

# Q2 2025 INTERIM REPORT

January – June





### **INTERIM REPORT JANUARY – JUNE** 2025

### CONTINUOUS GROWTH IN NET SALES AND STRONG PROFITABILITY IMPROVEMENT SECOND QUARTER

- Net sales increased by 23 percent to 611 MSEK (495) with organic growth of 9 percent.
- EBITDA of 58 MSEK (33), including non-recurring items of -9 MSEK (-6). Adjusted EBITDA increased by 74 percent to 67 MSEK (39) corresponding to a margin of 11.0 percent (7.8).
- Operating profit (EBIT) of 29 MSEK (7).
- Cash flow from operating activities of 35 MSEK (58).

### FIRST SIX MONTHS

- Net sales increased by 22 percent to 1,140 MSEK (937) with organic growth of 7 percent.
- EBITDA of 106 MSEK (69), including non-recurring items of -18 MSEK (-11). Adjusted EBITDA increased by 56 percent to 125 MSEK (80), corresponding to a margin of 10.9 percent (8.5).
- Operating profit (EBIT) of 44 MSEK (15).
- Cash flow from operating activities of 41 MSEK (68).

### SIGNIFICANT EVENTS DURING THE SECOND QUARTER

- 16 April: Kyl & Tvättservice i Trollhättan AB is acquired, active within appliances repair and maintenance
- 30 Maj: KEYTO issues additional senior secured bonds of 300 MSEK under outstanding framework
- 18 Juni: GreenThumb Holdings Ltd and its subsidiary are acquired, active within lawn care services in the UK
- 25 Juni: Städhäxan AB is acquired, active within home cleaning services
- 30 Juni: Enspecta Holding AB and subsidiaries are acquired, active within home inspections and hidden defects insurance
- 30 June: The General Meeting resolved to dismiss Gabriel Fitzgerald, Anna Omstedt Lindgren, and Hanna Risberg as ordinary board members. Other current board members were re-elected, and Nicholas Hewett was elected as a new ordinary board member.

Financial key ratios¹								
	2025	2024		2025	2024		LTM	2024
SEK, millions (unless otherwise stated)	Q2	Q2	Δ%	YTD	YTD	Δ%	Q2-25'	Full year
Net sales	611	495	23%	1,140	937	22%	2,146	1,943
Organic growth (%)	9%			7%			5%	2%
EBITDA	58	33	77%	106	69	55%	162	124
EBITDA margin %	9.5%	6.6%	2.9 pp	9.3%	7.3%	2.0 pp	7.5%	6.4%
EBITA	42	18	134%	70	39	81%	93	62
EBITA margin %	6.9%	3.6%	3.2 pp	6.2%	4.1%	2.0 pp	4.4%	3.2%
Operating profit (EBIT)	29	7	339%	44	15	187%	40	11
EBIT margin %	4.7%	1.3%	3.4 pp	3.9%	1.7%	2.2 pp	1.9%	0.6%
Adjusted EBITDA	67	39	74%	125	80	56%	219	174
Adjusted EBITDA margin %	11.0%	7.8%	3.2 pp	10.9%	8.5%	2.4 pp	10.2%	8.9%
Net sales, pro forma	687	644	7%	1,304	1,234	6%	2,548	2,478
Adjusted EBITDA, pro forma	80	66	21%	151	126	20%	286	262
Adjusted EBITDA marginal, pro forma	11.7%	10.3%	1.4 pp	11.5%	10.2%	1.3 pp	11.2%	10.6%

<sup>&</sup>lt;sup>1</sup> Refer to the section on Definitions and alternative performance measures for more information.



### **CEO COMMENTS**

### RESILIENT GROWTH - Q2 RESULTS CONFIRM THE STRENGTH OF OUR PLATFORM AND STRATEGY

Q2 2025 was characterized by strong operational performance, stable growth, and improved margins, despite a continued challenging macroeconomic environment. Net sales increased by 23 percent and adjusted EBITDA rose by 74 percent. Four strategic acquisitions strengthen our service offering, our geographic presence and create new synergy opportunities, while investments in CRM and sustainability, including the publication of our first sustainability report, prepare us for the future. With a strong finish to the quarter and a growing customer base, we are well positioned for continued growth and value creation in the second half of the year.

This is our first interim report based on IFRS. The second quarter of 2025 was characterized by continued strong operational performance and clear strategic progress Despite across the group. a challenging macroeconomic environment, our companies have shown stable development, with steady growth, improved margins, and successful integration of newly acquired businesses.

Marketing initiatives continue to be a key growth driver, particularly in the business area Cleaning, where performance marketing efficiency remained at a high level throughout the quarter. The growing base of subscription customers in Cleaning is clear evidence of our ability to attract and retain customers, combined with a scalable business model.

The group's net sales and adjusted EBITDA showed stable and positive development during the period, reflecting our resilient and diversified business model. The quarter showed growth in net sales of 23 percent. The organic growth was 9 percent, and pro forma growth was 7 percent.

The profitability continued to improve, as evidenced by the 74 percent increase in adjusted EBITDA during the quarter. Also pro forma adjusted EBITDA increased by 21 percent.

The second quarter was also very active and strategically significant in terms of acquisitions. Four new companies were welcomed to the group - Kyl & Tvättservice i Trollhättan, GreenThumb in the UK, Städhäxan and Enspecta Group.

These acquisitions not only strengthen our service offering and geographical presence, but also add significant revenue and profitability, while creating new growth and synergy opportunities. Of particular interest is the potential for cross-selling through integrated marketing and technology platforms.

Internally, we have taken important steps in developing our CRM platform strategy, which will contribute to increased scalability and efficiency as we continue to grow. At the same time, our commitment to sustainability remains a central pillar, with ongoing initiatives and adjustments to reporting in preparation for upcoming CSRD/ESRS requirements. This work has already been realized through the publication of our first KEYTO Sustainability Report for 2024.

As we enter the second half of the year, my optimism remains intact. The strong finish to the second quarter, our growing customer base, and our portfolio of companies with high strategic alignment position us well for continued growth and value creation in the second half of the year. I would like to extend my warmest thanks to all our customers for their trust, and to our employees for their exceptional commitment and efforts.

**Magnus Agervald** CEO KEYTO Group AB (Publ)





### **FINANCIAL OVERVIEW**

### **SECOND QUARTER 2025**

#### Net sales

Net sales increased by 23 percent to 611 MSEK (495). Organic growth was 9 percent. The growth was mainly driven by acquisitions within Appliances and Cleaning but also thanks to a larger customer base within Cleaning and increased revenues from cleaning onetime services.

#### **EBITDA**

EBITDA increased by 77 percent to 58 MSEK (33), corresponding to a margin of 9.5 percent (6.6). This included non-recurring items of -9 MSEK (-6). The majority of the non-recurring items relate to Cleaning, totaling 6 MSEK, of which 5 MSEK relate to costs due to termination of an IT license agreement. The profitability improvement was primarily driven by Cleaning and Appliances.

### **Adjusted EBITDA**

Adjusted EBITA increased by 74 percent to 67 MSEK (39), corresponding to a margin of 11.0 percent (7.8).

### Operating profit (EBIT)

EBIT amounted to 29 MSEK (7), corresponding to a margin of 4.7 percent (1.3).

### **Financial items**

Net financial items amounted to -18 MSEK (-37). This primarily consists of interest expenses related to the outstanding bond. The more negative financial net result in Q2 2024 was due to an adjustment of an earnout for a subsidiary.

### Tax

The tax cost for the quarter amounted to -6 MSEK (0).

### Result for the period

The result for the quarter amounted to 5 MSEK (-30).

#### Cash flow

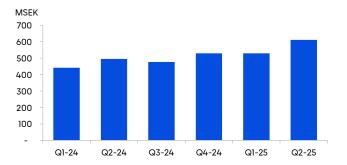
The total cash flow for Q2 2025 amounted to 5 MSEK (229).

The cash flow from operating activities ended at 35 MSEK (58), primarily due to the positive operating profit and adjustments for non-cash items. In comparison to Q2 2024 it should be noted that Q2 2024 was positively affected by revaluation of earn-out, and that Q2 2025 is burdened by larger interest payments and less effect from the reduced working capital.

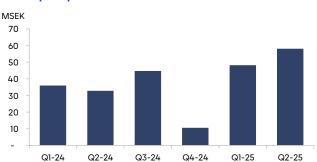
The cash flow from investment activities ended at -322 MSEK (-47), where the acquisitions of subsidiaries represented the largest share.

The cash flow from financing activities amounted to 293 MSEK (218), where the main part relates to the issue of additional bonds of 300 MSEK executed in May.

### Net sales per quarter



### **EBITDA** per quarter





### **FINANCIAL OVERVIEW**

### FIRST SIX MONTHS 2025

### Net sales

Net sales increased by 22 percent to 1,140 MSEK (937). Organic growth was 7 percent. The growth was driven by acquisitions within Appliances and Cleaning. Cleaning has had higher revenues for both subscriptions and one-time services while Appliances have seen an increase of service revenue.

EBITDA increased by 55 percent to 106 MSEK (69), corresponding to a margin of 9.3 percent (7.3). This included non-recurring items of -18 MSEK (-11). The majority of the non-recurring items relate to Cleaning, totaling 11 MSEK, of which 5 MSEK relate to costs due to termination of an IT license agreement, 2 MSEK relate to severance pay, and 2 MSEK are premises moving related costs. The improvement in profitability is driven by the growth in Cleaning and Appliances, and operational efficiency through relatively lower personnel costs.

### **Adjusted EBITDA**

Adjusted EBITDA increased by 56 percent to 125 MSEK (80), corresponding to a margin of 10.9 percent (8.5).

### Operating profit (EBIT)

EBIT amounted to 44 MSEK (15), corresponding to a margin of 3.9 percent (1.7).

### **Financial items**

Net financial items amounted to -38 MSEK (-49). This primarily consists of interest expenses related to the outstanding bond. The more negative financial net result in H1 2024 was due to an adjustment of an earnout for a subsidiary.

### Tax

The tax cost amounted to -9 MSEK (-1).

### Result for the period

The result amounted to -3 MSEK (-35).

### Cash flow

The total cash flow for H1 2025 amounted to -50 MSEK (208).

The cash flow from operating activities ended at 41 MSEK (68), primarily due to the positive operating profit and adjustments for non-cash items. In comparison to H1 2024 it should be noted that H1 2024 was positively affected by revaluation of earn-out, and that H1 2025 is burdened by materially larger paid interest and tax. Further, change in working capital H1 2024 was positive while the effect in H1 2025 was negative.

The cash flow from investment activities ended at -402 MSEK (-140), where the acquisitions of subsidiaries represented the largest share.

The cash flow from financing activities amounted to 311 MSEK (279), where the main part relates to the issue of additional bonds of 300 MSEK executed in May.



### **SEGMENT REPORTING**

### **SECOND QUARTER 2025**

KEYTO operates in five segments: Cleaning, Appliances, Flex Work, Outdoor, and Insurance & Inspection.

Companies active in the Outdoor and Insurance & Inspection segments were acquired in June 2025 and consolidated as of June 30. These two segment are therefore not included in the segment reporting for the second quarter of 2025. See note 3 for further details.

Business area "Flex work", only comprising Veterankraft AB, is hereafter called "Senior services".

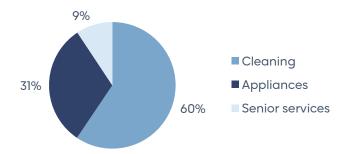
### **Net sales**

	2025	2024		2025	2024		LTM	2024
SEK, millions	Apr-Jun	Apr-Jun	Δ%	Jan-Jun	Jan-Jun	Δ%	Jun-25'	Full year
Cleaning	365	318	15%	681	611	12%	1,297	1,227
Appliances	192	126	53%	376	244	54%	676	545
Senior services	57	55	5%	90	86	4%	182	178
Eliminations	-4	-3	32%	-6	-4	51%	-9	-7
Group	611	495	23%	1,140	937	22%	2,146	1,943

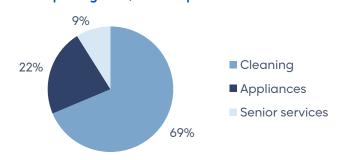
### **EBITDA**

	2025	2024		2025	2024		LTM	2024
SEK, millions	Apr-Jun	Apr-Jun	Δ%	Jan-Jun	Jan-Jun	Δ%	Jun-25'	Full year
Cleaning	40	31	31%	74	59	24%	111	110
Appliances	13	4	210%	32	14	127%	37	42
Senior services	5	6	<b>-7</b> %	3	3	21%	7	2
Group functions and eliminations	0	-8	-99%	-3	-8	-57%	6	-29
Group	58	33	77%	106	69	55%	162	124

### Net sales per segment, second quarter 2025



### EBITDA per segment, second quarter 2025<sup>1</sup>



<sup>1</sup> EBITDA before costs for group functions and eliminations.



### SEGMENT REPORTING, CONT.

### SECOND QUARTER 2025

#### **CLEANING**

Net sales increased by 15 percent to 365 MSEK (318). Organic growth was 9 percent.

A growing base of subscription customers, along with increased revenue from cleaning related one-time services combined with acquisitions, have been the key drivers behind the revenue growth in Cleaning.

EBITDA increased by 31 percent to 40 MSEK (31). The improved profitability is driven by enhanced operational efficiency and good cost control.

### **APPLIANCES**

Net sales increased by 53 percent to 192 MSEK (125). Organic growth was 11 percent.

The main driver behind the increase was increased service volumes. The growth has however been somewhat withheld due to challenges regarding the availability of spare parts from white goods suppliers.

EBITDA increased by 210 percent to 13 MSEK (4). The acquisitions within Appliances are the main contributing factor to the increased earnings.

### **SENIOR SERVICES**

Net sales increased by 5 percent to 57 MSEK (55). The growth was solely organic.

The new CRM system implemented during the quarter had a positive impact on sales. Revenue from gardening services were negatively affected in comparison to previous year due to poor weather. In addition, the B2B business experienced a period of challenging conditions in the staffing market.

EBITDA decreased by 7 percent to 5 MSEK (6). During the period, Senior Services have focused on cost control, which, however, has not been sufficient to maintain the level of profitability compared to the same period previous year.

### FIRST SIX MONTHS 2025

### **CLEANING**

Net sales increased by 12 percent to 681 MSEK (611), with organic growth of 7 percent.

Growth during the first half was driven by an expanding base of subscription customers. Additionally, acquisitions contributed during the second quarter.

EBITDA rose by 24 percent to 74 MSEK (59), reflecting improved operational efficiency and strong cost control throughout the period.

### **APPLIANCES**

Net sales increased by 54 percent to 376 MSEK (244). Organic growth was 8 percent.

The first half of the year showed stable growth despite challenges such as high sick leave and seasonal fluctuations. Three acquisitions were also completed, contributing to increased market share and geographic expansion.

EBITDA more than doubled, increasing by 127 percent to 32 MSEK (14). Despite marginal impacts from operational disruptions in the first quarter, acquisitions in the second quarter supported the earnings improvement.

### **SENIOR SERVICES**

Net sales increased by 4 percent to 90 MSEK (86). The growth was solely organic.

Challenges such as poor weather and a tight labour market within B2B affected growth, while the new CRM system had a positive impact.

EBITDA remained unchanged at 3 MSEK (3). Focus during the first six months has been on cost control and efficiency improvements, helping to stabilize profitability.



# **DECLARATION OF THE BOARD OF DIRECTORS AND CEO**

The Board of Directors and CEO declare that the interim report provides a true and fair view of the development of the Group's and parent company's business, its financial position and results, and describes significant risks and uncertainties faced by the parent company and the companies included in the group.

Stockholm, 18 August 2025 **Martin Axhamre Nicholas Hewett Hampus Tunhammar** Board member Chairman Board member Christer Holmén **Monica Lindstedt Erik Skytting** Board member Board member Board member **Magnus Agervald** 

This interim report has not been subject to review by the company's auditors.

This information is information that KEYTO Group AB (publ) is required to disclose pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted, through the agency of the above contact person, for publication on 18 August 2025.

### CONTACT INFORMATION

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> This report is a summarized translation of KEYTOs official interim report for April – June 2025 in Swedish published 18 August 2025 on keytogroup.com/investors. In case of discrepancy the Swedish version shall prevail.



# **CONDENSED CONSOLIDATED** STATEMENTS OF PROFIT AND LOSS

		2025	2024	2025	2024	2024
SEK, million	ote	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Full year
Net sales 3,4	4	611.1	495	1,140	937	1,943
Other operating income		5	3	8	8	17
Capitalized work on own account		3	2	5	4	9
Total operating income		619	500	1,154	949	1,969
Production costs		-122	-85	-228	-159	-358
Other external expenses		-75	-60	-132	-112	-251
Personnel expenses		-364	-323	-685	-609	-1,235
Depreciation, amortization and impairment		-29	-26	-62	-53	-113
Other operating expenses		0	0	-2	0	0
Operating profit		29	7	44	15	11
Finance income		1	-12	1	-12	9
Finance costs		-19	-25	-40	-37	-81
Net finance costs		-18	-37	-38	-49	-72
Profit before tax		11	-30	6	-33	-61
Tax		-6	0	-9	-1	-1
Profit for the period		5	-30	-3	-35	-62
Other comprehensive income						
OCI for the period, net of tax		0	0	0	0	0
Total comprehensive income for the period, net of tax		5	-30	-3	-35	-62

The profit for the period is entirely attributable to the shareholders of the parent company.



# **CONDENSED CONSOLIDATED** STATEMENTS OF FINANCIAL POSITION

	2025	2024	2024
SEK, million Note	30 Jun	30 jun	31 Dec
ASSETS		_	
Non-current assets			
Goodwill 5	2,350	1,793	1,825
Other intangible assets	276	267	261
Property, plant and equipment	29	14	14
Right-of-use assets	172	152	155
Other non-current assets	13	12	10
Total non-current assets	2,840	2,239	2,265
Current assets			
Inventories	51	32	35
Trade and other receivables	207	166	172
Prepaid expenses and accrued income	209	123	110
Other current assets	36	23	24
Cash and cash equivalents	117	256	167
Total current assets	620	601	507
TOTAL ASSETS	3,460	2,840	2,772
EQUITY AND LIABILITIES			
Equity			
Share capital	1	0	1
Other contributed capital	1,824	1,705	1,705
Retained earnings including current year result	-454	-434	-451
Total equity attributable to the shareholders of the parent	1,371	1,272	1,255
Non-current liabilities			
Interest bearing liabilities	1,106	799	798
Lease liabilities	107	79	91
Deferred tax liabilites	43	45	41
Other non-current liabilities 6	109	83	56
Total non-current liabilities	1,366	1,006	987
Current liabilities			
Trade and other payables	99	75	69
Lease liabilities	73	70	65
Other account payables and accrued expenses	203	130	130
Other current liabilities	348	288	266
Total current liabilities	723	562	530
TOTAL EQUITY AND LIABILITIES	3,460	2,840	2,772



# **CONDENSED CONSOLIDATED** STATEMENT OF CHANGES IN EQUITY

Equity	attributable	to equity	holders of	the parent
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Equity diffibulable to equity floiders of the paretit							
				Retained			
		Other		earnings			
		contributed	ind	cluding this	Total		
SEK, million	Share capital	capital	Reserves pe	riods profit	equity		
Opening balance 1 January 2024	0	1,661	0	-388	1,272		
Profit for the period				-35	-35		
Other comprehensive income			0		0		
Total comprehensive income	0	0	0	-35	-35		
Transaction with owners							
Shareholder contribution		44			44		
Other transactions				-11	-11		
Total	0	44	0	-11	34		
Closing balance 30 June 2024	0	1,705	0	-434	1,272		
Opening balance 1 January 2025	1	1,705	0	-451	1,255		
Profit for the period				-3	-3		
Other comprehensive income			0		0		
Total comprehensive income	0	0	0	-3	-3		
Transaction with owners							
Shareholder contribution		119			119		
Other transactions				0	0		
Total	0	119	0	0	119		
Closing balance 30 June 2025	1	1,824	0	-454	1,371		



# **CONDENSED CONSOLIDATED** STATEMENT OF CASH FLOW

	2025	2024	2025	2024	LTM	2024
SEK, million Note	Apr-Jun	Apr-Jun.	Jan-Jun	Jan-Jun	'Q2-25'F	ull year
Operating acivites						
Operating profit	29	7	44	15	40	11
Adjustments from non-cash items	23	46	58	72	97	112
Interest received	1	2	1	2	5	6
Interest paid	-17	-11	-39	-21	-83	-66
Paid income tax	-6	-3	-20	-8	-13	-1
Cash flow from operating activites before change in working capital	28	39	45	61	46	62
Change in inventories	-3	-2	-7	-3	-6	-2
Change in operating receivables	-16	-10	-33	-23	-27	-17
Change in operating liabilities	26	31	37	34	8	5
Cash flow from operating activites	35	58	41	68	20	47
Investing activities						
Acquisition of subsidaries, net of cash aquired	5 -316	-23	-387	-109	-324	-45
Asset aquistions	-1	0	-1	0	-3	-2
Sale of subsidaries	0	-1	0	-1	0	0
Investments in intangible assets	-8	-5	-16	-12	-39	-34
Investments in property, plant and equipment	-1	-3	-3	-5	-5	-7
Proceeds from sale of property, plant and equipment	1	1	2	2	4	4
Investments in / proceeds from sale of financial fixed assets	4	-17	3	-17	22	3
Cash flow from investing activities	-322	-47	-402	-140	-343	-80
Financing activities						
Shareholder contributions	80	15	119	45	118	44
Proceeds from borrowings	-4	-11	-4	-11	-6	-14
Repayment of borrowings	-79	-583	-81	-539	-176	-634
Bond issue	310	810	310	810	310	810
Payment of lease liabilities	-15	-13	-33	-25	-62	-54
Cash flow from financing activities	293	218	311	279	184	152
Cash flow for the period	5	229	-50	208	-139	119
Cash and cash equivalents at beginning of the period	112	27	167	48	256	48
Exchange-rate differences in cash and cash equivalents	0	0	0	0	0	0
Cash and cash equivalents at end of the period	117	256	117	256	117	167



# **CONDENSED PARENT COMPANY INCOME STATEMENT AND BALANCE** SHEET

		2025	2024	2025	2024	2024
SEK, million	Note	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Full year
Net sales	3, 4	29	18	29	18	37
Other operating income		3	0	3	0	0
Capitalized work on own account		0	0	0	0	0
Total operating income		31	18	31	18	37
Production costs		0	0	0	0	0
Other external expenses		-14	-11	-14	-11	-28
Personnel expenses		-18	-11	-18	-11	-34
Operating profit		-1	-5	-1	-5	-25
Net financial items		-26	-34	-26	-34	-60
Profit after financial items		-27	-39	-27	-39	-85
Appropriations		0	0	0	0	78
Profit before tax		-27	-39	-27	-39	-7
Tax on the profit for the period		0	0	0	0	-9
Profit for the period		-27	-39	-27	-39	-16

	2025	2024	2024
SEK, million Note	30 Jun	30 Jun	31 Dec
ASSETS			
Non-current assets			
Intangible assets	2	0	2
Property, plant and equipment	1	1	0
Shares in subsidiaries	2,457	2,301	2,283
Non-current group receivables	153	159	157
Total non-current assets	2,613	2,461	2,442
Current assets			
Group receivables	498	43	135
Prepaid expenses and accrued income	-5	6	3
Other current assets	-140	-144	-125
Cash and cash equivalents	86	221	142
Total current assets	439	126	155
TOTAL ASSETS	3,052	2,587	2,597
Equity			
Share capital	1	0	1
Share premium	1,824	1,705	1,705
Retained earnings including current year result	-39	-35	-12
Total equity	1,785	1,671	1,693
Non-current liabilities			
Loans and borrowings	1,108	823	823
Other non-current liabilities	99	62	39
Total non-current liabilities	1,207	885	862
Current liabilities			
Trade and other payables	4	5	1
Other account payables and accrued expenses	35	8	18
Other current liabilities	21	18	22
Total current liabilities	60	32	41
TOTAL EQUITY AND LIABILITIES	3,052	2,587	2,597



# **NOTES TO THE FINANCIAL STATEMENTS**

### **NOTE 1. ACCOUTING PRINCIPLES**

See more information regarding this note in the original interim report for Q2 2025 published in Swedish.

### **NOTE 2. KEY ESTIMATES AND ASSUMPTIONS**

See more information regarding this note in the original interim report for Q2 2025 published in Swedish.

### **NOTE 3. SEGMENTS**

### Net sales by segments

		2024				2025				
SEK, millions	Qì	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Year to date
Cleaning	292	318	295	322	1 227	315	365			681
Appliances	119	126	130	171	545	184	192			376
Senior services	32	55	54	38	178	32	57			90
Group functions	-1	-3	-2	-2	-7	-2	-4			-6
Total	442	495	476	529	1,943	529	611	0	0	1,140

### **EBITDA** per segment

		2024				2025				
SEK, millions	Q1	Q2	Q3	04	Full year	Q1	Q2	Q3	Q4	Year to date
Cleaning	29	29	33	17	108	34	39	4,0		73
Appliances	9	3	11	16	39	18	13			31
Senior services	-3	6	4	-5	2	-2	5			3
Group functions	0	-5	-4	-17	-25	-2	1			-1
Total	36	33	45	11	124	48	58	0	0	106

### **NOTE 4. REVENUES**

### Net sales by customer category

		:	2024				2	2025	
SEK, millions	Q1	Q2	Q3	Q4 F	ull year	Q1	Q2	Q3	Q4 Full year
Business to Business	41	40	45	39	166	71	32		103
Business to Consumer	360	415	397	446	1,618	412	520		932
Business to Business to Consumer	41	40	34	44	159	46	59		106
Total	442	495	476	529	1,943	529	611	0	0 1,140

### Geographical split

	2025	2024	2025	2024	2024
SEK, millions	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Full year
Sweden	611	495	1,140	937	1,943
Total	611	495	1,140	937	1,943



### **NOTE 5. ACQUISITIONS**

The following acquisitions has been made during the period January to June 2025:

	Туре	Acquired %	Consolidation month	Segment	Annual sales 2024, MSEK
Tvätt och Storkök i Halland AB	Share	100	January	Appliances	62
Futura Service AB	Asset	100	January	Cleaning	5
Bengtssons Tvättmaskingservice AB	Share	100	February	Appliances	58
Vardagsfrid AB	Share	100	March	Cleaning	51
Kyl & Tvättservice i Trollhättan AB	Share	100	April	Appliances	7
Städhäxan AB	Share	100	June	Cleaning	15
Enspecta Holding AB	Share	100	June	Insurance & Inspection	49
GreenThumb Holdings Ltd	Share	100	June	Outdoor	217

Preliminary purchase price allocations for the period January to June 2025:

SEK, millions	Total
Purchase price paid	424
Deferred purchase price	209
Total purchase price	633
Intangible assets	26
Tangible assets	18
Cash and cash equivalents	37
Financial assets and liabilities	-5
Other assets and liabilities	29
Net identifiable assets and liabilities	105
Goodwill	528
Cash effect on the group	
Purchase price paid	424
Acquired cash and cash equivalents	-34
Net cash out in the investment operations	390

For the acquisitions completed during the period, net sales amounted to 63 MSEK. If the companies had been included for the entire period January to June, net sales would have increased by 164 MSEK



### **NOTE 6. FINANCIAL INSTRUMENTS**

The carrying amount of the Group's financial instruments measured at fair value relates to contingent consideration. The carrying amount of other financial assets is considered to be a good estimate of fair value.

	2025	2024	2024
SEK, millions	Jan-Jun	Jan-Jun	Full year
Opening balance	53	66	66
Business combinations	67	2	7
Paid out	-14	-6	-14
Change in fair value recognized in the PL	0	0	0
Probability adjustments recognized in the PL	0	17	-5
Closing balance	106	79	53

### NOTE 7. TRANSACTIONS WITH RELATED PARTIES

No changes have occurred in the relationship with related parties compared to the information in the 2024 annual report.

### NOTE 8. EVENTS AFTER THE END OF THE PERIOD

No significant events after the balance sheet date.



### NOTE 9. EFFECTS OF TRANSITION TO INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

This interim report is KEYTO Group AB's (KEYTO's) first financial report prepared in accordance with IFRS. The accounting principles presented in Note 9 have been applied in the preparation of KEYTO's consolidated financial statements as of June 30, 2025, and for the comparative information as of June 30, 2024, as well as for the report on the opening financial position (opening balance sheet) as of January 1, 2024 (the Group's transition date to IFRS), and as of December 31, 2024. When the opening balance sheet as of January 1, 2024, and the balance sheet as of December 31, 2024, were prepared in accordance with IFRS, amounts previously reported under BFNAR 2012:1 Annual Accounts and Consolidated Accounts (K3) were adjusted. An explanation of how the transition from previously applied accounting principles to IFRS has affected the Group's financial position and performance is shown in the tables below and in the accompanying notes.

### ELECTIONS MADE IN THE TRANSITION TO IFRS REPORTING

The transition to IFRS is reported in accordance with IFRS 1 First-time Adoption of International Financial Reporting Standards. The main rule is that all applicable IFRS and IAS standards that have entered into force and been approved by the EU must be applied retrospectively. However, IFRS 1 contains transition provisions that allow certain choices. Below are the exceptions from full retrospective application of all standards permitted by IFRS that KEYTO has chosen to apply in the transition from previously applied accounting principles to IFRS.

#### Leases

The Group has chosen the exemption to apply IFRS 16 from the transition date (January 1, 2024) going forward. This exemption means that lease liabilities are measured at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate. The right-of-use asset is measured at an amount equal to the lease liability, adjusted for any prepaid lease payments. Furthermore, the Group has made the following elections under IFRS 1 at the transition date:

- Lease agreements with a short lease term (under 12 months) and lease agreements where the underlying asset is of low value are not recognized as right-of-use assets or lease liabilities.
- · Used hindsight in determining the lease term where contracts contain options to extend or terminate the lease. This means that contracts terminated during 2024 are not recognized.

### **Business Combinations**

IFRS 1 allows entities to apply the principles in IFRS 3 Business Combinations either from the date of transition to IFRS or from a selected date before that. This provides relief from full retrospective application, which would otherwise require restating all business combinations prior to the transition date. The Group has chosen to apply IFRS 3 prospectively for business combinations occurring after the transition to IFRS. Business combinations before the transition date have not been restated.

### RECONCILIATION BETWEEN PREVIOUSLY APPLIED ACCOUNTING PRINCIPLES AND IFRS

In accordance with IFRS 1, the Group must present a reconciliation of equity and total comprehensive income as reported under previously applied accounting principles to equity and total comprehensive income under IFRS. The Group's transition to IFRS has had no impact on the total cash flows from operating, investing, or financing activities. However, reclassifications within the cash flow statement have occurred, for example, between financing activities and operating cash flows, since the repayment of lease liabilities is now reported under financing activities after the IFRS transition. Previously, total lease cash flows were reported within operating activities. The following tables show the reconciliation between previously applied accounting principles and IFRS for each period for equity and total comprehensive income. Accompanying notes follow the tables.

		1 January 2024			31 January 202	4
SEK, thousands	According to previous accounting principles	Total effect from converting to IFRS	According to IFRS	According to previous accounting principles	Total effect from converting to IFRS	According to
STATEMENT OF FINACIAL POSITION Note						
Non-current assets						
Goodwill 1,2	2 1742 546	-2 706	1 739 840	1 637 152	188 047	1 825 198
	74 329			78 946		
Capitalized work on own account  Trademarks	185 536	Ī		162 028	_	
Other non-current assets	16 922			14 006		
Property and pland	2 336			2 695	_	
Equipment, fixtures and fittings	87 596			117 879		
Right-of-use assets	0			1.440	153 852	
Deferred tax assets  Other non-current financial	¥ 880	22	902	1 660	773	2 432
assets	7 993	0	7 993	7 993	C	7 993
Total non-current assets	2 118 140	71 057	2 189 197	2 022 359	241 927	2 264 286
Current assets						
Inventory	20 24	0	20 241	34 846	·	34 846
Trade and other receivables	143 560	0	143 560	171 876	C	171 876
Prepaid expenses and accrued						
income		Ī		117 430		
Current tax assets	26 374			19 189		
Other current assets	6 488			4 531		
Cash and cash equivalents	47 563			166 946		
Total current assets	351 140			514 819		
Total assets	2 469 280			2 537 178		
Share capital	42			500		
Other contributed capital	1 660 651	0	1 660 651	1 705 151	C	1 705 151
Retained earnings including current year result	-388 206	0	-388 206	-641 674	191 093	-450 581
Total equity	1 272 486	0	1 272 486	1 063 977	191 093	1 255 070
Deferred tax liabilities	49 139	0	49 139	41 364		41 364
Provision for pensions and similar obligations	3 428	0	3 428	3 428	C	3 428
Financial debt				52 871		
Bond debt	0			810 000		
Non-current liabilities	404 254			56 911		
Other non-current liabilities	166 563			12 810		
Total non-current liabilities	689 129	Ī		977 383		
Current financial liabilities	100 787			43 248		
Trade and other payables	63 651			69 194		
Current tax liabilities	9 558			17 210		
Other current liabilities				100 229		
Accrued expenses and prepaid	100 244	37 002	1-71 0-47	150 227	21 027	121 7 30
income	230 425	128	230 553	265 937	C	265 937
Total current liabilities	507 665	37 931	545 596	495 818	21 529	517 347
Total equity and liabilities	2 469 280	71 057	2 540 337	2 537 178	234 166	2 771 344

SEK, thousands  INCOME STATEMENT Note Income from the	ccording to evious accoi inciples	01-01-2024 12-31-2024 Total effect from converting to IFRS	According to IFRS	5 5	04-01-2024 - - 06-30-2024 Total effect from converting to IFRS	According to IFRS	cording to evious accoi inciples	01-01-2024 06-30-2024 Total effect from converting to IFRS	According to IFRS
operations									
Net sales	1943 060	0	1 943 060	495 467	0	495 467	937 345	0	937 345
Other operating income 2, 3 Capitalized work on own	17 920	-692	17 228	2 519	272	2 791	8 172	-187	7 985
account	8 592	0	8 592	1592	0	1 592	3 755	0	3 755
Total operating income	1 969 573	-692	1 968 881	499 578	272	499 850	949 272	-187	949 085
Production costs	-358 402	0	-358 402	-84 626	0	-84 626	-159 112	. 0	-159 112
Other external expenses 2, 3	-281 896 -1 234		-251 241 -1 234	-65 680	6 067	-59 613	-125 937	13 643	-112 295
Personnel expenses Depreciation, amortization and	690	0	690	-322 796	0	-322 796	-608 910	0	-608 910
impairment 2, 3	-295 865	182 752	-113 112	-70 504	44 266	-26 238	-142 064	88 780	-53 284
Other operating expenses	-365	0	-365	1	0	1	1	J	1
Total operating expenses	-2 171 218	213 407	-1 957 811	-543 604	50 333	-493 271	-1 036 022		-933 599
Operating profit	-201 645		11 070	-44 026		6 579	-86 750		15 486
Finance income 2.3	27 775		9 368	6 126		-12 280	6 436		-11 971
Finance costs 2.3	-77 126		-81 417	-23 430		-24 504	-34 589		-36 864
Tax expense for the	-1 879		-1 044	-395			-1 888		
period 2, 3  Profit for the period	-1 879 - <b>252 875</b>		-1 044 -62 022	-61 <b>724</b>		-175 -30 380	-116 <b>790</b>		-1 430 <b>-34 779</b>



### **NOTES TO THE TABLES**

#### 1. Goodwill

Under previous accounting principles, goodwill was amortized over its estimated useful life. Under IFRS, goodwill is not amortized but is instead subject to annual impairment testing. Accordingly, goodwill amortization made under the previous accounting standards is reversed from January 1, 2024. In the balance sheet, the goodwill balance has decreased due to adjustments related to the restatement of business combinations, reversal of transaction costs. and adjustments to contingent consideration, and increased due to the reversal of goodwill amortization carried out during 2024.

### 2. Restatement of Business Combinations

A total of four business combinations were carried out during 2024. These acquisitions have been restated in connection with the IFRS transition to ensure compliance with IFRS 3 Business Combinations. The restatements have not resulted in the identification of additional intangible assets.

### 3. Leases

Under the previously applied accounting principles, the Group reported property leases as operating leases and vehicle leases as finance leases. All effects of previously reported finance leases have been reversed as of January 1, 2024, and from this date, all lease agreements are reported in accordance with IFRS 16. Under IFRS 16, all of the Group's lease agreements (excluding short-term leases and leases of low-value assets) are recognized in the statement of financial position as lease liabilities and right-of-use assets. Right-of-use assets are measured at an amount equal to the lease liability, adjusted for any prepaid lease payments.

The value of the right-of-use assets amounts to 148 MSEK as of January 1, 2024, and 155 MSEK as of December 31, 2024. The lease liabilities are measured at the present value of the remaining lease payments. On the liabilities side, a non-current lease liability of 81 MSEK as of January 1, 2024, and 91 MSEK as of December 31, 2024, is recognized, as well as a current lease liability of 67 MSEK as of January 1, 2024, and 65 3SEK as of December 31, 2024.

Tangible fixed assets and lease liabilities related to vehicles, previously classified as finance leases under the former accounting principles and reported under the item "Machinery, equipment and installations" and "Liabilities to credit institutions," have been reversed and are now reported under IFRS 16 from January 1, 2024. This adjustment has had no major impact on retained earnings at the transition date.

I In the income statement, other external expenses decrease by 31 MSEK during 2024 and 6 MSEK during April-June 2024 due to the reversal of lease payments. Instead, depreciation increases by -33 MSEK for full year 2024 and by -8 MSEK for the quarter, and interest expenses related to lease liabilities are recognized, amounting to -4 MSEK for 2024 and -1 MSEK for April-June 2024.

### 4. Deferred tax

Adjustments to deferred taxes primarily relate to the impact of newly recognized right-of-use assets and lease liabilities.

### 5. Translation differences

As KEYTO had only Swedish subsidiaries at the time of transition, there are no translation differences related to foreign subsidiaries. Nor were there any lease liabilities in foreign currencies.

### 6. Reclassifications

#### Balance sheet

Reclassifications have been made to the following balance sheet items:

"Cash and bank" is renamed "Cash and cash equivalents."

Provisions are no longer reported under a separate heading "Provisions" but are instead classified under either "Non-current liabilities" or "Current liabilities" depending on their nature. Deferred tax liabilities have thus been reclassified to "Non-current liabilities." Under the previous accounting principles, goodwill from asset acquisitions made in subsidiaries was reported under "Goodwill"; these items are now reclassified and reported under "Other intangible assets."

### Statement of Comprehensive income

Compared to the previous accounting principles, items now appear under "Other Comprehensive Income." KEYTO has chosen to present a report titled "Statement of Comprehensive Income



### NOTE 10. NET INTEREST-BEARING DEBT CALCULATION

Calculations according to Terms and Conditions for SEK 1,200m senior secured callable floating rate bond 2024/2029.

In connection with the bond issue in May 2025, KEYTO divested bonds corresponding 10 MSEK that had been held as treasury securities.

	2025
SEK, millions	30 June
Interest-bearing Financial Indebtedness	
Bond (net)	1,120
Leasing debt (excluding IFRS-16 leases for premises)	135
Vendor loans	57
Other financial liabilities	1
	1,313
Less Cash and Cash Equivalents	
Cash and Bank <sup>1</sup>	121
Operating cash readily available within 30 days	207
Escrow Account	-20
	308
Net Interest-bearing Debt (Bond T&C definition)	1,005

<sup>&</sup>lt;sup>1</sup> Including tax account



# **ALTERNATIVE PERFORMANCE MEASURES NOT DEFINED IN ACCORDANCE WITH IFRS**

### FINANCIAL DEVELOPMENT PRO FORMA, SECOND QUARTER

### Net sales pro forma

Net sales pro forma increased by 7 percent to 687 MSEK (644). The growth has primarily been driven by a larger base of subscription customers within Cleaning and increased revenues from cleaning one-time services.

### Adjusted EBITDA pro forma

Adjusted EBITDA pro forma amounted to 80 MSEK (66), corresponding a margin of 11.7 percent (10.3). This included non-recurring items of 13 MSEK (8). 6 MSEK of the non-recurring items relate to Cleaning, of which 5 MSEK pertains to costs for cancelation of an IT-license agreement. Outdoor had non-recurring items during the quarter amounting to 4 MSEK where the majority were acquisition related costs.

The profitability improvement is driven by Cleaning where the increased revenue in combination with improved operational efficiency has an impact.

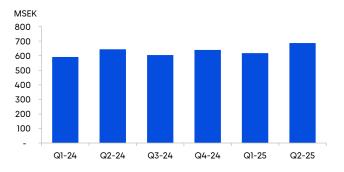
Adjusted EBITDA pro forma LTM totaled to 286 MSEK, corresponding to an increase of 9 percent from 262 MSEK for 2024. The increase is primarily driven by the profitability improvement in Cleaning during H1.

### Alternative performance measures 1

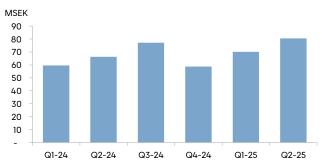
	2025	2024		2025	2024		LTM	2024
SEK, millions (unless otherwise stated)	Q2	Q2	Δ%	YTD	YTD	Δ%	Q2-25'F	ull year
Net sales, pro forma	687	644	7%	1,304	1,234	6%	2,548	2,478
EBITDA, pro forma	67	58	15%	134	78	70%	232	177
EBITDA margin, pro forma	9.8%	9.0%	0.7 pp	10.2%	6.3%	3.9 pp	9.1%	7.1%
Adjusted EBITDA, pro forma	80	66	21%	151	126	20%	286	262
Adjusted EBITDA margin, pro forma	11.7%	10.3%	1.4 pp	11.5%	10.2%	1.3 pp	11.2%	10.6%
Adjusted EBITDA, pro forma, K3 <sup>2</sup>	73	60	21%	135	112	20%	254	232
Interest coverage ratio							3.8x	

<sup>&</sup>lt;sup>1</sup> Refer to the section on Definitions and alternative performance measures for more information.

### Net sales pro forma, per quarter



### Adjusted EBITDA pro forma, per quarter



<sup>&</sup>lt;sup>2</sup> KEYTO previously followed the Annual Accounts Act and BFNAR 2012:1 (K3) for its financial statements, but has in this interim report changed to IFRS



### **DEFINITIONS AND ALTERNATIVE PERFORMANCE MEASURES**

Alternative Performance Measures (APMs) are financial measures of financial performance, financial position or cash flow that are not defined in IFRS. KEYTO uses alternative measures to monitor or describe the group's financial situation and to provide additional useful information when it is relevant for the users' understanding of the financial statements. These measures may deviate from similar key ratios used by other companies.

Definition / APM	Explanation
Number of employees at the end of period	Refers to the number of employees at the end of the period converted to full-time employees.
LTM	Last twelve months.
EBIT	Operating profit as reported in the Income Statement, i.e. profit for the period excluding finance income, finance cost, and income tax expense.
EBITA	Operating profit excluding amortizations of intangible assets that were originally recognized in connection with business combinations.
EBITDA	Operating profit excluding amortization, deprecation and impairment of intangible and tangible assets.
EBIT(D)(A) margin	EBIT(D)(A) in relation to net sales.
Adjusted EBITA	EBITA adjusted for items affecting comparability. The purpose is to show EBITA adjusted for impact of items affecting comparability to increase comparability over time.
Adjusted EBITDA	EBITDA adjusted for items affecting comparability. The purpose is to show EBITDA adjusted for impact of items affecting comparability to increase comparability over time.
Adjusted EBIT(D)(A) margin	Adjusted EBIT(D)(A) in relation to net sales.
NRIs	Non-recurring income or expenses which are not recurring in normal operations and hence are important to specify since they affect comparability.  NRIs primarily include costs related to acquisitions, integrations, litigation, premises cancellation, restructuring, reorganizations, and severance.
Net sales	The main income for the business, invoiced costs.
Organic growth (%)	(Increase in net sales adjusted for acquisitions, divestments and difference in exchange rates) ÷ (Net sales for the comparison period adjusted for acquisitions and divestments). Acquisitions are included as organic when they have been included the entire comparison period.
Pro forma	Hypothetical inclusion of revenues and cost from acquired/divested business as if the business had been part of the group consolidation from start during the reporting periods.
Interest coverage ratio	(LTM Adjusted EBITDA, pro forma, K3) $\div$ ((most recent quarterly net of interest received and interest paid) x 4).
MSEK	Million Swedish crowns
Q1 Q2 Q3 Q4	First quarter: 1 January – 31 March Second quarter: 1 April – 30 June Third quarter: 1 July – 30 September Fourth quarter: 1 October – 31 December
YTD	Year to date
H1 H2	First half of the year: 1 January – 30 June Second half of the year: 1 July – 31 December
Рр	Percentage point



### UNLOCK YOUR HOME. UNLOCK YOUR LIFE.

### **ABOUT US**

We are KEYTO. We unlock people's quality of life through the power of our one-stop destination. With more than 4,500 employees and a wide and growing portfolio of services and brands – including appliance repair/service, cleaning, gardening, lawn care services, house inspections and much more – we promise ease of mind by providing easy access to outstanding home services.

Powered by trusted companies such as GreenThumb, Servly, Hemfrid, Veterankraft and Enspecta, KEYTO creates millions of ease of mind moments to customers across multiple markets.

As part of our ambitious growth journey, we expand both organically and through strategic acquisitions. We partner with entrepreneurs and teams who share our vision of delivering exceptional service - and together, we shape the future of the service industry.

Visit keytogroup.com to learn more.

### **OUR SERVICES**

**CLEANING:** Recurring and one-time cleaning services for private homes, residential properties, and businesses. Services include regular cleaning, deep cleaning, window cleaning, and move-related cleaning.

APPLIANCES: Installation, service, and maintenance of home appliances and white goods. Services are provided to individual households, OEMs, real estate owners, and housing associations.

**SENIOR SERVICES:** Home and business services delivered by experienced senior professionals. Services include, for example, cleaning, gardening, facility management, and administrative support.

**OUTDOOR:** Recurring and seasonal services for outdoor environments to both private households and businesses. Core offerings include lawn care, general garden maintenance, and exterior window cleaning. Services are offered on a subscription basis or as seasonal one-time services.

INSURANCE & INSPECTION: House inspections, assessments, and optimization services, giving customers a comprehensive understanding of their homes. Hidden defects insurance is also offered.























