



GreenMobility
YOUR CITY. YOUR CAR

PRELIMINARY 2025
&
GUIDANCE 2026

Disclaimer

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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 delivering on its financial guidance

GreenMobility at a glance



+135,000

trips per month



~1,400

units in fleet



DKK ~500m

market cap¹



17-19%

Latest revenue growth
guidance 2025

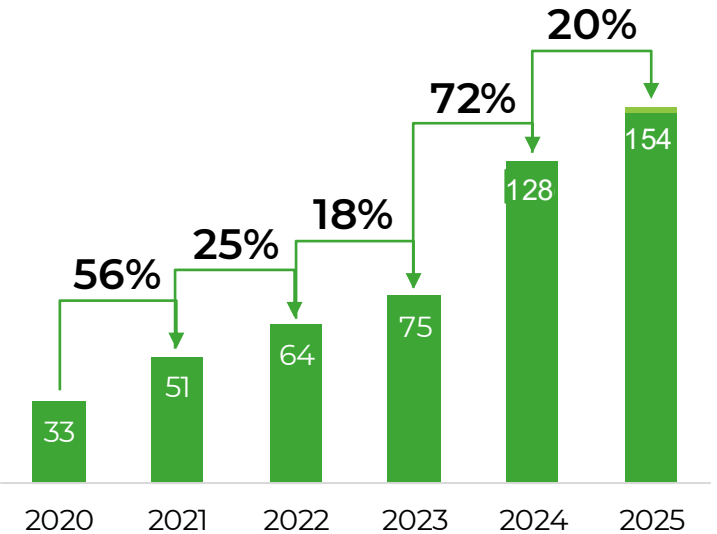


47-52%

Latest EBITDA growth
guidance in 2025

Revenue growth in Denmark

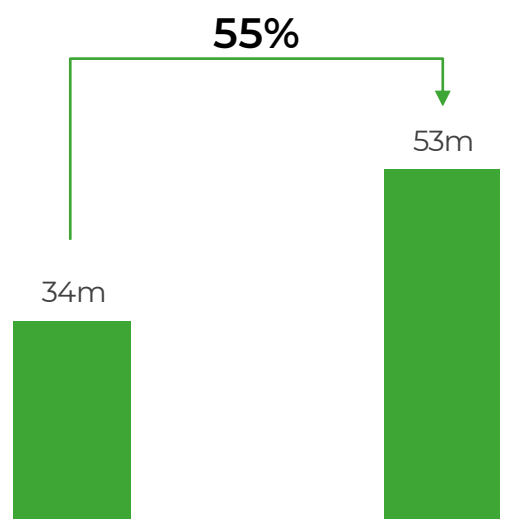
DKKk



♥ We have steady revenue growth in part due to increasing trip volumes and higher average revenue per car as a result of commercial projects.

EBITDA growing significantly

DKKk



♥ Better operations (with scale) and disciplined cost control have been main contributors to EBITDA growth.

Preliminary numbers 2025

Revenue DKK 154 million vs. DKK 128 million in 2024 (20% growth)

EBITDA DKK 53 million vs. DKK 34 million in 2024 (55% growth)

Profit from continuing operations DKK 32 million vs. DKK 8 million in 2024

Cash at bank and in hand: DKK 17 million vs. DKK 10 million in 2024

Equity: DKK 35 million vs DKK 2 million in 2024

Solvency: 21% vs. 1% in 2024

Notes: All numbers are unaudited



Launch of Financial Targets 2028: Driving towards an autonomous future

Our four strategic priorities

- 1 | Denmark remains core as we see untapped growth opportunities
- 2 | Average revenue growth of 8-12% with EBITDA growth of 12-16% per year
- 3 | Strengthening the balance sheet, with an ambition to redistribute excessive cash
- 4 | Bring autonomous driving to Denmark

We are preparing for a future with self-driving cars

- ♥ We have untapped revenue growth and remain focused on the Danish market. We do not believe the time is right for international expansion.
- ♥ We believe car-sharing is still in its early adoption phase. We aim to grow revenues organically on average at a rate of +8-12% p.a. and EBITDA at a rate of +12-16% per year towards 2028.
- ♥ Our balance sheet has strongly improved. We will consider options for capital allocation including share buy-backs and communicate considerations in due course. Our aim is to be able to redistribute cash when solidity¹ is above 20%.
- ♥ We will be the frontrunner of autonomous driving and bring it to Denmark.

Delivering sustainable value creation: Achieving 8-12% organic growth with a focused strategy

We aim to expand market presence in Denmark and make focused investments in technology

Growing population

5%

Copenhagen Municipality is forecasting 4.9% population growth from 2025 towards 2030¹.

Growing customer base

17 y.o.

Legislative changes allows 17-year-olds to drive. It generates ~14k new potential customers in Copenhagen³.

Families without a car

52%

In the Greater Copenhagen Region, 52% of families do not have a car, in total 555k families. 86k of families have two cars for private use².

Dynamic pricing impact

5-15%

Dynamic pricing technology can grow revenues by 5-15%⁴ and we will deploy it with our next-gen platform in 2026.

New customers



We have a limited market share among visitors in Denmark. We have distribution dialogues with mobility partners to reach more visitors in their trip planning stage.

New technology



We invest in safety and security technology (sensors) and see higher compliance rates, reduced costs and more customer satisfaction with the car-sharing experience.

Our 2026 financial guidance: Revenue growth and continued improvement of EBITDA margin

Guidance 2026

Revenue
+8-12%
(vs. 2025)

EBITDA
+12-16%
(vs. 2025)



Focus on building sustainable profitability

- ♥ We will deliver through an expanding market, new revenue growth pockets, digitalization and operational excellence





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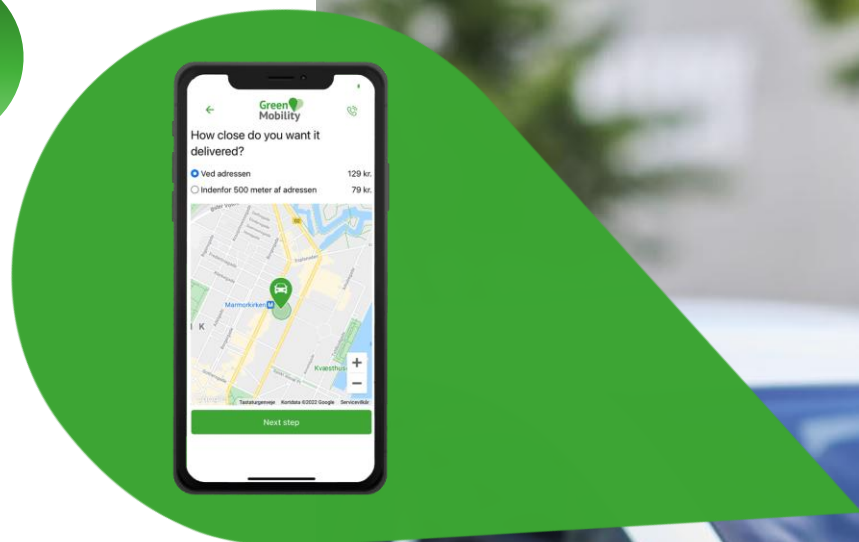
TECHNOLOGY



We are launching our next-gen app platform in 2026...

Technology as a driver for margin expansion

- ♥ We have updated cars with safety and security measures (cameras, smoke and damage detectors).
- ♥ Impact: Preventive effect and better documentation for invoicing of customers.
- ♥ With our next-gen app, we can implement dynamic pricing, better overview of car types etc.
- ♥ Sensors are put in parking spots across Copenhagen – we can check and suggest available parking at the destination.



... and we are looking to leverage and implement AI to become a fully AI-powered car-sharing platform

From a digital platform yesterday to an AI-powered service platform today

Expand revenues across fleet and services

- ♥ AI-enabled pricing algorithms (implementing dynamic pricing with GreenMobility app 2.0)
- ♥ AI-enabled car placement to fit demand patterns

Enhance our team – focus on strategic development

- ♥ AI enables further automation of internal functions, increased efficiency and reduced costs
- ♥ 95% of Q&A can be resolved with chatbots and we focus human enabled-support for complex issues
- ♥ With more resources, our teams focus on strategic development activities

Better fleet and vehicle health management

- ♥ AI can analyze data in real-time from sensors in vehicles to detect potential vehicle damages
- ♥ With AI we can identify and address issues immediately



We want to bring autonomous car-sharing to Denmark – no one has a better foundation

Our advantages in Denmark:



Operational excellence



Training data



Strong customer relationships



Political insights

Why we build for the future

Self-driving cars have 22-26 trips per day while we have 3-6 trips per day. Technology is being commoditized, while customer relationships remains key.

80% fewer injury-causing crashes¹

Fewer damages leading to lower damage costs and reduced costs to insurance.

... as customers pay more...

Ride-sharing customers were willing to pay over \$10 more for driverless rides than for a Lyft or Uber during peak demand periods².

... for better urban living

Ride-sharing with self-driving cars reduces the need for parking spaces, giving more space to urban residents.



GreenMobility is stabilized, now we focus our double-down on selected efforts in our Financial Targets 2028

Pockets of revenue growth

We seek to capture more trips in core markets from urban growth, new customer segments, and new offerings.

52% of families in Greater Copenhagen area do not have a car.

Deploy new technology

Technology creates a better user experience and allows to capture more revenue while reducing costs.

Cars with safety and security sensors reduce our operating costs and increase our revenue.

Operational excellence

Operational excellence remains key, we focus on disciplined cost control and lean management.

We invest in areas backed by data to grow customers, revenue and earnings.

Capital allocation

We continue to evaluate options to maximize shareholder value with cash redistributions.

We can redistribute cash if our threshold of an equity ratio of 20% is exceeded.

Prepare for self-driving cars

We believe GreenMobility has the best foundation to manage fleets of self-driving cars, and we are building that platform.

We seek to be among the first in Denmark to offer self-driving cars.