

AutoStore: Q2 2025 financial results

Q2 2025 overview

- Order intake of USD 150 million, +6% QoQ and +6% YoY
- Revenue of USD 134 million, +56% QoQ and -13% YoY
- Gross margin of 69%, -5 p.p. QoQ and -5 p.p. YoY, impacted by one-time inventory write-down. Excluding this, gross margin was 75%
- Adj. EBITDA margin of 48%, +23 p.p. QoQ and -1 p.p. YoY

(Nedre Vats, August 14, 2025): AutoStore Holdings Ltd. (AutoStore, OSE:AUTO), a robot technology company that invented and continues to pioneer cube storage automation, today released its quarterly report for the quarter ending June 30, 2025.

In Q2 2025, AutoStore delivered USD 134 million in revenue, up +56% sequentially, a recovery from an unusually weak Q1. Compared to the same period last year, revenue was down -13%, reflecting the continued caution among certain customers given the uncertain market backdrop.

AutoStore closed the quarter with an order backlog of USD 529 million. Order intake reached USD 150 million, representing growth of 6% sequentially and year-over-year.

Earlier this year, the company announced significant product launches and roadmap updates, expanding our addressable market and continuing to serve evolving customer needs. AutoStore's next product announcement is planned for October, 2025.

"We remain confident in the long-term potential of warehouse automation. With AS/RS market penetration still at approximately 20%, the runway for growth is significant – and we're well-positioned to capture it. By continuing to innovate and leverage our installed base of ~1,750 systems across ~1,250 customers, we aim to gain market share and deliver lasting value," said CEO, Mats Hovland Vikse.

Key financials

USD million	Second quarter		
	2025	2024	Δ in %
Revenue	133.9	154.2	-13.1%
Gross profit	92.2	113.0	-18.4%
Gross margin	68.8%	73.3%	-4.5 p.p.
EBIT	27.9	62.6	-55.5%
Adjusted EBITDA ¹	63.7	75.1	-15.1%
Adjusted EBITDA margin ¹ (%)	47.6%	48.7%	-1.1 p.p.
Adjusted EBIT ¹	53.7	67.7	-20.7%
Adjusted EBIT margin ¹ (%)	40.1%	43.9%	-3.8 p.p.
Cash flow conversion ¹	74.4%	77.0%	-2.5 p.p.
Order intake	150.3	141.4	6.3%

¹ Alternative performance measures used in this release are described and presented in the section Alternative Performance Measures in the quarterly report.

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About AutoStore | www.autostoresystem.com

AutoStore™, founded in 1996, is a technology company that develops order-fulfillment solutions to help businesses achieve efficiency gains within the storage and retrieval of goods. The company offers both hardware and software capabilities and the AutoStore technology is interoperable with other third-party solutions.

AutoStore is global, with ~1,750 Systems in 60 countries. All sales are distributed, designed, installed, and serviced by a network of qualified system integrators referred to as "partners". AutoStore was founded in Nedre Vats, on the west coast of Norway. The company has offices in Norway, the U.S., UK, Germany, France, Spain, Italy, Austria, South Korea, Japan, Australia, and Singapore, as well as assembly facilities in Poland and Thailand.