

# Sensys Gatso Group AB

## Q2 2025 Interim report presentation

Sensys  
Gatso  
Group

Ticker | **SGG**  
**Nasdaq Stockholm**  
August 21, 2025



SGG | **SPEAKERS**

**Sensys  
Gatso  
Group**



**Lewis Miller, CEO**



**Simon Mulder, CFO**



AGENDA

# | BUSINESS UPDATE

Sensys  
Gatso  
Group

- » CEO Transition
- » Q2 in Summary
- » Financial Outlook





**Lewis Miller, CEO**

>20+ years of experience in the automated traffic enforcement industry. JD and Master's Degree in Public Policy. Bachelor of Arts in Economics and Political Science.

- Engage with our global teams and stakeholders
- Assess markets and customer value propositions
- Evaluate technology and go to market strategies
- Drive profitable growth with efficient operations



# Strong revenue growth

- Strong revenue growth MSEK 204 (167), 22%
- Significant revenue from Swedish and Dutch projects
- Increased TRaaS revenues from Saudi Arabia
- Recovery in the US managed service business including new contracts and existing program expansions
- Strong demand globally with multiple opportunities in process

**Trafikverket [850MSEK]**

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

**Dutch Speed Project [400MSEK]**

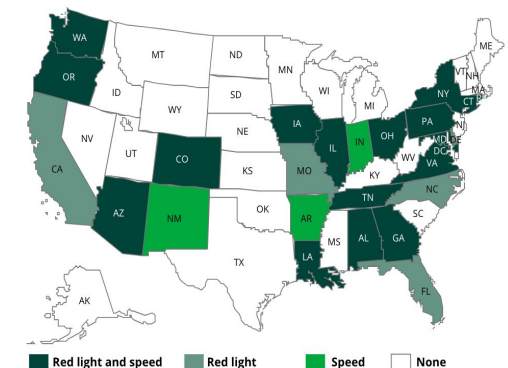
*Continues rollout during 2025*

**Saudi Arabia [27MSEK annually]**

*Location opened in 2025 and maintenance started in Q2*

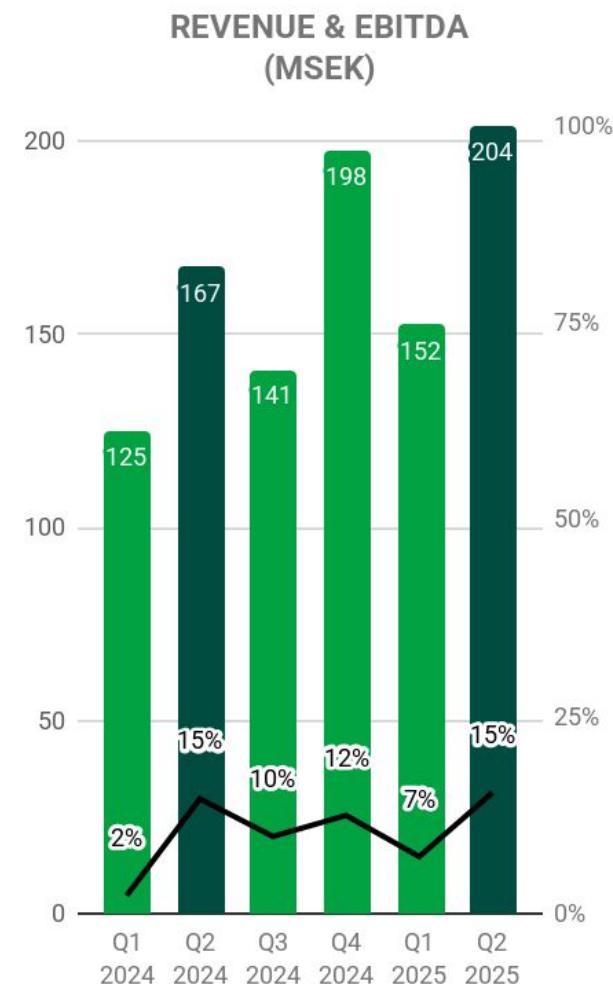
**Revenue diversification**

*Recovery from previously communicated -40MSEK Iowa impact*



# Improved EBITDA margins

- Q2 EBITDA of MSEK 31.4
- Significant margin improvement from 7.3% in Q1 to 15.4% in Q2
- 29% increase over Q2 2024
- H1 EBITDA margin of 11.8%
- Q2 better reflects underlying operational performance heading into H2



AGENDA

# FINANCIAL UPDATE

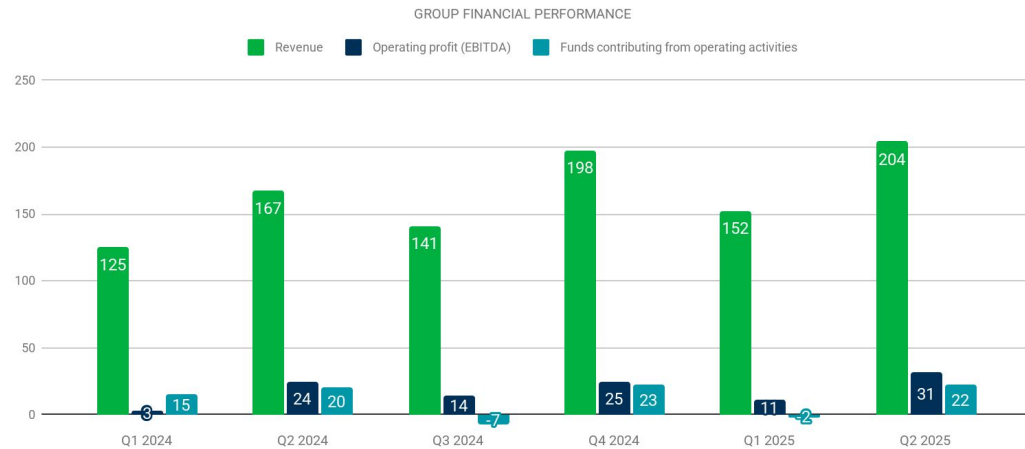
Sensys  
Gatso  
Group

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





# Group Financial Performance

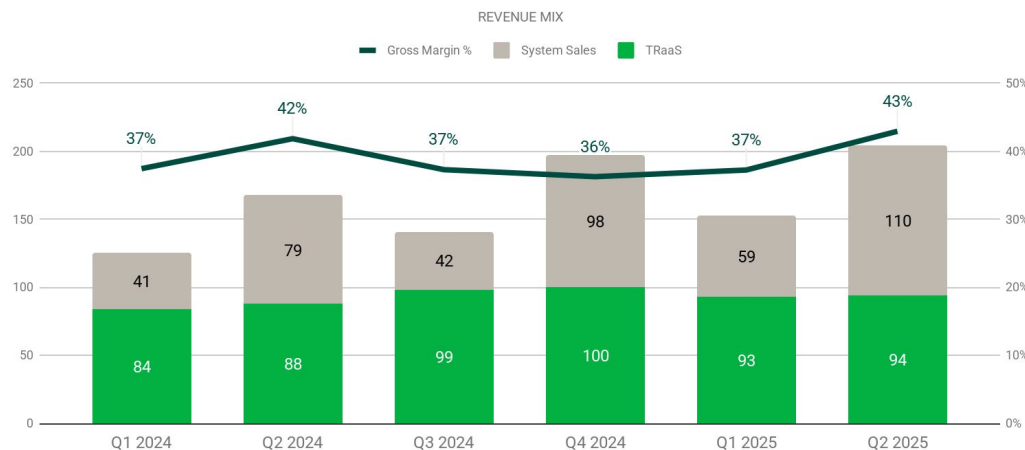


## → Revenue

- ◆ Q2 Revenue increased 22% to MSEK 204
  - System Sales increased 39%
  - TRaaS revenue increased 7%

## → Gross profit

- ◆ Gross margin for Q2 was 43%
  - Gross margin positively impacted by Saudi final invoicing



## → EBITDA

- ◆ Strong Q2 performance with MSEK 31.4, up 29%
- ◆ EBITDA margin 15.4%

## → Cash Flow

- ◆ Positive cash flow from operation, MSEK 22 for Q2



# Segment Managed Services

## → Order Intake

- ◆ Strong market demand with significant procurement activity
- ◆ Lower order intake compared to Q2 2024 due to renewal timing and expected sales cycles

## → Revenue stabilized

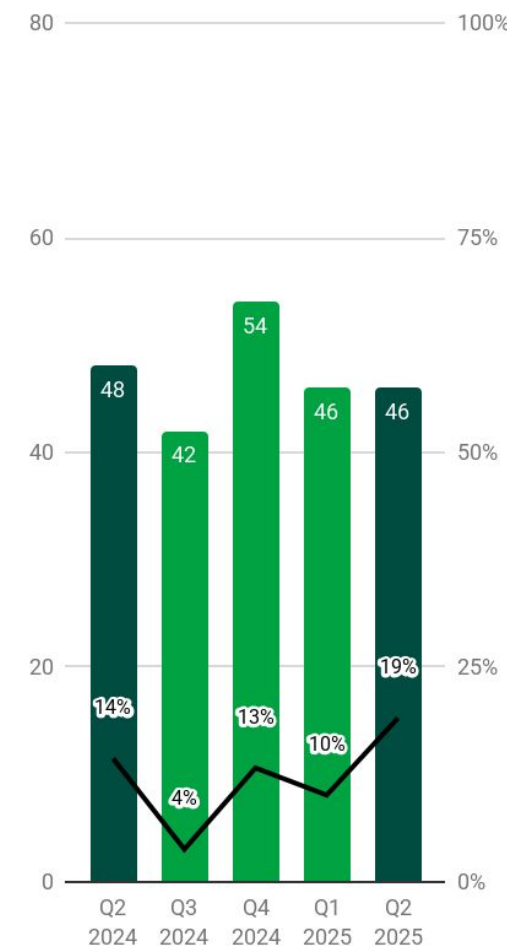
- ◆ Q2 slightly down from MSEK 48 to MSEK 46
  - Currency fluctuations MSEK -5
  - Impact from Iowa legislative changes approx. MSEK -6
  - Underlying growth MSEK +9 from new customers and program expansions

## → EBITDA up 28%

- ◆ EBITDA Q2 up 28% to MSEK 9
- ◆ One time item insurance recovery MSEK 8

**Q2****Order  
intake  
(TCV)****15 (276)****Revenue****46 (48)****EBITDA****9 (7)**

MSEK, Comparable period between brackets.

**REVENUE & EBITDA (MSEK)**

# Segment System Sales

## → Order intake

- ◆ Various orders from existing customers

## → Revenue up 33%

- ◆ Deliveries on Swedish and Dutch Projects
- ◆ Saudi Arabia final invoicing
- ◆ TRaaS revenue stable at MSEK 47 per quarter

## → EBITDA up 29%

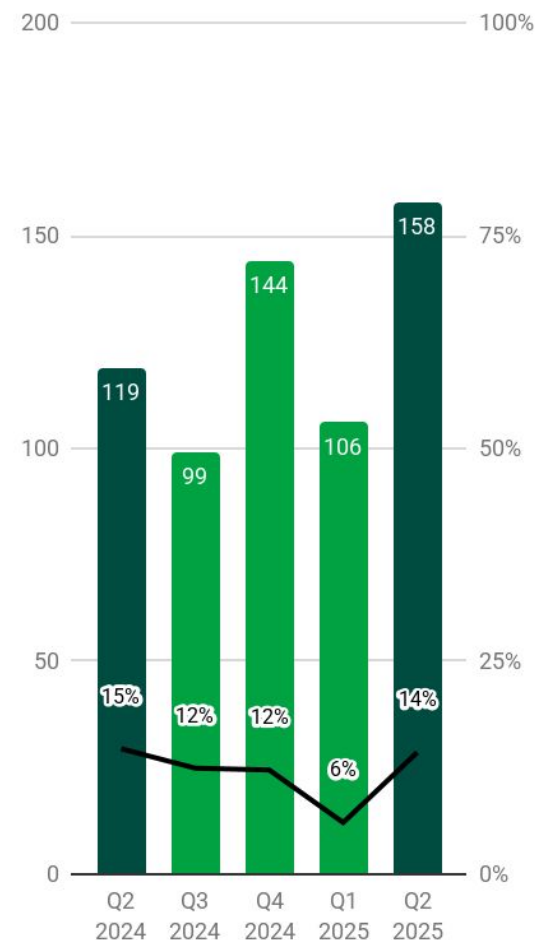
- ◆ EBITDA Q2 up 29% to MSEK 23
- ◆ High flowdown of Saudi final invoicing
- ◆ Provision LATAM receivables

Q2

**Order  
intake  
(TCV)****40 (142)****Revenue****158 (119)****EBITDA****23 (18)**

MSEK, Comparable period between  
brackets.

REVENUE &amp; EBITDA (MSEK)





## Available cash MSEK 137

- Investments in fixed assets MSEK 40 and in Working capital MSEK 40
- Investments in working capital for ongoing large projects, expected to convert to cash in second half of the year

AVAILABLE CASH MOVEMENTS 2025



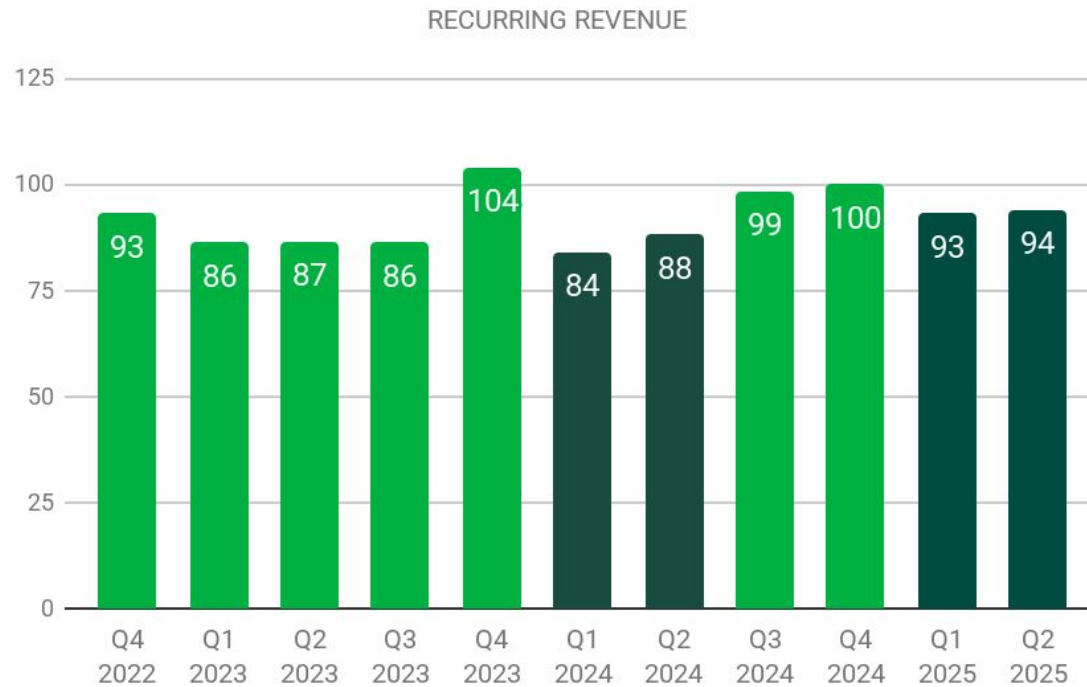
## Interest bearing debt MSEK 291

- Increased Lease Liabilities due to prolongation of Lease Headquarters Jönköping MSEK +22
- Translation effect on Bond MSEK -10
- Credit facility usage increased by MSEK +20, Cash on bank to MSEK 121

### MSEK

	30 Jun 2025	31 Dec 2024
Lease liabilities	44	24
Bond	328	338
Bank Loans and Credit facilities	40	20
Cash and bank	-121	-165
<b>Net Interest-bearing debt</b>	<b>291</b>	<b>217</b>

# Stable Recurring revenue (TRaaS)



## → Predictable Recurring Revenue

- ◆ Underlying recurring revenue around MSEK 100 per quarter
- ◆ Long-term contracts with high customer retention rate

## → Good geographical mix

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



# Reaffirming Financial Guidance

- Uncertainty in the global political environment poses challenges for predicting full year 2025 performance
- Tracking to the lower end of 2025 revenue guidance (SEK 700-800 million) and the mid-range of 2025 EBITDA guidance (12-14%)
- Continuing to closely monitor market developments





# SGG | Key Takeaways

- High demand globally with multiple opportunities in process
- Strong revenue growth
- Improved EBITDA margins
- Reaffirming Financial Guidance







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



**Simon Mulder, CFO**

## Investor Relations

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

## Contact

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### Sensys Gatso - Making traffic safer®

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

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

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