



# THE TECHNOLOGY PARTNER FOR CORE BUSINESS OPERATIONS OF OUR CLIENTS BUSINESSES

Corporate presentation  
February 2017

# We are a global technology company

**€2.709M**

Sales 2016



Complete offering for  
**all industries**



**34,000**

Employees



**R&D 5-8% of sales**  
+200 deals with research centres  
and universities



Sales operations  
**+140** countries



**Leading clients**  
in key geographies and  
industries



# With a differential business model

- In-depth **know-how on key business processes**, especially linked to **real-time operational systems**
- Leading **proprietary product portfolio** linked to **core business processes**
- **Unique culture of adaptability to client needs and partnership**
- **Focus on co-investing and working with clients**



- **Knowledge of the key competitive factors** in different industries
- **Global experience** with local implementation teams

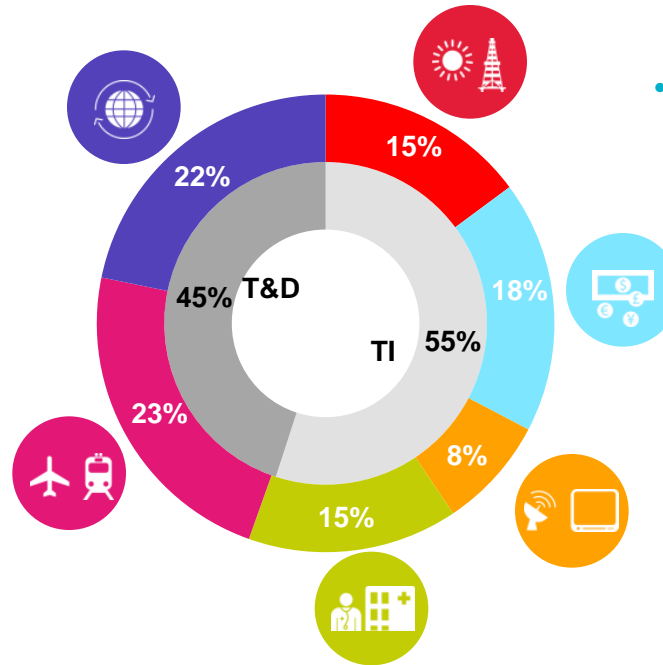
# We deliver core business operations technology for our clients

## Defense & Security

- Air surveillance
- Military simulation
- Maritime surveillance
- Electronic Defense
- Satellite Communications

## Transport & Traffic

- Air Traffic Management systems and Communications, Navigation and Surveillance systems
- Railway & airport management systems
- Urban traffic systems, highways, tunnels and traffic control systems



## Public Admin & Healthcare

- Healthcare management platform
- Educational and justice management systems
- Comprehensive offer on electoral processes

## Energy & Industry

- Energy: generation, distribution and commercial management solutions
- Industry management solution for hotels

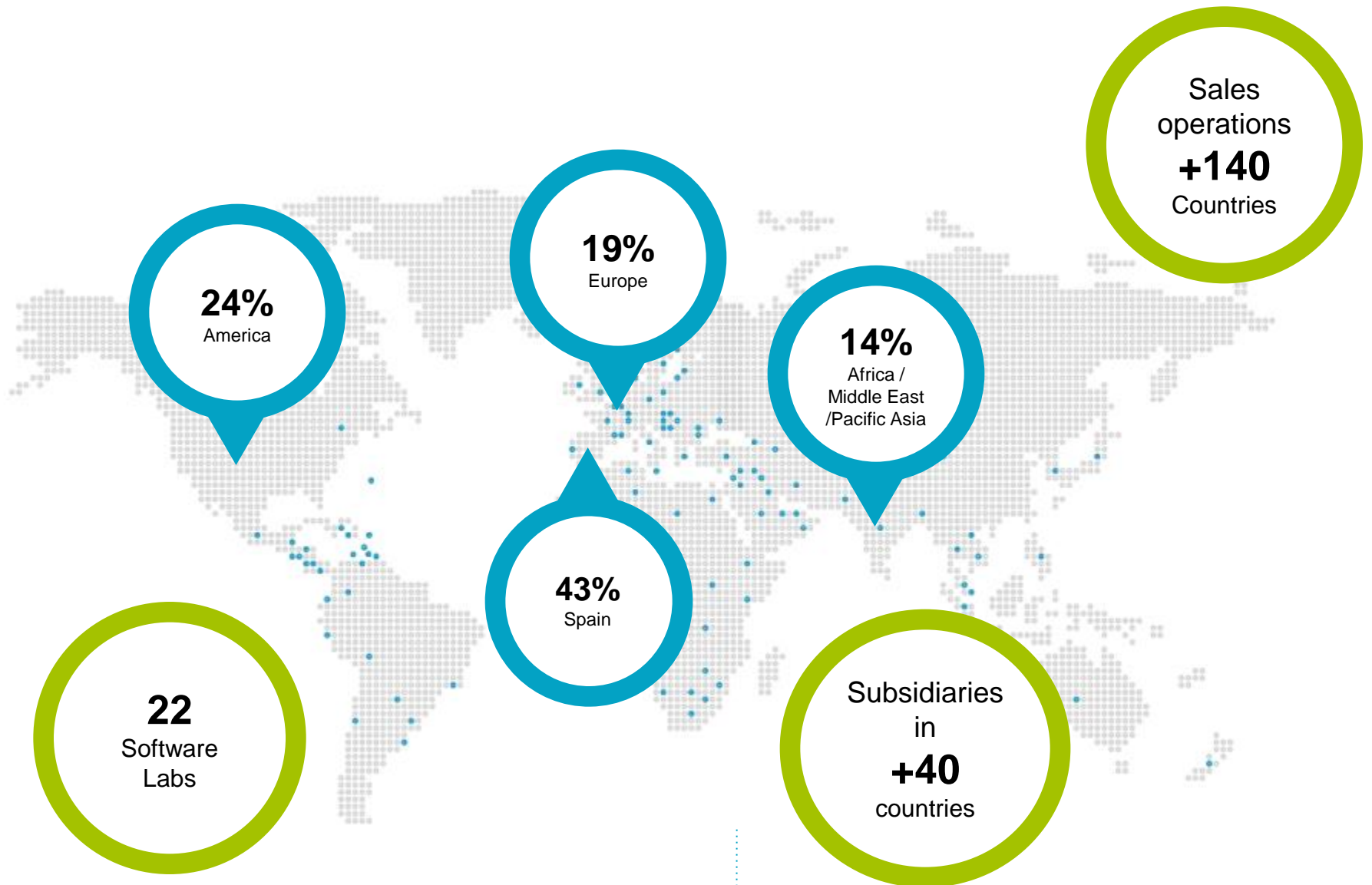
## Financial Services

- Insurance and banking core systems
- Operations transformation and process efficiency services

## Telecom & Media

- Operations and business support systems
- New media and digital television solutions

# All over the world









# With the best talent to develop the most innovative solutions

More than  
**34,000**  
professionals

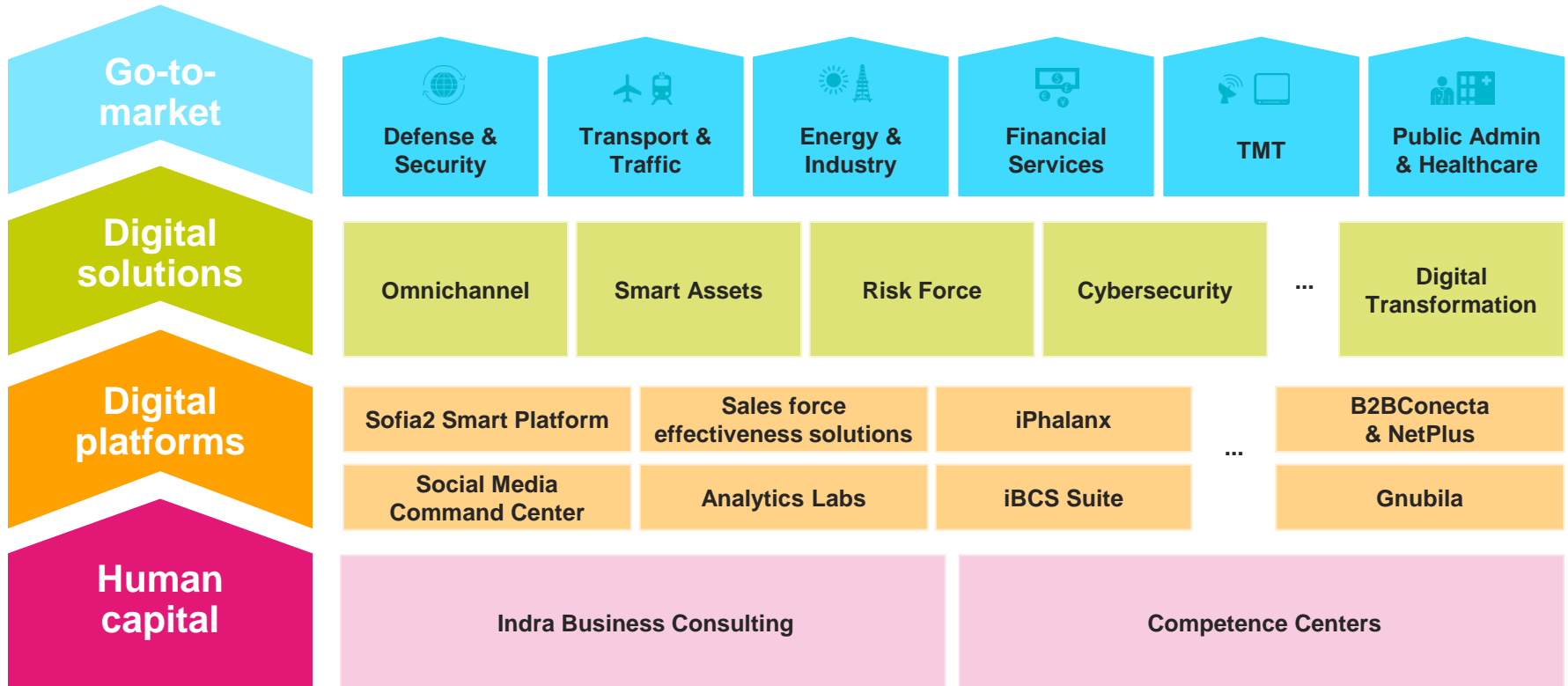
**80%**  
highly qualified  
professionals

**97**  
Nationalities

# Wide range of proprietary products that support business operations of our customers

 <p>Transport &amp; Traffic</p>	 <p>Defense &amp; Security</p>	 <p>Energy &amp; Industry</p>	 <p>TMT</p>	 <p>Financial services</p>	 <p>Public Admin &amp; Healthcare</p>
<p><b>Control centres</b></p> <p><b>Towers</b></p> <p>Communications</p> <p><b>Navigation</b></p> <p><b>Surveillance</b></p>	<p><b>Air surveillance</b></p> <p><b>Simulation</b></p> <p>Maritime surveillance</p> <p>Cyberdefense</p> <p><b>Electronic defense</b></p> <p>Satellite communications</p>	<p><b>InCMS</b></p> <p>TMS<sup>for</sup>HOTELS</p> <p>SUITAIR <small>INDRA SOLUTIONS FOR AIRLINES</small></p> <p><b>InGEN</b></p> <p><b>In GRID</b></p> <p><b>InOIL</b></p>	<p><b>iSales</b></p> <p><b>Audiovisual Business Support Platforms</b></p> <p><b>Value Added Services Platforms</b></p> <p><b>Quality and Monitoring Platforms</b></p> <p><b>Telecom &amp; Media Analytics Platforms</b></p>	<p><b>iONE</b></p> <p><b>ITECBAN</b> <small>CORE</small></p> <p>netPlus<sup>o</sup></p>	<p><b>HEALTH NETWORK</b></p> <p><b>AMARA</b></p> <p><b>Elections</b></p> <p>SEINSIR</p>

# We also have high value-added solutions in the digital environment





# Transport and Traffic



## Da Vinci

One of the most advanced railroad traffic control systems in the world

## Regions

- Europe
- USA
- LATAM
- Asia and Pacific
- Middle East
- Africa

### Main clients:

Railroad: Saudi Railways, ADIF, Renfe  
Highway operators and road network  
government authorities in Spain, Portugal,  
Ireland, Montenegro, United States, Canada,  
Mexico, Chile, Brazil, Argentina, Colombia,  
Morocco, China

Subway systems in Madrid, Shanghai,  
Lisbon, Athens, Saint Louis,  
Valparaiso, Mumbai, Delhi, Kuala  
Lumpur, Cairo, Mexico City

Ports of Southampton (UK),  
Panama Canal

## Offering

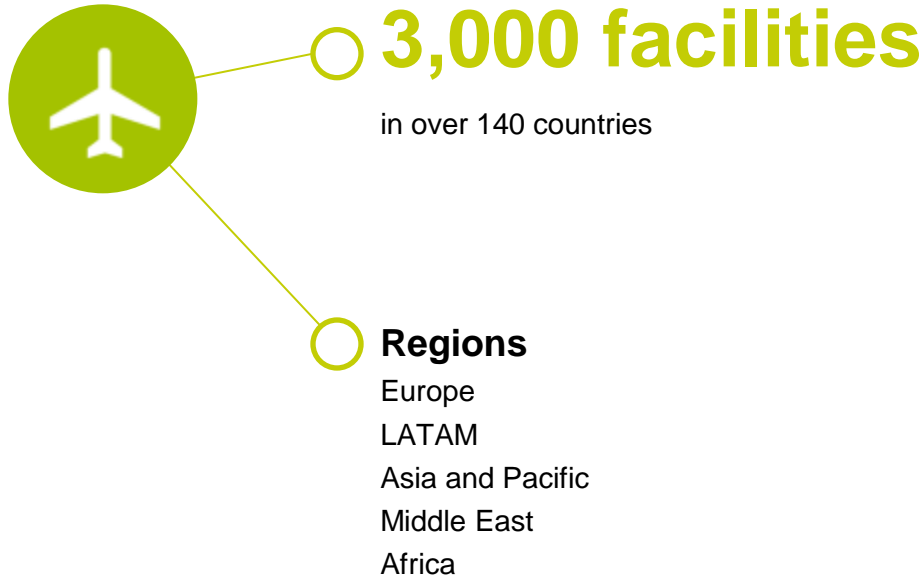
- Airport management
- Railroad traffic management
- Security management
- Urban traffic systems
- Traffic control systems for highways, tunnels and toll systems
- Ports and waterways

Digital

Consulting

Outsourcing and BPO

# Air Traffic (ATM)



## Main clients:

AENA  
Eurocontrol  
NATS (United Kingdom)  
DFS (Germany)

PANSA (Poland)  
LVNL (Holland)  
ATMB (China)  
IAA (India)

## Offering

- Automation and simulation
- Radio aids
- Surveillance
- Communication
- Aeronautical information

Digital

Consulting

Outsourcing and BPO

AsA (Australia)  
Oslo Airport  
Iberia  
Aerolíneas Argentinas

# Financial Services



## We solve needs

of more than 400 customers in 20 countries worldwide

### Regions:

Europe

USA

LATAM

Asia-Pacific

### Main clients:

Grupo BBVA  
Grupo Santander  
MAPFRE  
Bank of Spain  
Banco Espirito Santo

Banco do Brasil  
Caixa Económica Federal  
Zurich  
Fiduprevisora de Colombia

## Offering

- Efficiency and Operations: automation solutions, operation transformation consulting, outsourcing processes
- Risks / Informational: solutions based on innovative models and the operation of big data for risks/informational (credit, operational, liquidity, market, recoveries...)
- Core: suite of modular solutions for financial and ensuring entities

### Digital

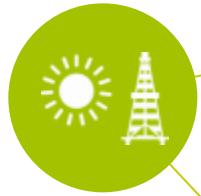
- Smart Banking: mobility solutions, commercial segmentation, business analytics
- Technology: expert in architecture, cloud, logical and physical security

### Consulting

### Outsourcing and BPO

- Bank of the Republic of Columbia
- Corbanca
- Banamex
- Banorte
- BNL (Grupo BNP Paribas)

# Energy and Utilities



**More than 140  
companies  
worldwide**

use our technology

## Regions

- Europe
- LATAM
- Asia and Pacific
- Middle East
- Africa

## Offering

### Systems

- Electricity and water: plants management, ETRM/ trading, network management/smart grids, metering management, management systems for the complete commercial cycle, corporate systems.
- Oil & Gas: spill detection, ETRM/ trading, asset management, third-party solutions (SAP Oil, IHS, Tieto EC, etc.)

### Digital

- Energy efficiency and smart home, new offering in the electricity industry, multichannel, process optimization, digital strategy, cybersecurity, etc.

### Consulting

### Outsourcing and BPO

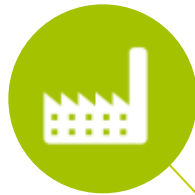
## Main clients:

Companies specializing in electricity generation, transmission, distribution and retailing: Gas Natural Fenosa, Enel, Iberdrola, CEZ, EDP, Electrobras, CFE, Exelon, KPLC, Eskom, Meralco, etc.

Companies specializing in production, transformation and retail of oil and its derivatives : Repsol, Cepsa, Petrobras, Caltex, Ecopetrol, etc.

Water utilities and Basin Agencies: Canal de Isabel II, Agbar, Sedapal, Maynilad, Manila Water, etc.

# Retail, Manufacturing and Consumer Goods



**Over 100 million  
passengers per  
year processed**

with our Revenue Accounting Solutions

## Regions

Europe  
USA  
LATAM  
Asia and Pacific  
Middle East  
Africa

## Main clients:

Inditex  
Tam/Gol/Lan Chile  
Iberia  
NH  
Enze

Jet Star  
Coca Cola Iberian Partners  
FCC, Ferrovial, OHL  
Thyssen Krupp  
Adveo

## Offering

- Airlines
- Consumer goods and fashion
- Construction and Engineering
- Hotels and Tourism
- Manufacturing
- Retail
- Logistics
- Games, Sports, Lotteries and Betting

**Digital**

**Consulting**

**Outsourcing and BPO**

# Healthcare



**Over 32 million people**

share our e-health Healthcare system

## Regions

- Europe
- LATAM
- Asia and Pacific
- Middle East
- Africa

## Offering

- Telemedicine
- Center management applications
- Healthcare system platforms
- Healthcare relation platform

**Digital**

**Consulting**

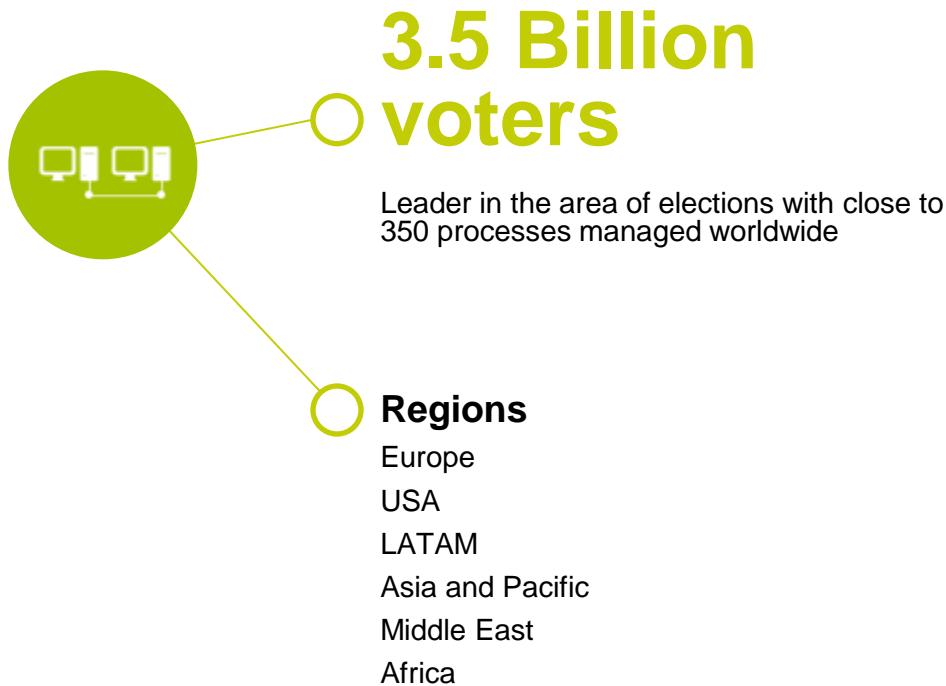
**Outsourcing and BPO**

## Main clients:

- Hospital de La Florida (Chile)
- Hospital Militar (Bahrain)
- Hospital de Makati (Philippines)

- Social Security Agencies
- Health Departments

# Public Administration



## Main clients:

State Departments of Venezuela, Argentina and Portugal  
Department of Health in Chile  
Philippines Supreme Court  
Algeria General Tax Directorate

Spanish State Department  
The Greater London Authority  
Oslo Kommune  
Angola National Election Commission

## Offering

- Judicial management systems
- Integrated tax management
- Cadastral management systems
- E-administration
- Education management system

### Digital

- Smart Cities

### Consulting

### Outsourcing and BPO

# Security



## i-CSOC Center of Internet security

global benchmark

### Regions

- Europe
- LATAM
- Asia and Pacific
- Middle East
- Africa

### Main clients:

- State Departments of Spain, Bulgaria, Portugal and Romania
- Hong Kong Maritime Police
- Civil Defense

## Offering

- Border surveillance
- Vessel Traffic Services(VTS)
- Citizen Security
- Centers for emergency control
- Critical infrastructure protection (CIP)
- Electronic identity
- Secure communications
- Training systems

### Digital

- Cyber security

### Consulting

### Outsourcing and BPO

- Military Emergency Unit
- European Commission
- Associated British Ports



# Defense



## Over 200 simulators

in operation with over 50 clients, presence in more than 23 countries

### Regions

- Europe
- USA
- LATAM
- Asia and Pacific
- Middle East
- Africa

### Main clients:

- Spanish Department of Defense
- NATO
- European Space Agency (ESA)
- Eurofighter

- Army of the United Kingdom
- Indonesian Navy
- German Navy
- Airbus
- Daewoo
- TKMS

## Offering

- Command and control, communications, computing and intelligence (C4ISR)
- Air defense systems
- Electronic intelligence
- Simulation
- Space

### Digital

- Cyberspace

### Outsourcing and BPO

# Telecommunications & Media



## Main clients:

Telefonica/O2/VIVO	Grupo PRISA/ Mediacapital/ Santillana
Orange/Meditel	Atresmedia
Vodafone	RTVE
Telecom Italia	Sky TV
Portugal Telecom	Mediaset
Claro	Endemol
Globe	Televisa

## Offering

- Integration of Telecom Systems for Business Support (BSS) and Operations Support (OSS)
- Transmission, broadcast, advertising and management rights systems.
- Solutions and services deployment and monitoring of digital TV and fiber networks

### Digital

- Contracting solution of mobility services for sales force
- Value Added Services Platforms for Telecom and OTT secure communications
- Operational intelligence solutions based on Big Data: new segmentations and end customer enriched profiles; analysis of network events.
- Systems for managing digital media content
- Integrated solutions of Telecom and New Media: OTT (IPTV), CMS-Player, Second screen

### Consulting

### Outsourcing and BPO



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