Press release June 13, 2023

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

Sensys Gatso Group, a global leader in traffic safety solutions, executes on its commercial strategy and communicates the financial guidance for the full year 2023, and confirms the financial goals for 2025. Sensys Gatso is entering a new phase and now aims to attract additional international investors. The AGM resolved on the 1:80 reversed split as the first step. The financial guidance for 2023 is the second step. The Sensys Gatso consolidated shares will be traded under the new ticker SGG from June 15, 2023.

"On the back of the record high order intake of SEK 1.5 BN in 2022 we now communicate our current expectations on the financial outlook for 2023 - targeting revenues in the range of SEK 550-650 millions with an EBITDA-margin of 10-15%. We are on track towards our financial goals for 2025, targeting revenues of SEK 1 000 million with an EBITDA-margin above 15%. The interest in our combined software and hardware solutions continues to be high in all regions, in Europe, in the Americas, in APAC and MEA. The activity level continues to be high and Sensys Gatso is on the move with the TRaaS business model as the key driver for success".

Financial Guidance for the full-year 2023

The sales growth is expected to be plus 10-30% based on the current exchange rates of the company's main invoicing currencies USD, EUR and SEK. The expected sales growth is based on the record high order intake of SEK 1 456 million in 2022 and new orders booked year to date in 2023. Following higher volumes of TRaaS revenues the gross margin is expanding and the company's current expectations is to deliver an EBITDA in the range of 10-15% for the full-year 2023. The guidance ranges for the topline and EBITDA only reflect the uncertainty of the timing of deliveries of the system sales orders and the timing of the start of the TRaaS programs.

The current expectations for the full-year 2023 are summarized in the table below.

	Expectation per June 13, 2023 for the Full-Year 2023, per	Reported Net Sales Full-Year 2022, SEK million	Financial Goals 2025, Net Sales, SEK million
Sales, SEK million	550-650	495	1000
of which TRaaS revenue		312 (63%)	600 (60%)
EBITDA margin	10-15%	14.8%	>15%

Sensys Gatso continues to work towards the long-term goal of increasing net sales to more than SEK 1 billion by 2025, of which more than SEK 600 million will come from TRaaS revenues. Sensys Gatso also retains the ambition to increase the EBITDA margin to more than 15% by 2025. The mid-term financial goals were first communicated to the market on February 20, 2020.

Sensys Gatso Group AB is a global leader in traffic management solutions for nations, cities and fleet owners. Sensys Gatso Group has subsidiaries in Australia, Costa Rica, Germany, the Netherlands, Saudi Arabia, Sweden and the USA, and a branch office in the United Arab Emirates and has 284 employees. The Sensys Gatso Group's shares are listed on Nasdaq Stockholm.

For further information, visit www.sensysgatso.com

Vasavägen 3c, Box 2174, 550 02 Jönköping, Sweden
T +46 (0)36-34 29 80 F +46 (0)36-12 56 99 E info@sensysgatso.com
www.sensysgatso.com org. nr. 556215-4459

Consolidation of shares - Trading start on June 15, 2023 under the new ISIN code SE0020356244 and new ticker symbol *SGG*

The AGM resolved on a consolidation of shares at a ratio of 80:1 (reversed share split), meaning that eighty (80) shares will be consolidated into one (1) new share. The new share will be traded post split on June 15, 2023, under the ticker symbol SGG and ISIN code SE0020356244.

Sensys Gatso is entering a new phase and aims to attract additional international investors. The reversed split together with the financial guidance for the full-year 2023 will make it easier for international investors to analyze the financial performance of the company.

For further information:
Ivo Mönnink, CEO
Sensys Gatso Group AB
E-mail: investors@sensysgatso.com

Simon Mulder, CFO
Sensys Gatso Group AB
E-mail: investors@sensysgatso.com

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