



Q3 2026 Earnings call

October 21, 2026



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Chief Executive Officer

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Jacob Thordenberg

Chief Financial Officer

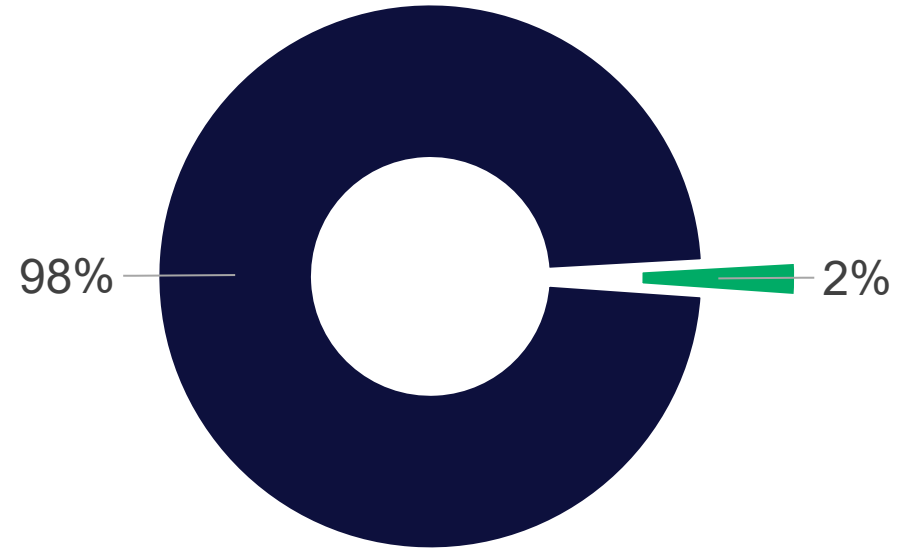
Jacob.Thordenberg@dynavoxgroup.com

About Dynavox Group



~50M

50 million people around the world today cannot communicate effectively without a communication aid.



Only 2% of people diagnosed with a communication disability receive a communication aid.

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



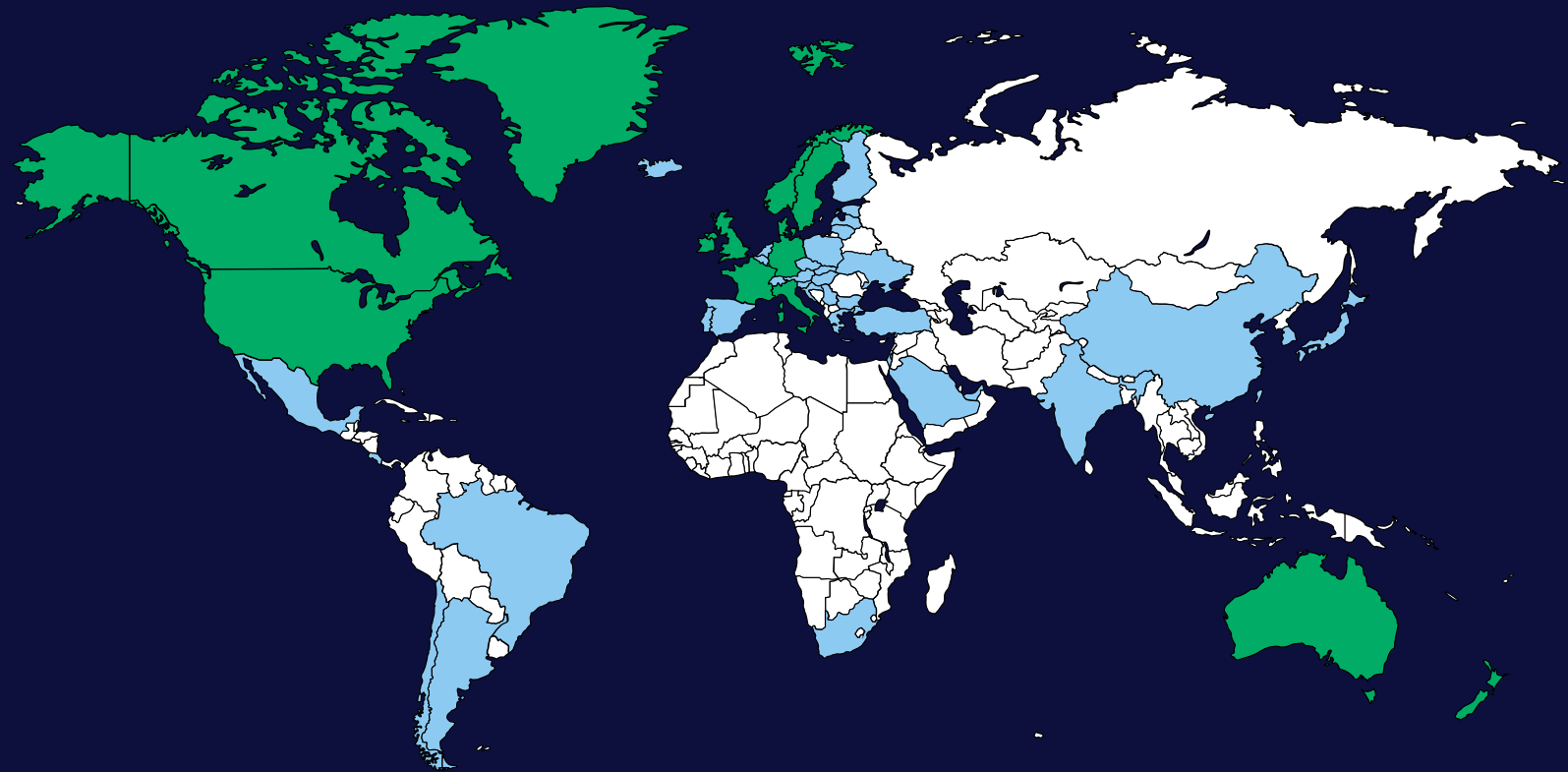
Our global presence

Revenue breakdown¹

74% North America

20% Europe

6% Other

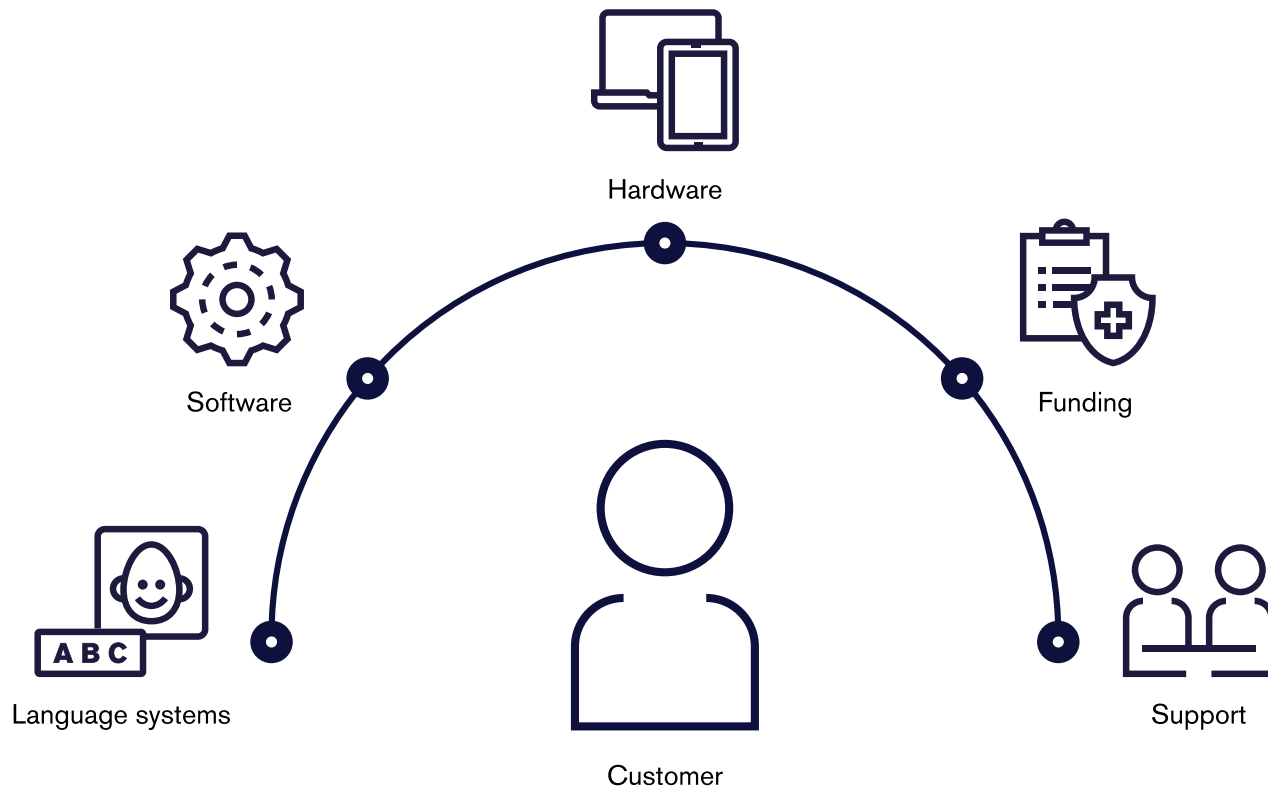


 Direct presence

 Partners

¹ Based on 2026 YTD September revenue

Our comprehensive communication solution



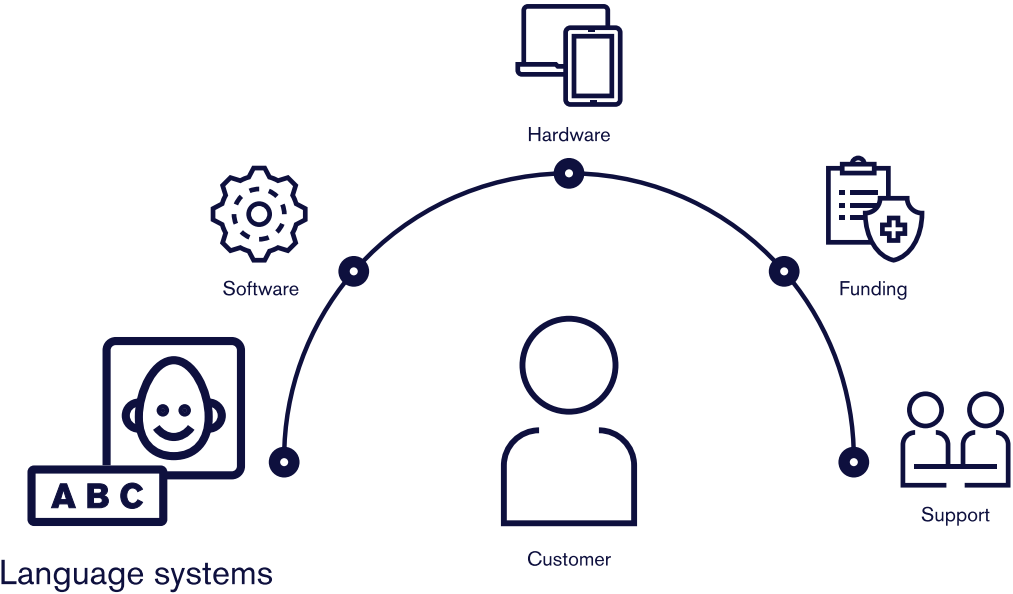
Language systems - From our catalogue of synthetic voices to our library of symbols to our text-based systems, we design highly customizable solutions.

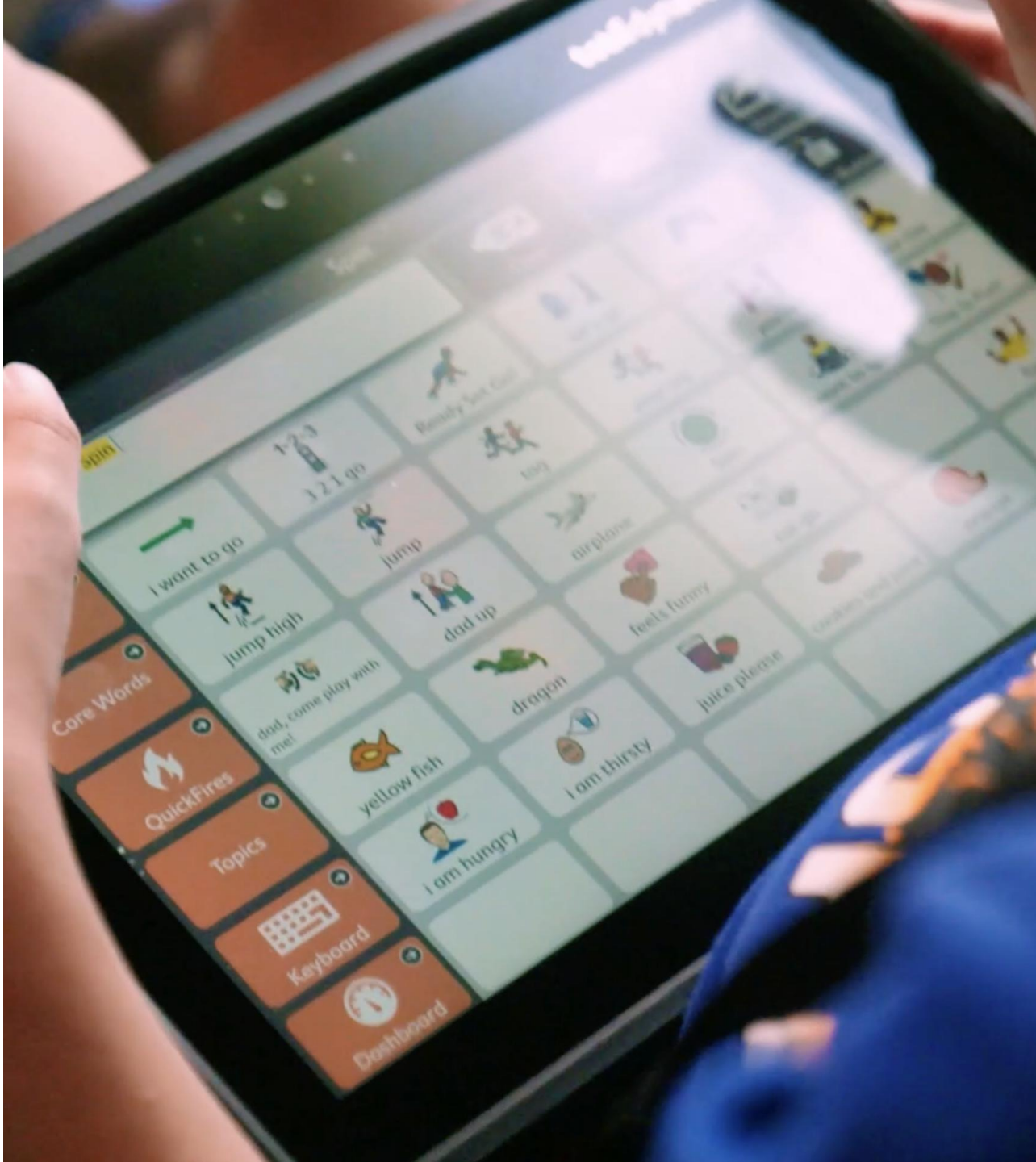
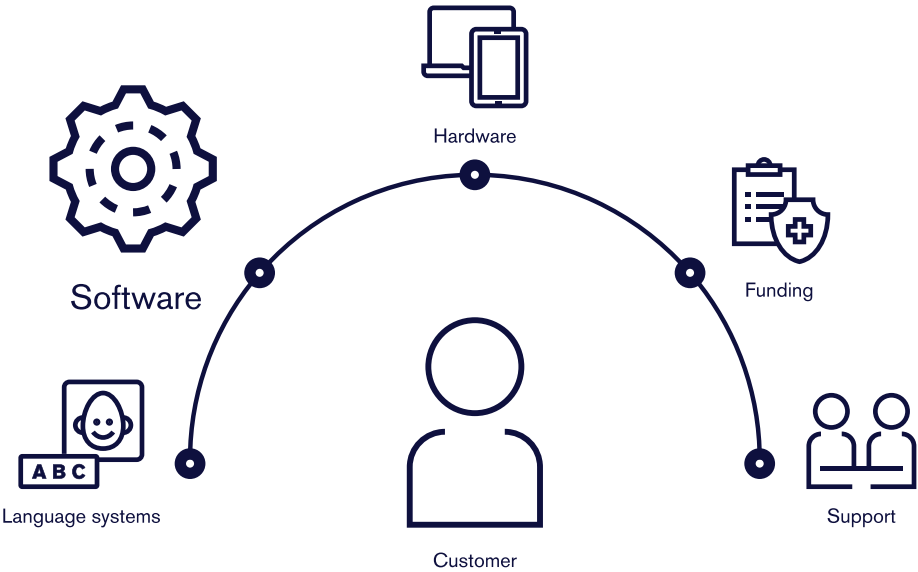
Software - Through our software, users can access computers, browse the web, text, and develop literacy skills.

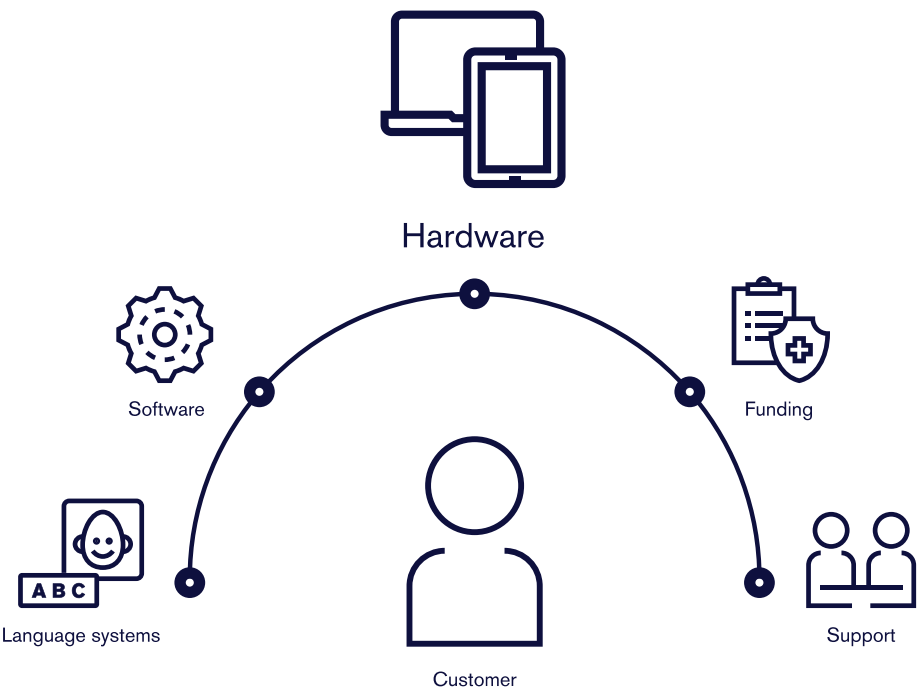
Hardware - Our hardware includes touch devices as well as devices operated through eye tracking that support the software and language systems best suited to each customer.

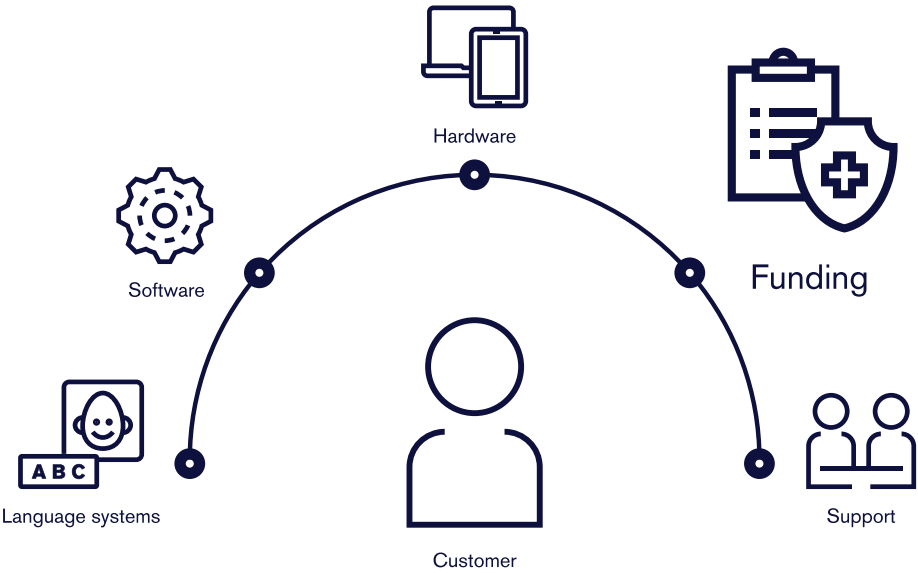
Funding - Our funding team helps families and professionals navigate the process of securing a communication solution through insurance.

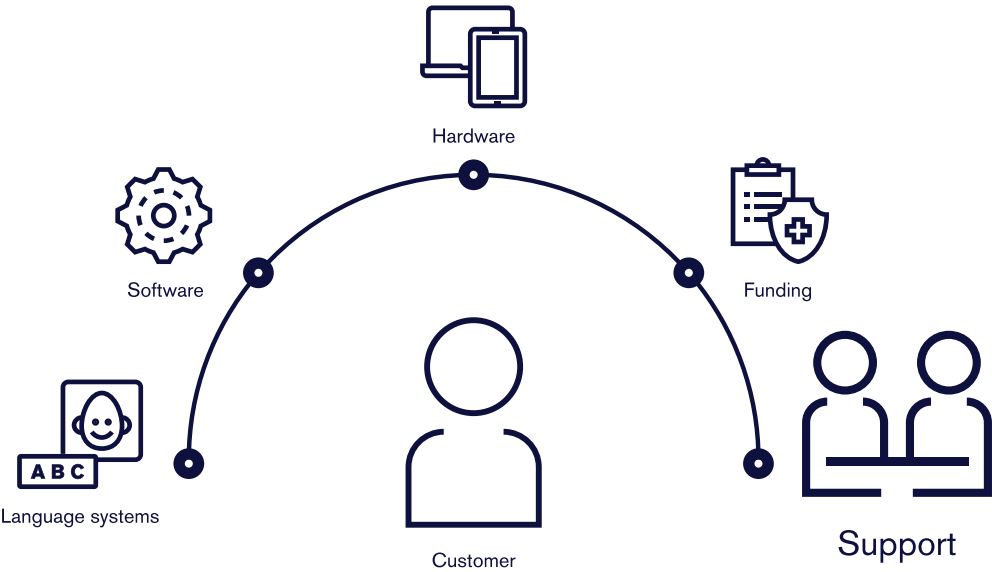
Support - As customers explore their solution, we provide education and community that helps them achieve independence and self-expression.

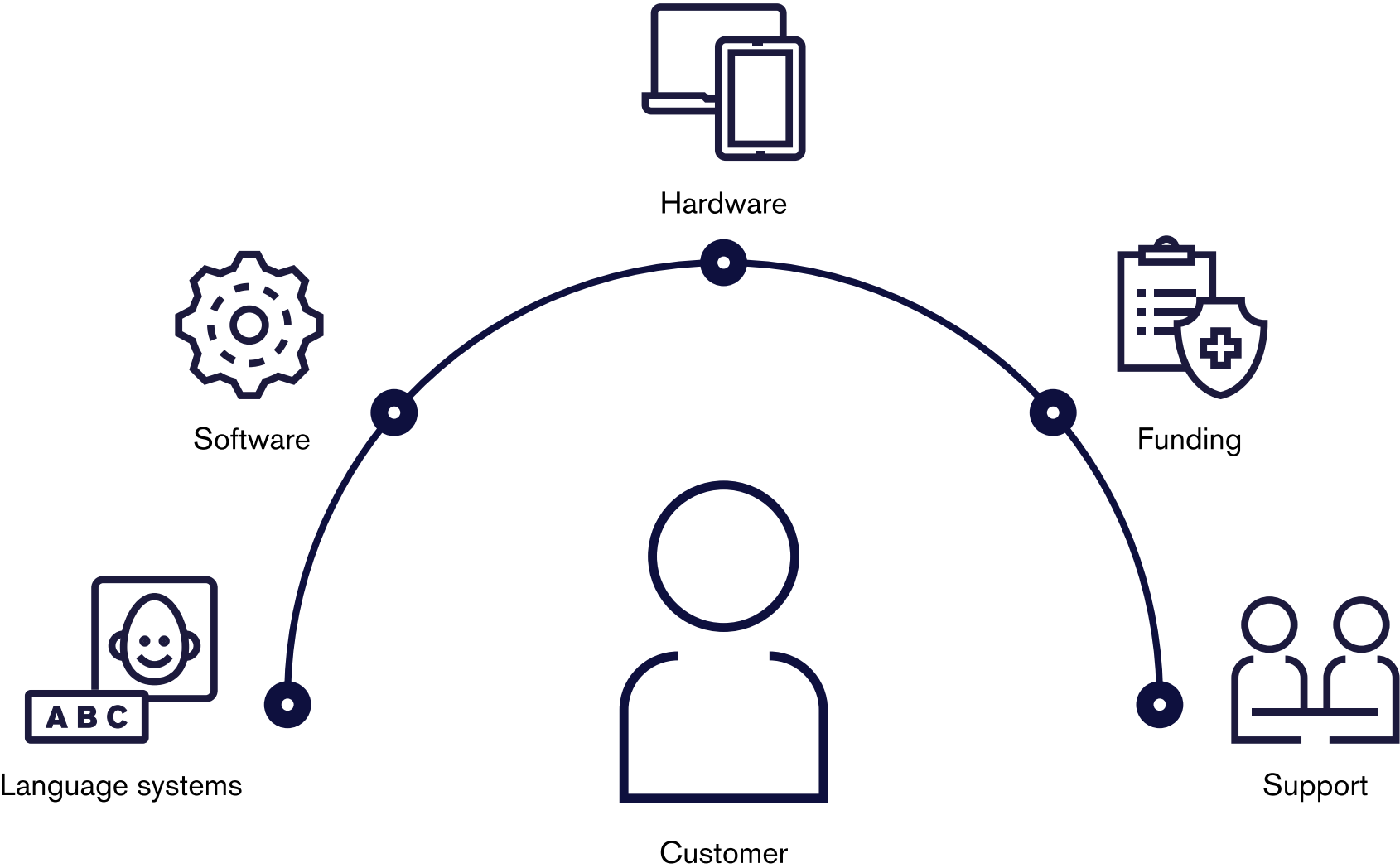












Q3 2026: Highlights

Q3 2026 highlights

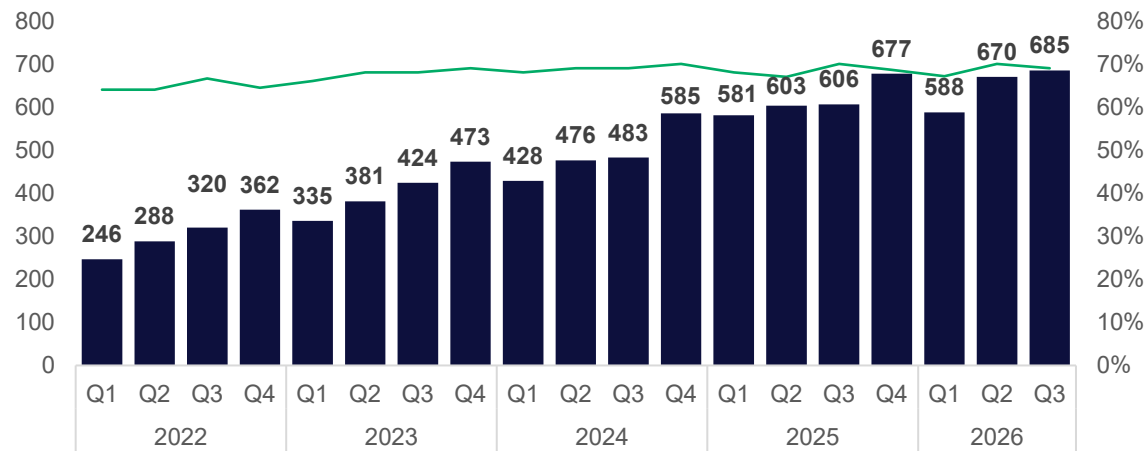
- Revenue +15% FX adj.
- EBIT margin 17%, an increase of 87%
- Underlying U.S. demand remains strong, reimbursement complexities sustain.
- Europe and other markets led by strong momentum in Germany and Australia
- Platform investments now translating into efficiency gains and operating leverage



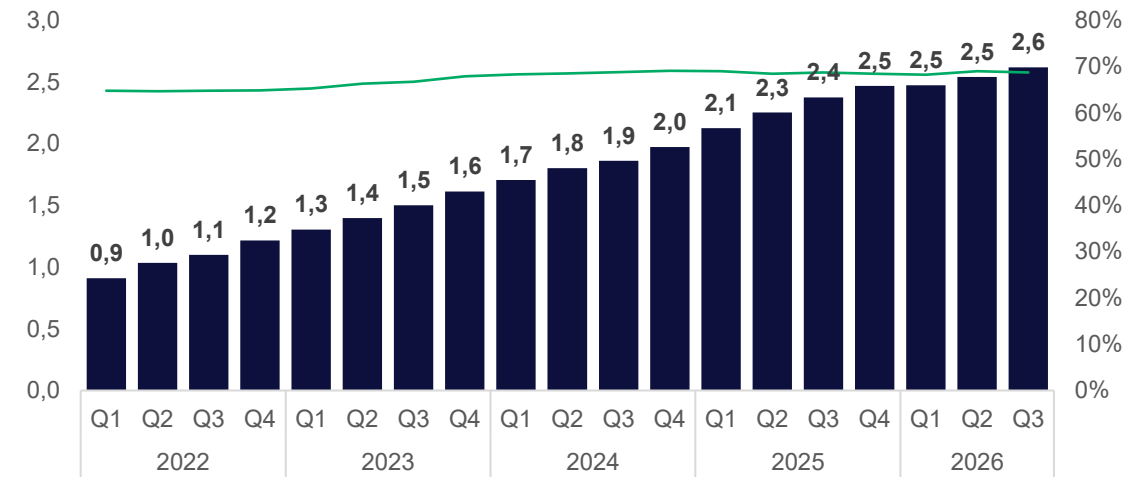
Financials

Q3 2026: Revenue and Gross Margin

Quarterly: Revenue (SEK million) and Gross Margin



LTM: Revenue (SEK billion) and Gross Margin



Revenue
SEK 685m (606)

Revenue growth
15%
FX adj.

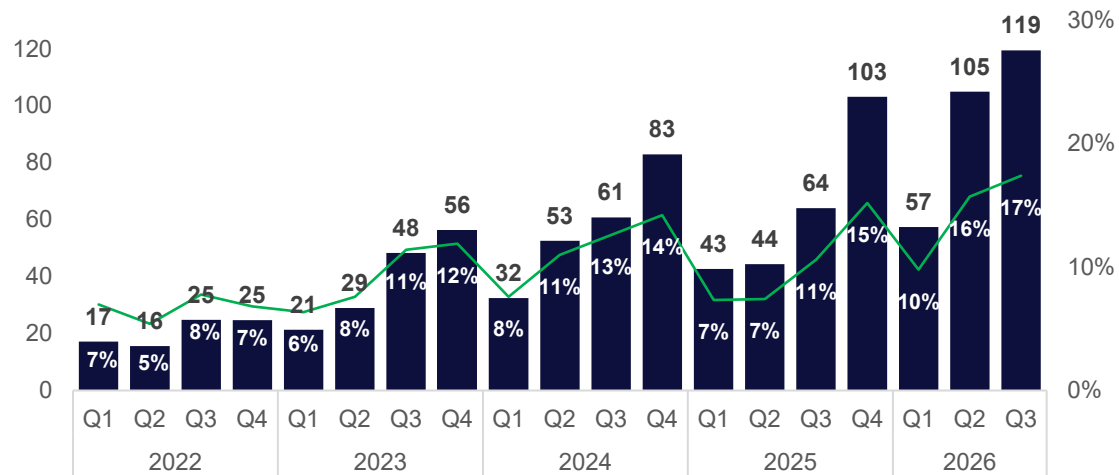
Gross Margin
69% (70)

CAGR¹
25%
Since Q2 2022

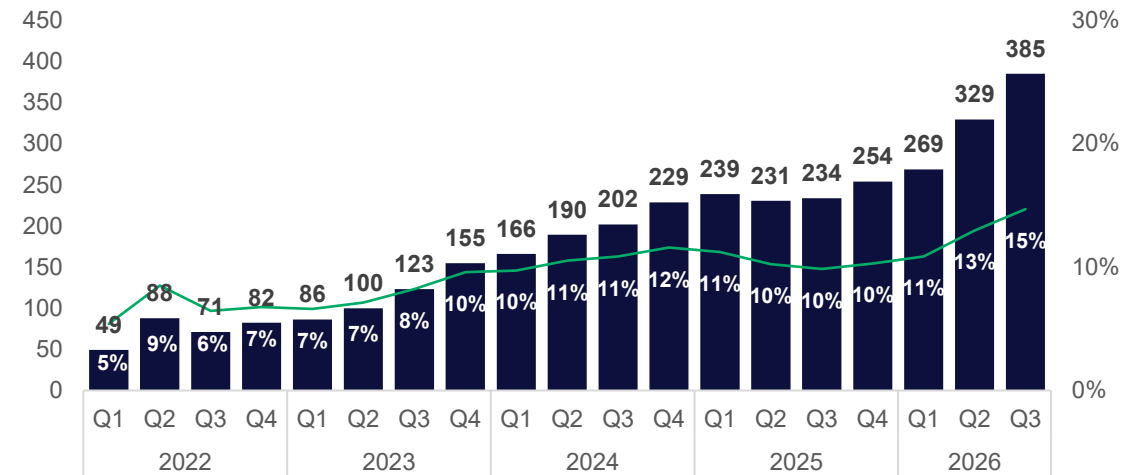
1) FX adjusted CAGR

Q3 2026: EBIT

Quarterly: EBIT (SEK million) and EBIT Margin



LTM: EBIT (SEK million) and EBIT Margin



EBIT

SEK 119m (64)
+94% currency adjusted

EBIT Margin

17.4% (10.6)
+ 6.8 p.p.

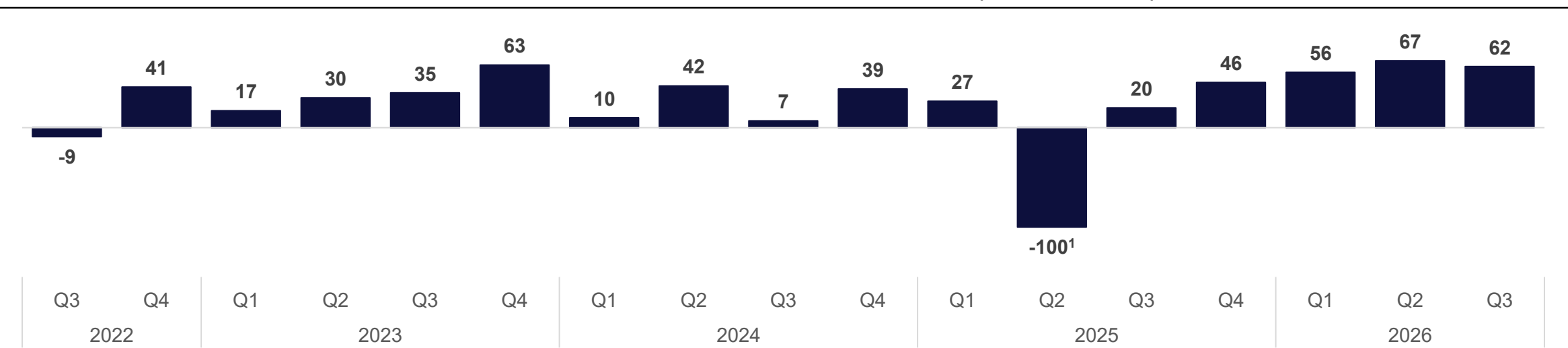
- Opex increased with 7% organically
- Net R&D cost decreased by SEK 19m

■ EBIT

■ EBIT Margin

Q3 2026: Balance sheet and Cash flow

Cash flow after continuous investments (SEK million)



Cash flow²
SEK 62m (20)
+213%

Cash position
SEK 273m (172)
+59%

Net debt
SEK 829m (924)
-10%

Leverage
1.3x (2)
Net debt/LTM EBITDA

1) Q2 2025 cash flow impacted by a large volume purchase of eye-tracking components from Tobii 2) Cash flow after continuous investments

Summary and outlook

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

Summary

- Strong underlying demand despite reimbursement-related delays in parts of the U.S.
- Solid growth across Europe and other markets
- Platform investments increasingly translating into efficiency gains and operating leverage
- Well positioned for long-term sustainable growth
- Focus on aligning a larger team



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Q&A

Financial calendar

Year-end-report 2026	February 4, 2027
Interim report Q1 2027	April 23, 2027
Interim report Q2 2027	July 16, 2027
Interim report Q3 2027	October 21, 2027
Year-end-report 2027	February 4, 2028





Thank you!

Investor Relations inquiries:
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