



Q1 2025 Report

CEO Message | Resilience and growth



The first quarter of 2025 marks a clear shift in Otovo's trajectory — defined by renewed growth in order intake and restored organizational stability.

Across Europe, consumer confidence is returning, supported by favorable factors for solar and storage demand: continued volatility in energy prices, and strong policy support for solar energy. Recent blackouts in Portugal and Spain highlight the need for energy independence. We also benefit from a favorable cost environment, including sharp declines in solar and battery technology prices, no perceived tariff risk, and improved installation efficiency.

Otovo is increasingly well-positioned to capture demand profitably.

Order intake rose significantly in Q1, with momentum continuing into Q2. **Our backlog is back to growth** again after several quarters of contraction. We're seeing both a 34% increase in unit sales and benefiting from an increase in the value of leasing contracts thanks to the recent portfolio transaction.

Operationally, **project margin remains strong**, reflecting robust unit economics. We've responded to persistent market pressure not only with caution but with structural improvements. **Efficiency per employee is up**, and **customer acquisition costs are down both absolute and relative to revenue** — demonstrating a more disciplined, efficient, and scalable organization.

We've also made substantial financial strides. While Q1 included **one-off costs** from the Swiss Life portfolio sale and strategic realignment, **operating cash burn improved**, and our liquidity was strong with more than NOKm 200 available at the start of Q2 in the shape of cash and receivables from the portfolio sale.

In summary, both our performance and fundamentals are moving in the right direction. Otovo is growing again, more cost-efficient and profitable per project, and strategically simpler. These trends give us strong **confidence in our path to profitability**

Andreas E. Thorsheim,
CEO

Summary | First quarter 2025 highlights



- **Return to sales growth**

Order intake of NOK 154m in quarter and unit sales up 34% from Q4 2024

- **Portfolio sales closed**

Portfolio sale closed freeing up cash of NOK 150 million – gross margin from leasing (B2B2C) of 32% in quarter

- **Cost structure reset**

Cost improvements evident in marketing (down 39%) and personnel cost (down 41%). Strong efficiency gains and confidence in ability to improve cost further

- **Consumer outlook improving**

Shorter payback times on solar and batteries, while resilience and backup demand likely to get boosted in quarters ahead

+30%

Q4 24: 118m

Order Intake

NOK 154m

-13%

Q4 24: 144m

Revenue

NOK 125m

+27%

Q4 24: 153m

Backlog (EOQ)

NOK 195m

-8%

Q4 24: 33m

Gross profit

NOK 31m

+2%p

Q4 24: 23%

Gross margin

25%

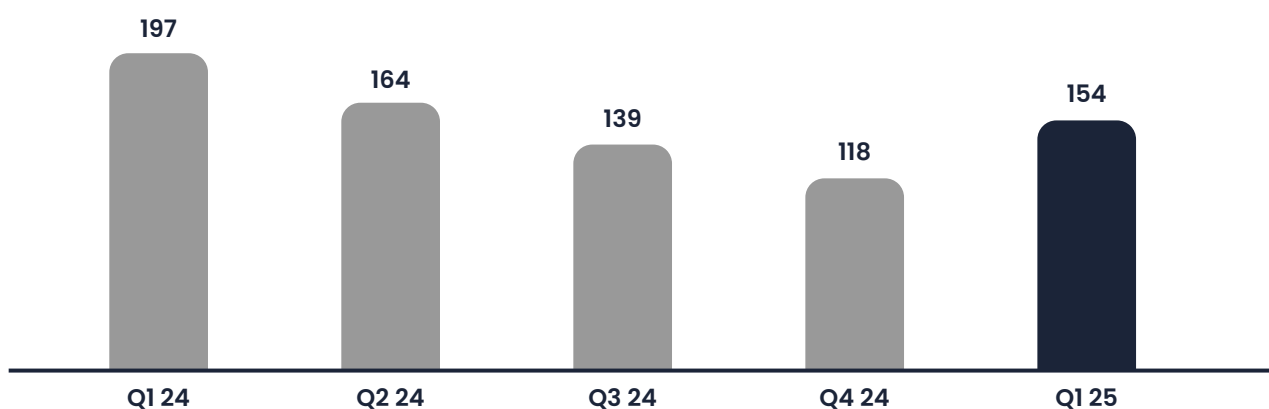
First quarter 2025 | Summary

Financial summary

(NOKm)	Q1 2025	Q1 2024	Change	FY 2024
Revenue	124.6	192.3	-35%	710.1
Gross profit	30.6	34.3	-11%	139.7
Operating profit/(loss)	-74.2	-109.6	32%	-399.9
Profit/(loss) after tax	-100.1	-86.8	-15%	-374.5

Order Intake

Figures in NOKm



Comments

- Revenues are down 35% compared to Q1 24, primarily due to a challenging market for the Group's products which led to lower order intake in Q4 24
- Gross profit is down NOK 3.7m YoY or 11%, which is considerably less than the reduction in Revenues. This is due to underlying better profitability and the effect from the Continuous Sales Agreement with Swiss Life Asset Managers. Gross margin is up by 6.8 p.p. from 17.8% in Q1 24 to 24.6% in Q1 25
- Opex is reduced with NOK 39m to NOK 109m leading to an operating loss of NOK 74m which is NOK 35m better than Q1 2024
- Order intake (APM*) of NOK 154m in the quarter, which is down NOK 43m YoY but up NOK 36m sequentially from Q4 2024

**Order intake is calculated as the backlog at the end of the quarter (NOK 195m) less backlog at beginning of the quarter (NOK 165m) plus revenues in the quarter (NOK 125m). Backlog is calculated as the value of all projects with a signed contract that are yet to be installed as of the last day in the quarter.*

Financial review | Strong operational momentum

In Q1, Otovo delivered improved commercial momentum while executing on the agenda outlined in 2024.

A major milestone was the completion of the continental portfolio sale, which freed up NOK 150 million in cash after debt repayment and re-investment and improved the Group's cash flow conversion, as subscription projects are now settled on an ongoing basis rather than being capitalized on the balance sheet. Otovo also achieved a gross margin of 32% on these B2B2C sales, underlining the profitability of the subscription model. Operationally, Otovo returned to growth with order intake reaching NOK 154 million and unit sales increasing by 34% compared to the previous quarter. The company also recorded its highest-ever quarterly battery sales, with close to 1,000 units sold

The cost-reduction program continues to yield tangible results. Payroll costs in Q1 were reduced by 41% versus Q1 2024, driven by the full effect of the workforce restructuring initiated in the second half of 2024. Other operating expenses remained temporarily elevated in the quarter due to project-related costs. The overall result is a streamlined cost base better aligned with current business volumes and a strengthened financial position.

Income statement

Revenues decreased by 35% compared to Q1 2024, reflecting lower sales volumes in Q4 2024 and reduced installation activity following the strategic restructuring of the business and prevailing market conditions in Q4 2024.

Other operating income increased slightly from NOK 3.4m in Q1 2024 to NOK 3.8m in Q1 2025, primarily due to growth in the number of B2B2C projects being serviced by the Group.

Gross profit decreased by NOK 3.7m compared to Q1 2024, driven by lower installation activity. However, the gross margin improved significantly due to a shift toward higher-margin revenue in the B2B2C segment.

Payroll and related costs were significantly reduced to NOK 42.5m in Q1 2025 from NOK 72.6m in Q1 2024, reflecting the full impact of headcount reductions and cost-saving initiatives, including consolidation of operations in the Madrid service hub.

Depreciation, amortization, and impairment were NOK 8.7m in Q1 2025, slightly below NOK 9.2m in the same quarter last year.

Other operating expenses decreased from NOK 65.5m in Q1 2024 to NOK 57.4m in Q1 2025, reflecting continued cost discipline and reduced discretionary spending.

Net financial items showed a loss of NOK 32.7m in Q1 2025, compared to a gain of NOK 27.3m in Q1 2024. This negative swing was driven by adverse currency effects resulting in a NOK 23.7m net exchange loss (compared to a NOK 24.7m gain in Q1 2024). The currency losses are due to change in value of internal loans from the parent company to group entities and have no cash impact.

Financial income decreased by NOK 2.2m to NOK 8.4m, primarily due to reduced interest income, while financial expenses rose to NOK 17.5m from NOK 8.1m. The increase in financial expenses is primarily explained by acceleration of amortization of capitalized arrangement fees in relation with repayment of external financing.

The loss after tax from continuing operations widened to NOK 107.1m in Q1 2025 from NOK 82.2m in Q1 2024.

Discontinued operations contributed positively with a profit of NOK 7.1m after tax, including a gain of NOK 17m related to the sale of the Continental Subscription portfolio.

Overall, the Group reported a loss after tax of NOK 100.1m for the quarter, compared to a loss of NOK 86.8m in Q1 2024.



Financial review | Strong operational momentum

Balance sheet

Total non-current assets amounted to NOK 289 million as of 31 March 2025, down from NOK 825 million at year-end 2024. The decrease is primarily driven by the divestment of the continental subscription portfolio during the quarter, which resulted in lower balances across property, plant and equipment, finance lease receivables as well as goodwill related to the divested subsidiaries. This is partly netted against Investments in associated company which reflects the 11% ownership position Otovo retained in the divested entities.

Total current assets increased from NOK 289 million at year-end 2024 to NOK 302 million at the end of Q1 2025. The increase is mainly attributable to a rise in other receivables and prepayments, which grew to NOK 184 million. At the end of the quarter, Otovo had receivables of approximately NOK 140 million towards EDEA Europe (controlled by Swiss Life Asset Managers) related to the portfolio transaction, to be paid in April. Cash and cash equivalents stood at NOK 75 million.

Total non-current liabilities decreased from NOK 467 million at year-end 2024 to NOK 29 million at the end of Q1 2025. This reduction was mainly driven by repayment of financing linked to the divested subscription portfolio.

Total current liabilities decreased from NOK 149 million to NOK 135 million over the same period. This reflects that working capital contracts with lower installation activity in the period as well as reduction in accruals.

Cash flow

Net cash flow from operating activities was -NOK 85m in Q1 25, driven by the operating losses for the quarter and adverse working capital effects of NOK 6m.

Net cash flow from investing activities in Q1 25 was NOK 414m, mainly driven by sale of the continental subscription portfolio.

Net cash flow from financing activities was -NOK 437m in Q1 24. This is primarily explained by repayment of the revolving credit facility.

In total cash decreased NOK 108m to NOK 75m.

Outlook

The market for solar systems and batteries faced challenges in 2023 and 2024, as higher interest rates and economic uncertainty weighed on consumer sentiment. In response, Otovo proactively streamlined its organization and sharpened its focus on marketing, partnerships, and new sales approaches. These initiatives have lowered the Company's break-even point and strengthened its operational footing.

While the broader market outlook for 2025 remains uncertain, Otovo has had a stronger start to the year, with Q1-2025 order intake far outpacing that of Q4-2024, both in terms of units and value sold. Profitability per project is up thanks to margin increasing and cost per project falling. The Company is also in a much-improved financial position following the successful sale of its continental subscription portfolio, which both improves cash and project profitability. In addition to substantial cash proceeds, Otovo expects enhanced cash conversion through future sales of Subscription systems to Swiss Life Asset Managers.

Disclaimer

This report contains forward-looking statements that reflect management's current view with respect to future events. All such statements are subject to inherent risks and uncertainties, and many factors can lead to developments deviating from what has been expressed or implied in such statements.

Board of Directors, Otovo ASA, 5 May 2025



Consolidated income statement

Consolidated income statement

NOK 000'	Notes	Unaudited Q1 2025	Unaudited Q1 2024	Audited FY 2024
Continuing operations				
Revenue	3	124,595	192,281	710,145
Other operating income	3	3,778	3,443	16,112
Other income		-	-	-2,911
Total revenue and income		128,373	195,724	723,346
Cost of materials and installation services	3	93,958	157,986	570,481
Payroll and related costs	6	42,469	72,590	294,636
Depreciation, amortisation and impairment		8,699	9,183	36,224
Other operating expenses	4	57,431	65,525	221,892
Operating profit/(loss)		-74,184	-109,560	-399,887
Financial Income		8,443	10,671	40,315
Financial Expense		17,482	8,082	35,885
Net exchange gain/(loss)		-23,699	24,728	31,919
Net financial items		-32,738	27,317	36,349
Profit/(loss) before tax		-106,922	-82,243	-363,538
Income tax expense/(income)		224	-14	73
Profit/(loss) after tax from continuing operations		-107,146	-82,229	-363,611
Discontinued operations				
Profit/(loss) after tax from discontinued operations	2	7,059	-4,563	-10,901
Profit/(loss) after tax		-100,087	-86,792	-374,512
Profit is attributable to:				
- Owners of Otovo ASA		-100,087	-86,792	-374,512
Earnings/(losses) per share from continuing and discontinued operations				
Basic (NOK)		-0.36	-0.31	-1.34
Diluted (NOK)		-0.36	-0.31	-1.34
Earnings/(losses) per share from continuing operations				
Basic (NOK)		-0.38	-0.29	-1.30
Diluted (NOK)		-0.38	-0.29	-1.3

Consolidated statement of comprehensive income

Consolidated statement of comprehensive income

NOK 000'

Profit/(loss) after tax for the period

Other comprehensive income which may be reclassified to profit and loss

Foreign currency translation differences

Total comprehensive income for the period

Total comprehensive income is attributable to:

- Owners of Otovo ASA

Unaudited	Unaudited	Audited
Q1 2025	Q1 2024	FY 2024
-100,087	-86,792	-374,512
5,453	-12,601	-11,030
-94,634	-99,393	-385,542
-94,634	-99,393	-385,542

Consolidated balance sheet

Consolidated statement of financial position

NOK 000'	Notes	Unaudited	Unaudited	Audited
		2025	2024	2024
		31 Mar	31 Mar	31 Dec
ASSETS				
Intangible assets		70,973	85,908	90,451
Goodwill		99,977	168,586	169,555
Property, plant and equipment		27,705	391,257	514,425
Right of use asset		5,811	11,924	5,898
Investments in associated company	2	72,679	-	-
Finance lease receivables		81	17,216	30,728
Other assets		11,908	4,726	14,210
Total non-current assets		289,134	679,617	825,267
Trade receivables		42,175	42,329	45,478
Other receivables and prepayments	2	183,984	116,278	57,951
Finance lease receivables		66	985	1,248
Inventory		825	1,089	1,330
Cash and cash equivalents		75,258	433,653	183,109
Total current assets		302,308	594,334	289,116
Total assets		591,442	1,273,951	1,114,383
EQUITY				
Share capital		2,800	2,796	2,800
Share premium reserve		1,834,953	1,834,953	1,834,953
Other paid-in equity		118,389	87,931	94,684
Foreign currency translation reserve		-5,184	-12,208	-10,637
Retained earnings		-1,523,163	-1,135,360	-1,423,076
Total equity		427,795	778,112	498,724
LIABILITIES				
Deferred tax liability		-	2,095	2,052
Non-current interest bearing liabilities	5	15,834	263,486	460,211
Lease liabilities non-current		3,787	5,319	3,449
Other non-current liabilities		9,207	-	923
Total non-current liabilities		28,828	270,900	466,635
Lease liabilities current		2,097	7,727	2,377
Trade payable		32,003	61,935	47,419
Other current liabilities		100,719	155,174	99,096
Income Taxes Payable		-	103	132
Total current liabilities		134,819	224,939	149,024
Total equity and liabilities		591,442	1,273,951	1,114,383

Consolidated statement of changes in equity

Consolidated statement of changes in equity

(NOK 000')	Attributable to the owners of Otovo ASA					
	Share capital	Share premium reserve	Other paid-in equity	Foreign currency translation reserve	Retained earnings	Total equity
Equity at 1 January 2025	2,800	1,834,953	94,684	-10,637	-1,423,076	498,724
Net profit for the period	-	-	-	-	-100,087	-100,087
Foreign currency translation differences	-	-	-	5,453	-	5,453
Total comprehensive income in the period	-	-	-	5,453	-100,087	-94,634
Issuance of shares	-	-	-	-	-	-
Change in nominal value	-	-	-	-	-	-
Transaction costs on equity issues	-	-	-	-	-	-
Purchase of non-controlling interest	-	-	-	-	-	-
Share-based payments, exercised	-	-	-	-	-	-
Share-based payments accrual	-	-	1,505	-	-	1,505
Warrants issue	-	-	22,200	-	-	22,200
Equity as of 31 March 2025	2,800	1,834,953	118,389	-5,184	-1,523,163	427,795

(NOK 000')	Attributable to the owners of Otovo ASA					
	Share capital	Share premium reserve	Other paid-in equity	Foreign currency translation reserve	Retained earnings	Total equity
Equity at 1 January 2024	2,792	1,834,615	84,960	393	-1,048,565	874,195
Net profit for the period	-	-	-	-	-86,792	-86,792
Foreign currency translation differences	-	-	-	-12,601	-	-12,601
Total comprehensive income in the period	-	-	-	-12,601	-86,792	-99,393
Issuance of shares	4	1,255	-	-	-	1,259
Change in nominal value	-	-	-	-	-	-
Transaction costs on equity issues	-	-918	-	-	-	-918
Purchase of non-controlling interest	-	-	-	-	-	-
Share-based payments, exercised	-	-	-	-	-	-
Share-based payments accrual	-	-	2,971	-	-	2,971
Equity as of 31 March 2024	2,796	1,834,953	87,931	-12,208	-1,135,357	778,114

Consolidated statement of cash flows

Consolidated statement of cash flows

(NOK 000')	Notes	Unaudited Q1 2025	Unaudited Q1 2024	Audited FY 2024
Cash flow from operating activities				
Profit/(loss) before tax from continuing operations	2	-106,922	-82,243	-363,538
Profit/(loss) before tax from discontinued operations	2	7,059	-4,563	-10,674
Gain on business combination/divestment of business	2	-17,129	-	-8,025
Depreciation, amortisation and impairment	2	16,785	15,178	63,083
Expensed share-based payments	6	1,505	2,971	10,185
Net interest income and interest expenses	2	16,112	1,520	26,692
Currency (gains) losses not related to operating activities		10,241	-22,007	-27,225
Changes in trade receivables		168	7,048	5,938
Changes in trade payables		-17,527	-12,452	-27,451
Change in other assets and other liabilities		11,353	-30,198	-54,628
Cash generated from operating activities		-78,355	-124,748	-385,643
Received interest		288	3,274	8,421
Paid interest		-6,763	-4,794	-22,888
Net cash flow from operating activities		-84,830	-126,268	-400,110
Cash flow from investing activities				
Acquisition of subsidiary, net of cash acquired		-	-	-51,014
Disposal of subsidiary, net of cash disposed of	2	441,592	-	-2,911
Investment in finance leases		-2,588	-4,076	-15,605
Investments in intangible assets		-2,107	-8,649	-28,483
Investments in tangible assets		-22,786	-39,634	-127,157
Disposals of tangible and intangible assets		-	2,081	11,846
Net cash flow from investing activities		414,111	-50,278	-213,324
Cash flow from financing activities				
Proceeds from issuance of ordinary shares		-	341	-176
Payment of lease liabilities		-1,246	-2,317	-8,595
Inflow due to new non-current liabilities	5	-	29,152	222,581
Outflow due to downpayment of non-current liabilities	5	-435,617	-427	-1,758
Net cash flow from financing activities		-436,863	26,749	212,052
Net cash flow during the period		-107,582	-149,798	-401,382
Cash and cash equivalents at the beginning of the period		183,109	582,707	582,707
Exchange rate difference on cash and cash equivalents		-268	744	1,785
Cash and cash equivalents at the end of the period		75,258	433,653	183,109

Notes to the interim consolidated financial statements

Note 1 – General information and basis for preparation

Otovo ASA (the Company or Parent) and its subsidiaries (together the Group) operates an online marketplace for solar installations and related products. Otovo ASA is a public limited liability company, incorporated and domiciled in Norway. The Company's registered office is at Torggata 11, 0181 Oslo, Norway.

The interim condensed consolidated financial statements consist of the Group and the Group's interests in associated companies and joint arrangements. As a result of rounding differences, numbers or percentages may not add up to the total. These interim condensed consolidated financial statements for the first quarter ended 31 March 2025, have been prepared in accordance with IAS 34 Interim Financial Reporting.

The interim report does not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's annual consolidated financial statement for 2024. The annual consolidated financial statements for 2024 are available at the company's website (<https://investor.otovo.com/>). None of the amendments effective from 1 January 2025 has had a significant impact on the Group's consolidated interim financial statements. The Group has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective.

The interim financial information for the quarters ended 31 March 2025 and 31 March 2024 are unaudited.

The below subsidiaries, in which the Group previously held 100% of the shares, were disposed in Q1 2025. The sum of the post-tax profit or loss of the discontinued operation and the post-tax gain recognised on the disposal is presented as a single amount on the face of the statement of comprehensive income. Refer to note 2 for more information.

Company	Country
Edea Polska Sp. Z.o.o	Poland
Distributed Energy Assets SLU	Spain
Distributed Energy Assets SARL	France
European Distributed Energy Assets GmbH	Germany
EDEA GmbH	Austria
Otovo Energy Assets Unipessoal LDA	Portugal
European Distributed Energy Assets B.V.	Netherlands
European Distributed Energy Assets BE B.V.	Belgium
EDEA Two GmbH	Austria

Notes to the interim consolidated financial statements

Note 2 – Portfolio sale and discontinued operations

Portfolio sale

On 28 March 2025, Otovo ASA (“Otovo” or “the Company”) completed the sale of continental subscription assets to FORTE PV S.à r.l., an investment vehicle managed by Swiss Life Asset Managers (“SLAM”), as announced on 21 February 2025. The transaction size was NOK 655 million, resulting in a cash release of NOK 150 million to Otovo after repayment of NOK 435 million in associated financing debt and a reinvestment of NOK 73 million by Otovo into the joint entity, corresponding to an 11% ownership stake. For operational purposes, the payment from SLAM will be divided into two tranches. A net of NOK 442 million was received at closing, while the remaining amount is expected to be received in April 2025.

Otovo and SLAM will continue as partners in scaling the continental subscription platform. Under a Continuous Sale Agreement, Otovo will sell additional portfolio assets to SLAM and will co-invest 2% in future transactions. The agreement is expected to cover approximately EUR 50 million in asset sales from Q1 2025 through Q3 2026.

Otovo’s assessment is that the Group has lost control of the subsidiaries included in the transaction scope. The resulting accounting effect arises from derecognition of the net assets of the entities in scope, as well as goodwill, excess values and other related balances previously recognised on Group level. In addition, the net consideration is reduced by a total of NOK 35 million related to transaction costs, the fair value of warrants issued to SLAM, and certain provisions for contractual obligations Otovo has towards SLAM. As a result, Otovo will recognize a net gain of NOK 17 million from the transaction.

Discontinued operations

Otovo has concluded that the subsidiaries included in the transaction should be treated as discontinued operations. The discontinued operations consist of activities related to customers subscribing to use solar panels and related products. The continued operations have included sale of solar panels and related products to the discontinued operations. Revenues and cost of materials and installation services on sales to group internal parties, used in the subscription business, are eliminated in the consolidated financial statements. Internal profits are eliminated against property, plant, and equipment, as the assets purchased by the subscription segment are recognized on the balance sheet. The eliminated internal profits, along with the net gain from the portfolio sale described above, are included in the profit/(loss) after tax from discontinued operations.

Notes to the interim consolidated financial statements

Note 2 – Portfolio sale and discontinued operations (continued)

	Gross Discontinued Operations			Elimination			Discontinued operations		
(NOK 000')	Q1 2025	Q1 2024	FY 2024	Q1 2025	Q1 2024	FY 2024	Q1 2025	Q1 2024	FY 2024
Revenue	3,650	4,513	19,157	-28,562	-42,367	-143,623	-24,912	-37,854	-124,466
Other operating income	15,976	11,285	65,242	-2,174	-1,695	-7,124	13,802	9,590	58,118
Other income	17,129						17,129	-	-
Total revenue and income	36,755	15,798	84,399	-30,736	-44,062	-150,747	6,019	-28,264	-66,348
Cost of materials and installation services	4,501	4,077	11,494	-20,912	-40,564	-127,608	-16,411	-36,487	-116,114
Payroll and related costs	-	-	-	-	-	-	-	-	-
Depreciation, amortisation and impairment	8,020	5,931	26,603	64	64	257	8,084	5,995	26,860
Other operating expenses	2,993	1,900	9,780	-2,173	-1,718	-6,755	820	182	3,025
Operating profit/(loss)	21,241	3,890	36,522	-7,715	-1,844	-16,641	13,526	2,046	19,881
Financial Income	-	-	157	-8,128	-7,352	-31,900	-8,128	-7,352	-31,743
Financial Expense	8,111	7,365	31,841	-8,111	-7,365	-31,841	-	-	-
Net exchange gain/(loss)	1,661	742	1,190	-	-	-	1,661	742	1,190
Net financial items	-6,450	-6,623	-30,494	-17	13	-59	-6,467	-6,610	-30,553
Profit/(loss) before tax	14,791	-2,733	6,028	-7,732	-1,831	-16,700	7,059	-4,564	-10,672
Income tax expense/(income)	-	-	225	-	-	-	-	-	225
Profit/(loss) after tax from discontinued operations	14,791	-2,733	5,803	-7,732	-1,831	-16,700	7,059	-4,564	-10,897

Cash flow related to discontinued operations

The consolidated statement of cash flows is presented gross, meaning that cash flows from discontinued operations have not been separated from cash flows from continuing operations, while in the consolidated income statement the sum of the post-tax profit or loss of the discontinued operation and the post-tax gain recognised on the disposal is presented as a single amount on the face of the statement of comprehensive income. For this reason, it will not be possible to reconcile the adjustments to cash flow from operating activities with the income statement.

External cash flow from discontinued operations is primarily related to monthly subscription payments, net of interest expenses on external financing of subscription assets.

Notes to the interim consolidated financial statements

Note 3 – Segment reporting

Previously, the Group operated with two reporting segments: "Marketplace" and "Subscription SPV." Following the portfolio sale, the Group divested the SPVs comprising the Subscription SPV segment to Swiss Life Asset Managers (SLAM). Further details are provided in Note 2.

Despite the divestment, the Group continues to sell Subscription systems to SLAM and the associated SPVs under a service agreement. Through this agreement, Otovo originates new customers for the SPVs and delivers various management services.

As a result, the Group today serves two distinct customer types:

- Direct sales of solar panels and related products to homeowners across Europe ("B2C"), and
- Sales to the divested group of SPVs under the service agreement, including sales to the Norwegian and Swedish SPV's divested in Q4 2023 ("B2B2C")

Executive Management monitors the operating results of these two business lines separately to inform decisions on resource allocation and for performance management purposes. Segment reporting aligns with how Executive Management reviews the business, with primary emphasis placed on Revenues and Gross Profit. Other operating costs are not allocated between segments but are monitored through functional reporting lines to each respective CxO.

Revenue constitutes of revenues from sale of solar panels and related products, while Other operating income is primarily related to operating lease and service agreements.

Comparables:

- For B2C, the comparable figure for Revenue reflect revenues previously reported under the Marketplace segment.
- For B2B2C, the comparable Revenue mainly reflects amounts previously reported as "Revenue internal" in the Marketplace segment, which were eliminated in Otovo Group's consolidated statements while the Subscription SPVs were under its control, along with other non-recurring adjustments for comparability

	B2C		B2B2C		Group total	
(NOK 000')	Q1 2025	Q1 2024	Q1 2025	Q1 2024	Q1 2025	Q1 2024
Revenue	94,956	143,344	29,639	48,937	124,595	192,281
Other operating income	1,290	1,415	2,488	2,028	3,778	3,443
Total revenue and income	96,246	144,759	32,127	50,965	128,373	195,724
Cost of materials and installation services	73,780	112,664	20,178	45,322	93,958	157,986
Gross profit (Revenue less Cost of mat. & ins.)	21,176	30,680	9,461	3,615	30,637	34,295

Notes to the interim consolidated financial statements

Note 4 – Other Operating Expenses

Other Operating Expenses			
(NOK 000')	Q1 2025	Q1 2024	FY 2024
Other expenses related to buildings and short-term/low value rent of equipment	2,444	3,251	8,271
External personnel and consultancy fees 1)	22,197	11,519	47,380
Media spend, advertising and partnerships	23,478	39,844	116,793
System and software	4,567	5,240	19,643
Other operating expenses	4,745	5,671	29,805
Total other operating expenses	57,431	65,525	221,892

1) Including audit fee.

Note 5 – Subscription SPV bank facility

The Subscription SPV has a revolving credit facility ("RCF" or "facility") with DNB Bank ASA and Sparebank 1 SR-bank ASA for a total of EUR 50m. The facility is priced based on a floating interest rate, with EURIBOR, NIBOR, STIBOR, or other relevant IBOR as the reference rate based on the the loan currency, and a margin of 325 bps. The maturity date of the facility is 24 January 2027.

At the end of 2024 the Subscription SPV had drawn EUR 39.8m on the RCF. As part of the portfolio sale the Subscription SPV repaid EURm 38.4 and as a result the Subscription SPV had drawn EUR 1.4m on the RCF at the end of the quarter. The Subscription SPV was in compliance with financial covenants at the time of covenant reporting.

Notes to the interim consolidated financial statements

Note 6 – Share based payments

Otovo has granted share options to management and key personnel.

As of 31.03.2025 there are 7,249,007 outstanding options. Further to this, Otovo has two employee share purchase programmes. There are 70,513 retention shares outstanding under these programmes. Expense in Q1 2025 was NOK 1.0m. Expense in Q1 2024 was NOK 2.6m.

On 31 March 2025 the Board of Directors resolved to issue 7,123,998 options under the existing share option programme. The options were unallocated as of 31.03.2025. The strike price of the new options was set in line with previous policy at NOK 1.41, corresponding to the volume-weighted average price on the five days following the close of the portfolio transaction on 28 March 2025. The options vest over three years, with one third each year, and first vesting on 1 January 2026.

In addition, the Board of Directors has decided to change the strike price of the existing options outstanding to NOK 1.41, from 3.45, and prolong the vesting period, to match the structure for the new options issued. All other terms remain unchanged.

In total the Company has 14,373,005 options outstanding including the issuance of new options.

Definitions

Project / Unit / Customer

Number of customers with a PV and/or battery system. May also have other products in addition to PV/Battery.

Installation

An installed project is a project that has been physically completed, is capable of producing electricity, and can be invoiced by Otovo.

Gross sale

The number of customers signing a contract for a project during the quarter.

Net sales

Gross sales in the quarter less abandons in the quarter.

Abandons

An abandoned project is a project that has been canceled after the contract with the customer is signed.

B2C customer

Customers paying Otovo directly for a project.

B2B2C customer

Customers entering into a long-term contract with one of the 10 companies that Otovo has sold to Swiss Life Asset Managers.

SLAM

Swiss Life Asset Managers, or FORTE PV S.à.r.l.

Backlog

Reflects the value of all projects with a signed contract that are yet to be installed as of the last day in the quarter.

Order Intake

Reflects the value of sales activity in the quarter and is calculated as the change in backlog plus revenues in the quarter.

Ticket size

The total price of the products that a customer would have paid if making the purchase as a B2C customer.

Gross profit

Revenue less Cost of materials and installation services, i.e. excluding Other Operating Income and Other Income.

Margin leakage

The delta in a project's gross margin from the time it's sold to installed arising from re-scoping, re-pricing or re-assigning the project to a new installer.



Otovo installation in Norway, 2021

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