

Always one step ahead.

First Quarter of Fiscal Year 2013/14 (1 April – 30 June 2013)
Overview.



Highlights of the First Quarter of Fiscal Year 2013/14.



System Start in Belarus

- The first expansion phase to an initial 815 kilometers of road of the nationwide electronic toll collection system completed.
- Technical operation began on 1 July, commercial operation on 1 August with fluid transition to the 2nd expansion phase.
- Each individual phase is prefinanced by Kapsch TrafficCom and paid for within three years as of the start of operation.



System Operation in Poland

- The nationwide electronic toll collection system now contributes impressively to revenue and earnings after initial difficulties arising from the short implementation time.



System Implementation in South Africa

- The situation has remained unchanged since the end of 2012.
- The conditions for commissioning of the system have been established.
- It remains only for the corresponding law to be signed by the President of South Africa and for the starting date to be announced.



Contract Renewal in Canada

- A new five-year order received from the Canadian toll authority Cantoll for supplying the next generation of on-board units for the highway 407 ETR Toronto metropolitan region.



Contract Award in Chile

- Contract award won for delivery of a traffic management system for the access road to the world's largest copper mine.



Tender Cancellation in Slovenia

- Tender for an electronic toll collection system for trucks, for which Kapsch TrafficCom was the only bidder, annulled at the start of July.

Earnings Data.

Q1 as of 30 June, 2012/13 as of 31 March 2013		2012/13	2012/13 Q1	+/-	2013/14 Q1
Revenues	in million EUR	488.9	106.4	+14%	121.4
EBITDA	in million EUR	34.2	-1.3	–	7.7
<i>EBITDA margin</i>		7.0%	-1.3%		6.3%
EBIT	in million EUR	16.5	-5.2	–	3.7
<i>EBIT margin</i>		3.4%	-4.9%		3.1%
Profit before tax	in million EUR	17.0	-5.8	+74%	-1.5
Profit for the period	in million EUR	16.8	-4.3	+77%	-1.0
Earnings per share ¹	in EUR	0.74	-0.45	+50%	-0.23
Free cash flow ²	in million EUR	48.3	74.6	–	-37.2
Capital expenditure ³	in million EUR	20.2	2.4	+88%	4.5
Employees		3,013	2,643	+17%	3,094
On-board units delivered	in million units	9.28	1.69	+38%	2.33

The renewed IAS 19R were applied beginning with the fiscal year 2013/14 retrospectively according to IAS 8 with effect from 1 April 2012 to provide comparable financial information.

- 1 Earnings per share relate to 13.0 million shares; 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 acquisition of companies and purchases of securities and investments) plus proceeds from the disposal of property, plant and equipment and intangible assets
- 3 Capital expenditure from operations (excl. payments for acquisition of companies and purchases of securities and investments)

Business Segments.

Q1 as of 30 June, 2012/13 as of 31 March 2013			2012/13	2012/13 Q1	+/-	2013/14 Q1
RSP ¹	Revenues	in million EUR	128.3	34.9	+5%	36.5
	<i>Share of total revenues</i>		26.2%	32.8%		30.1%
	EBIT	in million EUR	-51.7	-7.2	+78%	-1.6
	<i>EBIT margin</i>		-40.3%	-20.6%		-4.3%
SEC ²	Revenues	in million EUR	342.3	67.7	+19%	80.8
	<i>Share of total revenues</i>		70.0%	63.6%		66.6%
	EBIT	in million EUR	67.3	1.9	+176%	5.1
	<i>EBIT margin</i>		20.3%	2.8%		6.4%
OTH ³	Revenues	in million EUR	18.3	3.8	+8%	4.1
	<i>Share of total revenues</i>		3.7%	3.6%		3.4%
	EBIT	in million EUR	0.9	0.1	+76%	0.1
	<i>EBIT margin</i>		5.1%	2.1%		3.4%

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1 Road Solution Projects (RSP):
Project related business

2 Services, System Extensions, Components Sales (SEC):
Recurring business

3 Others (OTH):
3rd party production sales

Revenues by Region.

Q1 as of 30 June, 2012/13 as of 31 March 2013		2012/13	2012/13 Q1	+/-	2013/14 Q1
Austria	in million EUR	38.0	7.8	-6%	7.3
<i>Share of total revenues</i>		7.8%	7.3%		6.0%
Europe (excl. Austria)	in million EUR	288.9	66.6	+11%	74.0
<i>Share of total revenues</i>		59.1%	62.7%		61.0%
Americas	in million EUR	74.8	9.4	+68%	15.8
<i>Share of total revenues</i>		15.3%	8.8%		13.0%
Rest of World	in million EUR	87.2	22.5	+8%	24.3
<i>Share of total revenues</i>		17.8%	21.2%		20.0%

Balance Sheet Data.

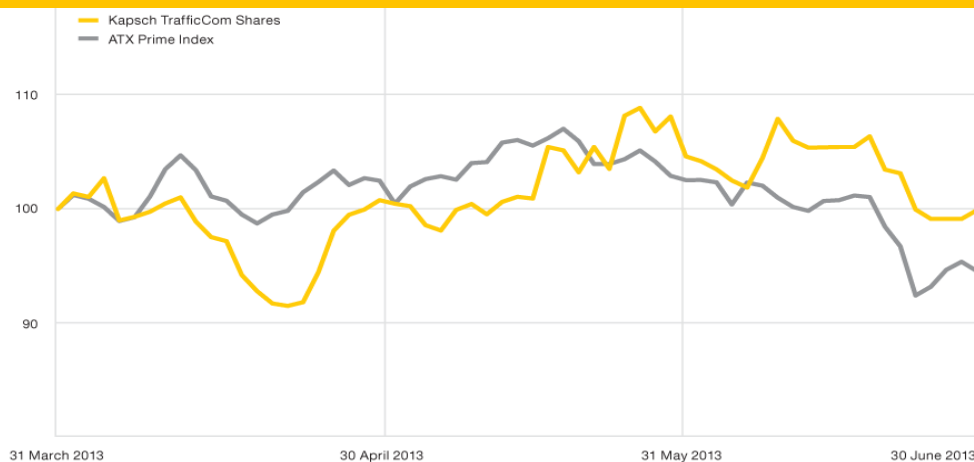
		31 March 2013	30 June 2012	+/-	30 June 2013
Total assets	in million EUR	567.2	499.0	+14%	567.4
Total equity ¹	in million EUR	236.7	244.5	-11%	217.1
<i>Equity ratio</i>		41.7%	49.0%		38.3%
Net assets (+) / debt (-)	in million EUR	-40.5	0.2	–	-85.3
Capital employed	in million EUR	360.7	330.2	+11%	368.1
Net working capital	in million EUR	243.9	199.1	+38%	274.8

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¹ Incl. minority interest

Kapsch TrafficCom Shares.

Share Price in First Quarter of 2013/14



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"> 1. Berenberg Bank 2. Deutsche Bank 3. Erste Bank Group 4. Raiffeisen Centro Bank

Key Data on the Shares

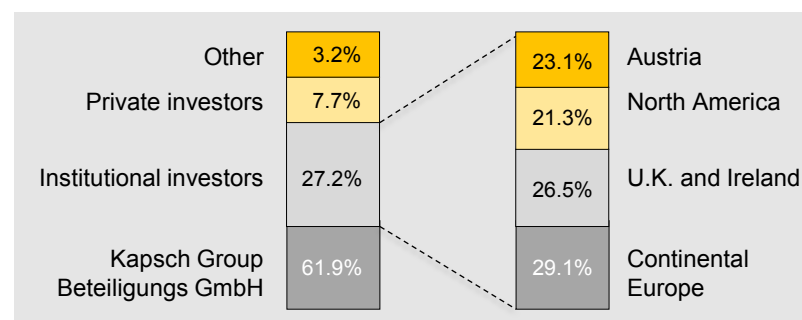
Number of shares ¹	in million	13.0	Market capitalization ¹	in EUR million	480.74
Free float ¹	in %	38.1	Share performance ²	in %	-0.11
Closing price ¹	in EUR	36.98	Trading volume ^{2,3}	in shares	25,380

¹ As at 30 June 2013

² In 2013/14 Q1

³ Double counting

Shareholder Structure as at 31 March 2013



Outlook.

Continuation of existing orders:

- The next expansion phase in Belarus should go into operation toward the end of the fiscal year. Then phase 3 begins, which entails a further expansion of the system by 1,500 km.
- The implementation of the ongoing projects in France, Australia and Texas should be largely completed by the end of the fiscal year.

Further developments in South Africa and Slovenia with great interest.

Additional invitations to tender expected.

Actively contacting possible interested parties for toll systems, an approach that already proved successful in Belarus.

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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

Both in the year 2011 and 2012, Kapsch TrafficCom was confirmed in its investor communication by receiving the **Vienna Stock Exchange Award in the category "Small and mid caps"**.