

# always one step ahead.

## Company Overview





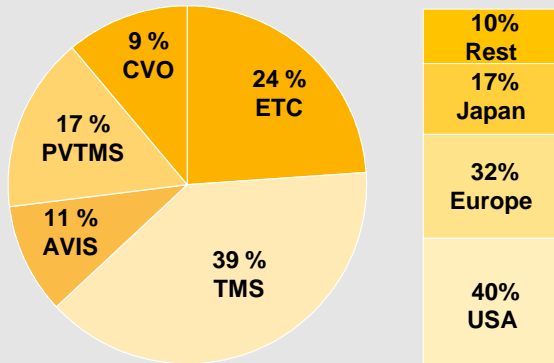
**Kapsch TrafficCom.**

**We make your  
traffic flow.**



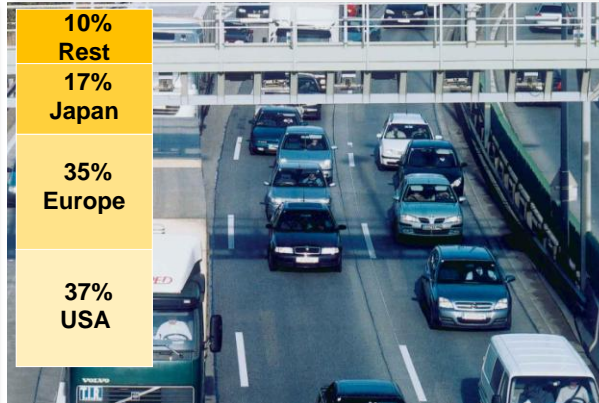
# KTC addresses the Intelligent Transportation Systems (ITS) Market.

## ITS Global Volume 2010: USD 11.8 billion

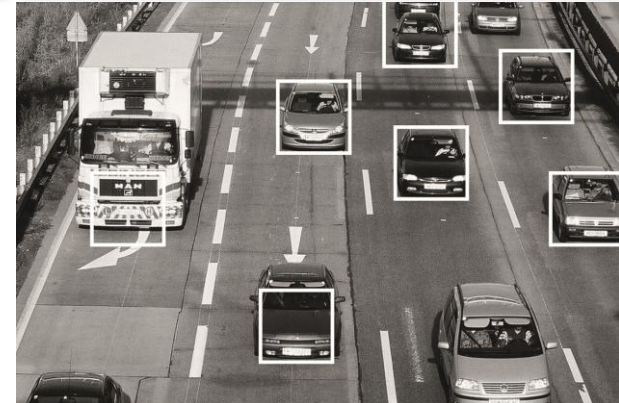


Source: Global Industry Analysts, ITS Report 2010

## Electronic Toll Collection (ETC)



## Traffic Management Systems (TMS)



## Advanced Vehicle Information Systems (AVIS)



## Commercial Vehicle Operations (CVO)

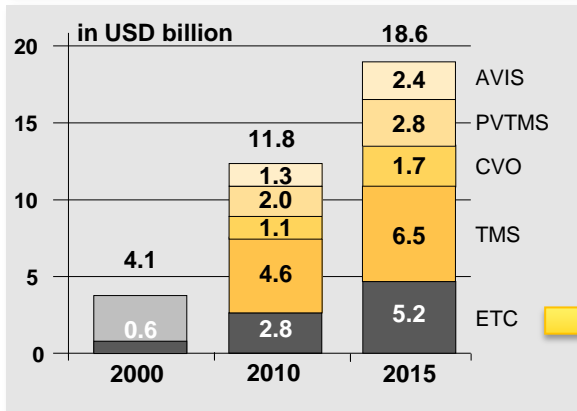


## Public Vehicle Transportation Management Systems (PVTMS)

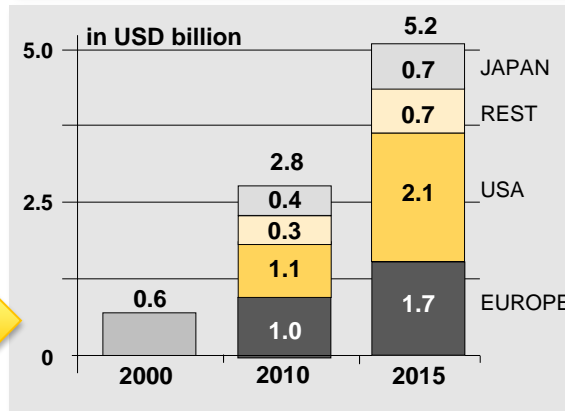


# Infrastructure Funding as Major Driver of a Growing Market.

## ITS Global Market Volume



## ETC Global Market Volume



Source: Global Industry Analysts, ITS Report 2008 and 2010

## Market Drivers

1. **Need of Infrastructure Funding**
2. **Reduction of Road Congestion**
3. **Environmental Protection**
4. **Traffic Safety & Security**
5. **Public Security**
6. **Traffic cost reduction**
7. **Convenience**

- **ITS global volume 2010 at \$11.8bn**
- **Growing to \$18.6bn until 2015**
- **CAGR 2007 to 2015 of 10%**
- **TMS as largest ITS segment**
- **USA as largest ITS geography**

- **ETC global volume 2010 at \$2.8bn**
- **Growing to \$5.2bn until 2015**
- **CAGR 2007 to 2015 of 13%**
- **ETC as 2<sup>nd</sup> largest ITS segment**
- **USA as largest ETC geography**

# KTC is a Supplier of Superior Intelligent Transportation Systems (ITS).

## Toll Collection



### Target groups

- Road operators
- Concessionaires

### Applications

- Highway tolling
- Area tolling
- Plaza tolling
- HOT lane tolling
- Toll enforcement

## Urban Access Management



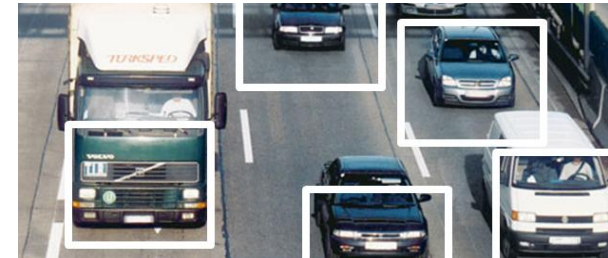
### Target groups

- Municipalities

### Applications

- City tolling
- Access restriction
- Low emission zones
- On-street parking

## Traffic Safety & Security



### Target groups

- Police authorities
- Road authorities

### Applications

- Speed monitoring
- Weigh in motion
- Incident detection
- Traffic surveillance

## Add-on Applications

**Products & Components – (Sub-)Systems – System Integration – System Operations.**

# End-to-end Solutions covering the entire Customer Value Chain.

ETC System Overview

**Tolling System**

**Enforcement System**

**Central System**

**End-to-end Solutions (System Supply & Integration & Operations) as a One-stop shop.**

Applied Technologies

**Dedicated Short-Range Communication (DSRC)**

DSRC also Infrared

**Global Navigation Satellite System (GNSS)**

**Automatic Number Plate Recognition (ANPR)**

Number Plate

# Electronic Toll Collection (ETC) Industry Overview.

## System Components

## System Integration

## System Operations

### Components / Equipment Providers\*



\* On-board and roadside equipment; not incl. specific central system providers

### Turnkey Solution Providers



### System Integrators



### End-to-end Solution Providers



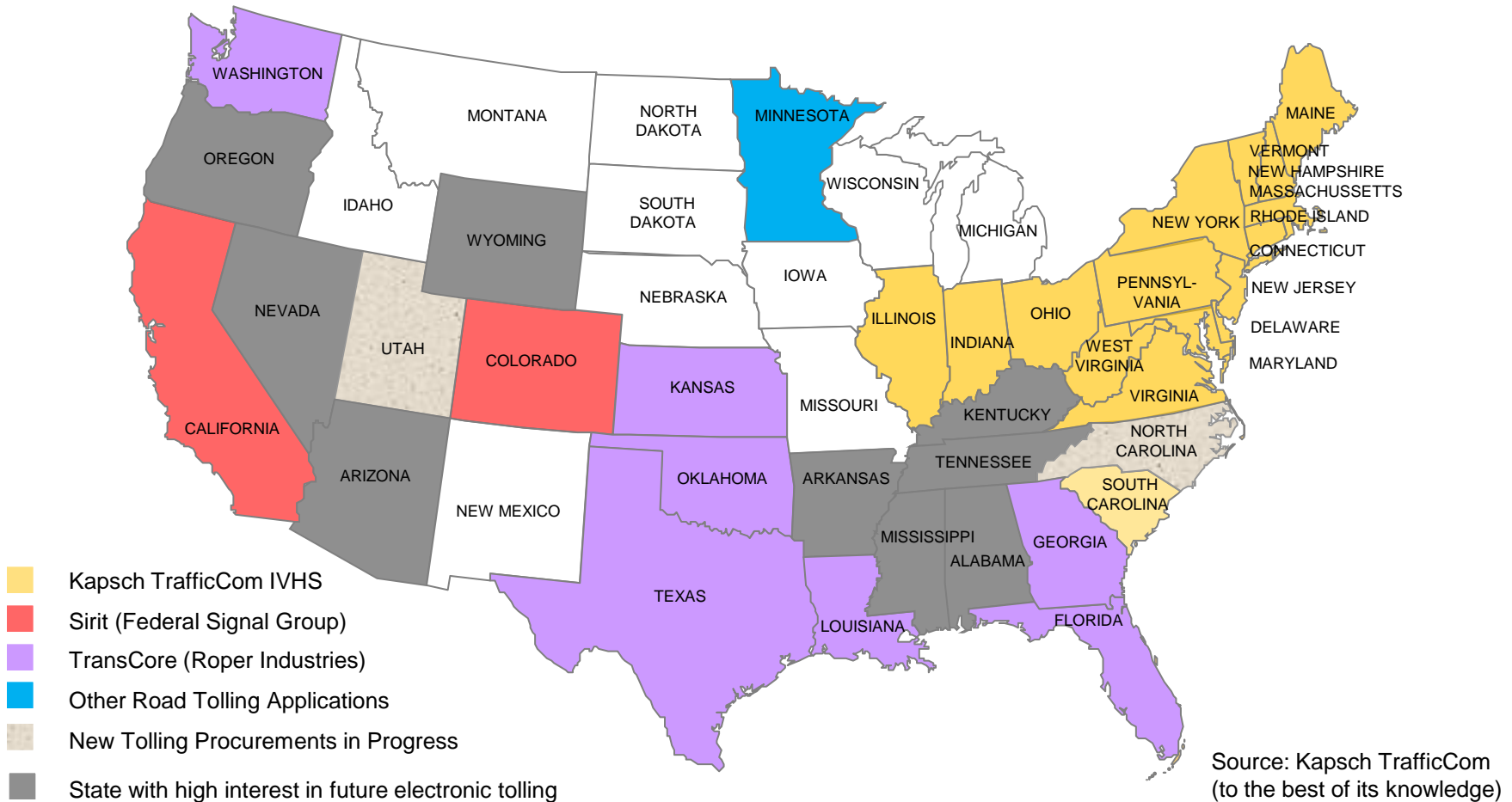
### System Integrators / Operators



### Road Operators / Concessionaires



# Highly Fragmented Electronic Toll Collection (ETC) Market in the U.S.





## Fiscal Year 2010/11 in Overview.

Earnings Data		Fiscal Year 2010/11	+/- %	Fiscal Year 2009/10
Revenues	in million EUR	388.6	+80 %	216.0
EBITDA ( <i>margin</i> )	in million EUR	62.5 (16.1 %)	+95 %	32.0 (14.8%)
EBIT ( <i>margin</i> )	in million EUR	48.9 (12.6 %)	+99 %	24.5 (11.4%)
Adjusted earnings per share <sup>1, 2</sup>	in EUR	1.81	+21 %	1.49
Free cash flow <sup>3</sup>	in million EUR	-19.9	<-100 %	41.6
Capital expenditure <sup>4</sup>	in million EUR	8.3	+71 %	4.8
Employees <sup>5</sup>		2,167	>100 %	1,023
Balance Sheet Data		31 March 2011	+/- %	31 March 2010
Total assets	in million EUR	450.1	+53 %	295.1
Total equity ( <i>ratio</i> ) <sup>6</sup>	in million EUR	191.5 (42.5 %)	+14 %	168.2 (57.0 %)
Net assets (+) / debt (-)	in million EUR	-47.2	<-100 %	35.3
Net working capital	in million EUR	175.9	+68 %	104.6

1 2009/10 adjusted for the EUR 14 million fair value adjustment relating to the share in Q-Free ASA, Norway

2 earnings per share relate to 12.2 million shares

3 operating cash flow minus capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments)

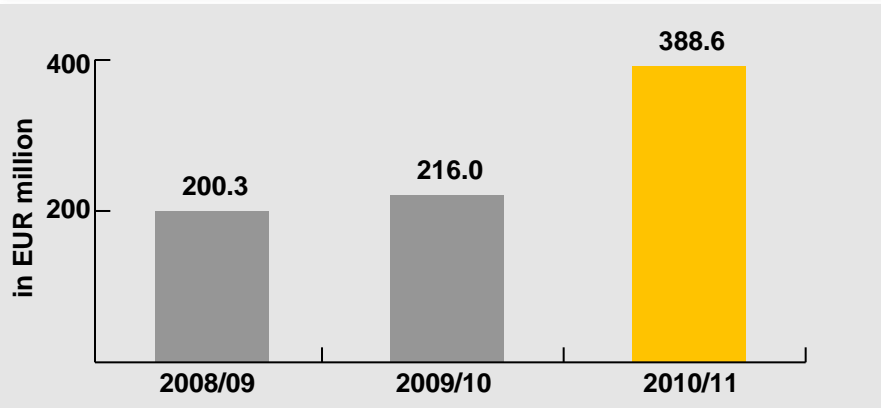
4 capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments)

5 as of 31 March of each year

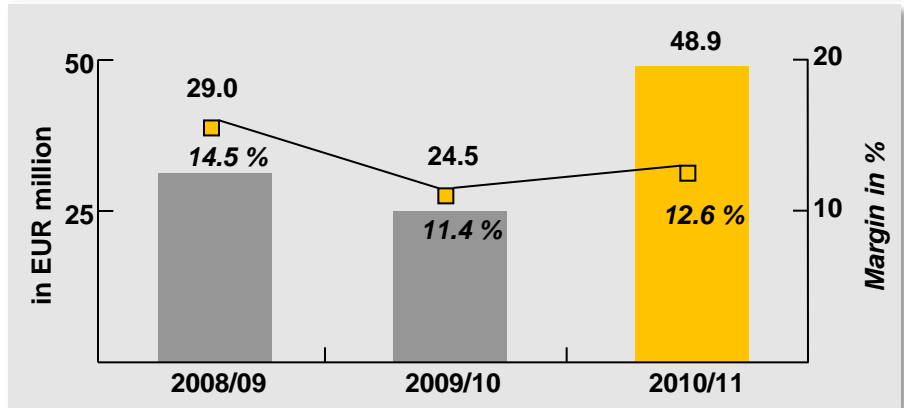
6 incl. minority interest

# Selected Financial Data.

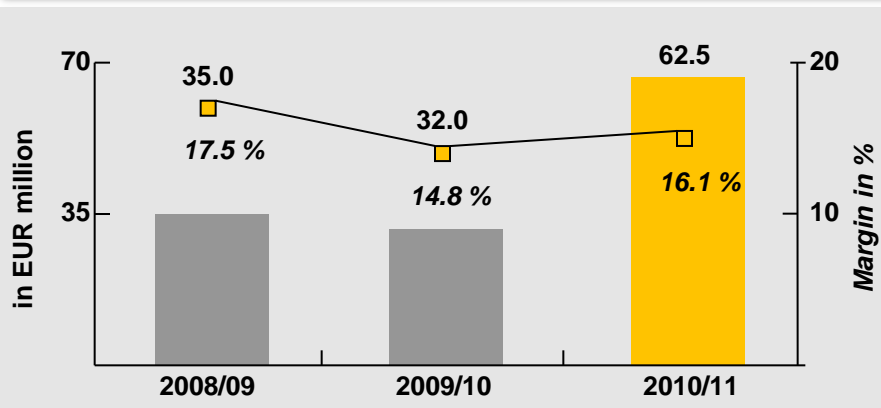
Revenues



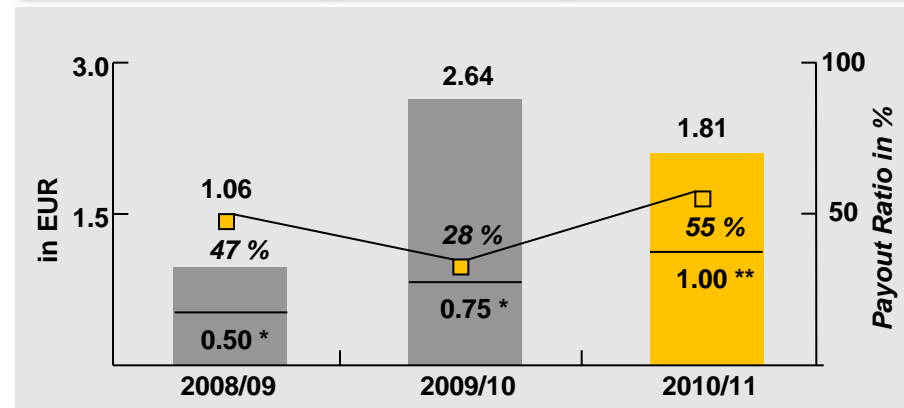
EBIT



EBITDA



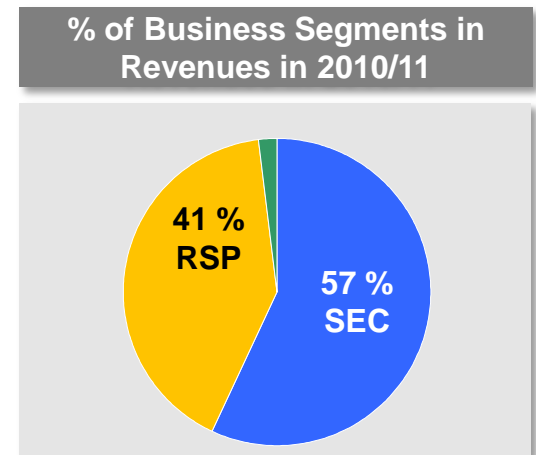
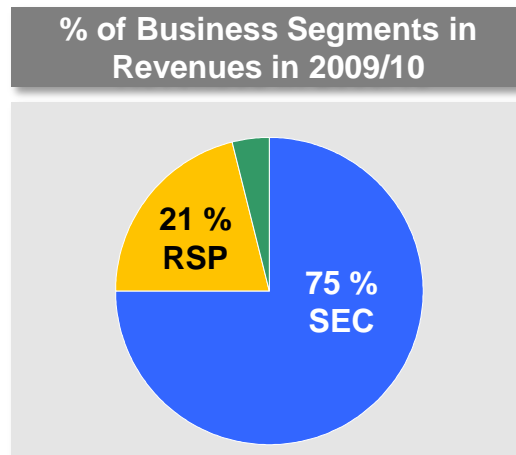
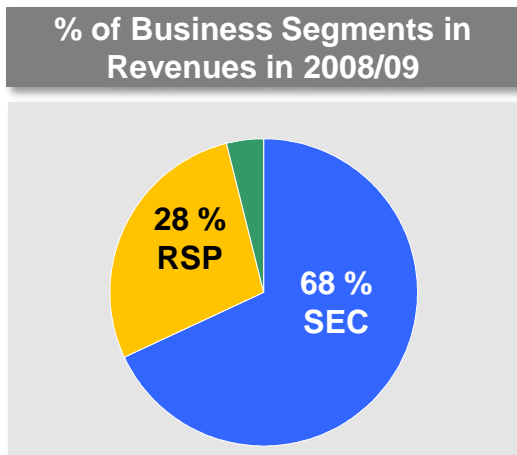
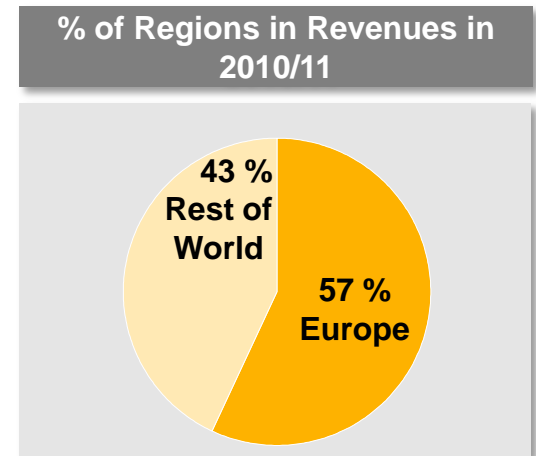
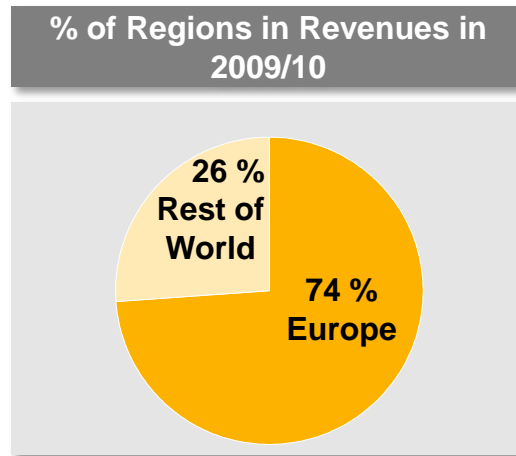
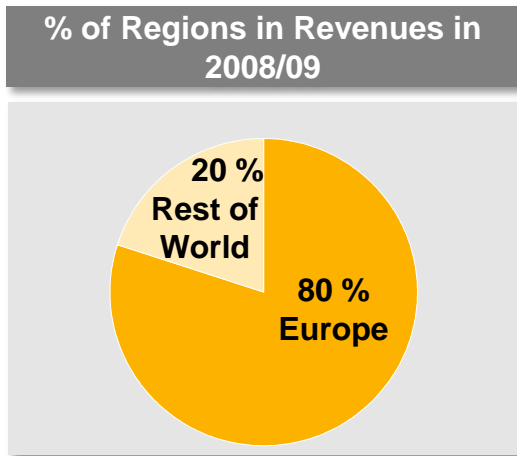
Earnings / Dividend per Share



\* Dividend per Share as reported

\*\* Proposal of Managing Board

# Percentage of Business Segments & Regions in Revenues.

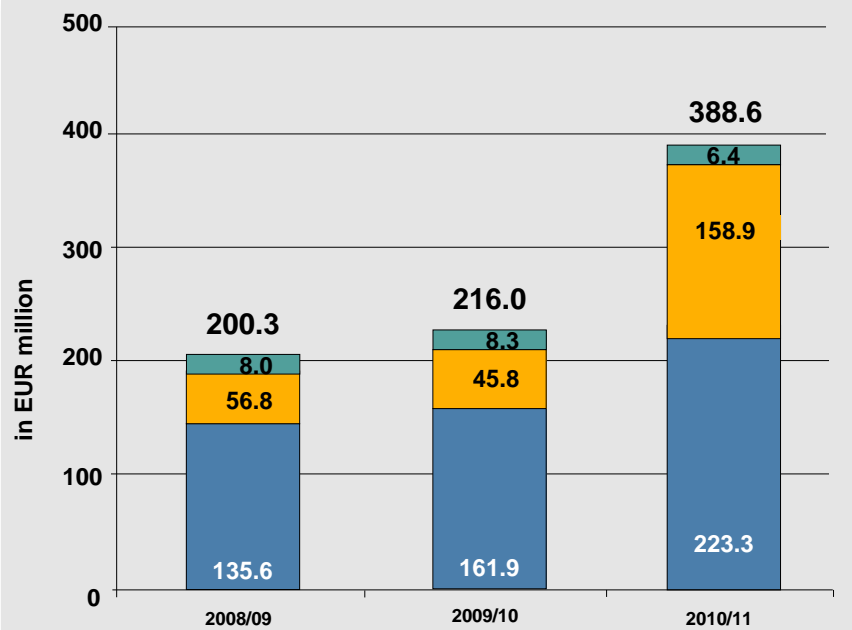


■ Segment SEC – Services, System Extensions, Components Sales   ■ Segment RSP – Road Solution Projects   ■ Others

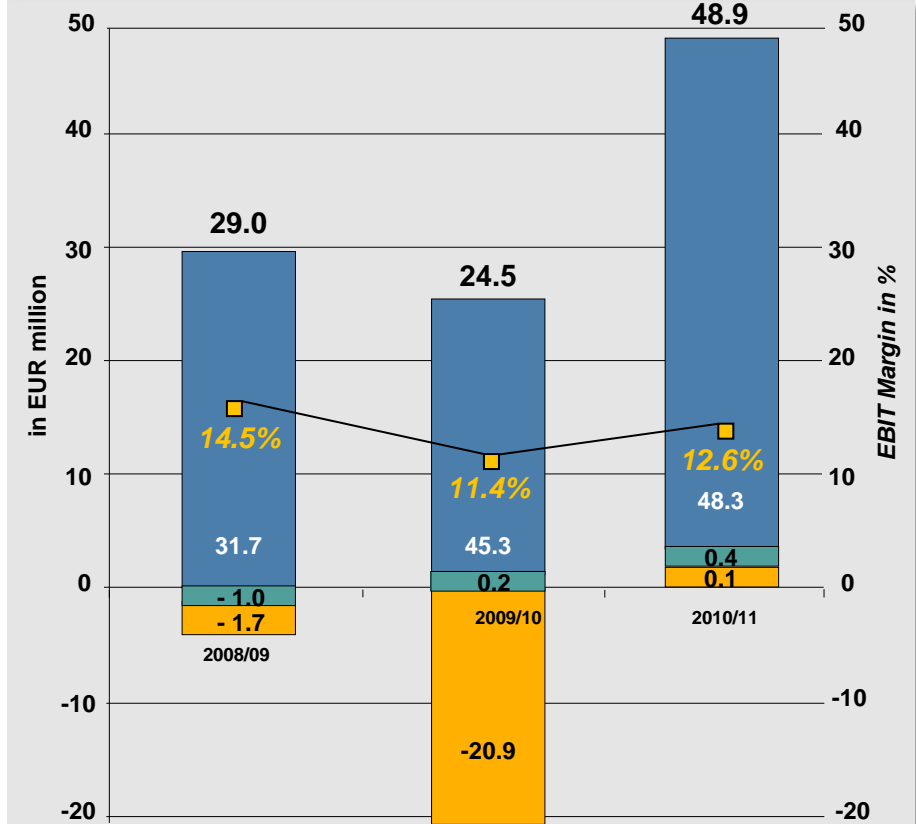
# Business Segments.

■ **Road Solution Projects (RSP)**   
 ■ **Services, System Extensions, Components Sales (SEC)**   
 ■ **Others (OTH)**  
 Project related business (> EUR 3 million)   
 Recurring business (services/components) and projects < EUR 3million   
 3rd party production sales

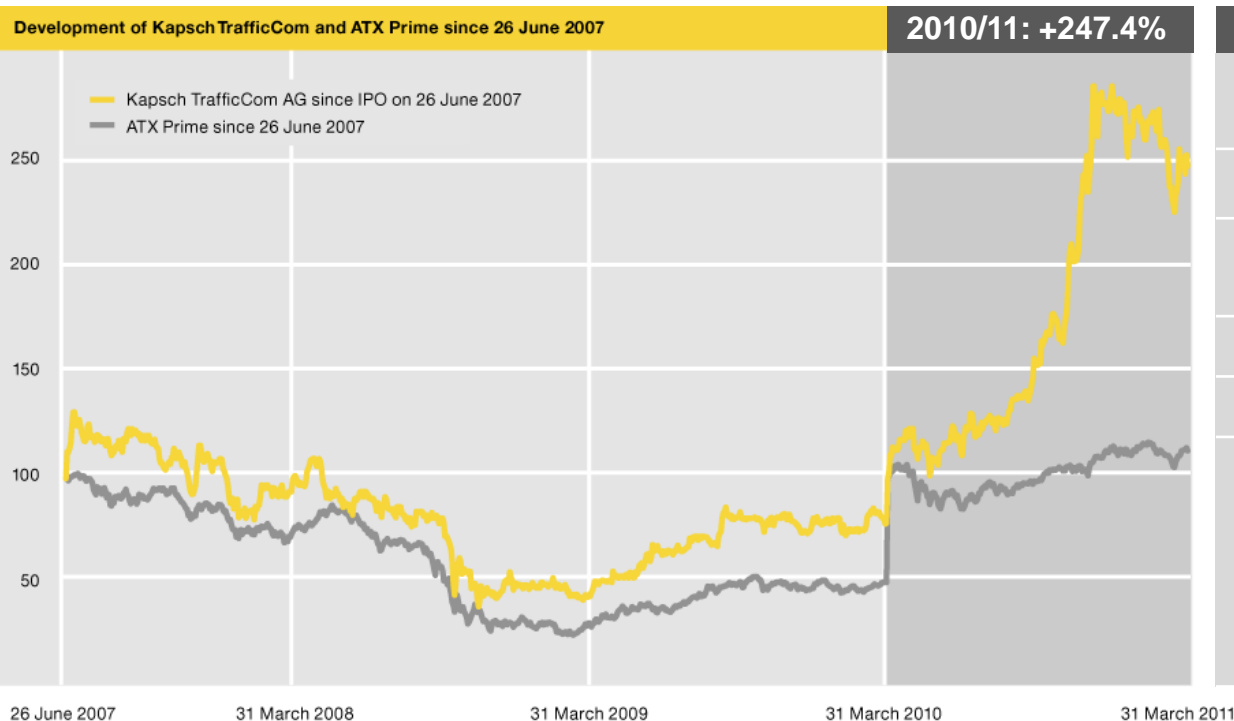
### Revenues by Business Segments



### EBIT by Business Segments



# Kapsch TrafficCom Shares.



Information on the Shares	
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. Raiffeisen Centro Bank</li> <li>5. WestLB</li> <li>6. Macquarie Securities*</li> </ol>

\* Last research update in July 2011

## Selected Stock Exchange Data as of 31 March 2011

<b>Number of shares</b>	<b>in million</b>	<b>12.2</b>	<b>Closing price</b>	<b>in EUR</b>	<b>62.5</b>
<b>Free float</b>	<b>in %</b>	<b>31.6</b>	<b>Market capitalization</b>	<b>in EUR million</b>	<b>762.5</b>

## Corporate Strategy.



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**Kapsch TrafficCom** is an international supplier of superior intelligent transportation systems (ITS) and primarily supplies electronic toll collection (ETC) systems. With its end-to-end solution portfolio, Kapsch TrafficCom covers the entire value creation chain of its customers, from products and systems to integration and operations, as a one-stop shop. Kapsch TrafficCom also offers solutions for urban access management as well as for traffic safety and security. Add-on applications to these solutions complement the offering. With references in 41 countries in all 5 continents, Kapsch TrafficCom has positioned itself among the internationally recognized suppliers of intelligent transportation systems. Kapsch TrafficCom AG is headquartered in Vienna, Austria, and represented in 27 countries.

For more information, visit us under  
[www.kapschtraffic.com](http://www.kapschtraffic.com)

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