



August 2026

Investor Presentation

Continued momentum paves the way for a new growth strategy



Thomas Zeihlund

Group CEO

Freetrailer Group A/S

thomas.zeihlund@freetrailer.com



Martin Damm

Group CFO

Freetrailer Group A/S

martin.damm@freetrailer.com

13





Important notice

1. This presentation includes forward-looking statements based on current expectations. Actual results may differ due to risks and uncertainties.
2. Freetrailer Group A/S is not obliged to update these statements unless required by law.
3. Data reflects the period Q2 2026 as of 30 June 2026, and was published on 28 August 2026.

Agenda

- 1 Welcome
- 2 Freetrailer at a glance
- 3 Financial Performance & Key Figures
- 4 Outlook/guidance 2026
- 5 The market and our investment focus



Strong performance in high season

→ with 26% profitable revenue growth in Q2 and lifting guidance for 2026

MOMENTUM

+22%

Rentals growth – still tracking into August

After a strong Easter, performance in spring has been strong, however growth slowed down in June due to the warm weekends

COMMERCIAL

+35%

Partner growth YoY

323 partners end Q2.
658 products signed in Q2, new agreements

SUPPLY

7,500+

Fleet target by summer 2026

1,115 in pipeline (898 new trailers).
Closed-trailer production now 75/wk, up from 40.

CUSTOMERS

NPS 80

Out of 100 – exceptional satisfaction

1.31m+ Freetrailer app users;
100% app-based self-service from booking to return.

Q2 partner wins



IKEA expanded (DE) · Elgiganten expanded (DK) · Elkjøb (NO) · Møbelkompagniet (DK)



Freetrailer at a glance


2004

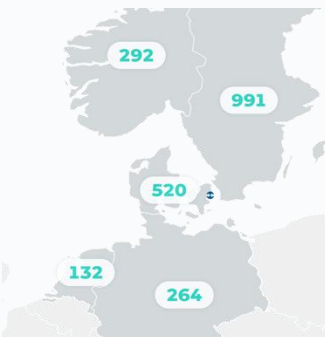
Pioneers in the sharing economy:
Founded in 2004
first mover in digital trailer rentals.



Market leader:
1.8m+ rentals per year.
1.3m+ app users.



Growing footprint:
Active in
5 countries.



2,199 locations.



Scalable tech model:
100% **app-based**
fully self-service.



Trusted by partners:
323 retail brands
including Red Cross,
ILVA and NetOnNet.

OUR MISSION:
**WE ENABLE
EVERYONE TO
MOVE ANYTHING
FOR FREE, IN A
SUSTAINABLE
AND EASY WAY.**

PLATFORM MODEL

Connecting trailer supply with user demand



Available trailers

Distributed fleet across partner locations.

- Better customer experience
- Local brand visibility at low cost
- More store traffic
- Fully outsourced solution



Freetrailer platform

Booking, access, data and optimisation.



Users with a need

Convenient transport when it matters.

- Convenient nearby access
- No need to own a trailer
- Free or fair-price rental
- High service level

High-density supply

Availability within acceptable range.

Top-of-mind awareness

Visibility when the need occurs.

High utilisation

More rentals across the fleet.

The model scales by continuously balancing supply and demand.



Freetrailer Group A/S

Financial Performance & Key Figures

Q2 Highlights in Freetrailer

Activity

Q2 2026



Rentals

559,333 Q2 2026
457,418 Q2 2025

Growth: 22.3%



Utilisation rate

87.8% Q2 2026
88.6% Q2 2025

Growth: -0.8pp



Rental products in operation

7,268 Q2 2026
5,876 Q2 2025

Growth: 23.7%

Rentals

Q2 2024-2026



Financial performance

Q2 2026 / DKK 1,000



Net revenue

49,953.5 Q2 2026
39,641.6 Q2 2025

Growth: 26.0%



EBIT

8,775.0 Q2 2026
10,947.5 Q2 2025

Growth: -19.8%



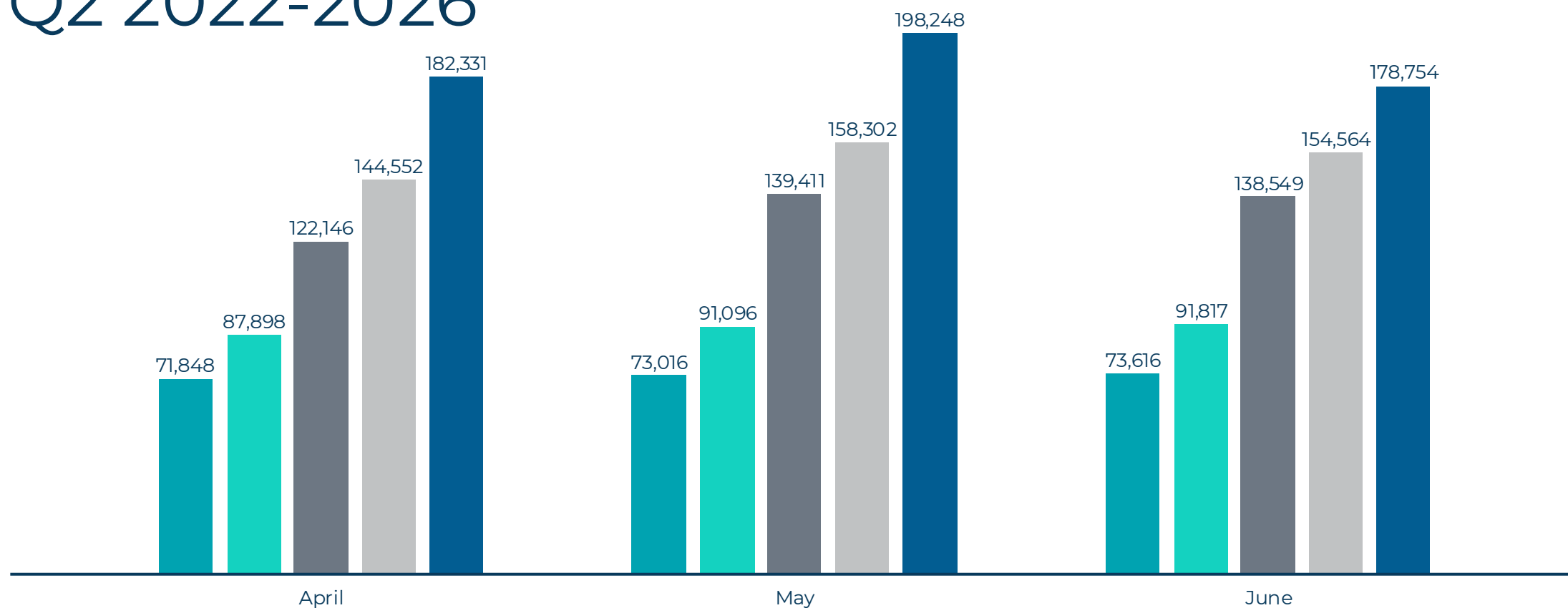
Profit before tax

7,564.5 Q2 2026
9,300.0 Q2 2025

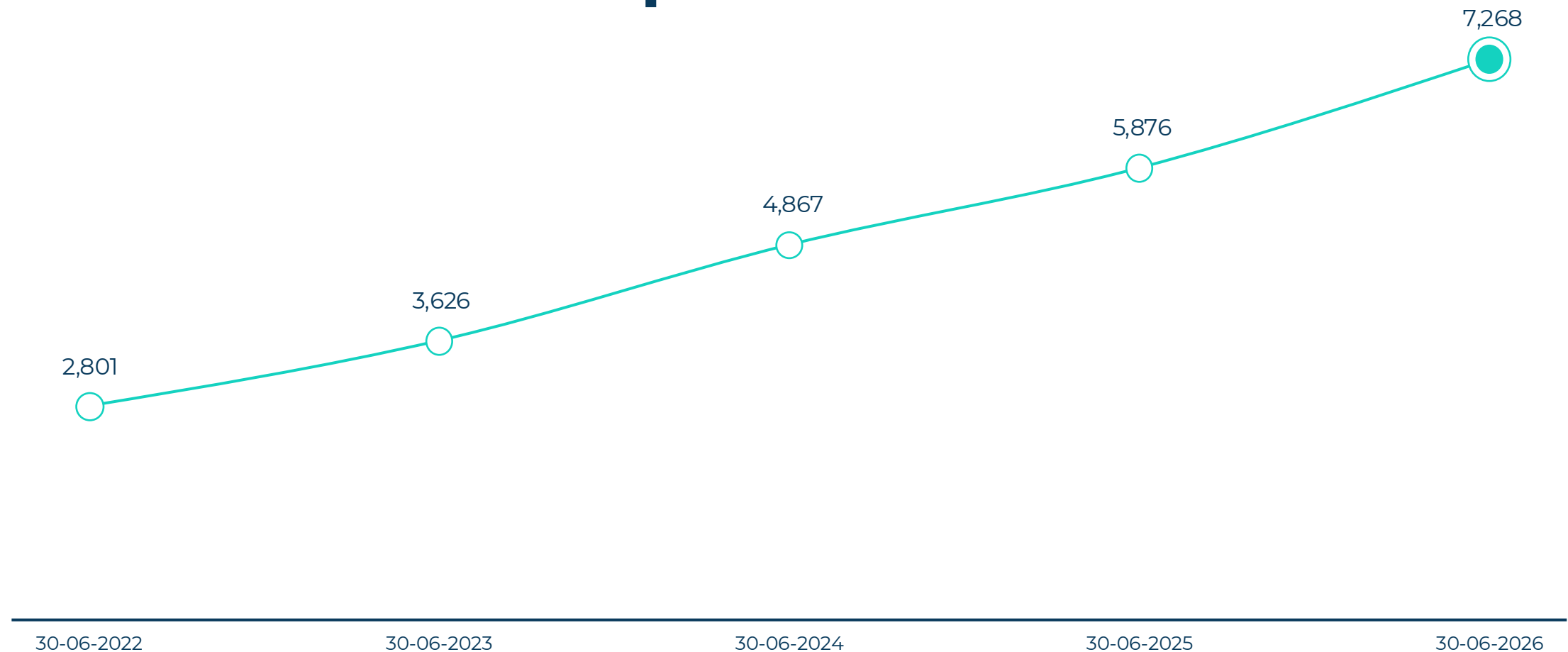
Growth: -18.7%

Monthly rentals

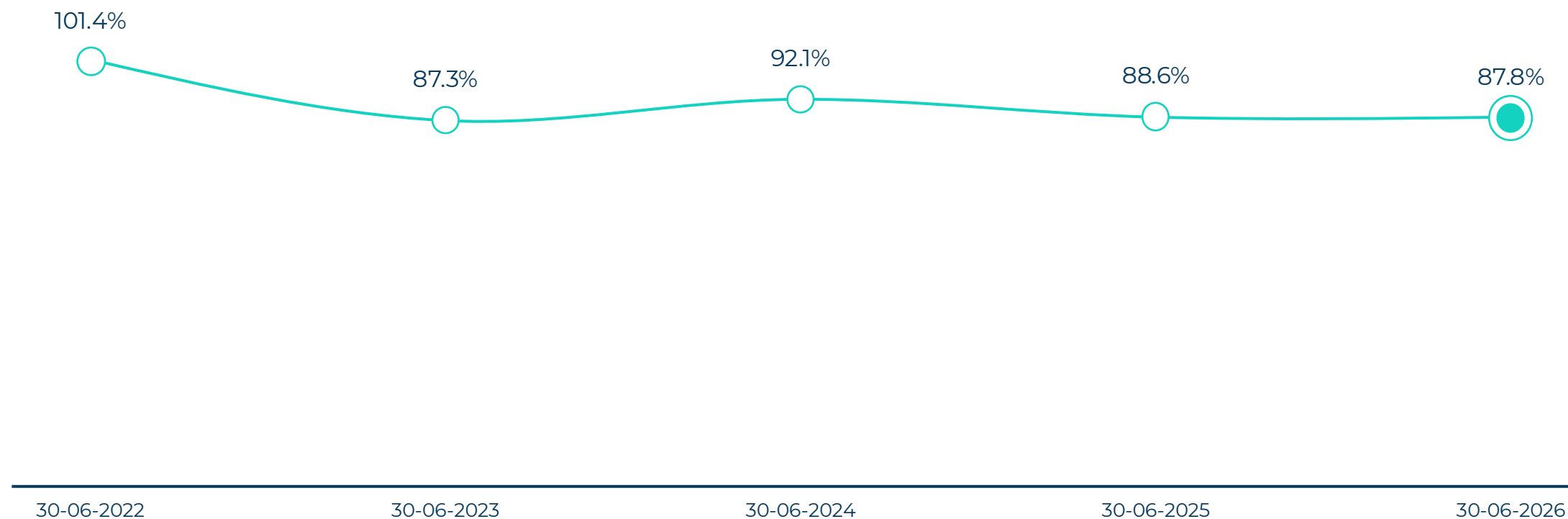
Q2 2022-2026



Number of rental products

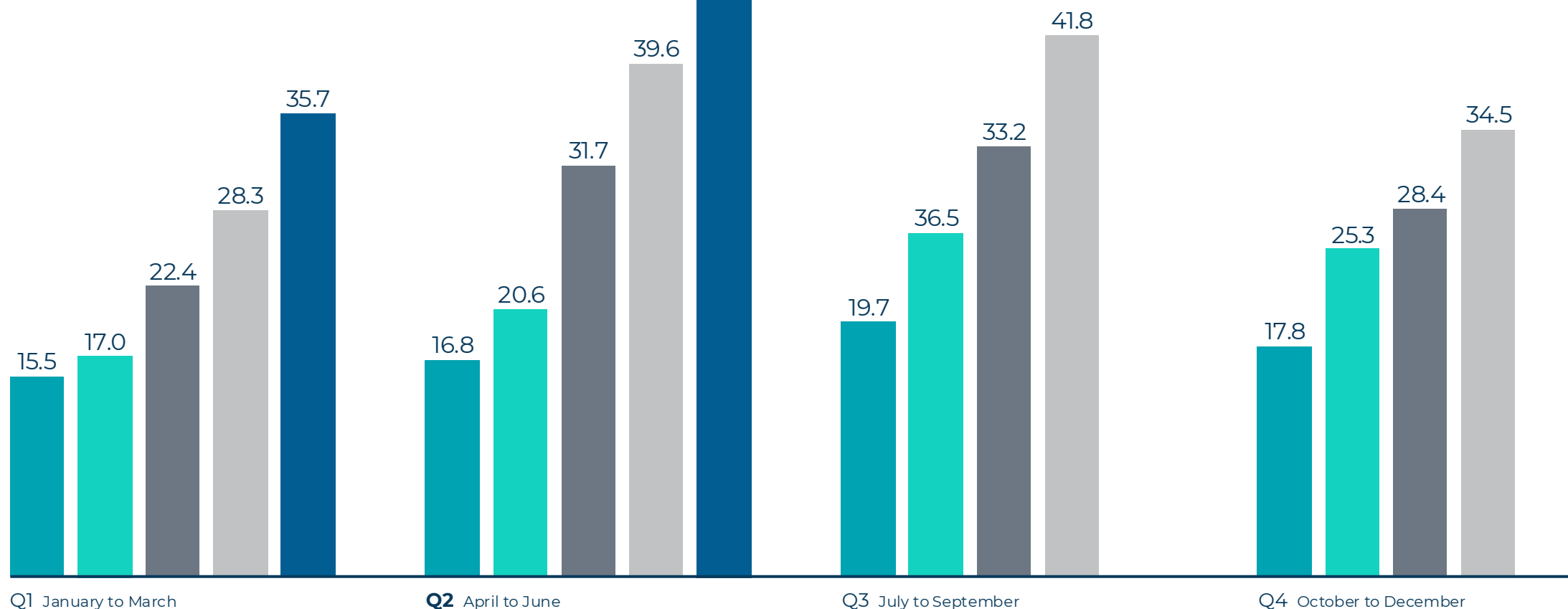


Q2 rental frequency

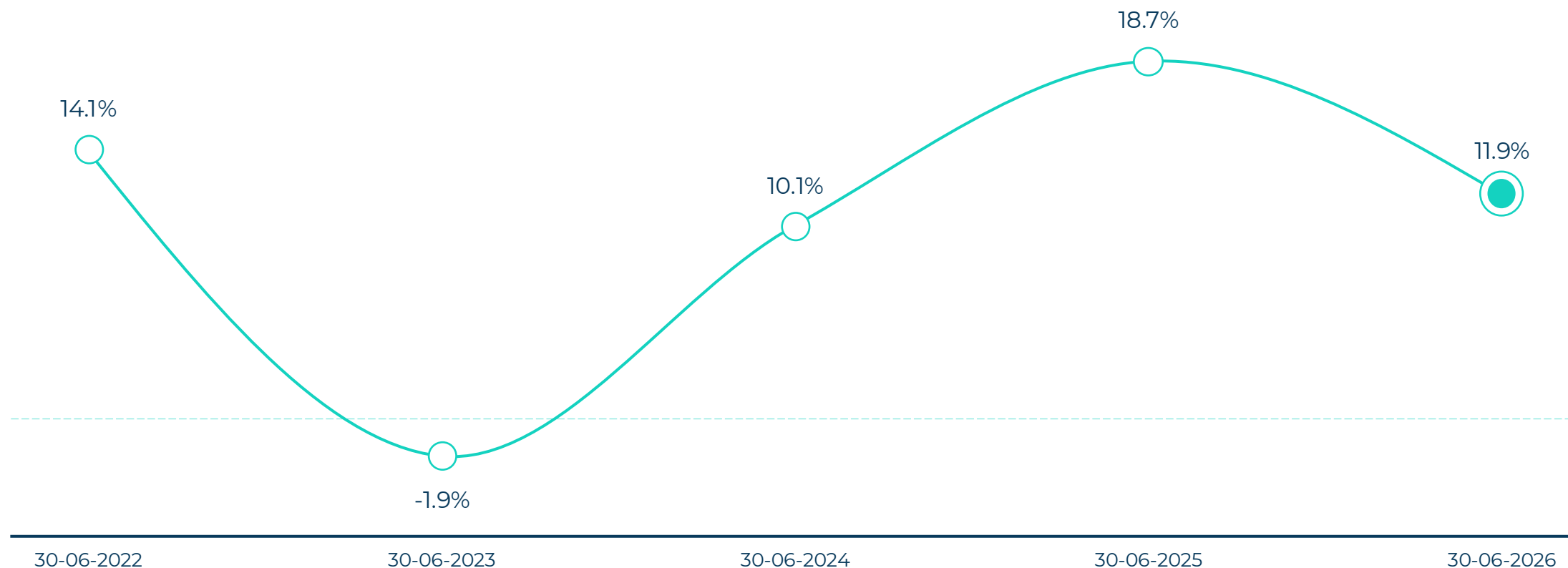


DKK MILLION

Quarterly revenue



EBIT Margin impacted by investments & one-off costs

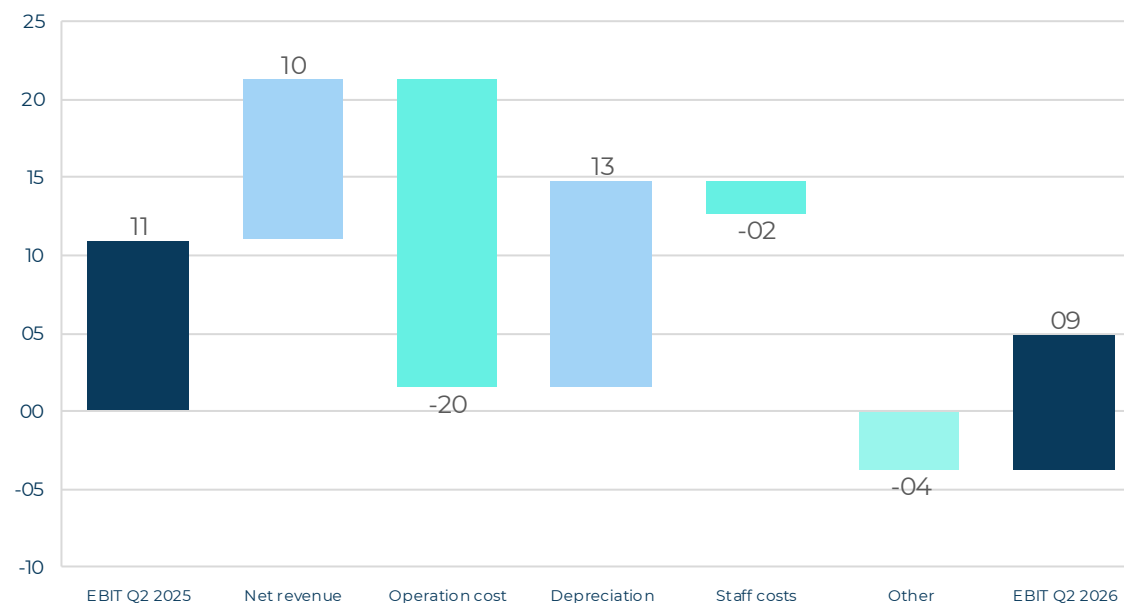


DKK MILLION

P&L

	2026 Q2	2025 Q2	Delta Q2
Net revenue	50.0	39.7	10.3
Other operating income	0.0	0.3	-0,3
Operation cost	-10.0	9.7	-19,8
Other external costs	-8.1	-4.5	-3.6
Gross profit	31.9	45.2	-13.3
Staff costs	-14.2	-12.0	-2.2
Depreciation	-8.9	-22.3	13.4
Other operating costs	0.0	0.0	0.0
EBIT	8,8	10.9	-2,1
Financial income	-0.1	-0.1	0,0
Financial expenses	-1.1	-1.5	0,4
Profit before tax	7.6	9.3	-1.7
Tax	-2.1	-2.2	0,1
Profit after tax	5.5	7.2	-1,7

Change in Q2 EBIT 2026 vs 2025



Impact on EBIT

- Increase in revenue from rentals
- Rental fleet expansion
- Development of new locations and partnerships
- Development of the 2030 strategy



Raising revenue & EBIT guidance for 2026



Net revenue

DKK 178–185m

=> growth of 24-28%

Up from

DKK 168–178m

=> growth of 17-24%



EBIT

DKK 27–32m

=> margin of 16-17%

Up from

DKK 20-30m

=> margin of 12-17%

Strong trailer roll-out has enabled us to raise our revenue guidance once again.

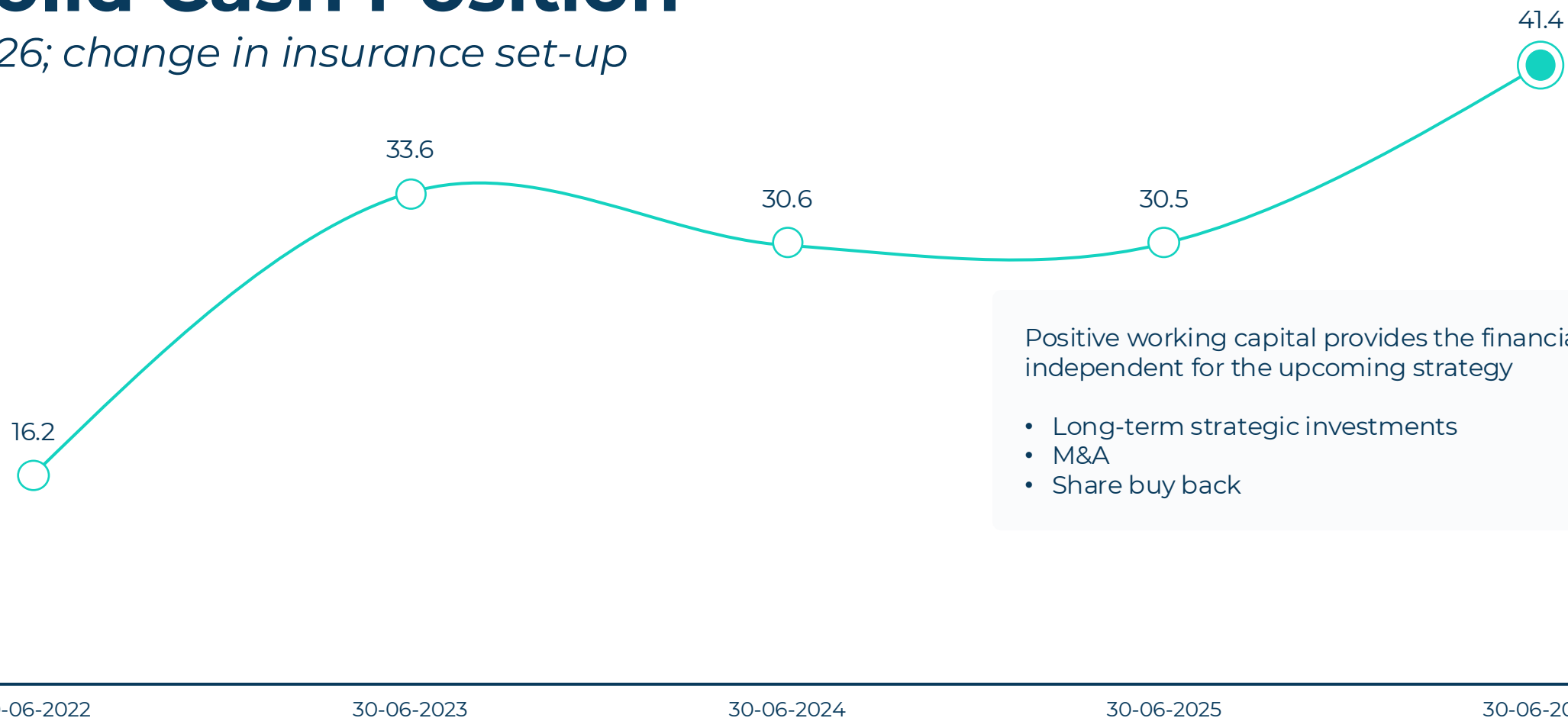
EBIT guidance has been raised following strong high-season performance. Costs include DKK 4.5m in one-off costs and investments in technology, the sales team, account management, brand development and key functions to support further growth.



DKK MILLION

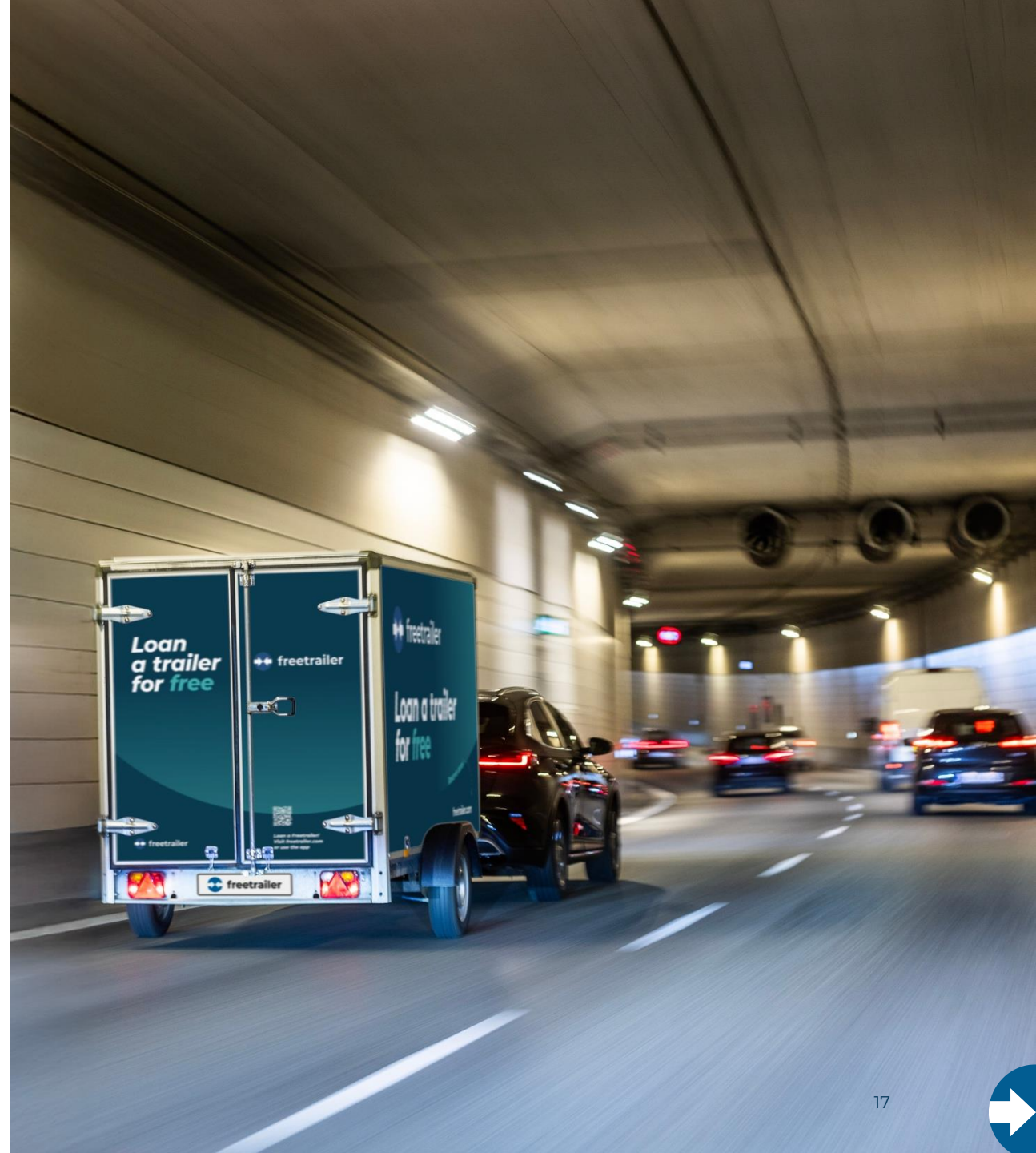
Solid Cash Position

2026; change in insurance set-up



Launch of Share buy-back

1. Purpose; optimise capital structure and covering for warrant programs
2. Up to DKK 20m
3. Runs from 31 August till end of December 2026
4. Shares repurchased in the market at prevailing market prices according to EU rules (less than 25% of total daily volume, not at highest daily share price)
5. Managed at arm's length by ABG Sundal Collier in Copenhagen
6. Weekly updates on purchases



Our focus is to

**Accelerate
Growth
Profitably**

Country insight

Denmark



Trailers
30 June 2026
2,415
Growth
7% vs LY

Utilisation rate
YTD
94.4%
Growth
2.8pp

Partners
30 June 2026
64
Growth
21% vs LY

Locations
30 June 2026
520
Growth
19% vs LY

- Continuous expansion in 2026 with larger partners like IKEA, jem&fix and Elgiganten
- Strengthening partner relationship through marketing activities
- Strong demand (trailer-shortage in certain areas)

Sweden



Trailers
30 June 2026
2,886
Growth
28% vs LY

Utilisation rate
YTD
70.3%
Growth
-2.1pp

Partners
30 June 2026
147
Growth
26% vs LY

Locations
30 June 2026
991
Growth
31% vs LY

- Largest Freetrailer market in terms of trailers
- Strong competitive situation
- Loss of ByggMax (February 2027), being offset with nationwide agreement with jem & fix

Country insight

Norway



Trailers
30 June 2026
1,073
Growth
27% vs LY

Utilisation rate
YTD
80.5%
Growth
4.1pp

Partners
30 June 2026
39
Growth
30% vs LY

Locations
30 June 2026
292
Growth
38% vs LY

- Significant growth in Partners and locations
- Large win with Elkjøp
- Strong lift in demand
- Increasing competitive situation

Country insight

Germany



Trailers
30 June 2026

568

Growth
84% vs LY

Utilisation rate
YTD

29.8%

Growth
-6.9pp

Partners
30 June 2026

44

Growth
76% vs LY

Locations
30 June 2026

264

Growth
100% vs LY

- Fragmented competition and several large partners with own solution
- IKEA agreement expanded, great wins with larger partners
- User awareness must be built (huge campaign mid-September)
- Increasing team from 2 to 6 dedicated in sales

Country insight

Netherlands



Trailers
30 June 2026

326

Growth
44% vs LY

Utilisation rate
YTD

61.6%

Growth
31.1pp

Partners
30 June 2026

29

Growth
164% vs LY

Locations
30 June 2026

132

Growth
76% vs LY

- Strong market position established in 15 months
- Increasing team from 2 to 4 dedicated in sales
- Well-developed market, i.e. fast route to high utilisation rate, but also a market where we face more partners with existing agreement, waiting to expire before signing with Freetrailer

New Strategy 2030

To be presented on 17 September 2026.



Stock market announcement
before 9.00 am



Webinar at 12.30 pm



Investor presentations
and PR



Shareholder event at HQ
with a strategy update and
news from the Board

17.09



Q&A

Strong performance in high season

→ with 26% profitable revenue growth in Q2 and lifting guidance for 2026

MOMENTUM

+22%

Rentals growth – still tracking into August

After a strong Easter, performance in spring has been strong, however growth slowed down in June due to the warm weekends

COMMERCIAL

+35%

Partner growth YoY

323 partners end Q2, 658 products signed in Q2, new agreements

SUPPLY

7,500+

Fleet target by summer 2026

1,115 in pipeline (898 new trailers), Closed-trailer production now 75/wk, up from 40.

CUSTOMERS

NPS 80

Out of 100 – exceptional satisfaction

131m+ Freetrailer app users, 100% app-based self-service from booking to return.

Q2 partner wins → IKEA expanded (DE) · Elgiganten expanded (DK) · Elsjab (NO) · Mabelkompagniet (DK)

Freetrailer Group A/S | Investor | August 2026

Raising revenue & EBIT guidance for 2026



Net revenue
DKK 178–185m

=> growth of 24-28%

Up from
DKK 168–178m
=> growth of 17-24%



EBIT
DKK 27–32m

=> margin of 16-17%

Up from
DKK 20–30m
=> margin of 12-17%

Strong trailer roll-out has enabled us to raise our revenue guidance once again.

EBIT guidance has been raised following strong high-season performance. Costs include DKK 4.5m in one-off costs and investments in technology, the sales team, account management, brand development and key functions to support further growth.



Freetrailer Group A/S | Investor | August 2026

New Strategy 2030

To be presented on 17 September 2026.



Stock market announcement before 9:00 am



Shareholder webinar at 12:30 pm



Investor presentations and PR



Shareholder event at HQ with a strategy update and news from the Board

Freetrailer Group A/S | Investor | August 2026

17.09





Thank you for your time today

Freetrailer Group A/S
www.freetrailer.com
info@freetrailer.com

