

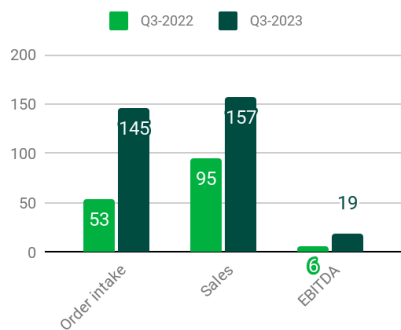
# Sensys Gatso Group AB

## Interim Report

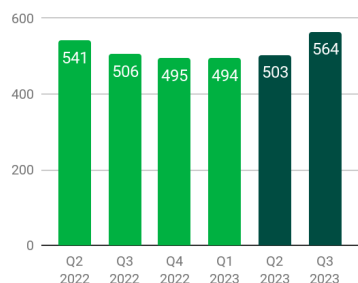
### January - September 2023



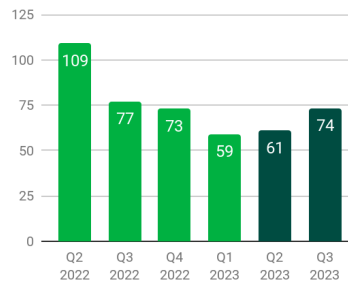
KEY FINANCIALS  
(MSEK)



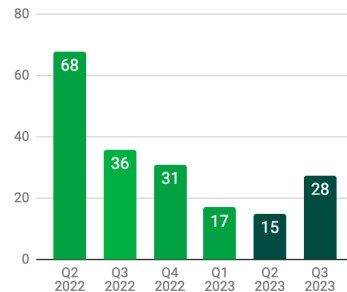
12M ROLLING  
SALES (MSEK)



12M ROLLING  
EBITDA (MSEK)



12M ROLLING  
EBIT (MSEK)



## Table of contents

<b>Comments from the CEO</b>	<b>2</b>
<b>Financial results Group</b>	<b>4</b>
Rolling 12 months	7
<b>Cash flow and financial position</b>	<b>9</b>
<b>Significant events and other information</b>	<b>10</b>
<b>Financial Statements and key figures</b>	<b>13</b>
Key Indicator definitions	13
Notes	14
Consolidated statement of comprehensive income	16
Consolidated balance sheet	17
Consolidated statement of changes in equity	18
Consolidated cash flow statement	19
Consolidated Segment report	20
Consolidated key indicators	21
Consolidated EBITDA	21
Parent company statement of comprehensive income	22
Parent company balance sheet	23
Parent company statement of changes in shareholders equity	24
<b>Quarterly data</b>	<b>25</b>
Consolidated statement of income	25
Consolidated key indicators and other information	25
Consolidated segment data	26
<b>The Sensys Gatso share</b>	<b>27</b>
<b>Purpose, Vision and Strategy</b>	<b>28</b>

## Comments from the CEO

### **Executing on our guidance**

*We realized a strong order intake this quarter, one of the highest Q3 order intakes in our history. The execution of the two large contracts in Sweden and Netherlands, with a combined contract value of SEK 1.25 billion is on track to drive revenue for many years to come, starting in Q4 this year. Our deliveries to Saudi have successfully resumed and our TRaaS business continues to grow. Altogether, we are on track to meet both our 2023 financial guidance and our 2025 ambition.*

### **Dutch contract increased to SEK 400 million from SEK 250 million**

Typically Q3 order intake numbers are low during the summer period. We are happy to see a positive exception this quarter. The order intake in Q3 arrived at SEK 145 million, 174% higher compared to SEK 53 million in Q3 2022. During the quarter we received the first order of MSEK 60 under the SEK 250 million Dutch Procurement Award, which we announced in Q2 2022. Deliveries and revenue generation for this order has started in Q4. After the quarter we announced that the revenue expectations of this contract have grown significantly. Instead of SEK 250 million, we now expect the contract to generate SEK 400 million in revenue, a growth of 60%. Of these SEK 400 million, SEK 200 million of Systems Sales is scheduled to be realized before the end of 2025. The other SEK 200 million of the contract is recurring Service and Maintenance revenue, to be realized over a 6 year contract period.

### **TRaaS Sales up 13%**

Our strategic TRaaS sales for the quarter of SEK 86 (76) million was up by 13%. This recurring business equates to 55% of total sales in the quarter. The growth is mainly related to revenue from our Tasmania Police TRaaS Managed services project in Australia, which we started earlier this year.

Year to date, the total TRaaS sales amounted to SEK 259 (219) million, an increase of 18% and representing 64% of total sales. SEK 23 million, or

almost 9% of this year to date TRaaS sales comes from the Tasmanian Police Project. It's very encouraging to note that the TRaaS Managed Services business model is also resonating with customers outside the USA.

### **Deliveries to Saudi customer on track**

At the end of the second quarter we delivered 75% of the SEK 275 million contract for our unique Vehicle-in-Motion solution to our Saudi customer. Deliveries for the remaining 25% of the contract have started this quarter and we anticipate to complete these by the end of the year. With this, our Saudi customer will be the single largest user of our unique and highly effective in-vehicle speed enforcement solution. Building on the excellent customer relationship and satisfaction with our technical capabilities, we have now started the process of testing new fixed enforcement solutions, potentially adding to our business in the growing Middle East region.

### **Implementing two significant projects simultaneously**

Our order book is strong with large orders from the Swedish Trafikverket of SEK 850 million and the Dutch Public Prosecution Services. As mentioned, we were very pleased to announce that the latter has increased by 60%, from SEK 250 million to SEK 400 million. The fulfillment of both these large orders is labor intensive, involving specific development, project management and other proprietary knowledge to answer the customer enforcement needs. This competitive edge is a high barrier to entry in our market. The ultimate benefit is secured revenue for the next twelve years, giving the company a solid base line revenue. Our 65-year history of automated traffic enforcement, with solutions provided in more than 70 nations, makes us unique in our ability to meet differing customer requirements efficiently. I'm pleased to report that with all the hard work of our teams, our implementation plan is moving along as planned. The roll-out for the Dutch project has started in Q4 of this year and for the Swedish Trafikverket project will start in Q1 of 2024.



## EBITDA increase of 200%

This quarter's sales level is SEK 157 million, which is 65% more than it was in Q3 of last year. At this sales level, our EBITDA arrived this quarter at SEK 19.2 million (6.4), an improvement of nearly 200% compared to Q3 of 2022. Later on, after development work for our commercial projects is finished, we anticipate a decrease in our flexible development costs as well as stronger revenues, which will improve EBITDA, in line with our long term ambition.

## Financial guidance for 2023 reaffirmed

In order to attract more investors, the AGM voted in May of this year in favour of a 1 to 80 reverse share split. In conjunction with this event we released our financial guidance for the full year 2023 making it easier for investors to analyse the financial performance of the company. On the back of our record breaking order intake we are targeting full year 2023 revenues in the range of SEK 550-650 million and an EBITDA margin of 10-15%. In light of the restart of the deliveries to Saudi Arabia, the beginning of the deliveries for the two significant projects in Sweden and The Netherlands, the rollout of the new programs in the USA, as well as several other smaller deliveries, I reaffirm our guidance for 2023.

## Outlook

Combining 2022 and year to date 2023, we added more than SEK 2 billion to our order book. We are currently executing against these orders. This increases our costs, with revenue trailing behind to offset these against. Our profitable TRaaS business continues to grow and our strengthened team in the USA proves to be able to push our topline in this strategic market. On top, we see our new ground breaking roadside platform FLUX coming to further fruition in the market.

We therefore retain our long-term plan and ambition to, by 2025, grow our net sales to more than SEK 1 billion, of which TRaaS revenues is more than SEK 600 million. We also retain our ambition to increase our EBITDA margin to more than 15% in 2025.

**Ivo Mönnink**  
**CEO, Sensys Gatso Group**

## Financial summary

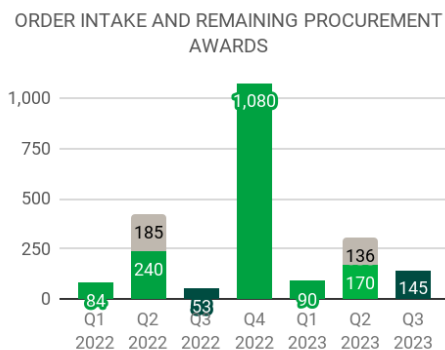
	Q3	Q3	YTD	YTD
MSEK	2023	2022	2023	2022
Net Sales	157	95	403	333
Order intake *)	145	53	405	377
Operating profit (EBITDA)	19.2	6.4	39.9	39.7
Operating profit (EBIT)	8.3	-4.2	5.3	8.6
Total Comprehensive income	-2.0	11.6	12.5	51.4
Earnings per share, before and after dilution (SEK)	0.69	-0.01	-0.20	0.00
Cash flow from operating activities	4.1	29.0	-22.9	118.8

\*) excluding Middle East remaining procurement award of MSEK 136

## Financial results Group

### Order intake

Order intake during the third quarter totaled MSEK 145 compared to MSEK 53 in the same quarter last year. In the third quarter we have signed another new program in the USA for Automated Traffic Enforcement services with a total revenue of MSEK 22 over the five years contract period. During the quarter the company received its first Purchase Order under the Dutch Procurement Award announced in the second quarter of 2022. The total value of this first purchase order amounts to approximately MSEK 60, of which MSEK 37 for delivery of enforcement systems and MSEK 23 for service and maintenance over a period of 6 years. Of the procurement award from the Middle East, amounting to MSEK 152 a purchase order of MSEK 16 was received in the quarter.

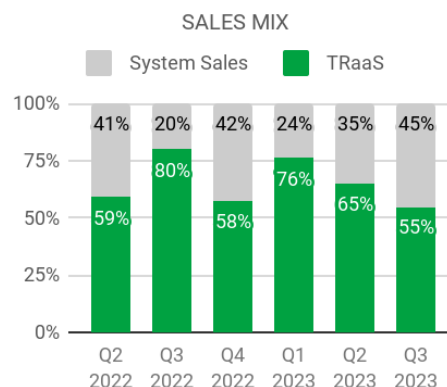
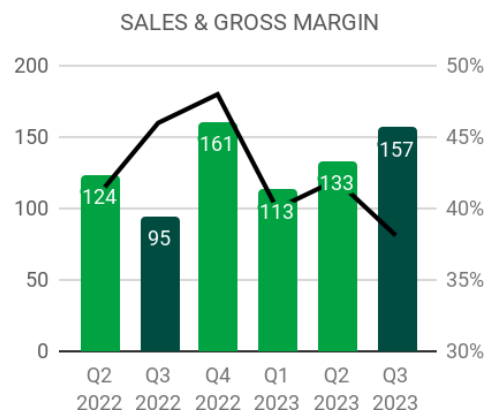


Year to date, excluding procurement awards, our order intake totals MSEK 405. From the procurement award received in the second quarter MSEK 136 remains for future purchase orders.

The order intake is driven by system sales orders from the Middle East and Netherlands and by Managed Services orders from the US market. In total we have signed in the strategic US market six new customers and we have extended one contract with an existing customer.

### Net Sales and gross margin

Net sales in the quarter amounted to MSEK 157 (95). The gross margin for the quarter was 38.1 percent (46.3). The gross margin was lower due to a higher relative one-off system sales revenue of 45% in the quarter compared to 20% in Q3 of 2022. Year to date the sales arrived at MSEK 403 (333), with a gross margin of 39.9 percent (44.0).



### TRaaS Sales

The TRaaS sales for the quarter of MSEK 86 (76) equates to 55% of total sales. Year to date TRaaS sales amounted to 64% of total sales, showing a growth in mainly Managed Services sales of 21% compared to 2022. TRaaS Managed Services includes MSEK 9.5 (0) sales from our Tasmanian Project during the third quarter. Year to date this project has contributed approximately MSEK 23 (0).

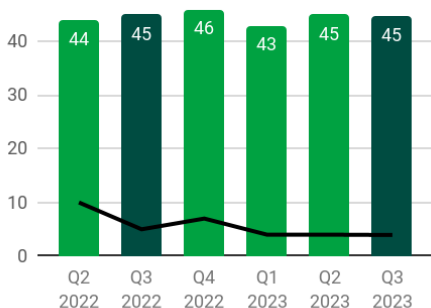
	Q3	Q3	YTD	YTD
MSEK	2023	2022	2023	2022
System Sales	71	19	144	115
TRaaS: Service & Maintenance	31	31	99	87
TRaaS: Licenses	0.9	0.8	4.4	2.3
TRaaS: Managed Services	54	45	156	129
<b>Total Sales</b>	<b>157</b>	<b>95</b>	<b>403</b>	<b>333</b>
Of which TRaaS:	86	76	259	219
TRaaS % of total Sales:	55%	80%	64%	66%

### Business segment Managed Services

The sales for the business segment Managed Services - consisting of Sensys Gatso USA and several projects in Germany - has remained stable this quarter compared to the same quarter last year at MSEK 45, excluding sales from our Tasmanian Police project to the amount of MSEK 9.5, which is accounted for in the segment System Sales.

The EBITDA for the segment, which includes costs related to development and maintenance of our TRaaS back office software for the USA, landed at MSEK 3.9 compared to approximately MSEK 4.5 in the comparative period 2022. The sales year to date amounted MSEK 132 (129).

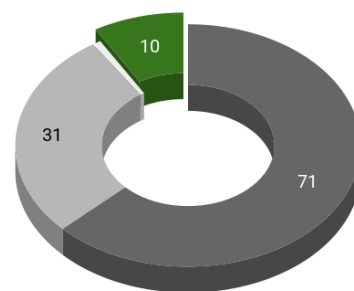
SALES & EBITDA MANAGED SERVICES (MSEK)



### Business segment System Sales

The business segment System Sales, mainly consists of our Dutch, Swedish and Australian operational companies. The Sales for the quarter amounted to MSEK 112 compared to MSEK 51 for the same quarter last year. The segment System Sales also includes TRaaS Managed Services revenues of our Australian program amounting to approximately MSEK 9.5 (0) in the quarter.

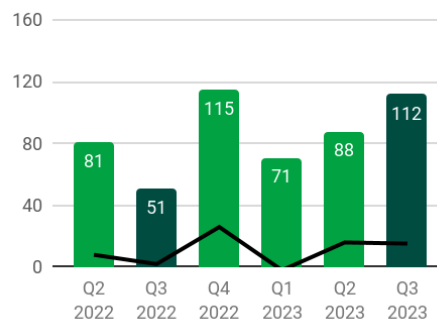
SEGMENT SYSTEM SALES Q3-2023



- System Sales
- Service & Maintenance
- Licenses
- Managed Services AUS

The EBITDA for the segment arrived at MSEK 15.3 compared to MSEK 1.9 for the same quarter last year. Year to date the sales of the segment System Sales achieved a sales of MSEK 271 (204), with an EBITDA amounting to 28.6 (13.7).

SALES & EBITDA SYSTEM SALES (MSEK)



### Sales regions

The APAC and MEA region has shown strong growth in the quarter with MSEK 78 (27) in sales. The sales is driven mainly by deliveries to our customer in Saudi Arabia, as we have continued the rollout of the Vehicle in Motion program.

MSEK	Q3	Q3	YTD	YTD
	2023	2022	2023	2022
Europe	31	24	121	75
Americas	48	44	144	127
APAC and MEA	78	27	137	131
<b>Total Sales</b>	<b>157</b>	<b>95</b>	<b>403</b>	<b>333</b>

### Operating expenses

The operating expenses for the quarter totalled MSEK 52 (53), excluding financial items. Year to date the expenses amounted to MSEK 156 (149).

### Profitability

The EBITDA in the quarter amounted to MSEK 19.2 (6.4). The operating profit (EBIT) for the quarter amounted to MSEK 8.3 (-4.2).

MSEK	Q3	Q3	YTD	YTD
	2023	2022	2023	2022
Operating profit (EBIT)	8.3	-4.2	5.3	8.6
Depreciation & Amortization	11.0	10.6	34.6	31.1
<b>Operating profit (EBITDA)</b>	<b>19.2</b>	<b>6.4</b>	<b>39.9</b>	<b>39.7</b>
Operating margin (EBITDA %)	12.2	6.7	9.9	11.9

### Translation effects

The sales in the third quarter has been positively impacted by MSEK 7.4, mainly relating to a stronger US Dollar and Australian Dollar. The impact on Profit for the period was not significant.

MSEK	2023 numbers		
	2023 FX	2022 FX*	Diff
	Q3	Q3	
Net sales	157.0	149.6	7.4
Cost of goods sold	-97.1	-92.4	-4.8
Gross profit	59.8	57.2	2.6
Costs	-51.6	-50.3	-1.2
Operating profit	8.3	6.9	1.4
Net financial items	1.1	0.6	0.5
Profit before tax	9.3	7.5	1.8
Tax	-1.4	-1.2	-0.2
Profit for the period	7.9	6.3	1.6

\*) 2022 FX: these are the 2023 numbers calculated at Q3 2022 currencies

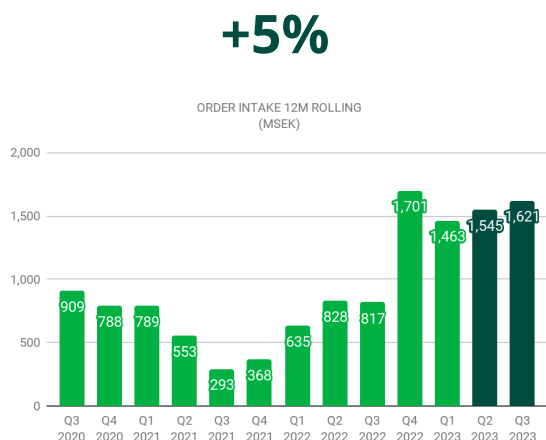
### Personnel

The average number of full-time employees was 267 (250). The number of employees at the end of the period was 299 compared to 284 at the end of 2022. The increase in employees is mainly in TRaaS managed Services employees in the USA, further strengthening and professionalizing our organisation, as well as in Australia for building up a new TRaaS Managed Services organisation.

## Rolling 12 months

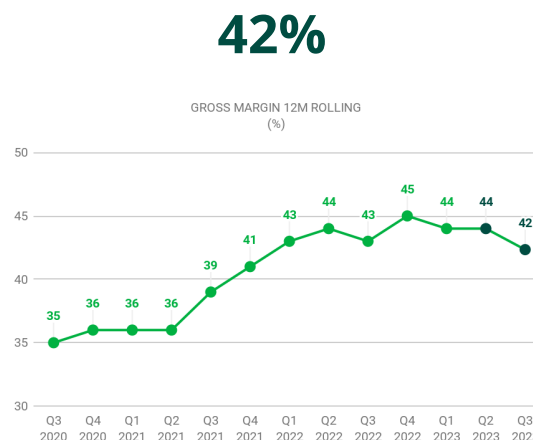
### Order intake

The 12 months rolling order intake - including procurement awards - amounted to MSEK 1,621, compared to MSEK 1,545 for the previous quarter.



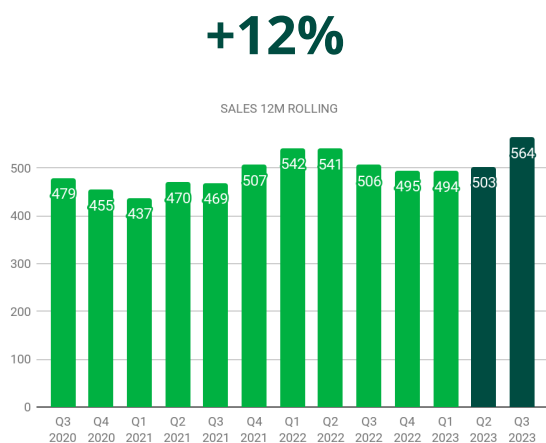
### Gross margin

The 12 months rolling gross margin has declined from 44% to 42%.



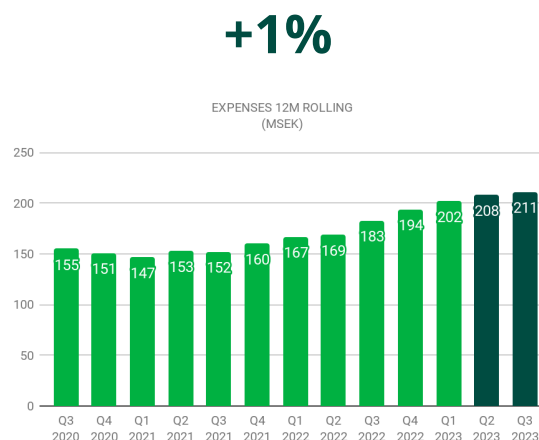
### Net sales

The 12 months rolling sales has increased compared with previous quarter 12 months rolling numbers. The sales arrived at MSEK 564 compared to MSEK 503.



### Operating Expenses

The 12 months rolling expenses have slightly increased due to increased sales and development activities. The rolling 12 months expenses totalled MSEK 211 compared to MSEK 208 in the previous quarter.

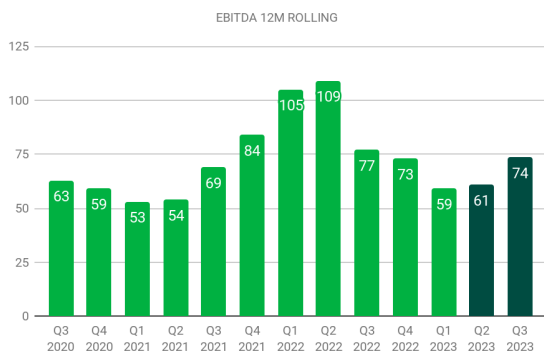




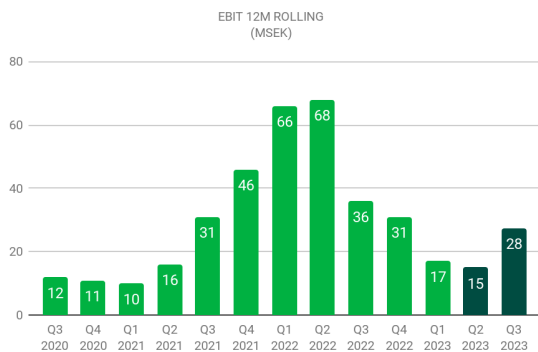
**EBITDA & EBIT**

The EBITDA for the 12 months rolling amounted to MSEK 74 compared to MSEK 61 at the end of the second quarter, an increase of 21%. The EBIT for the 12 months rolling amounted to MSEK 28 compared to MSEK 15, an increase of 87%.

**+21%**



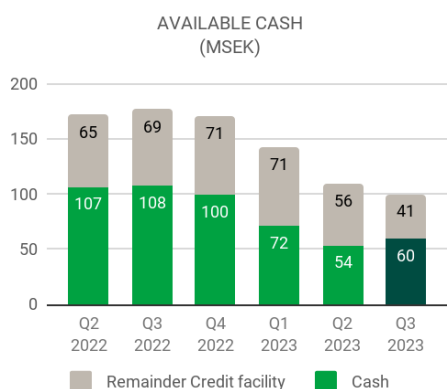
**+87%**



## Cash flow and financial position

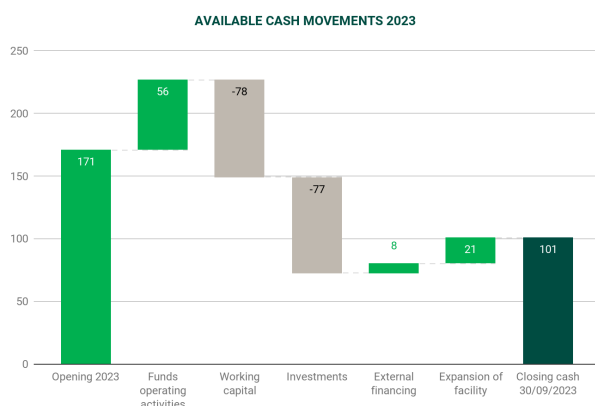
### Cash and available cash

Cash and cash equivalents at the end of the period totaled MSEK 60 (108). At the end of the period free available cash amounted to MSEK 101 (177) taking into account the total amount of remaining credit facilities amounting to MSEK 41 (69).



### Cash flow from operating activities

Year to date Sensys Gatso realized a negative cash flow from operating activities of MSEK -23 (119). Free available cash moved from MSEK 171 to MSEK 101. This movement was mainly related to building up inventory levels for system sales contracts and investments in fixed and intangible assets.



*Note: This cash flow is based on the indirect model. The indirect method uses increases and decreases in balance sheet line items to modify the operating section of the cash flow statement from the accrual method to the cash method of accounting.*

### Cash flow from investing activities

The investments in fixed assets for the quarter amounted to MSEK 28 (16), of which MSEK 19 (10) were investments in fixed assets in operations. Year to date the investments in fixed assets in operations amounted to MSEK 50 (14), which represents 65% of the total investments year to date.

MSEK	Q3 2023	Q3 2022	YTD 2023	YTD 2022
Software platforms FLUX, Xilium and Puls	7	4	21	14
Fixed assets in operations	19	10	50	14
Other intangible and tangible fixed assets	3	1	6	4
<b>Total investments</b>	<b>28</b>	<b>16</b>	<b>77</b>	<b>32</b>

### Financial position

The Group's equity at the end of the period totaled MSEK 641 (617), producing an equity/assets ratio of 69% (76). The net interest-bearing debt for the quarter ended at MSEK 94 (-29). Excluding lease liabilities, we ended the quarter at a net debt amount of MSEK 73 compared to a net cash amount of MSEK 47 last year.

MSEK	Q3 2023	Q3 2022	FY 2022
Lease liabilities	21	24	23
Bank Loans and Credit facilities	110	33	31
Shareholder loans	23	22	22
Cash and bank	-60	-108	-100
<b>Net Interest-bearing debt</b>	<b>94</b>	<b>-29</b>	<b>-24</b>
-/- Lease liabilities	-21	-24	-23
<b>Adjusted Net Interest-bearing debt</b>	<b>73</b>	<b>-53</b>	<b>-47</b>

## Significant events and other information

### Significant events after the quarter

- 2 Nov Sensys Gatso raises the revenue expectations from the Dutch procurement contract from SEK 250 million to SEK 400 million

- 19 May Sensys Gatso receives an order from Ajman for delivery of red-light enforcement systems, worth SEK 5.4 million

- 20 April Sensys Gatso receives a five-year TRaaS contract for traffic safety in Webster City worth SEK 7 million, expanding the footprint in Iowa

### Significant events during the quarter

- 31 July Number of shares and votes in Sensys Gatso Group
- 17 July Sensys Gatso receives an order from North Africa worth SEK 8,7 million
- 11 July Sensys Gatso receives a seven-year TRaaS contract for traffic safety in Bensalem worth SEK 22 million, expanding the footprint in Pennsylvania
- 3 July Share issue in Sensys Gatso Group

- 12 April Sensys Gatso intends to propose an 80:1 reverse share split to the AGM in order to attract more international investors

- 5 April Sensys Gatso receives an order from Thailand for delivery of traffic enforcement systems, worth SEK 5.6 million

- 22 March Sensys Gatso receives an order from Ecuador for delivery of Enforcement systems, worth SEK 7.4 million

- 21 March Sensys Gatso receives a seven-year TRaaS contract valued at SEK 13 million for school zone speed enforcement in Parma Heights, Ohio

- 20 March Sensys Gatso receives a five-year TRaaS contract extension valued at SEK 10 million for red light photo enforcement in Homewood, Illinois

- 27 Jan Sensys Gatso Netherlands receives a 3-year TRaaS Service and Maintenance contract in Latvia, worth SEK 10 million

- 26 Jan Sensys Gatso receives five year TRaaS contract for traffic safety in Fort Dodge IA, valued at approximately SEK 12 million

### Significant events during the previous quarters

- 30 June Number of shares and votes in Sensys Gatso Group

- 20 June Sensys Gatso Group has signed a new SEK 100 million facility agreement with Rabobank Netherlands for financing US Growth plan

- 13 June Sensys Gatso executes on its commercial strategy - releasing the financial outlook for 2023

- 12 June Sensys Gatso signed a 5-year procurement agreement in the Middle East for speed and red-light enforcement systems worth SEK 152 million

- 8 June Sensys Gatso Australia receives TRaaS enforcement as a Service (TRaaS) order for expansion of services in Tasmania to the value of SEK 26 million

- 30 May Sensys Gatso receives a seven-year red light TRaaS contract from Warrington Township, Pennsylvania USA, worth SEK 26 million

- 24 May Sensys Gatso receives a five-year red light and speed TRaaS contract from Marion, Iowa USA, worth SEK 44 million

A list of Sensys Gatso's press releases can be found on [www.sensysgatso.com](http://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.

## Sustainability

The United Nations' Sustainable Development Goals are the blueprint to achieve a better and more sustainable future for all. They address the global challenges we face, including poverty, inequality, climate change, environmental degradation, peace and justice. Sensys Gatso's everyday activities and objectives directly contribute to 2 of those goals.

These 2 goals are: number 3 - Good health and well being, and number 11 - Sustainable cities and communities.

Development Goal Number 3 is ensuring healthy lives and promoting well-being at all ages because this is considered to be essential to sustainable development. Goal Number 3.6 specifically addresses the issue of fatalities and injuries as a result of traffic crashes. It states that by 2030 the number of fatalities and injuries should be decreased by 50%.

Development Goal Number 11 is about making cities, communities and human settlements more inclusive, safe, resilient and sustainable. Today, more than half the world's population live in cities. By 2050, an estimated 7 out of 10 people will likely live in urban areas. Cities are drivers of economic growth and contribute more than 80 per cent of global GDP.

However, the urban areas also account for more than 70 per cent of global greenhouse gas emissions. If well-planned and managed, urban development can be sustainable and can generate inclusive prosperity.

Read more about how Sensys Gatso contributes to the UN's aforementioned goals in the 2022 Annual Report on page 8-13 available at [www.sensysgatso.com](http://www.sensysgatso.com).

Several global trends continued to favor Sensys Gatso, not the least the world's drive for sustainable cities, reduced environmental impacts from vehicles and the fulfillment of the UN's 2030 sustainable development goals. Making roads safer by changing human behavior in traffic is

fundamental to 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 software driven 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 save lives. However, our solutions not only help save lives by preventing road crashes – our products and services also contribute to the reduction of carbon emissions and lower pollution levels. Our customers include police and road authorities globally, as well as, to some extent, 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 add-on sales over time.



Our supply chain is European and the development and production of our systems is in part provided by third party suppliers in Sweden, and partly at our own production facility in Haarlem, the Netherlands. All together we engage approximately 10 employees in Haarlem and another 80 different suppliers in Sweden and the Netherlands. Given our European centric development model, we, as a company, are required to follow EU environmental legislations and regulations, such as WEEE and RoHS. Several global trends continued to favor Sensys Gatso, not the least the world's drive for sustainable cities, reduced environmental impacts

from vehicles and the fulfillment of the UN's 2030 sustainable development goals. This is the bigger picture, read our sustainability report in the 2022 Annual report on page 16-19 available at [www.sensysgatso.com](http://www.sensysgatso.com).

### Audit

This report has been the subject of a limited review by the Group's auditor. The review report is added on page 30.

### Invitation to a presentation

On 16 November at 10 am CET Sensys Gatso Group invites press, analysts, shareholders, and stakeholders to participate in an 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:

<https://www.sensysgatso.com>

If you wish to participate via webcast please use the link below.

<https://ir.financialhearings.com/sensys-gatso-group-q3-2023>

If you wish to participate via teleconference please register on the link below. After registration you will be provided phone numbers and a conference ID to access the conference. You can ask questions verbally via the teleconference.

<https://conference.financialhearings.com/teleconference/?id=5001836>

### For further information please contact:

Ivo Mönnink, CEO

e-mail: [i.monnick@sensysgatso.com](mailto:i.monnick@sensysgatso.com)

e-mail IR: [investors@sensysgatso.com](mailto:investors@sensysgatso.com)

Telephone: +46 36 34 29 80

*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 16 November, 2023.*

### Upcoming financial events

#### Calendar

Q4 Year-End Report January - December 2023	22 February 2024
Q1 Interim Report January - March 2024	26 April 2024
AGM	15 May 2024
Q2 Interim Report January - June 2024	23 August 2024
Q3 Interim Report January - September 2024	15 November 2024
Q4 Year-End Report January - December 2024	28 February 2025

### Declaration of the board of directors

The Board of Directors and the CEO declare that this interim 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, 16 November 2023

<b>Claes Ödman</b> Chairman of the Board	<b>Jochem Garritsen</b> Board member	<b>Pia Hofstedt</b> Board member
<b>Kerstin Sjöstrand</b> Board member	<b>Mark Talbot</b> Board member	<b>Francis Schmeer</b> Board member
<b>Ivo Mönnink</b> Chief Executive Officer		



## Financial Statements and key figures

### 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 (EBIT)	Operating profit (EBIT) as a percentage of net sales
Operating profit (EBITDA)	Operating profit (EBIT) before depreciation and amortization
Operating margin (EBITA)	Operating profit (EBITDA) as a percentage of net sales
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 <sup>1</sup>	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)
Net Operating Working Capital	(Net) Working Capital less cash and borrowings
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

## Notes

### 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 amortization. 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.

### 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 25 of the 2022 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 2022.

For more information about the accounting policies applied and definitions of key indicators, please refer to the annual report issued for 2022, which is available on the Sensys Gatso website [www.sensysgatso.com](http://www.sensysgatso.com)

### TRaaS Revenue description

TRaaS is recurring revenue from Service and Maintenance within System Sales and Managed Services. Recurring service revenues are collectively referred to as Traffic Enforcement as a Service revenues (TRaaS). The group identifies the following TRaaS revenue streams:

- » TRaaS: Service & Maintenance
- » TRaaS: Managed Services
- » TRaaS: Licenses

#### *TRaaS: Service & Maintenance*

The Group's service organization installs, commissions and maintains traffic enforcement systems and conducts services and provides support to our customers. The services and maintenance revenues are sold in conjunction with delivery of systems in contract over a longer period of time or ad hoc as service needs arise at our customers. Revenues for service and maintenance contracts are recognised over a period of time

depending on the duration of the contracts. Ad hoc services are recognized on an ongoing basis as the services are carried out.

*TRaaS: Managed Services*

The Managed Services department delivers technology, processes violations, issues citations, collects fines and delivers helpdesk support. Revenues are recognised over a period of time based on the contract duration. Typically the group has a performance obligation to deliver enforcement services. Revenues are recognised based on delivering the enforcement services and are mainly dependent on traffic volumes.

*TRaaS: Licenses*

License revenues relate to software license fees. The performance obligation is to provide the software and maintain it over a period of time. The revenues are recorded over the contract period.

## Consolidated statement of comprehensive income

	July - Sep 2023	July - Sep 2022	Jan - Sep 2023	Jan - Sep 2022	FY 2022
<b>TSEK</b>	<b>2023</b>	<b>2022</b>	<b>2023</b>	<b>2022</b>	<b>2022</b>
<b>Net sales</b>	156,974	95,364	402,849	333,267	494,575
Cost of goods sold	-97,128	-51,172	-242,153	-186,543	-269,670
<b>Gross profit</b>	<b>59,846</b>	<b>44,192</b>	<b>160,696</b>	<b>146,724</b>	<b>224,905</b>
Selling expenses	-19,265	-22,970	-60,150	-61,222	-81,703
Administrative expenses	-23,396	-19,729	-61,426	-57,275	-77,193
Development expenses	-9,141	-10,778	-34,551	-30,268	-43,934
Other operating expenses/income	210	5,105	681	10,594	8,748
<b>Operating profit</b>	<b>8,254</b>	<b>-4,180</b>	<b>5,250</b>	<b>8,553</b>	<b>30,823</b>
Net financial items	1,092	3,470	-4,839	12,332	2,255
<b>Profit before tax</b>	<b>9,346</b>	<b>-710</b>	<b>411</b>	<b>20,885</b>	<b>33,078</b>
Tax	-1,404	-4,382	-2,688	-11,023	-13,023
<b>Profit for the period</b>	<b>7,942</b>	<b>-5,092</b>	<b>-2,277</b>	<b>9,862</b>	<b>20,055</b>
				0	
Profit is attributable to owners of Sensys Gatso Group AB	8,136	-5,423	-2,192	8,077	18,556
Profit is attributable to non- controlling interest	-194	331	-85	1,785	1,499
	<b>7,942</b>	<b>-5,092</b>	<b>-2,277</b>	<b>9,862</b>	<b>20,055</b>
<b>Other comprehensive income</b>					
<i>Items that may be reclassified to profit or loss</i>					
Translation differences	-9,900	16,714	14,734	41,557	39,229
<b>Total other comprehensive income for the period, net after tax</b>	<b>-9,900</b>	<b>16,714</b>	<b>14,734</b>	<b>41,557</b>	<b>39,229</b>
<b>Total comprehensive income for the period</b>	<b>-1,958</b>	<b>11,622</b>	<b>12,457</b>	<b>51,419</b>	<b>59,284</b>
Number of shares (thousands)	11,530	921,776	11,530	921,776	921,776
Earnings per share, before and after dilution (SEK)	0.69	-0.01	-0.20	0.00	0.02

## Consolidated balance sheet

	30 Sep	30 Sep	31 Dec
TSEK	2023	2022	2022
<b>Assets</b>			
Goodwill	285,749	277,126	276,735
Customer contracts and relations	0	0	0
Brand	4,633	7,003	6,354
Product and software development	80,166	57,261	63,084
Property, plant and equipment	35,052	36,467	33,946
Fixed assets in operations	96,555	73,503	70,630
Deferred tax assets	39,980	35,982	39,916
Other non-current assets	237	259	256
Trade and other receivables	113,913	57,480	67,449
Inventories and work in progress	123,294	94,644	85,177
Other current assets	90,858	62,566	84,986
Cash and bank balances	59,856	107,803	99,718
<b>Total assets</b>	<b>930,293</b>	<b>810,094</b>	<b>828,251</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity	640,883	617,269	626,068
Long-term Lease liabilities	11,559	15,548	12,096
Long-term Bank loans	47,372	24,143	21,982
Long-term Liabilities towards shareholders	22,985	21,835	22,257
Warranty Provision	10,543	10,220	9,207
Deferred tax liabilities	8,508	2,544	9,451
Short-term Lease liabilities	9,188	8,595	10,497
Short-term Bank liabilities	62,769	8,921	8,843
Short-term liabilities towards shareholders	0	0	0
Trade and other payables	44,974	23,925	20,392
Other current interest-free liabilities	71,512	77,094	87,458
<b>Total shareholders' equity and liabilities</b>	<b>930,293</b>	<b>810,094</b>	<b>828,251</b>



## Consolidated statement of changes in equity

	July - Sep	July - Sep	Jan - Sep	Jan - Sep	FY
TSEK	2023	2022	2023	2022	2022
<b>Beginning of period</b>	<b>642,055</b>	<b>604,614</b>	<b>626,068</b>	<b>561,803</b>	<b>561,803</b>
New share issue	0	0	0	0	0
Share issue costs (net after tax effect)	0	0	0	0	0
Stock related costs	786	1,033	2,358	3,183	4,981
<i>Comprehensive income</i>					
Net profit for the period	8,136	-5,423	-2,192	8,077	18,556
Minority interest in subsidiaries	-194	331	-85	1,785	1,499
Translation differences	-9,900	16,714	14,734	42,421	39,229
<b>Total comprehensive income for the period</b>	<b>-1,958</b>	<b>11,622</b>	<b>12,457</b>	<b>52,283</b>	<b>59,284</b>
<b>End of period</b>	<b>640,883</b>	<b>617,269</b>	<b>640,883</b>	<b>617,269</b>	<b>626,068</b>

## Consolidated cash flow statement

	July - Sep 2023	July - Sep 2022	Jan - Sep 2023	Jan - Sep 2022	FY 2022
<b>TSEK</b>	<b>2023</b>	<b>2022</b>	<b>2023</b>	<b>2022</b>	<b>2022</b>
<b>Operating profit</b>	<b>8,254</b>	<b>-4,180</b>	<b>5,250</b>	<b>8,553</b>	<b>30,823</b>
Items with no effect on cash flow	17,065	9,373	38,872	30,543	40,900
Financial items	10,282	8,172	18,424	10,036	1,646
Tax paid/received	-1,886	-1,884	-6,199	-3,277	-12,099
<b>Funds contributing from operating activities</b>	<b>33,715</b>	<b>11,481</b>	<b>56,347</b>	<b>45,855</b>	<b>61,270</b>
Change in working capital	-29,580	17,525	-79,294	72,960	64,280
<b>Cash flow from operating activities</b>	<b>4,135</b>	<b>29,006</b>	<b>-22,947</b>	<b>118,815</b>	<b>125,550</b>
Cash flow from investing activities	-27,872	-15,619	-76,884	-31,786	-45,008
	<b>-23,737</b>	<b>13,387</b>	<b>-99,831</b>	<b>87,029</b>	<b>80,542</b>
<b>Financing activities</b>					
New share issue minus cost			0	0	0
Loan movements	22,085	-2,014	17,789	-5,987	-2,886
Lease payments (IFRS16)	-3,315	-2,830	-9,752	-8,201	-11,136
Repayment/usage of credit facilities	12,672	539	53,926	-32,189	-32,267
Repayment of loan to shareholders	0	0	0	-8,888	-8,888
<b>Change in cash and bank balances</b>	<b>7,705</b>	<b>194</b>	<b>-37,868</b>	<b>31,764</b>	<b>25,365</b>
Liquid funds at the beginning of the period	54,412	107,149	99,718	72,463	72,463
Translation differences in liquid funds	-2,262	460	-1,993	3,576	1,890
<b>Closing cash and cash equivalents</b>	<b>59,855</b>	<b>107,803</b>	<b>59,855</b>	<b>107,803</b>	<b>99,718</b>

## Consolidated Segment report

TSEK	July - Sep 2023			Jul - Sep 2022		
	System Sales	Managed Service	Total	System Sales	Managed Service	Total
Total Net sales per business segment	112,954	47,409	160,363	51,670	47,442	99,112
Inter-segment transactions	-791	-2,598	-3,389	-997	-2,752	-3,749
<b>Total Net Sales</b>	<b>112,163</b>	<b>44,811</b>	<b>156,974</b>	<b>50,673</b>	<b>44,690</b>	<b>95,364</b>
<b>EBITDA</b>	<b>15,262</b>	<b>3,942</b>	<b>19,204</b>	<b>1,878</b>	<b>4,502</b>	<b>6,380</b>
Depreciation and amortization	-4,616	-6,334	-10,950	-5,766	-4,794	-10,560
<b>Operating Profit</b>	<b>10,646</b>	<b>-2,392</b>	<b>8,254</b>	<b>-3,888</b>	<b>-292</b>	<b>-4,180</b>
Net financial items			1,092			3,470
<b>Profit before tax</b>			<b>9,346</b>			<b>-710</b>
Tax			-1,404			-4,382
<b>Profit for the period</b>			<b>7,942</b>			<b>-5,092</b>

### Managed Services

TSEK	July - Sep	July - Sep	Jan - Sep	Jan - Sep	FY
	2023	2022	2023	2022	2022
Total Net sales per business segment	47,409	47,442	140,184	133,328	130,287
Inter-segment transactions	-2,598	-2,752	-7,898	-4,231	-942
<b>Total Net Sales</b>	<b>44,811</b>	<b>44,690</b>	<b>132,286</b>	<b>129,097</b>	<b>129,345</b>
<b>EBITDA</b>	<b>3,942</b>	<b>4,502</b>	11,269	<b>25,975</b>	<b>27,051</b>
Depreciation and amortization	-6,334	-4,794	-20,334	-16,524	-17,800
<b>Operating Profit</b>	<b>-2,392</b>	<b>-292</b>	<b>-9,065</b>	<b>9,451</b>	<b>9,251</b>

### System Sales

TSEK	July - Sep	July - Sep	Jan - Sep	Jan - Sep	FY
	2023	2022	2023	2022	2022
Total Net sales per business segment	112,954	51,670	294,790	204,298	387,428
Inter-segment transactions	-791	-997	-24,226	-128	-9,984
<b>Total Net Sales</b>	<b>112,163</b>	<b>50,673</b>	<b>270,564</b>	<b>204,170</b>	<b>377,444</b>
<b>EBITDA</b>	<b>15,262</b>	<b>1,878</b>	<b>28,597</b>	<b>13,724</b>	<b>56,451</b>
Depreciation and amortization	-4,616	-5,766	-14,282	-14,622	-19,794
<b>Operating Profit</b>	<b>10,646</b>	<b>-3,888</b>	<b>14,315</b>	<b>-898</b>	<b>36,657</b>

## Consolidated key indicators

	July - Sep	July - Sep	Jan - Sep	Jan - Sep	FY
TSEK	2023	2022	2023	2022	2022
Net sales	156,974	95,364	402,849	333,267	494,575
Order intake	145,374	53,380	405,466	376,599	1,456,104
Gross margin (%)	38.1	46.3	39.9	44.0	45.5
Operating profit (EBIT)	8,254	-4,180	5,250	8,553	30,823
Operating margin (EBIT %)	5.3	Neg	1.3	2.6	6.2
Operating profit (EBITDA)	19,204	6,380	39,866	39,699	73,344
Profit for the period	7,942	-5,092	-2,277	9,862	20,055
Earnings per share, before and after dilution (SEK)	0.69	-0.01	-0.20	0.00	0.02
Cash flow from operations	4,135	29,006	-22,947	118,815	125,550

## Consolidated EBITDA

	July - Sep	July - Sep	Jan - Sep	Jan - Sep	FY
TSEK	2023	2022	2023	2022	2022
Operating profit (EBIT)	8,254	-4,180	5,250	8,553	30,823
Depreciation tangible and intangible fixed assets	10,065	9,218	30,093	26,886	36,966
Amortization of acquired intangible assets	885	1,342	4,523	4,260	5,555
<b>Operating profit (EBITDA)</b>	<b>19,204</b>	<b>6,380</b>	<b>39,866</b>	<b>39,699</b>	<b>73,344</b>
<b>Operating margin (EBITDA %)</b>	<b>12.2</b>	<b>6.7</b>	<b>9.9</b>	<b>11.9</b>	<b>14.8</b>

## Parent company statement of comprehensive income

	July - Sep 2023	July - Sep 2022	Jan - Sep 2023	Jan - Sep 2022	FY 2022
<b>TSEK</b>	<b>2023</b>	<b>2022</b>	<b>2023</b>	<b>2022</b>	<b>2022</b>
Other sales	4,590	7,382	17,805	18,504	24,647
Cost of goods sold	0		0	0	0
<b>Gross profit</b>	<b>4,590</b>	<b>7,382</b>	<b>17,805</b>	<b>18,504</b>	<b>24,647</b>
Selling expenses		0	0	0	0
Administrative expenses	-8,590	-10,596	-28,056	-26,194	-35,443
Development expenses	0	0	0	0	0
Other operating expenses/income	0	0	0	0	0
<b>Operating profit</b>	<b>-4,000</b>	<b>-3,214</b>	<b>-10,251</b>	<b>-7,690</b>	<b>-10,796</b>
Net financial items	312	173	2,705	2,419	3,405
<b>Profit before tax</b>	<b>-3,688</b>	<b>-3,041</b>	<b>-7,546</b>	<b>-5,271</b>	<b>-7,391</b>
Tax	0	0	0	0	0
<b>Profit for the period/Comprehensive income for the period</b>	<b>-3,688</b>	<b>-3,041</b>	<b>-7,546</b>	<b>-5,271</b>	<b>-7,391</b>



## Parent company balance sheet

	30 Sep	30 Sep	31 Dec
TSEK	2023	2022	2022
Product and software development	55,717	41,785	45,535
Shares in subsidiaries	421,308	418,834	419,886
Deferred tax assets	16,384	16,384	16,384
Receivables from Group	42,192	51,784	55,206
Other current assets	3,476	4,207	2,363
Cash and bank balances	21,771	38,197	30,379
<b>Total assets</b>	<b>560,848</b>	<b>571,191</b>	<b>569,753</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity	554,017	559,564	559,204
Long-term Bank loans	0	0	0
Long-term liabilities towards shareholders	0	0	0
Short-term Bank liabilities	0	0	0
Short-term liabilities towards shareholder	0	0	0
Trade and other payables	1,862	7,029	3,247
Trade and other payables from Group	2,056	0	2,792
Other current interest-free liabilities	2,913	4,598	4,510
<b>Total shareholders' equity and liabilities</b>	<b>560,848</b>	<b>571,191</b>	<b>569,753</b>

## Parent company statement of changes in shareholders equity

TSEK	July - Sep 2023	July - Sep 2022	Jan - Sep 2023	Jan - Sep 2022	FY 2022
<b>Beginning of period</b>	<b>556,919</b>	<b>561,534</b>	<b>559,204</b>	<b>561,614</b>	<b>561,614</b>
New share issue, net	0	0	0	0	0
Share issue costs (net after tax effect)	0	0	0	0	0
Other movements	0	0	0	0	0
Profit for the period/Comprehensive income for the period	-3,688	-3,041	-7,546	-5,271	-7,391
Stock related remuneration	786	1,071	2,359	3,221	4,981
<b>End of period</b>	<b>554,017</b>	<b>559,564</b>	<b>554,017</b>	<b>559,564</b>	<b>559,204</b>

## Quarterly data

### Consolidated statement of income

	2023			2022			2021		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	
<b>Net sales</b>	156,974	132,642	113,233	161,308	95,364	124,498	113,405	172,512	
Cost of goods sold	-97,128	-77,087	-67,938	-83,127	-51,172	-73,466	-61,905	-100,710	
<b>Gross profit</b>	<b>59,846</b>	<b>55,555</b>	<b>45,295</b>	<b>78,181</b>	<b>44,192</b>	<b>51,032</b>	<b>51,500</b>	<b>71,802</b>	
Costs	-51,592	-50,002	-53,852	-55,911	-48,372	-43,901	-45,898	-44,558	
<b>Operating profit</b>	<b>8,254</b>	<b>5,553</b>	<b>-8,557</b>	<b>22,270</b>	<b>-4,180</b>	<b>7,131</b>	<b>5,602</b>	<b>27,244</b>	
Net financial items	1,092	1,045	-6,976	-10,077	3,470	5,068	3,794	263	
<b>Profit before tax</b>	<b>9,346</b>	<b>6,598</b>	<b>-15,533</b>	<b>12,193</b>	<b>-710</b>	<b>12,199</b>	<b>9,396</b>	<b>27,507</b>	
Tax	-1,404	-2,888	1,604	-2,000	-4,382	-3,681	-2,960	-8,519	
<b>Profit for the period</b>	<b>7,942</b>	<b>3,710</b>	<b>-13,929</b>	<b>10,193</b>	<b>-5,092</b>	<b>8,518</b>	<b>6,436</b>	<b>18,988</b>	

### Consolidated key indicators and other information

TSEK	2023			2022			2021		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	
Operating margin (%)	5.26	4.19	-7.56	13.81	-4.38	5.73	4.94	15.79	
Gross margin (%)	38.12	41.88	40.00	48.47	46.34	40.99	45.41	41.62	
Profit margin (%)	5.06	2.80	-12.30	6.32	-5.34	6.84	5.68	11.01	
Equity per share (SEK)	55.58	55.72	0.67	0.68	0.67	0.66	0.62	0.61	
Cash flow per share (SEK)	0.36	-1.67	-0.01	0.01	0.03	0.03	0.06	0.01	
Number of employees	299	301	294	284	276	256	253	263	
No. of outstanding shares (thousands)	11,530	11,522	921,776	921,776	921,776	921,776	921,776	921,776	
Equity/assets ratio (%)	68.89	71.92	75.39	75.59	76.20	75.75	73.78	70.45	
Order intake (SEK thousands)	145,374	170,122	89,970	1,079,505	53,380	239,692	83,527	195,358	

## Consolidated segment data

	2023			2022			2021	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
<b>Order intake</b>								
System Sales	123,374	93,122	54,970	952,005	53,380	95,692	57,127	44,358
Managed Services	22,000	77,000	35,000	127,500	0	144,000	26,400	151,000
	<b>145,374</b>	<b>170,122</b>	<b>89,970</b>	<b>1,079,505</b>	<b>53,380</b>	<b>239,692</b>	<b>83,527</b>	<b>195,358</b>

	2023			2022			2021	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
<b>Net sales</b>								
System Sales	112,163	87,825	70,574	115,097	50,674	80,520	72,978	133,802
Managed Services	44,811	44,816	42,659	46,211	44,690	43,978	40,427	38,710
	<b>156,974</b>	<b>132,641</b>	<b>113,233</b>	<b>161,308</b>	<b>95,364</b>	<b>124,498</b>	<b>113,405</b>	<b>172,512</b>

	2023			2022			2021	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
<b>EBITDA</b>								
System Sales	15,262	15,617	-2,281	26,220	1,668	7,629	4,208	24,966
Managed Services	3,942	3,567	3,759	7,425	4,502	10,029	11,453	12,538
	<b>19,204</b>	<b>19,184</b>	<b>1,478</b>	<b>33,645</b>	<b>6,170</b>	<b>17,658</b>	<b>15,661</b>	<b>37,504</b>

## The Sensys Gatso share

The number of shares at the end of the period amounted to 11,530,358 (921,776,405). The change in number of shares is a result of the 1: 80 reversed share split as resolved by the AGM on May 15th 2023.

The table below shows the ten largest shareholders in the Company as per the end of September, 2023. The family office that founded Gatso, which was acquired by Sensys Traffic AB in 2015, is the company's largest shareholder with 17% (BNP). (Source Euroclear).

#	Shareholder	Number of shares	Proportion of share capital/ Votes%
1	BNP PARIBAS SA PARIS, W8IMY (GC)	2,055,351	17.8
2	AVANZA PENSION	493,261	4.3
3	NORDNET PENSIONS FÖRSÄKRING AB	434,306	3.8
4	WALL, PER ANDERS CURT	287,500	2.5
5	BERGSTRAND, INGER	258,248	2.2
6	FUTUR PENSION	242,358	2.1
7	HANDELSBANKEN FONDER	192,542	1.7
8	MELLGREN, CLAES	117,442	1.0
9	HAMBERG, KARL PETER GUDMUND	110,000	0.9
10	DAHLIN, LARS	98,176	0.8

#	Country	Proportion of share capital/ Votes%
1	Sweden	75.3
2	Netherlands	17.9
3	Denmark	1.5
4	United states	1.3
5	Finland	1.0
6	Other	3.0
		<b>100.0</b>



# Purpose, Vision and Strategy

## Our Purpose

People make mistakes.  
 And those mistakes have consequences.  
 Dramatic consequences.  
 Each day, over 3,500 people die. Not through  
 sickness or old age.  
 But through traffic crashes.

We battle this each day.  
 A battle against overconfidence and acceptance.  
 We are all excellent drivers. In our minds.  
 Until we actually get behind the wheel and drive.  
 A traffic accident? It happens.  
 It's part of driving in traffic.

No.  
 We refuse to accept this.  
 It's our calling to come up with solutions.  
 This is why Gatso refused to accept human  
 measurement errors.  
 And why Sensys fought against the idea that traffic  
 victims are just the reality of sharing the road.

A combination of these strengths was clearly  
 meant to be. And so Sensys Gatso was born.  
 With a joint mission to improve traffic behavior.  
 Through intelligent, effective, and reliable  
 enforcement.  
 All around the world.

From clear violation recording to sending out the  
 fine.  
 And from tailor-made products to five star  
 maintenance.  
 With our unique software at the heart of it all.

This is how we've made traffic enforcement a  
 service.  
 And how we always create the best solutions for  
 our customers.  
 Sensys Gatso. Making traffic safer.

## Our Vision

Our vision is to be an innovator in traffic  
 management by providing software and services  
 for a safer and more sustainable environment.

## Our Strategy

Sensys Gatso's long-term four-pillar strategy is  
 focused on profitable growth:

- ❖ Expansion in the US-market with TRaaS
- ❖ Entry into new markets with TRaaS
- ❖ Developing scalable software & flexible hardware
- ❖ Extension of the service scope in existing markets

## Our long-term financial goals for 2025

- ❖ Total net sales >1 000 MSEK
- ❖ of which TRaaS recurring revenues >600 MSEK
- ❖ EBITDA-margin >15%

### Sensys Gatso Group AB

Office address Vasavägen 3c,  
 SE-554 54 Jönköping  
 Postal address Box 2174,  
 SE-550 02 Jönköping  
 Sweden

T +46 36 34 29 80

F +46 36 12 56 99

info@sensysgatso.com

www.sensysgatso.com

Registered No 556215-4459

VAT NO SE556215445901

Registered Office Jönköping



## AUDITOR'S REPORT ON REVIEW OF INTERIM REPORT

To the Board of Directors of Sensys Gatso Group AB (publ.), reg.nr. 556215-4459

### *Introduction*

We have reviewed the condensed interim financial information (interim report) for Sensys Gatso Group AB (publ.) as of September 30, 2023 and the nine-month period which ended on this date. The Board of Directors and the CEO are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

### *Scope of review*

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*. A review of interim report consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### *Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm date as per digital signature

BDO Mälardalen AB

Johan Pharmanson  
*Authorized Public Accountant*