



Kapsch TrafficCom

# Investor Presentation.

*Challenging the limits of mobility for a  
healthy world without congestion.*



August 2023

# Disclaimer.

This presentation is made by Kapsch TrafficCom AG ("Kapsch TrafficCom") solely for use at this presentation. It is furnished to you solely for your information and its content may not be copied, distributed, disclosed or otherwise be made available, directly or indirectly, to any other person by any recipient, or published, in whole or in part, for any purpose.

The facts and information contained herein are as up to date as is reasonably possible and are subject to revision in the future. Neither Kapsch TrafficCom nor any of its respective directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied, as to the accuracy, completeness or fairness of the information or opinions contained in this presentation. Neither Kapsch TrafficCom nor any of its respective directors, officers, employees and advisors nor any other person shall have any liability whatsoever for loss howsoever arising, directly or indirectly, from any use of this presentation.

Whilst all reasonable care has been taken to ensure that the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this document is selective in nature and is intended to provide an introduction to, and overview of, the business of Kapsch TrafficCom. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by Kapsch TrafficCom as being accurate. We have not independently verified market data provided by third parties or industry or general publications.

This presentation contains forward-looking statements, based on the beliefs and assumptions currently held by the management of Kapsch TrafficCom, which are expressed in good faith and are in its opinion, reasonable. These statements may be identified by words such as "expectation" or "target" and similar expressions, or by their context.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause actual results, financial condition, performance, or achievements of Kapsch TrafficCom, or results of our industry generally, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements.

Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. Kapsch TrafficCom disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Kapsch TrafficCom in any jurisdiction, nor shall part, or all, of this presentation form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities.

Securities issued by Kapsch TrafficCom have not been and will not be registered under the U.S. Securities Act of 1933, as amended, or any U.S. state securities law.

The distribution of this presentation in other jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions. By accepting this presentation, you agree to be bound by the foregoing instructions and restrictions.



## Company profile.



Leading provider of **Intelligent Transportation Solutions (ITS)**, electronic **tolling** pioneer



**100+ offices** in **25+ countries** with **~4,000 employees**



Services offered as **end-to-end** solutions in **one stop shop** approach; own manufacturing



**Regional focus** in North- and Latin America, EMEA and Oceania



**Listed at Vienna Stock Exchange:** Prime Segment, IPO in June 2007, free float at 36.7%, Kapsch Group holds 63.3%

**Kapsch  
TrafficCom**



## Financial performance.

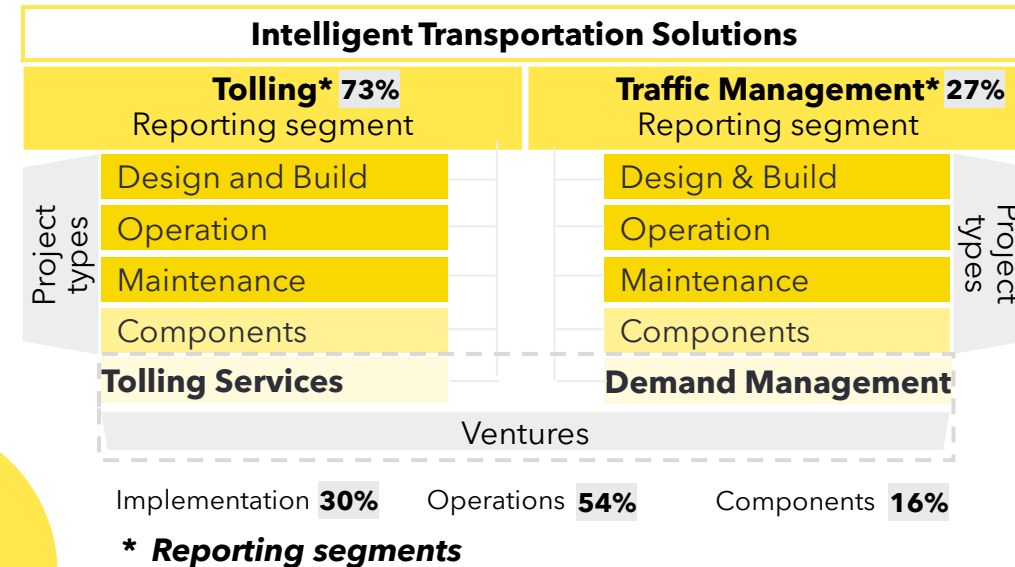
In €m (rounded)

Financial year (April 1 to March 31)

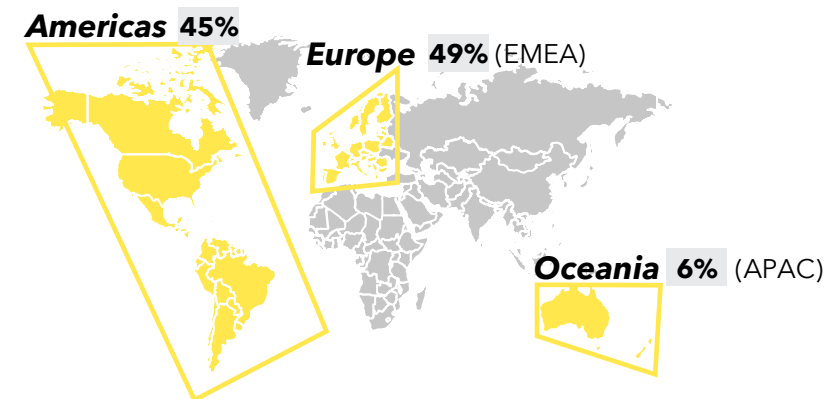
	2019/20	2020/21	2021/22	2022/23
Net sales	731	505	520	553
EBIT	-39	-123	11	8
Free cash flow	2	4	17	-6
Gearing	96%	200%	203%	363%
Equity ratio	25%	14%	15%	11%
Employees	5,104	4,657	4,220	4,039



## Products and services / Reporting segments.



## Regional focus markets.



All percentages refer to Financial Year 2022/23

# Products and services / Reporting segments.



## Tolling.

**Pioneer and technology forerunner** in **electronic toll collection**. Unique experience in nation-wide toll systems.

### Electronic toll collection.

#### Technologies:

- Microwave (DSRC)
- Satellite (GNSS)
- Video
- Mobile tolling
- eVignette

#### Applications:

- Multi-lane free-flow (MLFF)
- Congestion charging
- Managed lanes (tolled)
- Plaza tolling

### Tolling services.

#### Europe:

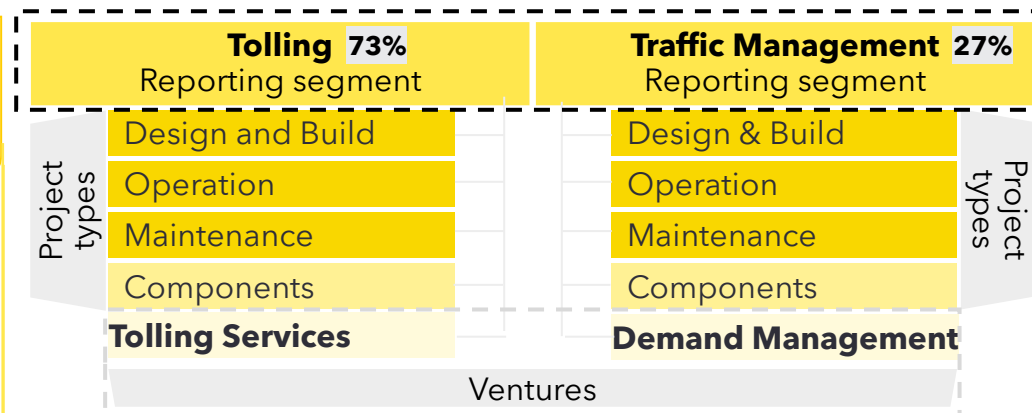
- European Electronic Toll Service (EETS)
- Tolling services for passenger vehicles

#### USA:

- Toll road payments app



## Reporting segments.



Percentages refer to Financial Year 2022/23



## Traffic management.

Combines conventional traffic mgmt with **smart traffic solutions, demand management** and **data services**.

### Traffic management.

- Highway
- Tunnels/bridges
- Urban
- Corridors
- C-ITS / connected mobility

### Demand management.

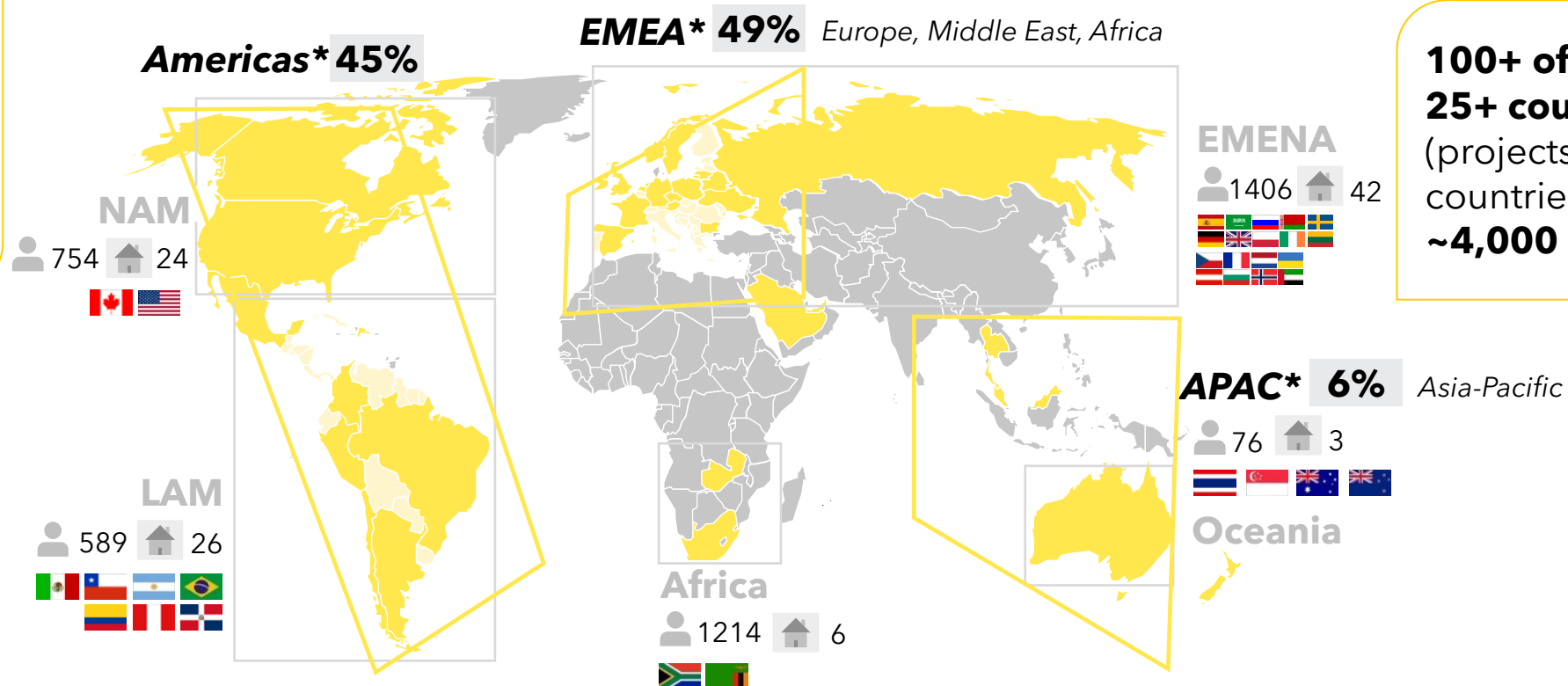
- Intelligent routing
- Dynamic pricing
- Events management

## Regional focus markets.

*Globally renowned provider with successful projects in more than 50 countries.*

## Regional focus\*

in North- and Latin  
America, Europe,  
Middle East, Africa  
and Asia-Pacific




**100+ offices** in  
**25+ countries**  
(projects in 50+  
countries) with  
**~4,000 employees**

### \* *Reporting segments*

■ Markets with at least one legal entity

■ Regional focus markets without legal entity

 FTEs as of March 31, 2023

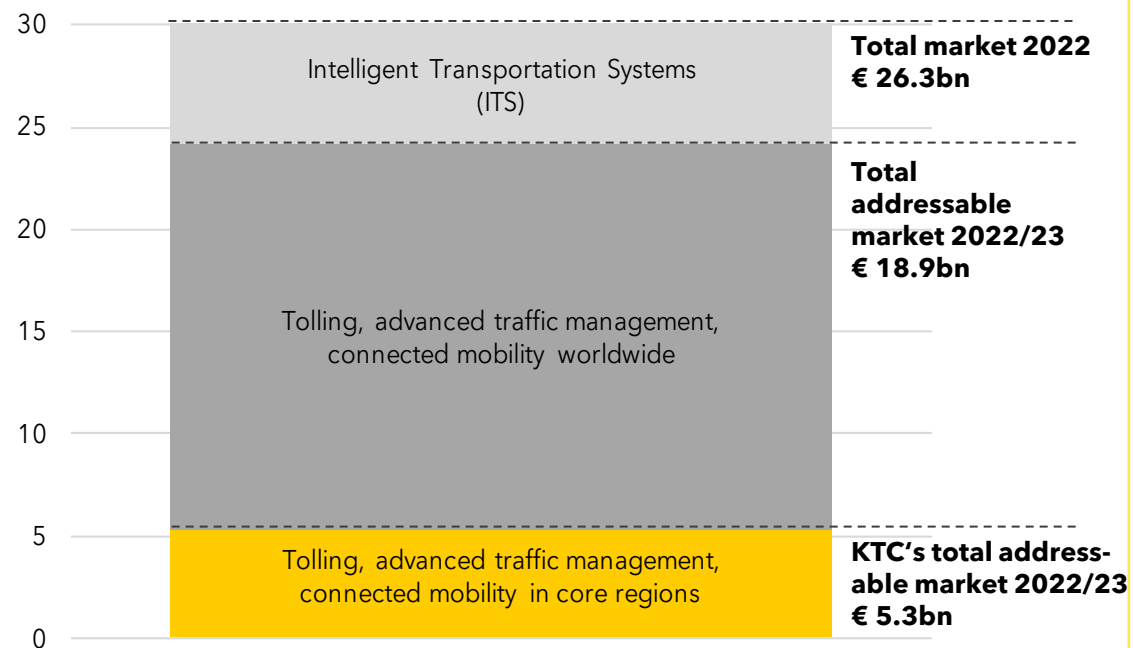
 Offices as of March 31, 2022 (will be updated)

# Market volume.

Target market and expected market development.

## Addressable market 2022/23.

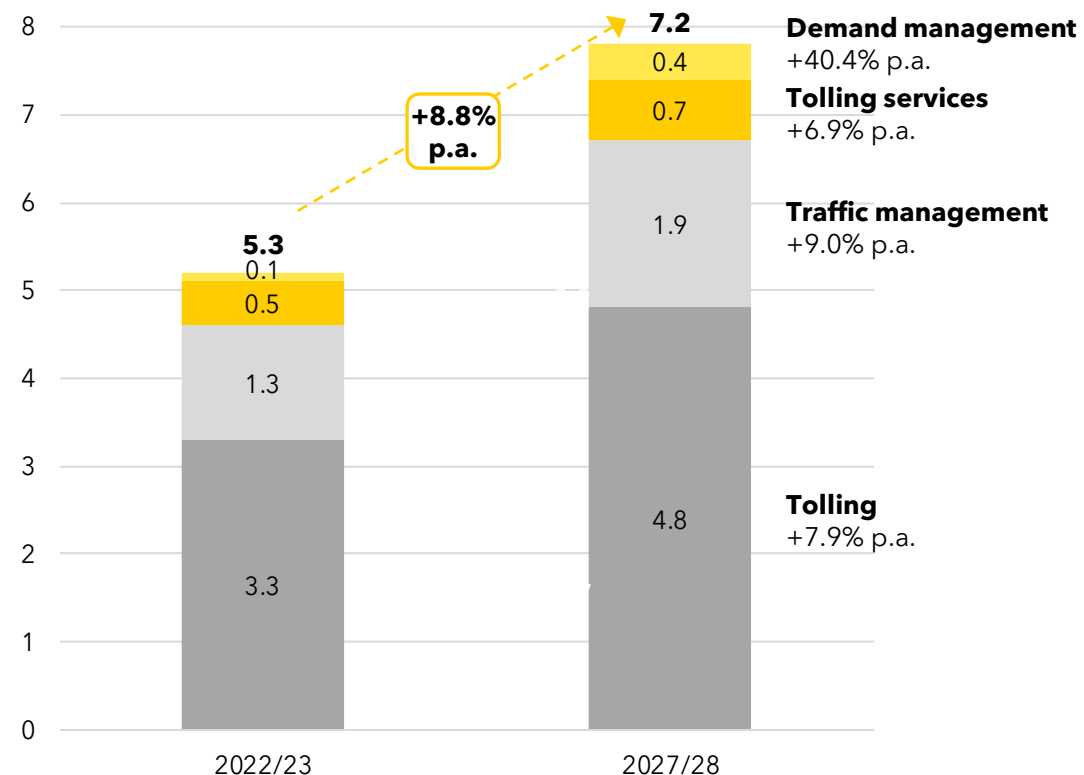
In € billion



Source: Kapsch TrafficCom, Grand View Research

## KTC's addressable market 2022/23-2027/28.

In € billion





# Market drivers.



## **Traffic infrastructure demand & funding.**

- Growing car park and traffic volumes
- E-vehicles → lower fuel tax income



## **Urbanization.**

- 60% of population in cities by 2030
- 68% by 2050



## **Data security.**

- Data protection is increasingly important



## **New transportation means & services.**

- New, shared transportation modes
- Electrification of transportation



## **Ecological footprint.**

- European Green Deal
- CO2, particulate matter, noise



## **Connected mobility.**

- Rapid evolution of network technology and autonomous vehicles and driving



## **Data & artificial intelligence (AI).**

- Connected mobility is important data source.
- AI for analytics, simulation and prediction



## **Shift in business.**

- From hardware to software platforms
- Smart infrastructure

# Business model.

*One-stop-shop solutions cover the entire value chain of customers.*

Services offered as **end-to-end** solutions in **one stop shop** approach;  
with **in-house production** of hardware and software.

## Intelligent Transportation Solutions

### Tolling

### Traffic Mgmt.

Project types

Implementation

30%

Operations

54%

Components

16%

High degree of flexibility for responding to **customer needs**:

From components, to designing and building complete turnkey systems, to operating them.



### Implementation.

Planning, design, installation of systems and applications.



### Operations.

Technical and commercial operations of systems.



### Components.

Develop, produce in in-house manufacturing in Austria and Canada or source.

**End-to-end solutions as a one-stop-shop.**



# Strategy 2027.

Leading position in future markets of tolling and traffic management, expand into adjacent business and invest in technology.



## Optimization and expansion of existing business.

We focus on our **core competencies** of **tolling** and **traffic management** with new solutions.



## Expansion into adjacent business areas.

The expansion into adjacent business areas is consistent with the internal global strategy survey on potential **new business areas** conducted in June 2020.



## Investment in future technologies.

In addition to market and product developments, we **focus on technological developments** that shape our future product and system ecosystem.

### We invest in

Smart traffic management  
Demand management  
Tolling services



## Our identity

Kapsch TrafficCom is a **globally renowned** provider of **end-to-end transportation solutions** for a healthy world without congestion.



## Our mission

Creating **innovative solutions for sustainable mobility** in transportation to enable users to arrive at their destination conveniently, on time, safely, efficiently, and with minimal environmental impact.



## Our goals

Kapsch TrafficCom is recognized as a **thought leader** in the industry. We **double our revenue** and thereby grow stronger than the market.



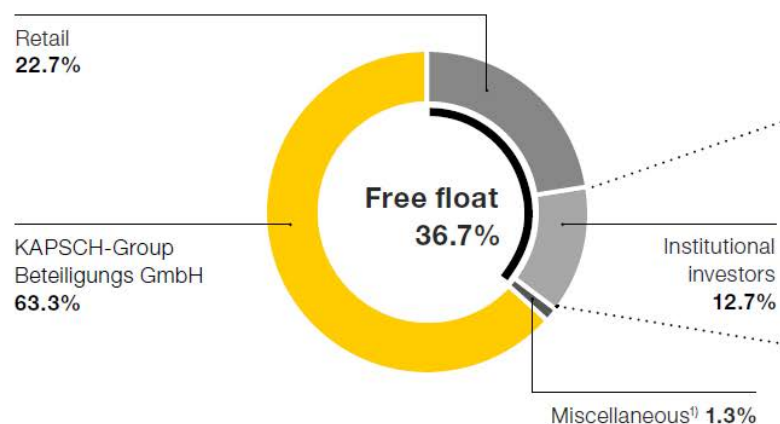
## Our vision

**Challenging the limits of mobility** for a healthy world without congestion.

# Kapsch TrafficCom share.



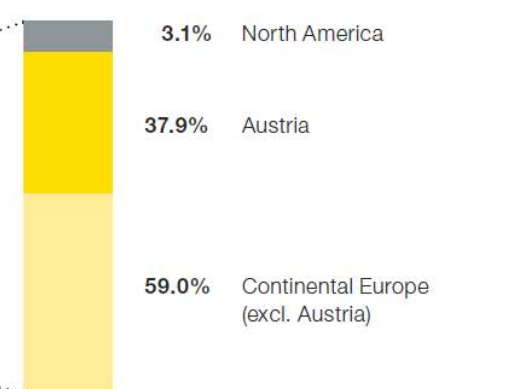
## Shareholder structure.



<sup>1)</sup> Trading positions and unidentified shareholders.



## Institutional investors by region.



Source: Shareholder survey from May 2023



## Research coverage\*.

Erste Group	
Buy	€ 17.00
RBI (Raiffeisen Bank International)	
Hold	€ 12.50
ODDO BHF/FMR	
Buy	€ 18.60

\* As per August 10, 2023



## Selected events.

September 6, 2023	Annual General Meeting
November 15, 2023	H1 2023/24 Results
More information:	<a href="http://www.kapsch.net/ir">www.kapsch.net/ir</a>



## Basic information.

Listed in Vienna, Prime Market, since 2007	ISIN: AT000KAPSCH9
Capital increase in 2011	Reuters: KTCG.VI
Total of 13 million shares	Bloomberg: KTCG AV

# Share price development (last 12 months).

*Kapsch TrafficCom and ATX Prime.*



# Kapsch TrafficCom's offices.

As of March 31, 2022 (will be updated).



# The emergence of Kapsch TrafficCom until the IPO in June 2007.

About 130 years in the ever-changing electronic industry.

**1892**

**Kapsch founded**

**1991**

**Tolling division at Kapsch.**

Toll collection division within Kapsch Aktiengesellschaft

**1995**

**Pioneer.**

Contract for the realization of the nationwide Ecopoint System, the world's 1st emissions-based TMS

**1999**

**Pioneer ETC.**

Launch of world's 1st MLFF ETC system for an urban motorway on Melbourne City Link in Australia

**2002**

**Kapsch TrafficCom founded.**

Kapsch Aktiengesellschaft restructured from which Kapsch TrafficCom emerged as a separate legal entity within the Group

**2004**

**Pioneer MLFF.**

Austria introduces the national truck road user charging system: the worldwide 1st nationwide multi-lane free-flow system on major highways

**2007**

**IPO of Kapsch TrafficCom.**

## Selected products of Kapsch throughout the years

- > Morse telegraph devices
- > Telephones (fixed and mobile)
- > Capacitors and dry batteries
- > Radios, incl. portable radios
- > TVs (black & white, later color)
- > Telecom networks

# Unique selling proposition.

*What makes Kapsch TrafficCom unique?*



## **Domain know-how.**

About **130 years** in the electronics industry

Close to **customers**

Ability to develop tailored solutions  
– **proven track record**

Deep and comprehensive **domain know-how**

Broad variety of **technologies**, prime **quality**



## **Innovator.**



## **One-stop-shop.**



## **Global player.**

Only real **global player** in tolling  
(best practice, risk diversification)

Integrated, **one-stop-shop**

**Scale**

**Listed** (transparence, access to capital)

**Shareholder interests** secured on the  
Executive Board by CEO Georg Kapsch







Kapsch TrafficCom

# **Result for Q1 2023/24.**

*August 17, 2023.*

# Headlines.

Q1 2023/24 (April 1, 2023 to June 30, 2023).



**Slight revenue growth to EUR 132 million.**



**Restructuring of financing agreed.**



**EBIT impacted by special effects.**



**Settlement between autoTicket and Federal Republic of Germany concluded in July.**



**Outlook 2023/24: Revenue growth and significant EBIT improvement, major project tenders about to be awarded.**

# Selected key data.

Q1 2023/24.

April 1, 2023 to June 30, 2023

## Revenues

€ 132.1mn (+1.2% ↗)

Q1 2022/23: € 130.5mn



## Result for period (attributable to equity holders)

€ -5.9mn (> -100% ↘)

Q1 2022/23: € -1.3mn



## EBIT

€ -3.2mn (↘)

Q1 2022/23: € 0.5mn



## Net debt (June 30, 2023)

€ 208.0mn (+11.6% ↗)

March 31, 2023: € 186.3mn



## EBIT margin

-2.4% (↘)

Q1 2022/23: 0.4%



## Total assets (June 30, 2023)

€ 482.2mn (+0.4% ↗)

March 31, 2023: € 480.1mn



## Free cash flow

€ -19.8mn (+10.1% ↗)

Q1 2022/23: € -22.0mn



## Equity ratio (June 30, 2023)

8.8% (-1.9pp ↘)

March 31, 2023: 10.7%

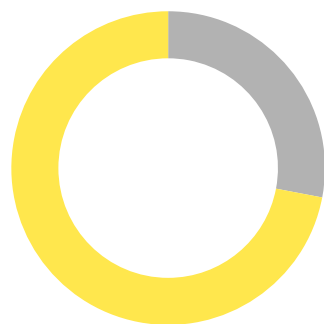


# Revenues increased by 1% to € 132mn.

Adjusted by credit note to a customer (EUR 6mn), increase by 6% to EUR 138mn (previous year: EUR 131mn).

## Segments.

Traffic management grows by 9%,  
tolling decreased due to customer credit note.

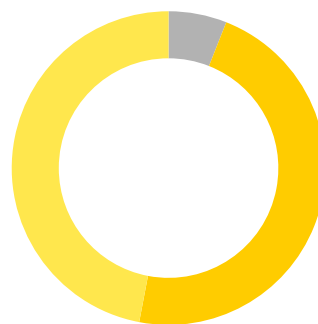


**72%** **Tolling**  
€ 95mn (▼ -1.4%)

**28%** **Traffic Management**  
€ 38mn (▲ +8.5%)

## Regions.

Growth in APAC and Americas,  
EMEA decreased due to customer credit note.



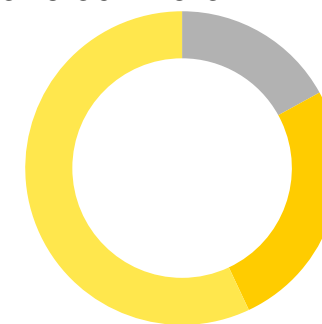
**47%** **EMEA**  
€ 62mn (▼ -1.2%)

**47%** **Americas**  
€ 62mn (▲ +2.7%)

**6%** **APAC**  
€ 8mn (▲ +9.9%)

## Business type.

Growth with operations and components,  
implementation decreased due to  
customer credit note.



**57%** **Operations**  
€ 76mn (▲ +1.8%)

**26%** **Implementation**  
€ 34mn (▼ -1.9%)

**17%** **Components**  
€ 22mn (▲ +4.4%)

# Segments: Growth in traffic management visible.

EBIT in the tolling segment influenced by margin adjustments in projects to be completed.

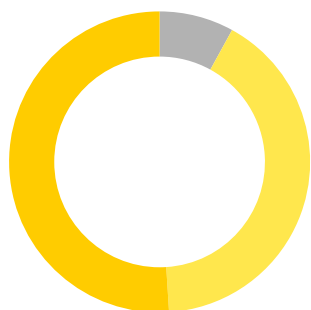


## Tolling segment.

All figures in € mn unless otherwise stated	Q1 2022/23	Q1 2023/24	+/-
<b>Revenues</b>	<b>96</b>	<b>95</b>	<b>-1%</b>
Implementation	24	21	-13%
Operations	52	54	+3%
Components	20	20	+2%
<b>EBIT</b>	<b>-2</b>	<b>-8</b>	<b>&gt; -100%</b>
EBIT margin	-2%	-8%	-6pp



## Revenues in tolling segment by region.



**41%** **EMEA**  
€ 39mn (▼ -12%)

**51%** **Americas**  
€ 49mn (↗ +6%)

**8%** **APAC**  
€ 7mn (↗ +17%)

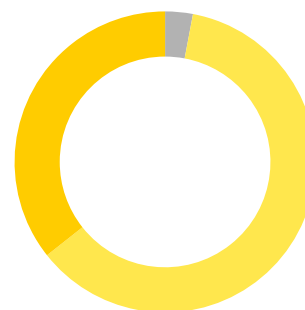


## Traffic management segment.

All figures in € mn unless otherwise stated	Q1 2022/23	Q1 2023/24	+/-
<b>Revenues</b>	<b>35</b>	<b>38</b>	<b>+9%</b>
Implementation	11	14	+21%
Operations	22	22	+0%
Components	1	2	+38%
<b>EBIT</b>	<b>2</b>	<b>4</b>	<b>&gt; +100%</b>
EBIT margin	6%	12%	+5pp



## Revenues in traffic management segment by region.



**62%** **EMEA**  
€ 23mn (↗ 24%)

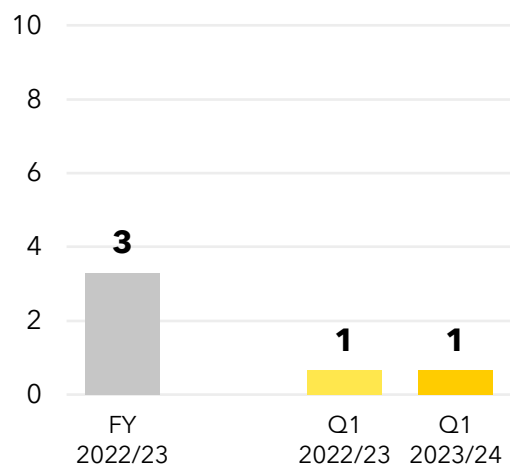
**36%** **Americas**  
€ 13mn (▼ -8%)

**3%** **APAC**  
€ 1mn (▼ -26%)

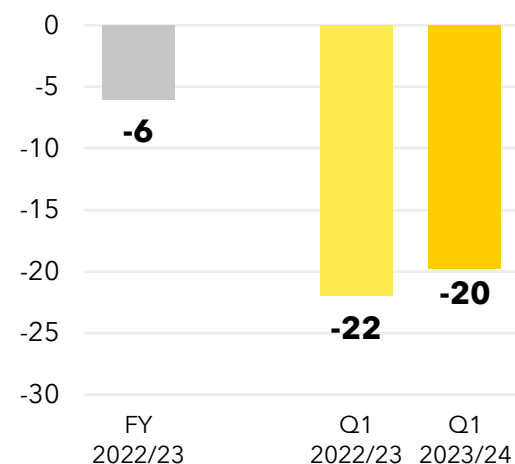
# Financial indicators reflect challenges of past years.

*Cash inflow from settlement in Germany will significantly improve financial indicators.*

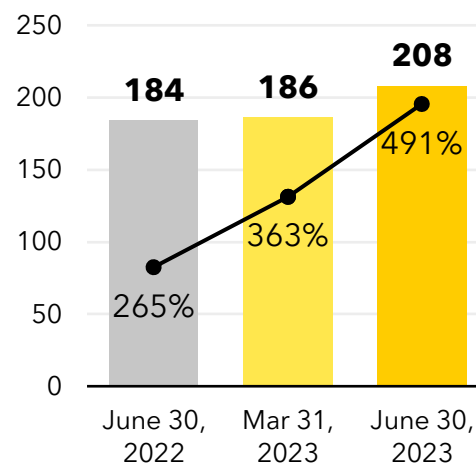
## Net investment.



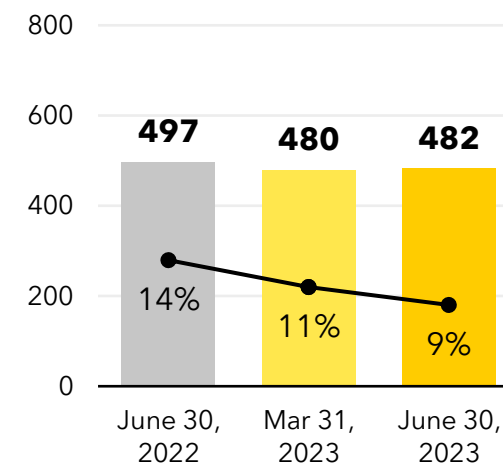
## Free cash flow.



## Net debt, gearing.



## Total assets, equity ratio.



- Free cash flow negative at **€ 20.0mn**, primarily due to negative earnings and increased working capital (€ +17.6mn).

- Net debt increased by **€ 22.0mn**, primarily due to higher financial liabilities (€ +10.5mn) and lower cash and cash equivalents (€ -13.0mn).

- Total equity decreased by **€ 8.9mn** compared with **March 31, 2023**, equity ratio at 8.8%.



# Outlook.

*Financial year 2023/24.*

Focus on new business, costs,  
liquidity and financial indicators.



**Revenue growth in  
single-digit percentage range,  
major project tenders about to  
be awarded.**

*2022/23: € 553.4mn*



**Significant improvement in  
operating result (EBIT).**

*2022/23: € 7.6mn*





## **Marcus Handl**

Investor Relations Officer

## **Valerie Riegler**

Investor Relations Manager

Kapsch TrafficCom AG  
Am Europlatz 2  
1120 Vienna, Austria

[www.kapsch.net/ir](http://www.kapsch.net/ir)

**Email:** [IR.kapschtraffic@kapsch.net](mailto:IR.kapschtraffic@kapsch.net)

**Phone:** +43 50811 1122

**Please note:**

The content of this presentation is the intellectual property of Kapsch TrafficCom AG and all rights are reserved with respect to the copying, reproduction, alteration, utilization, disclosure or transfer of such content to third parties. The foregoing is strictly prohibited without the prior written authorization of Kapsch TrafficCom AG. Product and company names may be registered brand names or protected trademarks of third parties and are only used herein for the sake of clarification and to the advantage of the respective legal owner without the intention of infringing proprietary rights.