

# Precise Biometrics





# YOUNiQ Access

## Precise Biometrics in Lund

Welcome to Precise Biometrics!



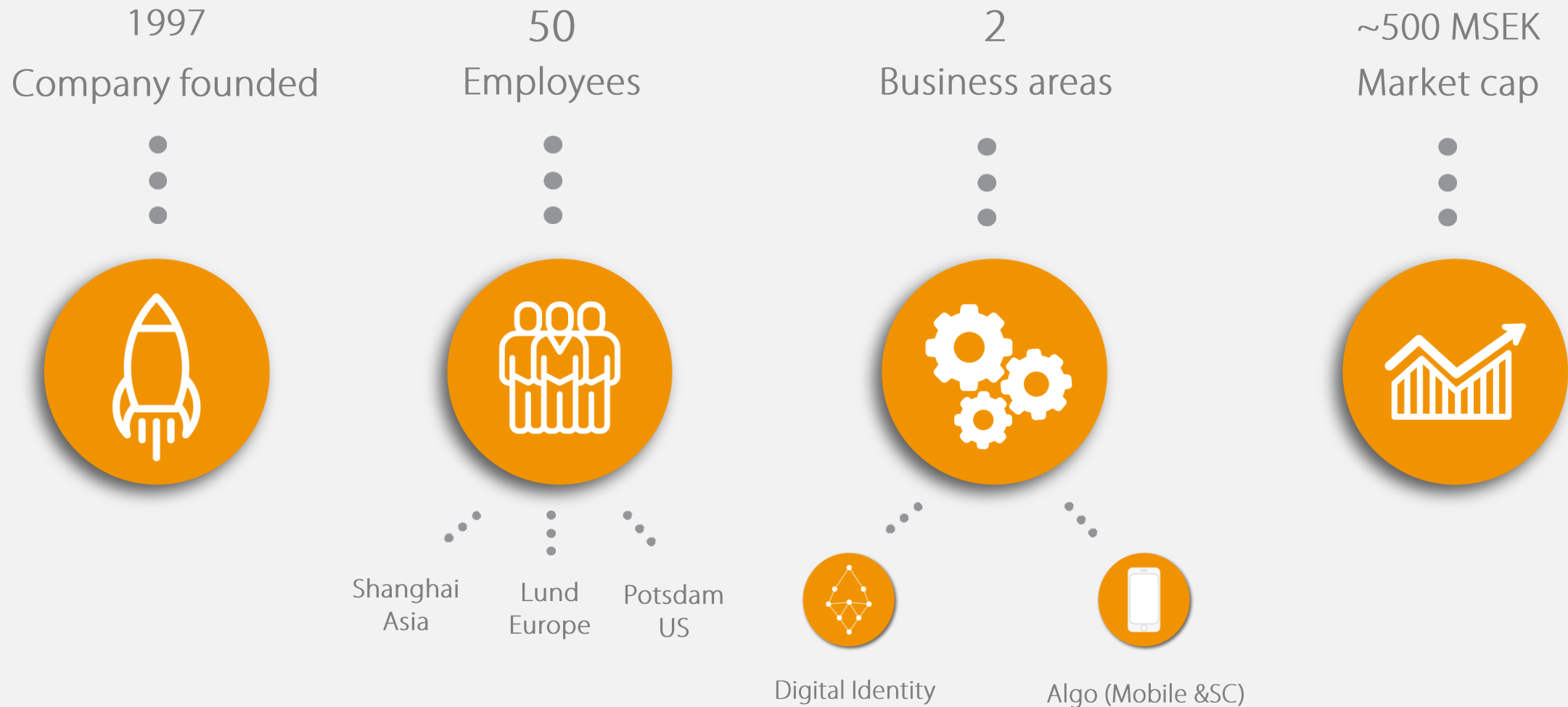


Stefan K Persson  
CEO Precise Biometrics

Precise at a glance



# Precise at a glance



YOU are the key





“It’s about real customer  
**needs**, solving problems  
in today’s digital life”

“Why make it complicated  
when you can make it  
**simple**”





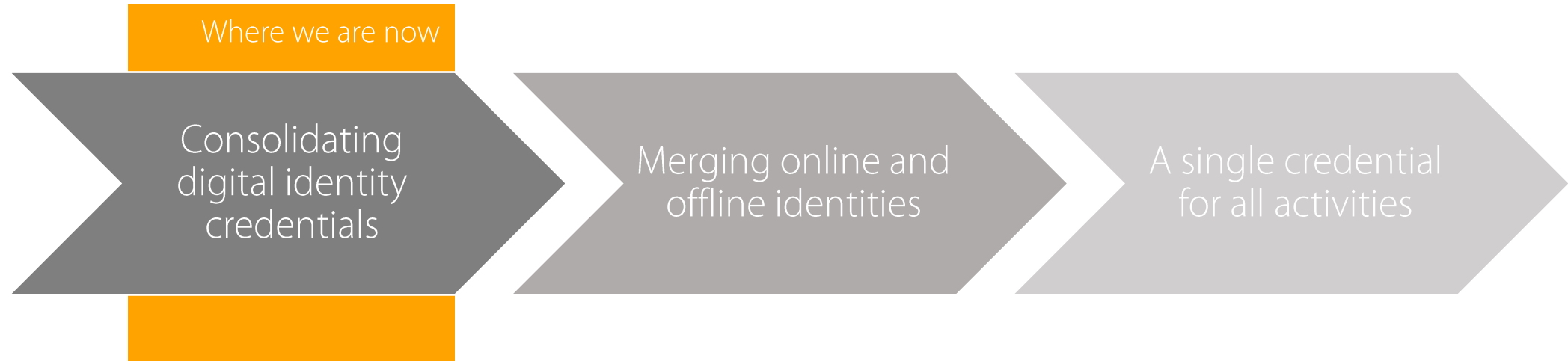
"No matter who you are, where  
you are and what you do –  
YOU are the key"



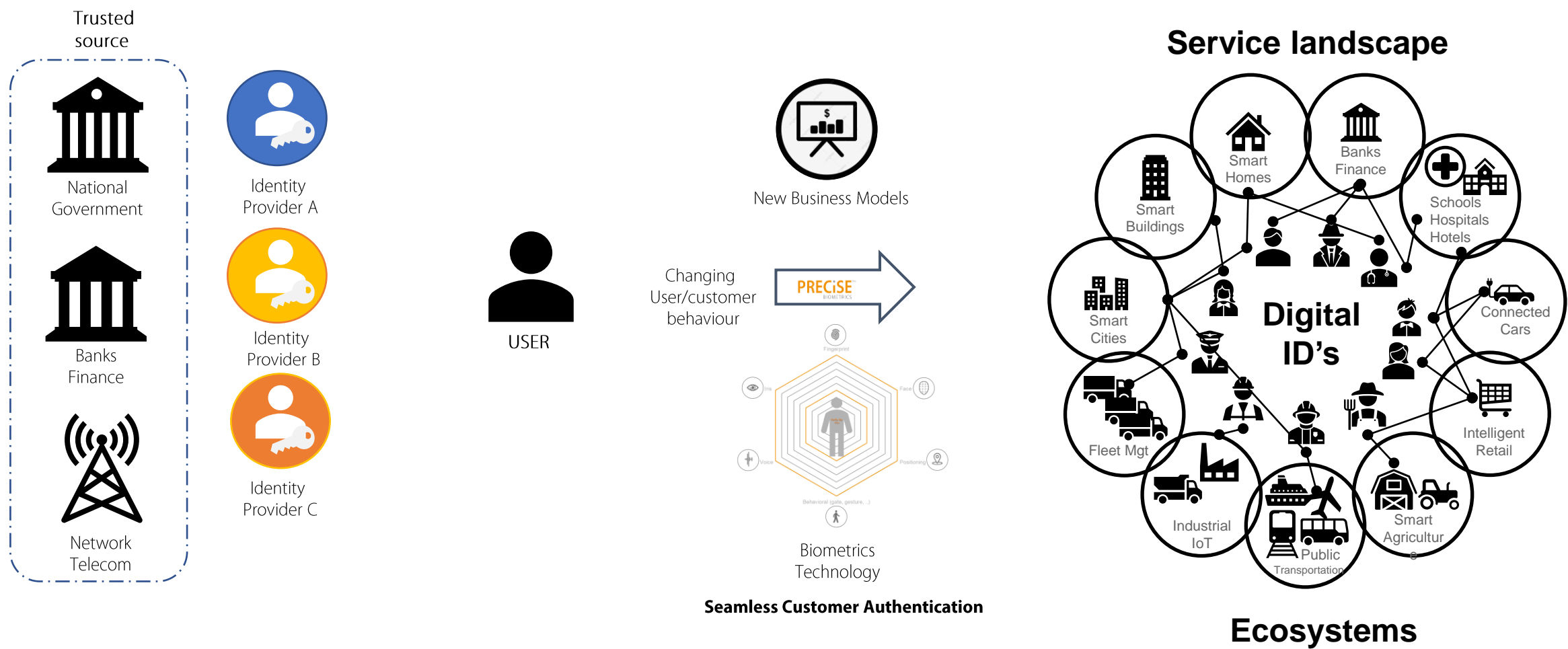
One ID several  
applications/  
resources



# One identity several resources



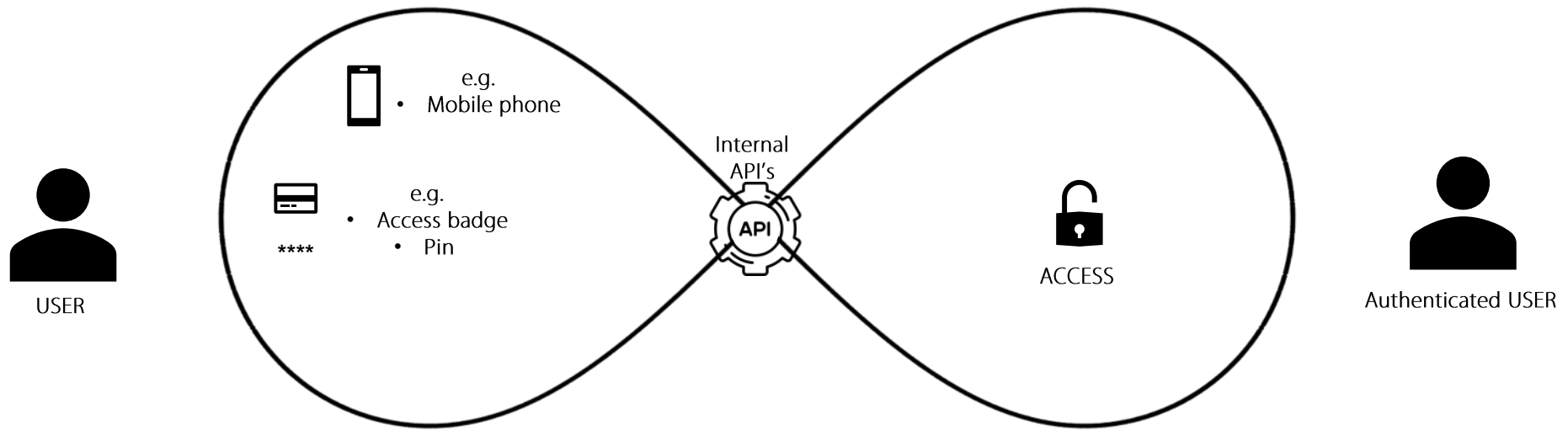
# Digital Identification is on critical path of successful digital service deliver





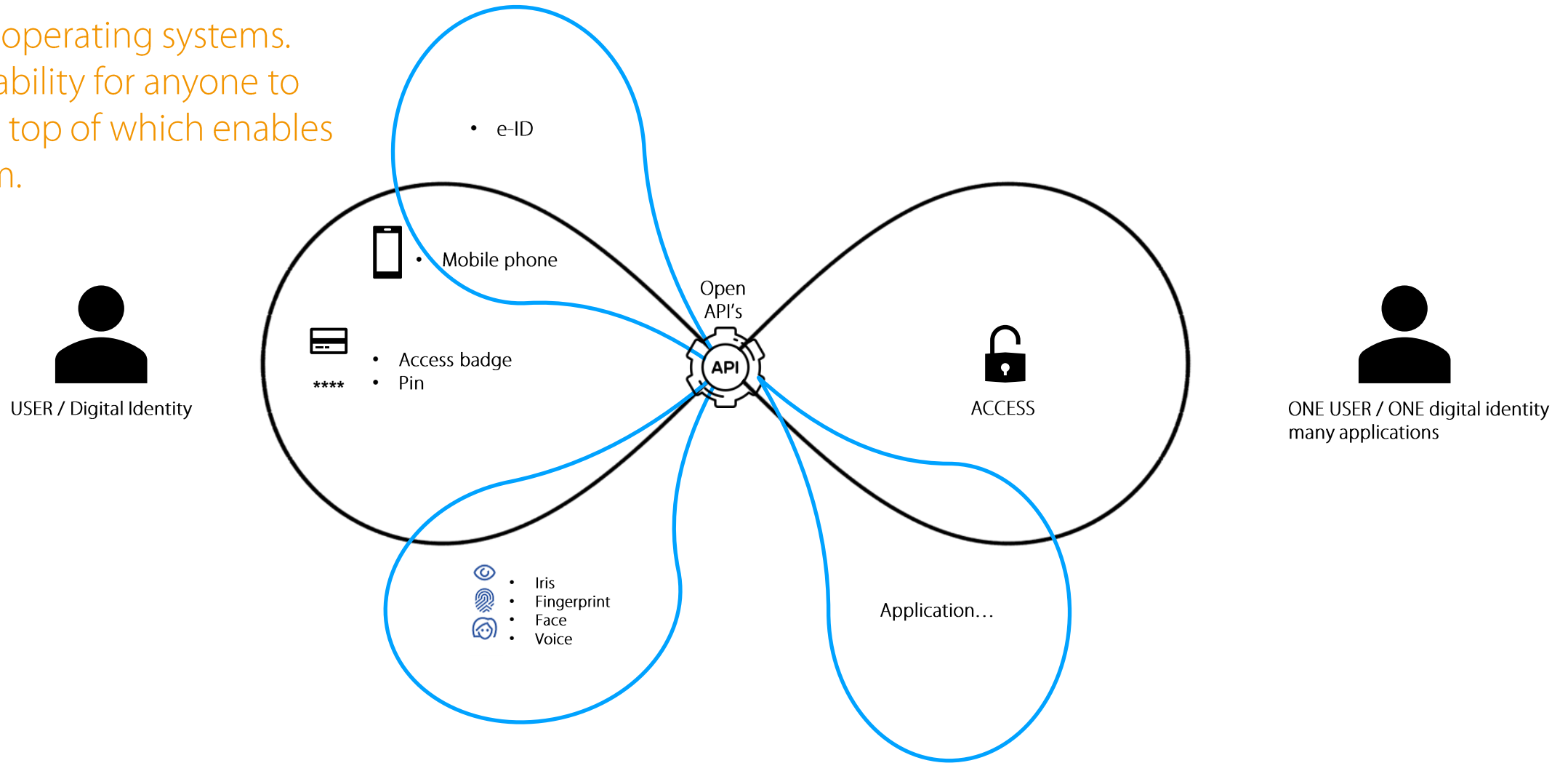
# Yesterday:

Closed-source operating systems a proprietary system kept secret to prevent its use by other entities

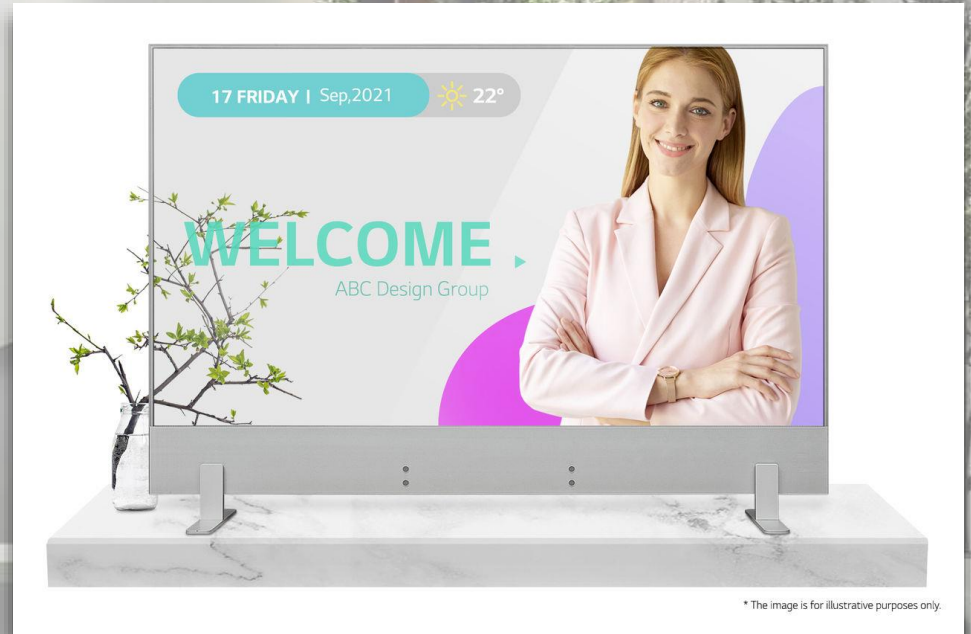
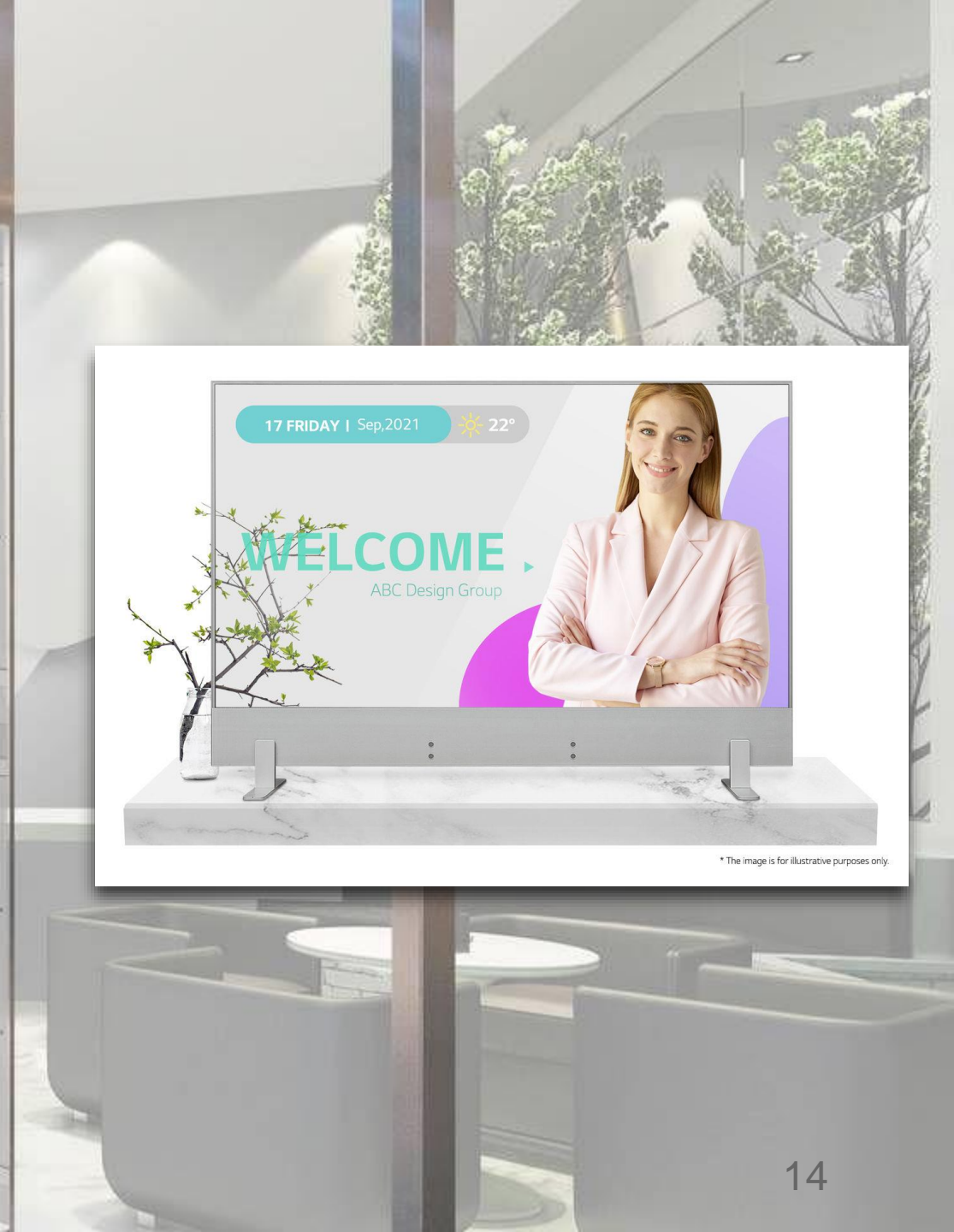


# Future:

Opensource operating systems.  
System availability for anyone to  
use. Build on top of which enables  
an ecosystem.



# Eco system
















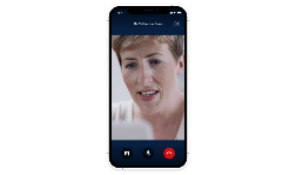





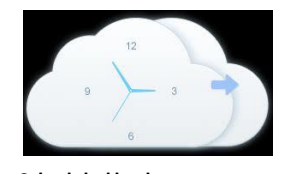






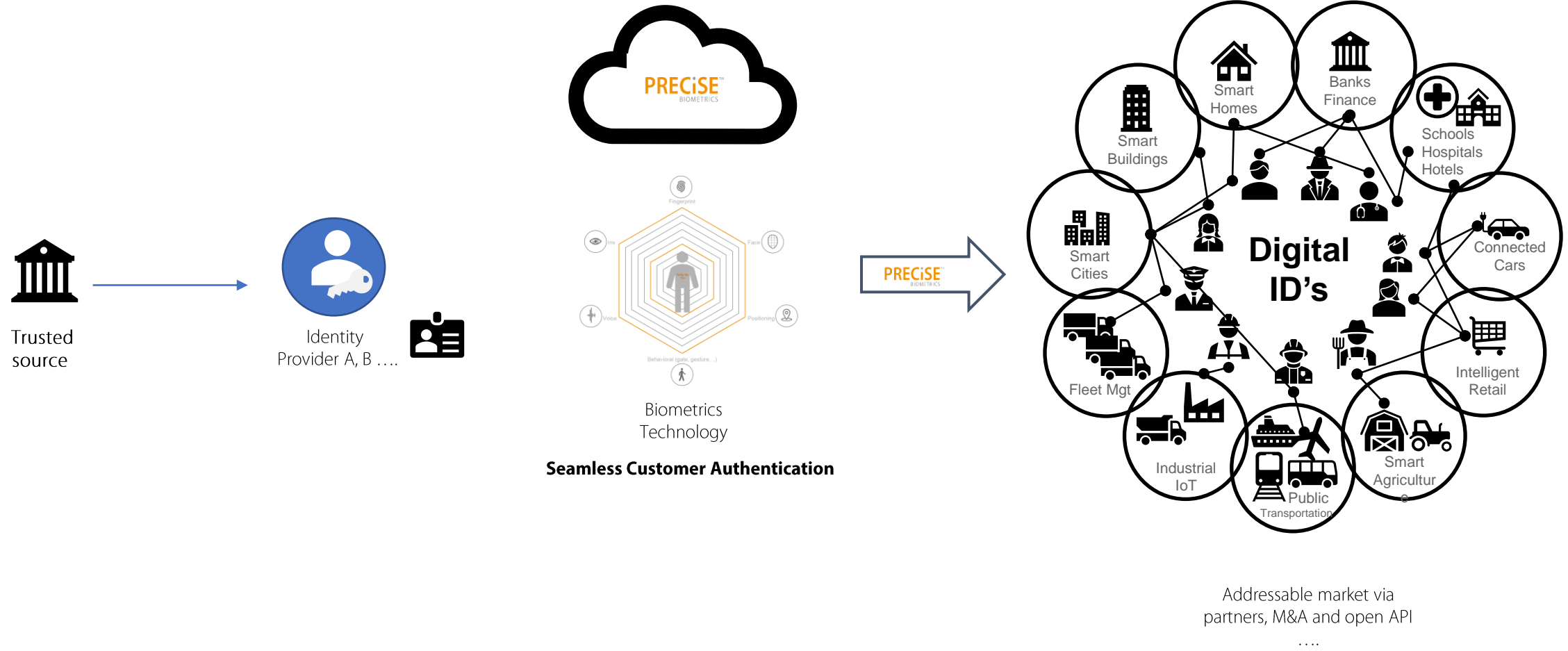
# Precise YOUNiQ ID



# One day in your life

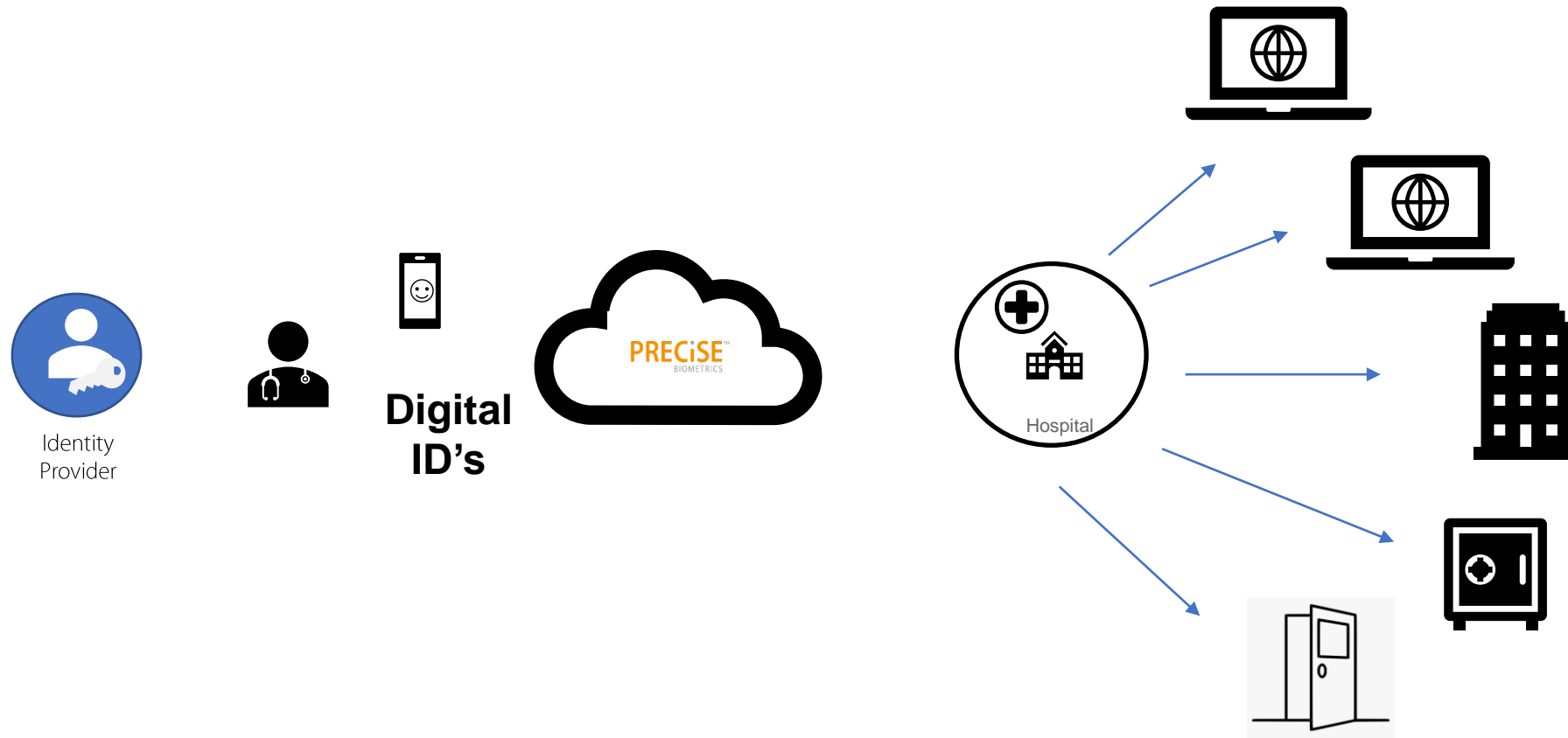
<b>06:00</b>  <b>Unlock your phone with pin code</b>	<b>07:00</b>  <b>Unlock your bike with pin code</b>	<b>08:00</b>  <b>Buy coffee with Card/pin code</b>	<b>09:00</b>  <b>Access office with Card/pin code</b>	<b>10:00</b>  <b>Sign in office with password</b>	<b>11:00</b>  <b>Sign in to meeting with password</b>
<b>12:00</b>  <b>Log in an order home delivery</b>	<b>13:00</b>  <b>Identify your self when renting a car</b>	<b>14:00</b>  <b>Identify your self when visiting</b>	<b>15:00</b>  <b>Buy from vending machine with a card</b>	<b>16:00</b>  <b>Commute with a card</b>	<b>17:00</b>  <b>Access gym with a "band"</b>
<b>18:00</b>  <b>Open the door with a key</b>	<b>19:00</b>  <b>Order and buy home delivery</b>	<b>20:00</b>  <b>Identify your self when receiving home delivery</b>	<b>21:00</b>  <b>Identify your self and Dr For helth appointment</b>	<b>22:00</b>  <b>Log in to VPN to work from home</b>	<b>23:00</b>  <b>Login in to social media with password</b>
<b>00:00</b>  <b>Activity/sleep tracker (app login)</b>	<b>01:00</b>  <b>Pet access</b>	<b>02:00</b>  <b>Scheduled download by your subscription service</b>	<b>03:00</b>  <b>Scheduled backup by your subscription service</b>	<b>04:00</b>  <b>Morning newspaper delivered to your mailbox (open with key)</b>	<b>05:00</b>  <b>Your Home wakes up....</b>

# YOUNiQ ID roadmap





# YOUNiQ ID application: Hospital





















# YOUNiQ Access

## Business and customers

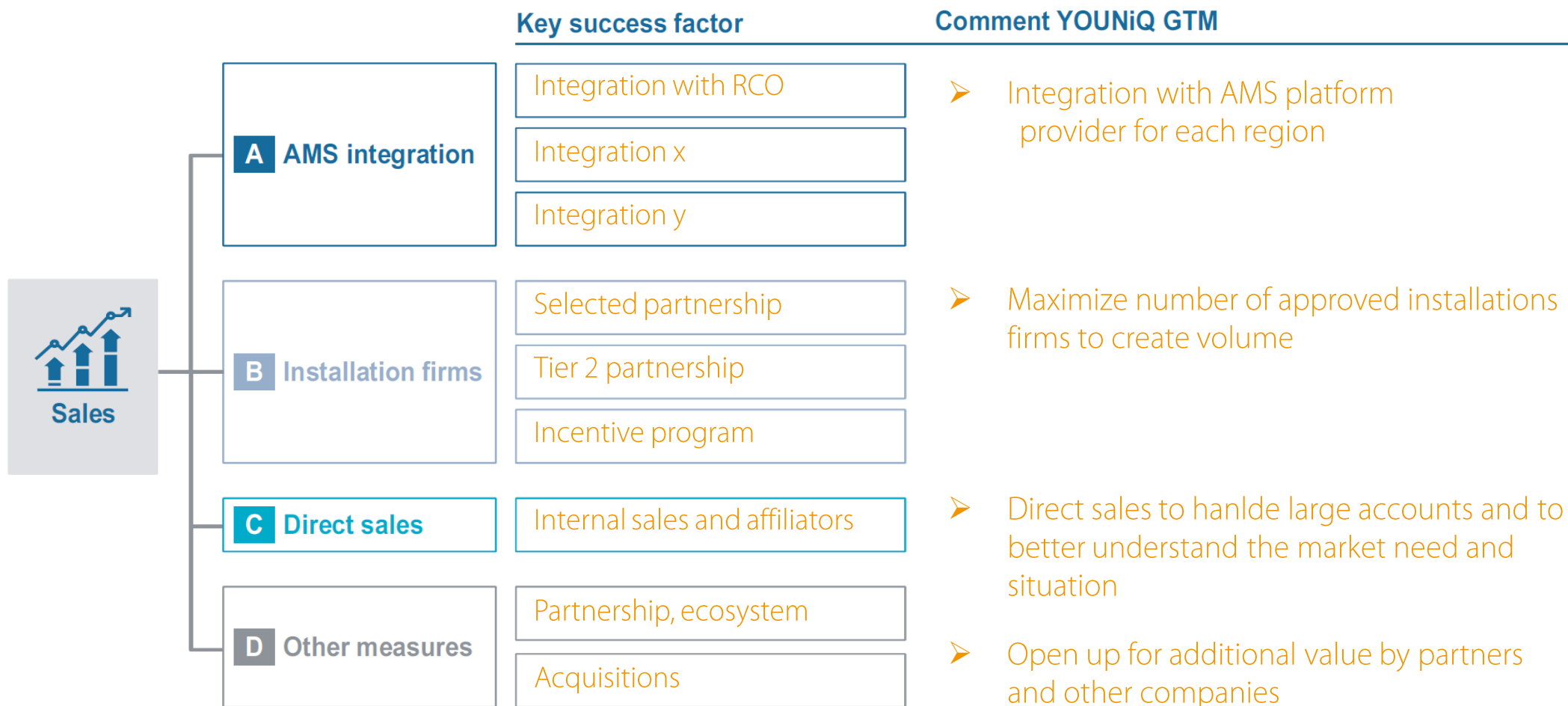


# Customers divided into 6 segments

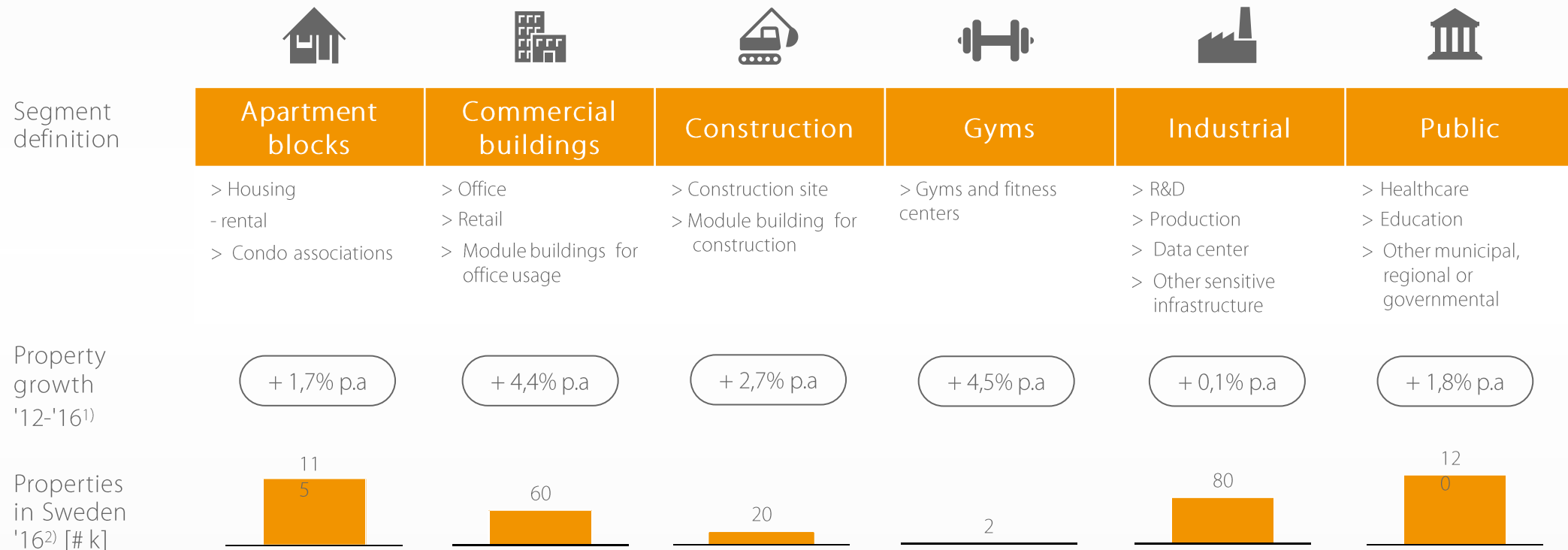
	Apartment blocks 	Commercial buildings 	Construction 	Gyms 	Industrials 	Public 
<b>Segment definition</b>	<ul style="list-style-type: none"> <li>&gt; Housing <ul style="list-style-type: none"> <li>– Rental</li> <li>– Condo associations</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>&gt; Office</li> <li>&gt; Retail</li> <li>&gt; Module buildings for office usage</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Construction site</li> <li>&gt; Module building for construction</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Gyms and fitness centers</li> </ul>	<ul style="list-style-type: none"> <li>&gt; R&amp;D</li> <li>&gt; Production</li> <li>&gt; Data center</li> <li>&gt; Other sensitive infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Healthcare</li> <li>&gt; Education</li> <li>&gt; Other municipal, regional or governmental</li> </ul>
<b>Customers</b> < 40 installations 2020						
<b>Common access type</b>	Key, code, card, tag		Card (ID06)	Card, tag, QR	Multifactor	Unlocked, or key, code, card, tag
<b>Platforms</b>	 		 	 		
<b>Use-case</b>	<ul style="list-style-type: none"> <li>&gt; Common spaces</li> <li>&gt; Service personnel</li> <li>&gt; Gated communities</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Visitors/Employees</li> <li>&gt; Service personnel</li> <li>&gt; Minimize handling</li> <li>&gt; Convenience</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Employee turnover</li> <li>&gt; ID06 not enough</li> <li>&gt; Legal requirements</li> <li>&gt; Reduced cost</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Many users/ door</li> <li>&gt; Digital onboarding</li> <li>&gt; Card not enough</li> <li>&gt; Unmanned gyms</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Multifactor /High security</li> <li>&gt; Minimize handling</li> <li>&gt; Easy distribution of access rights</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Medical cabinet</li> <li>&gt; Contactless access</li> <li>&gt; Reduced cost</li> </ul>



# Go to market

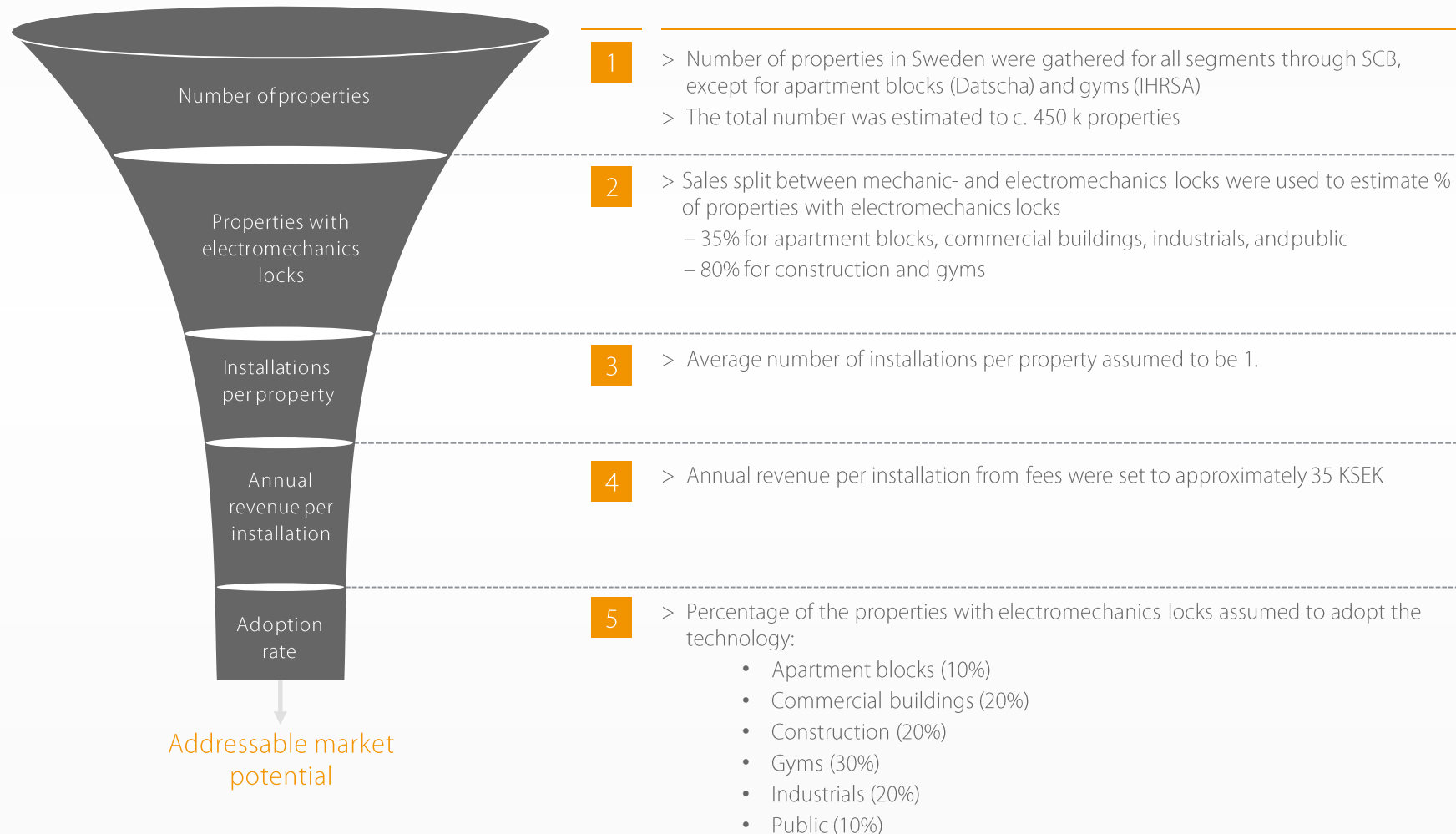


# Customer segmentation with 6 main verticals



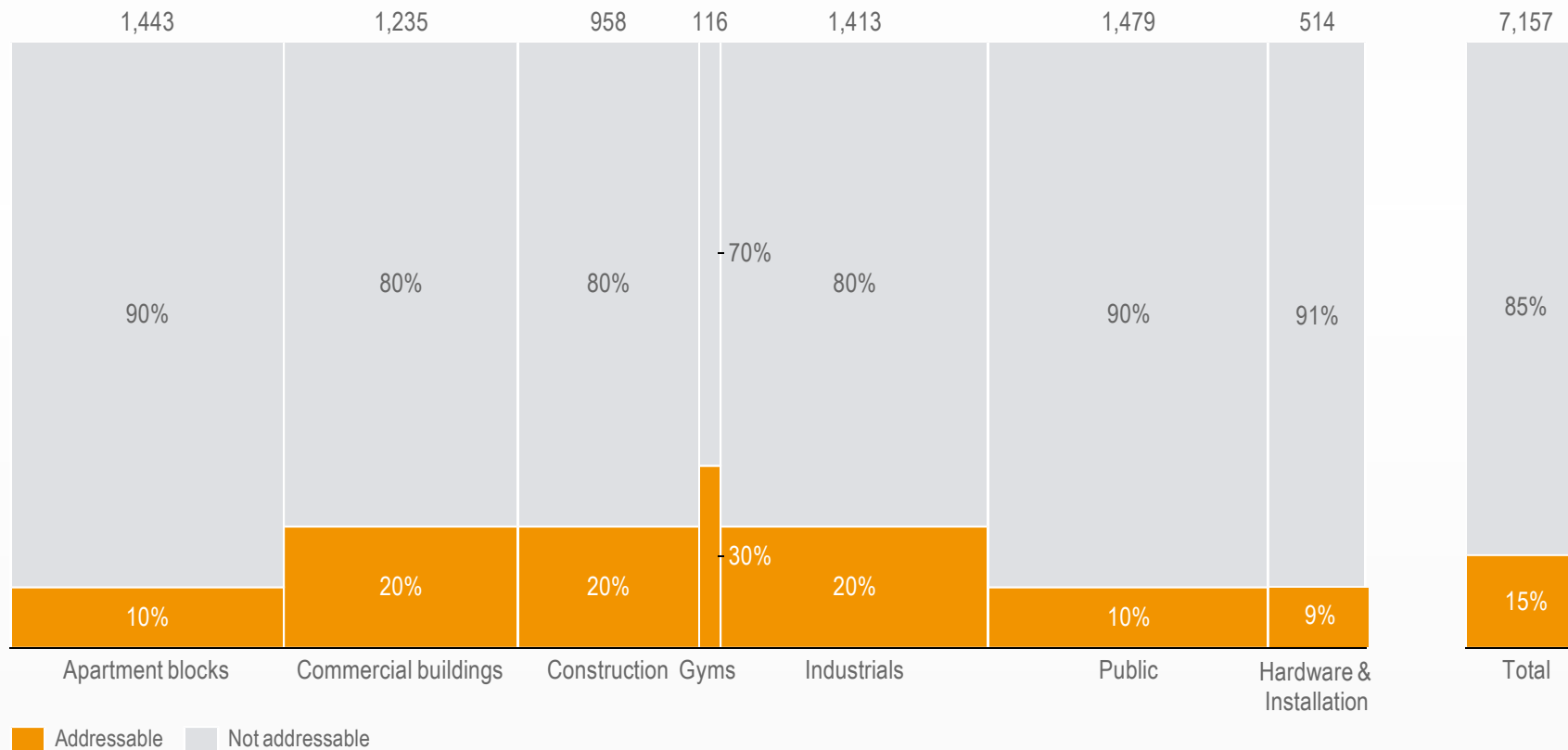
1) '15-'19 for construction, '14-'18 for gyms 2) '18 for gyms

# Rationale for indicative market potential estimation, 2025





Rationale ...leading to a total market potential of ~7.2 BSEK,  
whereof c. 15% estimated to be addressable for YOUNiQ in '25

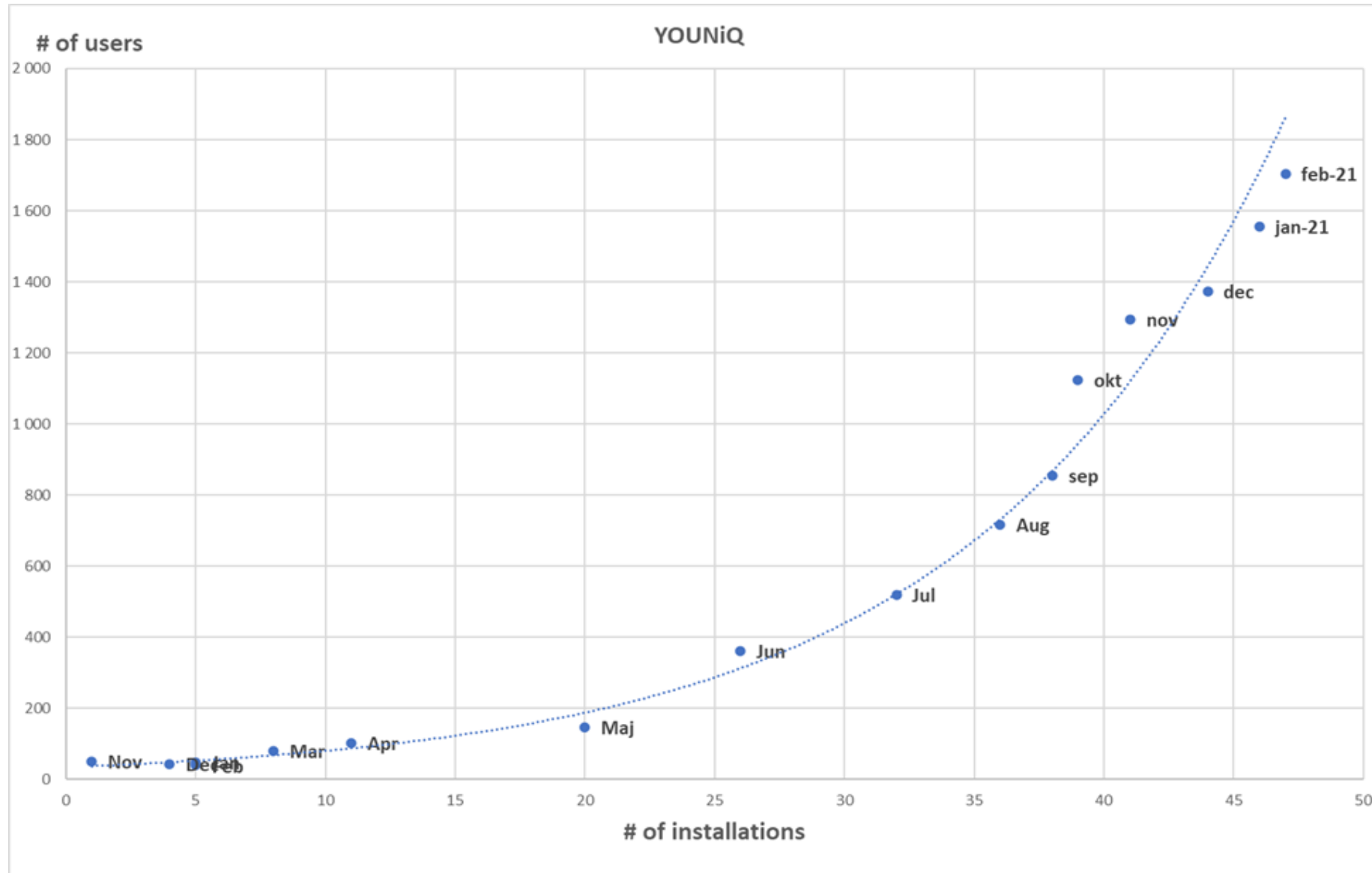


# Swedish market potential estimated to ~1.1 BSEK. 2025



- > Swedish market potential is estimated to SEK c. 1.1 bn
- > Currently, the market for this solution is untapped
- > Market potential likely to increase when awareness of the technology arise
- > The estimation is based on numbers from '16-'19 depending on customer segments, and historical growth together with trends used to estimate growth until '25

# YOUNiQ Access – Users and business model



> Business model

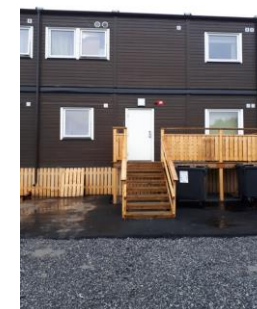
> Saas

> Recurrent revenue

> 3 years contract

> App 1 SEK / User /Day

# YOUNiQ Access – Customer example





# Algo (Mobile and Smart Card)



# Algo sw system

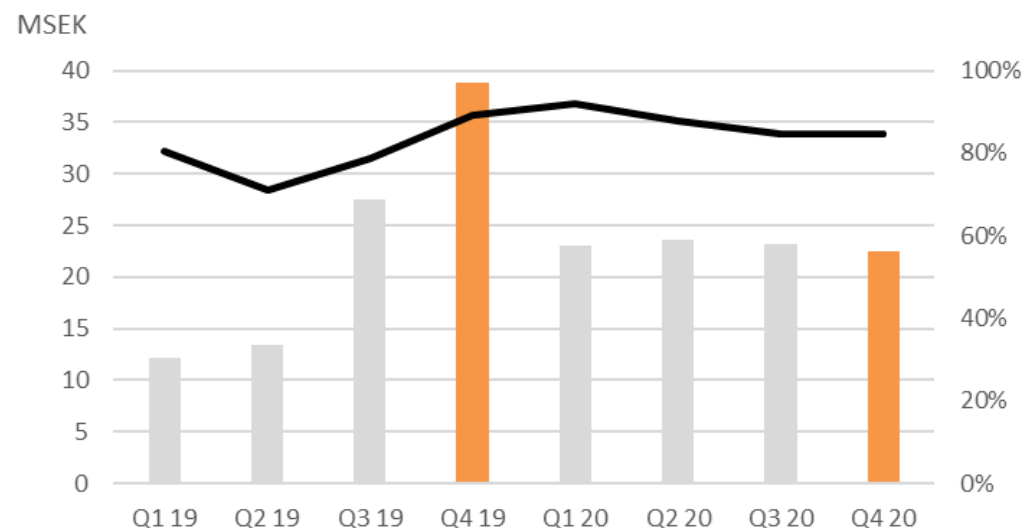
- ▶ Solid position within Mobile on a very competitive market
- ▶ Further integrations of our fingerprint software in a series of mobile devices, in collaboration with our partners. Both in Ultrasonic and Optical area
- ▶ Continued development of new generation fingerprint technology
  - ▶ Safer and faster than ever
- ▶ No major volumes of biometric cards from any card issuer
- ▶ Banks are preparing for smaller volumes expected the upcoming year
- ▶ Easy enrolment and low-cost key for volume increase



# Business



# Net sales & gross margin



■ Gross margin  
■ Net sales  
■ Net sales

>2019 – 2020 stabilization of business

>Net sales Q4 MSEK 22.5 (38.8)

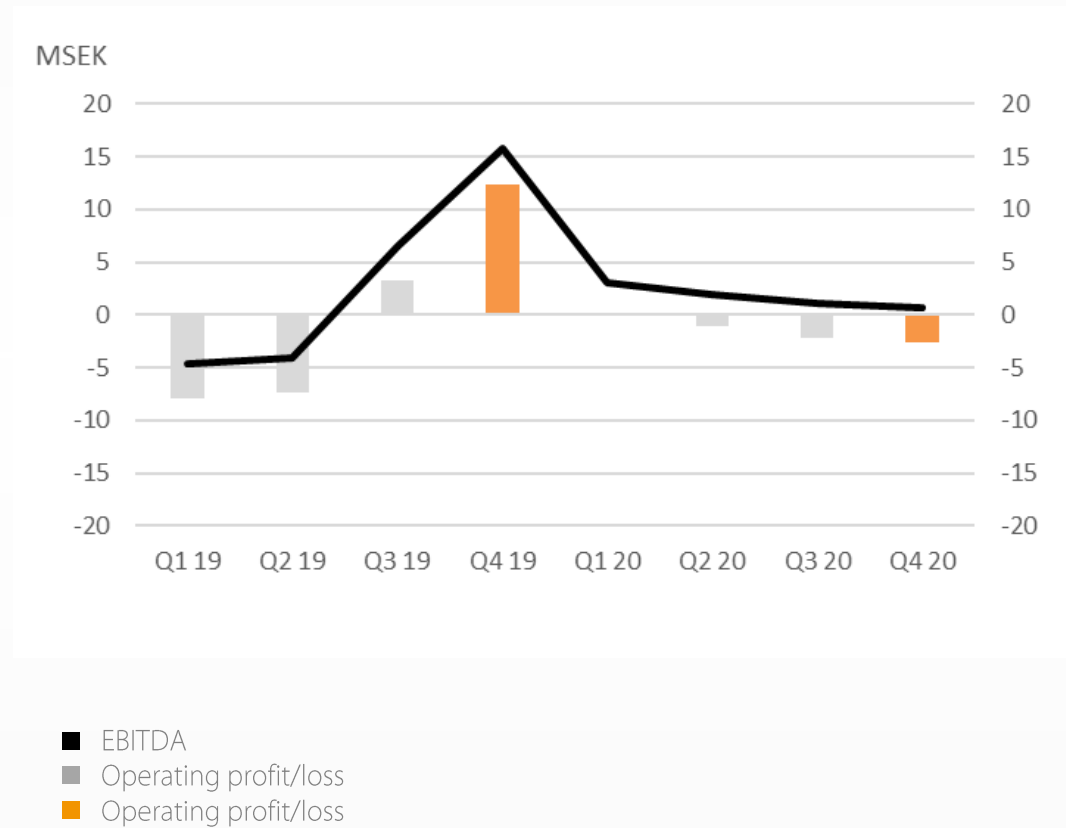
>In 2020, revenues from Mobile had a more even quarterly distribution due to differences in business arrangements with key customers.

>Gross margin Q4 84.7 % (91.9)

>Depreciation of capitalized development expenses of MSEK 2.6 (2.8)



# Operating profit/loss



> 2019 – 2020 stabilization of business

> All profit used in acceleration of new business

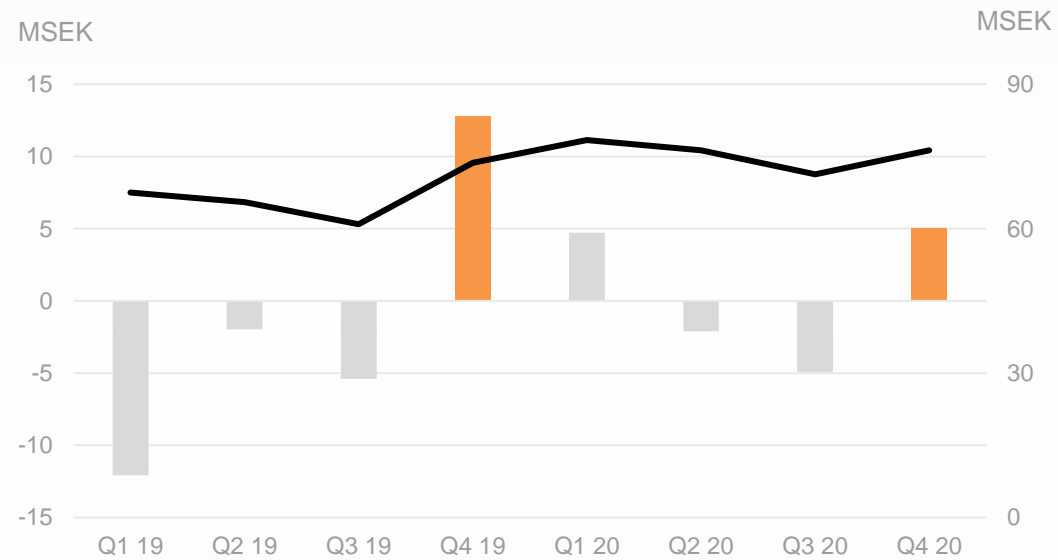
> Operating profit/loss Q4 MSEK -2.6 (12.5)

> EBITDA Q4 MSEK 0.7 (16.0)

> Operating expenses Q4 MSEK 21.7 (23.1)

> Increased spend in R&D related to investments in Digital Identity and Mobile.

# Cash flow



■ Cash and cash equivalents  
■ Cash flow  
■ Cash flow

>2019 – 2020 stable cash situation

>Cash flow from operating activities Q4 MSEK  
12.2 (14.3)

>Cash and cash equivalents per 31/12 MSEK 76,3  
(73.7)

Thank you



**PRECiSE**  
BIOMETRICS