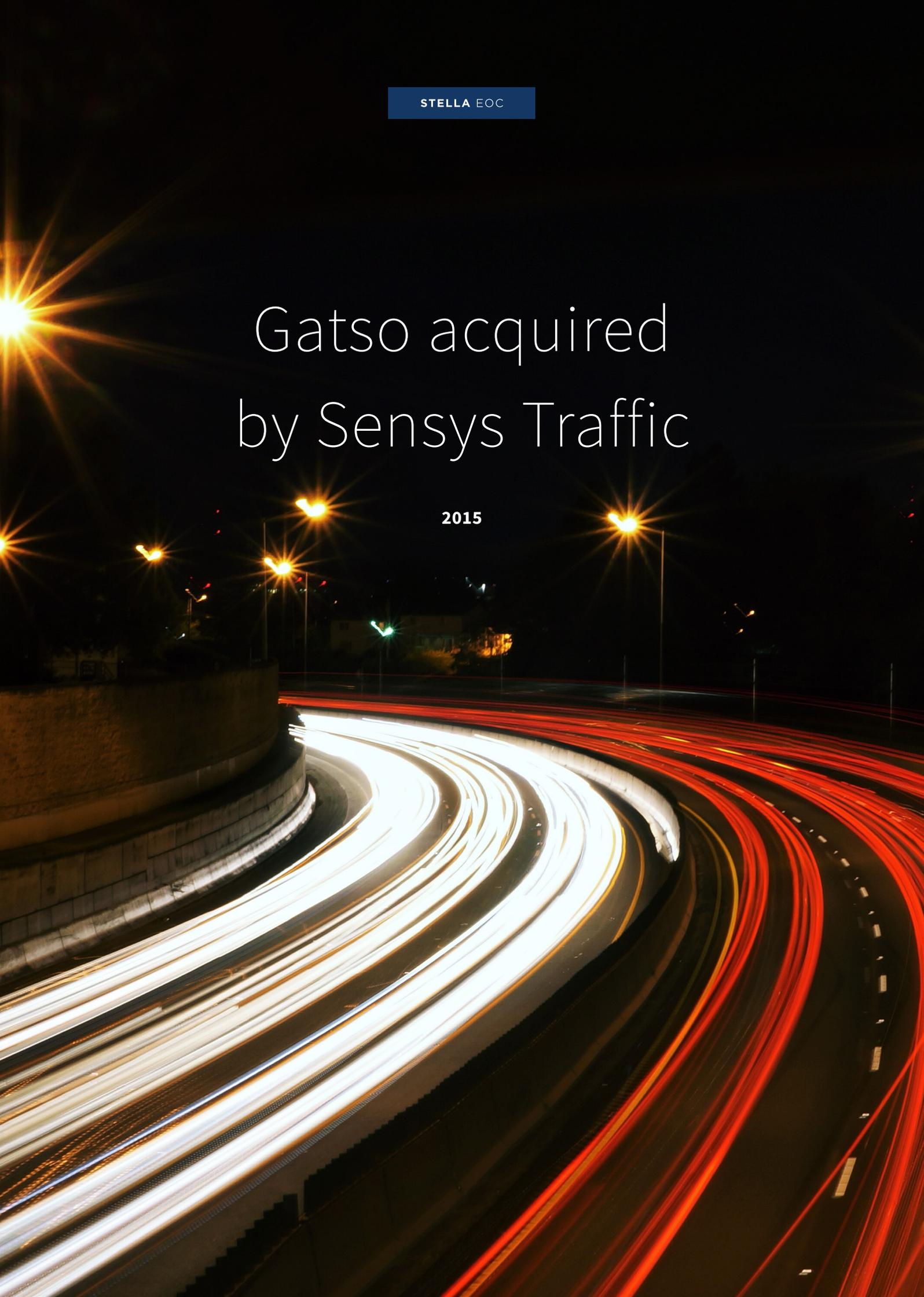


STELLA EOC

Gatso acquired by Sensys Traffic

2015



Gatso: Joining forces with Sensys Traffic to become the largest European traffic equipment provider

“Stella EOC did an outstanding job in advising Sensys Traffic on the acquisition of Gatso. The transaction was very complex and Stella EOC have been instrumental in assessing the opportunity and driving the various due diligence streams alongside our internal teams, leveraging their strong technology expertise and deep knowledge of M&A processes and public markets. They helped us structure the offer, suggesting creative solutions that remained compatible with Sensys Traffic being a listed company, and successfully complete the transaction.”

Torbjörn Sandberg, CEO of Sensys Traffic

Founded

1958

2014 revenues

EUR 30m

Revenues growth

20+%

Systems installed

15,000

Headquarters

Haarlem,
The Netherlands

Pioneering the speed enforcement market

Founded in 1958 by Dutch rally driver Maus Gatsonides, Gatso is a Netherlands-based leading supplier of road safety enforcement systems, and Sensys Traffic's main competitor in Europe.

Gatso provides its customers with a wide range of devices to measure speed, control intersections or manage traffic, as well as a software package to process data and enabling to log, notify and collect traffic penalties.

Gatso is the largest traffic enforcement equipment provider in the UK, The Netherlands and Belgium, and enjoys strong market shares in France and Switzerland, as well as presence in the United States.

Combining to create a European market leader with global operations

The merger of the operations of Sensys Traffic and Gatso creates the largest supplier of traffic enforcement equipment with a strong and unique value proposition in the managed services market.

The new entity, named Sensys Gatso Group, is listed in Stockholm (Nasdaq OMX) and generates pro forma revenues of c. EUR 46m with a 15% EBITDA margin from an installed base of c. 18,000 systems worldwide.

Ideally position to continue growing

Sensys Gatso Group expects to leverage its track-record and leading position in Europe to win more clients in the equipment segment.

The group will also have the ability to provide end-to-end, fully integrated solutions for the operator markets, which will mechanically reduce the volatility of the project-oriented equipment business.

Stella EOC acted as sole advisor to the buyer.