



Quarterly update

Q2 2025



September 2025

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Today's presenters



Patrick Höijer

Chief Executive Officer



Anders Wallin

Chief Financial Officer

We are Foxway

**We enable
circular tech**



Foxway

Foxway Group | Second quarter summary

Key comments

- **1-year remarks as CEO of Foxway**, proud of the foundation we have built for profitable growth with focus on sharpened our strategy, strengthened leadership, and enhanced operational efficiency across the Group. While Q2 results reflected market headwinds, the fundamentals of our business remain strong: new customer contracts are ramping up, scale investments are advancing, and our improved execution capacity.
- **Net sales for the quarter were SEK 1,861.7 million**, down 8.6% year-on-year, with a decline of 5.2% in constant currency. **Adjusted operational EBITDA for the Group was SEK 24.5 million** (1.3% margin), down from SEK 61.8 million last year, primarily due to **lower CWS margins and softer Mobile volumes and margins mainly due to challenging sourcing market** for Apple models and VAT margin devices (marketplaces)
- Both **Recommerce businesses reported over 20% EBITDA growth in the first half of 2025**, while **CWS faced challenges but is projected to improve from August and September** with new sales and seasonal trends.
- **The Group has evaluated operational efficiency**, and a cost program will be rolled starting from September
- **Low cash flow driven by successful sourcing within C&E ahead of the September–November high season**, combined with inventory build-up for CWS in preparation for school and enterprise roll-outs in August/September, as well as decent Mobile inventory levels.

MSEK	Q2 2025	Q2 2024	Jan-Jun 2025	Jan-Jun 2024	Full year 2024
Net sales	1 861,7	2 036,0	3 587,6	3 859,1	7 804,6
Operational net sales ¹	1 953,0	2 125,0	3 796,8	4 110,2	8 318,2
Adjusted EBITDA ¹	118,4	151,1	258,7	267,4	686,1
Adjusted EBITDA margin % ¹	6,4%	7,4%	7,2%	6,9%	8,8%
Adjusted operational EBITDA ¹	24,5	61,8	60,1	97,4	303,4
Adjusted operational EBITDA margin % ¹	1,3%	2,9%	1,6%	2,4%	3,6%
Operating profit/loss (EBIT)	-15,0	0,9	-19,1	-12,3	60,5
EBIT margin %	-0,8%	0,0%	-0,5%	-0,3%	0,8%

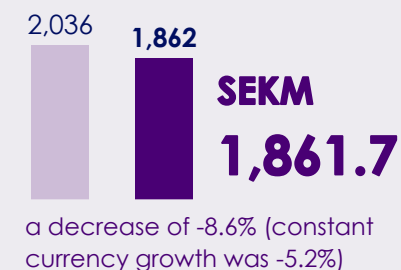
Source: Company information, Interim Report Q2 2025

1. For definitions of key ratios, refer to the company's alternative performance measures and definitions

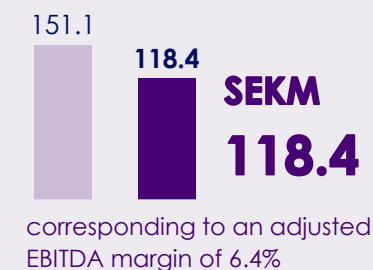
Financial performance Q2 2025

Q2 2024 Q2 2025

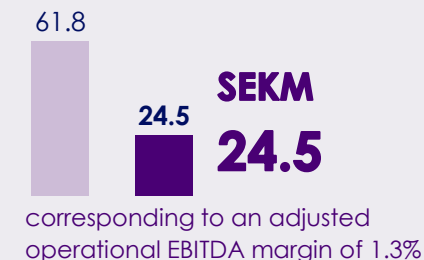
Net sales



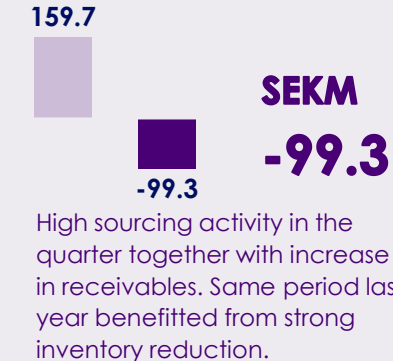
Adjusted EBITDA



Adj. operational EBITDA



Cash flow from operating activities



Foxway Group | Significant events

Significant events during the quarter

- Foxway strengthens its leadership team by appointing Suvi Ruoppa as new Chief Strategy Officer (CSO).
- Foxway appoints Carl-Fredrik Lidman as President, Circular Workspace Solutions, tasked with driving growth and deepening customer relationships.
- Foxway appoints Steinar Aune as President, Recommerce Computer & Enterprise, with proven operational and commercial leadership.
- Foxway expands its Device as a Service offering to provide transparent environmental data and support longer device lifecycles, aligning with growing ESG demands.
- Foxway is expanding its collaboration with Apple by becoming an Apple Authorised Education Specialist
- Foxway strengthens strategic partnerships with several OEMs as a certified refurbisher, enhancing its end-to-end presence in the reuse value chain.
- Foxway achieves top score in Nordic Capital's sustainability review, outperforming both portfolio and industry benchmarks.
- Foxway receives the Circular Economy Leadership Award and Sustainability Individual Champion Award (Chief Impact Officer) at the Lenovo 360 Circle Awards.
- Foxway hosts a seminar on sustainable tech during Almedalen Week and introduces a forthcoming guide to help public sector buyers evaluate IT solutions through a sustainability lens.

Significant events after the quarter

- Foxway announces a major 10,000 m² expansion at its Estonian site, significantly expanding capacity and enabling more efficient, traceable circular solutions.
 - *The new building will be available from October 2027 with an increased annual cost level of SEK 8-9m (plus moving costs)*

Business areas | Circular Workspace Solutions



Operational update

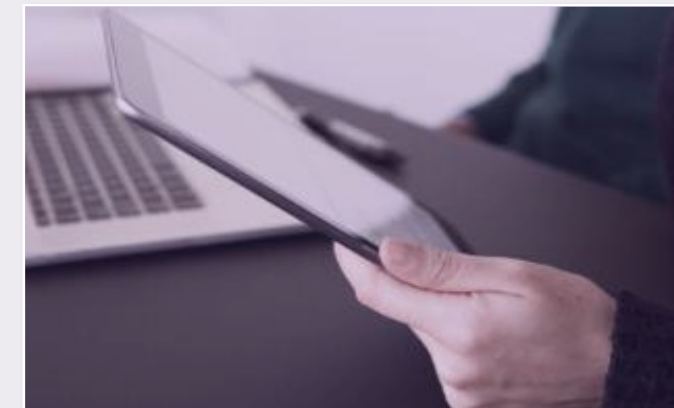
- **Net sales in the second quarter** amounted to SEK 549.8 million (589.6), a decrease of 6.8 percent compared to the same period last year. In constant currency, net sales decreased by 5.3 percent year-on-year.
- The decline was primarily driven by lower sales volumes of ITAD devices and first life cycle devices. The drop in ITAD device sales was both volume-driven and price-related, as 2025 has seen lower auction prices versus the prior year (including negative product mix) and lower returns of devices. First life cycle device sales were impacted by one customer churn event from Q4 2024, including pauses in 2025 from several major 2024 accounts which reduced the year-over-year growth. We anticipate that the on boarding of new customers will help mitigate the negative impact from Q3 and Q4 2025.
- **Adjusted operational EBITDA** in the second quarter was SEK -8.8 million (14.5), corresponding to an adjusted EBITDA margin of -1.4 percent (2.1). Profitability was mainly impacted by lower volumes of first life cycle devices and SEK -4.2 million in foreign exchange losses. Cost savings helped offset the impact slightly, with both personnel and other operating expenses coming in below the same period last year.

MSEK	Q2 2025	Q2 2024	Jan-Jun 2025	Jan-Jun 2024	Full year 2024
Net sales	549,8	589,6	1 025,4	1 228,9	2 526,5
Operational net sales ¹	641,1	674,5	1 234,5	1 457,0	3 017,1
Adjusted EBITDA ¹	83,5	88,9	163,9	180,7	413,2
Adjusted EBITDA margin % ¹	15,2%	15,1%	16,0%	14,7%	16,4%
Adjusted operational EBITDA ¹	-8,8	14,5	-18,9	38,3	86,8
Adjusted operational EBITDA margin % ¹	-1,4%	2,1%	-1,5%	2,6%	2,9%

Source: Company information, Interim Report Q2 2025

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Circular Workspace Solutions (CWS)

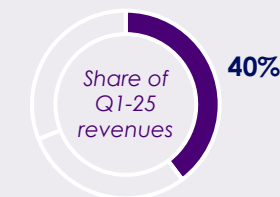


Provides device-as-a-service solutions and related services for workspace equipment (e.g. computers, printers). Focus on mid/large size corporates and public sector customers in the Nordics, with both local and global organisations

Selected customers and partners:



Business areas | Recommerce Mobile



Operational update

- **Net sales for the second quarter** amounted to SEK 746.1 million (855.1), a decrease of 12.7% compared to the same period last year. In constant currency, net sales declined by 8.9% compared to the second quarter of 2024, largely impacted by the anticipated market recovery not yet materializing in 2025 to the same extent as in 2024.
- Second quarter included a more moderate inflow of new devices compared to previous quarter which included a large inflow of Samsung devices from trade-in campaigns and the launch of the Samsung Galaxy S25. As a result, inventory steadily declined from its peak in early April, with most Samsung devices received having sold out, reducing stock to more normalized levels by the end of second quarter. The focus going forward is on sourcing to ensure a continued inflow of new devices to meet rising demand expected in the second half of 2025. While the share of Apple devices is now more balanced than at the end of Q1, sourcing remains challenging due to high market prices for the most popular models.
- **Adjusted operational EBITDA** for the first two quarters in 2025 grew 21.3%, while the adjusted operational EBITDA reached SEK 33.9 million (44.8) in the second quarter, corresponding to an adjusted EBITDA margin of 4.5% (5.2). The decline in the second quarter was primarily driven by the shortfall in net sales compared to the previous year and a lower gross margin influenced by competitors accepting lower margins due to lack of sourcing availability.

MSEK	Q2 2025	Q2 2024	Jan-Jun 2025	Jan-Jun 2024	Full year 2024
Net sales	746,1	855,1	1 378,5	1 523,2	2 988,6
Operational net sales ¹	746,1	859,3	1 378,5	1 546,2	3 011,6
Adjusted EBITDA ¹	31,6	55,4	79,7	78,6	267,8
Adjusted EBITDA margin % ¹	4,2%	6,5%	5,8%	5,2%	9,0%
Adjusted operational EBITDA ¹	33,9	44,8	72,2	59,5	228,4
Adjusted operational EBITDA margin % ¹	4,5%	5,2%	5,2%	3,9%	7,6%

Source: Company information, Interim Report Q2 2025

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Recommerce Mobile

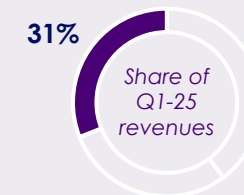


Offers trade-in solutions and asset-recovery services for smartphones and other related products, focusing on mobile operators, retailers and other partners. The products are sourced, refurbished and remarketed to both B2C and B2B

Selected customers and partners:



Business areas | Recommerce C&E



Operational update

- **Net sales** for the second quarter amounted to SEK 582.1 million (617.3), representing a decrease of 5.7 percent compared to the same period last year. In constant currency the decline was 1.2 percent.
- Enterprise equipment sales remained strong during the quarter and were a key driver of improved performance in the UK. This was supported by successful sourcing activities and high market demand for sourced devices, which contributed to elevated margins. In other markets, overstock sales, despite showing positive momentum during the quarter, were lower than in the previous year and were the primary reason for the decline in net sales. This was largely due to exceptionally strong overstock deals in April 2024, which elevated the baseline for comparison. Teqcycle continued to scale both operationally and commercially, contributing positively to overall growth in the quarter.
- **Adjusted operational EBITDA** for the first two quarters in 2025 grew 24.4%, while the operational EBITDA reached SEK 32.6 million (30.6) in the second quarter, corresponding to an adjusted EBITDA margin of 5.6% (5.0). Profitability improved, driven by strong performance in Enterprise equipment and Teqcycle, as well as somewhat lower operating expenses.

MSEK	Q2 2025	Q2 2024	Jan-Jun 2025	Jan-Jun 2024	Full year 2024
Net sales	582,1	617,3	1 219,6	1 182,5	2 427,9
Operational net sales ¹	582,1	617,3	1 219,6	1 182,5	2 427,9
Adjusted EBITDA ¹	36,7	34,8	80,3	66,3	133,6
Adjusted EBITDA margin % ¹	6,3%	5,6%	6,6%	5,6%	5,5%
Adjusted operational EBITDA ¹	32,6	30,6	72,0	57,9	116,7
Adjusted operational EBITDA margin % ¹	5,6%	5,0%	5,9%	4,9%	4,8%

Source: Company information, Interim Report Q2 2025

1. For definitions of key ratios, refer to the company's alternative performance measures and definitions

Recommerce C&E



Focuses on computers, enterprise equipment and other related products and sources products from various partners (e.g. OEMs⁴, financing companies, data centres). Handles both reused devices and new overstock devices

Selected customers and partners:



Lenovo



Foxway

Performance by Business area | Q2 Result, short-term actions & outlook

Business area & Q2 Adj. Op. EBITDA¹



Q2 Results and market dynamics

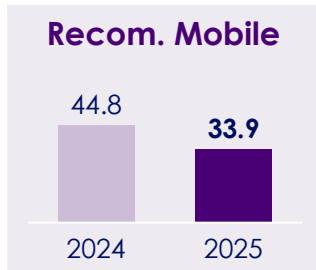
- CWS sales dropped 6.8% in the second quarter, impacted by the loss of a major customer (end of '24) and an extended replacement freeze affecting several clients.
- Overall weak development so far in 2025, though partly driven by high comparables (strong roll-out Q1/Q2 '24) and market headwinds (*declining market, postponing decisions and more focus on investments on AI/Cyber vs hardware*)

Short-term actions

- Planned leadership change from July 1st
- Focus on customer onboarding (contracts signed Q1 '25) together with School roll-out
- Cost measures to be rolled out in H2

Outlook

- Earnings expected to improve sequentially as we start and scale new customers.
- Growth expected from 2026



- Mobile declined 12.7%, driven by slow sourcing market.
- Historically seasonality end of Q2 driven by MNO sales. No major market events in Q2 together with fewer OEM campaigns (*e.g., Samsung is prioritizing own channels*)
- Challenges primarily with popular Apple devices and VAT margin devices are hitting mainly marketplace sales
- New regulation with USB C impact market dynamics

- Change of leadership from late Aug
- Increasing sourcing volumes of higher-end Apple models with more focus on batches
- Preparations for H2 market events (Apple launch, back-to-school, black Friday & Christmas)
- Cost measures to be rolled out in H2

- Market dynamics expected to remain challenging during the third quarter although with somewhat stronger gross margins than in Q2.



- Recommerce C&E sales fell 5.7%, reflecting an exceptionally strong overstock comparison in April 2024. However, enterprise equipment sales remained robust, especially in the UK, and Teqcycle continued scaling commercially and operationally.
- Profitability improved, with adjusted operational EBITDA reaching SEK 32.6 million (margin 5.6%, up from 5.0%)

- Continue to build on the strong market conditions for enterprise equipment and overstock, while scaling Teqcycle
- Normally peak season in September – November
- Rolling out some cost measures as well

- Positive outlook for rest of year

Source: Company information, Interim Report Q2 2025

1. For definitions of key ratios, refer to the company's alternative performance measures and definitions

Foxway Group | Cash flow and investments

Condensed statement of consolidated cash flow

MSEK	Q2 2025	Q2 2024	Jan-Jun 2025	Jan-Jun 2024	Full year 2024
Operating profit/loss	-15	1	-19	-12	61
Adjustments for non-cash items	117	129	246	244	516
Interest net	-72	-76	-154	-221	-371
Income tax paid	-7	-16	-19	-25	-52
Changes in working capital	-123	121	-301	-54	138
Cash flow from operating activities	-99	160	-248	-67	292
Cash flow from investing activities	-120	-140	-228	-302	-618
Increase in borrowings	98	128	218	284	581
Repayment of borrowings	55	-85	-33	-255	-448
Changes in lease liabilities	-11	-5	-21	-15	-43
Cash flow from financing activities	142	38	163	13	90
Cash flow for the period	-77	58	-313	-357	-236
Cash and cash equivalents at beginning of the period	254	320	504	722	722
Exchange rate differences in cash and cash equivalents	2	-0	-12	12	17
Cash and cash equivalents at end of the period	179	377	179	377	504

Comments

The operating cash flow for the quarter amounted to SEK -99.3 million (159.7), of which the cash flow effect of changes in working capital amounted to SEK -122.8 million (121.2).

- Operating cash flow was negatively impacted by the low inventory levels at the start of 2025, with Recommerce Mobile and Recommerce C&E showing the largest increases as part of seasonal stock build-up, following the record lows at the end of 2024.

Cash flow from investing activities in the quarter totalled SEK -119.6 million (-139.9), of which intangible assets SEK -12.3 million (-15.5) and tangible assets SEK -107.3 million (-124.7).

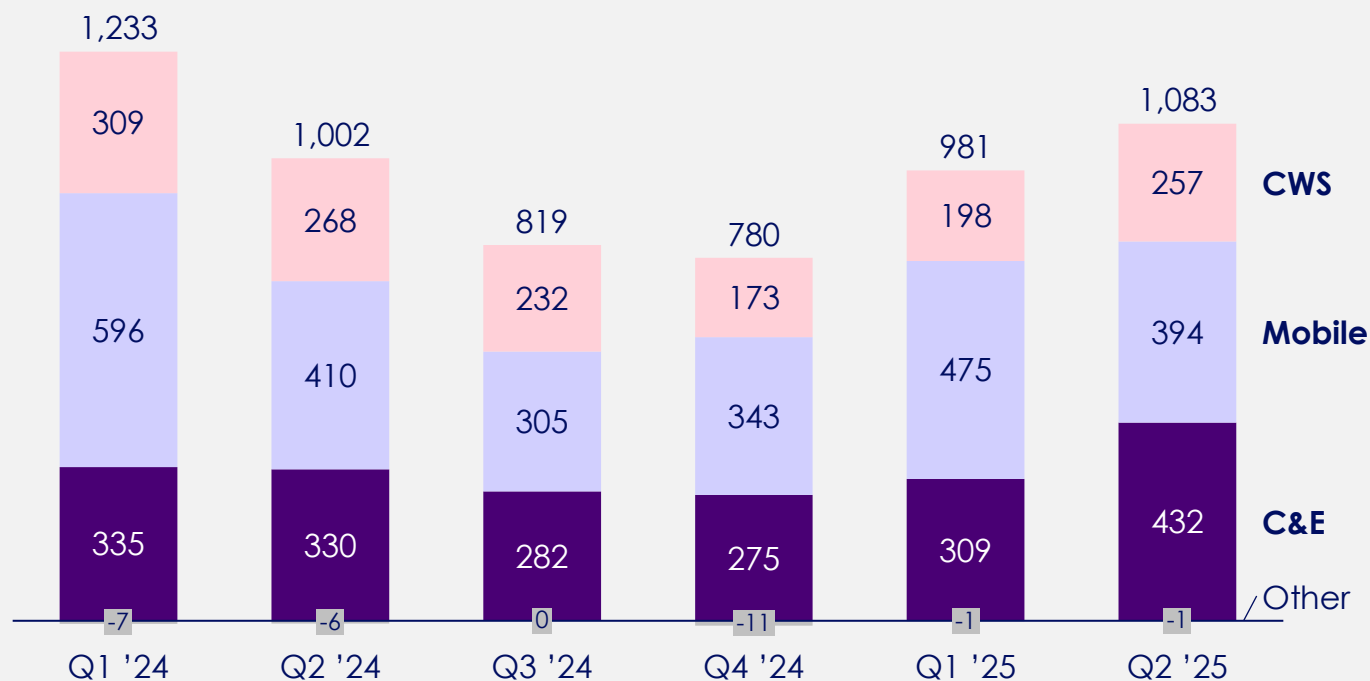
- Investments related to sale and leaseback arrangements amounted to SEK -87.5 million (-102.2)

The quarter's cash flow from financing activities totalled SEK 142.0 million (37.9). Net impact for sale-lease-back arrangements amounted to SEK 3.1 million (48.3) and amortization financial lease amounted to SEK 11.1 million (10.3).

Working capital | Recent increase in inventory

Working capital development

Quarterly development for Core working capital*, SEKm



Comments

Working capital has increased by SEK ~300m year-to-date, **mainly driven by** higher sourcing and **inventory build-up** (SEK ~250m).

- **Inventory** growth concentrated to our Recom business
 - C&E: Benefited from strong market dynamics, leveraging attractive opportunities in enterprise equipment and overstock (slow in 2024).
 - Mobile: Reflects replenishment after unusually low year-end 2024 levels.
 - CWS: Preparing for high season in Aug/Sep with large school and enterprise deliveries.
- **Receivables** (AR): Temporarily elevated in June due to early summer roll-outs, with cash realized in July.
- **Investments**: Ongoing spend in Capex and non-recurring items - expected to support future growth.
- **Seasonality**: Historically, net working capital decreases by SEK ~200m at year-end as CWS and C&E unwind post high-season. Recom Mobile aims to build inventory, but current levels are already healthy.

Cash flow: Performance is unsatisfactory, but we are not considering drastic measures at this time (e.g., flushing inventory) given upcoming high season.

Source: Company information

*) Only including core net working capital (Accounts receivables, Inventory and accounts payables)

Q&A



