



kapsch >>>
challenging limits

Kapsch TrafficCom

Results for Q1 2017/18.

August 30, 2017

Highlights.

-  Revenue growth continued, profitability in Q1 under pressure.

-  Large new business opportunities are being evaluated or already worked on.

-  Activities for securing the core business.

-  17.1% of the shares in TMT (South Africa) handed over to introduce an Employee Participation Scheme Trust.

-  Takeover of remaining 67% of SIMEX (Mexico) after the end of the quarter.

Earnings overview.

All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17	2016/17
Revenues	164.3	8%	152.3	648.5
EBITDA	15.7	-28%	21.8	77.8
<i>EBITDA margin</i>	10%	-4.7%p	14%	12%
EBIT	11.7	-33%	17.6	60.1
<i>EBIT margin</i>	7%	-4.4%p	12%	9%
Profit before tax (PBT)	9.3	-47%	17.3	60.6
Profit for the period	6.6	-47%	12.4	42.7
Profit for the period attributable to equity holders	6.8	-46%	12.7	43.6
Earnings per share (EPS), in EUR	0.52	-46%	0.97	3.35



Earnings.

EBIT.

All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17
Revenues	164.3	8%	152.3
Other operating income	1.3	-86%	9.2
Changes: finished/unfinished goods & work in progress	0.3	-69%	1.1
Own work capitalized	0.1	-68%	0.4
Cost of materials and other production services	-58.5	-2%	-59.6
Staff costs	-59.9	-12%	-53.5
Amortization and depreciation	-4.0	-4%	-4.2
Other operating expense	-31.9	-14%	-28.1
EBIT	11.7	-33%	17.6
<i>EBIT margin</i>	<i>7%</i>	<i>-4.4%p</i>	<i>12%</i>

Includes EUR 3mn badwill from KTT acquisition and EUR 2.3 mn FX gains.

Main reason: Additional 170 employees compared to Q1 2016/17.

Operating currency effects of EUR 3.8mn (EUR 2.5mn higher than in previous Q1).

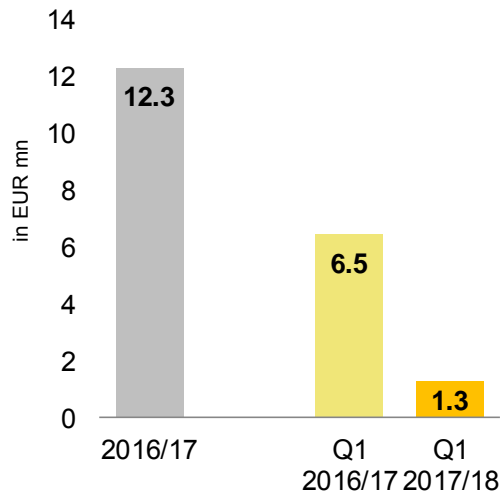
Earnings.

Financial result, taxes, non-controlling interests.

			All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17			
Interest income	EUR	0.5 mn	EBIT	11.7	-33%	17.6	Interest income	EUR	1.5 mn
FX gains	EUR	0.4 mn					FX gains	EUR	1.0 mn
Other	EUR	0.2 mn	Finance income	1.0	-60%	2.6	Other	EUR	0.0 mn
Interest expenses	EUR	-1.7 mn	Finance costs	-3.4	-15%	-2.9	Interest expenses	EUR	-1.1 mn
FX losses	EUR	-1.6 mn	Financial result	-2.3	—	-0.3	FX losses	EUR	-0.8 mn
Impairment Q-Free	EUR	0.0 mn					Impairment Q-Free	EUR	-0.8 mn
Other	EUR	-0.1 mn					Other	EUR	-0.2 mn
			Result before income taxes	9.3	-47%	17.3			
			Income taxes	-2.6	-46%	-4.9			
			<i>Tax rate</i>	28.6%	0.2%p	28.4%			
			Result for the period	6.6	-47%	12.4			
			Non-controlling interests	-0.2	—	-0.2			
			Result attributable to equity holders of the firm	6.8	-46%	12.7			
			Earnings per share (EPS) in EUR	0.52	-46%	0.97			

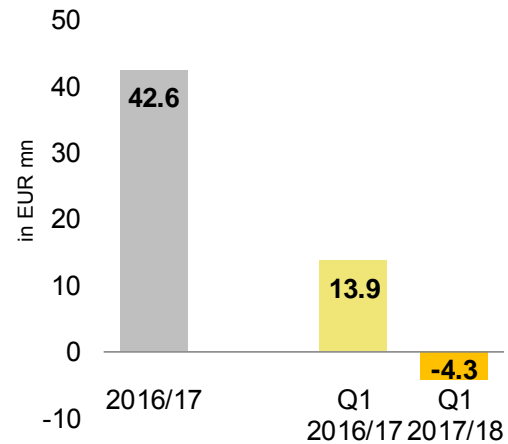
Other key financials.

Net investments



Net investments were below the depreciation rate of about EUR 4mn. In Q1 2016/17 investments were higher due to the acquisition of KTT.

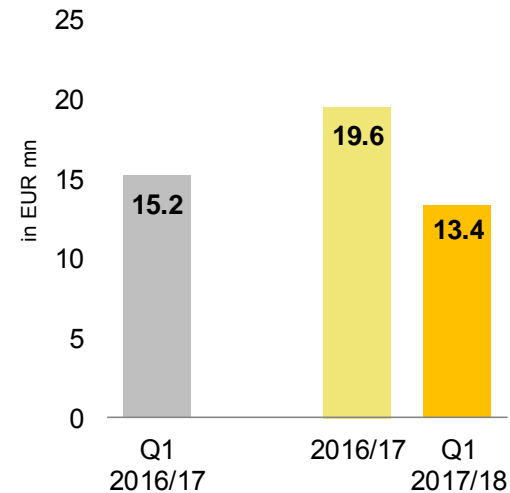
Free cash flow



Negative free cash flow (EUR -4.3 mn); in Q1 2016/17 free cash flow amounted to EUR 13.9mn. Main reasons:

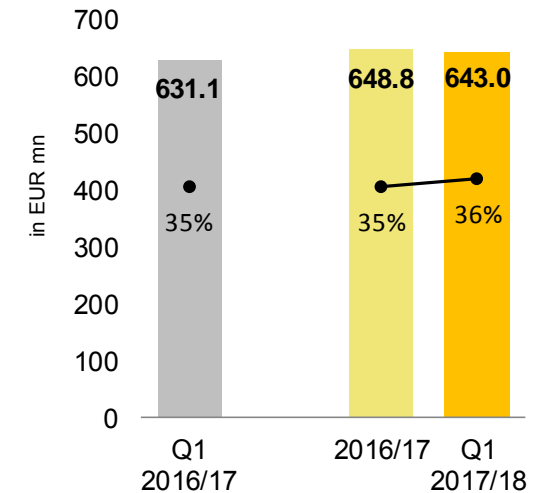
- > working capital
- > higher income tax payments

Net credit/debt



Still net credit positive (EUR 13.4mn) but amount came down due to the negative free cash flow in Q1.

Balance sheet total and equity ratio



Balance sheet total was stable compared to March 31, 2017. Equity ratio went up by 1%p.

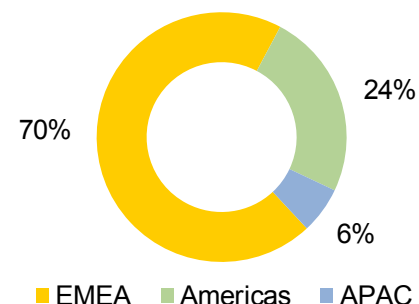
Segment results.

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

ETC

All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17
Revenues	123.4	9.7%	112.4
EBIT	14.6	-19.3% ¹⁾	18.1
<i>EBIT margin</i>	11.9%	-4.3%p	16.1%

ETC revenue split

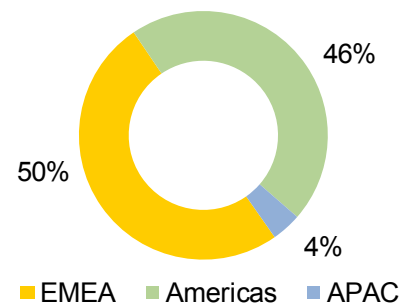


All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17
Design & Build	27.1	36.9%	19.8
Operations	69.8	1.6%	68.7
Components	26.4	10.0%	24.0
Millions of OBUs sold	2.9	3.5%	2.8

IMS

All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17
Revenues	40.9	2.7%	39.8
EBIT	-2.9	-440.6% ²⁾	-0.5
<i>EBIT margin</i>	-7.1%	-5.8%p	-1.4%

IMS revenue split



All figures in EUR mn unless otherwise stated	Q1 2017/18	+/-	Q1 2016/17
Design & Build	18.6	27.4%	14.6
Operations	20.1	-9.9%	22.3
Components	2.2	-22.8%	2.9

1) Includes badwill of EUR 0.9 million

2) Includes badwill of EUR 2.1 million

Outlook.

FY 2017/18.

- > Revenues continue to grow.
- > Challenge to reach last fiscal year's EBIT.
- > Equity ratio should increase following the redemption of the corporate bond in November 2017.

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

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