



Q2 2025 Earnings call

July 18, 2025



Fredrik Ruben

Chief Executive Officer



Linda Tybring

Chief Financial Officer

linda.tybring@dynavoxgroup.com

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

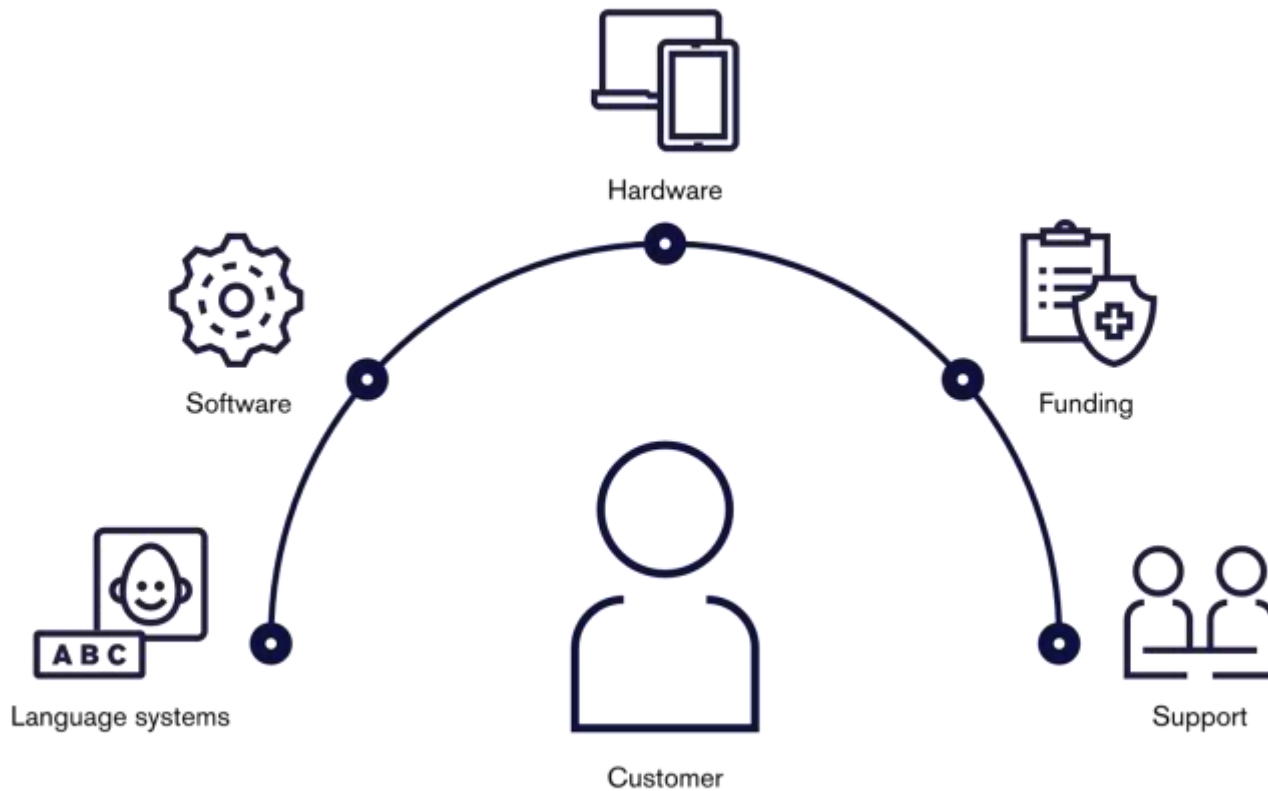
- North America 77%
- Europe 18%
- Other countries 5%

■ Direct & local presence

■ Partners

¹ Based on FY 2025 YTD June 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.

Q2: April – June 2025

Q2 2025 highlights

- Further accelerating top-line growth, revenue up 38% in local currencies
- Equal growth pace across all our markets
- Strongest growth globally within the younger autism customer group
- Investment in new ERP system and product & development organization consolidation on track
- EBIT 44 MSEK (53), includes non-recurring costs of 51 MSEK
- Completed acquisition of Cenomy in France



Strategic acquisitions

- Part of our growth strategy
 - to scale and
 - gain direct market presence
- Cenomy – reselling partner in France
 - Agreement signed April 8
 - Acquisition completed June 2
- RehaMedia – reselling partner in Germany
 - Agreement signed July 11
 - Closing expected within 6 months

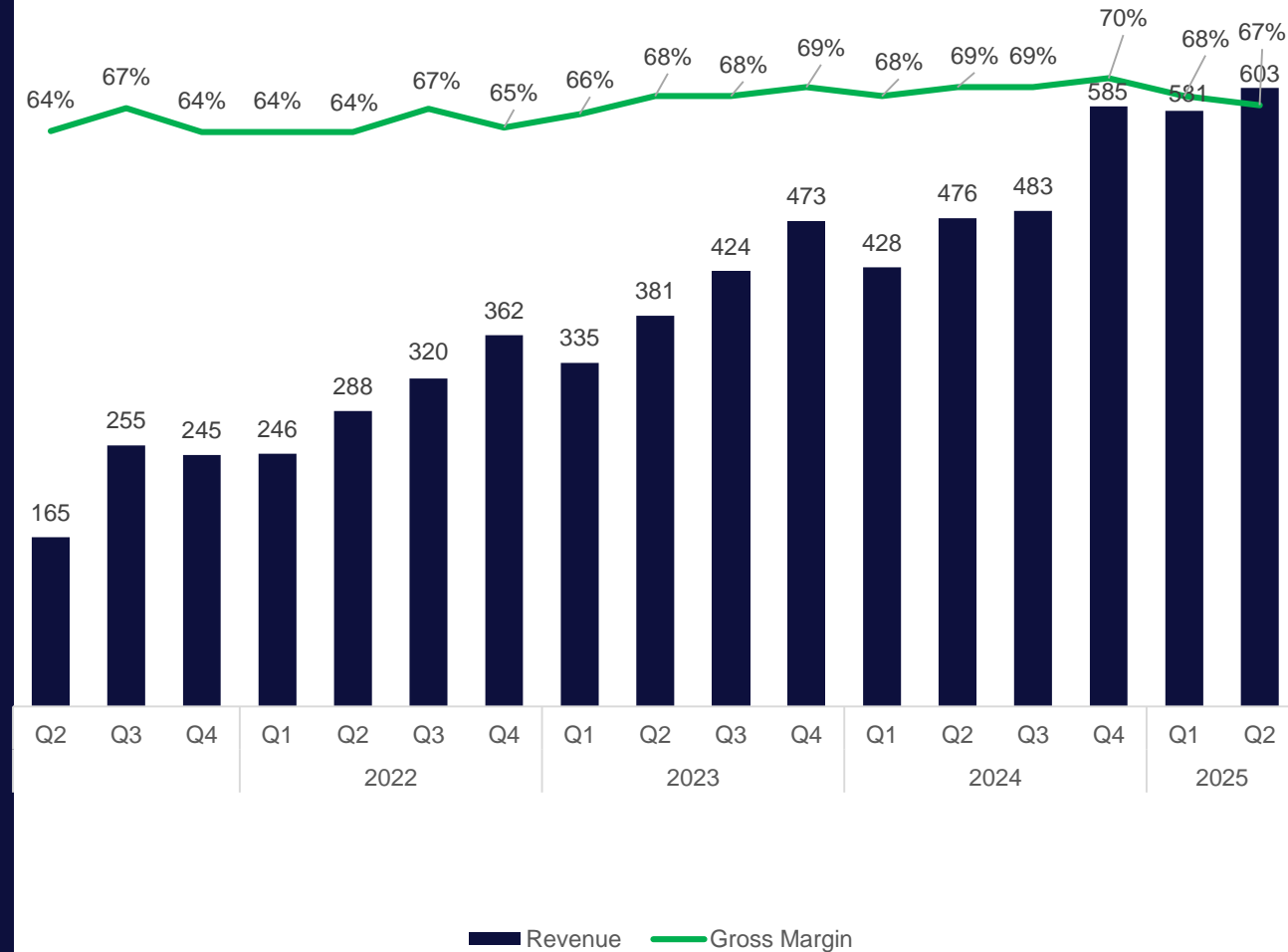


Financials

Q2 2025 Revenue & Gross Margin

- Revenue was 603 SEKm (476), +27%
- Currency adjusted revenue growth was +38%
- Strong growth across the board, globally
- Gross Margin at 67% (69), -1.2 pp

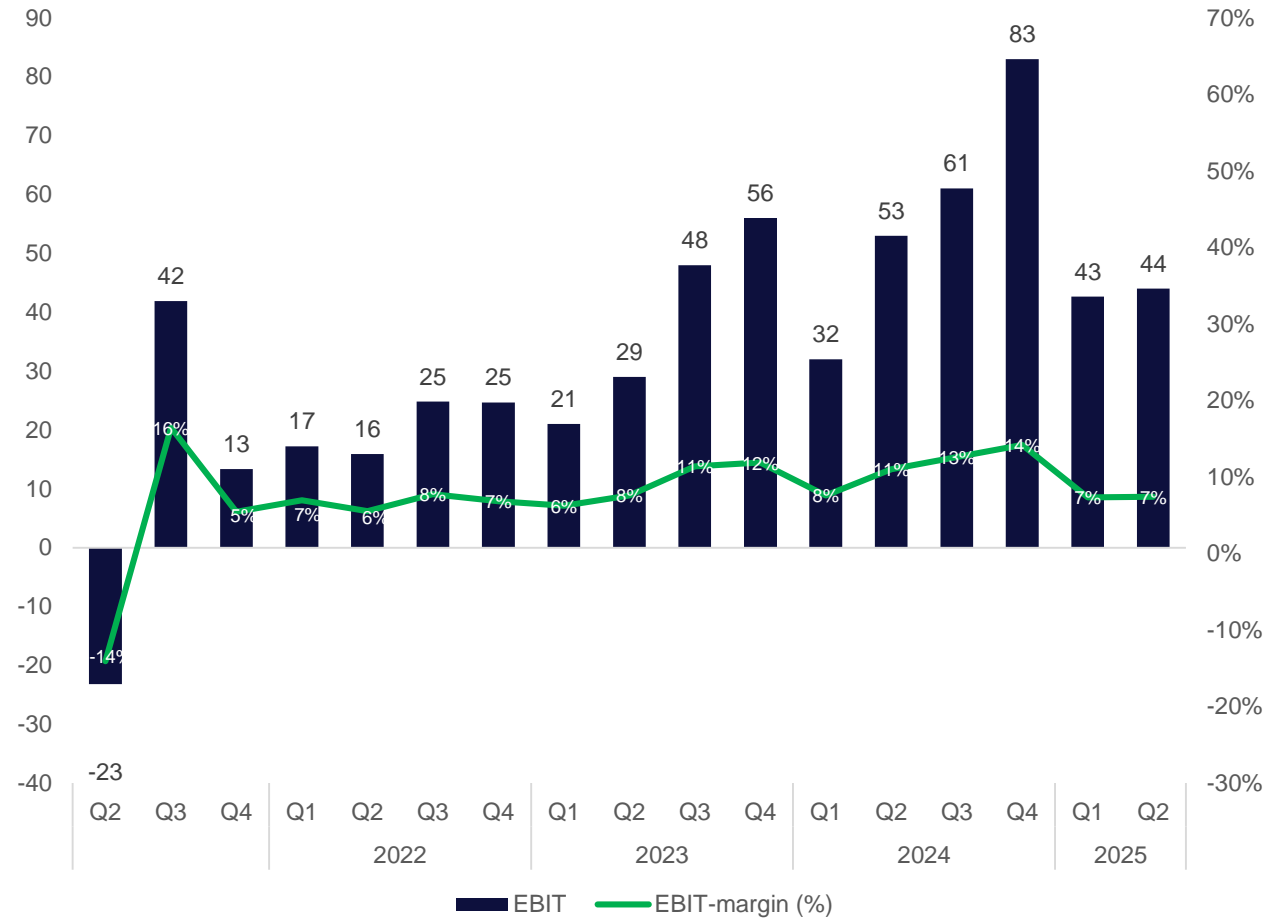
Revenue (SEK million) and Gross Margin



Q2 2025 EBIT

- EBIT was 44 SEKm (53)
- EBIT margin was 7.4% (11.0), includes non-recurring costs of 51 MSEK
- Opex increased with 35% organically
- Net R&D cost increased by 20 SEKm
- Basic and diluted earnings per share were SEK 0.27 (0.34).

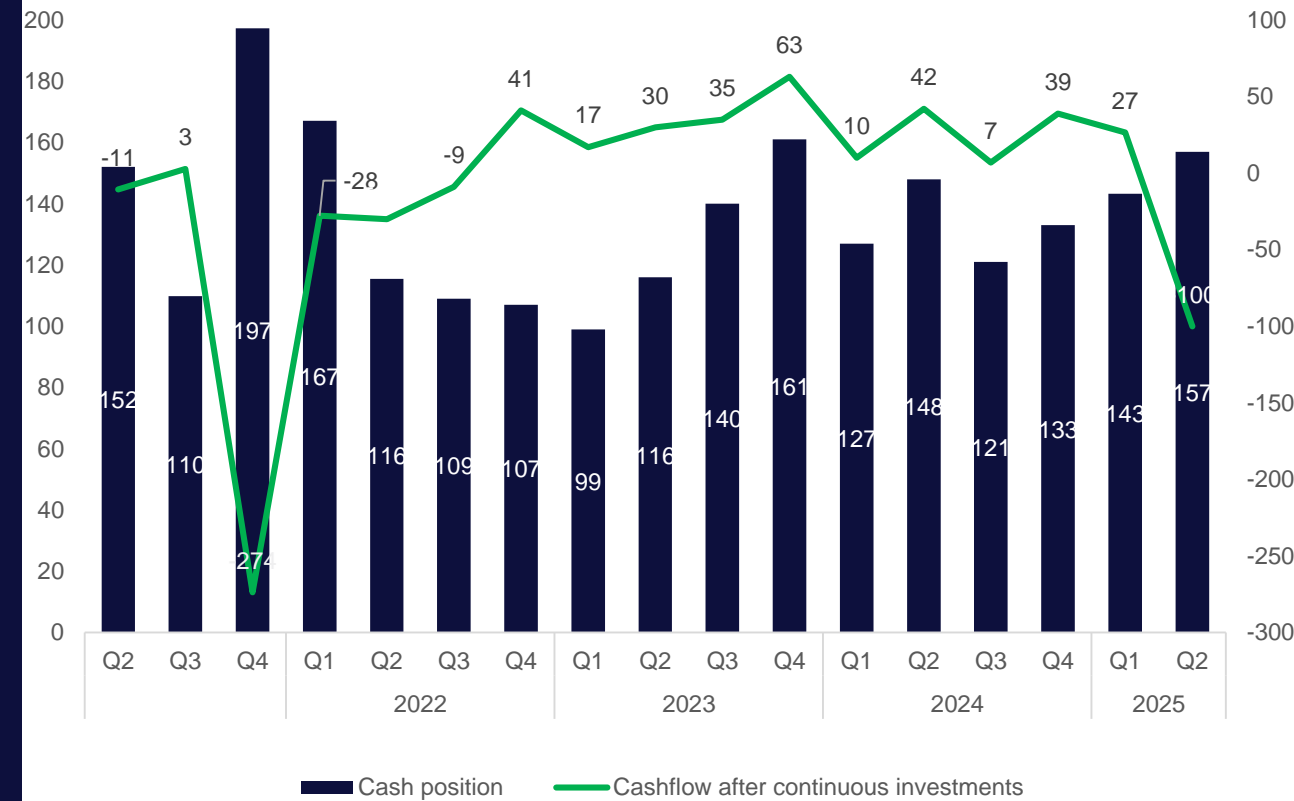
EBIT (SEK million) and EBIT Margin



Balance sheet and Cashflow

- Cash flow after continuous investments -100 SEKm (42) for the quarter
- Cash position 157 SEKm (148)
- Net debt incl IFRS16 851 SEKm (562)
- Net debt / LTM EBITDA 1.9 (1.5)

Cashflow after continuous investments and cash position
(SEK million)



Summary and outlook

- Revenue-growth accelerated further
- Significant non-recurring costs impacting our profitability
- No direct impact from current macro economic climate or policy changes
- Profitable growth via acquisitions
- Investing in people, systems and tools to cater for future growth and improved scalability.



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!