Investor Presentation.
March 2017.
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.

Convergence
Ecological footprint
New business models
Convenience
Price erosion

Urbanization
Connected cars
Infrastructure funding
Industry consolidation
Lower barriers to market entry
Alternative technologies

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

Mar 2017 | Investor Presentation

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.

Existing solutions (ETC, ATMS)

Grow the core business

- Broaden offering.
- Tap new geographical markets.

New customers

Intelligent Mobility Solutions

- Build up solutions portfolio.
- Expand core business from highways in the direction of cities.

New solutions, business models and competences
Business model.
One-stop-shop.

Components
- In-Vehicle Components
- Roadside
- Back office

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

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

- On-board Units (OBUs)
- Transceiver
- Reader
- Vehicle Detection
- Vehicle Classification
- Stationary Enforcement
- Mobile Enforcement

- Programming Station
- Mobile Reader
- Vehicle Registration
- Back Office System
**Portfolio.**

Integrated ITS provider

<table>
<thead>
<tr>
<th>ETC</th>
<th>Tolling Solutions</th>
<th>Tolling Services</th>
<th>IMS</th>
<th>Highway</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ElectronicToll Collection</td>
<td>Mult-Lane Free Flow, Managed Lanes, Satellite, Mobile, eVignette</td>
<td>City Tolling</td>
<td>Trans-European Tolling Services</td>
<td>Traffic Management</td>
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<tr>
<td></td>
<td>Plaza Tolling</td>
<td></td>
<td></td>
<td>Traffic Management</td>
<td>Urban TM, Corridor Management, Access Management</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Enforcement</td>
<td>Road Safety Enforcement, Electronic Vehicle Registration, Commercial Vehicle Enforcement</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Connected Vehicles</td>
<td>V2X Automotive, V2X Infrastructure, Connected Services</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Smart Parking</td>
<td>On-street, Off-street</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Integrated Mobility</td>
<td>Multi-modal solutions &amp; services</td>
</tr>
</tbody>
</table>
Mobility.

Intelligent Mobility Solutions (IMS): From highways to cities.
## Financials.

### Earnings overview.

<table>
<thead>
<tr>
<th>All figures in EUR mn unless otherwise stated</th>
<th>Q1-Q3 2016/17</th>
<th>+/-</th>
<th>Q1-Q3 2015/16</th>
<th>FY 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>483.8</td>
<td>28%</td>
<td>379.2</td>
<td>526.1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>56.1</td>
<td>1%</td>
<td>55.4</td>
<td>76.9</td>
</tr>
<tr>
<td><strong>EBITDA margin</strong></td>
<td><strong>11.6%</strong></td>
<td><strong>-3%p</strong></td>
<td><strong>14.6%</strong></td>
<td><strong>14.6%</strong></td>
</tr>
<tr>
<td>EBIT</td>
<td>43.0</td>
<td>-1%</td>
<td>43.3</td>
<td>62.3</td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
<td><strong>8.9%</strong></td>
<td><strong>-3%p</strong></td>
<td><strong>11.4%</strong></td>
<td><strong>11.9%</strong></td>
</tr>
<tr>
<td>Profit before tax (PBT)</td>
<td>44.5</td>
<td>30%</td>
<td>34.1</td>
<td>54.8</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>29.4</td>
<td>16%</td>
<td>25.3</td>
<td>36.5</td>
</tr>
<tr>
<td>Profit for the period attributable to equity holders</td>
<td>30.1</td>
<td>41%</td>
<td>21.3</td>
<td>31.1</td>
</tr>
<tr>
<td>Earnings per share (EPS)</td>
<td>2.3</td>
<td>41%</td>
<td>1.6</td>
<td>2.4</td>
</tr>
</tbody>
</table>

### Revenues by Region Q1-Q3 2016/17

- **EMEA** 66%
- **Americas** 27%
- **APAC** 7%

### Revenues by Segment Q1-Q3 2016/17

- **IMS** 74%
- **ETC** 26%
The increase in net investments to EUR 14.5mn was due to the acquisition of KTT.

Again positive (EUR 38.7mn); however, significantly lower than in Q1-Q3 2015/16 (EUR 74.8mn). Main reasons:
- working capital
- higher net investments

Despite having undertaken a number of acquisitions and a dividend payment, Kapsch TrafficCom had a net credit in the amount of EUR 17.6mn.

The assumption of a promissory note bond (increase in balance sheet total), acquisitions (effect in equity) and the dividend payment resulted in a reduction of the equity ratio to 34%.
**ETC Overview**

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1-Q3 2016/17</th>
<th>+/-%</th>
<th>Q1-Q3 2015/16</th>
<th>+/-%</th>
<th>FY 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>358.9</td>
<td>13%</td>
<td>316.6</td>
<td></td>
<td>442.1</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>54.8</td>
<td>18%</td>
<td>46.4</td>
<td></td>
<td>63.7</td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
<td>15.3%</td>
<td>1%p</td>
<td>14.7%</td>
<td></td>
<td>14.4%</td>
</tr>
</tbody>
</table>

All figures in EUR mn unless otherwise stated.

**ETC Revenue Split**

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1-Q3 2016/17</th>
<th>+/-%</th>
<th>Q1-Q3 2015/16</th>
<th>+/-%</th>
<th>FY 2015/16</th>
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<tr>
<td>Design &amp; Build</td>
<td>70.2</td>
<td>13%</td>
<td>61.9</td>
<td></td>
<td>372.0</td>
</tr>
<tr>
<td>Operations</td>
<td>215.2</td>
<td>19%</td>
<td>180.5</td>
<td></td>
<td>118.2</td>
</tr>
<tr>
<td>Components</td>
<td>73.5</td>
<td>-1%</td>
<td>74.3</td>
<td></td>
<td>35.9</td>
</tr>
</tbody>
</table>
### IMS Overview

<table>
<thead>
<tr>
<th></th>
<th>Q1-Q3 2016/17</th>
<th>+/-</th>
<th>Q1-Q3 2015/16</th>
<th>FY 2015/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>125.0</td>
<td>99%</td>
<td>62.7</td>
<td>84.0</td>
</tr>
<tr>
<td>EBIT</td>
<td>-11.8</td>
<td>-281%</td>
<td>-3.1</td>
<td>-1.3</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>-9.5%</td>
<td>-5%p</td>
<td>-5.0%</td>
<td>-1.6%</td>
</tr>
</tbody>
</table>

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### IMS Revenue Split

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<thead>
<tr>
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<tr>
<td>Design &amp; Build</td>
<td>48.5</td>
<td>76%</td>
<td>27.6</td>
<td>372.0</td>
</tr>
<tr>
<td>Operations</td>
<td>67.2</td>
<td>182%</td>
<td>23.8</td>
<td>118.2</td>
</tr>
<tr>
<td>Components</td>
<td>9.3</td>
<td>-17%</td>
<td>11.3</td>
<td>35.9</td>
</tr>
</tbody>
</table>

All figures in EUR mn unless otherwise stated.
Outlook. FY 2016/17.

- 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.
Outlook.
Beyond FY 2016/17.

ETC

> Limited number of potential new nation-wide tolling contracts BUT larger number of smaller contracts.
> Margins of large projects could erode after new tenders of existing contracts.
> tolltickets: high revenues (Q1-Q3 2016/17: EUR 13mn) and low margin – dilution of Group EBIT margin.
> EBIT margin should remain >10%.

IMS

> KTT: Improvement of profitability expected.
> 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.--.
- Dividend payment can be higher or lower; within a reference period of 3 years, average annual dividend at least EUR 1.--.
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 (transparency, 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.
Kapsch TrafficCom share.

Shareholder Structure

- Kapsch-Group Beteiligungs GmbH: 63.3%
- Other investors and shares in trading positions: 23.3%
- Private investors: 16.6%

Institutional Investors by Region

- Austria: 16.9%
- U.K. and Ireland: 11.0%
- North America: 18.6%
- Continental Europe (excl. Austria): 50.3%
- Other: 3.2%

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

- June 20, 2017: Results FY 2016/17
- Aug 27, 2017: Record date AGM
- Aug 30, 2017: Results Q1 2017/18
- Sep 6, 2017: AGM
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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>ETC</td>
<td>Highway</td>
<td>Smart Parking</td>
<td>Road Safety Enforcement</td>
<td>V2X Automotive</td>
</tr>
<tr>
<td>T-Systems</td>
<td>Autostrade</td>
<td>Q-Free</td>
<td>TransCore</td>
<td>emovis</td>
</tr>
<tr>
<td>City Tolling</td>
<td>Managed Lanes</td>
<td>Urban Traffic Management</td>
<td>Commercial Vehicle Enforcement</td>
<td>V2X Infrastructure</td>
</tr>
<tr>
<td>Q-Free</td>
<td>MHI</td>
<td>IBM Cubic</td>
<td>Siemens</td>
<td></td>
</tr>
<tr>
<td>Plaza Tolling</td>
<td>Tunnel &amp; Bridges</td>
<td>Intermodal Mobility</td>
<td>Electronic Vehicle Registration</td>
<td>Connected Services</td>
</tr>
<tr>
<td>Tescidel</td>
<td>TransCore</td>
<td>G.E.A.</td>
<td>Indra</td>
<td>SICE</td>
</tr>
</tbody>
</table>
Consolidation of Kapsch TrafficCom Transportation.

Impact on Q1-Q3 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>Revenues EUR +80.7mn</td>
<td>Property, plant &amp; equipment EUR 0.7mn</td>
<td>Number of KTC Group employees up by approximately 900.</td>
</tr>
<tr>
<td>thereof ETC EUR +17.8mn</td>
<td>Intangible assets EUR 5.2mn</td>
<td>KTC is now in the top segment of toll solution providers in the U.S.A.</td>
</tr>
<tr>
<td>thereof IMS EUR +62.9mn</td>
<td>Other non-current assets EUR 0.2mn</td>
<td>Strategic jump from the highways into the cities.</td>
</tr>
<tr>
<td><strong>EBIT</strong> EUR -1.7mn</td>
<td>Inventories EUR 0.7mn</td>
<td>KTC has become a leading, globally active full-service provider.</td>
</tr>
<tr>
<td>thereof ETC EUR -1.0mn</td>
<td>Receivables &amp; other current assets EUR 57.0mn</td>
<td>December 2016: Contingent purchase price adjustment of EUR 5mn.</td>
</tr>
<tr>
<td>thereof IMS EUR -0.7mn</td>
<td>Cash &amp; cash equivalents EUR 9.5mn</td>
<td>Integration costs weigh on KTC’s profitability.</td>
</tr>
</tbody>
</table>

* Provisionally determined; preliminary purchase price allocation. Values may change subject to audit.

Purchase price*: EUR 31.1mn
Difference to net assets acquired (badwill): EUR 3.0mn

December 2016: Contingent purchase price adjustment of EUR 5mn.
**Promissory note bond.**

*Successful Issue.*

<table>
<thead>
<tr>
<th>Year</th>
<th>Issue</th>
<th>2016</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>EUR 62.0mn</td>
<td>EUR 26mn</td>
</tr>
<tr>
<td></td>
<td></td>
<td>USD 14.5mn</td>
<td>EUR 4.5mn</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1.22% p.a</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>6M EURIBOR + 120bps</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>USD 14.5mn</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1.22% p.a</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>3M LIBOR + 170bps</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Corporate bond expires</th>
<th>2017</th>
<th>2023</th>
<th>2026</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>EUR70.8mn</td>
<td>EUR 23m</td>
<td>EUR 8.5mn</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>6M EURIBOR + 150bps</td>
<td>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)
**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
Nationwide ETC system in Czech Republic goes into operation

2007
IPO of Kapsch TrafficCom

2009

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

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References in more than 50 countries.

<table>
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<th>Total EUR mn</th>
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<tr>
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<td>27%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>84.9</td>
<td>18%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>46.0</td>
<td>10%</td>
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<tr>
<td>Revenues</td>
<td>319.1</td>
<td>66%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>244.4</td>
<td>51%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>74.7</td>
<td>15%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total EUR mn</th>
<th>Q1-Q3 2016/17</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>33.8</td>
<td>7%</td>
</tr>
<tr>
<td>thereof ETC</td>
<td>29.6</td>
<td>6%</td>
</tr>
<tr>
<td>thereof IMS</td>
<td>4.2</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.