

# Sensys Gatso Group AB Market Presentation Interim Report Q3 2023

Sensys  
Gatso  
Group

November 16, 2023

Ivo Mönnink, CEO  
Simon Mulder, CFO

Ticker | SGG

Nasdaq Smallcap Stockholm

AGENDA

# Q3 MARKET PRESENTATION

Sensys  
Gatso  
Group

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



BUSINESS UPDATE

# Executing on commercial strategy

Sensys  
Gatso  
Group

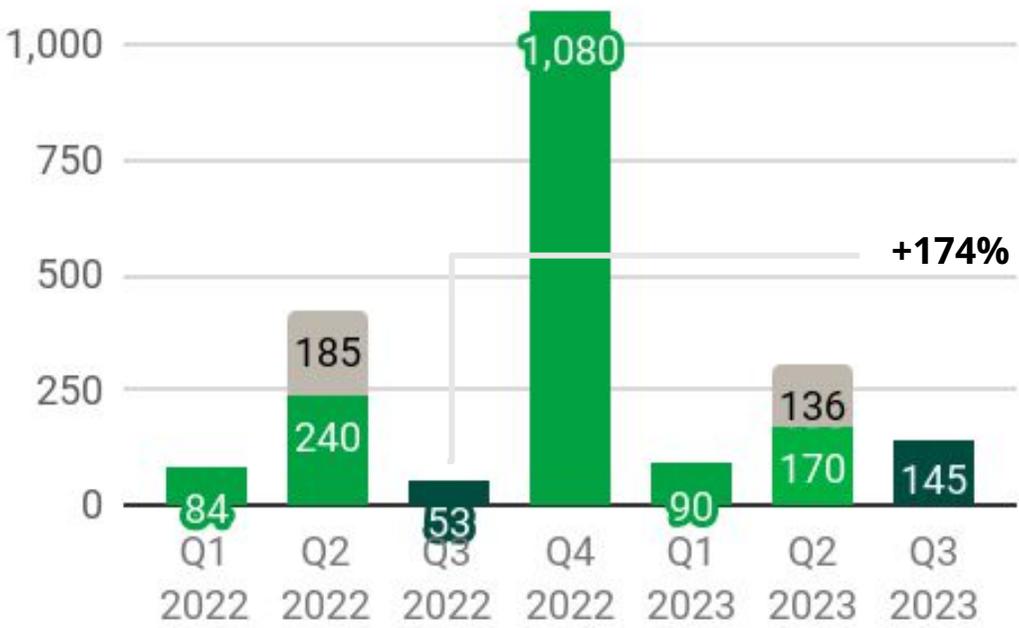
- » Dutch contract increased to SEK 400 million
- » TRaaS Sales up 13%
- » Deliveries to Saudi customer on track
- » Implementing two significant projects simultaneously
- » EBITDA increase of 200%
- » Financial guidance for 2023 reaffirmed



# Dutch contract increased by 60% from 250 million to 400 million



ORDER INTAKE AND REMAINING PROCUREMENT AWARDS



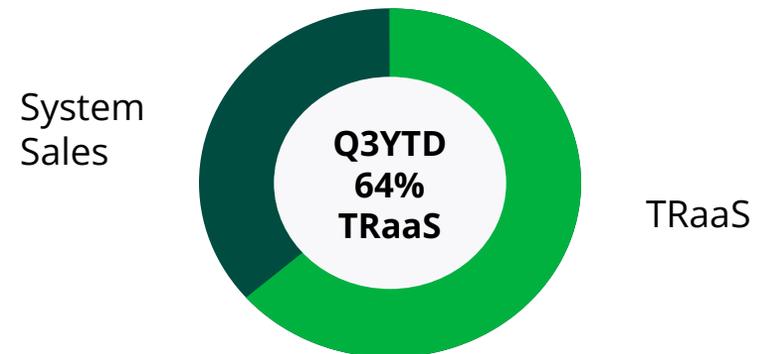
- Order Intake MSEK 145 (53), up 174%
- first order of MSEK 60 under the SEK 250 million Dutch Procurement Award
- Contract increased by 60% from SEK 250 million to SEK 400 million
- 50% is recurring Service and Maintenance revenue over a 6 year period.

# TRaaS sales up 13%

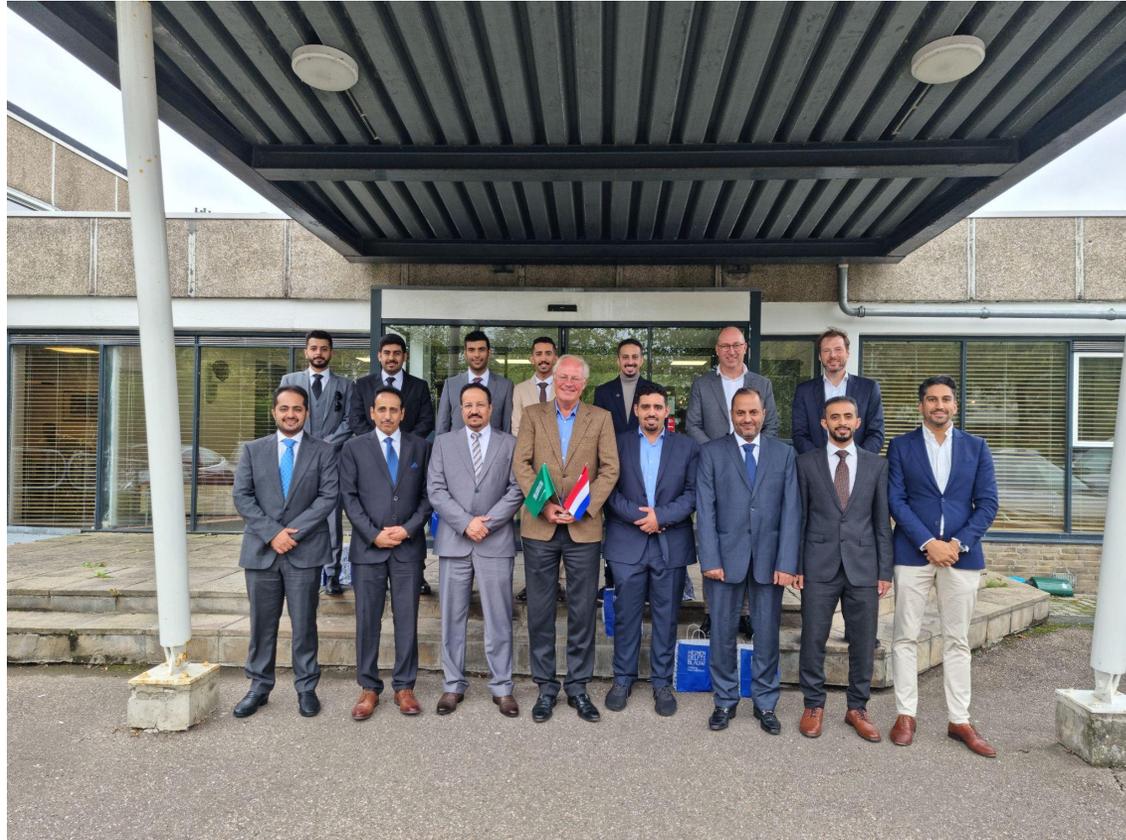


	Q3	Q3	YTD	YTD
MSEK	2023	2022	2023	2022
System Sales	71	19	144	115
TRaaS: Service & Maintenance	31	31	99	87
TRaaS: Licenses	0.9	0.8	4.4	2.3
TRaaS: Managed Services	54	45	156	129
<b>Total Sales</b>	<b>157</b>	<b>95</b>	<b>403</b>	<b>333</b>
Of which TRaaS:	86	76	259	219

- TRaaS sales in Q2 MSEK 86 (76), up 13%
- Q3 TRaaS 55% (80%) of total sales
- Growth from US TRaaS Managed Services and Tasmania Police project in Australia
- YTD TRaaS MSEK 259 (219), up 18% and 64% of total sales
- MSEK 23 (9%) from Tasmania Police project



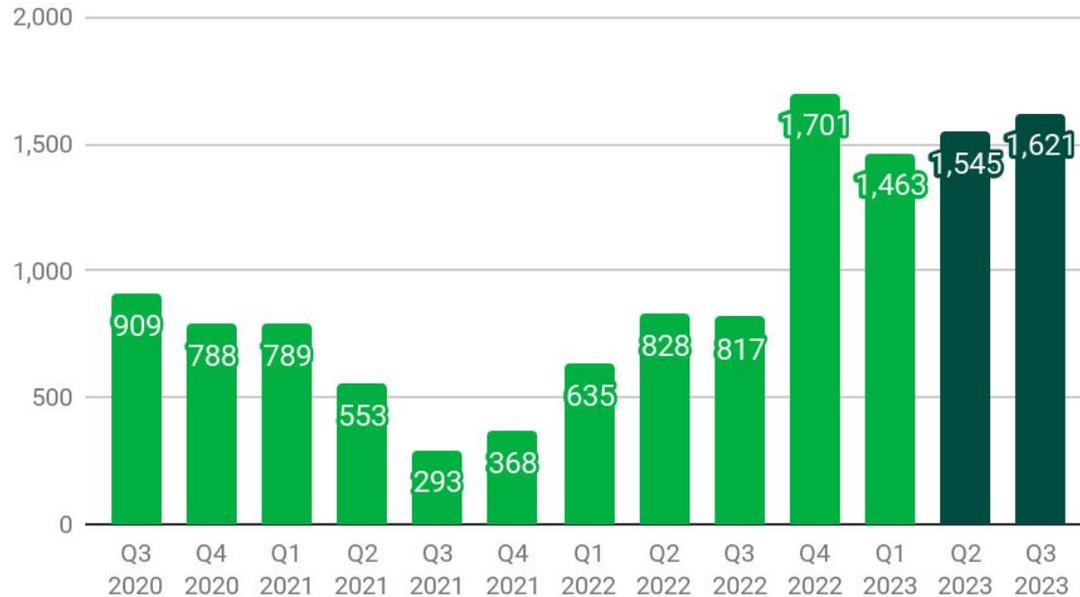
# Deliveries to Saudi on track



- End of Q2 75% of SEK 275 delivered
- Deliveries resumed in Q3 2022
- Resumed in July 2023
- Single largest Customer
- Relationship paves way for potential new business

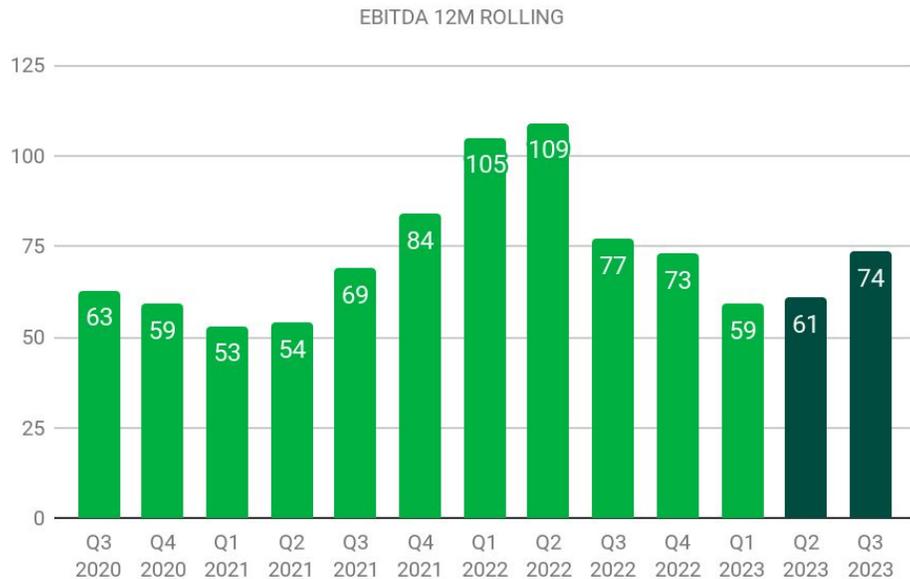
# Implementing two significant projects

ORDER INTAKE 12M ROLLING  
(MSEK)



- Order book Includes two large contracts;
  - MSEK 850 Swedish TrafikVerket
  - MSEK 400 Dutch Public Prosecution Services
- Upfront development work and expenses is a high barrier to entry
- Secured revenue for next twelve years in our two home markets
- Implementation as planned

# EBITDA increase of 200%



- Q3 Sales level MSEK 157 (95), up 65%
- Q3 EBITDA MSEK 19.2 (6.4), up 200%
- On a twelve months rolling basis our EBITDA increased by 21%
- Decrease in flexible costs expected after development work for large projects is finished
- EBITDA expected to increase with stronger expected revenues

# Financial guidance for 2023 reaffirmed

<b>2023 Financial Guidance (MSEK)</b>	<b>Low</b>	<b>High</b>
Revenue	550	650
EBITDA margin	10%	15%
EBITDA	55	98

- 1:80 reverse share split adopted by AGM in May 2023
- 2023 financial guidance to provide transparency to investors
- 22+23 YTD order intake of SEK 2BN
- Financial guidance reaffirmed, based on;
  - Restart of deliveries to Saudi
  - Start of deliveries of large projects in Sweden and Netherlands
  - Roll-out of new programs in USA
  - Several smaller deliveries
  - Typically higher sales and EBITDA in H2
- 2023 financial guidance reaffirmed

AGENDA

# FINANCIAL UPDATE

Sensys  
Gatso  
Group

- » Consolidated income statement
- » Analysis of the segments performance
- » Financial position



# Consolidated Income Statement

	July - Sep	July - Sep	Jan - Sep	Jan - Sep
MSEK	2023	2022	2023	2022
System Sales	71	19	144	115
TRaaS Sales	86	76	259	219
<b>Total Sales</b>	<b>157</b>	<b>95</b>	<b>403</b>	<b>333</b>
Cost of goods sold	-97	-51	-242	-187
<b>Gross profit</b>	<b>60</b>	<b>44</b>	<b>161</b>	<b>147</b>
	38%	46%	40%	44%
Expenses	-52	-53	-156	-149
Financial Items	0	5	1	11
<b>Operating profit</b>	<b>8</b>	<b>-4</b>	<b>5</b>	<b>9</b>
	5%	-4%	1%	3%
Net financial items	1	3	-5	12
<b>Profit before tax</b>	<b>9</b>	<b>-1</b>	<b>0</b>	<b>21</b>
Tax	-1	-4	-3	-11
<b>Profit for the period</b>	<b>8</b>	<b>-5</b>	<b>-2</b>	<b>10</b>

Q3

YTD

**TRaaS Sales**  
**+13%**

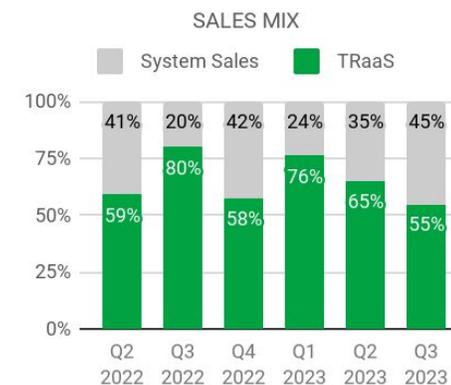
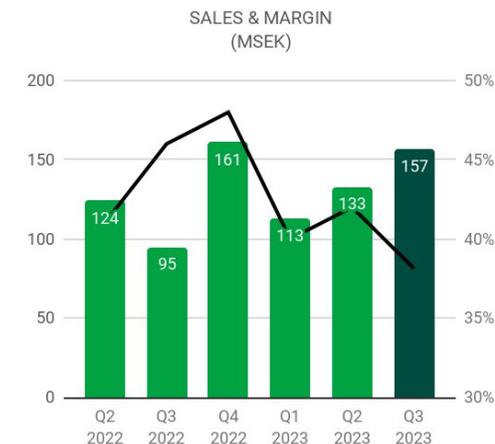
**TRaaS Sales**  
**+18%**

**Gross Margin**  
**38%**

**Gross Margin**  
**40%**

**EBIT**  
**8MSEK**

**EBIT**  
**5MSEK**



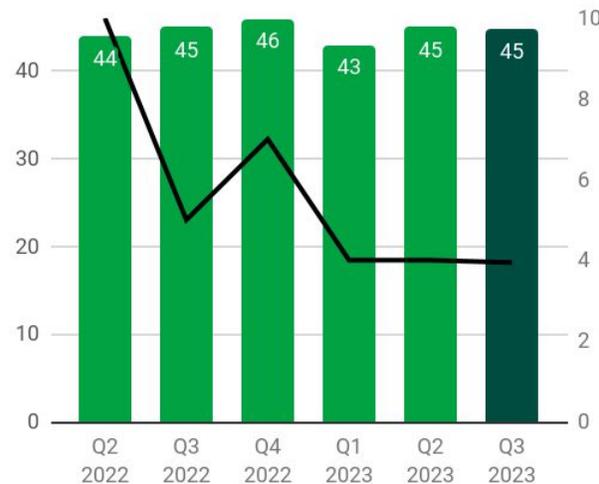
# Segment Managed Services

- Order intake up with MSEK 22 (0) in the quarter and 12MR at MSEK 262
- Sales stable with MSEK 45 (45) in the quarter and 12MR at MSEK 178
- EBITDA in the quarter lower due to increased cost for growth, MSEK 4 (5) and 12MR stable at MSEK 19

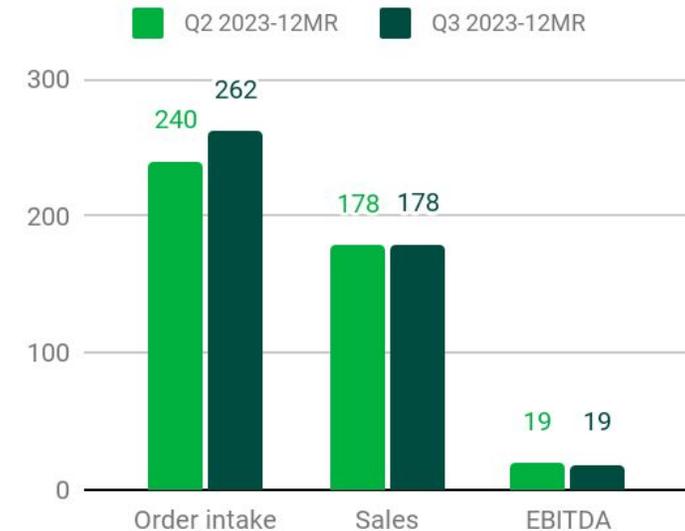
KEY FINANCIALS (MSEK)



SALES & EBITDA MANAGED SERVICES (MSEK)



KEY FINANCIALS (MSEK)



# Segment System Sales

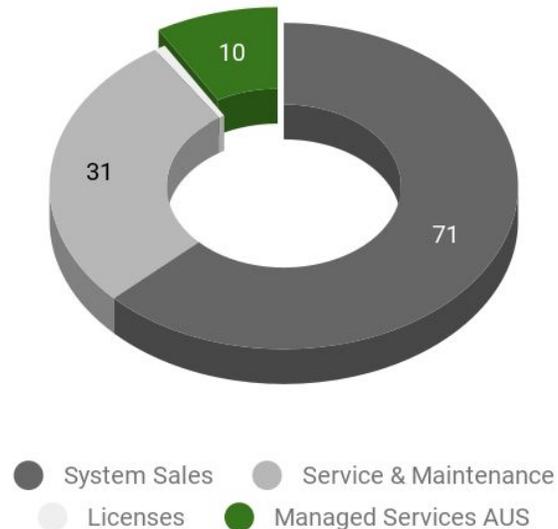


- Order intake up with MSEK 123 (53) in the quarter and 12MR at MSEK 1223
- Sales up with MSEK 112 (51) in the quarter and 12MR at MSEK 386
  - Sales growth partially driven by Managed Services revenue in Australia MSEK 10
- EBITDA up with MSEK 15 (2) in the quarter and 12MR at MSEK 55

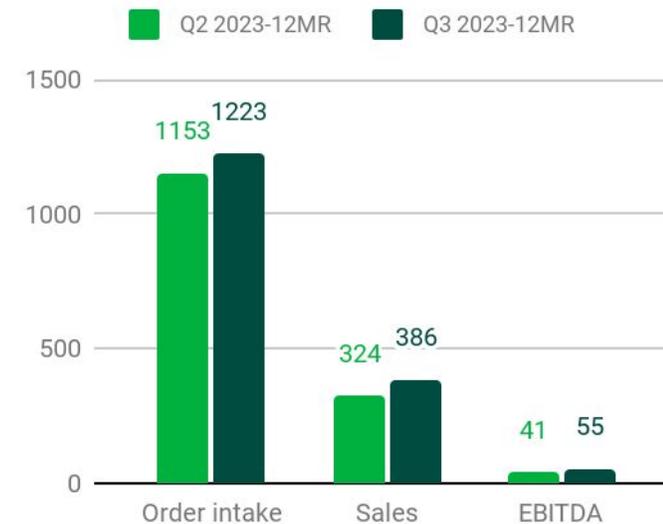
KEY FINANCIALS (MSEK)



SEGMENT SYSTEM SALES Q3-2023



KEY FINANCIALS (MSEK)

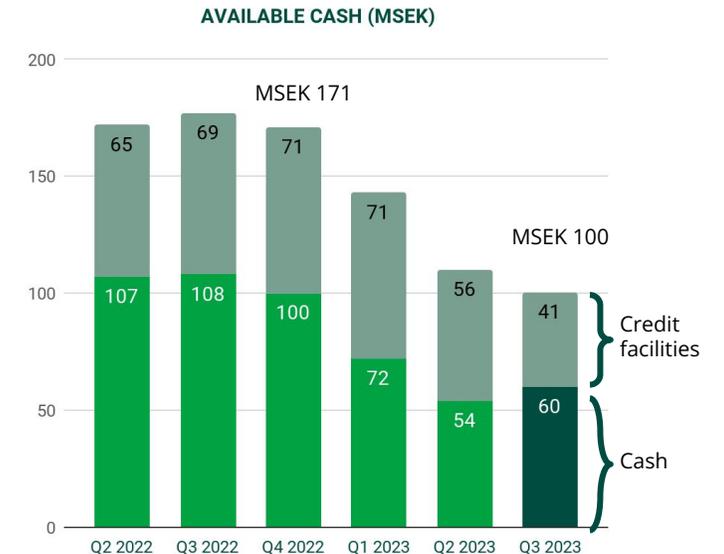
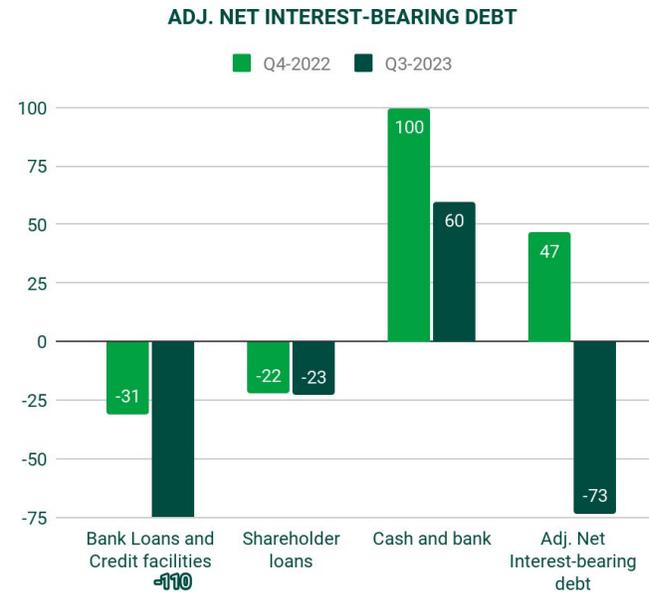


# Financial Position

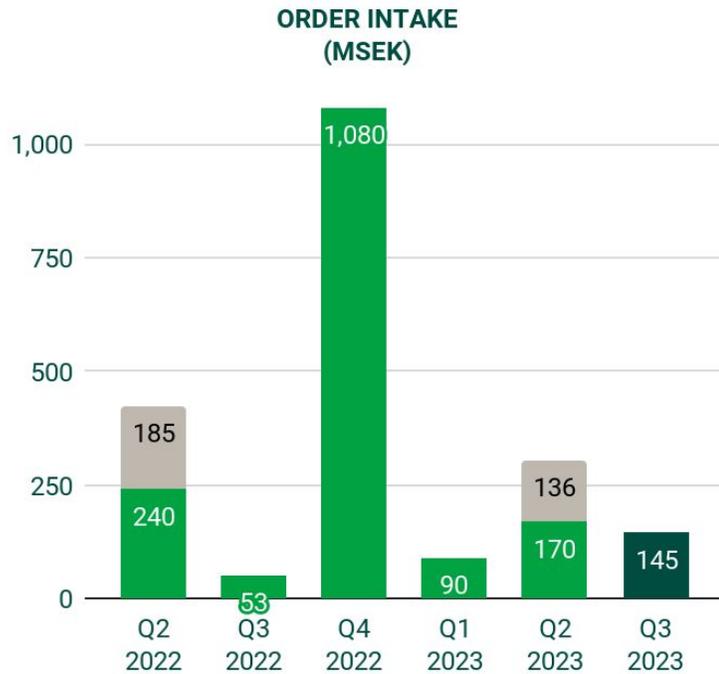


**Solvency ratio**  
**69%**

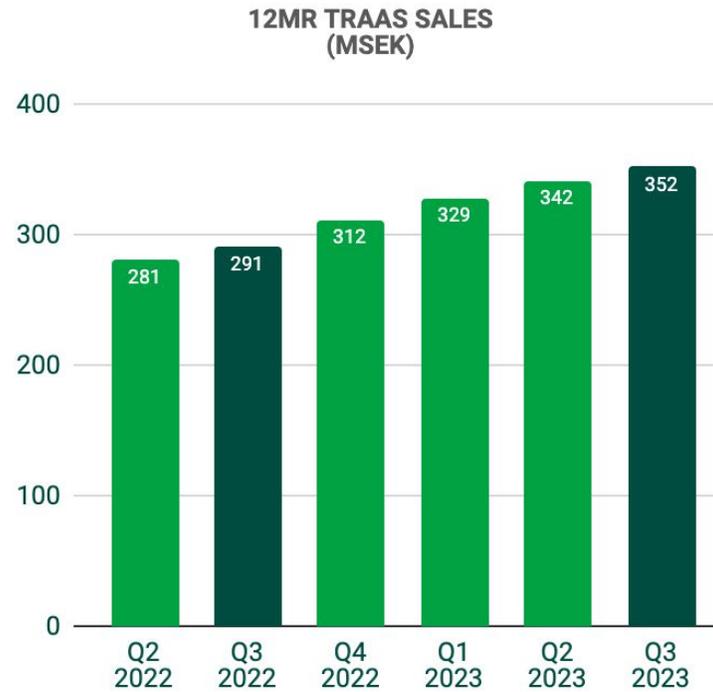
- Investments in Software and Fixed Assets MSEK 77
- Buildup of inventories for signed contracts MSEK 78
- Net Debt MSEK 73 due to investments in inventories, work in progress and fixed assets for signed customer contracts
- Available cash at MSEK 100 (171 end of 2022)



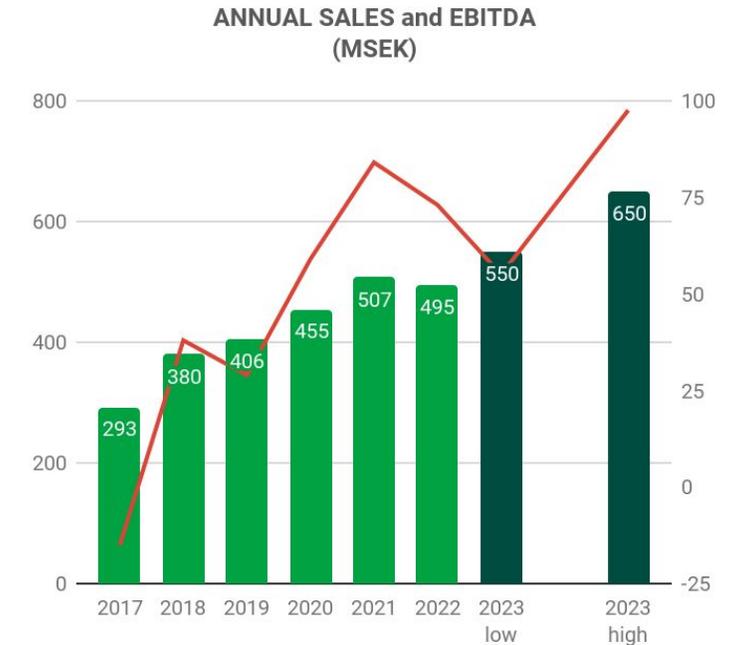
# Outlook



**Executing against highest order intake in history**



**TRaaS momentum**



**2023 Financial Guidance**

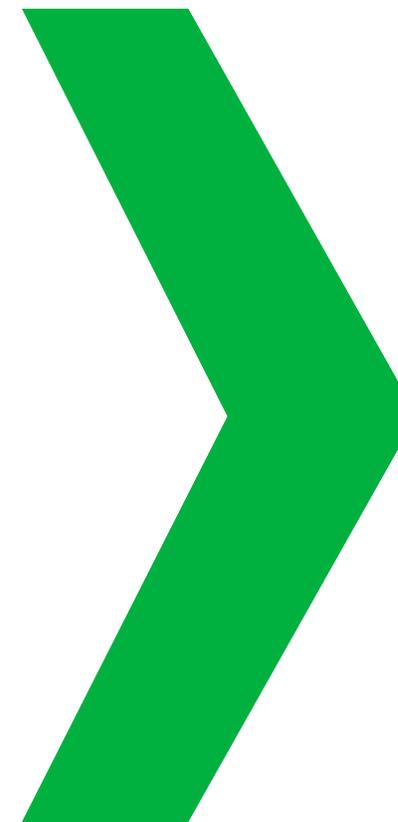
# Q&A



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.