

SkiData

Development in all sectors

The two divisions of SkiData, "People Access" and "Car Access", reported good results in 2005. Newly developed products are expected to boost market shares in many segments.

People Access division

Market demand for contactless access control systems is growing continuously. It has greatly stimulated RFID card sales, which grew by 40% in 2005.

Ski segment

The contract won by SkiData in **France** for the delivery of an access control solution to the well-known resorts Les Trois Vallées and Les Sybelles represented one of the highlights of the year.

The operators of these resorts wished to offer their customers as much comfort as possible, both in buying their ski passes and in physically accessing the slopes.

The SkiData solution, which includes ticket pre-booking over the Internet, RFID access cards and the latest SkiData access gate technology, was the answer to a challenge that had been standing for a long time.

French operators also appreciated the advanced management features offered by the SkiData system, such as visitor flow analyses and sales statistics, which are particularly useful for optimizing operations.

At Les Trois Vallées, the networked access control system was installed at the beginning of the 2005/2006 winter season.

Two additional French resorts of Espace Killy, Val d'Isère and Tignes, will also be equipped with a SkiData solution. This region hosted the Winter Olympics in 1992 and will be the venue of the next World Ski Championships in 2009.

In **Austria**, a complete system update was ordered by Ski Amadé, a long-standing SkiData customer, which is also the country's largest alliance of winter sports operators.

In **Switzerland**, the ski resort of Andermatt ordered a SkiData system to update its installations. With this contract, SkiData has become the single access solution provider for the entire area, which groups the three famous resorts of Andermatt, Gemsstock and Sedrun.

Overall, SkiData was successful in Switzerland in 2005. Several major projects are foreseen to come through in the course of 2006.

In **Italy**, in February 2005, the World Ski Championships in Bormio used a SkiData solution for visitors' accreditations and access control.

The first successes achieved in **Japan** opened up interesting development perspectives for SkiData. The system installed at the renowned ski resort Niseko United in 2003, for example, generated interest from other major resorts in Japan and in Korea. Discussions are underway.

SkiData a principal member of the Near Field Communication (NFC) Forum

The NFC Forum was founded in 2004 by Nokia, Philips and Sony. It brings together the key industry players in the development of wireless communication equipment enabling contactless transactions.

NFC technology is supported by mobile devices of large manufacturers and is compatible with the millions of RFID cards in use in the world today.

SkiData is a principal member of the organization and plays an active role in the definition of future NFC standards and protocols relating to ticketing applications.



The Allianz Arena stadium in Munich uses a SkiData access solution.

Global platforms

SkiData technology is being developed around the concept of a global platform, which serves as the basis for a great variety of applications in different segments of activity.

For example, FREEMOTION is the universal platform for all ski applications.

In the Car Access sector, the new Coder Unlimited unit is the central platform for access card management and ticketing applications.

Applications designed using this base are amongst the fastest, most powerful and practical to maintain on the market.

Introduced in 2005, this innovative technology was very well received by operators, to the extent that, for certain pieces of equipment, demand exceeded expectations.

Stadium and leisure segment

SkiData is also very active in the stadium and leisure segment, stimulated by the forthcoming Football World Cup, which will take place in Germany.

In **Germany**, the Allianz Arena stadium selected SkiData to deliver a global stadium access and management solution. The stadium, home to the Bayern Munich FC and 1860 Munich clubs, is technically one of most advanced in the world. It will be one of the principal sites for the Football World Cup in 2006. The system allows modular access control, including individual access to VIP boxes, and a contactless card with electronic purse functionality to access the stadium and the car park and pay for purchases. Access to the stadium, which seats 69 000, proceeds through 242 control points.

In the **United Kingdom**, the Roots Hall stadium of Southend United FC in Essex has been equipped with a SkiData integrated ticketing and conditional access system, as well as with a CRM (Customer Relationship Management) data management system.

At the Celtic Park stadium in Glasgow, home of the Scottish first league club Celtic FC, SkiData was selected as partner for a group of suppliers contracted to implement an integrated turnkey solution on a Microsoft platform.

Nagra Public Access

Gaining momentum

In **China**, a prestigious and strategically important project was carried out for the Gong Ti Stadium (the "Peoples' Stadium") in Beijing. The success of this project represents a significant step in the recognition of SkiData as a prominent supplier for stadium solutions on the Chinese market and, by extension, in the Far East.

New projects were also achieved in the Leisure segment.

In the **United Kingdom**, SkiData has set up an access control Handshake solution using portable scanners at the spectacular London Eye, the world's largest Ferris wheel. Additionally, SkiData delivered a comprehensive Handshake™ access management solution for the world famous Ascot racecourse.

In **Dubai**, SkiData equipped one of the world's largest indoor ski facilities, Dubai Sunny Mountain Skidome, which was opened in September 2005, as well as the Wild Wadi Water Park.

In **China**, SkiData was selected to supply the access system for the brand new China Tennis Open. The first edition of this tournament was held at the Beijing Tennis Center.

Car Access division

The business of this division developed successfully in 2005, especially in the North-American and Asia/Pacific markets.

The share of the Car Park Operators segment reached 58% of the revenues of this division, that of Communities & Buildings 32%, and Airports 10%. SkiData is the world's leading provider of parking access solutions for large airports.

On the American continent, SkiData achieved good results in 2005 and met its growth objectives. The company made a successful entry into the **Mexican market** by winning an important contract for the delivery of a parking access solution to the Palacio de Hierro shopping centre at Monterrey.

In the **United States**, SkiData cooperated with ZipPark, a US leader in parking services and solutions, to develop a technology integrating the services offered and managed by the ZipPark system into the SkiData parking system.

In **Australia**, SkiData, together with its partner Wilson Parking, set up a car park management system at the Melbourne Exhibition and Convention Centre.

A commercial structure was set up in the **Middle East**. This market, where SkiData is already present, represents an important potential in the Parking segment for SkiData.

In spite of strong competition in **Europe**, SkiData won several important deals.

In **Italy**, SkiData set up a complete car park management system for Parco Leonardo, a new and prestigious commercial and residential complex located between Rome and the Fiumicino airport. This installation is one of SkiData's largest 2005 projects.

The installation for the Milan Fair car park – a project that was contracted in 2004 – was completed in 2005. This installation sets a new standard in real-time traffic management intelligence.



A SkiData parking solution was installed at the Melbourne Exhibition Center.

In the **Benelux** countries, SkiData equipped the car parks of the Belgian retail group Delhaize with the innovative SkiData Shop & Go solution. Further installations were also supplied to the Dirk van den Broek retail chain in Holland.

In Gothenburg, **Sweden**, SkiData was selected to update the existing parking access system for Nordstan, the country's largest shopping centre.

In **Switzerland**, soon after the car park installations of the Swiss Stadium in Bern were put into service, SkiData signed two new important contracts. The first was for a parking system for the Sihlcity shopping and leisure mall in Zurich, one of the city's largest construction projects to date, which is due to be opened in 2007. The second contract was related to the construction of Pilatusmarkt at the foot of the Pilatus Mountain in Krienz, close to Lucerne. This business and shopping complex will also be equipped with a SkiData parking system.

Airports segment

In France, a car park management system was installed at Lille International Airport.

In Scotland, SkiData delivered a parking system to Glasgow Prestwick Airport. The SkiData parking solution is already used at the Glasgow International Airport.

In the United States, SkiData installed a parking system at the Tri-Cities Airport, a regional airport serving the southeast of the state of Washington and the northeast of Oregon.

SkiData also equipped the Park' n' Fly network at the airports of New Orleans, Los Angeles, Atlanta and Cleveland.

In the Asia/Pacific region, negotiations are ongoing for the delivery of parking solutions at several major international hub airports.
