

# Always one step ahead.

First Quarter of Fiscal Year 2014/15 (1 April – 30 June 2014)  
Overview.



## Highlights of the First Quarter of Fiscal Year 2014/15.



### System Installation & Order in the U.S.A.

- Progress was made in the installation of the toll system in Texas, the first own system integrated in the U.S.A.
- An order for an electronic toll collection system on the New York State Thruway, the first system order from a toll agency of the E-ZPass Group, was received in July.



### System Extension in Belarus

- The nationwide electronic toll collection system in Belarus has now been in operation for one year.
- At the beginning of August 2014, it was further increased to 1,189 km.



### System Extension in Poland

- The nationwide electronic toll collection system in Poland has now been in operation for three years.
- With 2,653 kilometers of toll roads and 1.6 million on-board units (OBUs), it is now our largest toll collection system.



### System Operation in South Africa

- The toll collection system in the South African Gauteng province went into operation in December 2013.
- The payment rate remains very low, but the system operation has reached the break-even point in the meantime.
- We plan to work with our customer to improve the profitability.



### Invitation to Tender in Russia

- The invitation to tender for the toll collection system has been postponed several times, most recently until 22 September.
- The realization of the project currently appears uncertain.



### Set of Measures Initiated

- In line with recent market developments, no invitations to tender for major toll projects in Europe are in the immediate vicinity.
- We have therefore initiated a set of measures for adapting our growth-oriented organizational structure to this situation.

## Earnings Data.

2014/15 (fiscal year 2014/15): 1 April 2014 – 31 March 2015

2014/15 Q1 (first quarter of fiscal year 2014/15): 1 April – 30 June 2014

		2013/14	2013/14 Q1	+/-	2014/15 Q1
Revenues	in million EUR	487.0	121.4	-3%	118.0
EBITDA	in million EUR	36.9	7.7	-38%	4.8
<i>EBITDA margin</i>		7.6%	6.3%		4.0%
EBIT	in million EUR	20.3	3.7	-83%	0.6
<i>EBIT margin</i>		4.2%	3.1%		0.5%
Profit before tax	in million EUR	5.5	-1.5	–	2.7
Profit for the period	in million EUR	2.9	-1.0	–	0.3
Earnings per share <sup>1</sup>	in EUR	-0.33	-0.23	+74%	-0.06
Free cash flow <sup>2</sup>	in million EUR	-24.7	-37.2	–	32.4
Capital expenditure <sup>3</sup>	in million EUR	15.7	4.5	-76%	1.1
Employees <sup>4</sup>		3,308	3,094	+8%	3,336
On-board units delivered	in million units	9.22	2.33	-33%	1.57

1 Earnings per share relate to 13.0 million shares; calculated from the profit for the period attributable to the equity holders of the company

2 Operating cash flow minus capital expenditure from operations (excl. payments for acquisition of companies and purchases of securities and investments) plus proceeds from the disposal of property, plant and equipment and intangible assets

3 Capital expenditure from operations (excl. payments for acquisition of companies and purchases of securities and investments)

4 Each Q1 as of 30 June, 2013/14 as of 31 March 2014

## Business Segments.

2014/15 (fiscal year 2014/15): 1 April 2014 – 31 March 2015

2014/15 Q1 (first quarter of fiscal year 2014/15): 1 April – 30 June 2014

			2013/14	2013/14 Q1	+/-	2014/15 Q1
RSP <sup>1</sup>	Revenues	in million EUR	132.0	36.5	-33%	24.4
	<i>Share on total revenues</i>		27%	30%		21%
	EBIT	in million EUR	-34.6	-1.6	<-500%	-12.4
	<i>EBIT margin</i>		-26.2%	-4.3%		-50.9%
SEC <sup>2</sup>	Revenues	in million EUR	331.8	80.8	+8%	87.0
	<i>Share on total revenues</i>		68%	67%		74%
	EBIT	in million EUR	53.8	5.1	+152%	12.9
	<i>EBIT margin</i>		16.2%	6.4%		14.9%
OTH <sup>3</sup>	Revenues	in million EUR	23.1	4.1	+62%	6.6
	<i>Share on total revenues</i>		5%	3%		6%
	EBIT	in million EUR	1.1	0.1	-30%	0.1
	<i>EBIT margin</i>		4.7%	3.4%		1.5%

<sup>1</sup> **Road Solution Projects (RSP):**  
Project related business  
(system implementation projects)

<sup>2</sup> **Services, System Extensions, Components Sales (SEC):**  
Recurring business  
(maintenance and operation services as well as components)

<sup>3</sup> **Others (OTH):**  
Third party production sales  
and non-core business activities

## Revenues by Region.

2014/15 (fiscal year 2014/15): 1 April 2014 – 31 March 2015

2014/15 Q1 (first quarter of fiscal year 2014/15): 1 April – 30 June 2014

		2013/14	2013/14 Q1	+/-	2014/15 Q1
Austria	in million EUR	32.9	7.3	+20%	8.8
<i>Share on total revenues</i>		7%	6%		7%
Europe (excl. Austria)	in million EUR	300.1	74.0	-16%	62.4
<i>Share on total revenues</i>		62%	61%		53%
Americas	in million EUR	87.0	15.8	+48%	23.3
<i>Share on total revenues</i>		18%	13%		20%
Rest of World	in million EUR	67.0	24.3	-3%	23.5
<i>Share on total revenues</i>		14%	20%		20%

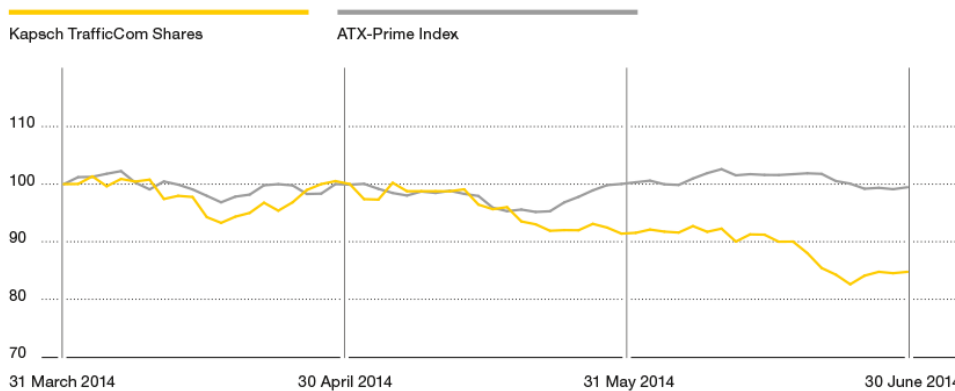
## Balance Sheet Data.

		31 March 2014	30 June 2013	+/-	30 June 2014
Total assets	in million EUR	566.8	567.4	-2%	554.2
Total equity <sup>1</sup>	in million EUR	213.1	217.1	-5%	205.7
<i>Equity ratio</i>		37.6%	38.3%		37.1%
Net debt	in million EUR	-93.4	-85.3	+21%	-67.2
Capital employed	in million EUR	369.2	368.1	-3%	355.4
Net working capital	in million EUR	205.4	274.8	-35%	179.4

<sup>1</sup> Incl. minority interest

# Kapsch TrafficCom Shares.

## Share Price in First Quarter of 2014/15



Final price of KTCG and final value of ATX Prime Index on 31 March 2014, both indexed to 100.

## Key Data on the Shares

Number of shares <sup>1</sup>	in million	13.0	Market capitalization <sup>1</sup>	in EUR million	440.70
Free float <sup>1</sup>	in %	38.1	Share performance <sup>2</sup>	in %	-15.23
Closing price <sup>1</sup>	in EUR	33.90	Trading volume <sup>2, 3</sup>	in shares	10,741

<sup>1</sup> As of 30 June 2014

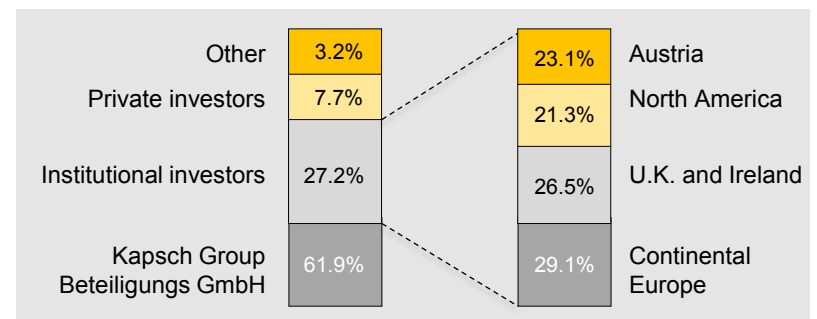
<sup>2</sup> In 2014/15 Q1

<sup>3</sup> Double counting

## Information on the Shares

Investor Relations Officer	Marcus Handl
Stock Exchange	Vienna, Prime Market
ISIN	AT000KAPSCH9
Trading Symbol	KTCG
Reuters	KTCG.VI
Bloomberg	KTCG AV
Coverage	<ol style="list-style-type: none"> <li>1. Berenberg Bank</li> <li>2. Deutsche Bank</li> <li>3. Erste Bank Group</li> <li>4. Matelan Research</li> <li>5. Raiffeisen Centro Bank</li> </ol>

## Shareholder Structure as at 31 March 2014



## Outlook on Fiscal Year 2014/15.

Concerted work will continue on existing projects.

The major project in Belarus will be expanded further.

Expansions to the operation project in Poland are expected.

In South Africa, it is planned to work with the customer to improve the profitability of the project.

In Russia, the outcome of the invitation to tender for the nationwide toll system is expected.

Potentially interested parties for toll systems will be actively contacted.



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