

Sensys Gatso Group AB Investor Presentation

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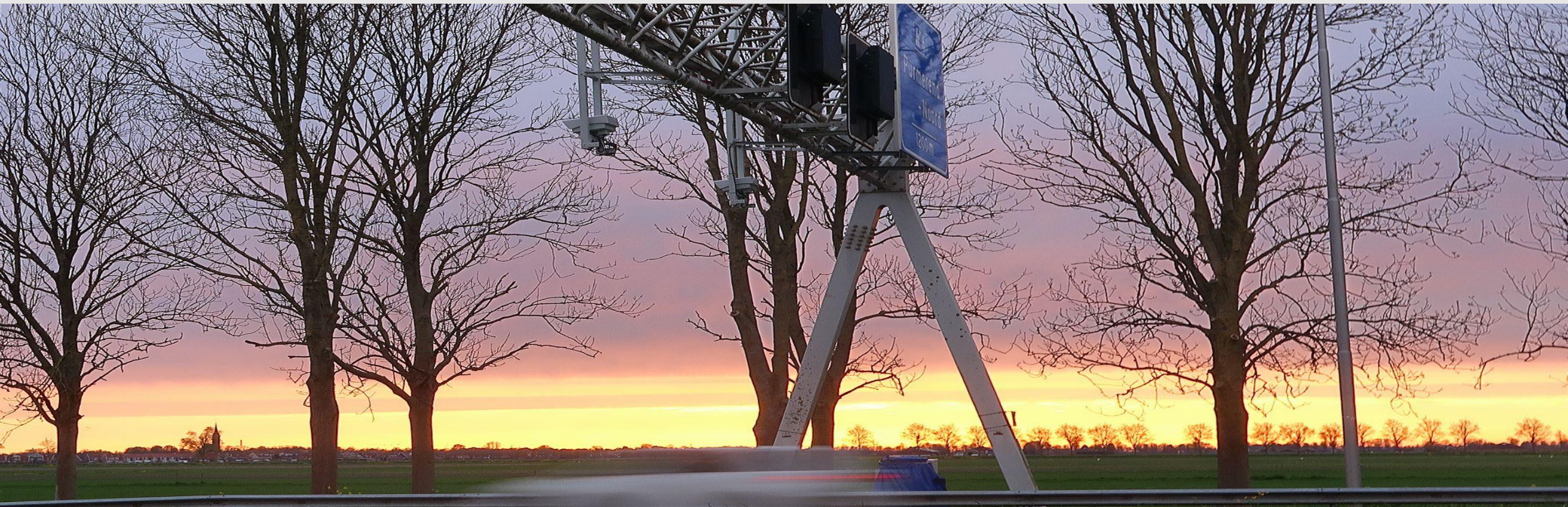
Ticker | **SGG**
Nasdaq Stockholm
November 2025

AGENDA

Driving Growth, Efficiency & Service

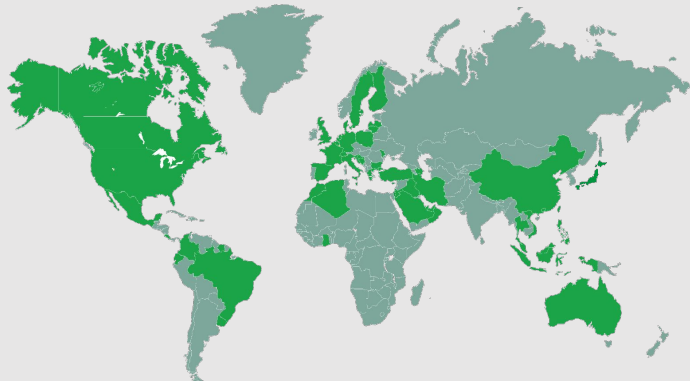
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- » Sensys Gatso Group
- » Strategic Pillars
- » Q3 2025 Results & Outlook
- » Regional Update



SGG | A Leading Global Player In Traffic Enforcement Technology

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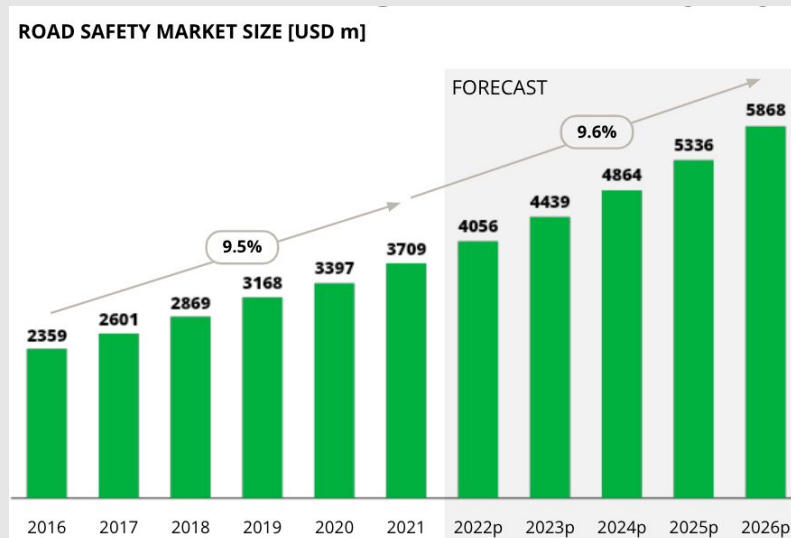
70
Countries

>50,000
Systems
delivered

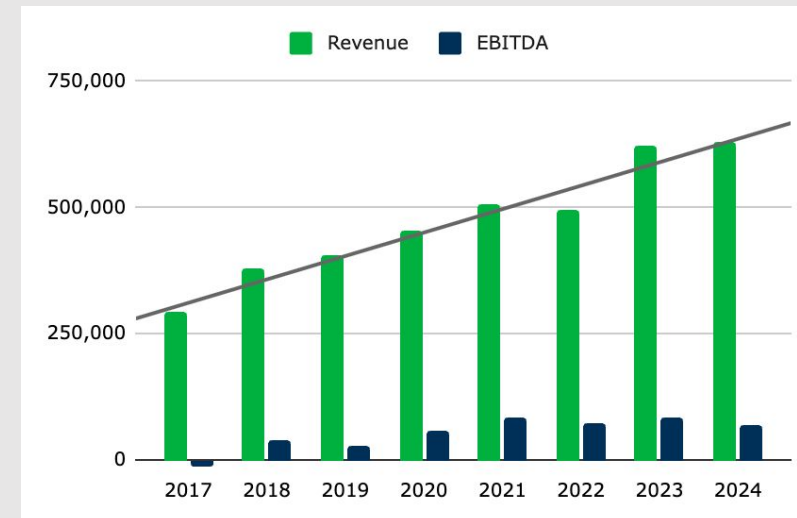
300 Empl.

4 Core
Markets

Growing road safety market



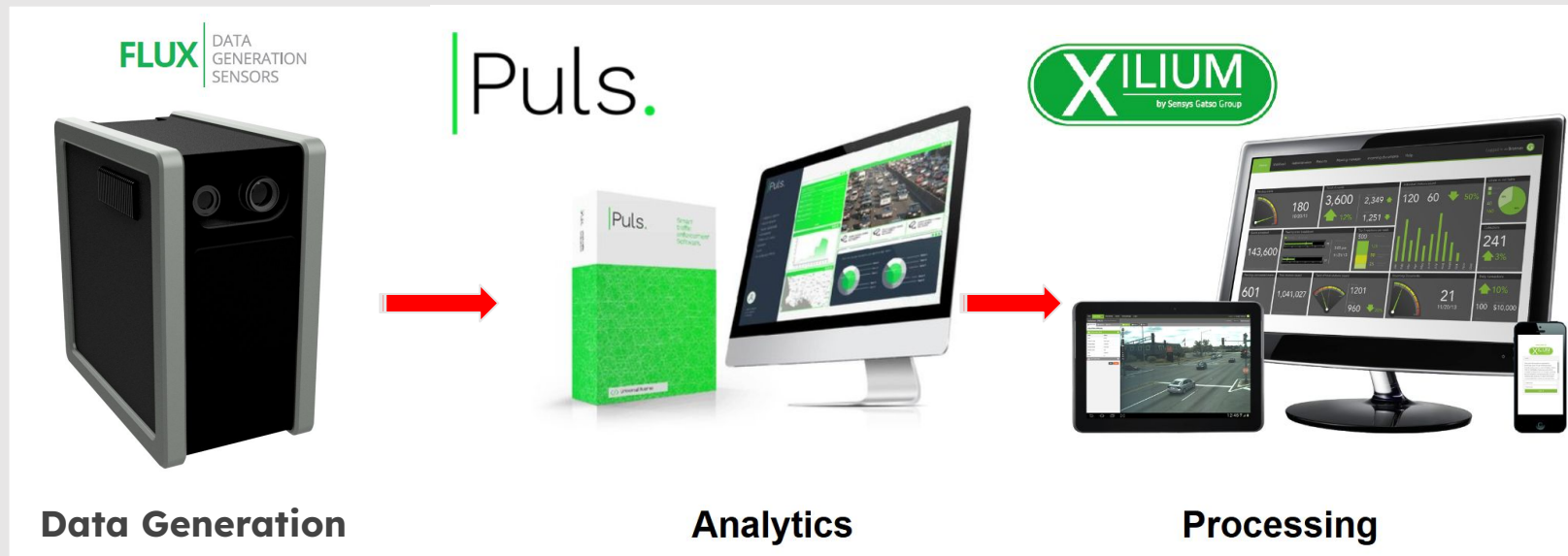
Multi year track record of SGG growth



TECHNOLOGY

End To End Solution Provider

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Strategic Pillars



Lewis Miller, CEO

Joined in June 2025 with 20+ years of global experience in the automated traffic enforcement industry

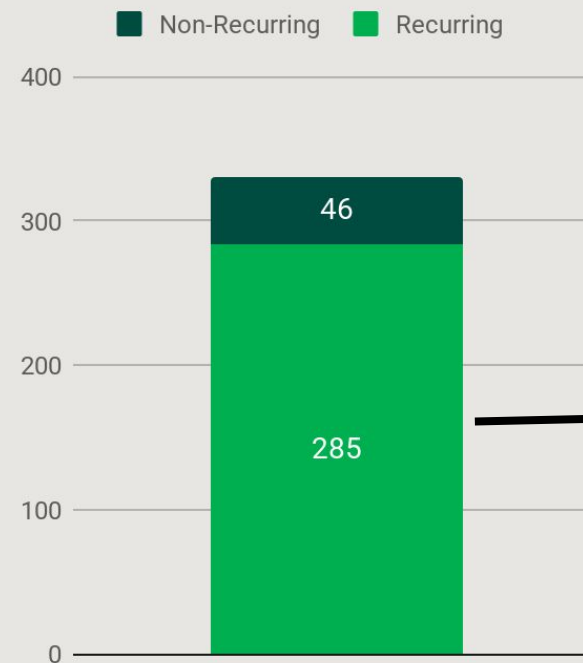
Driving growth, efficiency & service

- Strategic market and customer engagement
- Advancing technology and go-to-market strategies
- Optimizing organization and talent

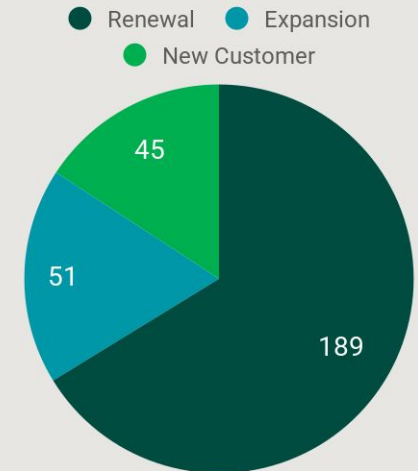
Accelerated Order Intake

- Q3 order intake MSEK 331, up significantly from prior quarter (54)
- Strong Australia and US performance
- 86% recurring revenue
- Recurring revenue includes renewals and incremental growth
- Strong demand with procurement activity across core markets

Q3 TCV ORDER INTAKE (MSEK)



RECURRING REVENUE (MSEK)



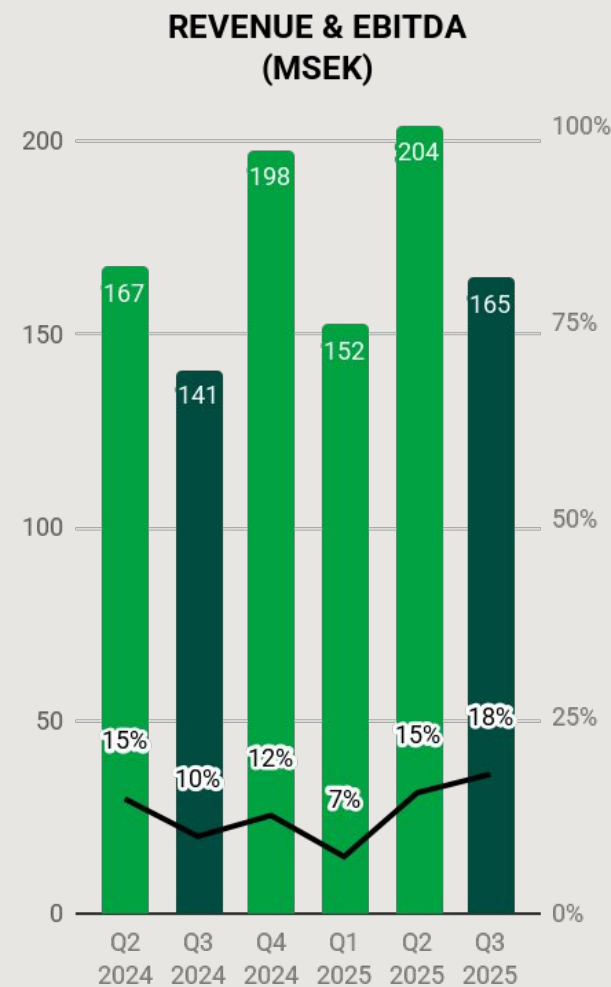
Strong Revenue Growth

- Strong revenue growth MSEK 165 (141), 17%
- Increased recurring revenue YTD
- Growth in US managed service business including new contracts and existing program expansions - full recovery from Iowa
- Significant revenue from Swedish and Dutch projects

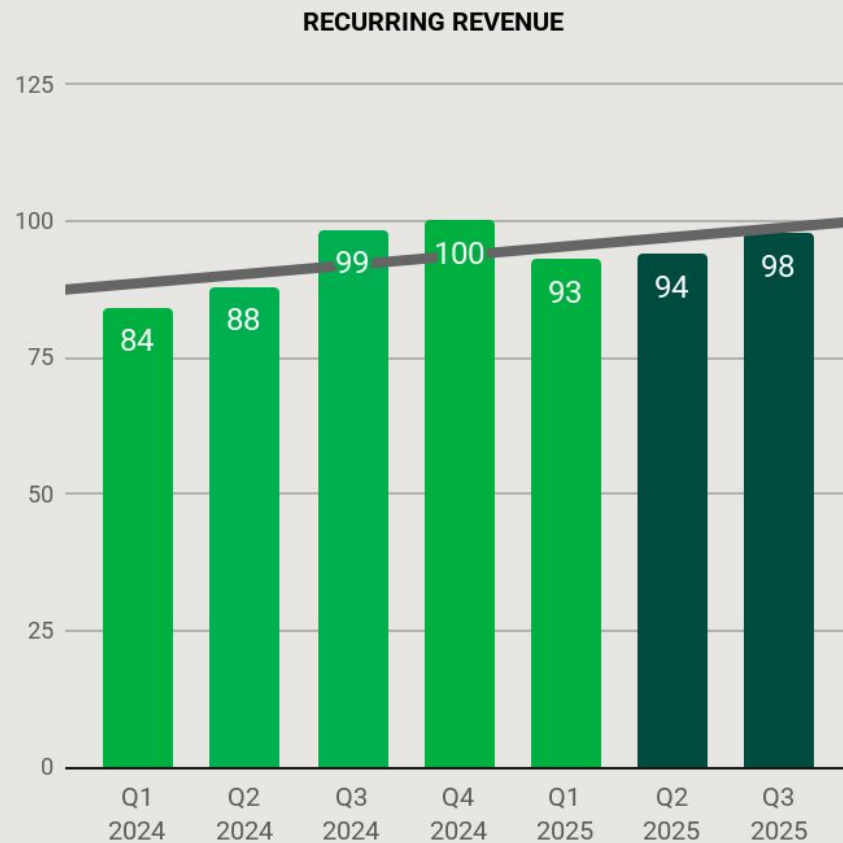


Continued Margin Improvement

- Q3 EBITDA of MSEK 29.2, 17.7%
- 110% increase over Q3 2024 (MSEK 13.9, 9.9%)
- Significant positive trend in rolling 12 month EBITDA
- YTD EBITDA margin 13.8% (9.5%)
- Economies of scale in Sweden and improved operational efficiency in US



SGG | Growing Recurring Revenue



→ Predictable recurring revenue

- ◆ Underlying recurring revenue around MSEK 100 per quarter
- ◆ Long-term contracts with high customer retention rate
- ◆ Incremental order intake grows recurring revenue base

→ Good geographical mix

- ◆ Contributions from each of our core markets globally
- ◆ US market approx 50% of recurring revenue

Improved Financial Outlook

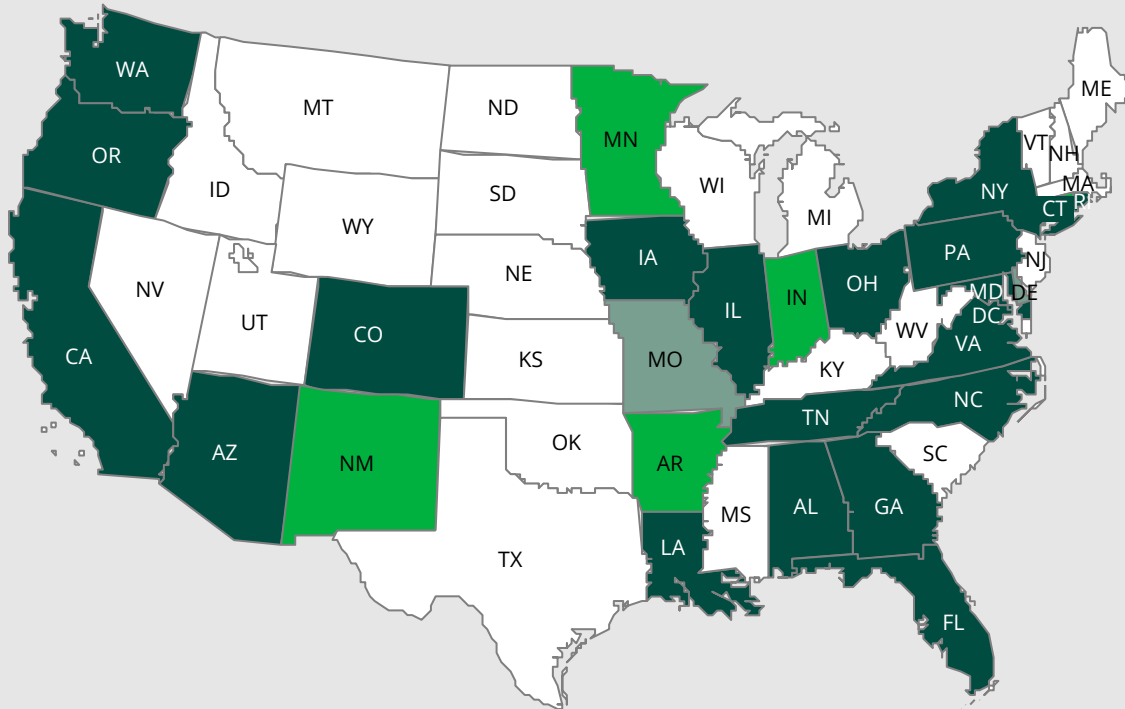
- 2025 revenue guidance unchanged at lower end of range (MSEK 700-800)
- 2025 EBITDA guidance increased from mid to upper range (12-14%)
- Continuing to closely monitor market developments



USA

Growing USA Managed Services Market

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Red light and speed Red light Speed None

- Sensys Gatso currently operating in 11 States
- 17% YoY Recurring Revenue Growth (USD)
- Significant market demand and ongoing procurement activity



Sweden Speed Project

MSEK 525 System Sales and MSEK 325 Services

Commenced rollout in H1 2025



Saudi Arabia In-Vehicle

MSEK 27 maintenance annually
New maintenance location opened in 2025 with additional intype approval underway



Dutch Speed Projects

MSEK 242 System Sales and MSEK 242 Services

Fixed system rollout ongoing with trailer and average speed expansion

Significant Australia Order Intake



- Q3 Order intake MSEK 196
- Includes renewal, expansion and new customer revenue
- First fixed system sales to South Australia and new contract for trailer based systems used in Victoria
- Significant market demand and ongoing procurement activity

SGG | Key Takeaways

Strong Q3 performance

- Clear strategic direction to drive profitable growth
- Accelerated order intake
- Year over year all key metrics improved - order intake, revenue and EBITDA
- Improved financial outlook

