures facilities
- Defense
- Transportation infrastructure
- Oil and gas
- Nuclear facilities
- Health care
- Education
- Central administration

## WHAT WE DO



UTI provides turnkey solutions for transportation, energy, oil & gas industry, government, local authorities, financial institutions, corporations and commercial sites through its five business lines.

### SECURITY SYSTEMS

Integrated security systems for critical infrastructures based on comprehensive risk analysis and threat assessment services. Integrated security and fire protection solutions for retail, commercial and industrial sites

### INFORMATION TECHNOLOGY AND COMMUNICATIONS

Customized integrated systems and services for information security and business solutions, delivering increased added value, productivity and progress

### INTELLIGENT TRANSPORTATION SOLUTIONS AND TICKETING

Complete range of solutions and services for urban and interurban traffic management and intelligent transportation systems

### INSTALLATIONS AND GENERAL CONTRACTING

General contracting activities as well as consulting, design engineering and execution of all types of electrical, mechanical and automation installations

### FACILITY AND PROPERTY MANAGEMENT

Technical preventive and corrective maintenance and management for all building installations, as well as a full range of administrative and support services that help increase the clients' efficiency and productivity





## SECURITY SYSTEMS

UTI is a top integrator of security systems for critical infrastructures: Government, Energy, Oil & Gas, Defense units, Emergency services, Chemical industry, Ports and Airports. Moreover UTI has developed a modern center for research and development, design, production and deployment of defense dedicated systems.

### HOMELAND SECURITY

- Integrated solutions for critical infrastructures
- Integration of physical security and cybersecurity
- Emergency situations management centers
- X-Ray screening systems
- Video analytics
- Research and development



### DEFENSE

- Modernisation of armored vehicles and defense mobile platforms
- Configuration, assembly and integration of radars for air surveillance
- Development and integration of battle management systems
- Tempest technology for equipment and building or mobile spaces
- Military and coastal surveillance ship building
- Operational containers or mobile data centers
- Design and testing services and consulting
- Shooting ranges

### PORTFOLIO

- Cernavoda Nuclear Power Plant
- Horia Hulubei National Institute of Physics and Nuclear Engineering
- Transelectrica - Romanian Power Grid Company
- Romanian Ministry of National Defense
- Romanian Ministry of Administration and Interior
- Constanta Port
- Henri Coanda International Airport in Bucharest
- Aurel Vlaicu International Airport in Bucharest
- Traian Vuia International Airport in Timisoara
- Targu-Mures International Airport
- Sibiu International Airport
- Targu-Mures Management Center for Emergency Situations
- Kazmunai - Rompetrol
- Aden Refinery - Yemen





## COMMERCIAL AND INDUSTRIAL SECURITY

UTI is a regional market leader for complex security and fire solutions for retail, commercial and industrial sites. Our range of services covers full range risk analysis, design, engineering, commissioning, installing and maintenance services.

- Fire detection, active and passive protection and extinction
- Video and electronic article surveillance
- Electronic articles
- Access control and intrusion detection
- Pneumatic tube system
- Sound and public address system
- Loss prevention
- Safes
- Source tagging
- People counters
- Parking solutions



## PORTFOLIO

- OMV-Petrom
- Mol
- real/Romania
- Metro Cash&Carry
- Carrefour/Romania
- Cora/Romania
- Selgros/Romania
- Praktiker/Romania
- Baumax/Romania
- Dacia-Renault Factory
- Coca Cola Romania
- Pepsi Beverages Romania
- Arcelor Mittal
- Michelin
- Smithfield
- Vodafone





## INFORMATION TECHNOLOGY AND COMMUNICATIONS

Information Technology and Communications have impacted society on many levels, extending its reach to public administration, community life, family life, education, careers, to name just a few.

We are a top integrator on the regional market that provides the most appropriate solutions to companies, individuals and institutions that look for a company able to put opportunities into words, to approach and overcome challenges.

### BUSINESS SOLUTIONS

- Document management
- Intelligence life cycle management
- Electronic and physical archiving

### TELECOM SOLUTIONS

- Integrated telecommunications solutions
- Telecom Network Infrastructure
- Voice and Data Networking
- Number Portability

### INDUSTRY-CUSTOMIZED SOLUTIONS

- Airport resource management
- ERP Solution for budget companies
- e-Procurement
- Crisis Management
- C4I
- eHealth Solutions

### INFORMATION SECURITY

- Cyber security
- Audit and consulting
- Compliance and governance
- Support and managed services
- Training
- Electronic signature
- Digital tachograph
- Mobile Device Security

### INTEGRATED SOLUTIONS AND SERVICES

- Software development
- Software and hardware integration
- Content management for infokiosks
- Communications
- IT infrastructure virtualization
- Consulting
- Maintenance and technical support
- IT systems analysis, design, implementation, testing and commissioning

### PORTFOLIO

- The Underground Transportation Company of Bucharest (Metrorex)
- The National Authority for Management and Regulation in Communications (ANCOM)
- The National Company of Highways and National Roads of Romania
- Romanian Ministry of Administration and Interior
- The Romanian Trade Register Office
- The Road Authority of Romania/Bulgaria/Uzbekistan/Finland/Serbia
- The Albanian National Agency on Information Society
- The Administration of Navigable Canals
- The Ministry of Communications and Information Technology
- National Health Insurance House
- Romanian Waters National Administration
- Ministry of IT and Communications of Romania/Azerbaijan/Albania
- The National Health Insurance House
- The National Institute for Research & Development in Informatics
- The National Agency for Cadastre and Land Registration

# INTELLIGENT TRANSPORTATION SYSTEMS AND TICKETING

The challenge of having a smooth traffic in a city can be answered with up-to-date solutions that are both affordable for any municipality and environment-friendly.

The ITS business line keeps all this in mind when developing and implementing integrated solutions that meet all expectations in terms of safety, efficiency and environmental friendliness, irrespective of their destination: large cities, smaller towns, motorways.



## PORTFOLIO

- Bucharest Integrated Traffic Management System
- Craiova Integrated Traffic Management System
- Brasov Traffic Management System
- Arad Traffic Management System
- Szczecin Integrated Traffic Management System
- Kalisz Integrated Traffic Management System
- Cluj Sports Arena - Parking Management System
- The Public Transportation Company of Bucharest
- The Public Transportation Company of Timisoara
- The National Company of Highways and National Roads of Romania
- The Public Transportation Company of Brasov
- Public Transportation Company of Burgas, Bulgaria



## URBAN TRAFFIC SOLUTIONS

- Urban traffic management systems
- Traffic management control centers
- Public Transportation Management
- Crossroad lighting solutions
- Road traffic controlling systems
- Traffic video surveillance systems
- Passenger and traffic information systems
- Parking management systems

## INTERURBAN TRAFFIC SOLUTIONS

- Motorway, bridge and tunnel traffic management systems
- Heavy vehicle weighting systems
- Vehicle tolling and classification systems
- Variable message signs

## TICKETING AND TRAFFIC ENFORCEMENT SOLUTIONS

- Automated fare collection
- Ticketing for public venues
- Telecommunications solutions
- Traffic violation management
- Road information and surveillance



# INSTALLATIONS AND GENERAL CONTRACTING

UTI provides a full range of specialized general contracting activities as well as consulting, design engineering and execution of all types of electrical, mechanical and automation installations for industrial, commercial and infrastructure sites ranging from civil construction, airports, urban regeneration, water supply, plants, solar sites and any other forms of structure and infrastructure.



## CIVIL CONSTRUCTIONS

- General contracting
- Design and engineering
- Complete building installation

## AIRPORT SOLUTIONS

- Airfield lighting
- Special equipment installation and system integration (x-ray, luggage handling)

## URBAN REGENERATION

- Public lighting management solutions
- City centers regeneration and landscaping
- Monitor and control centers

## SPORTS ARENA CONSTRUCTION

- System integration within building management system
- Lighting architecture and broadcast infrastructure

## ENVIRONMENT ENGINEERING SOLUTIONS

- Industrial automation and energy efficient solutions

## BUILDING INSTALLATIONS

- Electrical installations: low currents, low-medium-high voltage,
- Mechanical installations: utilities, HVAC, fire extinction, co-generation, etc.
- Automation: Building Management Systems, SCADA-industrial control systems, etc.

## PORTFOLIO

- National Arena - Bucharest
- Cluj Arena - Cluj Napoca
- UTI Business Center
- Charles de Gaulle Plaza
- The Olympic House
- Raiffeisen Bank
- Henri Coanda International Airport - Bucharest
- Aurel Vlaicu International Airport - Bucharest
- Sibiu International Airport
- Cluj-Napoca International Airport
- Varna International Airport
- Municipalities of Bucharest, Craiova, Alexandria
- Cluj Water Treatment Plant
- P&G Plants
- Cujmir Solar Plant
- Bagdasar Arseni Emergency Hospital
- Kogalniceanu NATO Military Base
- Warsaw Underground Transportation Company





## FACILITY AND PROPERTY MANAGEMENT

UTI provides complete facility, property and support services, structured according to the specific activity carried out by our clients. Our solutions are designed for companies in various fields of business, such as banking, real estate, industrial, and commercial, transportation, governmental and administrative and are tailored to best meet their needs and bring the expected results: improve utilisation and reliability of the installations, decrease the administrative costs, improve operational efficiency, increase occupant comfort and increase performance of the core activity.

- Preventive and corrective maintenance and management for all installations and systems
- Technical audits
- Property management services - supplier management, utilities management, logistics management, fleet management, waste management
- Business support services - call center, archiving, training, landscaping, people transport, relocation
- Thermo vision inspections and analyses

## PORTFOLIO

- DeLonghi
- Uranium National Company
- Metro Cash and Carry
- Real Romania
- OMV -Petro
- Armonia Center
- Carrefour Romania
- Jupiter Commercial Center
- UTI Business Center
- Craiova City Hall
- Romanian Civil Aeronautic Authority
- BCR Erste Group
- Raiffeisen Bank
- Henri Coanda International Airport
- Cluj-Napoca International Airport
- Constanta Port
- Sfântul Spiridon Hospital, Iasi
- Radisson Blu Hotel
- Hilton Hotel
- Cernavoda Nuclear Power Plant



