



kapsch >>>
challenging limits

Kapsch TrafficCom

1st Institutional Investors' Day.

André Laux: Sales Review & Business Opportunities; SCM & Manufacturing.

January 11, 2017

Credentials.

6 of 10

national truck tolling systems in EMEA use our technology and services.
One of these is situated in Czech Republic in addition to the ones in Austria, Belarus, Switzerland, Poland and South Africa.



Credentials.

80%

of all CEN standard Multilane Free Flow (MLFF) systems globally use state-of-the-art technology from Kapsch.

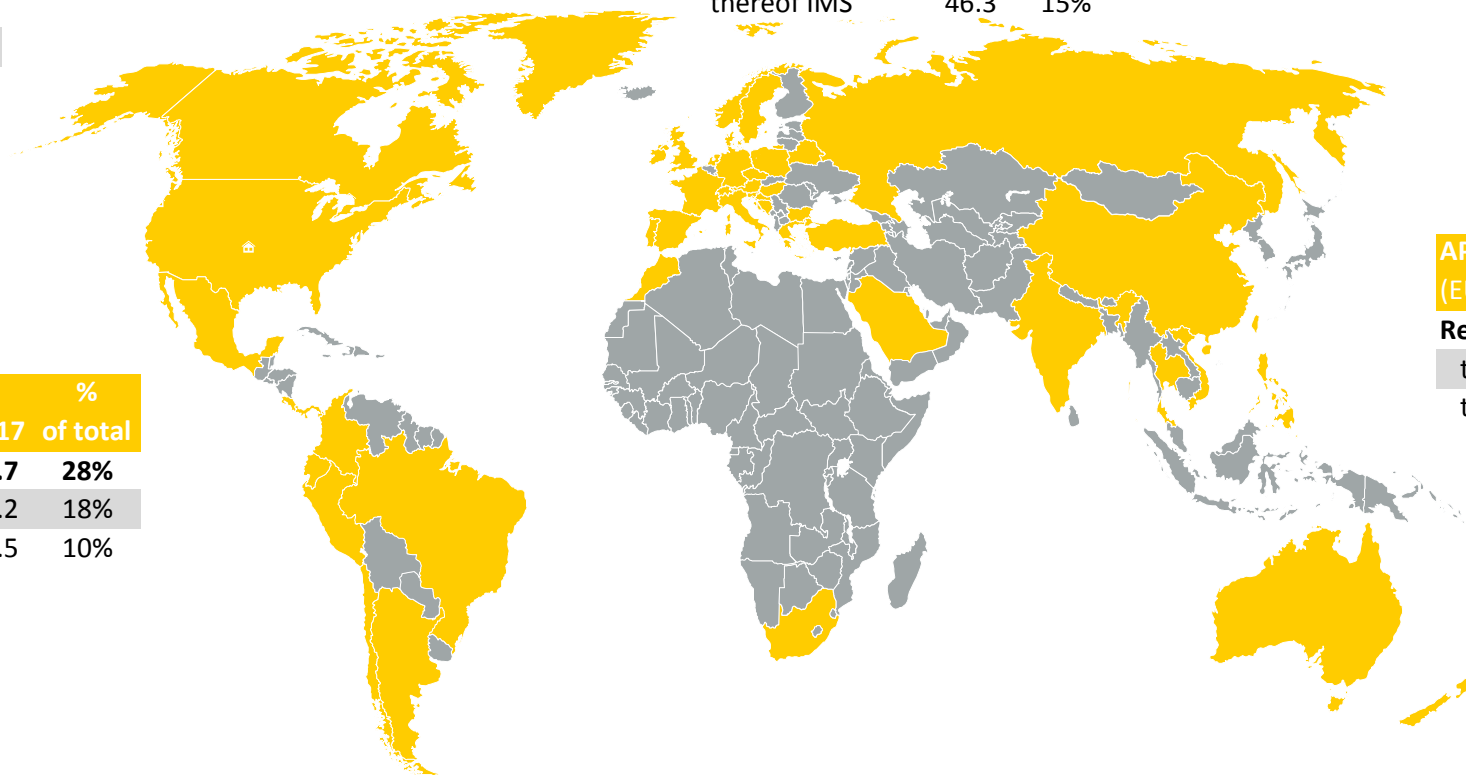
In 1999 Kapsch delivered the worlds first commercial CEN standard-compliant MLFF system to Australia.



References in more than 50 countries.

Total (EUR mn)	H1 2016/17	% of total
Revenues	311.7	100%
thereof ETC	231.2	74%
thereof IMS	80.5	26%

EMEA (EUR mn)	H1 2016/17	% of total
Revenues	202.5	65%
thereof ETC	156.2	50%
thereof IMS	46.3	15%



Americas (EUR mn)	H1 2016/17	% of total
Revenues	87.7	28%
thereof ETC	55.2	18%
thereof IMS	32.5	10%

APAC (EUR mn)	H1 2016/17	% of total
Revenues	21.5	7%
thereof ETC	19.9	6%
thereof IMS	1.6	1%

Selected references.

Tolling.



Austria

Nationwide
Truck ETC
System



Poland

National ETC
System



Belarus

National ETC
System



**Czech
Republic**

National
Truck ETC
System



South Africa

Gauteng Open
Road Tolling



USA

Tolling and
Managed
Lanes, LBJ
and NTE,
Texas



Chile

Toll roads in
Santiago de
Chile



South Africa

ETC system



USA

E-Zpass
component
delivery



Australia

Toll roads in
Melbourne,
Sydney,
Brisbane, etc.



Selected references.

Traffic management.



**UK,
Netherlands**

Next-generation
National Traffic
Management
Centers



USA

Advanced Traffic
Management for
New York MTA
Bridges and
Tunnels



Australia

Sydney Hills M2,
Motorway
Operations
Management



Israel

Cross Israel
Highway, Toll &
Traffic
Management
System



USA

Tolling and
Managed Lanes,
LBJ and NTE,
Texas



USA

George
Washington
Bridge Traffic
Management
System



Chile

Tolling system
and ITS for Ruta
5 Norte, SCADA



New Zealand

New Zealand
State Highway
Traffic
Management
System



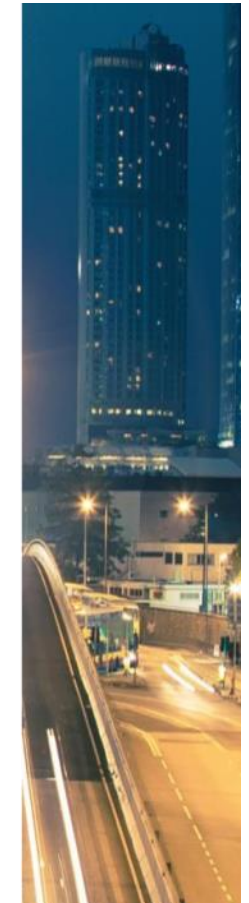
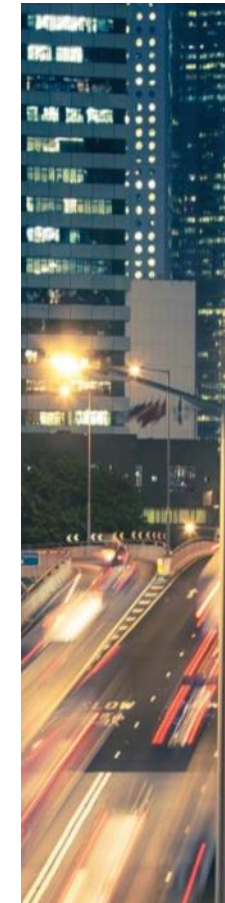
USA

Boston Central
Artery/Tunnel
("The Big Dig")



Australia

Eastern
Distributor
Operations
Management &
Control System



Selected references.

Safety and security.



South Africa

Traffic Enforcement Project,
Johannesburg Metropolitan Police



South Africa

Road Safety Enforcement for
20+ other cities



Italy

Red Light Enforcement
Porcia, Bollate, and Bologna



Italy

Traffic Surveillance &
Security, Treviso



Austria

Weigh-In-Motion,
ASFINAG



USA

Georgia DOT &
Montana DOT:
Automated Weigh Station
Screening



Czech Republic

Weigh-In-Motion,
Direct enforcement



Russia

Kazan, OTR
Weigh-In-Motion
Stations



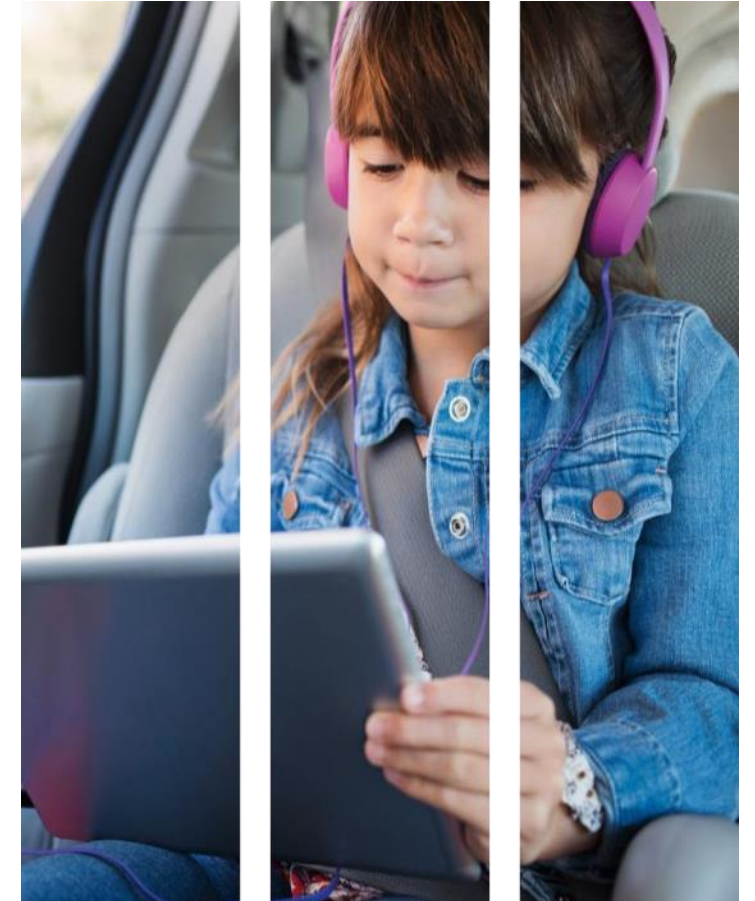
USA

Utah DOT:
Mainline and in-
station screening



Switzerland

MLFF Weigh-In-
Motion Stations



Selected references.

Smart urban mobility.



Spain

EcoTrafIX™
for Cities:
Bilbao,
Castellón,
La Coruña



USA

EcoTrafIX™
for the City of
Dallas, US 75
Corridor



Saudi Arabia

EcoTrafIX™ for
Cities of
Jeddah,
Makkah &
Madinah



Brazil

Urban Traffic
Management
Controller &
Software for
Porto Maravilha



USA

Traffic
Management
and Services for
Tennessee DOT
SmartWay



USA

Apple Corporate
Campus
Parking,
Cupertino,
California



USA

Smart Parking,
San Mateo,
California



USA

Facebook
Corporate
Campus
Parking, Menlo
Park, California



USA

Smart Parking,
San Carlos
California



USA

EcoTrafIX™
for the City of
Chesapeake



Selected references.

Connected cars.



Czech Republic

V2X Traffic management project, Prague



USA

I-94 Truck Parking System, Michigan



EU

Cooperative ITS Corridor, EU (DE, NL, AT)



EU

Equipment vendor for Platooning Challenge



Sweden

RelCommH – Reliable Communication for Heavy vehicles (Platooning trial)



Sweden

SERET - Safe Road Trains for Efficient transport (Platooning trial)



Austria

REALSAFE (Real-time Safety-related Traffic)



Sweden

Automatic Emergency Braking trials, Autoliv



USA

Participant in the US-DoT Safety Pilot



Austria

ROADSAFE (Robust and Distributed Safety-Improved Traffic)





New business pipeline.
Quite some work ahead...

Target projects.

More than 100 projects worldwide with an aggregated volume of EUR 4.1bn.

- > Large projects predominantly in ETC.
 - Sensitive topics for tendering authority.
 - Therefore, long lead times until award of such a project.
- > Smaller projects tend to have shorter lead times.
- > IMS projects need less time from prospect status to being awarded.
- > Trend (in particular in USA) towards integrated ETC/IMS projects.

Prospects			
Project volume > EUR 50mn			
ETC	EUR	1,650mn	
IMS	EUR	170mn	
		<hr/>	
		EUR	1,820mn
Project volume EUR 10-50mn			
ETC	EUR	60mn	
IMS	EUR	150mn	
ETC/IMS	EUR	100mn	
		<hr/>	
		EUR	310mn
Project volume <EUR 10mn			
ETC	EUR	60mn	
IMS	EUR	60mn	
		<hr/>	
		EUR	120mn
Total: EUR 2,250mn			

Procurement/bid process ongoing			
Project volume > EUR 50mn			
ETC	EUR	1,390mn	
IMS	EUR	-	
		<hr/>	
		EUR	1,390mn
Project volume EUR 10-50mn			
ETC	EUR	240mn	
IMS	EUR	50mn	
ETC/IMS	EUR	40mn	
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		EUR	330mn
Project volume <EUR 10mn			
ETC	EUR	50mn	
IMS	EUR	110mn	
		<hr/>	
		EUR	160mn
Total: EUR 1,880mn			



SCM & Manufacturing.

Production & Shipment.



Production is performed in **two** high capacity **facilities** in Canada and Austria.
Shipped **worldwide**.

Manufacturing.

Two manufacturing entities fully owned by Kapsch TrafficCom.

Vienna, Austria

- > Produces for KTC and third parties.
- > 150+ employees.
- > Revenues 2015/16: EUR 43 million.
- > Awarded the title of “Green Factory” by Fraunhofer Austria & Industriemagazin.
- > Award by “klimaaktiv” (climate initiative of the Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management).
 - Annual energy reduction (since 2010) of -1.006.290 kWh
 - Energy costs down 46% (since 2010)

Canada

- > Produces exclusively for KTC.
- > 90+ employees.

Products Manufactured in Austria

In-Vehicle Products



Video & Sensor Products



RF Field Products

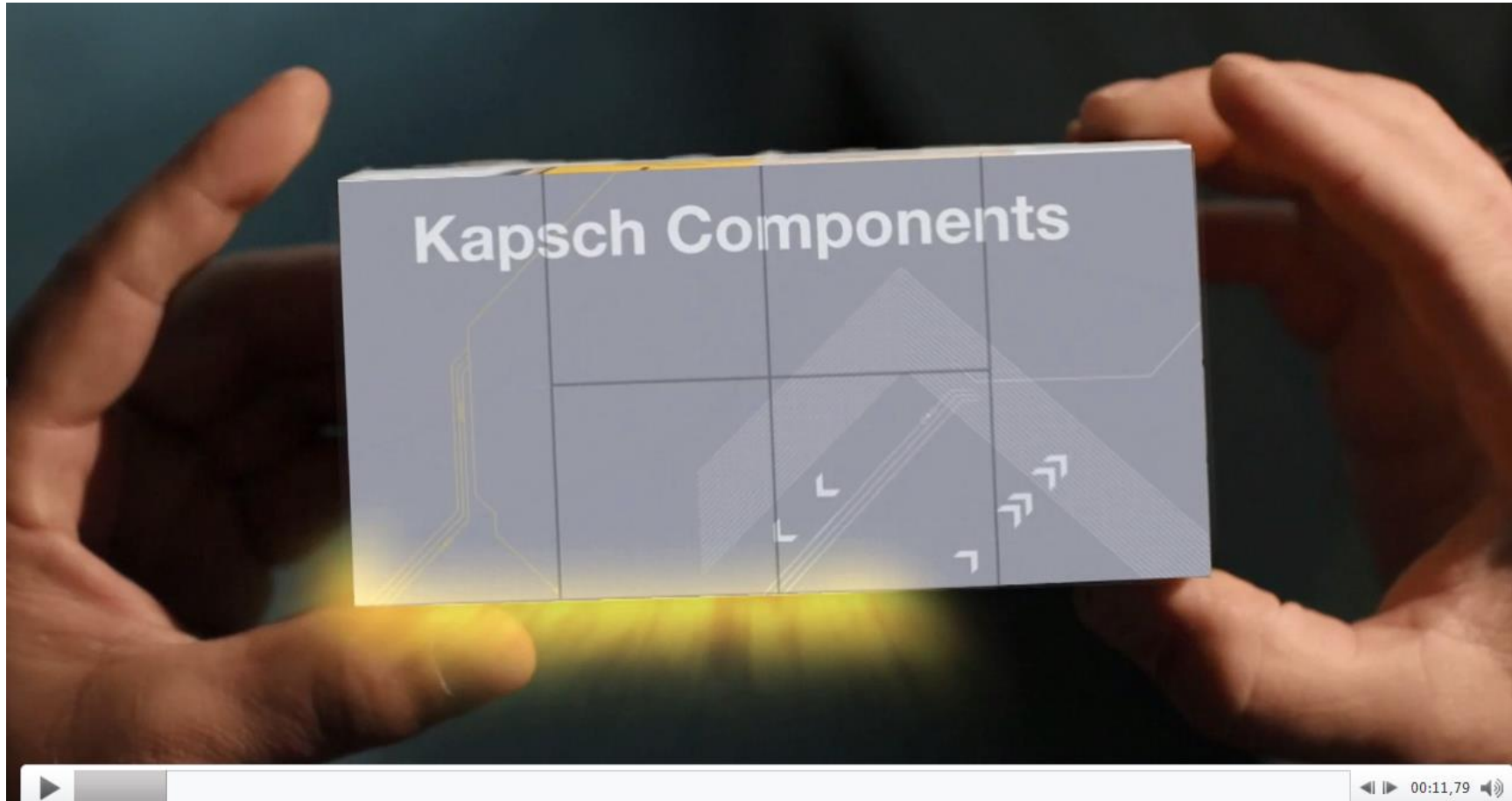


Railway Products



Kapsch Components.

Clip.



Kapsch industry milestone.

January 2016.



100 Million On-Board Units
manufactured and delivered by Kapsch.



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