Sensys Gatso Group AB Interim Report Jan - March 2017

# Sensys Gatso Group



### January – March 2017

- Net sales MSEK 70.7 (164.1)
- Order intake MSEK 68.6 (27.1)
- Operating profit MSEK -17.3 (-14.4)
- EBITDA MSEK -7.6 (3.4)
- The profit after tax MSEK -16.4 (-19.9)
- Comprehensive income -16.4 MSEK (-19.1)
- Earnings per share, before and after dilution, SEK 0.02 (-0.03)
- Cash flow from operating activities amounted to MSEK -8.5 (4.2)



# COMMENTS FROM THE CEO

We have seen a mixed start of 2017; On one hand we have faced the same type of challenges as in 2016, with a macro environment causing disturbances in the Middle East business. On the other hand, order intake is much stronger compared to the first quarter last year.

Looking at the Middle East, the payment capability among the customers in the region has decreased compared to before, which has impacted our revenues negatively. However, it is important to highlight that we have not lost any significant deals and that our competition is facing the same challenges. In addition to the macro situation, and as an outcome of the transformation program, we have reduced our net working capital creating longer delivery times which has had a negative effect on our results. However, as we see the order intake increasing compared to the first quarter last year, it gives further support to the possibility that the global situation will change to the better.

In the first quarter the sales in our two business segments amounted to SEK 70.7 million (164.1) with SEK 57.9 million (147.8) for System Sales and SEK 12.8 million (16.3) for Managed Services. When comparing the first quarter of 2017 to the first quarter of 2016 it is important to note the result of the volatility, as SEK 73 million in the first quarter of 2016 comes from a big African order received in 2015. The EBITDA amounted SEK -7.6 million (3.4) and operating profit came in at SEK -17.3 million (14.4). On a positive note, the gross margin for the period improved from 26.1 to 35.3 percent.

Order intake during the quarter amounted to SEK 68.6 million (27.1), which is a significant improvement compared to the correspondent quarter last year. In the quarter, we have received two orders from Belgium worth SEK 18.6 million in total, covering traffic safety systems in Brussels and Flanders, as well as orders in Southern Europe to the amount of SEK 25.6 million. Looking at the last four quarters, we have seen an up going trend in orders booked.

The cash flow from operating activities amounted to SEK -8.5 million in the first quarter mainly caused by delay in deliveries. The improvement on our expenses by SEK 5.3 million in the first quarter compared to the fourth quarter 2016 has had a positive impact on the cash flow. The transformation program has been completed with these lower expenses in the period. As a result of the negative cash flow in the first quarter the available cash has decreased to SEK 78.3 million compared to SEK 85.5 million in the fourth quarter 2016. Even though we still remain optimistic about our future we do see challenges for the mid-long term. The company will look into possibilities to fortify its finance structure to cope with the volatility in our business which is also caused by the macro economic challenges as mentioned before.

After the end of the quarter, the Board of Directors has announced that it has initiated the process to find a new CEO of Sensys Gatso. It is a natural step in the company's

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development as we have now finalized the integration between Sensys Traffic and Gatso Beheer. I will remain fully committed to my role as CEO until my successor has been found.

Looking at the short-term outlook, it is hard to assess when the uncertain market condition will ease. However, we will continue to focus on our strategy and will be ready to manage any business opportunities when they arise. Whereas my focus over the last years primarily has been to create an efficient Sensys Gatso with extended scale, one of the main tasks of the next CEO will be to focus on growth. The demand for our systems and services has large potential to increase over time, supported by the global trends in favour of sustainability and traffic safety.

Torbjörn Sandberg CEO, Sensys Gatso Group



# FINANCIAL SUMMARY

### Key indicators (unadjusted)

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
Net sales	70,745	164,143	436,607
Order intake	68,570	27,055	268,428
Operating profit	-17,292	-14,384	-23,241
Operating margin (%)	Neg	Neg	Neg
Gross margin (%)	35.3	26.1	33.6
Profit for the period	-16,366	-19,910	-24,384
Earnings per share (SEK)	-0.02	-0.03	-0.04
Cash flow from operations	-8,523	18,604	88,418

# EBITDA and Adj. EBITDA

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
Operating profit	-17,292	-14,384	-23,241
Depreciation tangible and intangible fixed assets	4,119	4,600	17,461
Amortization of acquired intangible assets <sup>1)</sup>	5,561	13,170	31,127
EBITDA	-7,612	3,386	25,347

1) Amortisation of intangible fixed assets recognized as part of the acquisition of the Gatso Beheer

### Items affecting comparability

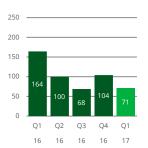
The effects of the costs concerning the transformation program and a release of a contingent liability under Other operating income has affected the comparability of our interim financial statements.

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
EBITDA	-7,612	3,386	25,347
Adjustments for:			
Effects transformation program	0	30,000	16,025
Contingent liability release	0	0	-11,926
Adj. EBITDA <sup>1)</sup>	-7.612	33,386	29,446

1) Definition on Adj. EBITDA is disclosed on page 16.

### Financial results group

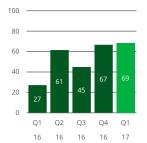
#### SALES (x Mil)



**GROSS MARGIN** (%)



#### **ORDER INTAKE** (x Mil)



### January – March 2017

Net sales in the first quarter, amounted to SEK 70.7 million (164.1) and consisted primarily of deliveries and services to customers in United Kingdom, France, The Netherlands and recurring revenue in the USA. The segment System Sales contributed SEK 58.8 (147.8) million, and Managed Services contributed SEK 12.8 (16.3) million to the net sales of the first quarter.

The gross margin for the quarter was 35.3 per cent (26.1).

Order intake during the first quarter totalled SEK 68.6 million (27.1) and mainly relates to orders received from our customers in Southern Europe and Belgium amongst other smaller orders.

Expenses totalled SEK 42.3 million (57.2) including amortisation of intangible fixed assets recognized as part of the acquisition SEK 5.6 million (13.2).

The operating profit for the first quarter totalled SEK -17.3 million (-14.4) and the profit after taxation totalled SEK -16.4 million (-19.9).

#### Investments

During the quarter investments in fixed assets amounted to SEK 2.0 million (5.2).

#### Financial position

The Group's equity at the end of the period totalled SEK 370.2 million (386.4), producing an equity/assets ratio of 64.6 per cent (49.0). Net interest baring debt amounted to SEK 76.9 million (135.9).

KSEK	31 Mar 2017	31 Mar 2016	31 Dec 2016
Short-term liabilities	17,507	103,940	18,901
Long-term liabilities	80,386	97,104	80,273
Cash and bank	-20,993	-65,191	-31,643
Net debt	76,900	135,853	67,531

#### The Sensys Gatso share

The number of shares at the end of the period was 657,155,077 (657,155,077). The average number of shares during the period was 657,155,077 (657,155,077).

#### Personnel

The average number of full time employees was 159 people (151). The number of employees at the end of the period was 175, whereof a part being part-time employees, to be compared with 169 at the end of 2016. The increase of employees compared to last year is explained by contractors switched to be employees and a ramp up in USA for more business.



### **Business Segments**

The two main segments used for internal reporting and managing the different operations are System Sales and Managed Services.

Overall the total expenses of the two segments have been SEK 5.3 million lower compared to the fourth quarter 2016.

#### System Sales

Systems Sales amounted to SEK 58.8 million (147.8) in the first quarter of 2017. The segment has incurred an EBITDA of SEK -8.5 million mainly due to delay in deliveries.

In System Sales, the ownership of the equipment is transferred to the customer. Normally, the equipment is sold to a distributor who handles installations and basic support. System Sales also provides additional sales in the form of annual verifications, support and service, which are included in the net sales of the segment. The business is generally highly volatile with few big contracts and many smaller deals, where the former normally entail higher margins. Hence, the mix of large and small contracts has a significant impact on profitability from quarter to quarter. Revenues of the first quarter 2016 (147.8) contained a large part of the revenues from the very large order received in Africa.

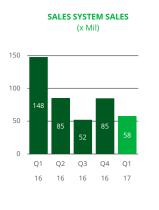
#### Managed Service

Managed Services sales amounted to SEK 12.8 million (16.3) in the first quarter in 2017. Sales have been lower due to seasonal influences (such as weather and holiday traffic) as our revenues are mainly dependent on the volume of violations.

The segment operating managed services focuses on large and smaller managed services contracts where the ownership of the equipment remains with Sensys Gatso. The Group is responsible for the entire value chain; system operations, sending out fines and receiving payments on the behalf of our customers. These systems are recorded on the balance sheet under fixed assets in operations. Contracts normally run for 3–5 years with a considerable possibility of extension.

	J	an - Mar 2017		Jan - Mar 2016		5
SEK thousands	System Sales	Managed Service	Total	System Sales	Managed Service	Total <sup>1)</sup>
Total Net sales per business	-					
segment	58,780	12,837	71,617			
Inter-segment transactions	-872	0	-872			
Total Net Sales	57,908	12,837	70,745	147,811	16,332	164,143
EBITDA	-8,501	889	-7,612	-1,085	4,471	3,386
Depreciation and amortization	-2,136	-7,544	-9,680	-10,082	-7,688	-17,770
Operating Profit	-10,637	-6,655	-17,292	-11,167	-3,217	-14,384
Net financial items			-1,448			-1,634
Profit before tax			-18,740			-16,018
Tax			2,374			-3,892
Profit for the period			-16,366			-19,910
1) In O1 2016 reporting was only done or	Not Salos Jovol					

1) In Q1 2016 reporting was only done on Net Sales level



SALES MANAGED SERVICES (× Mil)





### **Currency effects**

The main foreign currencies used by the Group are EUR, USD and AUD. Revenues and expenses are influenced by fluctuations in these currencies. The currency fluctuations in the first quarter of 2017 have had a negative impact on our revenue in the quarter by 1.0%.

# CASH FLOW

Cash flow from operating activities totalled SEK -8.5 million during the first quarter (4.2) in 2017. The negative operating cash flow is caused by delays in deliveries.

During the first quarter investments in fixed assets amounted to SEK 2.0 million (5.2).

During the first quarter the group's credit facilities have been used to the amount of SEK 4.9 million. During the full year of 2016 the positive cash flows have been used to repay bank loans, credit facilities and shareholder loans to the amount of SEK 108.9 million.

Cash and cash equivalents at the end of the period totalled SEK 21.0 million (65.2).

At the end of the first quarter the total amount of credit facilities not taken up amounts to SEK 62.3 million, resulting in available cash to the amount of SEK 78.3 million.

The group's credit facility agreements are subjected to covenant clauses, whereby the group is required to meet certain key financial ratios. Sensys Gatso did not fulfill the EBITDA ratio as required in the contract for one of the credit facilities to the amount of SEK 25 million. The reason for not meeting the required EBITDA ratio is mainly due to a delay in deliveries and by the macro economic challenges as mentioned before. Sensys Gatso has received a waiver from the bank, with regards to the first quarter. Management is in discussion with the bank to renegotiate the terms of the credit facility.

The group has not been using this credit facility and all short term obligations toward the bank have been met in the first quarter. The group has processes in place to monitor the bank covenants and the cash flow and is in control of cash requirements.





# **OTHER INFORMATION**

### Significant events during the quarter

- The Group has received orders worth SEK 18.6 million, corresponding to EUR 1.25 million, from Belgium.
- The Group has signed contract in Southern Europe amounting to SEK 25.6 million
- Sensys Gatso Group AB has transferred of its business operations to the fully owned subsidiary Sensys Gatso Sweden AB.

### Significant events after the end of the reporting period

• The Board of Directors has started a process to recruit a new CEO. Torbjörn Sandberg will remain in the role as CEO until a new CEO has been recruited.

Apart from this, from the end of March 2017 until the release of this report, no significant events or information has emerged about conditions, either favourable or unfavourable, that justify any additional disclosures.

### Related party disclosures

For the period under review no material business transactions were performed with related parties.

This report has not been the subject of a review by the Group's auditor.

For further information please contact: Torbjörn Sandberg, CEO +46 76 843 43 76

This is information that Sensys Gatso Group AB (publ) must publish to the Swedish Securities Market Act and/or the Swedish Financial Instruments Trading Act.

The information was submitted for publication, through the agency of the contact person set out above, on 17 May 2017 at 08:30.



# **GROUP FIGURES**

# Consolidated statement of comprehensive income

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
Net sales	70,745	164,143	436,607
Cost of goods sold	-45,768	-121,336	-289,722
Gross profit	24,977	42,807	146,885
Selling expenses	-20,775	-25,321	-86,462
Administrative expenses	-9,025	-11,554	-43,801
Development expenses	-12,523	-19,640	-50,874
Other operating expenses/income	54	-676	11,011
Operating profit	-17,292	-14,384	-23,241
Net financial items	-1,448	-1,634	-6,724
Profit before tax	-18,740	-16,018	-29,965
Tax	2,374	-3,892	5,581
Profit for the period	-16,366	-19,910	-24,384
Profit is attributable to owners of Sensys Gatso Group AB	-15,507	-19,495	-21,971
Profit is attributable to non- controlling interest	-859	-415	-2,413
	-16,366	-19,910	-24,384
Other comprehensive income			
Items that may be reclassified to profit or loss			
Translation differences	-59	841	23,655
Total other comprehensive income for the period, net after tax	-59	841	23,655
Total comprehensive income for the period	-16,425	-19,069	-729
Number of shares (thousands)	657,155	657,155	657,155
Earnings per share (SEK)	-0.02	-0.03	-0.04



# Consolidated balance sheet

SEK thousands	31 Mar 2017	31 Mar 2016	31 Dec 2016
Assets			
Goodwill	238,266	237,080	239,302
Customer contracts and relations	49,000	80,872	53,248
Brand	17,898	18,989	18,423
Intangible non-current assets	42,909	46,378	43,578
Property, plant and equipment	8,496	8,648	8,847
Fixed assets in operations	31,292	31,402	34,117
Financial non-current assets	51,289	26,097	51,747
Long-term trade and other receivables	366	375	373
Trade and other receivables	48,378	133,377	62,821
Inventories	45,093	69,338	46,506
Other current assets	19,481	38,619	18,632
Cash and bank balances	20,993	65,191	31,643
Total assets	573,461	756,366	609,237
Shareholders' equity and liabilities			
Shareholders' equity	370,198	368,283	386,623
Long-term liabilities	388	19,243	434
Long-term liabilities towards shareholders	79,998	77,861	79,839
Provision	9,285	44,731	9,467
Deferred tax liabilities	29,839	40,311	32,058
Short-term liabilities	17,507	67,020	18,901
Short-term liabilities towards shareholders	0	36,920	(
Trade and other payables	16,275	51,379	21,077
Other current interest-free liabilities	49,971	50,618	60,838
Total shareholders' equity and liabilities	573,461	756,366	609,237

# Consolidated statement of changes in equity

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
Beginning of period	386,623	387,352	382,941
New share issue, net	0	0	0
Minority interest in subsidiaries	-859	-415	-691
Net profit for the period	-15,507	-19,495	452
Other comprehensive income	-59	841	3,921
End of period	370,198	368,283	386,623



## Cash flow statement

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
Operating profit	-17,292	-14,384	-23,241
Items with no effect on cash flow	9,497	48,135	28,971
Financial items	-545	0	3,863
Tax paid	-373	-805	-7,861
Funds contributing from operating activities	-8,713	32,946	1,732
Change in working capital	190	-28,726	86,686
Cash flow from operating activities	-8,523	4,220	88,418
Cash flow from investing activities	-1,956	-5,178	-18,612
	-10,479	-958	69,806
Financing activities			
New loan	0	493	493
Repayment of loan	-6,288	-6,250	-34,444
Repayment/usage of credit facilities	4,856	0	-42,743
Repayment of loan to shareholders	0	-3,100	-32,242
Change in cash and bank balances	-11,911	-9,815	-39,130
Liquid funds at the beginning of the period	31,643	76,189	76,189
Translation differences in liquid funds	1,261	-1,183	-5,416
Closing cash and cash equivalents	20,993	65,191	31,643

# PARENT COMPANY

Sensys Gatso Group AB has as of January 1st 2017 transferred its business operations to the fully owned subsidiary Sensys Gatso Sweden AB, why the business of the parent company now consists of owning and mangaging participations in subsidiaries, as well as managing some key tasks for the Group. Part of senior management is also represented here.

### Statement of comprehensive income

SEK thousands	Jan - Mar 2017	Jan – Mar <sup>*</sup> 2016	Jan – Dec <sup>*</sup> 2016
Net sales	1,003	21,303	108,972
Cost of goods sold	0	-17,569	-69,376
Gross profit	1,003	3,734	49,373
Selling expenses	0	-2,417	-15,929
Administrative expenses	-3,587	-6,008	-29,159
Development expenses	0	-7,753	-14,844
Other operating expenses/income	0	46	-437
Operating profit	-2,584	-12,398	-10,996
Net financial items	-97	-1,396	-6,211
Profit before tax	-2,681	-13,794	-17,207
Tax	0	0	-866
Profit for the period/Comprehensive income for the period	-2,681	-13,794	-18,073

\*) Numbers prior to January 1st 2017 are before the operational business was transferred to fully owned daughter company Sensys Gatso Sweden AB.



### Balance sheet

SEK thousands	31 Mar 2017	31 Mar 2016 <sup>*</sup>	31 Dec 2016 <sup>*</sup>
Property, plant and equipment	0	2,748	2,961
Financial non-current assets	24,088	24,954	24,088
Shares in daughter companies	413,952	395,911	383,952
Non-Current receivables	0	2,500	209
Trade and other receivables	0	12,917	32,866
Receivables from Group	1,119	5,120	7,083
Inventories	0	22,500	14,022
Other current assets	812	17,163	3,886
Cash and bank balances	1,534	62,814	27,840
Total assets	441,505	546,627	496,907
Shareholders' equity and liabilities			
Shareholders' equity	361,432	386,392	364,113
Long-term liabilities	0	18,750	0
Long-term liabilities towards related parties	60,905	59,396	60,705
Provision	0	17,144	4,314
Short-term liabilities	12,500	18,750	18,750
Short-term liabilities towards related parties	0	36,920	0
Trade and other payables	195	9,972	12,915
Trade from Group	3,044	564	3353
Other current interest-free liabilities	3,429	16,739	32,757
Total shareholders' equity and liabilities	441,505	564,627	496,907

\*) Numbers prior to January 1st 2017 are before the operational business was transferred to the fully owned daughter company Sensys Gatso Sweden AB.

# Change in shareholders' equity

SEK thousands	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016
Beginning of period	364,113	382,186	382,186
New share issue, net Profit for the period/Comprehensive income for the	0	0	0
period	-2,681	-13,794	-18,073
End of period	361,432	368,392	364,113

# NOTES

### General

### Nature of operations

Sensys Gatso Group develops, markets, sells and operates world-leading system solutions and products to improve traffic safety. Our largest product category includes automatic speed and red-light monitoring systems designed to prevent traffic accidents and thereby saving lives and social resources. All products are based on our unique, high precision, target-tracking radars offering high legal certainty. The market for traffic safety systems is a global niche market with healthy underlying growth.

### Items affecting comparability

In 2016 Sensys Gatso started the announced transformation program resulting in a recorded cost of SEK 30 million in the first quarter of 2016. Due to the final outcome of negotiations with the workers' council and the unions the group has recorded a release of SEK 14.0 million during 2016 on the initial provision resulting in a total cost of the transformation program of SEK 16.0 million.

Also in 2016 the additional purchase price, recognized under short-term liabilities in the balance sheet, was finalized resulting in a payout of SEK 26.0 Million and a release of the liability to the profit and loss, under the other operating income of SEK 11.9 Million.

### Volatility

The Group's revenue is effected by the volatility of the System Sales business. Due to the variance in bigger and smaller contracts and the time at which opportunities rise, revenue can be effected significantly during a quarter. To assist in understanding the operational business and to get a better view of the Group's performance, we provide quarterly data over six quarters.

### Risks and uncertainty

Significant risks and uncertainties faced by the group primarily consist of commercial risks associated with customers and suppliers, and financial risks in its international business due to changes in exchange- and interest rates, as well as liquidity, financing and credit risks. Currency risks also arise in the translation of foreign net assets and earnings. Sensys Gatso Group's overall goal is as far as possible to avoid taking financial risks that may arise through changes in foreign currency rates, interest levels and market prices, as well as liquidity, financing and credit risks.

For more information about the group's risks, please refer to the 2016 Annual Report. There are not considered to be any significant risks in addition to these.

#### Accounting policies

Sensys Gatso Group applies International Financial Reporting Standards (IFRS) as endorsed by the EU. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Accounts Act.

The Parent Company's interim report was prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 – Accounting for Legal Entities.

The accounting policies adopted are consistent with those of the previous financial year as presented in the annual report for 2016.

There are no new accounting principles applicable from 2016 that affect the Sensys Gatso Group. For more information about the accounting policies applied, please refer to Sensys Gatso's website.

### Consolidated statement of income, quarterly data

	2017		2016			2015
	Q1	Q4	Q3	Q2	Q1	Q4
Net sales	70,745	103,976	68,447	100,041	164,143	178,687
Cost of goods sold	-45,768	-61,022	-43,818	-63,546	-121,336	-112,531
Gross profit	24,977	42,954	24,629	36,495	42,807	66,156
Costs	-42,269	-47,573	-25,998	-39,364	-57,191	-44,709
Operating profit	-17,292	-4,619	-1,369	-2,869	-14,384	21,447
Net financial items	-1,448	-196	-1,789	-3,105	-1,634	-1526
Res Profit before tax	-18,740	-4,815	-3,158	-5,974	-16,018	19,921
Тах	2,374	4,576	-132	5,029	-3,892	-48
Profit for the period	-16,366	-239	-3,290	-945	-19,910	19,873

### Key indicators and other information, quarterly data

	2017		2016			2015
	Q1	Q4	Q3	Q2	Q1	Q4
Operating margin (%) <sup>1)</sup>	Neg	Neg	Neg	Neg	Neg	12.00
Gross margin (%) <sup>2)</sup>	35.31	41.31	35.98	36.48	26.08	37.02
Profit margin (%) <sup>3)</sup>	Neg	Neg	Neg	Neg	Neg	11.10
Equity per share (SEK) <sup>4)5)</sup>	0.56	0.59	0.58	0.56	0.56	0.59
Cash flow per share (SEK) <sup>6)</sup> Number of employees <sup>7)</sup> No. Of outstanding shares	-0.01 175	0.06 169	0.04 171	0.01 205	0.01 209	0.01 202
(thousands)	657,155	657,155	657,155	657,155	657,155	657,155
Equity/assets ratio (%)	64.56	63.46	60.04	53.28	49.04	50.28
Order intake (SEK thousands)	68,570	66,564	44,828	61,411	27,055	186,434

1) Operating income relative to sales

2) Gross margin relative sales

3) Profit after taxation relative sales

4) Refers to profit and shareholder's equity before and after dilution 5) Sensys has no outstanding incentive schemes that involve a dilution effect

6) Operating cash flow relative number of shares 7) Total number of employees at the end of the period

For definitions of key indicators, please refer to the annual report issued for 2016, which is available on the Sensys Gatso website www.sensysgatso.com



### EBITDA and Adjusted EBITDA

(Earnings before interest, taxes, depreciation and amortization)

On July 31st 2015 a large acquisition was made, generating considerable amounts of amortization of intangible assets compared to previous years. Due to this, we believe that, in order to assist in understanding the operational business and growth, it is useful to consider EBITDA when comparing with previous years and other companies.

The adjusted EBITDA figures concern the EBITDA adjusted for the effects of the transformation program as a one of cost and the effects of the release of the contingent liability.

# FINANCIAL INFORMATION

### Invitation to a presentation for press and analysts

On 17 May at 09:30, CEO Torbjörn Sandberg and CFO Niki Gatsonides will present the report and answer questions in an audiocast. The presentation can be followed online via the link on Sensys' website: <u>www.sensysgatso.com</u> alt <u>http://media.fronto.com/cloud/sensys/170517</u>

It is also possible to listen to the presentation and ask questions by phone; you can register via the two following options:

#### Pre-registration via web link

To take part in the telephone conference, we would ask you to pre-register in good time ahead of the event via the following web link:

#### http://emea.directeventreg.com/registration/11342057

Open the link and follow the instructions. When registration has been completed, a confirmation email will be sent to the email address specified during registration. This email will contain phones number and a code (Direct Event Passcode). Select the appropriate number to call.

To take part in the conference, when prompted, enter the code followed by "#".

#### Directly by phone:

As an alternative to online registration to take part in the event via the telephone conference function, the following phone numbers may be called: Sweden: +46 (0)8 566 194 25 USA: +1 8 669 049 624 UK: +44 (0) 844 571 89 31

You will be prompted to enter an event code; ignore this, and wait instead (1–2 min) until the operator speaks, and then state your: Conference ID: <u>11342057</u> or "Sensys" to register.

Please call ten minutes before the time specified.

### Financial calendar

Future reporting dates

Annual General Meeting, 2016	18 May 2017
Interim report April – June, 2017	31 Aug 2017
Interim report July – September 2017	23 Nov 2017
Interim report October – December 2017	22 Feb 2018

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