

Media Release

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Voith acquires major stake in Pilotfish to form strategic partnership

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The leading German technology company Voith, and Pilotfish, the Swedish cloud-based applications provider for public transport announce their strategic partnership:

- **Both partners complement each other in the digitalization push for public transportation**
- **Voith acquires 56% of Pilotfish and consolidates the company**
- **Management and branding remain unchanged**

GOTHENBORG/HEIDENHEIM. As one of Europe's leading providers of on-board IT systems and applications, Pilotfish has installed systems in over 10 000 buses, trains and trams, in multiple countries. The company provides applications, hardware and consulting in a portfolio that includes eco-driving, an open standard vehicle communication platform, tachograph download, automatic fault report, navigation and automatic vehicle data transfer directly into cloud-based analytics.

Pilotfish generated approximately 6 million Euros revenue in 2018. The company has 30 employees and serves customers in Sweden, Norway, Germany and France. It supplies a range of customers from local businesses to some of the world's leading bus manufacturers and largest fleet operators in Europe.

The technology and domain knowledge of Pilotfish complement Voith's activities in the mobility sector. Today, Voith is one of the world's leading suppliers for public transportation and has provided more than 300,000 city buses around the world with automatic transmissions. Voith's product spectrum for city buses also includes air compressors and smart services.

At the IAA Commercial Vehicles fair 2018 Voith introduced a fully electrical drive system for city buses. For Rail Vehicles, Voith provides customized solutions for high-speed trains, metros, light rail vehicles, trams, locomotives and special rail vehicles. System expertise and service from one single source increase reliability, safety and efficiency in day-to-day operations.

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Both sides agree not to disclose the purchase price and key terms of the transaction.

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“For us, Voith, with its global reach and resources as a multinational company and decades of experience in the field of public transportation and vehicle industry, is an ideal partner when it comes to expand and scale our business in the future. We will be able to grow faster, reach new markets and create more job opportunities”, says Tomas Gabinus, CEO of Pilotfish. “Voith has obtained two decades worth of elementary data and knowledge regarding bus fleets. Together with Pilotfish, it can be turned into a major benefit for fleet operators in the age of intelligent data networking”, adds Benedikt Hofmann, Chief Technology Officer of Voith Digital Ventures.

About Pilotfish

Pilotfish is a highly innovative company from Gothenburg, Sweden, focused on cloud-based solutions for public transport. The company's vision is to improve public transport to the extent that it becomes the preferred choice of travel. Pilotfish offers an open Vehicle Communication Platform and Fleet Management Applications to Public Transport Customers.

About the Voith Group

The Voith Group is a global technology company. With its broad portfolio of systems, products, services and digital applications, Voith sets standards in the markets of energy, oil & gas, paper, raw materials and transport & automotive. Founded in 1867, the company today has more than 19,000 employees, sales of € 4.2 billion and locations in over 60 countries worldwide and is thus one of the large family-owned companies in Europe.

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