

# always one step ahead.

**First Quarter of Fiscal Year 2015/16  
(1 April – 30 June 2015).**



## Highlights of First Quarter of Fiscal Year 2015/16.



### Contract Award in England and the Netherlands

- Award by Dutch national road authority Rijkswaterstaat and intention to award by English road authority Highways England to supply Advanced Traffic Management System DYNAC as part of collaborative program CHARM.
- Europe's first integrated advanced traffic management system.
- Contract totaling around 60 million EUR.



### System Extension in Belarus

- Additional 323 kilometers to be made available to BelToll electronic toll system in Belarus within next ten months.
- After completion of extension, whole length of toll road network will be 1,512 kilometers.
- BelToll system has been in commercial operation since August 2013 and Kapsch is contracted for 20 years of operation.



### Contract Award in Chile

- Urban part of Pan-American Highway passing through Santiago de Chile is being expanded with three new toll gantries.
- Supply of 400,000 on-board units for toll collection from newly registered vehicles to Costanera Group as part of new order to start in September 2015.



### Contract Award in Italy

- Automated Access Control System in Limited Traffic Zone to regulate city access into city of Prato, Tuscany, started operations in early July 2015.
- Solution replaces old system based on paper permits and manual control.
- Kapsch has participated in similar projects in around 35 Italian cities.



### Acquisition of Streetline in U.S.A.

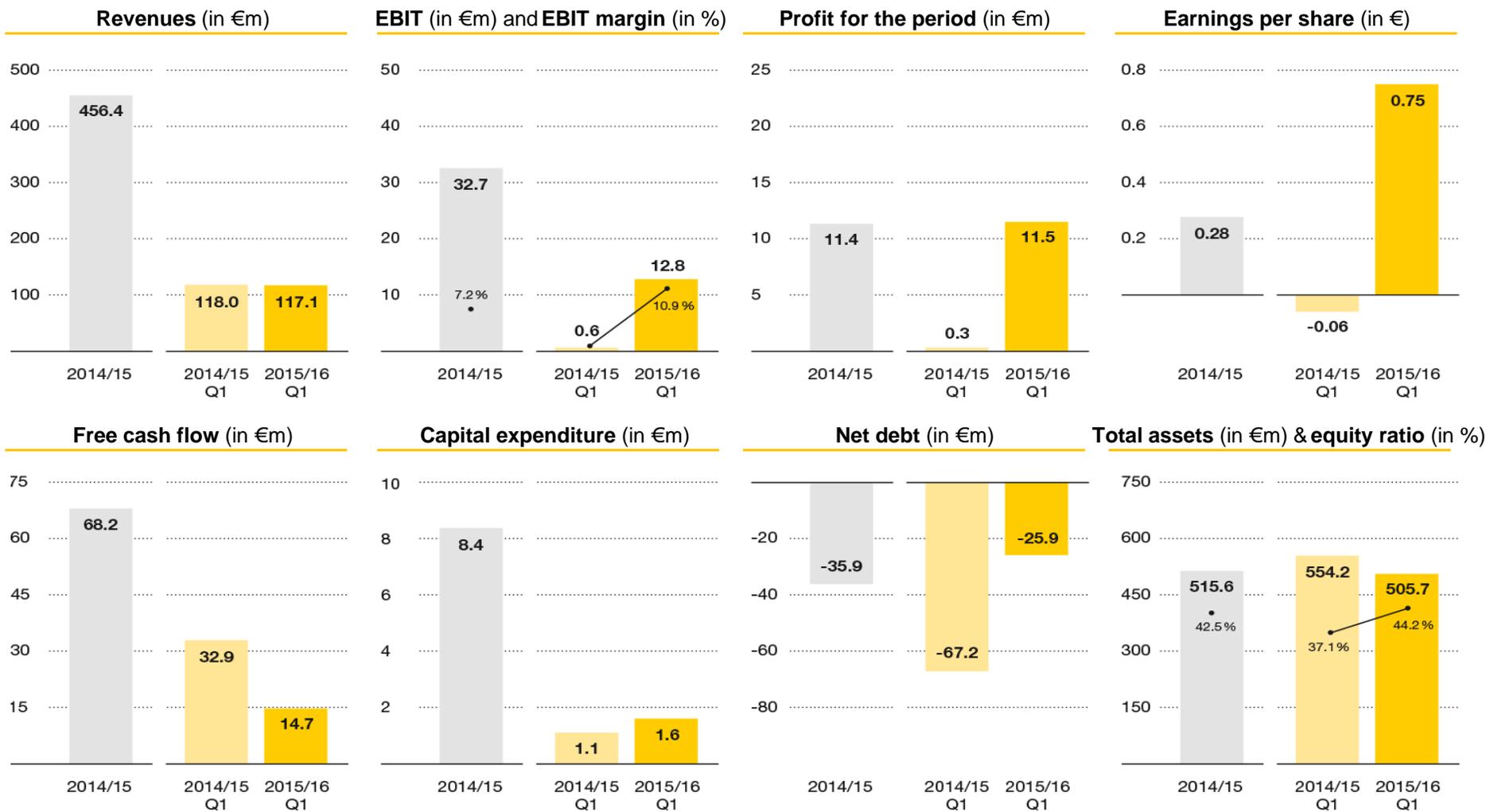
- Majority stake acquired in California-based Streetline, Inc., an innovative provider of smart parking solutions.
- Streetline provides real-time parking data, analytics and other smart transportation applications.
- More than 350 million parking events in 30 cities, universities, and corporate campuses in North America and Europe.



### Program 2020 and Strategy

- Measures for reduction of costs and increased earnings is showing effect.
- First positive impacts yielded significant contributions to improved earnings.
- Strategy 2020 was passed in April to prepare for potential future business.
- Acquisition of Streetline and program CHARM have strategic significance.

# Key Financial Aspects of First Quarter of Fiscal Year 2015/16.



## Outlook and Targets.

**1**

As part of the comprehensive Program 2020, Kapsch TrafficCom defined a future strategy in fiscal year 2014/15 for developing and transforming the group's business which is being implemented in the current fiscal year.

**2**

A first step toward this future was taken with the purchase of a majority interest in the Californian smart parking provider Streetline in April 2015.

**3**

The initiated cost savings as a result of Program 2020 will fully take effect over the course of the fiscal year 2015/16.

**4**

The profitability of the core business should then lie at roughly 10 %, leaving sufficient freedom for future investments.

**5**

Kapsch TrafficCom will concertedly continue existing projects such as in Poland and in Belarus and work to further strengthen its market position with new developments and projects, such as in Slovenia and in the U.S.A.

**6**

Some existing contracts for operation projects will be put out to tender again. This is already the case in Austria and will be the case in the Czech Republic.

**7**

The goal of Kapsch TrafficCom is to consistently improve the group as well as its solutions, products and services in order to remain among the top providers on the market in the future.

## Earnings Data.

2014/15 (fiscal year 2014/15): 1 April 2014 – 31 March 2015

2014/15 Q1 (first quarter of fiscal year 2014/15): 1 April – 30 June 2014

2015/16 Q1 (first quarter of fiscal year 2015/16): 1 April – 30 June 2015

Earnings Data		2015/16 Q1	2014/15 Q1	+/-	2014/15
Revenues	in million EUR	117.1	118.0	-1 %	456.4
EBITDA	in million EUR	16.9	4.8	256 %	61.5
EBITDA margin	in %	14.4	4.0		13.5
EBIT	in million EUR	12.8	0.6	>500 %	32.7
EBIT margin	in %	10.9	0.5		7.2
Profit before tax	in million EUR	15.0	2.7	459 %	19.9
Profit for the period	in million EUR	11.5	0.3	>500 %	11.4
Profit for the period attributable to equity holders	in million EUR	9.8	-0.8	—	3.6
Earnings per share <sup>1</sup>	in EUR	0.75	-0.06	—	0.28
Free cash flow <sup>2</sup>	in million EUR	14.7	32.9	-55 %	68.2
Capital expenditure <sup>3</sup>	in million EUR	1.6	1.1	47 %	8.4
Employees <sup>4</sup>		3,494	3,336	5 %	3,545
On-board units delivered	in million units	2.33	1.57	49 %	7.42

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 Each Q1 as of 30 June; 2014/15 as of 31 March 2015

## Business Segments and Regions.

<b>Business Segments</b>		<b>2015/16 Q1</b>		<b>2014/15 Q1</b>		<b>+/-</b>	<b>2014/15</b>	
Road Solution Projects (RSP)								
Revenues (share in revenues)	in million EUR	14.9	(12.7 %)	24.4	(20.7 %)	-39%	60.2	(13.2 %)
EBIT (EBIT margin)	in million EUR	-7.1	(-47.9 %)	-12.4	(-50.9 %)	42 %	-50.7	(-84.4 %)
Services, System Extensions, Components Sales (SEC)								
Revenues (share in revenues)	in million EUR	96.5	(82.4 %)	87.0	(73.7 %)	11 %	372.6	(81.6 %)
EBIT (EBIT margin)	in million EUR	19.5	(20.2 %)	12.9	(14.9 %)	51 %	82.2	(22.1 %)
Others (OTH)								
Revenues (share in revenues)	in million EUR	5.7	(4.9 %)	6.6	(5.6 %)	-14 %	23.6	(5.2 %)
EBIT (EBIT margin)	in million EUR	0.5	(8.0 %)	0.1	(1.5 %)	369 %	1.3	(5.4 %)

<b>Regions</b>		<b>2015/16 Q1</b>		<b>2014/15 Q1</b>		<b>+/-</b>	<b>2014/15</b>	
Austria <sup>5</sup>	in million EUR	9.0	(8 %)	8.8	(7 %)	3 %	38.2	(8 %)
Europe <sup>5</sup>	in million EUR	59.4	(51 %)	62.4	(53 %)	-5 %	234.0	(51 %)
Americas <sup>5</sup>	in million EUR	26.1	(22 %)	23.3	(20 %)	12 %	92.6	(20 %)
Rest of World <sup>5</sup>	in million EUR	22.6	(19 %)	23.5	(20 %)	-4 %	91.6	(20 %)

<sup>5</sup> Revenues (share on total revenues in %); Europe excl. Austria

## Balance Sheet and Stock Exchange Data.

<b>Balance Sheet Data</b>		<b>30 June 2015</b>	<b>30 June 2014</b>	<b>+/-</b>	<b>31 March 2015</b>
Total assets	in million EUR	505.7	554.2	-9 %	515.6
Total equity <sup>6</sup>	in million EUR	223.3	205.7	9 %	219.4
Equity ratio <sup>6</sup>	in %	44.2	37.1		42.5
Net debt	in million EUR	-25.9	-67.2	62 %	-35.9
Capital employed	in million EUR	349.6	355.4	-2 %	357.3
Net working capital	in million EUR	217.3	179.4	21 %	209.9

<b>Stock Exchange Data</b>		<b>2015/16 Q1</b>	<b>2014/15 Q1</b>	<b>+/-</b>	<b>2014/15</b>
Number of shares <sup>7</sup>	in million	13.0	13.0	0 %	13.0
Free float <sup>7</sup>	in %	36.9	38.1	-3 %	36.9
Ø daily trading volume <sup>8</sup>	in shares	23,917	10,741	123 %	27,574
Closing price <sup>7</sup>	in EUR	22.20	33.90	-35 %	23.85
Market capitalization <sup>7</sup>	in million EUR	288.54	440.70	-35 %	309.99
Share performance	in %	-6.9	-15.2		-40.4

6 Incl. non-controlling interests

7 Each Q1 as of 30 June; 2014/15 as of 31 March 2015

8 Average daily trading volume (double counting)

## Income Statement.

All amounts in TEUR	Notes	2015/16 Q1	2014/15 Q1
<b>Revenues</b>	(5)	<b>117,126</b>	<b>117,970</b>
Other operating income		3,306	3,068
Changes in finished and unfinished goods and work in progress		-3,361	2,218
Own work capitalized		221	0
Cost of materials and other production services		-38,591	-58,593
Staff costs		-39,008	-36,554
Amortization and depreciation		-4,129	-4,108
Other operating expenses		-22,772	-23,357
<b>Operating result</b>	(5)	<b>12,791</b>	<b>643</b>
Finance income		5,391	3,441
Finance costs		-3,126	-1,535
<b>Financial result</b>		<b>2,264</b>	<b>1,906</b>
Result from associates		-38	137
<b>Result before income taxes</b>		<b>15,017</b>	<b>2,686</b>
Income taxes	(13)	-3,545	-2,404
<b>Result for the period</b>		<b>11,472</b>	<b>282</b>
Result attributable to:			
Equity holders of the company		9,758	-755
Non-controlling interests		1,714	1,037
		<b>11,472</b>	<b>282</b>
<b>Earnings per share from the result for the period attributable to the equity holders of the company (in EUR)</b>		<b>0.75</b>	<b>-0.06</b>

# Balance Sheet.

All amounts in TEUR	Notes	30 June 2015	31 March 2015
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	(6)	22,386	22,393
Intangible assets	(6)	69,143	71,250
Interests in associates	(7)	1,961	2,014
Other non-current financial assets and investments	(8)	23,712	23,099
Other non-current assets		17,242	28,138
Deferred tax assets		14,547	13,590
		<b>148,991</b>	<b>160,485</b>
<b>Current assets</b>			
Inventories		46,509	47,670
Trade receivables and other current assets		209,826	205,387
Other current financial assets	(8)	0	5,291
Cash and cash equivalents		100,415	96,765
		<b>356,750</b>	<b>355,113</b>
<b>Total assets</b>		<b>505,741</b>	<b>515,597</b>
<b>EQUITY</b>			
<b>Capital and reserves attributable to equity holders of the company</b>			
Share capital	(9)	13,000	13,000
Capital reserve		117,509	117,509
Retained earnings and other reserves		86,321	77,449
		<b>216,830</b>	<b>207,958</b>
<b>Non-controlling interests</b>		<b>6,503</b>	<b>11,403</b>
<b>Total equity</b>		<b>223,333</b>	<b>219,361</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Non-current financial liabilities	(10)	79,792	88,985
Liabilities from post-employment benefits to employees	(11)	25,104	25,210
Non-current provisions	(12)	1,692	1,661
Other non-current liabilities		4,453	4,657
Deferred income tax liabilities		2,952	2,380
		<b>113,995</b>	<b>122,892</b>
<b>Current liabilities</b>			
Trade payables		39,066	48,441
Other liabilities and deferred income		71,459	65,535
Current tax payables		2,672	1,174
Current financial liabilities	(10)	46,473	48,969
Current provisions	(12)	8,741	9,225
		<b>168,413</b>	<b>173,344</b>
<b>Total liabilities</b>		<b>282,408</b>	<b>296,236</b>
<b>Total equity and liabilities</b>		<b>505,741</b>	<b>515,597</b>

# Cash Flow Statement.

All amounts in TEUR	2015/16 Q1	2014/15 Q1
<b>Cash flow from operating activities</b>		
Operating result	12,791	643
Adjustments for non-cash items and other reconciliations:		
Scheduled amortization and depreciation	4,129	4,108
Increase/decrease in liabilities from post-employment benefits	-106	-73
Increase/decrease in other non-current liabilities and provisions	-25	-160
Increase/decrease in other non-current receivables	-1,022	-1,578
Increase/decrease in trade receivables (non-current)	13,006	8,248
Increase/decrease in trade payables (non-current)	-214	-328
Other (net)	4,222	496
	<b>32,781</b>	<b>11,356</b>
Changes in net current assets:		
Increase/decrease in trade receivables and other assets	-2,960	19,745
Increase/decrease in inventories	1,161	3,157
Increase/decrease in trade payables and other current payables	-8,604	1,700
Increase/decrease in current provisions	-483	67
	<b>-10,887</b>	<b>24,670</b>
<b>Cash flow from operations</b>	<b>21,894</b>	<b>36,026</b>
Interest received	313	445
Interest payments	-1,331	-1,207
Net payments of income taxes	-4,870	-1,473
<b>Net cash flow from operating activities</b>	<b>16,007</b>	<b>33,791</b>
<b>Cash flow from investing activities</b>		
Purchase of property, plant and equipment	-1,548	-1,011
Purchase of intangible assets	-19	-57
Purchase of securities and investments	0	-208
Increase in cash from the acquisition of entities (less payment for the acquisition of the entity)	2,543	0
Proceeds from the disposal of property, plant and equipment and intangible assets	291	131
Proceeds from the disposal of securities and investments	5,335	0
<b>Net cash flow from investing activities</b>	<b>6,601</b>	<b>-1,144</b>
<b>Cash flow from financing activities</b>		
Dividends paid to non-controlling interests	-6,663	-6,750
Increase in non-current financial liabilities	44	45
Decrease in non-current financial liabilities	-9,237	-5,263
Increase in current financial liabilities	892	1,299
Decrease in current financial liabilities	-2,490	-2,600
<b>Net cash flow from financing activities</b>	<b>-17,454</b>	<b>-13,269</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>5,154</b>	<b>19,379</b>
<b>Change in cash and cash equivalents</b>		
Cash and cash equivalents at beginning of period	96,765	57,731
Net increase/decrease in cash and cash equivalents	5,154	19,379
Exchange gains/losses on cash and cash equivalents	-1,504	307
<b>Cash and cash equivalents at end of period</b>	<b>100,415</b>	<b>77,417</b>

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