



Q3 2025 Earnings call

October 23, 2025



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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

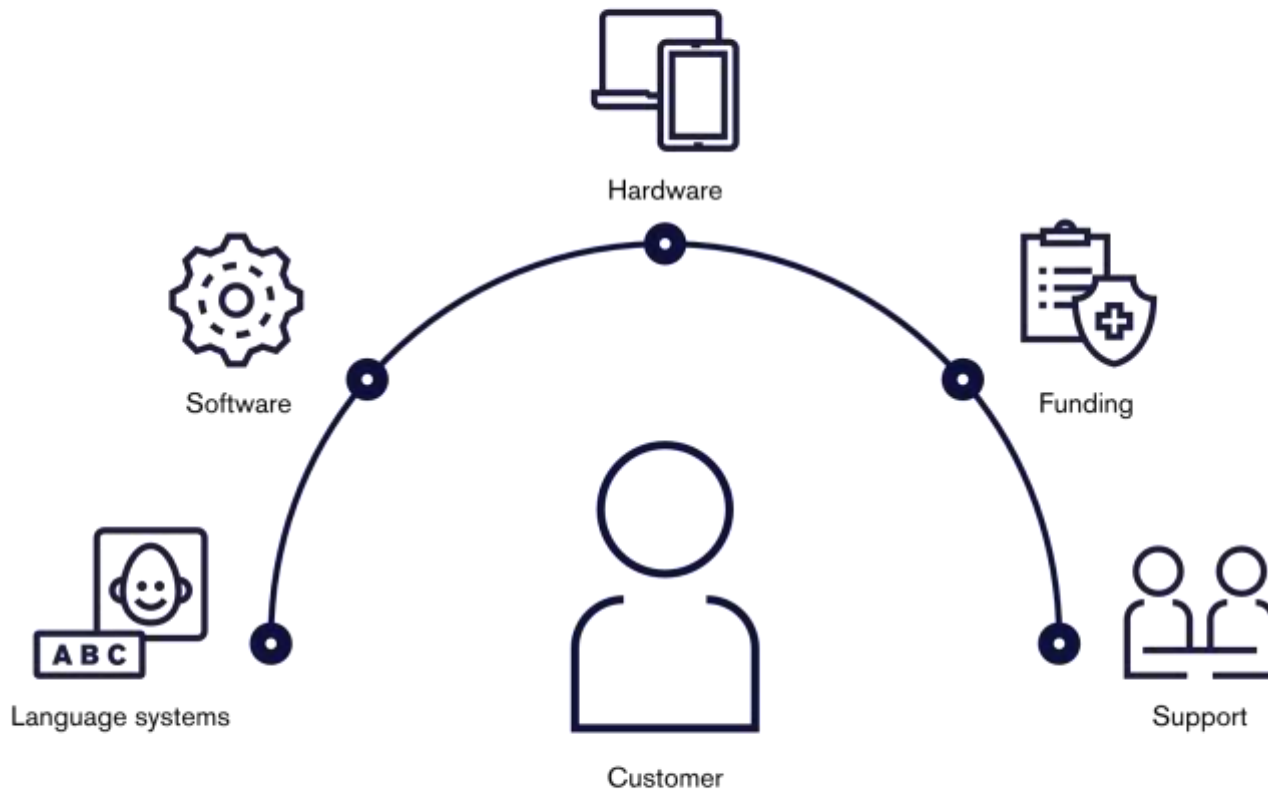
- North America 77%
- Europe 18%
- Other countries 5%

■ Direct & local presence

■ Partners

¹ Based on FY 2025 YTD September 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.

Q3: July – September 2025

Q3 2025 highlights

- Continued top-line growth, revenue up 35% in local currencies
- Growth across all markets
- Outstanding performance in our direct-presence markets outside of North America
- Strongest growth globally within the younger autism customer group
- Investment in new ERP system and product & development organization consolidation on track
- EBIT 64 MSEK (61), includes non-recurring costs of 26 MSEK
- Acquisition of RehaMedia in Germany completed



Strategic investments

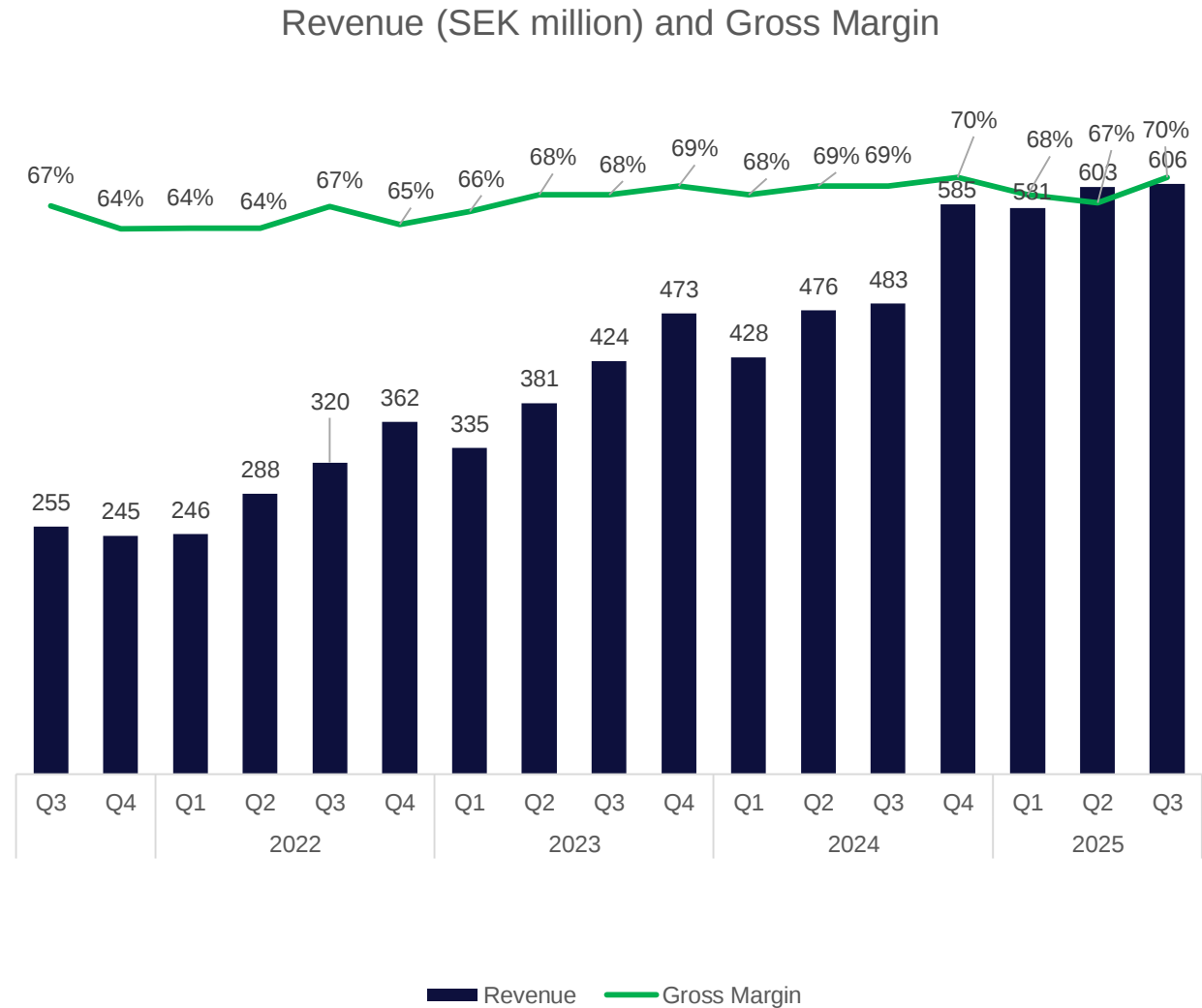
- **ERP rollout in the US and Canada**
 - Successfully launched on July 1
 - 9 SEKm of non-recurring nature spent in Q3
 - 40 SEKm spent YTD
- **Central product & development hub in Stockholm**
 - Recruitment progressing according to plan
 - Phase out of US based P&D org to conclude Q4
 - 14 SEKm of non-recurring nature spent in Q3
 - 33 SEKm spent year-to-date



Financials

Q3 2025 Revenue & Gross Margin

- Revenue was 606 SEKm (483), +25%
- Currency adjusted revenue growth was +35%
- Strong growth across the board, globally
- Gross Margin at 70% (69), +0.8 p.p.



Q3 2025 EBIT

- EBIT was 64 SEKm (61)
- EBIT margin was 10.6% (12.6), includes non-recurring costs of 26 SEKm
- Opex increased with 30% organically
- Net R&D cost increased by 23 SEKm
- Basic earnings per share totaled SEK 0.36 (0.43) before dilution and SEK 0.35 (0.43) after dilution.

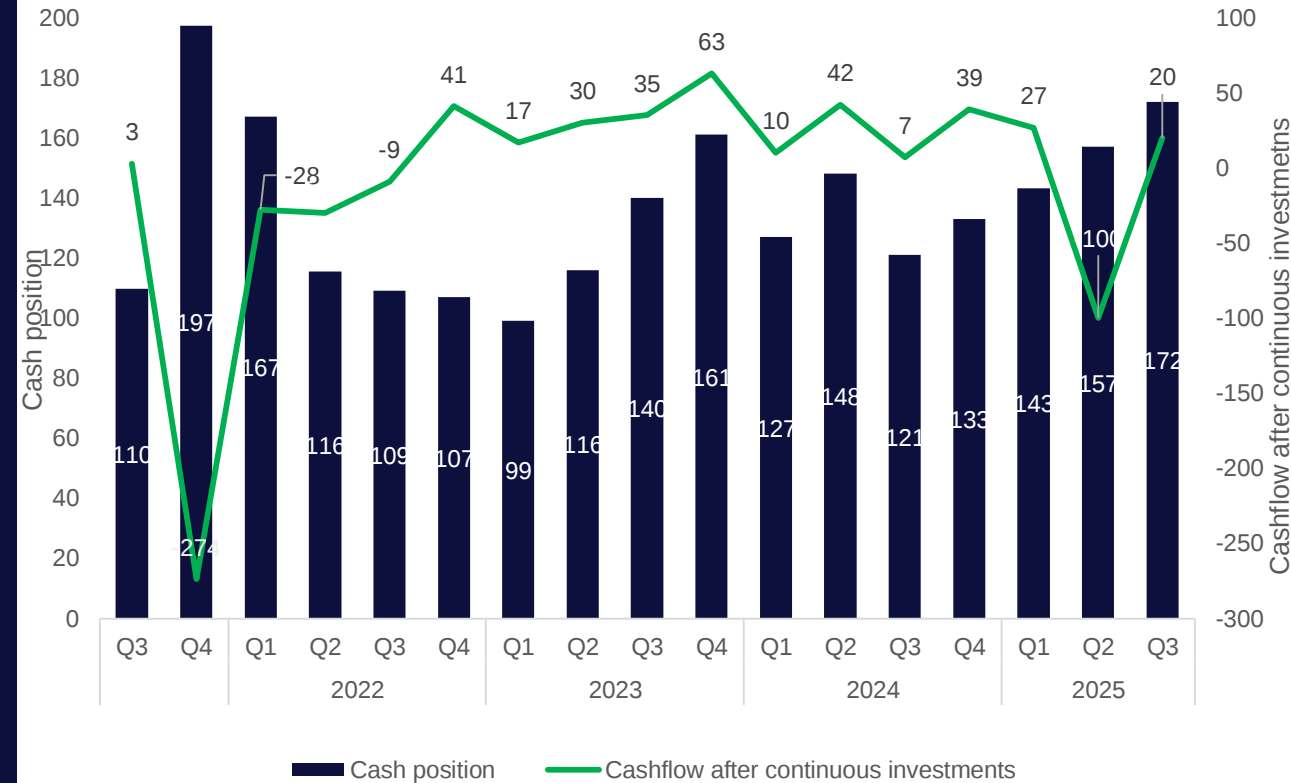
EBIT (SEK million) and EBIT Margin



Balance sheet and Cashflow

- Cash flow after continuous investments +20 SEKm (7) for the quarter
- Cash position 172 SEKm (121)
- Net debt incl IFRS16 924 SEKm (646)
- Net debt / LTM EBITDA 2.0 (1.6)
- New social loan signed with Swedbank

Cashflow after continuous investments and cash position
(SEK million)



Summary and outlook

- Our strong growth trajectory continues
- Strategic long-term investments impacting our profitability
- No direct impact from current macro economic climate or policy changes
- 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!