



Q4 2025 Earnings call

February 5, 2026



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Chief Executive 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

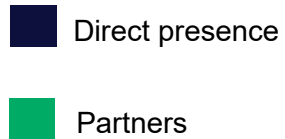
~2%

percentage of people diagnosed yearly who get communication aids

Our global presence

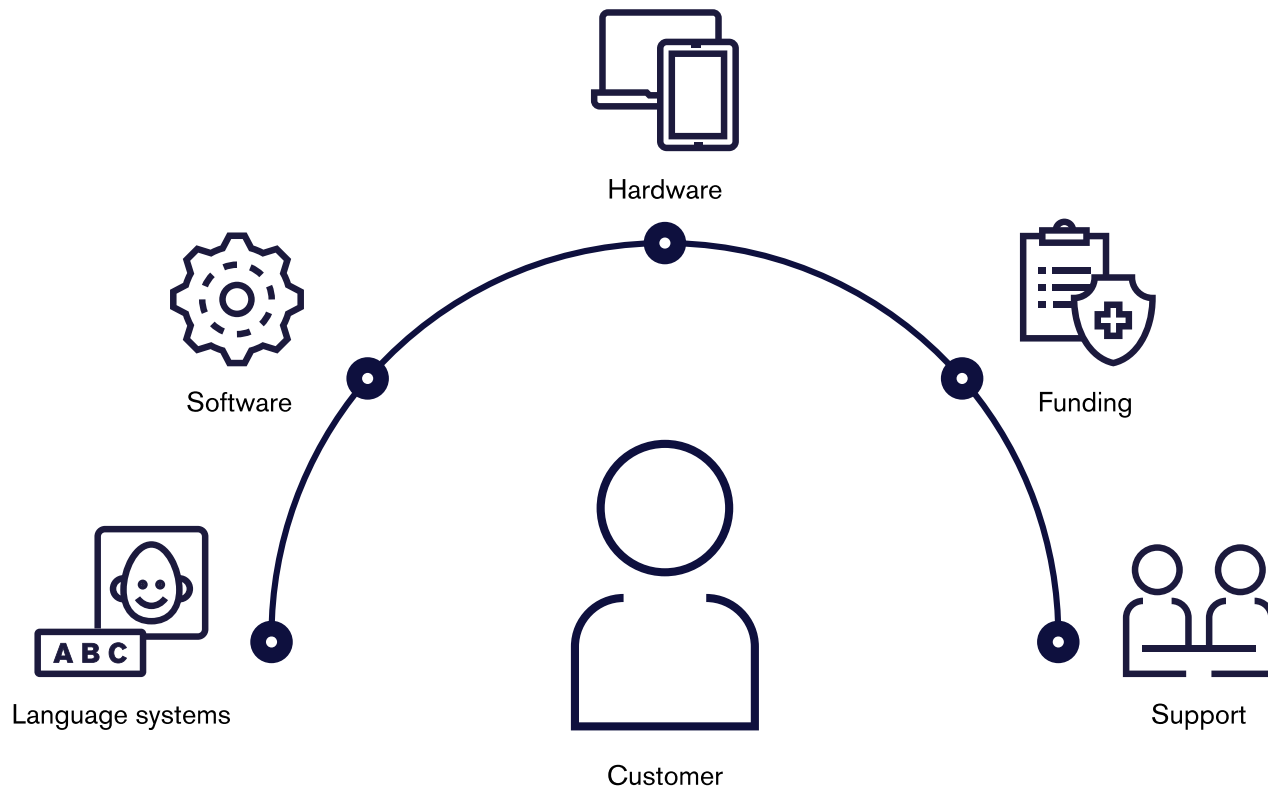


- North America 76%
- Europe 19%
- Other countries 5%



¹ Based on FY 2025 YTD December 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.

Q4: October – December 2025

Q4 2025 highlights

- Continued top-line growth, revenue up 31% in local currencies
- Growth across all markets
- Strongest growth globally within the younger autism customer group
- EBIT 103 SEKm (83), includes non-recurring costs of 17 SEKm
- Our office and logistics hub in Pittsburgh moved to a new location
- Agreement signed to acquire Italian reselling partner SR Labs Healthcare



Full year 2025 highlights

- Revenue grew 34% in local currencies.
- Operating profit up by 11%
- Earnings per share increased by 13%
- Strategic investments (approx SEKm 100)
 - New ERP system successfully implemented in North America
 - Product and development organization consolidated into a central hub in Stockholm, Sweden



Strengthening our direct presence

Strategic acquisitions 2025

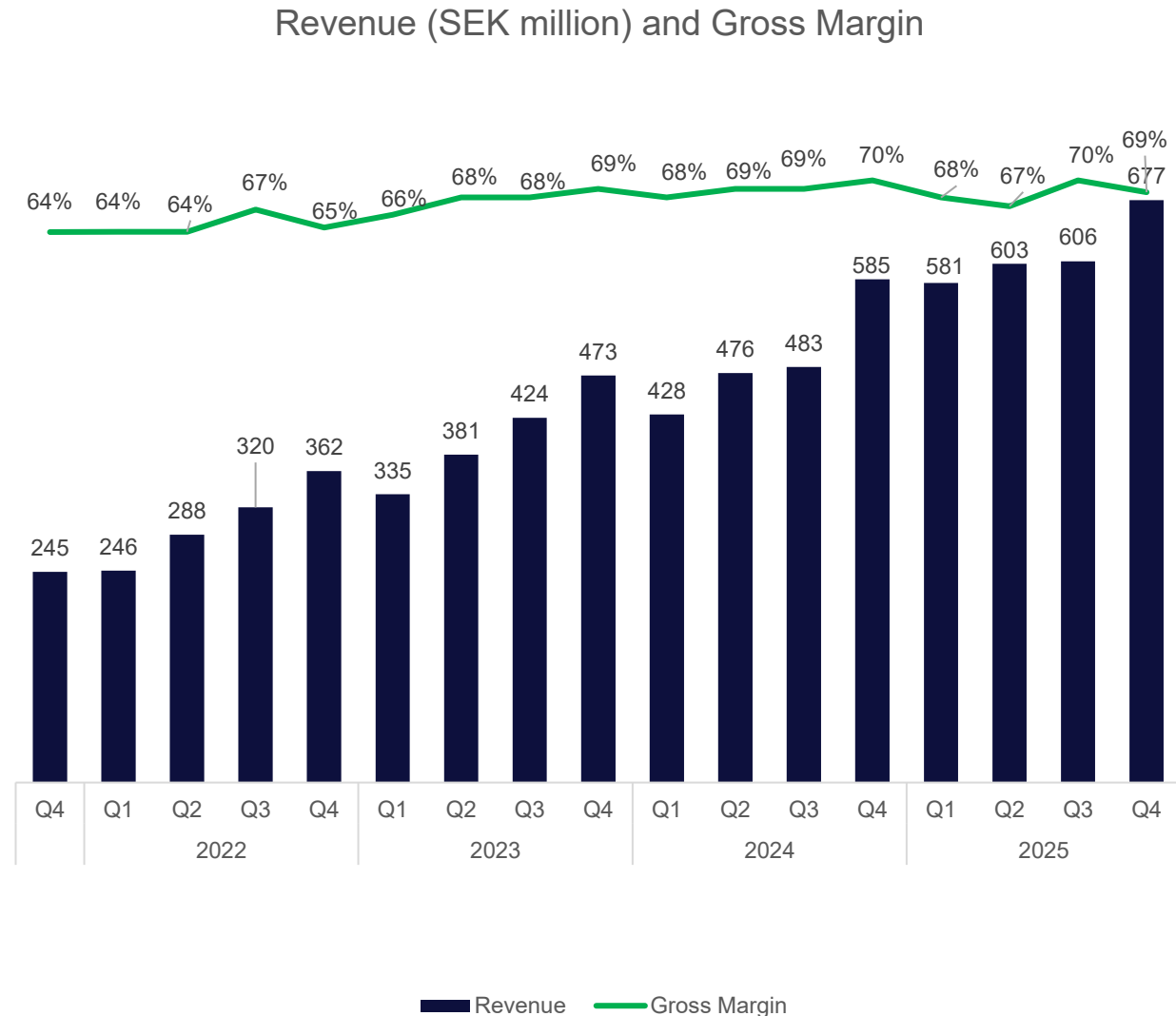
- Cenomy, France
 - Completed June 2
- RehaMedia, Germany
 - Completed September 1
- SR Labs Healthcare, Italy
 - Announced on December 23
 - Closing expected during H1, 2026



Financials

Q4 2025 Revenue & Gross Margin

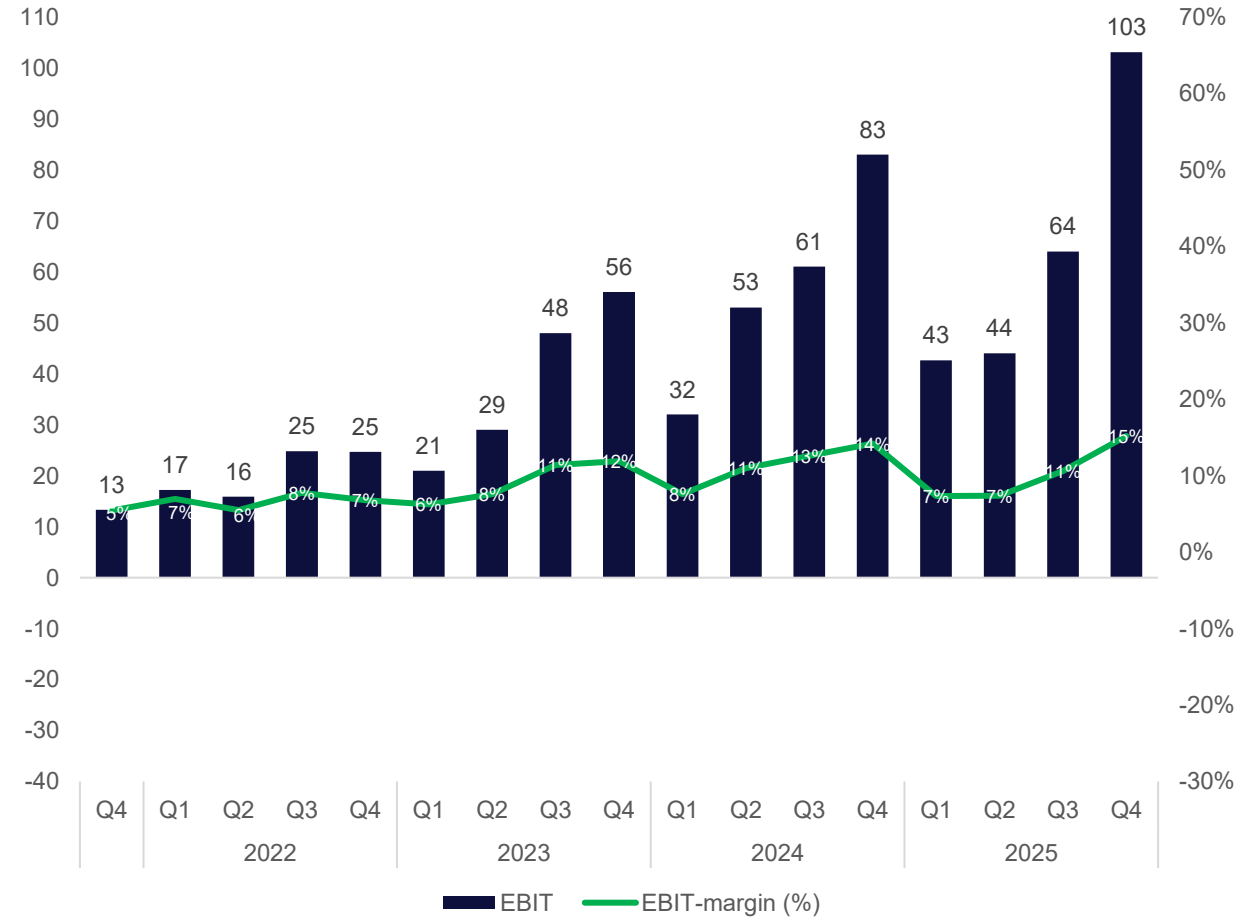
- Revenue was 677 SEKm (585), +16%
- Currency adjusted revenue growth was +31%
- Strong growth across the board, globally
- Gross Margin at 69% (70), -1,1 p.p.



Q4 2025 EBIT

- EBIT was 103 SEKm (83)
- EBIT margin was 15.2% (14.2)
- Opex increased with 17% organically
- Net R&D cost decreased by 2 SEKm
- Basic earnings per share totaled SEK 0.72 (0.51) before dilution and SEK 0.71 (0.51) after dilution.

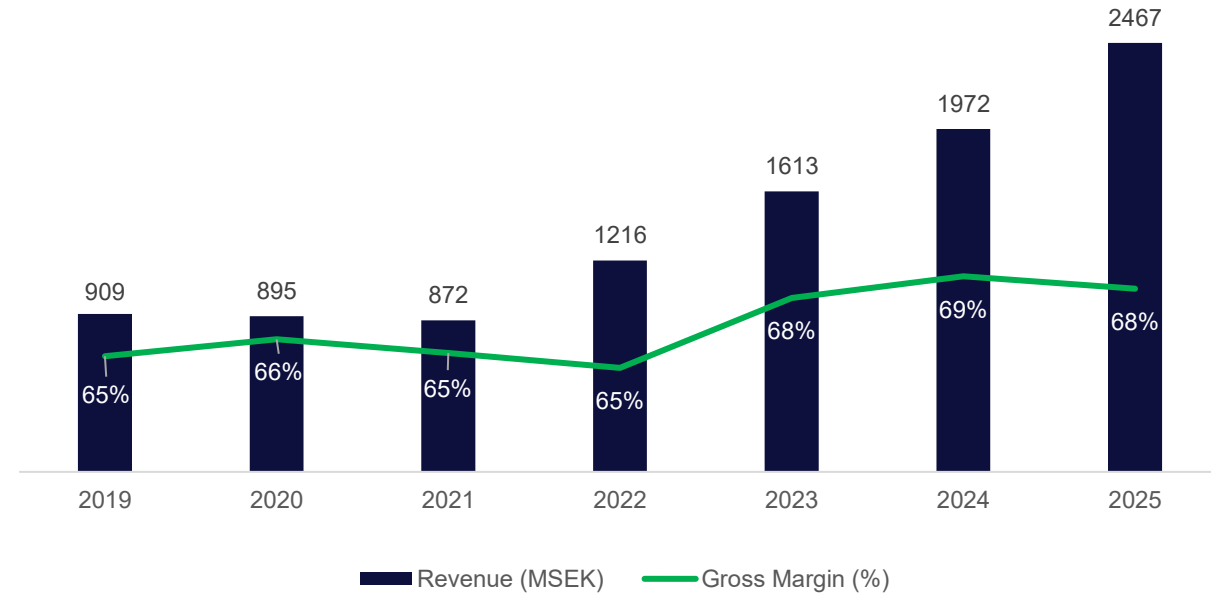
EBIT (SEK million) and EBIT Margin



Full year 2025 Revenue & Gross Margin

- Revenue was 2,467 SEKm (1,972), +25%
- Currency adjusted revenue growth was +34%
- Solid growth in North America as well as Europe and the rest of the world
- Gross Margin at 68% (69) -0.34 pp

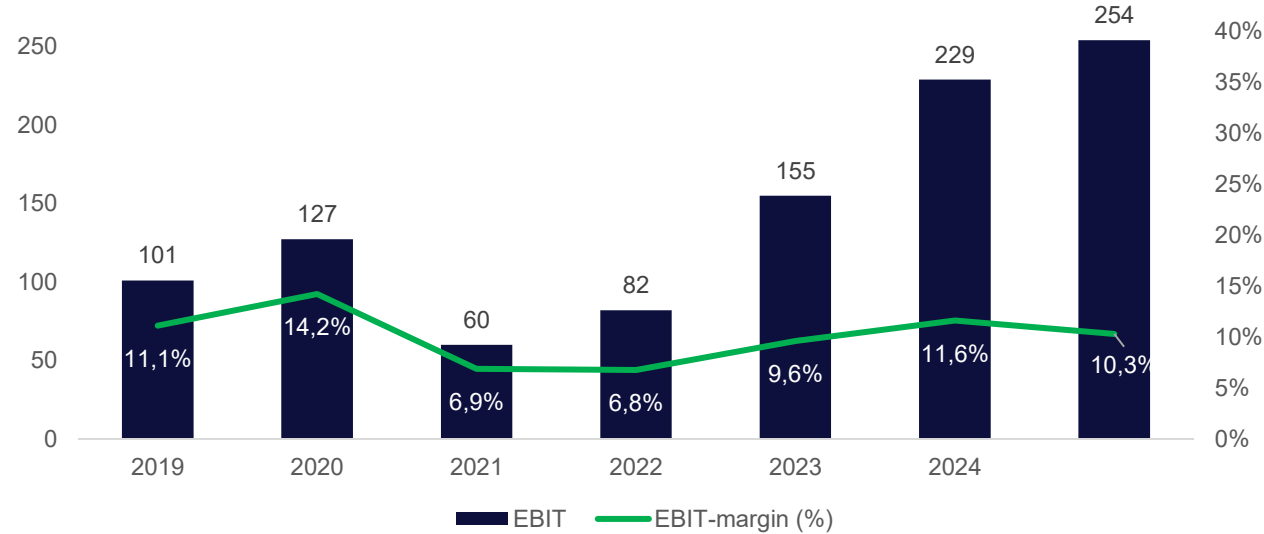
Revenue (SEK million) and Gross Margin



Full year 2025 EBIT

- EBIT was 254 SEKm (229)
- EBIT margin was 10.3% (11.6)
- Opex increased with 27% organically
- Net R&D cost increased by 61 SEKm
- Basic and diluted earnings per share were SEK 1.57 (1.39) and 1.56 (1.37) respectively

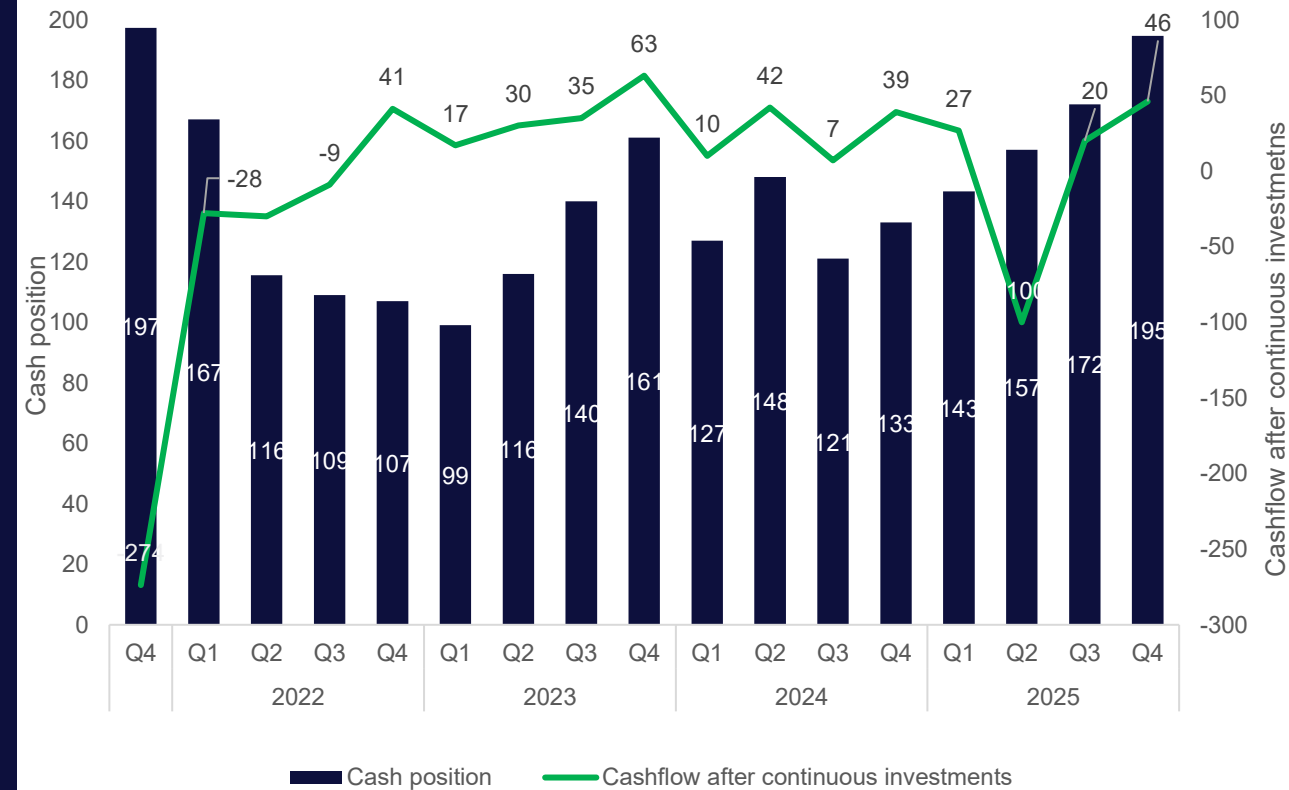
EBIT (SEK million) and EBIT Margin



Balance sheet and Cashflow

- Cash flow after continuous investments +46 SEKm (39) for the quarter
- Cash position 195 SEKm (133)
- Net debt incl IFRS16 909 SEKm (657)
- Net debt / LTM EBITDA 1.9 (1.5)

Cashflow after continuous investments and cash position
(SEK million)



Summary and outlook

- Our strong growth trajectory continues, facing tougher comps going forward
- Strategic long-term investments impacting our profitability
- New hubs in place scaling our operations
- Expanding direct presence with acquisition in Italy
- No direct impact from current macro economic climate or policy changes



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!