



**kapsch** >>>  
challenging limits

Kapsch TrafficCom

# ***Investor Presentation.***

*March 2020.*

# Kapsch TrafficCom.

At a glance.



## Provider of Intelligent Transportation Solutions

- Tolling  
(Electronic Toll Collection – ETC)
- Mobility  
(Intelligent Mobility Solutions – IMS)



## Solid financial parameter

- Revenues: ~ EUR 738 mn
- Employees: ~5,000
- Presence: >30 countries
- References: >50 countries

Financial year: April 1 – March 31

## Technological forerunner

- ~15% of revenues invested in development
- >1,200 patents
- Pioneer in electronic toll collection



## Listed at Vienna Stock Exchange

- IPO in 2007
- Free float 36.7%





# Relevant mega trends & drivers for the ITS industry...

... and how Kapsch TrafficCom addresses them.

## Financing transportation networks.

USD 900 billion\* p.a. must be invested in road infrastructure worldwide to keep pace with expected economic growth.

\*Study by McKinsey Global Institute

## Urbanization.

Share of people living in cities:	Urban population:
since 2007: > 50%	today: 4.2 billion
by 2030: > 60%	by 2030: 5.2 billion

## Kapsch TrafficCom's approach.

Help deal with traffic flows more efficiently by:

- **collecting charges** for the use of road infrastructure (ETC segment),
- **managing traffic** (IMS),
- applying traffic safety and security solutions (IMS).
- expanding from ITS to **intelligent, holistic mobility solutions** (both segments).

## Mobility.

Mobility is a basic human need and an important prerequisite for the functioning of a market economy.

As prosperity increases, so does the volume of traffic.

→ Higher demands placed on transportation systems.

## Environmental protection.

Air pollution has significant effects on human health, impacts vegetation and ecosystems, contributes to climate change and damages materials and buildings.

Road traffic plays an important role here.

## Technology and concepts.

Radical change in transport industry with new technologies and concepts.

Examples: e-mobility, Mobility as a Service (MaaS), connected vehicles, big data-based applications.

## Change of the ITS industry.

Convergence of various ITS market segments.

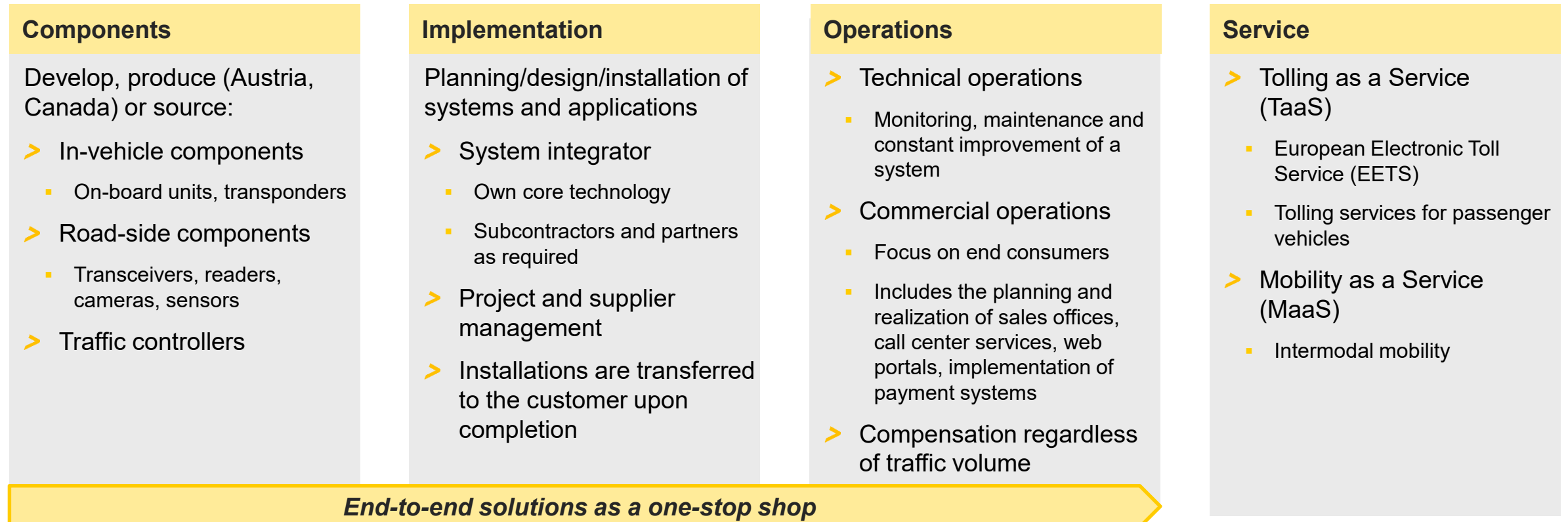
Trend towards intelligent, holistic mobility solutions.

*We want to make road traffic safer, more reliable, more efficient and more convenient, while reducing the environmental impact.*

# Business model.

## Overview.

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



# Business model.

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



Key components and systems (hardware and software) are developed and produced in-house.

## Hardware

- > In-vehicle products.  
On-board units, transponders
- > Radio frequency field products.  
Transceivers, readers
- > Video and sensor products.  
Cameras, vehicle detection and classification systems
- > Traffic management products.  
Controllers

Production facilities in Vienna (Austria) and Mississauga (Ontario, Canada).

## Software

- > Commercial back office (tolling)
- > Traffic management (DYNAC® and EcoTrafIX™)
- > Enforcement (image processing suite)
- > Platform for Mobility as a Service (FluidHub)
- > Platform for connected mobility (Kapsch Connected Mobility Software Suite)

# Business model.

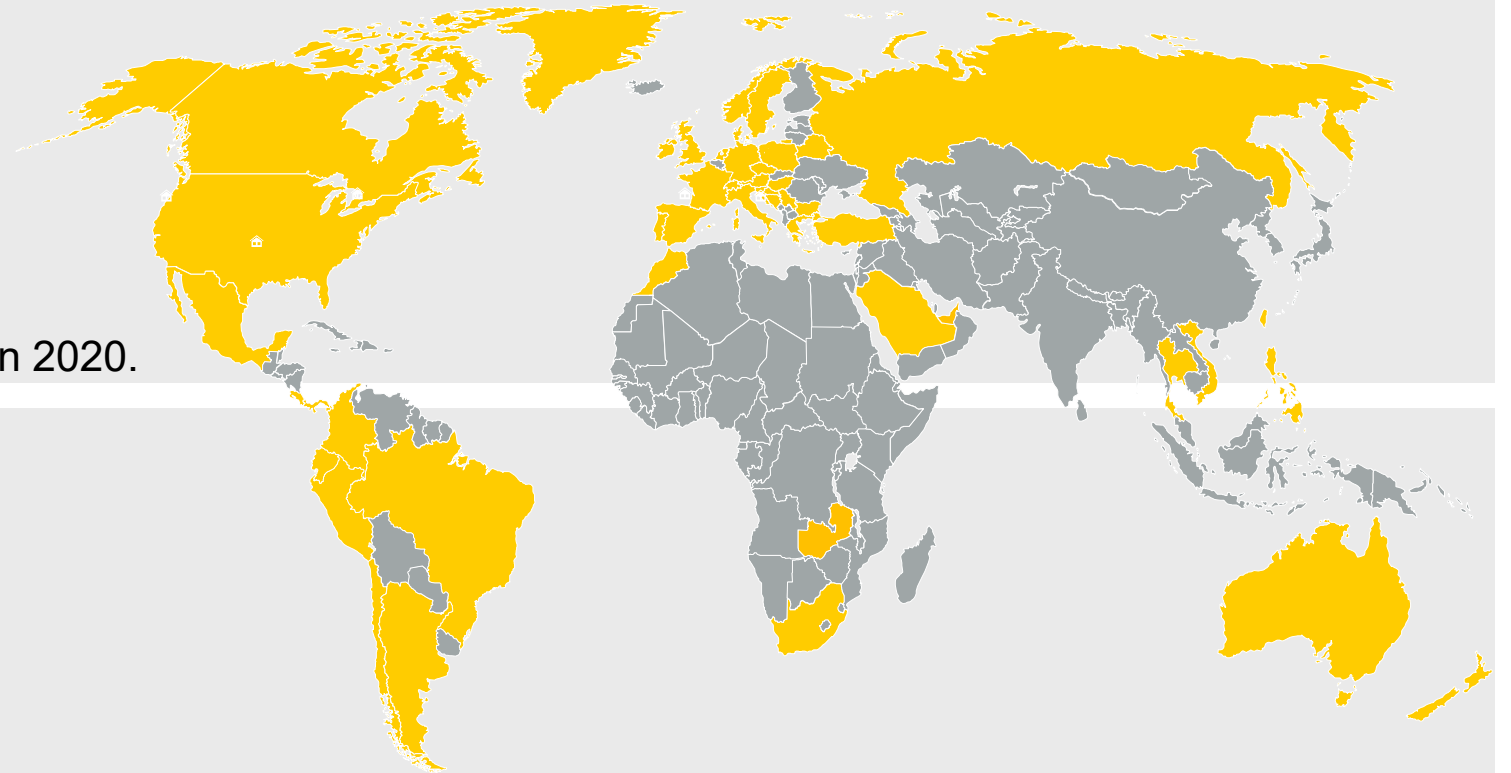
*Customers and competition.*

## Customers.

- > Public agencies
- > Municipalities
- > Private concessionaires
- > Public-private partnerships
- > Consumer market (USA) will be entered in 2020.

## Competition.

- > Fragmented market
  - Regionally
  - Depending on solution/application
  - Technologically
- > Most competitors are (a rather small) part of a larger group.



# Reporting segments.

## ELECTRONIC TOLL COLLECTION (ETC)

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

### Electronic toll collection

#### Technology

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

#### Applications

- > Multi-lane free-flow (MLFF)
- > City tolling
- > Managed lanes (tolled)

#### Standards

- > CEN
- > WAVE

### Plaza tolling

### Tolling as a Service (TaaS)

## INTELLIGENT MOBILITY SOLUTIONS (IMS)

- Broad set of solutions and services addressing different aspects of traffic/mobility.
- Established solutions and investments in future growth.

### Traffic management

- > Urban
- > Highway
- > Tunnels/bridges
- > Managed lanes
- > Reversible roadways
- > Traffic law enforcement

### Connected mobility

- > V2X communication technology
- > Connected mobility platform

### Mobility as a Service (MaaS)

# Going through a phase of change.

## US staff shortage retards growth.

- > About 150 vacant positions at the beginning of FY 2019/20.
- > Number of employees in the USA rose by 110 to 753 in Q1-Q3.
- > Costs for recruitment, onboarding, third-party support.
- > Impact on earnings will continue well into financial year 2020/21.

## Large contracts ended in 2019.

- > Czech Republic.  
Project with annual revenues of EUR 70+ million and good profitability expired.
- > Germany.  
Infrastructure charge (passenger vehicle toll) contracts terminated.

## Regulatory challenges in Zambia.

- > Continuing regulatory issues.  
The intended automated flow of funds from operations to our accounts is not yet possible.
- > Lengthy discussions with the administration.
- > Operations at minimum intensity as long as this matter has not been solved.



# Basis for profitable growth.

## Customers and projects.

- > Addressing mega trends.
- > Plenty of business available in target markets (in particular: USA).
- > Additional potential from
  - new technologies (e.g. connected mobility) and
  - offerings to new customer groups (B2C in the US).

## Top technology.

- > Driver of technological innovation.
- > Total expenses for developments correspond to ~15% of revenues.
- > More than 1,200 patents.

## Quality of people.

- > Lot of talent within the Group.
- > Domain know-how.
- > Global set up.

# USP.

*What makes Kapsch TrafficCom unique?*

- > Ability to develop tailored solutions – proven track record
- > More than 125 years in the technology industry
- > Close to our customers
- > Deep and comprehensive domain know-how
- > Broad variety of technologies, prime quality
- > Integrated, one-stop-shop
- > Only real global player in ETC
  - Best practice
  - Risk diversification
- > Size and financial stability
- > Listed (transparence, access to capital)
- > Shareholder interests sustainably secured on the Executive Board by CEO Georg Kapsch.





***Financial results.***  
Q1-Q3 2019/20.



# Q1-Q3 2019/20.

Highlights.

- > Top line growth continued.
- > Profitability down.
  - One-off effects of EUR 10.6 million for: German infrastructure charge, the toll project in Czech Republic, Streetline.
- > Claims by the operating parties against the Federal Republic of Germany: EUR 560 million.
- > Initial implementation of IFRS 16.

## Revenues

EUR 545.5 mn

Previous year | EUR 533 mn  
+2%

## EBIT

EUR 7.7 mn

Previous year | EUR 34 mn  
-77%

## EBIT margin

1.4%

Previous year | 6.3%  
-4.9%p

## EPS

EUR 0.14

Previous year | EUR 1.77  
-92%



# IFRS 16.

Overview.

## IFRS 16 „Leases“.

- > Specifies the recognition, measurement, presentation as well as disclosure requirements with regard to leases in financial statements.
- > As for Kapsch TrafficCom, this mainly relates to: buildings, motor vehicles, and IT equipment.

Rights of use arising from leasing agreements are capitalized (tangible assets), and lease liabilities are shown separately on the liabilities side of the balance sheet.

Lease expenses recorded previously (other operating expenses) are replaced by a depreciation of the assets from leasing and an interest component (which flows into the financial result).

## IFRS 16 impact on certain KPIs.\*

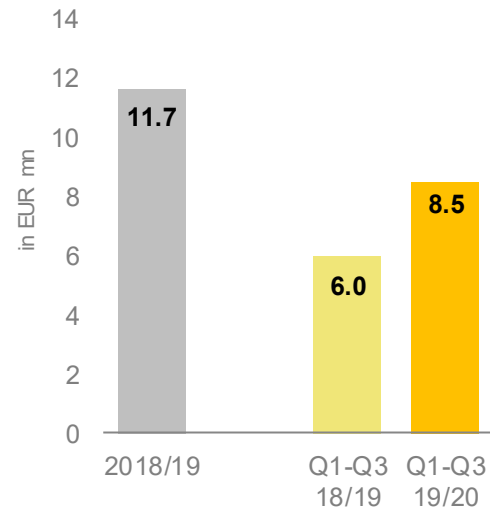
In EUR million unless otherwise stated	Reported value	IFRS 16 effect
Balance sheet total	755.2	65,3
Equity	235.4	-0.4
Equity ratio	31.2	-3%p
Net debt	-190.2	-65,0
Gearing ratio	80.8%	27.7%p
EBIT	7.7	0.5
EBITDA	33.0	10.5
Financial result	-5.2	-1.0
Result for the period	0.2	-0.4

\*As per Dec 31, 2019 and for Q1-Q3 2019/20, respectively.

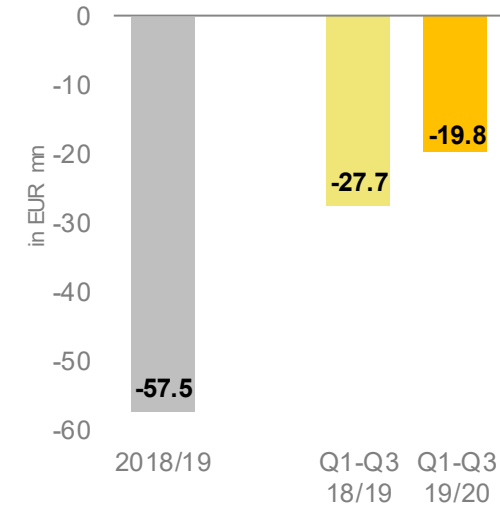
# Q1-Q3 2019/20.

Other key financials.

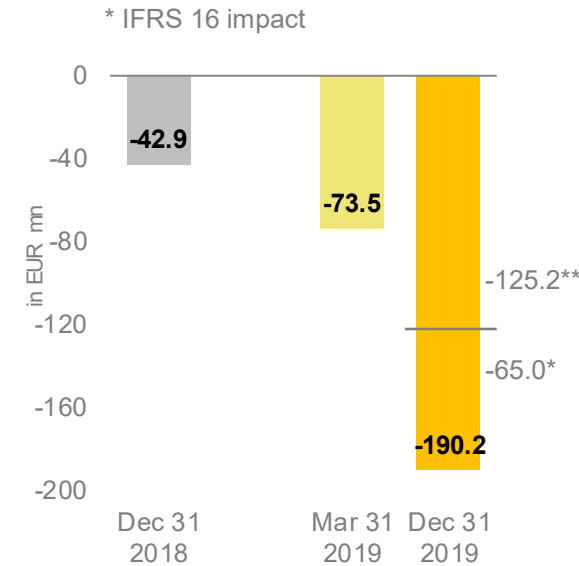
## Net CAPEX



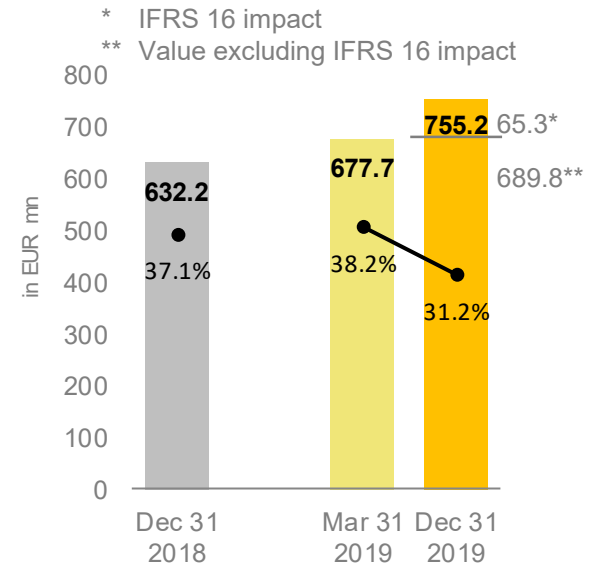
## Free cash flow



## Net cash/debt



## Balance sheet total and equity ratio



- > CAPEX increased in North America and Zambia.
- > Free cash flow improved because of IFRS 16.

- > Heavy impact of IFRS 16 on net debt and equity ratio.
- > However, balance sheet continues to be very robust.

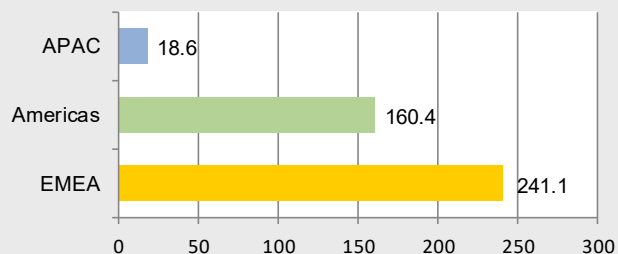
# Q1-Q3 2019/20.

Segment results.

## ELECTRONIC TOLL COLLECTION (ETC)

All figures in EUR mn unless otherwise stated	2018/19	Q1-Q3 2018/19	Q1-Q3 2019/20	+/-
Revenues	558.4	406.9	420.1	3%
Implementation	190.5	125.1	158.0	26%
Operations	264.4	199.7	179.8	-10%
Components	103.5	82.1	82.3	0%
EBIT	64.9	40.3	18.5	-54%
<i>EBIT margin</i>	11.6%	9.9%	4.4%	-5.5%p

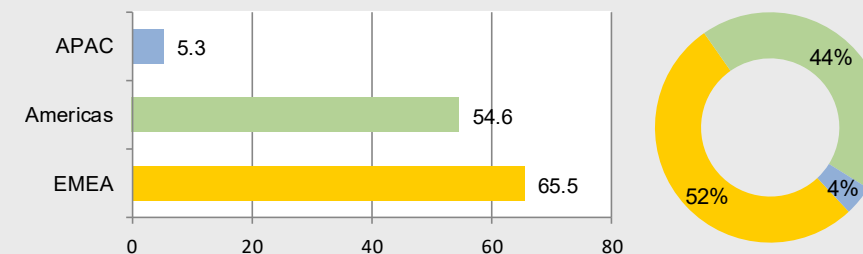
### Revenues by region



## INTELLIGENT MOBILITY SERVICES (IMS)

All figures in EUR mn unless otherwise stated	2018/19	Q1-Q3 2018/19	Q1-Q3 2019/20	+/-
Revenues	179.4	126.1	125.3	-1%
Implementation	80.8	57.9	53.4	-8%
Operations	86.4	59.0	64.7	10%
Components	12.2	9.2	7.3	-21%
EBIT	-7.9	-6.7	-10.9	-62%
<i>EBIT margin</i>	-4.4%	-5.3%	-8.7%	-3.3%p

### Revenues by region



# Outlook & medium-term goals.

## Outlook 2019/20.

- Revenues: +5% y-o-y

## Medium-Term.

- Revenues grow
  - in both segments.
  - stronger than the market.
- EBIT margin of >10%
  - ETC: comfortably >10%
  - IMS: up to 8% possible





# Dividends.

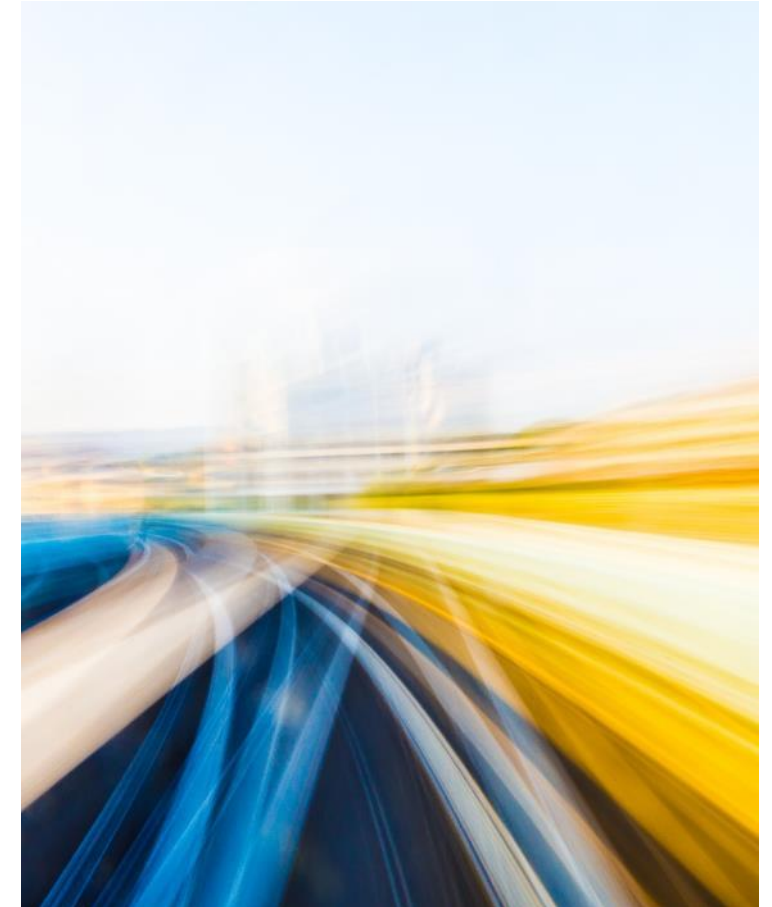
## Dividend policy\*

- > At least the higher of 1/3 of the earnings per share (EPS) and EUR 1.
- > Depending on economic development, the market environment and capital needs for upcoming projects, the dividend payment can be higher or lower. ...
- > ... However, within a reference period of 3 years, the company aims at paying out an average annual dividend of at least EUR 1.

\* As of November 29, 2016.

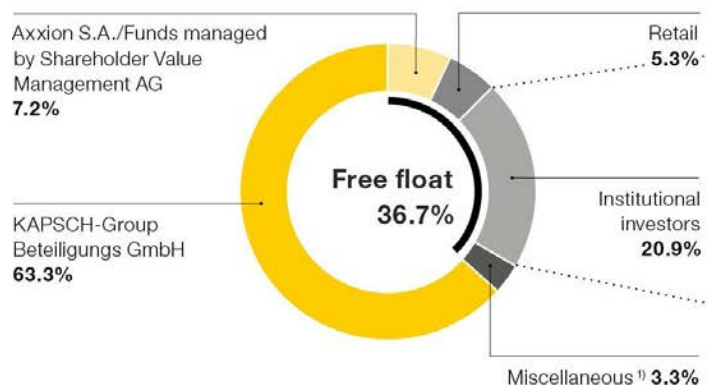
## Dividend payouts

Year	Dividend per share	Earnings per share (in reference year)	Payout ratio
2016	EUR 1.50	EUR 2.39	62.7%
2017	EUR 1.50	EUR 3.35	44.7%
2018	EUR 1.50	EUR 2.21	68.0%
2019	EUR 1.50	EUR 3.68	40.8%



# Kapsch TrafficCom share.

## Shareholder structure



<sup>1)</sup> Trading positions and unidentified shareholders.

## Institutional investors by region



Source: Shareholder survey from March 2019, notifications to Kapsch TrafficCom, own assumptions

## Research coverage\*

Erste Group	
Hold	EUR 30.00
Kepler Cheuvreux	
Hold	EUR 27.00
ODDO Seydler Bank/FMR	
Hold	EUR 30.00
Raiffeisen Centrobank	
Hold	EUR 30.00

\* As per the end of the previous month.

## Select events

June 16, 2020	FY 2019/20 results
August 12, 2020	Highlights Q1 2020/21
More information: <a href="http://www.kapschtraffic.com/ir">www.kapschtraffic.com/ir</a>	

## Basic information

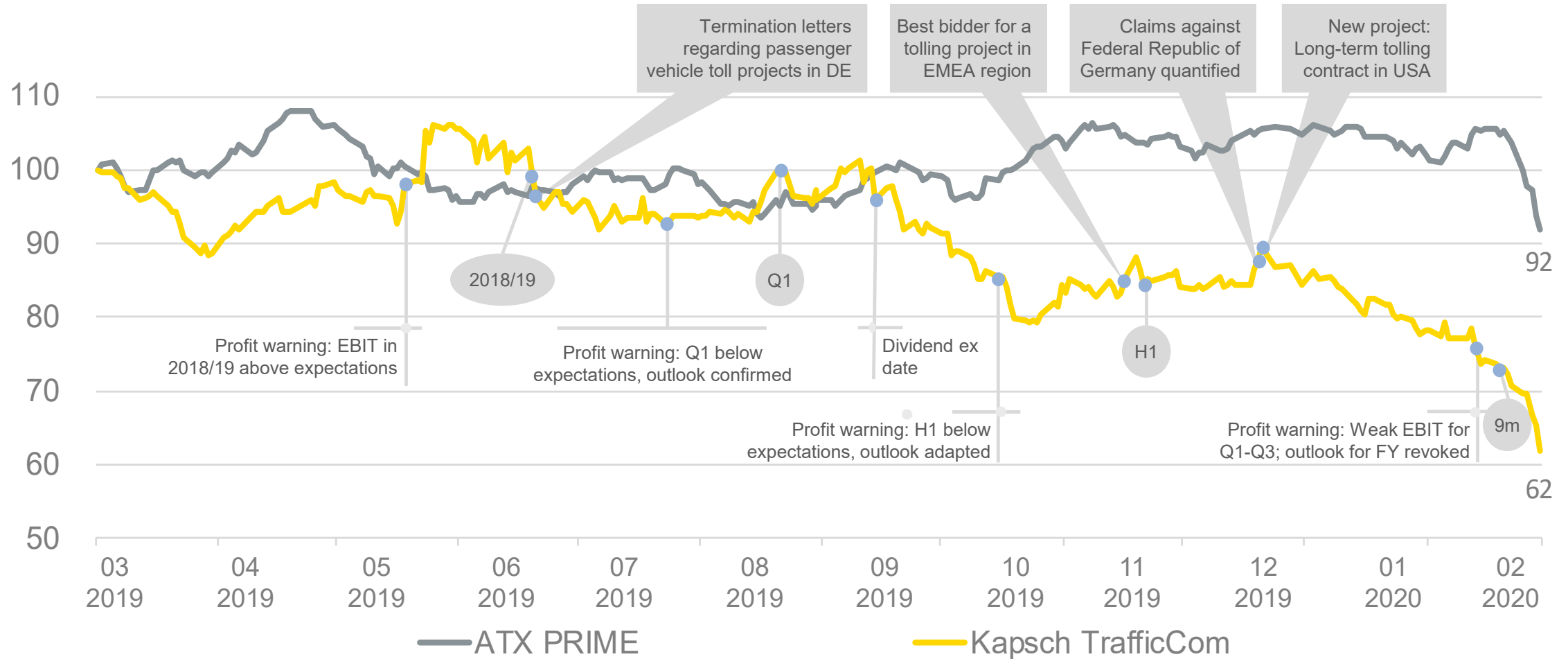
- > Listed in Prime Market segment at the Vienna Stock Exchange since 2007.
- > Capital increase in 2011.
- > Total of 13 million shares.

- > ISIN: AT000KAPSCH9
- > Reuters: KTCG.VI
- > Bloomberg: KTCG AV



# Share price development (last 12 months).

Kapsch TrafficCom and ATX Prime.



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## ***Appendix.***

*References and recent major projects.*

# References in more than 50 countries.

## Global

All figures in EUR mn unless otherwise stated	2018/19	% of total
<b>Revenues</b>	<b>737.8</b>	
thereof ETC	558.4	76%
thereof IMS	179.4	24%

## EMEA

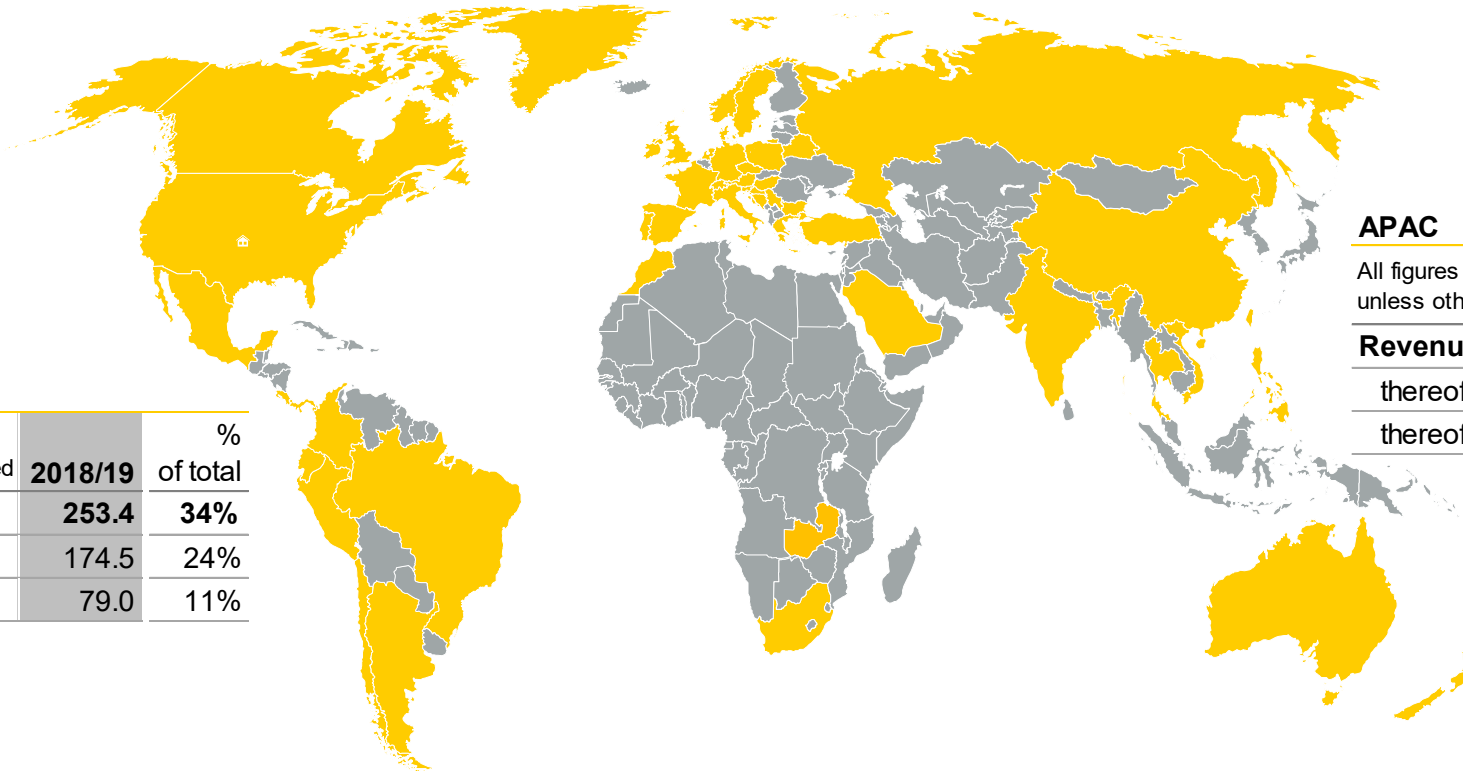
All figures in EUR mn unless otherwise stated	2018/19	% of total
<b>Revenues</b>	<b>431.1</b>	<b>58%</b>
thereof ETC	334.3	45%
thereof IMS	96.8	13%

## Americas

All figures in EUR mn unless otherwise stated	2018/19	% of total
<b>Revenues</b>	<b>253.4</b>	<b>34%</b>
thereof ETC	174.5	24%
thereof IMS	79.0	11%

## APAC

All figures in EUR mn unless otherwise stated	2018/19	% of total
<b>Revenues</b>	<b>53.3</b>	<b>7%</b>
thereof ETC	49.7	7%
thereof IMS	3.6	0%



# Overview: Major project.

Tolling in Belle Chasse (Louisiana, USA).

## About the project

- > Implementation of an electronic toll collection system on a newly built bridge followed by commercial and technical operations.
- > Kapsch TrafficCom is supplier to a consortium,
  - awarded to build a new bridge replacing old traffic infrastructure and
  - representing the first Private, Public, Partnership (P3) project in Louisiana.
- > Term: Start in 2023, total term of more than 30 years.

## Financial

- > Total project volume of more than USD 100 million.





# Overview: Major project.

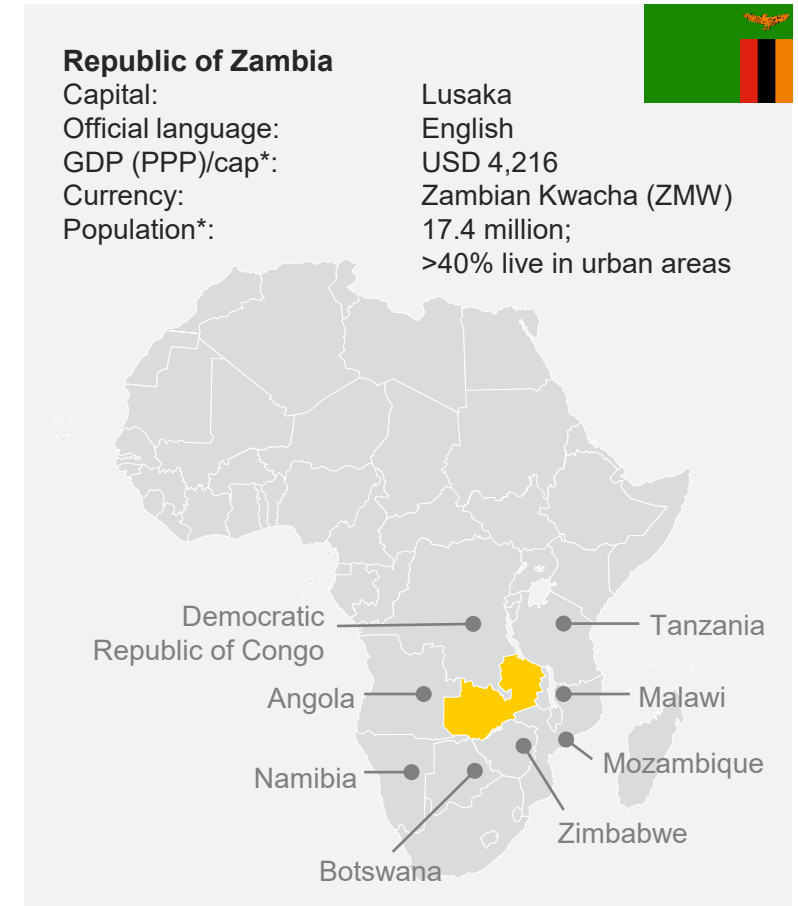
Road safety and traffic management in Zambia.

## About the project

- > Nation-wide concession contract to improve road safety and traffic management.
- > Main components:
  - Vehicle inspection,
  - Vehicle registration,
  - Speeding fines and other traffic-related infringements.
- > Term: 17 years starting from January 1, 2018.

## Organizational & financial

- > Joint venture (JV) with local partner Lamise Trading (49%).



\*Source: World Bank (Data for 2018),  
as of Sep 27, 2019

# Overview: Major project.

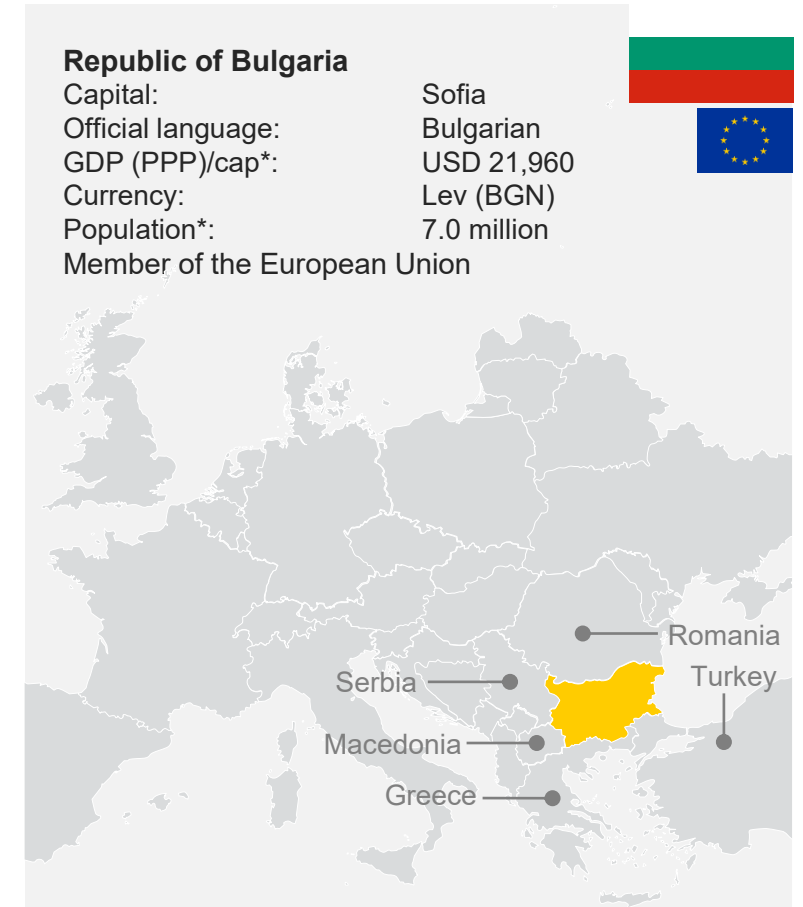
*Nation-wide tolling system in Bulgaria.*

## About the project

- > Implement nation-wide tolling system, start: 01/2018
  - Satellite technology for trucks over 3.5 tons,
  - eVignette for passenger cars.
- > Tolls collected on all class I, II, and III roads, (all paved roads, no cities).
- > Some details:
  - 500 terminals for registering and issuing eVignettes,
  - 100 enforcement vehicles, 100 weigh-in-motion facilities, 100 tolling gantries.
- > Term: eVignette finished 12/2018, truck tolling to be concluded in 2020.
- > Kapsch TrafficCom's 6<sup>th</sup> nation-wide toll collection system in Europe (after Austria, Switzerland, Poland, the Czech Republic, and Belarus).

## Financial

- > Total project volume of about EUR 76.6 million.



\*Source: World Bank (Data for 2018),  
as of Sep 27, 2019

# Overview: Major project.

*Tolling in Maryland (USA).*

## About the project

- > Contract to replace and maintain all roadside tolling equipment in the mixed-mode, cash, and express toll lanes under management of the Maryland Transportation Authority.
- > The new roadside equipment will include:
  - RFID toll readers,
  - Automated license plate recognition (ALPR) cameras,
  - Scanners in the mixed-mode lanes,
  - Stereoscopic Vehicle Detection and Classification sensors.
- > Term: Start in February 2018, replacement of all toll equipment by 2020, six years of subsequent technical operation as well as the option to extend the contract for additional four years.

## Financial

- > Total project volume of more than EUR 55 million.



# Overview: Major project.

Port Authority of New York and New Jersey (USA).

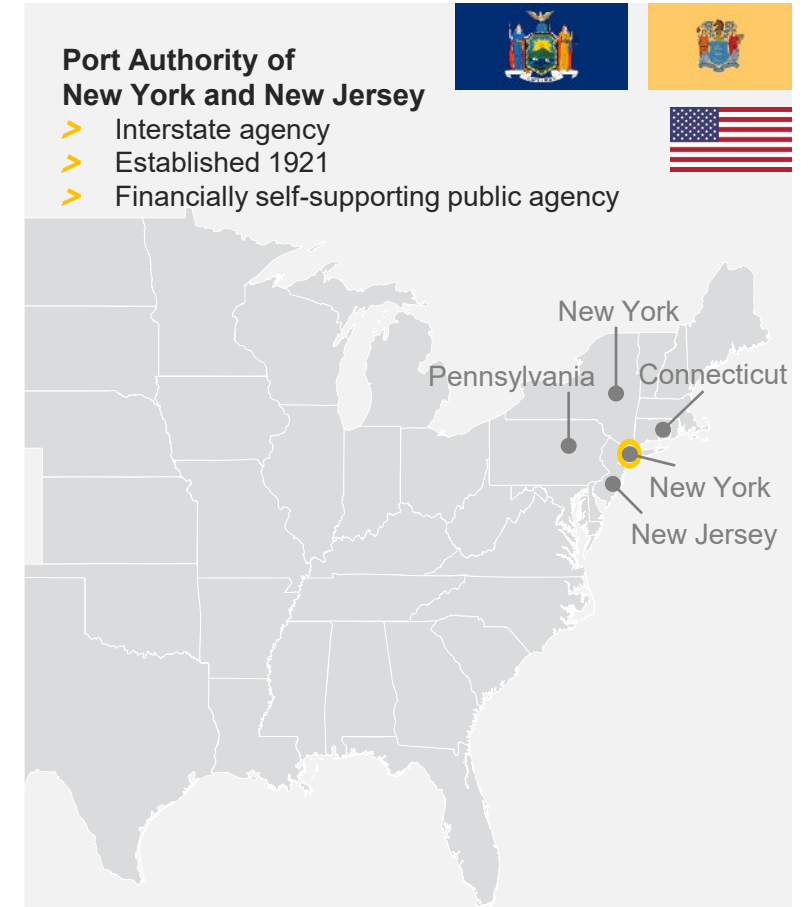
## About the projects

### 1. Tolling (2016)

- > Replace the toll collection system at all bridges and tunnels and ongoing system maintenance.
- > Term: Upon completion, maintenance for a 6-year period, with options to extend for up to three 2-year periods.
- > Total project volume >EUR 100 million.

### 2. Traffic Management (2017)

- > Design and install an Agency-Wide Advanced Transportation Management Software (ATMS).
- > Term: 4-year base term followed by two additional 1-year optional support periods.
- > Total project volume >EUR 8 million.

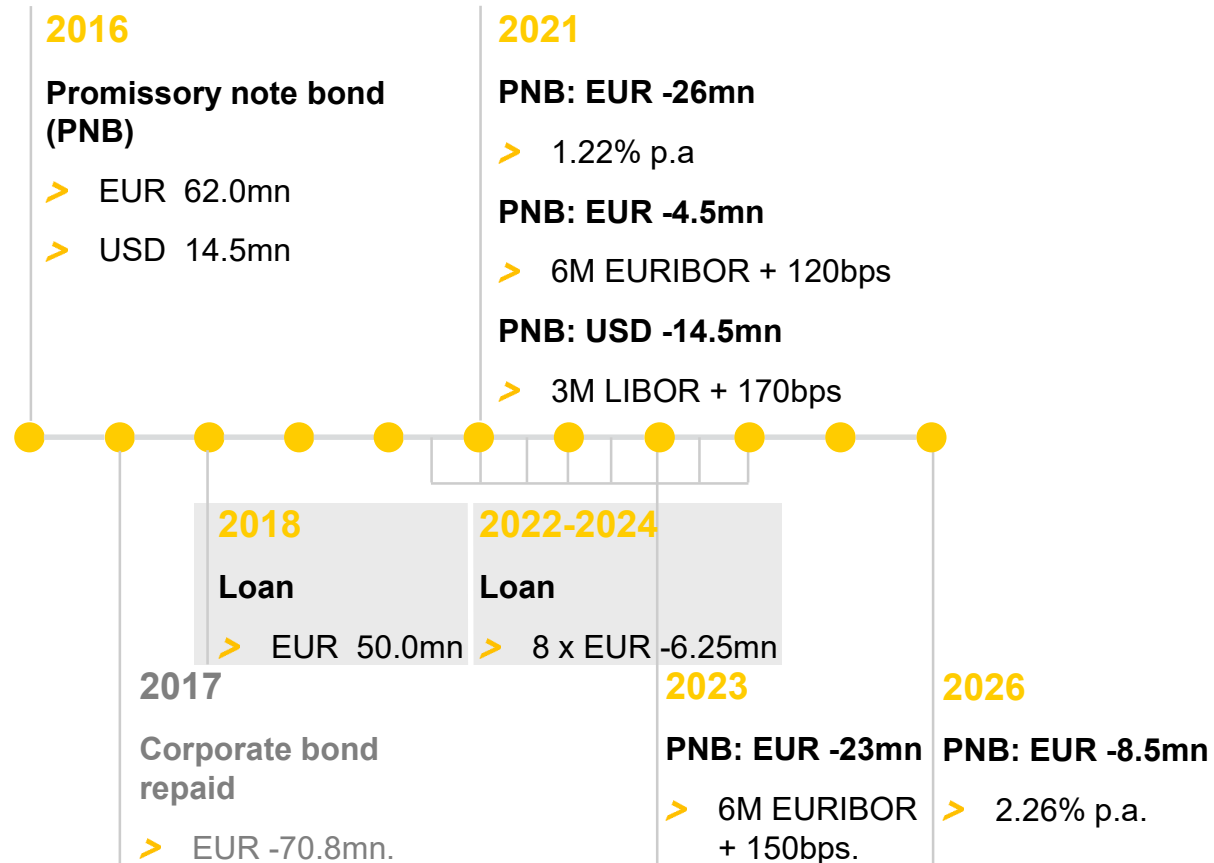




***Appendix.***  
*Miscellaneous.*



# Promissory note bond & long-term bank loan.



## Corner stones of the promissory note bond

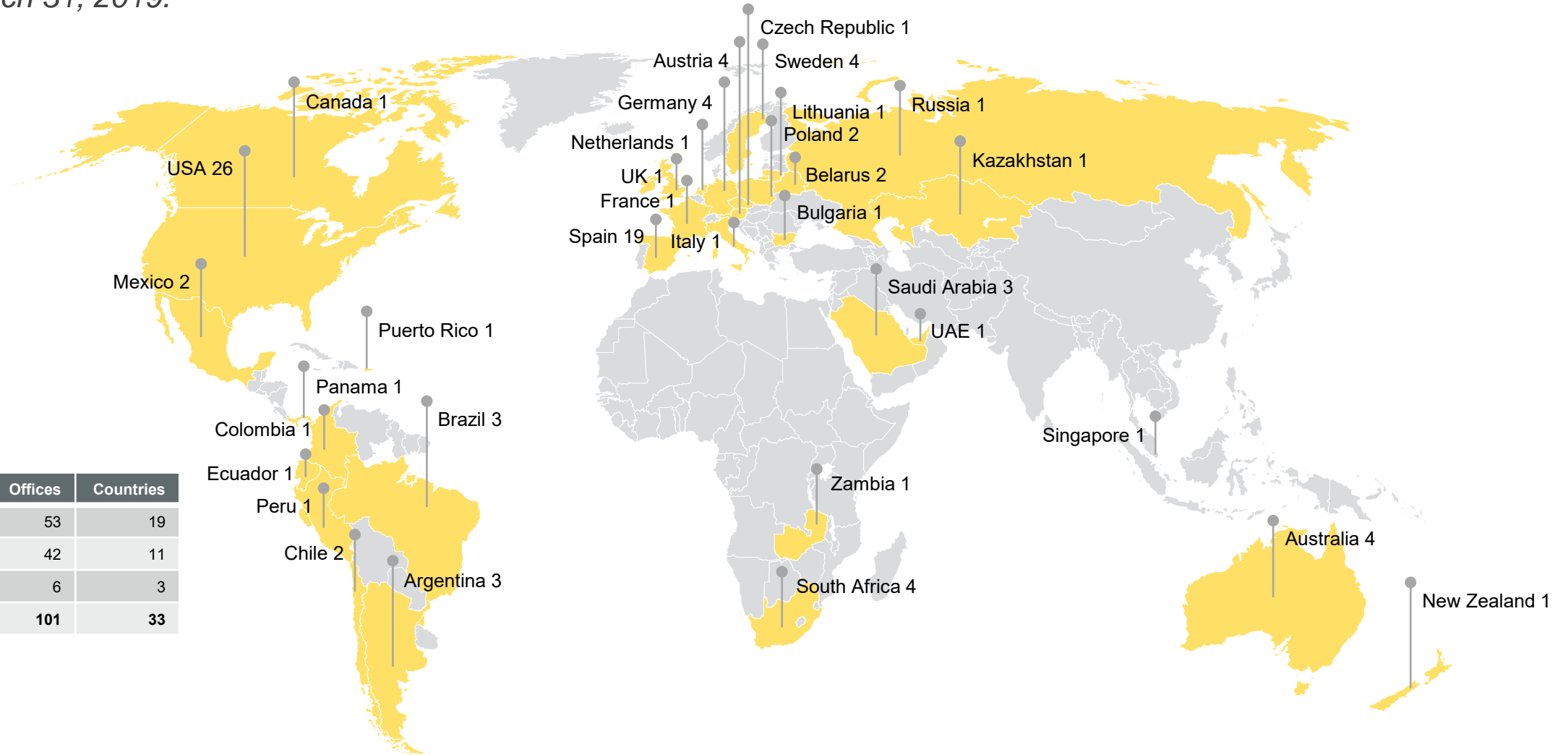
- > Issued 2016
- > Volume: EUR 62mn + USD 14.5mn
- > 3 tenors (5/7/10 years)
- > Partially fixed interest, partially variable

## Corner stones of the long-term bank loan

- > Issued January 2018
- > Volume: EUR 50mn
- > Term: 6 years
- > Fixed interest: 0.8% p.a.
- > Redemption: 2.5 years grace period, then 8 half-year installments

# Overview of Kapsch TrafficCom's offices.

As of March 31, 2019.



Region	Offices	Countries
EMEA	53	19
Americas	42	11
APAC	6	3
<b>Total</b>	<b>101</b>	<b>33</b>

# Corporate milestones (1).

More than 125 years in the ever-changing electronic industry.

**1892**

## Kapsch founded

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

**1995**

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

**2002**

Kapsch Aktiengesellschaft restructured in:

- **Kapsch TrafficCom**
- Kapsch BusinessCom
- Kapsch CarrierCom

**2007**

## IPO of Kapsch TrafficCom

Nation-wide ETC system in Czech Republic goes into operation

**1991**

Toll collection division within Kapsch Aktiengesellschaft

**1999**

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

**2004**

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

# Corporate milestones (2).

More than 125 years in the ever-changing electronic industry.

**2007**

**IPO of Kapsch TrafficCom**

Nation-wide ETC system in Czech Republic goes into operation

**2011**

Capital increase

USA: Selected by E-ZPass Group for new 10 year technology and services contracts

**2016**

Acquisition of the transportation business of Schneider Electric

**2010**

Poland: Contract for implementation and operation of nation-wide tolling system

North America: Acquisition of MARK IV IVHS

**2012**

Belarus: Contract for implementation and operation of nation-wide tolling system

**2017**

Zambia: Concession agreement for nation-wide road safety and traffic management

Bulgaria: Nation-wide tolling system

**2018**

Germany: Contracts for implementation & operation of passenger vehicle toll system + for the automatic enforcement; terminated in 2019.

## *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 enable our customers to provide the very best service at a low cost.*
- ❖ *Because we want to protect the environment.*