



# Green Cargo Signs Multi-Year Agreement with RMD – Secures Long-Term Revenue

**Sweden's largest freight rail operator, Green Cargo, currently leases rear-view cameras from Railway Metrics and Dynamics (RMD). The parties have now also signed a new agreement enabling additional camera orders on demand. The agreement secures Technology-as-a-Service (TaaS) revenues of at least SEK 6,026,000.**

RMD's proprietary camera system was introduced into Green Cargo's operations in the summer of 2024. Their decision to both expand the number of installed cameras and enter into a long-term call-off agreement demonstrates continued strong confidence in the system. For RMD, the deal also confirms that the camera has become an established tool for rail companies seeking to increase efficiency and safety while reducing day-to-day operational costs.

RMD assesses that the Swedish market holds significant potential for the rear-view camera, with an estimated need of between 500 and 700 units. Interest is high, and the longer-term agreements being signed provide stable revenue streams over time, in line with previously communicated financial expectations.

The camera system is continuously developed through an iterative process in which customer feedback and requests play a central role. The work includes both software development and hardware adaptations. New software features are added on an ongoing basis, such as remote control of image settings and an improved user interface. The hardware is also being refined, including a new camera mount adapted to the standard tail-signal holders found on all Swedish wagons.

“We have maintained a good and regular dialogue throughout this entire journey. Green Cargo has also taken part in knowledge-sharing sessions and invited us to locations such as the Tomtebodavagn terminal to see how the camera is used in daily operations,”





says Pontus Mantefors, Head of Technology and Systems for the camera platform at RMD.

“The feedback from our customers is extremely valuable. It helps us prioritize correctly in the continued development of the system, and the dialogue ensures that RMD becomes a collaborative partner along the way,” Pontus continues.

The multi-year agreement, which also includes cooperation and further development, strengthens the relationship between the companies and provides clear confirmation that the camera system is both reliable and highly beneficial, every day.

“RMD is a technology company, and we support our customers in digitalizing their operations. The agreement with Green Cargo is proof that our industry expertise and technical capabilities give us strong credibility as a partner in digitalization initiatives,” says Jan Lindqvist, CEO of RMD.

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**About Railway Metrics and Dynamics Sweden AB (publ)**

RMD is a Swedish IT company that develops and sells a system platform for real-time analysis and monitoring of transport and infrastructure. The platform consists of a cloud-based and real-time system with patented technology, built on advanced algorithms and artificial intelligence, for asset management. The Company has initially chosen to focus on the railway industry—such as locomotives, railcars, tracks, and other railway infrastructure—but RMD’s system can also be effectively applied in other transport and infrastructure markets, including the construction sector and the human market. For actors in the railway industry, the Company’s system enables more efficient, safe, punctual, and profitable transport operations. RMD’s shares are traded on NGM Nordic SME.

