

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.

30/6
202230/6
20231/12
2023**Active
locations**

Introduction to Freetrailer

- ▶ 2004 Year of establishment
- ▶ 1.034.870 total number of rentals yearly
- ▶ 125 Partners
- ▶ 1.106 Pick-up points in Denmark, Sweden, Norway and Germany
- ▶ 4.489 Trailers on the road
- ▶ New agreements in Germany

 DIEBOLD

Statistics reflecting data until December 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**

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

Our top management

Together we create the road to success



Nicolai Frisch
CEO



Martin Damm
CFO



Sara Lyngsø
CMO

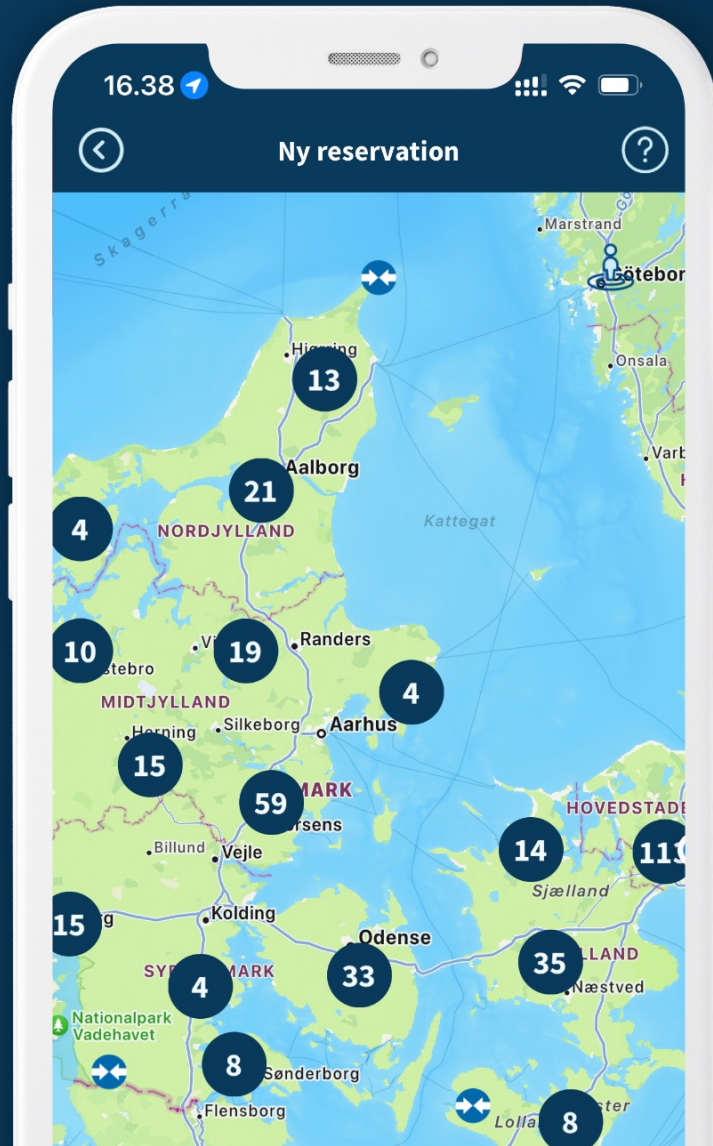


Lasse Ott Kartin
CTO



Stig Søbørg
Head of service

+ Over 65 dedicated and exceptional team members at Freetrailer...



Efficient sharing model for all parties

With 19 years of experience, Freetrailer has evolved into an advanced sharing platform.

Freetrailer's innovative self-service model revolutionises trailer rental, saving time, money and promoting sustainability.

Partners benefit from increased visibility and new customers. **Users** save money and enjoy easy access to trailers and cargo bikes. **Freetrailer** achieves sustainable growth and our focus on employee well-being creates a motivated workforce that reinforces our high quality of service.



**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

Highlights 2023

- 🔄 Nationwide co-operation with jem & fix: 127 stores, 561 trailers.
- 🔄 Freetrailer delivered revenue of DKK 26.5 mio. in Q1 2023/2024, corresponding to a growth of 34.4% compared to the previous year.
- 🔄 Expanded presence and partnerships across the Scandinavian markets.
- 🔄 Freetrailer enters into a partnership with IKEA for a new in-house produced electric bike.
- 🔄 New CEO, Nicolai Frisch, focuses on data-driven optimisation and efficiency.



Platform improvements

◆ Business Intelligence tool:

- ▶ Provides partners with in-depth insights into rental performance.
- ▶ Analyses usage hours and identifies capacity trends.
- ▶ Supports optimised resource management and improves customer service.

◆ Integration of



MobilePay

- ▶ Simplifies the payment process for users.
- ▶ Offers a more user-friendly and secure transaction experience.

◆ New optimised website:

- ▶ Improved user interface for easier navigation.
- ▶ Faster and more responsive user experience.

◆ Local storage of user information on the App:

- ▶ Improves app performance and user experience.
- ▶ Ensures faster access for users.

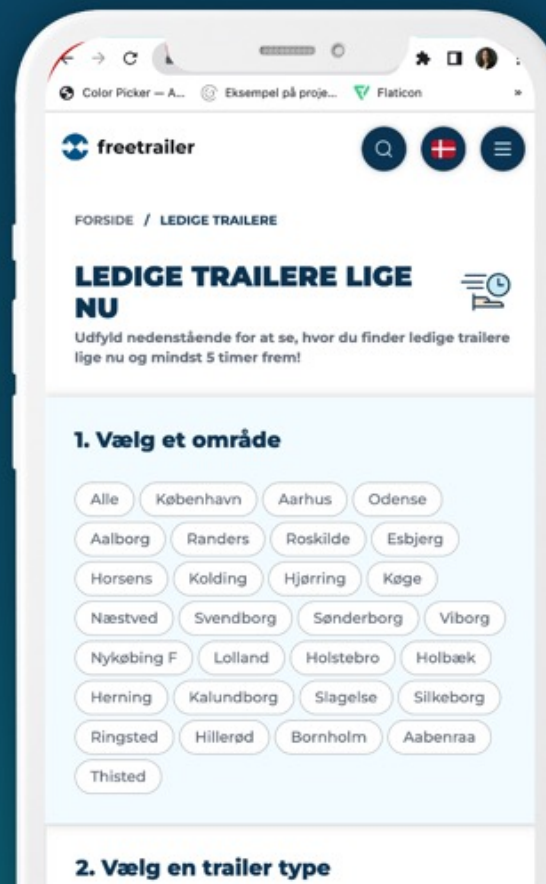
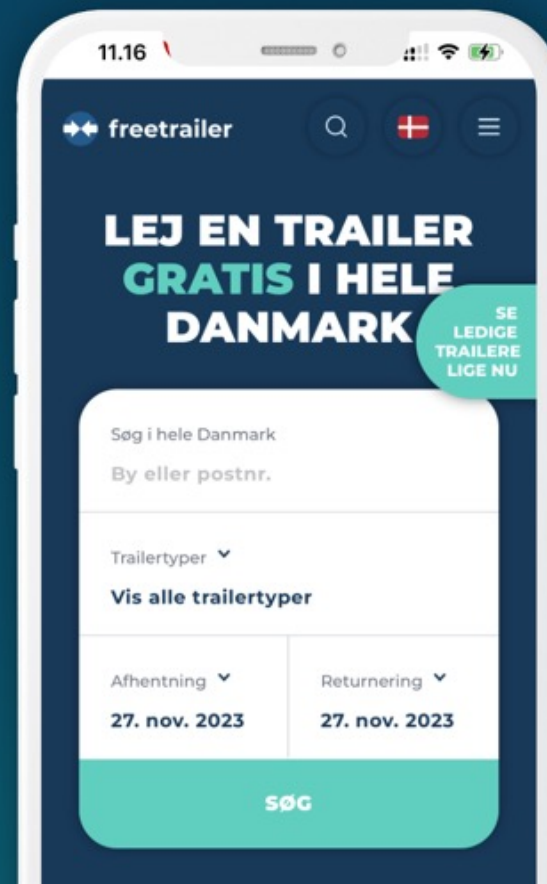
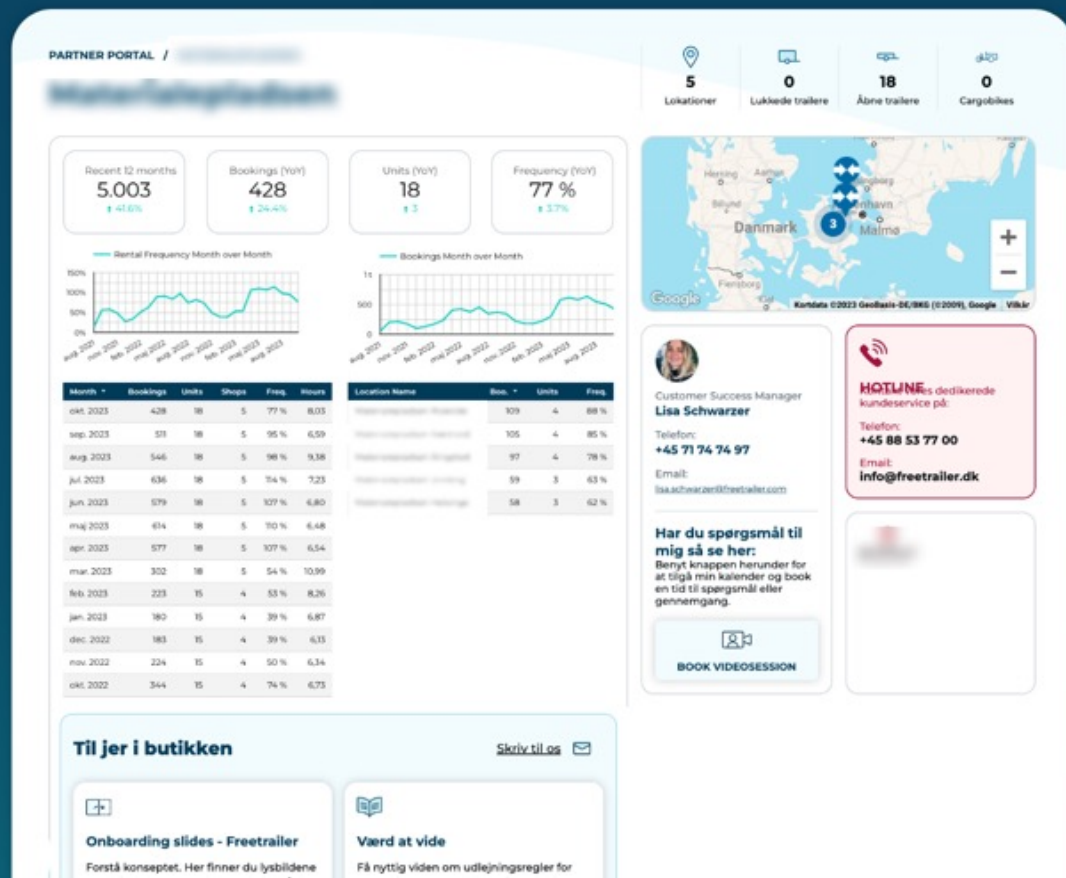
◆ New tech hires

- ▶ CTO
- ▶ devOps
- ▶ Technical Product Manager

New Marketing Website and BI Partner Portal

New marketing website

A variety of new features



New App Features for Users

MobilePay integration:

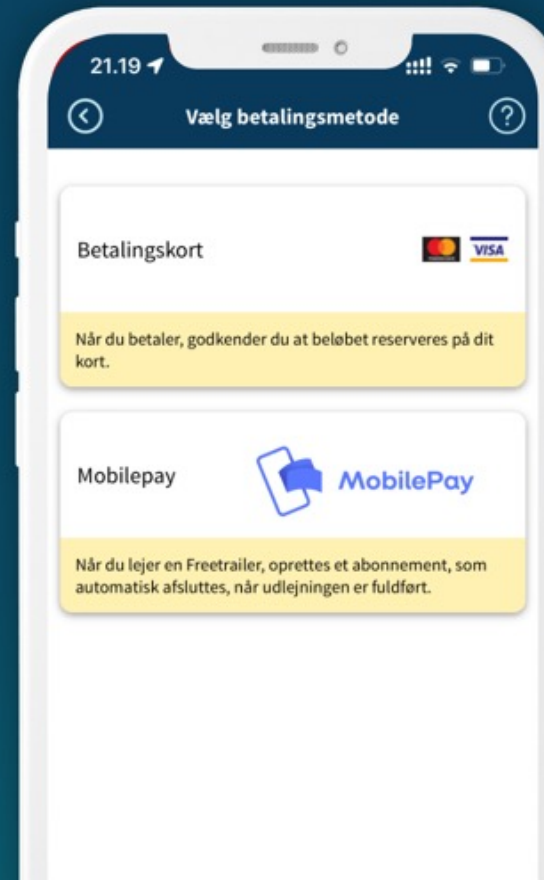
- ▶ Easy, familiar payment method.
- ▶ Speeds up transactions.

User information storage:

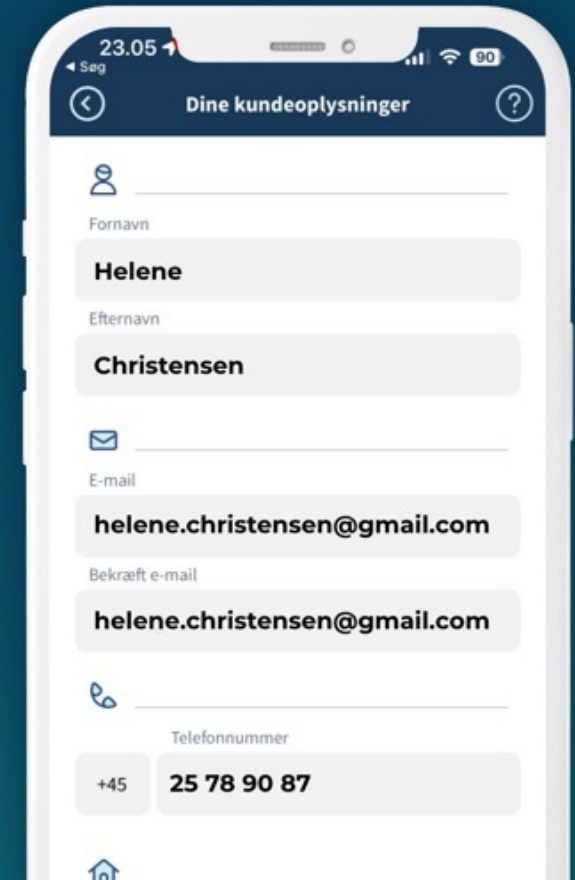
- ▶ Saves personal details for faster bookings.
- ▶ Enhances convenience, encourages repeat use.

Key Point: These updates simplify the booking process, improving customer satisfaction and loyalty, driving repeat usage.

MobilePay integration:



User information storage:



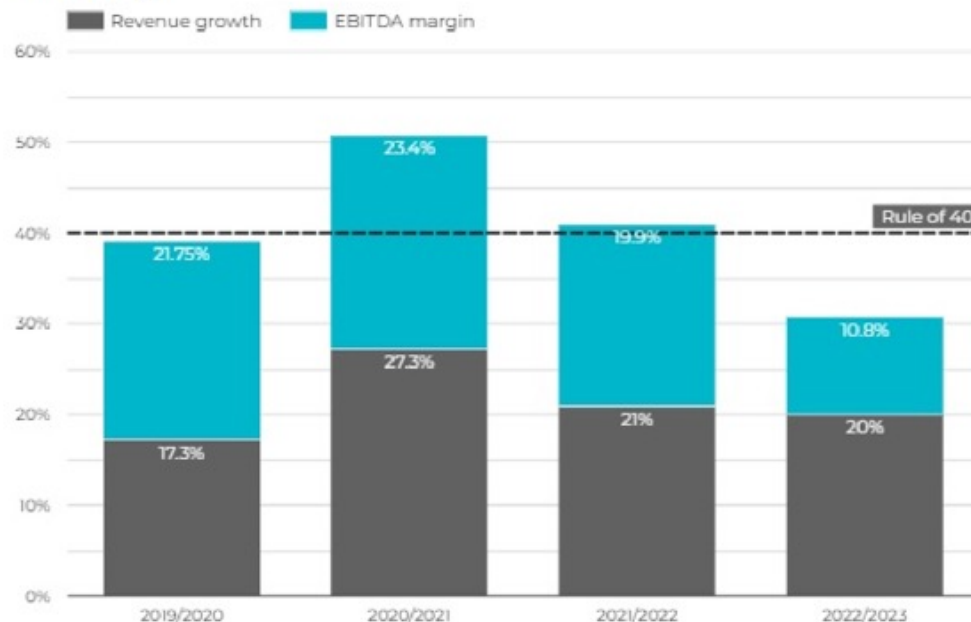
Rule of 40

The Rule of 40 is a principle that states a company's combined revenue growth rate and ebitda margin should equal or exceed 40, serving as a benchmark for optimal financial performance and growth.

Quarterly



Yearly



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

DK



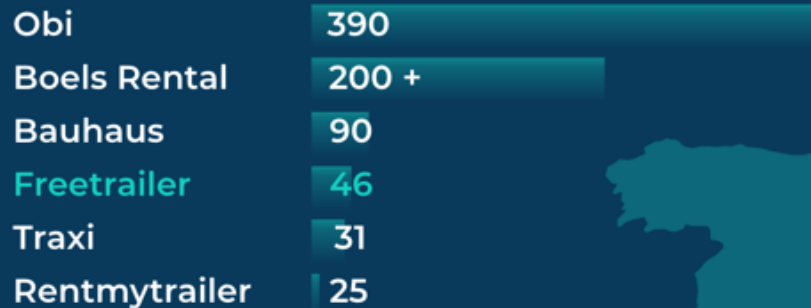
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NO



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 December 1, 2023

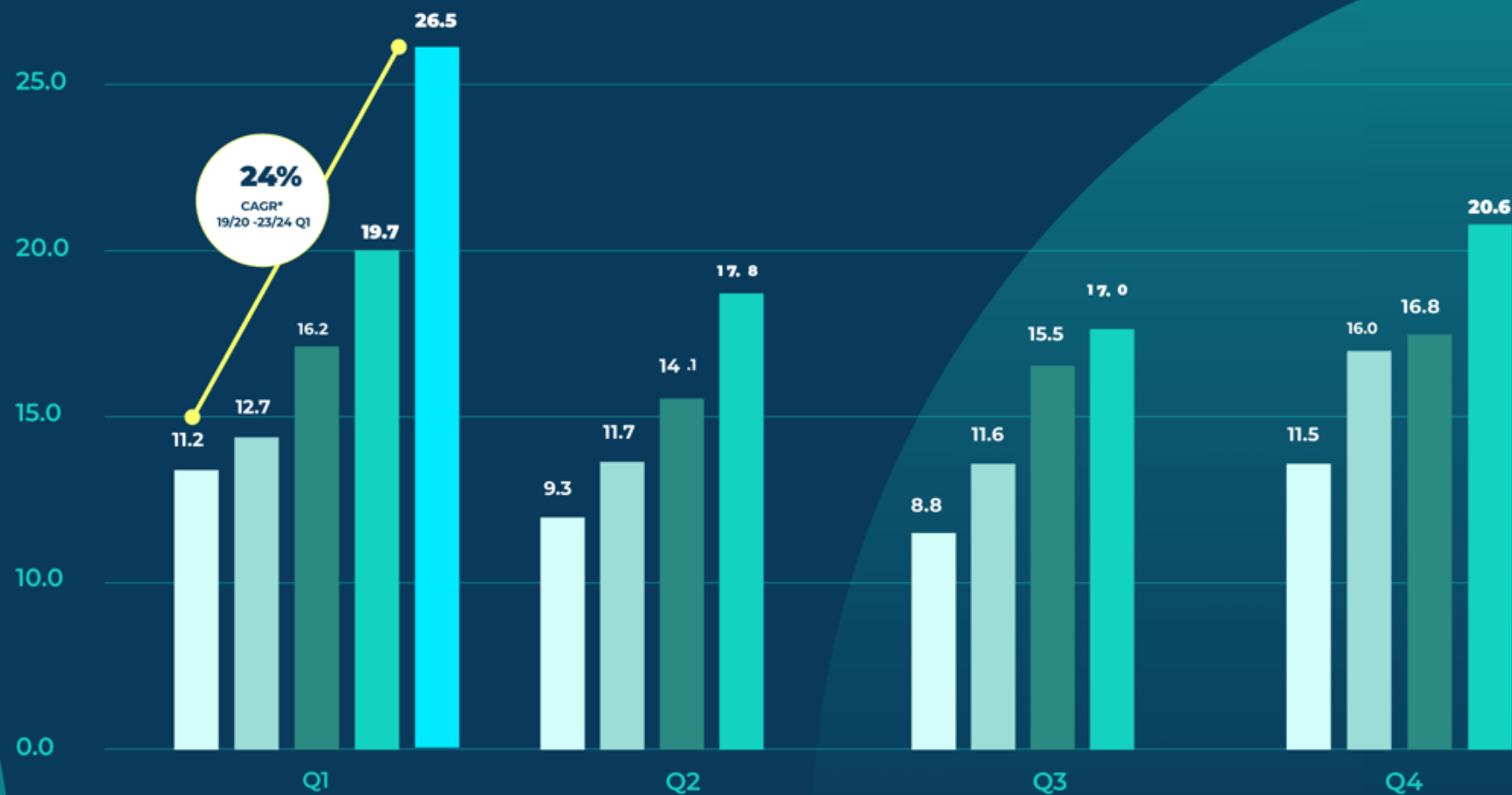
Key figures for rentals

	Number of rental products		Number of rentals		Utilisationrate	
	2022-2023 Q1	2023-2024 Q1	2022-2023 Q1	2023-2024 Q1	2022-2023 Q1	2023-2024 Q1
Denmark	1.430	1.941	123.134	146.570	94%	92%
Sweden	1.041	1.492	86.349	120.559	96%	91%
Norway	410	554	25.289	45.050	70%	87%
Germany	135	160	4.167	6.218	40%	43%
	3.016	4.147	238.939	318.397	89%	89%

* Covers all rental products

Quarterly revenue (dkk million)

19/20 20/21 21/22 22/23 23/24 Q1



*Average annual growth (CAGR)

Financial performance over the years

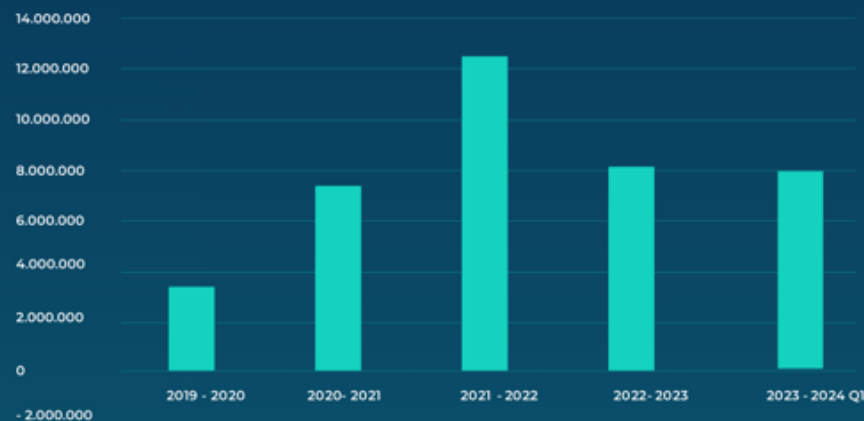
Revenue



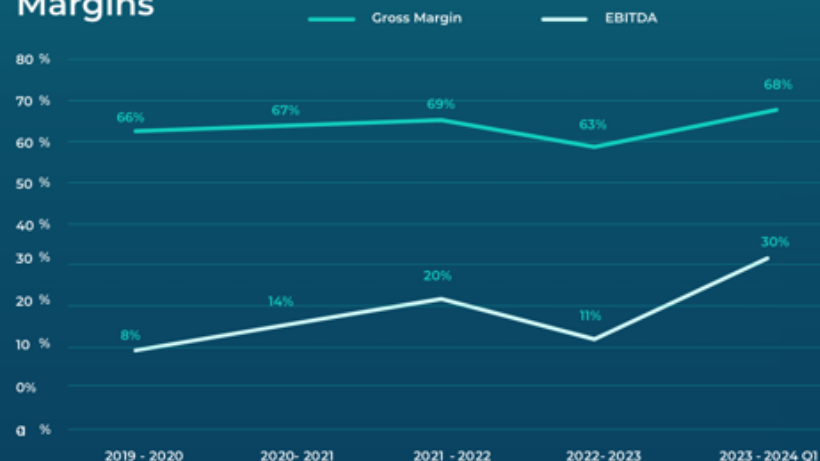
Gross Profit



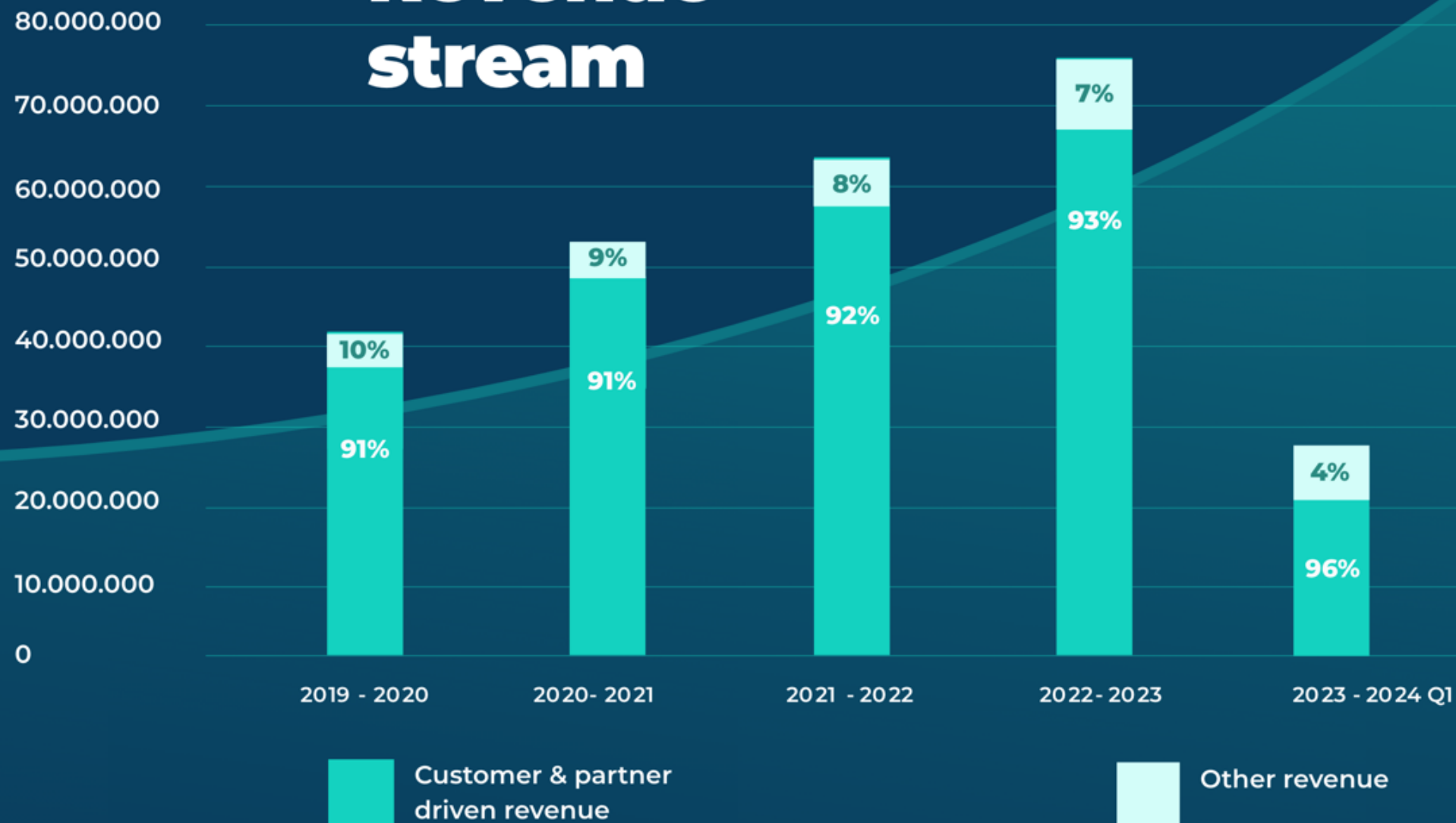
EBITDA



Margins

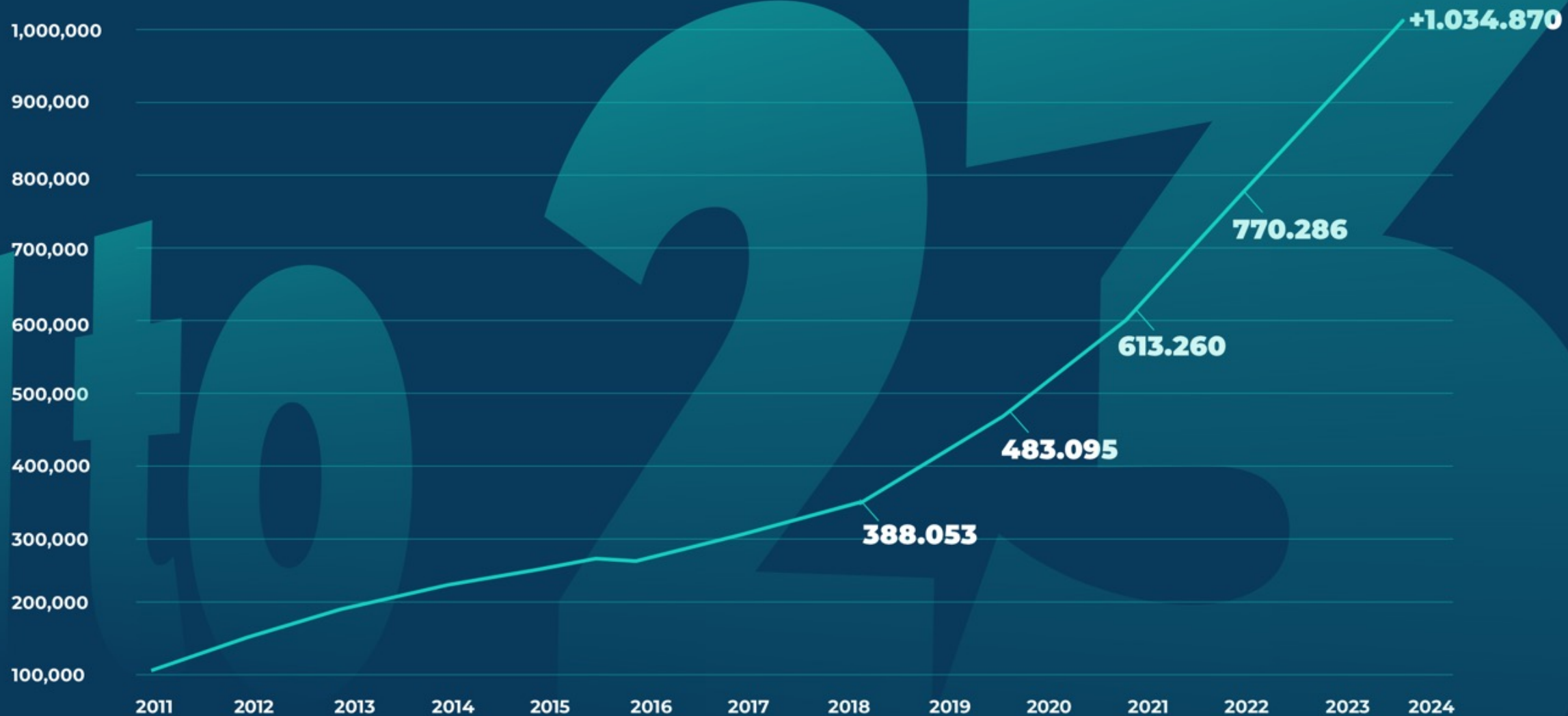


Revenue stream

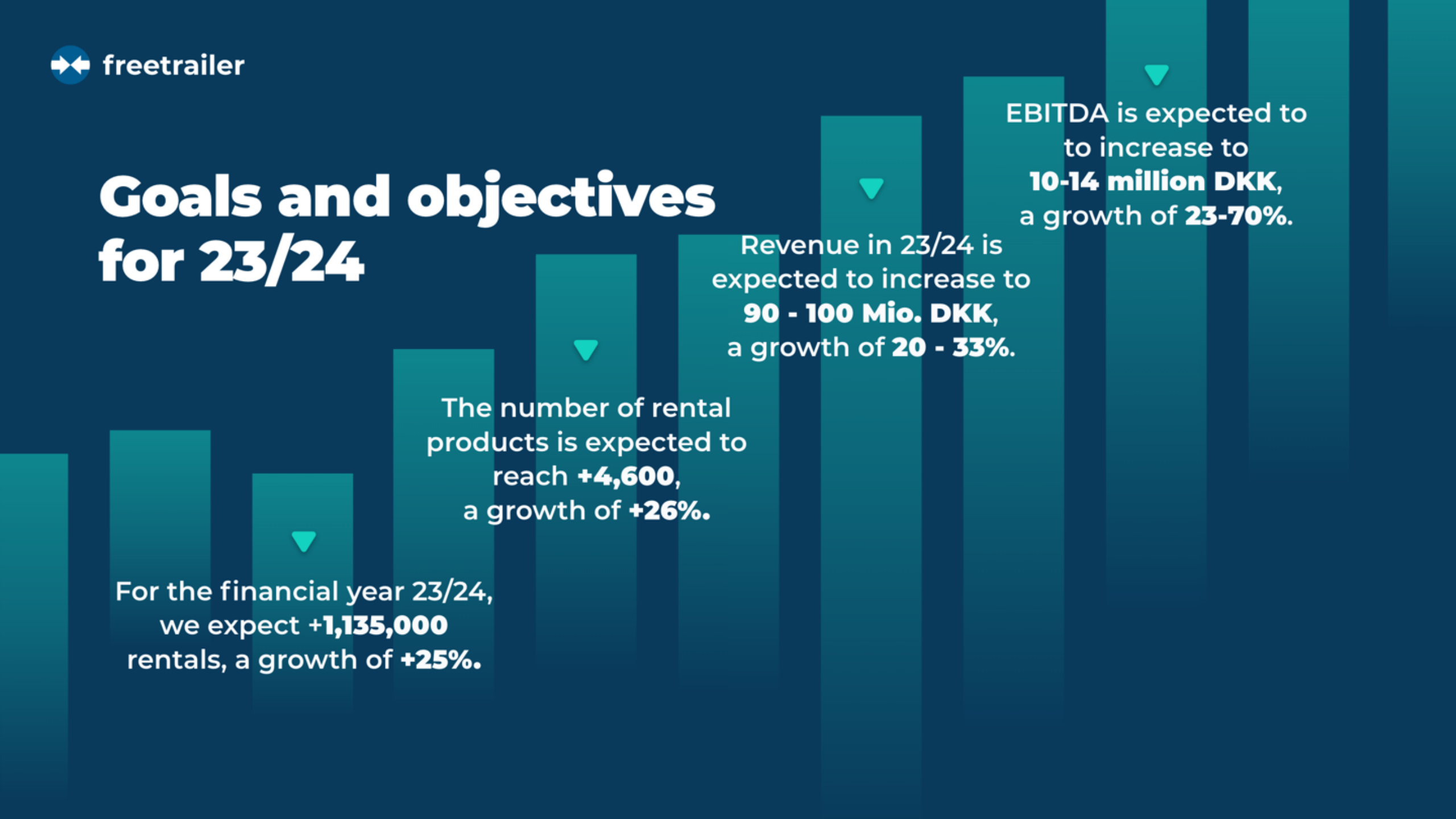




Development in the number of rentals 2011 to 2023



Goals and objectives for 23/24



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

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

Revenue in 23/24 is
expected to increase to
90 - 100 Mio. DKK,
a growth of **20 - 33%**.

EBITDA is expected to
to increase to
10-14 million DKK,
a growth of **23-70%**.

Q&A

Thanks for your time.