



**kapsch** >>>  
challenging limits

Kapsch TrafficCom

# ***Investor Presentation.***

*November 2020.*

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# 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 730 mn
- Employees: ~5,000
- Presence: >30 countries
- References: >50 countries

Financial year: April 1 – March 31

## Technological forerunner

- ~18% 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.

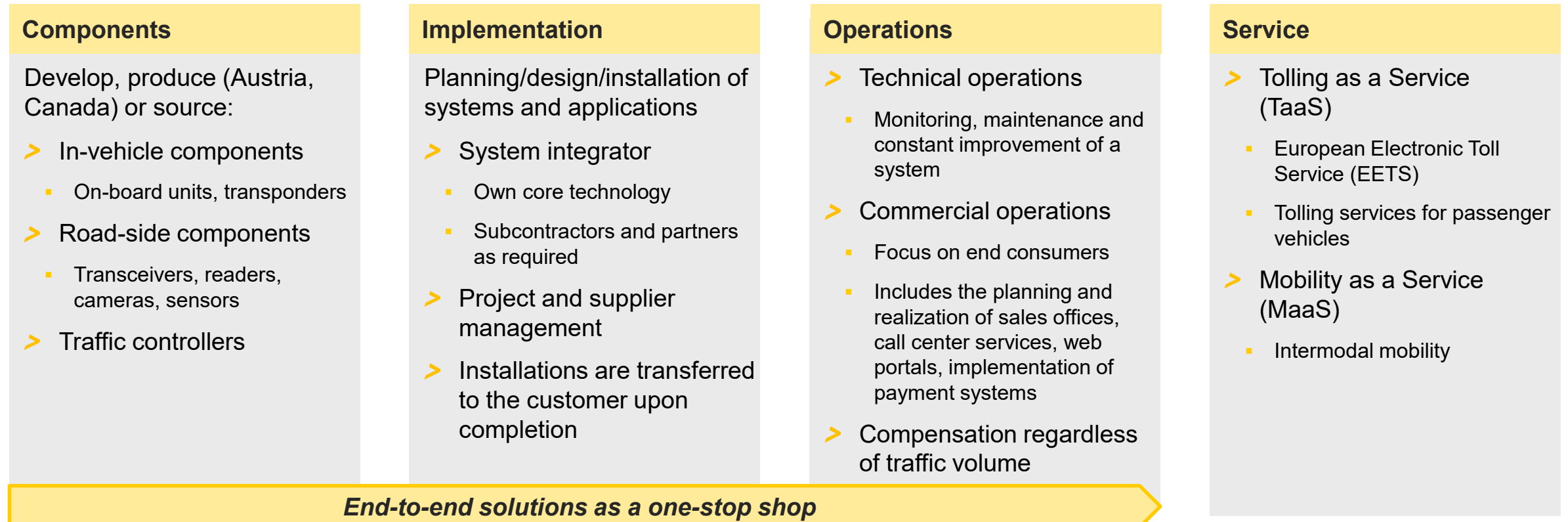
Trend towards intelligent, holistic mobility solutions.

*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 connected mobility (Kapsch Connected Mobility Software Suite)

# Business model.

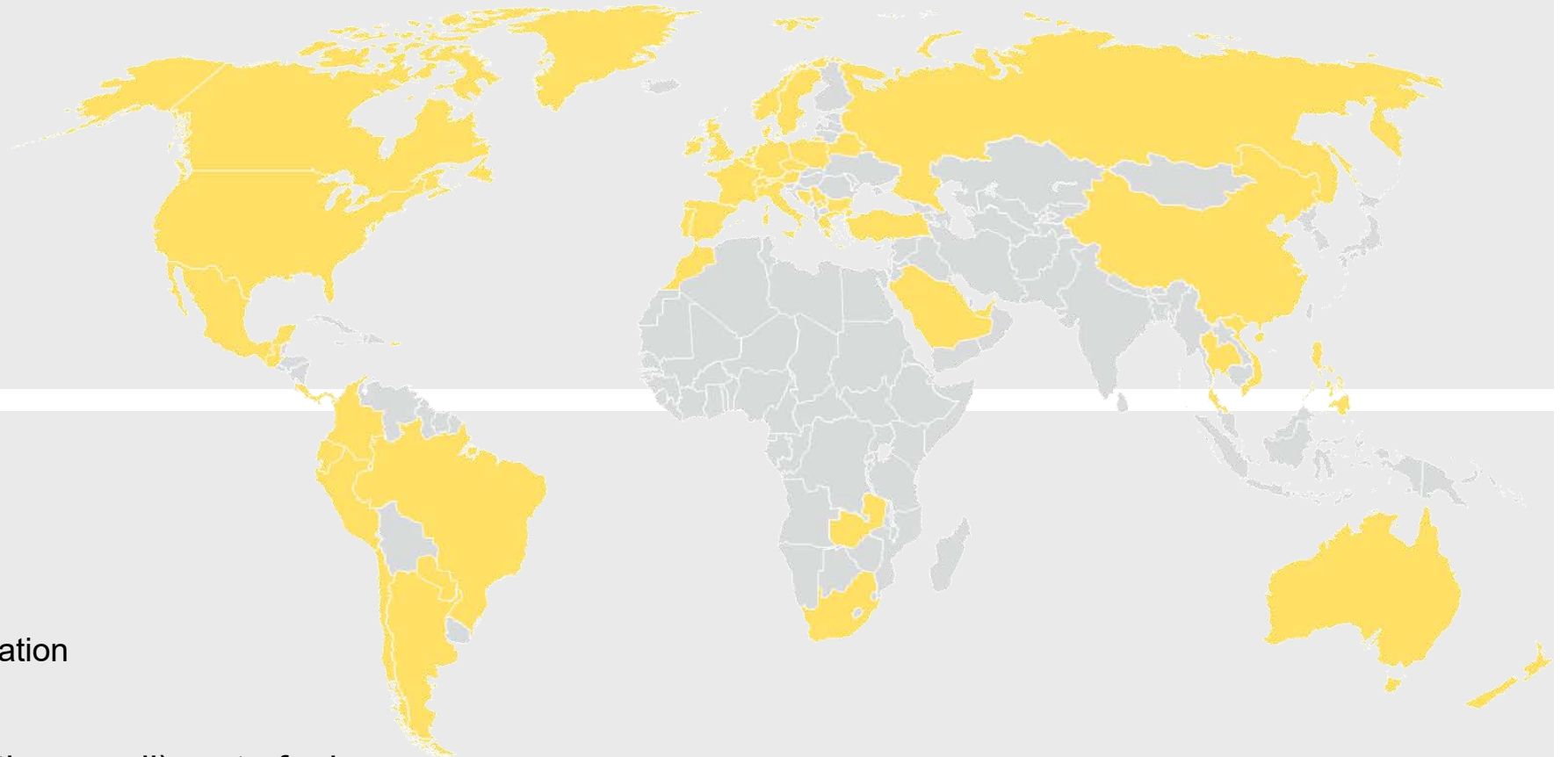
*Customers and competition.*

## Customers.

- > Public agencies
- > Municipalities
- > Private concessionaires
- > Public-private partnerships
- > Consumers (mainly USA)

## 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 (GNSS)
- > Video
- > Mobile tolling
- > 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 and 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).



# 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.***  
*H1 2020/21.*

# H1 2020/21.

## Highlights.

### > Strong decline in revenues

- Major projects in Germany, Czech Republic and Bulgaria totaling EUR 64 million ended and could not be compensated by new business
- COVID-19: Delay of tenders and contract awards as well as reduced OBU sales.

### > EBIT significantly negative

- Higher than expected impact from personnel shortage in USA and expenses related to the implementation of new software.
- Lower revenues require a lower cost basis. Reducing costs takes time. Ended major projects had a good profitability.
- Special effects.

## Revenues

EUR 257 mn

Previous year | EUR 359 mn  
-28%

## EBIT

EUR -58 mn

Previous year | EUR 9 mn  
n.m.

## EBIT margin

-22.5%

Previous year | 2.4%  
-24.9%p

## EPS

EUR -4.15

Previous year | EUR 0.18  
n.m.



# Special effects on EBIT in H1 2020/21.

> <b>Adjustments of project margins and provisions for onerous contracts</b> .....	<b>EUR -32 million</b>
Due to a few projects, especially in North America, adjustments in project margins and set up of provisions for onerous contracts were necessary.	
> <b>Goodwill impairment</b> .....	<b>EUR -21 million</b>
Full impairment of goodwill of the CGU ETC-EMEA	
> <b>Currency effects</b> .....	<b>EUR -6 million</b>
USD, SEK against EUR	
	<hr/> <b>EUR -59 million *</b> <hr/> <hr/>

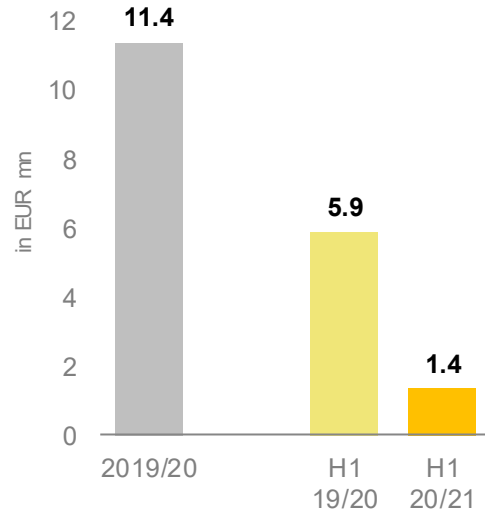
*\*Slight differences in calculations  
may arise due to the  
rounding of individual items.*



# H1 2020/21.

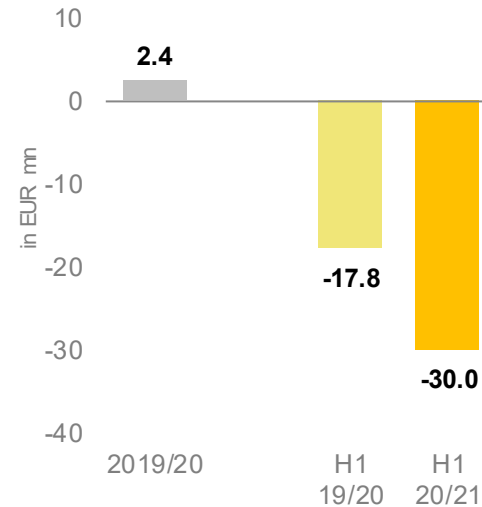
Other key financials.

## Net CAPEX

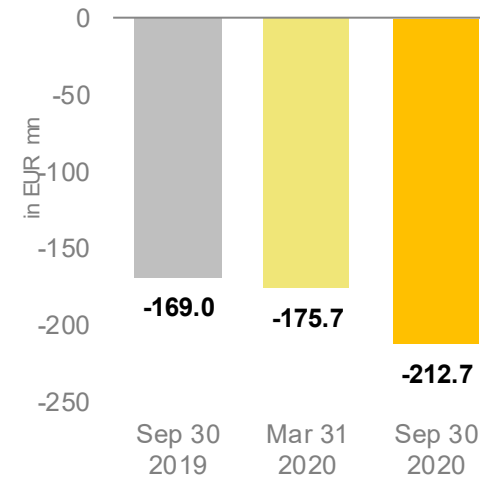


- > Strict CAPEX control in H1 2020/21.
- > While the free cash flow was strongly negative at EUR -27 million in Q1 2020/21, the negative amount in Q2 could be reduced to EUR -3.

## Free cash flow

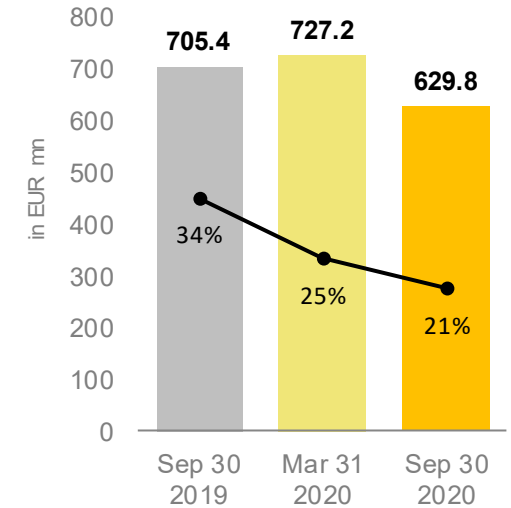


## Net debt



- > Net debt increased because of the negative free cash flow.
- > Balance sheet total lower because of the goodwill impairment, lower contract assets (mainly USA) and paid invoice from a major project.

## Balance sheet total and equity ratio



# H1 2020/21.

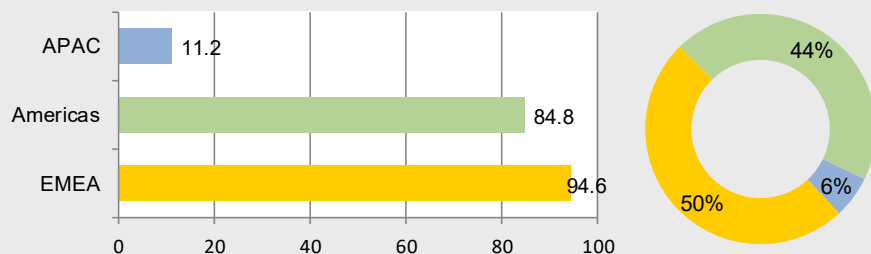
Segment results.

## ELECTRONIC TOLL COLLECTION (ETC)

All figures in EUR mn unless otherwise stated

	2019/20	H1 2019/20	H1 2020/21	+/-
Revenues	563.5	281.2	190.6	-32%
Implementation	219.3	110.5	65.9	-40%
Operations	234.9	121.2	90.0	-26%
Components	109.3	49.5	34.6	-30%
EBIT	1.5	17.5	-52.1	—
EBIT margin	0.3%	6.2%	-27.3%	-34%p

### Revenues by region

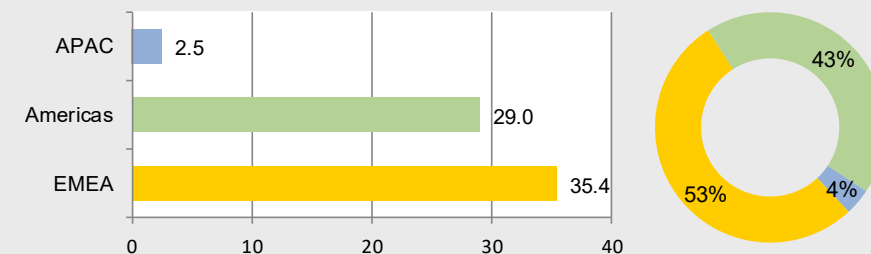


## INTELLIGENT MOBILITY SERVICES (IMS)

All figures in EUR mn unless otherwise stated

	2019/20	H1 2019/20	H1 2020/21	+/-
Revenues	167.7	78.1	66.9	-14%
Implementation	73.6	32.0	31.3	-2%
Operations	84.4	40.7	33.5	-18%
Components	9.7	5.3	2.2	-59%
EBIT	-40.7	-8.7	-5.7	34%
EBIT margin	-24.2%	-11.1%	-8.6%	3%p

### Revenues by region



# Outlook.

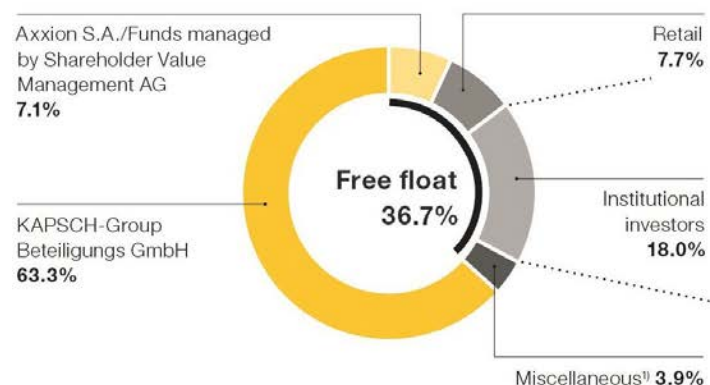
## FY 2020/21.

- Revenues: down by about 25% to about EUR 550 million
- EBIT: Negative high two-digit million value
- No dividend for FY 2020/21



# Kapsch TrafficCom share.

## Shareholder structure



## Institutional investors by region



Source: Shareholder survey from March 2020

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

## Research coverage\*

Erste Group	
Accumulate	EUR 23.00
Kepler Cheuvreux	
Hold	EUR 18.00
ODDO Seydler Bank/FMR	
Hold	EUR 13.50
Raiffeisen Centrobank	
Hold	EUR 12.50

\* As per November 17, 2020.

## Select events

February 16, 2021 Q1-Q3 2020/21 results

June 16, 2021 FY 2020/21 results

More information: [www.kapschtraffic.com/ir](http://www.kapschtraffic.com/ir)

## Basic information

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

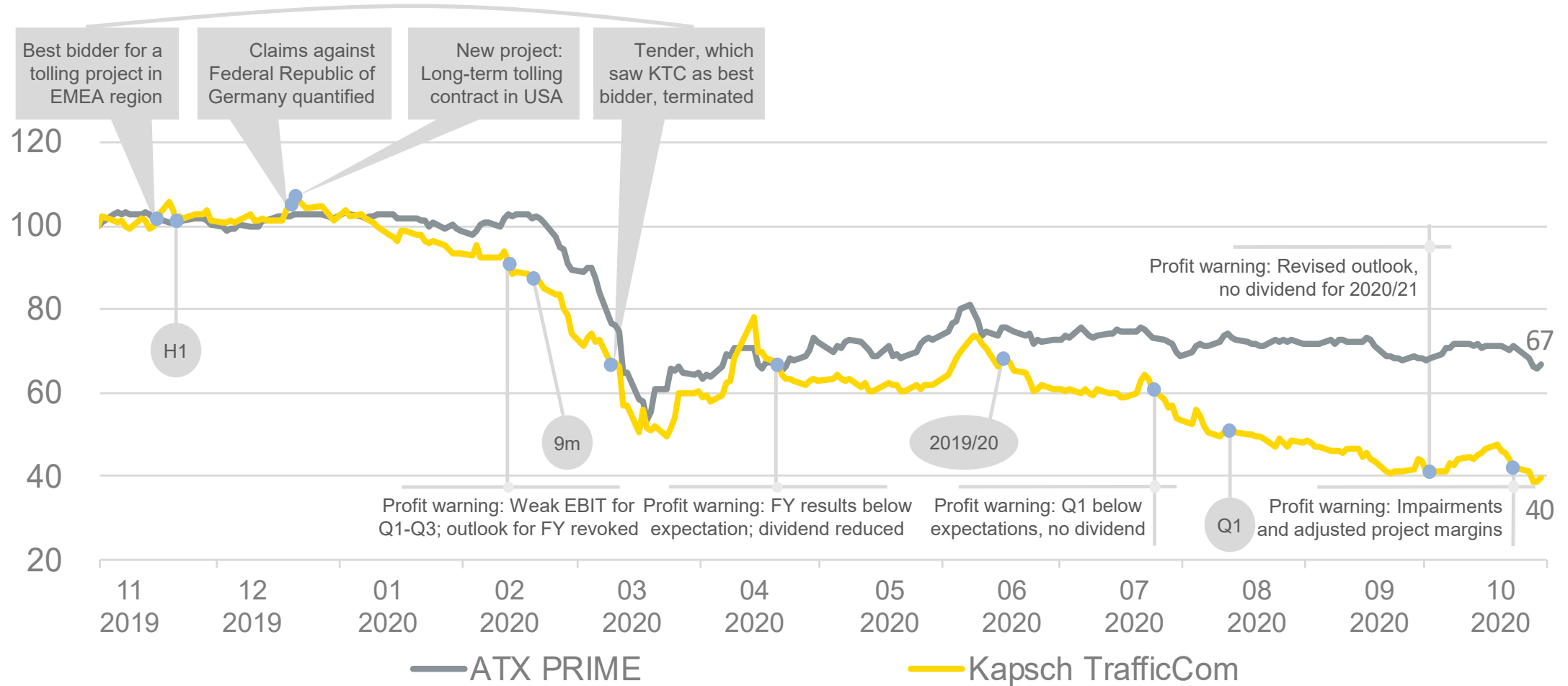
- > ISIN: AT000KAPSCH9
- > Reuters: KTCG.VI
- > Bloomberg: KTCG AV





# Share price development (last 12 months).

Kapsch TrafficCom and ATX Prime.





***Thank you  
for your attention.***

**Kapsch TrafficCom**

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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	2019/20	% of total
<b>Revenues</b>	<b>731.2</b>	
thereof ETC	563.5	77%
thereof IMS	167.7	23%

## EMEA

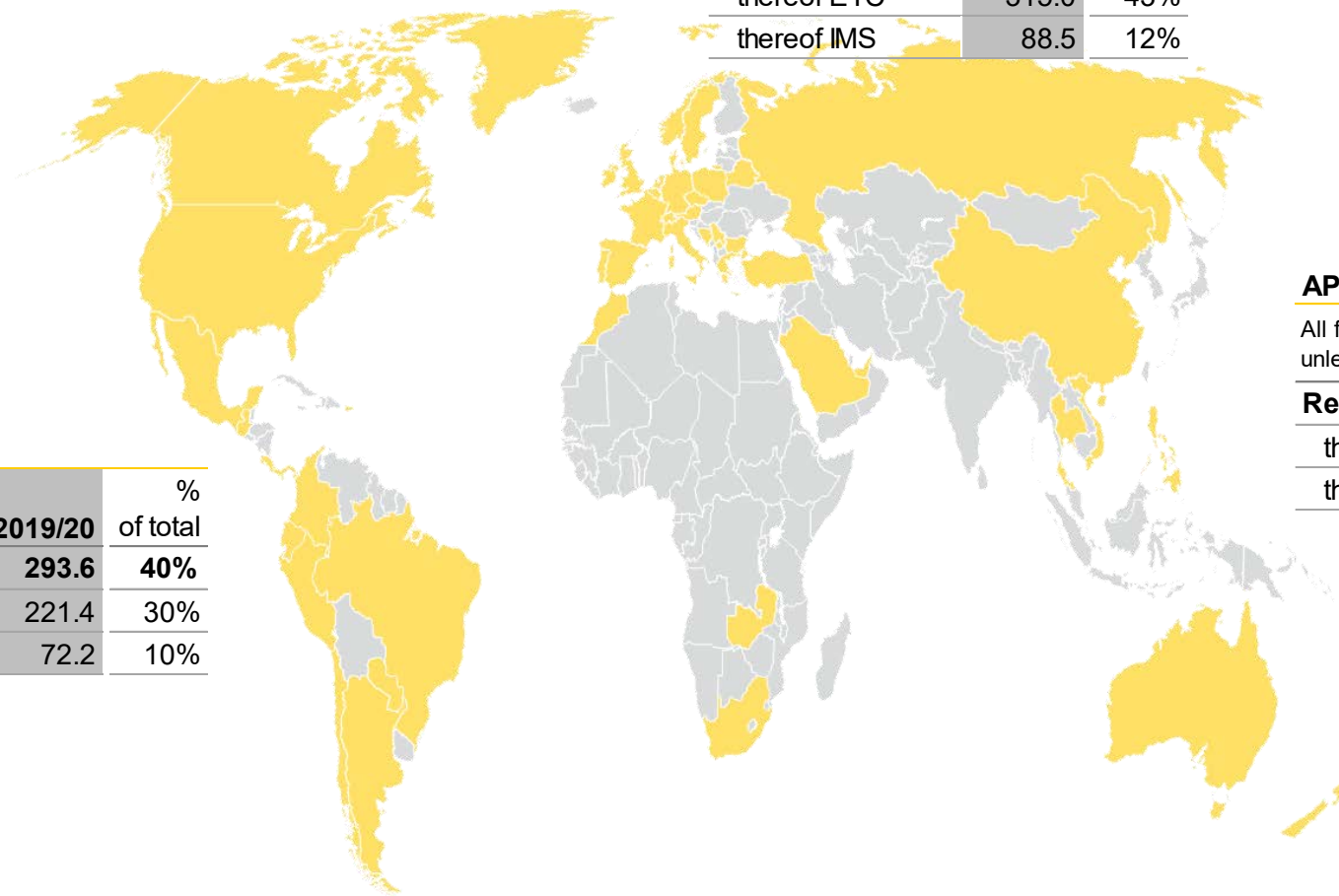
All figures in EUR mn unless otherwise stated	2019/20	% of total
<b>Revenues</b>	<b>403.5</b>	<b>55%</b>
thereof ETC	315.0	43%
thereof IMS	88.5	12%

## Americas

All figures in EUR mn unless otherwise stated	2019/20	% of total
<b>Revenues</b>	<b>293.6</b>	<b>40%</b>
thereof ETC	221.4	30%
thereof IMS	72.2	10%

## APAC

All figures in EUR mn unless otherwise stated	2019/20	% of total
<b>Revenues</b>	<b>34.1</b>	<b>5%</b>
thereof ETC	27.0	4%
thereof IMS	7.0	1%





# 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.

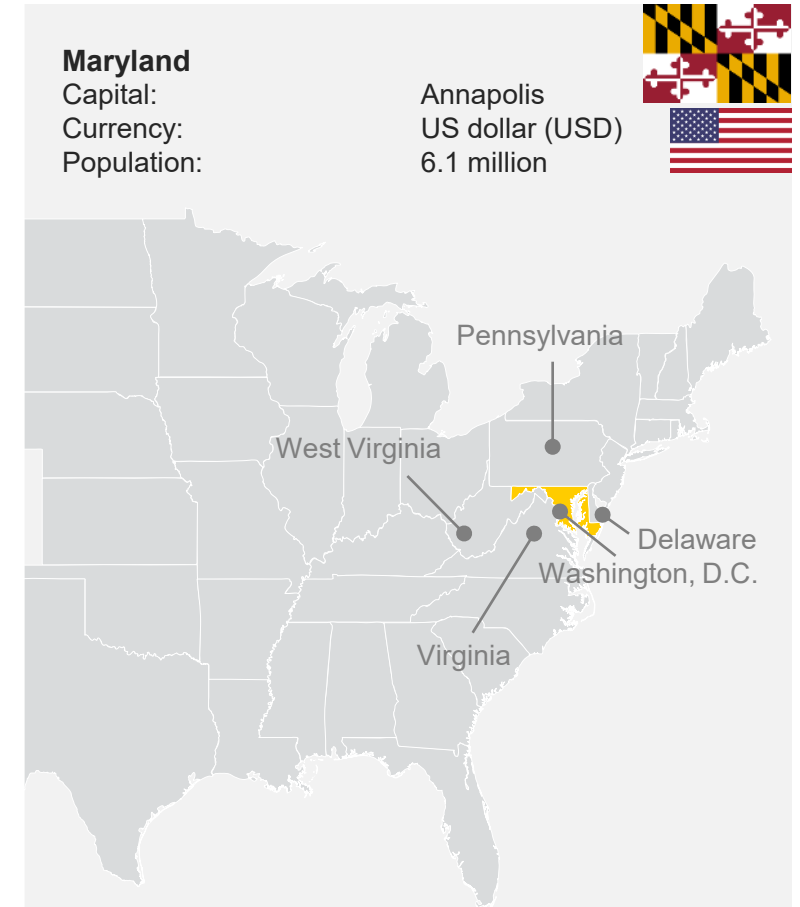
*Tolling in Maryland (USA).*

## 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).

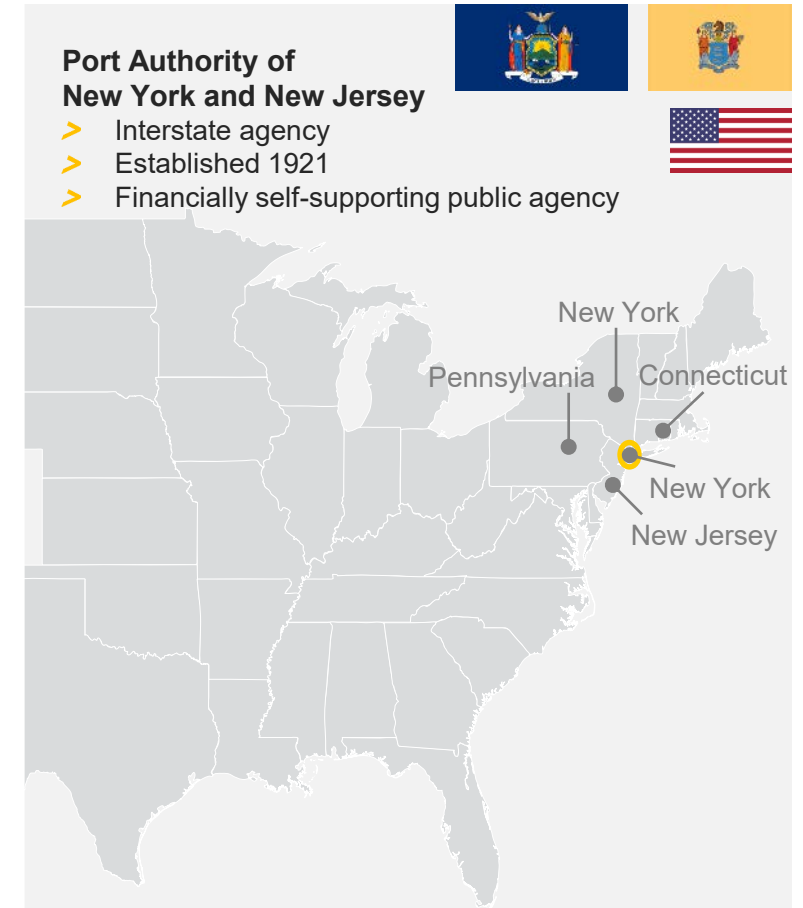
## About the projects

### 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.*



# Dividends.

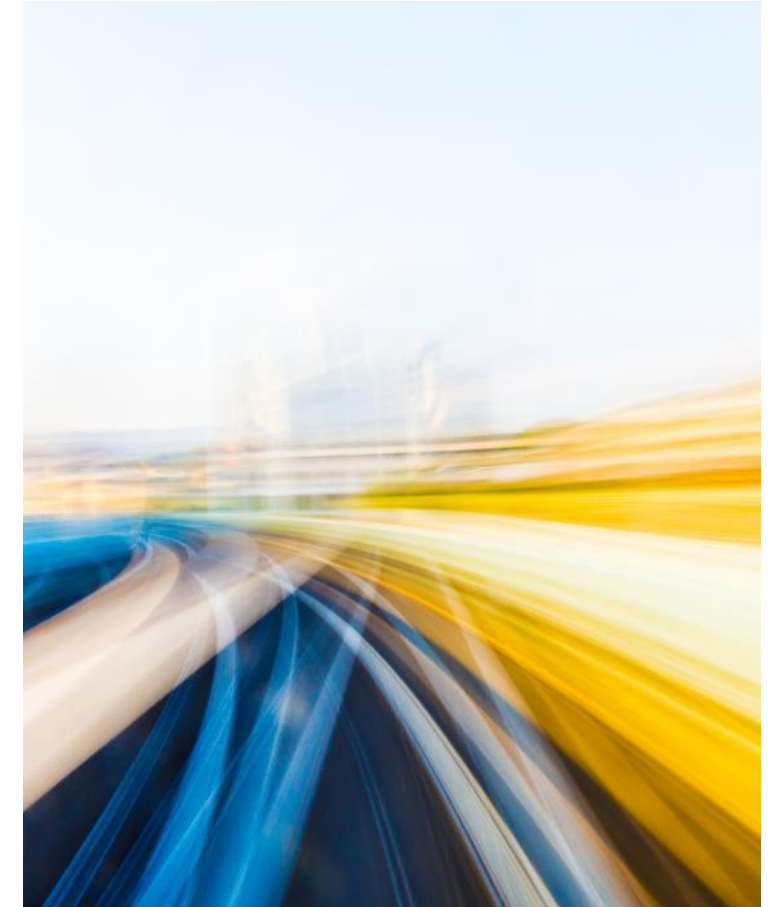
## Dividend policy\*

- > 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.

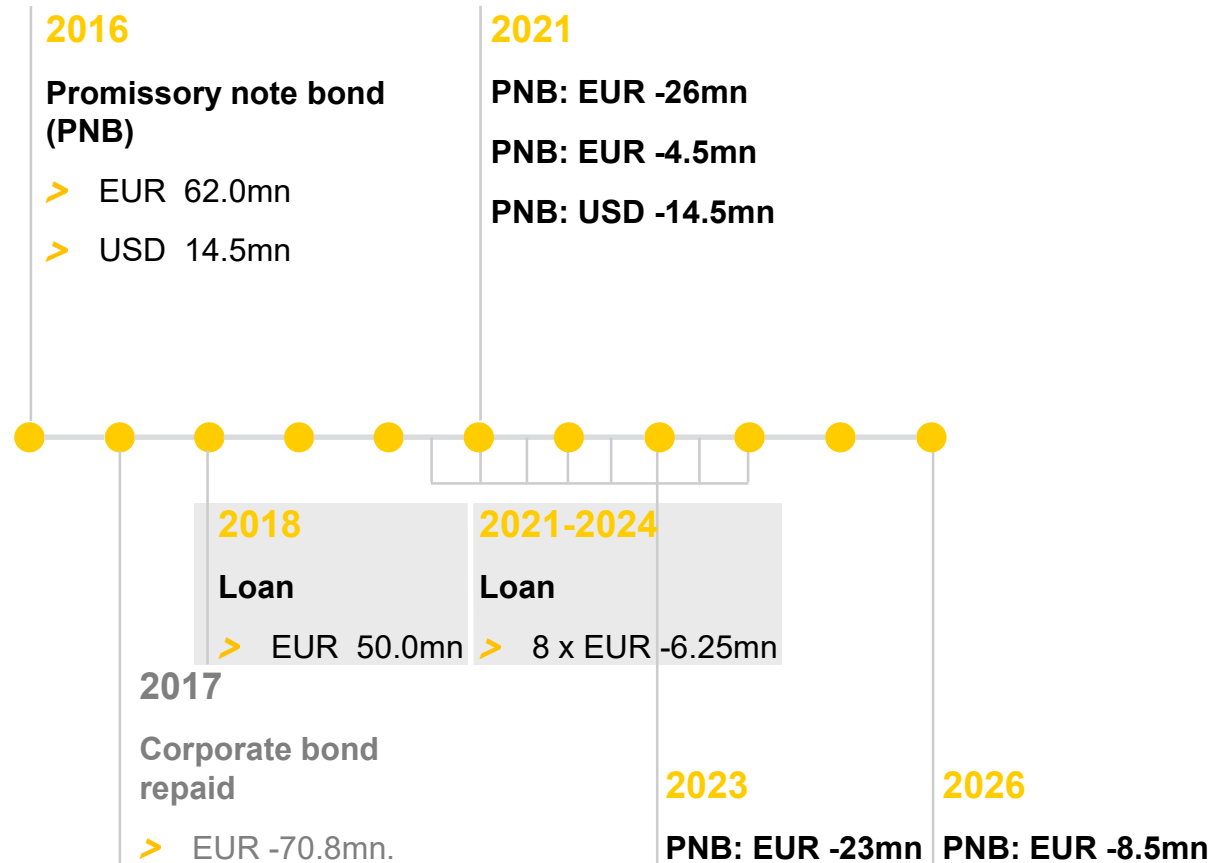
\* As of November 29, 2016. Suspended until further notice as per Oct. 2020.

## Dividend payouts

Year	Dividend per share	Earnings per share (in reference year)	Payout ratio
2018	EUR 1.50	EUR 2.21	68.0%
2019	EUR 1.50	EUR 3.68	40.8%
2020	EUR 0.00	EUR -3.70	0.0%
2021	EUR 0.00	EUR < 0	0.0%



# Promissory note bond & long-term bank loan.



## Corner stones of the promissory note bond

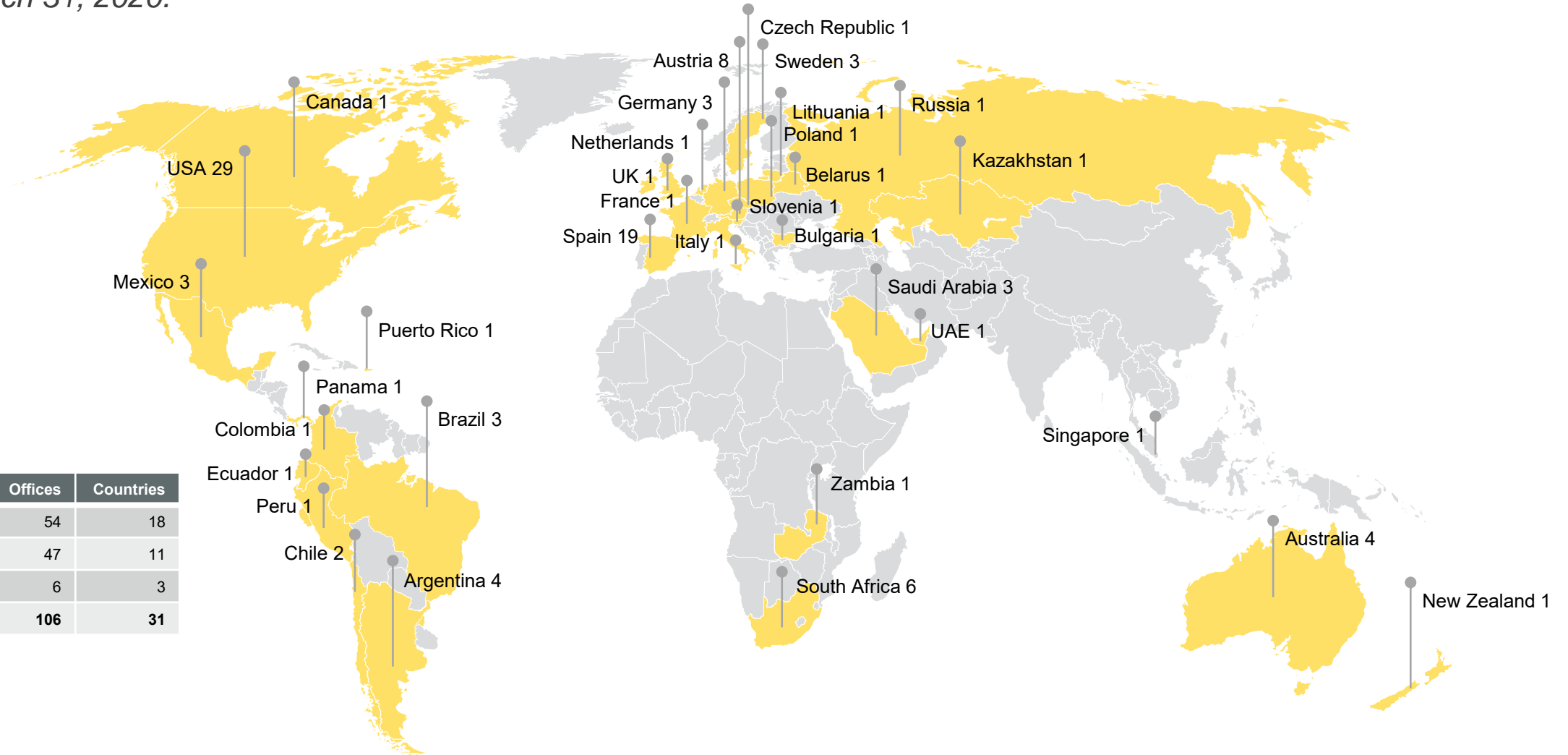
- > Issued 2016
- > Volume: EUR 62mn + USD 14.5mn
- > 3 tenors (5/7/10 years)
- > Partially fixed interest, partially variable

## 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, 2020.



Region	Offices	Countries
EMEA	54	18
Americas	47	11
APAC	6	3
<b>Total</b>	<b>106</b>	<b>31</b>

# The emergence of Kapsch TrafficCom.

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 Ecopoint 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



## *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.*