Kapsch.

KTC: Leading entity of the Kapsch Group.

- Kapsch founded in Vienna in 1892
- Electronic industry
- Strong brand in Austria
- Three key entities
  - Kapsch TrafficCom - KTC (Intelligent Transportation Systems)
  - Kapsch BusinessCom (ICT solutions for enterprises)
  - Kapsch CarrierCom (Telematics and telecommunications solutions for rail and urban public transport operators, carrier networks and energy supply companies)
- Family owned Group (only KTC listed)
- Group revenues >EUR 1bn

KTC: Tradition meets Future.

125 years in the ever-changing electronic industry are a proof of the sustainable business approach and the entrepreneurial spirit within the family-owned Kapsch Group.

This, together with the professionalism, structures and transparency required from a listed company, are key success factors for Kapsch TrafficCom.
Kapsch TrafficCom.

At a glance.

Provider of Intelligent Transportation Systems

- Tolling (Electronic Toll Collection – ETC)
- Mobility (Intelligent Mobility Solutions – IMS)

Solid financials

- Revenues >EUR 500mn
- Sustainable dividend policy: Base dividend of EUR 1,--

Global player

- More than 4,800 employees
- Presence in >30 countries
- References in >50 countries

Listed at Vienna Stock Exchange

- Market cap ~EUR 500mn
- Free float 36.7%
Strategy.
Addressing future-defining trends.

Increased profitability as foundation for further growth
Implementation of new business models
Positioning as a leading provider of intelligent mobility solutions
**Strategy.**

*Our priorities.*

- **New solutions**
  - Secure the core business
    - Extend and renew long-term contracts.
    - Maintain global on-board unit business.
    - Provide solutions for smaller road operators and concessionaries.
  - Grow the core business
    - Broaden offering.
    - Tap new geographical markets.
  - Build up solutions portfolio.
  - Expand core business from highways in the direction of cities.

- **Existing customers**
- **New customers**

**Intelligent Mobility Solutions**
Business model.
One-stop-shop.

Components
- In-Vehicle Components
- Roadside
- Back office

Design & Build
- Toll Stations, Vehicle Detection and Classification
- Enforcement Stations
- Central System

Integration

Operations
- Consulting
- Technical Operations
- Commercial Operations

End-to-End Solutions as a One-Stop Shop
- In-vehicle Components
- Transceivers & Readers
- Cameras & Sensors
- Toll & Enforcement Station
- Central System

Components
- On-board Units (OBUs)
- Transceiver
- Reader
- Programming Station
- Mobile Reader
- Vehicle Detection
- Vehicle Registration
- Vehicle Classification
- Stationary Enforcement
- Mobile Enforcement
- Back Office System
## Portfolio.

Integrated ITS provider

<table>
<thead>
<tr>
<th>Service Provider</th>
<th>Data Provider</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>System Provider &amp; Operator</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Business to Government (B2G) Services</strong></td>
<td><strong>Business to Business (B2B) Services</strong></td>
</tr>
<tr>
<td>Mobility Apps &amp; Services</td>
<td>Data Aggregation &amp; Analytics</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Tolling</strong></th>
<th><strong>Traffic Management</strong></th>
<th><strong>Safety &amp; Security</strong></th>
<th><strong>Smart Urban Mobility</strong></th>
<th><strong>Other Solutions</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Toll Collection</td>
<td>Highway Traffic Management</td>
<td>Road Safety Enforcement</td>
<td>Access Management</td>
<td>V2X Products</td>
</tr>
<tr>
<td>City Tolling</td>
<td>Managed Lanes</td>
<td>Commercial Vehicle Enforcement</td>
<td>Smart Parking</td>
<td></td>
</tr>
<tr>
<td>Plaza Tolling</td>
<td>Tunnel &amp; Bridges Traffic Management</td>
<td>Electronic Vehicle Enforcement</td>
<td>Intermodal Mobility</td>
<td></td>
</tr>
</tbody>
</table>

**Integration Layer “Multi-Application Suite”**

- Products/Software
- Back Office System
- System Integration
- Payment Processing
- Operations/Enforcement

Feb 2017 | Investor Presentation
Intelligent Mobility Solutions (IMS): From highways to cities.
# Financials.

## Earnings overview.

<table>
<thead>
<tr>
<th></th>
<th>H1 2016/17</th>
<th>+/-</th>
<th>H1 2015/16</th>
<th>FY 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>311.7</td>
<td>27%</td>
<td>245.0</td>
<td>526.1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>37.4</td>
<td>5%</td>
<td>35.7</td>
<td>76.9</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>12.0%</td>
<td>(2.6%p)</td>
<td>14.6%</td>
<td>14.6%</td>
</tr>
<tr>
<td>EBIT</td>
<td>28.7</td>
<td>5%</td>
<td>27.4</td>
<td>62.3</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>9.2%</td>
<td>(2.0%p)</td>
<td>11.2%</td>
<td>11.9%</td>
</tr>
<tr>
<td>Profit before tax (PBT)</td>
<td>28.7</td>
<td>16%</td>
<td>24.8</td>
<td>54.8</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>20.1</td>
<td>5%</td>
<td>19.2</td>
<td>36.5</td>
</tr>
<tr>
<td>Profit for the period attributable to equity holders</td>
<td>20.6</td>
<td>23%</td>
<td>16.7</td>
<td>31.1</td>
</tr>
<tr>
<td>Earnings per share (EPS)</td>
<td>1.58</td>
<td>23%</td>
<td>1.28</td>
<td>2.39</td>
</tr>
</tbody>
</table>

All figures in EUR mn unless otherwise stated.

Revenues by Region H1 2016/17:
- Austria: 60%
- EMEA (excl. Austria): 28%
- Americas: 7%
- APAC: 5%

Revenues by Segment H1 2016/17:
- IMS: 80
- ETC: 38

Revenues in EUR mn:
- H1 2015/16: 207
- H1 2016/17: 231
The increase in net investments to EUR 10.4mn was due to the acquisition of KTT, and primarily related to intangible assets.

Free cash flow decreased to EUR 17.0 million (-44%), mainly as a result of the higher amount of net investments in the wake of the KTT acquisition.

Despite • acquisition of KTT, • purchase of 48% stake in Kapsch Telematic Systems, • payment of the dividend, net debt of only EUR 0.5mn.

Promissory note bond (extension of balance sheet), an acquisition (effect in equity), and dividend payment lead to a reduction of the equity ratio.
## Segment results.

### ETC.

### ETC Overview

<table>
<thead>
<tr>
<th></th>
<th>H1 2016/17</th>
<th>+/-</th>
<th>H1 2015/16</th>
<th>FY 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>231.2</td>
<td>12%</td>
<td>206.6</td>
<td>442.1</td>
</tr>
<tr>
<td>EBIT</td>
<td>34.2</td>
<td>17%</td>
<td>29.1</td>
<td>63.7</td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
<td>14.8%</td>
<td>0.7%p</td>
<td>14.1%</td>
<td>14.4%</td>
</tr>
</tbody>
</table>

### ETC Revenue Split

<table>
<thead>
<tr>
<th></th>
<th>H1 2016/17</th>
<th>+/-</th>
<th>H1 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>231.2</td>
<td>12%</td>
<td>206.6</td>
</tr>
<tr>
<td>Design &amp; Build</td>
<td>44.9</td>
<td>18%</td>
<td>38.1</td>
</tr>
<tr>
<td>Operations</td>
<td>138.0</td>
<td>15%</td>
<td>119.8</td>
</tr>
<tr>
<td>Components</td>
<td>48.3</td>
<td>1%</td>
<td>48.7</td>
</tr>
</tbody>
</table>

ETC revenues H1 2016/17

- EMEA (excl AT)
- Austria
- Americas
- APAC
## IMS Overview

All figures in EUR mn unless otherwise stated

<table>
<thead>
<tr>
<th></th>
<th>H1 2016/17</th>
<th>+/-</th>
<th>H1 2015/16</th>
<th>FY 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>80.5</td>
<td>110%</td>
<td>38.3</td>
<td>84.0</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>-5.4</td>
<td>-214%</td>
<td>-1.7</td>
<td>-1.3</td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
<td>-6.8%</td>
<td>-2.2%p</td>
<td>-4.5%</td>
<td>-1.6%</td>
</tr>
</tbody>
</table>

## IMS Revenue Split

In EUR mn

<table>
<thead>
<tr>
<th></th>
<th>H1 2016/17</th>
<th>+/-</th>
<th>H1 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>80.5</td>
<td>110%</td>
<td>38.3</td>
</tr>
<tr>
<td><strong>Design &amp; Build</strong></td>
<td>29.7</td>
<td>115%</td>
<td>13.8</td>
</tr>
<tr>
<td><strong>Operations</strong></td>
<td>45.4</td>
<td>180%</td>
<td>16.2</td>
</tr>
<tr>
<td><strong>Components</strong></td>
<td>5.3</td>
<td>-36%</td>
<td>8.3</td>
</tr>
</tbody>
</table>
Focus on driving forward the integration of KTT.
- Minimizing costs and realizing synergies as quickly as possible.
- Helping the ~900 new employees to become acquainted with and a part of the corporate culture of the Kapsch TrafficCom Group.

Annual revenues should grow by more than EUR 100 million.

ETC: EBIT margin is set to significantly exceed 10%.

IMS: EBIT margin will be adversely impacted by the integration and the lower EBIT contribution of KTT, as well as the negative EBIT performance of Streetline.
**Outlook.**
*Beyond FY 2016/17.*

**ETC**
- Margins of large projects could erode after new tenders of existing contracts.
- Limited number of potential new nation-wide tolling contracts BUT larger number of smaller contracts.
- Tolltickets: high revenues (H1 2016/17: EUR 7mn) and low single-digit EBIT margin – dilution of Group EBIT margin.
- EBIT margin should remain >10%.

**IMS**
- KTT: Improvement of profitability expected.
- Streetline continues to contribute losses, turnaround expected mid-term.
- EBIT margin should steadily develop towards 10%.

**Dividend policy:**
- At least 1/3 of the profit for the period
- Annual Base Dividend of EUR 1.00
- Dividend payment can be higher or lower; within a reference period of 3 years, average annual dividend at least EUR 1.00
**USP.**

**What makes Kapsch TrafficCom unique?**

- Ability to develop tailored solutions – proven track record.
- Close to our customers.
- Domain know-how.
- Integrated, one-stop-shop.
- Global player.
  - Best practice
  - Risk diversification
- A leading position in our core business.
- Size and financial stability.
- Listed (transparence, access to capital).
- No principal-agent-conflict as one main shareholder is the CEO.
  - Long-term view; sustainable measures not sacrificed for short-term profits.
## Basic Information

- Listed in Prime Market segment at the Vienna Stock Exchange since 2007
- 13 million shares
- Market cap: ~EUR 500mn
- Coverage by: Erste Group, Matelan, RCB

## Select Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb 22, 2017</td>
<td>Q1-Q3 results 2016/17</td>
</tr>
<tr>
<td>June 20, 2017</td>
<td>Results for FY 2016/17</td>
</tr>
<tr>
<td>Sep 6, 2017</td>
<td>AGM</td>
</tr>
</tbody>
</table>
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 or 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.
Thank you for your attention.

Hans Lang
Investor Relations Officer

Kapsch TrafficCom

Kapsch TrafficCom AG
Am Europlatz 2
1120 Vienna, Austria
Phone: +43 50 811 1122
E-Mail: hans.lang@kapsch.net
www.kapsch.net

Please Note:
The content of this presentation is the intellectual property of Kapsch AG and all rights are reserved with respect to the copying, reproduction, alteration, utilization, disclosure or transfer of such content to third parties. The foregoing is strictly prohibited without the prior written authorization of Kapsch TrafficCom AG. Product and company names may be registered brand names or protected trademarks of third parties and are only used herein for the sake of clarification and to the advantage of the respective legal owner without the intention of infringing proprietary rights.
Appendix.
## Competition.

### Overview.

<table>
<thead>
<tr>
<th>Tolling</th>
<th>Traffic Management</th>
<th>Smart Urban Mobility</th>
<th>Safety &amp; Security</th>
<th>Connected Cars</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>ETC</em></td>
<td><em>Highway</em></td>
<td><em>Urban Traffic Management</em></td>
<td><em>Road Safety Enforcement</em></td>
<td><em>V2X Automotive</em></td>
</tr>
<tr>
<td>T-Systems</td>
<td>Delcan</td>
<td>Q-Free</td>
<td>SwRI</td>
<td>TransCore</td>
</tr>
<tr>
<td>Autostrade Tech</td>
<td></td>
<td>Smart Parking</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q-Free</td>
<td>TransCore</td>
<td>Sanef its</td>
<td></td>
<td></td>
</tr>
<tr>
<td>City Tolling</td>
<td>Managed Lanes</td>
<td>Inrix</td>
<td>Xerox</td>
<td></td>
</tr>
<tr>
<td>Q-Free</td>
<td>MHI</td>
<td>IBM</td>
<td>Cubic</td>
<td>Siemens</td>
</tr>
<tr>
<td>Plaza Tolling</td>
<td>Tunnel &amp; Bridges</td>
<td>SICE</td>
<td>Delcan</td>
<td>Dynniq</td>
</tr>
<tr>
<td>Tesقيدل</td>
<td>TransCore</td>
<td>G.E.A.</td>
<td>Indra</td>
<td>SICE</td>
</tr>
<tr>
<td>Intermodal Mobility</td>
<td><em>Electronic Vehicle Registration</em></td>
<td>HaCon</td>
<td>Xerox</td>
<td>Moovel</td>
</tr>
<tr>
<td>HaCon</td>
<td>Xerox</td>
<td>Moovel</td>
<td>Cubic</td>
<td>Siemens</td>
</tr>
<tr>
<td>Connected Services</td>
<td><em>Connected Services</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>n.a.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Consolidation of Kapsch TrafficCom Transportation.

**Impact on H1 results.**

<table>
<thead>
<tr>
<th>Impact on the P&amp;L</th>
<th>Impact on the balance sheet*</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td><strong>Property, plant &amp; equipment</strong></td>
<td>EUR 0.7mn</td>
</tr>
<tr>
<td>EUR +53.0mn</td>
<td><strong>Intangible assets</strong></td>
<td>EUR 5.2mn</td>
</tr>
<tr>
<td>thereof ETC EUR +11.4mn</td>
<td><strong>Other non-current assets</strong></td>
<td>EUR 0.2mn</td>
</tr>
<tr>
<td>thereof IMS EUR +41.6mn</td>
<td><strong>Inventories</strong></td>
<td>EUR 0.7mn</td>
</tr>
<tr>
<td><strong>EBIT</strong> EUR -0.9mn</td>
<td><strong>Receivables &amp; other current assets</strong></td>
<td>EUR 57.0mn</td>
</tr>
<tr>
<td>thereof ETC EUR -2.8mn</td>
<td><strong>Cash &amp; cash equivalents</strong></td>
<td>EUR 9.5mn</td>
</tr>
<tr>
<td>thereof IMS EUR +1.9mn</td>
<td><strong>Liabilities, other liabilities &amp; deferred income</strong></td>
<td>EUR -42.8mn</td>
</tr>
<tr>
<td><strong>Net assets acquired (provisionally)</strong></td>
<td>EUR 30.4mn</td>
<td></td>
</tr>
</tbody>
</table>

* Provisionally determined; preliminary purchase price allocation. Values may change subject to audit as well as through purchase price adjustments.

**Purchase price**: EUR 27.4mn

**Difference to net assets acquired (badwill)**: EUR 3.0mn

- Number of KTC Group employees up by approximately 900.
- KTC is now in the top segment of toll solution providers in the U.S.A.
- Strategic jump from the highways into the cities.
- KTC has become a leading, globally active full-service provider.
- Integration costs will weigh on KTC’s profitability.
- Integration to be completed by fall 2017.
**Promissory note bond.**

**Successful Issue.**

<table>
<thead>
<tr>
<th>2016</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Issue</strong></td>
<td><strong>Issue</strong></td>
</tr>
<tr>
<td>&gt; EUR 62.0mn</td>
<td>&gt; EUR 26mn</td>
</tr>
<tr>
<td>&gt; USD 14.5mn</td>
<td>&gt; 1.22% p.a</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2017</th>
<th>2023</th>
<th>2026</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Corporate bond expires</strong></td>
<td><strong>Corporate bond expires</strong></td>
<td><strong>Corporate bond expires</strong></td>
</tr>
<tr>
<td>&gt; EUR70.8mn.</td>
<td>&gt; EUR 23m</td>
<td>&gt; EUR 8.5mn</td>
</tr>
<tr>
<td></td>
<td>&gt; 6M EURIBOR + 150bps.</td>
<td>&gt; 2.26% p.a.</td>
</tr>
</tbody>
</table>

**Corner Stones of the Transaction**

- Volume: EUR 62mn + USD 14.5mn
- 3 tenors (5/7/10 years)
- Partially fixed interest, partially variable
- Rationale:
  - Diversified investor base
  - Optimized financing structure
  - Refinancing of corporate bond (EUR 70.8mn outstanding) maturing in November 2017
  - Can be repaid early; higher flexibility
- Extending effect on balance sheet (increase in cash and cash equivalents as well as in non-current financial liabilities)

Feb 2017 | Investor Presentation
Corporate milestones.
125 years in the ever-changing electronic industry.

1892
Kapsch founded

1991
Toll collection division within Kapsch AG

1995
Contract for the realization of the nationwide Ecopoint System, the world’s 1st emissions-based TMS

1999
Launch of world’s 1st MLFF ETC system for an urban motorway on Melbourne City Link in Australia.

2002
Activities structured in three autonomous organizations:
- Kapsch TrafficCom
- Kapsch BusinessCom
- Kapsch CarrierCom

2004
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

2007
Nationwide ETC system in Czech Republic goes into operation

2010
Contract for implementation and operation of nationwide tolling system in Poland

2011
Capital increase

2012
Contract for implementation and operation of nationwide tolling system in Belarus

2016
Acquisition of KTT (Schneider Electric Transportation Business)

- Morse telegraph devices
- Telephones
- Capacitors and dry batteries
- Radios
- TVs (black & white, later color)
- Telecom networks (analog, later digital)
- Portable radios
- Mobile phones

Austria
EMEA (excl. AT)
Americas
APAC

H1 2016/17
28%
2016
7%
2010
60%

www.kapschtraffic.com
**References in more than 50 countries.**

<table>
<thead>
<tr>
<th>Region</th>
<th>H1 (EUR mn)</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EMEA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>311.7</td>
<td>100%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>231.2</td>
<td>74%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>80.5</td>
<td>26%</td>
</tr>
<tr>
<td><strong>Americas</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>87.7</td>
<td>28%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>55.2</td>
<td>18%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>32.5</td>
<td>10%</td>
</tr>
<tr>
<td><strong>APAC</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>21.5</td>
<td>7%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>19.9</td>
<td>6%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>1.6</td>
<td>1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Region</th>
<th>H1 (EUR mn)</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EMEA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>202.5</td>
<td>65%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>156.2</td>
<td>50%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>46.3</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Americas</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>87.7</td>
<td>28%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>55.2</td>
<td>18%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>32.5</td>
<td>10%</td>
</tr>
<tr>
<td><strong>APAC</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>21.5</td>
<td>7%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>19.9</td>
<td>6%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>1.6</td>
<td>1%</td>
</tr>
</tbody>
</table>
We make mobility solutions intelligent to enable users to arrive at their destination

- comfortably,
- on time,
- safely,
- efficiently, and
- with minimal environmental impact.