



GreenMobility
YOUR CITY. YOUR CAR

Bæredygtig
profitabilitet

EXECUTIVE MANAGEMENT TEAM



KASPER GJEDSTED
GROUP CEO

Kasper has an extensive background as an experienced CEO with a proven track record of creating profitable companies across multiple industries. He joined GreenMobility in March 2023 as Group CEO. He previously served as CEO of Avis Budget Group in Denmark and Sweden. Kasper also led Sixt in Denmark and has several years of experience in the software industry and from MAERSK.

Background:

CEO



CEO (Denmark & Sweden)



CEO & Regional Director
Scandinavia & Baltics



MADS KORNING
GROUP CFO & HEAD of ESG

Mads has a background as auditor at Deloitte and is an experienced Head of Accounting from DGI Byen and Aller Media, where he developed expertise in strategic financial planning and operations management. He joined GreenMobility in August 2022 as Head of Finance, his responsibilities has been expanded into Group CFO and Head of ESG from March 2024.

Background:

Head of Accounting



Head of Accounting



Financial Controller



INTRODUCTION TO GREENMOBILITY – SUSTAINABLE MOBILITY ON-DEMAND

We seek to change urban mobility for the benefit of current and future generations. GreenMobility reduces the need for private car ownership with our free-floating fleet and contributes to fewer cars, reduced air pollution and carbon emissions

OUR IMPACT



100,000+
Trips driven/month



1,400
EV cars and vans



487 / +7,500
Tonnes CO₂ saved¹
(Q1-2024 / Total to date)



¹) Relative to having driven an equivalent amount of km in a typical combustion-engine vehicle (118.5 g CO₂/km based on European Commission, 2019, Average CO₂ emissions from new cars sold)

INTERNATIONALIZATION 2020-2023

Aggressive internationalization growth strategy

– following the rule book of the time

+ Low interest rates

+ Access to capital on financial markets

+ Opening of international markets

+ High growth rates

= Future balance between burn and earn



CHANGE OF MACRO ECONOMICS 2022-2023

- + High inflation
- + High interest rates
- + Expensive access to capital on financial markets
- + High cost structure
- + Risk on assets (vehicles)
- + Lack of processes
- + Lack of focus

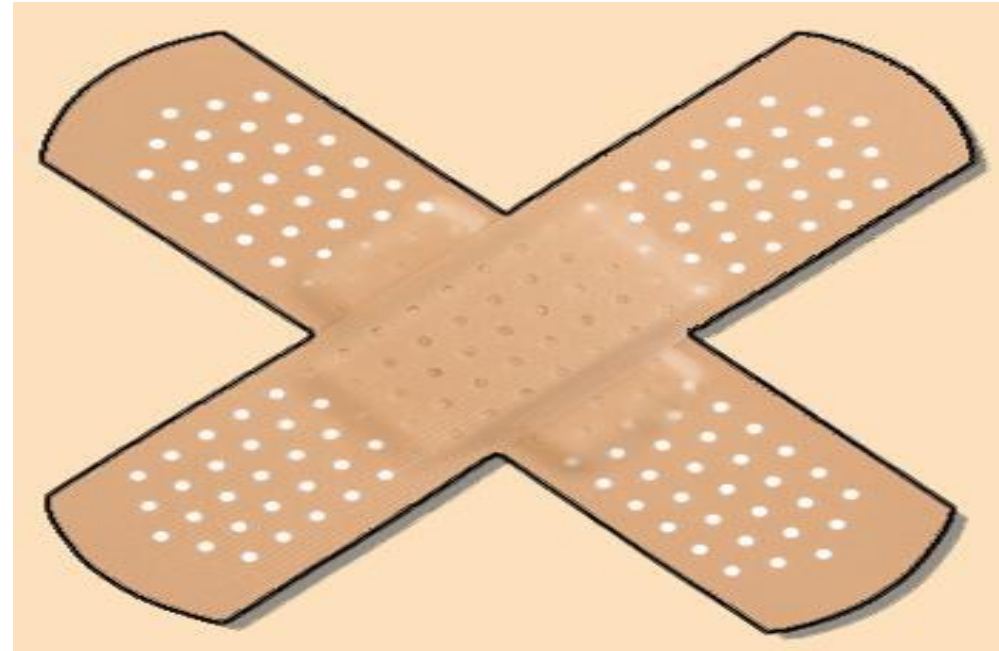
= High burn rate

We were a bleeding patient



TURN AROUND 2023-24 – STOP THE BLEEDING

- + Stop the bleeding
- + From high to low cost structure
- + Close international markets
- + Move vehicles from international markets to DK
- + Move from asset heavy to asset light
- + Build processes
- + Use data

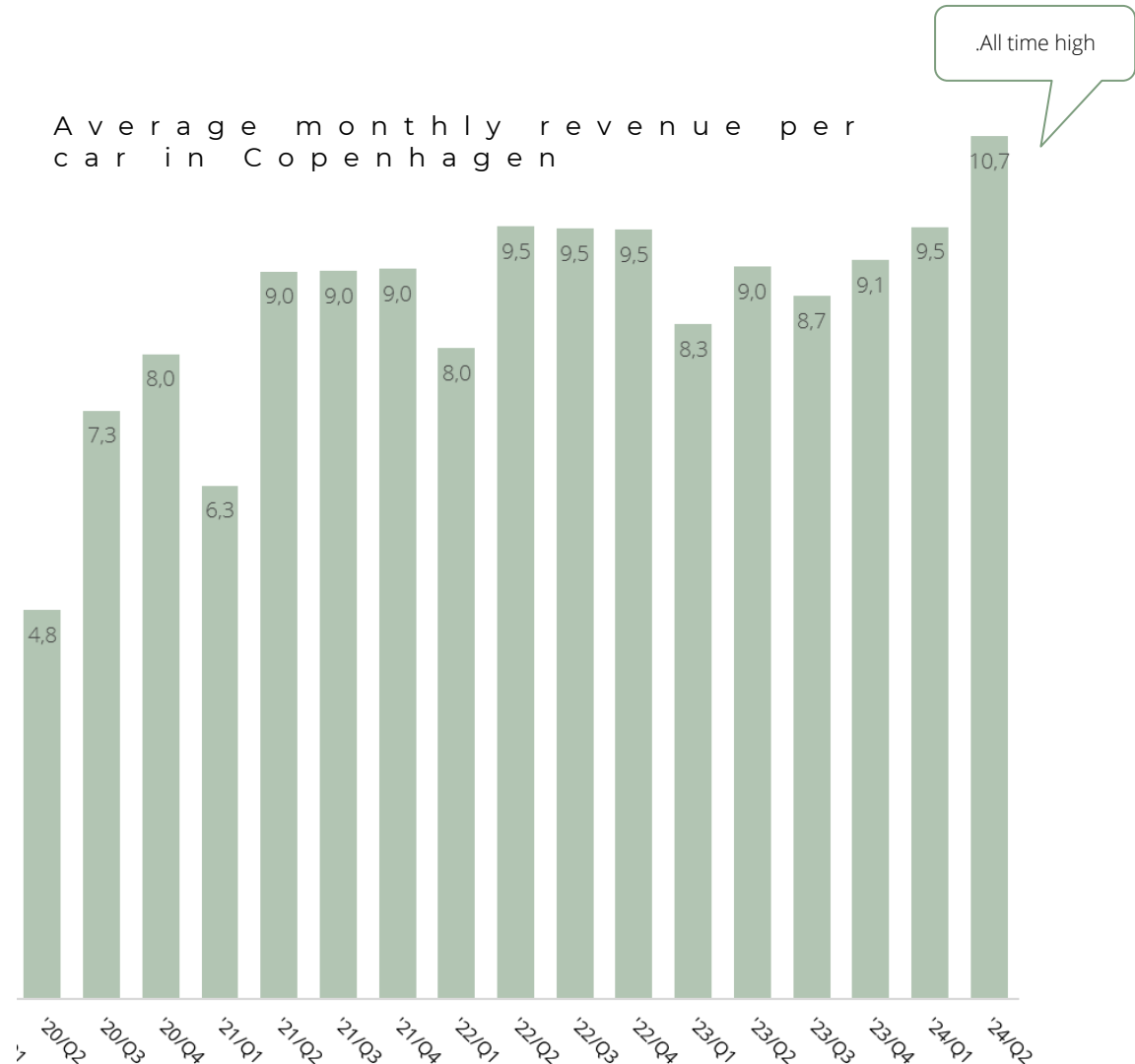


TURN AROUND 2024 – WE DELIVER ON OUR PROMISES

H1 2024

- + 59% increase in revenue from continuing operations
- + Accelerated growth in revenue and profitability:
Q1 Revenue 24M DKK, Net profit: -2.8M DKK
Q2 Revenue 33M DKK, Net profit: +1.8M DKK
- + Vast majority of activities related to discontinued business have been finalized
- + Positive operational cashflow from continued operations
- + Financial guidance for FY2024 was adjusted upwards 8th Aug. 2024:

120-130M DKK revenue
2-12M DKK net profit from continued operations



OUR EXPECTATIONS FOR 2024 ON THE CONTINUING BUSINESS ARE:

- Group revenue of DKK 120-130 million
- Profit before tax of DKK 2-12 million

On path to become the first profitable European shared EV operator .



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