



Q1 2026
Earnings call

April 24, 2026



Fredrik Ruben

Chief Executive Officer



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Chief Financial Officer

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About Dynavox Group



Our vision

A world where everyone can communicate

Our mission

We empower people with disabilities to do what they once did, or never thought possible



Our purpose

As the world leader in assistive communication, we will drive the market forward while addressing a hugely underserved global audience.

~50M

number of people who cannot communicate effectively without communication aids today

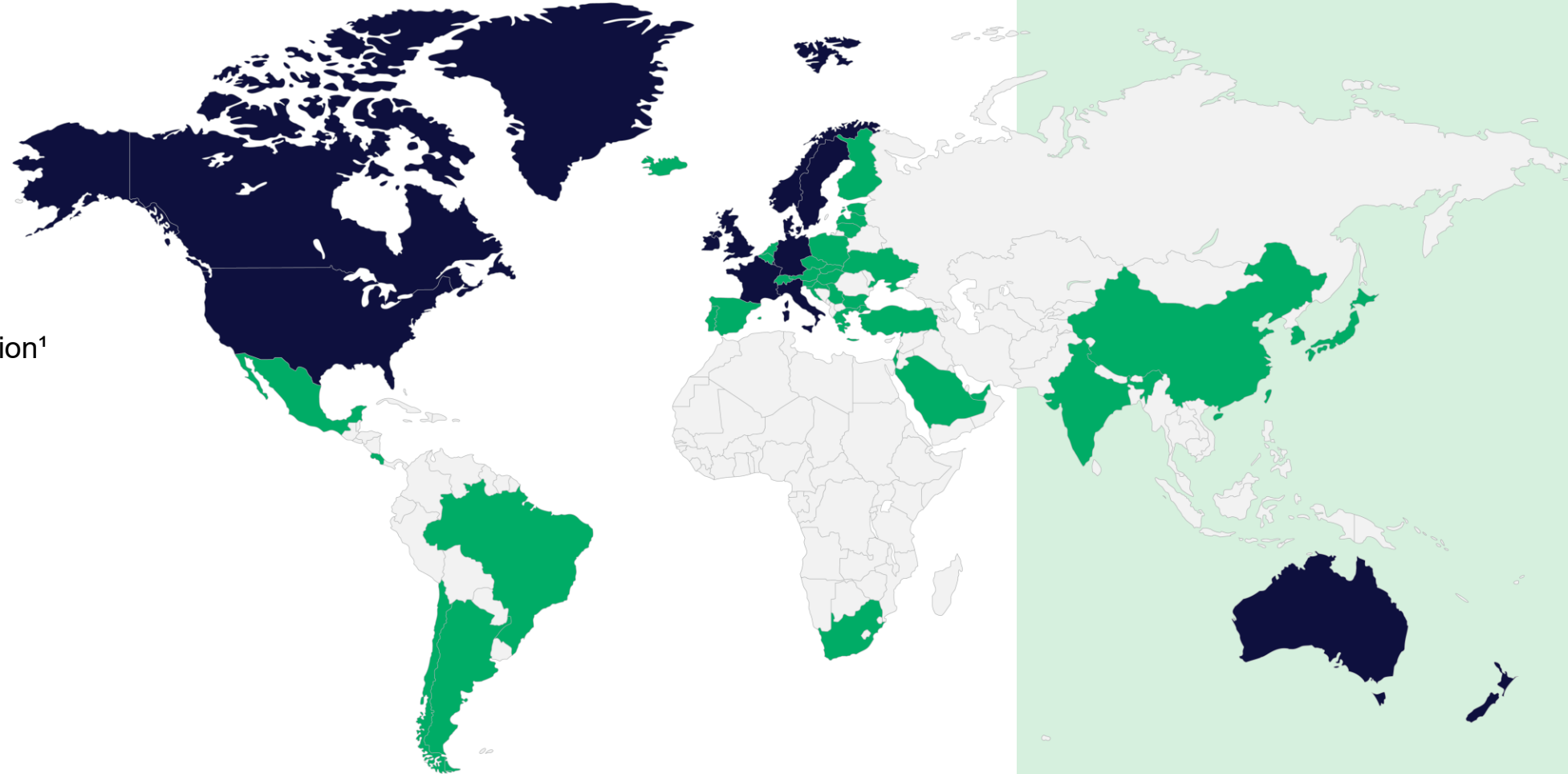
~2M

number of people diagnosed yearly with a need for communication aids

~2%

percentage of people diagnosed yearly who get communication aids

Our global presence



Revenue break down per region¹

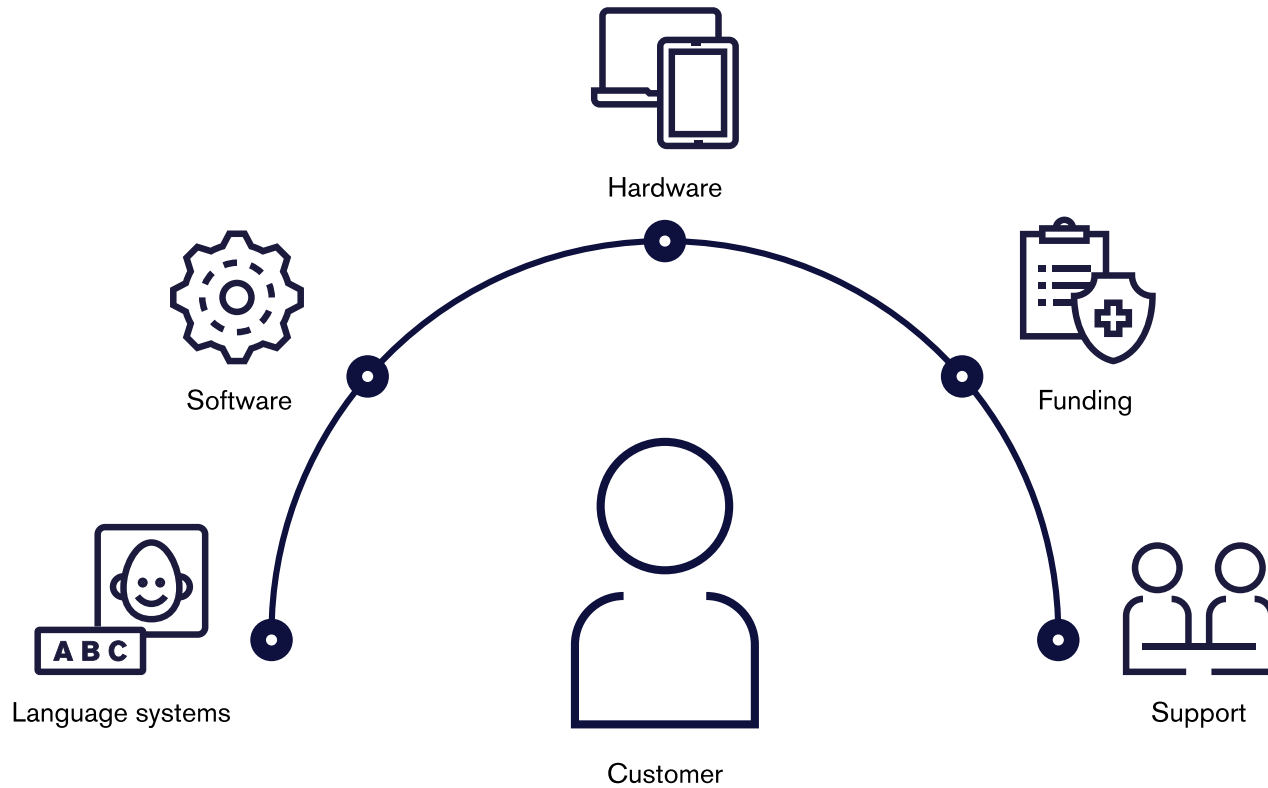
- North America 72%
- Europe 23%
- Other countries 5%

■ Direct presence

■ Partners

¹ Based on 2026 YTD March revenue

Our comprehensive communication solution



Language systems - From our catalogue of synthetic voices to our library of symbols to our text-based systems, we design highly customizable solutions.

Software - Through our software, users can access computers, browse the web, text, and develop literacy skills.

Hardware - Our hardware includes touch devices as well as devices operated through eye tracking that support the software and language systems best suited to each customer.

Funding - Our funding team helps families and professionals navigate the process of securing a communication solution through insurance.

Support - As customers explore their solution, we provide education and community that helps them achieve independence and self-expression.

Q1: January – March 2026

Q1 2026 highlights

- Continued top-line growth, revenue up 15% in local currencies
- Severe weather impacted North America negatively
- Growth across all markets
- EBIT 57 SEKm (43), increase of 35%
- P&D hub in place and ERP roll-out almost concluded
- Acquisition of Italian reselling partner SR Labs Healthcare completed on April 1
- Changes to the Executive management team

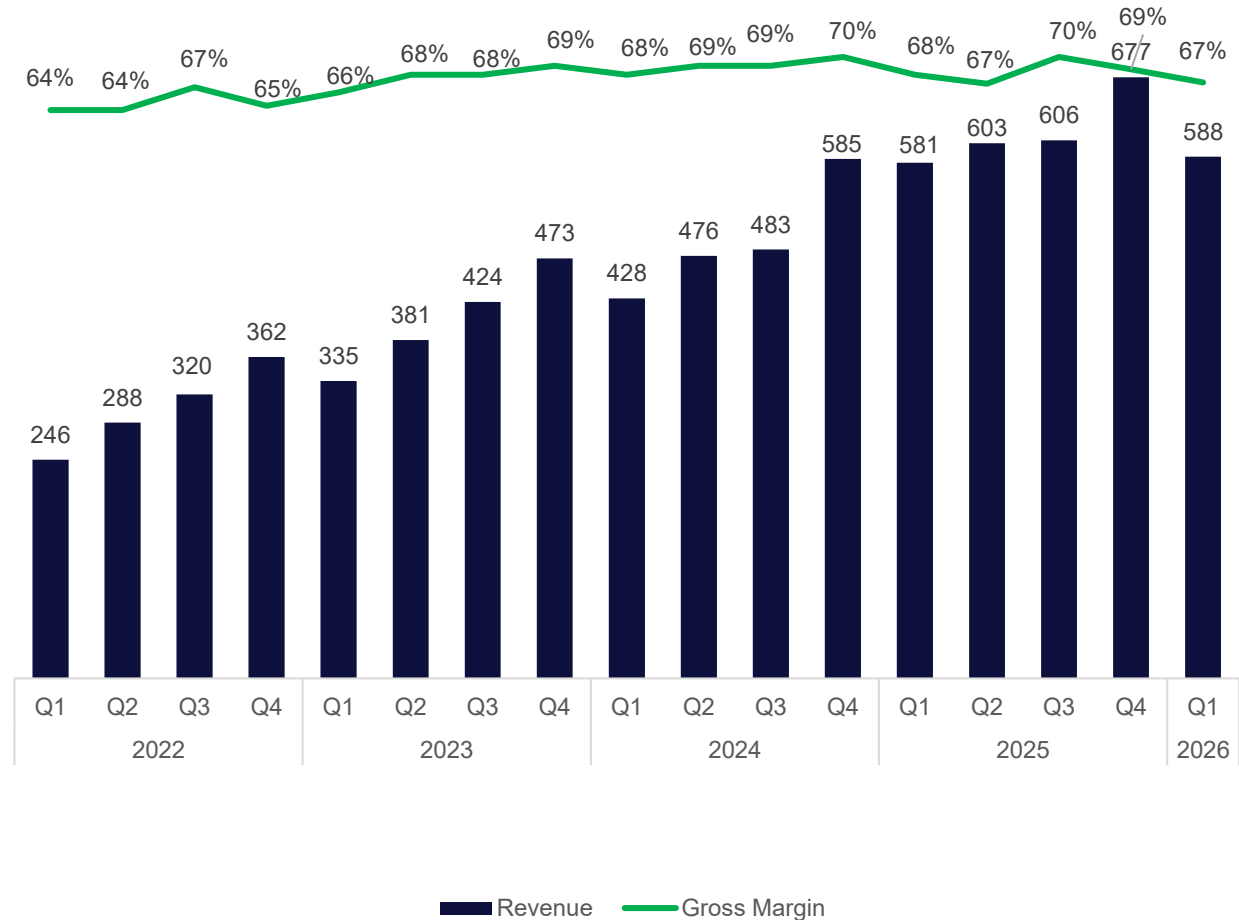


Financials

Q1 2026 Revenue & Gross Margin

- Revenue was 588 SEKm (581), +1%
- Currency adjusted revenue growth was +15%
- Strong growth across the board, globally
- Gross Margin at 67% (68), -0.9 p.p.

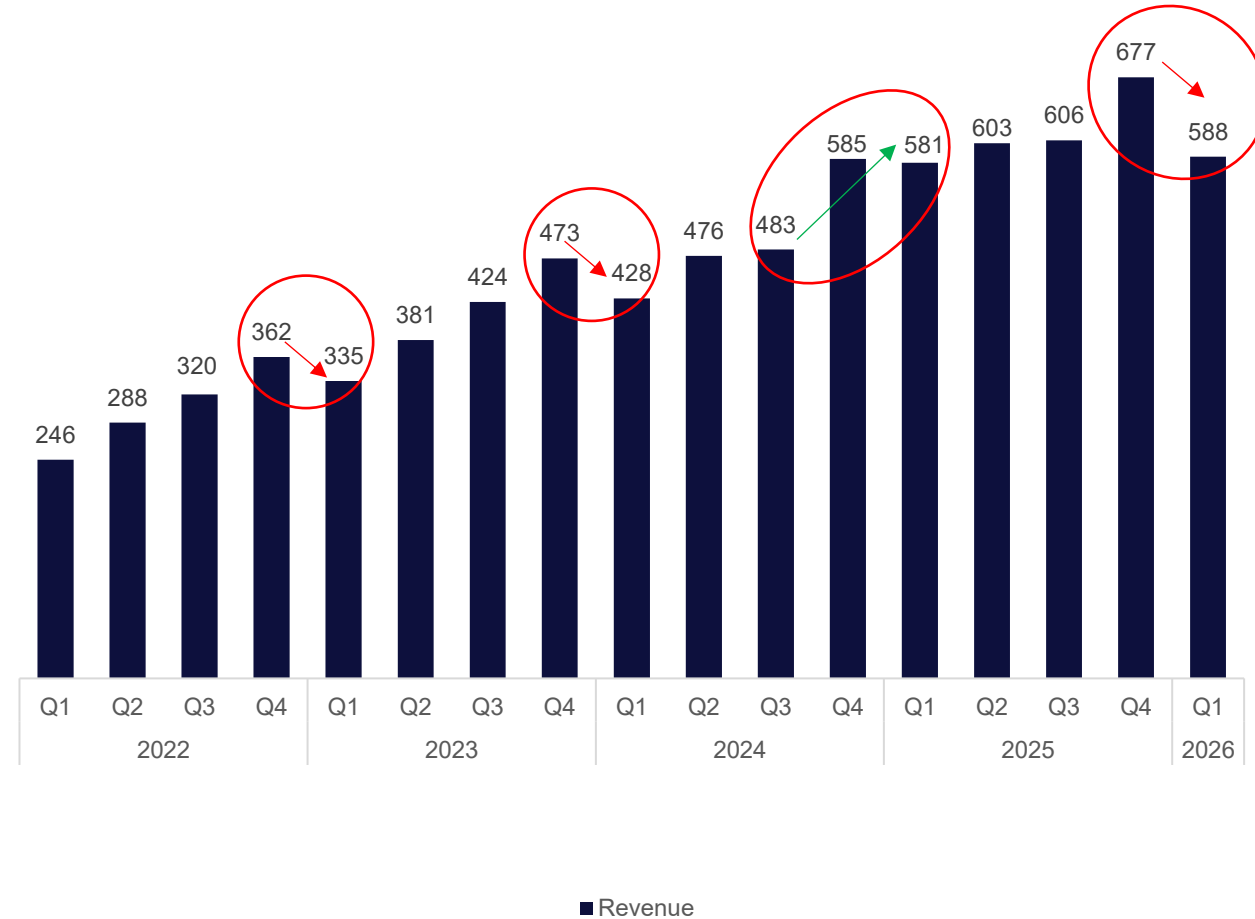
Revenue (SEK million) and Gross Margin



Seasonality

- Q1 weakest
 - New fiscal year
 - Reset of insurance on Jan 1 (US)
- Q4 strongest
 - End of year closure

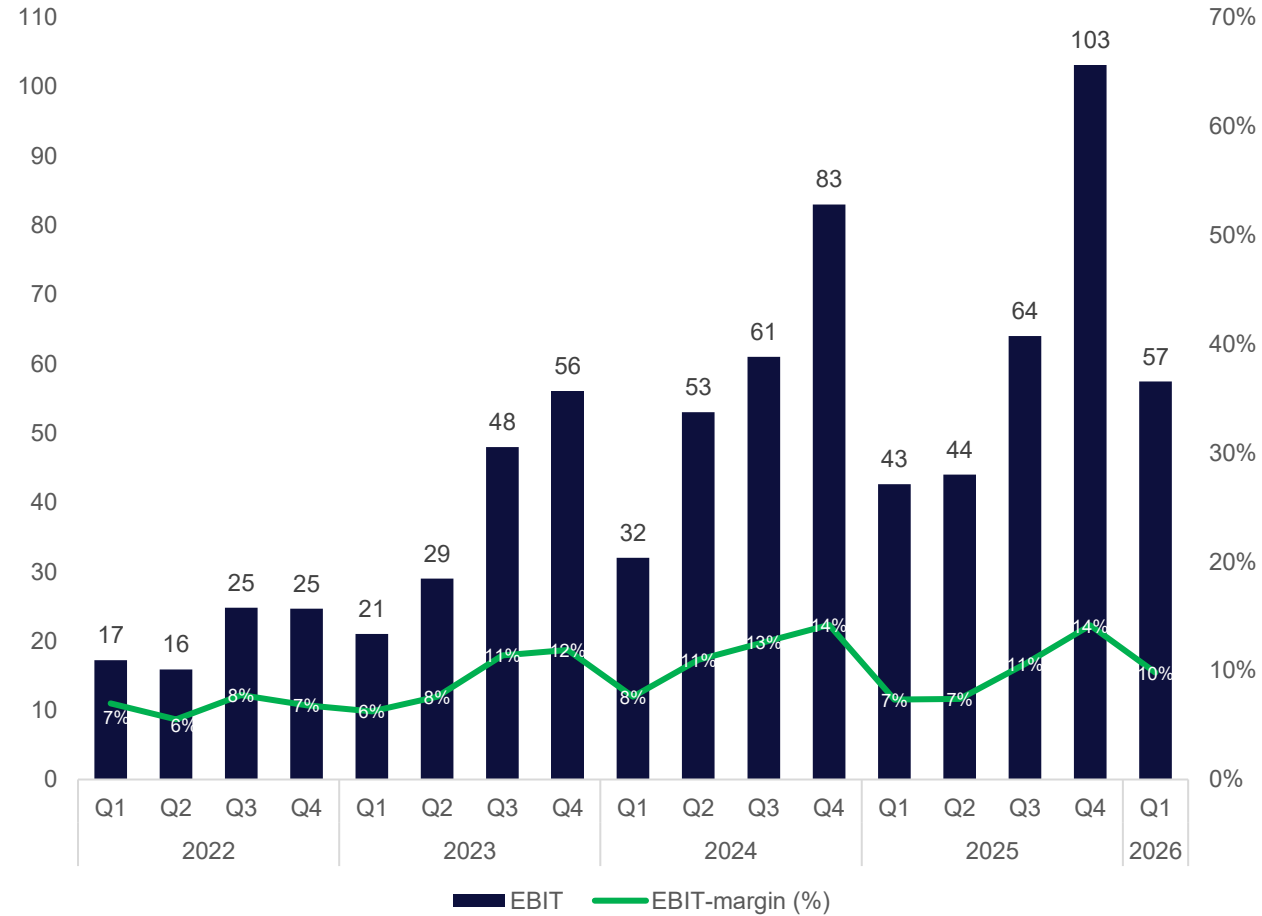
Revenue (SEK million)



Q1 2026 EBIT

- EBIT was 57 SEKm (43)
- EBIT margin was 9.8% (7.3)
- Opex increased with 7% organically
- Net R&D cost decreased by 24 SEKm
- Basic earnings per share totaled SEK 0.36 (0.23) before dilution and SEK 0.35 (0.22) after dilution.

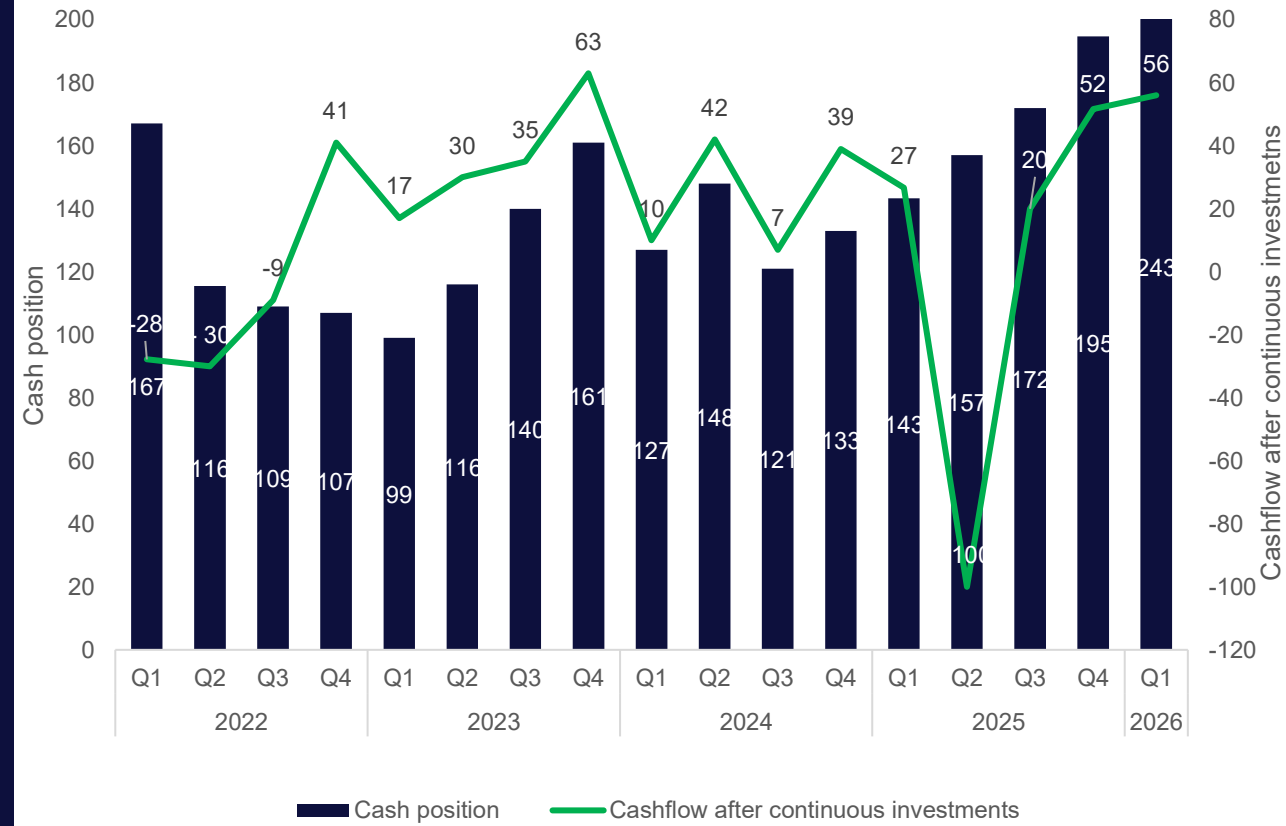
EBIT (SEK million) and EBIT Margin



Balance sheet and Cashflow

- Cash flow after continuous investments +56 SEKm (27) for the quarter
- Cash position 243 SEKm (143)
- Net debt incl IFRS16 865 SEKm (710)
- Net debt / LTM EBITDA 1.7 (1.6)

Cashflow after continuous investments and cash position
(SEK million)



Summary and outlook

- Our strong growth trajectory continues
- Profitability and cash flow improvements
- Expanding direct presence with acquisition in Italy
- No material impact from current macro economic climate or policy changes to date
- Well positioned for long-term sustainable growth



Financial targets

Time horizon 3-4 years

20%

Growth

On average, grow revenue by 20% per year adjusted for currency effects, including contribution from acquisitions

>15%

Profitability

To deliver an EBIT margin that reaches and exceeds 15%

>40%

Dividend Policy

Distribute at least 40% of available net profits to shareholders in the form of dividends, share repurchases or comparable measures

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Q&A

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Thank you!