



# **International Presence**





#### Our business

Telvent's mission is to help ensure the efficient, secure and comprehensive management of the operating and business processes of the world's leading companies. Telvent works tirelessly day by day to be the global company that attracts the very best professionals in each country. These people, through the use of the latest information technologies, together with their customers, help us to overcome the formidable challenge of creating a sustainable and secure world for future generations.

True to its commitment to sustainable development and security, Telvent offers a raft of solutions that pave the way for sustainable and secure management focused on the different business areas, which are divided into the following segments:

- Transportation: management of road (urban and interurban mobility), railway and maritime transportation infrastructures with the aim of heightening security and reducing contaminating emissions by promoting public transportation and improved mobility.
- Energy: advanced applications used in each and every industrial sector to provide solutions to optimize the use and blending of our planet's natural resources, minimizing the impact on the environment of activities associated with the supply of energy.
- Agriculture: real-time, high-value proprietary information for farmers, intermediaries and traders on

commodity prices, highly accurate weather forecasting, as well as a range of other specific content representing an industry benchmark. Through the trading platform (Grain Trading Portal), Telvent brings buyers and sellers together, facilitating interaction and commercial transactions between the two.

- Environment: added-value technological solutions and services that aid in adapting and mitigating the effects of climate change on both the population and biodiversity, and favor sustainability.
- Public Administration: innovation applied to solutions and services with significant social value in areas such as healthcare, administration and security, enhancing quality of life, facilitating management, improving environmental conditions and enhancing the ability of citizens, civil servants, businesses and institutions to access new technologies.
- Global Services: services spanning the entire technology life cycle, for application by customers in their businesses and which enable optimization of resources. Telvent thus contributes to the sustainability of our planet by hosting technological platforms in specialized and redundant data centers.

Guided by the company's core values, each of Telvent's business areas is able to meet any challenges facing them, examples of which are the following:

- Promoting the use of public transportation and optimizing urban traffic flow management by fostering the creation of sustainable urban environments.
- Developing comprehensive innovative solutions for highway management with the aim of increasing road safety and reducing polluting emissions.
- Strengthening safety in controlling infrastructures and railway traffic.
- Providing maritime authorities and operators with comprehensive port management solutions that enable them to heighten the security of their facilities.
- Optimizing delivery and monitoring of the electrical power supply.
- Lowering costs and improving customer service for energy and wastewater companies.
- Providing the capacity to determine the energy and cost of operating an energy network at a given time.
- Ensuring the coordination and security of electrical power facilities through the use of remote control systems that enhance efficiency and maintenance of catenary systems.
- Providing valuable reference information to ensure that farmers and other associated agents are able to make effective decisions in an environment characterized by extreme volatility and economic and geopolitical complexity, where agriculture maintains critical importance in the worldwide development of biofuels and



the food supply. Both are key elements in the quest for a more sustainable world and in the macroeconomic evolution of most economies.

- Increasing efficiency and security under adverse weather conditions for road, railway and air transportation.
- Monitoring air quality in order to prevent any potentially negative impact on health in cities and industrial areas.
- Optimizing operational costs through improved water resource management and process efficiency by applying quality standards.
- Providing a comprehensive solution to manage all aspects of immigration, with the ultimate aim of achieving full integration of immigrants in their host countries.
- Effective interaction among administrations, regardless of their territory, size and citizenship.
- Ensuring data security and protection for every hospitalized patient.
- Providing consulting solutions, on both business and technological level.
- Integrating communications and networks through the best interconnection centers and communication technologies available.
- Providing outsourcing and management solutions for all customer information systems and business processes.

#### 2008 in review

In accordance with the underlying principles of sustainability and security that drive Telvent forward, and as a product of its ongoing desire for growth and expansion, the year 2008 saw Telvent successfully enter new markets in new geographical areas, while consolidating other existing markets, where the image and quality of the solutions Telvent delivers have been clearly demonstrated year after year.

In areas such as Transportation or Environment, expansion toward markets such as Asia-Pacific and the Middle East have helped to increase global sustainability and security, as a product of, for instance, urban traffic management and water supply control applications, thereby achieving considerable improvement in the quality of life of the people who live in these regions.

Consolidation in other geographical areas, such as North America and Latin America, have also reinforced the Telvent image, while simultaneously underscoring the company's position of leadership in these markets.

Furthermore, in line with Telvent's strategy of complementing organic growth with acquisitions that add value in the short and long term, the acquisition of the U.S. company DTN Holding Company, Inc., specializing in exclusive high-added-value information services for business decision-making processes within the agriculture, energy and environmental markets, strengthens Telvent's presence in the United States in the energy and environmental sectors while adding a new market, agriculture, which is of paramount importance as part of the company's vision of helping to build a more sustainable world.

In a similar vein, the consolidation of the consultancy firm Matchmind, in which Telvent acquired a majority holding in October 2007, has added further overall weight to its global range of solutions and services, thereby helping to push up Telvent's profits.





The positive annual performance of all of Telvent's business areas is reflected in the agreements and projects achieved, representing a prelude to a future that we are building each day: a future with the ability to maintain the balance of our planet by developing the Information Society and, hence, a secure future, a better future.

#### **Our Activities**

### Transportation

True to its commitment to sustainability, security and the environment, Telvent offers its customers a raft of solutions enabling them to take the step towards sustainable and secure management of road, railway and maritime transportation infrastructures.

Guided by this principle, Telvent has developed more powerful and reliable technological platforms to help our customers reach their goals while strengthening their commitment to security and the environment in the following areas:

### **Urban Mobility**

• With the aim of improving urban mobility and creating sustainable urban environments, Telvent offers management solutions that facilitate and encourage the use of public transportation by controlling and regulating city traffic.

#### Interurban Mobility

• Telvent delivers advanced solutions for managing highways, toll facilities, tunnels and interurban transportation to concessionaires and operators seeking to promote security and reduce contaminating emissions.









### Railway

• Telvent provides a raft of advanced solutions aimed at reinforcing security when managing railway traffic and infrastructures, as well as facilitating user access to railway transportation, thereby promoting the use of public transportation.

# Maritime

• Telvent delivers secure and reliable solutions for global port management, as well as a wide range of simulators for enhancing the training required by maritime operators in order to run high-security-level ports.

### Main projects:

- 1. New York Metropolitan Transportation Authority Bridges and Tunnels (MTA Bridges & Tunnels), in the United States. Maintenance of the E-ZPass electronic toll system. The contract includes upgrading, updating and maintenance of the E-ZPass electronic toll systems deployed for the seven bridges and two tunnels managed by MTA B&T, featuring electronic (E-ZPass) and manual tollways. To this end, Telvent will implement its ROMS system, an application enabling the client to telemonitor the running and maintenance of the system it wishes to control, thereby enhancing the quality of the maintenance and operation services and increasing the availability of the MTA B&T electronic toll system. Contract amount: 21.1 M€.
- 2. University of Maryland, in the United States. Supply of program management services, technical support and administrative services for the "I-95 Corridor Coalition". The coalition is an association of State Transportation Departments, Local and Regional Transportation Agencies, Toll Authorities and other organizations such as Enforcement Agencies and East Coast Public, Rail and Port Transportation Authorities, from the state of Maine to Florida. Contract amount: 12.6 M€ over five years (extension option twice in three years).
- 3. Institute for Energy Diversification and Savings (IDAE), in Spain. Development of the stoplight energy savings project. This contract was awarded to the temporary joint venture made up of Telvent-SICE-ETRA. The project involves replacing conventional light bulbs in 100,000 stoplights in 584 municipalities in Spain with LED lighting technology, with the aim of lowering current electrical consumption. Contract amount: 10.6 M€.

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- 4. OHL Brasil, in Brazil. Supply, installation and start-up of the toll management system for three highways belonging to OHL Brasil's federal concessionaire highway network. The project involves supply and installation of 19 toll stations, three control centers, 348 tollways, of which 80 are teletoll-based, the communications network and the CCTV video surveillance system. The entire toll system will be managed using Telvent's SmartTOLL solution. Contract amount: 8.2 M€.
- 5. Spanish General Traffic Department (DGT), in Spain. Installation of ITS equipment and systems for managing and controlling traffic on the AP-9 highway, and connection with the northwest traffic control center.

  Contract amount: 8.5 M€.
- 6. Metro Valencia, in Venezuela. Supply, installation and start-up of a complete management system for subway Line 2 and expansion of the Line 1 centralized station control system and closed-circuit television system. Contract amount: 96 M€.
- 7. Pennsylvania Department of Transportation, in the United States. Implementation of the new Pennsylvania 511 system. This contract involves implementation of a new traveler information system, 511, which will afford users web and telephone access to all information regarding travel times, traffic conditions, public transportation fares, routes and schedules, as well as weather information.
- 8. Xinxiang, in China. Start-up of an urban traffic control system in the city made up of local regulators (RMY) for handling real-time data collection at each intersection, and area stations (CMY) to receive data from the local regulators for subsequent ordering and transmission to the control center. In developing this project, Telvent will make use of diverse innovative systems, noteworthy among which are the traffic signal control system, the electronic police system, the integrated assistance system, and the Geographical Information System (GIS). Their integration will enable smoother traffic flow in this Chinese city, as well as added security and convenience for all of its citizens.
- 9. Barcelona City Council. Centralization, replacement and updating of stoplight intersections in the city of Barcelona for years 2008, 2009 and 2010. This project involves updating as many as 445 existing stoplight intersections in the city of Barcelona.

Telvent holds a competitive market position in ICT solutions for the Traffic and Transportation segments. It is a leading company in Spain, the United States, Argentina, Panama, Brazil and Venezuela. In these countries our market share exceeds 25% in the market segments listed below.

Market segments	Market Share 2008
Road traffic control in Spain	35%
Road traffic control in Argentina, Panama and Brazil	30%
Interurban traffic control in Spain	35%
Enforcement Spain	50%
Toll systems and equipment in Spain	40%
Toll systems and equipment in Brazil	25%
Railway ticketing in Spain	40%
Railway ticketing in Venezuela	25%
511 Traffic information Systems in the United States	32%







The Traffic segment features a high number of competing companies. In comparison, Telvent has a significant competitive edge, given that its traffic control system is adaptative, a feature that our competitors' systems do not possess, with the exception of Siemens and Peek. In Enforcement, competition is limited to two companies. In this case, Telvent's competitive advantage is based on the company's expertise, in both traffic control system integration as well as enforcement integration systems.

In the Traffic segment, Telvent's chief competitors are divided into two groups, depending on the business offered. Among the integrators, Indra and Sice stand out as competitors in the Latin American and Spanish market, and Kapsch and QFree are noteworthy as being the main competitors in electronic toll-based solutions.

In comparison, Telvent's main advantage lies in its ability to offer concessionaires and toll authorities a global solution. This solution goes from the top level or back office, thereby enabling management of the end user and the concessionaire, to the bottom level or field equipment, with an emphasis on the teletoll equipment for channeled Free Flow systems.

In the case of Ticketing, there are several companies that compete with Telvent, both in the national and international market. However, Telvent has the features that differentiate it from the competition. Among these competitive advantages, we must point out the fact that the company supplies global solutions for urban mobility and public transportation, so its systems can be easily integrated into broader projects. Moreover, Telvent's solutions provide comprehensive, end-to-end management, and can be divided into specific services: supply, start-up, maintenance and consulting. In addition to the advantages already mentioned, let's not forget that Telvent has an active presence in virtually all spanish ticketing systems, with proven expertise in integration with external systems and in product adaptation and customization, as well as an extensive maintenance network. All of this means Telvent can offer its customers a list of international references.

In relation to Parking systems, it's fair to say that the market is wide open and features a large number of competing companies, both nationally and internationally. Telvent's capability in customizing and adapting the product functionally, its experience and capability in integration with other systems, and the fact that it is involved in most spanish ticketing systems (especially important for Park & Ride facility integration), together with its nationwide maintenance service network and extensive portfolio of references and success stories, all stand Telvent in good stead for facing a competitive market segment.

Railway and maritime transportation are also highly competitive segments with many companies working in them. In the case of railway transportation, Telvent enjoys a solid reputation and offers products that have already been

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consolidated. Furthermore, its development team is highly qualified and has a great deal of expertise in these matters. As to maritime transportation, the company is able to offer significant international presence and VTS development. Both characteristics afford Telvent a competitive edge, given that many of its competitors are present worldwide at the commercial level only, without offering VTS and Fishing Control Center solutions at the same time.

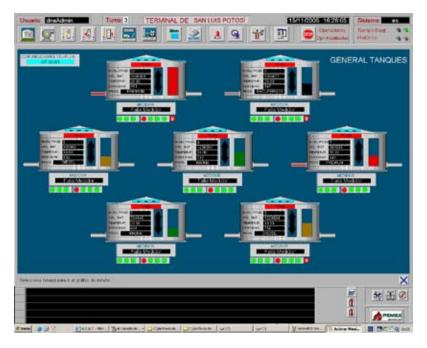
# Energy

Telvent's Energy business area is committed to developing and supplying solutions for the oil and gas sectors, for electric companies and enterprise GIS sectors, in keeping with Telvent GIT's global vision of providing information technologies for a secure and sustainable world.

Telvent Energy's advanced SCADA systems (OASyS) and the enterprise GIS suite (ArcFM), coupled with industry-leading application, product and service packages, make up Telvent's impressive suite of solutions for the energy sector. These solutions have proven their ability to optimize business functionality and profitability, as well as enable efficient and secure operations for energy operations throughout the world. Telvent complements these advanced infrastructure solutions with its expertise in state-of-the-art integration, project management and IT services.

Telvent's Energy business area is unique in that it delivers a complete set of real-time solutions that encompass input of raw field data, localized control and unit operations, as well as complex business decision-making and resource planning at the global business level. No other company, apart from Telvent, delivers the kind of information needed for business decisions in which time is the critical factor, while covering such a broad spectrum of energy supply. Telvent's extensive experience and knowledge of practical applications differentiates the company from its competitors, and speaks volumes for its current market position as a company that fulfills its commitment to optimized efficiency in the energy sector.

Enhanced alarm management in SCADA systems was ushered in by the Pipeline Safety Improvement Act of 2006, in U.S.A. which confirms that the Department of Transportation, acting through the National Transportation Safety Board, is to issue the regulations based on the RP 1167 of the American Petroleum Institute. Telvent was





a participant on this committee, having assured that its products are well positioned in order to meet these new requirements for alarm management.

Main projects:

- 1. Sinopec (China Petroleum & Chemical Corporation). China's second largest oil and gas operator and the corporation with the highest sales volume in 2007. Supply of the technological systems that will control the Sichuan-East China gas pipeline. The contract value exceeds 2.4 M€.
- 2. Adif. Supply, installation and start-up of the energy supply control systems for the Madrid-Barcelona-Figueras line of the high-speed railway. The amount of the contract totaled 5.9 M€.
- 3. Abu Dhabi Marine Operating Company (ADMA-OPCO). Installation of the supervisory control and data acquisition system (SCADA) for its control centers. This project is valued at over 18 M€.
- 4. Abener. Supply of the power center Distribution Control System (DCS) for the solar plant in Ain Beni Mathar (Morocco). This affords Telvent access to a new geographical area.
- 5. Green Mountain Power (Vermont, U.S.). Planning and management of its power facilities through the ArcFM<sup>TM</sup> solution. This implementation includes ArcFM enterprise GIS, its Designer extension, the Responder Outage Management System (OMS), and ArcFM Viewer with the Redliner extension. GMP's objective is to substantially improve the functionality and work flows with respect to its current systems, using off-the-shelf components. The energy features of the ArcFM solution provide a platform for key improvements in the operational process. GMP anticipates a reduction in the amount of input and databases required to produce the engineering designs and record the information related to power outages.
- 6. Long Beach (California, U.S.). ArcFM™ solution to support development and maintenance of its spatial data for gas distribution. This organization now has the capacity to leverage a GIS solution delivering a more efficient way of maintaining and accessing pipeline and installation records. ArcFM has been deployed among office and field personnel and GIS is currently maintained in-house. This solution enables improved analyses, thereby contributing to the identification of conduit replacement, a component of the city's Capital Improvement Program (CIP).
- 7. U.S. Navy. Contract with Telvent Energy for the San Nicolas Island system. Williams Electric is the subcontractor for the supply of diesel generators and the control system for the power generation site on this island. This represents a significant step forward for the Navy, as the system demonstrates the concept of a distributed system throughout the region for other Navy facilities. This approach leverages the operations at the main site in San Diego as a cost-effective way of bringing automation to remote installations.
- 8. DTE Energy Company (Michigan, U.S.). Implementation of Designer, which includes integrated ArcFM™ tools for managing assets and facilities. This will help DTE to manage the design process for delivering gas and electrical service to its customers.

#### Environment

Telvent is becoming an active player in the fight for sustainability, helping different businesses and public institutions to deal with social, environmental and economic constraints when juggling supply with demand from users. This ensures quality in the supply of drinkable water and fosters the proper use of emerging technology and services for responsible management of a very limited resource.

Telvent is also involved in weather observation, weather forecasting, monitoring and prevention of adverse atmospheric and hydrological phenomena and monitoring pollution by delivering real-time technology and added-value services.

2008 witnessed the consolidation of Telvent's Environment business in highly relevant geographical areas such as Europe, Asia-Pacific, northern Africa and the Middle East. The business was also unveiled in countries such as Libya and Sweden, and the company's aviation weather and hydrometeorology activity remained at the forefront of the Spanish market.







# Main projects:

- 1. Great Man-Made River (GMMRA), in Libya. Development of Phase 4 (the Ghadames –Az Zawiyah Zware phase) of the Libyan government's blue-ribbon project, which is intended to supply water to the entire coast of Libya, thereby resolving problems associated with a lack of resources in the region. The project entrusted to Telvent is valued at 25.5 M€ and will be executed over a two-year period.
- 2. Andalusian Water Agency of the Department for the Environment attached to the Regional Government of Andalusia, in Spain. Hidrosur Network operation and maintenance services. This contract will be executed by Telvent under a temporary joint venture with Befesa Aguas and Page Ibérica, with each company holding an equal share of 33.3% (3.3 M€).
- 3. Department for the Environment of the Regional Government of Andalusia, in Spain. Renewal of the maintenance contract for the Andalusian Environmental Monitoring and Control Network. Through this contract, Telvent will be in charge of maintaining and operating more than 200 environmental quality measurement points, including private networks attached to the Andalusian Administration and the Control Center (2.7 M€).
- 4. Swedish Defense Administration, FMV, in Sweden. Design, supply and maintenance of the new meteorological observation system (METOS) for the Swedish Air Force. This system will provide up-to-date, real-time information on weather conditions. The main objective of this project is to replace the existing weather

observation system (hardware and software) using proven and secure technology. The key feature of Telvent's METOS system is that it can be run and maintained as a fully networked meteorological system providing enhanced security and support in data acquisition, processing and display, as well as in report generation and distribution (1.6 M€).

- 5. Australian Bureau of Meteorology, BOM, in Australia. Supply of the new generation of automatic weather stations. This involves an extension of the current contract due to the fact that the parties have needed to broaden the scope since the initial design phase with respect to that which was originally presented last year (1.4 M€).
- 6. Ministry for the Environment and Rural and Marine Affairs, National Water Department, in Valladolid. Execution of the preliminary project plans for Lock 42 of the Canal de Castilla in Valladolid. These are essentially the preliminary plans for the tender to draw up project plans and remodel the main building, restructure the entire plot, and construct a new warehouse, garage, laboratory and ancillary facilities for the basin control center at Lock 42 of the Canal de Castilla in Valladolid (1.8 M€ under a temporary joint venture with stakeholding as follows: 30% Telvent, 30% Befesa, 40% Ferrovial).
- 7. Bosnian Civil Aviation Authorities, in Bosnia. Supply and installation of aviation systems at four Bosnian airports: Sarajevo, Tuzla, Banja Luka and Mostar. Supply also includes AWOS (Automatic Weather Observation Systems), RVRs (Runway Visual Range Transmissometers), a telecommunications system, message center, data interpretation and processing system, weather data distribution system via satellite. SADIS 2G and VOLMET (0.9 M€).
- 8. State Meteorology Agency (AEMET), in Spain. Maintenance service on the airport and airbase weather observation systems. This involves delivering services to the National Institute of Meteorology for corrective maintenance of the aviation weather systems installed at airports and airbases (2.4 M€).
- 9. Venhemet, in Venezuela. Extension of the "Airport Observation System" contract signed with the aim of including meteorological optic instrumentation manufactured entirely by Telvent. The sensors to be installed will be three Cirrus 100s and three Revolver RVRs. This contract is strategic in that it enables Telvent to maintain its position in Venezuela, with the added benefit of introducing Telvent-developed sensors, such as the Cirrus 100 and the Revolver, into the country, which will give us points of reference for these sensors in Latin America (0.3 M€).

In terms of market competition, it is important to point out that in the water utilities sector, both distribution and treatment companies alike are immersed in a process of adapting to new proposals for business and added-value services. They are also subject to ever-increasing levels of regulation. It is likely that these issues will continue to be driving forces for growth in this sector in control and optimization solutions in the coming years, as it is imperative that the management of these companies be as efficient as possible in order to generate the revenue needed to take on future investments and make better use of a resource as scarce as water. Other critical issues for Telvent clients include the security of assets; quality, of both the supply and the water distributed; and corporate social responsibility.

To address this, Telvent Environment has decided to take decisive steps in its commitment to developing solutions which, based on the cornerstones of quality and security, deliver value in the efficient management of demand, optimization of energy consumption, leak management and water quality.



In 2008, Telvent Environment made tremendous progress in the area of hydrometeorology, managing to consolidate itself in four of the most important hydrographical confederations in Spain. In addition, it continues to provide coverage and meteorological solutions that help to enhance security during critical take-off and landing operations at civil and military airports. The company has also decided to launch highly competitive new products on the market, such as Telvent's ceilometer, which enables measurement of cloud substrates at different altitudes.

The environmental observation-based market is highly atomized. Some sectors, such as weather forecasting, are showing high growth, whereas others, such as aviation meteorology, are more mature, and what marks competitors apart is their ability to provide added-value services and applications. Within this line of activity, we must underscore the company's recent acquisition of DTN, a U.S. information services provider, thereby strengthening Telvent Environment's presence in the United States, specifically in the meteorology sector, adding value to Telvent's solutions and ensuring a leading position in the growing information services sector. With this acquisition, Telvent moves one step further ahead of the pack due to its highly competitive capabilities in weather observation and forecasting, which the competition will be hard-pressed to outdo.

#### **Public Administration**

Telvent's Public Administration division is dedicated to optimizing governmental, regional and local management on a global level. To this end, it offers information technology and communication services and solutions that provide an integrated response to today's social challenges of security and sustainability applied to specific public sector areas.

Through its Government division, Telvent offers comprehensive and integrated solutions and services for enabling any administrative body in any area to take the technological leap from traditional administration to e-Administration, enhancing the administration's own functioning while improving the well-being and comfort of the public.

Telvent responds to the technological demands of the Healthcare sector with a wide range of products and solutions, enabling global management of healthcare processes and full technological integration as demanded.





The security division develops its own high-value technology, which, together with its ongoing R&D strategy and its extensive knowledge of the market and its agents, enables it to provide efficient, functional and reliable responses to all public entities that safeguard citizens' security.

Main projects:

- 1. Virgen del Rocío University Hospital, in Spain. Supply and implementation of an integrated diagnostic imaging system. The scope of the project involves information technology and communications services enabling coverage of all phases in the medical imaging management process, ranging from their initial attainment, filing and storage, to final display for healthcare professionals.
- 2. Andalusian Health Service (SAS), in Spain. Development and implementation of its corporate information system for specialized care throughout the entire hospital network, within the framework of the Diraya Project, as well as corrective and evolutionary maintenance of the Telvent information systems deployed in the SAS hospital network. These systems are used each day by more than 40,000 healthcare professionals.
- 3. ÁBREGO Project for the Castilla La Mancha Health Service (Sescam) in Spain. Modernization and expansion of existing information systems and infrastructures of the primary healthcare facilities in Castile-La Mancha, totaling 883 healthcare facilities divided into 190 healthcare centers and 693 local clinics distributed throughout the region, with the objective of offering better service to the citizens of this community.
- 4. United Nations Office for Project Services (UNOPS). Development and implementation, in the Social Security system of Peru (EsSalud), of a Geographical Information System to provide support in planning healthcare service supply and forecasted demand.
- 5. Provincia Bética de la Orden Hospitalaria de los Hermanos de San Juan de Dios (regional healthcare authority), in Spain. Outsourcing services for its information systems over a 36-month period. Project scope covers hosting the customer's main technological platform at our Seville-1 center, and the back-up system at the Madrid-2 center.
- 6. Department for Innovation, Science and Enterprise, in Spain. Development and implementation of the new unified corporate platform of the Andalusian Regional Government for IT Service Management: NAOS (Andalusian Service Operation Node). Through this platform, the Andalusian Regional Government will enjoy an ITIL-based solution primarily geared towards integral ICT service management.

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- 7. Council of the Province of Valladolid, in Spain. Implementation of Electronic Administration throughout the municipalities of the province. The aim is to ensure municipality compliance with Law 11/2007, governing Citizens' Electronic Access to Public Services (LAECSP).
- 8. Andalusian Health Service (SAS), in Spain. Expansion of the adaptation and improvement work on the installations of the SAS sites that house the back-up infrastructure for its centralized information services. This contract expansion covers electrical and communications adaptation, climatization and material supply for onsite use.

Telvent Public Administration's impressive development of products and services, in both the public and healthcare sectors, has afforded it an enviable position when it comes to transforming information technologies. Continuous improvement and evolution of its platform of electronic administration services has been consolidated to become a benchmark for the deployment of the new Law on Citizens' Access to Public Services (LAECSP), in Spain. Indeed, the Electronic Signature product developed by Telvent has become the public administration's chosen tool for verifying the authenticity of citizens' identity.

In the area of Territorial Information Systems, Telvent has unveiled innovative proposals for territorial management products and services based on an open software platform, delivering specific solutions for both environmental management as well as urban development, making Telvent a point of reference in Spain.

In the Healthcare sector, Telvent has taken on the challenge of turning the complexity of the current healthcare system into simplicity, based on two premises:

- Clear patient orientation
- Comprehensive and global management of all healthcare processes

To this end, Telvent combines the extensive experience of its professionals with cutting-edge technology and medical fact – over 40,000 professionals use its solutions every day – in order to fully meet the needs of those involved





in the healthcare process. Today, implementations of diagnostic digital imaging and single patient information systems, including numerous international initiatives, mean that Telvent is undeniably a leading figure in the field of healthcare-applied information technologies.

Finally, Telvent's participation in the implementation of the spanish e-NID scheme (electronic ID cards) through personalization systems for the cards, coupled with document verification systems at border checkpoints deployed throughout national territory, have both greatly enhanced the potential of the recently created Homeland Security division in the area of security and defense.

#### Global Services

Global Services was conceived as a neutral IT provider with the ability to bring value to its customers throughout the entire life cycle of the technology applied to the customer's business:

- Acting as a day-to-day partner in the customer's business and providing sector solutions, ranging from initial requirements design phases to business transformation by means of process and/or technological consulting.
- Demonstrating its reliability in integrating and starting up customer projects within the timeframe demanded by the market, thereby ensuring their viability and success.
- Capably managing operational outsourcing and daily maintenance of all of the customer's information and business operating systems.
- Providing economies of scale through the shared asset, resource and IT infrastructure management needed for the customer's present and future business security and development.

Global Services provides solutions that contribute to the present and future security and sustainability of businesses, enabling customers to adapt to today's rapid technological growth, efficiently manage changes in the market and bring innovation to their businesses through open models for collaboration.

Its strategy is based on being the customer's partner on a day-to-day basis, gaining specific knowledge of the business, and growing therein in any line of activity, in order to subsequently deliver global solutions that effectively align technology with the business, making it viable under any future market circumstances.

# Main projects:

- 1. RTVE. Development of Spanish Radio and Television's new web portal: a multi-channel portal with current and historical audiovisual content featuring innovating technologies in Internet TV and Internet Radio.
- 2. Real Madrid. Outsourcing of the "realmadrid.com" web portal platform, which centralizes all of the updated information and contents of one of the world's main sports franchises.
- 3. Grupo Cofares. Outsourcing of the information systems of the leading pharmaceutical distribution company in Spain at the Telvent Data Centers.















- 4. Bergé. Outsourcing at Telvent of the management systems of Bergé Automoción, one of the main international vehicle distributors worldwide, part of the Bergé Group.
- 5. Telecinco. Development of the interactive audiovisual content portal for Telecinco, a private television channel, with an emphasis on on-demand television services.
- 6. Tripartite Foundation. Outsourcing and start-up of the new technological platform for the information systems of this state-owned public institution for promoting and disseminating professional employment training.

According to a 2008 report by the DBK analyst, Global Services is ranked fourth in Spain as a provider of IT service consulting, behind Indra, IBM and Accenture.

The top five companies in the Spanish market handle 38% of the market, with the top ten managing a total of 53%.

Being among the top five in the Spanish market enables Telvent Global Services to improve its public image in the sector, and, at the same, allows it to raise its competitiveness in order to push up its market share.

Reinforcements such as Matchmind have rounded out the Global Services market capabilities, positioning it as the only neutral provider with the ability to act as a partner to its customers at any time technology is needed, offering solutions that include consulting, integration, outsourcing and IT infrastructure management.

Other competitors hold a solid position in one or two business areas, but lack the technological neutrality due to being the manufacturers of the technology as well; nor do they have the capabilities in the rest of the areas that enable a global perspective of the customer's technological needs over the course of the entire technological life cycle.