



GreenMobility  
YOUR CITY. YOUR CAR

# GUIDANCE UPDATE

SEPTEMBER 10, 2025

# Disclaimer

- ♥ This presentation contains certain forward-looking statements which include projections of our short- and long-term financial performance and targets as well as our financial policies. Statements herein, other than statements of historical fact, regarding our future results of operations, financial condition, cash flows, business strategy, plans and future objectives are forward-looking statements. Words such as “targets”, “believe”, “expect”, “aim”, “intend”, “plan”, “seek”, “will”, “may”, “should”, “anticipate”, “continue”, “predict” or variations of these words, as well as other statements regarding matters that are not historical facts or regarding future events or prospects, constitute forward-looking statements.
- ♥ This presentation and the accompanying oral presentation also contain statistical data, estimates, and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to such information. While we believe the data contained in the industry publications or other publicly available information to be reasonable, we have not independently verified its accuracy or completeness. We do not undertake to update such information after the date of this presentation.



# Urban mobility – the better way

Download the app...



... book an electric  
car in seconds...

... and enjoy a  
sustainable ride!

## It's that easy!

# Our all-electric fleet of ~1,400 EVs



## PREMIUM

Our offering for a premium trip, longer rides, business or just more space.

## CORE

Our main fleet component. A small car with a spacious feel, perfect for trips in and around the city.

## CARGO

Niche offering to support transport of small goods. Cargo trip duration is longer than our average.

## BUS

Our newest offering, for groups, families, clubs, institutions or a trip to the airport with loads of luggage.

# GreenMobility is the leading free-float car-sharing platform in Denmark

## GreenMobility at a glance

GreenMobility reduces the need for private car ownership with our free-floating asset base and contributes to fewer cars, reduced air pollution and carbon emissions



**+135,000**

trips per month



**~1,400**

units in fleet



**DKK ~300m**

market cap



**+55%**

share price; year-to-date



**12-15%**

exp. revenue growth in 2025



**32-42%**

exp. EBITDA growth in 2025

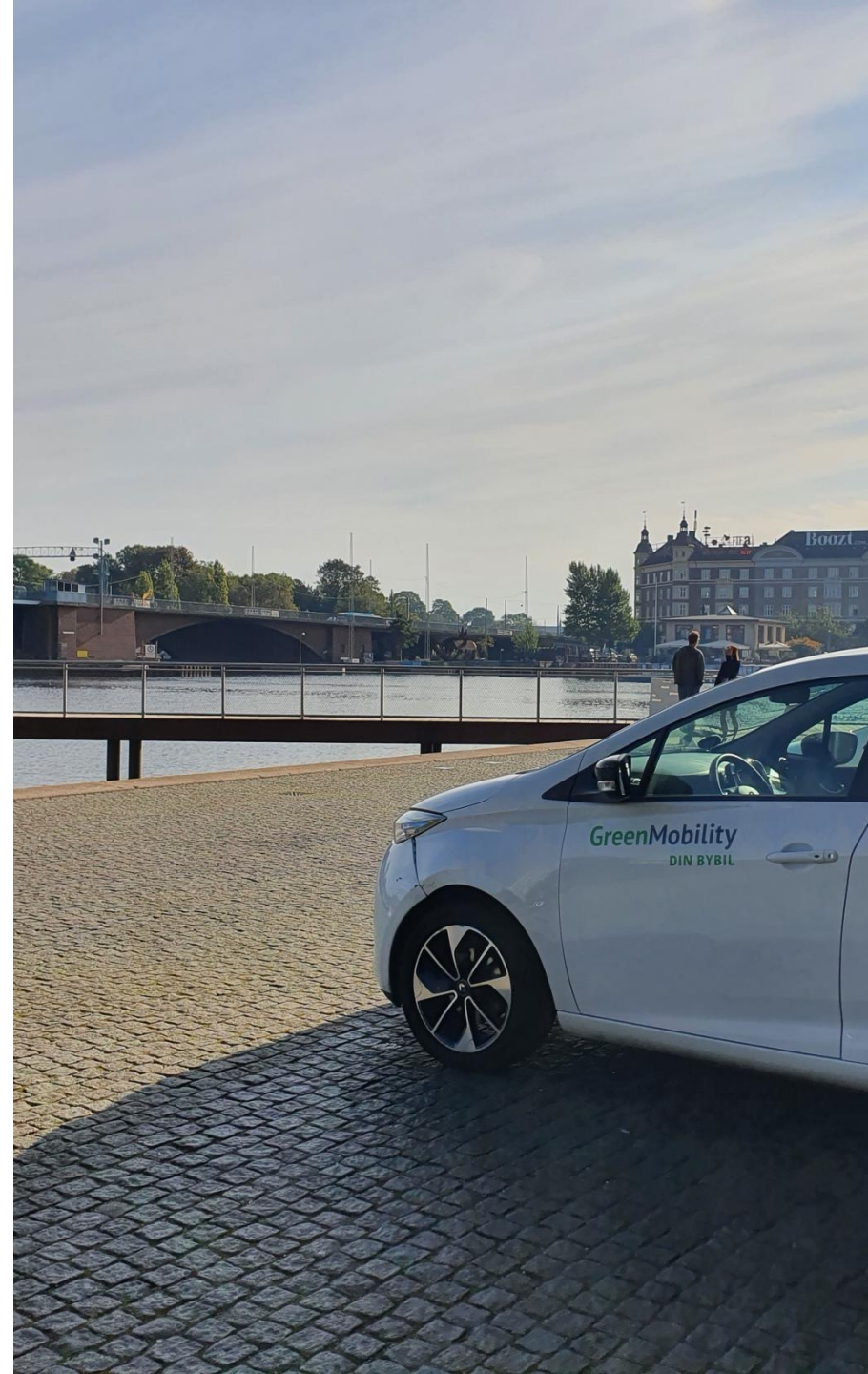


# H1-2025 HIGHLIGHTS

- 29% increase in revenue
- 76% increase in EBITDA – Operations, costs management, CaC
- Lower end of Financial guidance for FY2025 raised on July 8th 2025
- Loan and lease liabilities decreased leading to lower financial costs
- Cash flow excluding loan repayments around DKK 5 mill. in H1 (self sustaining business)
- Cash position H1 2025 DKK 8 mil

Key figures ('000 DKK)	Growth vs LY	H1-2025	H1-2024
Revenue	29%	74.171	57.369
EBITDA	76%	24.077	13.651
EBIT	135%	10.117	4.301
Financial expenses	-1.0M DKK	(4.228)	(5.262)
Profit/loss for the period*	+30.3M DKK	5.889	(24.364)
Cash flow from operations*	+15.5M DKK	19.557	4.076

\* H1-2024 includes discontinued operations





# We continue to deliver on our strategic priorities set for FY 2025 and beyond

## Our three strategic priorities

1

Sustainable revenue growth

2

Continuous improvement of margins

3

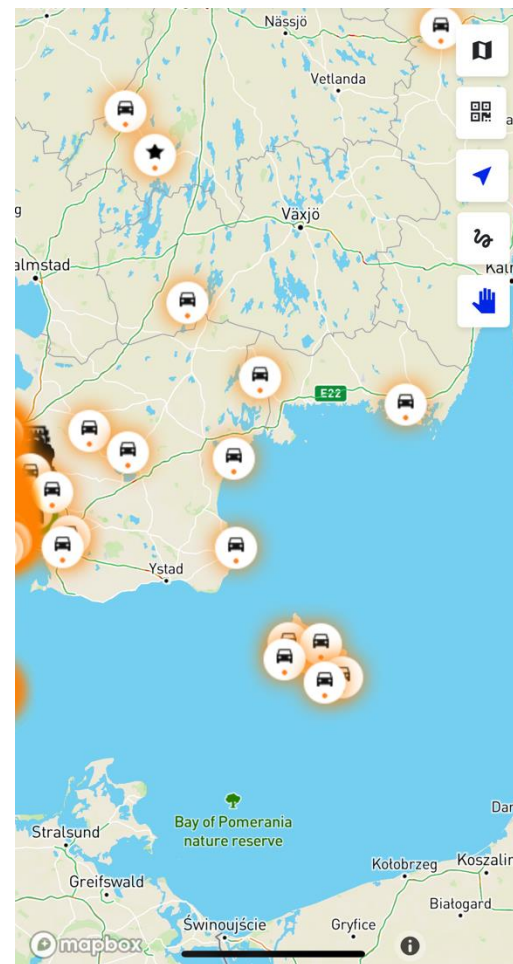
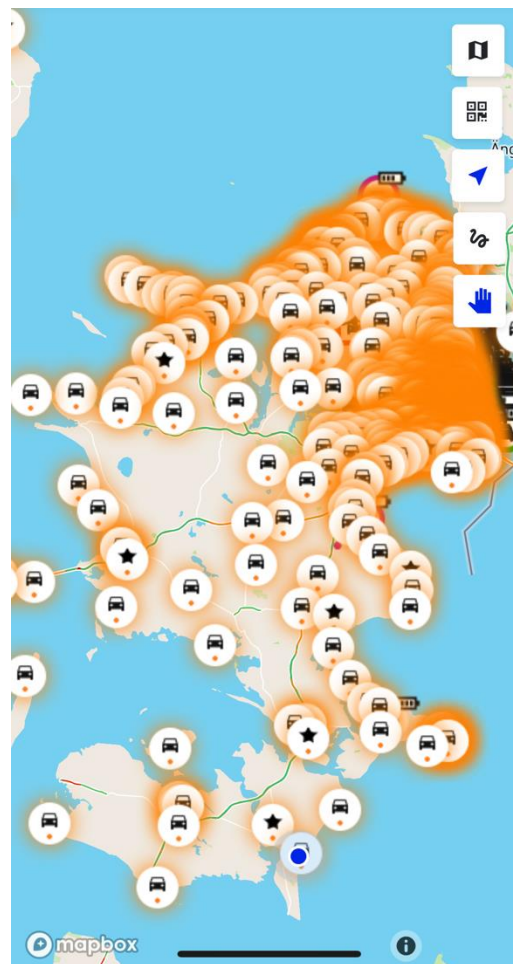
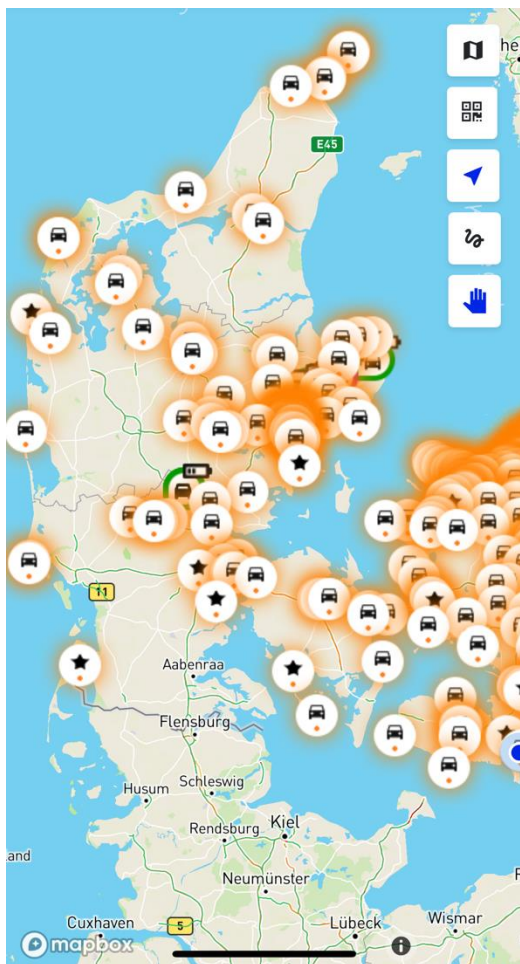
Strengthening the balance sheet

## Progress so far on the priorities during 2025

- ♥ Our analysis shows strong prospects to capture more revenue growth in the existing market. Denmark has +45,000 rental cars – GreenMobility only account for ~1,400!
- ♥ We improved EBITDA margin from 23.8% in H1 2024 to an EBITDA margin of 32.5%. Our margin improvement is driven by operational excellence and disciplined cost management.
- ♥ We continue building a stronger balance sheet by reducing asset debt. We maintain a disciplined focus on our cash flow and cash position.

# 1

## Sustainable revenue growth





# Our 2025 financial guidance: Revenue growth and continued improvement of EBITDA margin

## Guidance 2025

Revenue  
**+13-15%**  
(vs. 2024)

EBITDA  
**+32-42%**  
(vs. 2024)



### Focus on building sustainable profitability

- ♥ in August 2025 we revised guidance on our revenue growth from 7-13% to 10-13% and EBITDA from 20-40% growth to 25-40% growth YoY.
- ♥ In September we revised guidance on our revenue growth from 10-13% to 13-15% and EBITDA from from 25-40% to 32-42% growth YoY





# Q&A SESSION





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