

January – June 2024

Shape Robotics A/S

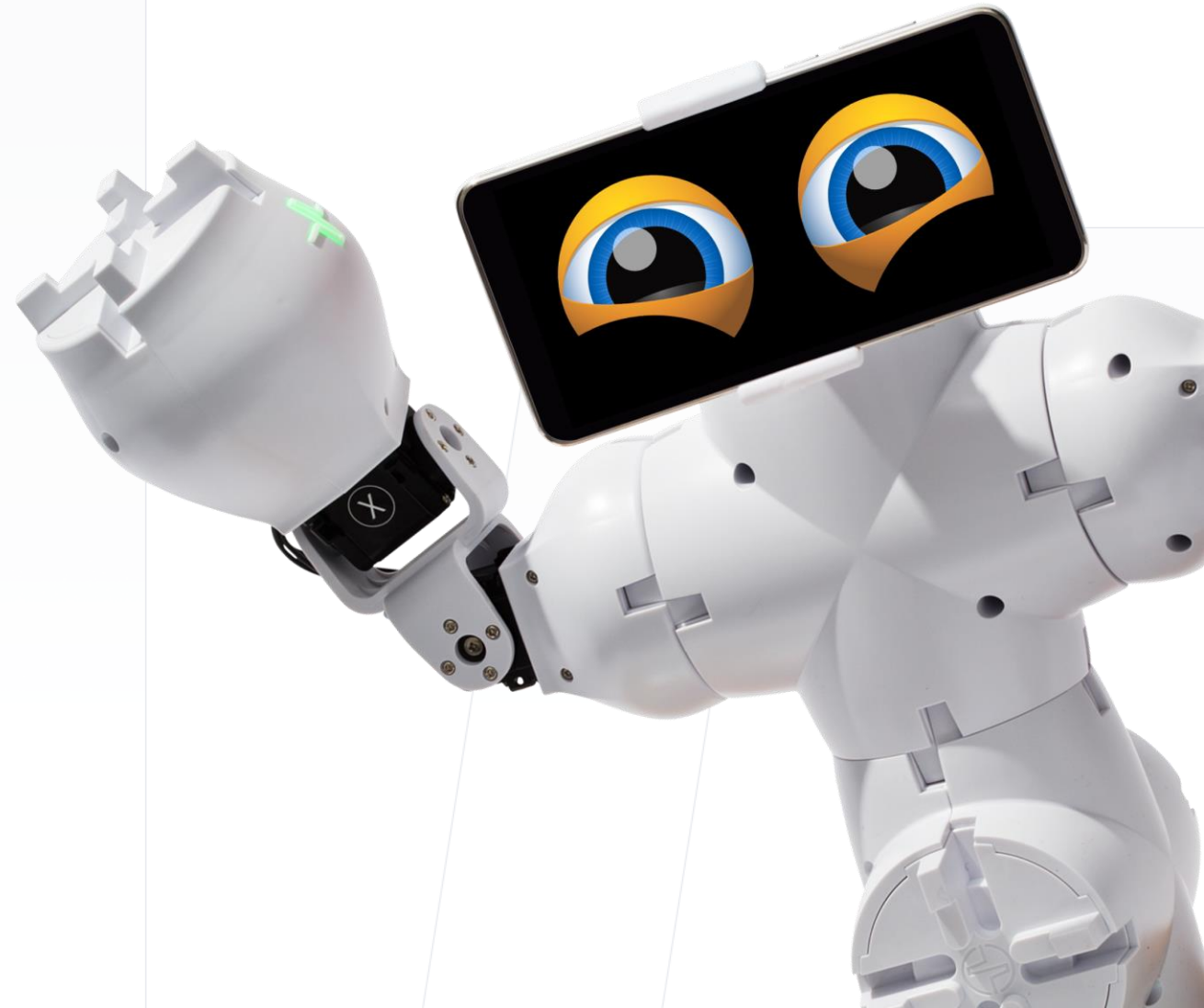
CVR-nr. 38322656

Shape Robotics H1 Interim Report



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CEO Letter

Dear stakeholders,

I'm pleased to provide an update on our progress at Shape Robotics for Q2 and H1 2024. We've been making strong progress in both our financial performance and operational capabilities, and I'd like to share some key numbers that underscore our achievements.

Financial performance and market expansion

In the first half of 2024, our revenue reached 106.1 mDKK, a significant 90% increase compared to the first half of 2023. This strong growth is a direct result of our expanding operations in Romania, particularly through the SmartLab project, which continues to be a vital driver of our business, and the acquisition of Skriware in December 2023.

Looking at the Last Twelve Months (LTM), our revenue has grown to 221.5 mDKK, reflecting our consistent growth trajectory and is the strongest 12 months in the company's history.

Our contribution margin improved in Q2 2024 when comparing to Q1 2024. This improvement is largely due to a higher share of Fable Robots in our total sales. As we look to the second half of the year, we anticipate our contribution margin to increase further, by a minimum of 5%, as we start delivering services based on our new Techducator concept. These services are expected to provide a significant boost to our margins.

Operational developments and strategic partnerships

On the operational front, we are excited to announce that our new flagship product, Thinken, developed in partnership with Lenovo, is now an official third-party offering across all commercial Lenovo channels. This collaboration marks a significant milestone for Shape Robotics as it opens new avenues for distribution and growth. We've already begun production of the first 200 units of Thinken, and we are confident that this product will play a key role in expanding our presence in the global educational technology market.

Product development and outlook

Innovation remains at the core of our strategy. During Q2 2024, we continued to enhance our product offerings with a particular focus on AI integration. Our Techducator product is market ready and is expected to generate service revenue, already with effect from H2 2024.

Looking at our LTM performance and backlog, we remain on track to achieve our revenue target of 300 mDKK in 2024. Based on an expected increase in contribution margin and service revenue in the second half of the year, we also remain committed to the 25 mDKK EBITDA target for 2024.

Closing thoughts

As we move forward, I want to express my gratitude to our team, partners, and shareholders for their continued support. The progress we've made is a direct result of our collective efforts, and I am confident that the steps we are taking now will drive further value for all stakeholders. Thank you for your continued trust in Shape Robotics.

Best regards,

Mark Abraham
Chief Executive Officer

Financial highlights

71.2 mDKK Q2 REVENUE

Revenue increased to 71.2 mDKK in Q2 2024 from 36.8 mDKK in Q2 2023, corresponding to reported growth of 93%.

Revenue increased to 106.1 mDKK in H1 2024 from 55.8 mDKK in H1 2023, corresponding to growth of 90%.

The main driver of a strong revenue growth was exposure on the Romanian market and related SmartLab project, as well as the acquisition of Skriware, end-2023.

25% Q2 CONTRIBUTION MARGIN

In Q2 2024, the Company delivered more equipment in SmartLab project than in Q1 2024, which led to a higher share of Fable Robots in total sales. Consequently, contribution margin increased from 22% in Q1 2024 to 25% in Q2 2024. The contribution margin in H1 2024 was 24%.

-1.8 mDKK Q2 ADJUSTED EBITDA*

The Company achieved adjusted EBITDA of -1.8 mDKK in Q2 2024 in comparison to 1.4 mDKK in Q2 2023.

Without sales and administrative costs related to FY 2023, which have been recognized in Q2 2024, Adjusted EBITDA for Q2 2024 would have been breakeven.

*Adjusted EBITDA excludes non-recurring costs (380 kDKK) in Q2 2024 related to the process of listing the Company on Copenhagen Main Market.

-2.2 mDKK Q2 EBITDA

The Company achieved EBITDA of -2.2 mDKK in Q2 2024 in comparison to -0.4 mDKK in Q2 2023.

Q2 2024 EBITDA includes sales and administrative costs (bonuses and employees, recalculated sales commission, auditors and financial advisory costs) of approx. 1.8 mDKK related to FY 2023, which have been recognized in Q2 2024.

1.2 mDKK Q2 NET CASH FLOW

The Company achieved 1.2 mDKK net cash flow in Q2 2024 in comparison to 3.7 mDKK in Q2 2023. Cash flow from operating activities increased to -3.2 mDKK in Q2 2024 compared to -21.0 mDKK in Q2 2023.

Net cash flow for H1 2024 amounted to -2.3 mDKK, in comparison to 1.4 mDKK in H1 2023. Cash flow from operating activities increased to 2.7 mDKK in H1 2024 compared to -19.7 mDKK in H1 2023.

318.5 mDKK TOTAL ASSETS

Total assets amounted to TDKK 318.5 mDKK as of June 30, 2024 (153.2 mDKK as of June 30, 2023), and primarily consisted of inventories and trade receivables.

Shareholder's equity amounted to TDKK 143.5 mDKK as of June 30, 2024 (70.6 mDKK as of June 30, 2023).

Liabilities amounted to TDKK 175.0 mDKK as of June 30, 2024 (82.6 mDKK as of June 30, 2023).

300+ mDKK FINANCIAL GUIDANCE 2024

Shape Robotics anticipates significant revenue growth in 2024, maintaining its expectation of a revenue in 2024 of minimum 300 mDKK.

Additionally, Shape Robotics expects a substantial increase in EBITDA in H2 2024, maintaining its guidance of minimum DKK 25 million for the full year 2024. The EBITDA guidance for 2024 is based on the following: 1) a very strong order intake and backlog, 2) improved margins in H2 2024 due to changed product mix, 3) the start to deliver services based on Techducator concept and 4) continuously strong cost control.

Key figures

Amount, DKK ('000)	Q2 2024	Q2 2023	H1 2024	H1 2023	FY 2023	LTM 2024
Income Statement						
Revenue	71 237	36 844	106 108	55 824	171 213	221 497
Contribution margin	17 649	10 547	25 219	16 525	49 026	57 720
Contribution margin %	25%	29%	24%	30%	29%	26%
Adjusted EBITDA*	-1 827	1 390	-8 787	-5	16 859	8 077
Non-recurring costs	-380	-1 775	-873	-1 775	-3 469	-2 567
EBITDA	-2 207	-385	-9 660	-1 780	13 390	5 510
EBIT	-6 548	-2 641	-18 565	-6 181	4 664	-7 721
Net result	-8 324	-3 817	-22 343	-8 363	2 607	-11 373
Balance						
Total assets	318 491	153 163	318 491	153 163	273 655	318 491
Total equity	143 482	70 594	143 482	70 594	130 879	143 482
Cash flow						
Cash flow from operating activities	-3 215	-21 021	2 747	-19 718	-46 499	
Cash flow from investing activities	-8 228	-2 141	-22 343	-5 145	-19 560	
Cash flow from financing activities	12 639	26 879	17 308	26 261	63 046	
Net cash flow	1 196	3 717	-2 288	1 398	-3 012	

* Adjusted EBITDA excludes non-recurring costs (380 kDKK in Q2 2024; 873 kDKK in H1 2024; 3 496 kDKK in FY 2023) related to the process of listing the company on Copenhagen Main Market.

Business update Q2 2024

NOD order

The Company announced in April 2024 that the main Romanian distributor NOD placed a large order to Shape Robotics based on the existing framework agreement.

As confirmation of this large order, Shape Robotics delivered in Q2 2024 a batch of Smartlab equipment to NOD's warehouse, amounting to approx. 4.8 mEUR.

The total sales to NOD in H1 2024 was on the level of 9.2 mEUR.

Romania tender updates

Together with Romanian partner and national retailer Altex, Shape Robotics is bidding with very high chances on a tender in Sibiu Municipality with a total value of 450 kEUR. Shape Robotics expects the tender to be formally awarded soon.

Also in Sibiu Municipality, Shape Robotics together with local partner Data Hub, will join a tender with an expected revenue of 2 mEUR.

Partnership with Channel Tools

Shape Robotics has strategically partnered with Channel Tools to transform classroom experiences across Europe.

The partnership aims to scale the impact of innovative STEAM learning through the advanced deployment of Shape Robotics' Thinken-Mobile STEAM LAB and Fable Robots, making state-of-the-art educational technology more accessible and fostering critical competencies for the future careers of young Europeans.

New Kazakhstan partner

The Company continues to perform on its partnership-based, global growth strategy and entered Kazakhstan through a new partnership with Mansury LLP, a prominent firm based in Almaty, the capital of Kazakhstan. The collaboration aims to transform the vast educational landscape in Kazakhstan by making advanced educational tools like Shape Robotics more easily accessible.

New Hong-Kong partner

The Company entered a partnership with Teksbotics (Hong Kong) Ltd. to enhance the distribution and service of its innovative STEAM products in Hong Kong.

This partnership aims to meet the growing demand for advanced educational tools in the region, where the education technology market is projected to reach USD 252 billion by 2025, according to HolonIQ's Global Education Technology Market report.

Capital increase

During the general shareholder meeting in April, the Board of Directors received authorization to increase the share capital without pre-emption rights for the existing shareholders by up to nominally 250 kDKK (2.5 million shares).

Pilot project in India

The aim of the planned partnership is to start up a pilot project initially targeting 1,000 Indian schools and later include up to 3,000 more Indian schools and implement a variety of products from the growing Shape Robotics portfolio into the vast Indian education system.

Revenue split and product mix

The Graph displays the designated categories, with Fable revenue being excluded from the STEAM Solutions category and allocated to its own category, "Fable Robots".

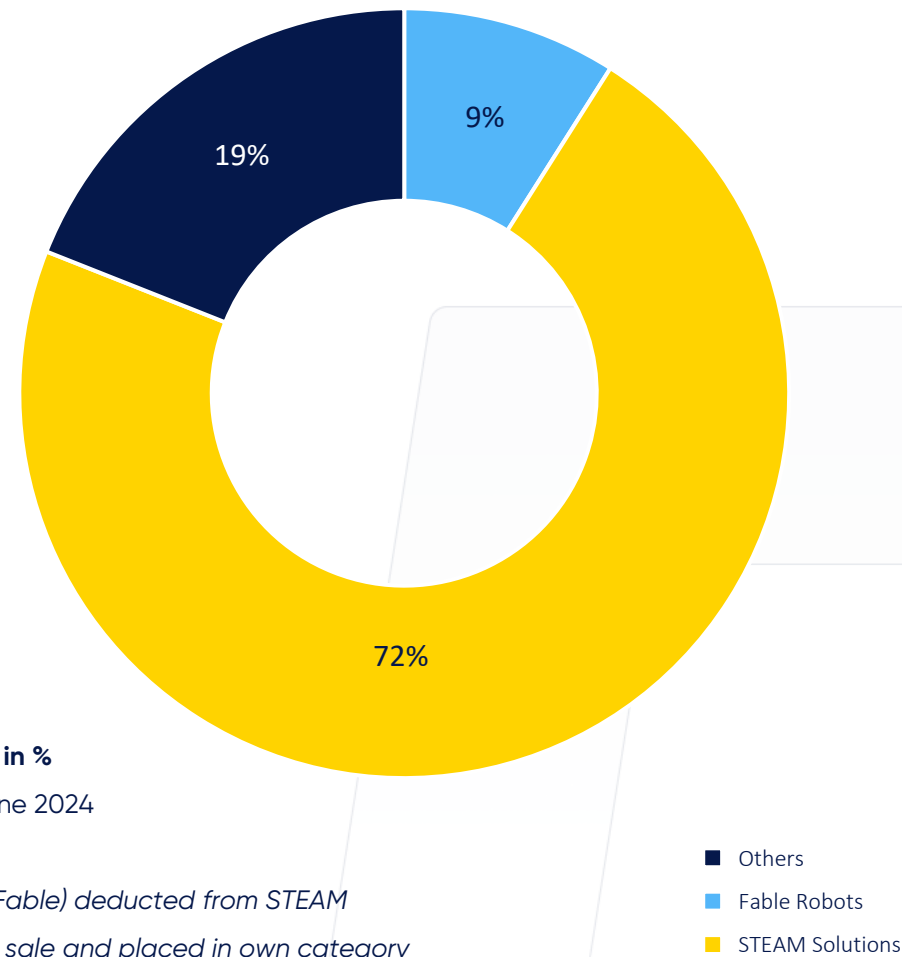
In Q2 2024, the Company delivered more equipment in SmartLab project than in Q1 2024, leading to a higher share of Fable Robots in total sales. The contribution margin in Q2 and in H1 2024 increased in comparison to Q1 2024.

The share of Fable Robots in total sales exceeded 10% in Q2 2024 in comparison to 2% in Q1 2024.

The Company remains committed to selling Fable Robots as a standalone product while also integrating its own developed products, including Fable, into STEAM offerings.

In H2 2024, the Company anticipates that contribution margin will increase further, by a minimum of 5%, based on services related to its new Techducator concept. The change will be reflected in revenue split in future financial reporting.

Based on H1 2024, revenue by product category can be specified as such:



Revenue split and product mix

Explanation

The company offers a diverse product range that encompasses a wide array of components. These offerings include proprietary products developed in-house as well as third-party products. The inclusion of third-party products can either be due to specific tender requirements or as part of a generic "Bill-of-Material," such as the company's SmartLab or various STEAM Lab offerings.

Products can be categorized based on their margin level, and the company within the group is typically positioned as the seller.

Category	Content	Contribution margin level	Provider/seller
Fable Robots	Own developed robots: Fable Explore, Fable Go (including educational content), various accessories for extending the building system and subscription software.	Medium-High	Shape Robotics (Denmark) Shape Robotics Romania
STEAM Lab Solutions	Pedagogical ecosystem, seamlessly integrating Fable Robots, Virtual Reality headsets, 3D printers, 3D scanners, 3D pens, and interactive displays – also sometimes includes other robot solutions for tailormade purposes.	Medium-Low	Shape Robotics Romania Shape Robotics East (Moldova) Video Technic Systems (Romania) Skriware (Poland)
Other	Various tailormade AV/Technology solutions that include interactive displays, video communication and signage solutions in educational institutions – single one-off edtech products for higher education.	Low	Video Technic Systems (Romania) Shape Robotics Romania

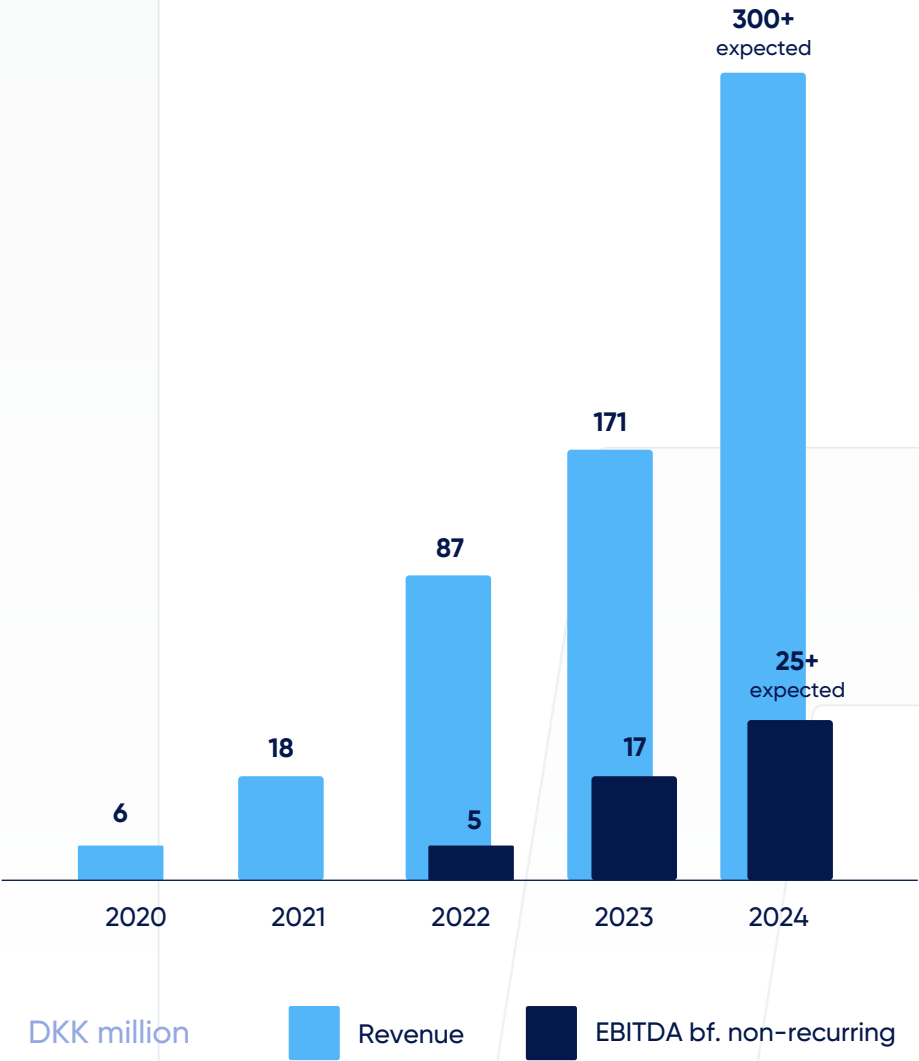
Financial guidance 2024

The Company's strategy is to continue to expand the 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 global provider of educational technology.

The growing demand for robotics and digital solutions in the education segment as well as ready-made and thoroughly tested turn-key STEAM Labs support Shape Robotics' revenue growth expectations.

Shape Robotics anticipates significant revenue growth in 2024, maintaining its expectation of a revenue in 2024 of minimum 300 mDKK.

Additionally, Shape Robotics expects a substantial increase in EBITDA in H2 2024, maintaining its guidance of minimum DKK 25 million for the full year 2024. The EBITDA guidance for 2024 is based on the following: 1) a very strong order intake and backlog, 2) improved margins in H2 2024 due to changed product mix, 3) the start to deliver services based on Techducator concept and 4) continuously strong cost control.



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, 2024, 100% ownership of the following subsidiaries:

Shape Robotics Romania S.R.L (Romania)

Video Technic Systems S.R.L (Romania)

Shape Robotics East S.R.L (Republic of Moldova)

Skriware S.A. (Poland)

Income statement

H1 2024

* Adjusted EBITDA excludes non-recurring costs (380 kDKK in Q2 2024; 873 kDKK in H1 2024; 3 496 kDKK in FY 2023) related to the process of listing the company on Copenhagen Main Market.

Amount, DKK ('000)	Q2 2024	Q2 2023	H1 2024	H1 2023	FY 2023
Revenue	71 237	36 844	106 108	55 824	171 213
Cost of goods sold	-53 588	-26 296	-80 889	-39 299	-122 187
Contribution margin	17 649	10 547	25 219	16 525	49 026
Contribution margin %	25%	29%	24%	30%	29%
Research and Development	71	-90	50	-248	-279
Sales and administrative costs	-8 542	-4 191	-14 167	-6 382	-11 392
Staff costs	-11 005	-4 877	-19 890	-9 901	-20 495
Adjusted EBITDA*	-1 827	1 390	-8 787	-5	16 859
Non-recurring costs	-380	-1 775	-873	-1 775	-3 469
EBITDA	-2 207	-385	-9 660	-1 780	13 390
Depreciation, amortization and impairment losses	-4 341	-2 256	-8 906	-4 401	-8 726
EBIT	-6 548	-2 641	-18 565	-6 181	4 664
Financial items net	-2 042	-959	-3 716	-1 799	-4 971
Corporation tax for the period	266	-217	-62	-383	2 914
Net result	-8 324	-3 817	-22 343	-8 363	2 607

Balance sheet

June 30, 2024

Amount, DKK ('000)	H1 2024	H1 2023	FY 2023
Assets			
Completed development projects	14 133	2 974	15 110
Goodwill	4 809	4 809	4 809
Development projects in progress	36 733	2 118	14 776
Customer relations	20 508	2 931	21 592
Trademark	8 148	0	8 568
Intangible assets	84 330	12 832	64 854
Right of use assets	15 686	11 832	13 115
Property, plant and equipment	9 014	7 252	9 357
Other non-current assets	24 700	19 085	22 472
Total non-current assets	109 031	31 917	87 326
Inventories	50 846	56 136	43 429
Accounts receivable	137 218	50 776	121 138
Deferred tax asset	7 146	1 540	6 897
Tax receivable	2 253	194	2 005
Other receivables	7 080	5 777	3 855
Prepayments	4 704	0	6 501
Cash and cash equivalents	214	6 823	2 503
Total current assets	209 460	121 246	186 328
Total assets	318 491	153 163	273 655

Amount, DKK ('000)	H1 2024	H1 2023	FY 2023
Liability			
Share capital at the end of the period	1 507	1 256	1 405
Treasury shares at the end of the period	-650	-4 027	-3 823
Retained earnings	142 625	73 365	133 297
Total equity	143 482	70 594	130 879
Other provisions	516	463	1 496
Deferred tax liability	6 309	642	6 632
Finance lease liabilities	8 500	6 814	6 554
Borrowing	20 693	5 002	22 365
Other payables	319	296	272
Total non-current liabilities	36 337	13 216	37 320
Finance lease liabilities	6 600	5 739	5 555
Bank debts	13 302	15 216	25 548
Prepayments from customers	3 236	518	622
Accounts payable	100 502	31 721	62 884
Other liabilities	14 324	16 159	10 847
Deferred income	708	0	0
Total current liabilities	138 672	69 354	105 456
Total equity and liabilities	318 491	153 163	273 655

Cash flow statement

H1 2024

Amount, DKK ('000)	Q2 2024	Q2 2023	H1 2024	H1 2023	FY 2023
Profit/loss for the period	-8 324	-3 817	-22 343	-8 363	2 607
Depreciation, amortization and impairment losses reversed	4 341	2 256	8 906	4 401	8 727
Changes in provisions and pension obligations, etc.	-941	-466	-981	-2	473
Other adjustments	1 651	1 250	2 478	1 492	1 676
Changes in inventories	-7 577	-4 421	-7 417	-11 668	6 952
Changes in receivables	-19 347	-35 632	-17 755	-25 799	-94 577
Changes in other operating activities	-30 196	-40 830	-37 114	-39 939	-74 142
Changes in current liabilities	28 738	20 861	43 709	22 128	33 940
Financial income received	50	86	423	86	0
Financial costs paid	-2 224	-819	-3 765	-1 521	-4 995
Income taxes paid/received	417	-319	-507	-472	-1 302
Cash flow from operating activities	-3 215	-21 021	2 747	-19 718	-46 499
Cash flow from investing activities	-8 228	-2 141	-22 343	-5 145	-19 560
Cash flow from investing activities	-8 228	-2 141	-22 343	-5 145	-19 560
Changes in borrowings	-657	-4 271	-13 917	-3 417	24 112
Principal elements of lease liabilities	-2 045	-1 204	-3 776	-2 752	-5 668
Proceeds from capital increase	12 703	36 800	31 782	36 800	47 976
Changes in treasury shares	2 489	-3 706	3 173	-3 624	-3 374
Changes in other non-current liabilities, net	149	-740	46	-746	0
Cash flow from financing activities	12 639	26 879	17 308	26 261	63 046
Net cash flow for the period	1 196	3 717	-2 288	1 398	-3 012
Cash and cash equivalents at the beginning of the period	-980	3 197	2 503	5 511	5 511
Exchange rate adjustments on cash and cash equivalents	-2	-91	-1	-86	5
Cash and cash equivalents at the end of the period	214	6 823	214	6 823	2 503

Changes in equity

H1 2024

Equity – Amount DKK ('000)	H1 2024	H1 2023	FY 2023
Share Capital	1 405	1 046	1 046
Retained earnings/losses	129 474	43 836	43 836
Equity at January 1st	130 879	44 882	44 882
Changes in Equity			
Capital increase (share capital)	101	209	359
Treasury shares	3 173	-3 624	-3 421
Retained earnings/losses	31 671	37 490	86 452
Distribution of loss to retained earnings/losses	-22 343	-8 363	2 607
Equity end of period	143 482	70 594	130 879

Share Calculations (DKK)	H1 2024	H1 2023	FY 2023
Market share price, end of period	26,20	28,40	29,80
Earnings per share	-1,52	-0,71	0,21
# total shares	15 066 167	12 555 142	14 054 517
# treasury shares	177	133 399	126 708
# shares outstanding	15 065 990	12 421 743	13 927 809
Equity ratio %	45%	46%	48%

The shares of Shape Robotics A/S were listed on Main Market Copenhagen on November 20, 2023 – on June 30, 2024, the total number of shares was 15,066,167 (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 2024.

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 2024 and of the results of the company's operations and cash flows for the financial period 1 January – 30 June 2024.

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 22, 2024

Executive Management

Mark Abraham

CEO

Board of Directors

Jeppe Frandsen

Chairman

Anette Siewert Lindgreen

Vice Chairman

Moises Pacheco

Helle Rootzen

Kasper Holds Hansen

Investor information

Financial calendar

- 
- November 21, 2024**
Interim Report Q3 2024
 - February 20, 2025**
Interim Report Q4 2024
 - April 4, 2025**
Notice of Ordinary General Meeting,
Annual Report 2024
 - April 25, 2025**
Ordinary General Meeting

Contact information for Investor Relations

Adrian Rotaru

Chief Legal Officer

ir@shaperobotics.com

A live presentation of the H1 Interim Report and Q&A session will take place on August 27, 2024 on the Company's [LinkedIn events page](#) – details to be released before the event.

Preparing today's generation for future jobs

Shape Robotics is a Danish EdTech company dedicated to provide primary learners with essential digital and technological skills in education. We provide intelligent classroom solutions, educational robots and software primarily to educational institutions in Europe. Our mission is to make teaching meaningful and easier through technology. Central to our philosophy is **TECHDUCATION** – an approach focused on shaping specialized classes and lessons that empower today's learners for the careers of tomorrow, all driven by technology.

We are **TECHDUCATORS**, and our goal is to create personalized educational experiences to prepare the younger generation for the job markets of the future, all using smart technology.

With thousands of institutions trusting us, we lead in smart classroom solutions, promoting innovation in teaching methods. We advocate integrating intelligent solutions into education, boosting technological literacy in STEAM disciplines. Our solutions also come equipped with comprehensive content and video training, empowering educators to effectively utilize our smart technology and enhance learning experiences.



Our EdTech Solutions (1/2)

Thinken – The Mobile STEAM Lab brings dynamic, explorative learning to every classroom. Designed to be smart and affordable, it's a compact, ergonomic mobile cart that provides schools worldwide with a flexible and comprehensive solution for immersive experiences. Thinken is portable and comes equipped with VR headsets, robots, laptops, and an adjustable interactive display, making it a flexible asset for all types of learning styles and environments.

Smart Classrooms – The Smart Classroom is equipped with cutting-edge technology, including multifunctional robots, interactive displays, VR headsets, 3D printers, scanners, laser cutters and drones, offering a comprehensive suite of hardware and software tools. This inclusive and environmentally conscious setup ensures that students are prepared with essential skills for their future careers in a responsible manner.



Our EdTech Solutions (2/2)

Fable – Renowned as the leading modular educational robot, serving as the core component of our Smart Classroom and Thinken ecosystem. It's an ideal tool for various STEAM subjects and hands-on learning, thanks to its innovative magnetic assembly system; it can be assembled in seconds to code movements and make interactions of the robot from our Fable Blockly software. Fable is suitable for all academic levels, from primary to university, making it the perfect companion for interactive and engaging education.

Shape Robotics Academy – A versatile educational platform tool that prepares educators and students to make STEAM subjects more engaging with the help of technology. The Academy provides extensive video resources, enabling teachers to effectively employ Smart Classroom and Thinken technologies. This hands-on approach ensures that learning is not only interactive but also forward-thinking, aligning with the demands of future workplaces.



Shape Robotics H1 Interim Report 2024.

The report is also available at www.shaperobotics.com.

Shape Robotics A/S, Lyskær 3C, 4th, 2730 Herlev, Denmark.

CVR-nr. 38322656