

Investor Presentation - Q3 2023 / 2024

# Join us in the sharing economy

- we make sharing easy



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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 March 31, 2024. 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  
2022

30/6  
2023

31/03  
2024

Active  
locations

# Overview

- ▶ 2004 Year of establishment
- ▶ + 1.150.000 total number of rentals yearly
- ▶ + 140 Partners
- ▶ + 1,175 Pick-up points in Denmark, Sweden, Norway and Germany
- ▶ + 4,675 Trailers on the road

▶ New agreements:



Germany



Sweden

NOVASOL

Denmark



Norway

132

88

162

452

282

573

255

236

390

41

25

51



**New Customer Entry**



**Make Reservation With  
Web-Booking Or The App**



**Pick Up Freetrailer  
At Partnerlocation**



**Uses Freetrailer  
For Any Purpose**



**Freetrailer  
Customer Loyalty**



**Return The Freetrailer  
To Partnerlocation**

# Who is Freetrailer

Efficient sharing model for all parties.  
100% self-service with the Freetrailer app



# Impressive user feedback: +45,000 reviews

Across Trustpilot and other platforms, users praise our user-friendly service, quality trailers, and sharing-friendly approach. Our **4.8** out of **5** score reflects our commitment to excellence.

## NPS SCORE **81**

Freetrailer Denmark signals exceptional customer loyalty and satisfaction.

### www.freetrailer.com

Anmeldelser 9.121 • Fremragende



✓ VERIFICERET VIRKSOMHED



Dejlig service at kunne leje



Perfekt nye trailere pæne rene og...



Let at låne.



Genial service....det eneste jeg s

Det virkede perfekt



Det spiller ALTID



Hurtigt nemt trailer var perfe



God instruktion i appen

## Highlights 2024

# Dedicated IT Team

Our dedicated IT team, consisting of 10 skilled professionals, is focused on enhancing our platform to facilitate seamless business expansion. By optimising our systems, we ensure the agility and scalability needed to enter new markets efficiently.

This technological foundation is crucial for supporting our growth and delivering superior service to a broader audience.

The growing  
IT team





## Highlights 2024

# Strategic Contracts Signed in the Netherlands, Germany and Sweden

Contract with Christian Tepper, Sales Director in the Netherlands, was signed 18th April 2024. Christian Tepper has a great knowledge of the trailer solution market and a big network in the industry. We estimate that the market in NL is of similar size to the market in DK.

Contract signed with JYSK in Germany. JYSK is part of our strategic approach to the German market and enables us to initially open up in +30 locations with an option of many more to follow.

10th April we signed a frame contract with the SGDS Group in Sweden. This makes Freetrailer the preferred partner for full serviced trailer solutions. First up, Optimera will offer our solution to its customers.



Nicolai Frisch, CEO  
& Christian Tepper



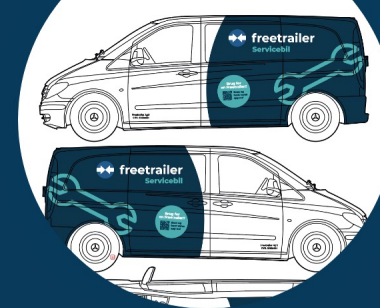


## Highlights 2024

# Boosting Brand Awareness

We're enhancing our brand visibility through custom-branded apparel, sponsorships, eye-catching servicevans, and own branded trailers.

These efforts will increase our market presence, creating stronger brand recognition and driving business growth.





# Key figures for rentals

|                | Number of rental products |              | Number of rentals |                | Utilisationrate |              |
|----------------|---------------------------|--------------|-------------------|----------------|-----------------|--------------|
|                | 31/03/2024                | 31/03/2023   | YTD Q3 23/24      | YTD Q3 22/23   | YTD Q3 23/24    | YTD Q3 22/23 |
| <b>Denmark</b> | 2,102                     | 1,463        | 436,568           | 332,625        | 88%             | 84%          |
| <b>Sweden</b>  | 1,730                     | 1,112        | 315,359           | 226,556        | 74%             | 81%          |
| <b>Norway</b>  | 674                       | 471          | 106,479           | 62,465         | 62%             | 54%          |
| <b>Germany</b> | 175                       | 149          | 19,654            | 15,421         | 43%             | 47%          |
|                | <b>4,681</b>              | <b>3,195</b> | <b>878,060</b>    | <b>637,067</b> | <b>77%</b>      | <b>78%</b>   |

\* Covers all rental products

# Quarterly revenue

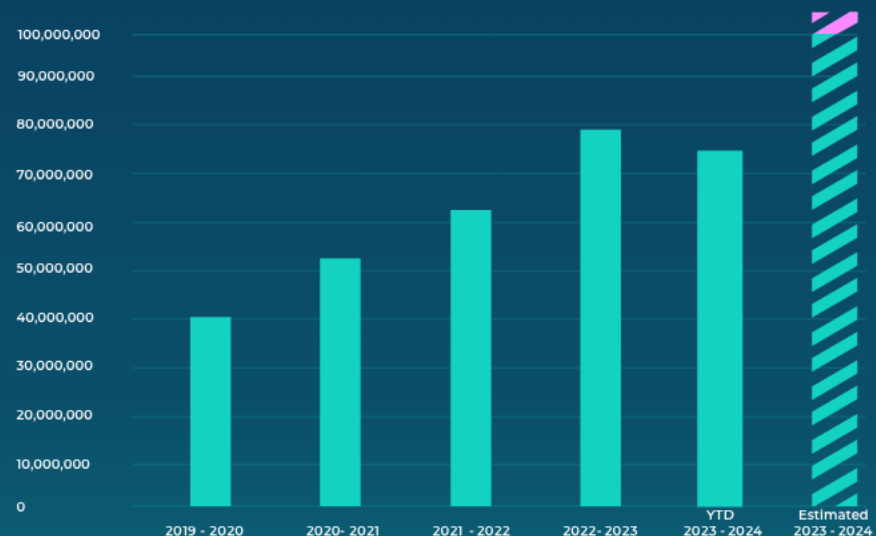
(dkk million)

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

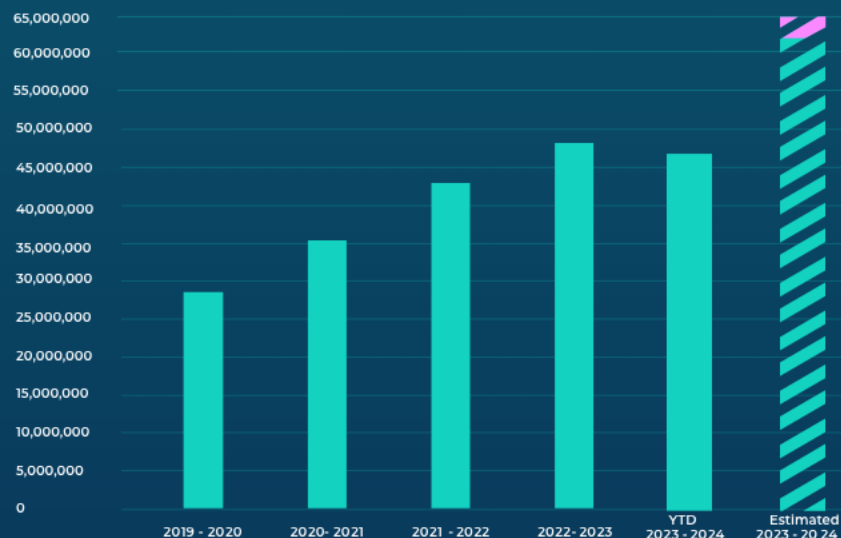


# Financial performance over the years

## Revenue



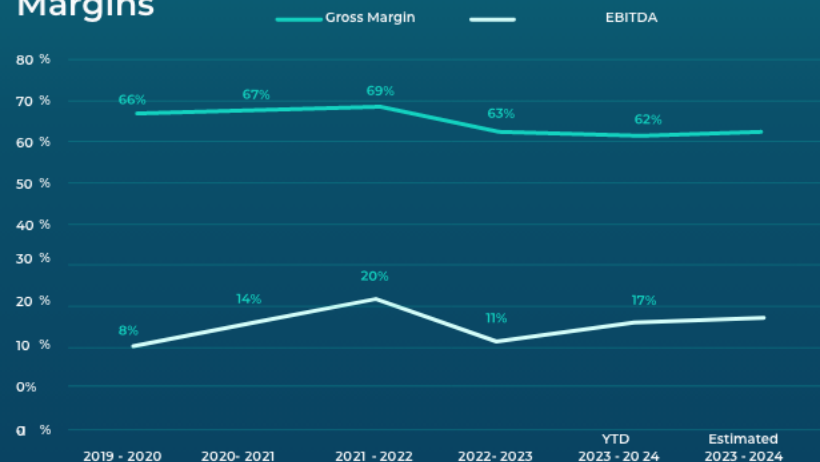
## Gross Profit



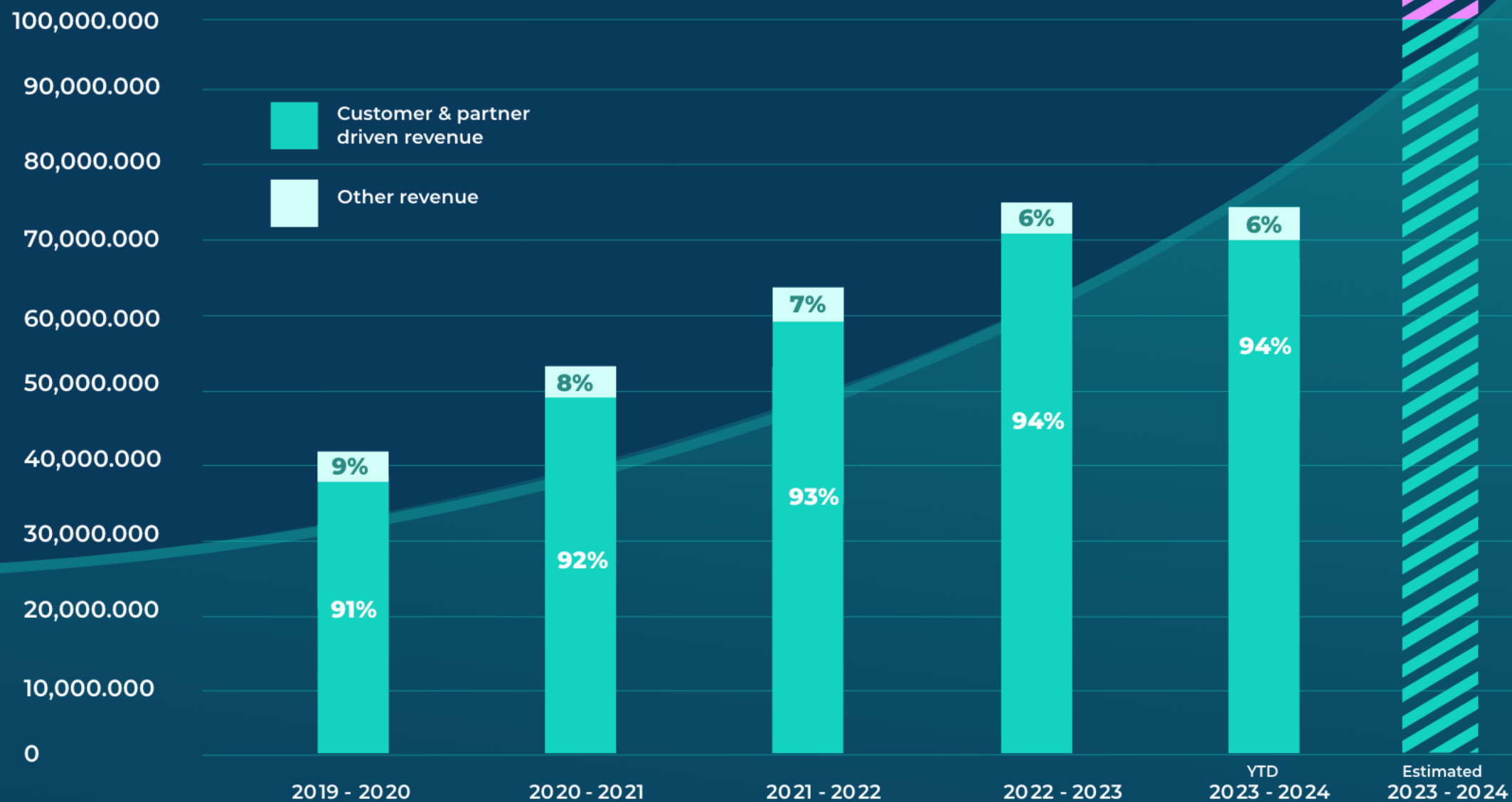
## EBITDA



## Margins



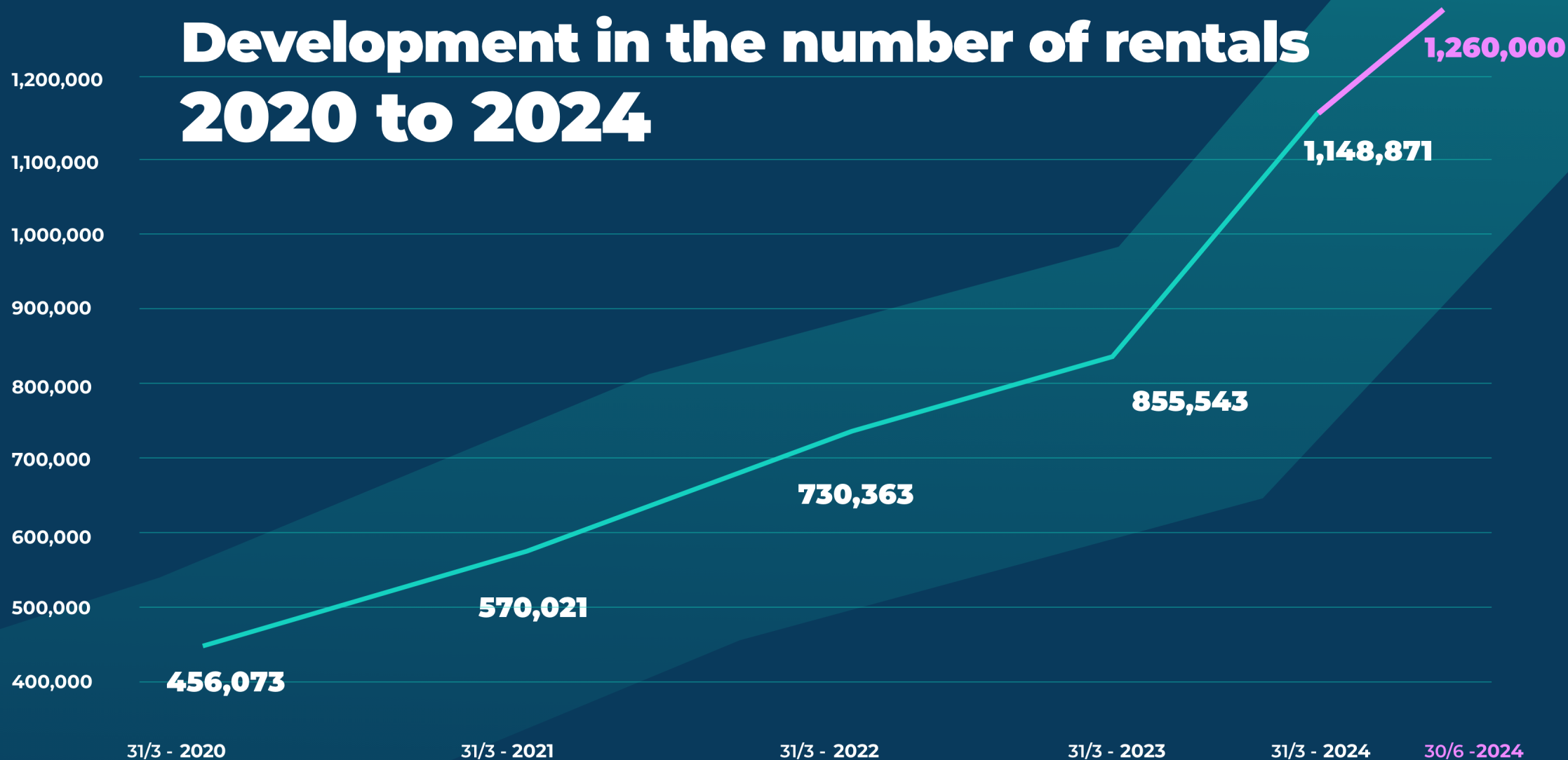
# Revenue stream







# Development in the number of rentals 2020 to 2024



Statistics reflecting data until Marts 31, 2024

# Goals and objectives for 23/24



For the financial year 23/24  
We expect **+1,260,000** rentals  
With a growth from **+38%**

The number of rental  
products is expected to  
reach **+4,850**  
a growth of **+33%**

Revenue in 23/24 is  
expected to increase to  
**100 - 104 Mill DKK**,  
a growth of **33% to 38%**

EBITDA is expected to  
to increase to  
**15-18 mill DKK**,  
a growth of **85% to 122%**

# Q&A

Thanks for your time.