

Always one step ahead.

Fiscal Year 2012/13 (1 April 2012 – 31 March 2013) Overview.





Kapsch TrafficCom.

**We make your
traffic flow.**



Key Aspects of Fiscal Year 2012/13 (1 April 2012 to 31 March 2013).

What we achieved.

What has not proved satisfactory.

1. Financial performance

- Free cash flow improved significantly.
- Net working capital decreased by 15% and net debt by 46%.

- Revenues decreased by 11%.
- EBIT decreased by 64% and profit for the period by 39%.

2. Nationwide electronic toll collection (ETC) system in Poland

- Payment of last milestone from system implementation received.
- Toll revenues of EUR 196 million at 99.9% accuracy rate in first year of operation.
- System extended by more than 600 km to roughly 2,200 km.
- Open issues on system operation clarified.

- Higher performance-related costs for system operation in first half year.

3. ETC system in South Africa, province Gauteng

- Private lawsuit against road operator from April 2012 dismissed.
- Partial reimbursement of standby costs for system operation agreed.

- System start repeatedly postponed due to lawsuit and not yet effected.
- Updating of the contract calculation and additional costs burdened earnings.

4. Nationwide ETC system in Belarus

- Implementation began upon contract award in February 2012.

5. Joint venture in Russia

- 33.3% stake in joint venture sold for strategic reasons at a profit.

Key Aspects of Fiscal Year 2012/13 (1 April 2012 to 31 March 2013).

What we achieved.

What has not proved satisfactory.

6. Market presence in North America

- Large contract award in North Texas.
- Additional wins in Texas and Michigan.
- 33% stake in Mexican system integrator SIMEX acquired.

- Margins for on-board units in the U.S.A. went down to typical global levels.

7. Market presence in Australia

- System contract award in Sydney.
- Renewal of a contract for on-board unit delivery.

8. Market presence in Brazil

- First contract award for delivery of on-board units.

9. Tenders for new systems

- Tender in Slovenia started in February.
- Some new tenders worldwide in preparation stages.

- Out of consideration from tender in Hungary.
- Some new tenders delayed or postponed.

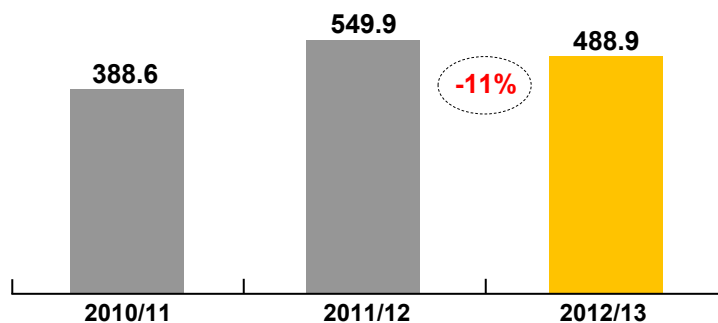
10. Implementation of strategy 2016

- New organization implemented worldwide on 1 October 2012.
- Strategy 2016 confirmed through first market successes.

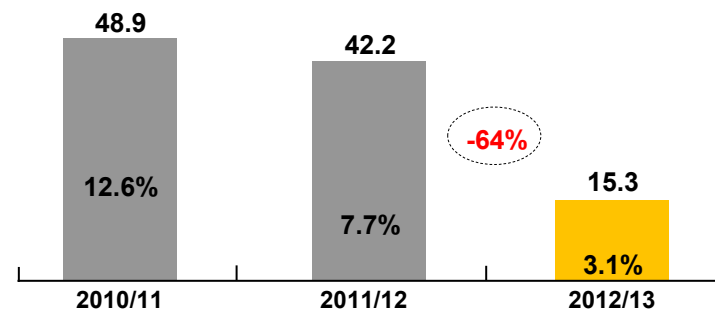
- Earnings burdened by continued investment into strategy.
- Pattern of growth resulting in higher complexity and additional costs.

Revenues and Earnings.

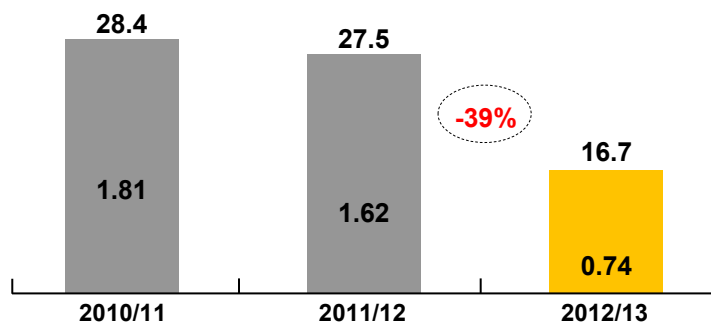
Revenues in EUR million



EBIT in EUR million **EBIT Margin** in %



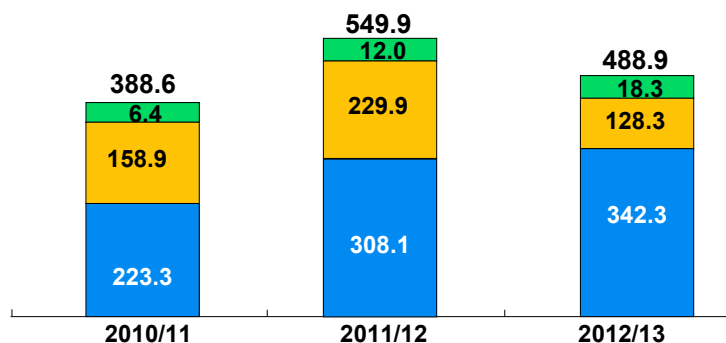
Profit for the Period in EUR million **EPS** in EUR



- Revenues down by 11% to EUR 488.9 million.
- EBIT down by 64% to EUR 15.3 million.
- EBIT margin at 3.1%.
- Profit for the period down by 39% to EUR 16.7 million.
- Earnings per share at EUR 0.74.

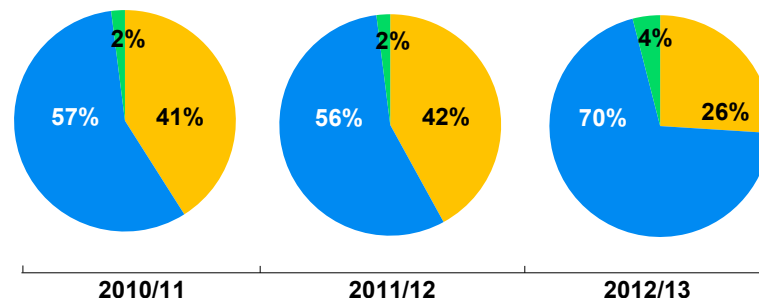
Business Segments.

Revenues by Business Segment in EUR million



- **Services, System Extensions, Components Sales (SEC)**
Recurring part of business
- **Road Solution Projects (RSP)**
System implementation projects
- **Others (OTH)**
Third party revenues of production

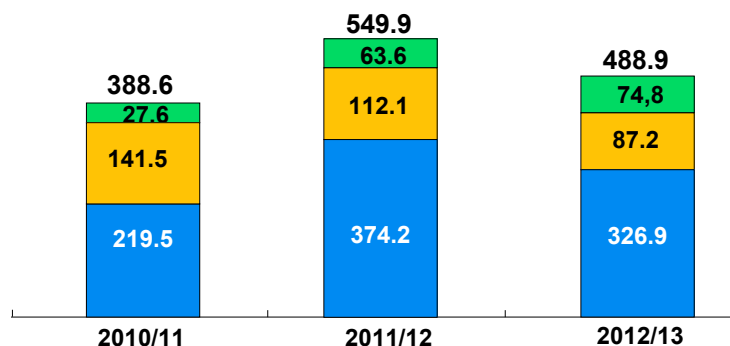
Share of Segment of Total Revenues in %



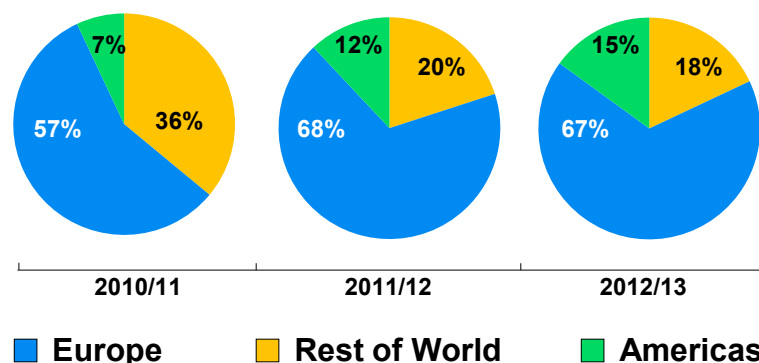
- 70% of revenues achieved with recurring part of business (segment SEC) at EBIT margin of 19.3%.
- 26% of revenues generated with project related part of business (segment RSP) at EBIT of EUR -51.7 million.
- Segment OTH generated 4% of revenues at 5.1% margin.

Regions and Employees.

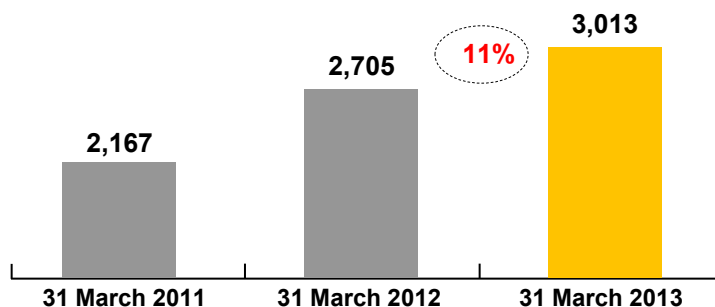
Revenues by Region in EUR million



Share of Region of Total Revenues in %



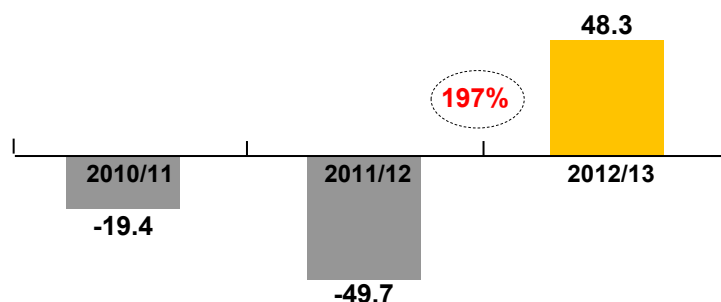
Employees



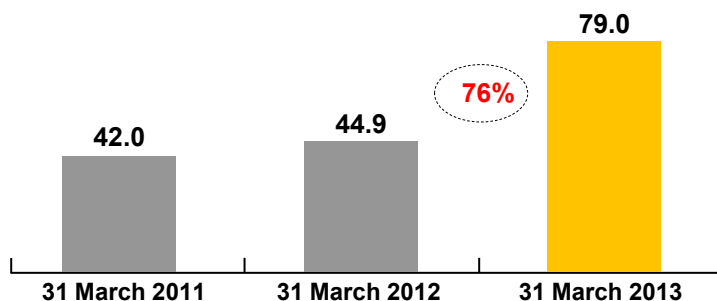
- 67% of revenues generated in Europe (Austria: 8%).
- Europe and Rest of World declined, Americas up by 18%.
- Employees up by 11% to 3,013 as of 31 March 2013.
- More than 50% employed outside of Europe.

Financial Position and Cash Flows.

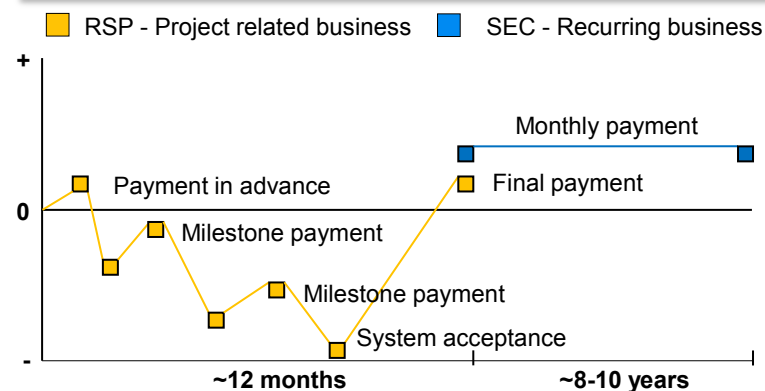
Free Cash Flow in EUR million



Cash and Cash Equivalents in EUR million



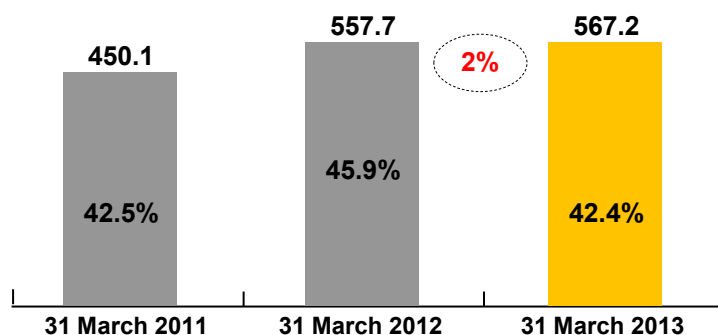
Illustrative Cash Flow



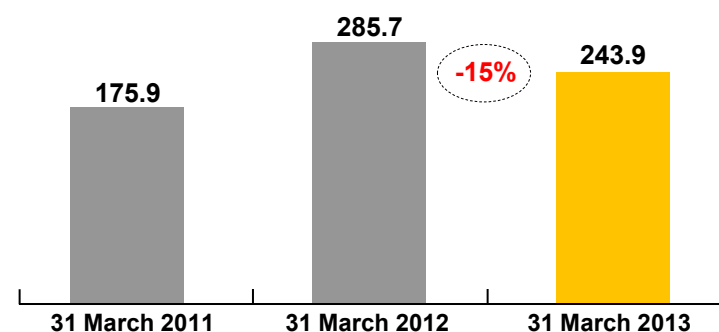
- Free cash flow up from -49.7 million to EUR 48.3 million.
- Segment RSP with volatile, segment SEC with steady cash flows.
- Cash and cash equivalents up by 76% to EUR 79.0 million.

Balance Sheet Data.

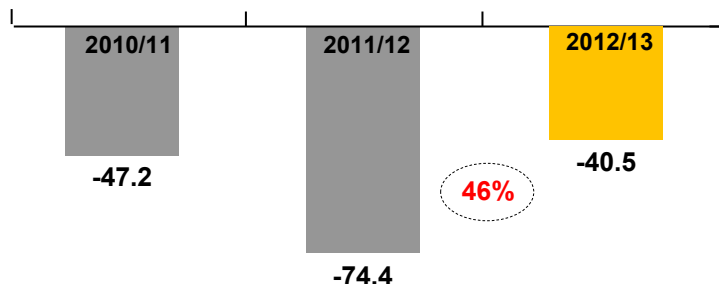
Total Assets in EUR million **Equity Ratio** in %



Net Working Capital in EUR million



Net Debt in EUR million



- Total assets up by 2% to EUR 567.2 million.
- Equity ratio at 42.4%.
- Net working capital down by 15% to EUR 243.9 million.
- Net debt down by 46% to EUR -40.5 million.

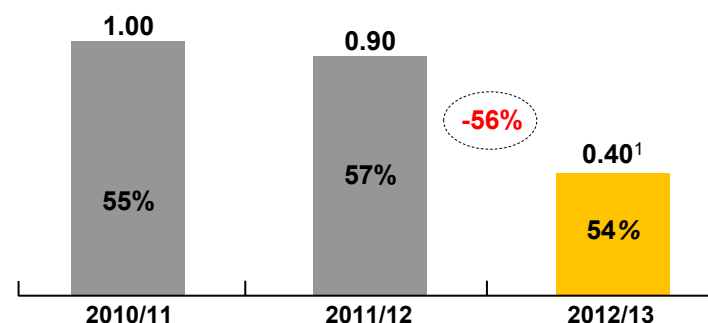
Kapsch TrafficCom Shares.

Share Price Development since IPO



¹ Offer price and opening value for ATX Prime Index on 26 June 2007, each indexed to 100

Dividend per Share in EUR Payout Ratio in %



¹ Proposal of executive board to shareholders' meeting on 12 September 2013

Key Data on the Shares

		2012/13	2011/12
Closing price	in EUR	37.0	63.5
Market capitalization	in EUR million	481.3	825.5
Share performance	in %	-41.7	1.6
	since IPO in %	+15.7	
Free float	in %	38.1	38.1

- Share price down by 41.7% (+15.7% since IPO).
- Market capitalization at EUR 481.3 million.
- Proposed dividend of EUR 0.40 per share.
- Dividend proposal reflects payout ratio of 54%.
- Free float unchanged at 38.1%.

Earnings and Balance Sheet Data Overview.

Earnings Data		2010/11	2011/12	+/-	2012/13
Revenues	in million EUR	388.6	549.9	-11%	488.9
EBITDA (margin)	in million EUR	62.5 (16.1%)	60.6 (11.0%)	-46%	32.9 (6.7%)
EBIT (margin)	in million EUR	48.9 (12.6%)	42.2 (7.7%)	-64%	15.3 (3.1%)
Profit for the period	in million EUR	28.4	27.5	-39%	16.7
Earnings per share ¹	in EUR	1.81	1.62	-55%	0.74
Free cash flow ²	in million EUR	-19.4	-49.7	-197%	48.3
Capital expenditure ³	in million EUR	8.3	13.1	+55%	20.2
Employees ⁴		2,167	2,705	+11%	3,013
Balance Sheet Data		2010/11	2011/12	+/-	2012/13
Total assets	in million EUR	450.1	557.7	+2%	567.2
Total equity (ratio) ⁵	in million EUR	191.5 (42.5%)	256.2 (45.9%)	-6%	240.7 (42.4%)
Net debt	in million EUR	-47.2	-74.4	-46%	-40.5
Net working capital	in million EUR	175.9	285.7	-15%	243.9

1 Earnings per share 2012/13 relate to 13.0 million shares, 2011/12 relate to a weighted average number of 12.74 million shares and 2010/11 relate to 12.2 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 As of 31 March of each year

5 Incl. minority interest

Business Segments and Regions Overview.

Business Segments		2010/11	2011/12	+/-	2012/13
SEC ¹					
Revenues	in million EUR	223.3	308.1	11 %	342.3
EBIT (margin)	in million EUR	48.3 (21.6 %)	37.3 (12.1 %)	77 %	66.1 (19.3 %)
RSP ²					
Revenues	in million EUR	158.9	229.9	-44 %	128.3
EBIT (margin)	in million EUR	0.1 (0.1 %)	4.1 (1.8 %)	<-300 %	-51.7 (-40.3 %)
OTH ³					
Revenues	in million EUR	6.4	12.0	52 %	18.3
EBIT (margin)	in million EUR	0.4 (6.7 %)	0.8 (6.5 %)	21 %	0.9 (5.1 %)

Regions⁴		2010/11	2011/12	+/-	2012/13
Austria	in million EUR	37.5 (10 %)	32.8 (6 %)	16 %	38.0 (8 %)
Europe ⁵	in million EUR	182.0 (47 %)	341.4 (62 %)	-15 %	288.9 (59 %)
Americas	in million EUR	27.6 (7 %)	63.6 (12 %)	18 %	74.8 (15 %)
Rest of World	in million EUR	141.5 (36 %)	112.1 (20 %)	-22 %	87.2 (18 %)

1 Services, System Extensions, Components Sales

2 Road Solution Projects

3 Others

4 Revenues (share of total revenues in %)

5 excl. Austria

Outlook on Fiscal Year 2013/14.

The fiscal year 2013/14 will be marked by a continuation of existing projects.

In particular, the further developments in South Africa will influence the revenue and earnings situation.

An invitation to tender has already begun in Slovenia.

Additional tenders are expected in Belgium and the U.S.A.

Extensive toll collection systems are under discussion in Bulgaria, Russia and the surrounding countries as well as in Germany.

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As a member of the **United Nations Global Compact (UNGC)**, Kapsch TrafficCom is committed to corporate social responsibility and sustainable development.



Since 2009, the shares of Kapsch TrafficCom are included in the **Austrian sustainability index, VONIX**.

Vienna Stock Exchange Award 2011 & 2012

Both in the year 2011 and 2012, Kapsch TrafficCom was confirmed in its investor communication by receiving the **Vienna Stock Exchange Award in the category "Small and mid caps"**.