

# Sensys Gatso Group AB

Q1 2022 Market Presentation

Audiocast

April 29, 2022



AGENDA

# Q1 2022 MARKET PRESENTATION

Sensys  
Gatso  
Group

- » Business update
- » Financial update
- » Summary and Outlook



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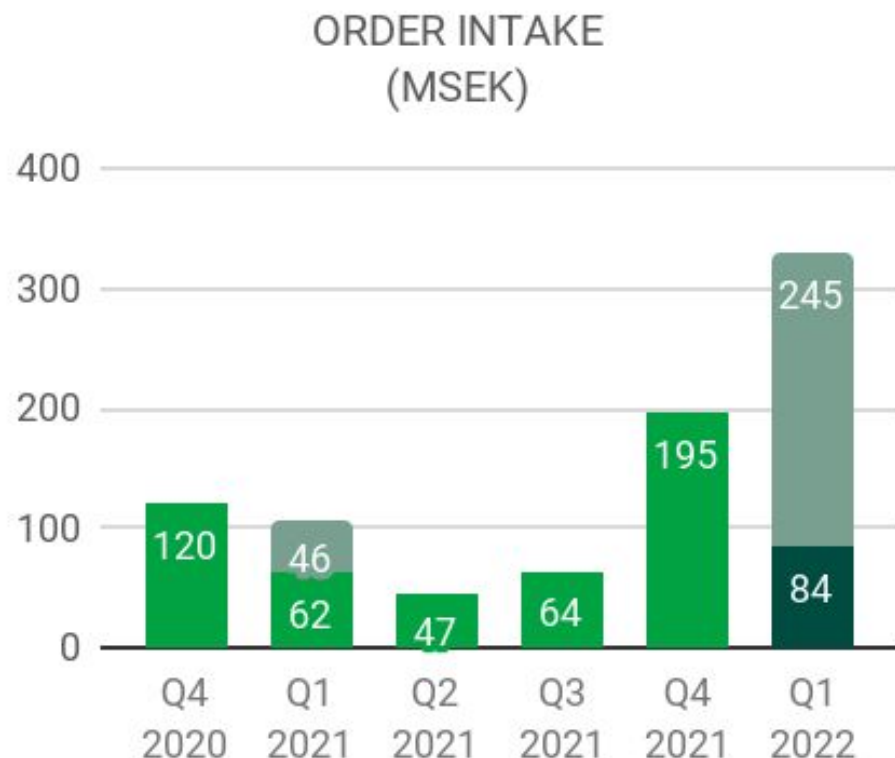
# BUSINESS UPDATE

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- » Order Intake up more than 200%
- » Growth of TRaaS business
- » Intertraffic
- » EBITDA, up by MSEK 21
- » Steady delivery Saudi contract
- » Stable Supply chain costs for 2022



# Order Intake up 204%

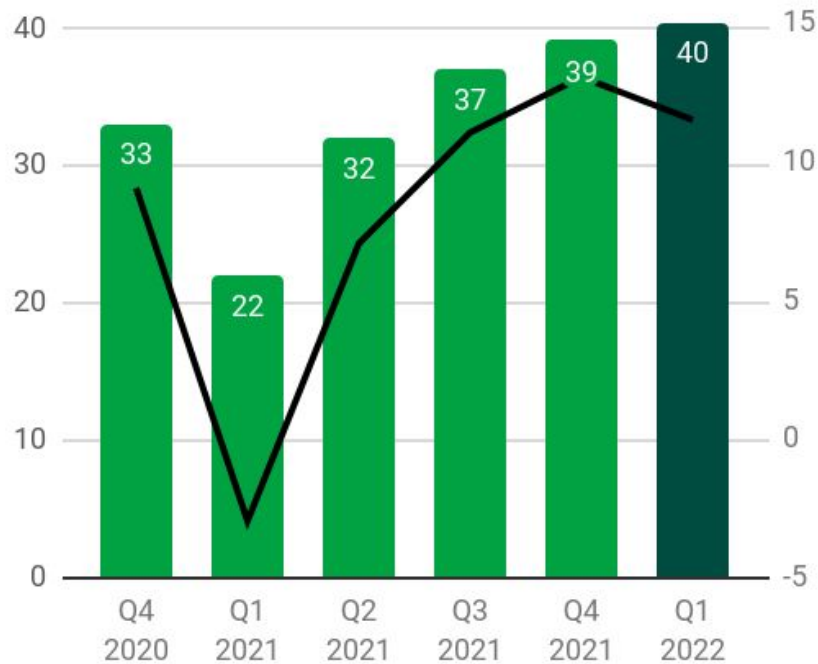


- Order intake MSEK 328, up 204%
- Procurement award in Netherlands of MSEK 250
- Of which 50% TraaS
- Total TRaaS order intake for the quarter is MSEK 166 (15)
  - 50% of total Q1 order intake
  - Three new cities in USA, MSEK 26
  - Up MSEK 151

# US TRaaS sales up 82%



SALES & EBITDA MANAGED SERVICES (MSEK)



- Total Net Sales MSEK 113, up 45%
- TRaaS Sales MSEK 69, up 44% and 61% of total sales
- US TRaaS MSEK 40, up 82%
- School zone related sales back to normal, pre-Covid operation
- TRaaS sales at 61% of total sales



BUSINESS UPDATE

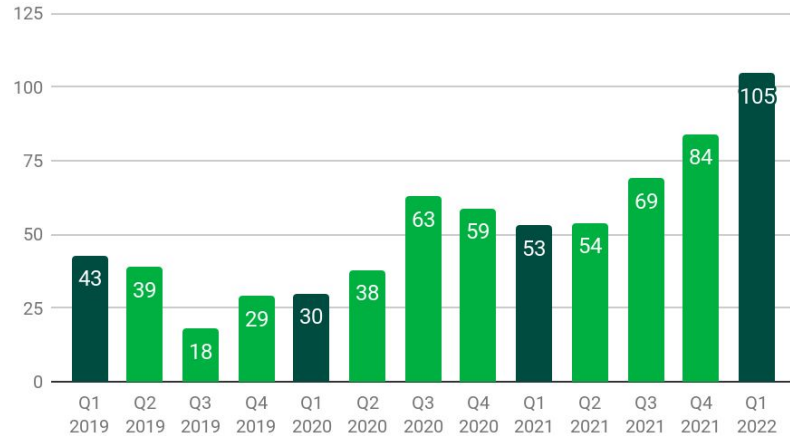
# Successful InterTraffic

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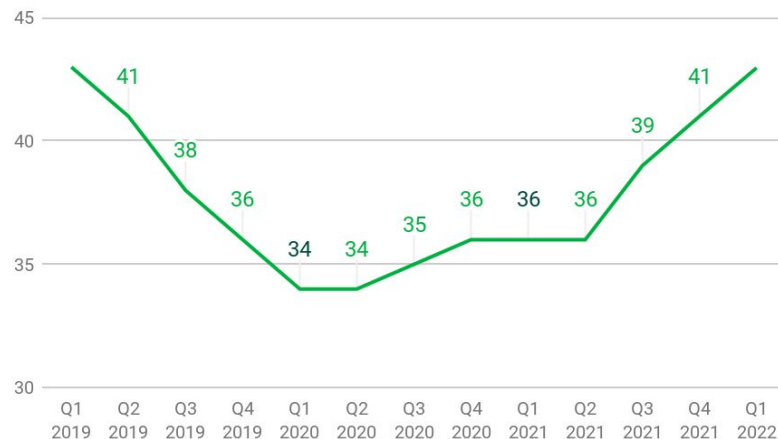


# 12-MR EBITDA up 98%

EBITDA 12M ROLLING (MSEK)



GROSS MARGIN 12M ROLLING (%)



- Q1 EBITDA MSEK 16, up MSEK 21
- Rebound of US TRaaS business
- 12-months rolling EBITDA MSEK 105, up 98%
- Strong Q1 gross margin of 45% (31%)
- 12-months rolling EBITDA margin 41%, up 5 percentage points



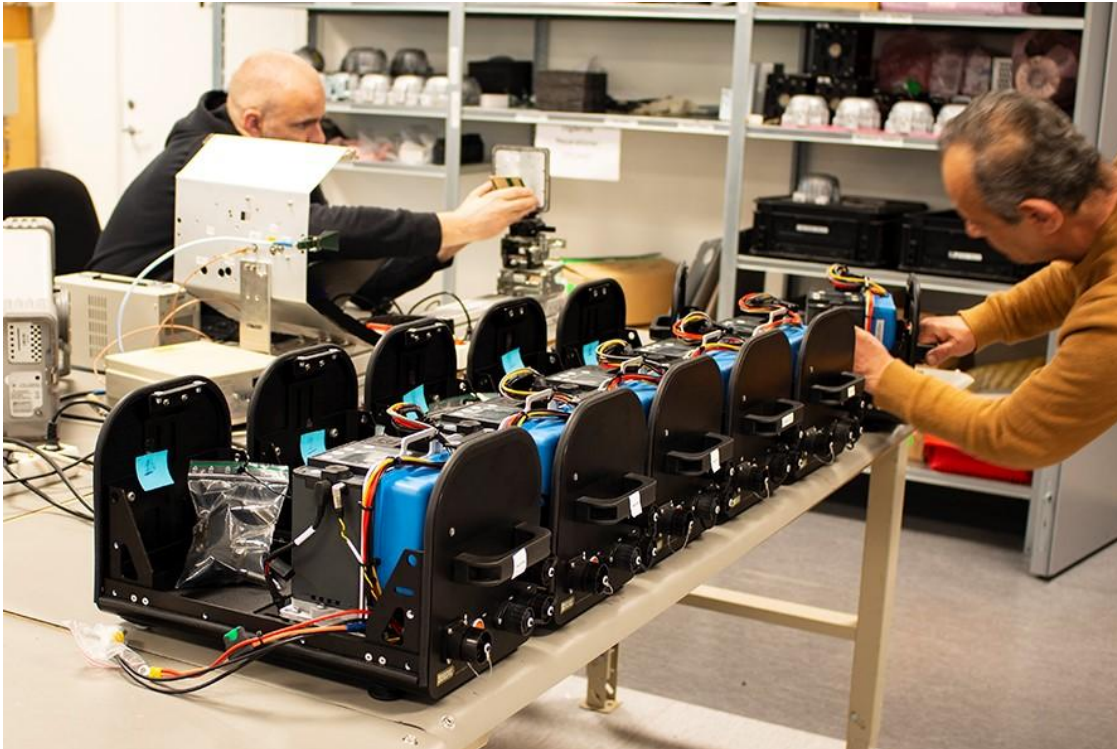
# 65% of Saudi contract delivered



- Saudi Contract in steady delivery mode;
  - 10% delivered in the quarter
  - YTD 65% delivered
  - Remaining MSEK 96 in 2022
- Testing new solutions



# Stable Supply chain costs expected throughout 2022



- Typically Long lead times for sales, delivery and operations
- Critical components secured for 2022 deliveries
- System Assembly in Europe
- Price agreements with suppliers to secure 2022 Sales and margins
- No Business in Ukraine or Russia
- Our expectations today for 2022;
  - No delivery issues
  - Supply chain costs to remain stable

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# FINANCIAL UPDATE

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- » Consolidated income statement
- » Cash flow and available cash
- » Analysis of the segments performance
- » Financial position





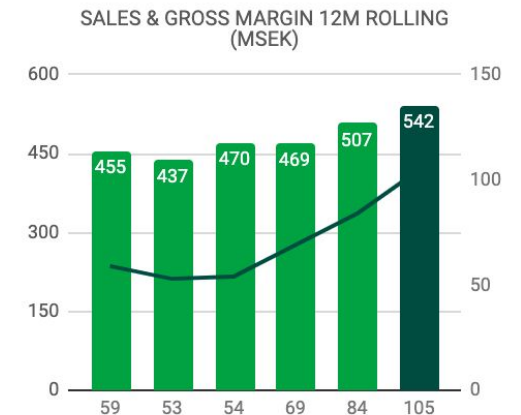
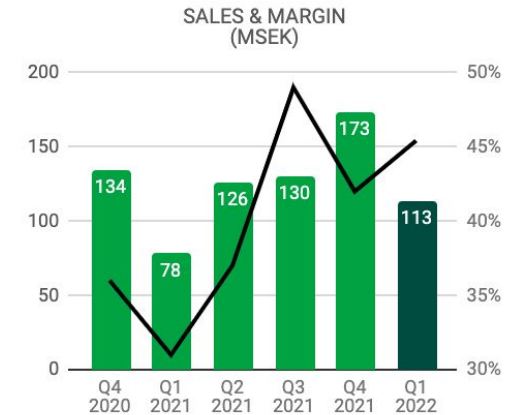
# Consolidated Income Statement

	Jan - Mar	Jan - Mar	YTD	FY
MSEK	2022	2021	2022	2021
<b>Net sales</b>	113	78	113	507
Cost of goods sold	-62	-54	-62	-301
<b>Gross profit</b>	<b>52</b>	<b>25</b>	<b>52</b>	<b>206</b>
	45%	31%	45%	41%
Expenses	-46	-39	-46	-160
<b>Operating profit</b>	<b>6</b>	<b>-14</b>	<b>6</b>	<b>46</b>
	5%	-18%	5%	9%
Net financial items	4	4	4	1
<b>Profit before tax</b>	<b>9</b>	<b>-10</b>	<b>9</b>	<b>47</b>
Tax	-3	0	-3	-12
<b>Profit for the period</b>	<b>6</b>	<b>-10</b>	<b>6</b>	<b>35</b>

**Gross Margin**  
**45%**

**Gross Profit**  
**+108%**

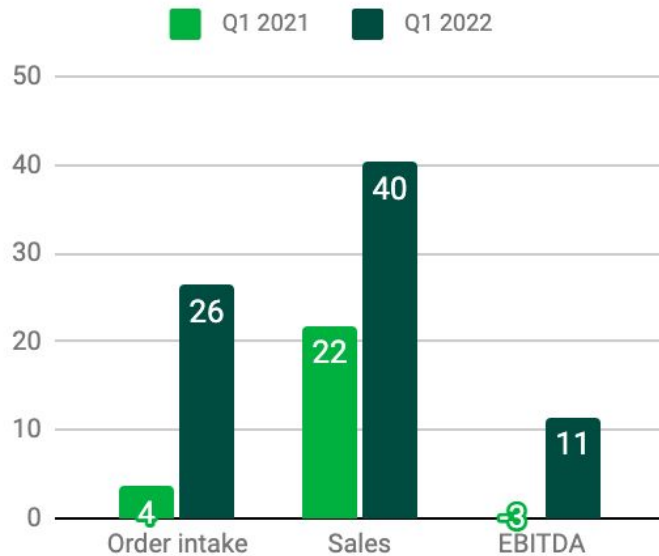
**EBIT**  
**MSEK**  
**+20**



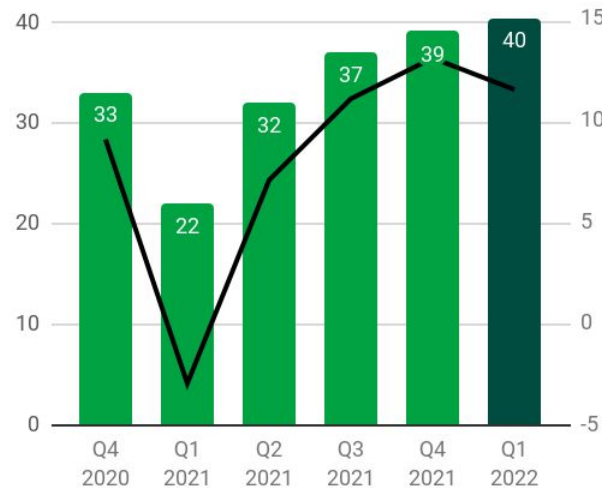
# Segment Managed Services

- Sales Q1 increased MSEK 18, 12-months rolling up 33% to MSEK 148
- Order intake Q1 increased MSEK 26, 12-months rolling up 67% to MSEK 214
- EBITDA Q1 increased MSEK 14, 12-months rolling up 200% to MSEK 42, highest ever

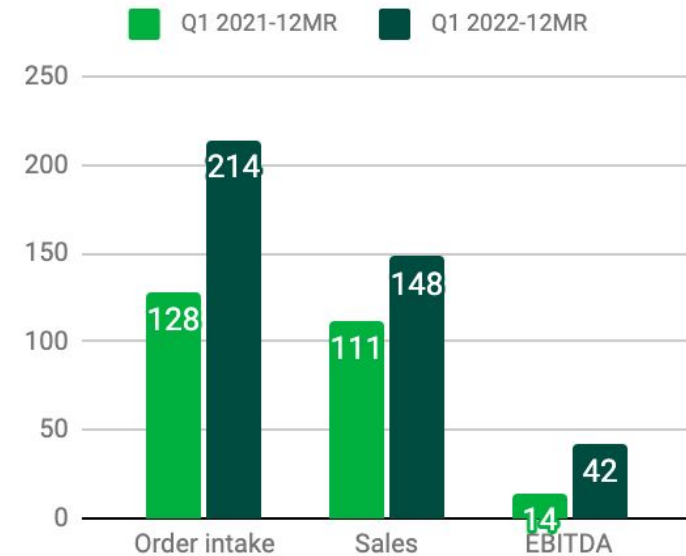
KEY FINANCIALS (MSEK)



SALES & EBITDA MANAGED SERVICES (MSEK)



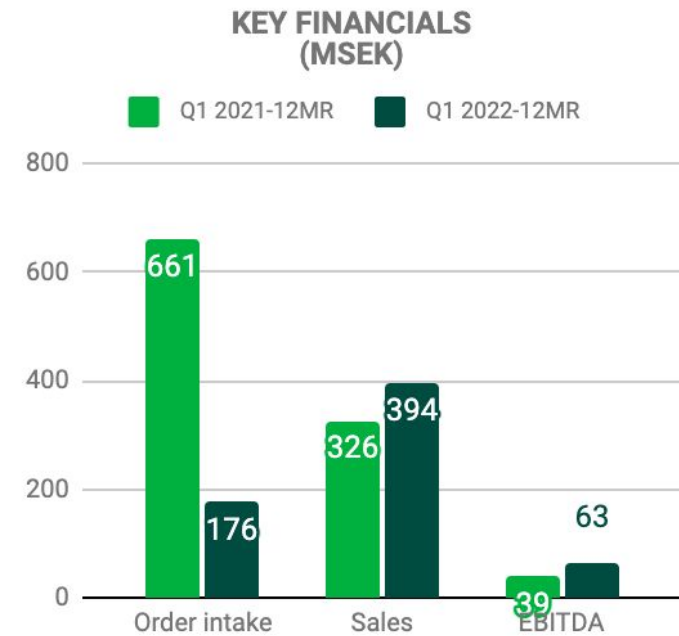
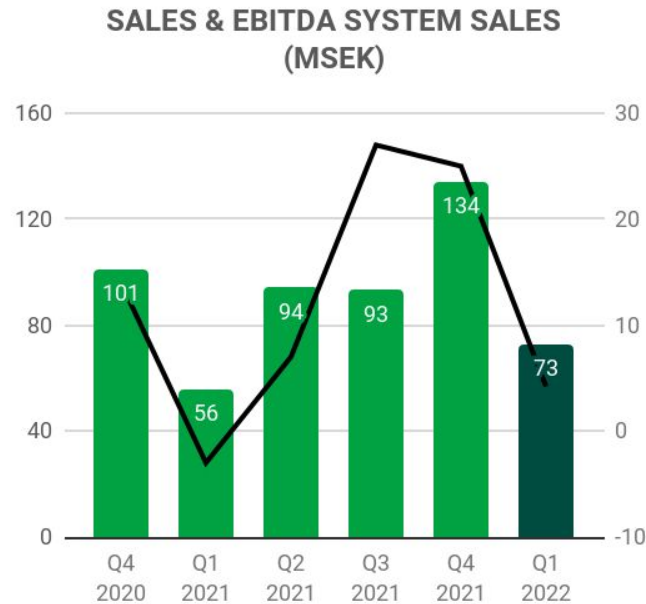
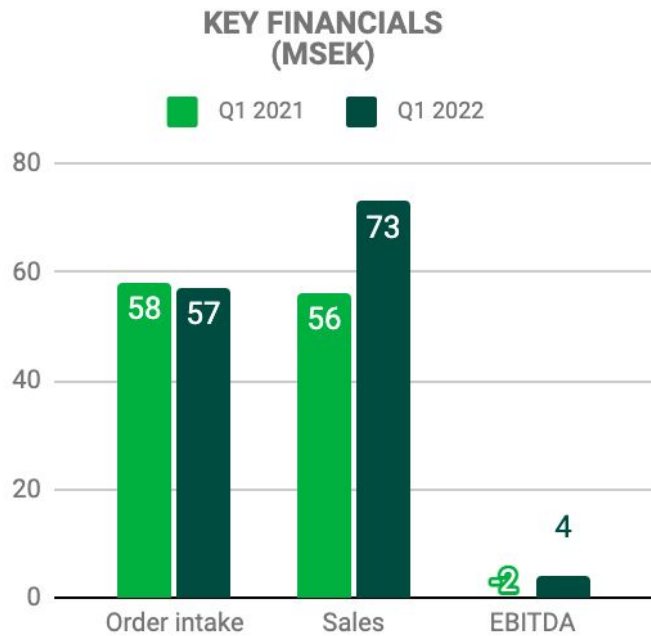
KEY FINANCIALS (MSEK)





# Segment System Sales

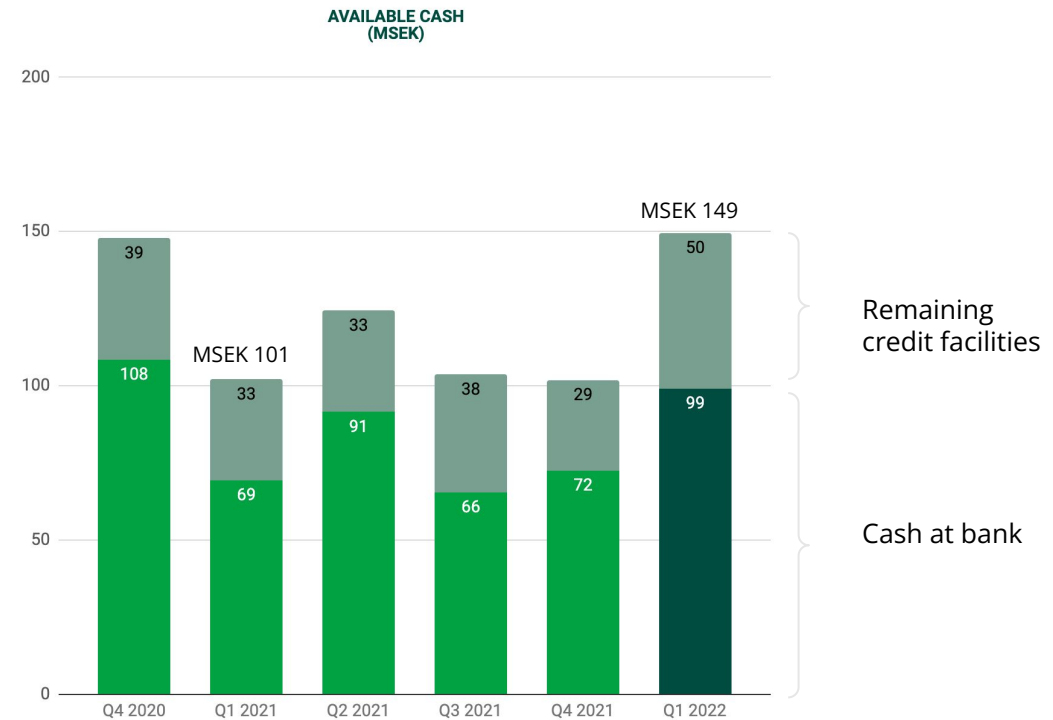
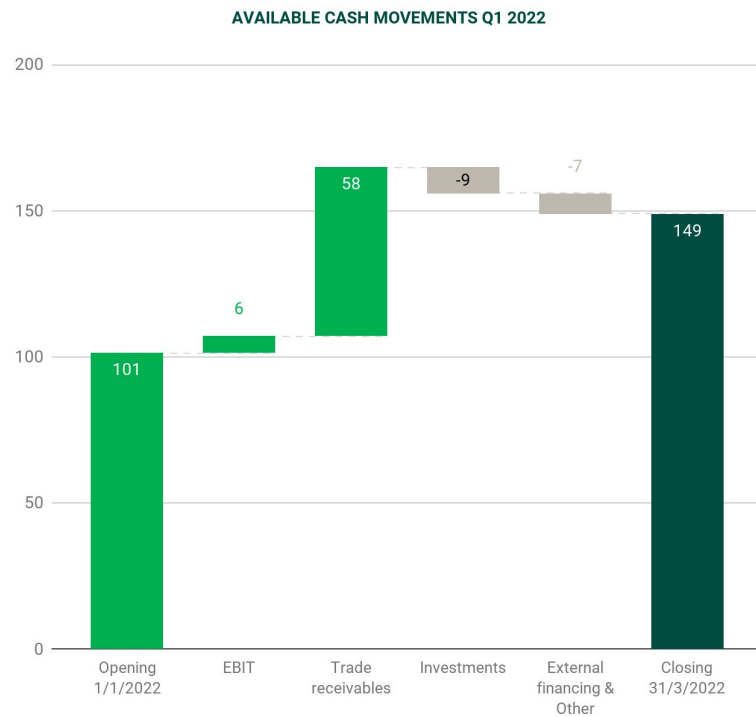
- Sales Q1 increased MSEK 17, 12-months rolling up 21% to MSEK 394
- Order intake Q1 same level MSEK 57
- EBITDA Q1 increased MSEK 6, 12-months rolling up 62% to MSEK 63



# Cash flow and Available cash

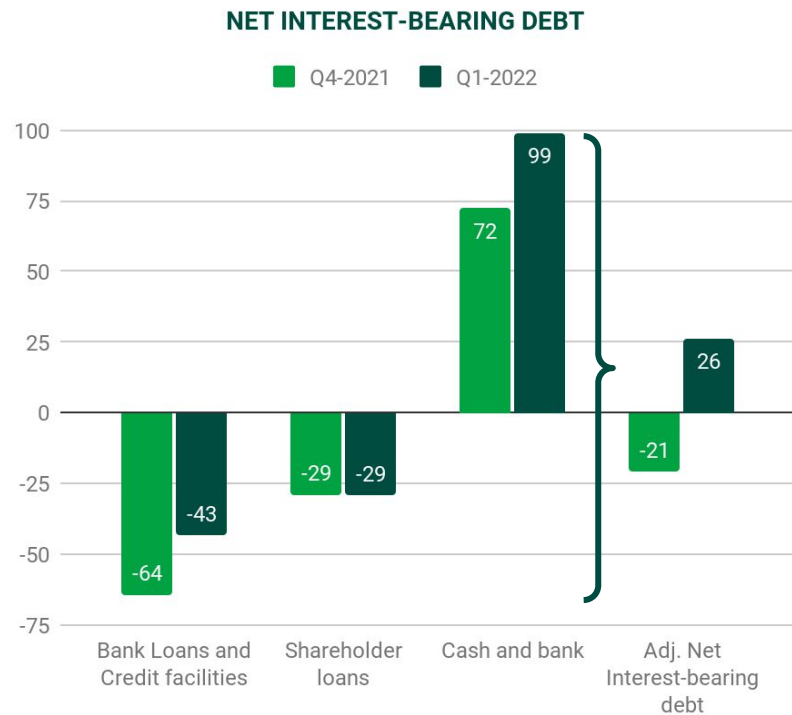


- Available cash increased from MSEK 101 to MSEK 149
- Payments on trade receivables of MSEK 56 in the quarter





# Financial position

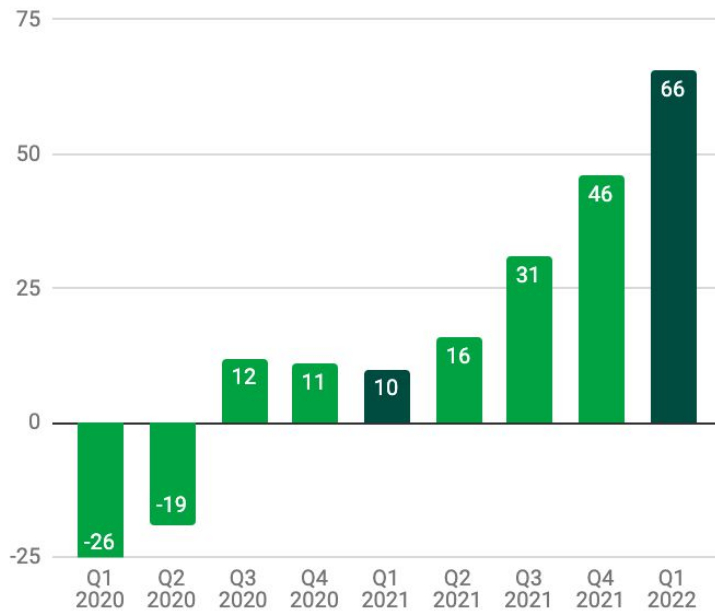


**Solvency**  
74%

- Improved Net interest-bearing debt by MSEK 47 from MSEK -21 to MSEK 26**
  - Less usage of bank financing moving from MSEK -64 to MSEK -43
  - Shareholder loan consisting of MSEK 20 loan without redemption schedule and MSEK 9 last part of vendor loan
  - Increased cash at bank of MSEK 17, closing at MSEK 99
- Solvency (Equity/assets ratio) remains high at at approx 74%**

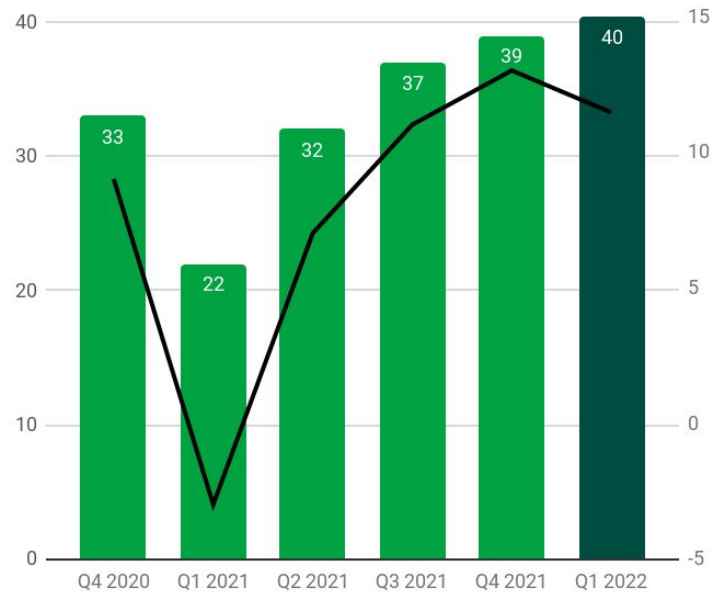


EBIT 12M ROLLING (MSEK)



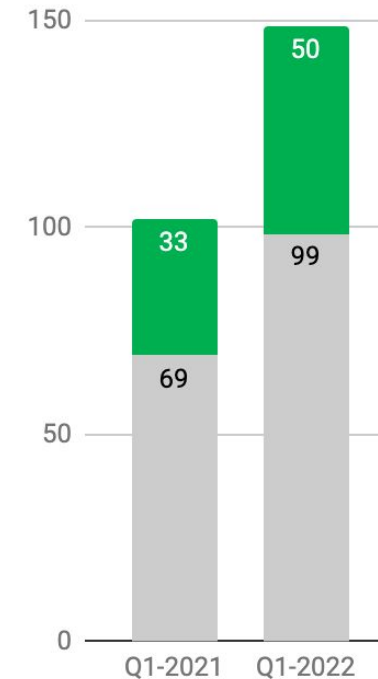
Improving profitability

SALES & EBITDA MANAGED SERVICES (MSEK)



TRaaS momentum

AVAILABLE CASH



Strong financial position

# Q&A



Ivo Mönnink, CEO

Simon Mulder, CFO

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# Investment proposition

- 1 Leading global player in Traffic Enforcement Solutions**  
A global brand with the strongest heritage in the industry.
- 2 Relevant, growing and dynamic market**  
We operate in a market with high potential growth rates and increasing relevance and interest across the world.
- 3 Focused strategies to grow Service Business (TRaaS)**  
We aim for ambitious growth focused on the USA, entering new markets with our TRaaS recurring business model, flexible hardware & scalable software platforms and expand our service model in existing markets.
- 4 Sustained Financial and Operating Performance**  
We are driven by a flexible operating model, scalable software solutions and rigorous cost control.
- 5 Products and solutions for a safer and more sustainable planet**  
Our solutions contributes to reducing greenhouse gas emissions, reduced speed and ultimately improved road safety, in accordance with 2030 UN's sustainable development goals.