

Sensys Gatso Group AB Market Presentation Interim Report Q1 2025

Sensys
Gatso
Group

April 24, 2025
10:00 CET

Ivo Mönnink, CEO
Simon Mulder, CFO

Ticker | **SGG**
Nasdaq Small Cap Stockholm

AGENDA

2025 Q1 - MARKET PRESENTATION

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- » Business update
- » Financial update
- » Summary and Financial Outlook 2025



BUSINESS UPDATE

Our long-term strategy remains unchanged

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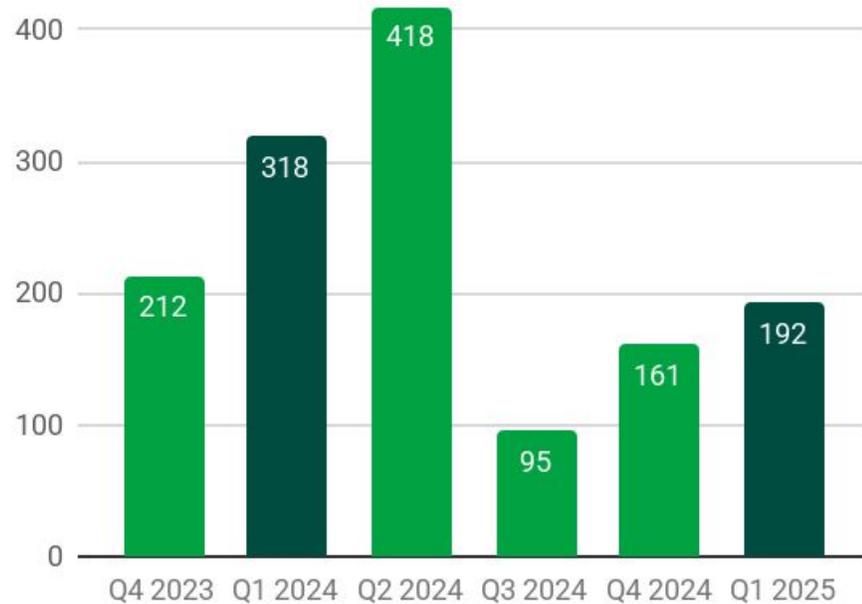
- » Order Intake
- » First recurring revenue order from Saudi
- » Negligible impact from tariffs
- » Impact from weakened US Dollar
- » Continuing growth of our TraaS business
- » Our Margin and EBITDA development



94% of Order Intake is recurring revenue



ORDER INTAKE AND PROCUREMENT AWARDS (MSEK)



- Order Intake MSEK 192 (318)
- 62% or MSEK 119 is from orders received in USA
- Three contracts with new cities in three different states in USA
- First contract in Colorado, a new state for SGG
- 94% or MSEK 180 of MSEK 192 is labeled recurring revenue
- Executing on our strategy to establish a solid foundation of recurring revenue

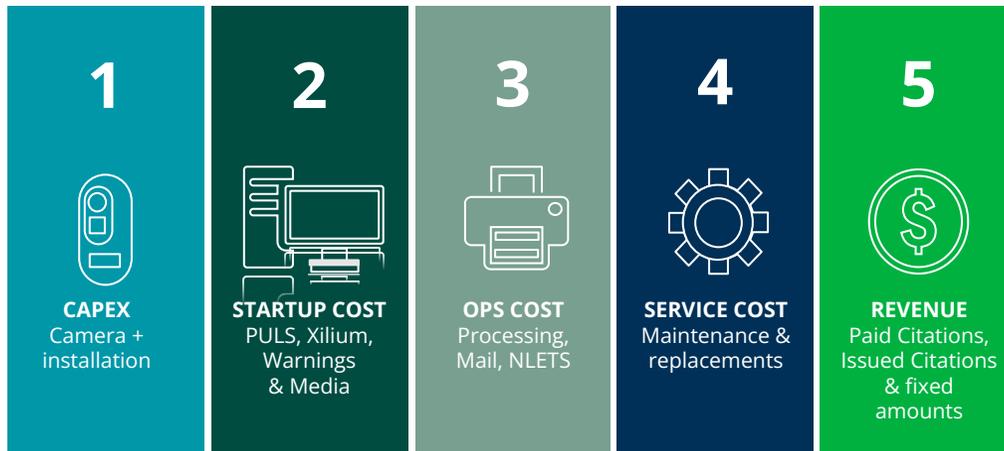
First recurring revenue order from Saudi Arabia



- First order for the maintenance of the in-vehicle received, worth MSEK 27 for one year
- 1'200 in-vehicle systems delivered since 2018
- Three year framework agreement for service and maintenance
- Reinforcement of strategic partnership between Tahakom and Sensys Gatso

Negligible impact from tariffs on our US business

MANAGED SERVICES



- US Government global tariffs imposed in April
- USA business represents apprx. 40% of SGG worldwide revenue
- USA business is Managed Services
- own-install-maintain-operate equipment
- evaluate events → send out citations → collect funds → distribute between cities and SGG
- Equipment is depreciated over 5 years
- Turmoil has weakened the dollar, affecting profit before tax this quarter

Currency translation effects on financial performance

Financial Items (MSEK)	Q1 2025	Q1 2024	Delta
Translation FC Receivables & Cash positions	-6	+3	-9
Interest on 30 M Euro Bond	-7	-3	-4
Financial Items	-13	0	-13

- Currency volatility US Dollar, Euro and Australian Dollar
- Affecting foreign currency receivables and cash positions in Swedish Krona
- Negative impact in Q1 of MSEK 6 versus positive impact in Q1 2024 of MSEK 3 → delta MSEK 9
- Interest on EURO 30 million Bond in Q1 of MSEK 7 (3) → delta MSEK 4
- Total financial items due to currency translation effects in Q1 is negative MSEK 13

Revenue up 22%; TraaS revenue up 11%

MSEK	Q1 2025	Q1 2024
System Sales	59	41
TRaaS: Service & Maintenance & Licences	36	25
TRaaS: Managed Services	57	59
Total Revenue	152	125
Of which TRaaS:	93	84
TRaaS % of total Sales:	61%	67%

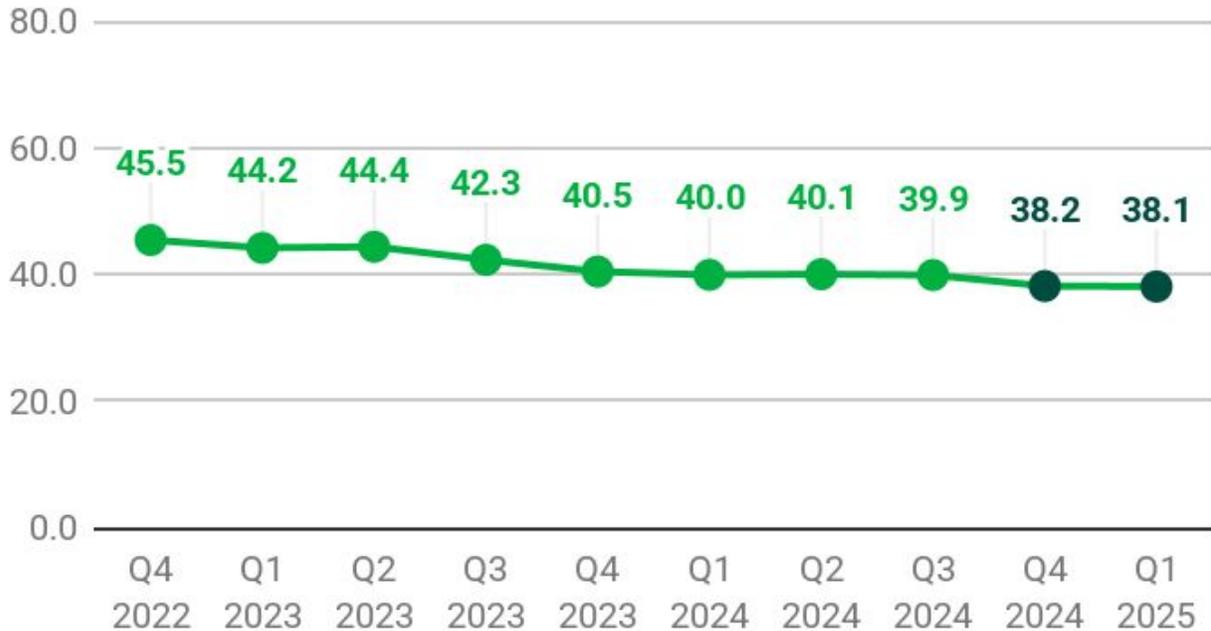
- Total Revenue MSEK 152 (1251) → +22%
- System Sales MSEK 59 (41) → + 44%
- TRaaS Revenue MSEK 93 (84) → +11%
- TRaaS Managed Services MSEK 57 (59) → -3%
- Notwithstanding Iowa legislative changes
- TRaaS recurring revenue is 61 % of total Revenue



Stable Margin; EBITDA up 125%



GROSS MARGIN 12M ROLLING (%)



- Q1 Gross Margin 37% (38%)
- Driven by higher contribution of system sales from Dutch project
- System sales deliveries in initial phase of projects in Netherlands and Sweden at lower margins
- Margin recoup during Service & Maintenance part of contract for minimum 6 years
- Q1 EBITDA MSEK 9 (4) → +125%

AGENDA

FINANCIAL UPDATE Q1 2025

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- » **Financial performance Group**
- » **Analysis of the segments performance**
- » **Financial position**



Financial Performance Group

Q1
Revenue
+22%
TRaaS
+10%
Gross Margin
37%
EBIT
-4

MSEK	Q1 2025	Q1 2024
System Sales Revenue	59	41
TRaaS Revenue	93	84
Total Revenue	152	125
Cost of goods sold	-96	-78
Gross profit	57	47
	37%	37%
Expenses	-59	-55
Other operational costs	-2	1
Operating profit	-4	-7
	-2%	-6%



Segment Managed Services



Q1

Order intake (TCV)

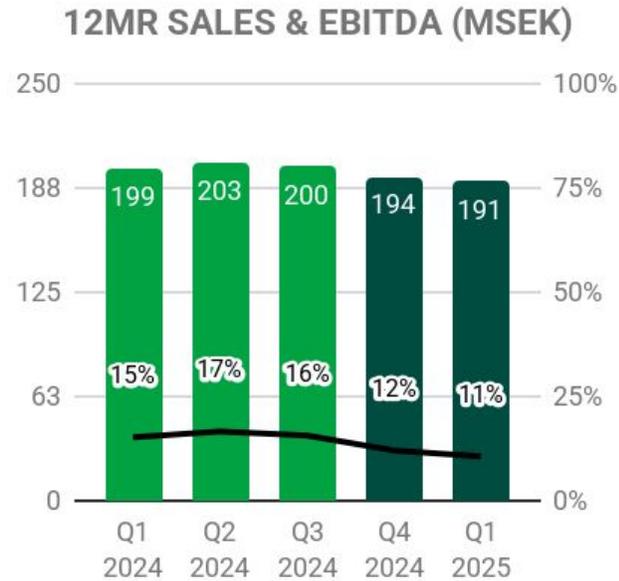
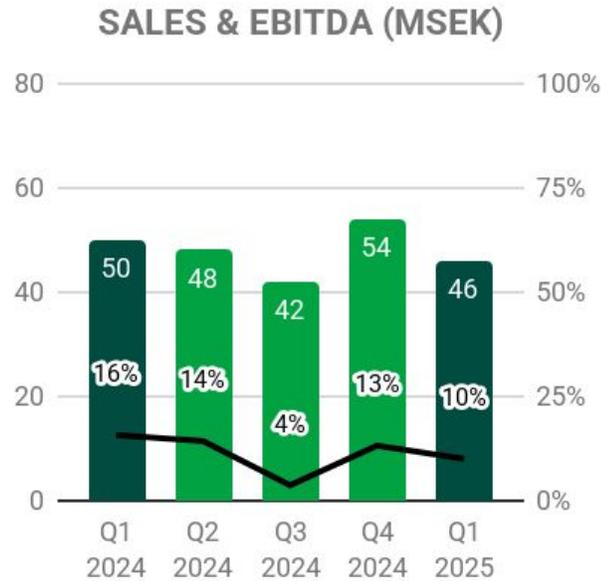
119 [275]

Revenue

46 [50]

EBITDA

5 [8]



- Order intake from US Managed Services with New customers Total Contract Value of MSEK 54 and MSEK 65 renewals.
- Revenue 7% lower. Revenues in the US have grown in past 6 years with a CAGR of 15% excluding the impact of Iowa of MSEK 20 in 2023.
- EBITDA MSEK 5 (8). Iowa impact on EBITDA for the quarter amounts to approx MSEK 3

Segment System Sales

Q1

Order intake (TCV)

73 [44]

Revenue

106 [75]

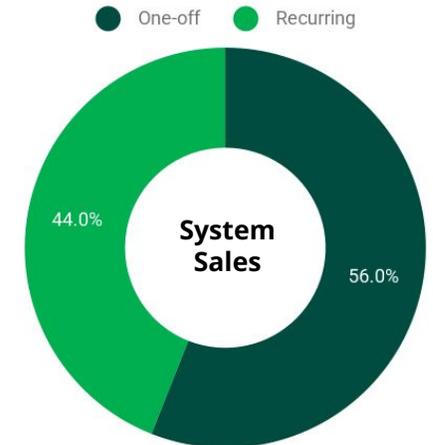
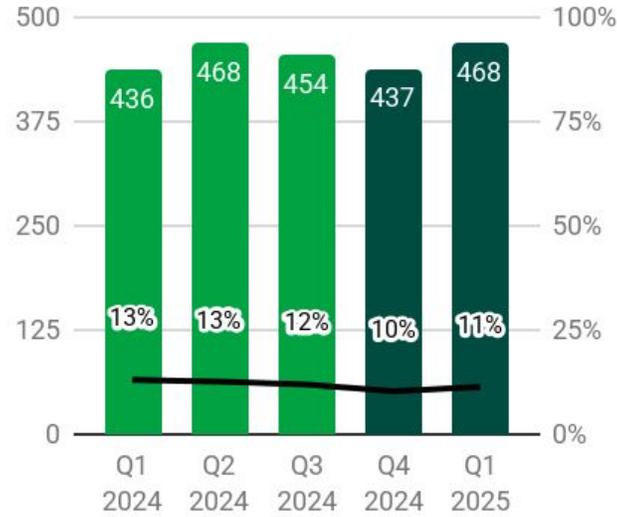
EBITDA

4 [-4]

SALES & EBITDA (MSEK)



12MR SALES & EBITDA (MSEK)



- Order intake driven by Australian and repeat orders
- Increased revenue due to delivery on Dutch Tender and Australian projects
- EBITDA improved by MSEK 8, from MSEK -4 to MSEK 4
- 44% Segment System Sales is recurring revenue

Available cash MSEK 149

- Investments in fixed assets MSEK 13 and in Working capital MSEK 32



Interest bearing debt MSEK 274

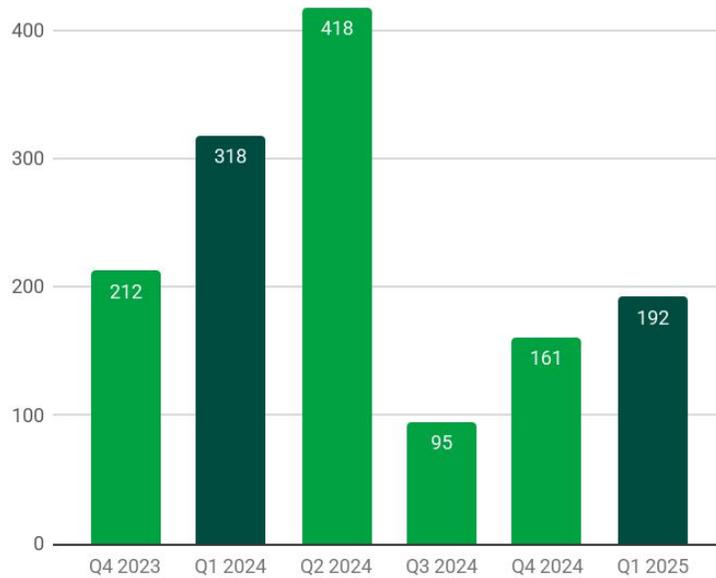
- Translation effect on Bond MSEK -19
- Increased Lease Liabilities due to prolongation of Lease Headquarters Jönköping MSEK +22

MSEK	31 Mar 2025	31 Dec 2024
Lease liabilities	46	24
Bond	319	338
Bank Loans and Credit facilities	34	20
Shareholder loans	0	0
Cash and bank	-125	-165
Net Interest-bearing debt	274	217

Financial Outlook

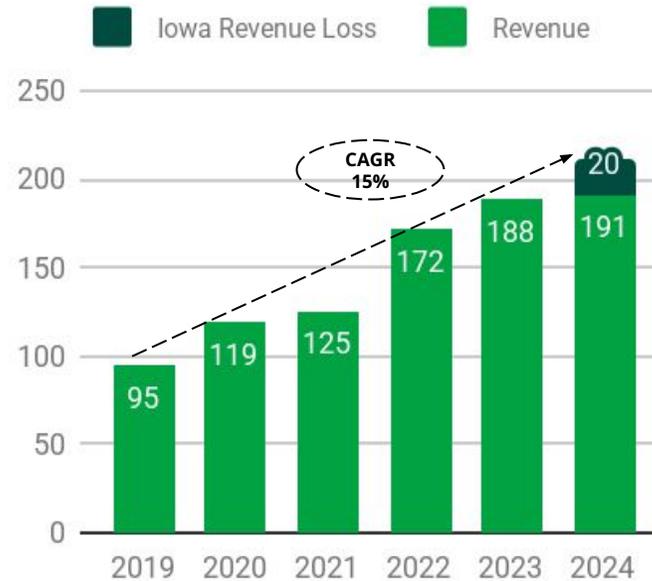


ORDER INTAKE AND PROCUREMENT AWARDS (MSEK)



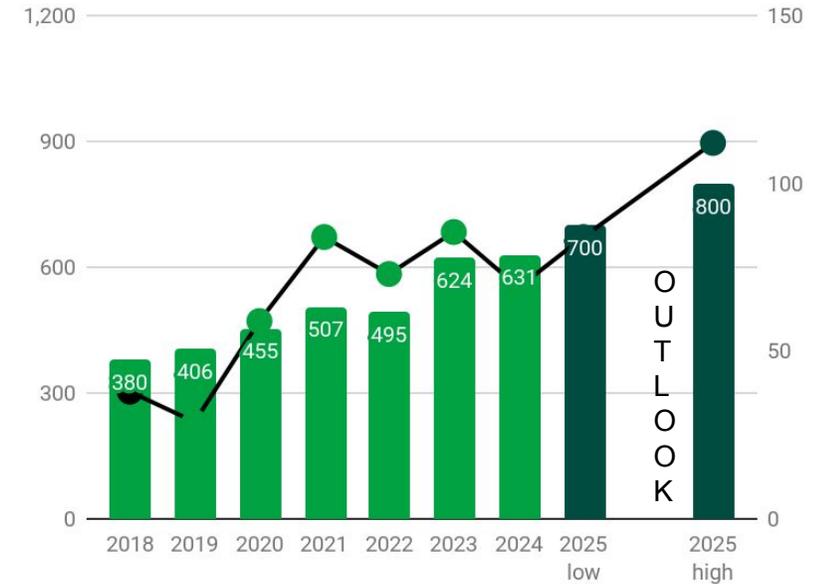
Executing on 1bn backlog in home markets

US SALES (MSEK)



US TRaaS development

ANNUAL SALES & EBITDA (MSEK)



Delivering sustainable, profitable growth

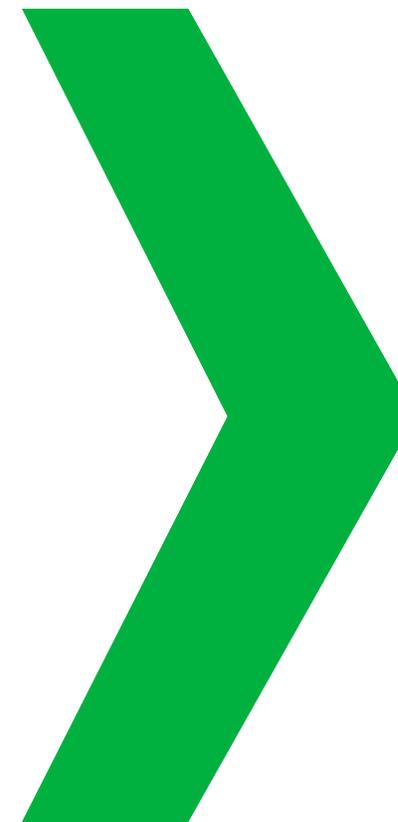
Q&A



Ivo Mönnink, CEO

Simon Mulder, CFO

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Investment proposition

- 1 Leading global player in Traffic Enforcement Solutions**
A global brand with the strongest heritage in the industry.
- 2 Relevant, growing and dynamic market**
We operate in a market with high potential growth rates and increasing relevance and interest across the world.
- 3 Focused strategies to grow Service Business (TRaaS)**
We aim for ambitious growth focused on the USA, entering new markets with our TRaaS recurring business model, flexible hardware & scalable software platforms and expand our service model in existing markets.
- 4 Sustained Financial and Operating Performance**
We are driven by a flexible operating model, scalable software solutions and rigorous cost control.
- 5 Products and solutions for a safer and more sustainable planet**
Our solutions contributes to reducing greenhouse gas emissions, reduced speed and ultimately improved road safety, in accordance with 2030 UN's sustainable development goals.