

# PRESS RELEASE

FOR IMMEDIATE RELEASE

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## Frauscher growth exceeds expectations

Ever since its foundation, Frauscher has followed an intensive strategy of global growth. Throughout the years, this approach has been implemented in a very sustainable way. In 2016, several milestones were achieved showing that Frauscher is on the right track to grow and remain as the market leader in a very competitive environment.

### Main achievements 2016

Through its international efforts, the company raised its sales and profit to the highest in its history: In 2016, Frauscher Sensor Technology significantly increased its order intake by almost 80% from 43.4 million euros to 77.0 million euros. To further support the demand for new investments in technologies and markets, Michael Thiel, CEO, and his management team decided to create a new shareholding structure. A management buyout was conducted and the business group was acquired by the current management, in association with Greenbriar Equity Group LLC. Michael Thiel commented that “this was an important step to secure the persistent and sustainable growth for the entire Frauscher organisation.”

### Developing the future of tracking together

Frauscher underlined its innovative strength once again last year with the launch of a new product line based on Distributed Acoustic Sensing (DAS): Frauscher Tracking Solutions FTS. Being the first to combine this new approach with proven wheel detection systems and axle counters enables Frauscher to provide customers with single solutions for a wide range of applications. This was seen as one of the most interesting and promising innovations at InnoTrans 2016 in Berlin, and several operators, system integrators and research institutes are highly interested in developing this further. Currently, more than ten installations have already been conducted, with more scheduled for the near future.

### Strengthening our position in various markets

On a global level, Frauscher cooperates with a range of sales partners and is represented by ten locations all over the world, two of which, Frauscher India and Frauscher Brazil, were able to more than triple their turnover in 2016. To meet increasing demands in services and products, the new Frauscher Innovation Centre was opened in Austria and the sensor production site has been extended. Additionally this year, more talent has been hired than ever before – some of whom have joined the company’s recently established locations in Australia and the USA, where some major projects have just been realised.

“Looking back on our company’s achievements in 2016 I am sure, that we are on the right track. In the near future we will gather even more experience in developing FTS. Furthermore, a range of promising and very impressive projects based on wheel detection systems and axle counters will be realised before the end of 2017. This trend will continue, which is why we are aiming to hire another 80 employees over all our locations and open an additional office in France this year”, Michael Thiel concludes.

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## Images



Image 1: Frauscher CEO Michael Thiel.jpg

Caption: Michael Thiel, CEO Frauscher Sensor Technology Group



Image 2: Frauscher\_Austria.jpg

Caption: Frauscher keeps on growing



Image 3: Frauscher\_Innovation\_Center\_front.jpg

Caption: The Frauscher Innovation Centre, Austria, opened 2016

**About Frauscher**

Track more with less: Frauscher Sensor Technology makes it simpler for system integrators and railway operators to obtain the information they need to run, monitor and protect their operational network. Best-in-class wheel detection systems, axle counters and tracking solutions based on inductive sensor technology and distributed acoustic sensing form essential components of a wide range of applications.

Frauscher experts are on-site in global markets to ensure comprehensive support during the whole customer lifecycle. Additionally customers are able to design, configure, install, adapt and maintain all components and systems by themselves due to individual trainings and support.

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