

Always one step ahead.

Fiscal Year 2011/12 (1 April 2011 – 31 March 2012) Overview.



Story Behind Annual Report 2011/12.



What will move us tomorrow?
Visions of future mobility.



Learn about the visions of future mobility of these people in the Annual Report 2011/12.

Highlights of Fiscal Year 2011/12 (1).



System implementation in Poland

- Nationwide Electronic Toll Collection (ETC) system on 1,560 km launched in July 2011.
- System completed in stages up to end of December 2011 and finally accepted on 21 February 2012.
- System generated toll revenues of EUR 147 million in first 9 months.



System implementation in South Africa

- Start of ETC system on 185 km in Gauteng region delayed.
- On 28 April 2012, start of fully completed system suspended by court order due to lawsuit.
- Government elected to appeal court decision on 23 May 2012.



Technology and service contract with E-ZPass Group

- KTC IVHS selected for new ten-year technology and services contracts by E-ZPass Group.
- Continuing supply of on-board units, readers and services.
- Most contracts with agencies signed by 31 March 2012.



First contract award in Portugal

- Order for implementation and technical operation of ETC system on 100 km for Portuguese operator ASCENDI.
- System to be implemented in stages until October 2013.
- First toll stations already operating.



Contract award in Russia

- Contract for maintenance and toll-based operation of 400 km segment of M4 Don Highway.
- Contract awarded to JV LLC "United Toll Systems" with Russian partner Mostrotrest.
- Systems to be operated for 10 years with extension option for 3 years.



Contract award in Belarus

- Contract for implementation of nationwide ETC system on 2,743 km upon completion of final project stage.
- First phase to start on 1 July 2013.
- Each phase to be financed and repaid within 3 years upon implementation.

Highlights of Fiscal Year 2011/12 (2).



Contract award in France

- Agreement with French toll service provider Axxés.
- Supply of on-board units based on global navigation satellite system (GNSS) technology & central solutions for a charging system.
- Largest contract for GNSS technology so far.



Extension of contract in Austria

- Basic agreement on extension of operation and maintenance contract for nationwide electronic truck toll collection system on 2,200 km in Austria.
- Contract currently terminates at end of 2013 and was now extended to end of 2018.
- At toll transaction rate of 99.9%, system generated toll revenues of 1.1 bn in 2011.



Business with on-board units

- Volume of on-board units delivered increased to all-time high of 11.2 million units.
- Of this volume, 43% went to America, 30% to Europe and 27% to other countries.



Increase of free float

- Issuance of 800,000 new shares of approved capital on 27 July 2011.
- Gross proceeds of EUR 49 million.
- Core shareholder sold 300,000 shares to increase free float and thus liquidity of the shares.
- Free float increased to 38.1%.



Strategy 2016 and organization

- Strong growth in recent years, planned continuation and changes in market environment require further development of Kapsch TrafficCom Group.
- Strategy up to the year 2016 defined.
- Organization must be adapted and efficiency increased.

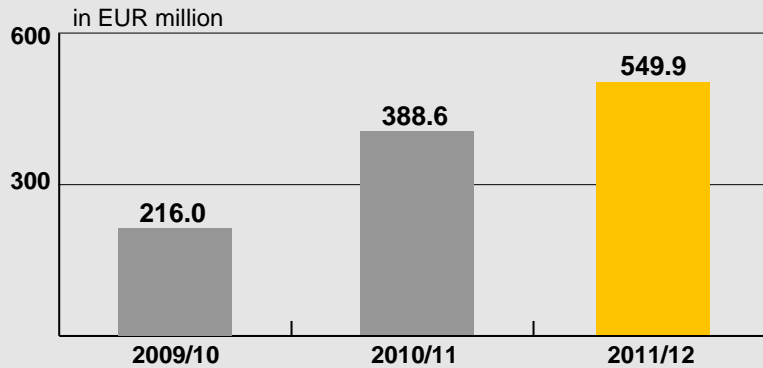


Innovation award

- New tunnel safety product Automatic Camera Calibration (ACC) awarded at Intertraffic Amsterdam.
- ACC won by virtue of its extraordinary speed, precision, cost efficiency and clear safety benefits.
- ACC to be applied in Incident Detection System 2.0

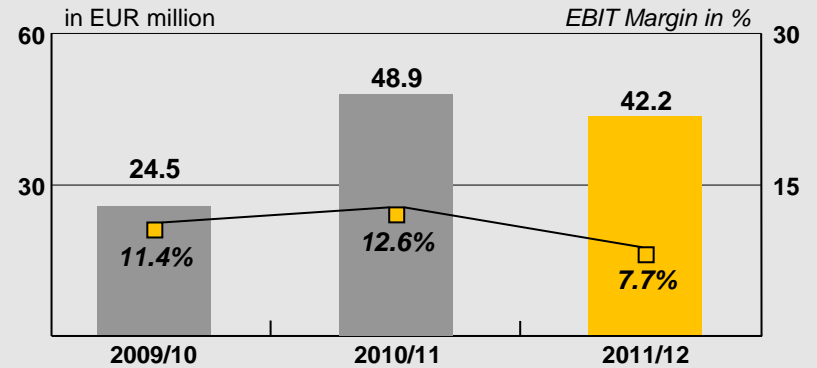
Selected Earnings Data.

Revenues



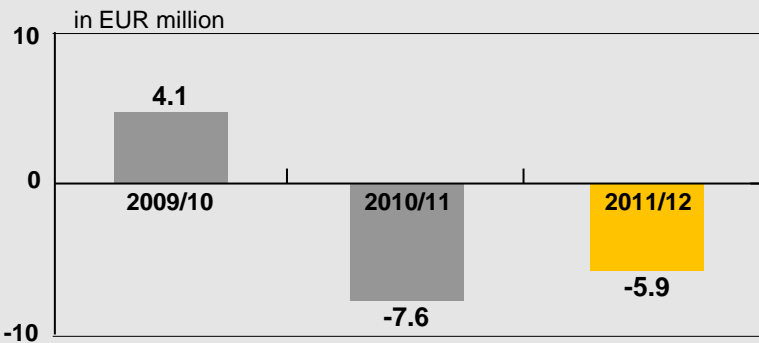
Revenues increased by 42 % or EUR 161.3 million to EUR 549.9 million.

EBIT



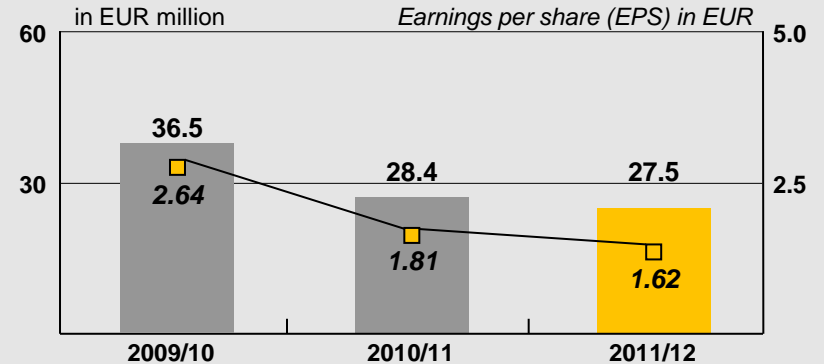
EBIT decreased by 14 % to EUR 42.2 million, the EBIT margin to 7.7 %.

Financial Result



Financial result improved by 23 % to EUR -5.9 million.

Profit for the Period

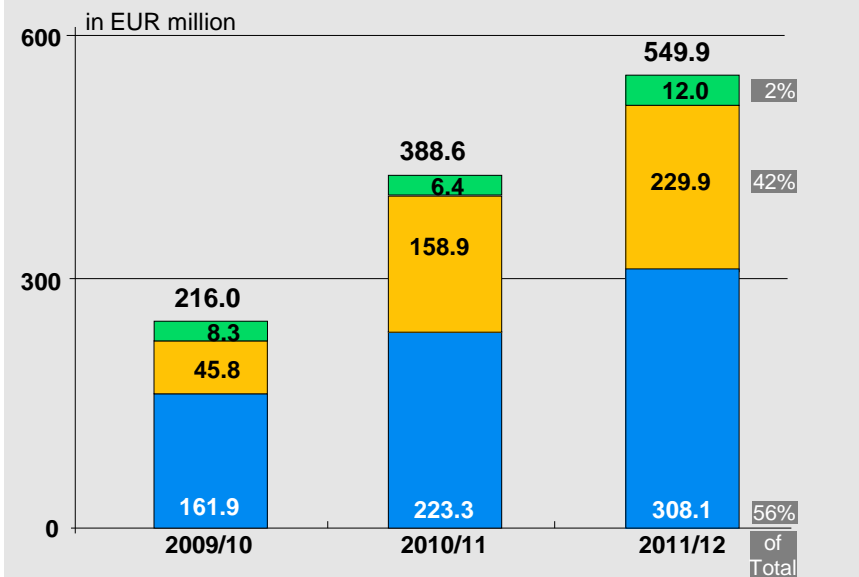


Profit for the period decreased by 3 % to EUR 27.5 million, EPS to 1.62 EUR.

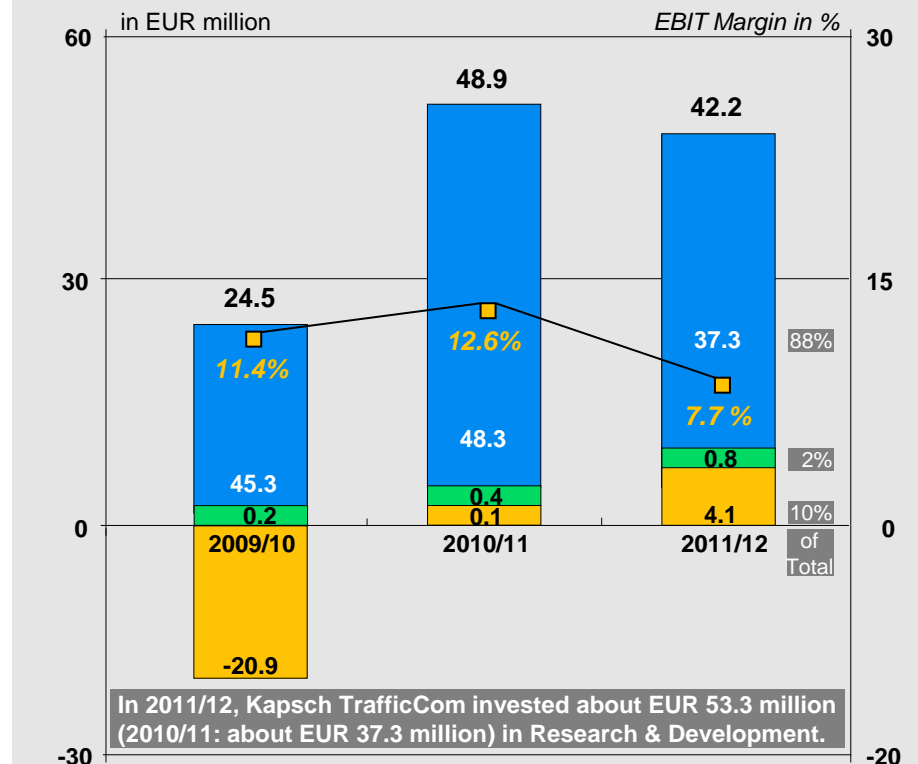
Business Segments.

■ **Road Solution Projects (RSP)** Project related business
 ■ **Services, System Extensions, Components Sales (SEC)** Recurring business
 ■ **Others (OTH)** 3rd party production sales

Revenues by Business Segments

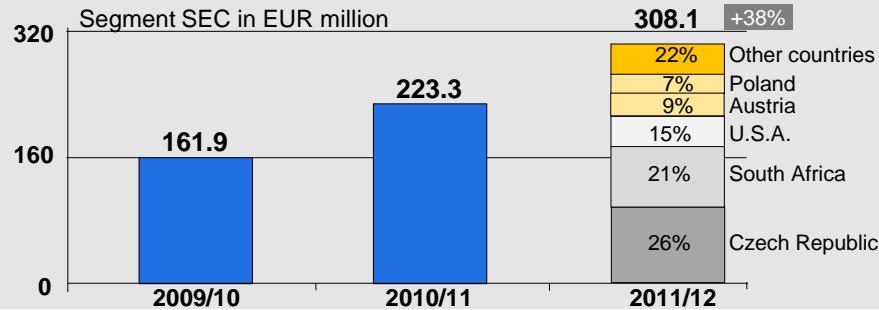


EBIT by Business Segments

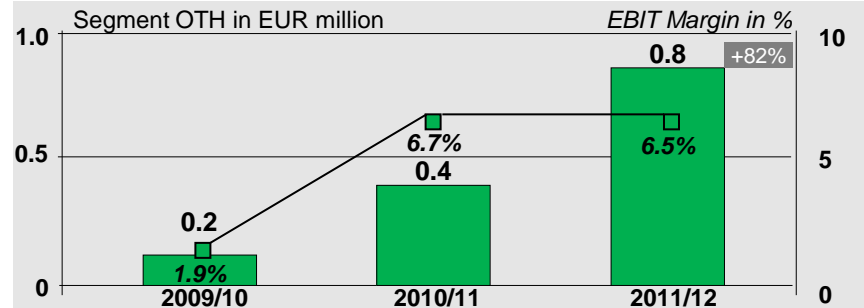
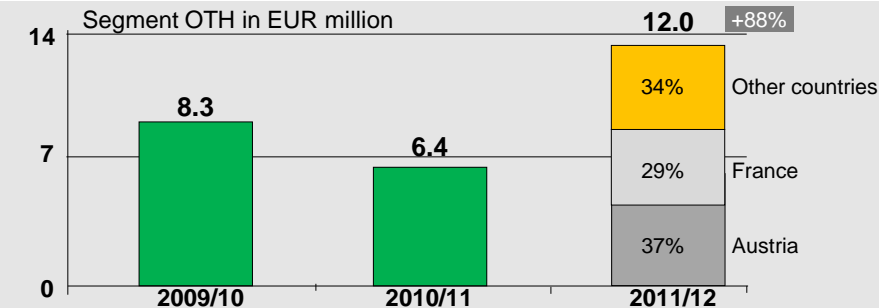
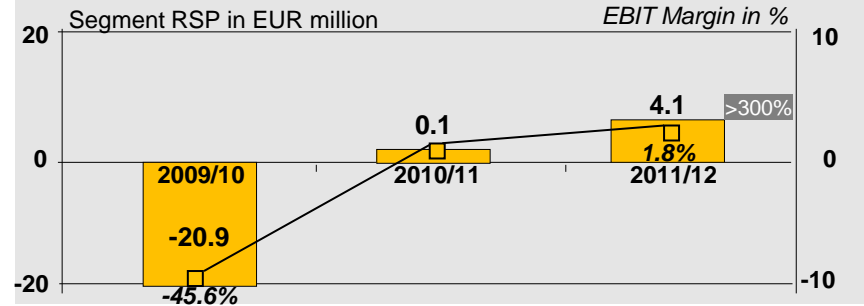
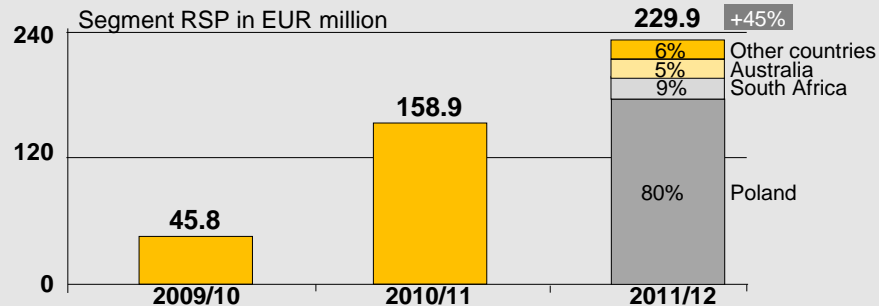
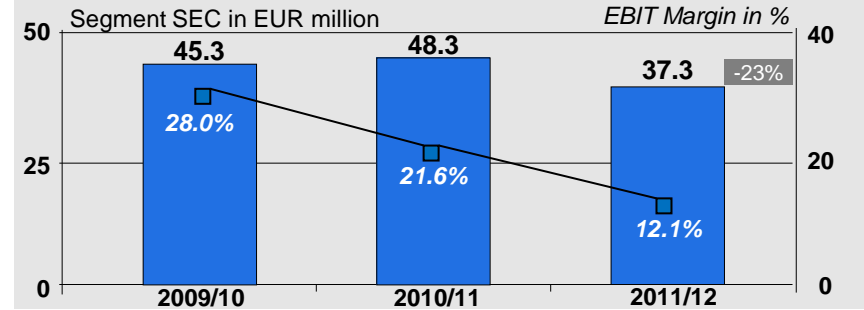


Business Segment Breakdown.

Revenues by Business Segment

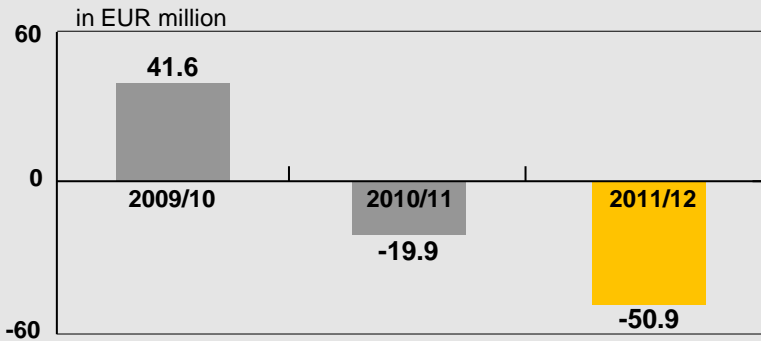


EBIT by Business Segment



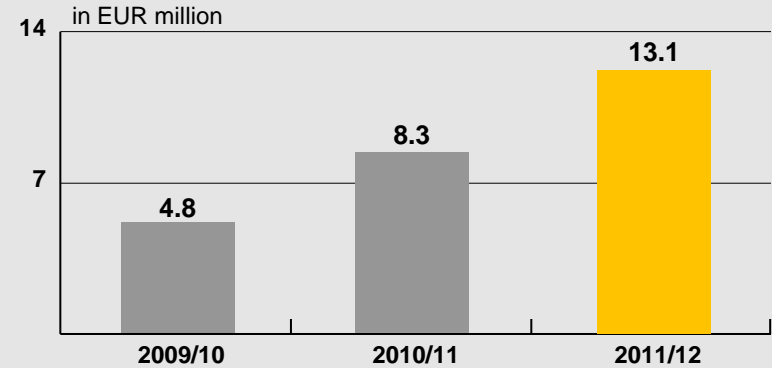
Selected Earnings and Balance Sheet Data.

Free Cash Flow



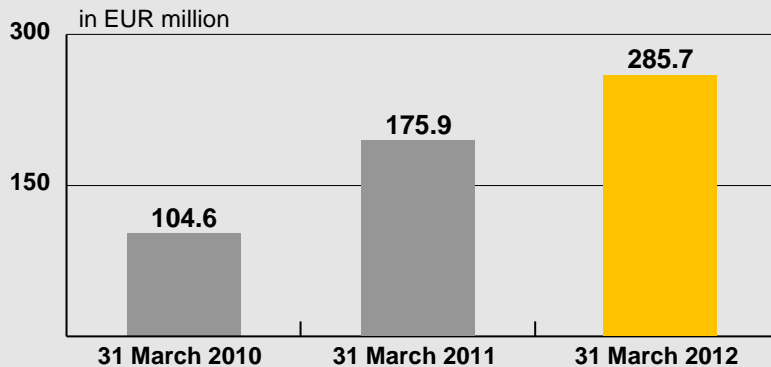
Free cash flow decreased by 156 % to EUR -50.9 million.

Capital Expenditure



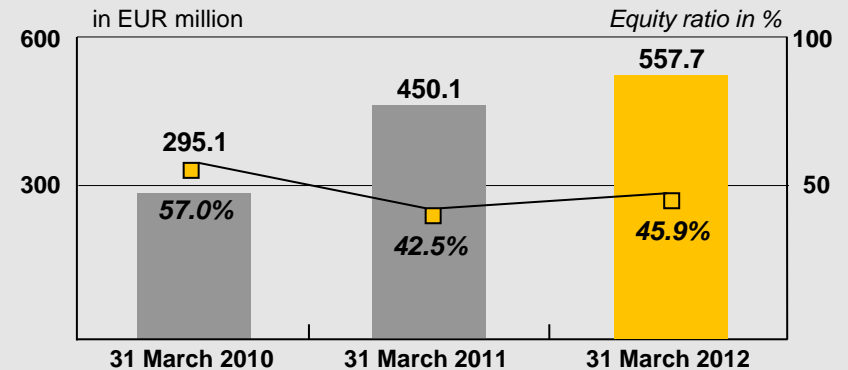
Capital expenditure increased by 58 % to EUR 13.1 million.

Net Working Capital



Net working capital increased by 62 % to EUR 285.7 million.

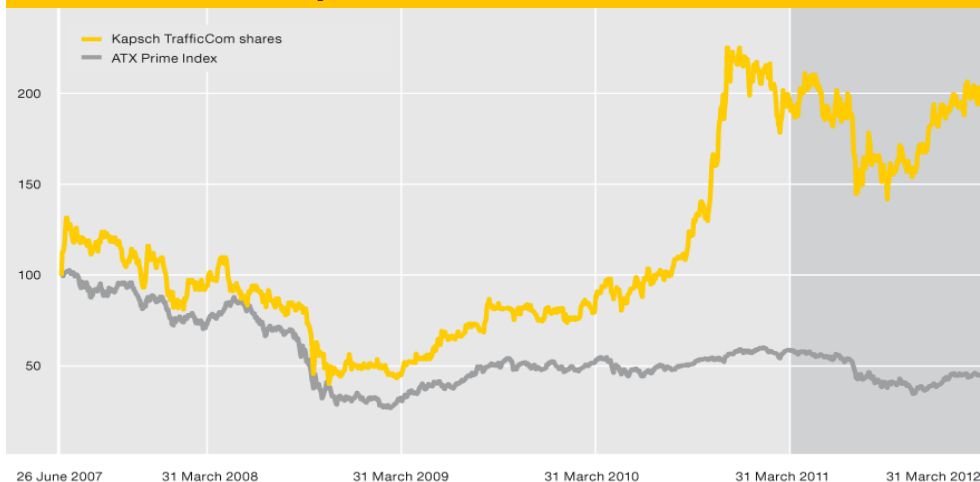
Total Assets



Total assets increased by 24 % to EUR 557.7 million, equity ratio to 45.9 %.

Kapsch TrafficCom Shares as of 31 March 2012.

Development of Shares since IPO



Offer price on 26 June 2007 and opening value for ATX Prime Index on 26 June 2007, each indexed to 100

Information on the Shares

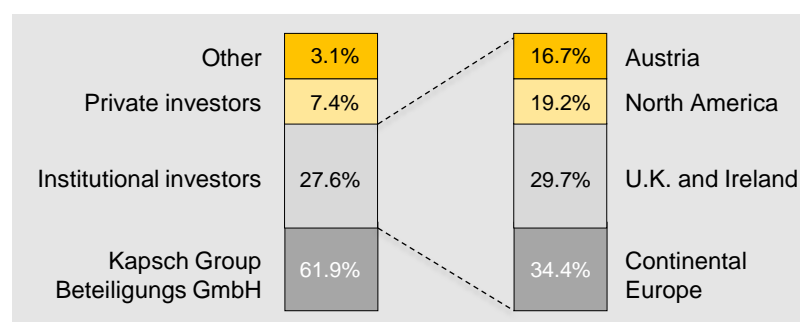
Investor Relations Officer	Marcus Handl
Stock Exchange	Vienna, Prime Market
ISIN	AT000KAPSCH9
Trading Symbol	KTCG
Reuters	KTCG.VI
Bloomberg	KTCG AV
Coverage	<ol style="list-style-type: none"> 1. Berenberg Bank 2. Deutsche Bank 3. Erste Bank Group 4. Raiffeisen Centro Bank

Key Data on the Shares

Number of shares	in million	13.0	Share Performance	2011/12 in %	+1.6
Free Float	in %	38.1		since IPO in %	+98.4
Closing price	in EUR	63.5	Dividend per share	in EUR	0.90 ¹
Market cap	in EUR million	825.5	Payout ratio	in %	~57

¹ Proposal of the executive board subject to approval of the shareholders' meeting on 24 August 2012

Shareholder Structure



Outlook on 2012/13.

Optimistic view due to many interesting opportunities worldwide for delivery and operation of toll collection systems.

Fiscal year 2012/13 will be characterized in particular by further developments associated with date for start of electronic toll collection system in South Africa.

Expected tenders for nationwide electronic toll collection systems in Hungary, Slovenia and Denmark.

Implementation of strategy up to year 2016 as defined in fiscal year 2011/12 and establishing of corresponding corporate structure.

Fiscal Year 2011/12 in Overview.

Earnings Data		Fiscal Year 2011/12	+/- %	Fiscal Year 2010/11
Revenues	in million EUR	549.9	+42%	388.6
EBITDA (<i>margin</i>)	in million EUR	60.6 (11.0%)	-3%	62.5 (16.1%)
EBIT (<i>margin</i>)	in million EUR	42.2 (7.7%)	-14%	48.9 (12.6%)
Profit for the period	in million EUR	27.5	-3%	28.4
Earnings per share ¹	in EUR	1.62	-11%	1.81
Free cash flow ²	in million EUR	-50.9	-156%	-19.9
Capital expenditure ³	in million EUR	13.1	+58%	8.3
Employees ⁴		2,705	+25%	2,167

Balance Sheet Data		31 March 2012	+/- %	31 March 2011
Total assets	in million EUR	557.7	+24%	450.1
Total equity (<i>ratio</i>) ⁵	in million EUR	256.2 (45.9%)	+34%	191.5 (42.5%)
Net assets (+) / debt (-)	in million EUR	-74.4	-58%	-47.2
Net working capital	in million EUR	285.7	+62%	175.9

1 Earnings per share 2011/12 relate to weighted average number of 12.74 million shares

2 Operating cash flow minus capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments)

3 Capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments)

4 As of 31 March of each year

5 Incl. minority interest

Financial Calendar & Contact.

Financial Calendar		Contact	
24 August 2012	Ordinary shareholders' meeting for Fiscal Year (FY) 2011/12.	Investor Relations Officer	Marcus Handl
24 August 2012	Interim financial report FY 2012/13-Q1.	Address	Kapsch TrafficCom AG Am Europlatz 2 1120 Vienna Austria
31 August 2012	Deduction of dividend for FY 2011/12 (ex-day).	Shareholders' Telephone	+43 50 811 1120
7 September 2012	First day of payment for FY 2011/12 dividend.	Fax	+43 50 811 99 1120
22 November 2012	Interim financial report FY 2012/13-Q2.	Email	ir.kapschtraffic@kapsch.net
27 February 2013	Interim financial report FY 2012/13-Q3.	Website	www.kapschtraffic.com
26 June 2013	Results FY 2012/13.		
19 August 2013	Ordinary shareholders' meeting for FY 2012/13.		
2 September 2013	Deduction of dividend for fiscal year 2012/13 (ex-day).		
9 September 2013	First day of payment for FY 2012/13 dividend.		

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Kapsch TrafficCom is a provider of high-performance intelligent transportation systems (ITS) in the application fields of toll collection, urban access management and traffic safety and security. Kapsch TrafficCom covers the entire value creation chain of its customers as a one-stop shop by providing products and components as well as subsystems as open market products, by integrating them into turnkey systems and by developing end-to-end solutions, including services for the technical and commercial operations of systems. Within its current core business of electronic toll collection (ETC), Kapsch TrafficCom designs, builds and operates ETC systems, in particular for multi-lane free-flow traffic, and offers the technical and commercial operation of such systems.

With 280 references in 41 countries on all 5 continents and with almost 70 million on-board units delivered and about 18,000 lanes equipped, Kapsch TrafficCom has positioned itself among the internationally recognized suppliers of electronic toll collection worldwide. Kapsch TrafficCom is headquartered in Vienna, Austria, and has subsidiaries and representative offices in 30 countries. For more information about Kapsch TrafficCom, please visit www.kapschtraffic.com.



As a member of the **United Nations Global Compact (UNGC)**, Kapsch TrafficCom is committed to corporate social responsibility and sustainable development.



Since 2009, the shares of Kapsch TrafficCom are included in the **Austrian sustainability index, VONIX**.

Vienna Stock Exchange Award 2011 & 2012

In May 2012, Kapsch TrafficCom received the **Vienna Stock Exchange Award 2012** in the category “Small and mid caps” for the second consecutive time.