Company announcement
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Freetrailer Q3 2026: Revenue increases by 33.6% as strategy execution accelerates

Freetrailer increased revenue by 33.6% to DKK 55.8 million in the third quarter of 2026 compared to the same period last year and maintains its full-year guidance. The number of rentals increased to 581,771, driven by growth in the number of rental products across all five markets.

The quarter marked the launch of the Free to GROW strategy towards 2030, and execution is well underway. Ahead of the 2027 high season, Freetrailer is focusing on upgrading its technology platform, automating key processes and further developing both its sales and technical organisations. These initiatives will establish a stronger and more profitable foundation for growth towards 2030.
Investments in future growth and scaling contributed to EBIT of DKK 10.6 million in Q3, DKK 2.6 million lower than in the same period last year. The quarter was also impacted by one-off costs related to strategy development, the brand launch and severance compensation.

Full-year 2026 guidance maintained

Freetrailer maintains its full-year guidance of net revenue of DKK 178–185 million and EBIT of DKK 27–32 million. The outlook remains unchanged since the guidance upgrade announced in the half-year report.

Financial highlights for Q3 2026 and the first nine months

1 Jan. – 30 Sep. 2026. Amounts in DKK 1,000, except EPS in DKK and equity ratio in percent.

Key Figures	Q3 2026	Q3 2025	YTD 2026	YTD 2025
Net revenue	55,787.1	41,751.8	141,443.2	109,644.3
EBITDA	21,470.5	20,499.6	48,380.8	56,777.0
EBIT	10,641.5	13,272.6	20,818.9	25,966.2
Profit before tax	10,380.0	12,617.7	18,402.0	23,284.1
Profit after tax	7,515.3	9,671.1	13,066.7	17,698.5
Equity	70,021.4	56,789.0	70,021.4	56,789.0
EPS	0.79	1.01	1.37	1.86
Equity ratio	37.3 %	39.0%	37.3 %	39.0%

Operational highlights as of 30 September 2026

Operational key figures	Q3 2026	Changes from last year
Rentals in the quarter	581,771	19.8%
Verified App Users	1,466,806	62.4%
Rental products in operation	8,090	+36.7 %
Partners	367	55.5%
Locations	2,437	48.2%

Markets: Denmark, Sweden, Norway, Germany and the Netherlands.

Freetrailer builds capacity for the next phase of growth

The number of rentals increased by 20.5% during the first nine months of the year compared to the same period last year, while the rental fleet grew even faster, increasing by 36.7% year-on-year. Trailer capacity has therefore expanded significantly, the organisation has been strengthened, and we continue to invest in technology. These initiatives are all part of the Free to GROW strategy and are designed to create an integrated and efficient operating model with fewer manual processes. This is a deliberate choice that impacts earnings in the short term but will make us stronger going forward.

"I see a Freetrailer that continues to grow stronger, with more people using our solution and strong support from our partners through increased activity and expanded partnerships. We have already strengthened our organisation significantly and will continue to do so over the next 12 months. We need to be ready to operate at the scale we are working towards as part of our ambitions for 2030," says Thomas Zeihlund, Group CEO.

Continued growth following the end of the quarter

On 24 October, Freetrailer surpassed the total number of rentals recorded for the full year 2025. In the attached Q3 report, Thomas Zeihlund elaborates on how the organisation and technology will support continued growth. The report also provides an update on Free to GROW and the company's priorities ahead of the 2027 high season.

The company will host a webinar for investors and other interested parties on Thursday, 26 November at 1:00 PM CET.

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About Freetrailer Group A/S

Freetrailer was founded in 2004 with a simple idea: to make it easy to borrow a trailer when you need one. Today, we operate an international platform that connects partners and users and makes local transport more accessible.

Freetrailer is Europe's largest mobility platform for trailer rental. The platform is designed for local needs, and with a self-service app and digital locking systems, we create flexibility where it adds the most value.

Our rental products also act as mobile advertising space in urban areas, creating visibility for our partners – close to their customers. This makes Freetrailer an effective combination of transport and local marketing.

In September 2026, Freetrailer launched Free to GROW, the company's strategy towards 2030. The strategy aims to make Freetrailer the natural choice whenever everyday transport needs arise, with the overall ambition of reaching 5 million annual rentals by 2030.

Freetrailer Group A/S was listed on Spotlight Stock Market in 2018.
Ticker code: **FREETR**

Read more at www.freetrailer.com