



## Over 60 Cameras in Operation – RMD's Sales Momentum Accelerates

**Railway Metrics and Dynamics (RMD) continues to expand its customer base. Currently, more than 40 active camera systems are in use with paying customers, generating over SEK 2 million in annual recurring revenue. In addition, a call-off agreement for another 23 cameras is being fulfilled through ongoing deliveries. The camera system is used daily in live operations by several of Sweden's largest rail freight operators.**

Väte Rail, TX Logistik, Green Cargo, Hector Rail, Real Rail, and CFL Cargo (SHN) are currently trialing the system – a strong indication that the solution delivers real operational value, improving both safety and efficiency in shunting operations, even when disruptions occur en route. RMD expects more and larger orders as trial periods conclude, and market interest is growing steadily – not only within the EU, but also in the United States and Australia.

### **Customer Needs Drive Development**

RMD's strength lies in its close collaboration with customers. Each use case is documented and fed back to the development team, allowing features to be tailored to real-world operational requirements. The software is continuously updated, with each iteration based on concrete feedback from train drivers and traffic control staff.

– Customer feedback helps us prioritize the most valuable updates. That way, we ensure every new version delivers practical benefits, says Pontus Mantefors, Technical Lead for the camera system at RMD.

### **A Solution That Delivers Immediate Results**

Introducing new digital tools means changing long-standing work routines. To ensure smooth adoption, RMD provides technical support during installation and initial rollout. This significantly increases the chances of effective use from day one – a key factor for customers looking to scale the solution across their organization.

– We work closely with our customers to ensure the system makes an immediate impact. Challenges often stem from how the system is used or mounted – and these are usually easy to resolve with the right support, says Pontus Mantefors.

### **Regulatory Shifts Boost Interest**

Increased safety requirements are driving more companies to consider technical solutions to replace traditional working methods. Since Sweden's Work Environment Authority introduced a ban on riding locomotive steps at Green Cargo, interest in camera-based alternatives has grown across the sector.

### **Growing Demand – Rising Revenue**

With more active contracts and recurring income from existing installations, RMD sees a stable growth trajectory. Many of the upcoming deliveries are tied to long-term framework agreements, further strengthening the company's revenue base and market position.

