



Q1-2024
TRADING
STATEMENT
19 APRIL 2024

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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



262,550
Total number of customers
(March 2024)



293,134
Trips driven
(Q1-2024)



487 / +7,500
Tonnes CO₂ saved¹
(Q1-2024 / Total to date)



1,400
EVs in operation
(March 2024)

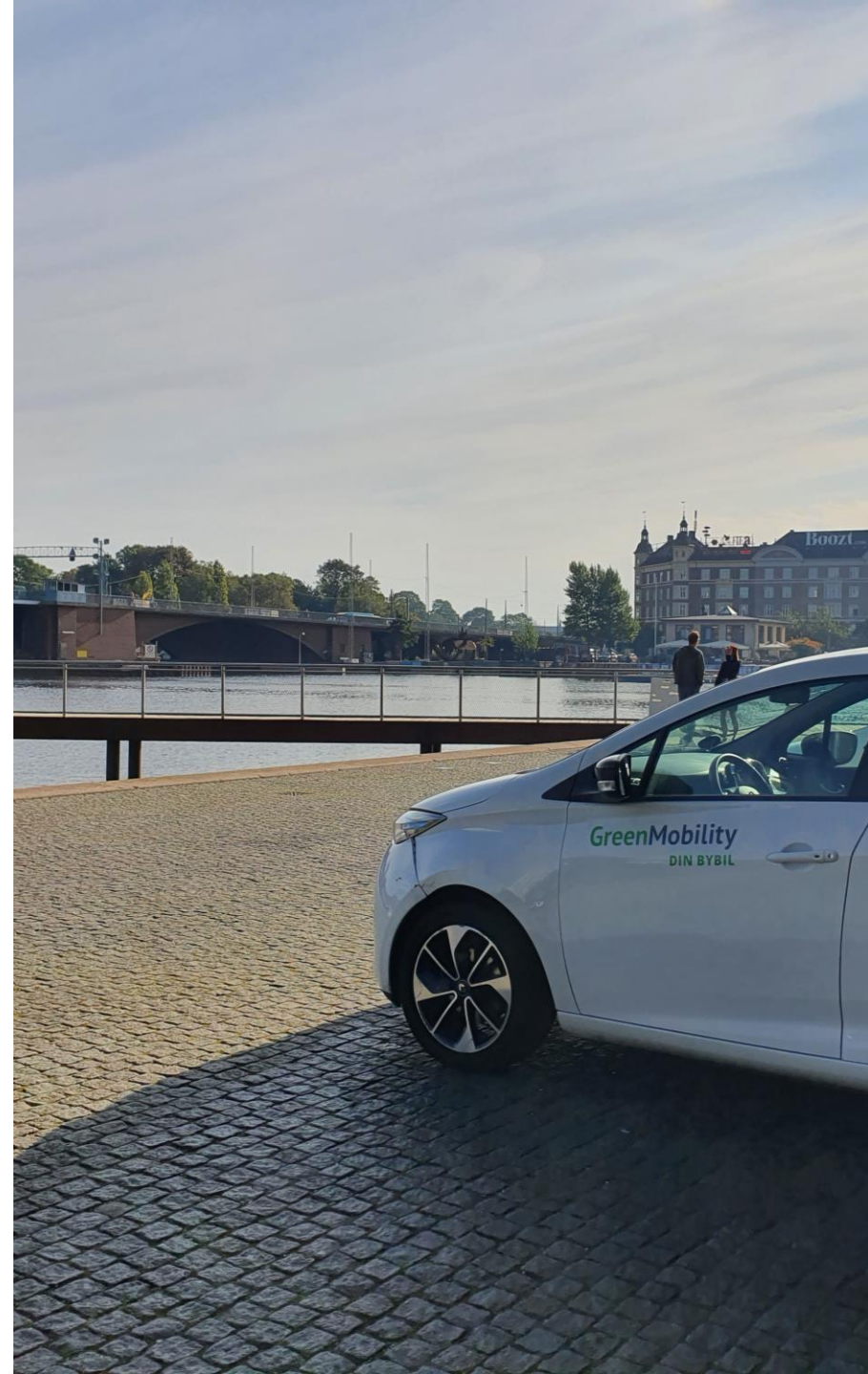


¹) Relative to having driven an equivalent amount of km in a typical combustion-engine vehicle (118.5 g CO₂/km based on European Commission, 2019, Average CO₂ emissions from new cars sold)

Q1-2024 HIGHLIGHTS

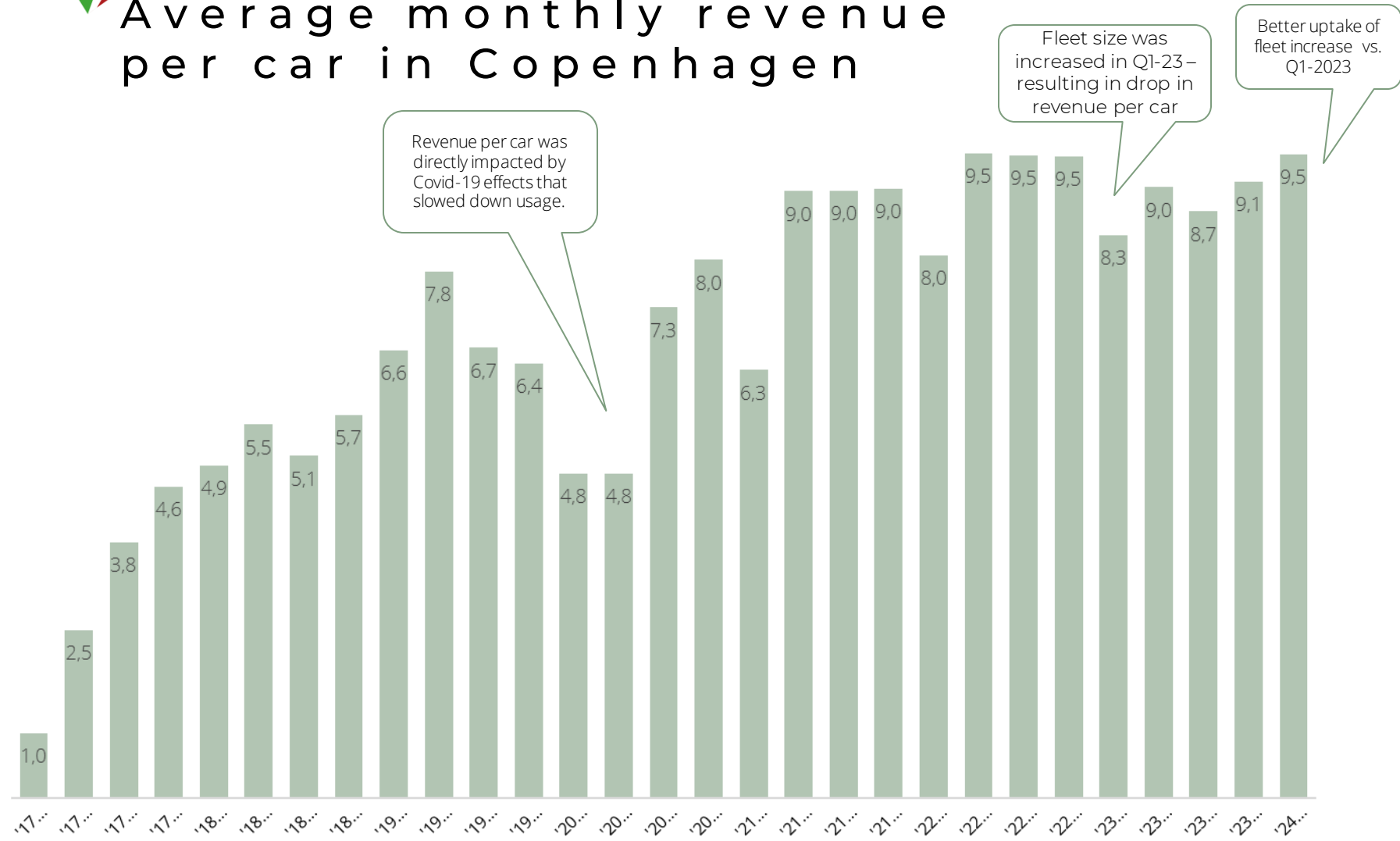
- 50% increase in revenue in Denmark
- 58% improvement of result from continued operations adjusted for 3m one-off in Q1-2023
- 23% increase in customers in Denmark compared to Q1-2023
- Positive net result from continuing operations in the month of March
- Well on track to bring the group to profitability in 2024
- Financial guidance for FY2024 is maintained

Key figures	Growth vs LY	Q1-2024	Q1-2023
<i>Key financial figures (excl. discontinued)</i>			
Revenue Denmark ('000 DKK)	50%	24,095	16,069
Profit/loss – continuing operations ('000 DKK)	11%	(2,555)	(2,866)
<i>Key operational figures (incl. discontinued)</i>			
Customers	10%	262,550	238,509
CO2 saved (tonnes)	12%	487	437
Trips	11%	293,134	263,253
EV fleet	-13%	1,400	1,600
Average trip (minutes)	4%	72	69





Average monthly revenue per car in Copenhagen



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

Fleet size was increased in Q1-23 – resulting in drop in revenue per car

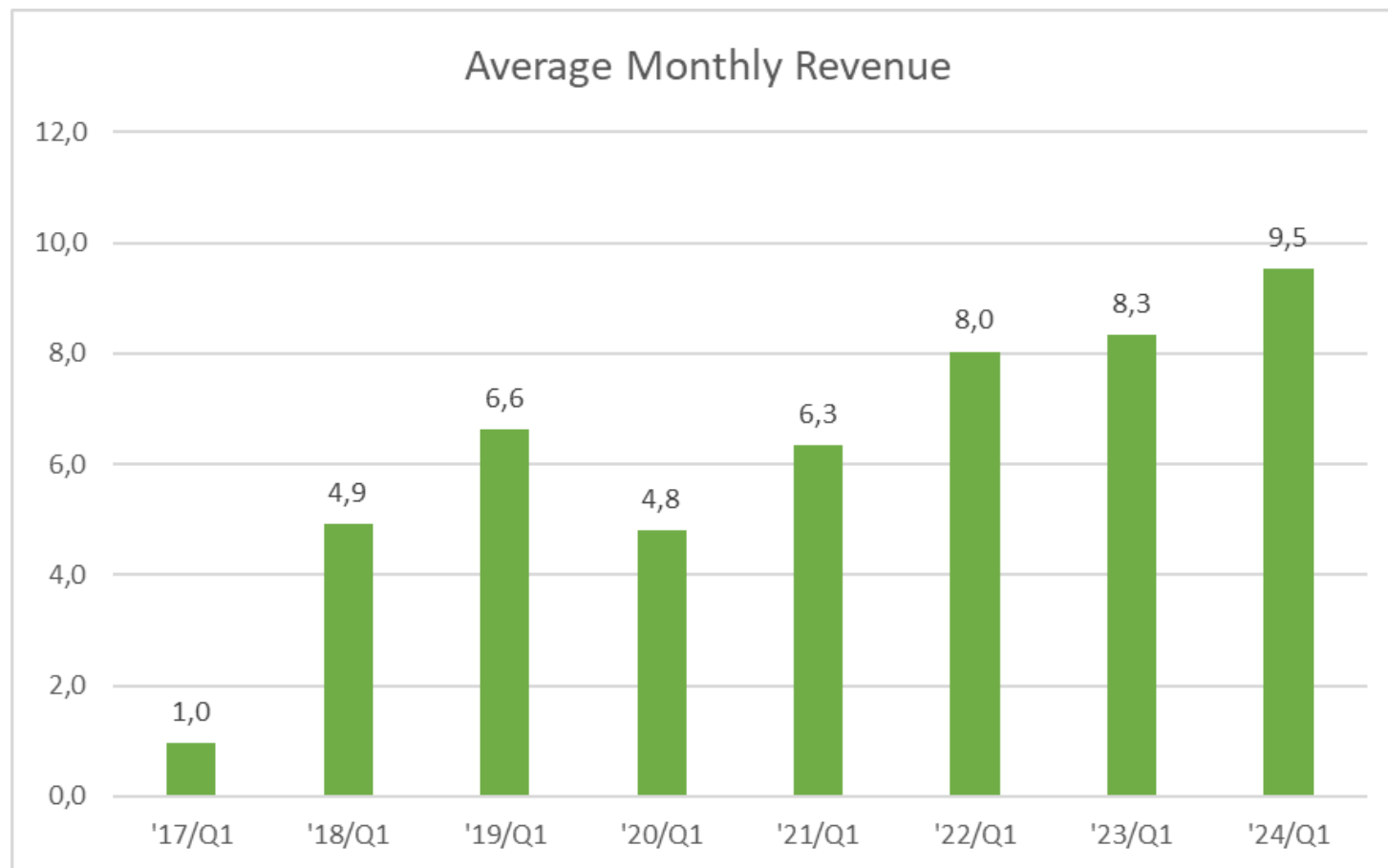
Better uptake of fleet increase vs. Q1-2023

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

Calculated as revenue divided by the fleet of vehicles for that quarter



Average monthly revenue per car in Copenhagen

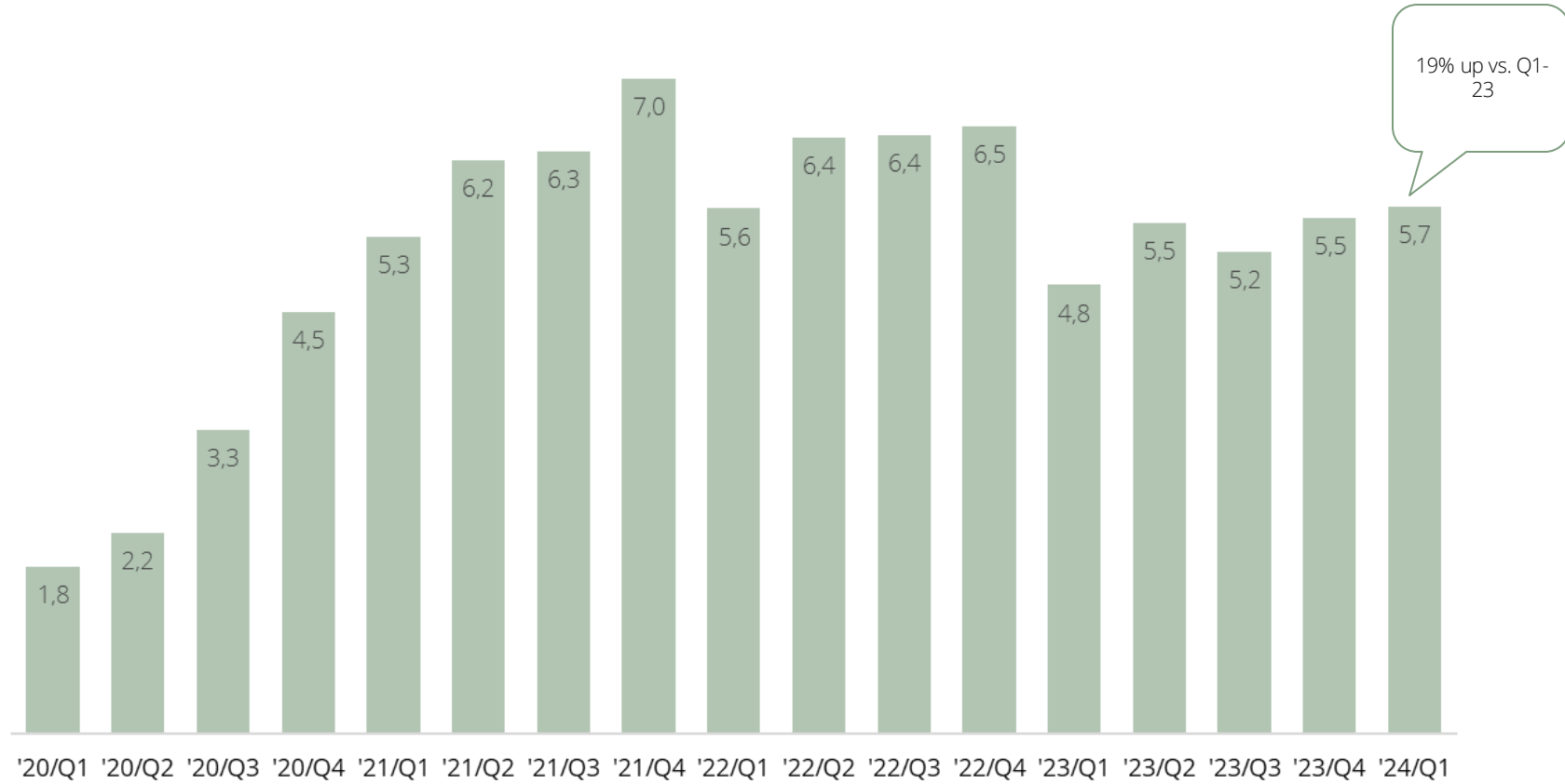


● Average monthly Revenue per vehicle per quarter (DKK '000s)

Calculated as revenue divided by the fleet of vehicles for that quarter



Average monthly revenue per car in Aarhus



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

Calculated as revenue divided by the fleet of vehicles for that quarter

GUIDANCE 2024: DRIVING PROFITABILITY AND SUSTAINABLE GROWTH

- GreenMobility's ambition is to become the first European electric vehicle operator to be profitable and thereby supporting the green transition in mobility – in a profitable way
- The markets we operate in continue to show growth, but at the same time external uncertainties (energy, interest, car prices etc) remain.
- Our international strategy and ambitions will be postponed, to focus on bringing the company to profitability in the short term. Once achieved, we will present an updated international growth plan.
- The board and management are continuously looking to strengthen the balance sheet and cash position, in order to maintain and grow the business.



OUR EXPECTATIONS FOR 2024 ON THE CONTINUING BUSINESS ARE:

- Group revenue of DKK 115-125 million
– growth of 52-66% vs the Danish market in 2023
(22-32% vs total revenue 2023)
- Profit before tax of DKK 0-10 million

Questions



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