



# Sensys Gatso Group AB

## Q3 2025

### Interim report presentation

Sensys  
Gatso  
Group

Ticker | **SGG**  
**Nasdaq Stockholm**  
November 20, 2025

SGG | **SPEAKERS**

**Sensys  
Gatso  
Group**



**Lewis Miller, CEO**



**Simon Mulder, CFO**





AGENDA

# | BUSINESS UPDATE

Sensys  
Gatso  
Group

- » CEO Update
- » Q3 in Summary
- » Financial Outlook





# Strategic Pillars



**Lewis Miller, CEO**

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

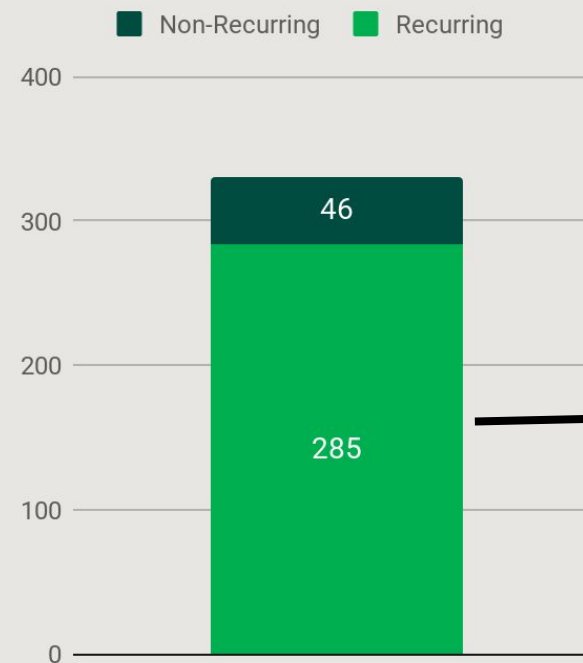
## *Driving Growth, Efficiency & Service*

- Strategic Market and Customer Engagement
- Advancing Technology and Go-to-Market Strategies
- Optimizing Organization and Talent

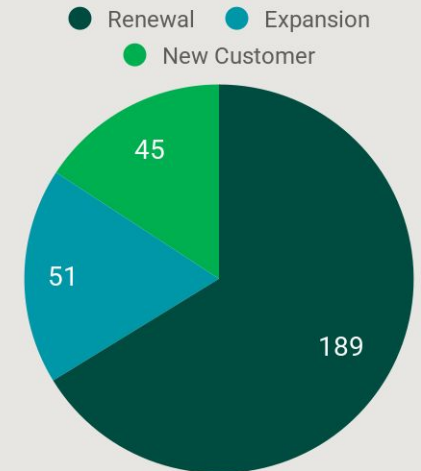
# Accelerated Order Intake

- 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

**Trafikverket [850MSEK]**

*Golden sample and proto type finalized in 2024. Delivery first systems in H1 2025*

**Saudi Arabia [27MSEK annually]**

*Location opened in 2025 and maintenance started in Q2*

**Dutch Speed Project [400MSEK]**

*Continues rollout during 2025*

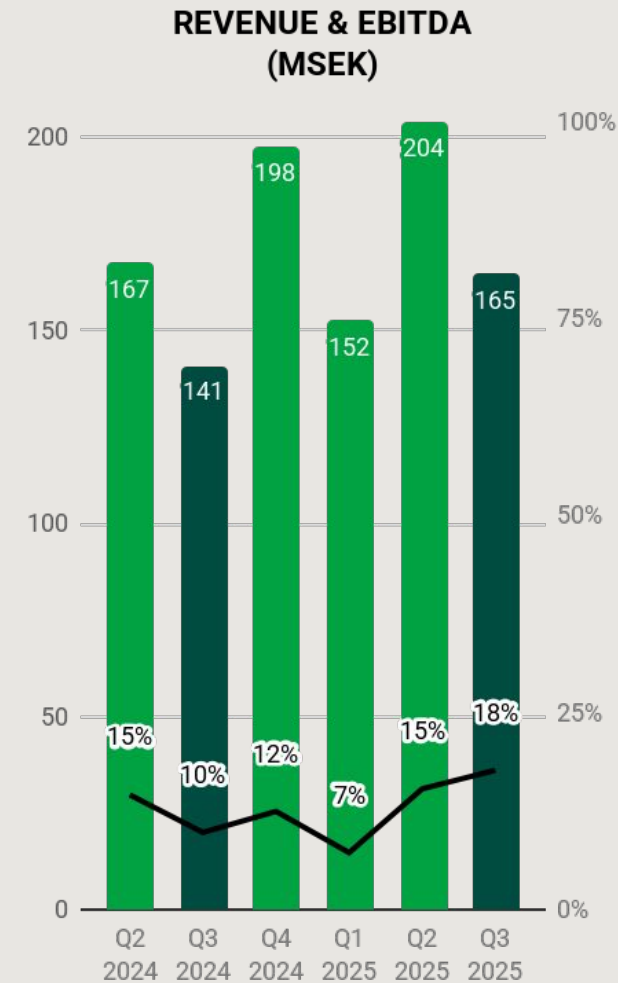
**Revenue diversification**

*Recovery from previously communicated -40MSEK Iowa impact*



# 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





AGENDA

# FINANCIAL UPDATE

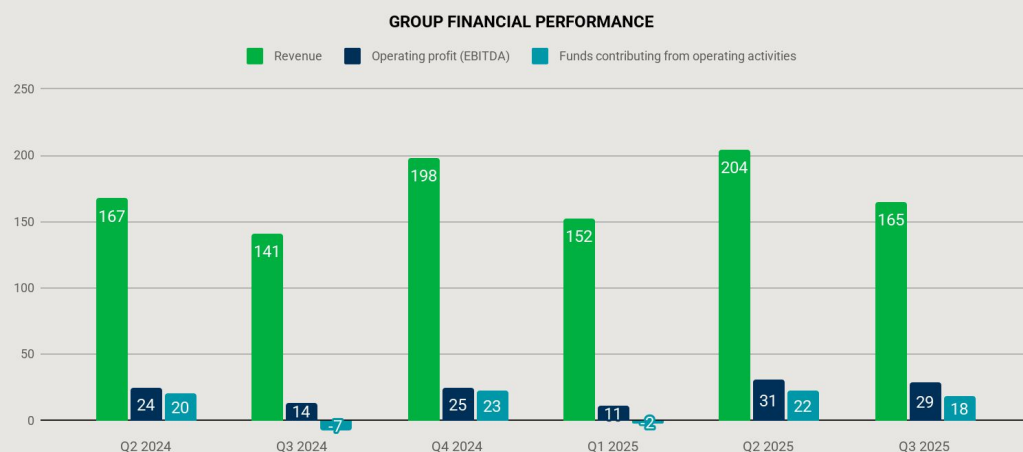
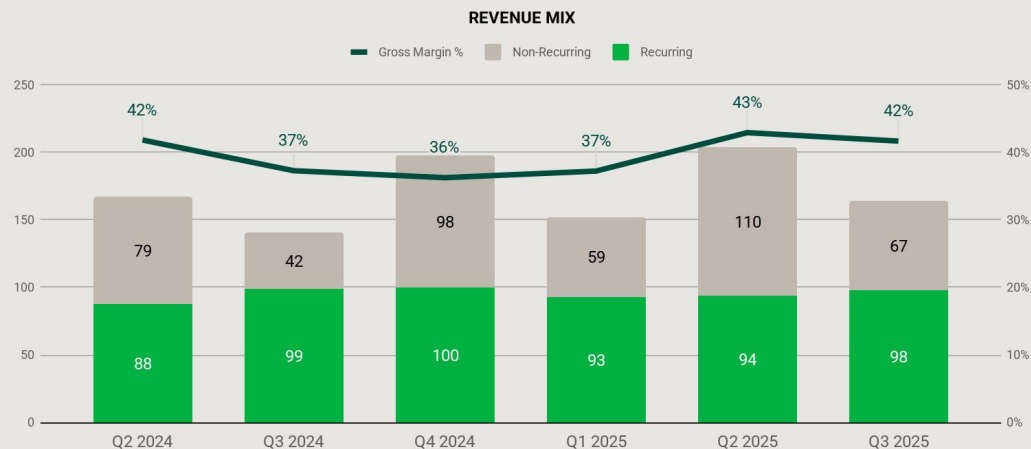
Sensys  
Gatso  
Group

- » Group Financial Performance
- » Segments
- » Cash Position





# Group Financial Performance



## → Revenue

- ◆ Q3 Revenue increased 17% to MSEK 165 (141)
  - System Sales increased 60%
  - Recurring revenue stable

## → Gross profit

- ◆ Gross margin for Q3 was 42% (37%)
  - Gross margin improved due to continued delivery on the Dutch and Swedish Projects

## → EBITDA

- ◆ Strong Q3 performance with MSEK 29 EBITDA, up from MSEK 14 in Q3 2024
- ◆ EBITDA margin 17.7% (9.9%)

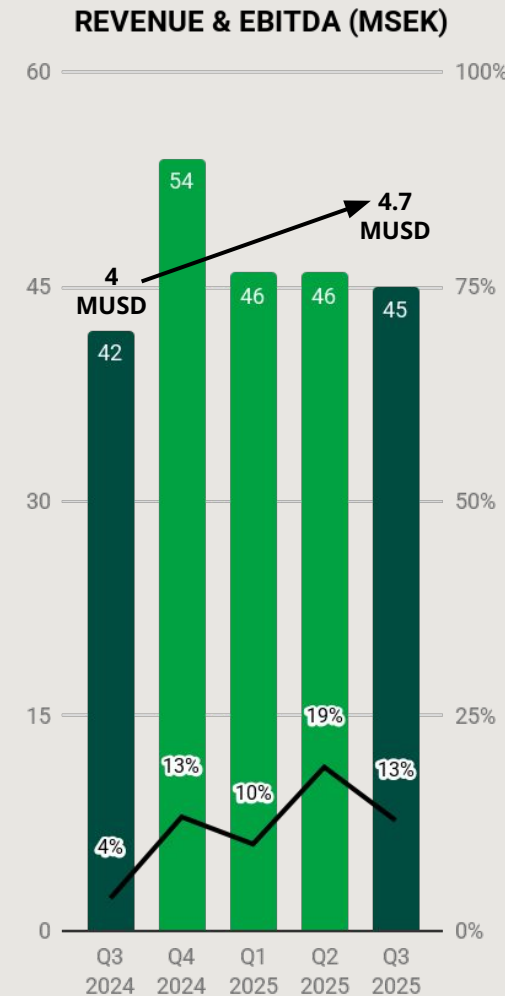
## → Cash Flow

- ◆ Positive cash flow from operation, MSEK 38 for Q3 and MSEK 18 for the year to date

# Segment Managed Services

*Year over year all key metrics improved*

- **Order intake MSEK 104 (25)**
  - ◆ Renewals TCV MSEK 58
  - ◆ Expansions and new customers TCV MSEK 46
- **Revenue MSEK 45 (42), up 7%**
  - ◆ Revenue (MUSD) up 17% (4.0 vs 4.7)
  - ◆ Negative currency impact MSEK -4
- **EBITDA up to MSEK 6 (2)**
  - ◆ EBITDA margin 13% (5%)
  - ◆ Improved operational efficiency

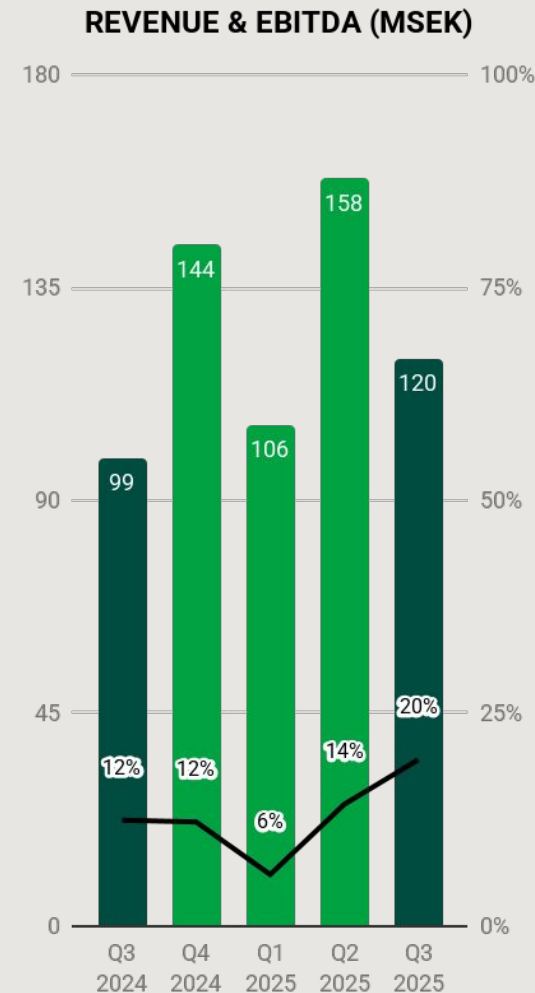




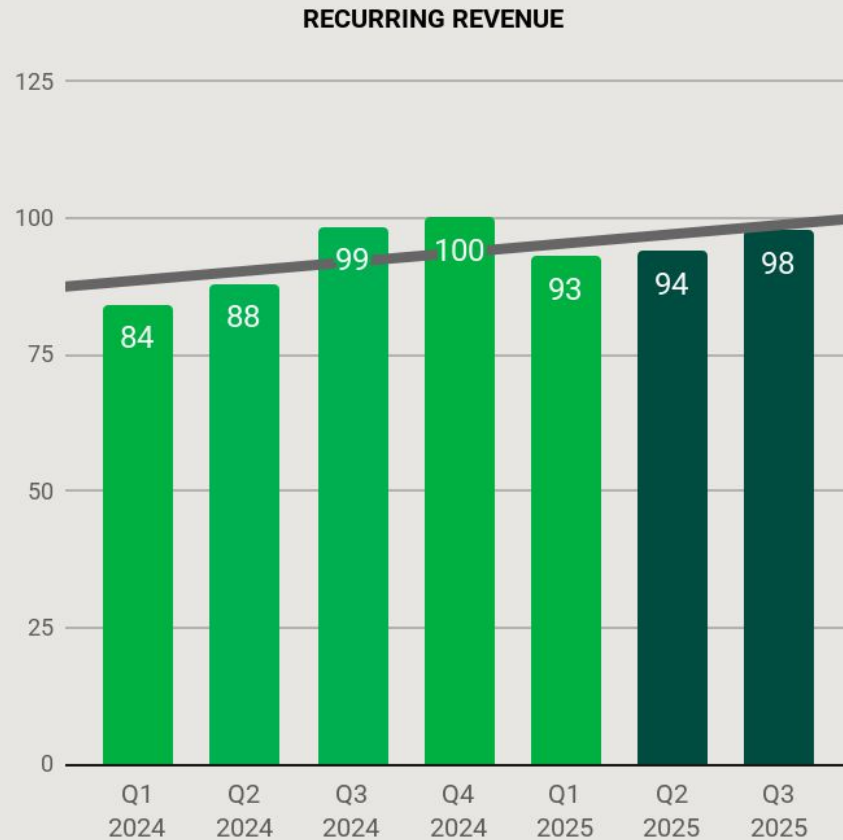
# FINANCIAL | Segment System Sales

*Year over year all key metrics improved*

- **Order intake up to MSEK 227 (70)**
  - ◆ Driven by Australia order intake of MSEK 196
  - ◆ and smaller repeat orders in the EU
- **Revenue MSEK 120 (99), up 21%**
  - ◆ Deliveries on Swedish project
  - ◆ Rollout on the Dutch project including additional sales for mobile units
  - ◆ First full quarter of Saudi Maintenance contribution
- **EBITDA MSEK 23 (12), up 92%**
  - ◆ Economies of scale in Sweden
  - ◆ Important contribution from Saudi maintenance activities



# 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

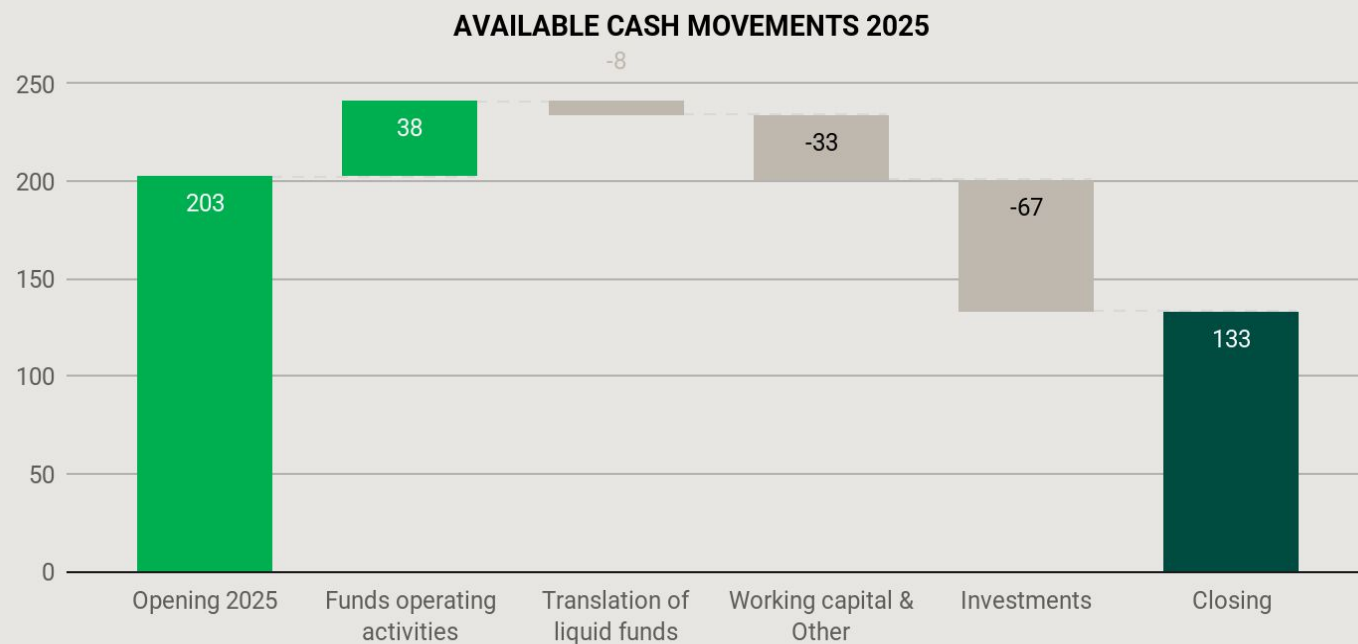
- ◆ Contributions from each of our core markets globally
- ◆ US market approx 50% of recurring revenue



# FINANCIAL | Cash Position

## Available cash MSEK 133

- YTD positive funds from operating activities (MSEK 38), funding working capital (MSEK 33)
- Bond proceeds funding investments (MSEK 67)
- Cash stable at MSEK 133 from MSEK 137 in Q2



## Interest bearing debt MSEK 292

- Increased Lease Liabilities due to prolongation of Lease Headquarters Jönköping MSEK +18
- Translation effect on Bond MSEK -12
- Credit facility usage increased by MSEK +19, Cash on bank to MSEK 116

MSEK	30 Sep 2025	31 Dec 2024
Lease liabilities	42	24
Bond	326	338
Bank Loans and Credit facilities	39	20
Shareholder loans	0	0
Cash and bank	-116	-165
<b>Net Interest-bearing debt</b>	<b>292</b>	<b>217</b>
-/- Lease liabilities	-42	-24
<b>Adjusted Net Interest-bearing debt</b>	<b>249</b>	<b>192</b>

# 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





# 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





**Lewis Miller, CEO**  
June 16, 2025



**Simon Mulder, CFO**

## Investor Relations

<https://www.sensysgatso.com/investors>

## Contact

[investors@sensysgatso.com](mailto:investors@sensysgatso.com)

### Sensys Gatso - Making traffic safer®

Drivers make mistakes and these mistakes can have dramatic consequences. Each day, more than 3,500 people die in traffic crashes. At Sensys Gatso, we are proud to join the fight to reduce this number every day. We cannot accept that crashes are merely unavoidable 'accidents'.

Our products and services improve traffic behavior worldwide, through intelligent, effective and reliable enforcement in collaboration with governments and other stakeholders. With our innovative and versatile software we provide reliable violation registration, processing and notification to support your road safety objectives.

Our services are based on innovative hardware, unique software and tailor-made solutions, on a foundation of five-star support and maintenance. We even offer traffic enforcement as a service, creating optimal solutions in partnership with our customers.