

Sensys Gatso Group AB

Q2 2020 Market Presentation

Audiocast

August 20, 2020

10:00 CET

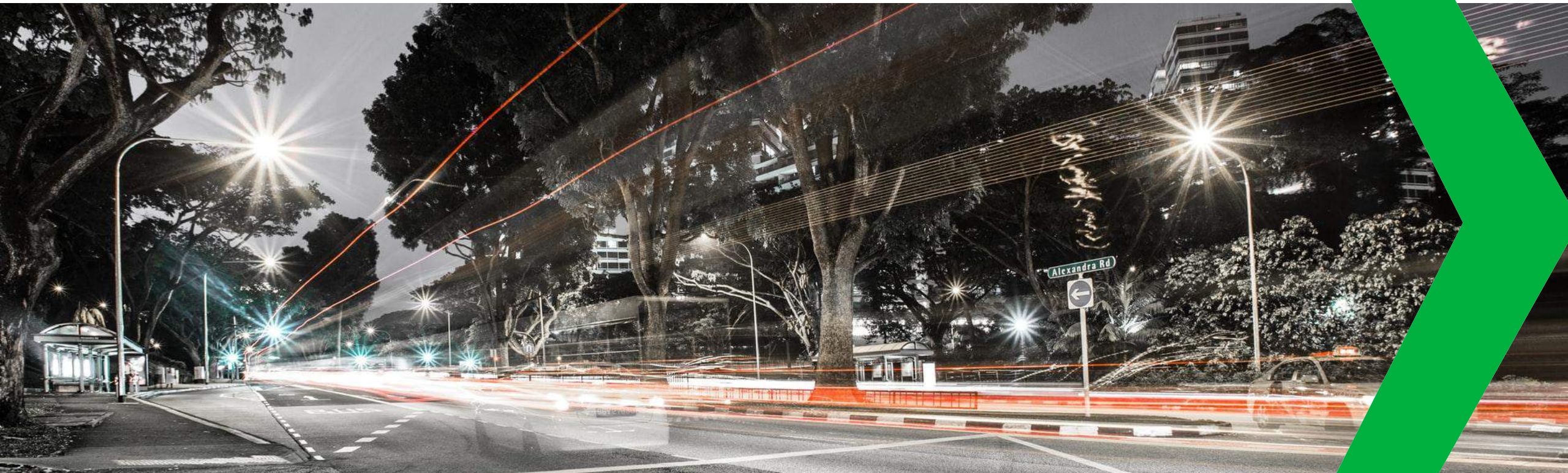


AGENDA

Q2 2020 MARKET PRESENTATION

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- » Resilient business during COVID-19 pandemic
- » Business update
- » Financial update
- » Summary and Outlook



Resilient business during COVID -19 pandemic

Activities:

- » Business Continuity plans in place
- » Protect our customer and employees interests
- » Remote working tools and solutions in place

Results to date:

- Sales and Business Development continues remotely
- Essential Business to Governments, no impact on revenues to date
- Employees healthy and motivated
- Execution of Projects continues
- Business in control

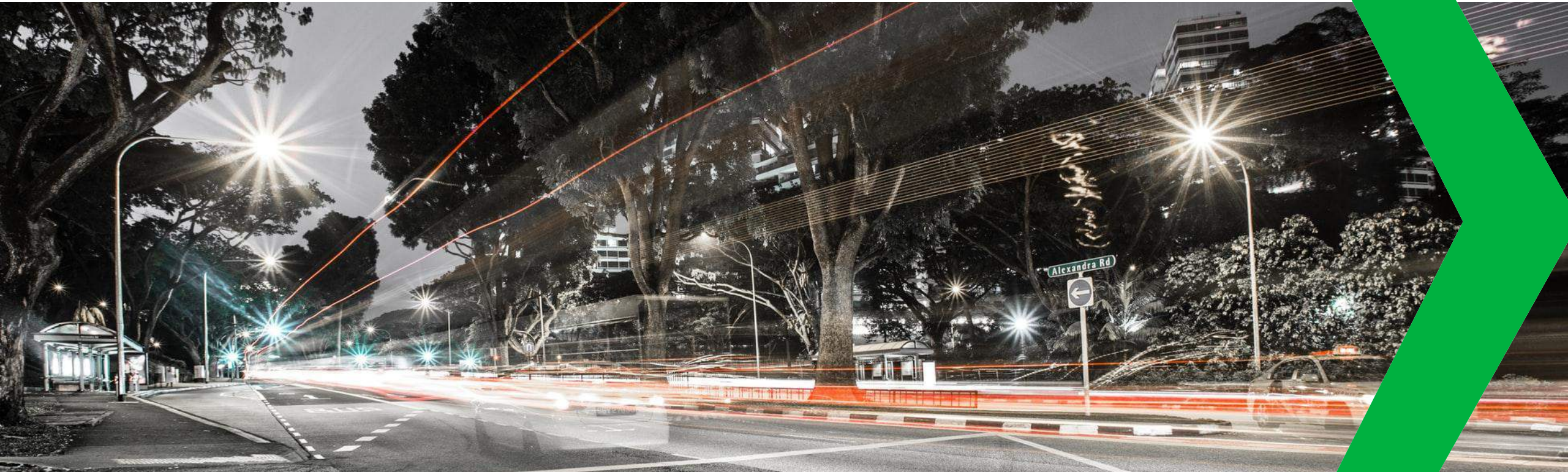
To date, the business impact of Covid-19 for SGG globally is limited

AGENDA

BUSINESS UPDATE

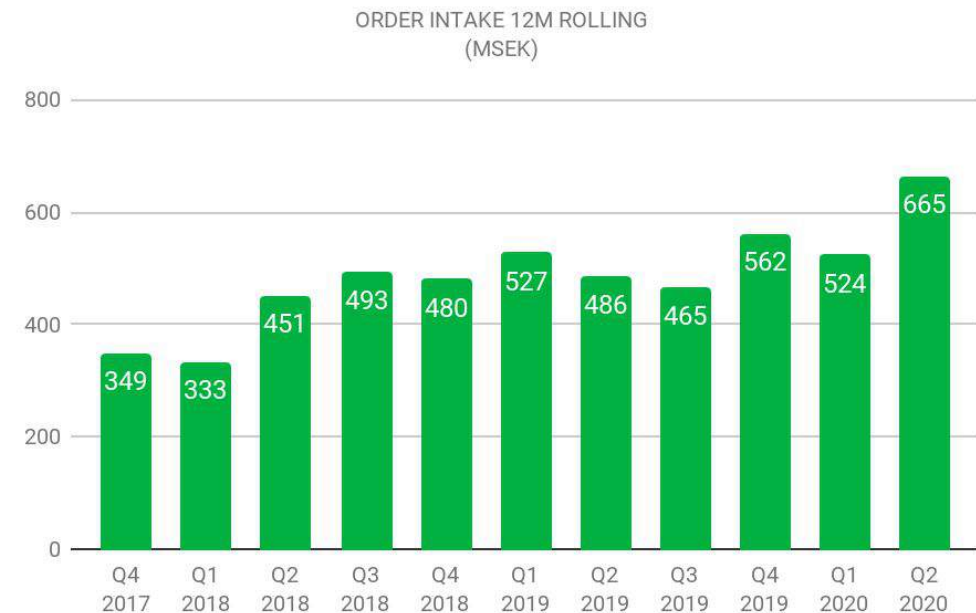
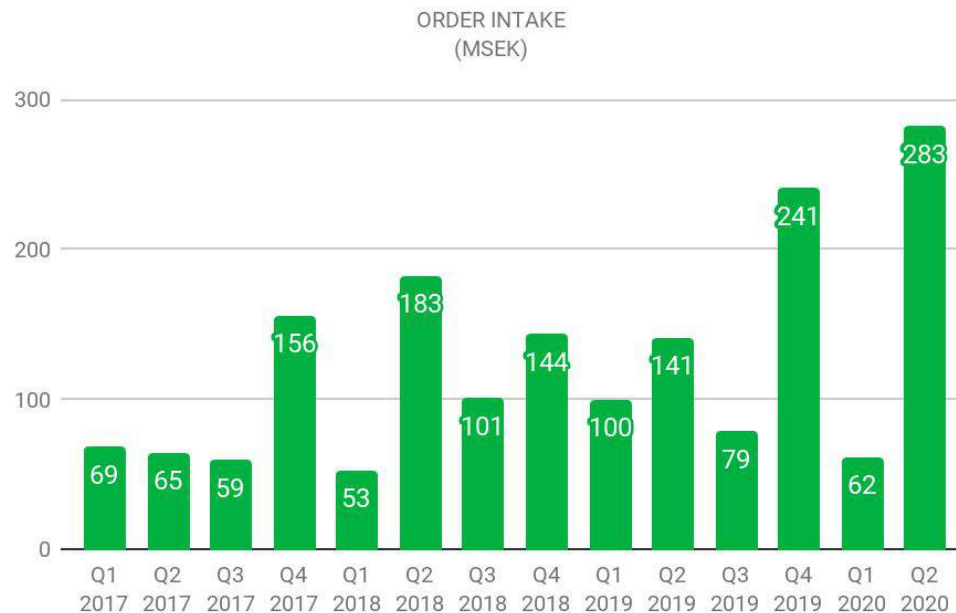
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- » Order Intake breaking records
- » Deal sizes becoming larger
- » TRaaS business continues to grow
- » TRaaS Managed Services drives EBITDA margin growth



Order intake breaking records

- Q2 record order intake MSEK 283 (141), including MSEK 192 Costa Rica contract now signed
- Year to date record order intake of SEK 344
- 12 months rolling Order intake at highest point in history at MSEK 665



Deal sizes becoming larger



192

SEK 60 million TRaaS and system sales of SEK 132 million
Costa Rica

SEK 21 million over TRaaS school zones
USA

SEK 24 million System Sales
SE

275

SEK 275 million System Sales
Saudi Arabia

...

Q3 2020

Q2 2020

Q1 2020

December 2019

- SEK 55 million TRaaS support increase
Australia
- SEK 52 million In-vehicle system
Australia
- SEK 60 million TRaaS support
Australia

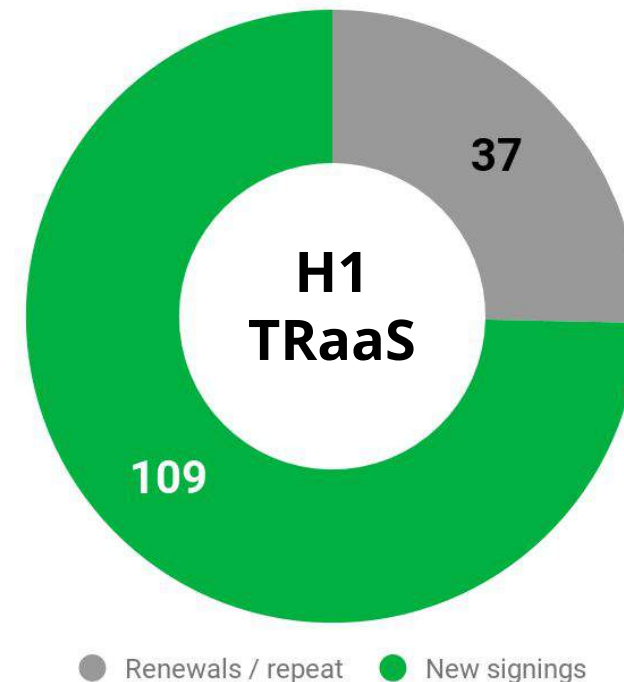
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TRaaS business continues to grow

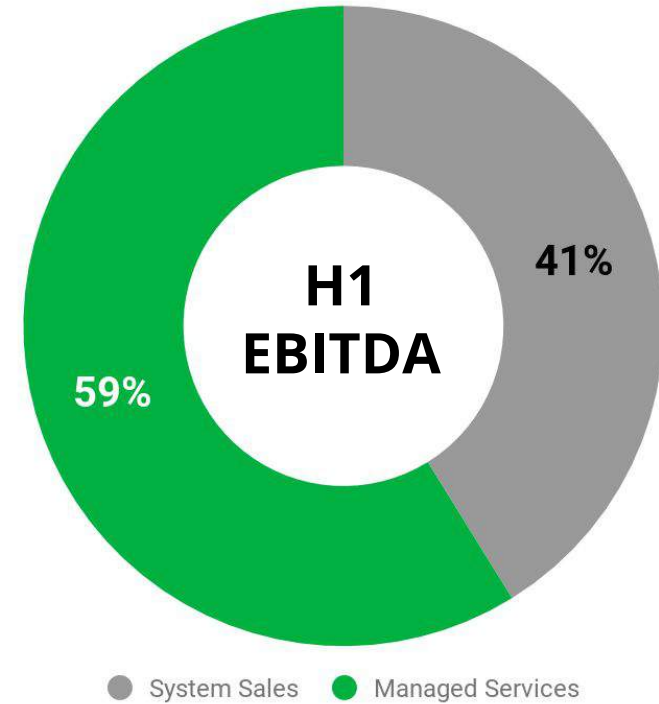
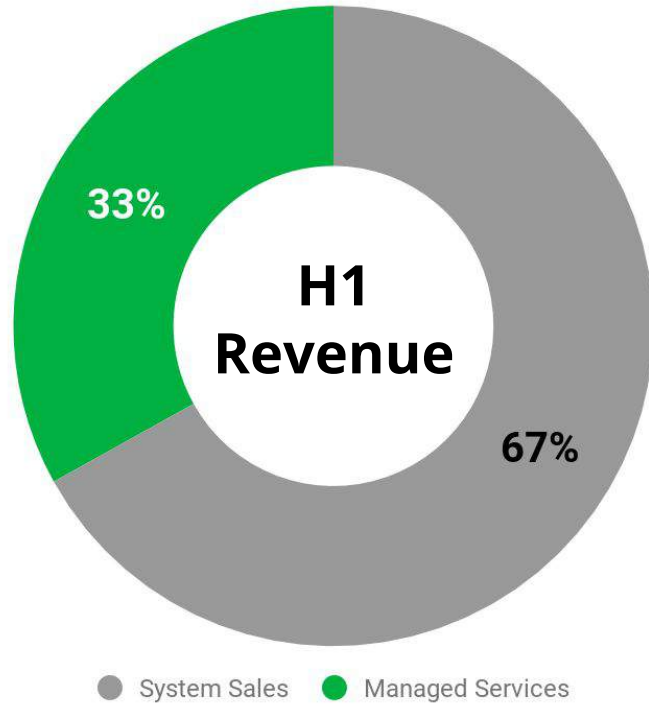


TSEK	Q2 2020	Q2 2019	H1 2020	H1 2019	FY 2019
System Sales	40	49	82	91	229
TRaaS: Service & Maintenance	23	22	43	40	79
TRaaS: Licenses	4	1	4	2	3
TRaaS: Managed Services	28	25	60	42	95
Total Sales	93	97	189	175	406
Of which TRaaS:	54	48	107	84	177
TRaaS % of total Sales:	58%	50%	57%	48%	44%
TRaaS Growth:	12%		27%		

Order intake 146 MSEK



TRaaS Managed Services drives EBITDA-margin growth



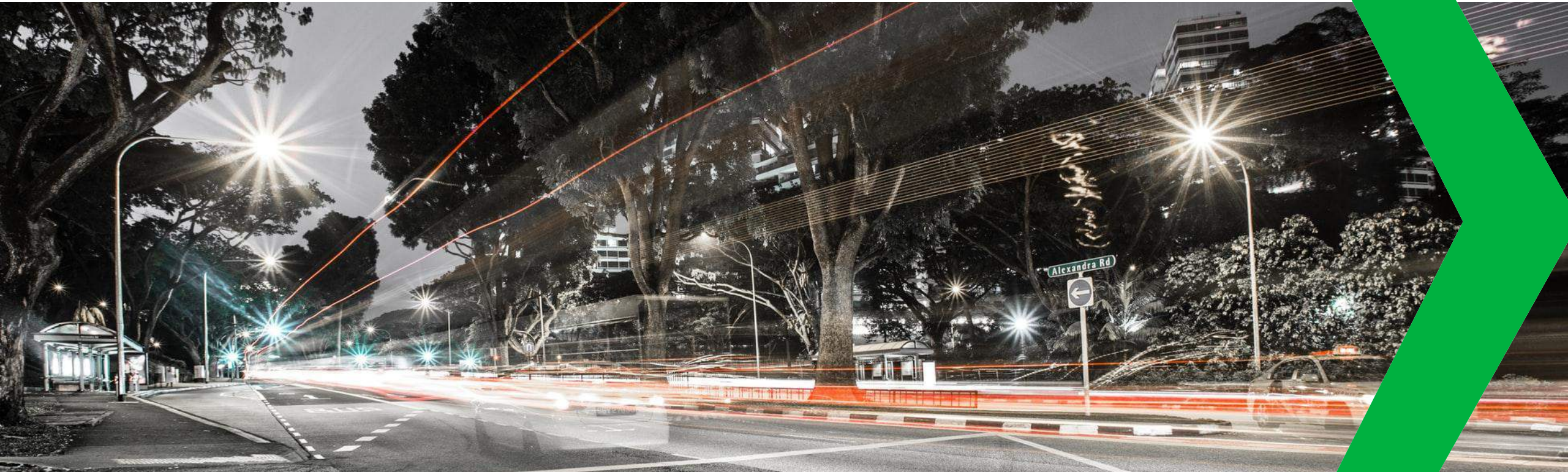
33% of revenue...yields 59% of EBITDA

AGENDA

FINANCIAL UPDATE

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- » Analysis of the segments performance
- » Consolidated income statement
- » Available cash and financial position



Segment System Sales

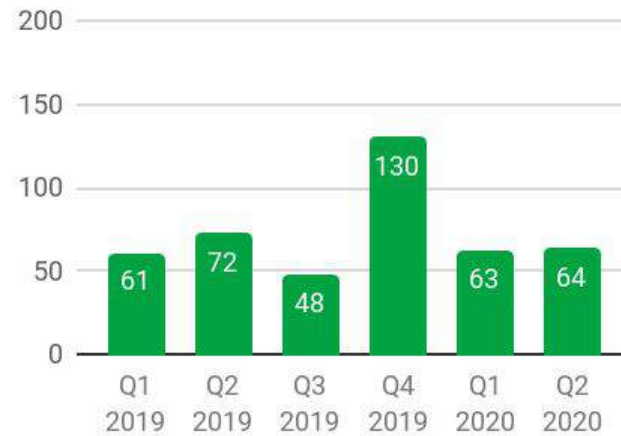


- 12 months rolling Order Intake is at a record high of MSEK 544
- Q2 sales remains steady at MSEK 64, but lower than Q2 2019
- EBITDA for Q2 positive including COVID-19 relief

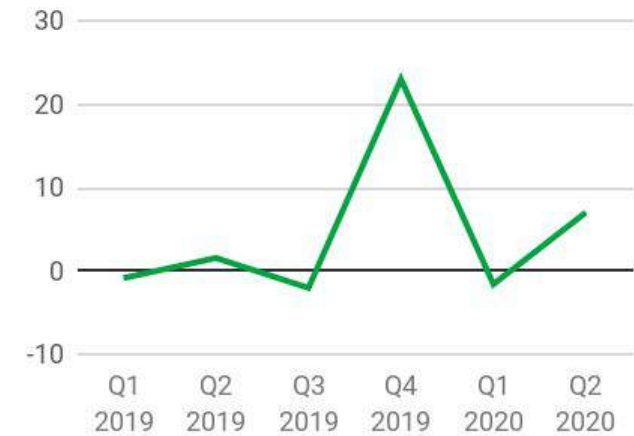
ORDER INTAKE SYSTEM SALES 12M ROLLING (MSEK)



SALES SYSTEM SALES (MSEK)



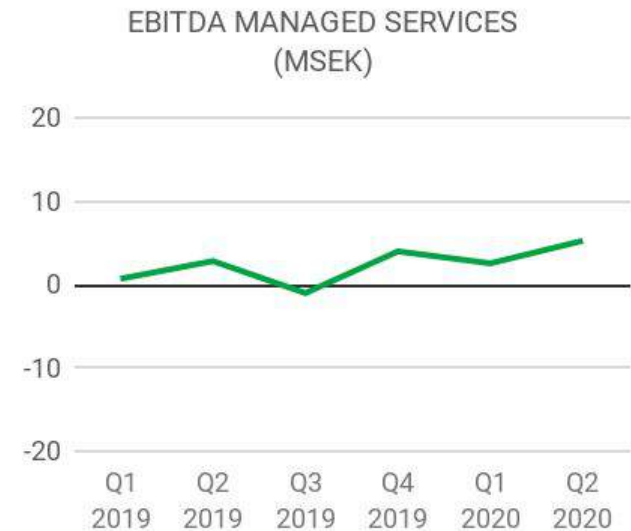
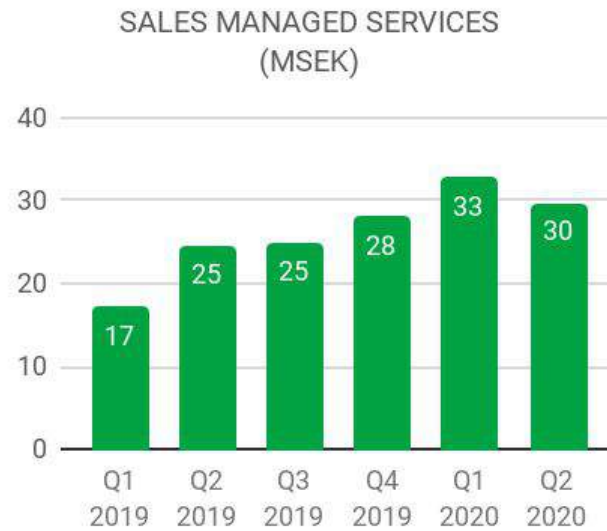
EBITDA SYSTEM SALES (MSEK)



Segment Managed Services



- 12 months rolling order intake MSEK 121 (177)
- H1 sales up 50 percent from last year.
- EBITDA in Q2 positive at MSEK 5 (3).

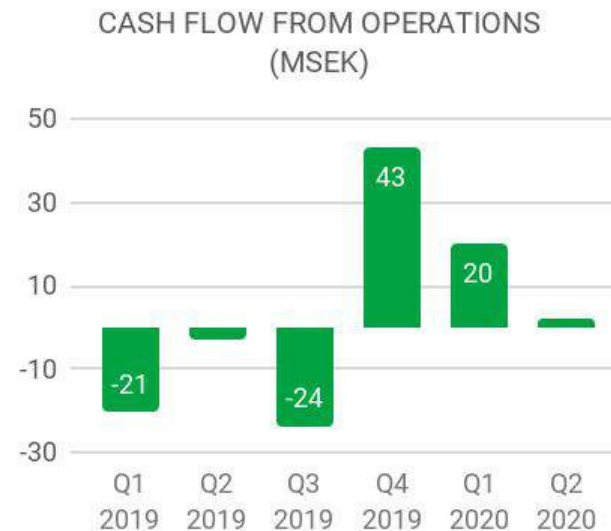


Consolidated Income Statement

	Apr - June 2020	Apr - June 2019	Jan - June 2020	Jan - June 2019
TSEK	2020	2019	2020	2019
Net sales	93,456	96,863	189,086	175,303
Cost of goods sold	-58,443	-60,360	-125,407	-109,632
Gross profit	35,013	36,503	63,679	65,671
Selling expenses	-20,018	-20,885	-40,917	-39,818
Administrative expenses	-11,816	-11,716	-23,743	-21,047
Development expenses	-7,745	-11,562	-17,647	-25,492
Other operating expenses/income (1)	3,639	-588	3,980	260
Operating profit	-927	-8,248	-14,648	-20,426
Net financial items	1,797	-1,594	-3,341	-2,059
Profit before tax	870	-9,842	-17,989	-22,485
Tax	2,253	1,594	5,299	4,647
Profit for the period	3,123	-8,248	-12,690	-17,838

Available cash and financial position

- Available cash at MSEK 103 (111)
- Q2 Operating cash flow at positive MSEK 2 (-3)
- First MSEK 12.5 tranche of MSEK 50 additional credit facility received



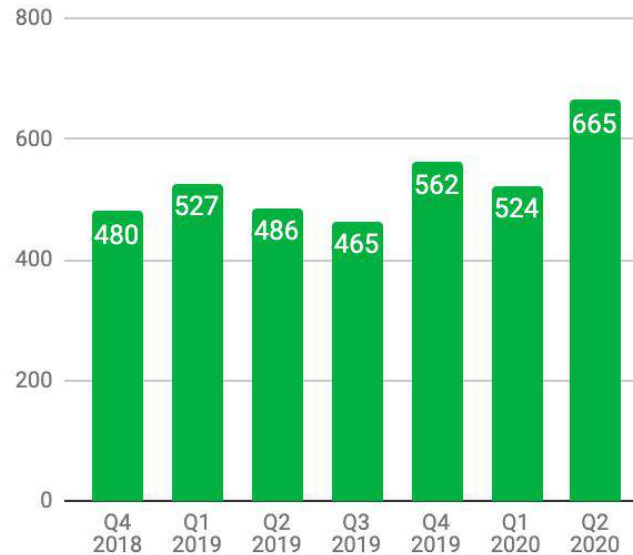


Covid-19 Business Continuity Planning

- Sales and Business Development continues remotely
- Essential Business to Governments
- Employees healthy and motivated
- Execution of Projects continues
- Business in control

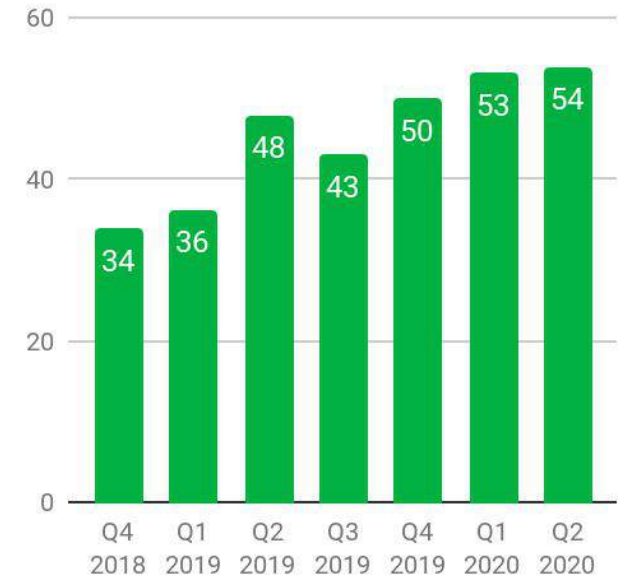
Resilient business during Covid -19

ORDER INTAKE 12M ROLLING (MSEK)



Order intake breaking records

TRAAS RECURRING REVENUE (MSEK)



57% of Revenue is TRaaS

Q&A



Ivo Mönnink, CEO



Simon Mulder, CFO

Send us questions at investor@sensysgatso.com

