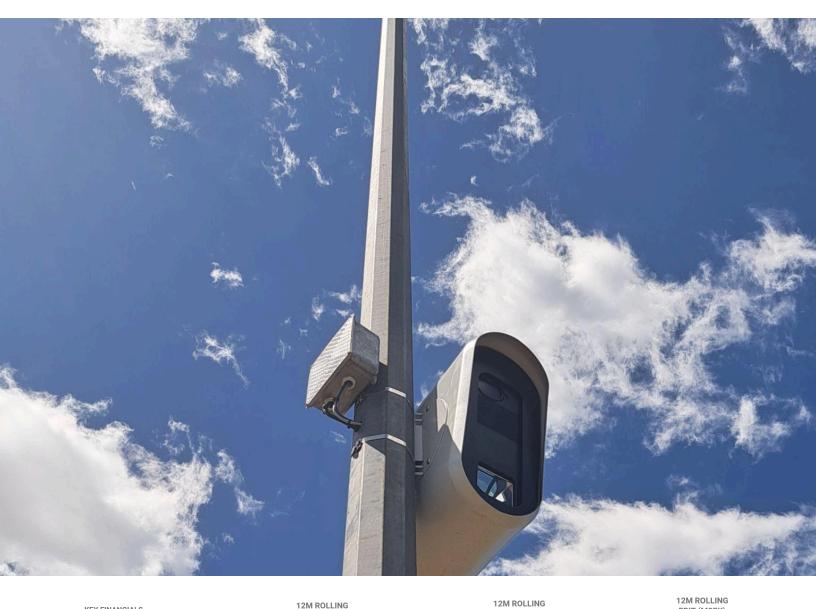
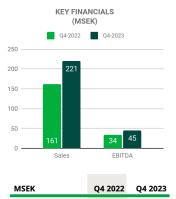
Sensys Gatso Group AB Year End Report October - December 2023

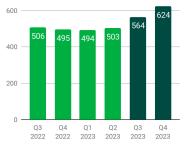




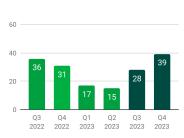




12M ROLLING SALES (MSEK)



EBITDA (MSEK) 125 100 75 50 25 0 Q3 2022 Q4 Q1 Q2 Q3 Q4 2022 2023 2023 2023 2023 12M ROLLING EBIT (MSEK)







* including MSEK 850 TrV order



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Comments from the CEO

Delivering on our financial guidance

On the back of our record breaking order intake in 2022, we targeted full year 2023 revenues in the range of SEK 550-650 million and an EBITDA margin of 10-15%. With completion of the deliveries to Saudi Arabia, the rollout of the new TRaaS programs in the USA, as well as several other smaller deliveries, I am proud that we delivered on the high end of our guidance. Revenues arrived at MSEK 623 and our EBITDA margin landed at 14%. With SEK 1,2 Bn of two large contracts in our home markets still in our backlog and strong sales performance in the USA we are on track to meet our

Backlog in homemarkets MSEK 1,200

2025 ambition.

Order intake and procurement awards during the fourth quarter came in at MSEK 212 compared to MSEK 1,080 in Q4 2022. The latter was an extraordinary quarter since it included the largest order in the industry from our Swedish customer, worth MSEK 850. In this guarter we have also been awarded an additional MSEK 150 from our Dutch customer, raising the contract value to MSEK 400. The combined value of these two large contracts in our home markets Sweden and The Netherlands is MSEK 1,250. We have just started our first system deliveries against these contracts. The remaining backlog is MSEK 1,200. Overall, our order intake in previous quarters including new TRaaS contracts provides for solid revenue generation in the coming years.

TRaaS revenue up 12%

Our TRaaS revenue for the quarter of SEK 104 (93) million was up by 12%. This recurring business equates to 47% of total sales in the quarter. The growth is mainly related to our US TRaaS Managed Services business and revenue from our Tasmania Police project in Australia, which we started earlier this year. For the full year 2023, the total TRaaS sales amounted to SEK 363 (312) million, an increase of 16% and representing 58% of total sales. Our Tasmania Police project has contributed SEK 34 (9) million, or 10% to our TRaaS sales.

USA is driving recurring revenue growth

The main contributor to our recurring business is our TRaaS Managed Services business in the US market. This quarter it grew by 27% to SEK 71 (56) million. For the full year 2023 we realised a growth of 22% to SEK 226 (185) million. And we continue on our growth path in this strategic market for us. In the first two months of 2024 we have seen a high level of commercial activity in the USA. Our sales team signed no less than six new contracts of which four contract renewals, including expansions and two new cities in the state of Iowa. The combined value of these contracts is SEK 150 million. With this high commercial activity level we are steadily creating recurring revenue growth and we are gaining market share in the USA.



Deliveries to Saudi customer completed

As anticipated, we have delivered this quarter the remaining 25% of the SEK 275 million contract for our unique Vehicle-in-Motion solution to our Saudi customer. Building on the excellent customer relationship and satisfaction with our technical capabilities, we are in discussions with our customer to potentially introduce new enforcement solutions and a service level agreement to maintain the installed base.

Balanced global revenue distribution

Sensys Gatso is a European company with a global reach and a balanced sales mix. In 2023 Americas represented 33% of revenue, Europe 25% and APAC/MEA 42%. Our business is built on trust and relationships with Road Safety governmental customers in more than 70 countries. We have a



close relationship with our customers and together we customize solutions to meet local legal requirements. Through this we develop long term relationships, often resulting in add-on sales over time.

Ghana project progressing

In December 2022, we signed, through a 40% joint venture share in Nationwide Traffic Management & Enforcement Ltd (NTMEL), an eleven year contract with the Government of Ghana. Our assignment is to Design, Build, Finance, Operate and Maintain a nationwide road safety program. The total revenue for the JV is expected to be around MSEK 800 over the eleven year contract period. We are making good progress with the roll-out of the project and we expect first test citations to be sent out in the first half of 2024. In our financial reporting we show results from the project as results from JV's.

European development and supply chain

Our software development is at the core of Sensys Gatso's business model and our teams are predominantly in Europe. The hardware design, 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. This means that we are not dependent on deliveries from Asia. Given our European centric development model, Sensys Gatso is required to meet EU environmental legislations and regulations.

EBITDA increase of 35%

Compared to Q4 last year, we see this quarter a SEK 221 million sales level which is 37% higher than last year. At this sales level, our EBITDA arrived this quarter at SEK 45 million (34), an improvement of 35% compared to Q4 of 2022. At 21%, our EBITDA margin in this quarter is ahead of our 2025 ambition of more than 15%. For the full year 2023 we realised an EBITDA margin of 14%, slightly below our 2025 ambition.

Outlook

Our order book is strong with a revenue backlog of SEK 1.2 Bn from two large contracts in our home markets Sweden and Netherlands. 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 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.

lvo Mönnink CEO, Sensys Gatso Group

Financial summary

	Q4	Q4	YTD	YTD
MSEK	2023	2022	2023	2022
Net Sales	221	161	624	495
Order intake and Procurement Awards	212	1,080	618	1,456
Operating profit (EBITDA)	45.4	33.6	85.3	73.3
Operating profit (EBIT)	34.0	22.3	39.3	30.8
Total Comprehensive income	-3.7	7.3	8.7	58.8
Earnings per share, before and after				
dilution (SEK)	1.31	0.01	1.12	0.00
Cash flow from operating activities	4.6	6.7	-18.3	125.6

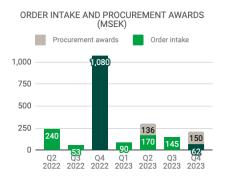


Financial results Group

Order intake and procurement awards

Order intake and procurement awards during the fourth quarter totaled MSEK 212 compared to MSEK 1,080 in Q4 2022 which included the biggest order in the industry from the Swedish customer worth MSEK 850. The rollout of the systems will commence in 2024 and therefore the Swedish contract from previous years is still in our order backlog.

During this quarter we have updated our estimated contract value relating to the Dutch Tender that was announced for MSEK 250 in the first quarter of 2022. The updated estimated value amounts to MSEK 400, an increase of MSEK 150.



Net Sales and gross margin

Net sales in the quarter amounted to MSEK 221 (161). The gross margin for the quarter was 41.6 percent (48.5). The gross margin was lower due to a higher relative one-off system sales revenue of 54% in the quarter compared to 42% in Q4 of 2022. Year to date the sales arrived at MSEK 624 (495), with a gross margin of 40.5 percent (45.5).





TRaaS Sales

The TRaaS sales for the quarter of MSEK 104 (93) equates to 47% of total sales. Year to date TRaaS sales amounted to 58% of total sales, showing a growth in mainly Managed Services sales of 22% compared to 2022.

TRaaS Managed Services includes MSEK 11 (9) sales from our Tasmanian Project during the fourth quarter. Year to date this project has contributed approximately MSEK 34 (9).

	Q4	Q4	YTD	YTD
MSEK	2023	2022	2023	2022
System Sales	117	68	260	183
TRaaS: Service &				
Maintenance	31	36	130	123
TRaaS: Licences	2.7	1.8	7.1	4.1
TRaaS: Managed				
Services	71	56	226	185
Total Sales	221	161	624	495
Of which TRaaS:	104	93	363	312
TRaaS % of total Sales:	47%	58%	58%	63%



Business segment Managed Services

TRaaS Managed Services amounted to MSEK 71 in the quarter, consisting of MSEK 60 relating to the segment Managed Services and MSEK 11 to the Australian Managed Services project accounted for under the segment System Sales. The sales for the business segment Managed Services - consisting of Sensys Gatso USA and several projects in Germany - has increased during the quarter to MSEK 60 compared to the same quarter last year at MSEK 46. The increase of sales is caused by increased volume in this fourth quarter and the start-up of several new customers.



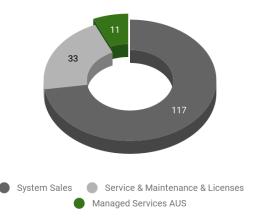
The EBITDA for the segment, which includes costs related to development and maintenance of our TRaaS back office software for the USA, landed at MSEK 15.0 compared to approximately MSEK 7.4 in the comparative period 2022. The sales year to date amounted MSEK 192 (175), with an EBITDA amounting to 26.3 (33.4)



Business segment System Sales

The business segment System Sales, mainly consists of our Dutch, Swedish and Australian operational companies. The Sales of the segment, consisting of System Sales, Service & Maintenance and Licences, amounted to total MSEK 161 compared to MSEK 115 for the same quarter last year. The segment System Sales also includes TRaaS Managed Services revenues of our Australian program amounting to approximately MSEK 11 (9) in the quarter.

SEGMENT SYSTEM SALES Q4-2023



The EBITDA for the segment arrived at MSEK 30.4 compared to MSEK 26.2 for the same quarter last year. Year to date the sales of the segment System Sales achieved a sales of MSEK 431 (319), with an EBITDA amounting to 59.0 (39.9).





Sales regions

The APAC and MEA region has shown strong growth in the quarter with MSEK 122 (33) in sales. The sales in the region APAC and MEA is driven by deliveries to our customer in Saudi Arabia. We have completed the rollout of the full project in the fourth quarter.

The sales in Europe are slightly lower, as we are in the rollout phase of the Swedish and Dutch Tender, which have yet to come up to full speed. The higher sales in the Americas in 2022 is related to system sales activities in predominantly Ecuador. The sales in the United States have increased as can be seen in the segment reporting.

	Q4	Q4	YTD	YTD
MSEK	2023	2022	2023	2022
Europe	34	49	155	123
Americas	65	80	209	207
APAC and MEA	122	33	260	164
Total Sales	221	161	624	495

Operating expenses

The operating expenses for the quarter totalled MSEK 58 (54), excluding financial items. Year to date the expenses amounted to MSEK 214 (203).

Profitability

The EBITDA in the quarter amounted to MSEK 45.4 (33.6). The operating profit (EBIT) for the quarter amounted to MSEK 34.0 (22.3).

For the year 2023, the EBITDA amounted to MSEK 85.3, compared to MSEK 73.3 in 2022. Operating profit (EBIT) arrived at MSEK 39.3 (30.8). The EBITDA margin closed at 13.7 percent compared to 14.8 percent for the year 2022.

	Q4	Q4	YTD	YTD
MSEK	2023	2022	2023	2022
Operating profit (EBIT)	34.0	22.3	39.3	30.8
Depreciation &				
Amortisation	11.4	11.4	46.0	42.5
Operating profit				
(EBITDA)	45.4	33.6	85.3	73.3
Operating margin				
(EBITDA %)	20.6	20.9	13.7	14.8

Translation effects

The sales in the fourth quarter has been positively impacted by MSEK 17, mainly relating to a stronger US Dollar and Australian Dollar. The impact on Profit for the period was not significant.

	2023 numbers			
	2023 FX	2022 FX*		
MSEK	Q4	Q4	Diff	
Net sales	220.7	203.7	17.0	
Cost of goods sold	-128.9	-118.2	-10.7	
Gross profit	91.8	85.5	6.3	
Costs	-57.8	-52.9	-4.9	
Operating profit	34.0	32.7	1.3	
Net financial items	-9.9	-10.8	0.9	
Result Joint Ventures	-1.6	0.0	0.0	
Profit before tax	22.5	21.1	1.4	
Тах	-7.4	-7.2	-0.2	
Profit for the period	15.2	13.9	1.2	

*) 2022 FX: these are the 2023 numbers calculated at Q4 2022 currencies

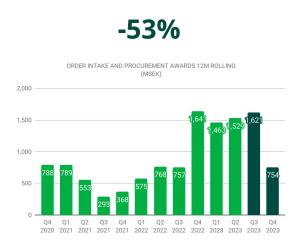
Personnel

The average number of full-time employees was 273 (258). The number of employees at the end of the period was 302 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 professionalising our organisation, as well as in Australia for building up a new TRaaS Managed Services organisation.



Rolling 12 months

Order intake and Procurement Awards The 12 months rolling order intake - including procurement awards - amounted to MSEK 754 compared to MSEK 1,621 for the previous quarter.



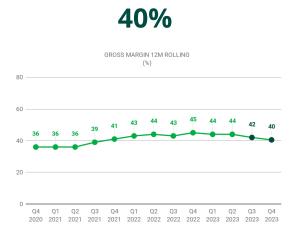
Net sales

The 12 months rolling sales has increased compared with previous quarter 12 months rolling numbers. The sales arrived at MSEK 624 compared to MSEK 564.

+11%

Gross margin

The 12 months rolling gross margin has declined from 42% to 40%.



Operating Expenses

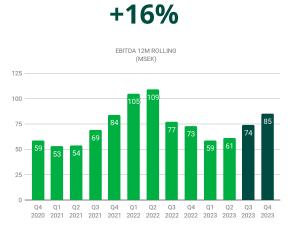
The 12 months rolling expenses have been stable totalling MSEK 213 compared to MSEK 211 in the previous quarter.



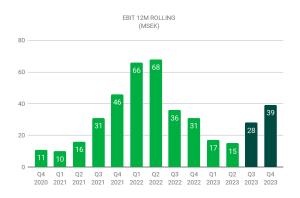


EBITDA & EBIT

The EBITDA for the 12 months rolling amounted to MSEK 85 compared to MSEK 74 at the end of the third quarter, an increase of 16%. The EBIT for the 12 months rolling amounted to MSEK 39 compared to MSEK 28, an increase of 39%.



+39%

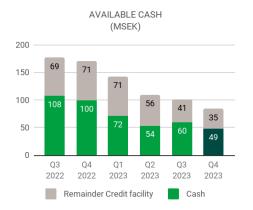




Cash flow and financial position

Cash and available cash

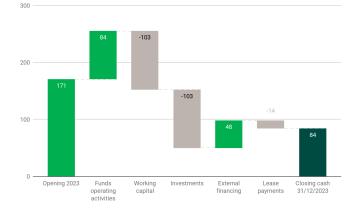
Cash and cash equivalents at the end of the period totaled MSEK 49 (100). At the end of the period free available cash amounted to MSEK 84 (171) taking into account the total amount of remaining credit facilities amounting to MSEK 35 (71). Due to the high volume deliveries to our Saudi Customer in the third and fourth quarter our Trade Receivables position has significantly increased. After the quarter payments on those deliveries have taken place, increasing our cash position.



Movements in available cash

Year to date Sensys Gatso realised a negative cash flow from operating activities of MSEK -18 (126). Free available cash moved from MSEK 171 to MSEK 84. During the year the company has built up working capital for mainly system sales contracts to the amount of MSEK 103. At the same time there have been investments in Fixed assets to the amount of MSEK 103. The external financing has increased during the year with MSEK 48, which is related to financing new Fixed Assets in Operations in the US and in Australia to the amount of MSEK 29 and the new bank guarantee facility of MSEK 19, which has a positive effect on the available cash.

AVAILABLE CASH MOVEMENTS 2023



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 for the quarter amounted to MSEK 26 (13), of which MSEK 10 (5) were investments in fixed assets in operations. Year to date the investments amounted to MSEK 103 (45), of which MSEK 59, or 57%, relates to Fixed Assets in Operations, to support our growing TRaaS Managed Services business in the USA. During the quarter we have invested MSEK 10 in our joint venture operation in Ghana.

	Q4	Q4	YTD	YTD
MSEK	2023	2022	2023	2022
Software platforms				
FLUX, Xilium and Puls	6	8	27	22
Fixed assets in				
operations	10	5	59	19
Other intangible and				
tangible fixed assets	0	0	6	5
Investments in Joint				
Ventures	10	0	10	0
Total investments	26	13	103	45



Financial position

The Group's equity at the end of the period totaled MSEK 636 (626), producing an equity/assets ratio of 66% (76). The net interest-bearing debt for the quarter ended at MSEK 109 (-24). Excluding lease liabilities, we ended the quarter at a net debt amount of MSEK 87 compared to a net cash amount of MSEK 47 last year.

	Q4	Q4
MSEK	2023	2022
Lease liabilities	22	23
Bank Loans and Credit facilities	113	31
Shareholder loans	22	22
Cash and bank	-49	-100
Net Interest-bearing debt	109	-24
-/- Lease liabilities	-22	-23
Adjusted Net Interest-bearing debt	87	-47



Significant events and other information

Significant events after the quarter

- 20 Feb Sensys Gatso secures a purchase order for traffic enforcement systems in the Middle East worth SEK 26 million, as part of the SEK 152 million procurement award
- 12 Feb Sensys Gatso receives TRaaS contract renewal for automated traffic safety in Waterloo, IA, worth SEK 57 million
- 25 Jan Sensys Gatso receives new TRaaS contract for traffic safety in De Soto, IA worth SEK 22 million; Iowa expansion continues
- 24 Jan Sensys Gatso receives TRaaS contract renewal for automated traffic safety in Lake Zurich, IL, worth SEK 21 million
- 22 Jan Sensys Gatso Group has chosen Kepler Cheuvreux for research coverage, in addition to Carnegie
- 15 Jan Sensys Gatso receives TRaaS contract renewal for automated traffic safety in Muscatine, IA, worth SEK 16 million
- 12 Jan Sensys Gatso's partner receives procurement award for traffic safety solution in Finland, worth estimated SEK 20 million
- 11 Jan Sensys Gatso extends the Pawtucket, Rhode Island TRaaS contract by two years, increasing the contract value by SEK 19 million
- 8 Jan Sensys Gatso receives TRaaS contract for traffic safety in Grinnell (IA) worth SEK 15 million and continues to expand its footprint in Iowa, USA

Significant events during the quarter

- 15 Dec Sensys Gatso receives an order from Croatia worth SEK 13.5 million
- 30 Nov Sensys Gatso Australia receives contract extension of maintenance services for traffic safety systems from the state of Victoria, worth SEK 21 million
- 2 Nov Sensys Gatso raises the revenue expectations from the Dutch procurement

contract from SEK 250 million to SEK 400 million

Significant events during the previous quarters

- 31 July Registration change in 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
- 30 Registration change in number of shares June and votes in Sensys Gatso Group
 - 20 Sensys Gatso Group has signed a new SEK
- June 100 million facility agreement with Rabobank Netherlands for financing US Growth plan
- 13 Sensys Gatso executes on its commercial June strategy - releasing the financial outlook for 2023
 - 12 Sensys Gatso signed a 5-year procurement
- June agreement in the Middle East for speed and red-light enforcement systems worth SEK 152 million
- 8 June Sensys Gatso Australia receives TRaffic enforcement as a Service (TRaaS) order for expansion of services in Tasmania to the value of SEK 26 million
 - 30 Sensys Gatso receives a seven-year red
 - May light TRaaS contract from Warrington Township, Pennsylvania USA, worth SEK 26 million
 - 24 Sensys Gatso receives a five-year red light
 - May and speed TRaaS contract from Marion, Iowa USA, worth SEK 44 million



- 19 Sensys Gatso receives an order from Ajman May for delivery of red-light enforcement
- systems, worth SEK 5.4 million
- 20 Sensys Gatso receives a five-year TRaaS
- April contract for traffic safety in Webster City worth SEK 7 million, expanding the footprint in Iowa
- 12 Sensys Gatso intends to propose an 80:1 April 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 Sensys Gatso receives an order from March Ecuador for delivery of Enforcement systems, worth SEK 7.4 million
- 21 Sensys Gatso receives a seven-year TRaaS March contract valued at SEK 13 million for school zone speed enforcement in Parma Heights, Ohio
 - 20 Sensys Gatso receives a five-year TRaaS
- March 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

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

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.

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.

AGM 2024

The AGM for 2024 will take place on Wednesday May 8, 2024, in Jönköping. Please, go to www.sensysgatso.com/ for more information about the nomination committee and how to proceed as a shareholder to get an issue handled by the AGM.

Dividend

No dividend is proposed for the financial year 2023. The dividend policy is that generated net profit will be re-invested in the company to finance the growth plan. When the growth plan is fully financed, dividend will materialise after assessment of the company's financial position, organic growth opportunities, investments, acquisition opportunities and cash-flow.

Audit

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



Invitation to a presentation

On 22 February 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-gro up-q4-2023

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/teleco nference/?id=5008477

For further information please contact:

Ivo Mönnink, CEO e-mail: <u>i.monnink@sensysgatso.com</u> e-mail IR: <u>investors@sensysgatso.com</u> 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 22 February, 2024.

Upcoming financial events

Calendar	
Q1 Interim Report January - March 2024	26 April 2024
AGM	8 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, 22 February 2024

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

Pia Hofstedt Board member

Kerstin Sjöstrand Board member Mark Talbot Board member Francis Schmeer Board member

Ivo Mönnink Chief Executive Officer



Financial Statements and key figures

Key Indicator definitions

КРІ	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 capital1	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 amortisation)

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.

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

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: Licences

TRaaS: Service & Maintenance

The Group's service organisation instals, 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

	Oct - Dec	Oct - Dec	FY	FY	FY
тѕек	2023	2022	2023	2022	2021
Net sales	220,694	161,308	623,543	494,575	506,789
Cost of goods sold	-128,870	-83,127	-371,023	-269,670	-300,854
Gross profit	91,824	78,181	252,520	224,905	205,935
Selling expenses	-23,821	-20,481	-83,971	-81,703	-66,057
Administrative expenses	-22,933	-19,918	-84,359	-77,193	-63,823
Development expenses	-11,577	-13,666	-46,128	-43,934	-36,268
Other operating expenses/income	544	-1,846	1,225	8,748	6,121
Operating profit	34,037	22,270	39,287	30,823	45,908
Net financial items	-9,891	-10,077	-14,730	2,255	1,401
Result Joint Ventures	-1,601	0	-1,601	0	0
Profit before tax	22,545	12,193	22,956	33,078	47,309
Тах	-7,393	-2,000	-10,081	-13,023	-12,318
Profit for the period	15,152	10,193	12,875	20,055	34,991
				0	
Profit is attributable to owners of Sensys Gatso Group AB Profit is attributable to non- controlling	14,377	10,479	12,185	18,556	32,578
interest	775	-286	690	1,499	2,413
	15,152	10,193	12,875	20,055	34,991
Other comprehensive income					
ltems that may be reclassified to profit or loss					
Translation differences	-18,880	-2,861	-4,146	38,695	10,468
Total other comprehensive income for the period, net after tax	-18,880	-2,861	-4,146	38,695	10,468
Total comprehensive income for the period	-3,728	7,332	8,729	58,750	45,459
Number of shares (thousands) Earnings per share, before and after dilution	11,530	921,776	11,530	921,776	921,776
(SEK)	1.31	0.01	1.12	0.00	0.02



Consolidated balance sheet

	31 Dec	31 Dec	31 Dec
тѕек	2023	2022	2021
Assets			
Goodwill	273,420	276,735	251,127
Customer contracts and relations	0	0	501
Brand	3,833	6,354	8,011
Product and software development	84,385	63,084	48,023
Property, plant and equipment	34,836	33,946	33,191
Fixed assets in operations	92,855	70,630	59,022
Deferred tax assets	35,265	39,916	36,238
Investments in Joint Ventures	8,615	0	0
Other non-current assets	220	256	266
Trade and other receivables	182,056	67,449	141,282
Inventories and work in progress	100,264	85,177	96,787
Other current assets	99,141	84,986	50,583
Cash and bank balances	48,753	99,718	72,463
Total assets	963,643	828,251	797,494
Shareholders' equity and liabilities			
Shareholders' equity	635,656	626,068	561,803
Long-term Lease liabilities	11,815	12,096	14,247
Long-term Bank loans	49,281	21,982	23,292
Long-term Liabilities towards shareholders	22,192	22,257	20,454
Warranty Provision	12,006	9,207	10,823
Deferred tax liabilities	8,071	9,451	3,379
Short-term Lease liabilities	9,998	10,497	8,696
Short-term Bank liabilities	64 070	8,843	
Short-term liabilities towards shareholders	0	0	8,527
Trade and other payables	54,683	20,392	37,118
Other current interest-free liabilities	95,871	87,458	68,045
Total shareholders' equity and liabilities	963,643	828,251	797,494



Consolidated statement of changes in equity

	Oct - Dec Oct - Dec FY		FY	FY	
тѕек	2023	2022	2023	2022	2021
Beginning of period	640,883	616,938	626,068	561,803	514,559
New share issue	0	0	0	0	0
Share issue costs (net after tax effect)	0	0	0	0	0
Stock related costs	-1,499	1,798	859	4,981	1,785
Comprehensive income					
Net profit for the period	14,377	10,479	12,185	18,556	32,578
Minority interest in subsidiaries	775	-286	690	1,499	2,413
Translation differences	-18,880	-2,861	-4,146	39,229	10,468
Total comprehensive income for the period	-3,728	7,332	8,729	59,284	45,459
End of period	635,656	626,068	635,656	626,068	561,803



Consolidated cash flow statement

	Oct - Dec	Oct - Dec	FY	FY	FY
тѕек	2023	2022	2023	2022	2021
Operating profit	34,037	22,270	39,287	30,823	45,908
ltems with no effect on cash flow	7,746	10,357	46,618	40,900	38,556
Financial items	-14,733	-8,390	3,691	1,646	-14,710
Tax paid/received	872	-8,822	-5,327	-12,099	473
Funds contributing from operating activities	27,922	15,415	84,269	61,270	70,227
Change in working capital	-23,299	-8,680	-102,593	64,280	-61,080
Cash flow from operating activities	4,623	6,735	-18,324	125,550	9,147
Cash flow from investing activities	-25,731	-13,222	-102,615	-45,008	-41,956
	-21,108	-6,487	-120,939	80,542	-32,809
Financing activities					
New share issue minus cost	0	0	0	0	0
Loan movements	11,215	3,101	29,004	-2,886	19,421
Lease payments (IFRS16)	-3,765	-2,935	-13,517	-11,136	-11,032
Repayment/usage of credit facilities	1,301	-78	55,227	-32,267	-1,747
Repayment of loan to shareholders	0	0	0	-8,888	-10,231
Change in cash and bank balances	-12,357	-6,399	-50,225	25,365	-36,398
Liquid funds at the beginning of the period	59,855	107,803	99,718	72,463	108,489
Translation differences in liquid funds	1,253	-1,686	-740	1,890	372
Closing cash and cash equivalents	48,753	99,718	48,753	99,718	72,463



Consolidated Segment report

	0	ct - Dec 2023	8	Oct - Dec 2022			
тѕек	System Sales	Managed Service	Total	System Sales	Managed Service	Total	
Total Net sales per business segment	168,206	61,928	230,134	115,493	47,655	163,148	
Inter-segment transactions	-7,480	-1,959	-9,439	-396	-1,444	-1,840	
Total Net Sales	160,726	59,969	220,695	115,097	46,211	161,308	
EBITDA	30,423	15,018	45,441	26,220	7,425	33,645	
Depreciation and amortization	-4,530	-6,874	-11,404	-5,729	-5,647	-11,376	
Operating Profit	25,893	8,144	34,037	20,491	1,778	22,269	
Net financial items			-9,891			-10,076	
Result Joint Ventures			-1,601			0	
Profit before tax			22,545			12,193	
Тах			-7,393			-2,000	
Profit for the period			15,152			10,193	

	Ja	n - Dec 2023		Jan - Dec 2022			
TSEK	System Sales	Managed Service	Total	System Sales	Managed Service	Total	
Total Net sales per business segment	462,997	202,111	665,108	319,790	179,050	498,840	
Inter-segment transactions	-31,706	-9,857	-41,563	-520	-3,745	-4,265	
Total Net Sales	431,291	192,254	623,545	319,270	175,305	494,578	
EBITDA	59,021	26,286	85,307	39,935	33,409	73,344	
Depreciation and amortization	-18,813	-27,208	-46,021	-20,351	-22,171	-42,522	
Operating Profit	40,208	-922	39,286	19,584	11,238	30,822	
Net financial items			-14,729			2,256	
Result Joint Ventures			-1,601			0	
Profit before tax			22,956			33,078	
Тах			-10,081			-13,023	
Profit for the period			12,875			20,055	



Managed Services

	Oct - Dec	Oct - Dec	FY	FY	FY
тѕек	2023	2022	2023	2022	2021
Total Net sales per business segment	61,928	47,655	202,111	179,050	130,287
Inter-segment transactions	-1,959	-1,444	-9,857	-3,745	-942
Total Net Sales	59,969	46,211	102 254	175,305	120 245
	39,909	40,211	192,254	175,505	129,345
EBITDA	15,018	7,425	26,286	33,409	27,051

System Sales

	Oct - Dec	Oct - Dec	FY	FY	FY
TSEK	2023	2022	2023	2022	2021
Total Net sales per business segment	168,206	115,493	462,997	319,790	387,428
Inter-segment transactions	-7,480	-396	-31,706	-520	-9,984
Total Net Sales	160,726	115,097	431,291	319,270	377,444
EBITDA	30,423	26,220	59,021	39,935	56,451
Depreciation and amortization	-4,530	-5,729	-18,813	-20,351	-19,794

Consolidated key indicators

	Oct - Dec	Oct - Dec	FY	FY	FY
TSEK	2023	2022	2023	2022	2021
Net sales	220,694	161,308	623,543	494,575	506,789
Order intake and Procurement Awards	212,266	1,079,505	617,732	1,456,104	368,248
Gross margin (%)	41.6	48.5	40.5	45.5	40.6
Operating profit (EBIT)	34,037	22,270	39,287	30,823	45,908
Operating margin (EBIT %)	15.4	13.8	6.3	6.2	9.1
Operating profit (EBITDA)	45,441	33,645	85,307	73,344	83,502
Profit for the period	15,152	10,193	12,875	20,055	34,991
Earnings per share, before and after dilution (SEK)	1.31	0.01	1.12	0.00	0.04
Cash flow from operations	4,623	6,735	-18,324	125,550	9,147



Consolidated EBITDA

	Oct - Dec	Oct - Dec	FY	FY	FY
тѕек	2023	2022	2023	2022	2021
Operating profit (EBIT)	34,037	22,270	39,287	30,823	45,908
Depreciation tangible and intangible fixed assets	10,777	10,080	40,870	36,966	32,022
Amortization of acquired intangible assets	627	1,295	5,150	5,555	5,572
Operating profit (EBITDA)	45,441	33,645	85,307	73,344	83,502
Operating margin (EBITDA %)	20.6	20.9	13.7	14.8	16.5



Parent company statement of comprehensive income

	Oct - Dec	Oct - Dec	FY	FY	FY
тѕек	2023	2022	2023	2022	2021
Other sales	3,883	6,143	21,688	24,647	21,966
Cost of goods sold	0		0	0	0
Gross profit	3,883	6,143	21,688	24,647	21,966
Selling expenses	0	0	0	0	0
Administrative expenses	-7,544	-9,249	-35,600	-35,443	-30,853
Development expenses	0	0	0	0	0
Other operating expenses/income	0	0	0	0	0
Operating profit	-3,661	-3,106	-13,912	-10,796	-8,887
Net financial items	8,164	986	10,869	3,405	15,293
Profit before tax	4,503	-2,120	-3,043	-7,391	6,406
Tax	0	0	0	0	-1,329
Profit for the period/Comprehensive income for the period	4,503	-2,120	-3,043	-7,391	5,077



Parent company balance sheet

	31 Dec	31 Dec	31 Dec
тѕек	2023	2022	2021
Product and software development	59,218	45,535	30,665
Shares in subsidiaries	420,163	419,886	415,688
Deferred tax assets	16,384	16,384	16,384
Receivables from Group	51,863	55,206	90,411
Other current assets	3,029	2,363	2,888
Cash and bank balances	16,081	30,379	24,819
Total assets	566,738	569,753	580,855
Shareholders' equity and liabilities			
Shareholders' equity	557,020	559,204	561,614
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	8,527
Trade and other payables	2,128	3,247	3,601
Trade and other payables from Group	3,624	2,792	1,759
Other current interest-free liabilities	3,966	4,510	5,354
Total shareholders' equity and liabilities	566,738	569,753	580,855

Parent company statement of changes in shareholders equity

	Oct - Dec	Oct - Dec	FY	FY	FY
TSEK	2023	2022	2023	2022	2021
Beginning of period	554,017	559,564	559,204	561,614	554,752
New share issue, net	0	0	0	0	0
Share issue costs (net after tax effect)	0	0	0	0	0
Other movements Profit for the period/Comprehensive income	0	0	0	0	0
for the period	4,503	-2,120	-3,043	-7,391	5,077
Stock related remuneration	-1,500	1,760	859	4,981	1,785
End of period	557,020	559,204	557,020	559,204	561,614



Quarterly data

Consolidated statement of income

	2023					202	22	
TSEK	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Net sales	220,694	156,974	132,642	113,233	161,308	95,364	124,498	113,405
Cost of goods sold	-128,870	-97,128	-77,087	-67,938	-83,127	-51,172	-73,466	-61,905
Gross profit	91,824	59,846	55,555	45,295	78,181	44,192	51,032	51,500
Costs	-57,787	-51,592	-50,002	-53,852	-55,911	-48,372	-43,901	-45,898
Operating profit	34,037	8,254	5,553	-8,557	22,270	-4,180	7,131	5,602
Net financial items	-9,891	1,092	1,045	-6,976	-10,077	3,470	5,068	3,794
Result Joint Ventures	-1,601	0	0	0	0	0	0	0
Profit before tax	22,545	9,346	6,598	-15,533	12,193	-710	12,199	9,396
Тах	-7,393	-1,404	-2,888	1,604	-2,000	-4,382	-3,681	-2,960
Profit for the period	15,152	7,942	3,710	-13,929	10,193	-5,092	8,518	6,436

Consolidated key indicators and other information

	2023			2022				
тѕек	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Operating margin (%)	15.42	5.26	4.19	-7.56	13.81	-4.38	5.73	4.94
Gross margin (%)	41.61	38.12	41.88	40.00	48.47	46.34	40.99	45.41
Profit margin (%)	6.87	5.06	2.80	-12.30	6.32	-5.34	6.84	5.68
Equity per share (SEK)	55.13	55.58	55.72	0.67	0.68	0.67	0.66	0.62
Cash flow per share (SEK)	0.40	0.36	-1.67	-0.01	0.01	0.03	0.03	0.06
Number of employees	302	299	301	294	284	276	256	253
No. of outstanding shares (thousands)	11,530	11,530	11,522	921,776	921,776	921,776	921,776	921,776
Equity/assets ratio (%)	65.96	68.89	71.92	75.39	75.59	76.20	75.75	73.78
Order intake and Procurement Awards (KSEK)	212,266	145,374	170,122	89,970	1,079,505	53,380	239,692	83,527



Consolidated segment data

		202	23			202	22	
Order intake and Procurement Awards	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
System Sales	212,266	123,374	93,122	54,970	952,005	53,380	95,692	57,127
Managed Services	0	22,000	77,000	35,000	127,500	0	144,000	26,400
	212,266	145,374	170,122	89,970	1,079,505	53,380	239,692	83,527

	2023			2022				
Net sales	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
System Sales	160,725	112,163	87,825	70,574	115,097	50,674	80,520	72,978
Managed Services	59,969	44,811	44,816	42,659	46,211	44,690	43,978	40,427
	220,694	156,974	132,641	113,233	161,308	95,364	124,498	113,405

	2023			2022				
EBITDA	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
System Sales	30,423	15,262	15,617	-2,281	26,220	1,668	7,629	4,208
Managed Services	15,018	3,942	3,567	3,759	7,425	4,502	10,029	11,453
	45,441	19,204	19,184	1,478	33,645	6,170	17,658	15,661

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 December, 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	NORDNET PENSIONSFÖRSÄKRING AB	537,944	4.7
3	AVANZA PENSION	500,492	4.3
4	WALL, PER ANDERS CURT	287,500	2.5
5	BERGSTRAND, INGER	258,248	2.2
6	FUTUR PENSION	236,022	2.0
7	MELLGREN, CLAES	117,442	1.0
8	HAMBERG, KARL PETER GUDMUND	110,000	0.9
9	SKANDIA FONDER	107,063	0.9
10	DAHLIN, LARS	92,500	0.8

#	Country	Proportion of share capital/ Votes%
1	Sweden	75.4
2	Netherlands	17.9
3	Denmark	1.6
4	United states	1.5
5	Finland	1.0
6	Other	2.6
		100.0



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

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