Investor Presentation.
November 2018.
Kapsch.  
KTC: Leading entity of the Kapsch Group.

➢ Kapsch founded in Vienna in 1892  
➢ Electronic industry  
➢ Strong brand in Austria  
➢ Four key entities
  ▪ Kapsch TrafficCom – KTC  
    (Intelligent Mobility Systems)  
  ▪ Kapsch BusinessCom  
    (ICT solutions for enterprises and public administration)  
  ▪ Kapsch CarrierCom  
    (End-to-end telecom solutions for railway operators, public authorities, and airports)  
  ▪ Kapsch Public TransportCom  
    (Intelligent infrastructure solutions for public transport operators & transportation agencies)  
➢ Group revenues >EUR 1bn

Kapsch: Tradition meets Future.  
125+ years in the ever-changing technology 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 Mobility Solutions

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

Solid financial parameter

- Revenues ~EUR 700mn
- EBIT ~EUR 50mn
- Sustainable dividend policy: Base dividend of EUR 1.

Fiscal year: April 1 – March 31

Global player

- More than 5,200 employees
- Presence in >30 countries
- References in >50 countries

Listed at Vienna Stock Exchange

- IPO in 2007
- Free float 36.7%
Relevant mega trends and drivers.

Mobility
With increasing affluence, desire for mobility increases.
Mobility viewed as a basic need/necessity.
Strong growth of individual transportation as a result of emerging countries catching up economically.

Urbanization
Share of people living in cities is rising:
Since 2007: > 50% by 2030: > 60%
World’s population continues to grow.
Urban population expected to grow:
Today: 4.2 billion by 2050: 6.7 billion

Climate protection
In Europe, >25% of energy consumption and CO₂ emissions attributed to transportation sector.
64% of total kilometers driven in cities; number of kilometers is expected to triple (2010-2050).

Expansion & financing of transportation networks
Road infrastructure needs to be maintained and expanded (especially in emerging countries).

Technology and concepts
Radical change in transport industry with new technologies and concepts, e.g.
- e-mobility,
- Mobility as a service (MaaS),
- Connected vehicles,
- Big data-based applications

Convergence of the various ITS market segments calls for intelligent, holistic mobility solutions.
## Portfolio of solutions.

Integrated mobility solutions provider – financial segmentation.

### Tolling (ETC)

<table>
<thead>
<tr>
<th>Electronic toll collection</th>
<th>Plaza tolling</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-lane free-flow</td>
<td>Stand-alone manually operated tolling plazas</td>
</tr>
<tr>
<td>Managed lanes (tolled)</td>
<td>Plaza tolling systems combined with electronic toll collection</td>
</tr>
<tr>
<td>Mobile tolling</td>
<td></td>
</tr>
<tr>
<td>eVignette</td>
<td></td>
</tr>
</tbody>
</table>

### Intelligent Mobility Solutions (IMS)

<table>
<thead>
<tr>
<th>Traffic management</th>
<th>Traffic safety &amp; security</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highway traffic management</td>
<td>Road safety enforcement</td>
</tr>
<tr>
<td>Urban traffic management</td>
<td>Commercial vehicle enforcement</td>
</tr>
<tr>
<td>Managed lanes</td>
<td>Electronic vehicle registration</td>
</tr>
<tr>
<td>Tunnels and bridges</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Connected vehicles</th>
<th>Smart urban mobility</th>
</tr>
</thead>
<tbody>
<tr>
<td>V2X-automotive</td>
<td>Access management</td>
</tr>
<tr>
<td>V2X-infrastructure (connected road)</td>
<td>Smart parking</td>
</tr>
<tr>
<td>Connected mobility</td>
<td>Intermodal mobility</td>
</tr>
</tbody>
</table>

### Revenues 2017/18:

- **EUR 522 million, i.e. 75%**
- **EUR 172 million, i.e. 25%**
Characteristics of the two segments.

<table>
<thead>
<tr>
<th>Components</th>
<th>Implementation</th>
<th>Operation</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-vehicle components</td>
<td>Toll stations</td>
<td>Complete turnkey systems</td>
<td>Consulting</td>
</tr>
<tr>
<td>Road-side components</td>
<td>Enforcement stations</td>
<td></td>
<td>Technical operation</td>
</tr>
<tr>
<td>Integration</td>
<td>Back office</td>
<td></td>
<td>Commercial operation</td>
</tr>
<tr>
<td>Subsystems</td>
<td>Integration</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

**ETC**

**IMS**

- Broad set of solutions and services addressing different aspects of traffic/mobility.
  - Some offerings are already fairly mature (e.g. traffic management representing most of the segment’s revenues).
  - Others are investments into future growth (e.g. connected vehicles, smart parking).
- Different revenue split between implementation (project business) and operation than in ETC:
  - Implementation of software and hardware (sensors, controllers, signs, signals) represent a higher share.
  - Operation revenues represent mainly technical operations.
  - Potential to increase recurring revenues (mid-term to long-term).

Services

- Tolling as a service (Taas)
- Mobility as a service (Maas)
- Platforms (customer interface)
Product portfolio.

In-vehicle products
- 5.8 GHz DSRC transponders/on-board units
- 5.9 WAVE/5G DRSC on-board units
- 915 transponders
- RFID-63 passive transponders
- GNSS/DSRC on-board units

Radio frequency (RF) field products
- 5.8 CEN DSRC transceivers
- 5.9 WAVE/5G DSRC transceivers
- 915 readers
- RFID-63 readers
- Handheld & desktop transceivers and readers

Video and sensor products
- ANPR cameras
- Image processing suite
- Vehicle detection and classification systems

Traffic management products
- EcoTrafiX™ controller
**Tolling extended to intelligent mobility solutions.**

*Kapsch TrafficCom – reducing the risk profile; less dependent on few large customers.*

<table>
<thead>
<tr>
<th>2007/08 (IPO)</th>
<th>2012/13</th>
<th>2017/18</th>
<th>In the 2020s</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; Mainly tolling business</td>
<td>&gt; Mainly tolling business</td>
<td>&gt; Mainly tolling business</td>
<td>&gt; ETC and traffic management business expand further</td>
</tr>
<tr>
<td>&gt; Only a few customers</td>
<td>&gt; Strong ETC growth driven by a few large-scale customers</td>
<td>&gt; Customer base significantly diversified (also within ETC)</td>
<td>&gt; Intelligent mobility solutions, e.g.</td>
</tr>
<tr>
<td>&gt; Very limited traffic management activities</td>
<td>&gt; Little non-ETC business</td>
<td>&gt; Non-ETC portfolio massively expanded</td>
<td>▪ Smart urban mobility</td>
</tr>
<tr>
<td>&gt; Business in Europe, Australia and Chile</td>
<td>&gt; In total &lt;200 customer projects</td>
<td>&gt; ETC still the growth driver but non-ETC business gains relevance</td>
<td>▪ Connected vehicles grow rapidly and represent a substantial part of the business</td>
</tr>
<tr>
<td></td>
<td>&gt; Growing share of business in the Americas</td>
<td>&gt; In total &gt;1,000 customer projects</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>&gt; Global player</td>
<td></td>
</tr>
</tbody>
</table>

Global player

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www.kapschtraffic.com | 8
What makes Kapsch TrafficCom unique?

- Ability to develop tailored solutions – proven track record
- Close to our customers
- Domain know-how
- Broad variety of technologies, prime quality
- Integrated, one-stop-shop
- Only real global player in ETC
  - 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.
Financial results.
H1 2018/19.
H1 2018/19 and beyond.

Highlights.

- Germany: Contract for automated enforcement of the new passenger car toll.
- Poland: Contract to support the further operation of the system for another 21-27 months.
- Czech Republic: Minister of Transport signs contract with a competitor; legal proceedings launched.
- EETS: JV with Axxès to build and operate technology platform for EETS; partnership with OMV to launch OMV Smart Toll.
- Deferments in certain projects had impact on revenues and earnings of H1 2018/19.

### Revenues

<table>
<thead>
<tr>
<th>Period</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2017/18</td>
<td>335.8 mn</td>
</tr>
<tr>
<td>FY 2017/18</td>
<td>693.3 mn</td>
</tr>
</tbody>
</table>

### EBIT

<table>
<thead>
<tr>
<th>Period</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2017/18</td>
<td>17.8 mn</td>
</tr>
<tr>
<td>FY 2017/18</td>
<td>50.1 mn</td>
</tr>
</tbody>
</table>

### EBIT margin

<table>
<thead>
<tr>
<th>Period</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2017/18</td>
<td>5.3%</td>
</tr>
<tr>
<td>FY 2017/18</td>
<td>7.2%</td>
</tr>
</tbody>
</table>

### EPS

<table>
<thead>
<tr>
<th>Period</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2017/18</td>
<td>0.70</td>
</tr>
<tr>
<td>FY 2017/18</td>
<td>2.21</td>
</tr>
</tbody>
</table>
## H1 2018/19.

Segment results: ETC accounts for 78% of total revenues, IMS 22%.

### Key financials

|                      | H1 2017/18 | H1 2018/19 | +/-  
|----------------------|------------|------------|------
| **Revenues**         | 260.7      | 262.1      | 1%   |
| **EBIT**             | 32.1       | 24.8       | -23% |
| **EBIT margin**      | 12.3%      | 9.5%       | -2.8%|
|                      |            |            |      |

### Revenues by region

- **EMEA**: 63%
- **Americas**: 29%
- **APAC**: 8%

### Revenues by type

|                      | H1 2017/18 | H1 2018/19 | +/-  
|----------------------|------------|------------|------
| **Implementation**   | 68.2       | 73.6       | 8%   |
| **Operation**        | 140.3      | 133.4      | -5%  |
| **Components**       | 52.2       | 55.1       | 6%   |
| **OBUs sold, million units** | 5.9 | 6.8 | 16% |

### Revenues by type

|                      | H1 2017/18 | H1 2018/19 | +/-  
|----------------------|------------|------------|------
| **Implementation**   | 35.6       | 30.3       | -15% |
| **Operation**        | 38.2       | 38.4       | 0%   |
| **Components**       | 5.3        | 5.0        | -4%  |
Other key financials.

Net CAPEX

Free cash flow

Net cash/debt

Balance sheet total and equity ratio

- CAPEX on previous year’s level.
- Free cash flow followed development operating result; net working capital increased stronger than in H1 2017/18.

- Negative free cash flow and dividend payment (EUR 19.5 mn) caused net cash to turn into net debt.
- Balance sheet continues to be very robust.
Outlook & medium-term goals.

Outlook 2018/19

➤ Revenues and EBIT at previous year's levels

**Revenues** (medium-term)

➤ Growing in both segments
➤ Grow stronger than the market
➤ Higher growth rates for IMS in the long run

**EBIT margin** (medium-term)

➤ ETC: comfortably >10%
➤ IMS: in good environment, 8% possible
➤ Group: > 10%
Dividends.

Dividend policy*

➢ At least the higher of 1/3 of the earnings per share (EPS) and EUR 1.

➢ Depending on economic development, the market environment and capital needs for upcoming projects, the dividend payment can be higher or lower. ...

➢ ... However, within a reference period of 3 years, the company aims at paying out an average annual dividend of at least EUR 1.

* As of November 29, 2016.

Dividend payouts

2016: EUR 1.50 (EPS 2015/16: 2.39)
2017: EUR 1.50 (EPS 2016/17: 3.35)
2018: EUR 1.50 (EPS 2017/18: 2.21)
Kapsch TrafficCom share.

Shareholder structure

Free float: 36.7%
Retail: 6.6%
Institutional investors: 21.0%
KAPSCH-Group Beteiligungs GmbH: 63.3%
Axxion S.A./Funds managed by Shareholder Value Management AG: 8.4%
Miscellaneous: 0.7%

Institutional investors by region

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other</td>
<td>2.1%</td>
</tr>
<tr>
<td>UK and Ireland</td>
<td>3.8%</td>
</tr>
<tr>
<td>Austria</td>
<td>37.3%</td>
</tr>
<tr>
<td>North America</td>
<td>22.0%</td>
</tr>
<tr>
<td>Continental Europe (excl. Austria)</td>
<td>35.0%</td>
</tr>
</tbody>
</table>

Source: Shareholder survey from March 2018, participation notification, estimates by Kapsch TrafficCom.

1) Trading positions and unidentified shareholders.

Basic information

- Listed in Prime Market segment at the Vienna Stock Exchange since 2007
- 13 million shares
- Coverage by: Erste Group, Kepler Cheuvreux, ODDO BHF, Raiffeisen Centrobank

Select events

- February 21, 2019: Results Q1-Q3 2018/19
- June 18, 2019: Results FY 2018/19

More information: www.kapschtraffic.com/ir

ISIN: AT000KAPSCH9
Reuters: KTCG.VI
Bloomberg: KTCG AV
Share price development.
Kapsch TrafficCom and ATX Prime.

Offer in CZ for nation-wide tolling system not considered the cheapest
Tender in CZ cancelled
Profit warning: Q1 below expectations, lowered outlook
New project: Modernize toll system in Switzerland
New project: Support further operation of nation-wide toll system in Poland
Results FY 2016/17
Final Q1 results
Dividend ex date
New project: Upgrade toll collection equipment in Maryland, USA
New project: Automatic enforcement of passenger car toll in Germany

ATX PRIME
Kapsch TrafficCom
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Appendix.
References and recent major projects.
Global

All figures in EUR mn unless otherwise stated 2017/18 % of total
Revenues 693.3
thereof ETC 521.6 75%
thereof IMS 171.6 25%

Americas

All figures in EUR mn unless otherwise stated 2017/18 % of total
Revenues 209.1 30%
thereof ETC 139.3 20%
thereof IMS 69.8 10%

EMEA

All figures in EUR mn unless otherwise stated 2017/18 % of total
Revenues 441.9 64%
thereof ETC 346.8 50%
thereof IMS 95.1 14%

APAC

All figures in EUR mn unless otherwise stated 2017/18 % of total
Revenues 42.3 6%
thereof ETC 35.5 5%
thereof IMS 6.8 1%
Overview: Major project.

Road safety and traffic management in Zambia.

About the project

- Nation-wide concession contract to improve road safety and traffic management.
- Main components:
  - Vehicle inspection,
  - Vehicle registration,
  - Speeding fines and other traffic-related infringements.
- Term: 17 years

Organizational & financial

- Joint venture (JV) with local partner Lamise Trading.
- Consolidation: Until August 2018 at equity, thereafter full consolidation.
- JV’s expected revenues in the first 3 years projected to be in the range of EUR 90 million to EUR 110 million.

Republic of Zambia

Capital: Lusaka
Official language: English
GDP (PPP)/cap*: USD 4,050
Currency: Zambian Kwacha (ZMW)
Population*: 17.1 million; >40% live in urban areas

*Source: World Bank (Data for 2017)
Full consolidation of JV in Zambia.

Service concession agreement according to IFRIC 12.

IFRIC 12 because

➢ Public-to-private arrangement to build-operate-transfer an asset without separate payments of building, operating and transferring the asset to a public entity, but is paid via the operation (user fees, fines, etc. of the asset).

➢ Public entity regulates what services we provide with the assets, to whom and at what prices.

➢ Assets are used for their entire useful life and legally transferred to the public entity at the end of the arrangement.

Consequences

➢ Equivalent of the implementation revenues = intangible assets (considered as the right to charge users of the infrastructure/the public service).

➢ These intangible assets are to be depreciated until the end of the contract’s life.

Further note

➢ Result for the period: 49% of JV’s results attributable to non-controlling interests, 51% to equity holders of the company.
Overview: Major project.
Automatic enforcement of the German passenger car toll.

About the project

➢ Planning, development, implementation, operation and maintenance of the automated enforcement system for the German passenger car toll.
  ▪ Equipment (e.g. cameras, scanners)
  ▪ Central system (software)
➢ Term: 12 years starting with the first collection of the passenger car toll, can be extended to up to 15 years.

Financial

➢ Total project volume in the range of <EUR 100 million up to EUR 120 million.

Federal Republic of Germany
Capital: Berlin
Official language: German
GDP (PPP)/cap*: USD 50,639
Currency: Euro
Population*: 82.7 million
Member of the European Union

*Source: World Bank (Data for 2017)
Overview: Major project.
Nation-wide tolling system in Bulgaria.

About the project

➢ Contract to design and build nation-wide tolling system.
➢ Satellite technology for trucks over 3.5 tons.
➢ eVignette for passenger cars.
➢ Tolls collected on all class I, II, and III roads, (all paved roads).
➢ Some details:
  ▪ 500 terminals for registering and issuing eVignettes,
  ▪ 100 enforcement vehicles, 100 weigh-in-motion facilities, 100 tolling gantries.
➢ Term: 19 months from signing (January 2018).
➢ Kapsch TrafficCom’s 6th nation-wide toll collection system in Europe (after Austria, Switzerland, Poland, the Czech Republic, and Belarus).

Financial

➢ Total project volume of about EUR 76.6 million.

Republic of Bulgaria
Capital: Sofia
Official language: Bulgarian
GDP (PPP)/cap*: USD 20,329
Currency: Lev (BGN)
Population*: 7.1 million
Member of the European Union

*Source: World Bank (Data for 2017)
Overview: Major project.
Tolling in Maryland (USA).

About the project

➢ Contract to replace and maintain all roadside tolling equipment in the mixed-mode, cash, and express toll lanes under management of the Maryland Transportation Authority.

➢ The new roadside equipment will include:

  ▪ RFID toll readers.
  ▪ Automated license plate recognition (ALPR) cameras.
  ▪ Scanners in the mixed-mode lanes.
  ▪ Stereoscopic Vehicle Detection and Classification sensors.

➢ Term: Start in February 2018, replacement of all toll equipment by 2020, six years of subsequent technical operation as well as the option to extend the contract for additional four years.

Financial

➢ Total project volume of more than EUR 55 million.
Overview: Major project.
Port Authority of New York and New Jersey (USA).

About the projects
1. Tolling (2016)
   - Replace the toll collection system at all bridges and tunnels and ongoing system maintenance.
   - Term: Upon completion, maintenance for a 6-year period, with options to extend for up to three 2-year periods.
   - Total project volume >EUR 100 million.

2. Traffic Management (2017)
   - Design and install an Agency-Wide Advanced Transportation Management Software (ATMS).
   - Term: 4-year base term followed by two additional 1-year optional support periods.
   - Total project volume >EUR 8 million.
Appendix.

Miscellaneous.
**Promissory note bond & long-term bank loan.**

**Corner stones of the promissory note bond**

- **Issued 2016**
- **Volume:** EUR 62mn + USD 14.5mn
- **3 tenors (5/7/10 years)**
- **Partially fixed interest, partially variable**

**Corner stones of the long-term bank loan**

- **Issued January 2018**
- **Volume:** EUR 50mn
- **Term:** 6 years
- **Fixed interest:** 0.8% p.a.
- **Redemption:** 2.5 years grace period, then 8 half-year installments
Corporate milestones (1).
More than 125 years in the ever-changing electronic industry.

1892
Kapsch founded

1991
Toll collection division within Kapsch Aktiengesellschaft

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
Kapsch Aktiengesellschaft restructured in:
- Kapsch TrafficCom
- Kapsch BusinessCom
- Kapsch CarrierCom

2007
IPO of Kapsch TrafficCom
Nation-wide ETC system in Czech Republic goes into operation

1892
- Morse telegraph devices
- Telephones (fixed and mobile)
- Capacitors and dry batteries
- Radios, incl. portable radios
- TVs (black & white, later color)
- Telecom networks

2004
Austria introduces the national truck road user charging system: the worldwide 1st nationwide multi-lane free-flow system on major highways
Corporate milestones (2).

More than 125 years in the ever-changing electronic industry.

2007
IPO of Kapsch TrafficCom
Nation-wide ETC system in Czech Republic goes into operation

2010
Poland: Contract for implementation and operation of nation-wide tolling system
North America: Acquisition of MARK IV IVHS

2011
Capital increase
USA: Selected by E-ZPass Group for new 10 year technology and services contracts

2012
Belarus: Contract for implementation and operation of nation-wide tolling system

2016
Acquisition of the transportation business of Schneider Electric

2017
Zambia: Concession agreement for nation-wide road safety and traffic management
Bulgaria: Nation-wide tolling system
We make traffic solutions intelligent.

Why is this so important to us?

- Because we want you to reach your destination quickly, comfortably, and safely.
- Because we want to enable our customers to provide the very best service at a low cost.
- Because we want to protect the environment.