



Multi Lane Free Flow Toll Collection In Indonesia

ROATEX LTD COMPANY PROFILE

Budapest - March, 2020

ROATEX LTD. ZRT.
1055 Budapest, Falk Miksa u. 6.
Cégjegyzékszám: 01-10-049835
Adószám: 26356349-2-41

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- Roatex Ltd., is a limited liability Hungarian company established in 2018
- The company was established as a special purpose technology company to pursue the Indonesian toll road project and other international toll road projects
- Roatex Ltd, together with the support of the Hungarian Government and contracted specialized technology companies, such as the Hungarian National Toll Payment Services Plc, have prepared a pre-feasibility study and submitted it to the Ministry of Public Works and Housing of Indonesia, based on which Roatex Ltd has received the unsolicited proponent status in February 2019.



HU . EN . DE . CZ . SRB . SK . SLO . HR . PL . I . RO . RUS . UA . F . E . TR . BG



Keywords

Search

Accessibility View

• Roatex Ltd and its contracted parties - Hungarian National Tolling Company, DLA Piper and Multicontact have an extensive track record:

- Establishing electronic tolling networks
- Developing electronic payment solutions
- Developing large-scale infrastructure projects
- Preparing large-scale investment projects



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CUSTOMER SERVICE

+36 (36) 587 500



ROAD NETWORK

Maps



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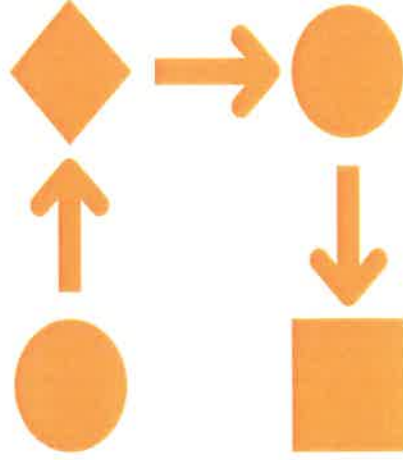
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Roatex Mission

Our mission is to provide road users with a costumer friendly, high-quality, modern, electronic toll collection and payment service. With our innovative approach to service delivery we want to enable our costumers with a best-in-class service, tailored for their needs.



Roatex Values

Our company core values are centered around the following notions:

- Bold and innovative in our service delivery approach
- Commitment to our customers
- Constant improvement of the quality and breadth of our services
- Valuing our team and continuously developing our team to strive for better
- Passion and integrity on how we conduct our business

- Roatex Ltd is a mixed Hungarian-Indonesian company.
As of end April 2020 the company will be owned by the following entities:

- Private Investor – 99%
- MFB Invest Hungary – 1%

- MFB Invest is the investment fund owned by MFB Hungary (Hungarian Investment Bank), is a financial investor, who will provide the necessary equity financing for the project, should Roatex Ltd be successful at the Multi Lane Free Flow Toll Collection In Indonesia project tender.
- The owners of the company have extensive project and financing experience for similar projects



ABOUT US – FOCUSING ON CAPITAL INVESTMENTS

MFB Invest is a 100% subsidiary of the Hungarian Development Bank (MFB). The company provides development capital to Hungarian companies, as growth-phase small and medium-sized enterprises being its primary investment targets. MFB Invest also takes an active role in equity financing of greenfield projects.



- Roatex Ltd has built its own team of 12 professional working out of the Jakarta and Budapest office, while also working together with experienced technology advisors, investment and legal advisors.
- The company CEO is Mr. Szabolcs Nagy
- Our Indonesian office is lead by Mr. Musfihin Dahlan, whereas the international operations are led by Roatex Ltd. Chief-Operating Officer Andras Szabo
- Roatex Indonesia office address: Pacific Place 1 Offices, Level 11, Jakarta, Indonesia
- Roatex Hungary office address: 1055 Budapest, Falk Miksa utca 6., Budapest, Hungary
- Contact: andras.szabo@roatex.hu

Roatex Ltd CEO Profile

- +25 years of experience in investing, building and developing international companies
- Extensive experience of launching companies, in putting together successful business cases
- Experience in information technology, infrastructure, service delivery companies

Roatex Ltd COO Profile

- +15 years in managing large companies and large investments
- Deep knowledge of executing strategies and investment goals for various corporations. Experience in building teams and operations from scratch
- Experience in IT, media services companies and infrastructure projects

Roatex Ltd Indonesia Managing Director

- +30 years in managing companies in Indonesia
- Vast knowledge of Indonesian business sector
- International business development experience

DLA Piper Business Advisory

Our aim is to provide fully integrated business support to our clients. Large infrastructure projects, financing, litigation and regulatory compliance are the main focus areas of our services, where we believe that our clients require a holistic approach. DLA Piper Business Advisory works closely with DLA Piper legal teams, but provides consulting services solely as well, if required.

Our primary strength lies in the regulated sectors such as energy and infrastructure segments.

Áron Kovaloczy, head of the Business Advisory Services has a strong advisory background; he has joined DLA Piper from one of the biggest business consulting firms, where he was leading the energy and infrastructure sector team.

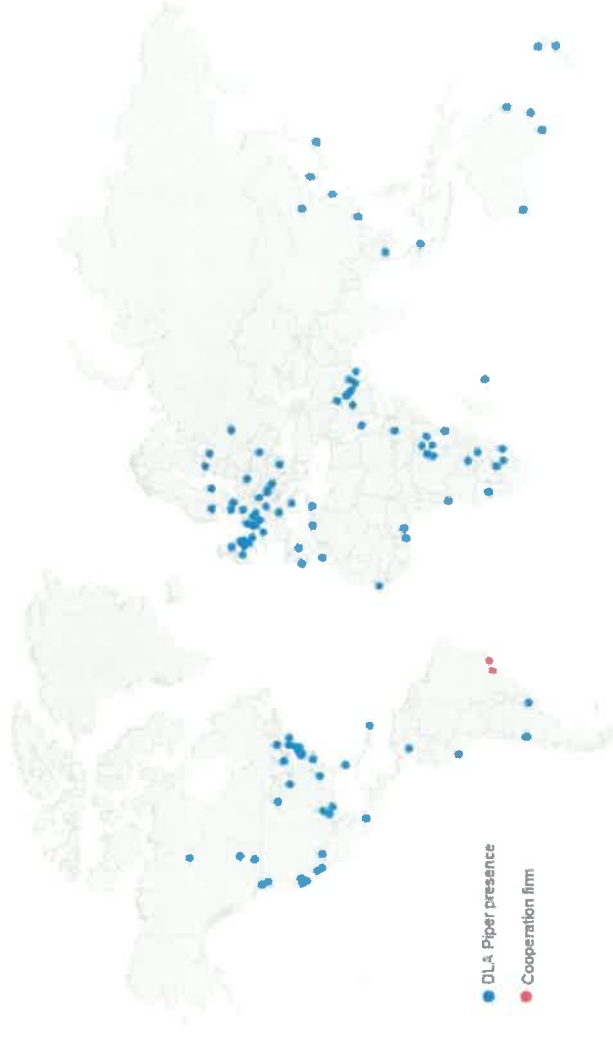
Services offered by DLA Piper Kft. include:

- Project management
- Preparation of feasibility studies
- Financial modeling
- End-to-end M&A transactional support
- Debt advisory, financing advisory
- Market research, market analysis, commercial due diligence
- Litigation related financial advisory services
- Risk Regulatory related business and financial advisory services

DLA Piper – global law firm

DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific, positioning us to help clients with their legal needs around the world.

Our clients range from multinational, Global 1000, and Fortune 500 enterprises to emerging companies developing industry-leading technologies. We also advise governments and public sector bodies.



Our experts and credentials



Aron Kovaloczy

Managing Director

DLA Piper Business Advisory Kft.

aron.kovaloczy@dlapiper.com

T: +36 20 582 2515

Aron Kovaloczy is founding member and managing director of DLA Piper Business Advisory Kft. Previously he was leading the energy and infrastructure team of one of the "big four" companies.

During the past more than 13 years, Aron has gained substantial expertise in providing advisory services to government agencies related to major PPP projects with specific experience in electronic toll collection and intelligent transport systems. He provided services to major clients including ministries, government bodies and several other publicly owned entities in Hungary and other countries. He has specific expertise in road infrastructure projects, especially related to highway concession projects.

Aron holds Master of Economics degree from the University of Economics in Budapest. He gives lectures on business valuation and financial modelling regularly at the university.

SELECTED CREDENTIALS

- Preparation of a detailed feasibility study related to the implementation of a nation wide electronic toll collection system in Indonesia
- He was leading the advisory team supporting one of the bidders in the nation wide highway tolling project in Greece
- He was leading the advisory team supporting one of the bidders in the intelligent transport system project in Egypt
- He was providing advisory services to the Hungarian State Motorway Management Company (AAK) related to analyzing different financing alternatives of the implementation of nation wide electronic toll collection
- He was providing advisory services to Družbe za avtoceste v Republiki Sloveniji (DARS) related to analyzing different financing alternatives of the implementation of nation wide electronic toll collection

He was core member of the team providing advisory to Coordination Centre for Traffic Development (KKK) services related to implementation of mileage based electronic toll collection system in Hungary. He was involved in drafting the concession agreement, he was responsible for the preparation of financial sections in the contract including availability fee calculation and determining financial criteria and reporting structure for the private party.

He was involved in preparation of a financial model supporting the calculation of availability fee payment related to the M5 highway based on the long term concession agreement between the Hungarian state and the private operator of the highway.

He was leading review of spreadsheet models related to the potential acquisition of three highway concession companies in Poland and Hungary. The purpose of the models were the determination of availability payments and investment loan repayment profiles

He was involved in providing advisory services related to the long-term financing plan and review of the refinancing models of the M5 concession highway in Hungary, as well as review of the concession contract from the refinancing perspective.

He was providing financial advisory services related to the acquisition and refinancing of two concession companies operating highways in PPP structure Hungary

He was providing advisory services related to valuation of a concession company in Hungary operating a prison in PPP structure

He was providing financial modeling services to a consortium planning to participate in a green field hospital PPP project in Slovakia

He was providing financial modeling services to a consortium planning to participate in a brown field hospital PPP project in Croatia

He was core member of the advisory team engaged by the Treasury Property Directorate (KVI) to provide PSC calculation of the government quarters, being responsible for development of the financial model enabling decision makers to analyze the effects of different financing alternatives

He was involved in reviewing cost-benefit analyses and underlying financial models prepared by municipalities related to European Union grants



David Farkas, AFM

Manager

DLA Piper Business Advisory Kft.

david.farkas2@dlapiper.com

T: +36 30 564 5635

David is a manager at DLA Piper Business Advisory Kft. Previously he spent 3 years at a capital market advisory firm, and have been working at one of the "big four" firms' Hungarian office as a manager focusing on valuation and modeling engagements.

He has gained experience primarily on projects related to clients operating in the energy and financial sectors. During the past years he specialized on business valuation, developing complex financial models, preparing and reviewing business plans, as well as other types of economic analysis for accounting, tax or legal purposes

He has a BSc in finance and accounting as well as an MSc in investment analysis from the Corvinus University of Budapest, and holds the Advanced Financial Modeler (AFM) certification of the Financial Modeling Institute.

SELECTED CREDENTIALS

- Involved in the advisory team supporting one of the bidders in the nation wide highway tolling project in Greece
- High level feasibility and return calculations in connection with an envisaged investment in a highway toll collection system
- Development of a financial model and return calculations related to an investment in the Hungarian natural gas infrastructure
- Valuation services for multiple purposes regarding numerous entities operating on the Hungarian energy infrastructure sector
- Business plan review and feasibility assessment related to a potential investment in Russian distributed energy generating infrastructure
- Preparation of the business planning model template of a Hungarian natural gas TSO
- Business plan review and valuation related to the acquisition of an energy project

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DLA Piper Business Advisory - introduction

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Diszignatura



Personal Data

Family Name
First Name
Place of Birth
Date of Birth
Nationality
Phone Number
e-mail

Varga
Zoltán
Budapest
30th of September 1988
Hungarian
+36-70-375-7606
varga.zoltan@tolservice.hu



Professional Experience

National Toll Payment Services Plc. 2017-

DIRECTOR OF INTERNATIONAL RELATIONS

Complete development and management of the international relations of the state owned company, in cooperation with the related Hungarian ministries, trade and export promotion agencies and chambers.

Toll Service Plc. 2013-

CEO

Establishment of the Hungarian Intelligent Transport Systems promotion strategy and implementation of activities worldwide, in close cooperation with state and private institutions operating in this business segment. Establishment, development and management of projects on international level.

National Toll Payment Services Plc. 2013-2017

PROFESSIONAL CONSULTANT

Complete development and management of the international relations of the state owned company, in cooperation with the related Hungarian ministries, trade and export promotion agencies and chambers.

State Motorway Management Company Plc. 2011-2013

DIRECTOR OF ROAD USER CHARGES AND TOLLING

Full responsibility for all related operational tasks to be executed of the successful implementation of the HU-GO distance based commercial vehicle electronic toll collection system in 2013, on more than 6,500 km toll road network of Hungary. Reorganization of the services provided by the company in line with the development of the new and the already applied processes and work-flows, creating a solid basis of development and extension of the company organization by making it ready and available for the new system implementation.

Libra-Profit Ltd. / Expense Reduction Analysts 2010-2011
MANAGING DIRECTOR, PARTNER CONSULTANT, OWNER
Implementation and management of expense reduction projects and providing managements and company operation consulting services.

Scania Lizing Ltd. / Scania Finance Magyarország Plc. 2007-2010
MANAGING DIRECTOR, DIRECTORY BOARD MEMBER

Establishment of a financial service company according to the Hungarian rules and regulations, than provide complete management services of a commercial and financial legal entity operation simultaneously. Business development by implementing the international and local standards and strategies. Maintain a continuous working relation with local governmental and relevant business authorities, Scania International and Regional Headquarters, Hungarian Scania dealer network, local and international service providers

BMW Group Financial Services Hungary / BMW Magyarország Ltd. 2004-2007
MANAGING DIRECTOR

Establishment, implementation and management of the core activities and businesses of the company in Hungary. Development and implementation of new products, including new retail financing, insurance and brand related and service. Working in relation with the BMW Headquarter, BMW dealer network, Cooperation Partners, individual and fleet customers.

Develor Plc. 2003-2004

TRAINER

Business, management and company operations consultancy services.

General Motors Acceptance Corporation Financial Services 1993-2003
Opel/GMAC Bank Hungary Plc. / GMAC Hungary Ltd.

COMMERCIAL MANAGER, DIRECTORY BOARD MEMBER, SALES AND MARKETING MANAGER, SALES SUPERVISOR, SALES REPRESENTATIVE

Development of the wholesale and retail financing activity of the company, providing continuous sales support and training for the Hungarian dealer network. Implementation of internationally used sales and promotional methodologies on the Hungarian market.

Publications

Road Pricing – Technologies, economics and acceptability 2018
Published by The Institution of Engineering and Technology

Edited by John Walker

Chapter 17 – HU-GO: the Hungarian distance-based electronic toll system by Zoltán Varga

All Electronic Distance Based Free-Flow Road Toll Collection System (INDO-GO) 2017
Implementation Proposal in the Republic of Indonesia

Published by Toll Service Plc, Hungary

Edited by Zoltán Varga

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Presentations

Distance-based national tolling & driver service in Hungary

ITS UK, Road User Charging forum, London, UK 2018

HU-GO An upside-down approach to interoperability

ITS Ireland – ITS UK, Road User Charging forum, Dublin, Ireland 2017

The versatile HU-GO toll system to support other transportation needs

International Bridge Tunnel and Turnpike Association, Symposium on Managed Lanes and All Electronic Tolling, Dallas, Texas 2017

HU-GO the Hungarian GNSS AET system

Road User Charging Conference, Brussels, Belgium 2017

HU-GO the Hungarian GNSS AET system

6th Telematics Conference SE Europe, Budapest, Hungary 2016

Hungarian GNSS AET system – More than 2 years of experience and new fields of utilization

Road User Charging Conference, Brussels, Belgium 2016

HU-GO the Hungarian GNSS AET system introduction

ITRA Conference for Toll Road Concessionaires, Jakarta, Indonesia 2016

Hungarian ITS solution that changed Hungary

Astana Invest Forum, Astana, Kazakhstan 2015

Hungarian GNSS AET system – More than 2 years of experience and new fields of utilization

ITS World Congress, Bordeaux, France 2015

Introduction of the Hungarian distance-based e-toll system

ITU Telecom World Conference, Doha, Qatar 2014

Introduction of the Hungarian distance-based e-toll system

International Bridge Tunnel and Turnpike Association, Global Summit on Innovations & Technologies for Sustainable Mobility, Environment and Safety, Prague, Czech Republic 2014

The Hungarian AET story

International Bridge Tunnel and Turnpike Association, Summit on Managed Lanes and All Electronic Tolling, San Diego, California 2014

Introduction of the Hungarian distance-based e-toll system

Road User Charging Conference, Brussels, Belgium 2014

Education

Kodolányi János University College, Budapest 1999-2003

Bachelor of Science Degree

Economics (major Enterprises)

Kodolányi János University College, Budapest 1999-2003

Bachelor of Arts Degree

Communication (major Public Relations)

Kaffka Margit Gimnázium, Budapest 1983-1987

High school graduation

Trainings

2018 PRINCE2 Practitioner

Training 360, Budapest

2017 PRINCE2 Foundation

POTIFOB, Budapest

2017 Projekt módszertan

Devolor, Budapest

2009 ECDL/CDL License

ECOL Hungary, Budapest

2005 BMW Group Management Training

PC1, Oxford

2003 Core Leadership Development

Program

Development Dimensions Int'l, Inc.,

Budapest, Lisbon

2001 GoFast Coaches Clinic

General Motors University, Russelsheim

2000 Sales Coaching and Assessment

Program

GMAC College, Prague

1999 Performance Management Program

GMAC College, Budapest

1999 Business Management Training

Program

GMAC College, Warsaw

1998 F&I Management-Trainer Session

GMAC College, Budapest, Manchester

1998 Communispond

GMAC College, Budapest

1998 PSS-2000 (Professional Selling Skills)

GMAC College, Budapest

1996 First European Finance and

Insurance Seminar

GMAC College, Amsterdam

1996 QNMS Core Program

Strat'x, Paris

1994 Professional Selling Skills

GMAC College, Manchester

1991 SAMLING Business Training

SAMLING, Budapest

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IT and system development expert – Mr. Dezső Mészáros

Dezső Mészáros as a **co-founder and co-owner of a software company** developed and implemented several IT/software project since 1996. Over 20 years of professional experience as a leading developer participated in the following topics:

- GIS – information system of public utility of Richter Gedeon's several plants (Richter Gedeon is a leading pharmaceutical company in Central Europe),
- Document Management System of Hungarian Metro project, Seating filing system of the Hungarian Parliament (The Office of the National Assembly),
- On-street parking System, Hungarian mobile parking system covering the whole country – country wide mobile payment system,
- Participation in the implementation of the HU-GO project – Electronic Distance based Toll Collection System and in the Hungarian Electronic Public Road Trade Control System.

Toll policy expert – Mr. Zoltán Andricsák

During his foreign missions (1984-1985 Algeria, 1987-1988 Tunisia and Mauritius 1988-1989), he participated as a **project manager and project director** in World Bank-funded road construction and public works.

In 1992, he became the **Operational Director of the Hungarian Concession Motorway Operation Co. (Hungarian Transroute)**. His task was to organize and operate the traditional manual toll collection. From 2001, Zoltán worked as a **Senior Toll Policy Officer in the Hungarian Ministry of Transport**, and led the Toll Strategy Bureau to develop a modern free flow electronic toll collection system in Hungary.

The HU-GO system was implemented in 2013, and he took part in the preparation, operation, and fine-tuning of the system until 2016. In the meantime, he **represented Hungary in the European Commission's Telepeage Committee**, where they set-up the European regulations for tolling, under the name of Eurovignette directive and he was a member of the so-called Stockholm Group, which coordinates the development of state-of-the-art tolling technologies in the European Union.

Mr. Zoltán Andricsák worked as a **Reward Specialist** for Toll Service's Kazakhstan and Serbia missions.

Business implementation expert - Dr. Zsolt Sándor

Zsolt Sándor is a **Transportation Engineer** with PhD. degree in the field of transportation and vehicle engineering.

During his career he dealt with transport informatics in connection with road and air transportation. Beyond the applied engineering activities, he has been involved in scientific research too and he has successfully conducted several transportation related works which aim to increase efficiency and safety.

Zsolt has several years of experience in higher (university) and corporate (adult) education. During his works he elaborated several training plans, training topics and training materials as well as he kept lectures too.

As a **Service Expert** he has been working at the **National Toll Payment Services Plc in Hungary** since 2017. He is responsible for the fulfilment of service expert activities at the Service Directorate.

Main tasks: Implementation of new business activities and improved core processes, design of new and improved regulatory environment, preparation of expert's reports, corporate education, etc. Beyond these, he participates in several horizontal corporate projects as project manager:

- Extended customer relationship management, which aims the elaboration and implementation of the efficient customer relationship solutions. The project affected comprehensive approach due to the overlapping organizational units.
- Project for the renewal of document management system. Before his current job, he worked in the aviation industry, where he dealt with the operation of high reliability systems. He was responsible for the design of new applications.

ITS expert – Lajos Szűcs

Member of the **Editorial Board of Transport Science Review and Permanent** invited participant of the **Transport Committee of Hungarian Scientist Academy**

Education and training

- Transport Engineer, Technical University of Budapest (T.U.B.)
- Engineer-teacher (T.U.B.)
- Mathematician and information specialist of the transport (postgraduate) (T.U.B.)
- Certificate of attendance of „The preparation, appraisal, monitoring and supervision of project” (PTRC London)
- Exam of public administration
- Professional Certificate in Management (EuroContact Business School/ Open University)

Experience

2017 -

Advisor

National Toll Payment Services PLC, Senior

Specialization: process development, process controlling, data management

2013-2017 **National Toll Payment Services PLC, Operational Director**

Specialization: process development, process controlling, communication

2003-2013 **Ministry of Economy and Transport** (Ministry of National Development), **General**

transport policy, GD of transport infrastructure

Specialization: transport policy, transport infrastructure development and management, road charging

Telematics expert - Nándor Nagybalvi

Education and training

1994-2000 - Budapest University of Technology and Economics (BME)
Faculty of Transportation Engineering, IT and telematics module

Experience

2018 -

ITware Kft. – Chief Commercial Officer

Management of custom-made software projects
(JAVA based agile/scrum projects, test automation, software QA, system implementations)

2017-2018 **Interim project management in IT and telematics field**

2012-2017 **WebEye International Kft. – Global Sales and**

Marketing Director

(Complex vehicle telematics solutions, toll declaration services)

Development of Sales and Marketing Strategy for 14 countries

Leadership and coordination of 11 subsidiaries and 3 distributors in 3 different countries (45-50 direct sales and 10 indirect sales)

WebEye Hungary Ltd. – Sales Director

Management of local direct and indirect sales channels

2009-2012 **Autosecurit Zrt. (Skyguard) – Sales Director**

Development of the B2B and B2C strategy

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Thank you for your kind attention!

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