

# ANNUAL REPORT 2022 WEBINAR

16 MARCH 2023



# Important notice

This presentation does not constitute a prospectus and has been prepared for information purposes only and under no circumstances does it constitute the basis for a public offering. This document is not intended to be and does not constitute an offer, or a solicitation of any offer, to buy or sell securities in any jurisdiction where the distribution or release would be unlawful. Neither this document nor any copy of it nor the information contained herein may be distributed or redistributed, directly or indirectly to or into any jurisdiction if such distribution would be contrary to applicable laws.

No decision has been made on whether to complete a transaction regarding the Company, but if such decision is made, any investment decision, this presentation (i) is by necessity a summary of more detailed information, (ii) is not intended and should not be used to form the basis of any investment decision, and (iii) does not purport to be full or complete. Neither the receipt of this document, nor any information contained herein constitutes, or shall be relied upon as constituting, the giving of investment advice by the Company or any of its advisors. The Company makes no representation or warranty, expressed or implied, as to the accuracy or completeness of this presentation and the information contained herein. Accordingly, none of the Company, or any of its principal shareholders, subsidiary undertakings or advisors or any of such person's officers or employees accepts any liability whatsoever arising directly or indirectly from the use of this document. This presentation is governed by and shall be construed in accordance with Danish law and subject to Danish jurisdiction.

## Forward-looking statement

This company presentation may contain certain forward-looking statements. Although GreenMobility (the "Company" or the "Group") believes its expectations are based on reasonable assumptions, all statements other than statements of historical fact included in this company announcement about future events are subject to (i) change without notice and (ii) factors beyond the Company's control. These statements may include, without limitation, any statements preceded by, followed by, or including words such as "target," "believe," "expect," "aim," "intend," "may," "anticipate," "estimate," "plan," "project," "will," "can have," "likely," "should," "would," "could", and other words and terms of similar meaning or the negative thereof. Forward-looking statements are subject to inherent risks and uncertainties beyond the Company's control that could cause the Company's actual results, performance, or achievements to be materially different from the expected results, performance, or achievements expressed or implied by such forward-looking statements. Except as required by law, the Company assumes no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.



# GreenMobility – INDEPENDENT, GREEN CAR-SHARING PROVIDER

We seek to expedite the transition away from private car ownership in urban areas by providing the convenience of on-demand mobility – in a wholly sustainable manner



2016 / 2017 / 2020

Launch / IPO First North /  
Nasdaq Main Market



250 million

Market cap  
as of 15 March 2023



224,611

Total number of users  
(December 2022)



2,036 / 5,400

Tonnes CO<sub>2</sub> saved<sup>1</sup>  
(2022 / Total to date)



+1 million

Trips driven  
(2022)



1,600

EVs in operation  
(December 2022)

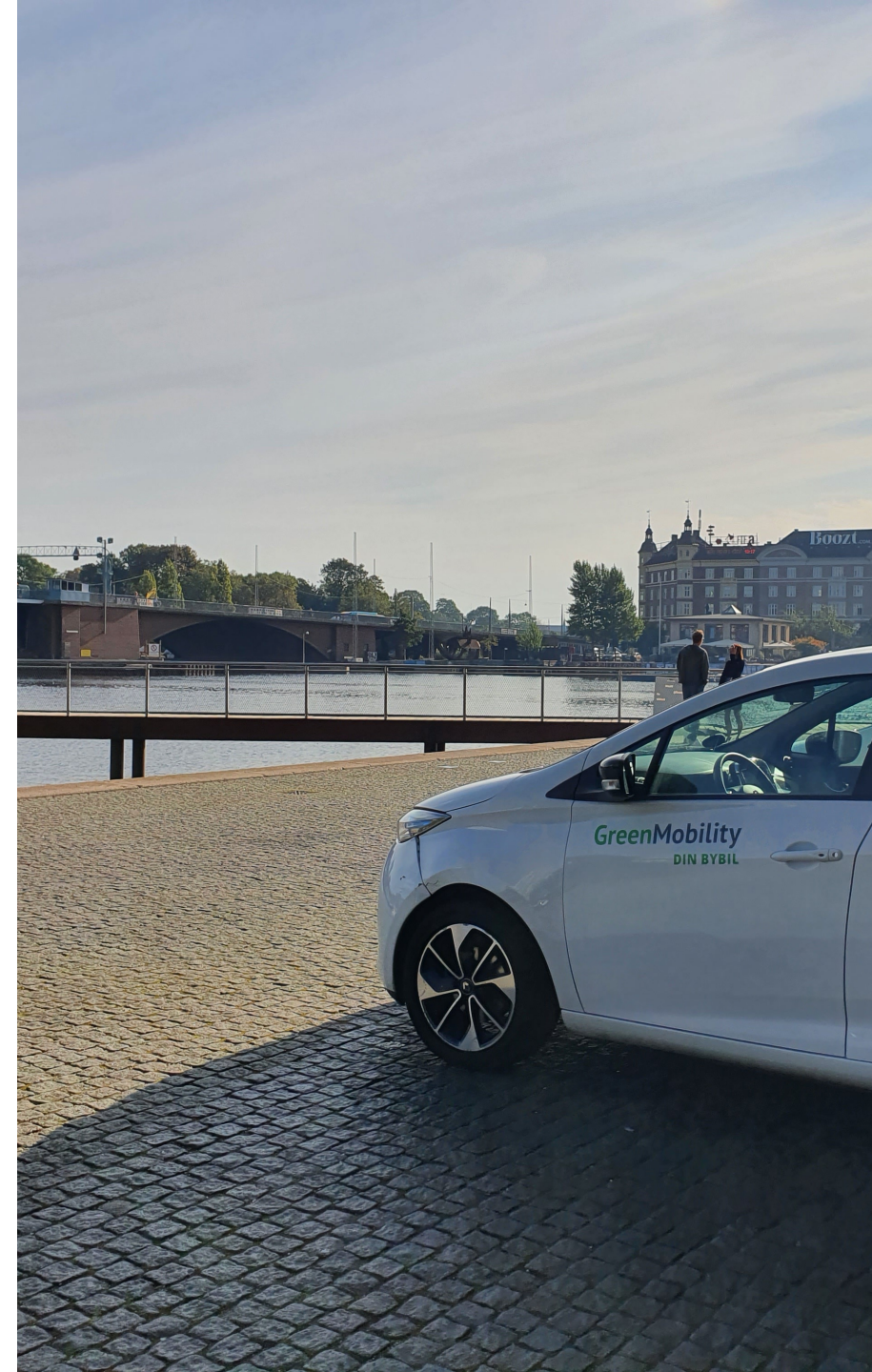


<sup>1)</sup> Relative to having driven an equivalent amount of km in a typical combustion-engine vehicle (118.5 g CO<sub>2</sub>/km based on European Commission, 2019, Average CO<sub>2</sub> emissions from new cars sold)

# 2022 HIGHLIGHTS

- Continued strong revenue growth, despite increasing external factors in H2
- Acquisition of Fetch Mobility in the Netherlands
- Launch Düsseldorf & Cologne, Germany
- Significant replacement and increase in the fleet
- Introduction of premium segment electric cars
- External factors impacting the business during 2022
- Re-focused strategy early 2023 – focus on bringing the group to profitability
- Sufficient liquidity – no plans of raising new equity in 2023

Key figure	Growth	FY2022	FY2021	FY2020
Revenue	56%	97,310	62,131	34,650
Net result	(50%)	(77,224)	(51,578)	(59,721)
Balance sheet	7%	285,586	266,105	147,232
Customers	42%	224,611	158,600	115,744
CO2 saved (tonnes)	50%	2,036	1,352	775
Trips	22%	1,090,755	893,000	671,722
EV fleet	54%	1,600	1,050	950
Cities	0%	11	11	7





# MARKET CONDITIONS

- 2022 proved challenging for many, and the effects became more evident in 2<sup>nd</sup> half of the year.
- The external factors included:
  - Delay in delivery of new cars
  - General supply chain in automotive
  - Rising interest rates
  - Doubling of electricity/charging cost
  - Change in consumer behaviour & habits
- GreenMobility has from beginning October introduced a temporary energy fee per kilometre driven
- While we expect an improvement on some areas, we go into 2023 assuming current external factors.

**GreenMobility**  
YOUR CITY. YOUR CAR





# QUARTERLY PERFORMANCE 2022

(DKK'000)	Q1-2022	Q2-2022	Q3-2022	Q4-2022	FY2022
Revenue	19,046	23,346	26,424	28,494	97,310
Other operating income	298	516	197	378	1,389
External expenses	(20,156)	(22,170)	(24,738)	(27,875)	(94,939)
Gross profit/loss	(812)	1,692	1,883	997	3,760
Staff costs	(9,016)	(8,558)	(9,943)	(10,147)	(37,664)
Depreciations	(8,057)	(9,373)	(10,102)	(8,596)	(36,128)
Operating profit/loss	(17,885)	(16,239)	(18,162)	(17,746)	(70,032)
Financial expenses	(471)	(331)	(2,135)	(5,113)	(8,050)
Tax on profit/loss	0	0	0	858	858
Net result	(18,356)	(16,570)	(20,297)	(22,001)	(77,224)



# RE-FOCUSED STRATEGY

- Early 2023, GreenMobility announced a strategic re-focus to preserve cash
- Consolidation on its core markets, resulting in the closing of the Swedish and German markets
- Cars have been moved to markets with higher revenue per car
- Focus of operation going forward is on bringing the group to profitability and have that as a foundation for future growth.
- Expectation is to be close to break-even by end 2023 and with a clear outlook for group profitability in 2024
- GreenMobility has sufficient liquidity and therefore no expectations or plans of raising new equity in 2023
- GreenMobility maintains its long-term ambition of being a leader within electric carsharing in Europe, with a clear goal of reducing CO2 emissions, replacing private cars and generate stakeholder value.



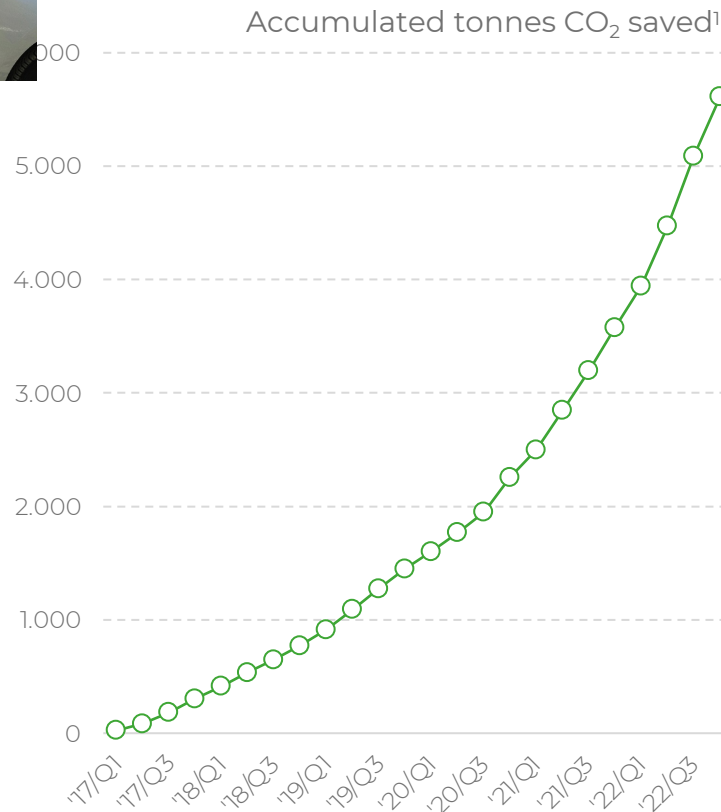
# ESG & SUSTAINABILITY



2022 ESG & Sustainability Report published as well, now also with scope 3 reporting.

GreenMobility continue to take active part in solving the pressing issues faced by modern cities:

- Decrease CO<sub>2</sub> emissions
- Reduce private car ownership
- Improve city environment
- Create equal opportunities for mobility in the city

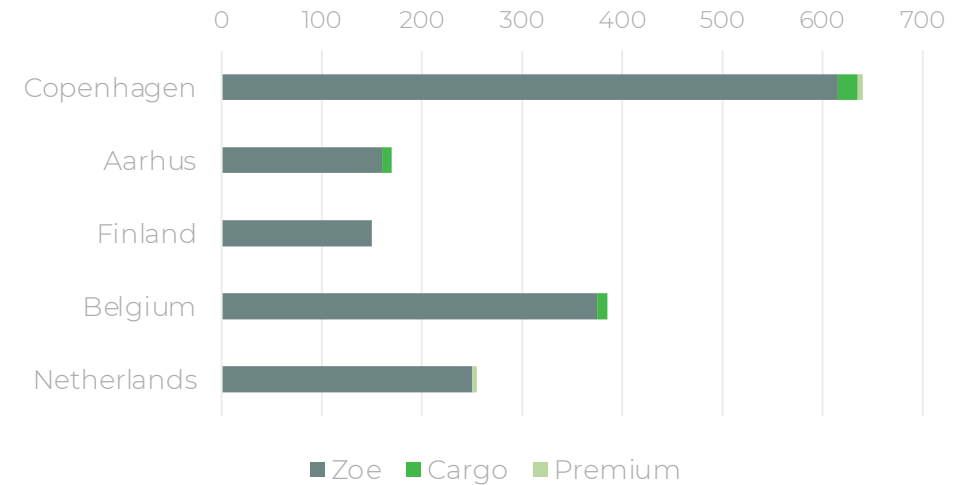


	NOTE	METRIC	2022	2021	2020
<b>ENVIRONMENTAL</b>					
<b>GHG Emissions</b>					
Indirect on premises (scope 2)	1.1	tonnes CO <sub>2e</sub>	12.46	11.15	1.86
Indirect on fleet (scope 2)		tonnes CO <sub>2e</sub>	436.61	213.50	61.85
Other Indirect (Scope 3)		tonnes CO <sub>2e</sub>	6,092.82	n/a	n/a
<b>Avoided emissions</b>					
From electric vehicle fleet	1.2	tonnes CO <sub>2</sub>	2,036.0	1,353.0	774.7
Accumulated		tonnes CO <sub>2</sub>	5,645.1	3,609.1	2,256.1
<b>Energy consumption</b>					
Indirect power consumed	1.3	MWh	3,337.0	2,875.0	904.2
<b>SOCIAL</b>					
<b>Employees</b>					
Total number of full-time employees	2.1	Qty	53	39	47
Total number of part-time employees		Qty	84	58	54
Nationalities		Qty	14	14	12
<b>Employee well-being</b>					
Satisfaction (index 1-100)	2.1	Index	81	n/a	82.1
Employee injuries		Qty	0	1	0
Employee turnover - total		Percentage	26%	44%	20%
Employee turnover - voluntary		Percentage	18%	23%	10%
<b>Gender diversity</b>					
Overall female/male	2.2	Ratio	24:76	23:77	28:72
Management female/male		Ratio	0:100	0:100	0:100
BoD female/male		Ratio	33:67	20:80	40:60
<b>Salary</b>					
Gender pay gap	2.3	Percentage	-7	17	10
CEO pay ratio		Ratio	4.8:1	2.4:1	4.2:1
Reports on CEO pay ratio in regulatory filings			Yes	Yes	Yes
<b>Customer satisfaction</b>					
Customer satisfaction rating	2.4	Percentage	86	84.7	83.9
<b>GOVERNANCE</b>					
<b>Board composition</b>					
Total board members	3.1	Qty	6	5	5
Independent/non-independent board members		Ratio	100:0	100:0	80:20
Average age			51	49	49
<b>Nationality</b>					
Danish/non-Danish	3.2	Ratio	83:17	100:0	100:0
<b>Board meetings</b>					
Board meetings	3.1		8	8	7
Board attendance		Percentage	93	95	97
<b>Data security</b>					
Total data security breaches	3.3	Percentage	0%	0%	0%



# ELECTRIC FLEET

- The combined GreenMobility fleet is approximately 1,600 EV's of which the majority are Renault Zoe's
- Driving more than 20 million km yearly, reducing more than 2,200 ton of CO2
- Reducing parking constraint on cities



## CARGO VANS

Specialization line to support transportation of smaller goods.  
Longer average trips.



## CORE FLEET

The popular ride & main fleet.  
Small but large car, very suitable for trips in and around the city.



## PREMIUM

Specialization line to support more premium ride for longer trips, business trips or just a more spacious trip.



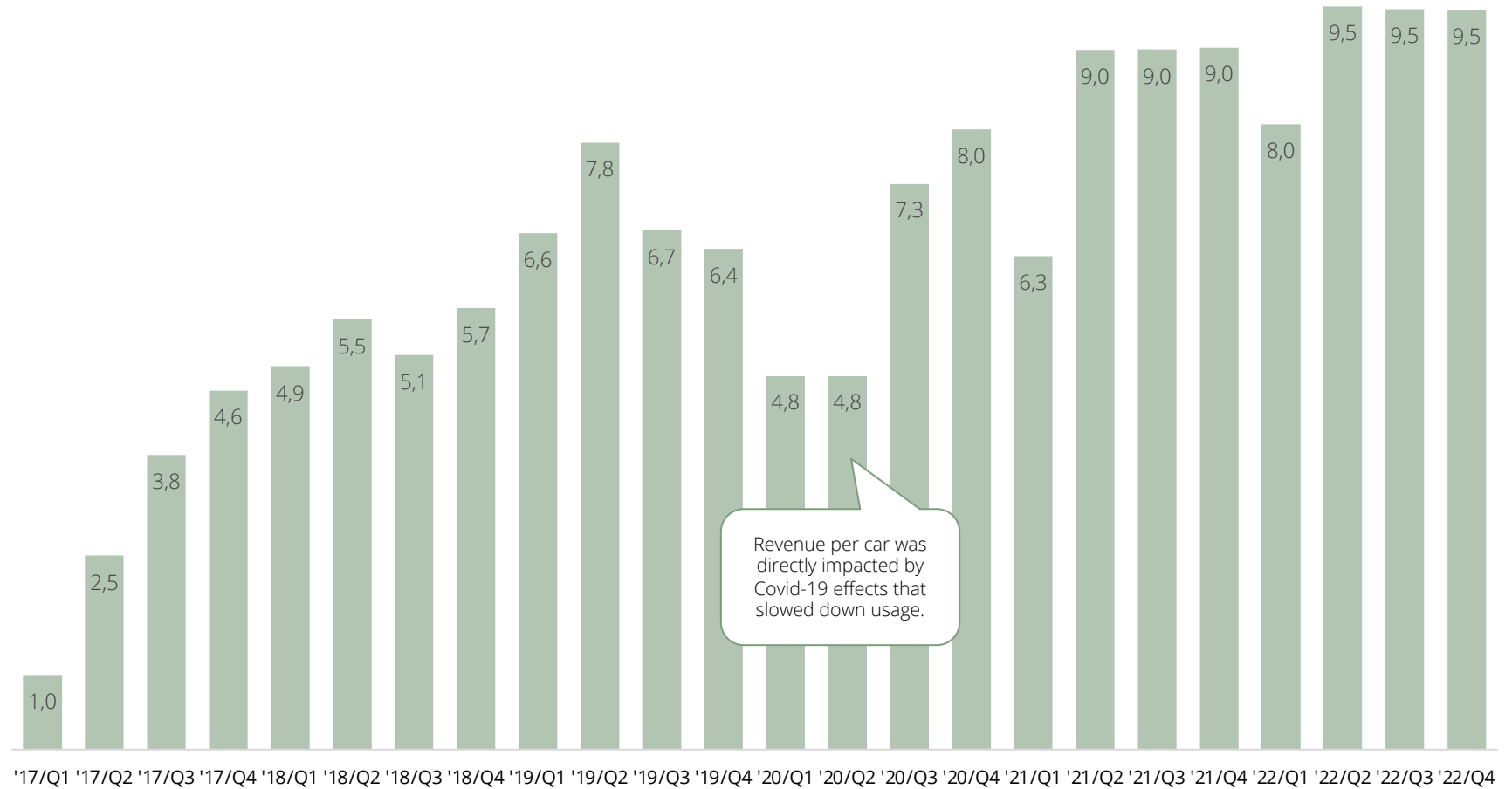
# Our markets







## Average monthly revenue per car in Copenhagen



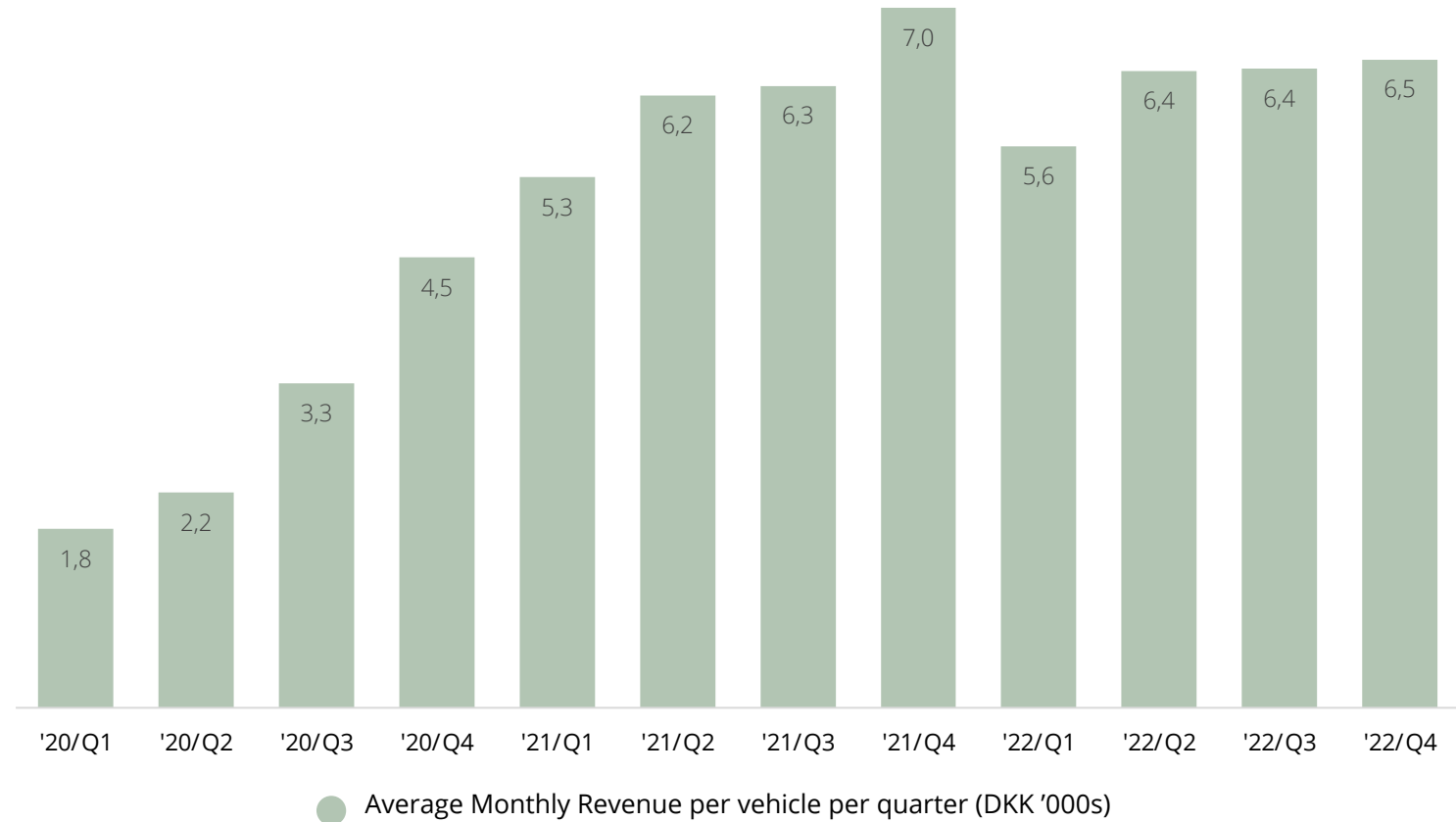
Revenue per car was directly impacted by Covid-19 effects that slowed down usage.

● Average monthly Revenue per vehicle per quarter (DKK '000s)

1) Calculated as revenue in Copenhagen divided by the fleet of vehicles for that quarter



## Average monthly revenue per car in Aarhus

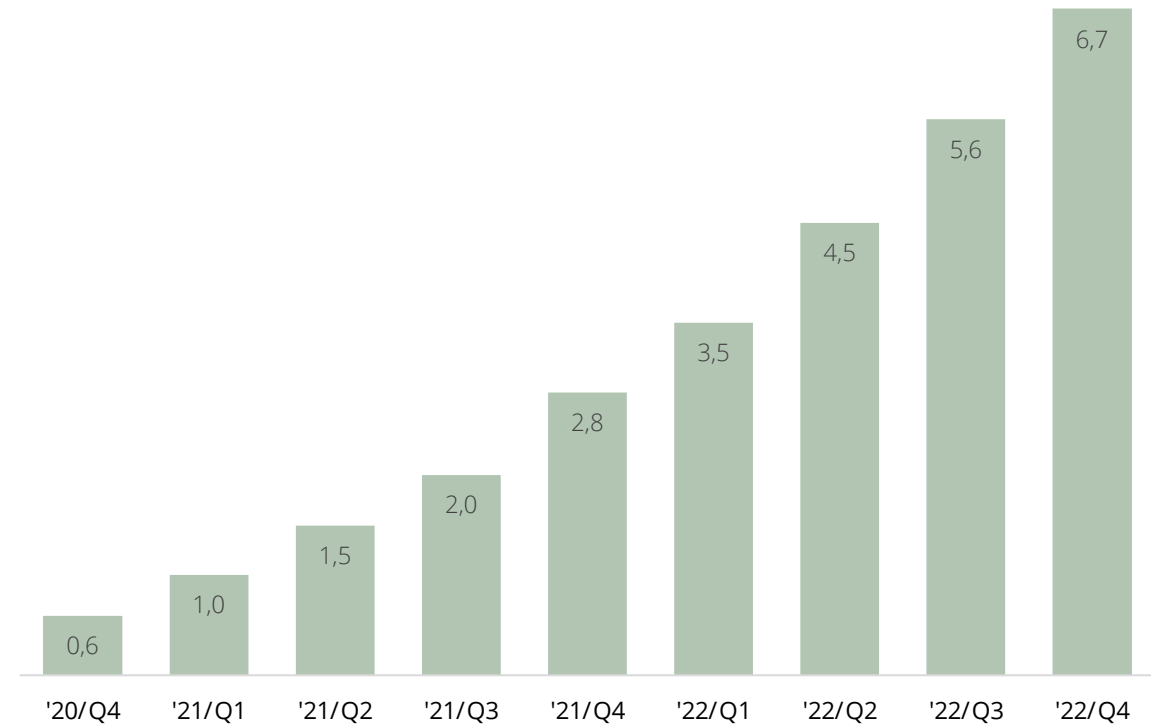


1) Calculated as revenue in AARHUS divided by fleet of 100 vehicles (fixed throughout period), excluding revenue from other activities





## Average monthly revenue per car in Belgium

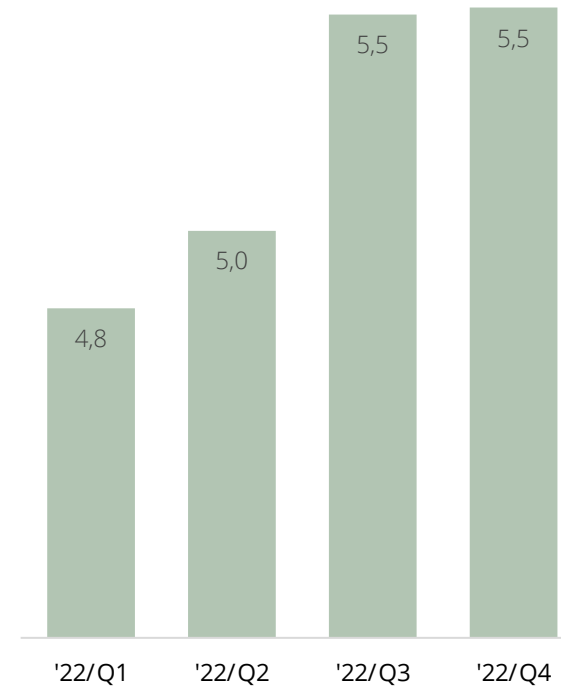


● Average Monthly Revenue per vehicle per quarter (DKK '000s)

1) Calculated as revenue in the respective countries divided by the relevant fleet size (fixed throughout period), excluding revenue from other activities



## Average monthly revenue per car in the Netherlands



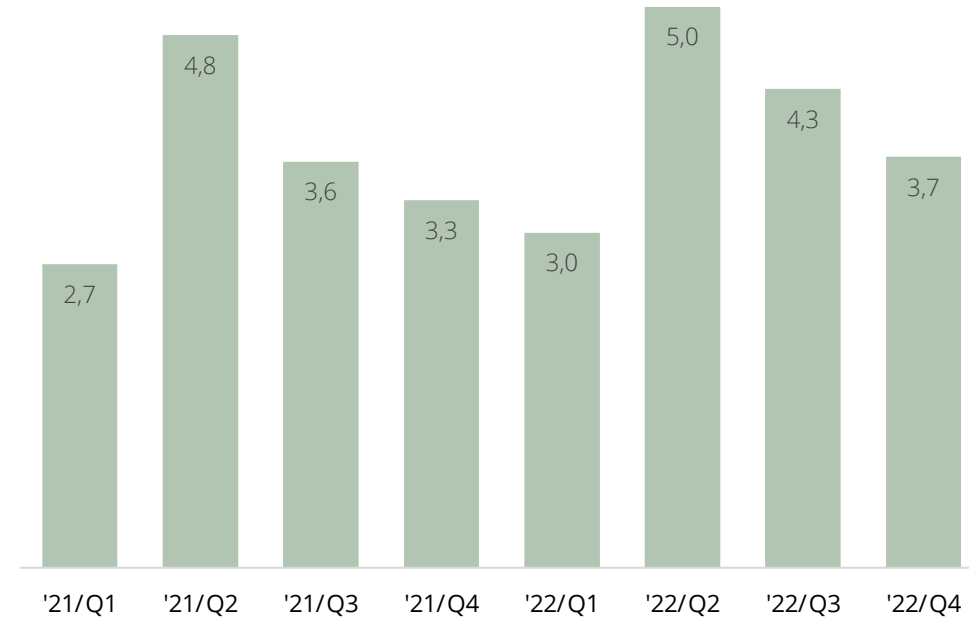
● Average Monthly Revenue per vehicle per quarter (DKK '000s)

1) Calculated as revenue in the respective countries divided by the relevant fleet size (fixed throughout period), excluding revenue from other activities





## Average monthly revenue per car in Finland



● Average Monthly Revenue per vehicle per quarter (DKK '000s)

1) Calculated as revenue in the respective countries divided by the relevant fleet size (fixed throughout period), excluding revenue from other activities

# CUSTOMER USAGE



84%

Customer satisfaction

72%

Willing to walk further for Green

91%

Have recommended us

7%

Have sold car  
27% have omitted purchase

43%

Use for social gathering

33%

Use for going out

43%

Use for going to/from the airport

40%

Use for visiting family & friends



Looking  
ahead





# GUIDANCE 2023



## OUR EXPECTATIONS FOR 2023 ARE:

- Group revenue of DKK 135-145 million – growth of 40-50% vs 2022
- Net result of DKK (35-45) million
- Sufficient liquidity based on current market conditions.

## Aspirations 2030



From 11 to  
**35**  
cities



20,000+  
tonnes  
CO<sub>2</sub> saved



From 1,100 to  
**10,000+**  
EV'S



40,000+  
private cars  
reduced

- We stay committed to our Aspiration for 2030, where GreenMobility aims at becoming an European industry-leading electric carsharer.
- We will do this, while maintaining our focus on the green agenda to improve Sustainability across all our operational cities.





# GreenMobility – EXECUTIVE MANAGEMENT TEAM



**KASPER GJESTED**  
GROUP CEO

Joined GreenMobility  
in 2023

Select experience:

CEO



CEO (Sweden & Denmark)



CEO & Regional Director  
Scandinavia / Baltics



Marketing Project Mgr



**ANDERS WALL**  
GROUP CFO

Joined GreenMobility  
in 2017

Select experience:

CEO



Chief Commercial Officer



CEO



Director, Business  
Development





# Questions



## Contact:

Group CFO & Head of ESG  
Anders Wall

[aw@greenmobility.com](mailto:aw@greenmobility.com)

+45 25 40 30 20

[Linkedin.com/in/  
anderswall](https://www.linkedin.com/in/anderswall)