



Q2 2025 Earnings Presentation

Adam Philpott, CEO

Fredrik Hedlund, CFO

August 14, 2025

Agenda



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summary

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support growth

03.

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Executive summary – Q2 2025



Core Growth

- Revenue from ongoing operations increased by 40% YoY, contributing to a 66% increase in 1H 2025
- Gross margin remained strong at 48.1%, and 53.0% in 1H 2025, reflecting shift to high-value products

Asset Monetization

- Asset monetisation delivers meaningful cash and future royalties (SEK 24m upfront cash deal with Egis)

New Growth

- Identity Cloud Partnership (Anonybit): launched initial decentralized biometric authentication product, integrated with PingOne DaVinci

Business Modernization

- Operational efficiency: Headcount -59% YoY

Building towards positive EBITDA and FCF via double-digit profitable growth and monetization of unused assets/IP

Key figures

SEKm	Q2 2025	Q2 2024	Change	Q1 2025
Revenue	15.7	11.2	+40%	18.2
Gross margin %	48.1%	53.5%	-5 pp	56.6%
EBITDA ¹	-20.3	-57.6	<i>nm</i>	10.7
Free cash flow ²	-18.4	-23.5	<i>nm</i>	-36.4
Headcount ³	49	119	-59%	52

Notes: 1) Q1'05 EBITDA includes SmartEye licensing SEK 29.5m favorability. 2) FCF = Operating Cash Flow + Investing Cash Flow. 3) End of Period, Including consultants (Q2'05 excl. three Disc. Ops headcount)

New Board Members



John Lord (UK)



- 25+ years leading and scaling global identity verification and biometric tech companies
- Founded and sold TruNarrative (SaaS), acquired by LexisNexis in 2021
- Former Group MD at GBG; grew the company from £18M to £1B+ via international expansion and strategic M&A

Carl Johan Grandinson (SWE)



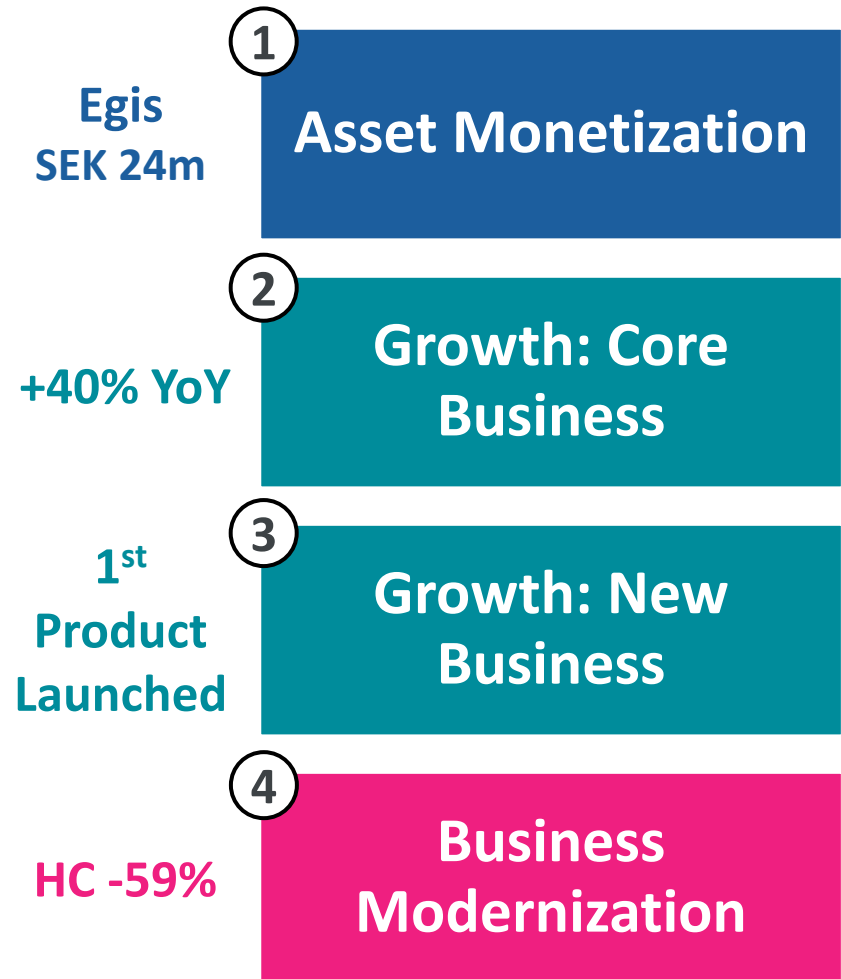
- Extensive track record building and scaling Nordic and European tech ventures
- Led TradeDoubler expansion and founded multiple successful startups
- Board member in high-growth tech companies, specializing in go-to-market and operational scaling

Building and scaling businesses + deep M&A and operational experience

Year 2 of transformation: Accelerate Growth



Strategic execution



Three phase plan



Strategic Execution



① Asset Monetization

- **PC asset monetization:** 24m SEK improved balance sheet and growth investment
- **Patent partnership:** Continue to monetize patent base, focusing on high-value IP



③ New Revenue Streams

- **Identity Growth Capacity:** Invested in focused sales capacity for new identity business
- **Identity Cloud Product Launch:** Target customers with PingOne Davinci IAM



② Core Revenue Growth

- **Strong Core Growth:** 40% YoY Q2
- **Marketing engine:** Drive top-of-funnel by transforming marketing into a leads engine
- **Sensors to systems:** moving up value chain with improving pipeline mix



④ Business Modernization

- **Revenue Operations:** Added cloud sales capacity. Modernize prospecting to increase customer outreach
- **AI native:** Augment teams with AI-driven support to scale productivity

Asset Monetization



Monetized PC assets and IP (SEK 24m, Egis)

Continued strategic execution

Press release
August 7, 2025



Fingerprint Cards AB (publ) licenses PC assets to Egis Technology in SEK 24 million deal, with additional royalty upside tied to OEM volumes

Fingerprint Cards AB (FPC) today announced that it has entered into an agreement whereby certain PC-related assets will be licensed to Egis Technology (Egis) for a consideration amounting to approximately SEK 24 million (USD 2.5 million), with the majority of the payment anticipated in the third quarter of 2025. The agreement also includes royalty payments that are contingent on Egis's shipment volumes to PC OEMs.

The agreement builds on the previously announced partnership with Egis in the Mobile sector, and brings together Egis' strength in high-volume production and its strategic position in Asia, with FPC's leading-edge expertise in biometric innovation and advanced product design.

Adam Philpott, CEO of FPC, said: "This agreement with Egis aligns well with our strategy to monetize and unlock value from existing IP assets. The cash infusion will further strengthen FPC's balance sheet and enhance our financial flexibility. This will enable us to accelerate investments in new revenue streams, reinforcing our leadership in secure authentication. We'll continue to explore monetization of existing assets, realizing value and supporting investments in high-growth areas."

- Monetizing unused assets/IP aligned with focused strategy
- Strengthens balance sheet and improves capital flexibility
- Accelerates investment in core growth and new revenue streams
- Majority of cash to be received in Q3'25, and remaining in Q4'25

Evaluating further monetization opportunities

Key figures – Q2 results



Key Figures

SEKm	Q2 2025	Q2 2024	Change	Q1 2025
Revenue	15.7	11.2	+40%	18.2
Gross profit	7.6	6.0	+26%	10.3
Gross margin %	48.1%	53.5%	-5 pp	56.6%
EBITDA ¹	-20.3	-57.6	nm	10.7
Free cash flow ²	-18.4	-23.5	nm	-36.4
Cash and cash equivalents	32.7	189.5	-83%	52.6
Headcount ³	49	119	-59%	52

Notes: 1) Q1'05 EBITDA includes SmartEye licensing SEK 29.5m favorability. 2) FCF = Operating Cash Flow + Investing Cash Flow.
3) End of Period, Including consultants (Q2'05 excl. three Disc. Ops headcount).

Q2 Dynamics

- **Revenue:** +40% YoY growth (+66% 1H 2025)
- **Gross margin:** 48.1% (53.0% in 1H 2025)
- **EBITDA:** SEK –20.3m, driving toward positive EBITDA
- **FCF:** SEK –18.4m, driving toward positive cash flow
- **Cash & Equivalents:** Decreased by SEK 19.9m to SEK 32.7m, driven by SEK –18.4m FCF and SEK -1.5m from FX impact/Other.
- **Headcount:** -59% YoY, reflecting ongoing cost optimization
- **Asset monetization:** Monetized PC assets and IP (SEK 24m, Egis) in August, securing cash and royalty upside to fund ongoing operations and growth initiatives
- **Cash position** of SEK 32.7m plus SEK 24m asset monetization secures runway to execute growth initiatives and drive towards profitability

Q2 Summary: Progress and Strategic Outlook



Solid Progress on Strategic Turnaround

- Core revenue YoY growth ~2x¹ market (1H 2025 grew ~3X market)
- Gross margin of 48.1% (1H 2025 53.0%), reflecting shift to high-value products
- Operational discipline: -59 % headcount drives productivity; AI tooling to support growth



Key Milestones Achieved

- Monetized PC assets (SEK 24m, Egis), securing cash and ongoing royalty streams to fund growth initiatives
- Strengthened and streamlined Board, adding deep expertise in scaling businesses, M&A, and operational excellence
- Identity Cloud Partnership: launched initial decentralized biometric authentication product, integrated with PingOne; positions FPC for higher-multiple recurring revenue



Strategic Focus Going Forward

- Transformation Year 2: Accelerate growth
- Drive positive EBITDA and FCF through continued operational discipline
- Leverage and expand biometric strength into broader Identity market

(1) Precedence Research (Jun-25): Biometrics market CAGR'25-34 = 20%, reaching \$307B by 2034



Q&A

www.fpc.com