Challenging limits.
Kapsch Group company presentation.
Content.

2. Our Company History.
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It is important for us to push beyond conventional limits. We always question existing concepts, redefining these to forge ahead with innovations. Because we always make passionate use of technology to the benefit of our customers. Because we do not accept boundaries, we do not settle back. Because we have been a trendsetter, visionary and pioneer for more than 125 years, we are: Kapsch. Challenging limits.
Globally operating technology group with headquarters in Vienna.
EUR 1,212 million revenues in the fiscal year 2018 / 19.
about 6,500 employees worldwide with passion for technology.

Where our customers need us:
100* subsidiaries and offices worldwide.
6 continents with ongoing projects.
8 countries with research and development centers.

Successful in our areas of expertise:
Intelligent Transportation Systems
Information- and Communications Technology

Two independently operating business units:
Kapsch TrafficCom
Kapsch BusinessCom

* Approximate value
Our Areas of Expertise.
Challenging limits in mobility and digitalization.

Intelligent Mobility Solutions
for
End Users, Enterprises and Public Authorities

Information- & Communications Technology
for
All Sectors’ Enterprises and Public Authorities
Our Business Units and Market Strategy.

Kapsch Group is structured in two independently operating business units.

<table>
<thead>
<tr>
<th>Kapsch TrafficCom</th>
<th>Kapsch BusinessCom</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solutions, products and services for the ITS market (Intelligent Transportation Systems).</td>
<td>Partner in digitalization supports companies in taking their business performance to the next level and developing new business models.</td>
</tr>
<tr>
<td>Recognized partner for electronic multi-lane free-flow toll collection systems.</td>
<td>Technology solutions for intelligent and secure ICT infrastructure along with smart building technology, media and security technology, and outsourcing services.</td>
</tr>
</tbody>
</table>
Our Management.
Challenging limits for our customers.

Kapsch Group
Franz Semmernegg
Chief Financial Officer
Georg Kapsch
Chief Executive Officer
Kari Kapsch
Chief Operating Officer

www.kapsch.net | 7
Our Company History.

Challenging limits since 1892.

On 20 September 1892, Johann Kapsch went to the municipal district office in the 7th district of Vienna to have his precision workshop registered. By doing so, he laid the foundations for an enterprise that has stood for the power of innovation, pioneering spirit and customer orientation – for more than 125 years now.
Our Company History.
1892 to mid-1960s.

1892
Johann Kapsch founds a precision workshop in Vienna producing Morse telegraph devices and telephones.

1918
Kapsch begins manufacturing capacitors.

1924
Entry into radio manufacturing. The first Kapsch radio receiver Pionier L with three-tube speaker technology. Soon afterwards Kapsch becomes a co-founder of RAVAG, the Austrian company Radio Verkehrs AG, thereby ringing in the age of radio in Austria.

1948
Equipment of telecommunications offices with switching system 48 – the first standardized, nationwide, direct-dial system. In 1950 the first automatic exchange using the system comes into service in Eferding.

1958
Kapsch introduces the first black and white television on the Austrian market, the model TFS-56.

1965
The company develops a new low-noise dialing disk for telephones that remains in use up to the 1980s.
Our Company History.
1970 to today.

1970
Installation of analog train radio for Austrian Railways.

1999
Implementation of the world’s first electronic toll system for multilane free-flow traffic on the Melbourne City Link highway.

2003
Kapsch implements the world’s largest comprehensive electronic truck tolling system in Austria.

2013
Kapsch deploys first nationwide wide area multilateration (WAM) solution for Austrian air traffic control worldwide.

2010
Kapsch takes over the GSM / GSM-R division of Nortel, thus becoming a major global provider of digital train radio systems.

2016
The acquisition of the transportation division of Schneider Electric expands the Kapsch portfolio and bolsters its global market position in intelligent transportation systems.

2019
Nation-wide passenger vehicle toll system in Bulgaria goes into operation in January; truck toll system is expected to follow in early 2020.
Overview fiscal year 2018/19.
Kapsch Group in figures.
Kapsch Group in Figures.
Fiscal year 2018/19.

Revenue: 1,211.9 Mio. EUR
- Carrier 107.1
- Public Transport 17.3
- Traffic 737.8

EBIT: 50.9 Mio. EUR
- Carrier -11.8
- Public Transport -8.9
- Traffic 57.0

R&D: 143.6 Mio. EUR
- Carrier 25.4
- Traffic 7.5

Employees: 6,896
- Carrier 399
- Public Transport 75
- Traffic 4,981

Calculations following International Accounting Standards (IAS), Fiscal Year from 1 April 2018 to 31 March 2019.
Our Milestones 2018/19.
Milestones in the fiscal year 2018/19.

- Last year’s **record revenues** of the Kapsch Group were increased once again – **to over 1.2 billion euros**.
- Kapsch Group **grew investments** in research and development from EUR 138.8 to **143.6 million**.
Global Presence.
Our subsidiaries around the world.
Our Subsidiaries and Branches.

Around 100 subsidiaries and offices worldwide.
Our Signature Projects.
A glimpse of Kapsch projects around the globe.

Golden Gate Bridge
San Francisco
U.S.A.

earthDATAsafe
Kapfenberg
Austria

Lincoln & Holland Tunnel
New York City
U.S.A.

City Access
Bologna
Italy

Øresund Bridge
Denmark and Sweden

Nationwide Toll System
Belarus

Smart-City-Project
Saudi-Arabia

Smart Urban Mobility
Buenos Aires
Argentina

Sydney Harbour Bridge & Tunnel
Sydney
Australia

Status July 2019
Moving traffic.
Facts and milestones of Kapsch TrafficCom.
Market focus
Our offering encompasses the solution segments of tolling, traffic management, safety and security, smart urban mobility and connected cars.

Global presence
Implementation of transport systems in more than 50 countries on all continents.
Leading in research and development with R&D centers on three continents.

Competences
Consultation, development, creation, commercial and technical operation and maintenance.
Conception, organization and implementation from one single supplier.

Solutions
Our end-to-end solutions cover the entire value chain of our customers as a one-stop shop, from components and design to the installation and operation of systems.
Intelligent Mobility Solutions, creating exceptional value consistently.

<table>
<thead>
<tr>
<th>Tolling</th>
<th>Traffic Management</th>
<th>Safety &amp; Security</th>
<th>Connected Mobility</th>
<th>Smart Urban Mobility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Toll Collection</td>
<td>Cities</td>
<td>Road Safety Enforcement</td>
<td>V2X Communication Technology</td>
<td>Access Management</td>
</tr>
<tr>
<td>Plaza Tolling</td>
<td>Highways</td>
<td>Commercial Vehicle Enforcement</td>
<td>Platform for Connected Mobility</td>
<td>Smart Parking</td>
</tr>
<tr>
<td>City Tolling</td>
<td>Managed Lanes</td>
<td>Electronic Vehicle Registration</td>
<td></td>
<td>Mobility as a Service</td>
</tr>
<tr>
<td>Tolling Services</td>
<td>Tunnel and Bridges</td>
<td></td>
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</tbody>
</table>

One-stop shop: from components and design to the installation and operation of systems.
Kapsch TrafficCom.
Milestones in the fiscal year 2018/19.

Kapsch TrafficCom has been tasked with the implementation of nation-wide toll systems in Bulgaria since the beginning of 2018. The passenger vehicle toll system went into operation in January 2019, the truck toll system is expected to follow in early 2020.

Tolltickets, a Kapsch Group company, has been registered as an EETS provider since last year and is currently working on its certification with the various toll chargers. Furthermore, Kapsch TrafficCom already has EETS-enabled on-board units.
Kapsch Components.
Manufacturing of high quality electronic products.

High-tech electronic manufacturing
Services within the manufacturing, assembling and testing of electronic products for the professional market and logistics services.

Facts and figures
Revenue: 53.1 Mio. EUR
Employees: 154
Production area: 6000 m²
Logistics area: 6000 m²
As of March 2019

Core technologies
Surface-mounted technology, through-hole assembly, automated optical inspection incl. X-ray, wave, selective and laser soldering, in-circuit test, flying probe, functional, burn-in and environmental testing.

Core area of expertise
Electronics manufacturing, automated assembly and system testing, radio frequency testing, repairs and upgrades, laboratory, test system development.
Simplifying communication.
Facts and milestones of Kapsch BusinessCom.
Market focus
Leading partner for digitalization for companies of all sectors.
Digital eco system with international technology providers, start-ups and research centers.

Global presence
Service partner for more than 17,000 companies in the DACH region and Romania.

Competences
Implementation, operation, maintenance and continuous optimization.
Partnerships with globally recognized technology providers.

Solutions
Technology Solutions (IT Infrastructure and Communication)
Facility Solutions (Building Technology)
Business Services (Outsourcing and Digitalization Solutions)
**Kapsch BusinessCom. Portfolio.**

**Information and Communications Technology.**

<table>
<thead>
<tr>
<th>Technology Solutions</th>
<th>Facility Solutions</th>
<th>Business Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>For a stable, smart and secure ICT infrastructure.</td>
<td>For smart building and security technology and multimedia.</td>
<td>For outsourcing and innovative industry-specific solutions for digitalization.</td>
</tr>
</tbody>
</table>
With the takeover of IT system integrator eCrome Systems AG, based in St. Gallen, Kapsch Business continues its **growth course in the DACH region**. The strategic sales partnership with UPC Switzerland has been intensified. In Germany, the integration of Kapsch Carrier Solutions GmbH into Kapsch BusinessCom has been completed.

Kapsch BusinessCom has completed the integration of former subsidiary **Advanced Information Management Consulting GmbH** (AIMC) and bundled its data science know-how in a new, separate business unit.
Acknowledging responsibility.

Innovation and responsibility at Kapsch.
Innovation at Kapsch.
Innovations safeguard our sustainable success.

Research and Development Centers.

Mississauga (Canada)  
Vienna, Graz, Linz, Klagenfurt (Austria)  
Santiago de Chile (Chile)  
Prag (Czech Republic)  
Buenos Aires (Argentina)  
Kingston, Pleasanton, Duluth, San Mateo, Rockville, Chantilly, Secaucus, Austin (U.S.A.)  
Barcelona, Bilbao, Sevilla (Spain)  
Jönköping (Sweden)

21 |
research and development centers worldwide.

143,6 Mio. |
R&D expenditure (in EUR) in FY 2018/19

~1.300 |
patents currently held by the Kapsch Group.

$X^2$ |
sic scientific cooperations

Status July 2019
**Responsibility at Kapsch.**

Kapsch supports selected cultural and social institutions and projects.

<table>
<thead>
<tr>
<th>Obligation</th>
<th>Cooperation</th>
<th>Support</th>
<th>Promotion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Commitment &amp; Charitable Institutions</td>
<td>„Arts &amp; Culture” Support of Initiatives &amp; Projects</td>
<td>Cooperations &amp; Sponsorship for Education &amp; Integration</td>
<td>„Women in Technology” Promotion &amp; Development</td>
</tr>
</tbody>
</table>
Thank you for your attention.

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www.kapsch.net

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