



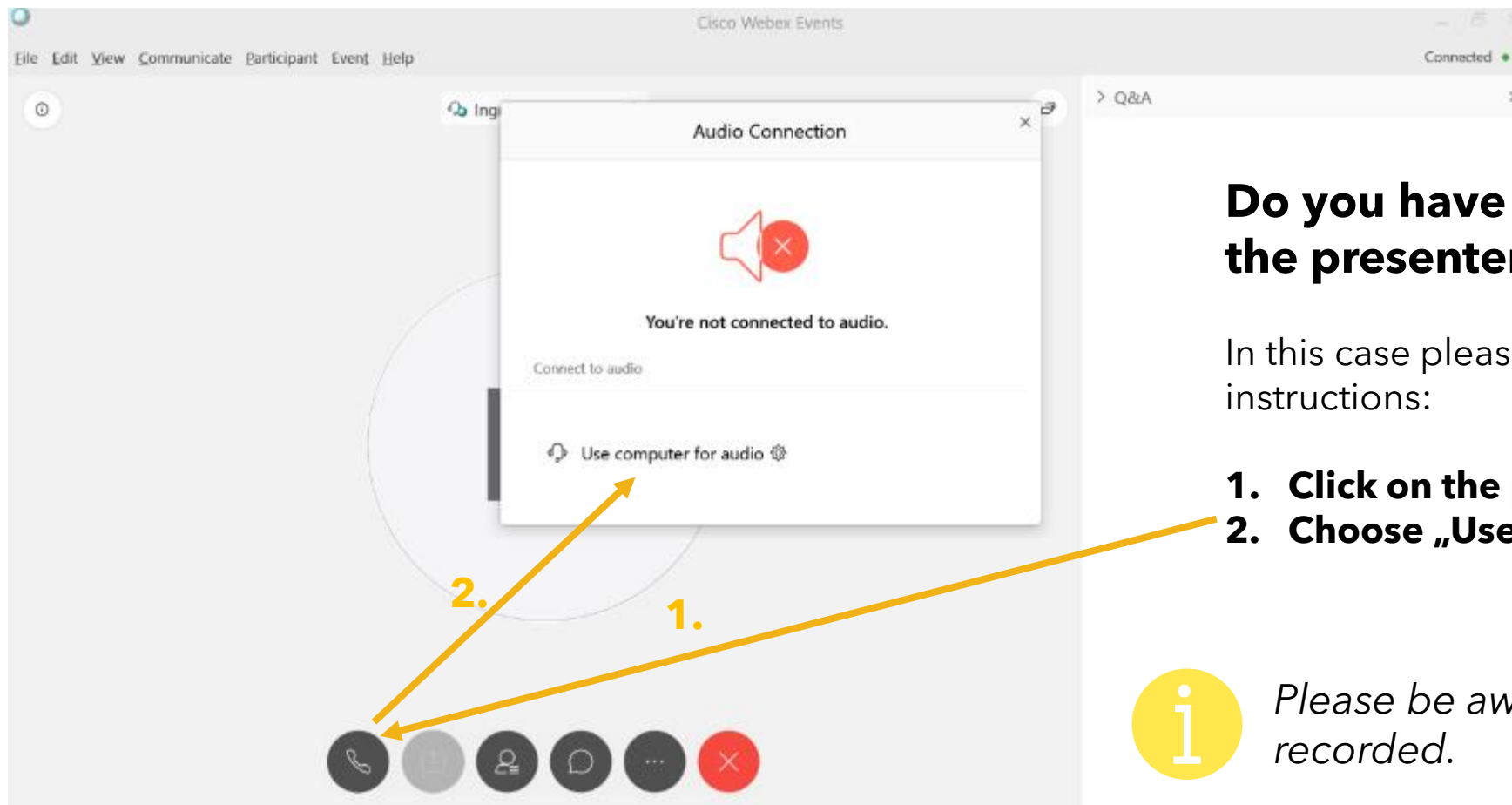
Kapsch TrafficCom

Results for H1 2022/23.

November 16, 2022.



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Headlines H1 2022/23.



Revenues increased by 4%.

- Growth driven by tolling segment:
 - Increases in implementation and components
- Considerable growth in Americas region (+24%).
- Significant increase in APAC region (+41%).
- New projects won in urban area in EMEA (Gothenburg and Sharjah) and Americas (Lima).



Turnaround confirmed in H1.

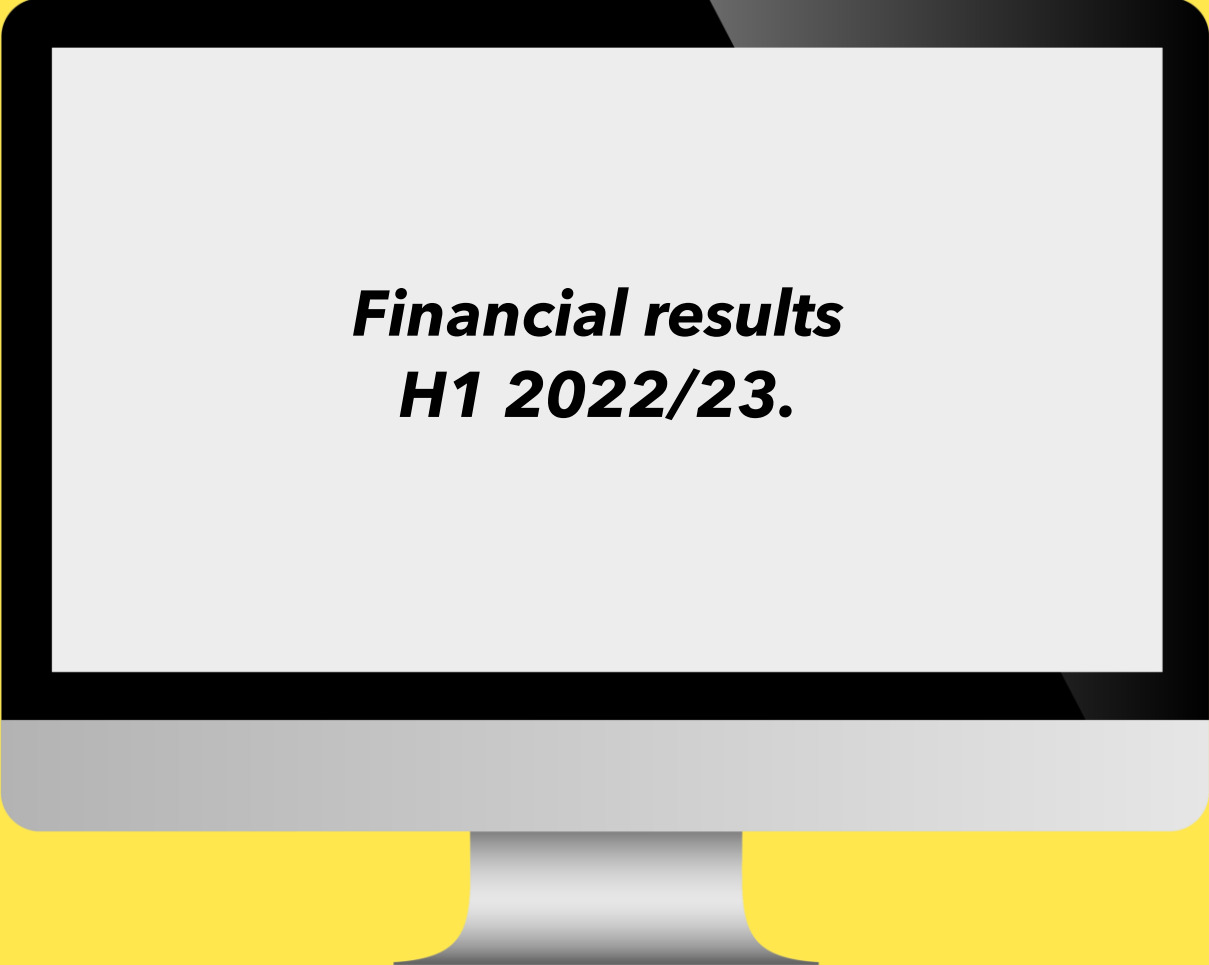
- EBIT affected by costs:
 - General increase in costs
 - Personnel expenses, especially in North America, primarily due to FX.
- Shortages/delays in the supply chain.

Strategy 2027 in execution.



Financial position remains in focus.

- Repayment of financial liabilities.
- Gearing increased to 302% due to lower cash and cash equivalents.
- Equity ratio at 12%.

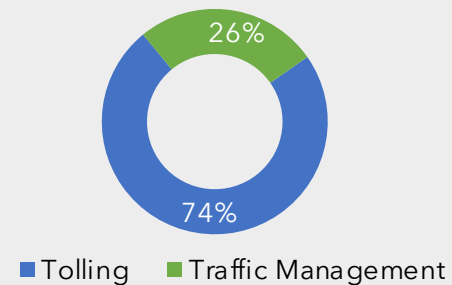


Financial results
H1 2022/23.

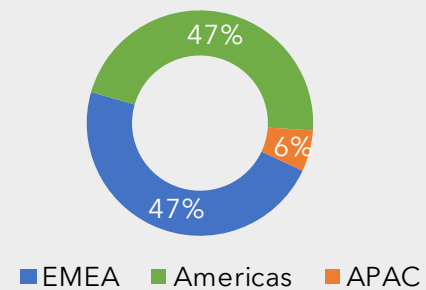
Revenues of € 265mn (+4%).

H1 of previous year: € 255mn.

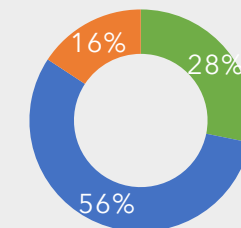
- Total revenues increased slightly:
 - Tolling: € 195mn (+8%)
 - Traffic management : € 69mn (-6%)
- EMEA -13%, Americas +24%, APAC +41%
- Implementation +8%, Operations -2%, Components +22%



■ Tolling ■ Traffic Management



■ EMEA ■ Americas ■ APAC



■ Implementation
■ Operations
■ Components

Earnings.

EBIT.

All figures in € mn unless otherwise stated	H1 2021/22	H1 2022/23	+/-
Revenues	255.2	264.8	4%
Other operating income	10.9	15.4	42%
Changes in finished and unfinished goods	-1.1	0.9	n.m.
Cost of materials and other production services	-90.1	-104.0	15%
Personnel expenses	-115.0	-125.6	9%
Other operating expenses	-37.2	-35.5	-4%
Proportional result of associates and joint ventures	-1.3	-1.0	-27%
EBITDA	21.4	15.0	-30%
Amortization, depreciation and impairment charge	-10.7	-10.2	-6%
EBIT	10.6	4.7	-56%
<i>EBIT margin</i>	4%	2%	-2pp

Other operating income.

- FX gains € 13.3mn
- In H1 2021/22: € 3.1mn early termination of a lease contract

Other operating expenses.

- Communications/IT € 7.3mn
- Legal and consulting € 5.4mn
- FX losses € 4.1mn
- License and patent € 1.6mn (in H1 2021/22: € 4.6mn including settlement of patent dispute)

FX impact on EBIT.

in € mn	H1 2021/22	H1 2022/23	+/-
	2.9	9.2	6.3

Net effect from "Other operating income" and "Other operating expenses"

Headcount development.

End of period	Sept 30 2021	Mar 31 2022	Sept 30 2022
	4,526	4,220	4,195

Earnings.

Financial result – taxes – result attributable to equity holders.

All figures in € mn unless otherwise stated	H1 2021/22	H1 2022/23	+/-
EBIT	10.6	4.7	-56%
Interest (net result)	-1.4	-2.2	-55%
FX (net result)	0.9	1.6	73%
Other (net result)	-2.3	-0.7	71%
Financial result	-2.8	-1.2	56%
Prop. results from associates & JVs from fin. investments	-0.2	-0.6	>-100%
Result before income taxes	7.7	2.9	-62%
Income tax	-2.3	-1.1	51%
Tax rate	30%	39%	+9pp
Result for the period	5.4	1.8	-67%
Non-controlling interests	2.4	1.5	-38%
Result attributable to equity holders	3.0	0.3	-90%
Earnings per share (EPS) in €	0.23	0.02	€ -0.21

Total financial liabilities of € 175mn (previous year: € 180mn):

- Operating loans	€ 94mn	fixed interest: ~ 40% variable interest: ~ 60%
- Loans for project financing	€ 31mn	
- Promissory note bond	€ 31mn	
- Other	€ 18mn	

Interest expense of € 2.7mn, i.e., average interest rate of about 1.5%

Tax rate at 39%, but the effective tax expense is not determined until the end of the financial year. During the financial year, Kapsch TrafficCom uses a theoretical tax rate.

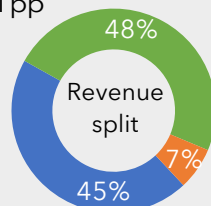
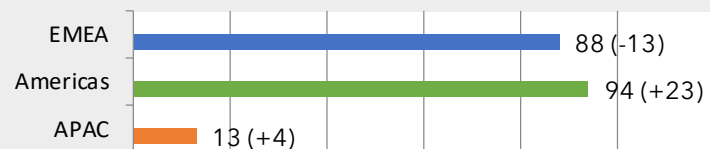
Earnings.

Segment results.

Tolling.

All figures in € mn
unless otherwise stated

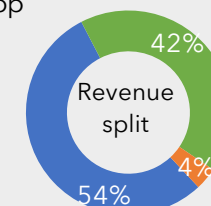
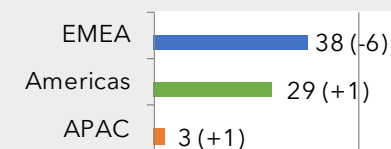
	2021/22	H1 2021/22	H1 2022/23	+/-
Revenues	369.9	181.0	195.3	8%
Implementation	89.2	38.5	54.2	41%
Operations	205.2	111.1	102.0	-8%
Components	75.5	31.4	39.2	25%
EBIT	3.3	1.3	2.5	85%
EBIT margin	0.9%	0.7%	1.3%	+1pp



Traffic management.

All figures in € mn
unless otherwise stated

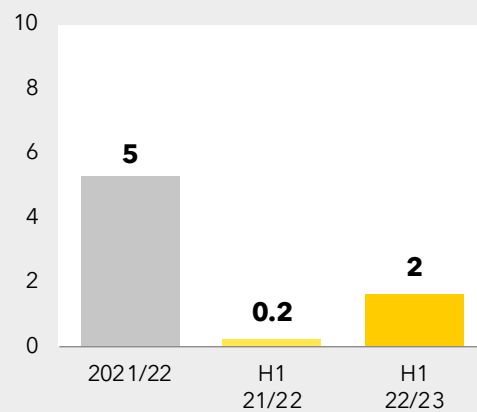
	2021/22	H1 2021/22	H1 2022/23	+/-
Revenues	149.9	74.1	69.4	-6%
Implementation	60.0	30.6	20.5	-33%
Operations	84.6	40.6	46.5	14%
Components	5.4	2.9	2.5	-12%
EBIT	7.7	9.3	2.3	-76%
EBIT margin	5.1%	12.6%	3.3%	-9pp



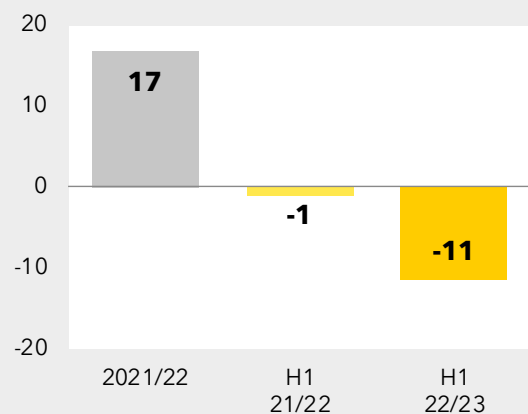
Other key financials.

All figures in € million unless otherwise stated.

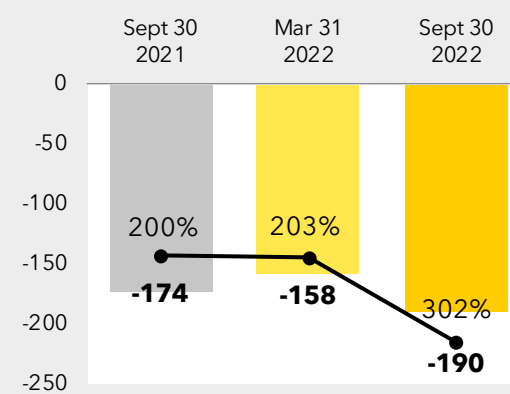
Net CAPEX.



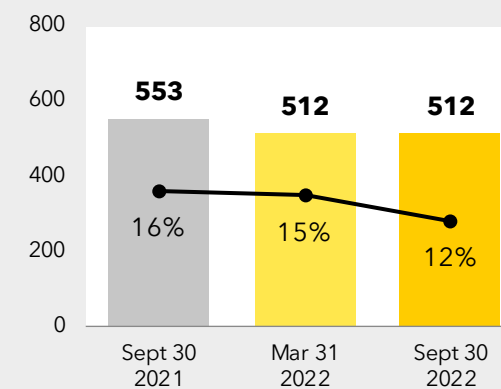
Free cash flow.



Net debt, gearing.



Net assets, equity ratio.



Outlook.

Financial year 2022/23.

Stable revenue development.

Further EBIT improvement.

FY 2022/23
March 31, 2023



Georg Kapsch

Chief Executive Officer



Andreas Hämmerle

Chief Financial Officer



Marcus Handl, Valerie Riegler

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