



Investor Summary – Kolibri Group (as of September 2025)

Strong Operational Performance and Solid Financial Position

As of September 30, 2025, the Kolibri Group demonstrates solid performance across all business segments. Consolidated EBITDA amounts to **EUR 31.7 million**, with **adjusted EBITDA** reaching **EUR 36.45 million**, reflecting a sustained improvement in operational efficiency. A **positive operating cash flow** further strengthens liquidity and significantly exceeds the prior year's level – clear evidence of financial resilience and sound cost control.

Successful Execution of the Transformation Strategy

Through the “*Kolibri Fit for Future*” program, the Group continues to optimize its cost structure and enhance margins. Both **material and personnel cost ratios** have remained stable or slightly improved, underscoring disciplined cost management and prudent investment.

The Group has **successfully diversified its revenue base**, resulting in a more balanced and resilient business model:

- Strong expansion in electronics and service segments,
- Continued growth in 3rd-party logistics,
- Share of book-related business reduced to below 50%.

This diversified setup creates a **risk-averse and sustainable foundation** for long-term growth.

Technological Innovation and Expansion into New Markets

The newly developed “*Kolibri Freight*” logistics platform fully automates pricing and order processing, enabling faster response times and higher margins. Through the integrated shipper portal and AI-driven automation, **high-margin direct-to-customer services** can be efficiently scaled.

In addition, the **exclusive distribution rights for the brand RAPOO** mark a successful entry into the consumer electronics segment — further strengthening the Group's earnings base and broadening its customer reach.

Robust Balance Sheet and Covenant Compliance

The **equity position remains stable** at the previous year's level, confirming the Group's strong capitalization. The moderate increase in debt results from **strategic growth investments** and reflects the Group's **reliable access to financing**. All **financial covenants have been fully met**, underlining Kolibri Group's stability and creditworthiness.



Outlook

For the fourth quarter, a **moderate increase in EBITDA** is expected, driven by efficiency gains and the traditionally strong year-end season. The Kolibri Group **maintains its current guidance** and remains on track to achieve its defined annual targets.