

Investor Presentation

Join us in the sharing economy

- we make sharing easy



Nicolai Frisch Erichsen

Group CEO
Freetrailer Group A/S



Martin Damm

CFO
Freetrailer Group A/S

Important notice

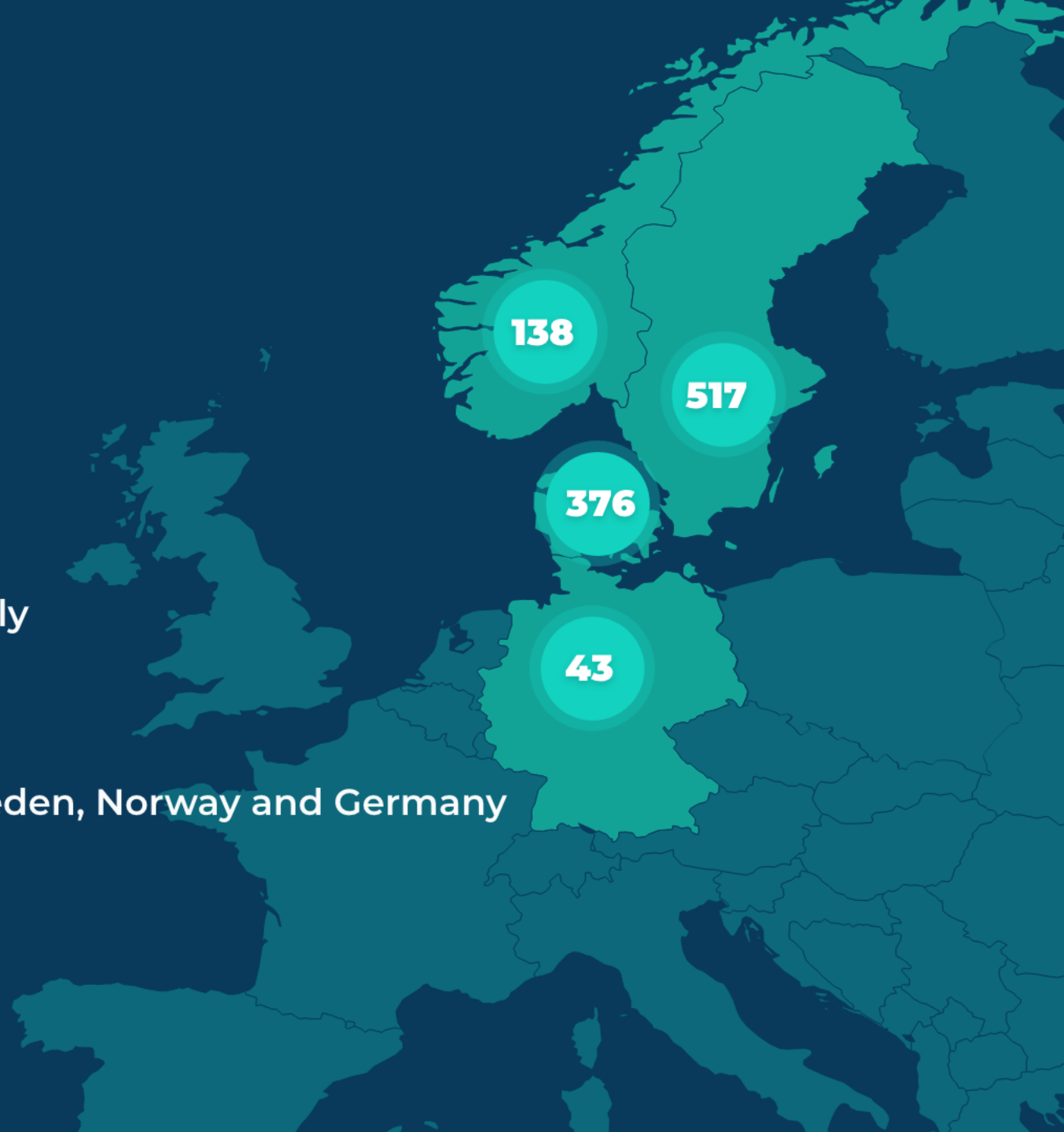
This presentation, including any related comments, may contain forward-looking statements. These statements involve known and unknown risks, uncertainties, and other factors that may cause actual results to differ materially from those expressed or implied by such statements. Such factors include, but are not limited to, market conditions, competitive dynamics, regulatory changes, and other uncertainties beyond the control of Freetrailer A/S. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

The information contained in this presentation is based on data available up until November 1, 2023. Subsequent developments or changes are not reflected in this presentation. We are committed to providing the most up-to-date information to our investors.

Introduction to Freetrailer

- ▶ 2004 Year of establishment
- ▶ 1.012.992 Total number of rentals yearly
- ▶ 125 Partners
- ▶ 1.074 Pick-up points in Denmark, Sweden, Norway and Germany
- ▶ 4.398 Trailers on the road

Statistics reflecting data until November 1, 2023



Investment Opportunity

- ▶ **Unique and proven concept with international potential**
- ▶ **Solid footprint in the Nordics with tier 1 partnerships**
- ▶ **Strong unit metrics and data driven growth strategy**
- ▶ **Expansion route to new geographies based on density and critical mass in chosen hubs**
- ▶ **A profitable growth company**

Leadership

A collective force driving success



Nicolai Frisch
CEO



Martin Damm
CFO



Sara Lyngsø
CMO



Stig Søeborg
Head of service

+ Over 50 other dedicated and exceptional team members at Freetrailer...

Our Board

Meet the leaders guiding Freetrailer's journey forward.



Thomas Zeihlund

Chairman



Jesper Lohmann

Board member



Mikael Bartroff

Board member



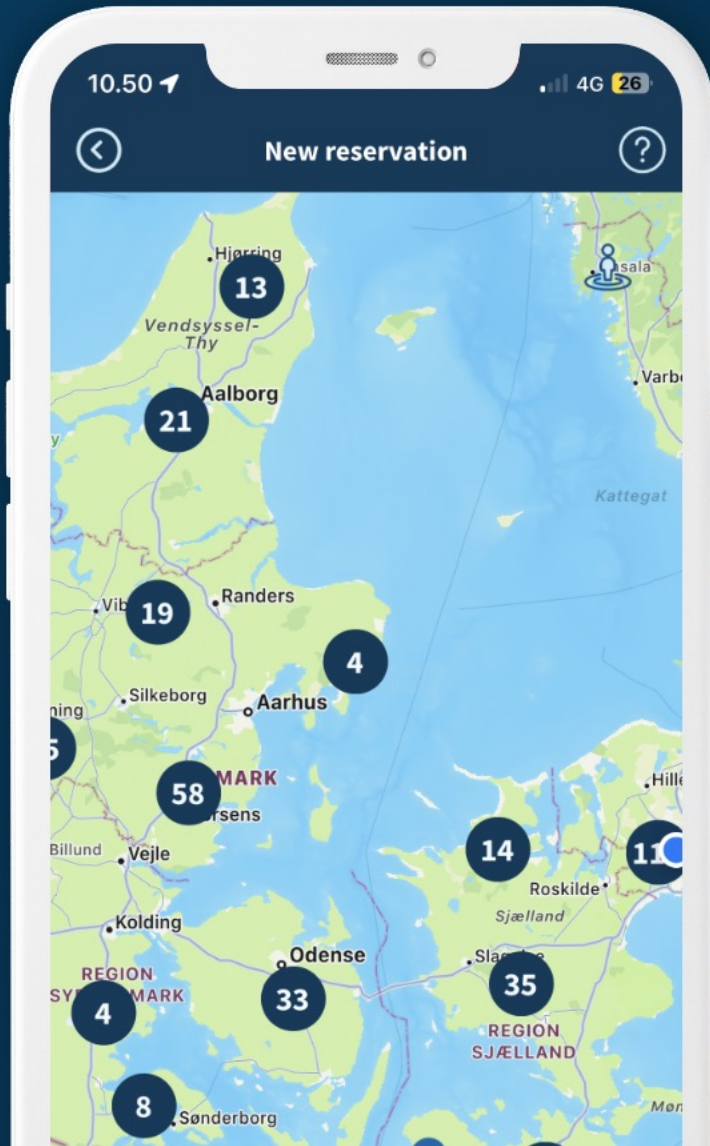
Charlotte Bender

Board member



Anders Birk

Board member



Freetrailer's self-service revolution

Freetrailer's sharing concept redefines the way individuals and businesses access trailers. Our innovative self-service model allows users to effortlessly reserve, collect, and return high-quality trailers.

This streamlined process empowers users, saving time and contributing to a more sustainable future.

All you need is the Freetrailer app.



**See how
it works**



Tech driven solution

Uncover the evolution from traditional rentals to Freetrailer's cutting-edge app-based sharing platform. Witness how we harnessed technology to redefine sharing, making it more convenient, accessible, and sustainable



Impressive user feedback: +37,000 reviews

Across Trustpilot and other platforms, users praise our user-friendly service, quality trailers, and sharing-friendly approach. Our 4.7 out of 5 score reflects our commitment to excellence.

Statistics reflecting data until November 1, 2023

www.freetrailer.com

Anmeldelser 7.861 • Fremragende



✓ VERIFICERET VIRKSOMHED



Dejlig service at kunne leje en tr



Perfekt nye trailere pæne rene og...



Hurtigt nemt trailer var p



Let at låne.



God instruktion i appen



Genial service



Det virkede perfekt



Det spiller ALTID

2023 Highlights

- ➡ Nationwide collaboration with jem & fix: 127 stores, 561 trailers.
- ➡ Freetrailer delivered a revenue of 20.6 mio. in Q4 corresponding to a growth of 22 per cent YoY
- ➡ Expanded footprint and partnerships across all markets.
- ➡ Freetrailer partners with IKEA for a new self-produced E-bike.
- ➡ New CEO, Nicolai Frisch, focuses on data-driven optimization and efficiency.



We are price competitive

Lowest price on 5 hours rentals
The first rental period is always for free with Freetrailer

NO

Freetrailer	217 NOK
Cirkle K.	790 NOK
Leihengeren	550 NOK
Esso	550 NOK
Bauhaus	513 NOK



SE

Freetrailer	118 SEK
Shell	479 SEK
Q8.	287 SEK
Cirkle K	339 SEK
Preem	469 SEK
Bauhaus	218 SEK



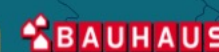
DK

Freetrailer	84 DKK
Cirkle K	449 DKK
Q8	259 DKK
Shell	324 DKK
Bauhaus	74 DKK



DE

Freetrailer	€21.00
Rentmytrailer	€24.70
Traxi	€40.00
Obi	€38.50
Boels Rental	€49.27
Bauhaus	€34.00

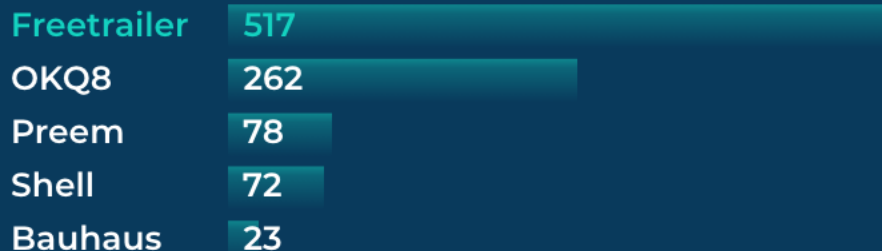


Freetrailer **vs.** competitors pickup-locations in the markets

DK



SE



NO



DE



The process involved a thorough assessment of competitors using a variety of comparable products, especially "Closed trailers." To determine the number of rental locations each competitor had, a manual count was conducted.

Statistics reflecting data until November 1, 2023

Presence in the market through partners

Swedish market 2021 - 2023



Year 2021
190 locations 



Year 2022
282 locations 



Year 2023
517 locations 

Statistics reflecting data until November 1, 2023

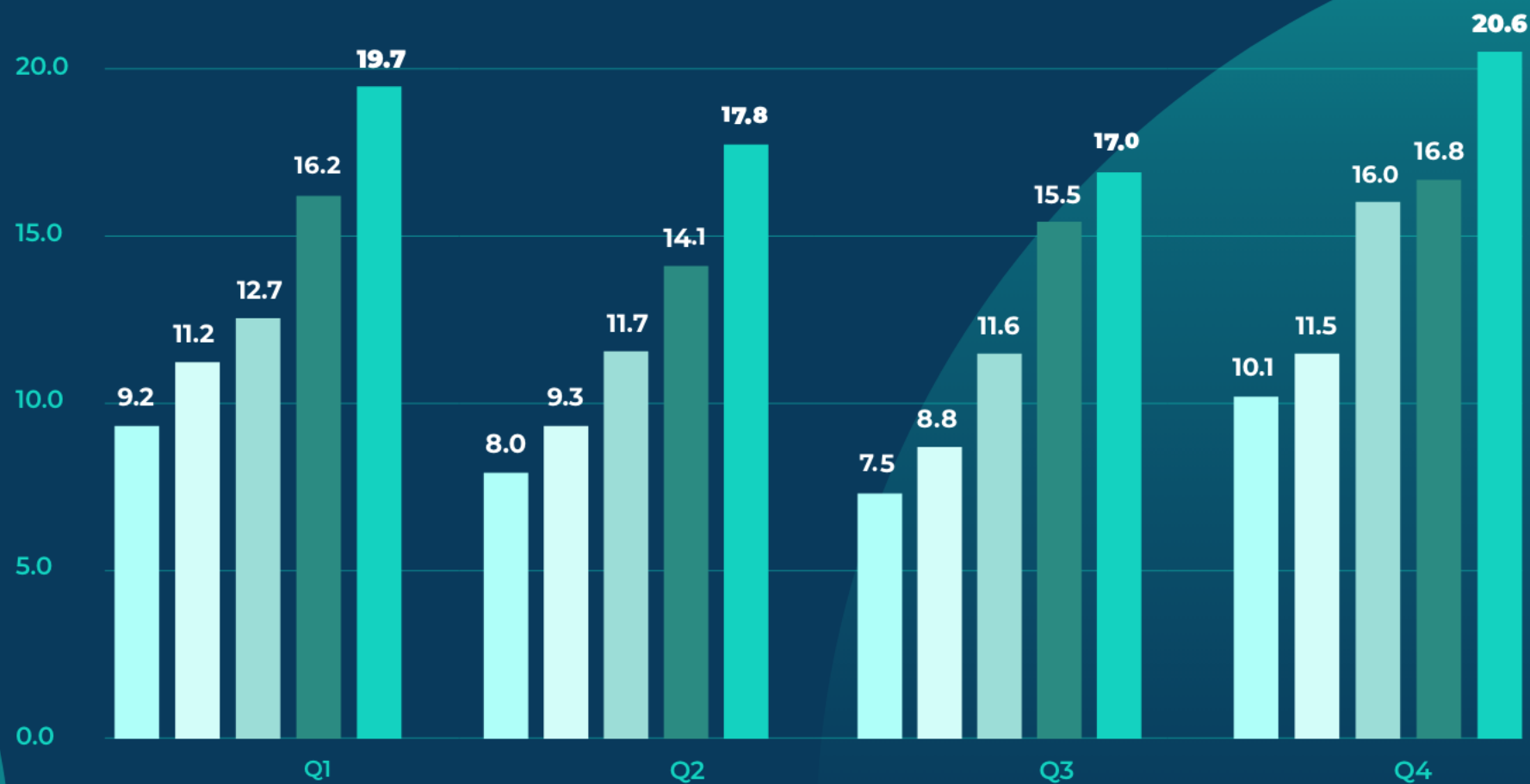
Key figures for rentals

	Number of rental products		Rentals 2022-2023		Rentals 2021-2022		Utilisationrate	
	30/06/2023	30/06/2022	30/06/2023	30/06/2022	30/06/2023	30/06/2022	30/06/2023	30/06/2022
Denmark	1,511	1,416	464.511	435,524	87%	89%		
Sweden	1,388	918	326,359	264.707	78%	93%		
Norway	573	374	96,210	63,769	56%	59%		
Germany	154	93	20,794	6,286	46%	33%		
	3,626	2,801	907,874	770,286	77%	85%		

* Covers all rental products

Quarterly revenue (dkk million)

18/19 19/20 20/21 21/22 22/23

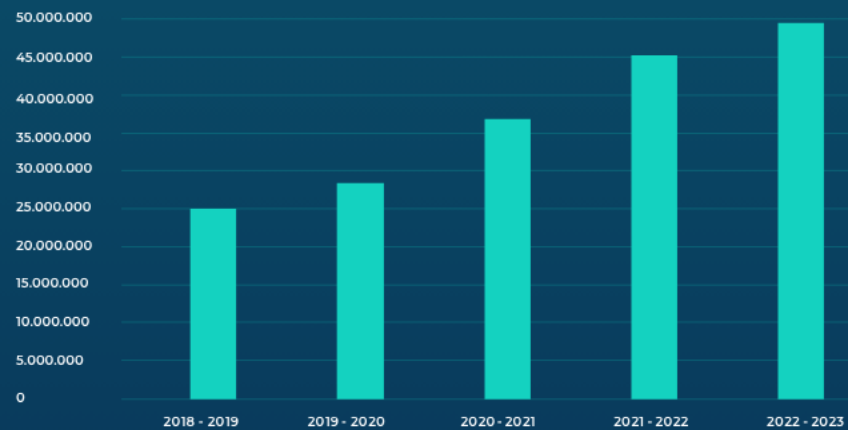


Financial performance over the years

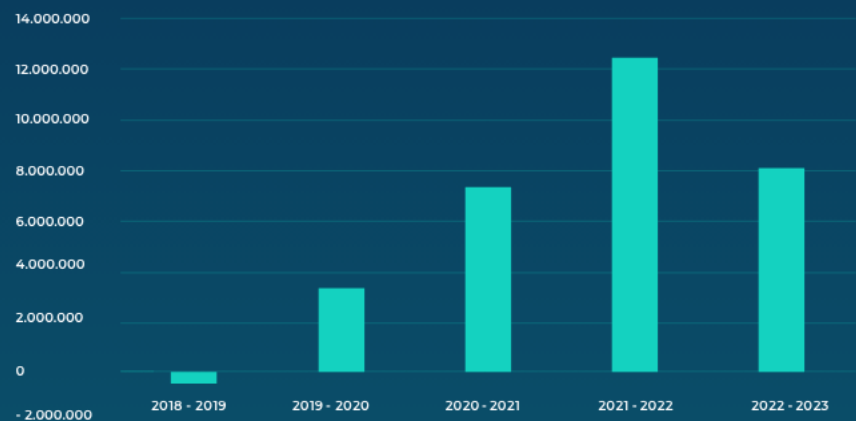
Revenue



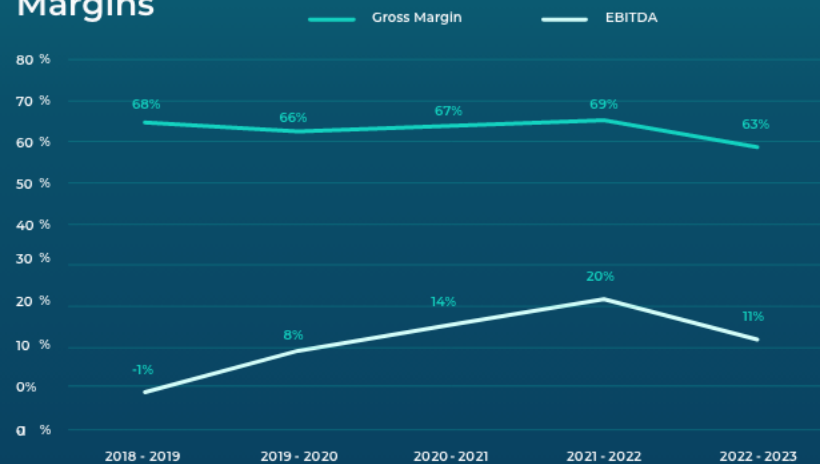
Gross Profit



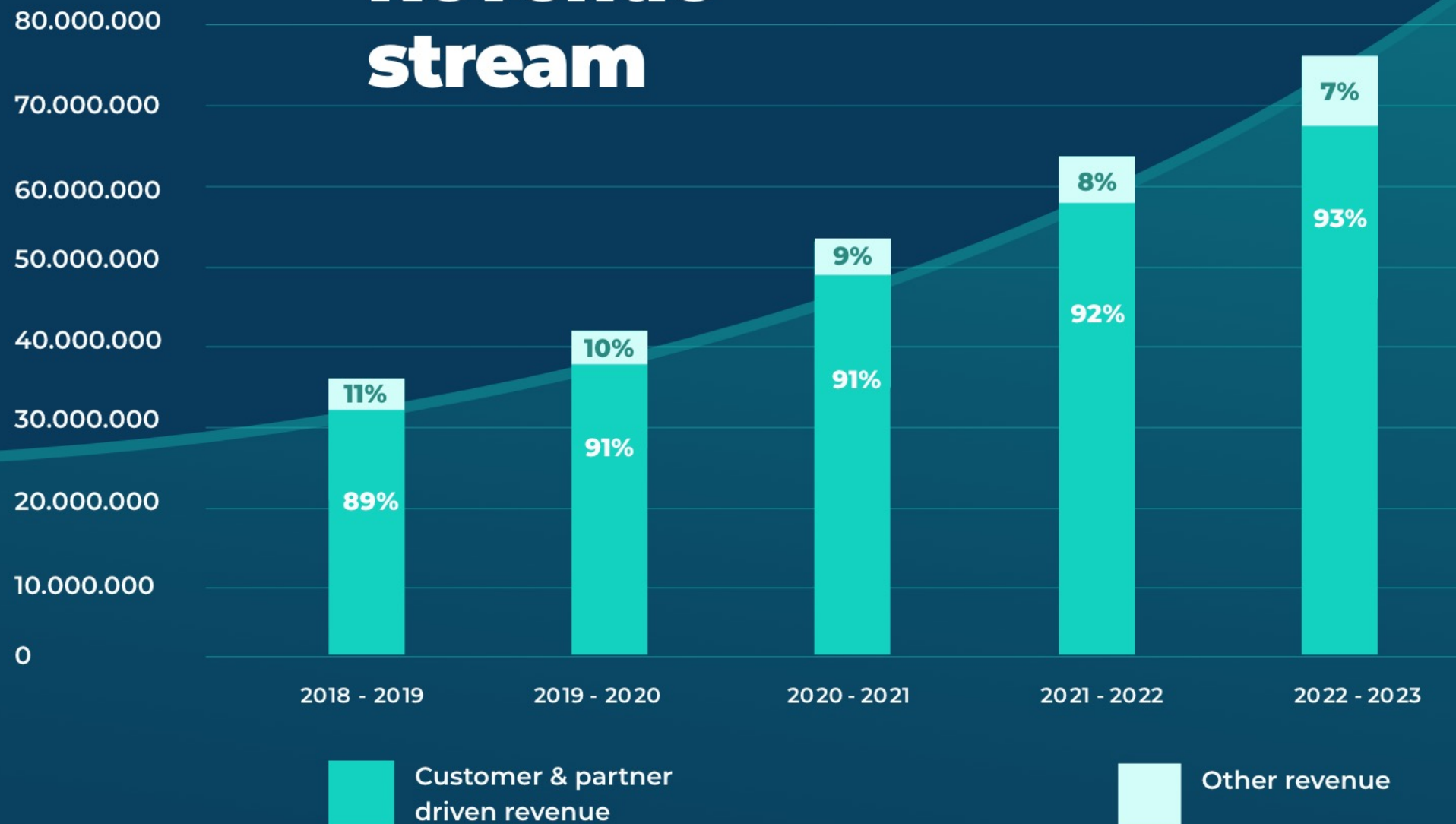
EBITDA



Margins

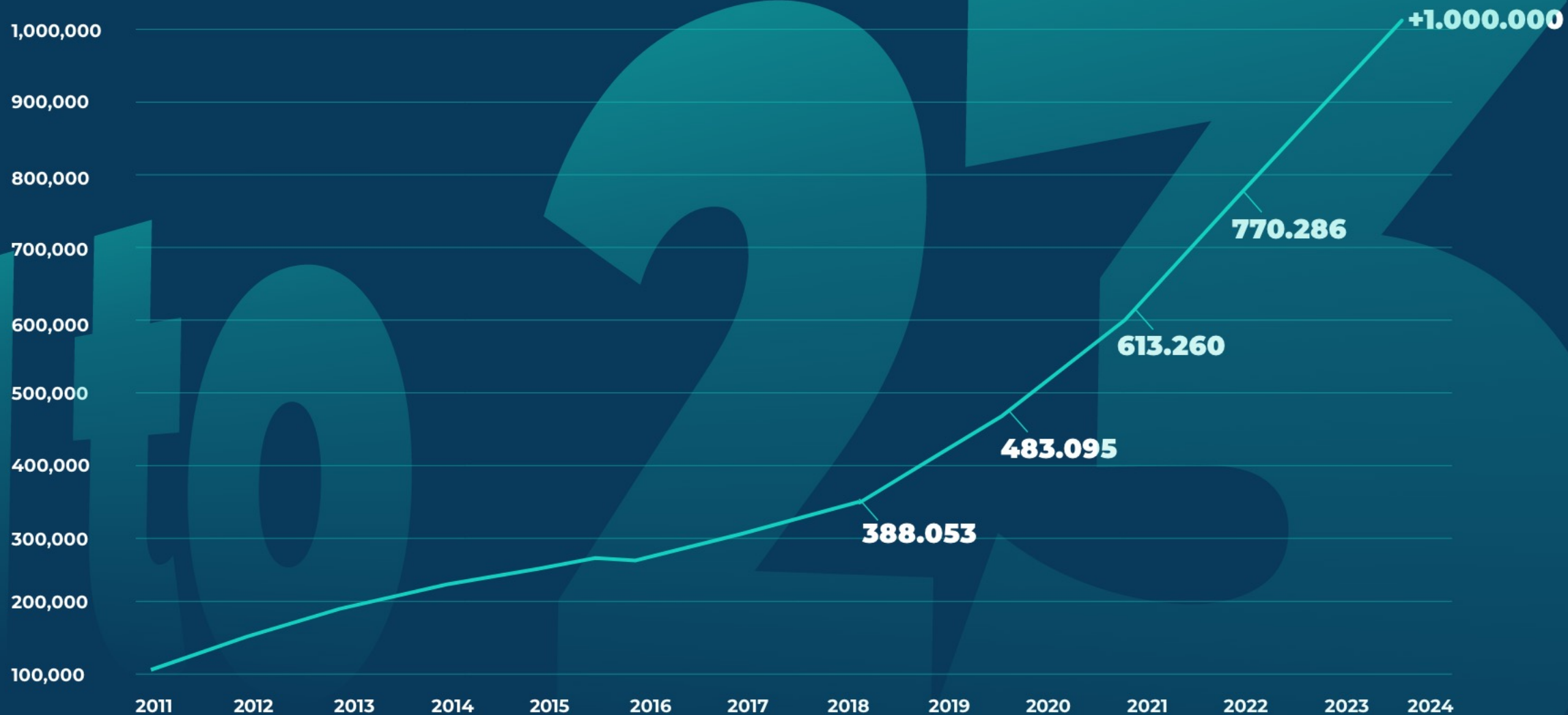


Revenue stream

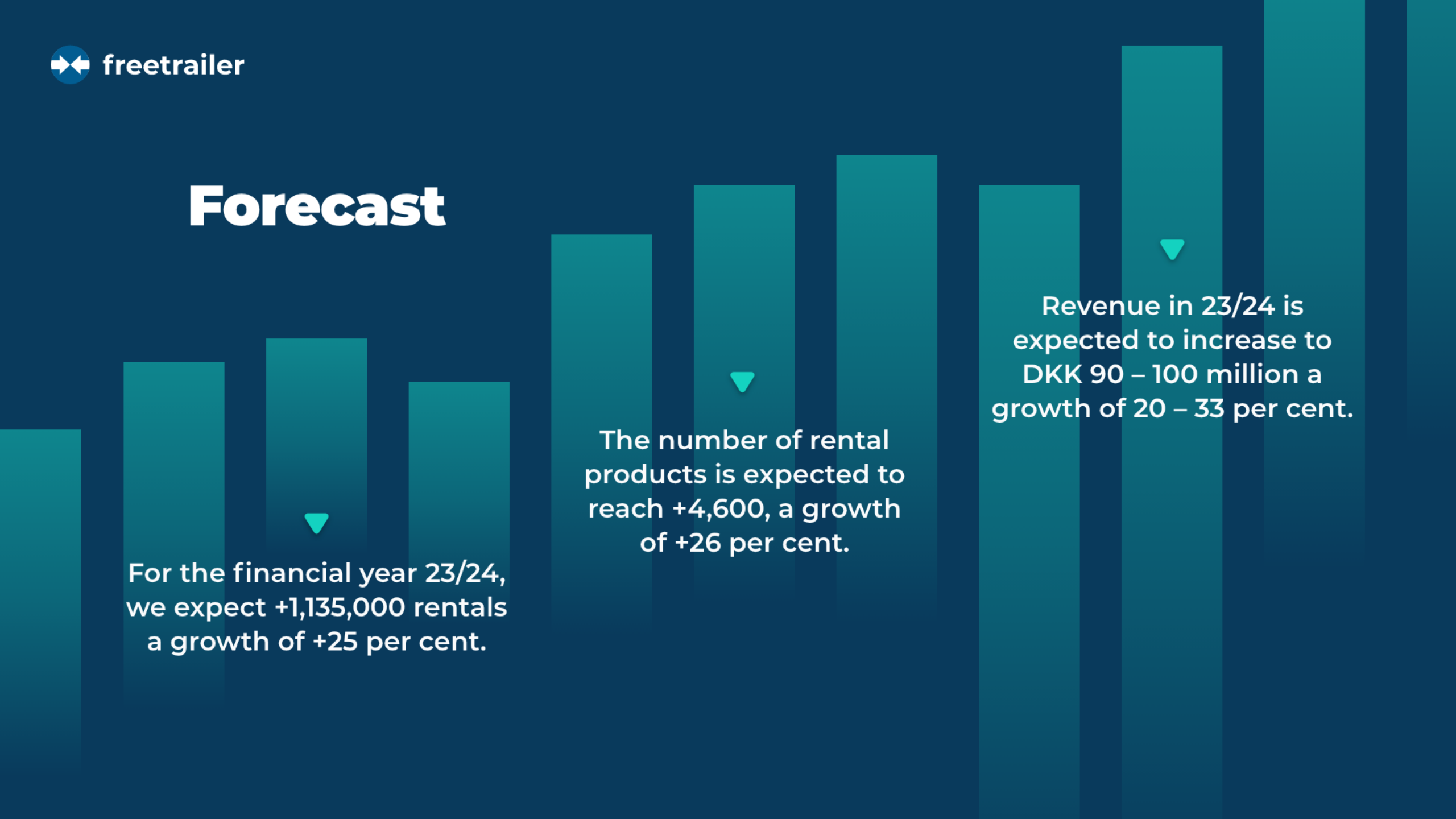




Development in the number of rentals 2011 to 2023



Forecast



For the financial year 23/24, we expect +1,135,000 rentals a growth of +25 per cent.

The number of rental products is expected to reach +4,600, a growth of +26 per cent.

Revenue in 23/24 is expected to increase to DKK 90 – 100 million a growth of 20 – 33 per cent.

Q&A

Thanks for your time.