

Always one step ahead.

**First Three Quarters of Fiscal Year 2013/14 Overview
(1 April – 31 December 2013).**



Highlights of the First Three Quarters of Fiscal Year 2013/14.



System Start in South Africa

- Electronic toll collection system on 185 km in the Gauteng province started in December 2013, after a wait of over one-and-a-half years.
- More than 1 million on-board units registered by users.



System Operation in Poland

- The nationwide electronic toll collection system has now been in operation for two-and-a-half years and was recently extended by 450 to 2,600 km.
- Project with positive impact on earnings after initial difficulties.
- System to be expanded.



System Start in Belarus

- The initial stage and the first part of the second stage of in total 933 km of the nationwide electronic toll collection system put into operation.
- Technical operation of initial stage began on 1 July 2013.
- System to be expanded.



Systems in Australia

- Contract award won for delivery of electronic toll collection systems on the Eastern Distributor toll road in Sydney and the Legacy Way toll road in Brisbane.
- Start of system on M5 South West Motorway in Sydney.



Contract Award in Chile

- Contract award won for delivery of a traffic management system for the access road to the world's largest copper mine.



Contract Renewal in Canada

- A new five-year order received from the Canadian toll authority Cantoll for supplying the next generation of on-board units for the highway 407 ETR Toronto metropolitan region.



Contract Awards in Russia

- Delivery of system for limited-access traffic areas for Winter Olympics 2014 in Sochi.
- Delivery of two weigh-in-motion stations on Kazan – Samara – Orenburg highway.
- Delivery of on-board units.



Tender Cancellation in Slovenia

- Tender for an electronic toll collection system for trucks, for which Kapsch TrafficCom was the only bidder, annulled at the start of July 2013.

Earnings Data.

2013/14 Q1–Q3 (first three quarters of fiscal year 2013/14): 1 April–31 December 2013 **2013/14 Q3** (third quarter of 2013/14): 1 October–31 December 2013

In million EUR unless otherwise stated	2013/14 Q1–Q3	2012/13 Q1–Q3	+/-	2013/14 Q3	2012/13 Q3	+/-
Revenues	355.0	310.9	+14%	119.1	107.6	+11%
EBITDA	20.7	3.7	+461%	4.6	0.9	+391%
<i>EBITDA margin (in %)</i>	5.8%	1.2%		3.9%	0.9%	
EBIT	8.6	-8.7	–	1.0	-3.1	–
<i>EBIT margin (in %)</i>	2.4%	-2.8%		0.8%	-2.9%	
Profit before tax	-1.7	-8.4	+80%	-0.7	-0.2	-253%
Profit for the period	-1.3	-5.7	+78%	-0.6	1.2	–
Earnings per share ¹ (in EUR)	-0.40	-1.09	+63%	-0.04	-0.24	+84%
Free cash flow ²	-31.7	89.7	–	15.1	11.0	+38%
Capital expenditure ³	13.5	12.3	+9%	5.2	7.1	-27%
Employees ⁴	3,167	2,792	+13%	3,167	2,792	+13%
On-board units (in million units)	6.80	6.73	+1%	2.34	2.74	-14%

The renewed IAS 19R were applied beginning with the fiscal year 2013/14 retrospectively according to IAS 8 with effect from 1 April 2012 to provide comparable financial information.

- Earnings per share relate to 13.0 million shares; calculated from the profit for the period attributable to the equity holders of the company
- Operating cash flow minus capital expenditure from operations (excl. payments for acquisition of companies and purchases of securities and investments) plus proceeds from the disposal of property, plant and equipment and intangible assets

- Capital expenditure from operations (excl. payments for acquisition of companies and purchases of securities and investments)
- Employees as of 31 December each

Business Segments.

In million EUR unless otherwise stated	2013/14 Q1–Q3	2012/13 Q1–Q3	+/-	2013/14 Q3	2012/13 Q3	+/-
Road Solution Projects (RSP)						
Revenues	90.2	64.0	+41%	26.9	13.9	+94%
<i>Share of total revenues</i>	25.4%	20.6%		22.5%	12.9%	
EBIT	-26.0	-30.1	+13%	-12.9	-14.3	+10%
<i>EBIT margin</i>	-28.9%	-47.0%		-48.1%	-103.4%	
Service, System Extensions, Components Sales (SEC)						
Revenues	250.4	234.3	+7%	86.0	89.6	-4%
<i>Share of total revenues</i>	70.5%	75.3%		72.2%	83.3%	
EBIT	33.9	21.0	+61%	13.5	11.3	+19%
<i>EBIT margin</i>	13.5%	9.0%		15.7%	12.6%	
Others (OTH)						
Revenues	14.4	12.6	+14%	6.2	4.1	+50%
<i>Share of total revenues</i>	4.1%	4.1%		5.2%	3.9%	
EBIT	0.7	0.4	+91%	0.4	-0.1	–
<i>EBIT margin</i>	4.8%	2.9%		6.7%	-3.0%	

The renewed IAS 19R were applied beginning with the fiscal year 2013/14 retrospectively according to IAS 8 with effect from 1 April 2012 to provide comparable financial information.

Regions.

In million EUR unless otherwise stated	2013/14 Q1–Q3	2012/13 Q1–Q3	+/-	2013/14 Q3	2012/13 Q3	+/-
Austria						
Revenues	28.2	27.2	+4%	13.6	12.3	+10%
<i>Share of total revenues</i>	7.9%	8.7%		11.4%	11.5%	
Europe (excl. Austria)						
Revenues	221.3	175.3	+26%	76.0	59.7	+27%
<i>Share of total revenues</i>	62.3%	56.4%		63.8%	55.5%	
Americas						
Revenues	52.7	50.1	+5%	21.2	22.2	-4%
<i>Share of total revenues</i>	14.8%	16.1%		17.8%	20.6%	
Rest of World						
Revenues	52.9	58.4	-9%	8.2	13.4	-39%
<i>Share of total revenues</i>	14.9%	18.8%		6.9%	12.5%	

Balance Sheet Data.

In million EUR unless otherwise stated	31 December 2013	31 December 2012	+/-	31 March 2013
Total assets	548.4	470.2	+17%	567.2
Total equity ¹	210.9	220.6	-4%	236.7
<i>Equity ratio (in %)</i>	38.5%	46.9%		41.7%
Net assets (+) / debt (-)	-86.9	1.0	-	-40.5
Capital employed	361.1	312.2	+16%	360.7
Net working capital	203.6	167.0	+22%	243.9

The renewed IAS 19R were applied beginning with the fiscal year 2013/14 retrospectively according to IAS 8 with effect from 1 April 2012 to provide comparable financial information.

¹ Incl. minority interest

Kapsch TrafficCom Shares.

Share Price in First Three Quarters of 2013/14



Information on the Shares

Investor Relations Officer	Marcus Handl
Stock Exchange	Vienna, Prime Market
ISIN	AT000KAPSCH9
Trading Symbol	KTCG
Reuters	KTCG.VI
Bloomberg	KTCG AV
Coverage	<ol style="list-style-type: none"> 1. Berenberg Bank 2. Deutsche Bank 3. Erste Bank Group 4. Raiffeisen Centro Bank

Key Data on the Shares

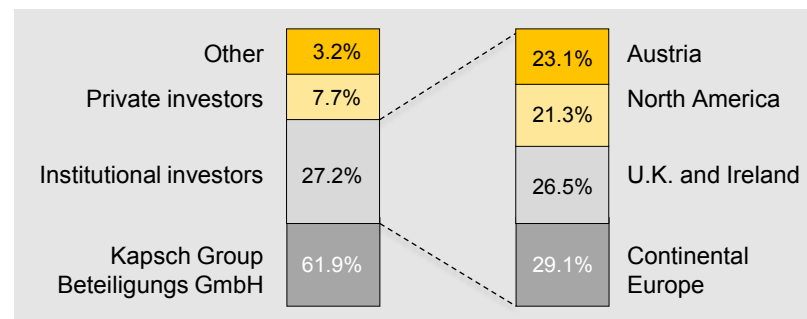
Number of shares ¹	in million	13.0	Market capitalization ¹	in EUR million	526.5
Free float ¹	in %	38.1	Share performance ²	in %	+10.66
Closing price ¹	in EUR	40.5	Trading volume ^{2,3}	in shares	19,600

¹ As at 31 December 2013

² In 2013/14 Q1–Q3

³ Double counting

Shareholder Structure as at 31 March 2013



Outlook.

In Russia, we are currently preparing, together with the Russian partner JSC NIS, a bid for the invitation to tender for a nationwide toll collection system for trucks exceeding 12 tons total weight.

Work continues on the expansion of the toll collection system in Texas, a portion of which is already in operation.

The second portion of the second stage of the nationwide toll collection system in Belarus is expected to go into operation in the summer of 2014.

In South Africa, we await with anticipation the continued developments of the operational phase and also expect additional orders for on-board units.

We expect to receive in the near future new orders from a number of regions in which we are active, especially in the U.S.A.

We continue to actively contact potentially interested parties for toll collection systems, an approach that has already proved successful in Belarus.

We take a positive view of the full 2013/14 fiscal year, even if the profit outlook for the current fiscal year has been clouded somewhat by the developments in the third quarter.

Disclaimer

This presentation is made by Kapsch TrafficCom AG (“Kapsch TrafficCom”) solely for use at this presentation. It is furnished to you solely for your information and its content may not be copied, distributed, disclosed or otherwise be made available, directly or indirectly, to any other person by any recipient, or published, in whole or in part, for any purpose.

The facts and information contained herein are as up to date as is reasonably possible and are subject to revision in the future. Neither Kapsch TrafficCom nor any of its respective directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied, as to the accuracy, completeness or fairness of the information or opinions contained in this presentation. Neither Kapsch TrafficCom nor any of its respective directors, officers, employees and advisors nor any other person shall have any liability whatsoever for loss howsoever arising, directly or indirectly, from any use of this presentation.

Whilst all reasonable care has been taken to ensure that the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this document is selective in nature and is intended to provide an introduction to, and overview of, the business of Kapsch TrafficCom. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by Kapsch TrafficCom as being accurate. We have not independently verified market data provided by third parties or industry or general publications.

This presentation contains forward-looking statements, based on the beliefs and assumptions currently held by the management of Kapsch TrafficCom, which are expressed in good faith and are in its opinion, reasonable. These statements may be identified by words such as “expectation” or “target” and similar expressions, or by their context. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause actual results, financial condition, performance, or achievements of Kapsch TrafficCom, or results of our industry generally, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. Kapsch TrafficCom disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Kapsch TrafficCom in any jurisdiction in which such solicitation, offer or sale would be unlawful, nor shall part, or all, of this presentation form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities. Any such offers will only be made when a prospectus is published.

This document is directed only at persons (i) who are outside the United Kingdom or (ii) who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) (the “Order”) or (iii) who fall within Article 49(2)(a) to (d) (“high net worth companies, unincorporated associations etc.”) of the Order (all such persons together being referred to as “Relevant Persons”). Any person who is not a Relevant Person must not act or rely on this presentation or any of its contents. Any investment or investment activity to which this presentation relates is available only to Relevant Persons and will be engaged in only with Relevant Persons.

The shares have not been and will not be registered under the U.S. Securities Act of 1933, as amended, or any U.S. state securities law.

The distribution of this presentation in other jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions. By accepting this presentation you agree to be bound by the foregoing instructions and restrictions.

Kapsch TrafficCom is a provider of Intelligent Transportation Systems (ITS) in the application fields of road user charging, urban access and parking, road safety enforcement, commercial vehicle operations, electronic vehicle registration, traffic management and V2X cooperative systems. Kapsch TrafficCom covers with end-to-end solutions the entire value creation chain of its customers as a one-stop shop, from components and subsystems through their integration to operation. The solutions of Kapsch TrafficCom help to finance infrastructure, to increase traffic safety, to optimize traffic flow, and to reduce environmental pollution from traffic. The core business is to design, build and operate electronic toll collection systems for multi-lane free flow traffic. References in 44 countries on all continents make Kapsch TrafficCom a recognized supplier of electronic toll collection worldwide. As part of the Kapsch Group, a family-owned Austrian technology group founded in 1892, Kapsch TrafficCom, headquartered in Vienna, Austria, has subsidiaries and representative offices in 33 countries, has been listed on the Vienna Stock Exchange (KTCG) since 2007, and generated with more than 3,000 employees revenues of EUR 488.9 million in fiscal year 2012/13. For more information about Kapsch TrafficCom, please visit www.kapschtraffic.com.



As a member of the **United Nations Global Compact (UNGC)**, Kapsch TrafficCom is committed to corporate social responsibility and sustainable development.



Since 2009, the shares of Kapsch TrafficCom are included in the **Austrian sustainability index, VONIX**.

Vienna Stock Exchange Award 2011 & 2012

Both in the year 2011 and 2012, Kapsch TrafficCom was confirmed in its investor communication by receiving the **Vienna Stock Exchange Award in the category "Small and mid caps"**.