



kapsch >>>
challenging limits

Kapsch TrafficCom

Results for 2018/19.

June 18, 2019

2018/19.

Highlights.



- > **Germany.** JV with CTS EVENTIM got contract for implementation & operation of passenger vehicle toll system.
 - Term: Implementation until September 2020; thereafter, 12-15 years.
 - Total project volume for the JV: about EUR 1.6 billion over minimum contract period; at-equity consolidation.
- > **Germany.** Contract for the automatic enforcement of the passenger vehicle toll system.
 - Same term as above.
 - Total project volume: <EUR 100 million up to EUR 120 million.
- > **Poland.** Contract to support the further operation of the system for another 21-27 months (starting November 3, 2018).
 - Average revenues: EUR 2.4 million per month.
- > **Czech Republic.** Minister of Transport signed contract with a competitor; legal proceedings ongoing.
- > **North America.** Strong growth with more than 75 new projects worth EUR 230 million
- > **EETS.** JV with Axxès to build and operate technology platform for EETS; partnership with OMV to launch OMV Smart Toll.
- > **Zambia.** Progress of the project delayed because of regulatory and contractual challenges.

2018/19.

Highlights.

- > Revenues for the first time above EUR 700 million.
 - Increased revenues for the fourth year in a row.
 - Both segments up y-o-y.
 - Strong H2 more than compensates a weak H1.
- > EBIT margin up compared to the previous year.
- > Better financial result and lower income taxes also helped increase EPS.

Revenues

EUR 737.8 mn

Previous year | EUR 693 mn
+6%

EBIT

EUR 57 mn

Previous year | EUR 50 mn
+14%

EBIT margin

7.7%

Previous year | 7.2%
+0.5%p

EPS

EUR 3.68

Previous year | EUR 2.21
+67%



Financial results.
2018/19.

Earnings.

EBIT.

All figures in EUR mn unless otherwise stated	2017/18	2018/19	+/-
Revenues	693.3	737.8	6%
Other operating income	20.5	13.8	-33%
Changes: un-/ finished goods & work in progress	2.8	20.9	650%
Own work capitalized	0.4	-0.3	n.m.
Cost of materials and other production services	-279.4	-323.5	16%
Staff costs	-237.9	-252.7	6%
Amortization and depreciation	-14.8	-14.5	-2%
Other operating expense	-134.9	-126.3	-6%
Proportional result of joint ventures	0.5	1.5	198%
EBIT	50.1	57.0	14%
<i>EBIT margin</i>	<i>7.2%</i>	<i>7.7%</i>	<i>0.5%p</i>

FX impact on EBIT

in EUR mn	2017/18	2018/19	+/-
	-5.2	3.6	8.8

Headcount development

End of period	2017/18	2018/19	+/-
	5,259	4,981	-278

Consequence of new
set up in Poland.

Earnings.

Financial result, taxes, non-controlling interests.

All figures in EUR mn unless otherwise stated	2017/18	2018/19	+/-
EBIT	50.1	57.0	14%
Financial result	-5.2	-1.7	67%
Result before income taxes	44.2	55.1	25%
Income taxes	-16.2	-8.5	-47%
<i>Tax rate</i>	36.6%	15.4%	-21.1%p
Result for the period	28.0	46.6	66%
Non-controlling interests	-0.6	-1.3	-94%
Result attributable to equity holders of the firm	28.7	47.8	67%
Earnings per share (EPS) in EUR	2.21	3.68	67%

Financial result

All figures in EUR mn unless otherwise stated	2017/18	2018/19	change
Interest (net result)	-4.2	-2.8	1.4
FX (net result)	0.1	-5.2	-5.4
Other (net result)	-1.1	6.3	7.4

Includes EUR 5.1 million
from sale of ParkJockey

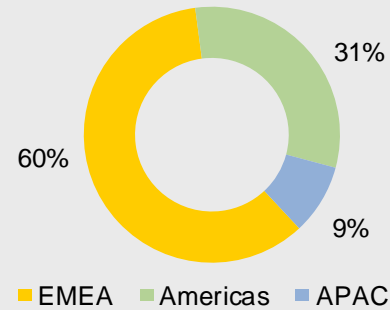
Segment results.

ETC accounts for 76% of total revenues, IMS 24%.

New contract in Austria.

ETC	Key financials			
	All figures in EUR mn unless otherwise stated			
		2017/18	2018/19	+/-
	Revenues	521.6	558.4	7%
	EBIT	53.5	64.9	21%
<i>EBIT margin</i>	10.3%	11.6%	1.4%p	

Revenues by region

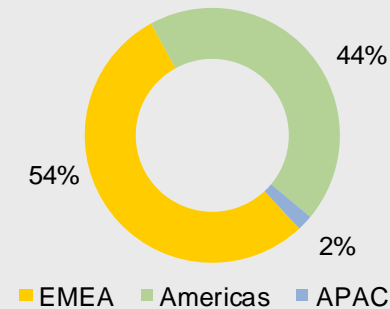


Revenues by type

All figures in EUR mn unless otherwise stated			
	2017/18	2018/19	+/-
Implementation	138.9	190.5	37%
Operation	278.1	264.4	-5%
Components	104.7	103.5	-1%
OBU sold, million units	12.7	13.5	7%

IMS	Key financials			
	All figures in EUR mn unless otherwise stated			
		2017/18	2018/19	+/-
	Revenues	171.6	179.4	5%
	EBIT	-3.4	-7.9	-132%
<i>EBIT margin</i>	-2.0%	-4.4%	-2.4%p	

Revenues by region

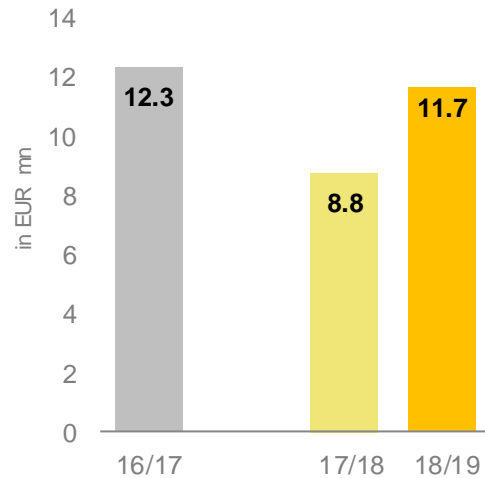


Revenues by type

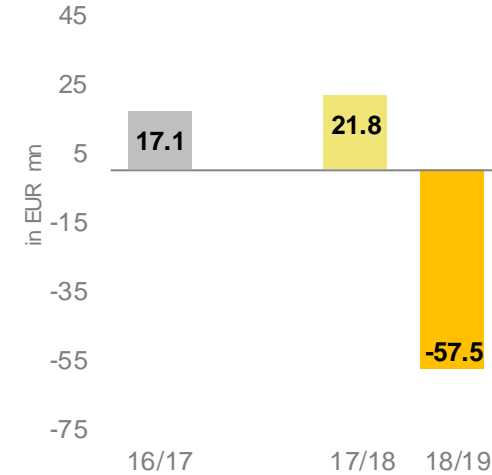
All figures in EUR mn unless otherwise stated			
	2017/18	2018/19	+/-
Implementation	83.4	80.8	-3%
Operation	78.9	86.4	10%
Components	9.3	12.2	31%

Other key financials.

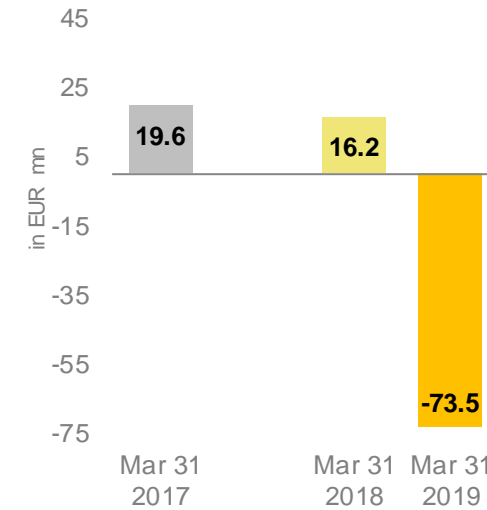
Net CAPEX



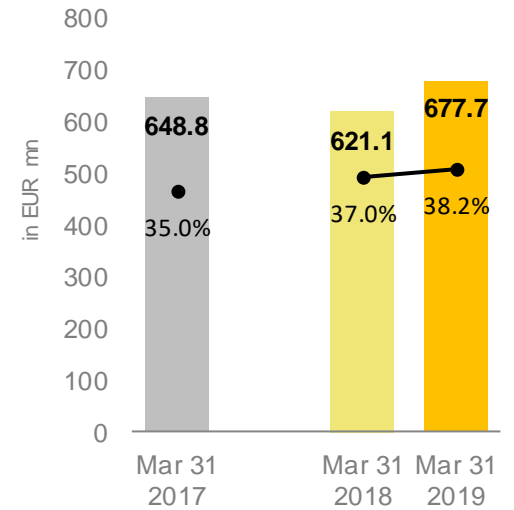
Free cash flow



Net cash/debt



Balance sheet total and equity ratio



- > eTrans acquisition increased CAPEX by EUR 0.9 million.
- > Free cash flow negative because of increase in receivables and inventory.

- > Negative free cash flow and dividend payment (EUR 19.5 mn) caused net cash to turn into net debt.
- > Balance sheet continues to be very robust.



Outlook.
2019/20 and medium-term.

Outlook & medium-term goals.

Outlook 2019/20

- > Revenues and EBIT: +5%
- > Slow start into the fiscal year, stronger H2

Revenues (medium-term)

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

EBIT margin (medium-term)

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



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