

# Investor Presentation

28 April 2026



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# Fundraising of SEK 14.1 million to fund investment strategy into Agency Roll-Out and Data Sovereignty Opportunity

(SEK)	Directed issue	Rights issue (compensation issue)
Size	SEK 8.8m	SEK 5.3m
Subscription price	SEK 0.062 per share = SEK 0.31 per unit (1 unit = 5 shares)	
Pre-money valuation	SEK 23.2m = ~31% discount to 10d VWAP @ 21 Apr26	
Commitments (SEK)	100%	42% (incl. CEO: 0.6m, CFO: 0.2m, Board: 0.2m)
Purpose	Strengthen commercial organization and balance sheet. Allow all investors to participate and avoid LEO rules	
Timeline	Completed	Last date incl. unit rights: 28 April Record date: 30 April Trading period units: 5-13 May Subscription Period: 5-19 May

# Investor Deck

2026



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# The Divio PaaS solution

## **What we do**

"The Divio PaaS solution runs the cloud infrastructure behind enterprise websites and digital services, so companies don't have to manage servers, security, or operations themselves."

## **This means**

"We take care of all the complicated computer systems behind websites so companies can focus on what they want to build."

## **You could explain it with**

Divio is like a website's top-notch butler. Our platform takes care of all the backend work, allowing the developers to focus on coding.

"The more demanding you are the better service we can provide".



# Common challenges

- Costs** Unpredictable and uncontrollable
- Dependencies** Dependency on specialised DevOps or developers
- Reliability** 24/7 uptime is a major stress
- Security** Security attacks increases and compliance is a jungle
- Complexity** Taking care of infrastructure is complex and a burden
- Support** External support is hard to find



# Business Model: Subscription based PaaS model

## ARR

- Recurring revenues
- Predictable revenue streams

## Scalable

- Low variable cost
- Server costs passed on directly to customers
- Increasing customer engagements with minimal efforts

## Low Churn

- Value adding / cost decreasing product
- Very sticky and with low churn

## Upfront payments

- Normally annual upfront payments
- Improves working capital
- Ties in customers

# New Agency based scale up strategy enable wide rollout with limited sales resources

## Divio understands web agencies

- The only platform built specifically for agencies
- Created by an agency, designed for agency needs

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## Agencies have limited resources

- Agencies value tools that save time and simplify infrastructure
- Focus sales on agencies and their clients

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## Agencies are sales partners

- Agencies onboard their projects to Divio
- Agencies resell Divio to their clients

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## Where we are

- So far + USD MRR 2.800 since 1<sup>st</sup> Jan26
- A total of 31 new projects created directly on the platform, without any manual work



Geopolitical tensions have exposed Europe's dependence on US tech companies and the risks of storing sensitive data on infrastructure subject to US political decisions.

Divio has always made it easy to switch hosting locations, including Swiss and EU options. With sentiment shifting in 2026 and most competitors being US-based, we are exploring how to capture this opportunity from both a product and sales perspective.



# Selection of clients



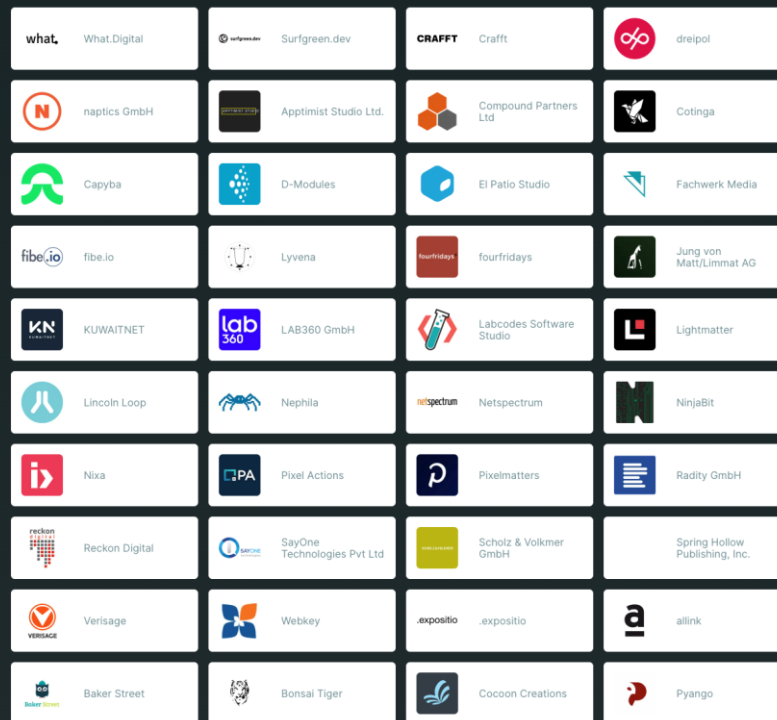
**Fidelity**  
INTERNATIONAL



Swiss Armed Forces

## Customer Facts

- A number of large enterprise customers including Fidelity, Roche, Swiss Army, APG, Novogradac etc.
- ~30 smaller enterprise customers - with large growth potential
- >700 small customers who has subscribed online.



# Numbers speaks for itself

Managing over

12,500

Live Applications

Trusted to  
serve

400M

Monthly requests

Serving over

3,100

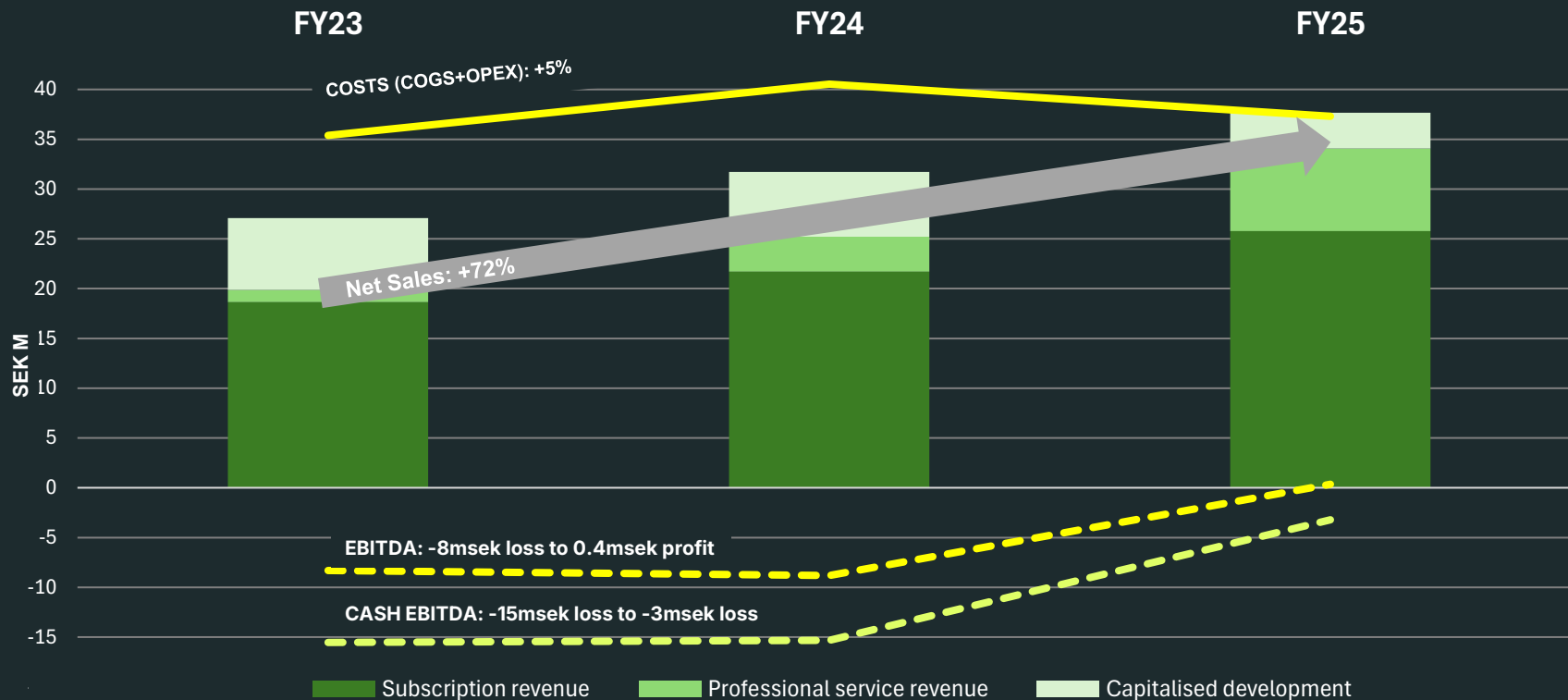
Users

Deployed over

800K

Releases

# Financial progress 2023 to 2025



## Q1-26 Comments:

- A relatively large customer transitioned from an “unsustainable” Open Cloud (pay-as-you-go) subscription to an Enterprise subscription, initially reducing MRR by approximately USD 4k per month.
- Subscription revenues declined due to FX revaluation effects on large customer contracts, general foreign exchange movements, and the subscription switch noted above.
- EBITDA remained flat compared to the previous quarter.
- Staff costs declined following the final phase of the company’s efficiency programme, with part of the savings allocated to staff replacements.
- Cash remained flat compared to previous quarter due to strong short term working capital effects.

KEY FINANCIALS SEK '000	Q1-26 Prel.	Q4-25	Q3-25	Q2-25	Q1-25	2025	2024 Audited	Q1-26 YoY %	2,025 YoY %
<b>MRR (USD 000)</b>	<b>208</b>	<b>214</b>	<b>213</b>	<b>207</b>	<b>212</b>	<b>214</b>	<b>203</b>	<b>-2%</b>	<b>5%</b>
Subscription revenue	5,927	6,509	6,382	6,343	6,532	25,766	21,697	-9%	19%
Professional services	2,407	2,552	1,954	1,888	1,920	8,314	3,500	25%	138%
Net revenue	8,334	9,061	8,336	8,231	8,452	34,080	25,197	-1%	35%
Cap. development	936	994	781	930	863	3,569	6,519	8%	-45%
<b>Total revenue</b>	<b>9,270</b>	<b>10,055</b>	<b>9,117</b>	<b>9,162</b>	<b>9,328</b>	<b>37,662</b>	<b>31,720</b>	<b>-1%</b>	<b>19%</b>
Cost of goods sold	-3,487	-3,673	-3,161	-3,592	-3,270	-13,696	-10,280	7%	33%
Other external costs	-1,503	-1,322	-1,236	-1,061	-1,207	-4,826	-5,953	24%	-19%
Personnel	-4,314	-4,947	-4,631	-4,701	-4,510	-18,788	-24,300	-4%	-23%
<b>EBITDA</b>	<b>-34</b>	<b>113</b>	<b>90</b>	<b>-192</b>	<b>342</b>	<b>353</b>	<b>-8,813</b>	<b>-110%</b>	<b>n.m.</b>
Depreciation / Amort.	-1,405	-1,453	-1,474	-1,505	-1,612	-6,044	-6,372	-13%	-5%
<b>Total costs</b>	<b>-10,708</b>	<b>-11,395</b>	<b>-10,501</b>	<b>-10,859</b>	<b>-10,599</b>	<b>-43,354</b>	<b>-46,905</b>	<b>1%</b>	<b>-8%</b>
<b>Operating profit</b>	<b>-1,438</b>	<b>-1,340</b>	<b>-1,384</b>	<b>-1,697</b>	<b>-1,270</b>	<b>-5,692</b>	<b>-15,185</b>	<b>13%</b>	<b>-63%</b>
Net financial items	-677	-769	-1,386	2,948	-2,788	-1,995	-595	-76%	235%
<b>Earning before tax</b>	<b>-2,115</b>	<b>-2,109</b>	<b>-2,770</b>	<b>1,251</b>	<b>-4,058</b>	<b>-7,687</b>	<b>-15,780</b>	<b>-48%</b>	<b>-51%</b>
<b>Cash EBITDA</b>	<b>-970</b>	<b>-881</b>	<b>-692</b>	<b>-1,122</b>	<b>-522</b>	<b>-3,216</b>	<b>-15,332</b>	<b>86%</b>	<b>-79%</b>
Cash Balance	7,566	7,847	8,298	1,712	4,419	7,847	9,273	71%	-15%

# Q1 Presentation

## When

Monday 4th of May 13.00

## What

Presentation of Q1 figures and questions



Divio's mission: To provide a better cloud experience

We take care of the cloud  
so you can focus on your  
business