



Guideline Geo

Your guide to the subsurface

VD-uppdatering

Årsstämma, 21 maj, 2026

Malin Siberg, VD




Största aktieägare

Från 31 mars 2026

Kommentarer:

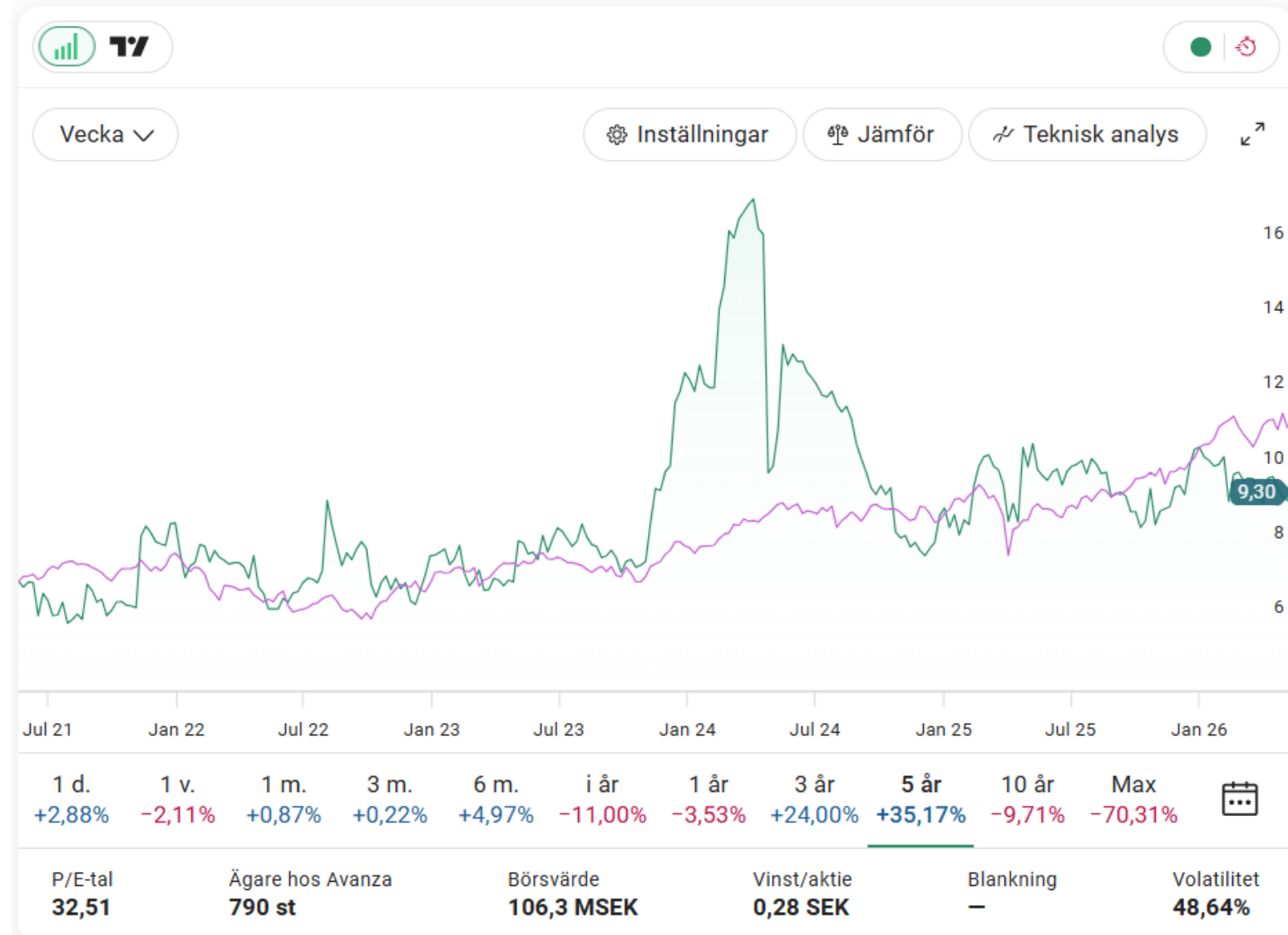
- Caceis är den franska fonden: "Challengers Europe"
- Ledningsgruppen i GGEO, totalt 3,5%

Största aktieägarna 2026-03-31

Namn	Antal aktier	% röster
GEMCAP AB	1 315 076	11,5%
INVESTMENT AB CHIFFONJEN	1 240 974	10,9%
INVESTMENT AB SPILTAN	1 184 077	10,4%
CACEIS BANK, W-8IMY	671 300	5,9%
AVANZA PENSION	525 003	4,6%
GUIDELINE GEO AB	523 983	4,6%
NORDNET PENSIONS FÖRSÄKRING AB	516 439	4,5%
VISION INVEST AKTIEBOLAG	500 000	4,4%
ADREAL, AB	253 000	2,2%
ESSEFF FASTIGHETER AKTIEBOLAG	250 000	2,2%
ÖVRIGA AKTIEÄGARE	4 448 206 	38,9%
TOTALT	11 428 058	100,0%
TOTALT ANTAL UTESTÅENDE	10 904 075	95,4%

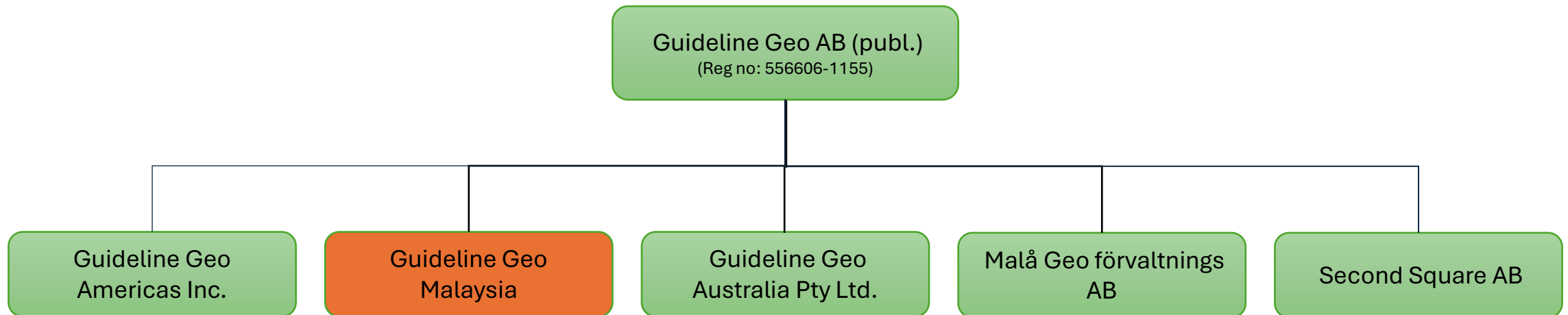


Aktien





Bolagets legala struktur



Nystartat bolag 2025



Board of Directors 2025



Chairman of the Board
Stina Flogell



Anders Gemfors



Anneli Liljemark



Krister Nilsson



Mikael Vetterskog

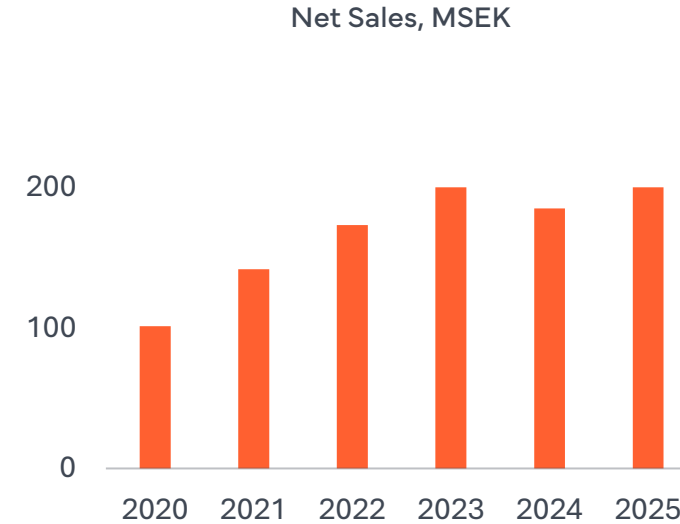
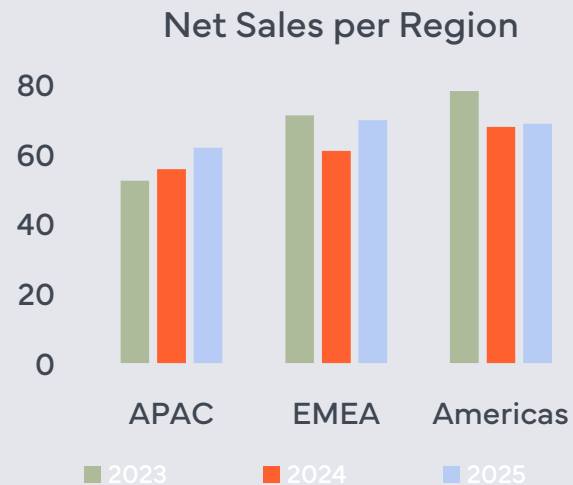
Summering av 2025



Strong growth and stable profitability

Highlights

- +9% net sales
- EBITDA 20,0 (21,0) MSEK and EBIT 2,1 (3,8) MSEK
- Operating cash flow 14,1 (12,3) MSEK
- Negative impact from currency
- Growth in all three regions



	2025	2024
Net sales, MSEK	200,8	185,0
Order intake, MSEK	200,8	185,4
EBITDA, MSEK	20,0	21,0
EBIT, MSEK	2,1	3,8
Operating cash flow, MSEK	14,1	12,3



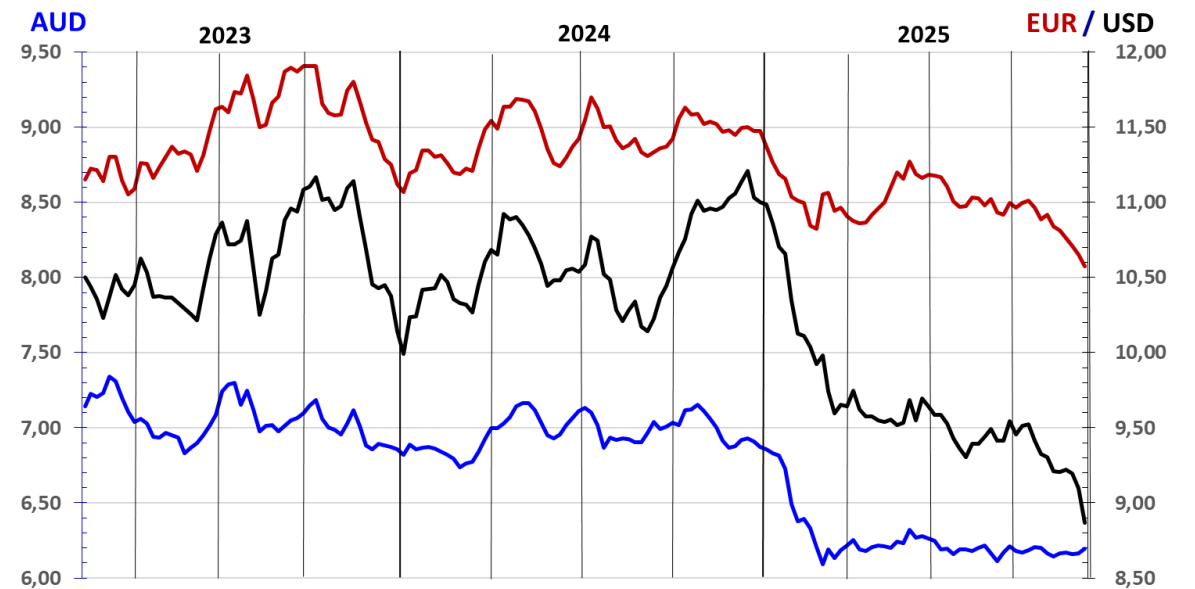
Currency effect

Full Year effect

- Net Sales was +9%, but in comparable currency to last year, Net Sales would have been +15%.
- Currency effect on EBITDA and EBIT, full year: - 6,9 (2,3) MSEK

Background

- GGEO sales is in USD, EUR and AUD
- GGEO supply chain and employees are mainly in SEK



Growth markets

Infrastructure and Utility Locating

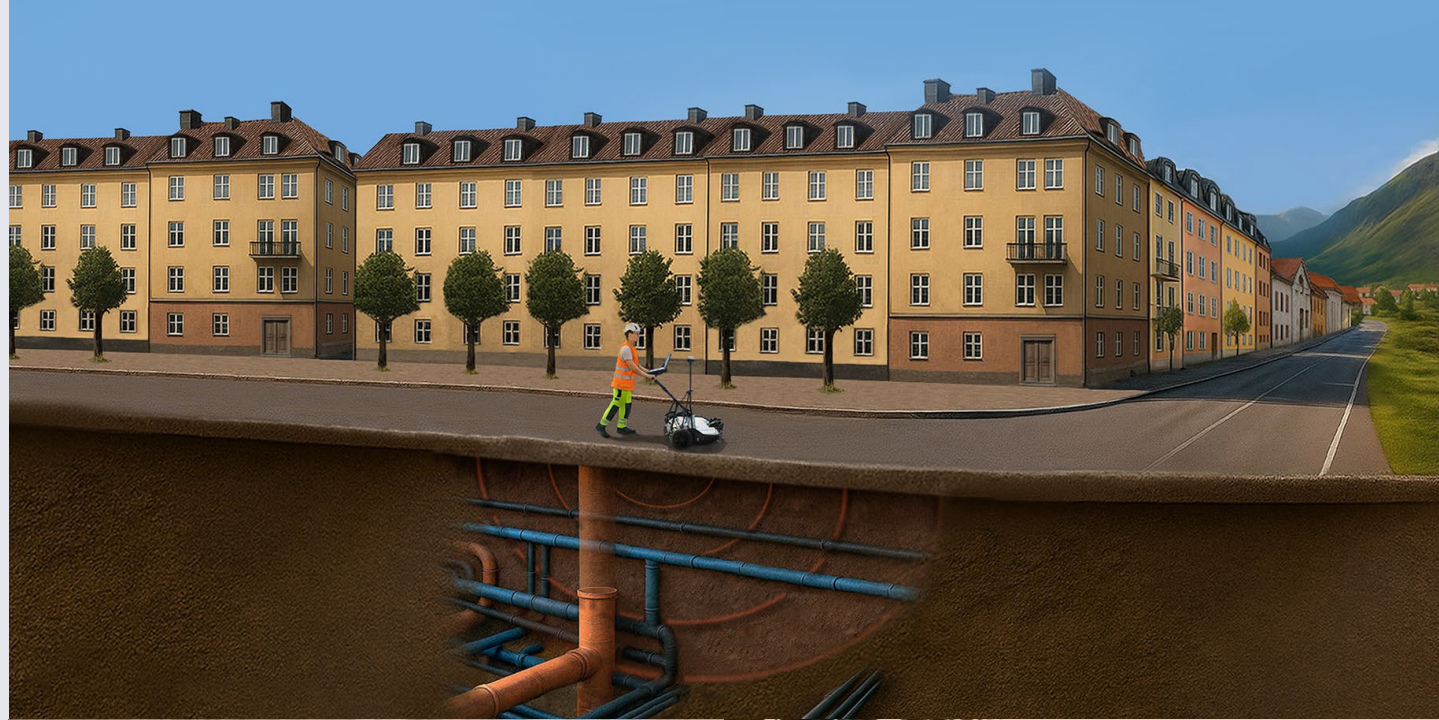
- US, Oceania, Europe
- MALÅ MIRA (3D) and MALÅ EL (2D)

Groundwater

- Growth TEM solutions

Defense Industry

- OEM agreement with European partner



Highlights

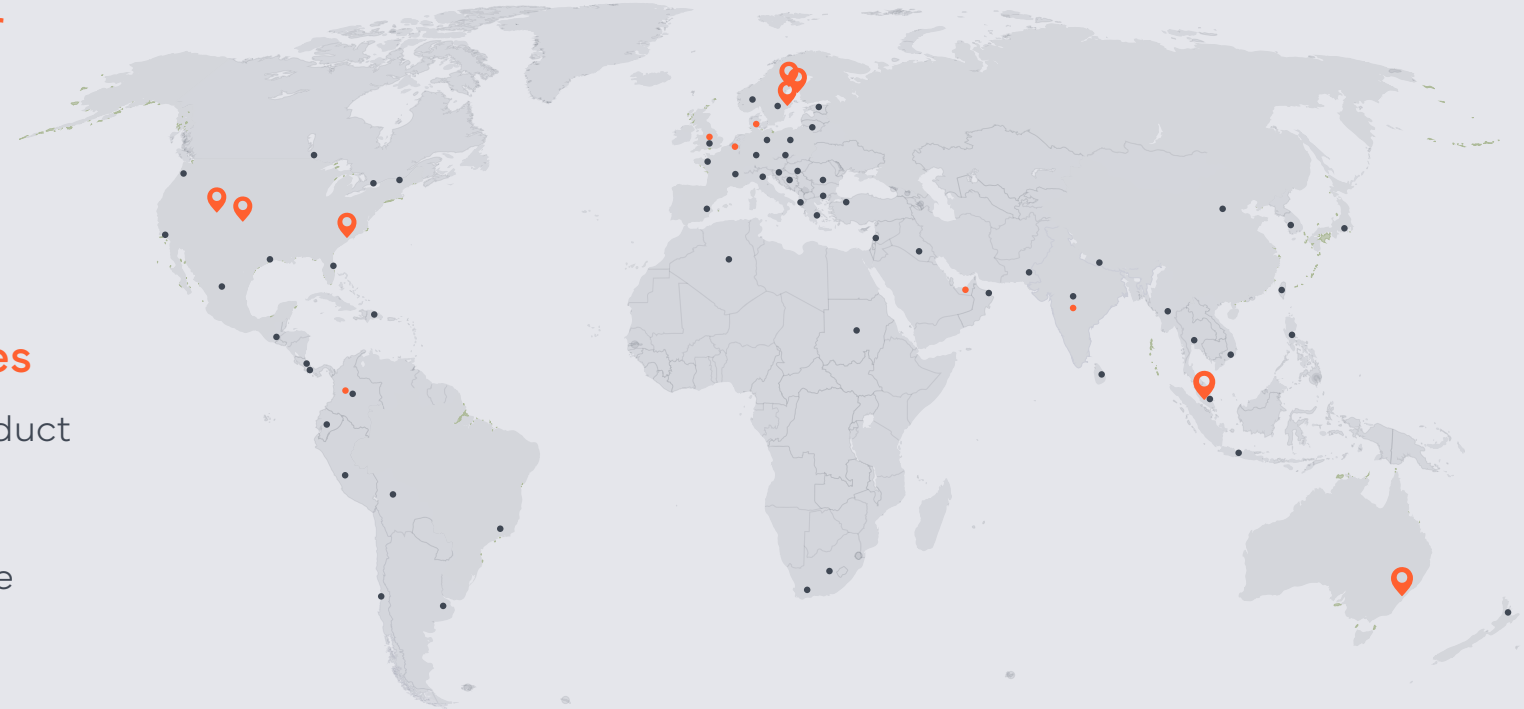
Sales channel strategy

Indirect sales is a key growth driver

- Seven new distributors 2025
- New subsidiary in Malaysia to support distributors in the region

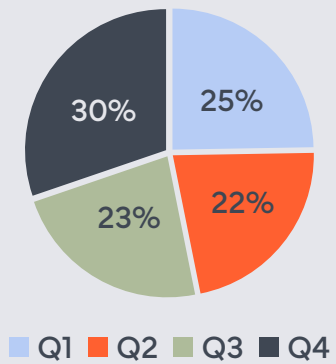
OEM – another type of indirect sales

- Integrates Guideline Geo sensor och product into their full solution that they bring to market worldwide.
- Access to new market segment where we don't have our own sales channel

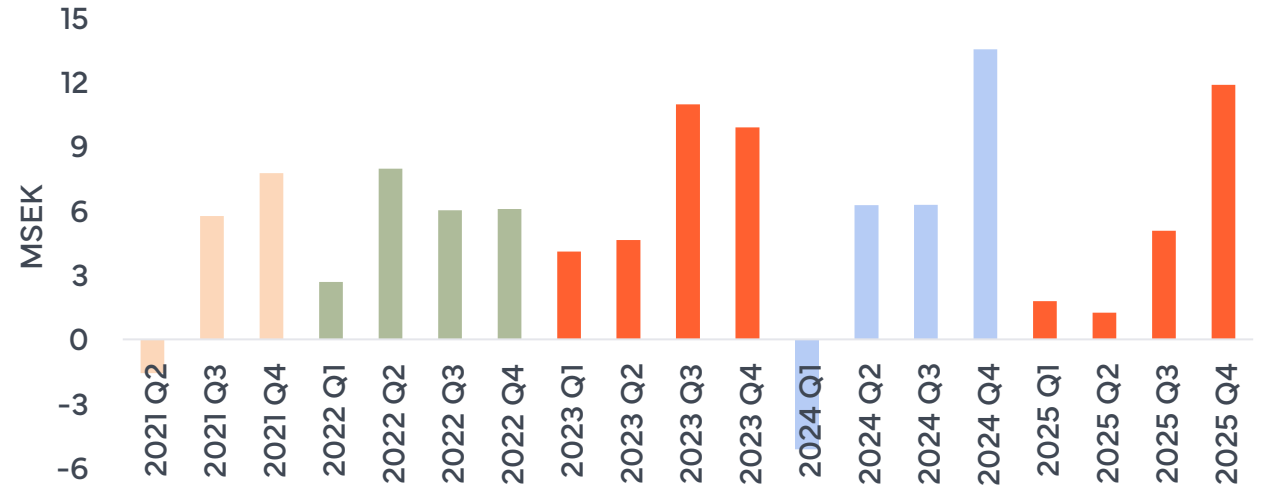


Profitability and Cash Flow

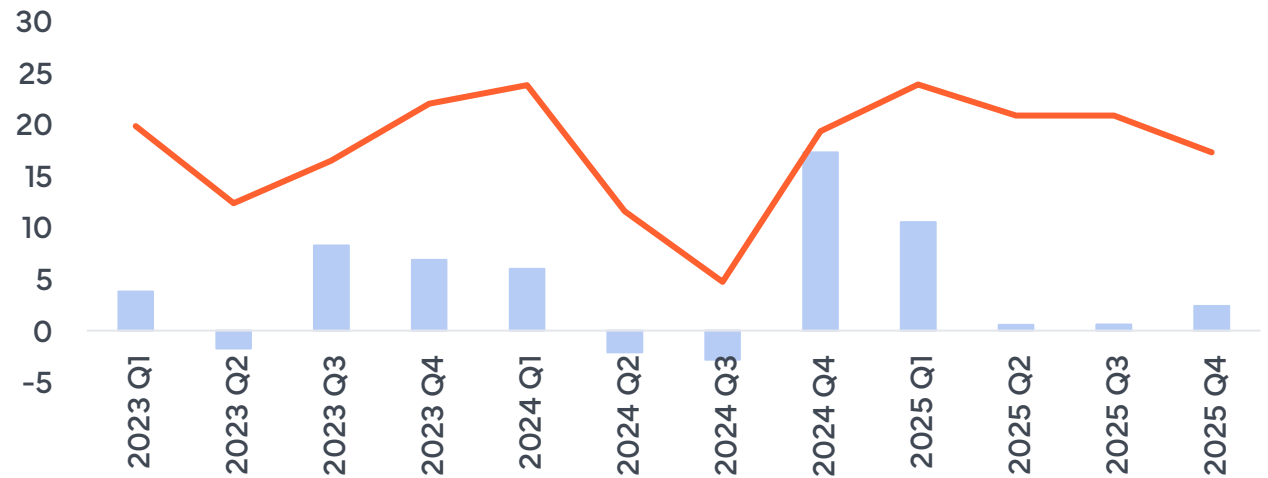
Net Sales per Quarter 2025

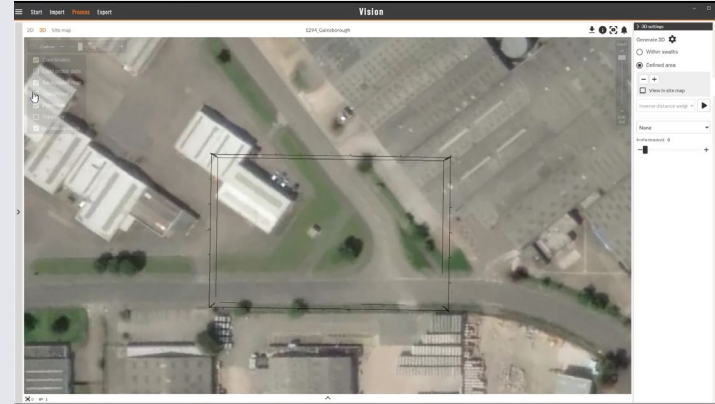


EBITDA 2021-2025



Operating cash flow & Cash





Innovation Highlights

MIRA Compact Tow Hitch Carrier

- Turning MIRA Compact into a mobile solution
- Launched in Q3, first customer shipment in October
- Strong positive interest

MALÅ Vision

- SW key in our solution
- SW growth driven by array solutions

ABEM GroundTEM Trek

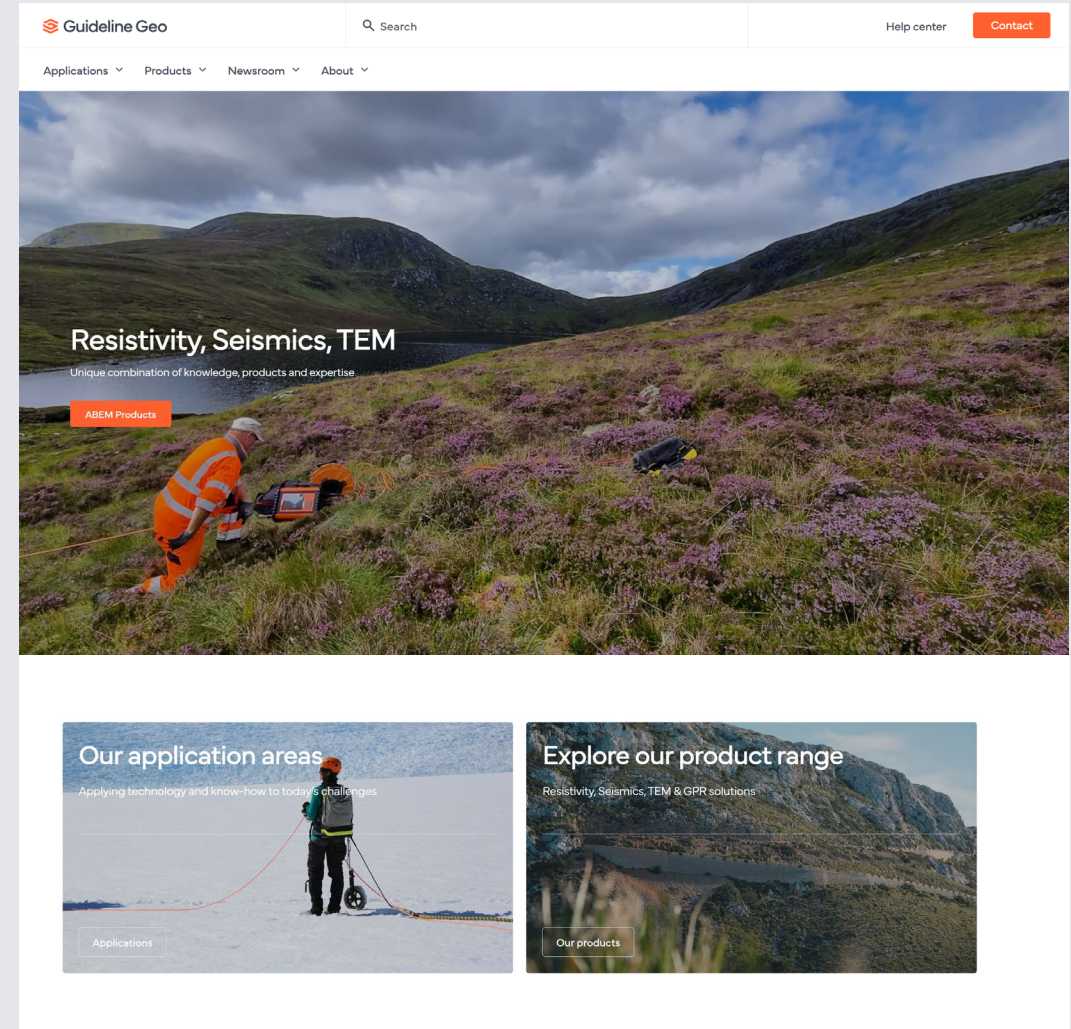
- New TEM solution launched in Q4
- First customer shipments planned Q1/Q2
- Semi-mobile solution for water exploration
- Initial positive interest
- Complements portfolio targeting the groundwater sector



Branding and Communication

Highlight

- New brand identity 2025
- Scale digital marketing
- Launch of our new website
- Year-end report in new format





Employee event in Storforsen

Why?

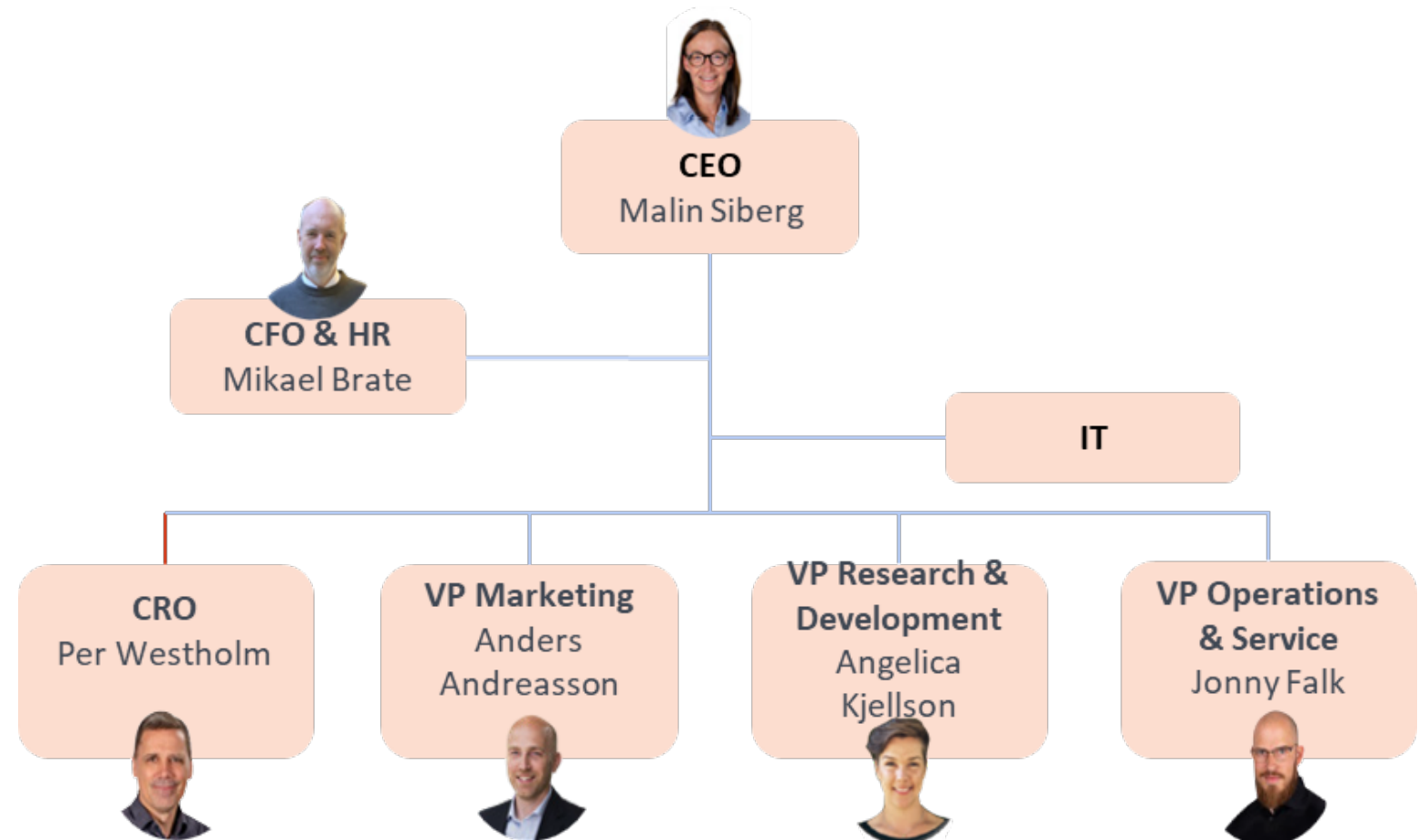
- Investing in our strong company culture – a way to support collaboration across time zones and cultures.
- One third of our employees are based outside Sweden and we have employees in ten countries.
- Part of our sustainability strategy

Employee event in Storforsen

- Strategy and plans forward
- Leadership development
- Application training
- Break-out sessions
- Team building



Guideline Geo Management team



Hur har året startat för oss?



A good start

Highlights

- Net sales flat to last year 49,4 (49,7) MSEK
 - Net sales +16% in comparable currency
- Strong order intake (+12%)
- EBITDA 2,3 (1,8) MSEK and EBIT -1,4 (-3,3) MSEK
- Operating cash flow 9,8 (11,4) MSEK
- Net cash 23,6 (23,9) MSEK

	Q1 2026	Q1 2025	2025	2024
Net sales, MSEK	49,4	49,7	200,8	185,0
Order intake, MSEK	51,7	46,1	200,8	185,4
EBITDA, MSEK	2,3	1,8	20,0	21,0
EBIT, MSEK	-1,4	-3,3	2,1	3,8
Operating cash flow, MSEK	9,8	11,4	15,9	12,3



Large orders from mining industry in the US

Background

- Distributor of solutions from South African Reutech Mining
- Slope stability in open pit mines, using radar solutions

Q1 highlight

- 3,8 MSEK order of a radar system
- 6,0 MSEK, three-year service agreement
- Import taxes from South Africa to US dropped from 40% to 10%





Partner conferences in Q1

Partner conferences in Q1

- LATAM in Argentina, February
- Asia in Thailand, March

Key element in our indirect channel strategy

- Direct feedback from the regions
- Sales training
- Product updates and demo training
- Sharing customer cases and best practices
- Building relations and network



Innovation

Q1 Product Highlights

Launch of MALÅ MIRA Flex

- 3D GPR
- Mobile infrastructure surveys, for example road investigations
- OEM product
- Integration in customer solutions, both HW and SW

First shipments of ABEM GroundTEM Trek

- Launched in December 2025
- Mobile solution for water prospecting
- Easy-to-use, increasing in-field productivity
- Real-time result in app



MALÅ MIRA Flex in a customer-integrated solution.



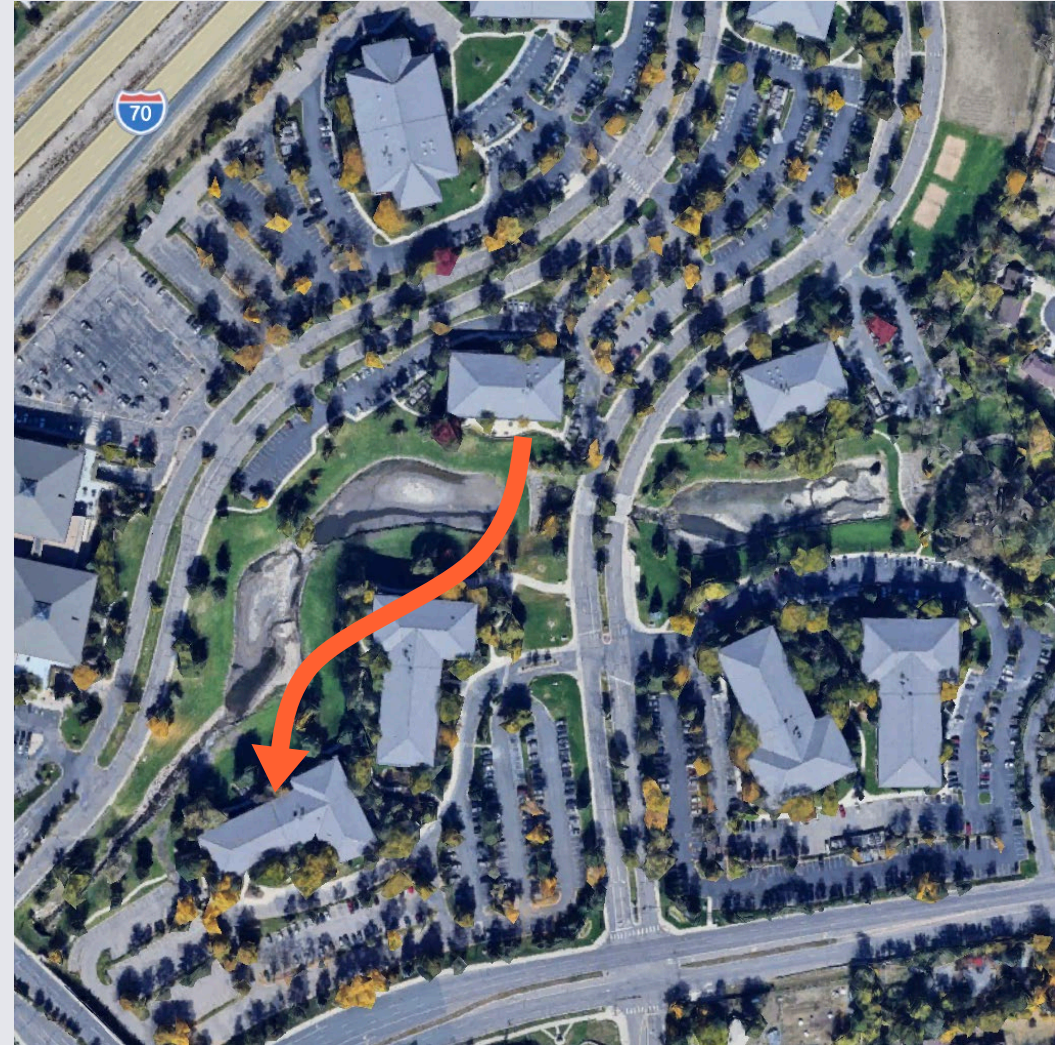
ABEM GroundTEM Trek for mobile water prospecting



Q1 Structural change

Consolidating offices in the US

- For ABEM and MALÅ, consolidating sales, service, support, warehouse and administration in a new office in Denver, Colorado.
- Strengthening the team, increasing internal efficiency and cost saving.
- End of Q1 moving out the office in South Carolina.
- Reutech warehouse remains in Salt Lake City, Utah.





Sustainability

Q1 Highlight

Background

- Local supply chain is a cornerstone in our sustainability strategy
- Geophysical cables – a key component to ABEM

Q1 Highlight

- Supplier of geophysical cables in Västerbotten validated
- Dual sourcing (US and Sweden)
- Shorter transports, increased rate of local manufacturing





Our vision

Making the subsurface easily accessible through geophysics to help build a better, safer and more sustainable world.

Your guide to the subsurface



Guideline Geo