

Bitdeer Technologies

Q3 2025 Earnings Call

Yujia Zhai, Investor Relations Advisor

Thank you, operator and good morning, everyone. Welcome to Bitdeer's third quarter 2025 earnings conference call. Joining me today are Matt Kong, Chief Business Officer; Haris Basit, Chief Strategy Officer; and Jeff Laberge, VP of Capital Markets and Strategy. Haris will begin today by providing a high-level overview of Bitdeer's third quarter 2025 results and then cover the Company's strategy and a detailed business update. After that, Jeff will cover Bitdeer's third quarter financial results in more detail and then we will open the call for questions. To accompany today's earnings call, we have provided a supplemental investor presentation. This presentation can be found on Bitdeer's investor relations website under webcasts and presentations.

Before management begins their formal remarks, we would like to remind everyone that during today's call, we may make certain forward-looking statements. These statements are based on management's current expectations and are subject to risks and uncertainties, which may cause actual results to differ materially. For a more complete discussion on forward-looking statements and the risks and uncertainties related to Bitdeer's business, please refer to its filings with the SEC.

Further, in addition to discussing results that are calculated in accordance with international financial reporting standards or IFRS, we will also make references to certain non-IFRS financial measures such as adjusted EBITDA and adjusted Profit / Loss. For more detailed information on our non-IFRS financial measures, please refer to our earnings release that was published earlier today, which can be found on Bitdeer's Investor Relations website. Thank you - I will now turn the call over to Haris. Haris?



Haris Basit, Chief Strategy Officer

Thank you Yujia and good day everyone. It's great to be with you today.

Since our last call, we've made significant progress across all of our strategic priorities, and I am excited to share how Bitdeer is growing from a global leader in Bitcoin mining into a vertically integrated Bitcoin infrastructure and AI platform.

Let's start with the numbers on slide 3.

Q3 marked a period of rapid growth and strong execution. In the third quarter, total revenue reached \$169.7 million, up 173.6% year-over-year and up 9.1% sequentially. Gross profit came in at \$40.8 million and adjusted EBITDA increased to \$43.0 million, both substantially improved from Q2. This performance reflects continued execution in our self-mining business.

Mass production of our SEALMINER ASICs drove a 273.1% year-over-year and 105.4% sequential increase in our average operating self-mining hashrate to 29.1 exahash per second. As of the end of October, we achieved 41.2 EH/s, surpassing our 40 EH/s target that we set out at the beginning of the year. Looking forward, we plan to continue deploying our SEALMINER ASICs to fill our substantial global power pipeline. Through a combination of decommissioning older-generation rigs and adding new SEALMINER ASICs, we expect meaningful growth throughout 2026, which will ensure we remain one of the world's largest Bitcoin miners. In addition to hashrate growth we expect continual improvement in our fleetwide energy efficiency to drive increased margins and profitability in the quarters ahead.

Our investments in chip design, data center infrastructure and global power portfolio, are paying off — not only in strong financial performance, but also positioning us for the next major wave of demand for compute.

Our Bitdeer.AI cloud services business continues to scale, reaching an annualized revenue run-rate of \$8 million at the end of October. As of October 31, we operate 584 GPUs with an 87% utilization rate. Our newest B200 systems, installed late in Q3, are being tested by customers and will drive additional revenue. We are finalizing deployment for NVIDIA's GB200 systems and expect to reach 1,160 GPUs operated by year-end. We are also in the process of procuring NVIDIA's next-generation GB300 and B300 systems.

And as we look ahead, Bitdeer's growth will be anchored by three strategic pillars: Bitcoin mining, ASIC development and HPC/AI. Together, these represent a vertically integrated, highly defensible platform that leverages our technology expertise and extensive power portfolio.

To accelerate our AI footprint, we are taking bold, deliberate steps to simultaneously pursue both co-location and cloud services.

With respect to colocation, on our last earnings call, we guided the market that we intended to pursue a joint venture model with a development partner. In September, due to a significant increase in market demand, we let the exclusivity period under our LOI with this development partner expire. This was a strategic decision that gives us greater flexibility and allows us to take a more direct role in the HPC/AI data center market, and retain more of the economics. We intend to develop data centers using our own internal development team, which will be significantly augmented through strategic hiring, alongside highly experienced EPCs and general contractors on a fee basis.

Regarding our cloud services business, over the past 18 months, we have developed a fully vertically integrated AI infrastructure platform in Singapore that includes bare metal GPUs as well as orchestration, networking, and managed services. These additional services are highly sought after by small and mid sized enterprise customers who require more than just bare metal offerings and are being under served in today's market. Now that we have a proven concept in Singapore, we are ready to expand this business line into Malaysia, the US and

Europe. Our current customer discussions range from early to mid stage startups in the biomedical, robotics and gaming industries to more traditional US enterprise customers seeking to expand their footprint. We will provide additional details as this business model develops over the coming months.

Moving now to our HPC/AI infrastructure plans. For our 570 MW Clarington, Ohio site, we have already begun the design and procurement process for an HPC/AI suitable substation, which is expected to be energized in the first half of 2027. The local utility at Clarington has confirmed the full 570 MW will be available by the end of Q3 2026, nearly a year earlier than expected. Given its size, the Clarington site could be utilized for our cloud services business or colocation.

At the same time, we have made the decision to convert our 175 MW Tydal site in Norway into an AI data center by Q4 2026. Since the announcement of Stargate Norway in July, we have seen a significant increase in inbound interest from potential tenants, so we believe this site could be used for either our cloud services business or colocation. The site was designed by our local Norway team with HPC/AI in mind as the end use so it already includes liquid cooling capabilities and a more robust electrical infrastructure. Furthermore, it utilizes a substation that is powered by 18 hydropower generators and 1 wind farm, giving it a high degree of reliability. Our current analysis indicates that the site could be ready to accept GPU's by the second half of 2026 with conversion costs well below U.S. and European AI data center benchmarks.

Additionally, we plan to expand our Singapore cloud service business into Malaysia. Through a combination of owned and leased opportunities, we anticipate activating up to 15 MW of cloud services capacity in Malaysia during 2026, with the ability to expand significantly beyond that if demand persists. We are also upgrading our 13 MW Wenatchee, Washington site using a proprietary modular data center technology. This conversion is expected to be completed by Q4 2026. Further, we have initiated the conversion of 10 MW of power capacity at our Knoxville, Tennessee site into an AI data center, with targeted completion in Q4 2026. We are

evaluating potential U.S. data center rental opportunities to bring our AI cloud services online domestically as early as Q1 2026.

In summary, the supply and demand imbalance for AI compute continues to widen — and we expect this shortage to persist well into 2027. Based on our estimates, under the most optimistic scenario, converting 200 MW of our power capacity fully towards AI cloud services could generate an annualized revenue run-rate exceeding \$2 billion by the end of 2026.

Turning to our ASIC business, when we launched our aggressive ASIC roadmap last year, our goal was clear: industry leadership in performance and energy efficiency. Our R&D team has delivered on that promise.

In September, we launched the SEALMINER A3 series, now among the most energy- efficient products in the market. Mass production has started, and initial shipments are expected this month. We anticipate the A3 series will generate meaningful revenue in 2026.

Looking ahead, our focus shifts to our SEAL04 chip. To de-risk the development and ensure success, we are pursuing two distinct design approaches. The tape out for the first SEAL04 design was completed in September and latest sample verification demonstrated approximately 6-7 J/TH power efficiency at the chip level under low-voltage, ultra-power saving mode. We are targeting mass production to begin in Q1 2026. In the meanwhile, development of the next-generation SEAL04 is significantly delayed.

Next, let's turn to our energy infrastructure, shown on slides 7-11 in the supplemental investor presentation.

In Q3, we continued our rapid buildout of our global power and data center portfolio. As of October 2025, we fully energized the Tydal, Norway site and the full 500 MW in Jigmeling,

Bhutan. This brings our total available electrical capacity to approximately 1.6 GW and our total global power pipeline to approximately 3.0 GWs.

For our AI cloud services and co-location strategy, we believe we have one of the most attractive power portfolios in the industry. Across our sites in Clarington, Ohio; Tydal, Norway; and Wenatchee, Washington, we will have over 1.3 GWs of HPC suitable power by Q2 2027. This gives us a significant advantage in time-to-power and the ability to deploy massive GPU compute capacity rapidly.

In September, we announced a new 300 MW site in Niles, Ohio. The project remains on track for energization in Q1 2029. The site spans 41.8 acres and includes an interconnection agreement with FirstEnergy. It is located about 75 miles from our Massillon, Ohio site and 125 miles from our Clarington, Ohio site. We continue to secure low-cost power sites globally, reinforcing our competitive advantage in both mining and AI infrastructure.

In summary, we are proud of our team's execution this quarter. These efforts are already reflected in our financial results and have established a scalable foundation for long-term growth.

Thank you, I'll now turn it over to Jeff LaBerge, our VP of Capital Markets and Strategy to go over our detailed financial results for the quarter.

Jeff LaBerge, VP of Capital Markets and Strategy

Thank you Haris, before I go over Bitdeer's third quarter financial results, I'd like to remind everyone that all figures I refer to today are in U.S. dollars.

Q3 consolidated revenue was \$169.7 million, up from \$62.0 million in Q3 2024 and \$155.6 million in Q2 2025, or up 173.6% year-over-year and 9.1% sequentially.

Self-mining revenue was \$130.9 million vs. \$31.5 million in Q3 2024 and \$59.3 million in Q2 2025, or up 315.6% year-over-year and up 120.7% sequentially. These results were primarily due to a 273.1% year-over-year and 105.4% sequential increase in self-mining hashrate as well as higher Bitcoin prices. These increases were partially offset by higher mining difficulty.

SEALMINER sales revenue was \$11.4 million compared to zero dollars in Q3 2024 and \$69.5 million in Q2 2025.

Total gross profit for the quarter was \$40.8 million vs. \$2.8 million in Q3 2024 and \$12.8 million in Q2 2025. Gross margin was 24.1% vs. 4.5% in Q3 2024 and 8.2% in Q2 2025. The year-over-year and sequential increase in our gross margin was primarily driven by higher self-mining revenue and improved fleet efficiency. We expect continued gross margin improvement over the coming quarters as our hashrate ramps and overall fleet efficiency improves.

Total operating expenses for the quarter were \$60.5 million vs. \$42.9 million in Q3 2024 and \$42.3 million in Q2 2025. The year-over-year and sequential increase was primarily driven by the one-off R&D costs for the SEAL04 chip development and tape out, and non-cash amortization expenses of intangible assets related to the acquisition of FreeChain.

Other operating income was \$26.5 million primarily due to a \$22.2 million mark to market adjustment to our Cryptocurrencies receivables. As a reminder, under IFRS, Bitcoin and other cryptocurrencies are classified as an intangible asset and are measured at cost less any accumulated impairment losses, with no subsequent upward revaluation permitted. However, during the quarter, we entered into a \$100 million Bitcoin backed loan facility, pledging approximately 1,400 Bitcoin as collateral. As a result, these Bitcoin were reclassified as a cryptocurrency receivable. IFRS requires that any cryptocurrency held as a receivable or payable be marked to market, which led to this adjustment.

Other net loss for the quarter was \$238.5 million vs. \$14.7 million in Q3 2024 and \$108.5 million in Q2 2025. The net loss was due to the non-cash derivative loss on the convertible senior notes issued in August 2024, November 2024 and June 2025, which I will discuss in more detail in the liability section.

IFRS net loss was \$266.7 million vs. \$50.1 million in Q3 2024 and \$147.7 million in Q2 2025.

Adjusted loss was \$32.8 million vs. \$25.6 million in Q3 2024 and \$24.4 million in Q2 2025. The increase in loss was primarily due to higher operating expenses and interest expenses relating to the increased borrowings, partially offset by the year-over-year higher revenue and gross profit margins.

Adjusted EBITDA was positive \$43.0 million vs. negative \$7.9 million in Q3 2024 and positive \$17.3 million in Q2 2025. The year-over-year growth was primarily driven by significantly higher self-mining hashrate as a result of the Company's mass production and deployment of SEALMINERs A1 and A2 during 2025. Note that both the adjusted loss and adjusted EBITDA figures for the quarter do not include the \$22.2 million favorable mark-to-market gain from Bitcoin pledged as collateral.

This quarter's higher year-over-year and sequential topline and non-GAAP bottom line performance was mainly driven by higher self-mining hashrate, SEALMINER sales, and higher Bitcoin prices. These were partially offset by higher global network hashrate, and higher R&D costs as previously described.

Net cash used for operating activities was negative \$520 million primarily driven by SEALMINERs supply chain and manufacturing costs, electricity costs from the mining business, general corporate overhead and interest expenses.

Net cash generated from investing activities was \$27 million which was driven by \$60 million of capital expenditures, of which \$32 million was related to data center infrastructure and related construction. Proceeds from disposal of cryptocurrencies from our primary business was \$89 million.

Net cash generated from financing activities for the quarter was \$388 million, which resulted primarily from approximately \$320 million of borrowings from a related party and \$91 million of proceeds from shares sold under our ATM program, partially offset by \$48 million of repayments of borrowings.

Moving on to our 2025 infrastructure spend. We expect capex for the continued build out of our global power and data center infrastructure to be in the range of \$210 million to \$240 million for calendar year 2025. This range includes reported infrastructure capex from the previous 9 months of approximately \$168 million. The remaining projected capex is expected to fund the completion or near completion of our data centers in Tydal, Norway, Jigmeling, Bhutan, Massillon, Ohio and Ethiopia as well as the partial completion of the 101 MW gas fired power plant in Alberta, Canada. Please note that this guidance only factors in power and data centers and does not include capex for SEALMINERs and GPUs.

In terms of our balance sheet, we ended the quarter in a strong financial position, with \$196.3 million in cash and cash equivalents, \$82.2 million in cryptocurrencies, held at cost less impairment, \$163.9 million in cryptocurrency receivable, held at fair market value and \$824.3 million in borrowings excluding derivative liabilities. Please note, the \$82.2 million in cryptocurrencies is accounted for according to IFRS rules and is currently below its market value.

Derivative liabilities were \$672.5 million, which relate to the November 2024 and June 2025 convertible senior notes, representing a \$234.6 million increase compared to the last quarter. This is a non-cash fair value adjustment driven by the increase in our stock price and does not

impact our liquidity or operations. Under IFRS, certain derivative instruments, such as warrants and convertible debt, are required to be revalued at fair market value each reporting period. As our stock price increases, the fair value of these instruments rises, resulting in a higher reported liability and vice versa. The recorded liability will ultimately be netted at settlement, either upon conversion to equity or expiration, and does not represent an actual cash outflow.

Finally, regarding our outstanding ATM facility, we have sold 6.2 million additional shares during the quarter.

Thank you everyone - that concludes the prepared remarks section of our earnings call, operator, please open the call for questions.