Carnegie

COMMISSIONED RESEARCH

RESULTS UPDATE

25 April 2025 Sweden Technology Hardware & Equipment Research analysts: Örjan Rödén

Sensys Gatso Group

Share price: SEK44.0

Fair value range: SEK48.0-63.0

A stable play in turbulent times -QI(25) review

Q1(25) EBIT close to our forecast, sales ahead

Sensys Gatso Group (SGG) reported Q1(25) EBIT of SEK-4m, close to our SEK-9m estimate. Sales of SEK152m were well ahead of our SEK117m estimate as we had overstated the negative impact from the lowa legislative situation. SGG has managed to offset a significant portion of the reduced business from fixed cameras by expanding the mobile camera fleet. SGG now expects the quarterly negative impact from lowa to be SEK10m, which we view as clearly positive. Order intake was a solid SEK192m, but below the very strong SEK318m in Q1 last year. We believe SGG offers relative stability in turbulent times given its strong backlog in Systems sales and recurring revenue in Manged services; 94% of the order intake in the quarter is recurring business. The company states that the potential impact on the US business from tariffs is negligible, a view that we subscribe to.

2025 outlook unchanged

SGG reiterated its 2025 financial outlook, calling for revenue of SEK700m–800m and an EBITDA margin between 12% and 14%. This is in line with our current estimates. We therefore leave our estimates unchanged.

Fair value range of SEK48-63/share (SEK36-49/share)

We use relative valuation for our fair value range. We have selected Jenoptik as peer for the Systems sales business area (BA) and Verra Mobility as the most relevant peer for the Managed services BA. Jenoptik is currently valued at NTM EV/EBITDA of 6.2x and Verra Mobility at 10.7x. A weighted multiple based on LTM EBITDA for the two BA's yields an EV/EBITDA of 7.5x, which we apply to SGG's current ambition for 2027, adjust for net debt and discount to present value at a WACC of 12%. This forms the high end of our fair value range. For the low end, we assume EBIT to be 20% lower than the ambition. The ambition is challenging, in our view, and the low end scenario implies a more conservative earnings trajectory to 2027. Due to a different peer group, we raise our fair value range to SEK48-63/share.

Up	coming	events
•	AGM 202	5: 08 May

AGM 2025: 08 May 2025

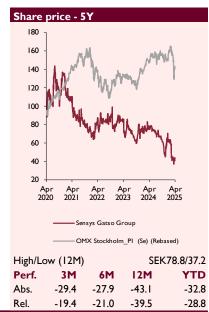
Q2 Report: 21 Aug 2025

Q3 Report: 14 Nov 2025

Changes in this report										
From	То	Chg								
1.61	1.61	-%								
3.6	3.6	0%								
5.9	5.9	0%								
	From 1.61 3.6	From To 1.61 1.61 3.6 3.6								

Key facts	
No. shares (m)	11.5
Market cap. (USDm)	53
Market cap. (SEKm)	507
Net IB Debt. (SEKm)	230
Adjustments (SEKm)	0
EV (2025e) (SEKm)	738
Free float	81.7%
Avg. daily vol. ('000)	10
Risk	Medium Risk
Fiscal year end	December
Share price as of (CET)	24 Apr 2025 17:29

Key figures (SEK)	2024	2025e	2026e	2027e
Sales (m)	631	735	864	1,037
EBITDA (m)	69	96	125	160
EBIT (m)	23	44	73	108
EPS	0.52	1.61	3.57	5.90
EPS adj.	0.52	1.61	3.57	5.90
DPS	0.00	0.00	0.00	0.00
Sales growth Y/Y	1%	16%	18%	20%
EPS adj. growth Y/Y	-51%	209%	122%	65%
EBIT margin	3.7%	6.0%	8.5%	10.5%
P/E adj.	84.5	27.4	12.3	7.5
EV/EBIT	41.4	16.7	10.5	7.5
EV/EBITA	41.4	16.7	10.5	7.5
EV/EBITDA	14.0	7.7	6.1	5.1
P/BV	0.8	8.0	0.7	0.7
Dividend yield	0.0%	0.0%	0.0%	0.0%
FCF yield	-14.7%	-8.8%	-10.4%	-12.0%
Equity/Total Assets	54.0%	52.7%	53.0%	54.0%
ROCE	2.7%	4.5%	7.3%	10.2%
ROE adj.	1.0%	3.0%	6.3%	9.6%



Source: Carnegie Research, FactSet, Millistream & company data

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Net IB debt/EBITDA



Equity story

Near term: 6-12m Sensys Gatso Group (SGG) has been awarded several significant orders recently, such as the 12-year contract with the Swedish Trafikverket worth SEK850m. We expect these orders to boost sales, in particular in the System Sales business line. Meanwhile, the Managed Services business has continued to report double-digit growth from mainly the US part of the business, with a steady flow of new contracts supporting future sales. The combined effect will accelerate growth and improve margins, according to our forecasts. SGG has also invested in its technical platform over the past few years, and we expect the company to see lower cost growth as the platform is deployed in its commercial offering.

Long term: 5Y+

Many areas are increasing investments in road safety. Lower traffic mortality and fewer injuries are a gain for society. Lower speed, another effect of safer roads, also improves air quality and reduces greenhouse emissions. With public finances increasingly challenged by an ageing population, there is growing demand for solutions that do not require large upfront investments. SGG is at the crossroads of these trends, offering high-end products that e.g. can identify drivers or drivers' use of mobile phones while being affordable for the client. Managed Services supplies a full-service solution without any need for the customer to invest in expensive equipment.

Key risks:

- · System sales are volatile and hard to forecast in the short term
- · Road traffic safety is highly regulated and therefore exposed to political risks
- SGG is pursuing a growth strategy and could therefore enter markets with higher geopolitical risks than western markets

Company description

Sensys Gatso Group is a leading provider of automated traffic enforcement solutions with a strong global presence. The company's mission is saving lives by changing the driving behaviour of motorists. Its products aim to reduce vehicle speed and red-light negation by optimising traffic flows and by contributing to a sustainable urban environment, working in close partnership with governments and other authorities. The company was formed in 2015 from the merger of Gatso, founded in the Netherlands, and Sensys, founded in Sweden. Its main markets are Sweden, the US and the Netherlands.

Key industry drivers

- · Speed enforcement saves lives and healthcare costs
- Lower speed contributes to a sustainable society
- Limited public spending

Industry outlook

 We expect market growth to remain strong in particular in the Managed Services business area and in the US. Many emerging markets are prioritising road safety, which offers new growth opportunities

Largest shareholders

Gatso Special Products B.'17.7%Per Wall5.0%Avanza Pension4.4%

Cyclicality

Key peers

Cyclicality: No Not cyclical Jenoptik, Verra Mobility (listed), Vitronic, Idemia (unlisted)

Valuation and methodology

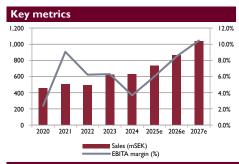
We use a relative valuation model to calculate our fair value range. We have selected Jenoptik, as the most relevant comparison for Systems sales BA and Verra Mobility as the most relevant peer for the Managed services BA. The companies are different in nature, speed enforcement is just a part of Jenoptik and Verra Mobility, and both are large caps with higher margins than SGG. In our view, this could qualify for a discount. On the other hand, SGG is growing faster, according to our forecasts, which we think justifies a premium. Taken all together, we view the Jenoptik and Verra Mobility NTM EV/EBITDA multiples to be a good relative valuation metric. A weighted value based on SGG's LTM EBITDA by BA is 7.5x which we use as multiple in our calculation.

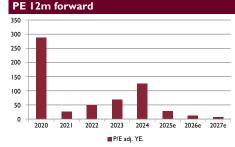
Fair value range 12m



The high end of our fair value range is based on SGG meeting its current financial ambition for 2027e, implying that the company will meet its ambition of an EBITDA margin of more than 15%, revenues above SEK1bn and an EV/EBITDA of 7.5x.

The low end of our fair value range is based on 20% lower EBITDA(27e) than the current financial ambition, applying the same multiple. A potential reason for this would be an inability to expand margins in line with the current ambition, and / or grow the business in line with this ambition.







Source: Carnegie Research & company data



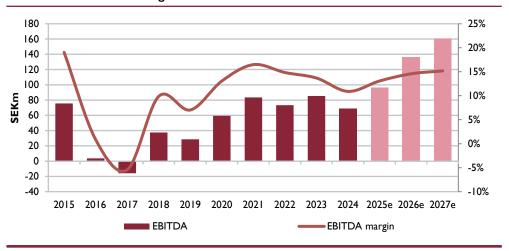
Sensys Gatso Group in key charts

Sales and sales growth Y/Y



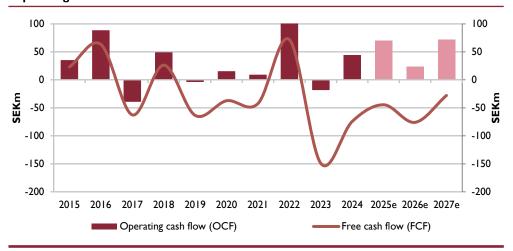
Source: Company data, Carnegie Research

EBITDA and **EBITDA** margin



Source: Company data, Carnegie Research

Operating cash flow and free cash flow



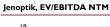
Source: Company data, Carnegie Research



Valuation and risks

Relative valuation model

We use a relative valuation model to calculate our fair value range. We have selected Jenoptik as the most relevant comparison for the Systems sales BA and Verra Mobility as the most relevant peer for the Managed services BA. The companies are different in nature, speed enforcement is just a part of Jenoptik and Verra Mobility, and both are large caps with higher margins than SGG. In our view, this could justify a discount. On the other hand, SGG is growing faster according to our forecasts, which we think justifies a premium. Taken all together, we view the Jenoptik and Verra Mobility EV/EBITDA multiples to be a good relative valuation metric.







Verra Mobility, EV/EBITDA NTM



Source: FactSet, Carnegie Research

Source: FactSet, Carnegie Research

Jenoptik is currently valued at NTM EV/EBITDA of 6.2x and Verra Mobility 10.7x on NTM. A weighted multiple based on LTM EBITDA for the two BA's in SGG, System sales (72%) and Manged services (28%), yields an EV/EBITDA of 7.5x. We apply this multiple to SGG's current ambition for 2027e, adjust for net debt and discount to present value at a WACC of 12%. This forms the high end of our fair value range. For the low end, we assume EBIT to be 20% lower than the ambition. The ambition is challenging, in our view, and the low end scenario implies a more conservative earnings trajectory to 2027e.

Fair value calculation,	, high-end	of range
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EBITDA, 2027e ambition, SEKm	160
EV/EBITDA multiple	7.5
Enterprise value, SEKm	1,200
Net debt 2025e, SEKm	230
Equity value, SEKm	970
WACC	12.0%
Present value, SEKm	730
Shares, m	11.5
Value per share, SEK	63

Fair value calculatior	, low-end of range
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EBITDA, 2027e ambition -20%, SEKm	128
EV/EBITDA multiple	7.5
Enterprise value, SEKm	960
Net debt 2025e, SEKm	230
Equity value, SEKm	730
WACC	12.0%
Present value, SEKm	550
Shares, m	11.5
Value per share, SEK	48

Source: Carnegie Research

Source: Carnegie Research

Risks

- System sales are volatile and hard to forecast in the short term.
- Road traffic safety is highly regulated and therefore exposed to political risks.
- SGG is pursuing a growth strategy and could therefore enter markets with higher geopolitical risks than Western markets.



Interim figures

Q2 167 26% 14 8.1%	125 167 10% 26% -7 14	ı	Q4 198 -10%	Q1 152 22%	Q2 e 192 15%	Q3e 188 34%	Q4e 202 2%	2024 631	2025e 735 16%	2026e 864	2027 e
26% 14 8.1%	10% 26% -7 14	-10% ·	-10%								
14 8.1%	-7 14	ı		22%	15%	34%	2%	1%	16%	1.00/	
8.1%			15					.,,	10/6	18%	20%
	-5.6% 8.1%			-4	15	14	19	23	44	73	108
0		0.7% 7	7.8%	-2.9%	8.0%	7.3%	9.5%	3.7%	6.0%	8.5%	10.5%
•	0 0	0	0	0	0	0	0	0	0	0	0
14	-7 14	1	15	-4	15	14	19	23	44	73	108
8.1%	-5.6% 8.1%	0.7%	7.8%	-2.9%	8.0%	7.3%	9.5%	4%	6%	9%	10%
-1	0 -1	-8	-5	-13	-5	-5	3	-14	-20	-20	-20
13	-7 13	-7	10	-18	10	9	23	9	24	53	88
-3	2 -3	-1	-1	2	-2	-2	-3	-3	-6	-12	-20
23%	29% 23%	-17%	8%	13%	23%	23%	13%	32%	23%	23%	23%
10	-6 10	-7	10	-15	8	7	20	6	19	41	68
0.9	-0.5 0.9	-0.6	8.0	-1.3	0.7	0.6	1.7	0.5	1.6	3.6	5.9
	-0.5 0.9	-0.6	8.0	-1.3	0.7	0.6	1.7	0.5	1.6	3.6	5.9
	-6 -0.5	10 0.9	10 -7 0.9 -0.6	10 -7 10 0.9 -0.6 0.8	10 -7 10 -15 0.9 -0.6 0.8 -1.3	10 -7 10 -15 8 0.9 -0.6 0.8 -1.3 0.7	10 -7 10 -15 8 7 0.9 -0.6 0.8 -1.3 0.7 0.6	10 -7 10 -15 8 7 20 0.9 -0.6 0.8 -1.3 0.7 0.6 1.7	10 -7 10 -15 8 7 20 6 0.9 -0.6 0.8 -1.3 0.7 0.6 1.7 0.5 0.9 -0.6 0.8 -1.3 0.7 0.6 1.7 0.5	10 -7 10 -15 8 7 20 6 19 0.9 -0.6 0.8 -1.3 0.7 0.6 1.7 0.5 1.6 0.9 -0.6 0.8 -1.3 0.7 0.6 1.7 0.5 1.6	10 -7 10 -15 8 7 20 6 19 41 0.9 -0.6 0.8 -1.3 0.7 0.6 1.7 0.5 1.6 3.6



Financial statements

Profit & loss (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	380	406	455	507	495	624	631	735	864	1,037
COGS	-219	-261	-293	-301	-270	-371	-390	-448	-522	-625
Gross profit	162	145	162	206	225	253	241	287	341	412
Other income & costs	-124	-116	-102	-122	-152	-167	-172	-190	-216	-251
Share in ass. operations and IV	0	0	0	0	0	0	0	0	0	0
EBITDA	38	29	59	84	73	85	69	96	125	160
Depreciation PPE	-11	-27	-22	-20	-32	-40	-42	-46	-46	-46
Depreciation lease assets	0	0	0	0	0	0	0	0	0	0
Amortisation other intangibles	-26	-26	-26	-18	-I İ	-6	-4	-6	-6	-6
EBITA	ī	-24	II	46	31	39	23	44	73	108
EBIT	i	-24	ii	46	31	39	23	44	73	108
Share in ass. operations and JV	0	0	0	0	0	-2	0	0	0	0
Net financial items	-2	-3	-8	i	2	-15	-14	-20	-20	-20
of which interest income/expenses	-2	-4	-5	-5	-4	-7	-14	-20	-20	-20
Pre-tax profit	-Ī	-28	2	47	33	23	9	24	53	88
Taxes	-i	12	ī	-12	-13	-10	-3	-6	-12	-20
Post-tax minorities interest	i	2	i	-2	-I	-i	ő	ő	0	0
Discontinued operations	0	0	0	0	0	0	Ö	Ö	Ö	0
Net profit	- 2	-13	5	33	19	12	6	19	41	68
Adjusted EBITDA	38	29	59	84	73	85	69	96	125	160
Adjusted EBITA	I	-24	11	46	31	39	23	44	73	108
Adjusted EBIT	i	-24	ii	46	31	39	23	44	73 73	108
Adjusted EBT	-2	-13	5	33	19	12	6	19	41	68
•										
Sales growth Y/Y	29.8%	6.8%	12.0%	11.4%	-2.4%	26.1%	1.2%	16.4%	17.5%	20.0%
EBITDA growth Y/Y	+chg	-23.9%	108.1%	40.5%	-12.2%	16.3%	-19.3%	39.6%	30.5%	27.8%
EBITA growth Y/Y	+chg	-chg	+chg	324.2%	-32.9%	27.5%	-40.9%	89.9%	66.5%	47.6%
EBIT growth Y/Y	+chg	-chg	+chg	324.2%	-32.9%	27.5%	-40.9%	89.9%	66.5%	47.6%
EBITDA margin	9.9%	7.0%	13.1%	16.5%	14.8%	13.7%	10.9%	13.1%	14.5%	15.5%
EBITA margin	0.2%	nm	2.4%	9.1%	6.2%	6.3%	3.7%	6.0%	8.5%	10.5%
EBIT margin	0.2%	-6.0%	2.4%	9.1%	6.2%	6.3%	3.7%	6.0%	8.5%	10.5%
Tax rate	-125.5%	45.1%	-59.7%	26.0%	39.4%	43.9%	31.8%	23.0%	23.0%	23.0%
Cash flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026 e	2027 e
EBITDA	38	29	59	84	73	85	69	96	125	160
Paid taxes	0	0	2	0	-12	-5	-14	-4	-9	-14
Change in NWC	15	-36	-42	-61	64	-103	-6	4	-44	-81
Non cash adjustments	-3	3	-4	-14	0	4	-5	-26	-26	-26
Discontinued operations	0	0	0	0	0	0	0	0	0	0
Total operating activities	49	-4	15	9	126	-18	44	71	47	39
Capex tangible assets	-16	-41	-19	-24	-19	-83	-57	-70	-55	-55
Capex - other intangible assets	-5	-4	-14	-18	-26	-20	-35	-25	-25	-25
Acquisitions/divestments	0	0	0	0	0	0	-44	0	0	0
Total investing activities	-21	-45	-33	-42	-45	-103	-136	-95	-80	-80
Net financial items	-2	-3	-8	1	2	-15	-14	-20	-20	-20
Lease payments	0	-12	-12	-11	-11	-14	-12	0	0	0
Dividend paid and received	0	0	0	0	0	0	0	0	0	0
Share issues & buybacks	Ö	ő	71	Ö	Ö	ő	Ö	Ö	Ö	0
Change in bank debt	-10	36	14	19	-44	84	216	Ö	Ö	0
Total financing activities	-10	24	73	-4	-55	71	204	Ŏ	ŏ	Ŏ
Operating cash flow	49	-4	15	9	126	-18	44	71	47	39
Free cash flow	26	-64	-37	-42	72	-149	-74	-44	-53	-61
Net cash flow	17	-25	55	-36	25	-50	112	-24	-33	-41
Change in net IB debt	28	- 4 8	5 4	-44	82	-122	-87	-24	-33	-41
Capex / Sales	4.3%	10.2%	4.2%	4.8%	3.8%	13.2%	9.0%	9.5%	6.4%	5.3%
NWC / Sales	16.6%	15.6%	19.6%	4.8% 27.7%	3.8% 29.6%	27.3%	9.0% 36.3%	9.5% 32.0%	6. 4 % 29.5%	30.6%
INTEL / Jailes	10.0%	13.0%	17.0/0	L1.1/0	27.0/0	21.3/0	30.3/0	32.0/0	27.3/0	30.0%

Source: Carnegie Research & company data



Financial statements, cont.

Other fixed indragible assets 73 53 47 57 69 88 111 113 115 117 argible assets 42 101 86 92 105 128 165 212 244 276 Lease assets 40 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Balance sheet (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027 e
Targelle sexess	Acquired intangible assets										
Lease assestes	•										
Fixed assets 404 457 416 436 491 533 608 655 686 714 10mentonics (2) 72 87 712 97 85 100 107 147 173 228 228 228 228 238 2	•										
Inventories (2)											
Receivalpsis (2) 57 75 88 141 67 1812 109 147 173 228 0 100 100 100 100 20 0 100 100 100 100											
Ober current assets 0 4 3 2 0 1 1 0 0 1 1 2 0 0 3 1 0	* /										
Cash & cash equivalents (1) 77 52 108 72 100 49 165 141 008 67 Total assets 28 249 351 351 361 337 430 537 552 592 668 Total assets 632 706 767 797 828 94 1,145 1,208 1,277 1,362 532 506 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 533 500 1,277 1,362 500 1,362 500											
Current sassets											
Total assets 52 706 707 797 828 964 1,145 1,208 1,277 1,382 Shareholderi* quity 54 4 450 515 7661 6.62 6.63 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0											
Sharabolders' equity											
Minorities 0											
Total equity											
Deferred tax											
LT IB debt (1)											
Lease libilities											
LT Habiltilities 72 77 66 65 75 103 372 372 372 372 372 372 372 372 372 372 372 372 372 372 372 372 372 373 30 20 55 46 73 86 104 Accrued exp. & other NWC items (2) 67 74 70 76 98 106 89 105 121 140 0	. ,										
ST IB debt (1) 10 57 53 50 9 644 20 20 20 20 20 20 20 Accordance (2) 52 546 76 237 20 55 466 73 86 104 Accrued exp. & other NVC/ items (2) 67 74 70 76 98 106 89 105 121 140 Accrued exp. & other NVC/ items (2) 67 74 70 76 98 106 89 105 121 140 Other ST non-IB liabilities 10 6 180 187 170 127 225 155 199 227 264 Total equity and liabilities 612 706 76 797 828 944 1,145 1,208 1,277 1,264 Total equity and liabilities 612 706 77 797 828 944 1,145 1,208 1,277 1,264 Total equity and liabilities 612 706 77 10 107 123 120 221 237 233 226 3304 Net working capital (NWC) (=2) 56 71 107 173 120 221 237 233 226 3304 Net working capital (NWC) (=2) 54 72 122 483 483 637 661 756 962 992 1,007 1,101 Capital invested (CI) 422 483 483 637 661 756 962 992 1,007 1,101 Capital invested (CI) 422 483 483 637 670 70 70 70 99 844 922 1,007 1,001 Capital invested (CI) 422 483 63 637 70% 76% 66% 54% 53% 53% 53% 54% Net IB debt / EBITDA -0.5 23 0.0 0.4 -0.5 12 30 0.2 24 2.1 1.7 Per share data (SEK) 2018 2019 2021 2022 2023 2024 2025e 2026e 2027e Act in no. of shares in issue YE (m) 10.61 10.75 10.99 11.52 11.52 11.52 11.53											
Payables (2)		10									
Accrued exp. & other NWC items (2) 67 74 70 76 98 106 89 105 121 140 00		28	47		37	20	55			86	104
Current liabilities	Accrued exp. & other NWC items (2)	67	74	70	76	98	106	89	105	121	140
Note B debt C	Other ST non-IB liabilities	0	2	2	8	0	0	0	0	0	0
Net IB debt (=1) Net IB debt (=1) Net working capital (NWC) (=2) S6 71 107 173 120 221 237 233 276 357 Capital employed (CE) 492 532 588 637 661 756 962 982 1.027 1.037 Capital invested (CI) 422 483 483 573 570 710 799 844 922 1.037 Capital invested (CI) Capital i	Current liabilities	106	180	187	170	127	225	155	199	227	264
Net working capital (NWC) (=2)	Total equity and liabilities	632	706	767	797	828	964	1,145	1,208	1,277	1,382
Net working capital (NWC) (=2)	Net IB debt (=I)	-18	67	0	35	-35	99	206	230	263	304
Capital employed (CE)		56		107	173	120	221		233	276	357
Equity / Total assets Net IB debt / EBITDA	Capital employed (CE)	492	532	588	637	661	756	962	982	1,027	1,101
Net B debt / EBITDA -0.5 2.3 0.0 0.4 -0.5 1.2 3.0 2.4 2.1 1.9	Capital invested (CI)	422	483	483	573	570	710	799	844	922	1,037
Net B debt / EBITDA -0.5 2.3 0.0 0.4 -0.5 1.2 3.0 2.4 2.1 1.9	Equity / Total assets	72%	64%	67%	70%	76%	66%	54%	53%	53%	54%
Adj. no. of shares in issue YE (m)	Net IB debt / EBITDA										
Diluted no. of Shares YE (m) 10.61 10.75 10.99 11.52 11.52 11.52 11.53	Per share data (SEK)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027 e
EPS dij0.21 -1.25 0.46 2.89 1.61 1.06 0.52 1.61 3.57 5.90 EPS adj0.21 -1.25 0.46 2.89 1.61 1.06 0.52 1.61 3.57 5.90 EPS adj0.21 -1.25 0.46 2.89 1.61 1.06 0.52 1.61 3.57 5.90 EPS adj0.21 -1.25 0.46 2.89 1.61 1.06 0.52 1.61 3.57 5.90 EPS adj0.21 -1.25 0.46 2.89 1.61 1.06 0.52 1.61 3.57 5.90 EPS 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Adj. no. of shares in issue YE (m)										
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	Share price YE (SEK)	146	109	134	/6.5	/9.8	/2.6	65.5	44.0		

Source: Carnegie Research & company data



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