

Sensys Gatso Group AB

Q4 2018 Market Presentation

Webcast

February 21, 2019



Agenda

- » Business Update Q4
- » Financial Update Q4
- » Q&A

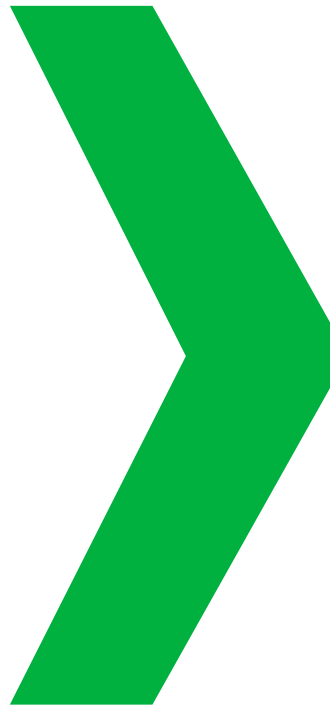
Speakers



Ivo Mönnink, CEO



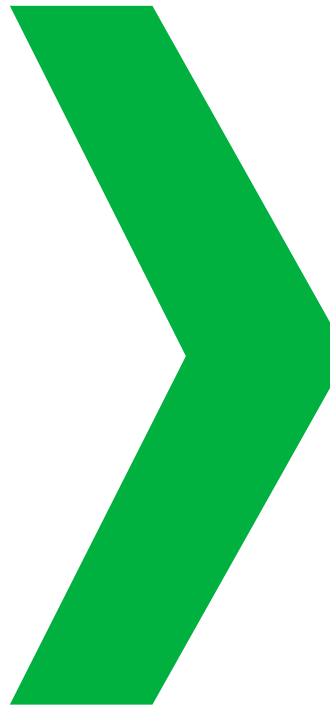
Simon Mulder, CFO



Business update



- » Focus on sales activities
- » Executing on order book
- » Introduction of FLUX
- » Strong financial performance

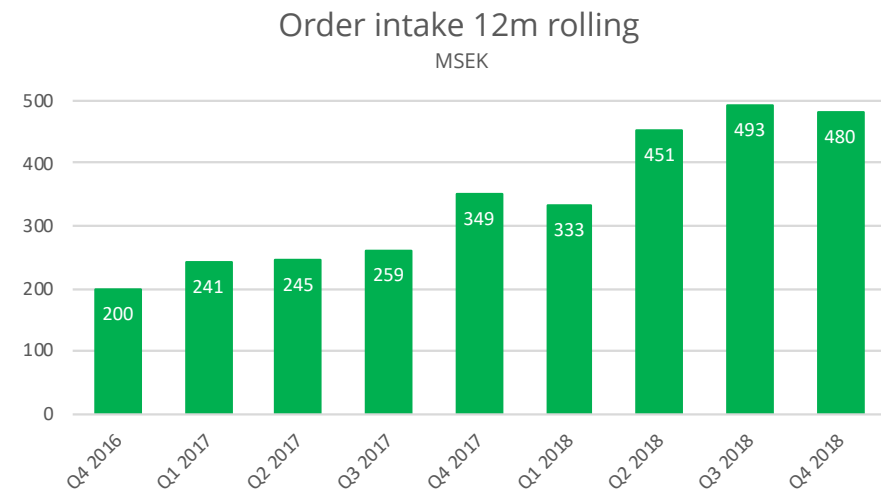
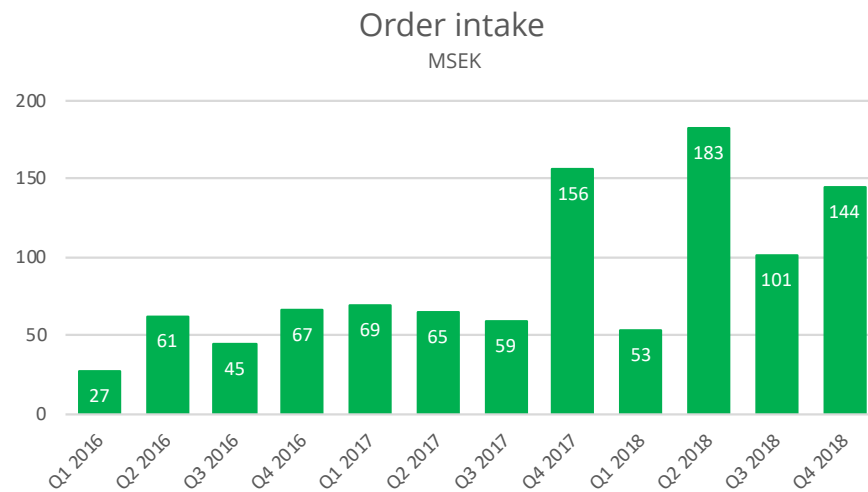


Focus on sales activities



Business Update

- Order intake SEK 144 million (156), - 8 percent in the quarter
- Order intake SEK 480 million (349), + 38 percent for the full year



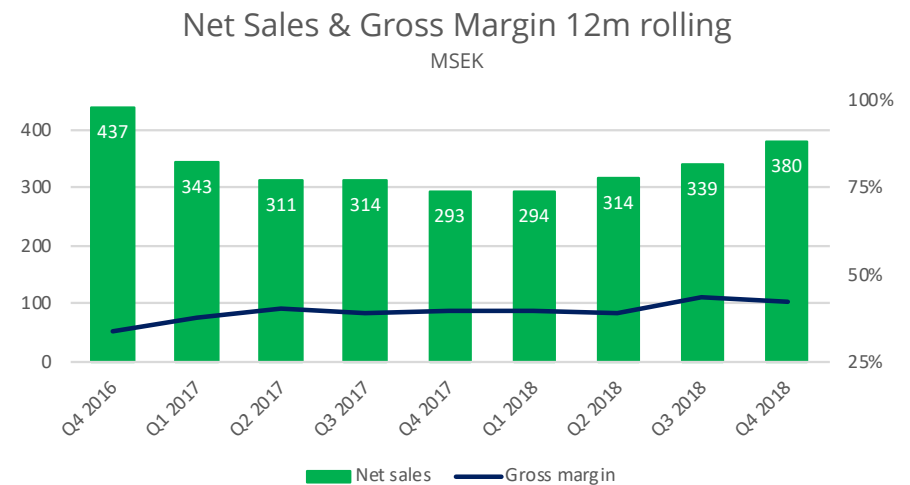
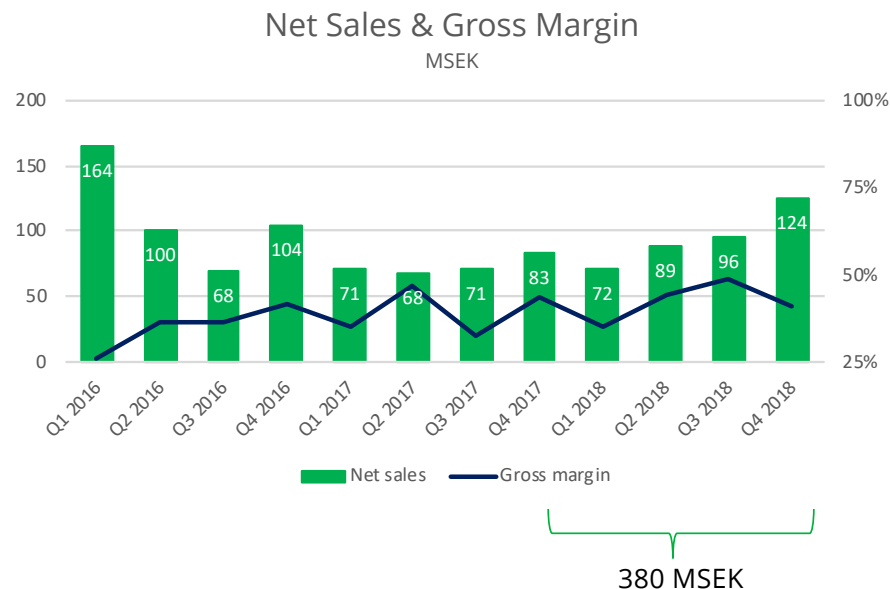
480 MSEK

Executing on order book

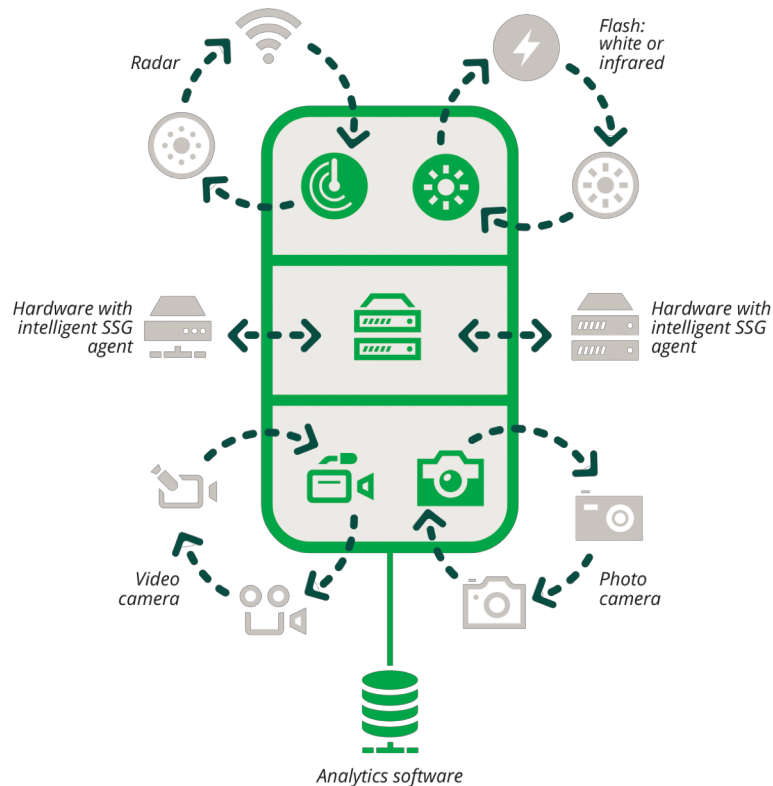


Business Update

- Sales SEK 124 million (83), + 49 percent in the quarter
- Sales SEK 380 million (294), + 29 percent for the full year
- Minimal effect of Prodrive fire on sales in the quarter



Introduction of FLUX



- Fulfilling changes in customer needs
- Future proof technology
- Single, flexible and scalable platform
- Replaces S and T series over time
- Seamless integration with software platforms Puls and Xilium
- One-stop traffic enforcement solution

FLUX

Puls.



FLUX – Distracted driving



Business Update



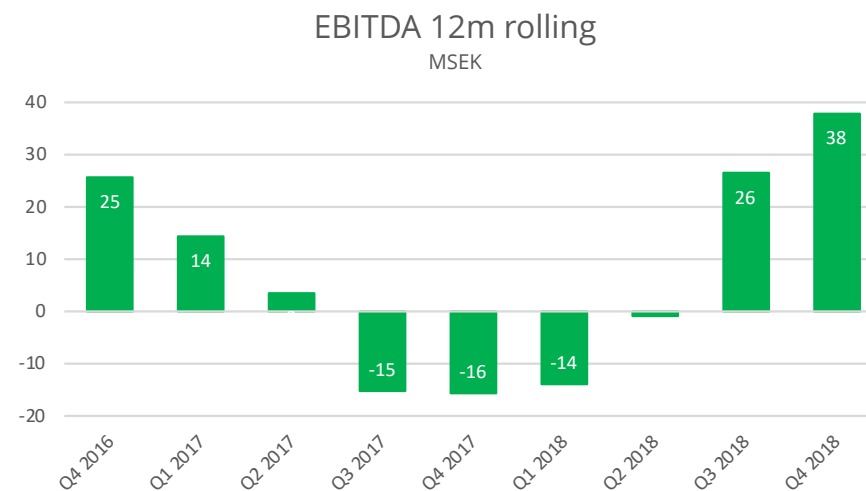
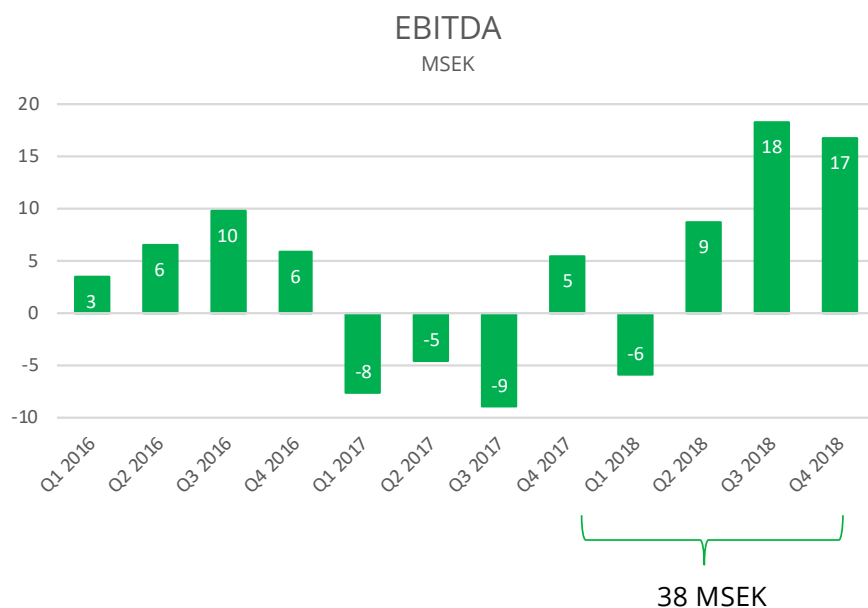
- Growing traffic safety hazard
- Embedded software allows for fast functionality implementation
- SGG Algorithm developed
- Best in market results
- Interest from several governments to start testing
- Implementation will take time

Strong financial performance 2018



Business Update

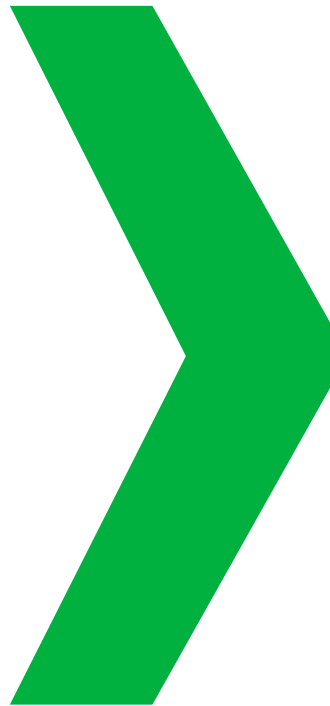
- EBITDA in the quarter amounted SEK 17 million (5), + 12 MSEK
- EBITDA for the full year amounted SEK 38 million (-16), + 53 MSEK
- Net profit second quarter in a row



Financial Update



- » Consolidated income statement
- » Order intake analysis
- » Sales analysis
- » Available cash and solid financial position



Consolidated income statement



Financial Update

SEK thousands	Oct - Dec 2018	Oct - Dec 2017	Jan- Dec 2018	Jan- Dec 2017
Net sales	124,423	83,275	380,349	293,094
Cost of goods sold	-73,546	-46,881	-218,834	-176,910
Gross profit	50,877	36,394	161,515	116,184
Selling expenses	-19,908	-21,249	-75,098	-83,528
Administrative expenses	-11,386	-8,514	-38,581	-40,266
Development expenses	-12,146	-11,873	-46,176	-47,105
Other operating expenses/income	-146	543	-1,082	-49
Operating profit (EBIT)	7,291	-4,699	578	-54,764
Net financial items	649	-4,350	-1,675	-10,552
Profit before tax (EBT)	7,940	-9,049	-1,097	-65,316
Tax	-129	-3,547	-1,375	3,470
Profit for the period	7,811	-12,596	-2,472	-61,846

For this quarter:

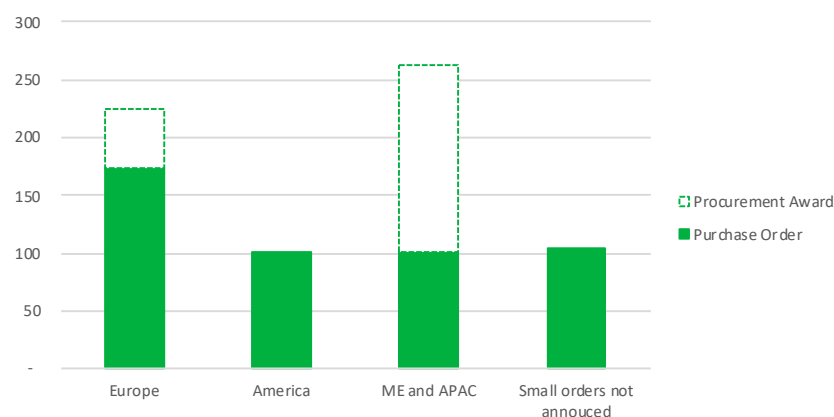
- » Net sales increased 49% (-20%)
- » Relative high System Sales revenue 108 MSEK (72)
- » Margin remains above 40%
- » Net profit for the period 7.8 MSEK (- 2.5)

Segment reporting – Full Year

	Jan - Dec 2018			Jan- Dec 2017		
SEK thousands	System Sales	Managed Service	Total	System Sales	Managed Service	Total
Total Net sales per business segment	316,669	74,439	391,108	242,082	55,709	297,791
Inter-segment transactions	-6,310	-4,444	-10,754	-4,340	-357	-4,697
Total Net Sales	310,359	69,995	380,354	237,742	55,352	293,094
EBITDA	19,339	18,224	37,563	-25,746	9,883	-15,863
Depreciation and amortization	-11,049	-25,925	-36,974	-9,327	-29,574	-38,901
Operating Profit	8,290	-7,701	589	-35,073	-19,691	-54,764
Net financial items			-1,675			-10,552
Profit before tax			-1,086			-65,316
Tax			-1,375			3,470
Profit for the period			-2,461			-61,846

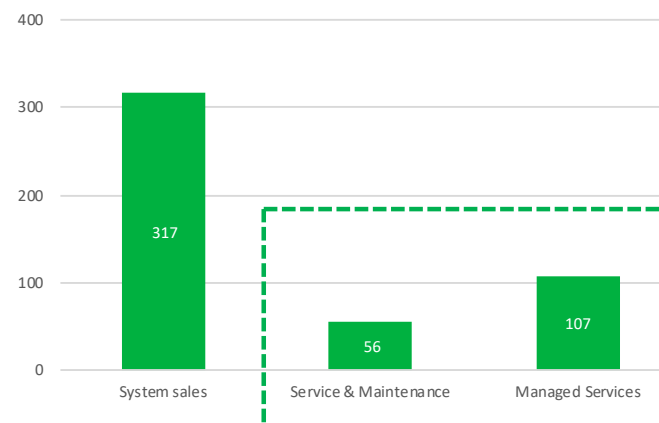
Order Intake analysis

Geographical distribution
January - December (MSEK)



- » Good global spread, approx. 32% Europe and 68% other regions
- » Strong development in Middle East and APAC
- » Small orders not announced relates to repeat and repair orders from existing customers

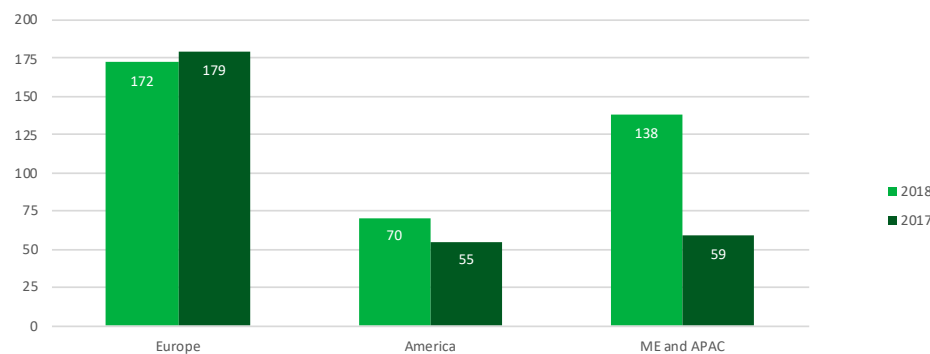
Distribution by nature
January - December 2018 (MSEK)



- » 34% of the total order intake has a recurring revenue nature

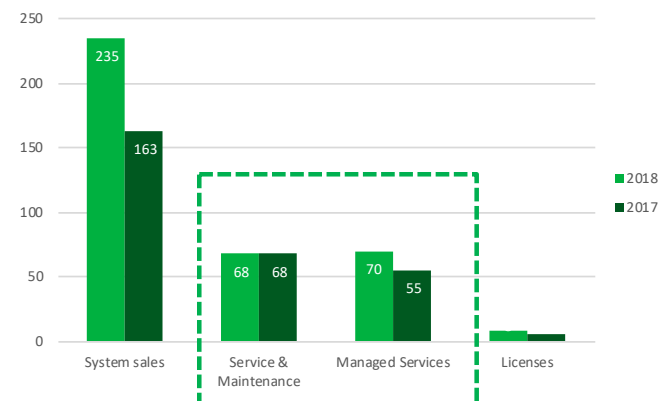
Sales analysis

Geographical distribution
January - December (MSEK)



- » Good sales performance in USA, Middle East and APAC
- » Improved global spread
- » approx. 75% from other regions than our home markets Sweden and The Netherlands

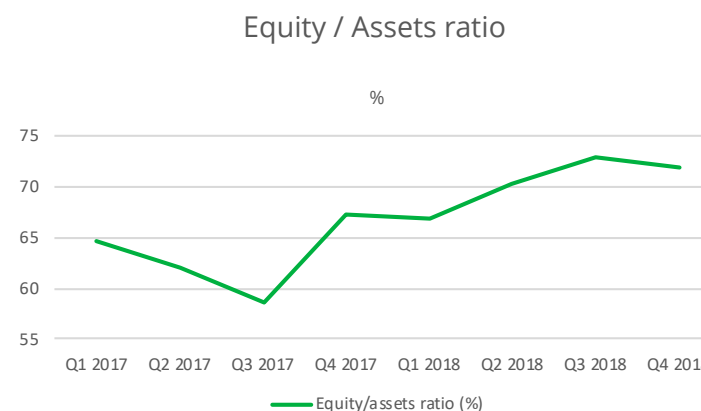
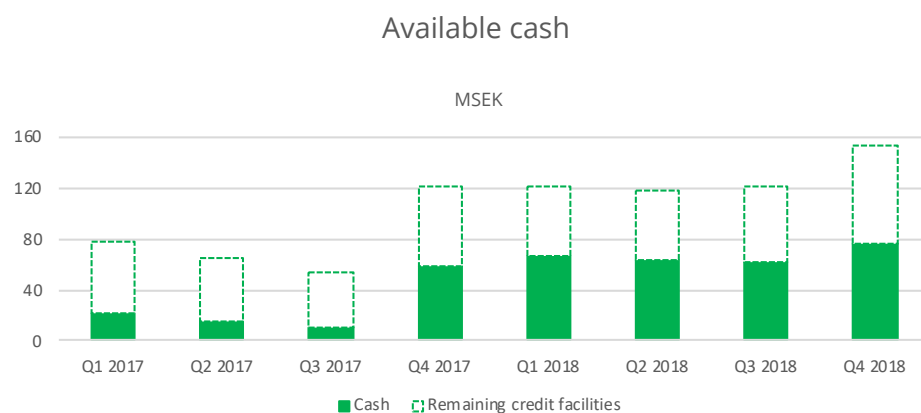
Distribution by nature
January - December (MSEK)



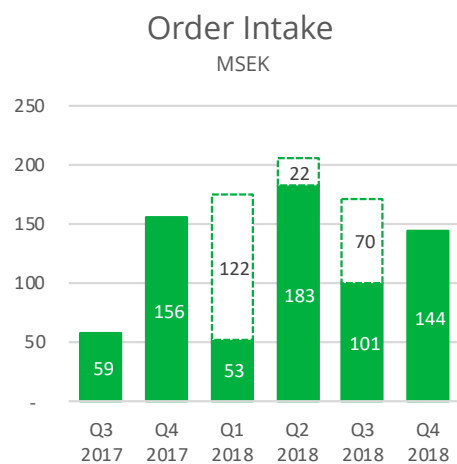
- » 44% increase in system sales project revenue
- » 38% of Sales has a recurring revenue nature

Available cash and solid financial position

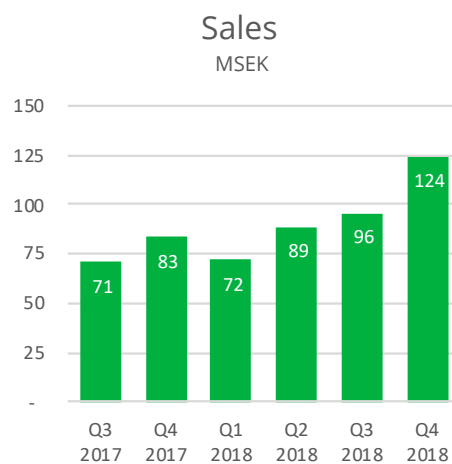
- » Solid available cash position
- » Good Equity/Assets ratio



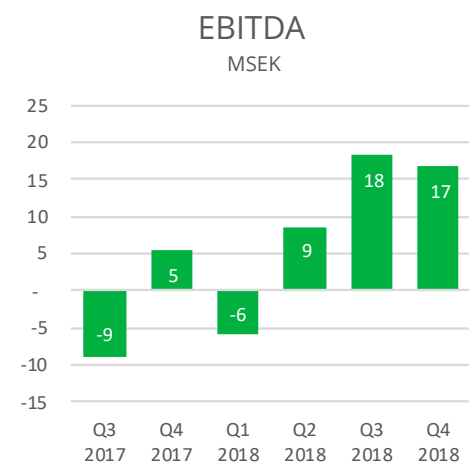
Summary and Outlook



*Focus on Sales
Activities*



*Executing on
Orderbook*



*Strong EBITDA
performance*

Q&A



Ivo Mönnink, CEO



Simon Mulder, CFO

Sensys Gatso - making traffic safer®

Contact: investor@sensysgatso.com

