

# Always one step ahead.

**Fiscal Year 2013/14 (1 April 2013 – 31 March 2014) Overview.**



## Key Aspects of Fiscal Year 2013/14.

### What we achieved

### What has not proved satisfactory

#### 1. Financial performance

- EBIT increased by 23% with stable revenue
- 9.2 million on-board units delivered

- Profit for the period decreased by 83%
- Free cash flow negative due to ongoing projects
- Net debt significantly increased

#### 2. Electronic toll collection (ETC) system in Provinz Gauteng, South Africa

- System went into operation in December 2013
- Delay of over 1.5 years now ended

- Payment rate far below the planned values
- Planned project profitability not yet reached due to circumstances

#### 3. Nationwide ETC system in Poland

- System went into operation 2.5 years ago
- High performance rate secures income for the state
- Project profitability is stable
- System expanded by another 450 km to 2,600 km

#### 4. Nationwide ETC system in Belarus

- Commercial operation began in August 2013
- First expansion to 933 km complete
- Planned project profitability achieved

- Further expansion proceeding more slowly than expected

## Key Aspects of Fiscal Year 2013/14.

### What we achieved

### What has not proved satisfactory

#### 5. Market presence in North America

- First Kapsch system integrated in the U.S.A., in Texas
- Contract for OBU deliveries extended in Canada
- Maintenance for Golden Gate Bridge taken over
- Transdyn, Inc. acquired in the U.S.A.

#### 6. Market presence in Australia

- System started on M5 Motorway in Sydney
- New orders for system deliveries received

#### 7. New projects and markets

- Offer prepared for nationwide toll system in Russia

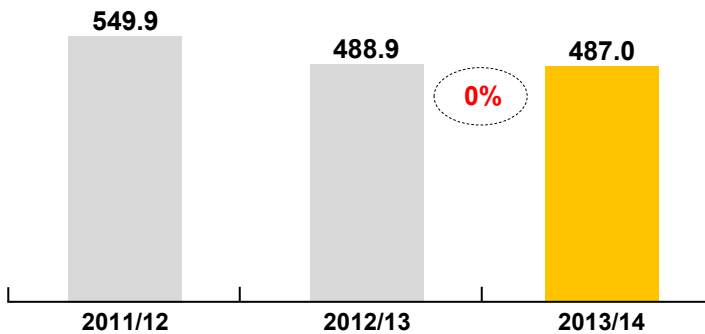
#### 8. Implementation of strategy 2016

- Organizational structure adjusted
- New portfolio structure defined
- Additional orders obtained in new ITS segments
- ITS expansion accelerated with Transdyn acquisition

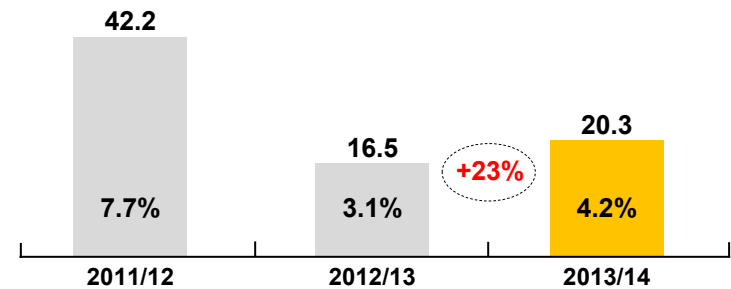
- Invitation to tender in Slovenia canceled
- Toll projects in Hungary and Belgium awarded to others
- New project in Denmark postponed
- Start of program in Brazil and of system in France delayed

## Revenues and Earnings.

### Revenues in million EUR

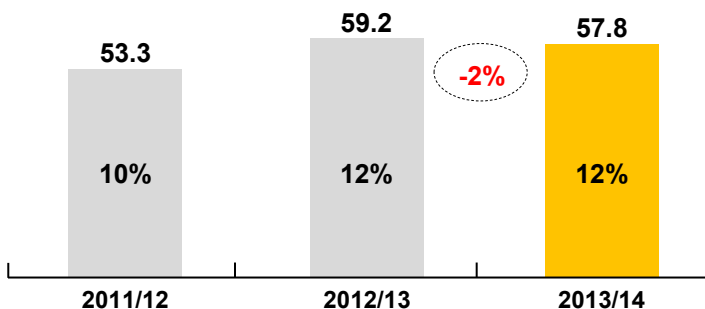


### EBIT in million EUR EBIT Margin in %



### Research & Development

in million EUR (share on total revenues in %)

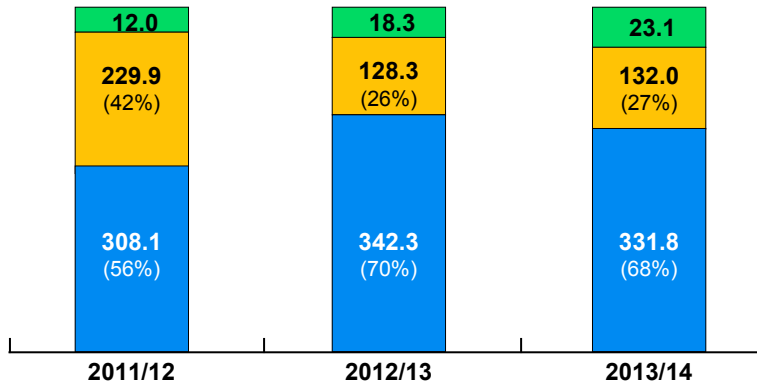


- Revenues remained stable at EUR 487.0 million
- EBIT increased by 23% to EUR 20.3 million despite a one-time effect of EUR -8.5 million
- EBIT margin rose from 3.1% to 4.2%
- EUR 57.8 million invested into R&D

# Revenues by Business Segments and Regions.

## Revenues by Business Segments

in million EUR (share on total revenues in %)



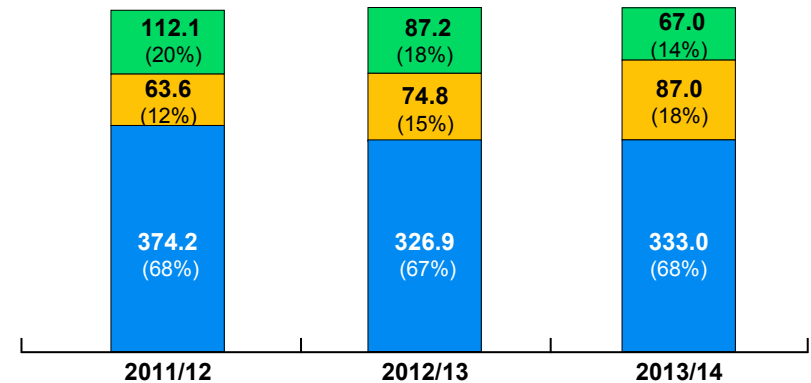
**SEC** Services, System Extensions, Components Sales (SEC)  
Recurring part of business

**RSP** Road Solution Projects (RSP)  
System implementation projects

**OTH** Others (OTH)  
Third party revenues of production

## Revenues by Regions

in million EUR (share on total revenues in %)

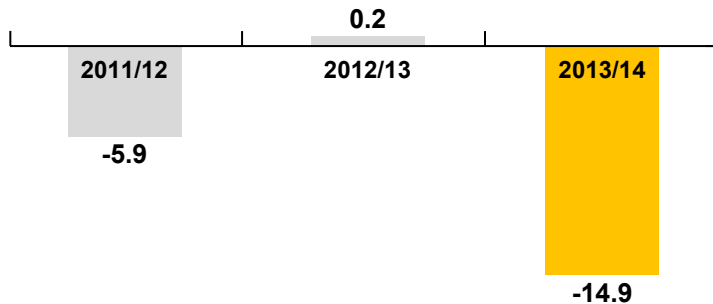


**Europe**      **Americas**      **Rest of World**

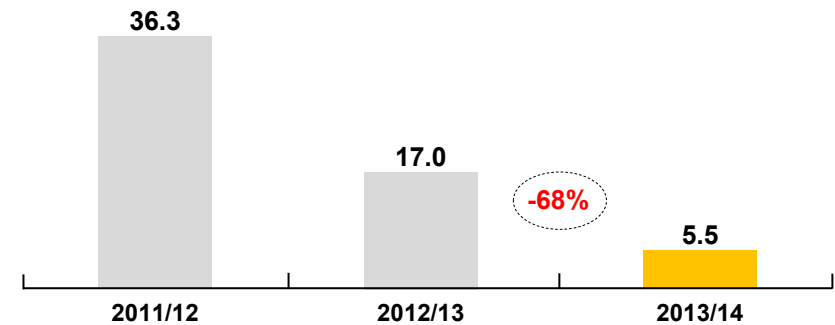
- 68% of revenue generated with recurring business
- Project business on low level of previous year
- 68% of revenues generated in Europe
- Americas rose to 18%, Rest of World fell to 14%

# Financial Result, Profit before Tax and Profit for the Period.

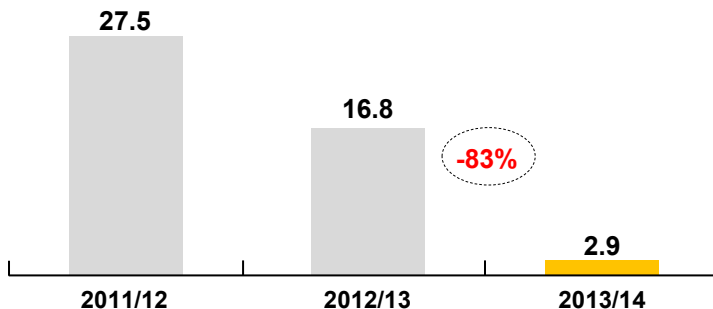
## Financial Result in million EUR



## Profit before Tax in million EUR



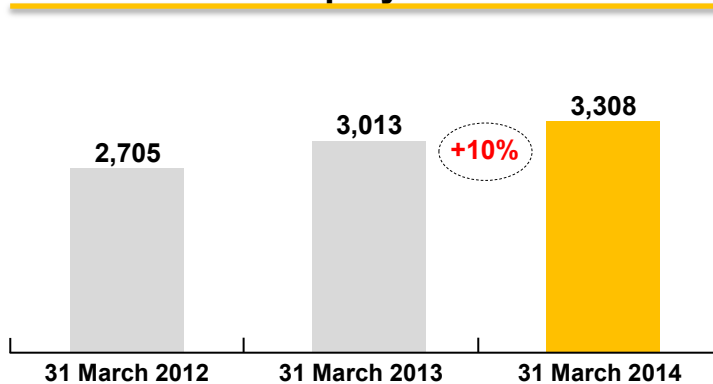
## Profit for the Period in million EUR



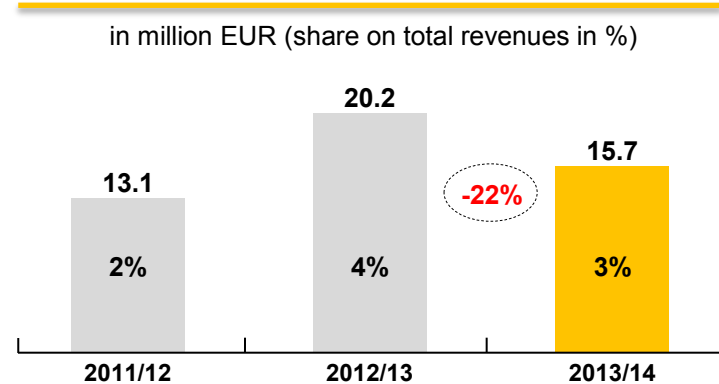
- Financial result was clearly negative at EUR 14,9 million, due primarily to largely unrealized currency losses
- Profit before tax decreased by 68% to EUR 5.5 million
- Profit for the period fell by 83% to EUR 2.9 million
- Earnings per share were negative at EUR -0.33

# Employees, Capital Expenditure and Free Cash Flow.

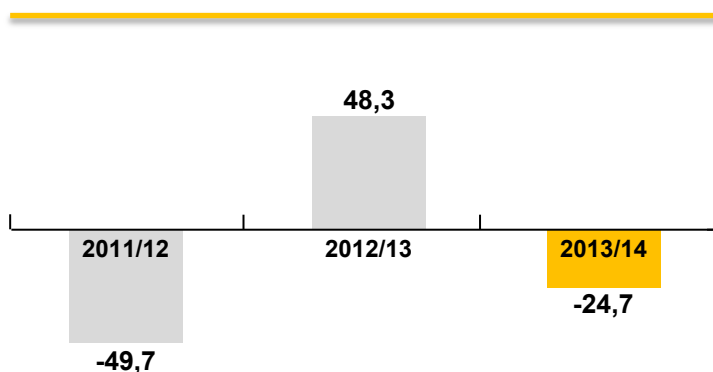
## Employees



## Capital Expenditure



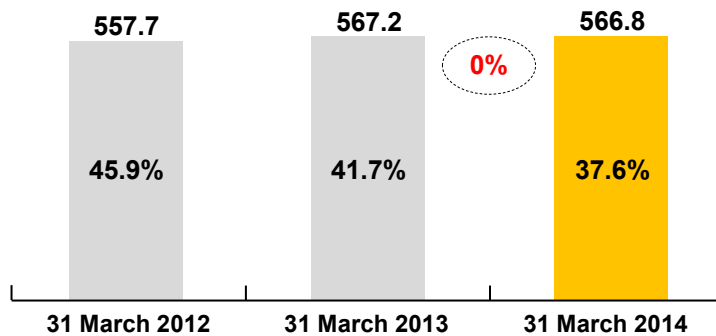
## Free Cash Flow in million EUR



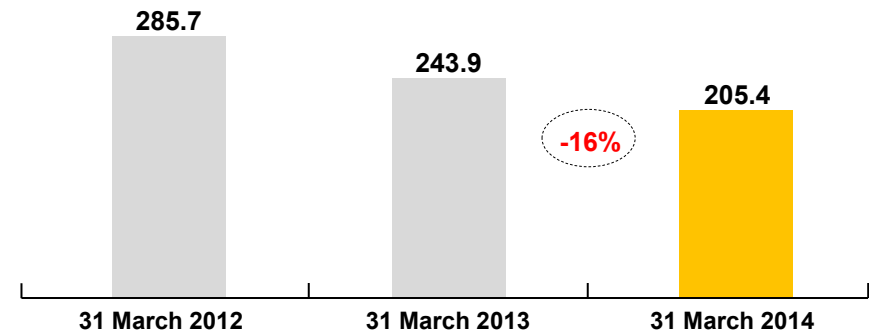
- Employees increased by 10% to 3,308 as of 31 March 2014
- Capital expenditure decreased by 22% to EUR 15.7 million
- Free Cash flow was at EUR -24,7 million

# Balance Sheet Data.

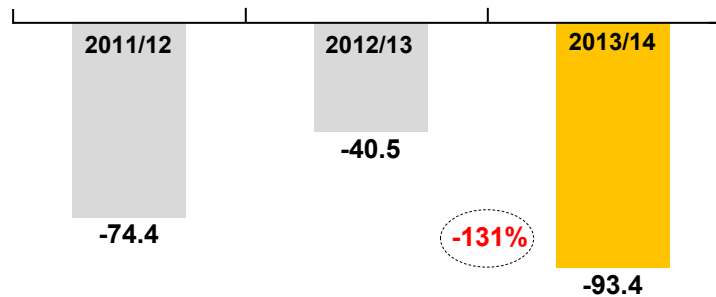
**Total Assets** in million EUR **Equity Ratio** in %



**Net Working Capital** in million EUR



**Net Debt** in million EUR



- Total assets remained stable at EUR 566.8 million
- Equity ratio was at 37.6% (previous year: 41.7%)
- Net working capital decreased by 16% to EUR 205.4 million
- Net debt increased by 131 % to EUR -93.4 million



# Kapsch TrafficCom Shares.

## Development of Shares since IPO

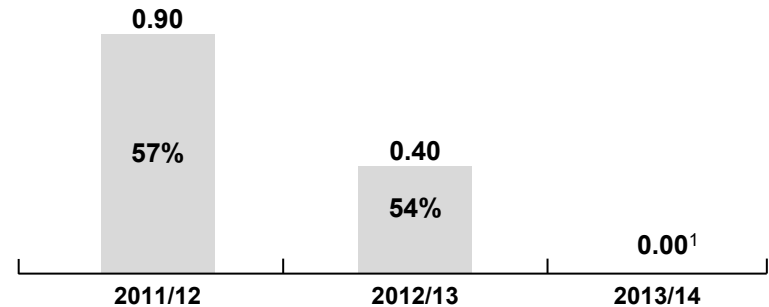


Offer price per share on 26 June 2007 and opening value on the ATX Prime Index on 26 June 2007, each indexed to 100

### Key Data on the Shares

		2012/13	2013/14
Closing price	in EUR	37.02	39.99
Market capitalization	in million EUR	481.3	519.9
Share performance	in %	-41.7	+8.0
	since IPO in %	+15.7	+25.0
Free float	in %	38.1	38.1

## Dividend per Share in EUR Payout Ratio in %



<sup>1</sup> Proposal of the executive board subject to approval of the shareholders' meeting on 1 September 2014

- Share price increased by 8% (since IPO by 25%)
- Market capitalization was at EUR 519,9 million
- Free float was still at 38.1 %
- Executive Board proposes that no dividend will be paid to avoid limiting options for further growth

## Outlook on Fiscal Year 2014/15.

Concerted work will continue on existing projects

The major project in Belarus will be expanded further

Expansions to the operation project in Poland are expected

In South Africa, it is planned to work with the customer to improve the revenue from the project

In Russia, the result of the invitation to tender for the nationwide toll system is expected soon

Some of the postponed projects as well as others will materialize

Potentially interested parties for toll systems will be actively contacted, as in Belarus

# Strategy.

## We were

## 5 Path Strategy

## We are

A provider of  
primarily electronic toll  
collection (ETC)

- 1** Exploit the ETC market growth potential
- 2** Enter new regional markets
- 3** Enter new ITS segments
- 4** Drive and capitalize on the convergence of the ITS market
- 5** From the highway into the city

A provider of  
primarily electronic toll  
collection (ETC)  
and  
select additional  
intelligent  
transportation systems  
(ITS)



**Kapsch TrafficCom.**

**We make your  
traffic flow.**



## Financial Data Overview.

<b>Earnings Data</b>		<b>2011/12</b>	<b>2012/13</b>	<b>+/-</b>	<b>2013/14</b>
Revenues	in million EUR	549.9	488.9	0%	487.0
EBITDA (margin)	in million EUR	60.6 (11.0%)	34.2 (6.7%)	8%	36.9 (7.6%)
EBIT (margin)	in million EUR	42.2 (7.7%)	16.5 (3.1%)	23%	20.3 (4.2%)
Profit before tax	in million EUR	36.3	17.0	-68%	5.5
Profit for the period	in million EUR	27.5	16.8	-83%	2.9
Earnings per share	in EUR	1.62	0.75		-0.33
Free cash flow	in million EUR	-49.7	48.3		-24.7
Capital expenditure	in million EUR	13.1	20.2	-22%	15.7
Employees		2,705	3,013	10%	3,308

<b>Balance Sheet Data</b>		<b>31 March 2012</b>	<b>31 March 2013</b>	<b>+/-</b>	<b>31 March 2014</b>
Total assets	in million EUR	557.7	567.2	0%	566.8
Total equity (ratio)	in million EUR	256.2 (45.9%)	236.7 (41.7%)	-10%	213.1 (37.6%)
Net debt	in million EUR	-74.4	-40.5	-131%	-93.4
Capital employed	in million EUR	383.8	360.7	2%	369.2
Net working capital	in million EUR	285.7	243.9	-16%	205.4

## Financial Data Overview.

<b>Business Segments</b>		<b>2011/12</b>		<b>2012/13</b>		<b>+/-</b>	<b>2013/14</b>	
Road Solution Projects (RSP)								
Revenues <sup>1</sup>	in million EUR	229.9	(42 %)	128.3	(26 %)	3 %	132.0	(27 %)
EBIT (margin)	in million EUR	4.1	(1.8 %)	-51.7	(-40.3 %)	33 %	-34.6	(-26.2 %)
Services, System Extensions, Components Sales (SEC)								
Revenues <sup>1</sup>	in million EUR	308.1	(56 %)	342.3	(70 %)	-3 %	331.8	(68 %)
EBIT (margin)	in million EUR	37.3	(12.1 %)	67.3	(19.7 %)	-20 %	53.8	(16.2 %)
Others (OTH)								
Revenues <sup>1</sup>	in million EUR	12.0	(2 %)	18.3	(4 %)	27 %	23.1	(5 %)
EBIT (margin)	in million EUR	0.8	(6.5 %)	0.9	(5.1 %)	16 %	1.1	(4.7 %)
<b>Regions</b>		<b>2011/12</b>		<b>2012/13</b>		<b>+/-</b>	<b>2013/14</b>	
Austria <sup>2</sup>	in million EUR	32.8	(6 %)	38.0	(8 %)	-14 %	32.9	(7 %)
Europe <sup>2</sup>	in million EUR	341.4	(62 %)	288.9	(59 %)	4 %	300.1	(62 %)
Americas <sup>2</sup>	in million EUR	63.6	(12 %)	74.8	(15 %)	16 %	87.0	(18 %)
Rest of World <sup>2</sup>	in million EUR	112.1	(20 %)	87.2	(18 %)	-23 %	67.0	(14 %)

<sup>1</sup> (share on total revenues in %)

<sup>2</sup> Revenues (share on total revenues in %); Europe excl. Austria

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