Always one step ahead.

Fiscal Year 2011/12 (1 April 2011 – 31 March 2012) Overview.
Learn about the visions of future mobility of these people in the Annual Report 2011/12.
## Highlights of Fiscal Year 2011/12 (1)

<table>
<thead>
<tr>
<th>Location</th>
<th>System implementation in Poland</th>
<th>System implementation in South Africa</th>
<th>Technology and service contract with E-ZPass Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Poland</td>
<td>- Nationwide Electronic Toll Collection (ETC) system on 1,560 km launched in July 2011.</td>
<td>- Start of ETC system on 185 km in Gauteng region delayed.</td>
<td>- KTC IVHS selected for new ten-year technology and services contracts by E-ZPass Group.</td>
</tr>
<tr>
<td></td>
<td>- System completed in stages up to end of December 2011 and finally accepted on 21 February 2012.</td>
<td>- On 28 April 2012, start of fully completed system suspended by court order due to lawsuit.</td>
<td>- Continuing supply of on-board units, readers and services.</td>
</tr>
<tr>
<td></td>
<td>- System generated toll revenues of EUR 147 million in first 9 months.</td>
<td>- Government elected to appeal court decision on 23 May 2012.</td>
<td>- Most contracts with agencies signed by 31 March 2012.</td>
</tr>
<tr>
<td>Portugal</td>
<td>- Order for implementation and technical operation of ETC system on 100 km for Portuguese operator ASCENDI.</td>
<td>- Contract for maintenance and toll-based operation of 400 km segment of M4 Don Highway.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- System to be implemented in stages until October 2013.</td>
<td>- Contract awarded to JV LLC “United Toll Systems“ with Russian partner Mostrotrest.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- First toll stations already operating.</td>
<td>- Systems to be operated for 10 years with extension option for 3 years.</td>
<td></td>
</tr>
<tr>
<td>Russia</td>
<td>- Contract for maintenance and toll-based operation of 400 km segment of M4 Don Highway.</td>
<td>- First phase to start on 1 July 2013.</td>
<td></td>
</tr>
<tr>
<td>Belarus</td>
<td>- Contract for implementation of nationwide ETC system on 2,743 km upon completion of final project stage.</td>
<td>- Each phase to be financed and repaid within 3 years upon implementation.</td>
<td></td>
</tr>
</tbody>
</table>
## Highlights of Fiscal Year 2011/12 (2)

### Contract award in France
- Agreement with French toll service provider Axxés.
- Supply of on-board units based on global navigation satellite system (GNSS) technology & central solutions for a charging system.
- Largest contract for GNSS technology so far.

### Extension of contract in Austria
- Basic agreement on extension of operation and maintenance contract for nationwide electronic truck toll collection system on 2,200 km in Austria.
- Contract currently terminates at end of 2013 and was now extended to end of 2018.
- At toll transaction rate of 99.9%, system generated toll revenues of 1.1 bn in 2011.

### Business with on-board units
- Volume of on-board units delivered increased to all-time high of 11.2 million units.
- Of this volume, 43% went to America, 30% to Europe and 27% to other countries.

### Increase of free float
- Issuance of 800,000 new shares of approved capital on 27 July 2011.
- Gross proceeds of EUR 49 million.
- Core shareholder sold 300,000 shares to increase free float and thus liquidity of the shares.
- Free float increased to 38.1%.

### Strategy 2016 and organization
- Strong growth in recent years, planned continuation and changes in market environment require further development of Kapsch TrafficCom Group.
- Strategy up to the year 2016 defined.
- Organization must be adapted and efficiency increased.

### Innovation award
- New tunnel safety product Automatic Camera Calibration (ACC) awarded at Intertraffic Amsterdam.
- ACC won by virtue of its extraordinary speed, precision, cost efficiency and clear safety benefits.
- ACC to be applied in Incident Detection System 2.0.
Selected Earnings Data.

**Revenues**
- **2009/10**: 216.0 million EUR
- **2010/11**: 388.6 million EUR
- **2011/12**: 549.9 million EUR

Revenues increased by 42% or EUR 161.3 million to EUR 549.9 million.

**EBIT**
- **2009/10**: 24.5 million EUR (11.4% margin)
- **2010/11**: 48.9 million EUR (12.6% margin)
- **2011/12**: 42.2 million EUR (7.7% margin)

EBIT decreased by 14% to EUR 42.2 million, the EBIT margin to 7.7%.

**Financial Result**
- **2009/10**: 4.1 million EUR
- **2010/11**: -7.6 million EUR
- **2011/12**: -5.9 million EUR

Financial result improved by 23% to EUR -5.9 million.

**Profit for the Period**
- **2009/10**: 36.5 million EUR
- **2010/11**: 28.4 million EUR
- **2011/12**: 27.5 million EUR

Profit for the period decreased by 3% to EUR 27.5 million, EPS to 1.62 EUR.
In 2011/12, Kapsch TrafficCom invested about EUR 53.3 million (2010/11: about EUR 37.3 million) in Research & Development.
Business Segment Breakdown.

### Revenues by Business Segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue 2009/10</th>
<th>Revenue 2010/11</th>
<th>Revenue 2011/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEC</td>
<td>161.9</td>
<td>223.3</td>
<td>308.1 +38%</td>
</tr>
<tr>
<td>RSP</td>
<td>45.8</td>
<td>158.9</td>
<td>229.9 +45%</td>
</tr>
<tr>
<td>OTH</td>
<td>8.3</td>
<td>6.4</td>
<td>12.0 +88%</td>
</tr>
</tbody>
</table>

### EBIT by Business Segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>EBIT Margin 2009/10</th>
<th>EBIT Margin 2010/11</th>
<th>EBIT Margin 2011/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEC</td>
<td>28.0%</td>
<td>21.6%</td>
<td>12.1% +23%</td>
</tr>
<tr>
<td>RSP</td>
<td>-20.9</td>
<td>-45.6%</td>
<td>-300%</td>
</tr>
<tr>
<td>OTH</td>
<td>1.9%</td>
<td>6.7%</td>
<td>6.5% +82%</td>
</tr>
</tbody>
</table>
Selected Earnings and Balance Sheet Data.

### Free Cash Flow

<table>
<thead>
<tr>
<th>Year</th>
<th>Free Cash Flow in EUR million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009/10</td>
<td>41.6</td>
</tr>
<tr>
<td>2010/11</td>
<td>-19.9</td>
</tr>
<tr>
<td>2011/12</td>
<td>-50.9</td>
</tr>
</tbody>
</table>

Free cash flow decreased by 156 % to EUR -50.9 million.

### Capital Expenditure

<table>
<thead>
<tr>
<th>Year</th>
<th>Capital Expenditure in EUR million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009/10</td>
<td>4.8</td>
</tr>
<tr>
<td>2010/11</td>
<td>8.3</td>
</tr>
<tr>
<td>2011/12</td>
<td>13.1</td>
</tr>
</tbody>
</table>

Capital expenditure increased by 58 % to EUR 13.1 million.

### Net Working Capital

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Working Capital in EUR million</th>
</tr>
</thead>
<tbody>
<tr>
<td>31 March 2010</td>
<td>104.6</td>
</tr>
<tr>
<td>31 March 2011</td>
<td>175.9</td>
</tr>
<tr>
<td>31 March 2012</td>
<td>285.7</td>
</tr>
</tbody>
</table>

Net working capital increased by 62 % to EUR 285.7 million.

### Total Assets

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Assets in EUR million</th>
</tr>
</thead>
<tbody>
<tr>
<td>31 March 2010</td>
<td>295.1</td>
</tr>
<tr>
<td>31 March 2011</td>
<td>450.1</td>
</tr>
<tr>
<td>31 March 2012</td>
<td>557.7</td>
</tr>
</tbody>
</table>

Total assets increased by 24 % to EUR 557.7 million, equity ratio to 45.9 %.
Kapsch TrafficCom Shares as of 31 March 2012.

Development of Shares since IPO

Key Data on the Shares

<table>
<thead>
<tr>
<th>Number of shares</th>
<th>in million</th>
<th>13.0</th>
<th>Share Performance</th>
<th>2011/12 in %</th>
<th>+1.6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free Float</td>
<td>in %</td>
<td>38.1</td>
<td>since IPO in %</td>
<td>+98.4</td>
<td></td>
</tr>
<tr>
<td>Closing price</td>
<td>in EUR</td>
<td>63.5</td>
<td>Dividend per share</td>
<td>in EUR</td>
<td>0.90</td>
</tr>
<tr>
<td>Market cap</td>
<td>in EUR million</td>
<td>825.5</td>
<td>Payout ratio</td>
<td>in %</td>
<td>~57</td>
</tr>
</tbody>
</table>

1 Proposal of the executive board subject to approval of the shareholders’ meeting on 24 August 2012

Information on the Shares

Investor Relations Officer Marcus Handl
Stock Exchange Vienna, Prime Market
ISIN AT000KAPSCH9
Trading Symbol KTCG
Reuters KTCG.VI
Bloomberg KTCG AV
Coverage
1. Berenberg Bank
2. Deutsche Bank
3. Erste Bank Group
4. Raiffeisen Centro Bank

Shareholder Structure

<table>
<thead>
<tr>
<th>Other</th>
<th>3.1%</th>
<th>16.7%</th>
<th>Austria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private investors</td>
<td>7.4%</td>
<td>19.2%</td>
<td>North America</td>
</tr>
<tr>
<td>Institutional investors</td>
<td>27.6%</td>
<td>29.7%</td>
<td>U.K. and Ireland</td>
</tr>
<tr>
<td>Kapsch Group Beteiligungs GmbH</td>
<td>61.9%</td>
<td>34.4%</td>
<td>Continental Europe</td>
</tr>
</tbody>
</table>
Outlook on 2012/13.

- Optimistic view due to many interesting opportunities worldwide for delivery and operation of toll collection systems.
- Fiscal year 2012/13 will be characterized in particular by further developments associated with date for start of electronic toll collection system in South Africa.
- Expected tenders for nationwide electronic toll collection systems in Hungary, Slovenia and Denmark.
- Implementation of strategy up to year 2016 as defined in fiscal year 2011/12 and establishing of corresponding corporate structure.
**Fiscal Year 2011/12 in Overview.**

<table>
<thead>
<tr>
<th>Earnings Data</th>
<th>Fiscal Year 2011/12</th>
<th>+/- %</th>
<th>Fiscal Year 2010/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>in million EUR</td>
<td>549.9</td>
<td>+42%</td>
</tr>
<tr>
<td>EBITDA (margin)</td>
<td>in million EUR</td>
<td>60.6</td>
<td>(11.0%)</td>
</tr>
<tr>
<td>EBIT (margin)</td>
<td>in million EUR</td>
<td>42.2</td>
<td>(7.7%)</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>in million EUR</td>
<td>27.5</td>
<td>-3%</td>
</tr>
<tr>
<td>Earnings per share ¹</td>
<td>in EUR</td>
<td>1.62</td>
<td>-11%</td>
</tr>
<tr>
<td>Free cash flow ²</td>
<td>in million EUR</td>
<td>-50.9</td>
<td>-156%</td>
</tr>
<tr>
<td>Capital expenditure ³</td>
<td>in million EUR</td>
<td>13.1</td>
<td>+58%</td>
</tr>
<tr>
<td>Employees ⁴</td>
<td></td>
<td>2,705</td>
<td>+25%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Balance Sheet Data</th>
<th>31 March 2012</th>
<th>+/- %</th>
<th>31 March 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>in million EUR</td>
<td>557.7</td>
<td>+24%</td>
</tr>
<tr>
<td>Total equity (ratio) ⁵</td>
<td>in million EUR</td>
<td>256.2</td>
<td>(45.9%)</td>
</tr>
<tr>
<td>Net assets (+) / debt (-)</td>
<td>in million EUR</td>
<td>-74.4</td>
<td>-58%</td>
</tr>
<tr>
<td>Net working capital</td>
<td>in million EUR</td>
<td>285.7</td>
<td>+62%</td>
</tr>
</tbody>
</table>

¹ Earnings per share 2011/12 relate to weighted average number of 12.74 million shares
² Operating cash flow minus capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments)
³ Capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments)
⁴ As of 31 March of each year
⁵ Incl. minority interest
## Financial Calendar & Contact.

<table>
<thead>
<tr>
<th>Financial Calendar</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>24 August 2012</strong></td>
<td><strong>Investor Relations Officer</strong> Marcus Handl</td>
</tr>
<tr>
<td>Ordinary shareholders’ meeting for Fiscal Year (FY) 2011/12.</td>
<td><strong>Address</strong> Kapsch TrafficCom AG Am Europlatz 2</td>
</tr>
<tr>
<td><strong>24 August 2012</strong></td>
<td><strong>Shareholders’ Telephone</strong> +43 50 811 1120</td>
</tr>
<tr>
<td>Interim financial report FY 2012/13-Q1.</td>
<td><strong>Fax</strong> +43 50 811 99 1120</td>
</tr>
<tr>
<td><strong>31 August 2012</strong></td>
<td><strong>Email</strong> <a href="mailto:ir.kapschtraffic@kapsch.net">ir.kapschtraffic@kapsch.net</a></td>
</tr>
<tr>
<td>Deduction of dividend for FY 2011/12 (ex-day).</td>
<td><strong>Website</strong> <a href="http://www.kapschtraffic.com">www.kapschtraffic.com</a></td>
</tr>
<tr>
<td><strong>7 September 2012</strong></td>
<td><strong>First day of payment for FY 2011/12 dividend.</strong></td>
</tr>
<tr>
<td>Interim financial report FY 2012/13-Q2.</td>
<td><strong>Investor Relations Officer</strong> Marcus Handl</td>
</tr>
<tr>
<td><strong>22 November 2012</strong></td>
<td><strong>Address</strong> Kapsch TrafficCom AG Am Europlatz 2</td>
</tr>
<tr>
<td>Interim financial report FY 2012/13-Q3.</td>
<td><strong>Shareholders’ Telephone</strong> +43 50 811 1120</td>
</tr>
<tr>
<td><strong>27 February 2013</strong></td>
<td><strong>Fax</strong> +43 50 811 99 1120</td>
</tr>
<tr>
<td>Results FY 2012/13.</td>
<td><strong>Email</strong> <a href="mailto:ir.kapschtraffic@kapsch.net">ir.kapschtraffic@kapsch.net</a></td>
</tr>
<tr>
<td><strong>26 June 2013</strong></td>
<td><strong>Website</strong> <a href="http://www.kapschtraffic.com">www.kapschtraffic.com</a></td>
</tr>
<tr>
<td>Ordinary shareholders’ meeting for FY 2012/13.</td>
<td><strong>First day of payment for FY 2011/12 dividend.</strong></td>
</tr>
<tr>
<td><strong>19 August 2013</strong></td>
<td><strong>Investor Relations Officer</strong> Marcus Handl</td>
</tr>
<tr>
<td>Deduction of dividend for fiscal year 2012/13 (ex-day).</td>
<td><strong>Address</strong> Kapsch TrafficCom AG Am Europlatz 2</td>
</tr>
<tr>
<td><strong>2 September 2013</strong></td>
<td><strong>Shareholders’ Telephone</strong> +43 50 811 1120</td>
</tr>
<tr>
<td>First day of payment for FY 2012/13 dividend.</td>
<td><strong>Fax</strong> +43 50 811 99 1120</td>
</tr>
<tr>
<td><strong>9 September 2013</strong></td>
<td><strong>Email</strong> <a href="mailto:ir.kapschtraffic@kapsch.net">ir.kapschtraffic@kapsch.net</a></td>
</tr>
</tbody>
</table>

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**Fiscal Year 2011/12 (1 April 2011 – 31 March 2012) Overview | 17 July 2012**
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With 280 references in 41 countries on all 5 continents and with almost 70 million on-board units delivered and about 18,000 lanes equipped, Kapsch TrafficCom has positioned itself among the internationally recognized suppliers of electronic toll collection worldwide. Kapsch TrafficCom is headquartered in Vienna, Austria, and has subsidiaries and representative offices in 30 countries. For more information about Kapsch TrafficCom, please visit www.kapschtraffic.com.

As a member of the United Nations Global Compact (UNGC), Kapsch TrafficCom is committed to corporate social responsibility and sustainable development.

Since 2009, the shares of Kapsch TrafficCom are included in the Austrian sustainability index, VONIX.

In May 2012, Kapsch TrafficCom received the Vienna Stock Exchange Award 2012 in the category “Small and mid caps” for the second consecutive time.