





	Apr - June	Apr - June	Jan - June	Jan - June
MSEK	2020	2019	2020	2019
Net Sales	93.5	96.9	189.1	175.3
Order intake	282.6	141.5	316.2	241.4
Operating profit (EBIT)	-0.9	-8.2	-14.6	-20.4
Operating profit (EBITDA)	12.3	4.4	13.3	4.3
Total Comprehensive income	-17.1	-5.1	-12.4	-7.1
Earnings per share, before and after dilution (SEK)	0.00	-0.01	-0.01	-0.02
Cash flow from operating activities	1.8	-2.7	21.7	-23.3



# **Table of contents**

Comments from the CEO	3
Financial summary	5
Financial results Group  Second quarter April – June 2020  Half-year January – June 2020	<b>6</b> 6 7
Business Segments  Managed Services System Sales	<b>9</b> 9 10
Cash flow and financial position	12
Significant events and other information	14
Group figures  Consolidated statement of comprehensive income Consolidated balance sheet Consolidated statement of changes in equity Cash flow statement	17 17 18 19 21
Parent company figures  Statement of comprehensive income Balance sheet Statement of changes in shareholders equity	22 22 23 24
The Sensys Gatso share	25
Quarterly data  Consolidated statement of income  Key indicators and other information  Segment data	26 26 26 27
Notes and definitions  Key Indicator definitions  General	<b>28</b> 28 28
Financial calendar and invitation to the presentation	30



### **Comments from the CEO**

#### **Resilient business during COVID-19 pandemic**

As the COVID-19 pandemic is increasingly spreading across the world, we keep in very close contact with our employees and our customers. At the customer's side we continue to see the social relevance of the traffic safety industry we operate in. Without exception, Sensys Gatso is seen as an essential business, helping to ensure the roads remain safe. Even in lockdown situations, like currently in the USA or Australia, we receive governmental permissions to continue maintaining and operating our activated traffic enforcement solutions. With most of our employees still working safely from home locations and with systems and tools in place that enable remote working for many of our employees, we have not seen any impact on the output of our workforce to date. This position makes our business resilient to the impact of the COVID-19 pandemic.

#### Order intake breaking records

Year to date we received a total order intake of SEK 344 million, which is at the highest order intake in the history of our company. This is to a large extent driven by our deal sizes becoming larger. In the past 7 months we received orders from a customer in Australia for a total value of SEK 167 million and from Costa Rica for a total value of SEK 192 million. Including new TRaaS contracts in the USA and The Netherlands, our twelve months rolling order intake is now at SEK 665 million, another record in the history of Sensys Gatso.

#### **Largest contract in our history**

This momentum of larger contracts continues. After the quarter we received a contract from our customer in the Kingdom of Saudi Arabia for our in-vehicle solution. With a total value of SEK 275 million, this represents the largest single contract ever received by Sensys Gatso. The contract underscores Saudi Arabia's commitment to increased traffic safety, in line with their vision 2030. It also demonstrates the effectiveness and scalability of our unique in-vehicle solution in various regions in the world.

#### TRaaS growth of 27%

Our strategic focus on recurring TRaaS revenue has resulted in a revenue growth of 12% in the second quarter and 27% in the first half of the year. The total TRaaS order intake year to date is SEK 146 million, of which SEK 109 million is from new contracts. As we are adding these new contracts, our TRaaS revenue continues to grow. Our TRaaS revenue of SEK 107 million now represents 57% of our total revenue, close to our long term ambition of at least 60% of total revenue.

#### TRaaS drives the EBITDA-margin growth

During the quarter we received COVID-19 relief from the Dutch and US governments for a total of SEK 8.3 million, of which SEK 3.5 million has been accounted for in the Profit and Loss as a grant. The COVID-19 relief has enabled Sensys Gatso to maintain the workforce needed to execute on future revenues from the increased order intake. Including this grant, the EBITDA arrived year to date at SEK 13 million or a margin of 7%. Most of the profitability is coming from the segment Managed Services, which yields an EBITDA margin of 12.5%. Although the segment only contributes to 33% of revenue, the EBITDA share of the segment is 59%. It confirms our strategy to focus on the higher margin recurring revenue businesses in both our segments System Sales and Managed Services



#### Financial position strengthened

Our cash at the end of the period amounts to a solid SEK 103 million. This includes the first tranche of SEK 12,5 million of the SEK 50 million new facility agreement, which was signed with Rabobank during the quarter, to facilitate further growth.

#### Outlook

Traffic Safety continues to be a high priority for our government customers. With the "essential business" label for Sensys Gatso in all our markets, the execution of projects and TRaaS contracts continues. We therefore retain our expectation that the impact of the COVID-19 crisis for the group is limited. New and larger orders keep coming in and our order book is larger than ever before. We therefore retain our long-term ambition to grow our net sales to more than SEK 1 billion in 2025. Sixty percent, or more than SEK 600 million, of this revenue is to come from our recurring TRaaS business. We also hold-on to our ambition to increase our EBITDA margin to more than 15 percent by 2025.

Ivo Mönnink CEO, Sensys Gatso Group



# **Financial summary**

## **Key indicators**

	Apr - June	Apr - June	Jan - June	Jan - June	Jan -Dec
TSEK	2020	2019	2020	2019	2019
Net sales	93,456	96,863	189,086	175,303	406,328
Order intake	282,569	141,457	316,195	241,432	561,940
Gross margin (%)	37.5	37.7	33.7	37.4	35.8
Operating profit (EBIT)	-927	-8,248	-14,648	-20,426	-24,374
Operating margin (EBIT %)	Neg	Neg	Neg	Neg	Neg
Operating profit (EBITDA)	12,315	4,420	13,332	4,304	28,585
Profit for the period	3,123	-8,248	-12,690	-17,838	-15,096
Earnings per share (SEK)	0.00	-0.01	-0.02	-0.02	0.00
Cash flow from operations	1,812	-2,697	21,726	-23,264	-3,738

#### **EBITDA**

	Apr - June	Apr - June	Jan - June	Jan - June	Jan - Dec
TSEK	2020	2019	2020	2019	2019
Operating profit (EBIT)	-927	-8,248	-14,648	-20,426	-24,374
Depreciation tangible and intangible fixed assets	7,172	6,700	16,864	12,939	30,767
Amortization of acquired intangible assets	6,070	5,968	11,116	11,791	22,192
Operating profit (EBITDA)	12,315	4,420	13,332	4,304	28,585



## **Financial results Group**







#### Second quarter April - June 2020

Order intake during the second quarter totalled SEK 282.6 million compared to SEK 141.5 million in the same quarter last year. The order intake for the quarter mainly relates to signing the final contract with Costa Rica, with a total contract value of SEK 192 million. This contract has a large system sales component of SEK 132 million combined with a four year TRaaS Service and Maintenance contract with a total contract value of SEK 60 million. The order intake in our US Market continued with a new School zone Speed Photo Enforcement program in Parma Ohio with a total contract value of SEK 21 million. In the Netherlands we have seen one of our TRaaS Operations and Maintenance contracts being extended with another four years bringing the total contract period to 12 years. The total contract value of this contract extension is SEK 8 million.

Net sales in the second quarter amounted to SEK 93.5 million (96.6). The segment System Sales contributed SEK 63.8 million (79.3) and Managed Services contributed SEK 30.8 million (25.0).

Of the total sales in the second quarter, 58 percent relates to TRaaS recurring revenues based on Service & Maintenance, License and Managed Services revenue, compared to 50 percent in Q2 2019.

The gross margin for the quarter was 37.5 percent (37.7).

The operating expenses totalled SEK 35.9 million (44.7) including amortisation of intangible fixed assets recognized as part of the acquisition to the amount of SEK 6.1 million (6.0). In the quarter Sensys Gatso received COVID-19 relief from the Dutch and US governments for a total amount of SEK 8.3 million, of which SEK 3.5 million has accounted for under Other operating income in the Profit and Loss Statement and SEK 4.8 million has been accounted for as a loan (see cash flow statement). The COVID-19 relief can be turned into a government grant if requirements are met.

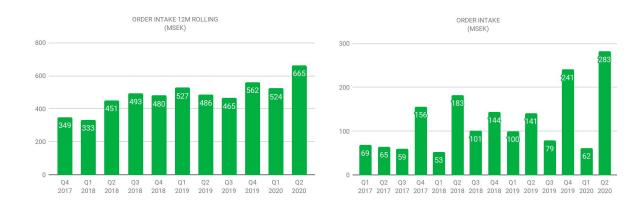
The EBITDA amounted to SEK 12.3 million (4.4) and the EBITDA-margin increased to 13.1% (3.3).

The operating profit for the quarter totalled SEK -0.9 (-8.2) million and the profit after taxation totalled SEK 3.1 million (-8.2).



#### Half-year January - June 2020

The 12 months rolling order intake of the second quarter amounted to SEK 665 million (486), which is the highest order intake in our history. A big contributor to this order intake level is the Costa Rica order that was finalized in the second quarter of this year to the amount of SEK 192 million. The order intake of the second quarter ended at a record high order intake to the amount of 283 million (141).



TRaaS is recurring revenue from Service and Maintenance within System Sales and Managed Services. TRaaS revenues amounted to SEK 53.9 million (48.0), an increase of 12.4 percent.

	Apr - June	Apr - June	Jan - June	Jan - Jun	Jan - Dec
TSEK	2020	2019	2020	2019	2019
System Sales	39,528	48,885	82,074	91,097	229,153
TRaaS: Service & Maintenance	22,706	22,267	42,850	40,137	79,021
TRaaS: Licenses	3,558	1,165	3,723	2,232	3,468
TRaaS: Managed Services	27,664	24,546	60,439	41,837	94,686
Total Sales	93,456	96,863	189,086	175,303	406,328
Of which TRaaS:	53,928	47,978	107,012	84,206	177,175
TRaaS % of total Sales:	58%	50%	57%	48%	44%

Of the total sales in the first half year 2020, 57 percent relates to recurring revenues based on Service & Maintenance, License and Managed Services revenue, compared to 48 percent in the first half year of 2019.



	Apr - June	Jan - June	Jan - June	Jan - Jun	Jan - Dec
TSEK	2020	2019	2020	2019	2019
Europe	33,247	43,520	52,333	91,448	188,089
Americas	28,722	22,370	60,510	39,404	103,453
APAC and MEA	31,487	30,973	76,243	44,451	114,786
Total Sales	93,456	96,863	189,086	175,303	406,328

In the first and second quarter of 2020 we have seen higher levels of sales in the America's which mainly relates to our US operation and the TRaaS Managed Services contracts that we operate. The higher level of sales is due to the contribution of the new orders won in 2019, that contribute to Sales in 2020. Because of COVID-19 driven school closings in March, no citations have been issued for our school zone speed programs in the second quarter. Based on the current available information we anticipate that most of these programs will restart after the summer holiday, in the second half of the year.

During the first half year the sales between the regions Europe and APAC & MEA have shifted. This is due to the tender driven volatility in mainly the System Sales business model. The APAC & MEA region have had a good first half year due to the continuation of the roll-out on the Australian In-vehicle project. On July 7th we announced that the first section control system has been delivered and activated in the Netherlands. We will continue to deliver on this project during the second half of this year, positively impacting the sales in the European region.

The gross margin for the first half year was 33.7 percent (37.5).

The operating expenses totalled SEK 78.3 million (86.1) As explained in the second quarter analysis, the expense level is lower due to receipt of COVID-19 relief support from the Dutch government of approximately SEK 3.5 million, accounted for under Other operating income in the Profit and Loss Statement.

The EBITDA in the first half year amounted to SEK 13.3 million (4.4) and the EBITDA-margin increased to 7.1 percent (2.5).

The operating profit for the quarter totalled SEK -14.6 million (-20.4) and the profit after taxation totalled SEK -12.7 million (-17.8).

#### Personnel

The average number of full-time employees was 224 people (201). The number of employees at the end of the period was 255 to be compared with 231 at the end of the same period last year. The increase in employees is mainly due to processing staff in the USA, relating to on-boarding of new programs.



## **Business Segments**

The two main segments used for internal reporting and managing the different operations are System Sales and Managed Services. TRaaS is recurring revenue from service and maintenance within System Sales and Managed Services.







#### **Managed Services**

During the quarter we have received a new School zone Speed Photo Enforcement program in Parma Ohio with a total contract value of SEK 21 million over a five year contract period. During the first quarter we have received several contract extensions worth SEK 8 million and a new school zone program in a new state for Sensys Gatso, the state of Georgia, for a total contract amount of SEK 28 million over a 5 year contract period.

Managed Services sales amounted to SEK 29.8 million (24.5) in the quarter. The increase in sales is due to the startup of new programs announced during 2019 in the USA and Germany. The segment has incurred an EBITDA of SEK 5.3 million (2.8).

Besides the US operation the segment Managed Services also includes Managed Service programs in Germany and the software development department in Amsterdam, which develop the software platforms PULS and Xilium.

The depreciation of this segment, mainly relating to fixed assets in operations, amounted to SEK 4.4 million excluding the depreciation of intangible fixed assets of SEK 3.7 million relating to the acquisition of Gatso Beheer B.V.

The operating profit in the second quarter, adjusted for the depreciation of intangible fixed assets of SEK 3.7 million amounted to SEK 0.8 million (-1.6).









#### **System Sales**

The order intake for the segment System Sales amounted to SEK 259.3 million in the quarter. The order intake mainly relates to the order won in Costa Rica to the amount of SEK 192 million and the order received from our Swedish customer, Trafikverket, to the amount of SEK 24 million.

Sales in the segment System Sales relates to one-off system sales and recurring revenue from service and maintenance. In this segment the service and maintenance sales provide a solid income evenly spread throughout the year. The one-off System Sales in this quarter relates mainly to Systems Sales in Europe and Australia. Systems Sales amounted to SEK 63.7 million (72.3) in the quarter, of which SEK 26.3 million (23.4) relates to TRaaS recurring revenue, i.e. 41 percent (32).

The segment has incurred an EBITDA of 7.0 million in the second quarter compared to 1.6 million in the same quarter of 2019.

_	Αŗ	r - June 202	20	Apr - June 2019		
TSEK	System Sales	Managed Service	Total	System Sales	Managed Service	Total
Total Net sales per business segment	63,838	30,755	94,593	79,389	25,034	104,423
Inter-segment transactions	-158	-979	-1,137	-7,072	-487	-7,559
Total Net Sales	63,680	29,776	93,456	72,317	24,547	96,864
EBITDA	7,042	5,273	12,315	1,586	2,834	4,420
Depreciation and amortization	-5,087	-8,154	-13,241	-4,579	-8,089	-12,668
Operating Profit	1,955	-2,881	-926	-2,993	-5,255	-8,248
Net financial items			1,797			-1,594
Profit before tax			871			-9,842
Тах			2,253			1,594
Profit for the period			3,124			-8,248



	Ja	n - June 202	20	Jan - June 2019			
TSEK	System Sales	Managed Service	Total	System Sales	Managed Service	Total	
Total Net sales per business segment	127,473	63,755	191,228	140,887	42,618	183,505	
Inter-segment transactions	-938	-1,204	-2,142	-7,252	-949	-8,201	
Total Net Sales	126,535	62,551	189,086	133,635	41,669	175,304	
EBITDA	5,469	7,863	13,332	758	3,546	4,304	
Depreciation and amortization	-10,273	-17,707	-27,980	-9,464	-15,266	-24,730	
Operating Profit	-4,804	-9,844	-14,648	-8,706	-11,720	-20,426	
Net financial items			-3,341			-2,059	
Profit before tax			-17,989			-22,485	
Tax			5,299			4,647	
Profit for the period			-12,690			-17,838	



## **Cash flow and financial position**





#### Cash and available cash

Cash and cash equivalents at the end of the period totalled SEK 53.9 million (56.8). At the end of the period free available cash amounted to SEK 102.9 million (111.5) taking into account the total amount of available credit facilities.

The group's credit facility agreements are subject to covenant clauses, whereby the group is required to meet certain financial ratios. Sensys Gatso did not fulfil the financial ratio as required in the contract for the credit facility with one of our banks to the amount of SEK 15 Million. The bank has provided Sensys Gatso with a waiver with regards to the covenants. By receiving this waiver Sensys Gatso has fulfilled its obligations towards the bank.

The group has processes in place to monitor the bank covenants and cash flow and is in control of cash requirements.

To facilitate further growth, Sensys Gatso and Rabobank have agreed to extend the current total facilities granted by the Rabobank with additional SEK 50 million. The facility increase will be provided to Sensys Gatso upon request, and is conditional upon meeting agreed covenants, with steps of SEK 12.5 million each 6 months. In this quarter the first SEK 12,5 million additional funding has become available. The short term part of the loan has been presented as a short term obligation under short-term borrowings on the balance sheet.

#### **Cash flow from operating activities**

During the quarter Sensys Gatso had a positive cash flow from operating activities of SEK 6.6 million (-2.7).

#### **Cash flow from investing activities**

The investments in fixed assets for the quarter amounted to SEK 6.2 million (10.0). During the first half of the year the investments in fixed assets amounted to SEK 10.2 million (14.8) of which SEK 2.4 million (12.1) related to tangible fixed assets and SEK 7.8 million (2.7) relates to intangible fixed assets. The investments in intangible fixed assets mainly relates to the continued development of our FLUX platform.

#### **Financial position**



The Group's equity at the end of the period totalled SEK 436.5 million (446.5), producing an equity/assets ratio of 64.3 percent (66.1).

Net interest-bearing debt amounted to SEK 73.4 million (75.1). Due to the implementation of IFRS 16 in 2019 the lease liabilities of operational lease contracts are recorded in the balance sheet as Long-term and short-term lease liabilities. These classifications have an impact on the calculation of Net Interest Bearing Debt. In the calculation of the Adjusted net interest-bearing debt the Lease liabilities are discarded. The Adjusted net interest-bearing debt amounted to SEK 43.5 million (37.7) at the end of the second quarter.

	30 June	30 June	31 Dec
TSEK	2020	2019	2019
Lease liabilities	29,831	37,435	33,449
Bank Loans and Credit facilities	47,156	33,666	56,429
Shareholder loans	50,312	60,806	49,836
Cash and bank	-53,949	-56,804	-52,373
Net Interest-bearing debt	73,350	75,103	87,341
-/- Lease liabilities	-29,831	-37,435	-33,449
Adjusted Net Interest-bearing debt	43,519	37,668	53,892



## Significant events and other information

### Significant events during the quarter

8 May	Sensys Gatso receives order from the Swedish Transport Administration worth SEK 24 million
15 May	Sensys Gatso confirms contract signature in Costa Rica, Central America, valued at SEK 192 million
2 June	Sensys Gatso receives five year TRaaS contract, valued at SEK 21 million for school zone photo enforcement in the city of Parma, Ohio
11 June	Sensys Gatso receives four year TRaaS contract extension, valued at SEK 8 million, for section control in the Netherlands
22 lune	Sensys Gatso completed growth financing with Rabobank of SEK 50 million

### Significant events after the quarter

10 July	Sensys Gatso has received a procurement award for red-light and mobile speed enforcement in Malaysia worth SEK 14 million
15 July	Sensys Gatso receives Purchase Order for upgrade of technology under an existing TRaaS maintenance services contract to the value of SEK 6.4 million
3 Aug	Sensys Gatso receives contract from Saudi Arabia worth SEK 275 million
6 Aug	Gatso Special Products B.V. informs Sensys Gatso Group about the intention to convert the installment of EUR 1 million of the Vendor loan into shares

### Significant events during the previous quarter

7 Jan	Sensys Gatso receives five-year TRaaS contract, valued at SEK 28 million, for a new school zone speed enforcement program from St. Mary's, Georgia, USA
7 Feb	Sensys Gatso expects to receive notice of award in Costa Rica, Central America, valued at SEK 192 million
12 Feb	Sensys Gatso confirms notice of award in Costa Rica, Central America, valued at SEK 192 million

A list of Sensys Gatso's press releases can be found on www.sensysgatso.com



#### **Related party transactions**

For the period under review no material business transactions were performed with related parties. We refer to the annual report for a list of common related party transactions during the year.

#### *After the period*

In connection with the acquisition of Gatso Beheer B.V. in 2015 a vendor note of approximately EUR 6.8 million was issued as part of the consideration. The vendor loan may under certain circumstances be converted into new shares in Sensys Gatso Group. The remaining part of the vendor loan amounted to a total of EUR 2.84 million per June 30, 2020.

Gatso Special Products B.V. has informed Sensys Gatso Group that it intends to convert the outstanding installment due on July 31, 2020, to the amount of EUR 1 million into shares.

#### **Sustainability**

Making the roads safer by changing human behaviour in traffic is our business strategy. Our TRaaS business model supports our customers in the transformation towards sustainable and safe environments. Sensys Gatso develops, produces, markets and sells system solutions and products to improve traffic safety. Our largest product category includes automatic speed and redlight monitoring systems designed to prevent traffic accidents and thereby saving lives and reducing costs to society. Our customers consist of police and road authorities all around the world, and to some extent of private operators contracted by government agencies. We have a close relationship with our customers and together we find customized solutions for local needs and objectives. Our long-term relationship with customers often results in additional sales over time. The production of our solutions is partly done by third party suppliers in Sweden, and partly at our own production facility in Haarlem, the Netherlands - overall engaging approximately 10 employees in Haarlem and 80 different suppliers in Sweden and the Netherlands. Sensys Gatso is committed to UN Global Compact ten principles and reports on progress. Sensys Gatso is all about making traffic safer in the world's drive for sustainable cities and the UN 2030 Sustainable Development Goals (SDG). Sensys Gatso's business is focused on SDG goal number 11, building sustainable cities and communities. This is where we can make the biggest difference. See more information in our Sustainability Report in the 2019 Annual Report, available at <a href="www.sensysgatso.com">www.sensysgatso.com</a>.

#### Audit

This report has not been reviewed by the company's auditor.



#### **Declaration of the board of directors**

The Board of Directors and the CEO declare that this half-yearly report provides a fair view of the Group's and Company's activities, financial position and financial results, and describes the significant risks and uncertainty factors faced by the Group.

Jönköping, 20 August 2020

**Claes Ödman** Chairman of the Board **Jochem Garritsen**Board member

**Pia Hofstedt** Board member

**Kerstin Sjöstrand**Board member

**Christina Hallin**Board member

**Nishant Batra** Board member

**Ivo Mönnink**Chief Executive Officer

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This information is information that Sensys Gatso Group AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 08.30 on 20 August 2020.



## **Group figures**

### Consolidated statement of comprehensive income

	Apr - June	Apr - June	Jan - June	Jan - June	Jan - Dec
TSEK	2020	2019	2020	2019	2019
Net sales	93,456	96,863	189,086	175,303	406,325
Cost of goods sold	-58,443	-60,360	-125,407	-109,632	-261,278
Gross profit	35,013	36,503	63,679	65,671	145,047
Selling expenses	-20,018	-20,885	-40,917	-39,818	-81,157
Administrative expenses	-11,816	-11,716	-23,743	-21,047	-41,067
Development expenses	-7,745	-11,562	-17,647	-25,492	-47,849
Other operating expenses/income (1)	3,639	-588	3,980	260	634
Operating profit	-927	-8,248	-14,648	-20,426	-24,392
Net financial items	1,797	-1,594	-3,341	-2,059	-3,137
Profit before tax	870	-9,842	-17,989	-22,485	-27,529
Tax	2,253	1,594	5,299	4,647	12,418
Profit for the period	3,123	-8,248	-12,690	-17,838	-15,111
Profit is attributable to owners of Sensys Gatso Group AB Profit is attributable to non- controlling	3,569	-7,985	-11,433	-16,822	-13,386
interest	-446	-263	-1,257	-1,016	-1,725
	3,123	-8,248	-12,690	-17,838	-15,111
Other comprehensive income					
Items that may be reclassified to profit or loss					
Translation differences	-20,191	3,160	332	10,697	9,154
Total other comprehensive income for the	20.404	2.460	222	40.607	0.454
period, net after tax	-20,191	3,160	332	10,697	9,154
Total comprehensive income for the period	-17,068	-5,088	-12,358	-7,141	-5,957
Number of shares (thousands)	860,024	860,024	860,024	860,024	860,024
Earnings per share (SEK)	0.00	-0.01	-0.01	-0.02	-0.02
1) This is already 2 FMCFI/ Consequence and all COVID 10 wallef					

<sup>1)</sup> This includes 3.5MSEK Governmental COVID-19 relief



### **Consolidated balance sheet**

	30 June	30 June	31 Dec
TSEK	2020	2019	2019
Assets			
Goodwill	257,391	258,495	257,164
Customer contracts and relations	2,904	17,551	10,338
Brand	11,579	13,932	12,738
Product and software development	34,053	32,596	29,582
Property, plant and equipment	39,694	47,229	45,253
Fixed assets in operations	50,666	39,759	56,110
Deferred tax assets	45,019	41,281	45,315
Other non-current assets	317	347	330
Trade and other receivables	41,917	47,455	76,137
Inventories and work in progress	114,876	94,465	96,939
Other current assets	26,087	25,222	26,074
Cash and bank balances	53,949	56,804	52,373
Total assets	678,452	675,136	708,353
Shareholders' equity and liabilities			
Shareholders' equity	436,497	446,548	448,854
Long-term Lease liabilities	20,307	27,573	23,110
Long-term Bank loans	11,791	0	0
Long-term Liabilities towards shareholders	39,832	50,248	39,387
Provision	9,947	7,258	10,032
Deferred tax liabilities	6,188	13,345	9,753
Short-term Lease liabilities	9,524	9,862	10,339
Short-term Bank liabilities	35,365	33,666	56,429
Short-term liabilities towards shareholders	10,480	10,558	10,449
Trade and other payables	25,696	29,457	47,955
Other current interest-free liabilities (1)	72,825	46,621	52,045
Total shareholders' equity and liabilities	678,452	675,136	708,353

<sup>1)</sup> The other current interest-free liabilities includes 4.8MSEK Governmental COVID-19 Relief loan



#### Consolidated statement of changes in equity

	Apr - June	Apr - June	Jan - June	Jan - June	Jan - Dec
тѕек	2020	2019	2020	2019	2019
Beginning of period	453,564	451,636	448,854	453,689	453,689
New share issue, net	0	0	0	0	0
Other movements	0	0	0	0	1,107
Net profit for the period	3,570	-7,985	-11,432	-16,822	-13,371
Minority interest in subsidiaries	-446	-263	-1,257	-1,016	-1,725
Other comprehensive income	-20,191	3,160	332	10,697	9,154
Total comprehensive income for the period	-17,067	-5,088	-12,357	-7,141	-4,835
End of period	436,497	446,548	436,497	446,548	448,854

#### **Goodwill impairment test**

Goodwill is not subject to amortisation but is tested annually for impairment or more frequently if events or changes in circumstances indicate that they might be subject to impairment. Due to the COVID-19 pandemic, Sensys Gatso has tested the goodwill for impairment during the second quarter.

A test was performed on each of the cash generating units (CGU), Segment System Sales and Segment Managed Services, to assess whether any need for impairment for goodwill exists in line with the applied accounting policies.

The impairment test data is based on similar assumptions as disclosed in our annual report 2019. The forecast used for the CGU's is based on the five year business plan for each unit, approved by the board of directors, as a starting point. The budgets and forecasts were built-up from the entities in collaboration between entity General Managers and Group Management.

The movement in goodwill valuation in 2020 of the segments System Sales and Managed Services relates to currency effects. No impairments were taken in 2020 (Full year 2019:0).

#### SIGNIFICANT ASSUMPTIONS

#### General

The future cash flows per CGU are calculated based on the five year business plans of the entities belonging to that CGU. Cash flows beyond the five-year period are extrapolated based on the long-term growth, estimated at 2%, in line with historical inflation rates.

The discount rate after tax which has been applied to calculate the present value of the future cash flows is approximately 9.4% (9.4) for both System Sales and Managed Services. During COVID-19 our



business is seen as an essential business, which has proven to be resilient during this pandemic. Therefore we have retained our assumptions and calculation around the discount rate.

#### Market share and growth

The forecasts are based on the company history and previous management experience, as well as external sources like the "MarketsandMarkets" report on Road safety market as used in for the impairment test of 2019, press releases and investor presentations from competition.

#### **Sensys Gatso Group**

Sensys Gatso as a group has communicated its long-term financial ambition for 2025, set at SEK 1 billion revenue, of which SEK 600 million in TRaaS recurring revenue, with an EBITDA ambition greater than 15%. These long-term financial metrics are the base for the impairment testing of the segment's goodwill. As communicated in our Q1 report of 2020, Sensys Gatso does not anticipate an impact on order intake on a full year basis. Including new TRaaS contracts in the USA and The Netherlands, our twelve months rolling order intake in H1 is now at SEK 665 million, a record in the history of Sensys Gatso.

#### **System Sales**

In 2020 the segment System Sales has received large orders from Costa Rica (192MSEK) and Saudi Arabia (275MSEK) supporting our business plan under the long-term financial ambition and as part of the basis for impairment testing.

#### **Managed Services**

As communicated in our first quarter presentation, the segment Managed Services is impacted by school closings in the USA, possibly resulting in less revenues from these new programs. We expect that these programs will resume at the end of the third quarter of 2020. Because these programs on average have a 5 year contract period and Sensys Gatso has a good track record of extending contracts, we have not anticipated an impact in this segment.

#### **Sensitivity analysis**

Management has performed a sensitivity analysis per segment on an increased investment of 1%, an adjustment of EBITDA of -2%, an adjustment in long-term growth of -2% and an adjustment of the WACC of 2%. The sensitivity analyses performed are based on a change in an assumption or a combination of two assumptions while holding the other assumptions constant. The recoverable amount exceeds the carrying amount of goodwill. The overall outcome of the sensitivity analysis for both segments does not provide a reason for impairment of the Goodwill.

# Goodwill is distributed among the Group's cash-generating units (CGUs) and identified as follows (TSEK):

		31 Dec
Group	Q2-2020	2019
System Sales	171,246	170,923
Managed Services	86,145	86,241
Total	257,391	257,164



#### **Cash flow statement**

	Apr - June	Apr - June	Jan - June	Jan - June	Jan- Dec
TSEK	2020	2019	2020	2019	2019
Operating profit	-927	-8,248	-14,648	-20,426	-24,392
Items with no effect on cash flow	13,192	13,345	28,562	26,172	57,561
Financial items	3,119	574	-3,344	-581	-1,817
Tax paid	288	-329	874	-542	425
Funds contributing from operating activities	15,672	5,342	11,444	4,623	31,777
Change in working capital	-13,860	-8,039	10,282	-27,887	-35,517
Cash flow from operating activities	1,812	-2,697	21,726	-23,264	-3,740
Cash flow from investing activities	-6,238	-10,011	-10,223	-14,768	-45,005
	-4,426	-12,708	11,503	-38,032	-48,745
Financing activities					
New share issue	0	0	0	0	0
New loan (1)	17,910	0	17,910	0	0
Repayment of loan	-2,601	-3,344	-5,346	-5,604	-11,689
Repayment/usage of credit facilities	-11,512	13,609	-22,374	23,804	46,090
Repayment of loan to shareholders	0	0	0	0	-10,199
Change in cash and bank balances	-629	-2,443	1,693	-19,832	-24,543
Liquid funds at the beginning of the period	54,209	59,067	52,372	76,607	76,607
Translation differences in liquid funds	369	180	-116	29	309
Closing cash and cash equivalents	53,949	56,804	53,949	56,804	52,373

<sup>1)</sup> This includes 4.8MSEK received Governmental COVID-19 relief



# **Parent company figures**

### Statement of comprehensive income

	Apr - June	Apr - June	Jan - June	Jan - June	Jan - Dec
тѕек	2020	2019	2020	2019	2019
Other sales	928	826	2,062	1,993	7,981
Cost of goods sold	0	0	0	0	0
Gross profit	928	826	2,062	1,993	7,981
Selling expenses	0	0	0	0	0
Administrative expenses	-2,201	-2,487	-4,632	-5,035	-13,665
Development expenses	0	0	0	0	0
Other operating expenses/income	0	-19	0	-19	-24
Operating profit	-1,273	-1,680	-2,570	-3,061	-5,708
Net financial items	1,689	-216	141	-460	10,883
Profit before tax	416	-1,896	-2,429	-3,521	5,175
Тах	0	0	0	0	-1,121
Profit for the period/Comprehensive income for the period	416	-1,896	-2,429	-3,521	4,054



#### **Balance sheet**

	30 June	30 June	31 Dec
тѕек	2020	2019	2019
Product and software development	14,098	5,811	6,896
Shares in subsidiaries	413,952	413,952	413,952
Deferred tax assets	18,640	19,761	18,640
Receivables from Group	34,735	42,365	43,787
Other current assets	2,623	2,037	1,027
Cash and bank balances	15,022	16,133	12,866
Total assets	499,070	500,059	497,168
Shareholders' equity and liabilities			
Shareholders' equity	464,216	457,269	465,146
Long-term Bank loans	0	0	0
Long-term liabilities towards shareholders	18,871	29,132	18,489
Short-term Bank liabilities	0	0	0
Short-term liabilities towards shareholder	10,480	10,558	10,449
Trade and other payables	315	0	1,412
Trade and other payables from Group	3,335	742	0
Other current interest-free liabilities	1,853	2,358	1,672
Total shareholders' equity and liabilities	499,070	500,059	497,168



## Statement of changes in shareholders equity

	Apr - June	Apr - June	Jan - June	Jan - June	Jan - Dec
TSEK	2020	2019	2020	2019	2019
Beginning of period	462,301	459,165	465,146	460,790	460,790
New share issue, net	0	0	0	0	0
Other movements  Profit for the period/Comprehensive income	1,500	0	1,500	0	
for the period	416	-1,896	-2,429	-3,521	4,054
Stock related remuneration	0	0	0	0	302
End of period	464,217	457,269	464,217	457,269	465,146

The other movements in the period relate to additional Parent Company Contribution from the Swedish Subsidiary Sensys Gatso Sweden AB relating to the year 2019.



## The Sensys Gatso share

The number of shares at the end of the period was 860,024,407 (860,024,407). The average number of shares during the year was 860,024,407 (860,024,407).

The table below shows the five largest shareholders in the Company as per end of June 2020. The family office that founded Gatso, which was acquired by Sensys Traffic AB in 2015, is the company's largest shareholder with 19 percent (BNP). (Source Euroclear)

#	Shareholder	Number of shares	Proportion of share capital/ Votes%
1	BNP PARIBAS SEC SERVICES PARIS	164,247,615	19.1
2	FÖRSÄKRINGSAKTIEBOLAGET, AVANZA PENSION	37,226,446	4.3
3	WALL, PER	23,000,000	2.7
4	BERGSTRAND, INGER	20,659,837	2.4
5	NORDNET PENSIONSFÖRSÄKRING AB	16,395,651	1.9

#	Concentration	Proportion of share capital/ Votes%
10	Largest holders	34.4
20	Largest holders	38.8
50	Largest holders	46.0
100	Largest holders	52.1

#	Country	Proportion of share capital/ Votes%
1	Sweden	75.3
2	Netherlands	19.1
3	Denmark	1.1
4	United States	1.0
5	Belgium	0.8
6	Other	2.7
		100.0



# **Quarterly data**

#### **Consolidated statement of income**

	20	20	2019				2018		
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
Net sales	93,456	95,630	157,997	73,028	96,863	78,440	124,423	95,688	
Cost of goods sold	-58,443	-66,964	-103,374	-48,272	-60,360	-49,272	-73,546	-49,006	
Gross profit	35,013	28,666	54,623	24,756	36,503	29,168	50,877	46,682	
Costs	-35,940	-42,387	-40,726	-42,601	-44,751	-41,346	-43,586	-37,896	
Operating profit	-927	-13,721	13,897	-17,845	-8,248	-12,178	7,291	8,786	
Net financial items	1,797	-5,138	-1,017	-63	-1,594	-465	649	-1,843	
Profit before tax	870	-18,859	12,880	-17,908	-9,842	-12,643	7,940	6,943	
Tax	2,253	3,046	5,532	2,238	1,594	3,053	-129	-2,854	
Profit for the period	3,123	-15,813	18,412	-15,670	-8,248	-9,590	7,811	4,089	

## Key indicators and other information

	2020		2019			2018		
TSEK	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Operating margin (%)	Neg	Neg	0.09	Neg	Neg	Neg	5.86	9.18
Gross margin (%)	37.46	29.98	34.57	33.90	37.69	37.19	40.89	48.79
Profit margin (%)	0.03	Neg	0.12	Neg	Neg	Neg	6.28	4.27
Equity per share (SEK)	0.51	0.53	0.52	0.51	0.52	0.53	0.53	0.52
Cash flow per share (SEK)	0.00	0.02	0.05	-0.03	0.00	-0.02	0.05	0.01
Number of employees  No. of outstanding shares	255	270	252	255	231	210	195	188
(thousands)	860,024	860,024	860,024	860,024	860,024	860,024	860,024	860,024
Equity/assets ratio (%)	64.34	64.49	63.37	61.41	66.14	66.24	71.82	72.90
Order intake (SEK thousands)	282,569	33,626	241,194	79,314	141,457	99,975	143,941	100,689



## Segment data

	2020			20	19	2018			
Order intake	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
System Sales	259,326	26,017	185,194	73,554	51,157	66,487	106,941	84,689	
Managed Services	23,243	35,608	56,000	5,760	90,300	33,488	37,000	16,000	
	282,569	61,625	241,194	79,314	141,457	99,975	143,941	100,689	
	2020			20	19		2018		
Net sales	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
System Sales	63,680	62,855	129,705	48,124	72,316	61,318	107,393	72,944	
Managed Services	29,776	32,775	28,291	24,904	24,547	17,122	17,030	22,744	
	93,456	95,630	157,996	73,028	96,863	78,440	124,423	95,688	
	2020			2019			2018		
Operating Profit (EBITDA)	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
System Sales	7,042	-1,553	22,661	-2,217	1,586	-828	15,046	9,290	
Managed Services	5,273	2,570	4,411	-574	2,834	712	1,658	8,951	
	12,315	1,017	27,072	-2,791	4,420	-116	16,704	18,241	



## **Notes and definitions**

#### **Key Indicator definitions**

KPI	Definition			
Gross margin	Gross profit as a percentage of net sales			
Operating profit (EBIT)	Profit for the period before net financial items and tax			
Operating margin	Operating profit (EBIT) as a percentage of net sales			
Operating profit (EBITDA)	Operating profit (EBIT) before depreciation and amortisation			
Net margin	Profit for the period as a percentage of net sales			
Return on equity	Profit for the period as a percentage of (average) shareholders' equity			
Equity/Assets ratio	Total Shareholders' equity as a percentage of total assets			
Earnings per share	Profit for the period divided by the (average) number of outstanding shares			
Interest-bearing liabilities	All interest-bearing debts (the sum of on balance lease liabilities, bank loans & credit facilities and shareholder loans)			
Adjusted interest-bearing liabilities	Interest-bearing liabilities adjusted for on balance lease liabilities			
Net interest-bearing debt	Interest-bearing liabilities less cash and bank balances			
Adjusted Net interest-bearing debt	Interest-bearing liabilities adjusted for on balance lease liabilities less cash and bank balances			
(Net) Working capital	The balance of current assets (inventory & work in progress, trade receivables, other current assets and cash) less current liabilities (trade payables and other current interest-free liabilities)			
Order intake	The sum of purchase orders received in the period			
Purchase order	Received order to deliver goods or services			
Procurement award	Contract with estimated sales volume against fixed conditions over a period of time without purchase order obligations			
Number of employees	The number of employees (fixed and variable) at the end of the period			
Average number of employees (FTE)	The number of average full time equivalent employees during a period			
Free available cash	Cash and bank balances plus remainder of the credit facilities made available to the company			
12M Rolling	Sum of the last 12 months			

#### 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.



#### **EBITDA** (Earnings before interest, taxes, depreciation and amortization)

The Intangible fixed assets, relating to the Purchase Price Allocation on the acquisition of Gatso Beheer BV, generate considerable amounts of amortisation. Due to this, we believe that, in order to assist in understanding the operational business and growth, it is useful to consider EBITDA when assessing the financial performance.

#### **Comparability of figures**

As of 1 January 2019 IFRS16 has been implemented. Financial numbers before the financial year 2019 are without IFRS16. For comparison to the 2018 financial numbers we refer to the interim reports of 2019 and the annual report of 2019.

#### Volatility

The Group's revenue is affected by the volatility of the System Sales business. Due to the variance in bigger and smaller contracts and the time at which opportunities occur, revenue can be affected 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 note 24 of the 2019 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 2019.

For more information about the accounting policies applied and definitions of key indicators, please refer to the annual report issued for 2019, which is available on the Sensys Gatso <a href="www.sensysgatso.com">website</a> <a href="www.sensysgatso.com">www.sensysgatso.com</a>



## Financial calendar and invitation to the presentation

#### Invitation to a presentation for press and analysts

On 20 August at 10 am CET Sensys Gatso Group invites to a presentation/audiocast. The company's CEO Ivo Mönnink and CFO Simon Mulder will present the financial results in English. The presentation in connection with this report will be published on the website.

The presentation/audiocast can be joined online or via telephone and will be available on the company's webpage <a href="https://www.sensysgatso.com">https://www.sensysgatso.com</a>

#### Link to the presentation/audiocast:

https://tv.streamfabriken.com/sensys-gatso-group-q2-2020

Dial-in number

SE: +46 8 505 583 55 UK: +44 333 300 90 35 US: 1 844 625 15 70

#### **Upcoming financial events**

Calendar	
Interim Report July - September 2020	26 November 2020
Year-End Report January - December 2020	25 February 2021

#### **Sensys Gatso Group AB**

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