

Kapsch TrafficCom

Fiscal Year 2015/16 (1 April 2015 – 31 March 2016).

Overview.

Key Aspects of Fiscal Year 2015/16.

What we achieved

What has not proved satisfactory

1. Cross-border program “CHARM”

- Order received from the road authorities of the Netherlands and Great Britain for the delivery and installation of traffic management systems
- Solution will be the most modern and largest in Europe

2. Market presence in North America

- First end-to-end solution ordered in the U.S.A. for Ohio River Bridges
- Reference as complete provider will open up new potential on the U.S. market

3. Nationwide electronic toll system in Belarus

- System went into operation 3 years ago
- Phase 1 and 2 now completed
- Order for expansion by 323 km to a total of roughly 1,500 km received in phase 3

4. Market presence in Australia and Chile

- In Australia, order for replacement of the toll system of the Sydney Harbour Bridge and the Sydney Harbour Tunnel received
- Multiple orders obtained in Chile

Key Aspects of Fiscal Year 2015/16.

What we achieved

5. City solutions in Italy and the Czech Republic

- Access system put into operation in Prato, Italy
- V2X technology will be used in future in the Czech capital of Prague

6. Entry into the smart parking business

- Majority of Streetline acquired in April 2015

7. New projects and markets

- Invitations to tender for nationwide systems: New invitation to tender for toll system in Austria is ongoing; invitation to tender for a new system started in Bulgaria
- Concrete talks regarding a nationwide project similar to Belarus

8. Program 2020

- Program 2020 included the project “Top Fit” with measures for cost reduction and improved earnings as well as Strategy 2020
- Successes of “Top Fit” visible in the improved profitability
- Acquisition of the global transportation business of Schneider Electric after the balance sheet date supports Strategy 2020

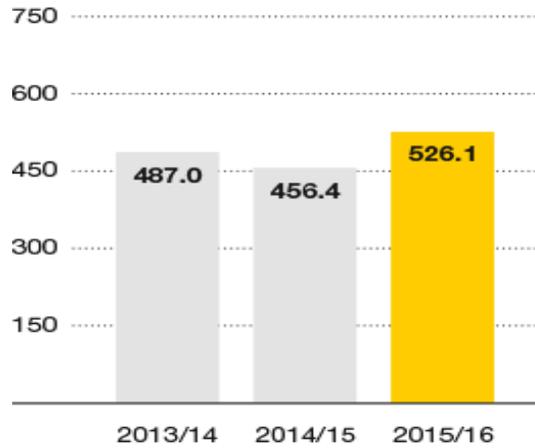
What has not proved satisfactory

- No positive profit contribution yet

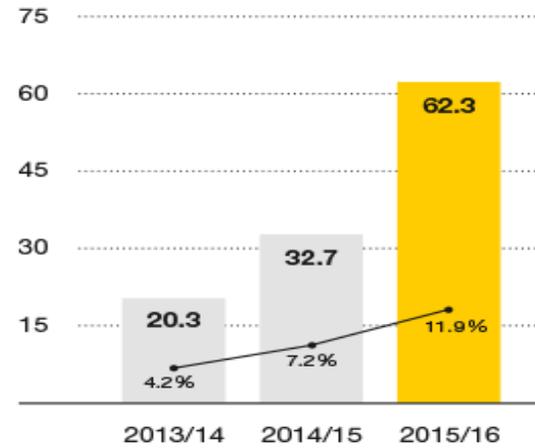
- Unsuccessful bid in tender for nationwide toll system in Slovenia

Key Financial Data in Fiscal Year 2015/16.

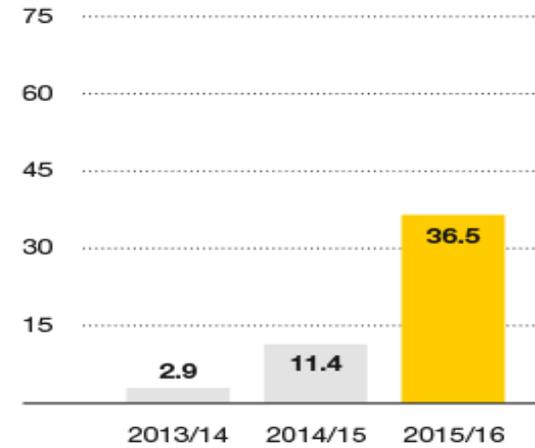
Revenues (in €m)



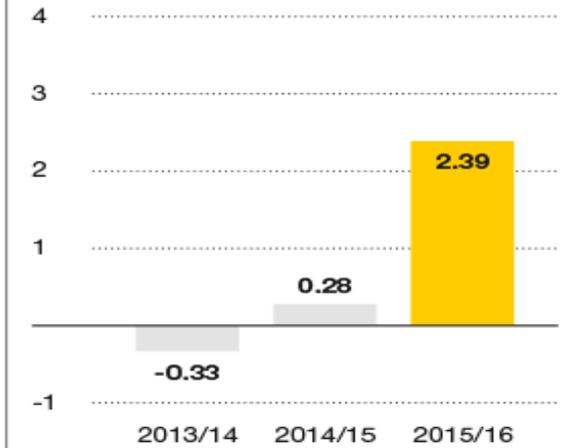
EBIT (in €m) and EBIT margin (in %)



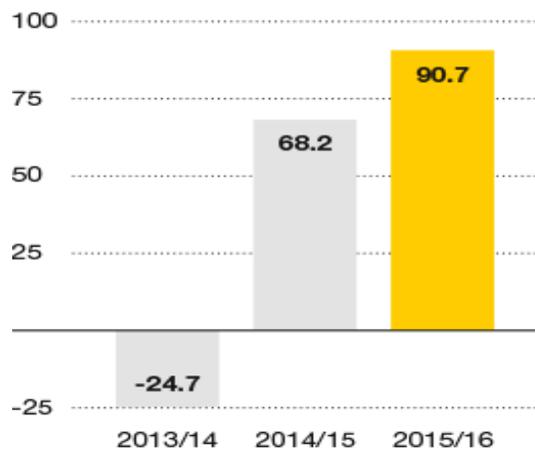
Profit for the period (in €m)



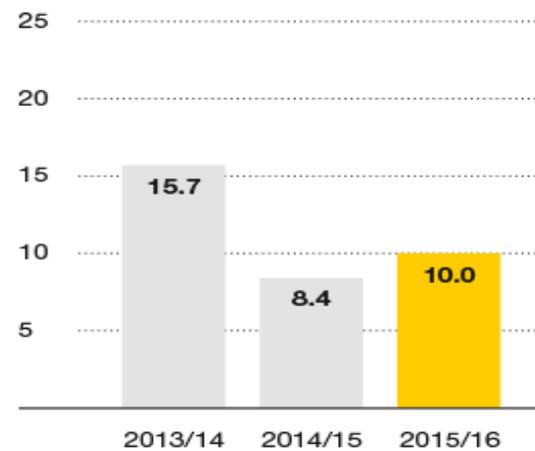
Earnings per share (in €)



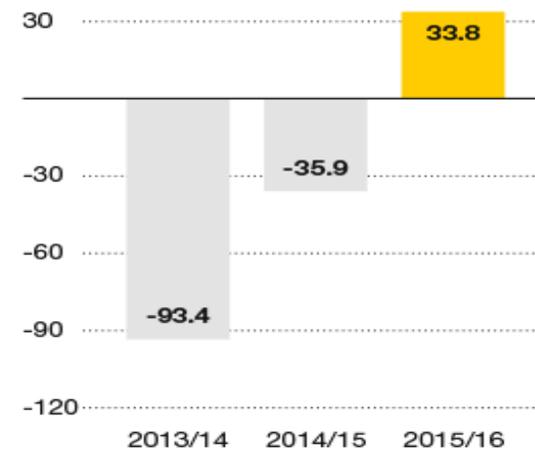
Free cash flow (in €m)



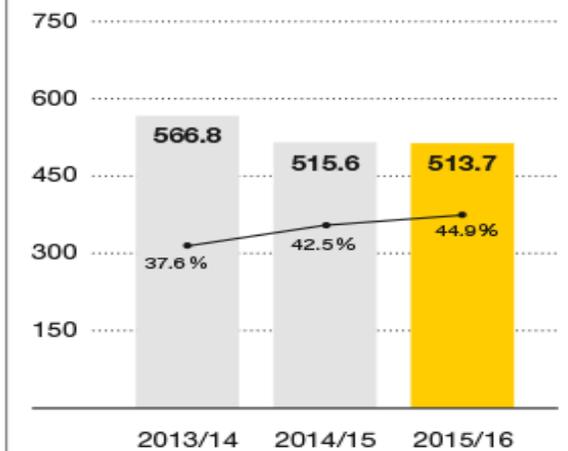
Capital expenditure (in €m)



Net cash (+) / debt (-) (in €m)



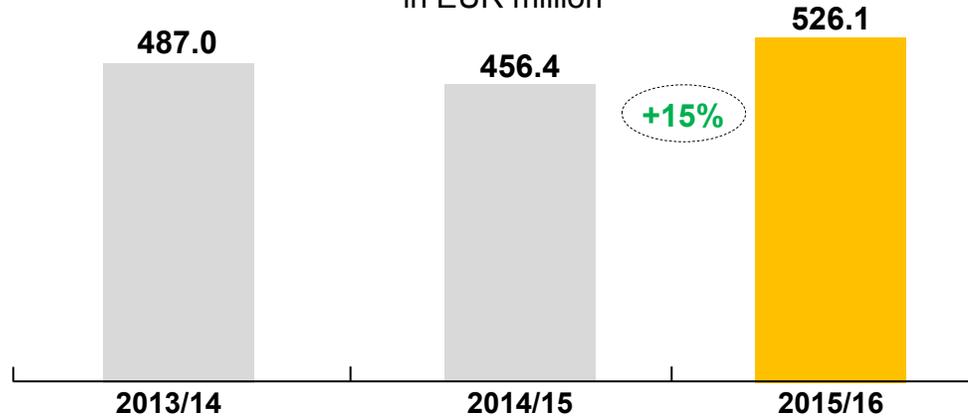
Total assets (in €m) & equity ratio (in %)



Revenues.

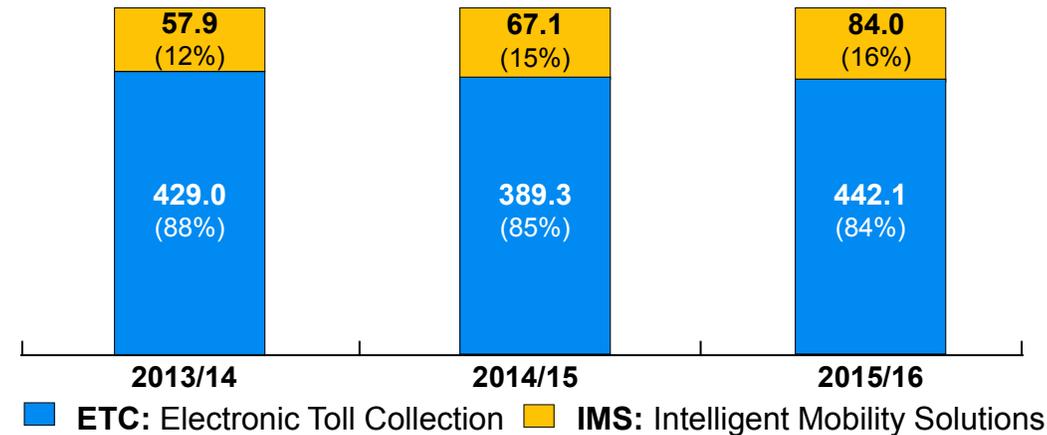
Revenues

in EUR million



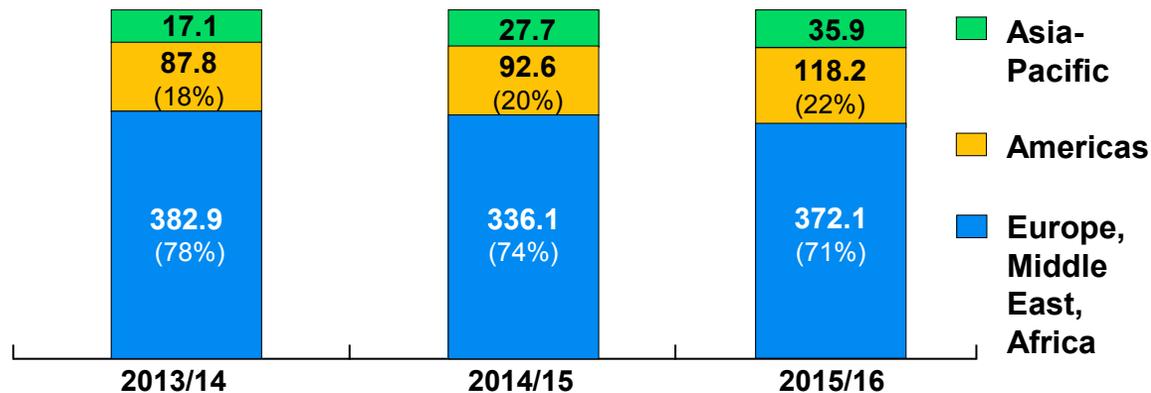
Revenues by Business Segment

in EUR million (share on total revenues in %)



Revenues by Region

in EUR million (share on total revenues in %)

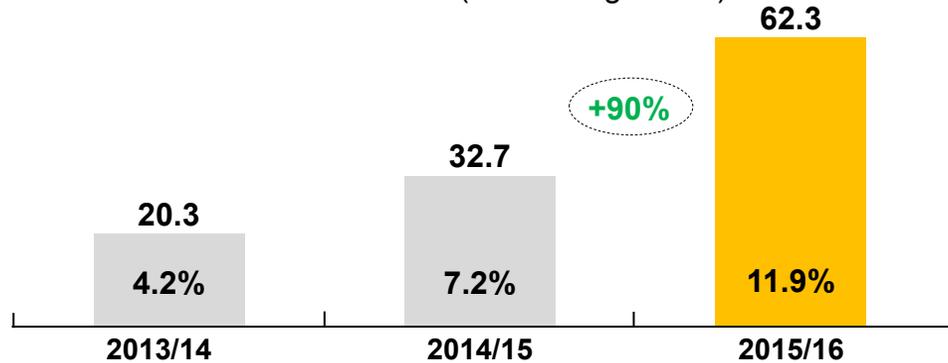


- Revenue increased by 15 % to EUR 526.1 million
- Segments reporting was changed
- 84 % of total revenues generated with Electronic Toll Collection; Intelligent Mobility Solutions already at 16%
- Revenue shift from Europe to Asia-Pacific and Americas (with share on total revenues of 22 % already)

Earnings and Dividends.

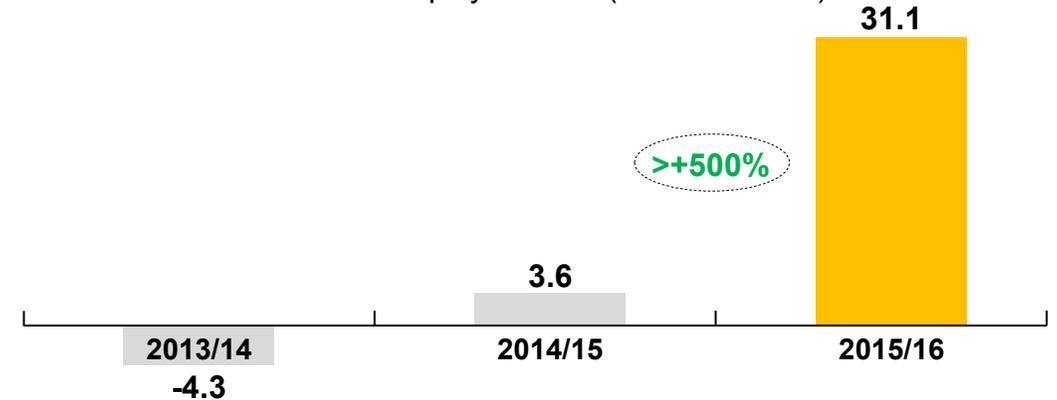
EBIT

in EUR million (EBIT margin in %)



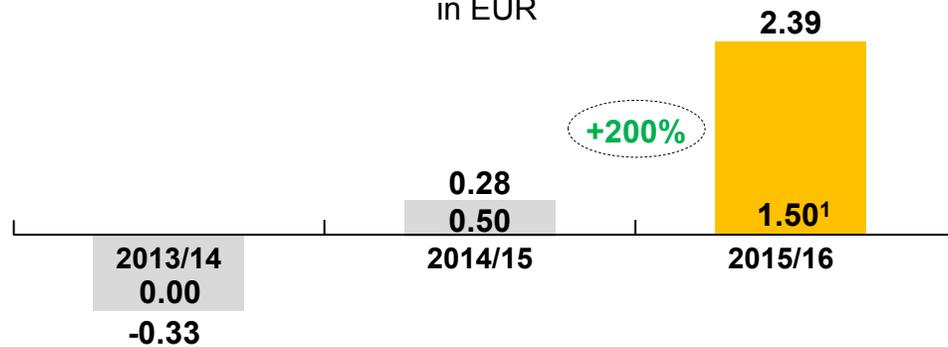
Profit for the Period

attributable to equity holders (in EUR million)



Earnings and Dividends

in EUR

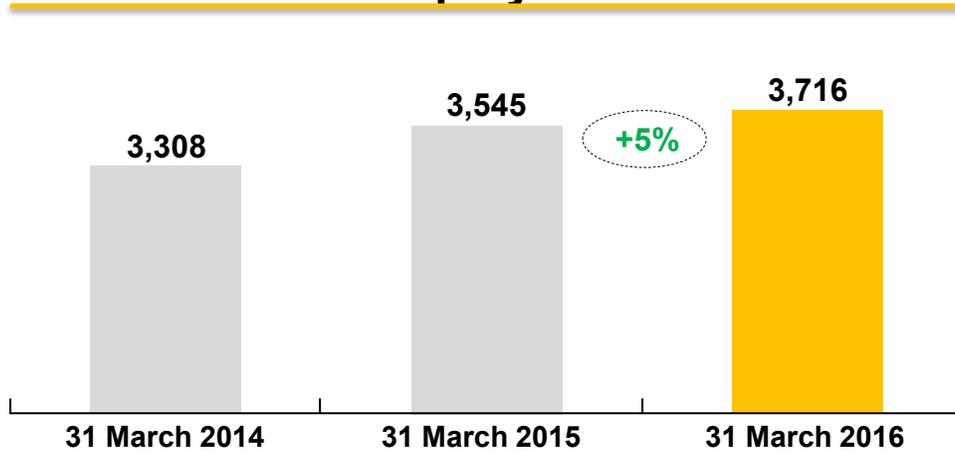


¹ Proposal of the executive board subject to approval of the annual general meeting on 7 September 2016

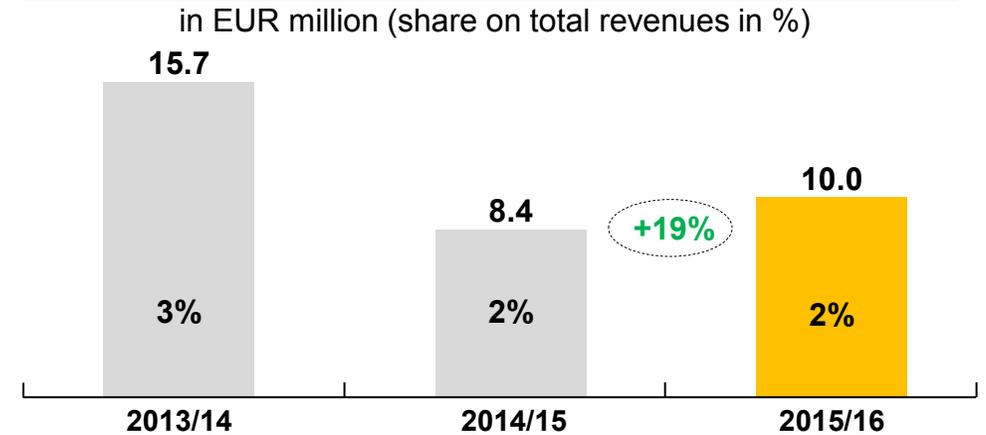
- EBIT increased by 90 % to the all-time record of EUR 62.3 million
- EBIT margin increased to 11.9 % after 7.2 % in the previous year
- Profit for the period attributable to equity holders increased to EUR 31.1 million (previous year: EUR 3.6 million)
- The earnings per share reached the highest value in the company's history at EUR 2.39
- Executive board proposes dividend of EUR 1.50 per share, the largest dividend since the IPO

Employees, Capital Expenditure and R&D.

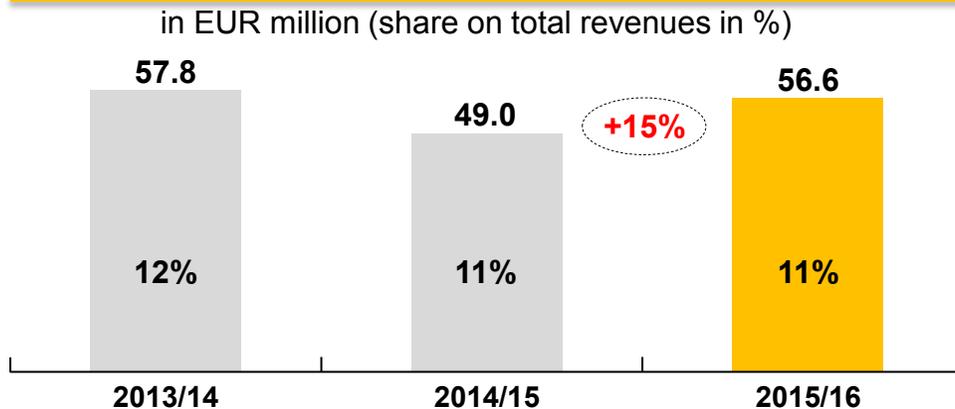
Employees



Capital Expenditure



Research & Development

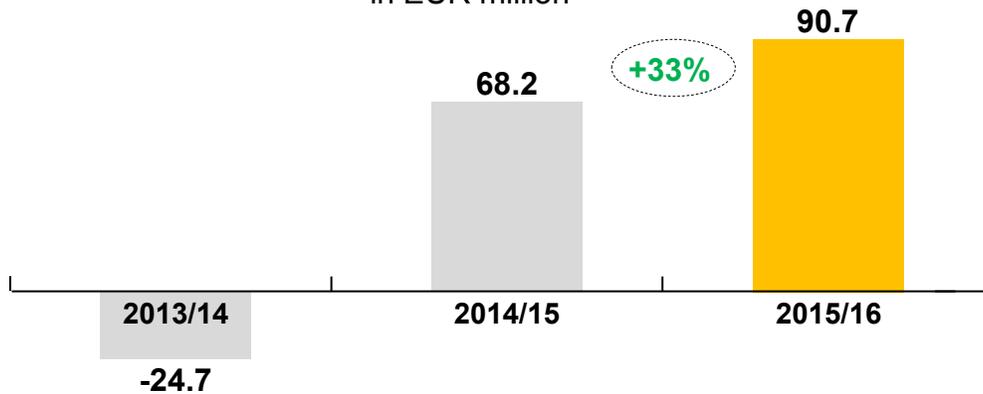


- Number of employees as at the reporting date increased by 5 % to 3,716
- Capital expenditure increased by 19 % to EUR 10.0 million
- R&D expenses increased by roughly EUR 8 million to EUR 56.6 million

Assets and Liabilities and Financial Position.

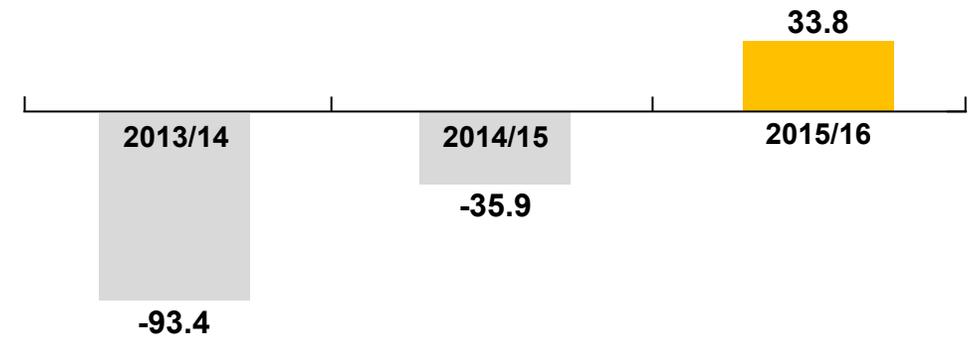
Free Cash Flow

in EUR million



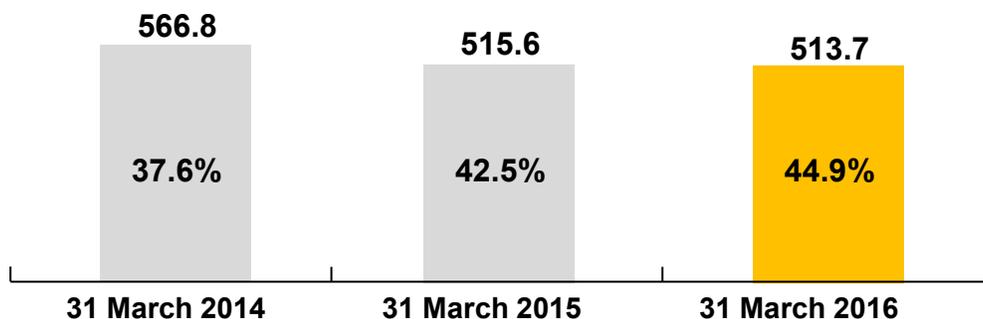
Net assets (+) / debt (-)

in EUR million



Total Assets and Equity Ratio

in EUR million (equity ratio in %)



- Free cash flow reached EUR 90.7 million
- The net debt was turned into a net asset in the amount of EUR 33.8 million
- Total assets remained widely unchanged at EUR 513.7 million
- Equity ratio improved by 2.4 percentage points to 44.9 %

Outlook and Targets.

In fiscal year 2016/17, the contribution by Kapsch TrafficCom Transportation to revenue and profit of the Kapsch TrafficCom Group will be clearly visible – also the integration costs.

The implementation of the newly obtained projects will also make increasing contributions. This applies in particular to the cross-border program “CHARM” and the ETC projects in Chile and Australia.

Decisions concerning additional projects are expected: In Austria, the new invitation to tender for the nationwide toll system is ongoing; in Bulgaria, an invitation to tender for a new toll system has begun.

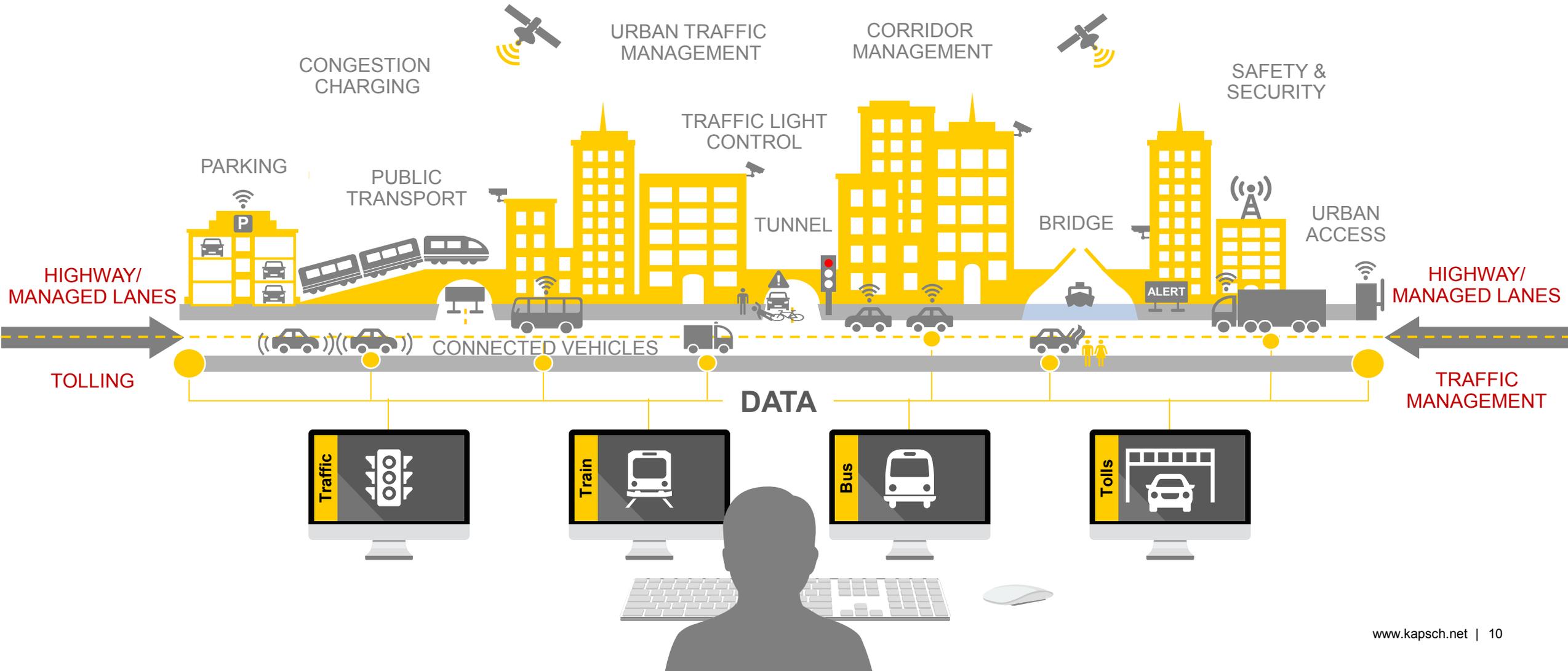
In the Czech Republic, the contract continues until the end of 2016. The next steps by the government in Prague will be determined shortly.

In the U.S.A., multiple projects are in the offer phase. Increasing potential is seen in Asia.

Talks continue concerning a nationwide project similar in structure to the one already successfully implemented in Belarus.

One key focal area for the coming years will be the further development of the Strategy 2020.

Intelligent Mobility Solutions From Highways to Cities.



Kapsch TrafficCom is a provider of intelligent transportation systems (ITS) in the segments of toll collection, traffic management, safety and security, smart urban mobility and connected cars. The end-to-end solutions of Kapsch TrafficCom cover the entire value creation chain of its customers as a one-stop shop, from components and design to the installation and operation of systems. The core business comprises the development, installation and operation of electronic toll collection and traffic management systems.

References in 44 countries on all continents have made Kapsch TrafficCom a globally recognized ITS provider. As part of the Kapsch Group, an Austrian family-owned technology group founded in 1892, Kapsch TrafficCom is headquartered in Vienna, Austria, and has subsidiaries and branches in 30 countries. It has been listed since 2007 on the Vienna Stock Exchange (KTCG) and generated revenues of EUR 526 million in the fiscal year 2015/16 with over 3,700 employees..

For additional information: www.kapschtraffic.com

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ATX Global
Players
Member

Corporate
Prime Index
Member

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