



kapsch >>>
challenging limits

Kapsch TrafficCom

2nd Institutional Investors' Day.

André Laux: Sales Review & Business Opportunities.

September 18, 2018

Introduction.

Just a small selection of achievements.

At the technological forefront.



- > In 1999, we delivered the world's first commercial CEN standard compliant MLFF system to Australia.
- > 80% of all CEN standard MLFF systems globally use our state-of-the-art technology.
- > Approx. 20,000 lanes equipped.
- > More than 100 million OBUs sold.

Unique experience with nation-wide toll systems.



6 of 10 European nation-wide truck toll systems built and served by Kapsch TrafficCom:

- > Austria
- > Czech Republic
- > Belarus
- > Poland
- > Bulgaria
- > Switzerland

Other landmark projects: ETC & IMS.



USA: Supplier to the world's largest interoperable tolling group (E-Zpass), with 24 members across 14 states.

Italy: Almost 50% of Italians living in cities > 100,000 benefit from our urban access solutions.

England/Netherlands: Next-generation national traffic management

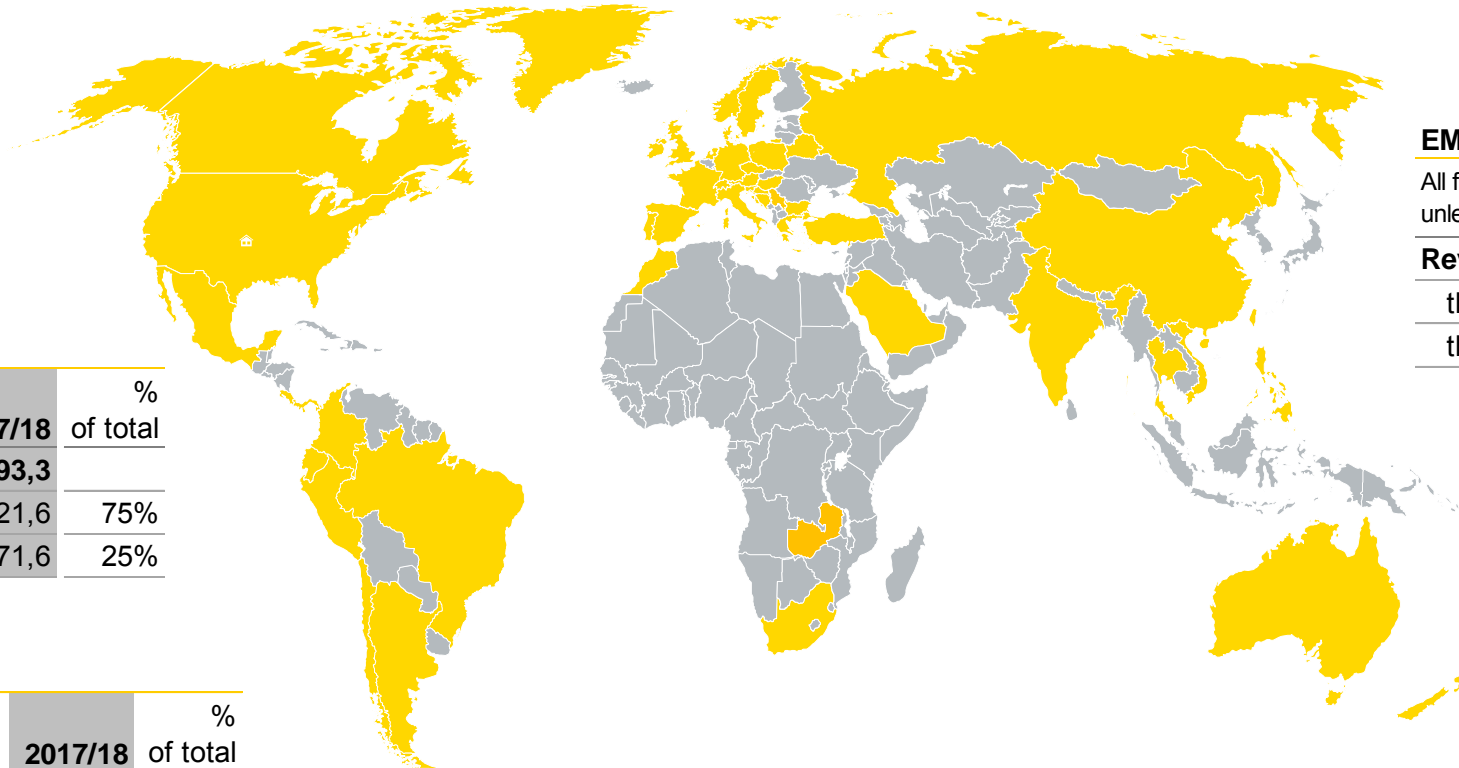
Zambia: Nation-wide concession, traffic safety & traffic management

Developed to a global player.



- > References in more than 50 countries.
- > Offices in more than 30 countries.
- > More than 5.200 employees.
- > Top integrator and operator of ITS/IMS solutions.

References in more than 50 countries.



Global

All figures in EUR mn unless otherwise stated	2017/18	% of total
Revenues	693,3	
thereof ETC	521,6	75%
thereof IMS	171,6	25%

Americas

All figures in EUR mn unless otherwise stated	2017/18	% of total
Revenues	209,1	30%
thereof ETC	139,3	20%
thereof IMS	69,8	10%

EMEA

All figures in EUR mn unless otherwise stated	2017/18	% of total
Revenues	441,9	64%
thereof ETC	346,8	50%
thereof IMS	95,1	14%

APAC

All figures in EUR mn unless otherwise stated	2017/18	% of total
Revenues	42,3	6%
thereof ETC	35,5	5%
thereof IMS	6,8	1%

Portfolio of solutions.

Integrated mobility solutions provider – financial segmentation.



Tolling (ETC)

Electronic toll collection

- > Multi-lane free-flow
- > Managed lanes (tolled)
- > Mobile tolling
- > eVignette

Plaza tolling

- > Stand-alone manually operated tolling plazas
- > Plaza tolling systems combined with electronic toll collection

City tolling

- > Static city toll
- > Situation-dependent road pricing

Tolling services

- > European Electronic Toll Service (EETS)
- > Tolling services for passenger cars

Revenues 2017/18: EUR 522 million, i.e. 75%

Intelligent Mobility Solutions (IMS)

Traffic management

- > Highway traffic management
- > Urban traffic management
- > Managed lanes
- > Tunnels and bridges

Traffic safety & security

- > Road safety enforcement
- > Commercial vehicle enforcement
- > Electronic vehicle registration

Connected vehicles

- > V2X-automotive
- > V2X-infrastructure
- > Connected mobility

Smart urban mobility

- > Access management
- > Smart parking
- > Intermodal mobility

Revenues 2017/18: EUR 172 million, i.e. 25%

Nation-wide tolling projects.

Update.

Austria

Awarded 2004 & 2016 – 2028 (ext. 2032)

Technical operation of toll system for trucks

Czech Republic

Awarded 2007 & 2016 – 2019

Implementation and operation of toll system for trucks

Bulgaria

Awarded 2018 – 2019

Implementation of toll system for trucks and passenger cars

Poland

Awarded 2010 – 2018

Implementation and operation of toll system for trucks

Belarus

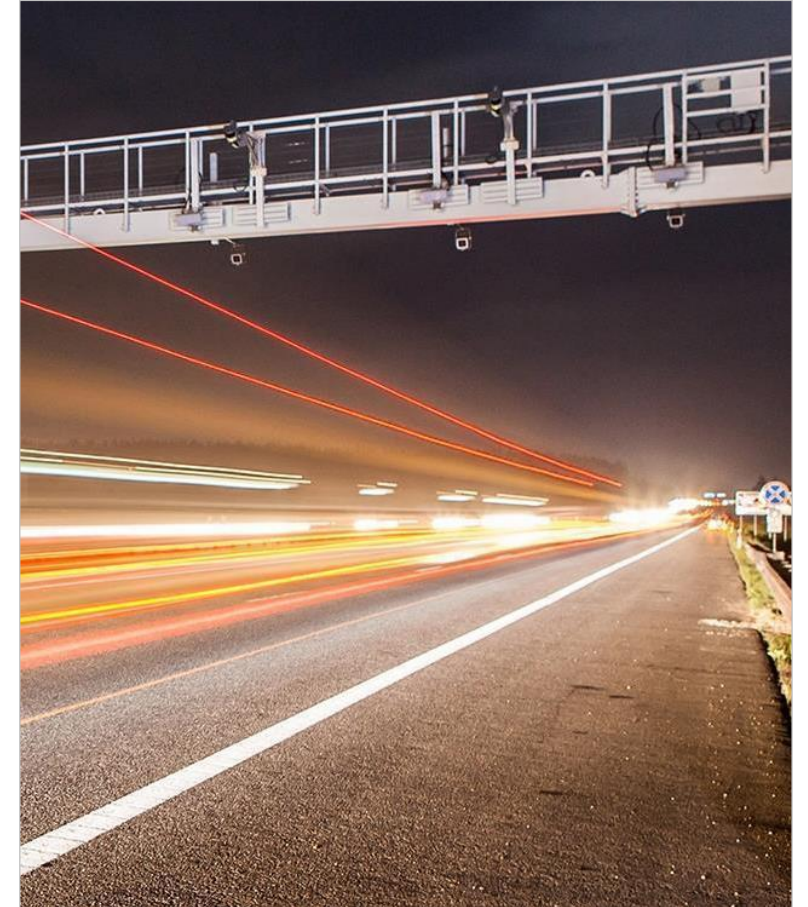
Awarded 2012 – 2032

Implementation and operation of toll system for trucks and passenger cars

Switzerland

Awarded 1999 & 2018 – 2020 (ext. 2024)

Modernization of toll system for trucks as well as maintenance and system operation



Overview: Road safety & TM in Zambia.

About the project

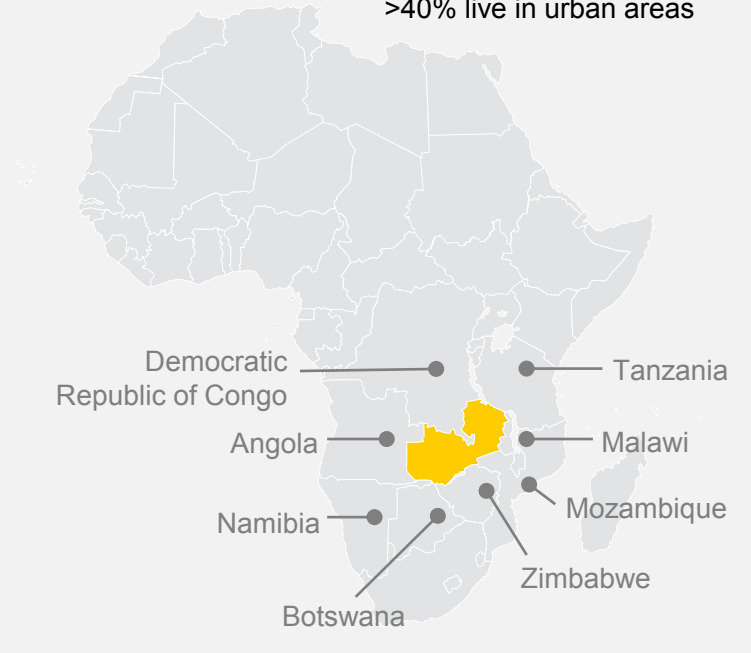
- > Nation-wide concession contract to improve road safety and traffic management.
- > Main components:
 - Vehicle inspection,
 - Vehicle registration,
 - Speeding fines and other traffic-related infringements.
- > Term: 17 years

Organizational & financial

- > Joint venture (JV) with local partner Lamise Trading.
- > Consolidation: Until August 2018 at equity, thereafter full consolidation.
- > JV's expected revenues in the first 3 years projected to be in the range of EUR 90 million to EUR 110 million.

Republic of Zambia

Capital:	Lusaka
Official language:	English
GDP (PPP)/cap*:	USD 3,933
Currency:	Zambian Kwacha (ZMW)
Population*:	16.6 million; >40% live in urban areas



*Source: World Bank (Data for 2016)

Selected references.

Tolling & traffic management.

South Africa

Gauteng open road tolling

UK, Netherlands

Next-generation national traffic management centers

USA

E-ZPass component delivery

Chile

ITS for Ruta 5 Norte, SCADA

Australia

Toll roads in Melbourne, Sydney, Brisbane

Argentina

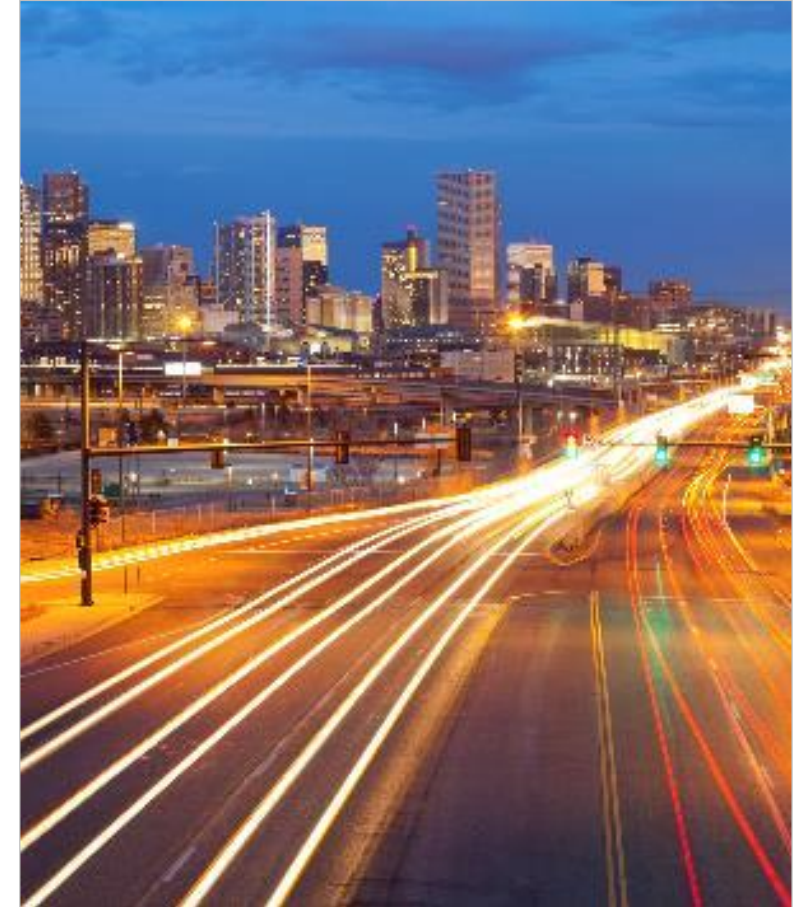
Integrated city management EcoTrafIX™ for Buenos Aires City

Chile

Toll roads in Santiago de Chile

USA

Port Authority for New York and New Jersey: Agency-wide TMS





Products and Production.

Product portfolio.

In-vehicle products

- > 5.8 GHz DSRC transponders/on-board units
- > 5.9 WAVE/5G DSRC on-board units
- > 915 transponders
- > RFID-63 passive transponders
- > GNSS/DSRC on-board units



Radio frequency (RF) field products

- > 5.8 CEN DSRC transceivers
- > 5.9 WAVE/5G DSRC transceivers
- > 915 readers
- > RFID-63 readers
- > Handheld & desktop transceivers and readers



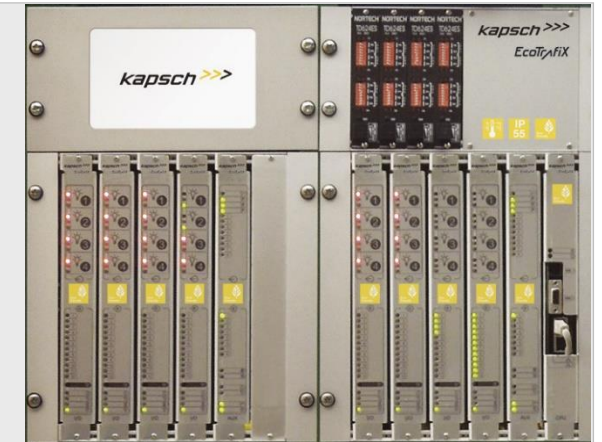
Video and sensor products

- > ANPR cameras
- > Image processing suite
- > Vehicle detection and classification systems



Traffic management products

- > EcoTrafIX™ controller





Market Outlook.
Very dynamic environment.

Target projects.

More than 190 projects worldwide with an aggregated volume of more than EUR 7bn.

- > Compared to last IID: Higher market dynamics
 - Volume: EUR 7bn vs. EUR 4.1bn
 - Volume of stage “procurement/bid process ongoing” more than doubled
 - Number of projects: >190 vs. >100
- > Large projects predominantly in ETC.
 - Sensitive topics for tendering authority.
 - Therefore, long lead times until award of such a project.
- > Americas business is steadily increasing average size of projects.
- > Smaller projects tend to have shorter lead times.
- > IMS projects need less time from prospect status to being awarded.

Prospects		
Project volume > EUR 50mn		
ETC	EUR	1.430
IMS	EUR	600
		EUR 2.030
Project volume EUR 10-50mn		
ETC	EUR	250
IMS	EUR	300
ETC/IMS	EUR	30
		EUR 580
Project volume <EUR 10mn		
ETC	EUR	110
IMS	EUR	170
		EUR 280
Total: EUR 2,890mn		

Procurement/bid process ongoing		
Project volume > EUR 50mn		
ETC	EUR	3.540
IMS	EUR	100
		EUR 3.640
Project volume EUR 10-50mn		
ETC	EUR	260
IMS	EUR	120
ETC/IMS	EUR	20
		EUR 400
Project volume <EUR 10mn		
ETC	EUR	50
IMS	EUR	60
		EUR 110
Total: EUR 4,150mn		

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for your attention.***

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