



**kapsch** >>>  
challenging limits

Kapsch TrafficCom

# ***Investor Presentation.***

*August 2018.*



# Kapsch.

*KTC: Leading entity of the Kapsch Group.*

- > Kapsch founded in Vienna in 1892
- > Electronic industry
- > Strong brand in Austria
- > Four key entities
  - Kapsch TrafficCom – KTC  
(Intelligent Transportation Systems)
  - Kapsch BusinessCom  
(ICT solutions for enterprises and public administration)
  - Kapsch CarrierCom  
(End-to-end telecom solutions for railway operators, public authorities, and airports)
  - Kapsch Public TransportCom  
(Intelligent infrastructure solutions for public transport operators & transportation agencies)
- > Group revenues >EUR 1bn



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## **Kapsch: Tradition meets Future.**

125 years in the ever-changing technology industry are a proof of the sustainable business approach and the entrepreneurial spirit within the family-owned Kapsch Group.

This, together with the professionalism, structures and transparency required from a listed company, are key success factors for Kapsch TrafficCom.

# Kapsch TrafficCom.

At a glance.



## Provider of Intelligent Transportation Systems

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



## Solid financial parameter

- ❖ Revenues ~EUR 700mn
- ❖ Sustainable dividend policy:  
Base dividend of EUR 1,--

## Global player

- ❖ More than 5,200 employees
- ❖ Presence in >30 countries
- ❖ References in >50 countries



## Listed at Vienna Stock Exchange

- ❖ IPO in 2007
- ❖ Free float 36.7%



# Portfolio of solutions.

Integrated mobility solutions provider – financial segmentation.

## Tolling (ETC)

### Electronic toll collection

- > Multi-lane free-flow
- > Managed lanes (tolled)
- > Mobile tolling
- > eVignette

### Plaza tolling

- > Stand-alone manually operated tolling plazas
- > Plaza tolling systems combined with electronic toll collection

### City tolling

- > Static city toll
- > Situation-dependent road pricing

### Tolling services

- > European Electronic Toll Service (EETS)
- > Tolling services for passenger cars

Revenues 2017/18: EUR 522 million, i.e. 75%

## Intelligent Mobility Solutions (IMS)

### Traffic management

- > Highway traffic management
- > Urban traffic management
- > Managed lanes
- > Tunnels and bridges

### Traffic safety & security

- > Road safety enforcement
- > Commercial vehicle enforcement
- > Electronic vehicle registration

### Connected vehicles

- > V2X-automotive
- > V2X-infrastructure
- > Connected mobility

### Smart urban mobility

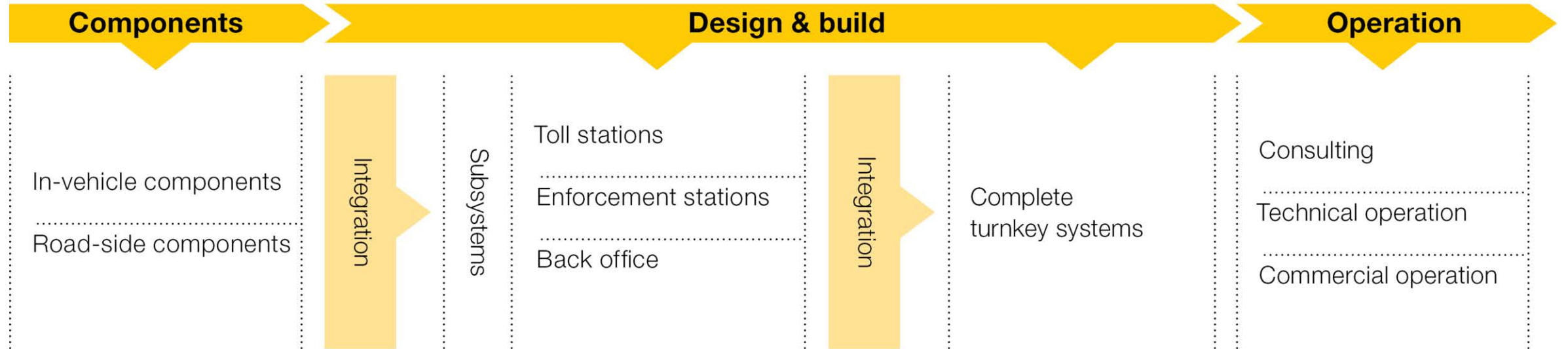
- > Access management
- > Smart parking
- > Intermodal mobility

Revenues 2017/18: EUR 172 million, i.e. 25%



# Business overview – electronic toll collection.

One-stop-shop.



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

<p><b>In-vehicle components</b></p> <p>On-board units (OBUs)    Programming station</p>		<p><b>Transceivers &amp; readers</b></p> <p>Transceiver    Mobile reader</p>			<p><b>Cameras &amp; sensors</b></p> <p>Vehicle detection    Vehicle registration    Vehicle classification</p>			<p><b>Toll &amp; enforcement station</b></p> <p>Stationary enforcement    Mobile enforcement</p>		<p><b>Back office</b></p>
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# Business overview – IMS segment.

## Characteristics.

- > Broad set of solutions and services addressing different aspects of traffic/mobility.
- > Some offerings are already fairly mature (e.g. traffic management), others are investments into future growth (e.g. connected vehicles, smart parking).
- > Compared to tolling solutions,
  - the IMS business has – in general – a higher software portion;
  - traffic management is characterized by higher project revenues and lower recurring revenues – however, potential to increase recurring revenues in the IMS segment.
- > Growth drivers:
  - Technological progress opens up new markets
    - Connected vehicles
    - Use of big data
    - Collaborative routing
  - Increasing traffic volumes,
  - Progressing urbanization,
  - Active industry/market consolidation.

# From tolling to intelligent mobility solutions.

Kapsch TrafficCom – continuously reducing the risk profile.

## 2007/08 (IPO)

- > Mainly tolling business
- > Only a few customers
- > Very limited traffic management activities
- > Business in Europe and Australia

## 2012/13

- > Mainly tolling business
- > Strong ETC growth driven by a few large-scale customers
- > Little non-ETC business
- > In total <200 customer projects
- > Growing share of business in the Americas

## 2017/18

- > Mainly tolling business
- > Customer base significantly diversified (also within ETC)
- > Non-ETC portfolio massively expanded
- > ETC still the growth driver but non-ETC business gains relevance
- > In total >1,000 customer projects
- > Global player

New customers

New solutions

New business models

Operational excellence

## In the 2020s

- > ETC and traffic management business expand further
- > Intelligent mobility solutions, e.g.
  - Smart urban mobility
  - Connected vehiclesgrow rapidly and represent a substantial part of the business

# FY 2017/18.

## Highlights.

- > Revenues increased for the third year in a row – record sales.
- > Zambia: Nation-wide concession agreement for road safety & traffic management.
- > Bulgaria: Awarded contract for design & build of a nation-wide truck toll system and implementation of eVignette.
- > Maryland, USA: Upgrade and operation of toll collection equipment.
- > Poland and Czech Republic: Tenders discontinued.
- > Dividend of EUR 1.50 per share proposed to the Annual General Meeting.

## Revenues

EUR 693.3 mn

2016/17 | EUR 648 mn  
+7%

## EBIT

EUR 50.1 mn

2016/17 | EUR 60 mn  
-17%

## EBIT margin

7.2%

2016/17 | 9.3%  
-2%p

## EPS

EUR 2.21

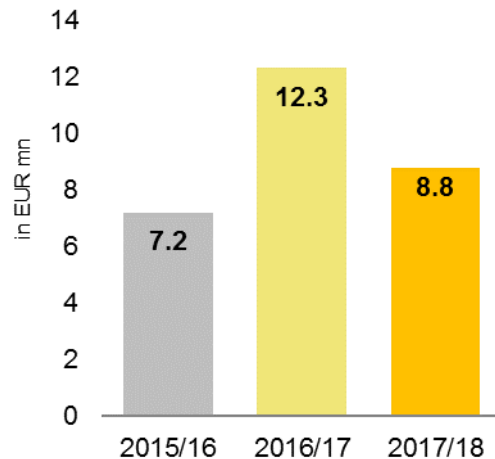
2016/17 | EUR 3.35  
-34%



# 2017/18.

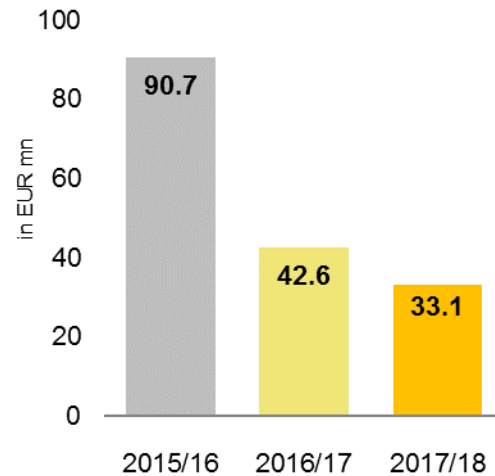
Other key financials.

## Net investments



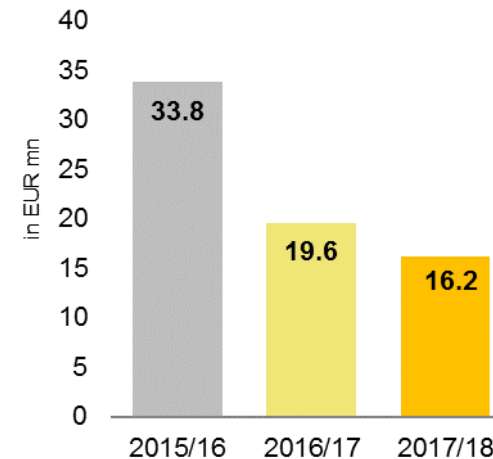
In connection with the acquisition and integration of KTT, net investments increased in the previous year. In 2017/18 they came down again.

## Free cash flow



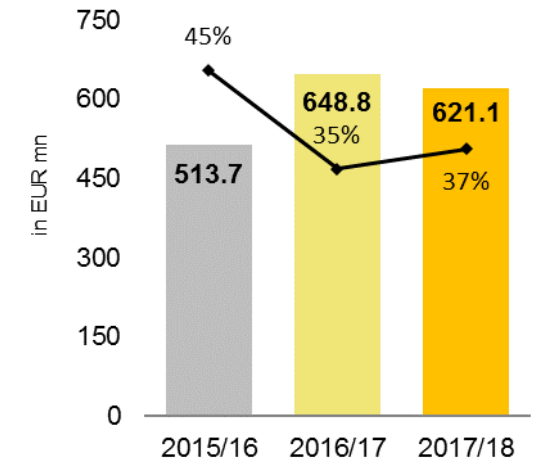
Free cash flow again positive at EUR 33.1 million, but below the previous year's figure.

## Net credit/debt



Despite several investments and the dividend payment, Kapsch TrafficCom again closed the fiscal year with a net credit (EUR 16.2 million).

## Balance sheet total and equity ratio



The equity ratio increased to 37.0% and underlines the solid balance sheet structure of the company.

# FY 2017/18.

Segment results: ETC accounts for 75% of total revenues, IMS 25%.

ETC	Key financials				Revenues by region	Revenues by type				
	All figures in EUR mn unless otherwise stated					All figures in EUR mn unless otherwise stated				
		2016/17	2017/18	+/-			2016/17	2017/18	+/-	
	Revenues	468.4	521.6	11%		<p>66% 27% 7%</p> <p>■ EMEA ■ Americas ■ APAC</p>	Design & build	96.9	138.9	43%
	EBIT	65.5	53.5	-18%			Operations	269.0	278.1	3%
<i>EBIT margin</i>	14.0%	10.3%	-3.7%p	Components	102.6		104.7	2%		
					OBU sold, million units	11.7	12.7	8%		

IMS	Key financials				Revenues by region	Revenues by type				
	All figures in EUR mn unless otherwise stated					All figures in EUR mn unless otherwise stated				
		2016/17	2017/18	+/-			2016/17	2017/18	+/-	
	Revenues	180.0	171.6	-5%		<p>55% 41% 4%</p> <p>■ EMEA ■ Americas ■ APAC</p>	Design & build	87.5	83.4	-5%
	EBIT	-5.4	-3.4	36%			Operations	80.4	78.9	-2%
<i>EBIT margin</i>	-3.0%	-2.0%	1.0%p	Components	12.1		9.3	-23%		

# Goals.

## 2018/19

- > Revenues and EBIT at previous year's levels

## Medium-term revenues

- > Growing in both segments
- > Grow stronger than the market
- > Higher growth rates for IMS in the long run

## Medium-term EBIT margin

- > ETC: comfortably >10%
- > IMS: in good environment, 8% possible
- > Group: > 10%



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# USP.

*What makes Kapsch TrafficCom unique?*

- > Ability to develop tailored solutions – proven track record
- > Close to our customers
- > Domain know-how
- > Integrated, one-stop-shop
- > Only real global player in ETC
  - Best practice
  - Risk diversification
- > A leading position in our core business
- > Size and financial stability
- > Listed (transparence, access to capital)
- > No principal-agent-conflict as one main shareholder is the CEO
  - Long-term view; sustainable measures not sacrificed for short-term profits



# Kapsch TrafficCom share.

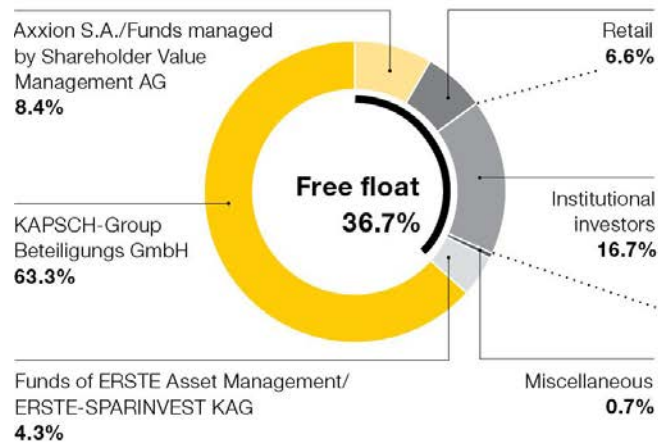
ISIN: AT000KAPSCH9

Stock Ticker Symbol: KTCG

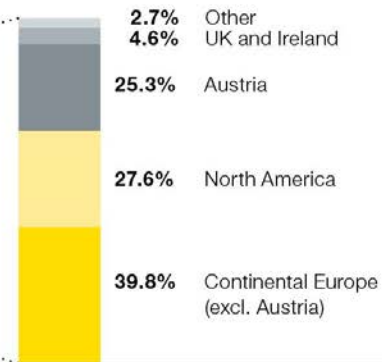
Reuters: KTCG.VI

Bloomberg: KTCG AV

## Shareholder structure



## Institutional investors by region



Source: Shareholder survey from March 2018

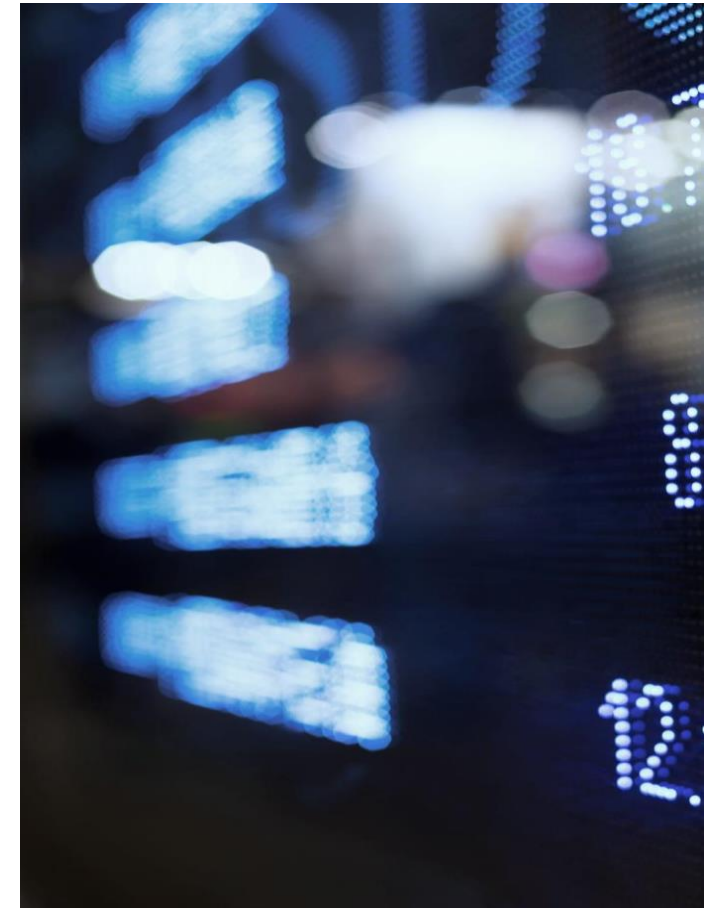
## Basic information

- > Listed in Prime Market segment at the Vienna Stock Exchange since 2007
- > 13 million shares
- > Coverage by: Erste Group, Kepler Cheuvreux, Matelan, ODDO BHF, RCB

## Select events

August 23, 2018	Results Q1 2018/19
September 6, 2018	Annual General Meeting

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



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

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# Competition.

Overview.

## Tolling



### ETC

T-Systems | Autostrade  
Q-Free | TransCore | emovis

### City Tolling

Q-Free | MHI | IBM  
Cubic | Siemens

### Plaza Tolling

Tescidel | TransCore  
G.E.A. | Indra | SICE

## Traffic Management



### Highway

Delcan | Q-Free | SwRI  
TransCore | Siemens

### Managed Lanes

Delcan | Xerox | SICE  
Q-Free | TransCore

### Tunnel & Bridges

SICE | Delcan | Dynniq  
Telegra | IBI Group

## Smart Urban Mobility



### Smart Parking

IPS Group | Worldsensing  
Smart Parking Inrix | Xerox

### Urban Traffic Management

Eagle | Swarco | SICE  
Econolite | Dynniq

### Intermodal Mobility

HaCon | Xerox | Moovel  
Cubic | Siemens

## Safety & Security



### Road Safety Enforcement

Redflex | Jenoptik | Sensys  
Gatso | Vitronic | Redspeed

### Commercial Vehicle Enforcement

IRD | Xerox | Mettler Toledo  
Drivewyze (IMS) | Iteris

### Electronic Vehicle Registration

3M | UTI | Neology  
TransCore | Q-Free

## Connected Cars



### V2X Automotive

Delphi | Denso | Continental  
LG Electronics | Bosch

### V2X Infrastructure

Cohda | Savari | Neavia  
Arada | Dynniq

### Connected Services

n.a.

# Highlights.

*New major project in Zambia.*

## About the project

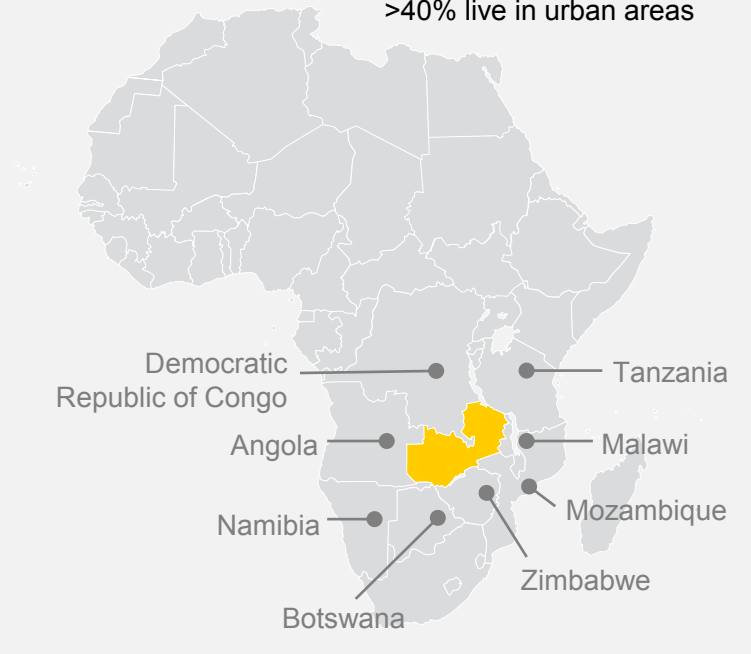
- > Nation-wide concession contract to improve road safety and traffic management.
- > Main components:
  - Vehicle inspection,
  - Vehicle registration,
  - Speeding fines and other traffic-related infringements.
- > Term: 17 years

## Organizational & financial

- > Joint venture (JV) with local partner Lamise Trading.
- > JV consolidated at equity; reported as result from operating activities.
- > JV's expected revenues in the first 3 years projected to be in the range of EUR 90 million to EUR 110 million.

### Republic of Zambia

Capital:	Lusaka
Official language:	English
GDP (PPP)/cap*:	USD 3,933
Currency:	Zambian Kwacha (ZMW)
Population*:	16.6 million; >40% live in urban areas



\*Source: World Bank (Data for 2016)



# Highlights.

*New major project in Bulgaria.*

## About the project

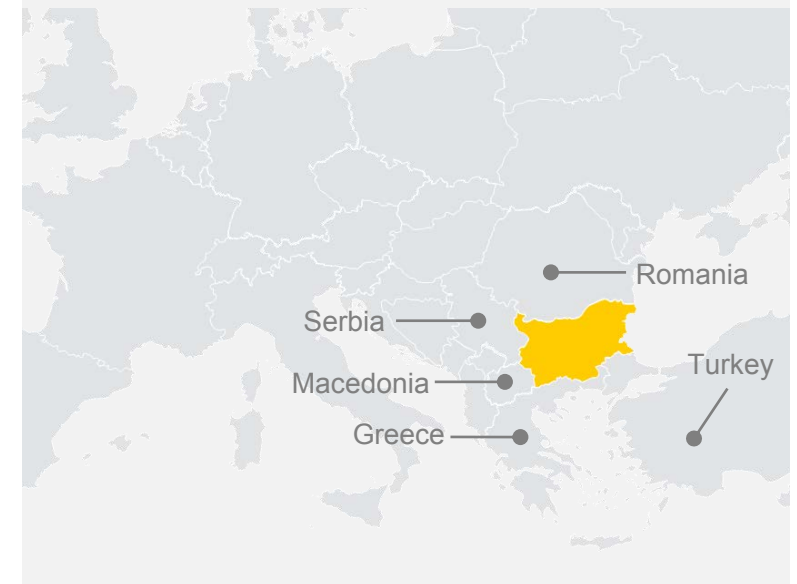
- > Contract to design and build nation-wide tolling System.
- > Satellite technology for trucks over 3.5 tons.
- > eVignette for passenger cars.
- > Tolls collected on all class I, II, and III roads, (all paved roads).
- > Some details:
  - 500 terminals for registering and issuing eVignettes,
  - 100 enforcement vehicles, 100 weigh-in-motion facilities, 100 tolling gantries.
- > Term: 19 months from signing (January 2018).
- > Kapsch TrafficCom's 6th nation-wide toll collection system in Europe (after Austria, Switzerland, Poland, the Czech Republic, and Belarus).

## Financial

- > Total revenues of about EUR 76.6 million.

### Republic of Bulgaria

Capital:	Sofia
Official language:	Bulgarian
GDP (PPP)/cap*:	USD 19,242
Currency:	Lev (BGN)
Population*:	7.1 million
Member of the European Union	



\*Source: World Bank (Data for 2016)

# Highlights.

*New major project 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 operations and maintenance as well as the option to extend the contract for additional four years.

## Financial

- > Total revenues of more than EUR 55 million.



# References in more than 50 countries.

## Global

All figures in EUR mn unless otherwise stated	2017/18	% of total
<b>Revenues</b>	<b>693.3</b>	
thereof ETC	521.6	75%
thereof IMS	171.6	25%

## EMEA

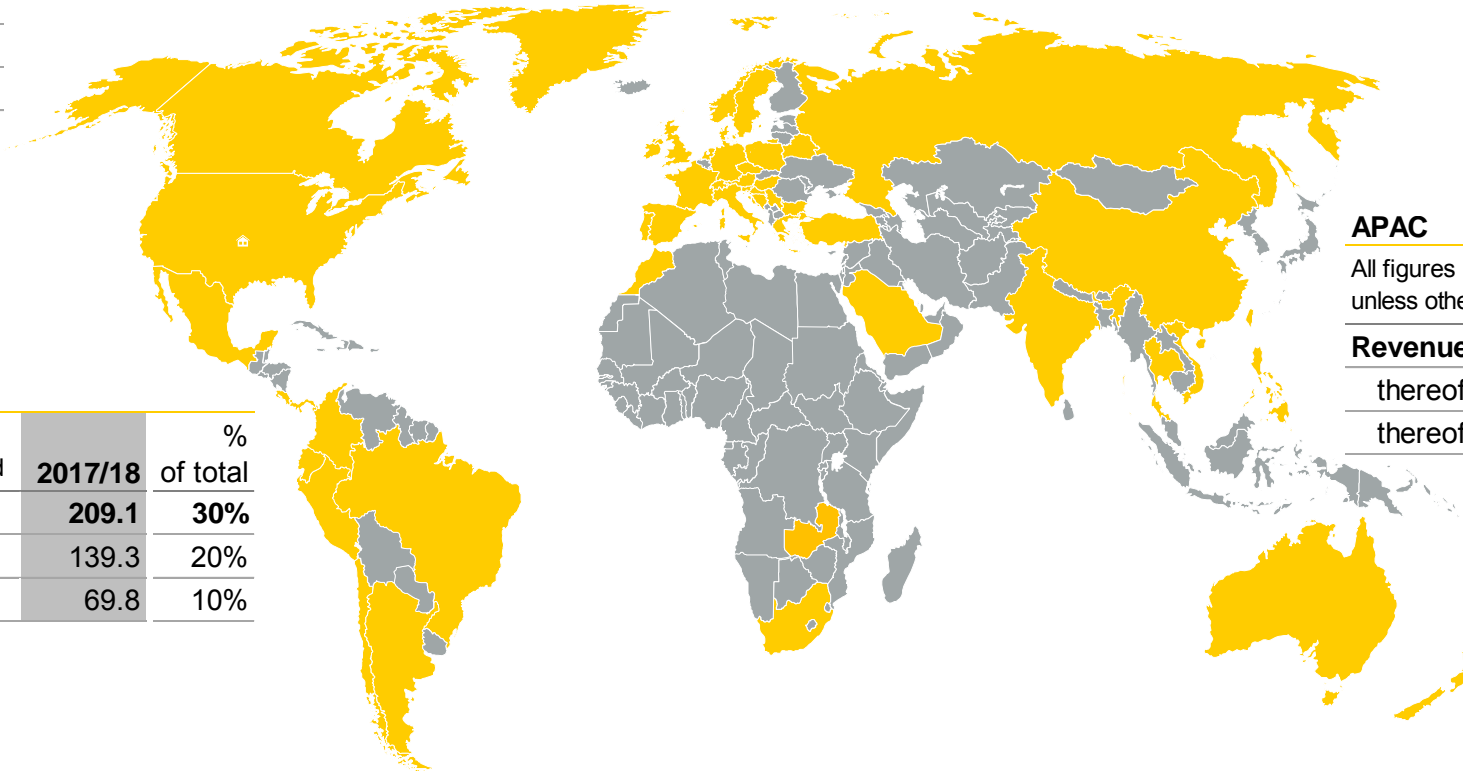
All figures in EUR mn unless otherwise stated	2017/18	% of total
<b>Revenues</b>	<b>441.9</b>	<b>64%</b>
thereof ETC	346.8	50%
thereof IMS	95.1	14%

## Americas

All figures in EUR mn unless otherwise stated	2017/18	% of total
<b>Revenues</b>	<b>209.1</b>	<b>30%</b>
thereof ETC	139.3	20%
thereof IMS	69.8	10%

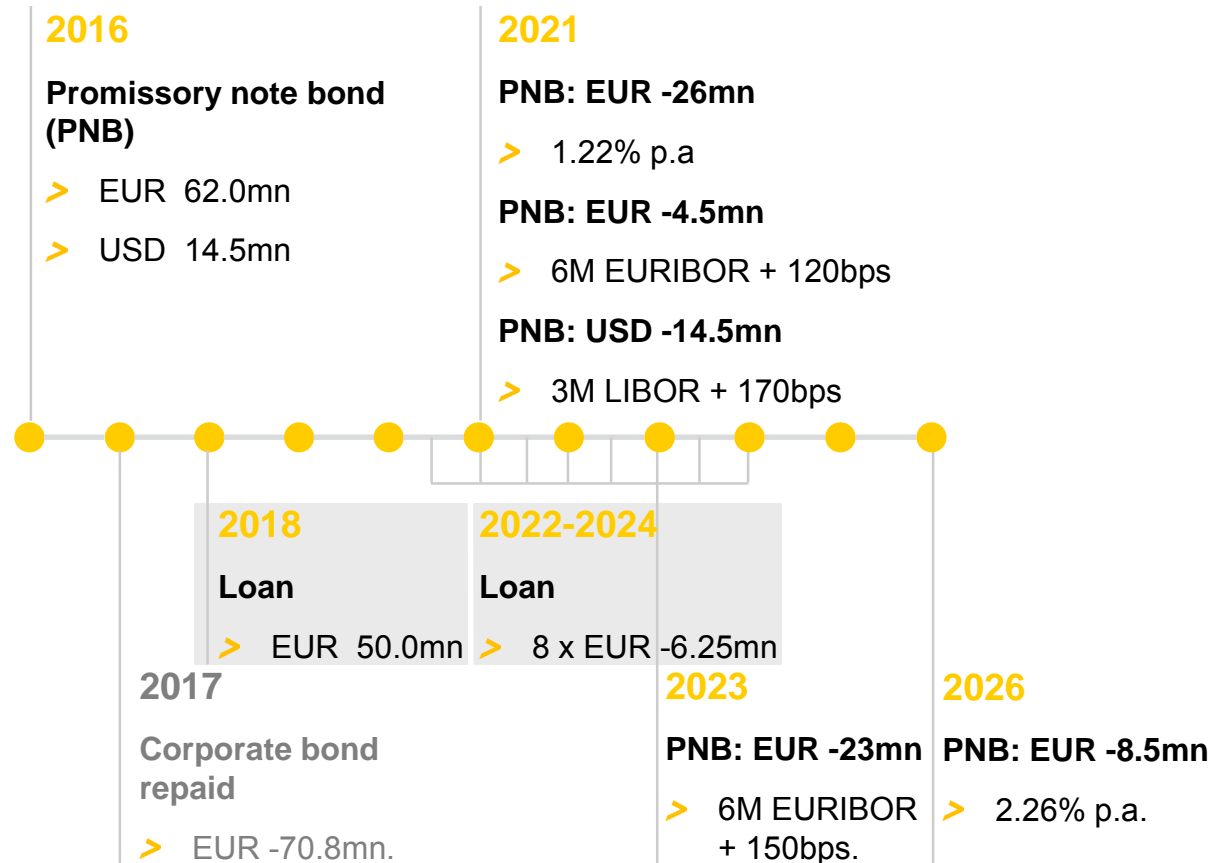
## APAC

All figures in EUR mn unless otherwise stated	2017/18	% of total
<b>Revenues</b>	<b>42.3</b>	<b>6%</b>
thereof ETC	35.5	5%
thereof IMS	6.8	1%





# 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

# Corporate milestones.

125 years in the ever-changing electronic industry.

**1892**

Kapsch founded

- Morse telegraph devices
- Telephones
- Capacitors and dry batteries
- Radios
- TVs (black & white, later color)
- Telecom networks (analog, later digital)
- Portable radios
- Mobile phones

**1991**

Toll collection division within Kapsch AG

**2002**

Activities structured in three autonomous organizations:

- Kapsch TrafficCom
- Kapsch BusinessCom
- Kapsch CarrierCom

**2007**

IPO of Kapsch TrafficCom

**2011**

Capital increase

**2016**

Acquired the transportation business of Schneider Electric

**1995**

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

**1999**

Launch of world's 1<sup>st</sup> 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 1<sup>st</sup> nationwide multi-lane free-flow system on major highways

**2007**

Nation-wide ETC system in Czech Republic goes into operation

**2010**

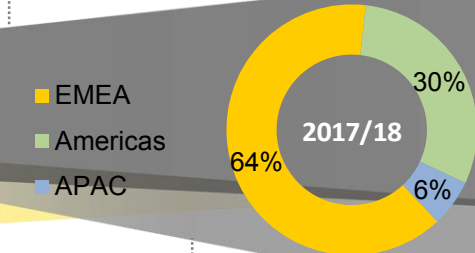
Contract for implementation and operation of nation-wide tolling system in Poland

**2012**

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

**2017**

- Concession agreement for nation-wide road safety and traffic management in Zambia
- Nation-wide tolling system in Bulgaria



## *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.*