



Kapsch TrafficCom

Investor Presentation.

*Challenging the limits of mobility for a
healthy world without congestion.*



June 2023

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Company profile.



Leading provider of **Intelligent Transportation Solutions (ITS)**, electronic **tolling** pioneer



~100 offices in **25 countries** with **~4,000 employees**



Services offered as **end-to-end** solutions in **one-stop-shop** approach; own manufacturing



Regional focus in North- and Latin America, EMEA and Oceania



Listed at Vienna Stock Exchange: Prime Segment, IPO in June 2007, free float at 36.7%, Kapsch Group holds 63.3%

**Kapsch
TrafficCom**



Financial performance.

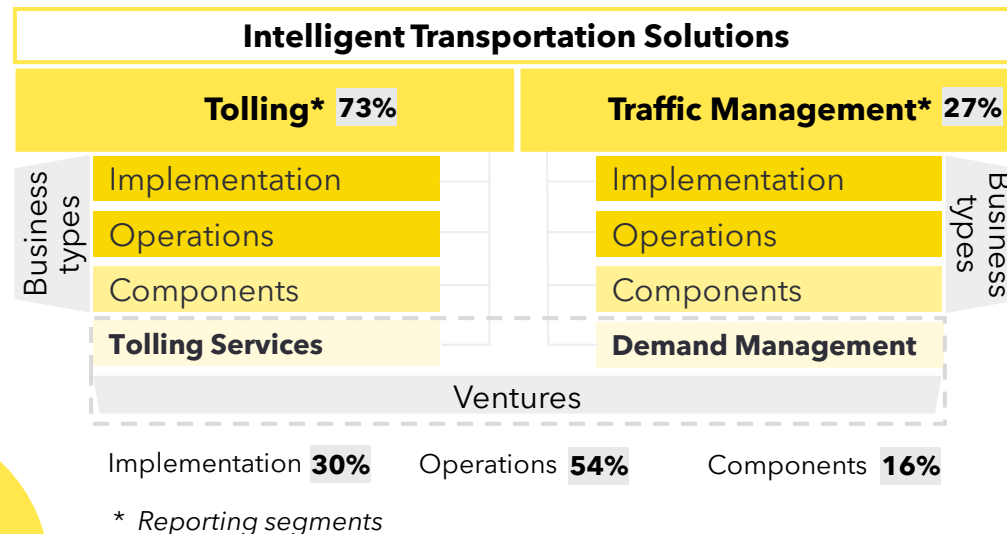
In € mn (rounded)

Financial year (April 1 to March 31)

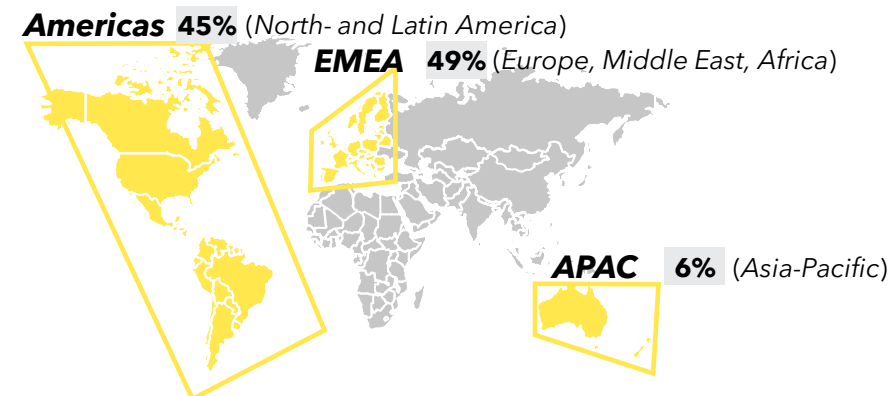
	2019/20	2020/21	2021/22	2022/23
Revenues	731	505	520	553
EBIT	-39	-123	11	8
Free cash flow	2	4	17	-6
Gearing	96%	200%	203%	363%
Equity ratio	25%	14%	15%	11%
Employees	5,104	4,657	4,220	4,039



Products and services / Reporting segments.



Regional focus markets.



All percentages refer to financial year 2022/23.

Products and services / Reporting segments.



Tolling.

Pioneer and technology forerunner in electronic toll collection. Unique experience in nation-wide toll systems.

Electronic toll collection.

Technologies:

- Microwave (DSRC)
- Satellite (GNSS)
- Video
- Mobile tolling
- eVignette

Applications:

- Multi-lane free-flow (MLFF)
- Congestion charging
- Managed lanes (tolled)
- Plaza tolling

Tolling services.

Europe:

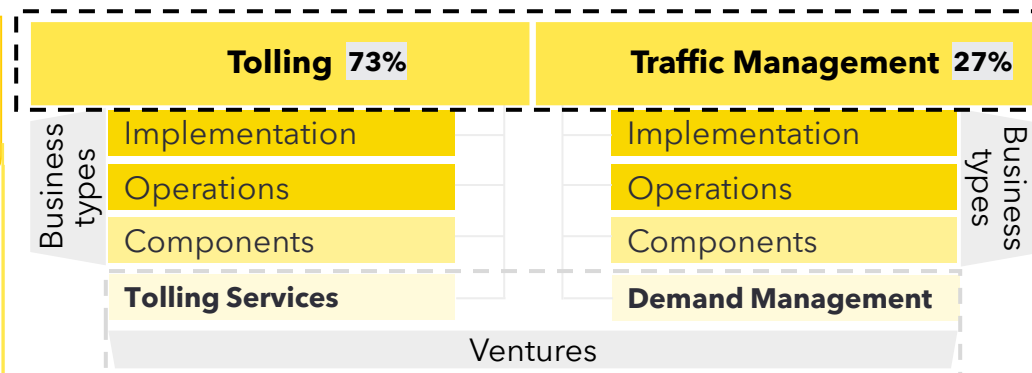
- European Electronic Toll Service (EETS)
- Tolling services for passenger vehicles

USA:

- Toll road payments app



Reporting segments.



Percentages refer to financial year 2022/23.



Traffic management.

Combines conventional traffic mgmt with **smart traffic solutions, demand management** and **data services**.

Traffic management.

- Highway
- Tunnels/bridges
- Urban
- Corridors
- C-ITS / connected mobility

Demand management.

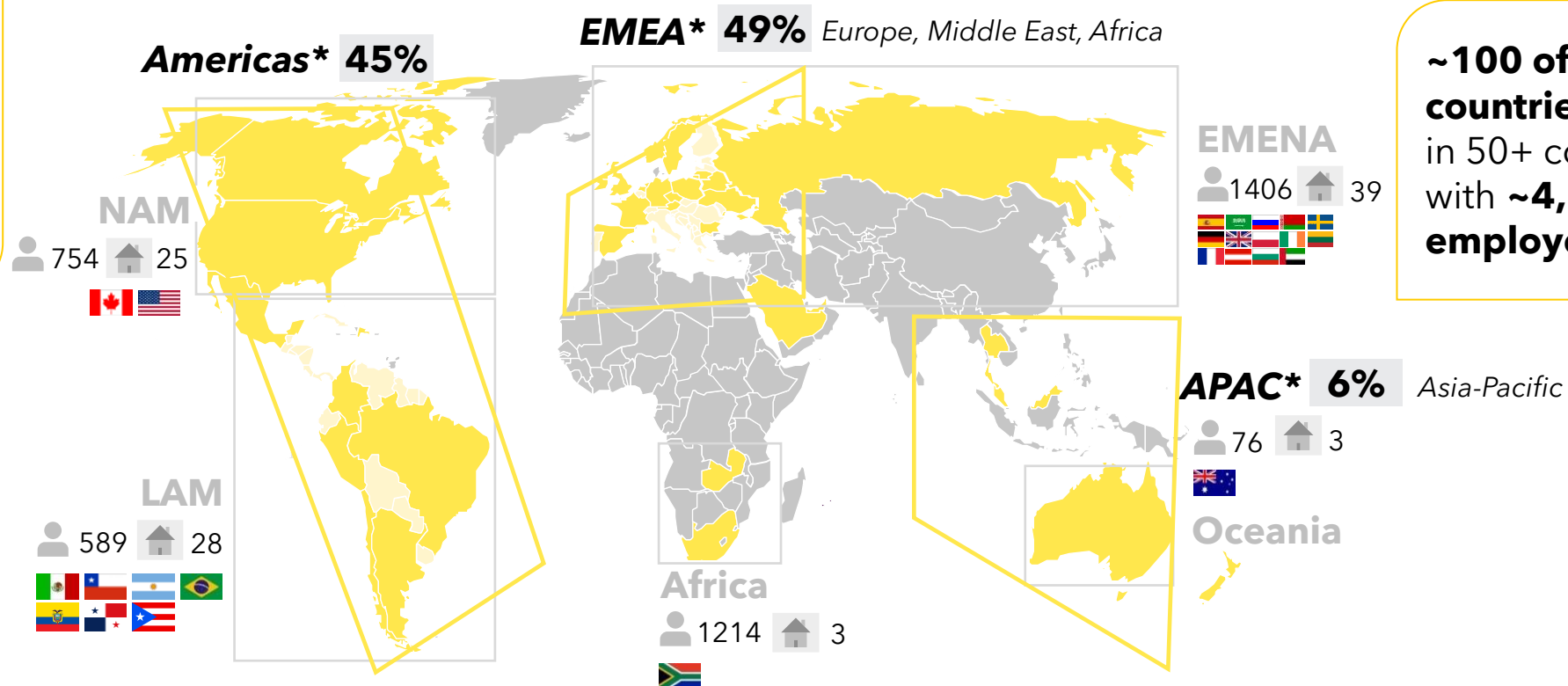
- Intelligent routing
- Dynamic pricing
- Events management

Regional focus markets.

Globally renowned provider with successful projects in more than 50 countries.

Regional focus

in North- and Latin America, Europe, Middle East, Africa and Asia-Pacific



~100 offices in 25 countries (projects in 50+ countries) with **~4,000 employees**

* Reporting segments

- Markets with at least one legal entity
- Regional focus markets without legal entity

FTEs as of March 31, 2023

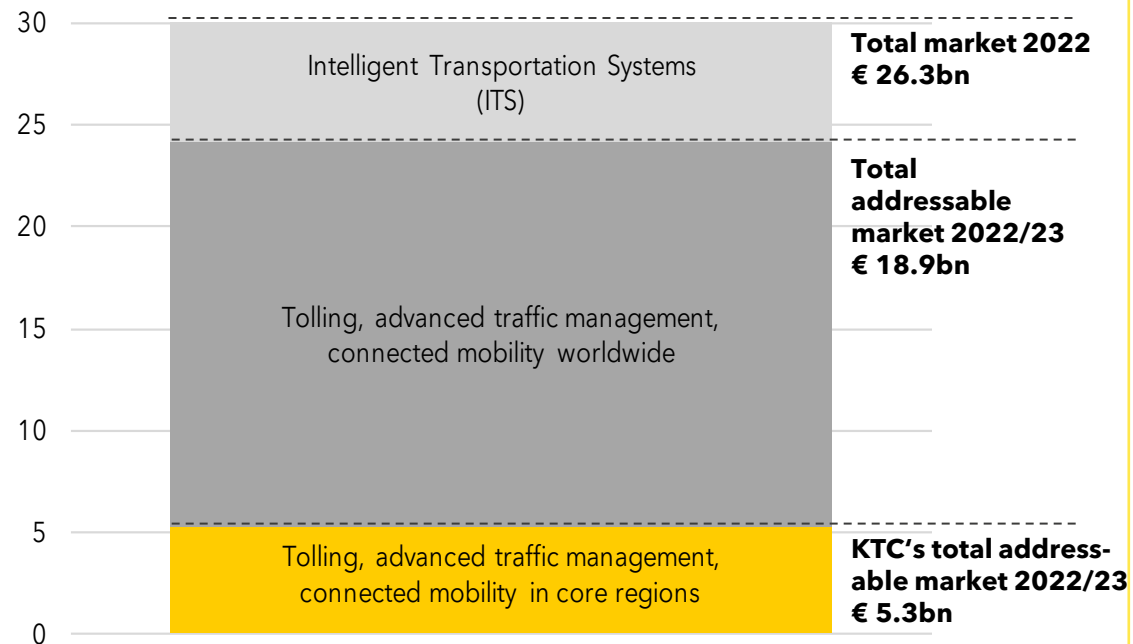
Offices as of April, 2023

Market volume.

Target market and expected market development.

Addressable market 2022/23.

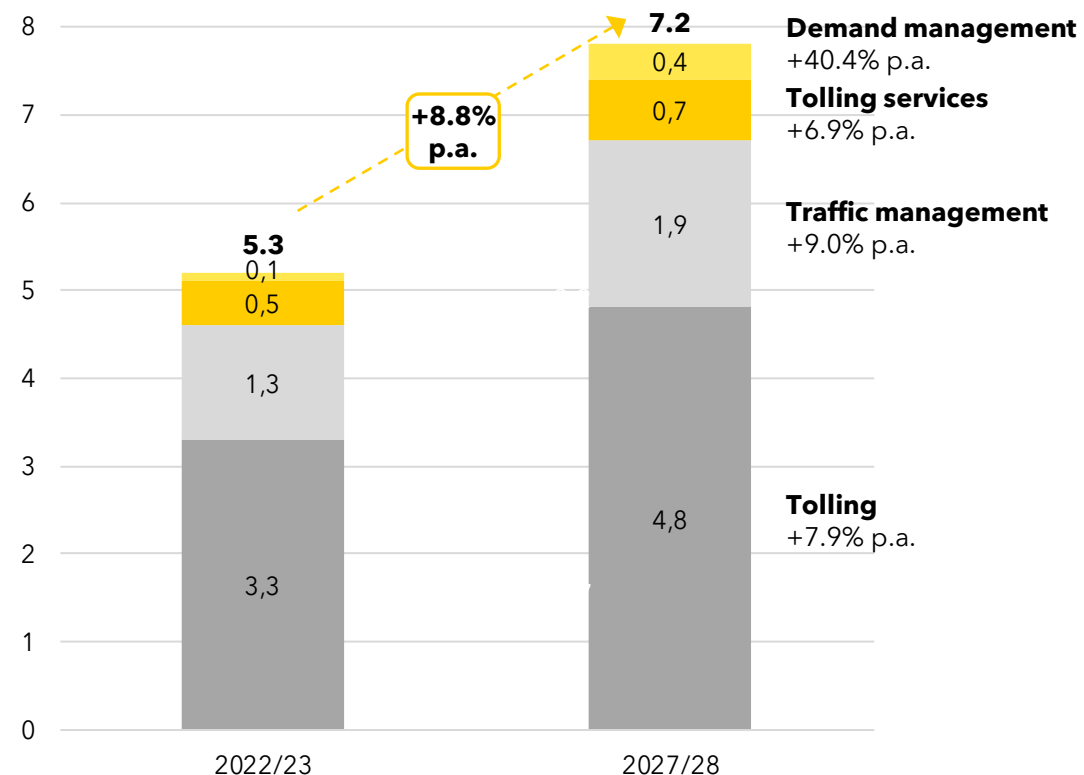
In € billion



Source: Kapsch TrafficCom, Grand View Research

KTC's addressable market 2022/23-2027/28.

In € billion



Market drivers.



Traffic infrastructure demand & funding.

- Growing car park and traffic volumes
- E-vehicles → lower fuel tax income



Urbanization.

- 60% of population in cities by 2030, 68% by 2050



Data security.

- Data protection is increasingly important



New transportation means & services.

- New, shared transportation modes
- Electrification of transportation



Ecological footprint.

- European Green Deal
- CO₂, particulate matter, noise



Connected mobility.

- Rapid evolution of network technology and autonomous vehicles and driving



Data & artificial intelligence (AI).

- Connected mobility is important data source.
- AI for analytics, simulation and prediction



Shift in business.

- From hardware to software platforms
- Smart infrastructure

Business model.

One-stop-shop solutions cover the entire value chain of customers.

Services offered as **end-to-end** solutions in **one-stop-shop** approach;
with **in-house production** of hardware and software.

Intelligent Transportation Solutions

Tolling

Traffic Mgmt.

Business types

Implementation

30%

Operations

54%

Components

16%

High degree of flexibility for responding to **customer needs**:

From components, to designing and building complete turnkey systems, to operating them.



Implementation.

Planning, design, installation of systems and applications.



Operations.

Technical and commercial operations of systems.



Components.

Develop, produce in in-house manufacturing in Austria and Canada or source.

End-to-end solutions as a one-stop-shop.

Strategy 2027.

Leading position in future markets of tolling and traffic management, expand into adjacent business and invest in technology.



Optimization and expansion of existing business.

We focus on our **core competencies** of **tolling** and **traffic management** with new solutions.



Expansion into adjacent business areas.

The expansion into adjacent business areas is consistent with the internal global strategy survey on potential **new business areas** conducted in June 2020.



Investment in future technologies.

In addition to market and product developments, we **focus on technological developments** that shape our future product and solution ecosystem.

We invest in

Smart traffic management
Demand management
Tolling services



Our identity

Kapsch TrafficCom is a **globally renowned** provider of **end-to-end transportation solutions** for a healthy world without congestion.



Our mission

Creating **innovative solutions for sustainable mobility** in transportation to enable users to arrive at their destination conveniently, on time, safely, efficiently, and with minimal environmental impact.



Our goals

Kapsch TrafficCom is recognized as a **thought leader** in the industry. We **double our revenues** and thereby grow stronger than the market.



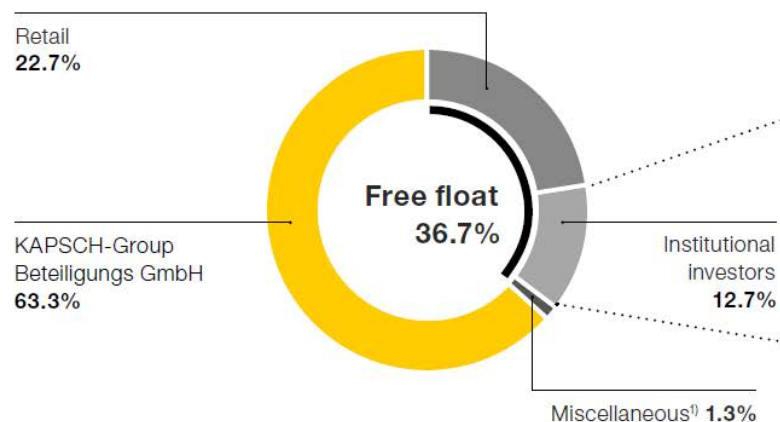
Our vision

Challenging the limits of mobility for a healthy world without congestion.

Kapsch TrafficCom share.



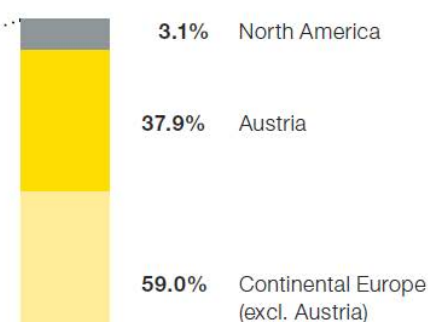
Shareholder structure.



¹⁾ Trading positions and unidentified shareholders.



Institutional investors by region.



Source: Shareholder survey from May 2023



Research coverage*.

Erste Group	
Buy	€ 20.00
RBI (Raiffeisen Bank International)	
Hold	€ 12.50
ODDO BHF/FMR	
Buy	€ 13.90

* As per June 14, 2023



Selected events.

August 17, 2023	Q1 2023/24 Results
September 6, 2023	Annual General Meeting
More information:	www.kapsch.net/ir

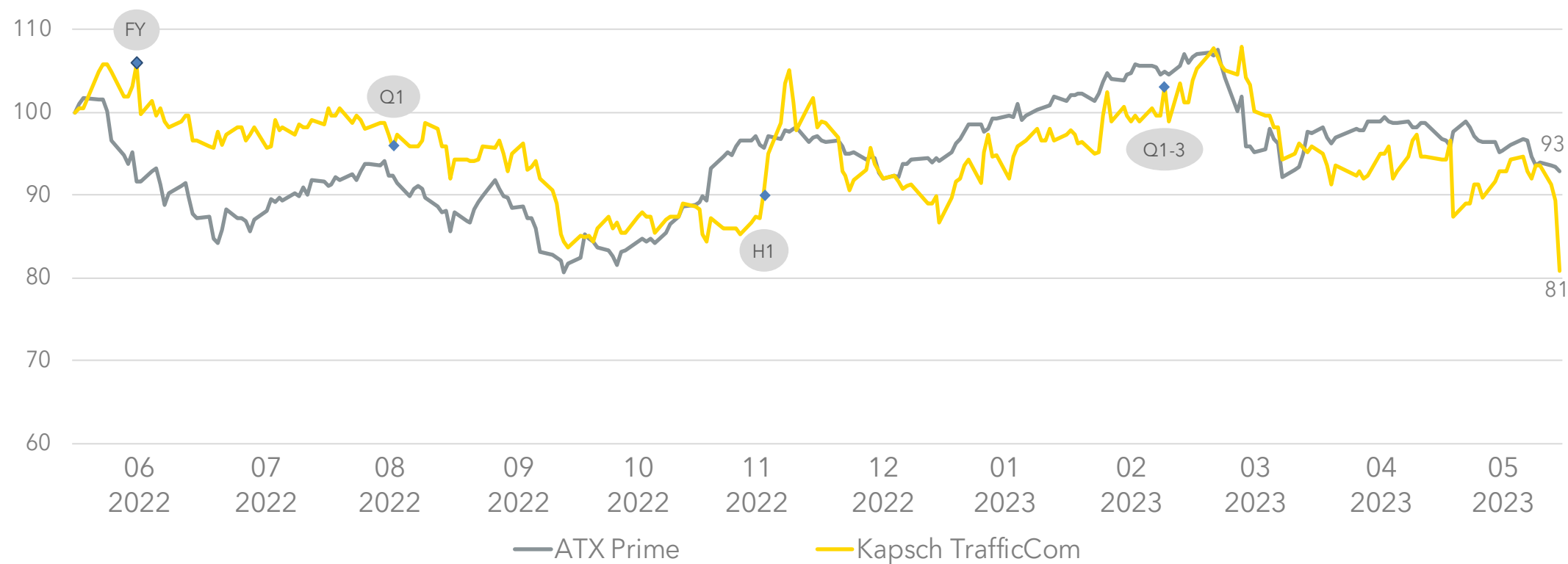


Basic information.

Listed in Vienna, Prime Market, since 2007	ISIN: AT000KAPSCH9
Capital increase in 2011	Reuters: KTCG.VI
Total of 13 million shares	Bloomberg: KTCG AV

Share price development (last 12 months).

Kapsch TrafficCom and ATX Prime.



Kapsch TrafficCom's offices worldwide.

As of April, 2023.



The emergence of Kapsch TrafficCom until the IPO in June 2007.

About 130 years in the ever-changing electronic industry.

1892

Kapsch founded.

1991

Tolling division at Kapsch.

Toll collection division within Kapsch Aktiengesellschaft

1995

Pioneer.

Contract for the realization of the nationwide Ecopoint System, the world's 1st emissions-based TMS

1999

Pioneer ETC.

Launch of world's 1st MLFF ETC system for an urban motorway on Melbourne City Link in Australia

2002

Kapsch TrafficCom founded.

Kapsch Aktiengesellschaft restructured from which Kapsch TrafficCom emerged as a separate legal entity within the Group

2004

Pioneer MLFF.

Austria introduces the national truck road user charging system: the worldwide 1st nationwide multi-lane free-flow system on major highways

2007

IPO of Kapsch TrafficCom.

Selected products of Kapsch throughout the years

- > Morse telegraph devices
- > Telephones (fixed and mobile)
- > Capacitors and dry batteries
- > Radios, incl. portable radios
- > TVs (black & white, later color)
- > Telecom networks

ETC: Electronic Toll Collection
MLFF: Multi-Lane Free-Flow
TMS: Traffic Management System

Unique selling proposition.

What makes Kapsch TrafficCom unique?



Domain know-how.

About **130 years** in the electronics industry

Close to **customers**

Ability to develop tailored solutions
– **proven track record**

Deep and comprehensive **domain know-how**

Broad variety of **technologies**, prime **quality**



Innovator.



One-stop-shop.



Global player.

Only real **global player** in tolling
(best practice, risk diversification)

Integrated, **one-stop-shop**

Scale

Listed (transparence, access to capital)

Shareholder interests secured on the
Executive Board by CEO Georg Kapsch





Kapsch TrafficCom

Results for Financial Year 2022/23.

June 14, 2023.

Headlines.

Financial Year (FY) 2022/23 (April 1, 2022 to March 31, 2023).



Revenues increased by 7% to EUR 553 million.



Double-digit growth in the regions Americas and Asia-Pacific.



Decline in EBIT to EUR 8 million despite restructured and reduced cost base in past years.



Focus on costs, liquidity and improvement of financial indicators.



Outlook FY 2023/24: Revenue growth in single-digit percentage range and slight improvement in operating result (EBIT).

Key figures.

FY 2022/23.

April 1, 2022 to March 31, 2023

Revenues

€ 553.4mn (+6.5% ↗)

FY 2021/22: € 519.8mn



Result for period (attributable to equity holders)

€ -24.8mn (> -100% ↘)

FY 2021/22: € -9.3mn



EBIT

€ 7.6mn (-31.1% ↘)

FY 2021/22: € 11.0mn



Net debt (March 31, 2023)

€ 186.3mn (+17.7% ↗)

March 31, 2022: € 158.3mn



EBIT margin

1.4% (-0.7pp ↘)

FY 2021/22: 2.1%



Total assets (March 31, 2023)

€ 480.1mn (-6.2% ↘)

March 31, 2022: € 512.1mn



Free cash flow

€ -6.0mn (↘)

FY 2021/22: € 16.8mn



Equity ratio (March 31, 2023)

10.7% (-4.5pp ↘)

March 31, 2022: 15.2%



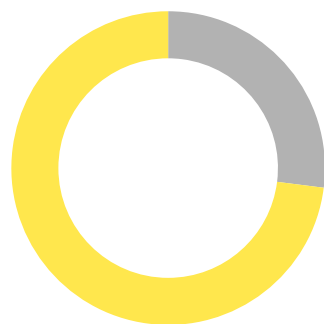
Revenues increased by 7% to € 553mn.

Previous year: € 520mn.



Segments.

Tolling revenues increased by 9%.



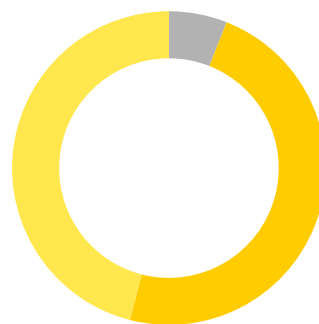
73% **Tolling**
€ 403mn (↗ +9.1%)

27% **Traffic Management**
€ 150mn (↗ +0.1%)



Regions.

Strong growth in Americas and APAC.



49% **EMEA**
€ 273mn (↘ -3.2%)

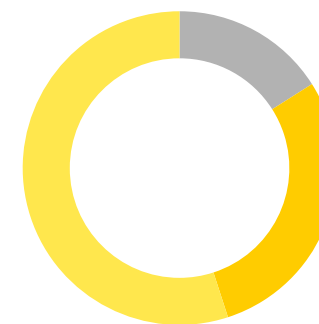
45% **Americas**
€ 249mn (↗ +17.4%)

6% **APAC**
€ 32mn (↗ +22.4%)



Business type.

Growth in all business areas.



54% **Operations**
€ 302mn (↗ +4.3%)

30% **Implementation**
€ 164mn (↗ +9.9%)

16% **Components**
€ 87mn (↗ +7.8%)

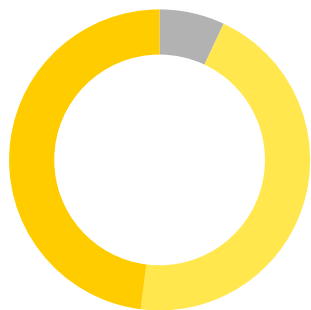
Growth in the Americas and APAC regions driven by tolling segment.

Revenue growth in tolling segment with negative EBIT and traffic management at constant revenue level.

Tolling.

All figures in € mn unless otherwise stated	FY 2021/22	FY 2022/23	+/-
Revenues	370	403	+9%
Implementation	89	119	+34%
Operations	205	203	-1%
Components	76	82	+8%
EBIT	3	-8	-
EBIT margin	1%	-2%	-

Revenues by region.



46% **EMEA**
€ 187mn (↘ -2%)

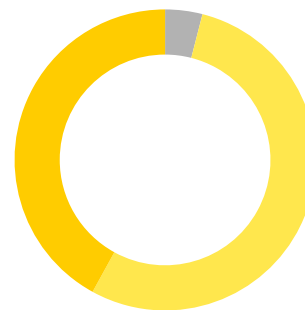
47% **Americas**
€ 190mn (↗ +20%)

7% **APAC**
€ 27mn (↗ +32%)

Traffic Management.

All figures in € mn unless otherwise stated	FY 2021/22	FY 2022/23	+/-
Revenues	150	150	0%
Implementation	60	45	-26%
Operations	85	100	+18%
Components	5	6	+5%
EBIT	8	15	+98%
EBIT margin	5%	10%	+5pp

Revenues by region.



57% **EMEA**
€ 86mn (↘ -5%)

40% **Americas**
€ 59mn (↗ +10%)

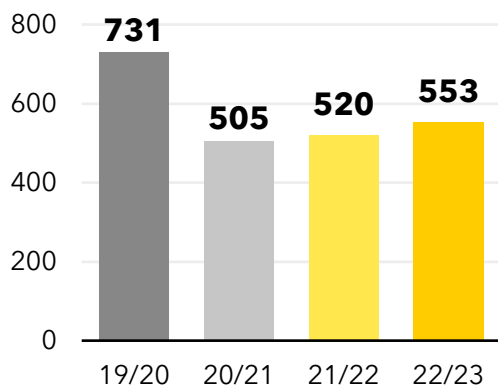
3% **APAC**
€ 5mn (↘ -11%)

Financial indicators reflect challenges of past year.

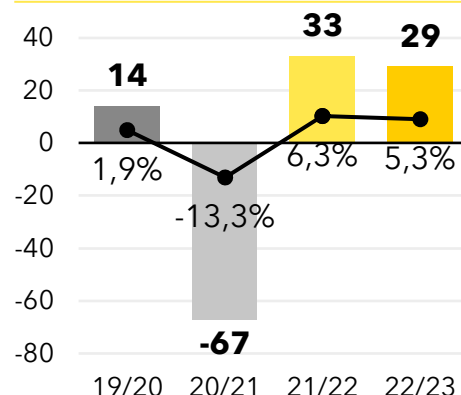
Negative free cash flow, increased net debt, increased gearing and lower equity ratio.

All figures in € mn unless otherwise stated.

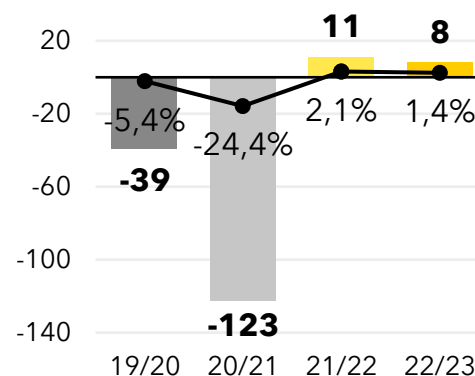
Revenues.



EBITDA, EBITDA margin.

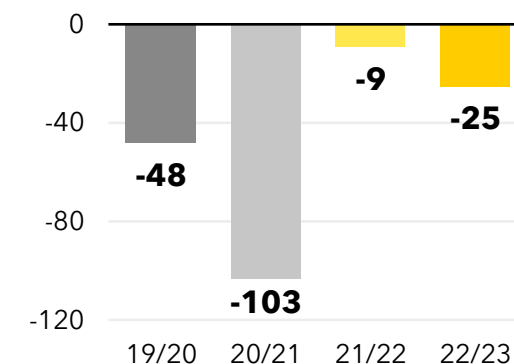


EBIT, EBIT margin.

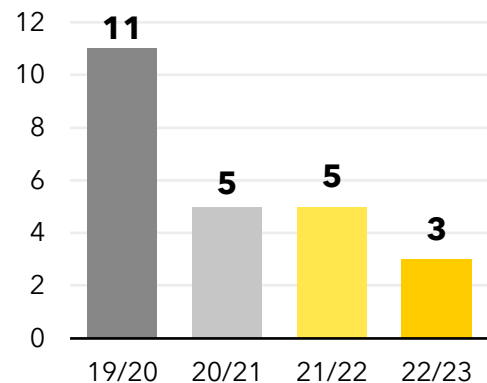


Result for period.

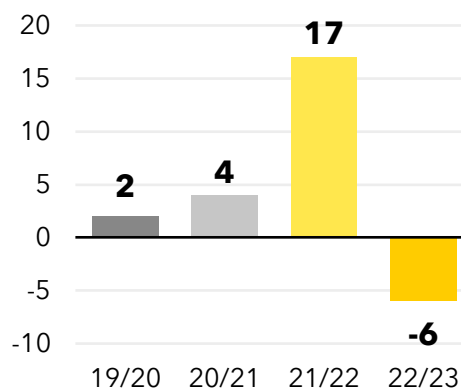
(attributable to equity holders)



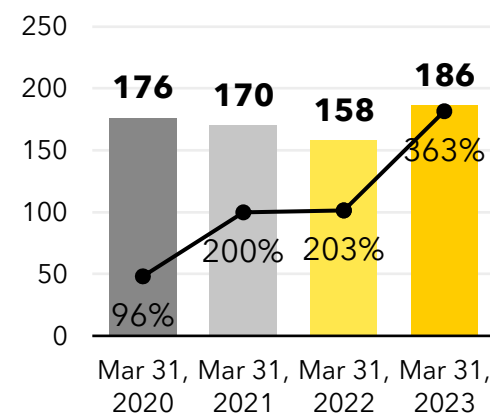
Net investment.



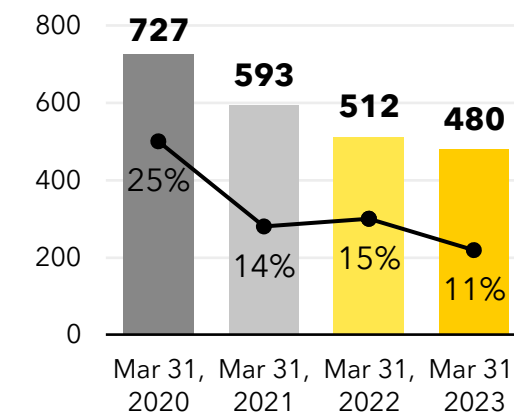
Free cash flow.



Net debt, gearing.



Total assets, equity ratio.



Outlook.

Financial year 2023/24.

Focus on new business, costs,
liquidity and financial indicators.



**Revenue growth in
single-digit percentage range.**

FY 2022/23: € 553mn



**Slight improvement in
operating result (EBIT).**

FY 2022/23: € 8mn





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