

# Always one step ahead.

First Three Quarters of Fiscal Year 2012/13  
(1 April – 31 December 2012) Overview.



## Highlights of First Three Quarters of Fiscal Year 2012/13.



### System Operation in Poland

- Toll revenues of EUR 178 million in first year of operation with 99.9% accuracy.
- Further system extension in discussion.
- Performance related higher costs for operation in first half fiscal year.
- Key open issues on system operation clarified in third quarter of fiscal year.



### System Implementation in South Africa

- Start of completed system suspended by court order due to lawsuit in April 2012.
- Government elected to appeal court decision in May 2012.
- Legal action dismissed in third quarter.
- Announcement on toll commencement date awaited.



### System Contract Awards & Technology Release in U.S.A.

- Contract award to design, build & integrate Managed Lane System in North Texas.
  - Contract value of about EUR 64 million.
  - First phase to start in August 2013.
- Incident Detection System contract award for Washburn Tunnel in Houston, Texas.
- Release of E-ZPass technology to support electronic toll interoperability.



### System Contract Award & Contract Renewal in Australia

- System contract award on M5 South West Motorway in Sydney.
  - New open road tolling system.
  - Contracted by Interlink Roads.
  - Contract value of about EUR 8.5 million.
- Renewal of on-board unit agreement with road operator Transurban.
  - 6.5 million OBUs delivered since 1999.



### Strengthening of Presence in Mexico

- Purchase of 33% stake in Mexican system integrator Simex S.A.P.I.



### Withdrawal from Joint Venture in Russia

- Sale of 33.3% stake in joint venture LLC United Toll Systems.



### First Contract for On-board Unit delivery in Brazil

- First contract for the delivery of on-board units won in August 2012.



### Exclusion from Toll Collection Tender in Hungary

- Non-compliant offer in tender for nationwide toll collection system in Hungary.

## Key Figures for First Three Quarters of Fiscal Year 2012/13.

2012/13 Q1–Q3 (first three quarters of fiscal year 2012/13): 1 April – 31 December 2012

All figures presented in million EUR unless otherwise stated

2012/13 Q3 (third quarter of fiscal year 2012/13):

1 October – 31 December 2012

Earnings Data	2012/13 Q1–Q3	2011/12 Q1–Q3	+/- %	2012/13 Q3	2011/12 Q3	+/- %	2011/12
Revenues	310.9	408.2	-24%	107.6	129.4	-17%	549.9
EBIT	-9.6	37.4	-	-3.4	-2.7	-26%	42.2
<i>EBIT margin</i>	-3.1%	9.2%		-3.2%	-2.1%		7.7%
Profit for the period	-5.8	24.7	-	1.2	2.3	-49%	27.5
Earnings per share <sup>1</sup>	-1.09	1.40	-	-0.24	0.05	-	1.62
Free cash flow <sup>2</sup>	89.7	-23.5	-	11.0	21.4	-49%	-49.7

Balance Sheet Data	31 December 2012	31 December 2011	+/- %				31 March 2012
Total assets	470.2	516.4	-9 %				557.7
<i>Equity ratio</i> <sup>3</sup>	47.7%	46.1%					45.9%
Net assets (+) / debt (-)	1.0	-50.5	-				-74.4
Net working capital	167.0	226.7	-26 %				285.7

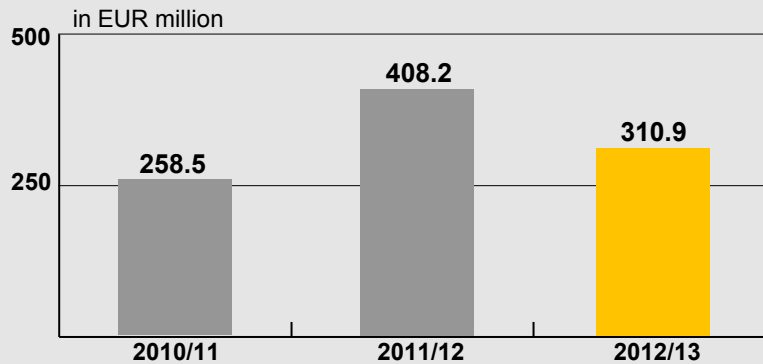
1 In EUR; Earnings per share (EPS) in 2012/13 Q1-Q3 relate to 13 million shares, in 2011/12 Q1-Q3 relate to a weighted average number of 12.7 million shares; EPS calculated from the profit for the period attributable to the equity holders of the company

2 Operating cash flow minus capital expenditure from operations (excl. payments for acquisitions of companies and purchases of securities and investments) plus proceeds from the disposal of property, plant and equipment and intangible assets

3 Including minority interest

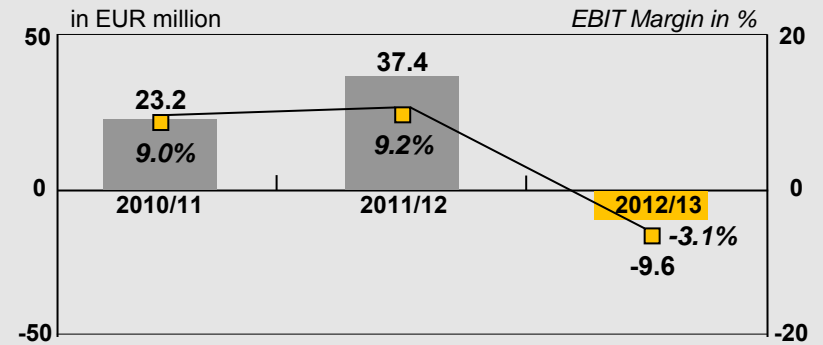
# Selected Earnings Data for First Three Quarters of Last 3 Fiscal Years.

## Revenues



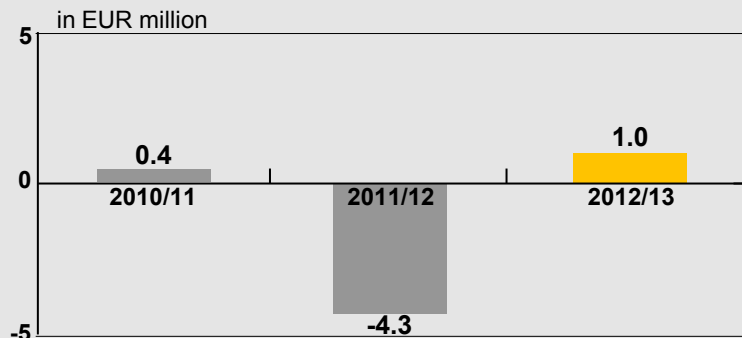
Revenues decreased by 24% to EUR 310.9 million.

## EBIT



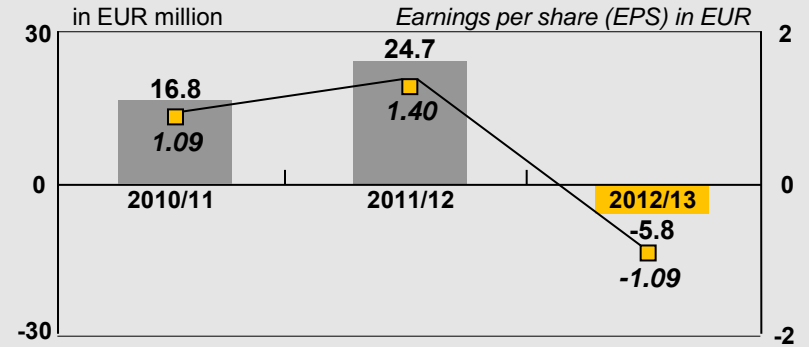
EBIT decreased to EUR -9.6 million; EBIT margin at -3.1%.

## Financial Result



Financial result improved to EUR 1.0 million.

## Profit for the Period

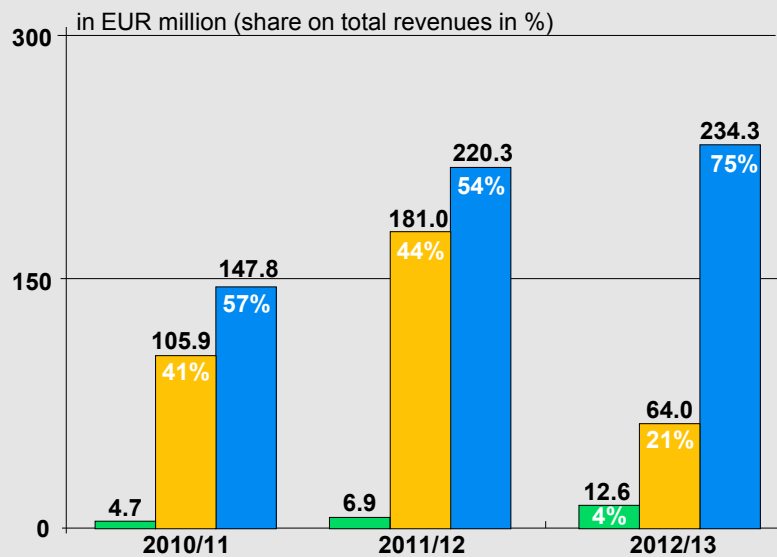


Profit for period decreased to EUR -5.8 million; EPS at EUR -1.09.

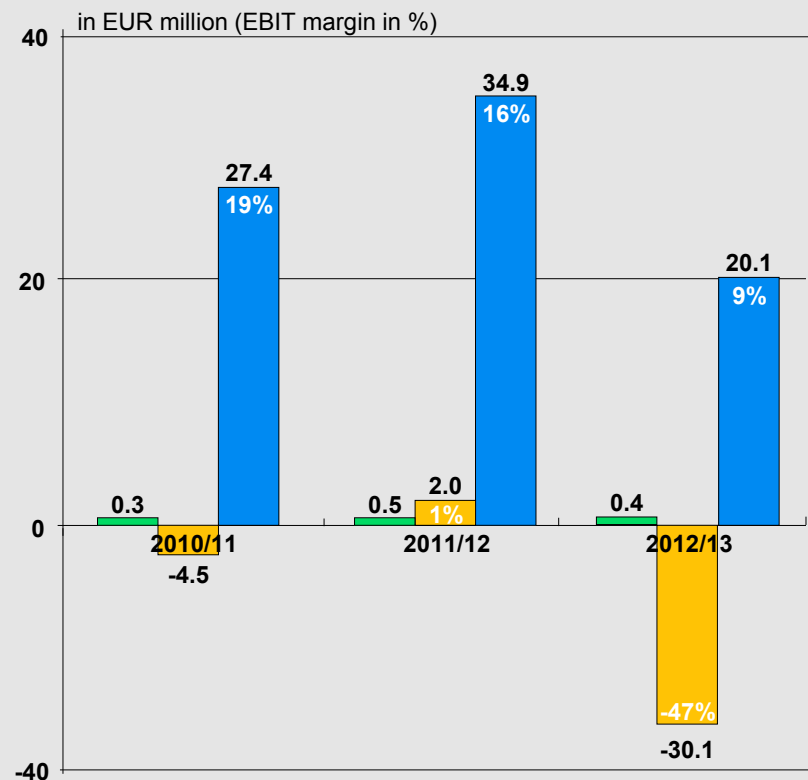
# Business Segments in First Three Quarters of Last 3 Fiscal Years.

■ **Road Solution Projects (RSP)** Project related business    
 ■ **Services, System Extensions, Components Sales (SEC)** Recurring business    
 ■ **Others (OTH)** 3rd party production sales

### Revenues by Business Segments



### EBIT by Business Segments



# Regions & Headcount.

As at  
31 December 2012

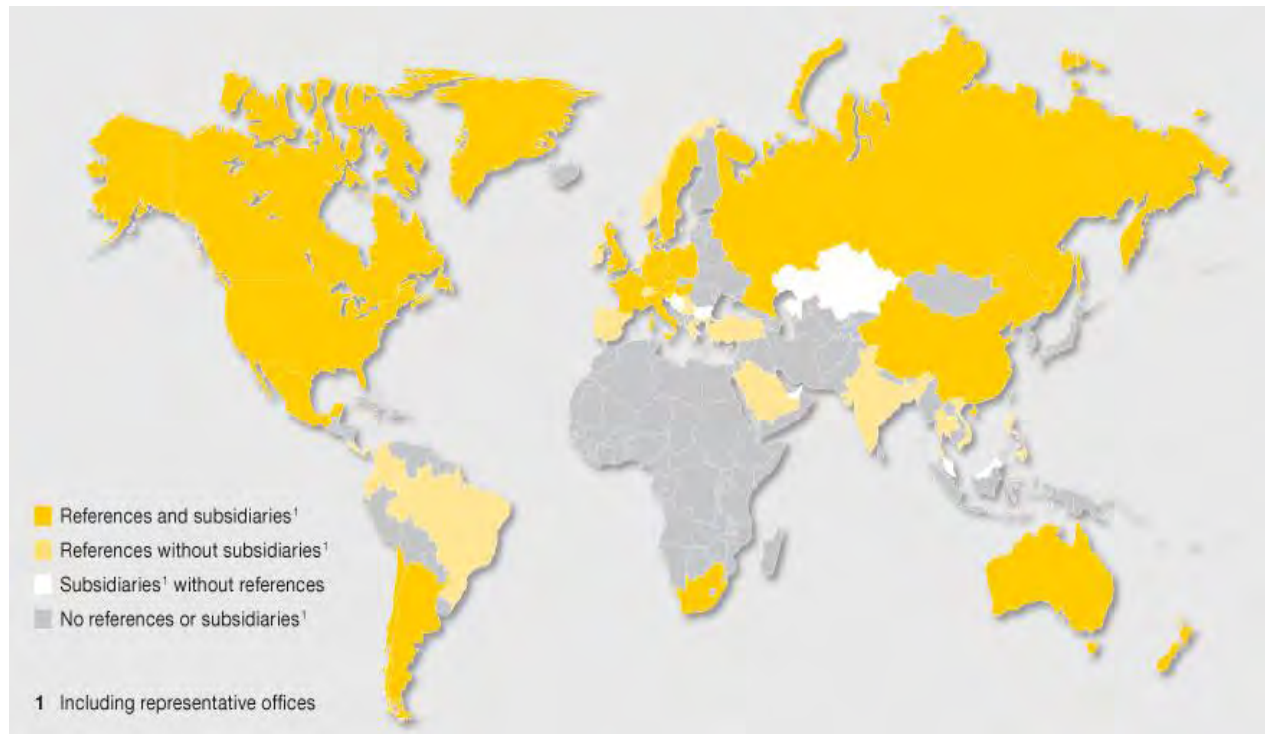
## Headcount by Region

1%	Rest of World
16%	America
36%	Africa
20%	Europe (excl. Austria)
27%	Austria

## Headcount by Country

5%	Other
5%	Sweden
5%	Czech Republic
6%	Argentina
8%	U.S. & Canada
8%	Poland
27%	Austria
36%	South Africa

**Kapsch TrafficCom AG is headquartered in Vienna, Austria.**



**References in 41 and Presence in 30 Countries – 2,792 Employees.**

2012/13  
Q1-Q3

## Revenues by Region

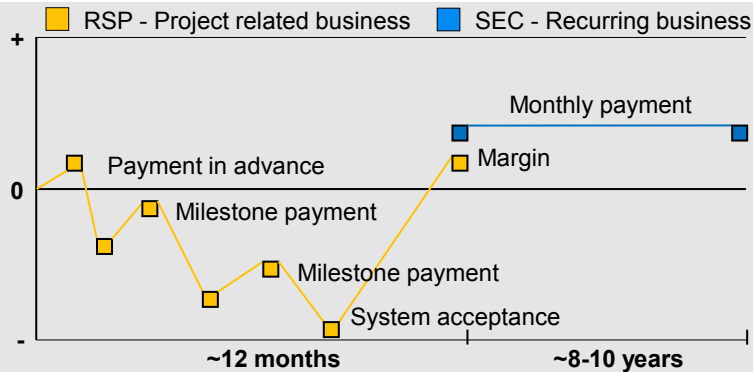
Rest of World	19%
America	16%
Austria	9%
Europe (excl. Austria)	56%

## Top Sales Markets

Other	10%
Australia	5%
Belarus	6%
France	6%
Austria	9%
South Africa	12%
U.S.A	13%
Poland	18%
Czech Republic	21%

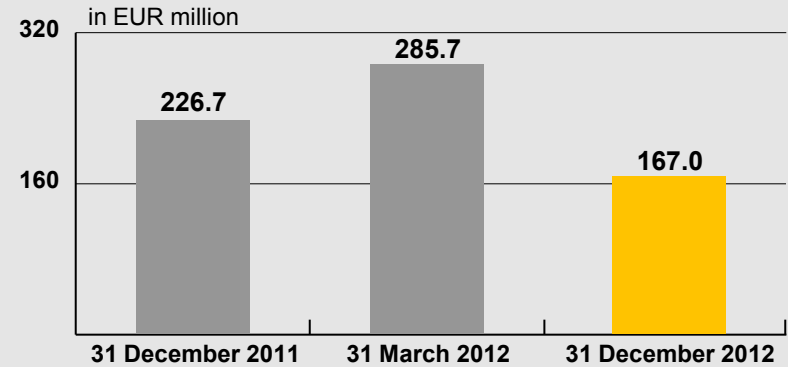
# Cash Flow, Net Working Capital & Capital Expenditure.

## Illustrative Cash Flow in two major Business Segments



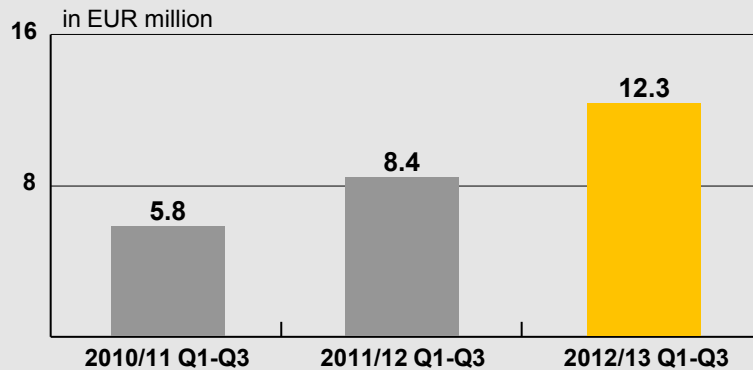
Segment RSP with volatile, segment SEC with steady cash flows.

## Net Working Capital



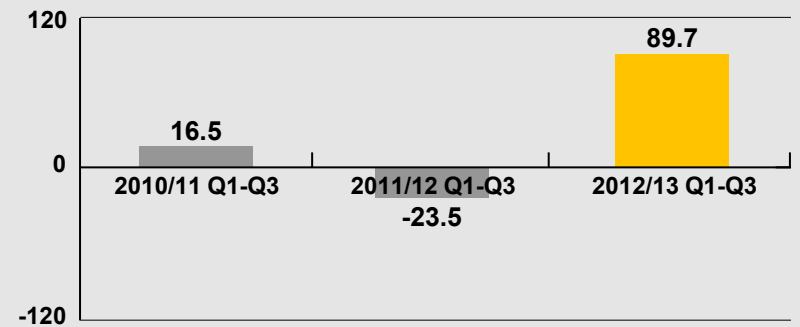
Net working capital decreased to EUR 167.0 million.

## Capital Expenditure



Capital expenditure increased by 47% to EUR 12.3 million.

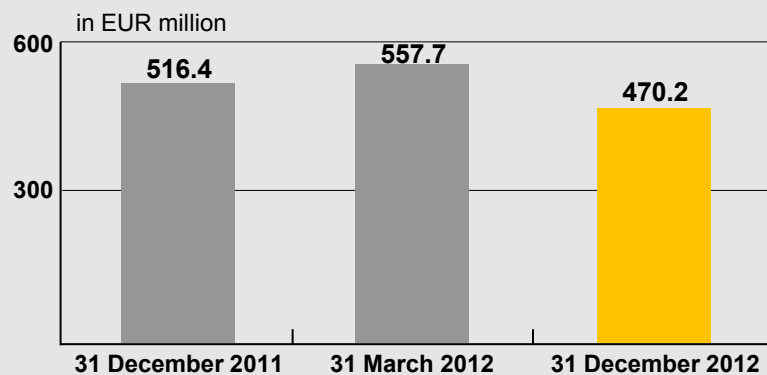
## Free Cash Flow



Free cash flow increased from EUR -23.5 million to EUR 89.7 million.

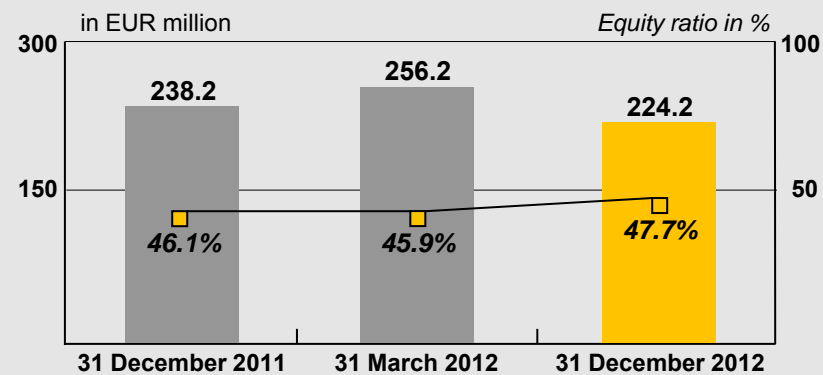
## Selected Balance Sheet Data.

### Total Assets



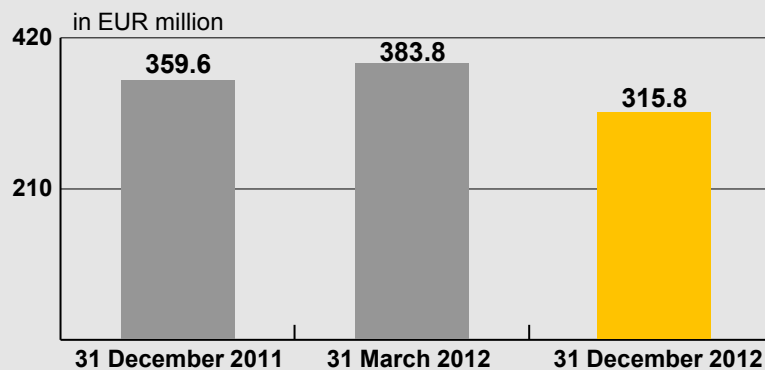
Total assets decreased to EUR 470.2 million.

### Total Equity & Equity Ratio



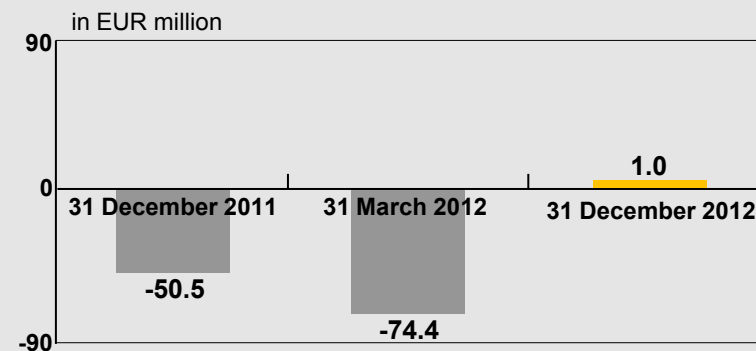
Equity decreased to EUR 224.2 million, equity ratio at 47.7%.

### Capital Employed



Capital employed decreased to EUR 315.8 million.

### Net Debt (-) / Net Assets (+)

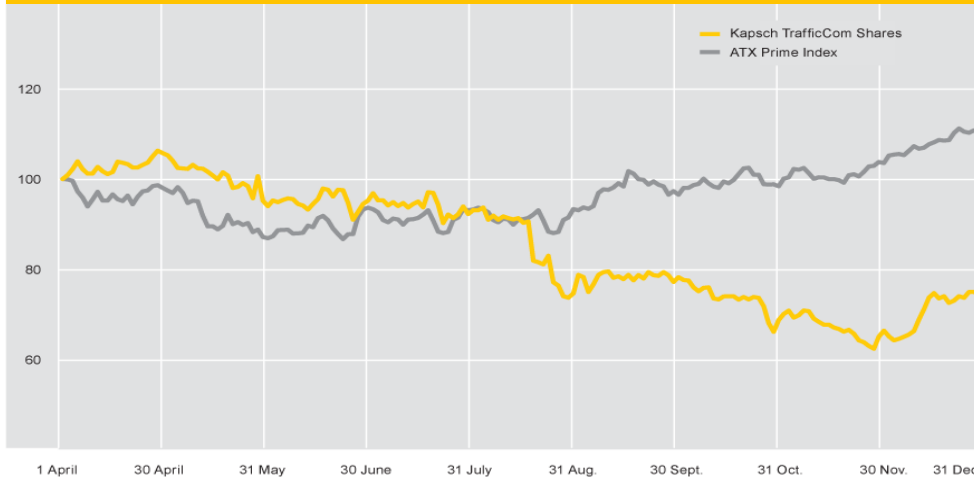


Net assets increased to EUR 1.0 million.



# Kapsch TrafficCom Shares.

## Share Price in First Three Quarters of 2012/13



## 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	<ol style="list-style-type: none"> <li>1. Berenberg Bank</li> <li>2. Deutsche Bank</li> <li>3. Erste Bank Group</li> <li>4. Raiffeisen Centro Bank</li> </ol>

## Key Data on the Shares

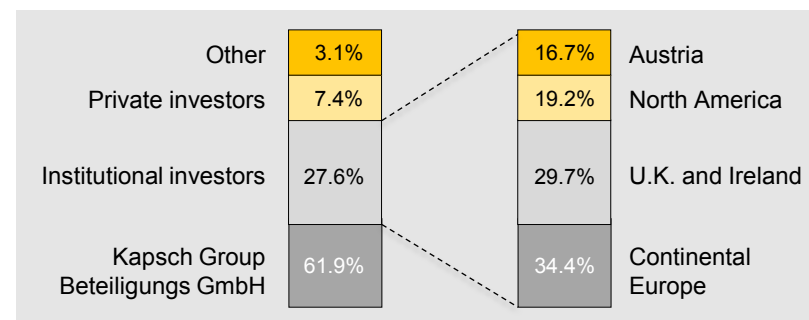
Number of shares <sup>1</sup> in million	13.0	Market capitalization <sup>1</sup> in EUR million	614.9
Free Float <sup>1</sup> in %	38.1	Share Performance <sup>2</sup> in %	-25.5
Closing price <sup>1</sup> in EUR	47.30	Trading Volume <sup>2,3</sup> in shares	28,779

<sup>1</sup> As at 31 December 2012

<sup>2</sup> In 2012/13 Q1-Q3

<sup>3</sup> Double counting

## Shareholder Structure as at 31 March 2012



## Outlook.

The negative influence of the South African project will weigh down the annual earnings for 2012/13, bringing it considerably lower than previous expectations.

In view of the progress that has been made in existing projects and the expected tenders and additional projects, company is holding firm to its growth-oriented strategy.

Slovenia has started tender for nationwide electronic toll collection system in February 2013 with submission date for offers on 15 April 2013.

Management looks forward optimistically to the future.

## Financial Calendar & Contact.

Financial Calendar		Contact	
<b>11 June 2013</b>	Preliminary results of fiscal year 2012/13.	<b>Investor Relations Officer</b>	Marcus Handl
<b>26 June 2013</b>	Results of fiscal year 2012/13.	<b>Address</b>	Kapsch TrafficCom AG Am Europlatz 2   1120 Vienna   Austria
<b>19 August 2013</b>	Interim report for fiscal year 2013/14 Q1.	<b>Shareholders' Telephone</b>	+43 50 811 1120
<b>12 September 2013</b>	Ordinary shareholders' meeting for fiscal year 2012/13.	<b>Fax</b>	+43 50 811 99 1120
<b>19 September 2013</b>	Deduction of dividend for fiscal year 2012/13 (ex-day).	<b>Email</b>	ir.kapschtraffic@kapsch.net
<b>26 September 2013</b>	First day of payment for 2012/13 fiscal year dividends.	<b>Website</b>	www.kapschtraffic.com

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**Kapsch TrafficCom** is a provider of intelligent transportation systems (ITS) in the application fields of toll collection, urban access management and traffic safety and security. Kapsch TrafficCom covers the entire value creation chain of its customers as a one-stop shop by providing products and components as well as subsystems as open market products, by integrating them into turnkey systems or by developing end-to-end solutions, including the technical and commercial operations of systems. Within its current core business of electronic toll collection (ETC), Kapsch TrafficCom designs, builds and operates ETC systems, in particular for multi-lane free-flow traffic.

With 280 references in 41 countries on all 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 ETC systems worldwide. Kapsch TrafficCom is headquartered in Vienna, Austria, and has subsidiaries and representative offices in 30 countries. For additional information, please visit [www.kapschtraffic.com](http://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**.

### **Vienna Stock Exchange Award 2011 & 2012**

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