

Q1 2024

Webcast, 7 May 2024

Adam Philpott, CEO Fredrik Hedlund, CFO





# AGENDA

# **EXECUTIVE SUMMARY**

# **STRATEGIC INITIATIVES**

- Transformation to drive profitable growth
- Why are we winding down Mobile?
- We have a great Core business
- Refresh of Biometric solutions

# **Q1 2024 FINANCIALS**

- Revenue and clients
- Key figures

# FINANCIAL & OPERATIONAL CHANGES

- Cost optimization
- Improving capital structure

Q&A

# Executive summary – Q1 2024

### Q1 2024

- Revenue increase of 25%, driven by 80% growth in higher margin
   PC product group
- Margin pressure in Mobile caused the total Group gross margin to decline by six percentage points (but up one point vs. 4Q23)
- Continued execution of massive cost takeout program

### Post-Q1 2024

- Winding down Mobile to focus on Core business profitable growth
- Announced a partially guaranteed rights issue of up to SEK 310 million to strengthen balance sheet by reducing debt and increasing equity, facilitated by the early repayment of outstanding convertible bonds
- Our strategy is focused on the large and expanding market for Biometric Authentication and Identification, moving towards multimodal solutions that integrate various Biometric modalities, including both hardware and software

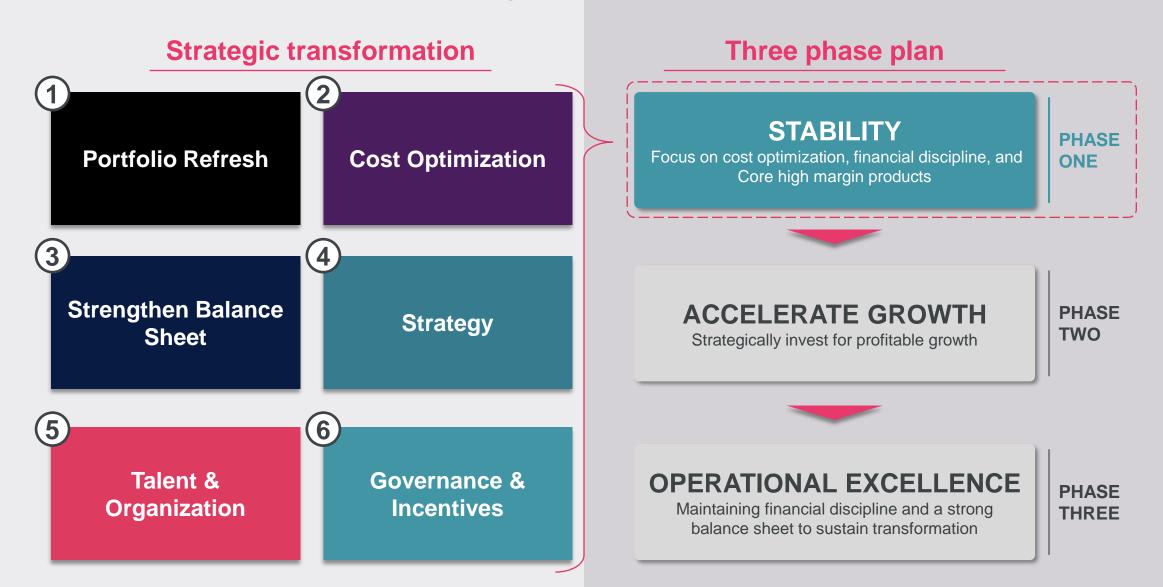
### **Key figures**

SEKm	Q1 2024	Q1 2023	Change
Revenue	146.4	117.0	25%
Gross margin %	11.1	17.3	-6 pp
Adjusted EBITDA <sup>1</sup>	-50.5	-60.2	-16%
Free cash flow <sup>2</sup>	-65.5	-64.8	1%
Headcount <sup>3</sup>	172	251	-31%



# STRATEGIC INITIATIVES

# Transformation to drive profitable growth



# Why are we winding down Mobile?

**Mature market / Geopolitics** 

Highly commoditized / price sensitive / high-volume business

**Capital intensive / low investment returns** 

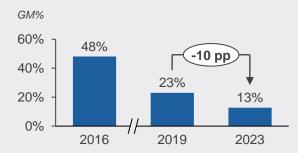
**Focus on higher margin Core business** 

### **Mobile Commoditization**

Illustrative Average Selling Price - Mobile Capacitive Units

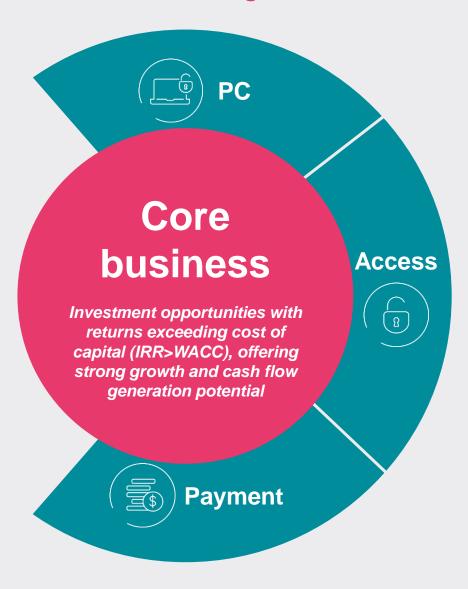


FPC Group gross margin, %





# We have a great Core business



### PC

- Leading innovative premium solution provider
- · Large and growing market / high margins
- Large, global client base: 4 out of top 5 Windows PC OEMs
- Strong growth potential, +80% from Q1'23 to Q1'24







### Access

- Leader in the eco system with top client penetration
- High margin business / solid long-term growth potential
- Accelerate growth in Logical Access (FIDO)
- · Scale fragmented market through channel-ready product





## **Payments**

- Leading provider of cutting-edge, premium solutions
- · Fully established ecosystem with adoption pipeline large and growing
- · High margin business with expected surge in revenue
- · Focus on accelerating banking pipeline deals





~15% Core Growth 2023 YoY



# Refresh of Biometric solutions

Product portfolio	Gross margin	2022 Sales, %	Transformation strategy	2023 Sales, %	New product portfolio	Commentary
MOBILE		81%	<ul> <li>Historically unfavorable market conditions due to Chinese exposure</li> <li>Unsustainably low margins, prompting decision to winddown segment</li> </ul>	74%	DISCONTINUATION PROCESS	Non-profitable prompting wind down
PC		7%	<ul> <li>Strong growth in recent years, 63% 2022-2023</li> <li>Positive outlook with increased demand for Match-on-Chip solutions</li> </ul>	14%	PC	450/
PAYMENTS		2%	<ul> <li>Accelerate growth in Payments</li> <li>Banking deployments accelerating</li> <li>Expected surge in revenue</li> </ul>	2%	PAYMENTS	~15% Growth YoY in Core, primarily driven by PC
ACCESS		10%	<ul> <li>Accelerate growth in Logical Access (FIDO)</li> <li>Expected surge in revenue</li> </ul>	11%	ACCESS	
NEW BUSINESS		0%	<ul> <li>R&amp;D focus on IRIS technology applicable across entire portfolio</li> <li>Frontrunner in DMS systems within Automotive</li> </ul>	0%	NEW BUSINESS	Future monetization opportunities





# Revenue and clients (Q1 results)

### Revenue by product group

SEKm	Q1 2024	Q1 2023	Change	FY 2023
PC	28.5	15.9	80%	96.9
Access	9.2	18.6	-50%	77.7
Payment	1.8	4.0	-55%	11.7
Total Core	39.5	38.5	3%	186.3
Mobile	106.9	78.5	36%	519.1
Group	146.4	117.0	25%	705.4

### Selected customers



### **Q1 Dynamics**

- PC: Continued strong revenue and margin performance
  - Exceptional demand from top clients
  - Won Lenovo Best Supplier Award, ASUS MoC PC launch
  - Complete MCU system ready for mass production
- Access: Small, early-stage market
  - FIDO demand increasing from top market partners
  - Channel product completed ready to market
  - China construction remains depressed, affecting Asia
- Payment: Pre-chasm market; product and ecosystem in-place
  - Garanti Bank eleventh Biometric cards launch with Thales
  - Building and converting significant banking pipeline
  - Focus shifted to demand-side in the nascent market
- Mobile: Maintained strong volume growth / price erosion

# Key figures (Q1 results)

### **Key figures**

SEKm	Q1 2024	Q1 2023	Change	FY 2023
Revenue	146.4	117.0	25%	705.4
Gross profit	16.2	20.3	-20%	89.6
Gross margin %	11.1	17.3	-6 pp	12.7
Adjusted EBITDA <sup>1</sup>	-50.5	-60.2	-16%	-204.7
Free cash flow <sup>2</sup>	-65.5	-64.8	1%	-134.4
Cash and cash equivalents	45.6	210.9	-78%	109.9
Headcount <sup>3</sup>	172	251	-31%	185

### **Q1 Dynamics**

- Revenue growth: 25% increase in revenue primarily driven by 80% growth in higher-margin PC, reflecting strong market demand and product innovation
- Margin pressure in Mobile: Persistent margin pressures in Mobile directly led to a six-percentage points decline in the total Group's gross margin, underscoring ongoing challenges in this area
- Strategic wind down and cost optimization: Winding down of Mobile, combined with disciplined cost optimization measures, are key to shift Adjusted EBITDA and Free Cash Flow into positive territory
- Headcount reduction: Continued execution of cost optimization program
- Strategic shift: Setting the stage for future growth and stability by focusing on high-margin business segments and innovative Biometric solutions



# FINANCIAL & OPERATIONAL CHANGES

# Cost optimization

### Strategic cost efficiency programme

- General: The strategic transformation plan features two key areas related to cost optimization:
  - Slim down the organization, going from a large company structure to a small and agile one, and
  - Progressively wind down the Mobile segment and its implicit operations in China
- Operational efficiency: Headcount account for ~2/3 of the operating expenses which in the current strategic transformation plan is being progressively trimmed down to reach an agile and slim organization

Headcount<sup>2</sup> Q1'22
 Headcount<sup>2</sup> Q1'23
 Headcount<sup>2</sup> Q1'24
 172

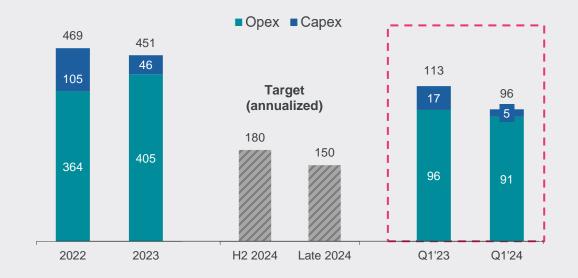
### Financial discipline:

- Align investments with business strategy
- Optimize resource utilization to maximize value
- Implement cost guardrails through governance

### **Ontinuous improvement:**

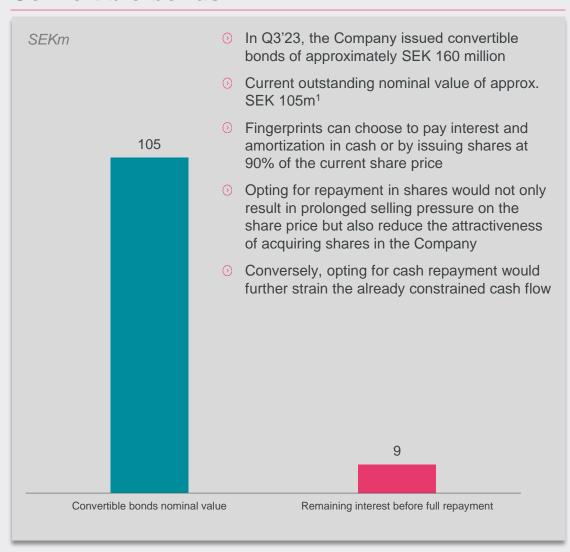
 Enable mindset of continuous improvement and cost consciousness throughout company

### Gross Opex<sup>1</sup> (SEKm)



# Improving capital structure

### **Convertible bonds**



### Positive post redemption effects



**Reduced Interest Costs**: Early redemption will save the company money in the long run by alleviating ongoing bond interest expenses



**Enhanced Financial Flexibility**: Clearing the bond would improve the company's financial flexibility, enabling more efficient resource allocation and pursuit of growth opportunities



All shareholders on the same playing field: Interest and amortization were managed through issuing shares at 90% of the prevailing share price, leading to prolonged selling pressure, disincentivizing investors to acquire shares



**Significantly reducing cost of capital:** Redeeming the outstanding convertible loan with new equity issuance significantly reduces cost of capital



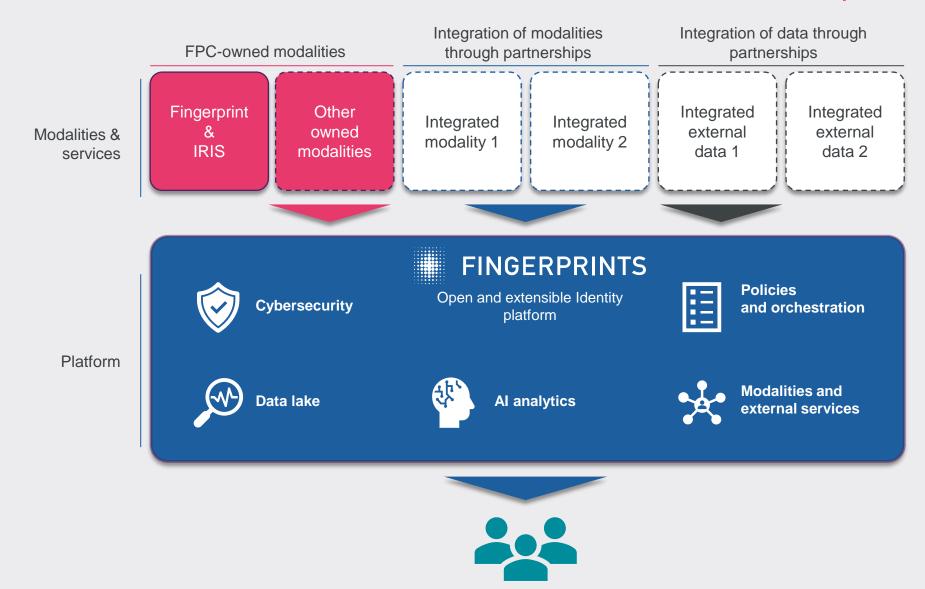
**Enhanced Credit Profile:** Early redemption reflects prudent financial management, facilitating potential future capital raising efforts when Fingerprints shifts focus towards profitable growth



**Reduced Debt Overhang**: Redeeming the bond early will eliminate a substantial burden on the Company's balance sheet, mitigating risks related to future repayment



# Focused Biometric Authentication and Identification solutions provider



Customer of biometric platform

# Talent, organization and incentives



**Experienced senior management**: A dynamic team of seasoned executives, carefully selected to lead the Fingerprints' transformation journey



Chairman of the Board: Guiding the transformation process with wisdom and expertise, ensuring alignment with shareholder interests and long-term success



**Aligned Incentives:** Incentive structures, including warrants<sup>1</sup>, designed to reward successful execution of the restructuring plan and value creation for stakeholders



**Proven Track Record:** Each member brings a wealth of experience and a successful track record in navigating complex restructuring initiatives



**Organizational Agility:** Fostering a culture of adaptability and agility to swiftly respond to market dynamics and capitalize on emerging opportunities



**Strategic Vision:** Committed to implementing innovative strategies to revitalize the company's operations and drive sustainable growth

### Newly appointed senior management spearheading strategic transformation





Christian Lagerling Chairman since 2022



FINGERPRINTS

Fredrik Hedlund CFO since 2024



Hila Meller CRO since 2024



# Summary

Winding down Mobile

Significant decline in Mobile's gross margin due to falling ASPs and slower COGS reductions

**Cost optimization** 

Implemented immediate cost-saving measures to become a smaller, more agile, and profitable company

Focus on higher margin segments

Concentrating on Core business segments with robust margins and high growth potential

Large, growing market

Expanding into attractive and growing segments of the Biometric Authentication and Identification market

**Strategy execution** 

Advancing up the value chain with software modalities, identity data integration, and orchestration platforms



