January – June 2025

Shape Robotics H1 Interim Report



Q2 highlights

- Record Last Twelve Months (LTM) performance in the history of Shape Robotics, including revenue of DKK 325.5m, EBITDA of DKK 50.8m, and positive net result of DKK 13.5m.
- Reported revenue in Q2 2025 decreased to DKK 60.0m (Q2 2024: DKK 71.2m), corresponding to decrease of 16% (H1 2025: increase of 22% to DKK 129.7m), in relation to the company's goal of focusing on profitability.
- Contribution margin increased to 52% in Q2 2025, up from 25% in Q2 2024.
- EBITDA amounted to DKK 13.7m in Q2 2025 (Q2 2024: DKK -2.2m).

Guidance 2025

The Company maintains 2025 outlook, including the the following financial expectations:

- Growth in reported revenue of 20-35% (2024: 76%)
- Adjusted EBITDA margin of minimum 10% (2024: 8%)
- EBITDA margin of minimum 8% (2024: 6%)

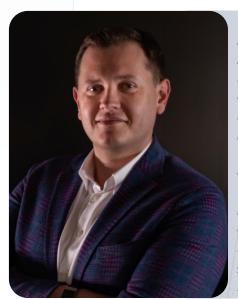
Webcast

Video presentation of the Q2 2025 results will take place on 27 August 2025 at 10:00 (CET), available on Shape Robotics' LinkedIn **page** and, subsequently, on the company's **website**.

On 3 September 2025 at 17:00 (CET), Mark Abraham, CEO will host a live streaming Q&A session about the H1 2025 Interim Report. You may access the session directly on the company's LinkedIn **page**.



- Net working capital amounted to DKK 313.4m as of June 30, 2025 (DKK 87.6m as of June 30, 2024). Increase in net working capital is caused mainly by building the readiness in inventories for ambitious sales projects in H2 2025 and reflects the ability to support expected revenue growth in 2025.
- Liabilities amounted to DKK 464.8m as of June 30, 2025 (DKK 175.0m as of June 30, 2024) following the financing agreement with UniCredit in support of company growth.
- Cash flow from operating activities decreased to DKK -47.3m in Q2 2025 (Q2 2024:
 DKK -2.4m), due to increase in net working capital. Net cash flow was DKK 0.0m in Q2 2025 (Q2 2024: DKK 0.2m).



"Our strategic focus on high-margin solutions is now paying off. We are delivering both recordhigh EBITDA and a positive net result – while also securing significant international orders based on our increasingly efficient and comprehensive solutions. Our targeted acquisition strategy and modus operandi of opening new markets are working. The smooth integration of Sanako now enables us to offer the global market a complete TECHDUCATION ecosystem, combining STEAM, robotics, and Al-powered language learning. This effort consolidates our position in Europe, strengthens our global outlook, and creates new growth opportunities in both Asia and the Middle East." - Mark Abraham, CEO

Key figures

Adjusted EBITDA excludes non-recurring costs divided into three categories:

- Costs related to the process of listing the company on Copenhagen Main Market (Q2 2024: DKK 380k, H1 2024: DKK 873k, FY 2024: DKK 894k).
- Post-transaction costs related to the acquisition of Skriware S.A. (now Shape Robotics Poland S.A) incurred in 2024 (after the acquisition) and presented in the income statement (FY 2024: DKK 945k). In 2023, Skriware acquisition costs were adjusted directly to equity in the balance sheet.
- Costs connected to the payment of a variable compensation element linked to the acquisition of Storykids By EP SRL (now Shape Robotics Romania SRL) in 2021. No accrual for the expected variable element was made in the balance sheet back in 2021 resulting in subsequent variable payments must be included in Shape Robotics income statement (FY 2024: DKK 5 965k).



Amount, DKK ('000)	Q2 2025	Q2 2024	H1 2025	H1 2024	FY 2024	LTM 2025
Income Statement						
Revenue	59 967	71 237	129 730	106 108	301 853	325 474
Revenue growth %	-16%	93%	22%	90%	76%	47%
Contribution margin	31 060	17 649	54 598	25 219	97 807	127 185
Contribution margin %	52%	25%	42%	24%	32%	39%
Adjusted EBITDA*	13 677	-1827	24 120	-8 787	24 807	57 713
Non-recurring costs	0	-380	0	-873	-7 803	-6 930
EBITDA	13 677	-2 207	24 120	-9 660	17 004	50 783
EBITDA Margin %	23%	-3%	19%	-9%	6%	16%
EBIT	10 464	-6 548	16 682	-18 565	104	35 351
Net result	2 359	-8 324	5 412	-22 343	-14 260	13 495
Balance						
Net working capital	313 365	87 561	313 365	87 561	176 051	313 365
Total assets	686 936	318 491	686 936	318 491	464 372	686 936
Total equity	222 104	143 482	222 104	143 482	154 160	222 104
Cash flow						
Cash flow from operating activities	-47 286	-2 440	-37 476	3 319	-40 416	
Cash flow from investing activities	-3 136	-8 856	-6 528	-22 872	-50 110	
Cash flow from financing activities	50 422	11 510	39 750	17 262	92 081	
Net cash flow	0	214	-4 254	-2 291	1 555	

Business update

Q2

Sanako Oy acquisition

Shape Robotics acquired the entire share capital of Sanako Oy. The Acquisition was completed through the sellers' in-kind contribution of all shares in Sanako Oy to Shape Robotics in exchange for newly issued shares in Shape Robotics (share swap).

New Multi-Facility Financing Package for Shape Robotics

Comprehensive EUR 8.8m financing package approved by UniCredit, including revolving working capital (EUR 7.5m), factoring facility, credit lines, and leasing facilities, activated in July 2025 to support growth initiatives.

New pilot agreement in Vietnam

Shape Robotics signed a pilot agreement with the Department of Education in Hanoi (Vietnam) to equip 20 public schools with our Thinken – Mobile Inclusive STEAM Lab.

New partnership in the Middle East

Shape Robotics consolidated its presence in the Middle East, with the Kingdom of Saudi Arabia as a prominent hub. A new distribution agreement has been entered into with Adowa Alshamel, a leading technological retail company based in Riyadh, capital of the Kingdom of Saudi Arabia.

Shape Robotics named in the Top 30 EdTech Companies Worldwide

Shape Robotics has been ranked in the Top 30 EdTech companies globally in the 2025 list published by TIME magazine in partnership with Statista.

POST-Q2

Strategic framework agreement in Poland

Shape Robotics is preparing a strategic framework agreement potentially worth EUR 30 million with leading IT distributor in Poland. The agreement positions Shape Robotics as a potential supplier of advanced educational technology to Polish schools and supports the country's ambitious digitalization strategy. This strategy is funded through Poland's National Recovery and Resilience Plan, as well as the EU's Recovery and Resilience Facility. The total budget for the STEM and AI laboratory program exceeds EUR 450 million.

Vietnamese Order following integration of Sanako acquisition

Shape Robotics secured an order worth EUR 3.8 million targeted at the Vietnamese school system, which is now purchasing 150 Thinken laboratories supplemented by Sanako Connect, an app-based language learning tool that Shape Robotics has been able to offer as part of its EdTech product portfolio since acquiring Finnish company Sanako Oy.



Corporate update

Q2

New chairman and board members

As of April 25, 2025, annual general meeting in Shape Robotics A/S held in Herlev. Per Ikov and Anette Lindgreen decided to step down and not seek reelection. Therefore, the members of the Board of Directors were either elected or re-elected as proposed after the change.

At a Board meeting immediately after the Annual General Meeting, the board of Shape Robotics has appointed André Fehrn as its new chairman. André Fehrn rejoined Shape Robotics with which he is intimately familiar at both leadership, technological, organizational, and financial levels. André Fehrn contributed to Shape Robotics' international growth for seven years, from 2017 to 2024, through roles as CFO and later CEO. He guided the company through capital raises, listing on the main market, and three acquisitions. André Fehrn, currently holds the position as CFO at Nordic film distributor Scanbox Entertainment. With a background in auditing, the 41-year-old Danish national André Fehrn's primary mandate will be to strengthen Shape Robotics' investor relations efforts and to support the existing executive team with financial and strategic oversight.

In addition to André Fehrn, the board is strengthened by Martin Kjær Hansen, CFO of ISS Denmark. Martin Kjær Hansen brings 13 years of senior finance leadership experience at ISS, including serving as Head of Investor Relations and playing a central role in ISS's 2014 IPO. Martin Kjær Hansen will contribute with his broad financial experience in an international context – also covering investor relations and overseeing capital markets. His experiences from building a Shared Services Centre in the large Polish market is of particular interest to Shape Robotics.

POST-Q2

Vice Chairman stepped down

As of July 8, 2025, after years of dedicated service, Mr. Jeppe Frandsen has stepped down from the Board of Directors of Shape Robotics in order to dedicate more time to personal matters. Mr. Frandsen has played a central role in the Company's development, most recently serving as Vice Chairman, and previously as Chairman of the Board.

The Board of Directors hereafter consists of: Andre Reinhard Fehrn (Chairman), Aurel Nețin (Vice-Chairman), Helle Rootzén and Martin Kjær Hansen.



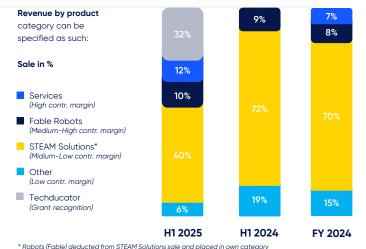
Performance overview

Revenue

Revenue decreased to DKK 60.0m in Q2 2025 (Q2 2024: DKK 71.2m), corresponding to decrease of 16%, in relation to the company's goal of focusing on profitability.

Sales revenue was driven by our expanding operations in Romania, particularly through the SmartLab project, which continues to be a vital driver of our business. The share of STEAM solutions in total sales reached 40% in H1 2025.

Over the Last Twelve Months (LTM), revenue reached DKK 325.5m, keeping the momentum from a record Q4 2024 and reflecting consistent growth.



^{*} Robots (Fable) deducted from STEAM Solutions sale and placed in own category

shape robotics

Importantly, H1 2025 revenue includes DKK 15.0m from sell of services related mostly to the new Techducator concept, but containing also Saas products of nearly acquired Sanako Oy. Services revenue cumulatively corresponds to 12% of revenue in H1 2025.

In Q2 2025 the company recognized in revenue part of grant for services and teacher's implementation – Techducator project (DKK 41.9m), being requalified by Romanian Ministry of European Funds, and corresponding to 32% of revenue in H1 2025.

The share of Fable Robots in total sales reached 10% in H1 2025 and increased from 9% in H1 2024. The company remains committed to selling Fable Robots as a standalone product while also integrating its proprietary products, including Fable, into STEAM solutions.

Other revenue (low margin products) constitutes 6% of group revenue in H1 2025, down from 19% in H1 2024 and 15% in FY 2024. In the category, various tailor-made AV/Technology solutions are offered to address specific public-tender requirements.

Contribution margin

As from the second half of 2024, the company started booking revenue from services related to the new Techducator concept. Together with continued high revenue share of equipment for SmartLab projects and the partial recognition of grant for services and teacher's

implementation in Romania (Techducator), the contribution margin ratio has been significantly improved to 52% in Q2 2025, up from 25% in Q2 2024.

EBITDA

The company achieved EBITDA of DKK 13.7m in Q2 2025 (Q2 2024: DKK -2.2m). In Q2 2025, no non-recurring costs were recognized to adjust EBITDA.

EBIT

Depreciation, amortization, and impairment losses totalled DKK -3.2m in Q2 2025 (Q2 2024: DKK -4.3m).

In Q2 2025, EBIT reached DKK 10.5m (Q2 2024: DKK -6.5m).

Net result (profit/loss for the period)

Financial items amounted to DKK -3.4m in Q2 2025 (Q2 2024: DKK -2.0m), primarily driven by financing of business operations and working capital through debt financing and factoring.

The company recorded a net profit of DKK 2.4m in Q2 2025 (Q2 2024: DKK -8.3m).

The significant increases in EBITDA, EBIT, and net result in Q2 2025 were driven by revenue growth and contribution margin improvement related mostly to the partial recognition of grant for services and teacher's implementation in Romania (Techducator), additionally supported by cost optimization activities taken.

Performance overview

Balance sheet

As of June 30, 2025, total assets was DKK 686.9m (DKK 318.5m as of June 30, 2024), primarily due to increase in trade receivables driven by revenue growth.

Trade receivables amounted to DKK 222.2m as of June 30, 2025 (DKK 137.2m as of June 30, 2024). Increase in trade receivables is related to extended institutional payment terms and current phase of project timing in Romania. Moreover, The carrying amounts of the trade receivables include receivables which are subject to a factoring arrangement. Under this arrangement, the company has transferred receivables of DKK 74.0m as of June 30, to the factor in exchange for cash.

Non-current assets have seen a notable increase, mainly due to Sanako acquisition in May 2025 and recognition of goodwill, customer relations, trademark and intellectual property of Sanako in the balance sheet. On the top to Sanako acquisition an increase in non-current assets was supported by strategic initiatives related to direct investments into development projects driven by Techducator concept and Skriware (Shape Robotics Poland) ecosystem. As a result, intangible assets grew to DKK 137.6m, up from DKK 84.3m.

Intangible assets consist of development projects in

progress, completed development projects, as well as customer relations, trademarks and intellectual property from Skriware (Shape Robotics Poland) and Sanako acquisitions in December 2023 and May 2025.

Other non-current assets reached DKK 48.6m, up from DKK 31.8m, mainly consisting of right-of-use assets, deferred tax assets as well as property, plant, equipment.

Current assets rose to DKK 500.7 from DKK 202.3m, primarily due to increased trade receivables, inventories, and prepayments for goods.

Total liabilities increased to DKK 464.8m as of June 30, 2025 (DKK 175.0m as of June 30, 2024), driven mainly by trade payable and borrowings. Non-current liabilities stood at DKK 35.5m, down from DKK 36.3m.

Net working capital amounted to DKK 313.4m as of June 30, 2025 (DKK 87.6m as of June 30, 2024). Increase in net working capital is caused mainly by building the readiness in inventories for ambitious sales projects in H2 2025 and reflects the ability to support expected revenue growth in 2025.

Cash flow

Net cash flow was DKK 0.0m in Q2 2025 (Q2 2024: DKK 0.2m). Cash flow from operating activities decreased to

DKK -47.3m in Q2 2025 (Q2 2024: DKK -2.4m), due to increase in working capital related mainly to increase in inventories being prepared for ambitious sales projects in H2 2025.

Cash and cash equivalents amounted to DKK 0.0m as of June 30, 2025 (DKK 0.2m as of June 30, 2024).

Advanced working capital management through EUR 10m factoring program has reduced Days Sales Outstanding, supporting cash flow optimization while maintaining growth trajectory

Cost optimization program, started in FY 2024 and officially announced in April 2025, exceeding targets with DKK 3.5m run-rate savings in sales, administrative and staff costs in H1 2025 in comparison to H1 2024, on track to exceed communicated DKK 12-15m annual target at the current level of activity.

Equity

Shareholder's equity amounted to DKK 222.1m as of June 30, 2025 (DKK 143.5m as of June 30, 2024).

Events after the balance sheet date

As of July 8, 2025, Jeppe Frandsen has stepped down from the Board of Directors of Shape Robotics in order to dedicate more time to personal matters.



Financial guidance 2025

Shape Robotics' strategy is to continue to expand through international sales channels, participate in selected public projects, optimize operations, and introduce new products and services. The aim is to strengthen the company's position as a leading provider of educational technology throughout Europe and globally.

Guidance 2025

For 2025, the company has set the following financial expectations:

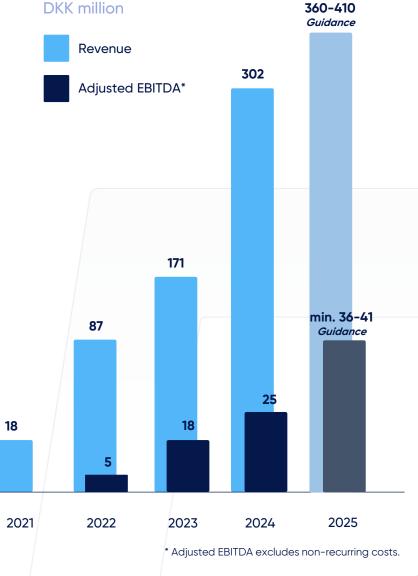
- Growth in reported revenue of 20-35% (2024: 76%)
- Adjusted EBITDA* margin of minimum 10% (2024: 8%)
- EBITDA (before adjustments) margin of minimum 8% (2024: 6%)

General assumptions for guidance 2025:

- Romania will remain our largest market in the terms of revenue
- Poland will start to be a significant component of the revenue

- The company will secure the financing needed to enable ambitious revenue growth
- The company will keep the contribution margin in the range of 29%-32%, as in the previous years (2022-2024)
- Operational costs in relation to revenue will decrease in the comparison to 2024 (cost control and scale-up effect)
- EBITDA before adjustments will contain costs connected to the payment of a variable compensation element linked to the acquisition of Storykids By EP SRL (now Shape Robotics Romania SRL) in 2021, which will be eliminated on the level of Adjusted EBITDA. 2025 is expected to be the last year where non-recurring costs related to the acquisition of Storykids will appear.

2020





Consolidated Financial Statements

Principles of consolidation

Subsidiaries are all entities over which the Group has control. The Group controls an entity where the Group is exposed to, or has rights to, variable returns from its involvement with the entity and can affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases. The acquisition method of accounting is used to account for business combinations by the Group. Intercompany transactions, balances and unrealized gains on transactions between group companies are eliminated. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the transferred asset. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

The acquisition method of accounting is used to account for all business combinations.



The parent company (Shape Robotics A/S) has of June 30, 2025, 100% ownership of the following subsidiaries:

Shape Robotics Romania S.R.L

(Romania

Shape Robotics East S.R.L

(Republic of Moldova)

Sanako Oy

(Finland)

Video Technic Systems S.R.L

(Romania)

Shape Robotics Poland S.A.

(former: Skriware S.A.)

(Poland)



Income statement

Q2 2025

Adjusted EBITDA excludes non-recurring costs divided into three categories:

- Costs related to the process of listing the company on Copenhagen Main Market (Q2 2024: DKK 380k, H1 2024: DKK 873k, FY 2024: DKK 894k).
- Post-transaction costs related to the acquisition of Skriware S.A. (now Shape Robotics Poland S.A) incurred in 2024 (after the acquisition) and presented in the income statement (FY 2024: DKK 945k). In 2023, Skriware acquisition costs were adjusted directly to equity in the balance sheet.
- Costs connected to the payment of a variable compensation element linked to the acquisition of Storykids By EP SRL (now Shape Robotics Romania SRL) in 2021. No accrual for the expected variable element was made in the balance sheet back in 2021 resulting in subsequent variable payments must be included in Shape Robotics income statement (FY 2024: DKK 5 965k).



Amount, DKK ('000)	Q2 2025	Q2 2024	H1 2025	H1 2024	FY 2024
Revenue	59 967	71 237	129 730	106 108	301 853
Cost of goods sold	-28 907	-53 588	-75 132	-80 889	-204 046
Contribution margin	31 060	17 649	54 598	25 219	97 807
Contribution margin %	52%	25%	42%	24%	32%
Research and Development	-68	71	-60	50	36
Sales and administrative costs	-7 500	-8 542	-12 083	-14 167	-34 625
Staff costs	-9 815	-11 005	-18 334	-19 890	-38 411
Adjusted EBITDA*	13 677	-1 827	24 120	-8 787	24 807
Adjusted EBITDA margin*	23%	-3%	19%	-8%	8%
Non-recurring costs	0	-380	0	-873	-7 803
EBITDA	13 677	-2 207	-24 120	-9 660	17 004
EBITDA margin %	23%	-3%	19%	-9%	6%
Depreciation, amortization and impairment losses	-3 213	-4 341	-7 438	-8 906	-16 900
EBIT	10 464	-6 548	16 682	-18 565	104
Financial items net	-3 381	-2 042	-7 377	-3 716	-12 283
Corporation tax for the period	-4 723	266	-3 893	-62	-2 081
Net result	2 359	-8 324	5 412	-22 343	-14 260

Balance sheet

Jun 30, 2025

Amount, DKK ('000)	H1 2025	H1 2024	FY 2024
Assets			
Goodwill	10 459	4 809	4 809
Customer relations	47 230	20 508	19 408
Trademark	14 739	8 148	7 721
Intellectual property	9 843	0	0
Completed development projects	10 901	14 133	12 318
Development projects in progress	44 390	36 733	62 690
Intangible assets	137 562	84 330	106 946
Other fixtures and fittings, tools and equipment	7 572	9 014	8 624
Right of use assets	22 785	15 686	26 264
Deferred tax assets	18 271	7 146	8 863
Other non-current assets	48 628	31 846	43 751
Total non-current assets	186 190	116 176	150 697
Inventories	167 198	39 840	63 757
Prepayments for goods	95 092	11 006	42 164
Trade receivables	222 198	137 218	193 964
Other receivables	12 647	7 080	3 380
Prepayments	1 383	4 704	3 748
Corporation tax	2 227	2 253	2 408
Cash and cash equivalents	0	214	4 254
Total current assets	500 746	202 315	313 675
Total assets	686 936	318 491	464 372

Amount, DKK ('000)	H1 2025	H1 2024	FY 2024
Liability			
Share capital and share premium	1857	1 507	1 507
Other reserves	-5 296	-650	-508
Retained earnings	225 543	142 625	153 161
Total equity	222 104	143 482	154 160
Borrowings	12 754	20 693	6 905
Lease liabilities	16 027	8 500	19 324
Other payables	820	319	545
Deferred tax liabilities	5 312	6 309	5 908
Other provisions	584	516	0
Total non-current liabilities	35 497	36 337	32 682
Borrowings	145 712	13 302	106 727
Lease liabilities	5 949	6 600	7 020
Trade payables	171 124	100 502	123 834
Other payables	46 062	14 324	31 052
Prepayments from customers	60 113	3 236	8 898
Other prepayments	375	708	0
Total current liabilities	429 335	138 672	277 531
Total liabilities	464 833	175 009	310 213
Total liabilities and equity	686 936	318 491	464 373



Cash flow statement

Q2 2025

Amount, DKK ('000)	Q2 2025	Q2 2024	H1 2025	H1 2024	FY 2024
Net profit for the period	2 359	-8 324	5 412	-22 343	-14 260
Adjustments	15 384	6 859	22 372	12 209	29 734
Changes in net working capital	-61 509	1 228	-58 191	17 748	-43 884
Financial income received	1	50	256	423	0
Financial expenses paid	-3 382	-2 224	-7 633	-3 765	-11 603
Corporation tax paid	-140	-28	308	-952	-403
Net cash inflow (outflow) from operating activities	-47 286	-2 440	-37 476	3 319	-40 416
Payments for intangible assets	-2 830	-8 382	-5 977	-22 299	-47 913
Payments for property, plant and equipment	-305	-474	-551	-573	-2 197
Net cash inflow (outflow) from investing activities	-3 136	-8 856	-6 528	-22 872	-50 110
	•				
Changes in loans from credit institutions	53 305	-1 637	44 835	-13 917	65 718
Principal elements of lease liabilities	-2 883	-2 045	-5 068	-3 776	-8 223
Purchase/sale of treasury shares	0	2 489	0	3 173	525
Proceeds from capital increase	0	12 703	-16	31 782	34 061
Net cash inflow (outflow) from financing activities	50 422	11 510	39 750	17 262	92 081
Net increase (decrease) in cash and cash equivalents	0	214	-4 254	-2 291	1 555
Cash and cash equivalents at the beginning of the period	0	0	4 254	2 504	2 504
Exchange rate adjustments on cash and cash equivalents	0	0	0	1	195
Cash and cash equivalents at the end of the period	0	214	0	214	4 254



Changes in equity

Q2 2025

Equity - Amount DKK ('000)	H1 2025	H1 2024	FY 2024
Share Capital	1 507	1405	1405
Retained earnings/losses	152 653	129 474	129 474
Equity at January 1st	154 160	130 879	130 879
Changes in Equity			
Capital increase (share capital)	350	102	102
Treasury shares	0	3 173	3 176
Retained earnings/losses	62 182	31 671	34 263
Distribution of loss to retained earnings/losses	5 412	-22 343	-14 260
Equity end of period	222 104	143 482	154 160

Share Calculations (DKK)	H1 2025	H1 2024	FY 2024
Market share price, end of period	15,82	26,20	15,50
Earnings per share	0,36	-1,52	-0,96
# total shares	18 566 167	15 066 167	15 066 167
# treasury shares	177	177	177
# shares outstanding	18 565 990	15 065 990	15 065 990
Equity ratio %	32%	45%	33%

The shares of Shape Robotics A/S were listed on Main Market Copenhagen on November 20, 2023 – on June 30, 2025, the total number of shares was 18,566,167 (of which 177 are treasury shares).



Management's statement

Today the Board of Directors and the Executive Management have discussed and approved the interim report of Shape Robotics A/S for the financial period 1 January - 30 June 2025.

The interim report has been prepared in accordance with IAS 34.

In our opinion, the financial statements give a true and fair view of the company's financial position on 30 June 2025 and of the results of the company's operations and cash flows for the financial period 1 January – 30 June 2025.

The management's review includes in our opinion a fair presentation of the matters dealt with in the report.

The interim report is unaudited.

Herlev, August 27, 2025

Executive Management

Mark Abraham

CEO

Board of Directors

Andre Reinhard Fehrn

Chair

Vice Chair

Aurel Netin

Martin Kjær Hansen

Helle Rootzen



SHAPE ROBOTICS AT A GLANCE

Shape Robotics provides intelligent classroom solutions, educational robots and software primarily to educational institutions in Europe – "Preparing today's generation for the future"











