AutoStore: Q3 2025 financial results

Q3 2025 overview

- Order intake of USD 152.4 million, stable QoQ and +5.9%% YoY
- Revenue of USD 139.0 million, +3.7% QoQ and -3.6% YoY
- Gross margin of 73.1%, +4.3 p.p. QoQ and -0.4 p.p. YoY. Q2 was impacted by one-time inventory write-down
- Adj. EBITDA margin of 47.1%, -0.5 p.p. QoQ and +0.3 p.p. YoY

(Nedre Vats, November 6, 2025): AutoStore Holdings Ltd. (AutoStore, OSE:AUTO), a robot technology company that invented and continues to pioneer cube storage automation, today released its quarterly update for the quarter ending September 30, 2025.

In Q3 2025, AutoStore delivered USD 139.0 million in revenue, maintaining the stable sequential trend from Q2.

Order intake reached USD 152.4 million, sequentially stable, and bringing the backlog to USD 542.5 million.

In October, AutoStore unveiled one of its most comprehensive product releases to date. The Fall 2025 launch introduces seven new products and features that expand system capabilities and simplify deployment. Developed in close collaboration with customers and partners, these innovations address real-world challenges and unlock new markets. Highlights include AutoCase, which unifies case and piece handling, and FlexBins, enabling mixed bin sizes to boost storage density by up to 15%. Together, these advancements strengthen AutoStore’s position as the preferred automation provider for businesses seeking flexibility, efficiency, and scalability.

“With stable order intake and revenue trends, strong profitability and cash flow, AutoStore continues to demonstrate the resilience of its business model and sustained demand for its solutions. We remain focused on executing our growth strategy, and the Fall 2025 product launch is a clear example of how we innovate to improve our offering and broaden our addressable market”, said CEO, Mats Hovland Vikse.

Key financials

USD million	Third quarter 2025	2024	Δ in %
Revenue	139.0	144.2	-3.6%
Gross profit	101.7	106.0	-4.1%
Gross margin	73.1%	73.5%	-0.4 p.p.
EBIT	48.6	54.0	-9.8%
Adjusted EBITDA[1]	65.5	67.5	-2.9%
Adjusted EBITDA margin[1] (%)	47.1%	46.8%	0.3 p.p.
Adjusted EBIT[1]	53.8	59.1	-8.8%
Adjusted EBIT margin[1] (%)	38.7%	40.9%	-2.2 p.p.
Cash flow conversion[1]	75.9%	82.4%	-6.5 p.p.
Order intake	152.4	143.9	5.9%

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

For further information, please contact:
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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 ~1,850 Systems in 63 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.