

Always one step ahead.

First Three Quarters of Fiscal Year 2014/15
(1 April – 31 December 2014) Overview.



Highlights of the First Three Quarters of Fiscal Year 2014/15.



System Installation & Order in the U.S.A.

- Progress was made in the installation of the toll system in Texas, the first own system integrated in the U.S.A.
- An order for an electronic toll collection system on the New York State Thruway, the first system order from a toll agency of the E-ZPass Group, was received in July.



System Extension in Belarus

- The nationwide electronic toll collection system in Belarus has now been in operation for more than one year.
- At the beginning of August 2014, it was further increased to 1,189 km.



System Extension in Poland

- The nationwide electronic toll collection system in Poland has now been in operation for more than three years.
- With 2,653 kilometers of toll roads and 1.6 million on-board units (OBUs), it is now our largest toll collection system.



System Operation in South Africa

- The toll collection system in the South African Gauteng province went into operation in December 2013.
- The payment rate remains very low but the system operation has reached the break-even point in the meantime.
- We plan to work with our customer to improve the profitability.



Contract Awards in Australia

- Several new orders were obtained in Australia during the third quarter.
- These orders, which amount in total to EUR 30 million, will be carried out in the current and following fiscal year.



Program 2020 initiated

- A variety of measures will be implemented by the end of the fiscal year 2014/15 under the title "Program 2020".
- Goal: Initial successes in the current fiscal year, two-digit EBIT margin in the following year.

Earnings Data.

2014/15 Q1-Q3 (first three quarters of fiscal year 2014/15): 1 April–31 December 2014 **2014/15 Q3** (third quarter of 2014/15): 1 October–31 December 2014

In million EUR unless otherwise stated	2014/15 Q1-Q3	2013/14 Q1-Q3	+/-	2014/15 Q3	2013/14 Q3	+/-
Revenues	349.5	355.0	-2%	112.1	119.1	-6%
EBITDA	48.3	20.7	+133%	10.3	4.6	+122%
<i>EBITDA margin (in %)</i>	13.8%	5.8%		9.2%	3.9%	
EBIT	23.7	8.6	+178%	6.2	1.0	>+500%
<i>EBIT margin (in %)</i>	6.8%	2.4%		5.5%	0.8%	
Profit before tax	9.8	-1.7	–	0.3	-0.7	–
Profit for the period	1.0	-1.3	–	0.0	-0.6	–
Earnings per share ¹ (in EUR)	-0.36	-0.40	+10%	-0.09	-0.04	-125%
Free cash flow ²	59.4	-31.7	–	34.0	15.1	+125%
Capital expenditure ³	6.0	13.5	-55%	2.0	5.2	-61%
Employees ⁴	3,685	3,167	+16%	3,685	3,167	+16%
On-board units (in million units)	5.61	6.80	-18%	2.36	2.34	+1%

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)

4 Employees as of 31 December each

Business Segments.

In million EUR unless otherwise stated	2014/15 Q1-Q3	2013/14 Q1-Q3	+/-	2014/15 Q3	2013/14 Q3	+/-
Road Solution Projects (RSP)						
Revenues	51.3	90.2	-43%	13.5	26.9	-50%
<i>Share of total revenues (in %)</i>	14.7%	25.4%		12.0%	22.5%	
EBIT	-37.4	-26.0	-44%	-13.7	-12.9	-6%
<i>EBIT margin (in %)</i>	-72.9%	-28.9%		-102.0%	-48.1%	
Services, System Extensions, Components Sales (SEC)						
Revenues	280.6	250.4	+12%	93.4	86.0	+9%
<i>Share of total revenues (in %)</i>	80.3%	70.5%		83.3%	72.2%	
EBIT	60.0	33.9	+77%	19.7	13.5	+47%
<i>EBIT margin (in %)</i>	21.4%	13.5%		21.1%	15.7%	
Others (OTH)						
Revenues	17.6	14.4	+22%	5.2	6.2	-16%
<i>Share of total revenues (in %)</i>	5.0%	4.1%		4.7%	5.2%	
EBIT	1.2	0.7	+72%	0.2	0.4	-63%
<i>EBIT margin (in %)</i>	6.8%	4.8%		3.0%	6.7%	

Revenues by Region.

In million EUR unless otherwise stated	2014/15 Q1-Q3	2013/14 Q1-Q3	+/-	2014/15 Q3	2013/14 Q3	+/-
Austria						
Revenues	29.0	28.2	+3%	11.0	13.6	-19%
<i>Share of total revenues (in %)</i>	8%	8%		10%	11%	
Europe (excl. Austria)						
Revenues	183.5	221.3	-17%	57.8	76.0	-24%
<i>Share of total revenues (in %)</i>	52%	62%		52%	64%	
Americas						
Revenues	67.2	52.7	+27%	24.1	21.2	+14%
<i>Share of total revenues (in %)</i>	19%	15%		22%	18%	
Rest of World						
Revenues	69.9	52.9	+32%	19.2	8.2	+133%
<i>Share of total revenues (in %)</i>	20%	15%		17%	7%	

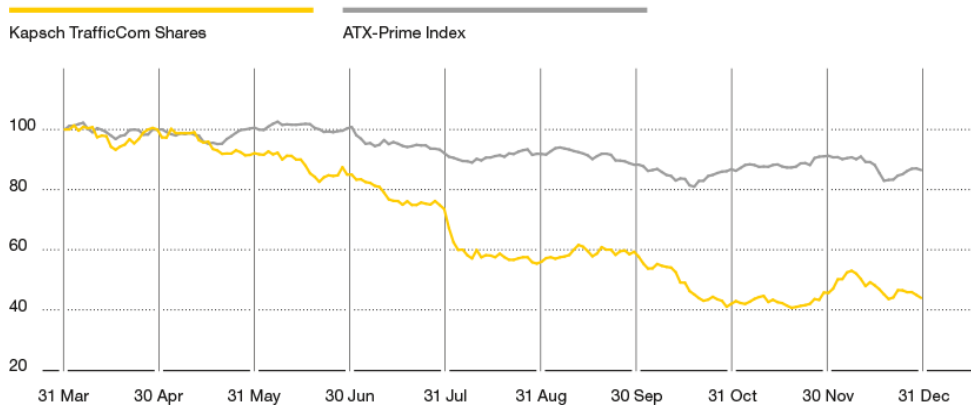
Balance Sheet Data.

		31 Dec. 2014	31 Dec. 2013	+/-	31 March 2014
Total assets	in million EUR	509.5	548.4	-7%	566.8
Total equity ¹	in million EUR	209.0	210.9	-1%	213.1
<i>Equity ratio</i>		41.0%	38.5%		37.6%
Net debt	in million EUR	-43.5	-86.9	+50%	-93.4
Capital employed	in million EUR	352.6	361.1	-2%	369.2
Net working capital	in million EUR	183.0	203.6	-10%	205.4

¹ Incl. minority interest

Kapsch TrafficCom Shares.

Share Price in First Three Quarters of 2014/15



Final price of KTCG and final value of ATX Prime Index on 31 March 2014, both indexed to 100.

Key Data on the Shares

Number of shares ¹	in million	13.0	Market capitalization ¹	in EUR million	228.61
Free float ¹	in %	37.0	Share performance ²	in %	-23.8
Closing price ¹	in EUR	17.59	Trading volume ^{2,3}	in shares	47,578

¹ As of 31 December 2014

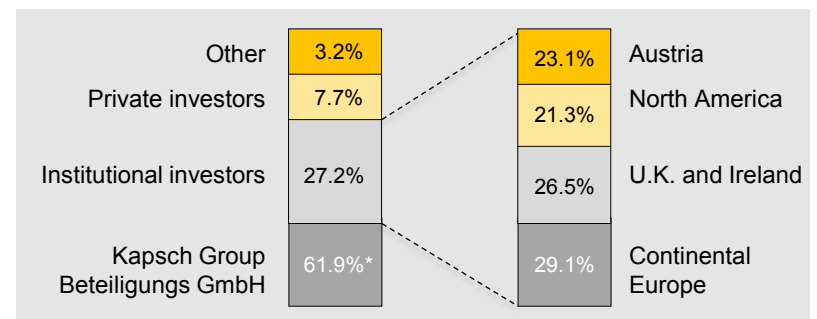
² In 2014/15 Q3

³ Double counting

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. Deutsche Bank 2. Erste Bank Group 3. Matelan Research 4. Raiffeisen Centro Bank

Shareholder Structure as at 31 March 2014



* Increased to 63.0% as at 31 December 2014

Outlook on the Fourth Quarter of Fiscal Year 2014/15.

The last quarter of the fiscal year 2014/15 will be marked by the completion of the Program 2020.

On the operational side, Kapsch TrafficCom will continue to carry out existing projects, such as the expansion of the systems in Belarus and Poland and the implementation of the system in Texas.

Work continues unabated on improving the profit situation in South Africa.

Kapsch TrafficCom expects its business to be expanded with new projects.

Kapsch TrafficCom remains engaged in own active discussions with potential toll system customers and expect these efforts to lead to successes as well.

The outstanding result of the first three quarters of the fiscal year will have an impact on the result of the total year of fiscal year 2014/15, just as well as first effects from the structural changes.

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References in 44 countries on all continents make Kapsch TrafficCom a recognized supplier of electronic toll collection worldwide. As part of the Kapsch Group, a family-owned Austrian technology group founded in 1892, Kapsch TrafficCom, headquartered in Vienna, Austria, has subsidiaries and representative offices in 33 countries, has been listed on the Vienna Stock Exchange (KTCG) since 2007, and generated with more than 3,300 employees revenues of EUR 487.0 million in fiscal year 2013/14.

For additional information: www.kapschtraffic.com

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