Greater Than Announces MoU for Licensing Agreement with World-Leading Mobility Organization, with Estimated Lifecycle Revenue of €1.4 Billion

Greater Than, the global provider of risk intelligence into road safety and climate impact, today announced the expansion of an existing partnership with a global mobility organization, through the signing of a Memorandum of Understanding (MoU) for a new licensing agreement. The MoU includes access to Greater Than's AI-powered risk intelligence into both crash probability and climate impact.

The estimated gross revenue from the agreement is €1.4 billion, based on product lifecycle projections, assuming a predicted lifetime of eight years, with a five-year ramp-up phase. The parties´ common objective is to reach annual gross revenue of approximately €100 million within three years and €275 million within five years, as outlined in the business plan. Greater Than's share of the gross revenue is 60%, with an anticipated gross margin to be slightly lower than previously communicated levels.

Greater Than's technology will be used in a new product focused on safe, sustainable mobility, set to be launched in Q4 2025 by the organization, which has a powerful global distribution network. Revenue from the agreement is expected to begin impacting Greater Than's financial results from Q1 2026.

The MoU enables early development and launch activities ahead of conclusion of the final agreement. This expanded partnership supports Greater Than's mission to scale AI-driven risk insights globally.

"After many years of hard work, we are very pleased to have reached this position, an important milestone and a major breakthrough for Greater Than," said Liselott Johansson, CEO at Greater Than. "We are now looking forward to starting this journey, combining our AI technology with the power of a global brand and network."

This disclosure contains information that Greater Than is obliged to make public pursuant to the EU Market Abuse Regulation (EU nr 596/2014). The information was submitted for publication, through the agency of the contact person, on 18-08-2025 15:26 CET.

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About Greater Than

Greater Than is a global leader in AI-driven risk intelligence for road safety and sustainability. Its unique technology is trained using real-life driving data to predict crash probability and climate impact.

By using AI pattern profiling to measure the driver influence on risk, Greater Than delivers predictive scores that are globally comparable. Fleets, mobility providers, insurers and other organizations involved in road transportation use these insights for risk management, cost control, pricing, and ESG compliance.

Greater Than (GREAT: ST) is listed on Nasdaq First North Growth Market. FNCA Sweden AB is the Certified Adviser. Learn more at www.greaterthan.eu.