



Q1 2025 Earnings Presentation

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Agenda



- Executive summary
- Transformation traction:
 - Year 1 of transformation: Driving Profitable Growth
 - Year 2 of transformation: Executing to Accelerate Growth
 - Strategic Execution
 - Anonybit Cloud Partnership
 - Discontinued Operations
- Q1 2025 Financials
- Q&A

Executive summary – Q1 2025



Ongoing Operations:

- Revenue from ongoing operations doubled YoY (+100%)
- Gross margin reached 56.6%, significantly above margins in discontinued Mobile and PC
- EBITDA performance underpinned by SEK 29.5m Smart Eye deal; underlying EBITDA remains negative amid turnaround
- FCF includes SEK -22.0m related to discontinued operations; improving but not yet positive. Opex and revenue focus.
- Headcount -70% YoY, with additional efficiencies manifesting

Improved Reporting Clarity:

- Mobile/PC now classified as discontinued operations for a clean view of core business performance
- R&D depreciation now reported under Development Expense (OPEX) instead of COGS for a clearer gross margin presentation

Strategy Execution:

- Anonybit Partnership: launched decentralized biometric authentication integrated with PingOne DaVinci
- Limited direct impact from U.S. tariffs for hardware directly shipped to U.S. customers; situation under continuous review

Key figures

SEKm	Q1 2025	Q1 2024	Change	FY 2024
Revenue	18.2	9.1	+100%	60.2
Gross margin %	56.6%	65.8%	-9 pp	60.9%
EBITDA	10.7	-55.7	nm	-181.7
Free cash flow ¹	-36.4	-65.5	-44%	-219.2
Headcount ²	52	172	-70%	71

Notes: 1) FCF = Operating Cash Flow + Investing Cash Flow. 2) End of Period, Including consultants.

Year 1 of transformation: Driving profitable growth



Strategic transformation



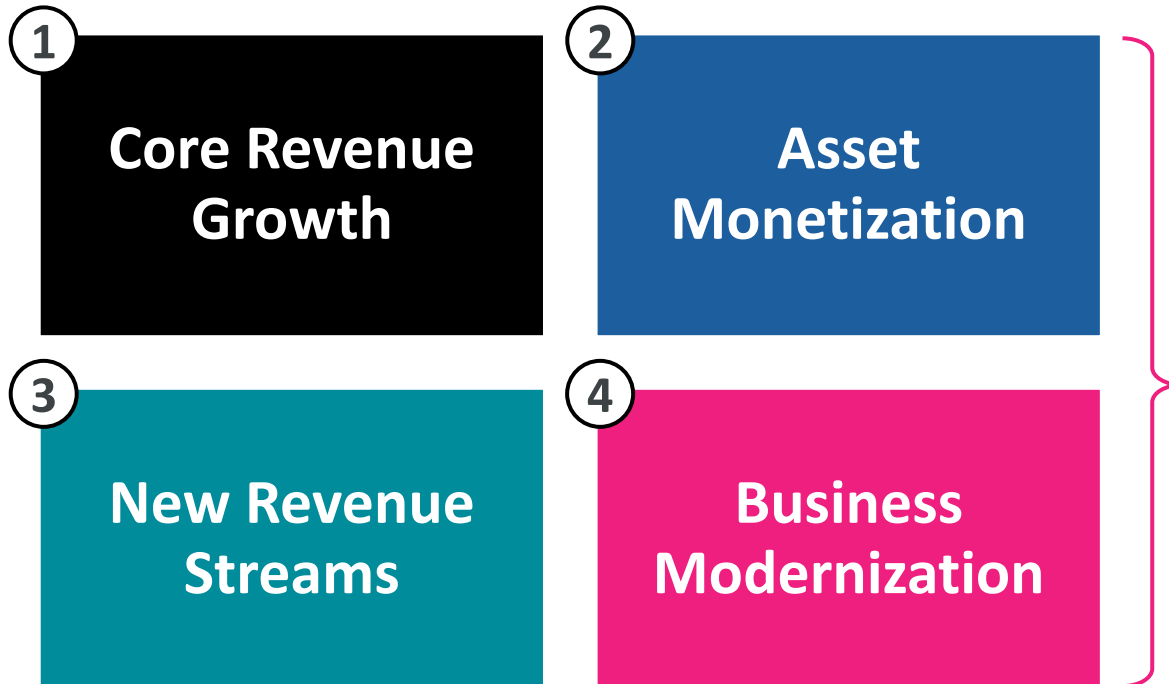
Three phase plan



Year 2 of transformation: Executing to Accelerate Growth



Strategic execution



Three phase plan



Strategic Execution



1. Core Revenue Growth

- **Sales capacity:** Expand prospecting capacity through headcount and productivity tools
- **Marketing engine:** Drive top-of-funnel by transforming marketing into a leads engine



2. Asset Monetization

- **Patent partnership:** Continue to monetize patent base, focusing on high-value IP
- **Licensing models:** Optimize time-to-cash with scalable licensing business models



3. New Revenue Streams

- **Anonybit Cloud:** Expand existing clients and acquire new logos in workforce authentication
- **Intelligent Edge:** Organic and partnered growth in Intelligent Edge modalities



4. Business Modernization

- **Revenue operations:** Professionalize prospecting to increase customer outreach
- **AI native:** Augment teams with AI-driven support to scale productivity


Anonybit Cloud Partnership



What we said in January 2025...

What we have done since...

Anonybit partnership



About Anonybit Company

- Eliminates vulnerabilities in centralized data storage with a patented decentralized privacy preserving biometrics store.
- Distributes anonymized biometric data across multiple cloud environments for superior privacy and security.
- Achieves over 99% authentication accuracy, reduces authentication time by 85%, and minimizes fraud risks.

Why does this partnership matter?	How do we achieve this?	What do we deliver?
<ul style="list-style-type: none">• Passwords Are the Weak Link: The leading cause of cyber breaches and poor user experiences.• Strategic Fit: Supports FPC's expansion into cloud identity platform, accelerating growth.• Market Demand: Enterprises need underpin their zero-trust deployments and manage the end-to-end identity cycle.	<ul style="list-style-type: none">• Seamless Integration: FPC's biometric technology merges with <u>Anonybit's</u> decentralized cloud platform.• Combined Strengths: FPC's biometric edge expertise meets <u>Anonybit's</u> privacy-first cloud approach.• Decentralization Advantage: Eliminates data risks while ensuring top performance at scale.	<ul style="list-style-type: none">• Decentralized Cloud Identity: Building a secure, decentralized identity platform for enterprises.• Passwordless & Secure Access: Enables password-free authentication while preventing account takeovers.• Seamless User Experience: Ensures fast, frictionless, and secure access to sensitive data.

- **Integrated with PingOne DaVinci:** Launched decentralized, multi-modal biometric authentication with key IAM player
- **Expanded enterprise flexibility:** Passwordless authentication for office, remote, and frontline users
- **Achieved first milestone:** Embedded edge biometrics into cloud identity platforms to accelerate passwordless adoption

Discontinued Operations



Revenue: Core vs Discontinued

SEKm	Q1 2025	Q1 2024	Change	FY 2024
Revenue	18.2	9.1	+100%	60.2
PC	8.0	28.5	-72%	73.1
Mobile	0.7	105.7	-99%	253.8
Other	3.5	3.1	+13%	16.1
DiscOps	12.2	137.3	-91%	343.0
Total	30.4	146.4	-79%	403.2

What it is

- Mobile and PC - exited low-margin Asia business
- Classification under IFRS 5 for operations exited
- Reported separately to isolate discontinued activities

Why we are using it

- Clarifies ongoing vs. exited business
- Enhances transparency and comparability for investors
- Reflects shift to higher-margin, core markets

Financial impact

- **Income Statement:** Mobile/PC results shown as a single post-tax line under “Discontinued Operations”
- **Cash Flow Statement:** “Discontinued Operations” disclosed separately
- **Balance Sheet:** Normal accounting treatment; no change in classification.

Key figures – Q1 results



Key Figures

SEKm	Q1 2025	Q1 2024	Change	FY 2024
Revenue	18.2	9.1	+100%	60.2
Gross profit	10.3	6.0	+71%	36.6
Gross margin %	56.6%	65.8%	-9 pp	60.9%
EBITDA	10.7	-55.7	nm	-181.7
Free cash flow ¹	-36.4	-65.5	+44%	-219.2
Cash and cash equivalents	52.6	45.6	+15%	12.1
Headcount ²	52	172	-70%	71

Notes: 1) FCF = Operating Cash Flow + Investing Cash Flow. 2) End of Period, Including consultants.

Q1 Dynamics

- **Revenue:** +100% YoY growth
- **Gross margin:** 56.6%
- **EBITDA:** SEK 10.7m, driven by SEK 29.5m Smart Eye licensing (SEK 17.5m cash, SEK 12.0m non-cash)
- **FCF:** SEK -36.4m, with SEK -22.0m related to discontinued operations
- **Cash & Equivalents:** Increased by SEK 40.5m to SEK 52.6m, driven by SEK +77.9m financing inflow, offset by SEK -36.4m FCF and SEK -1.0m FX impact
- **Headcount:** -27% QoQ and -70% YoY, ongoing cost optimization
- **Asset monetization:** Iris recognition technology monetized through a licensing agreement with Smart Eye
- **Rights issue:** Successfully completed rights issue in February 2025; debt-free

Q1 Summary: Progress and Strategic Outlook



Solid Progress on Strategic Turnaround fundamentals

- Revenue doubled YoY in core business
- Gross margin of 56.6%, reflecting shift to high-value products
- Operational efficiency: Headcount -27% QoQ, -70% YoY

Key Milestones Achieved

- Completed exit from low-margin Mobile and PC; discontinued operations now clearly separated
- Monetized Iris technology through Smart Eye licensing agreement
- Launched decentralized biometric authentication in partnership with Anonybit and PingOne DaVinci

Strategic Focus Going Forward

- Transformation Year 2: Accelerate growth
- Drive positive EBITDA and FCF through continued operational discipline
- Expand biometric capabilities through strategic partnerships and modern identity solutions
- Monitor U.S. tariffs (limited direct exposure)



Q&A

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