



Kapsch TrafficCom

Investor Presentation.

Challenging the limits of mobility for a healthy world without congestion.

kapsch >>>
challenging limits

April 2022

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Kapsch TrafficCom.

At a glance.

Provider of Intelligent Transportation Solutions (ITS)

Segment Tolling: ~ 70% of revenues

Segment Traffic Management: ~ 30% of revenues

System integrator with in-house production

Technological forerunner: electronic tolling pioneer

Listed at Vienna Stock Exchange.

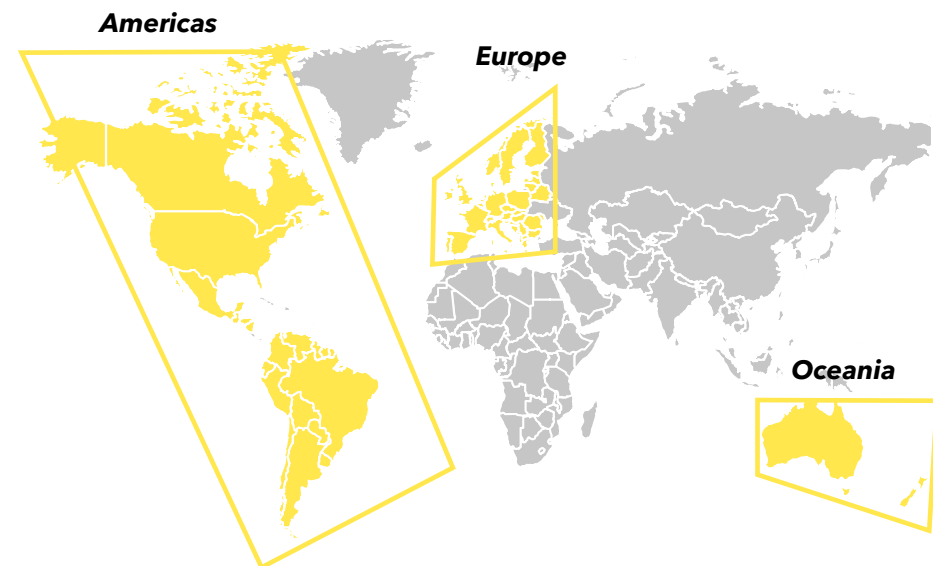
IPO in June 2007

Prime segment

Free float of 36.7%

KAPSCH Group holds 63.3%

Regional focus markets.



505mn

-31%

Revenues

FY 2020/21

4 657

-9%

Employees

March 31, 2021

25 countries

Global presence

March 31, 2021

4.4bn

Addressable market

in year 2020

Reporting segments.

TOLLING

- Pioneer and technology leader in electronic toll collection.
- Unique experience in nation-wide toll systems.

Electronic toll collection.

Technology:

- > Microwave (DSRC)
- > Satellite (GNSS)
- > Video
- > Mobile tolling
- > eVignette

Applications:

- > Multi-lane free-flow (MLFF)
- > Demand management
 - Congestion charging
 - Managed lanes (tolled)

Plaza tolling.

Tolling services.

TRAFFIC MANAGEMENT

- Combines conventional traffic management with smart traffic solutions, demand management and data services.

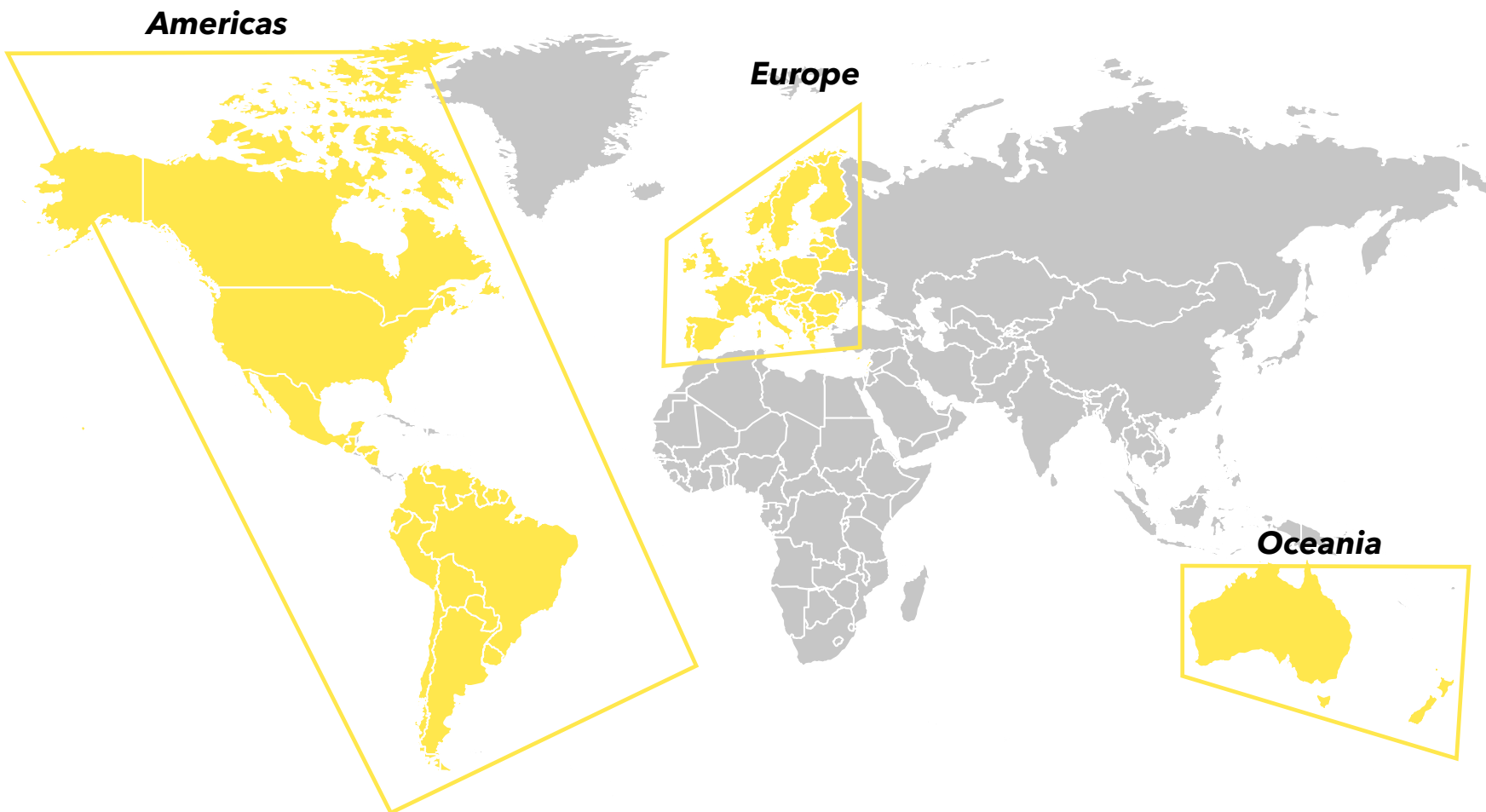
Traffic management.

- > Highway
- > Tunnels/bridges
- > Urban
- > Corridors
- > C-ITS / connected mobility

Demand management.

- > Urban access management (non-charging)
- > Managed lanes (non-charging)
- > Cross-domain policy setter (CDPS) - new, to be developed

Market: regional focus.



Regional reporting

- EMEA
(Europe, Middle East, Africa)
- Americas
(North, Central and South America)
- APAC
(Asia-Pacific)

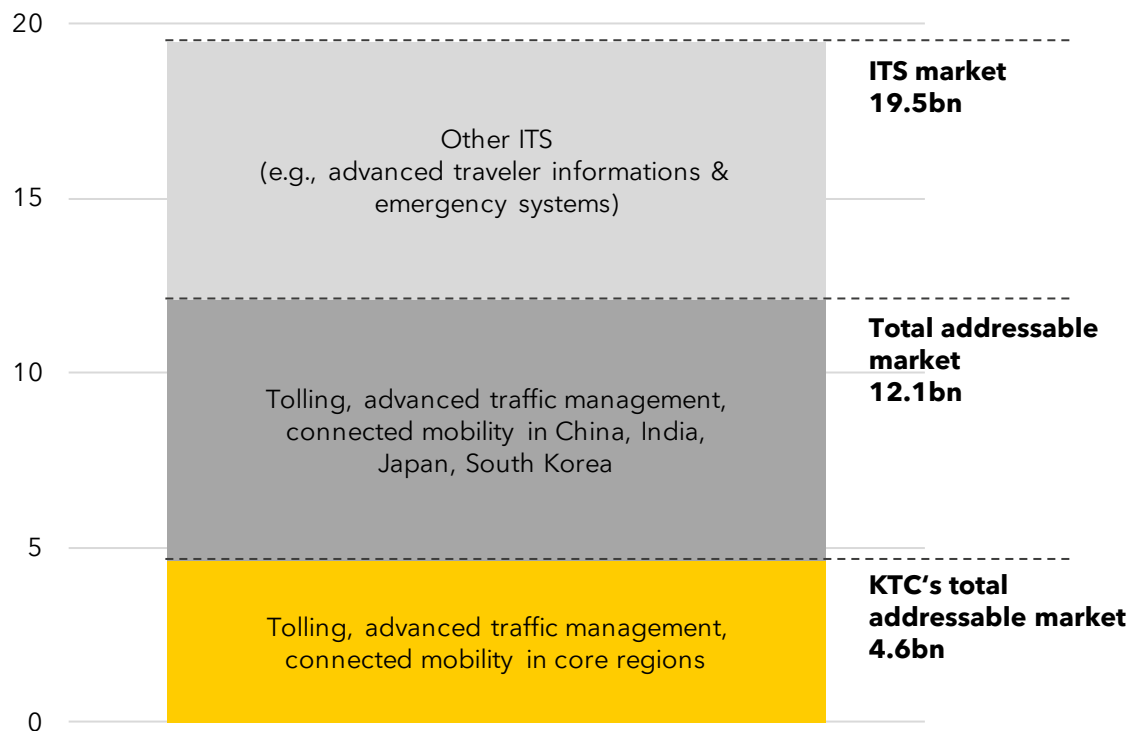
Competition

- Fragmented market:
 - Regionally
 - By solutions/applications
 - By technology
- Many competitors are (a rather small) part of a larger group.

Market: volume.

Target market and expected market development.

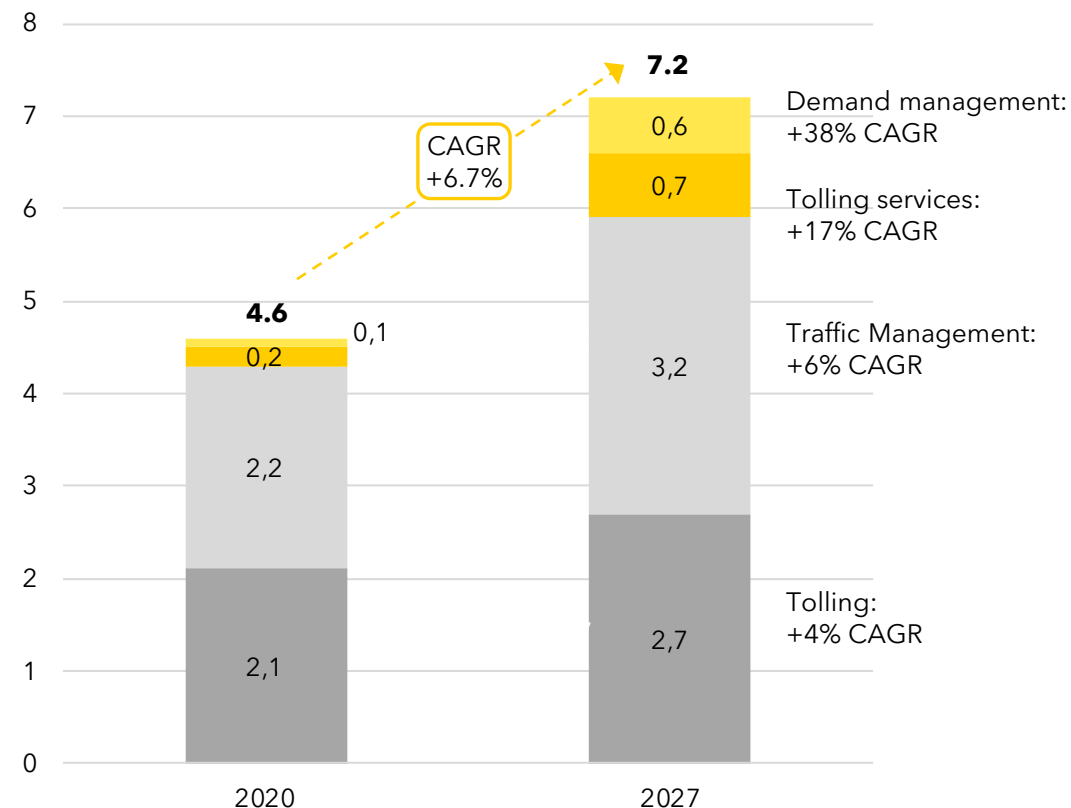
Total addressable market for Kapsch TrafficCom in year 2020.



Source: Kapsch TrafficCom, Grand View Research, ABI Research

KTC's total addressable market 2020-2027.

(In € billion)



Market: drivers.

Infrastructure demand & funding.

Growing car park and traffic volumes
E-vehicles → lower fuel tax income

Urbanization.

60% of population in cities by 2030
70% by 2050

Privacy.

Data privacy becoming more important

New transportation modes & services.

New, shared transportation modes
Electrification of transportation

Ecological footprint.

European Green Deal
CO2, particulate matter, noise

Connected mobility.

Rapid evolution of network technology
and autonomous vehicles and driving

Data & artificial intelligence (AI).

Emergence of vehicle data hubs.
AI for analytics, simulation and prediction

Shift in business.

From hardware to software platforms
Smart infrastructure



Business model.

Overview.

- Cover the customers' entire value chain as a one-stop-shop.
- High degree of flexibility for responding to customer needs: From components, to building complete turnkey systems, to operating them.

Components.

Develop, produce (Austria, Canada) or source:

- In-vehicle components
 - On-board units, transponders
- Road-side components
 - Transceivers, readers, cameras, sensors
- Traffic controllers

Implementation.

Planning/design/installation of systems and applications

- System integrator
 - Own core technology
 - Subcontractors and partners as required
- Project and supplier management
- Installations are transferred to the customer upon completion

Operations.

- Technical operations
 - Monitoring, maintenance, improvement of a system
- Commercial operations
 - Includes the planning and realization of sales offices, call center services, web portals, implementation of payment systems
- Compensation regardless of traffic volume

Tolling services.

- Europe:
 - European Electronic Toll Service (EETS)
 - Tolling services for passenger vehicles
- USA:
 - Toll road payments app

End-to-end solutions as a one-stop shop

Business model.

System integrator with in-house production of hardware and software.



HARDWARE.

In-vehicle products.

On-board units, transponders

Radio frequency field products.

Transceivers, readers

Traffic management products.

Controllers

Video and sensor products.

Cameras, vehicle detection and classification systems



SOFTWARE.

Commercial back office (tolling).

Traffic management (DYNAC® and EcoTrafIX™).

Enforcement (image processing suite).

Platform for connected mobility.

Goals.

OUTLOOK TO FY 2021/22.

01

Revenues: grow y-o-y (2020/21: EUR 505 mn).

02

EBIT margin: positive, below 3%.

GOALS 2027.

01

Revenues > 1b.

02

Double-digit EBIT margin.

03

Equity ratio > 30%.

04

CO2-neutral company.

05

Above-average contribution to reducing environmental pollution.

Highlights.

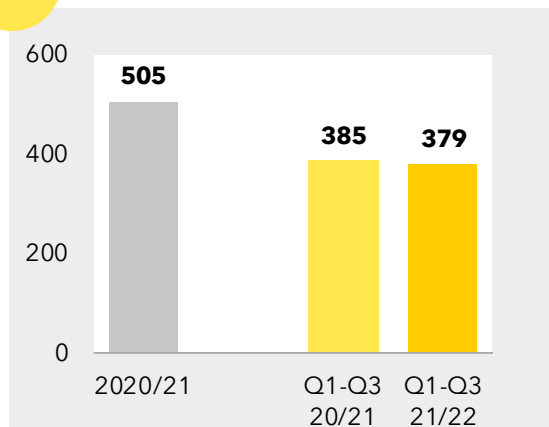
Q1-Q3
2021/22

- > Return to positive EBIT with lower revenues.
- > Cost-cutting and restructuring measures taking effect.
- > Low new business momentum continues to impact revenues.
- > Positive free cash flow

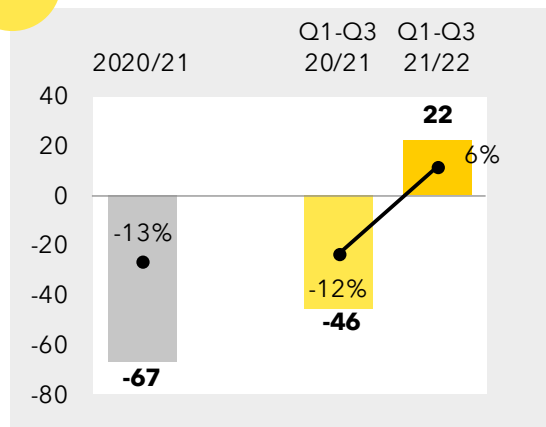
Financials: at a glance.

All figures in € million unless otherwise stated.

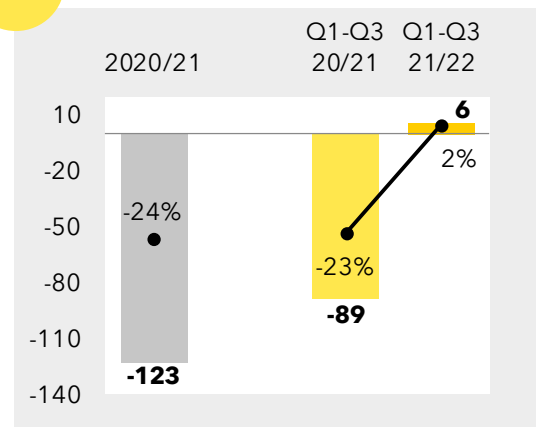
Revenues.



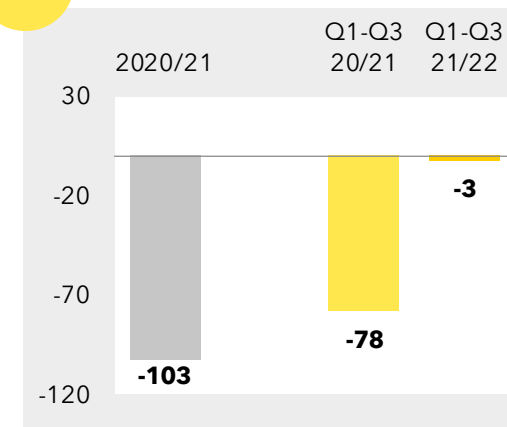
EBITDA, EBITDA margin.



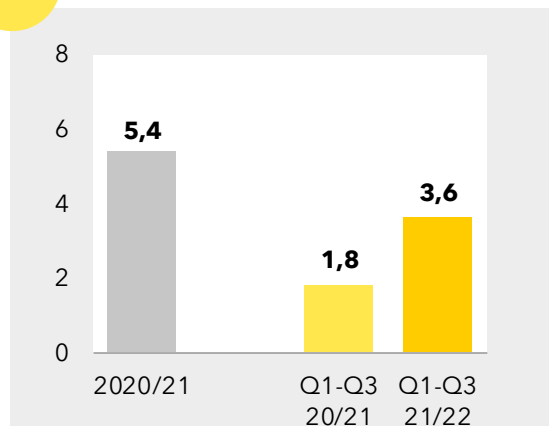
EBIT, EBIT margin.



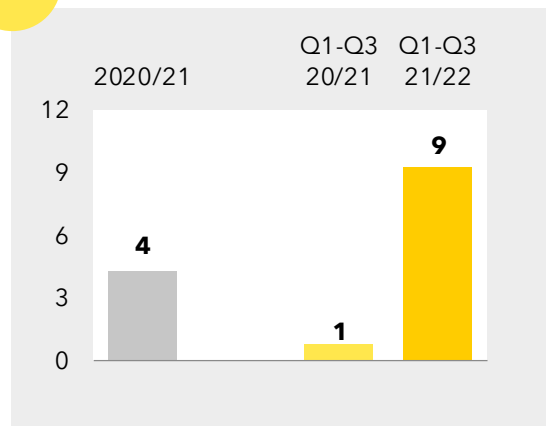
Result for the period.



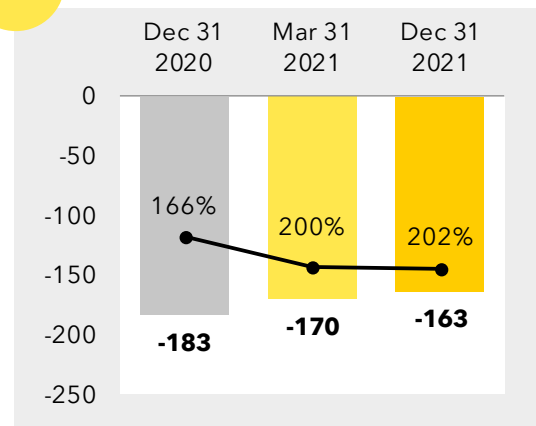
Net CAPEX.



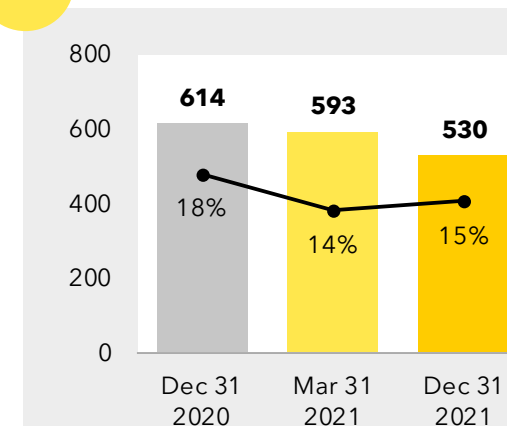
Free cash flow.



Net debt, gearing.



Balance sheet, equity ratio.



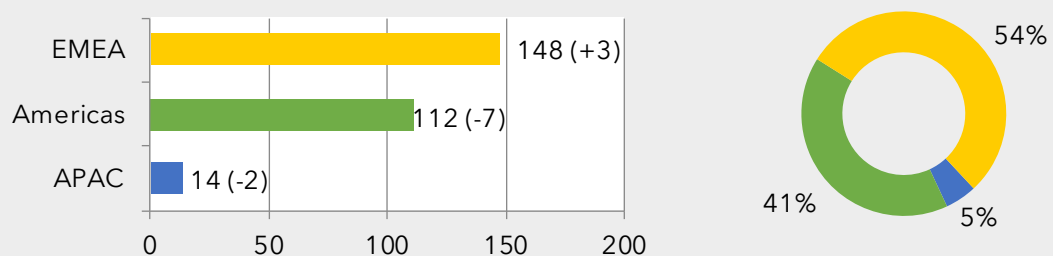
Segment results.

All figures in € million unless otherwise stated.

TOLLING.

	2020/21	Q1-Q3 2020/21	Q1-Q3 2021/22	+/-
Revenues	358	280	273	-2%
Implementation	100	87	67	-23%
Operations	188	138	153	10%
Components	71	55	54	-2%
EBIT	-117	-80	-1	0,992
EBIT margin	-33%	-28%	0%	28pp

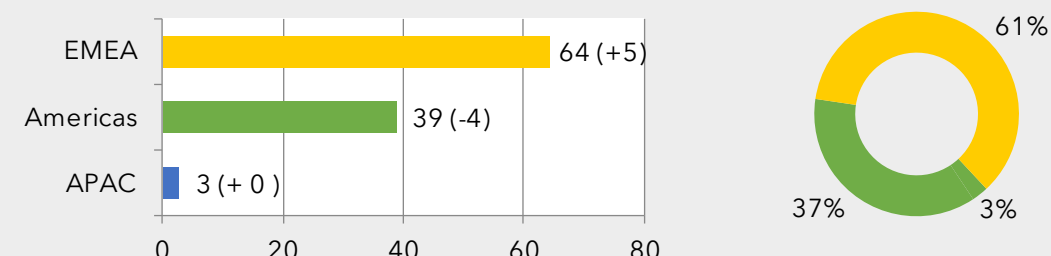
Revenues by region



TRAFFIC MANAGEMENT.

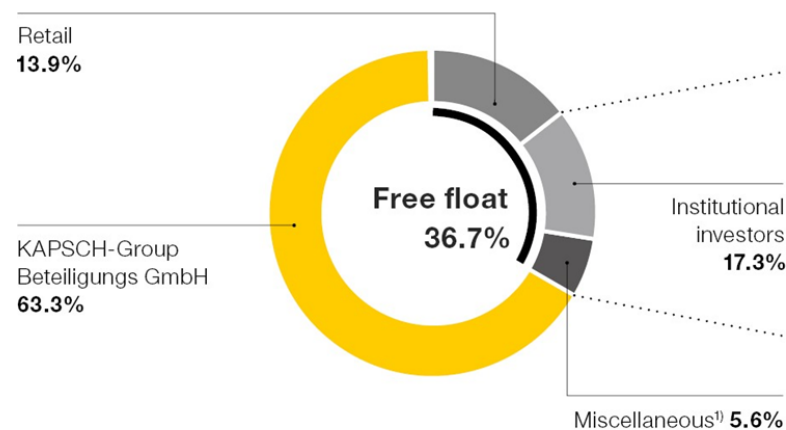
	2020/21	Q1-Q3 2020/21	Q1-Q3 2021/22	+/-
Revenues	147	105	106	1%
Implementation	65	48	42	-14%
Operations	76	53	60	15%
Components	5	4	4	1%
EBIT	-6	-9	7	n.a.
EBIT margin	-4%	-9%	6%	15pp

Revenues by region



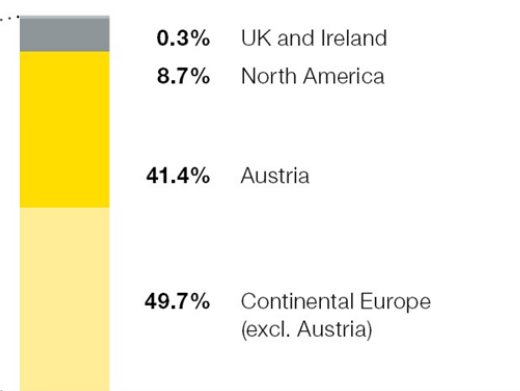
Kapsch TrafficCom share.

Shareholder structure



¹⁾ Trading positions and unidentified shareholders.

Institutional investors by region



Source: Shareholder survey from April 2021, participation notice, estimates by Kapsch TrafficCom

Research coverage*

Erste Group	
Buy	€ 22.00
RBI (Raiffeisen Bank Intern.)	
Hold	€ 17.00
ODDO BHF/FMR	
Hold	€ 16.70

* As per March 31, 2022.

Select events

June 15, 2022	2021/22 results
August 17, 2022	Q1 2022/23 results
More information:	www.kapschtraffic.com/ir

Basic information

Listed in Vienna, Prime Market, since 2007	ISIN: AT000KAPSCH9
Capital increase in 2011	Reuters: KTCG.VI
Total of 13 million shares	Bloomberg: KTCG AV

Share price development (last 12 months).

Kapsch TrafficCom and ATX Prime.



USP.

What makes Kapsch TrafficCom unique?

- About 130 years in the electronics industry
- Close to customers
- Ability to develop tailored solutions - proven track record
- Deep and comprehensive domain know-how
- Broad variety of technologies, prime quality
- Integrated, one-stop-shop
- Only real global player in tolling (best practice, risk diversification)
- Scale
- Listed (transparence, access to capital)
- Shareholder interests secured on the Executive Board by CEO Georg Kapsch

Key differentiators.



Domain know-how.



Innovator.



One-stop-shop.



Global player.



Hans Lang

Investor Relations & Compliance Officer

Kapsch TrafficCom AG

Am Europlatz 2

1120 Vienna, Austria

www.kapschtraffic.com/IR

Email: ir.kapschtraffic@kapsch.net

Phone: +43 50811 1122

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Kapsch TrafficCom's offices.

As of March 31, 2022.



The emergence of Kapsch TrafficCom.

About 130 years in the ever-changing electronic industry.

1892

Kapsch founded

1991

Tolling division at Kapsch.

Toll collection division within Kapsch Aktiengesellschaft

1995

Pioneer.

Contract for the realization of the nationwide Ecopoint System, the world's 1st emissions-based TMS

1999

Pioneer ETC.

Launch of world's 1st MLFF ETC system for an urban motorway on Melbourne City Link in Australia.

2002

Kapsch TrafficCom founded.

Kapsch Aktiengesellschaft restructured from which Kapsch TrafficCom emerged as a separate legal entity within the Group.

2004

Pioneer MLFF.

Austria introduces the national truck road user charging system: the worldwide 1st nationwide multi-lane free-flow system on major highways

2007

IPO of Kapsch TrafficCom.

Select products of Kapsch throughout the years

- > Morse telegraph devices
- > Telephones (fixed and mobile)
- > Capacitors and dry batteries
- > Radios, incl. portable radios
- > TVs (black & white, later color)
- > Telecom networks



// We make traffic solutions intelligent.

Why is this so important to us?

- >** Because we want you to reach your destination quickly, comfortably, and safely.
- >** Because we want to protect the environment.