



Kapsch TrafficCom



Investor Presentation.

Challenging the limits of mobility for a healthy world without congestion.

October 2021

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Kapsch TrafficCom.

At a glance.

Provider of Intelligent Transportation Solutions (ITS)

Segment Tolling: ~ 70% of revenues

Segment Traffic Management: ~ 30% of revenues

System integrator with in-house production

Technological forerunner: electronic tolling pioneer

Listed at Vienna Stock Exchange.

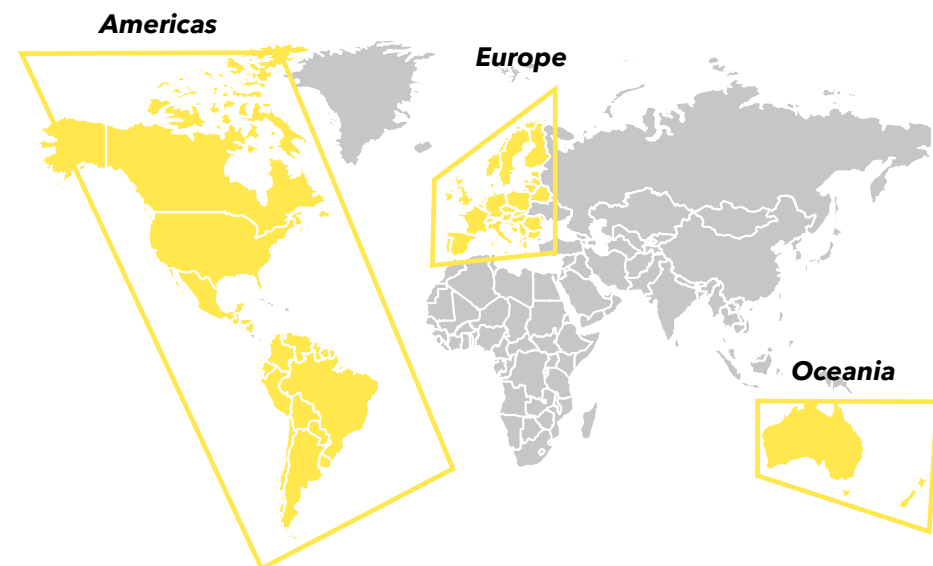
IPO in June 2007

Prime segment

Free float of 36.7%

KAPSCH Group holds 63.3%

Regional focus markets.



505mn

-31%

Revenues.

-123mn

-314%

EBIT

4,657

-9%

Employees

25 countries

Global presence

4.4bn

Addressable market

Reporting segments.

TOLLING

- Pioneer and technology leader in electronic toll collection.
- Unique experience in nation-wide toll systems.

Electronic toll collection.

Technology:

- > Microwave (DSRC)
- > Satellite (GNSS)
- > Video
- > Mobile tolling
- > eVignette

Applications:

- > Multi-lane free-flow (MLFF)
- > Demand management
 - Congestion charging
 - Managed lanes (tolled)

Plaza tolling.

Tolling services.

TRAFFIC MANAGEMENT

- Combines conventional traffic management with smart traffic solutions, demand management and data services.

Traffic management.

- > Highway
- > Tunnels/bridges
- > Urban
- > Corridors
- > C-ITS / connected mobility

Demand management.

- > Urban access management (non-charging)
- > Managed lanes (non-charging)
- > Cross-domain policy setter (CDPS) - new, to be developed

Market: regional focus.

Americas

Europe

Oceania

Regional reporting

- EMEA
(Europe, Middle East, Africa)
- Americas
(North, Central and South America)
- APAC
(Asia-Pacific)

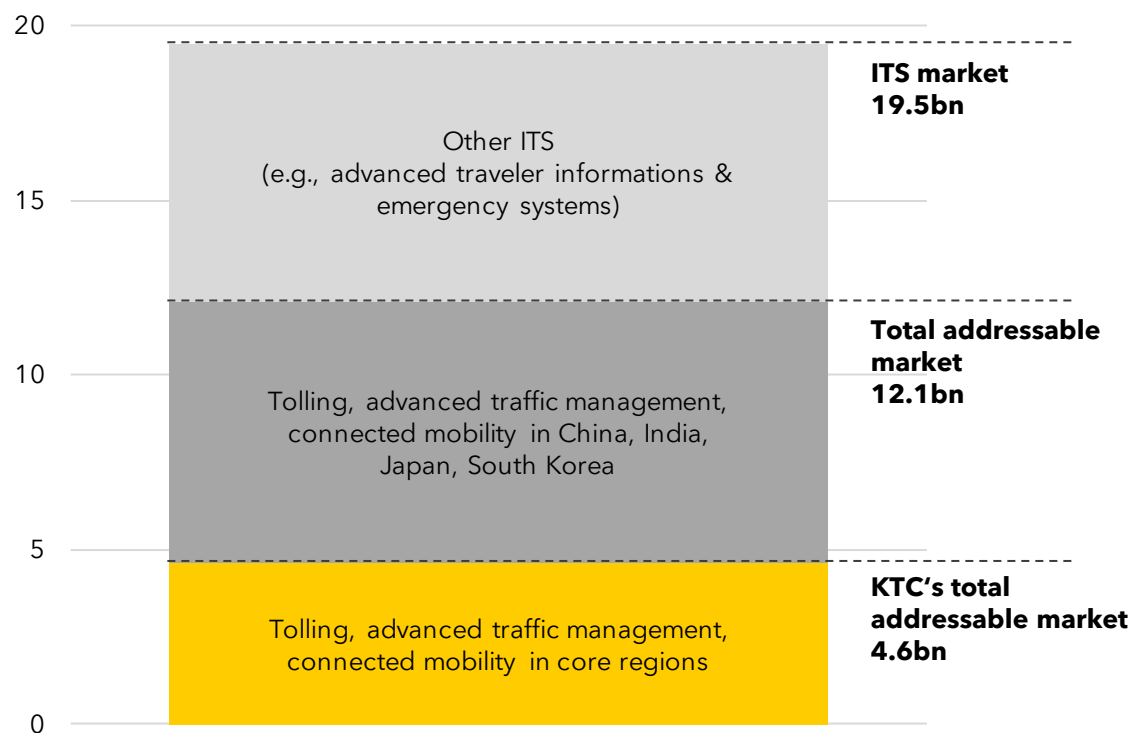
Competition

- Fragmented market:
 - Regionally
 - By solutions/applications
 - By technology
- Many competitors are (a rather small) part of a larger group.

Market: volume.

Target market and expected market development.

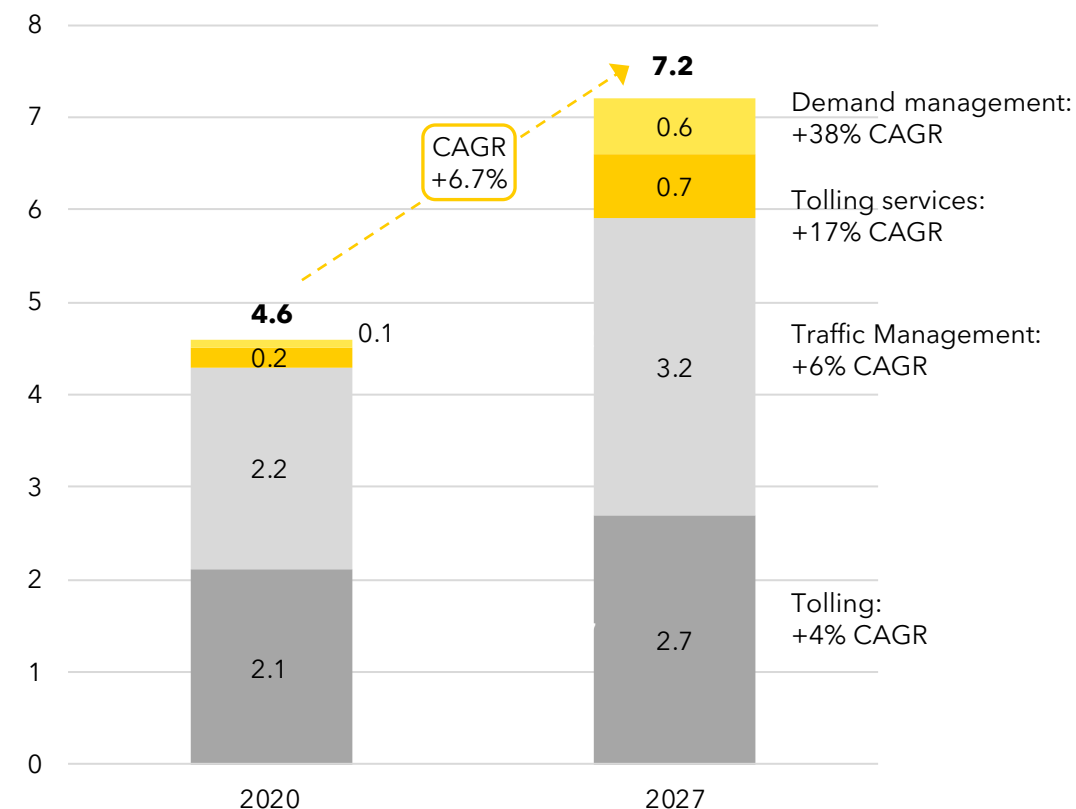
Total addressable market for Kapsch TrafficCom in year 2020.



Source: Kapsch TrafficCom, Grand View Research, ABI Research

KTC's total addressable market 2020-2027.

(In € billion)



Market: drivers.

Infrastructure demand & funding.

Growing car park and traffic volumes
E-vehicles → lower fuel tax income

Urbanization.

60% of population in cities by 2030
70% by 2050

Privacy.

Data privacy becoming more important

New transportation modes & services.

New, shared transportation modes
Electrification of transportation

Ecological footprint.

European Green Deal
CO2, particulate matter, noise

Connected mobility.

Rapid evolution of network technology
and autonomous vehicles and driving

Data & artificial intelligence (AI).

Emergence of vehicle data hubs.
AI for analytics, simulation and prediction

Shift in business.

From hardware to software platforms
Smart infrastructure



Business model.

Overview.

- Cover the customers' entire value chain as a one-stop-shop.
- High degree of flexibility for responding to customer needs: From components, to building complete turnkey systems, to operating them.

Components.

Develop, produce (Austria, Canada) or source:

- In-vehicle components
 - On-board units, transponders
- Road-side components
 - Transceivers, readers, cameras, sensors
- Traffic controllers

Implementation.

Planning/design/installation of systems and applications

- System integrator
 - Own core technology
 - Subcontractors and partners as required
- Project and supplier management
- Installations are transferred to the customer upon completion

Operations.

- Technical operations
 - Monitoring, maintenance, improvement of a system
- Commercial operations
 - Includes the planning and realization of sales offices, call center services, web portals, implementation of payment systems
- Compensation regardless of traffic volume

Tolling services.

- Europe:
 - European Electronic Toll Service (EETS)
 - Tolling services for passenger vehicles
- USA:
 - Toll road payments app

End-to-end solutions as a one-stop shop

Business model.

System integrator with in-house production of hardware and software.



HARDWARE.

In-vehicle products.

On-board units, transponders

Radio frequency field products.

Transceivers, readers

Traffic management products.

Controllers

Video and sensor products.

Cameras, vehicle detection and classification systems



SOFTWARE.

Commercial back office (tolling).

Traffic management (DYNAC[®] and EcoTrafIX[™]).

Enforcement (image processing suite).

Platform for connected mobility.

Goals.

OUTLOOK TO FY 2021/22.

01

Revenues to grow again.

Revenues are expected to grow again after a € 731mn to € 505mn downswing in 2020/21.

02

EBIT positive again.

EBIT margin in the lower single-digit percentage range is expected.

03

Dividend unlikely.

Due to the planned investments in the context of the implementation of Strategy 2027, a distribution appears unlikely for FY2021/22.

GOALS 2027.

01

Revenues > € 1b.

02

Double-digit EBIT margin.

03

Equity ratio > 30%.

04

CO2-neutral company.

05

Above-average contribution to reducing environmental pollution.

Highlights.

Q1
2021/22



Return to profitability with lower revenues.



Cost reduction and restructuring measures show an effect.



Internally financed repayment of financing tranches led to a balance sheet reduction.

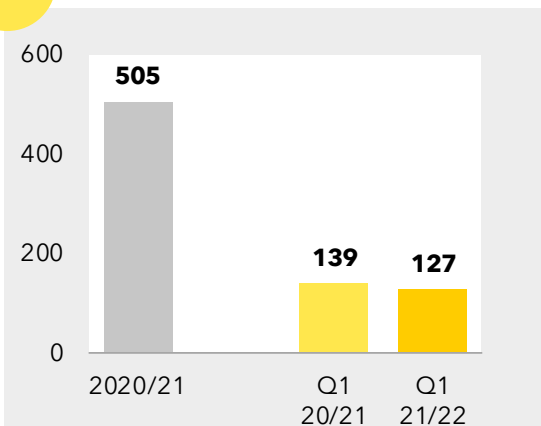


Delays in tenders do not permit more precise information to be reported on the degree of profitability in H2 2021/22.

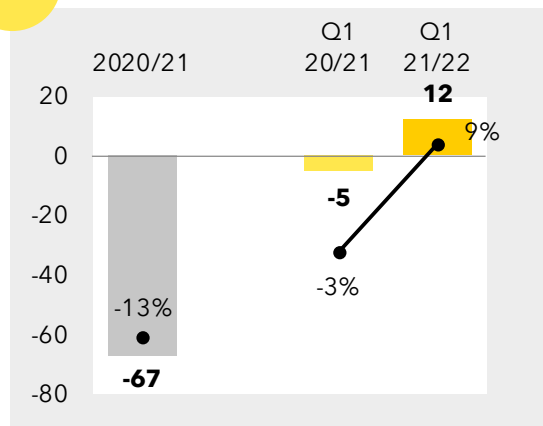
Financials: at a glance.

All figures in € million unless otherwise stated.

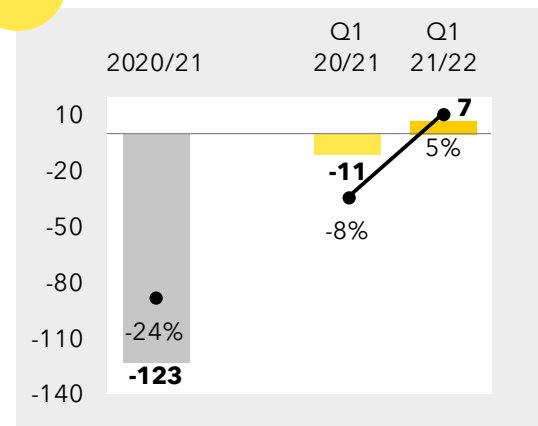
Revenues.



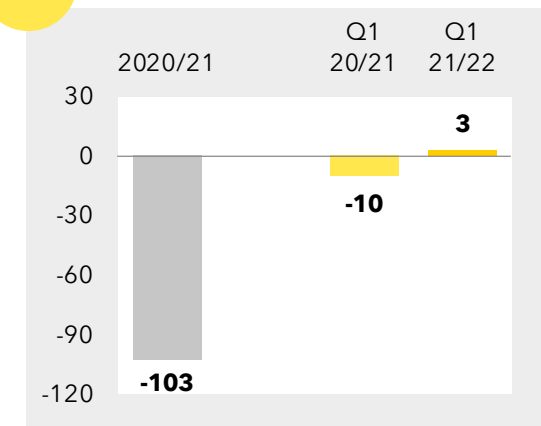
EBITDA, EBITDA margin.



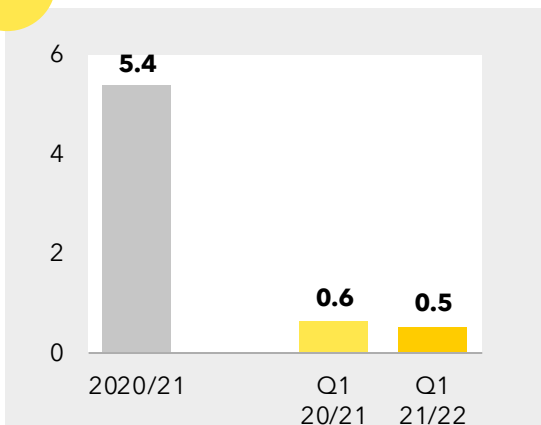
EBIT, EBIT margin.



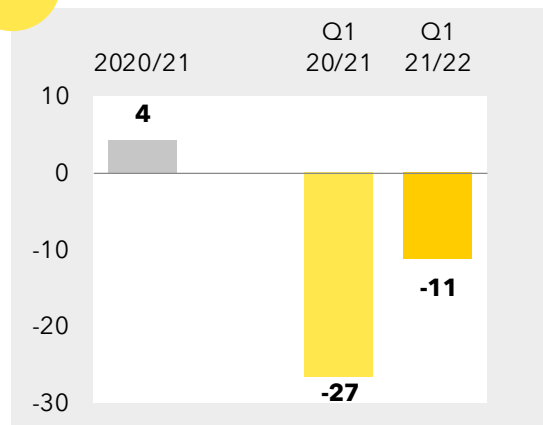
Result for the period.



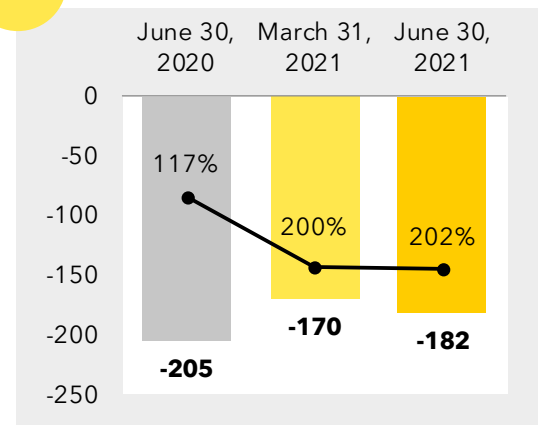
Net CAPEX.



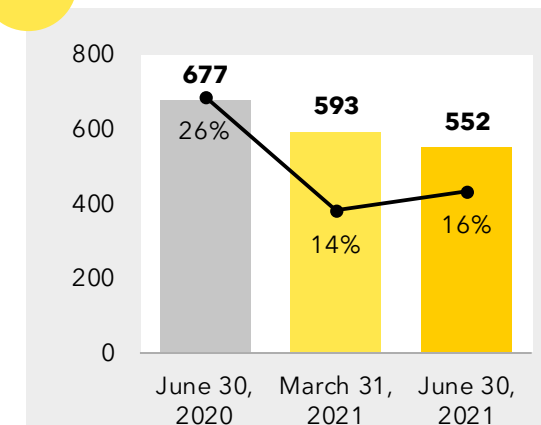
Free cash flow.



Net debt, gearing.



Balance sheet, equity ratio.



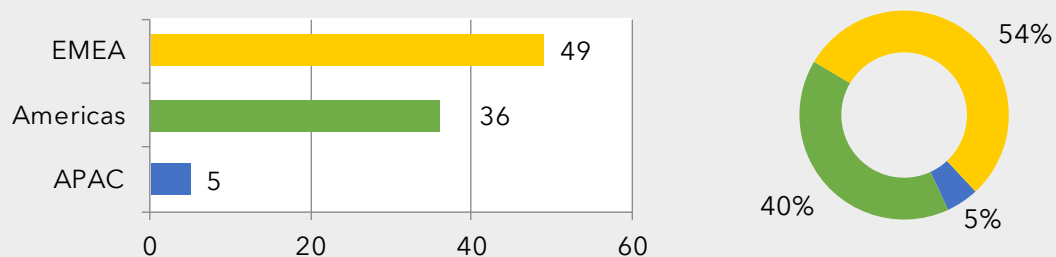
Segment results.

All figures in € million unless otherwise stated.

TOLLING.

	2020/21	Q1 2020/21	Q1 2021/22	+/-
Revenues	358	106	90	-15%
Implementation	219	40	20	-50%
Operations	235	47	54	14%
Components	109	19	16	-15%
EBIT	-117	-9	3	n.m.
EBIT margin	-33%	-8%	4%	12%p

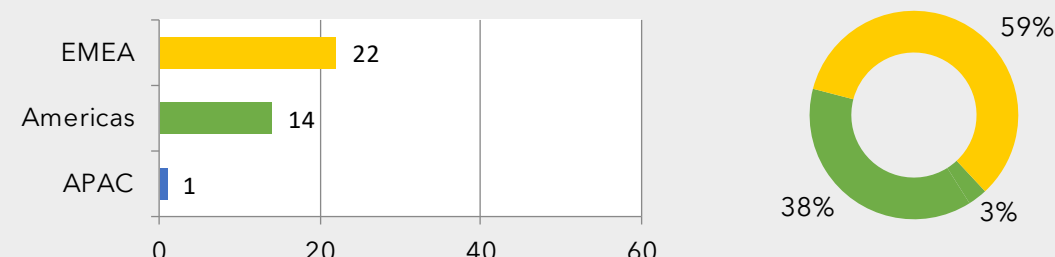
Revenues by region



TRAFFIC MANAGEMENT.

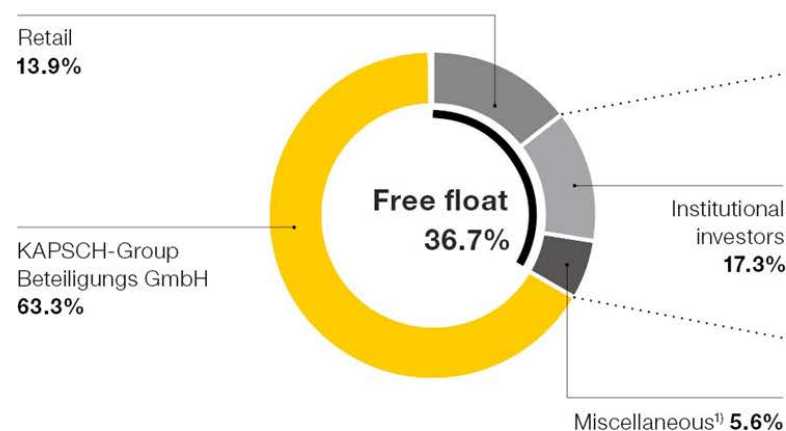
	2020/21	Q1 2020/21	Q1 2021/22	+/-
Revenues	147	32	37	14%
Implementation	16	16	16	4%
Operations	19	16	19	22%
Components	1	1	1	77%
EBIT	-6	-2	3	n.m.
EBIT margin	-4%	-8%	9%	17%p

Revenues by region



Kapsch TrafficCom share.

Shareholder structure



¹⁾ Trading positions and unidentified shareholders.

Institutional investors by region

Source: Shareholder survey from April 2021, participation notice, estimates by Kapsch TrafficCom

Research coverage*

Erste Group	
Accumulate	€ 17.50
RBI (Raiffeisen Bank Intern.)	
Hold	€ 17.00
ODDO BHF/FMR	
Hold	€ 18.00

* As per September 30, 2021.

Select events

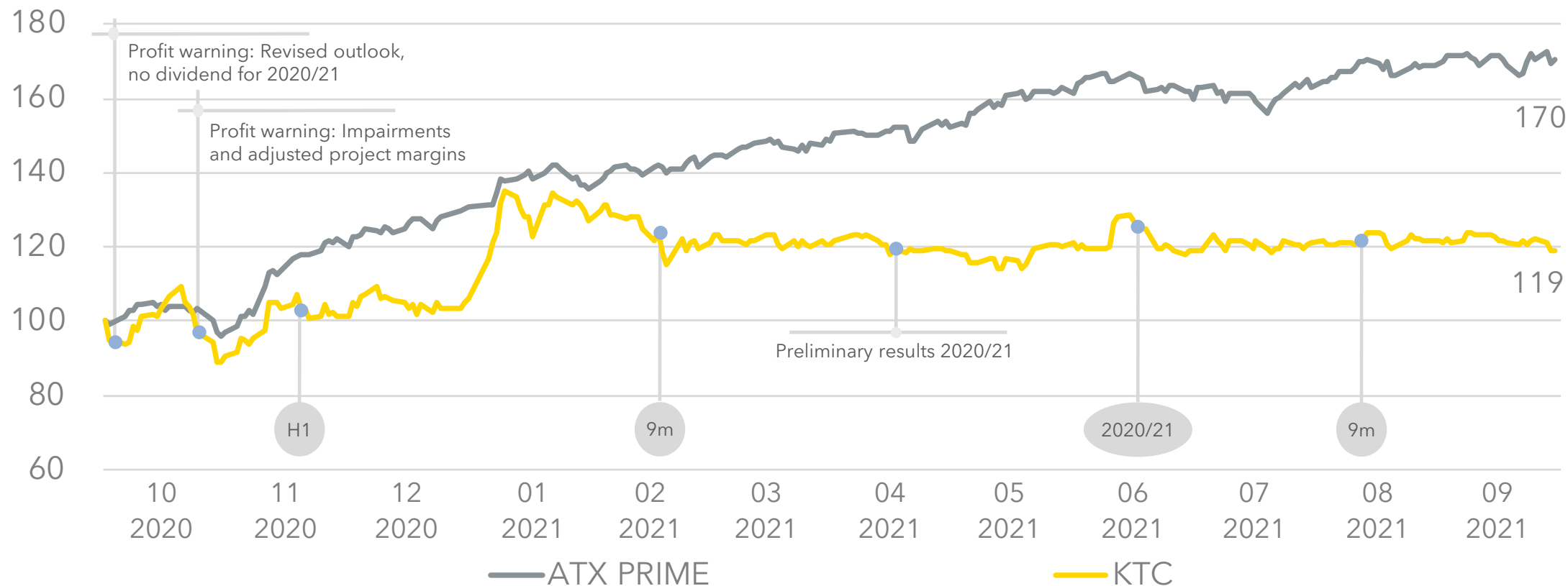
November 18, 2021	H1 results
February 16, 2022	Q1-Q3 results
More information:	www.kapschtraffic.com/ir

Basic information

Listed in Vienna, Prime Market, since 2007	ISIN: AT000KAPSCH9
Capital increase in 2011	Reuters: KTCG.VI
Total of 13 million shares	Bloomberg: KTCG AV

Share price development (last 12 months).

Kapsch TrafficCom and ATX Prime.



USP.

What makes Kapsch TrafficCom unique?

- About 130 years in the electronics industry
- Close to customers
- Ability to develop tailored solutions – proven track record
- Deep and comprehensive domain know-how
- Broad variety of technologies, prime quality
- Integrated, one-stop-shop
- Only real global player in tolling (best practice, risk diversification)
- Scale
- Listed (transparency, access to capital)
- Shareholder interests secured on the Executive Board by CEO Georg Kapsch

Key differentiators.



Domain know-how.



Innovator.



One-stop-shop.



Global player.



Hans Lang

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Dividends.

Dividend policy*

- At least the higher of 1/3 of the earnings per share (EPS) and € 1.
- Depending on economic development, the market environment and capital needs for upcoming projects, the dividend payment can be higher or lower. ...
- ... However, within a reference period of 3 years, the company aims at paying out an average annual dividend of at least € 1.

* As of November 29, 2016. Suspended until further notice as per Oct. 2020

Year	Dividend per share	Earnings per share	Reference financial year	Payout ratio
2018	€ 1.50	€ 2.21	2017/18	68.0%
2019	€ 1.50	€ 3.68	2018/19	40.8%
2020	€ 0.00	€ < 0	2019/20	0.0%
2021	€ 0.00	€ < 0	2020/21	0.0%

Kapsch TrafficCom's offices.

As of March 31, 2021.



Region	Offices	Countries
EMEA	52	17
Americas	55	9
APAC	3	1
Total	110	27

The emergence of Kapsch TrafficCom.

About 130 years in the ever-changing electronic industry.

1892

Kapsch founded

1991

Tolling division at Kapsch.

Toll collection division within Kapsch Aktiengesellschaft

1995

Pioneer.

Contract for the realization of the nationwide Ecopoint System, the world's 1st emissions-based TMS

1999

Pioneer ETC.

Launch of world's 1st MLFF ETC system for an urban motorway on Melbourne City Link in Australia.

2002

Kapsch TrafficCom founded.

Kapsch Aktiengesellschaft restructured in:

- Kapsch TrafficCom
- Kapsch BusinessCom
- Kapsch CarrierCom

2004

Pioneer MLFF.

Austria introduces the national truck road user charging system: the worldwide 1st nationwide multi-lane free-flow system on major highways

2007

IPO of Kapsch TrafficCom.

Select products of Kapsch throughout the years

- > Morse telegraph devices
- > Telephones (fixed and mobile)
- > Capacitors and dry batteries
- > Radios, incl. portable radios
- > TVs (black & white, later color)
- > Telecom networks



We make traffic solutions intelligent.

Why is this so important to us?

- Because we want you to reach your destination quickly, comfortably, and safely.
- Because we want to protect the environment.