

Precise Biometrics

Investor Days 14 September



PRECiSE
BIOMETRICS



YOU
are
the
key

#precise
#YOUarethekey
#YOUNiQ




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

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



Vision

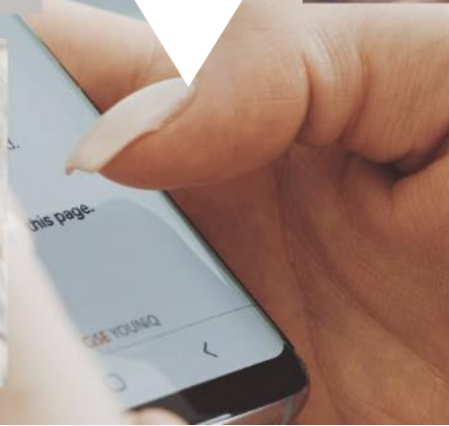
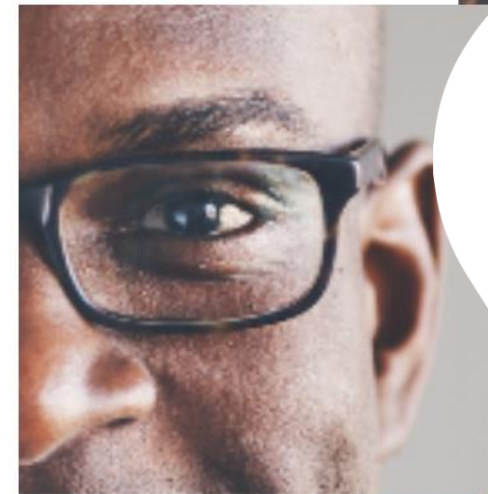




“No matter who you are, where
you are and what you do –
YOU are the key ”

Precise today

- ▶ Algo product area is a cash generating business with the right setup for continued success.
- ▶ DI: New product, go to market, sales model...etc.
From idea to a net sale of app 5 MSEK in 2 years time
- ▶ Profitable algo and all profit invested into growth activities.
- ▶ Digitalization continue in all areas
- ▶ Focused acceleration in DI
- ▶ Stability despite the Corona situation
- ▶ A global organization setup with world class expertise

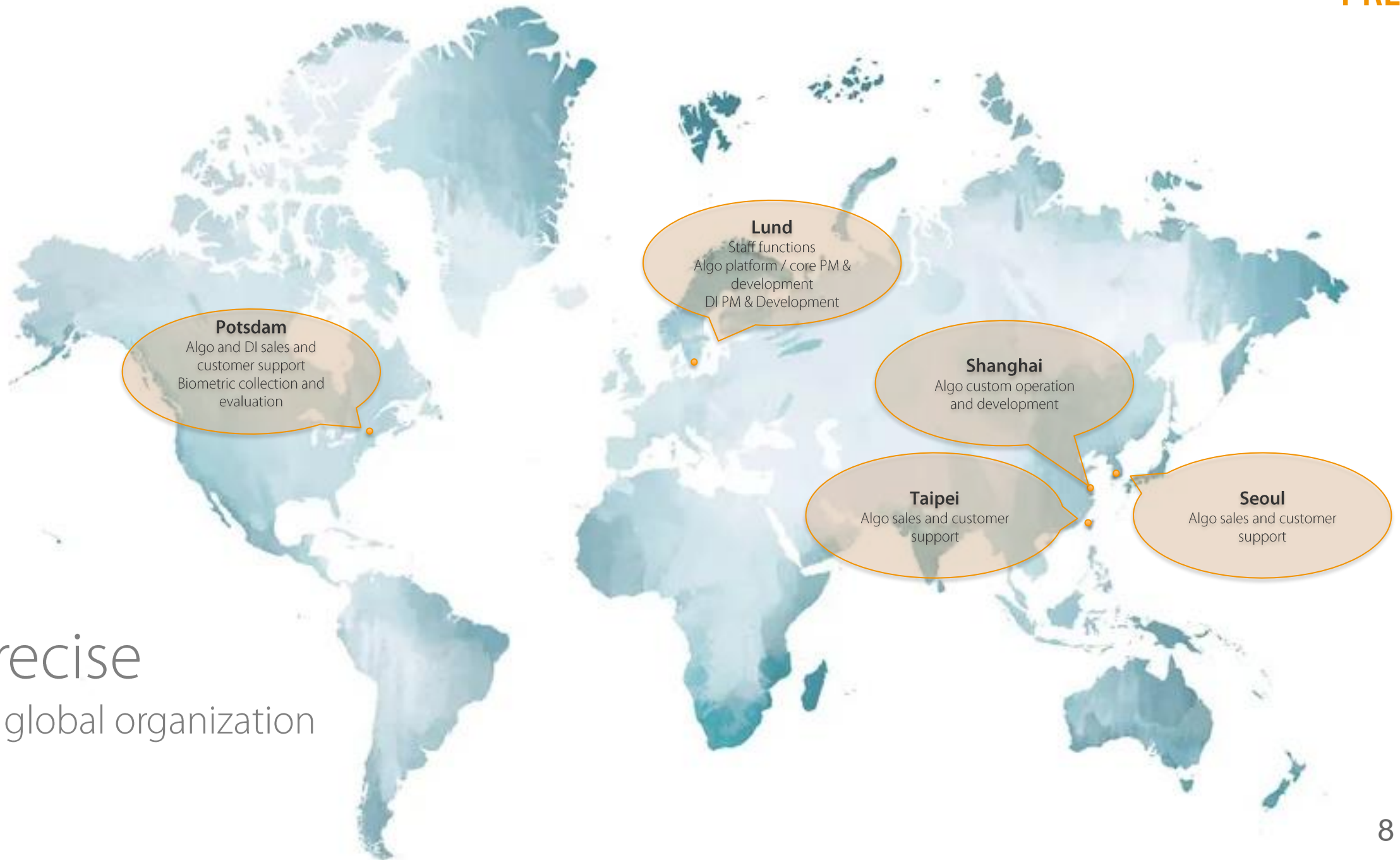


A blurred office interior with people working at tables and modern pendant lights hanging from the ceiling. The scene is brightly lit, with large windows in the background and several people in business attire working. The focus is on the foreground, showing a large, glowing pendant light and the word 'Organization' in orange text.

Organization

Precise

- a global organization



Precise Marketing 2021

► Precise Webisodes

17/8 - Intro

25/8 - Walk & Talk with CEO

14/9 - A crash course in biometrics

– YOUNiQ pitch

– YOUNiQ Integrations

► Fairs

27-28/10 – SecTech (Sthlm)

17-18/11 – ISC East (NYC)

24-25/11 – Fastighetsmässan (Sthlm)

► Communication

Digital YOUNiQ folder

Video & image production – vertical focused,

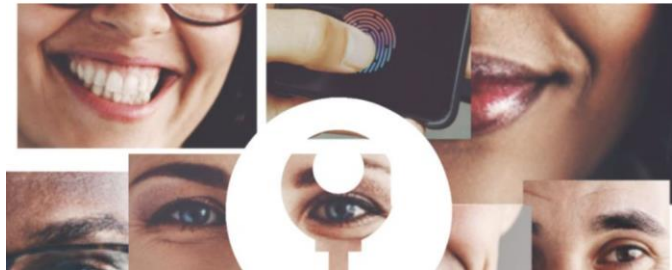
Website, Blog, News Gallery, SoMe, PR

YOU are the key focused

Onboarding

- Digital distribution of registration link via email
- Self registration via our web app
- Consent handling
- Inviter gets notified when their guest enters

[Read more](#)



Authentication

- Biometric identification

Live face recognition

- Face recognition in livestream
- Seamless and touchless or Intent trigger

HOW DOES BIOMETRIC AUTHENTICATION WORK?



Product Digital Identity

YOUNiQ - Access

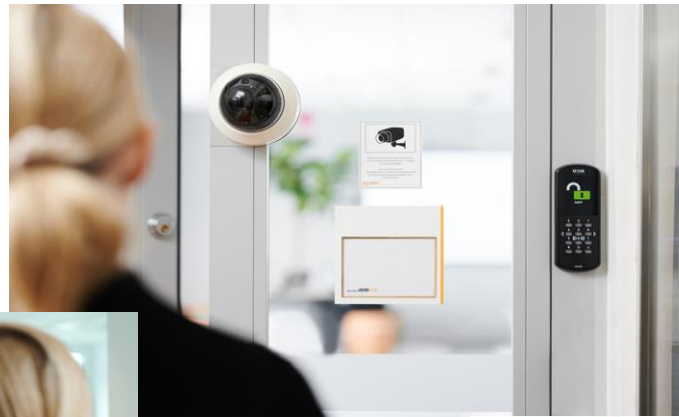
Basic

Access Your Office the Modern Way
replace your physical access cards
with digital credential (**QR code**)



Advanced

Seamless Biometric Identification
Works with existing building infrastructure
like electronic door locks and ethernet wires



Professional

SW Integration with
Access Control System(s)



Biometric Authentication Service
Integration with
Partner application/service
utilizing YOUNiQ API's


Enterprise

(Custom configuration)



Product features :
Outlook
Zone
GDPR
Booking system
Visitor management
Multi factors

Product Digital Identity - 2021

- ▶ Integrated with several booking system
- ▶ Add visitor management handling
- ▶ Drive sustainability 
 - ▶ Energy optimization
 - ▶ Less transportation
 - ▶ No card, tags etc
- ▶ Digital end 2 end solution
- ▶ Continue to integrate with AMS: RCO, AssaArx, Genetec, S2 Lenel



YOUNiQ Partners – Foundation for growth

Platforms



Ongoing...

Distributors



Ongoing...

Installers (60)



Malux



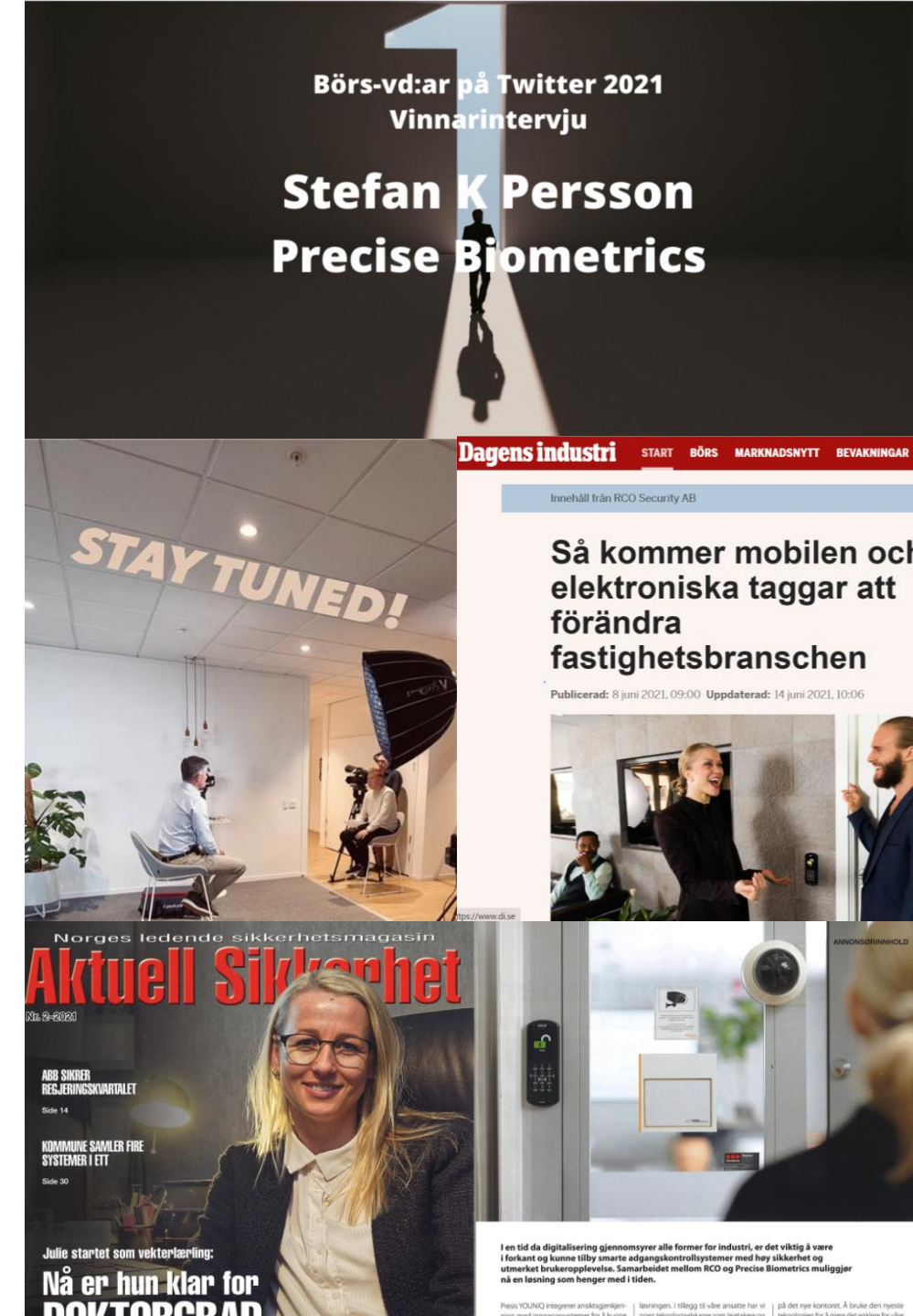
Technology Partners



Ongoing...

Notable coverage

- ▶ Di.se (RCO x YOUNiQ)
- ▶ Aktuell Sikkerhet (YOUNiQ)
- ▶ ID R&D press (YOUNiQ)
- ▶ Boxx Communication (Company / CEO)
- ▶ Elektroskandia - Vlt magazine



Sales & Marketing - 2021

- ▶ Acceleration
- ▶ Focus Sweden with some opportunities in Nordic and US
- ▶ YOU are the key via all channels and partners
- ▶ Blog, News Gallery, SoMe, Linkedin , Precise Webisodes
- ▶ Booked fairs – SecTech & Fastighetsmässan

#YOU are the key















PRECiSE

BIOMETRICS

Market

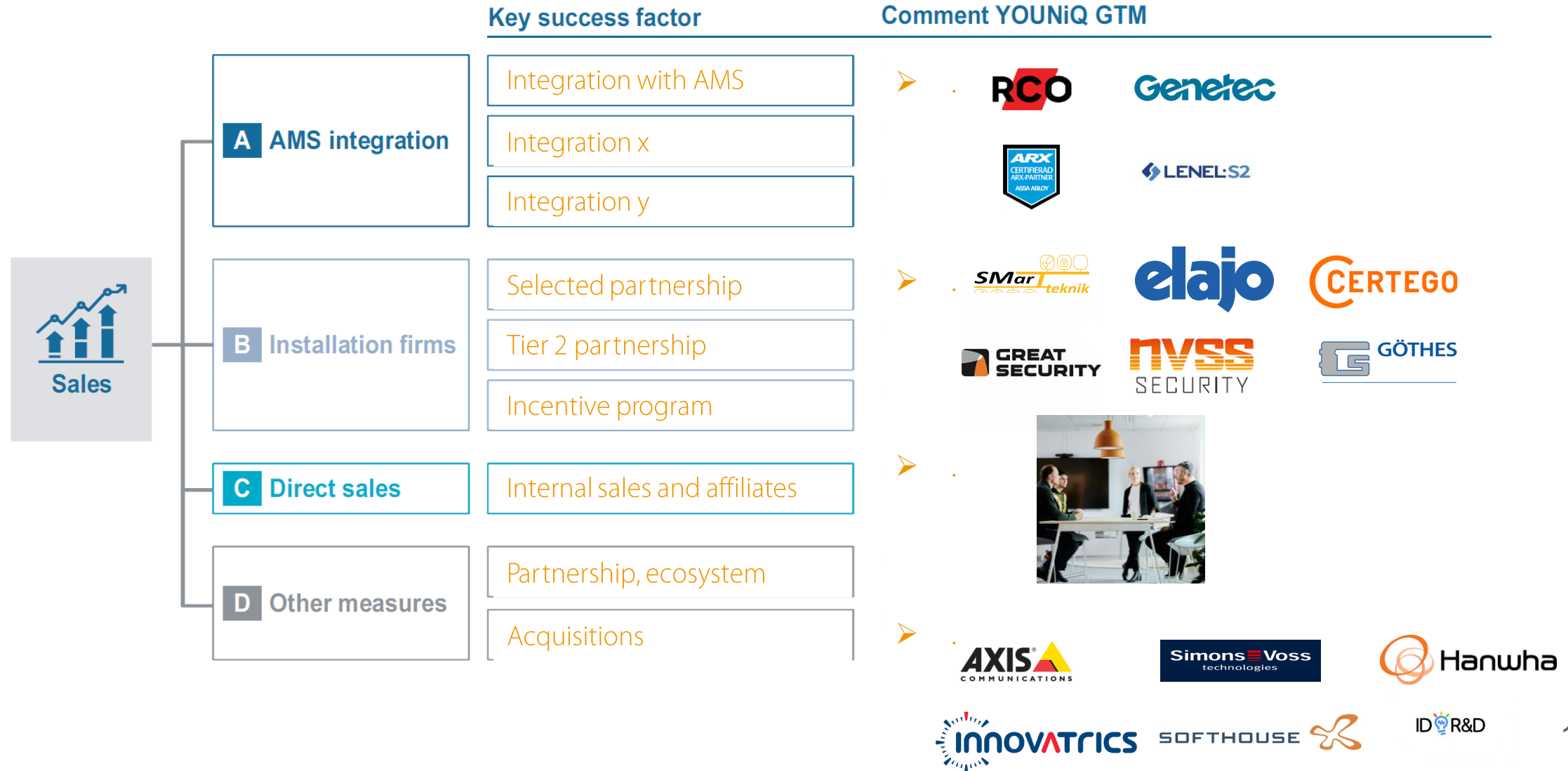
Access Customers divided into 6 segments

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

YOUNiQ – Customer example

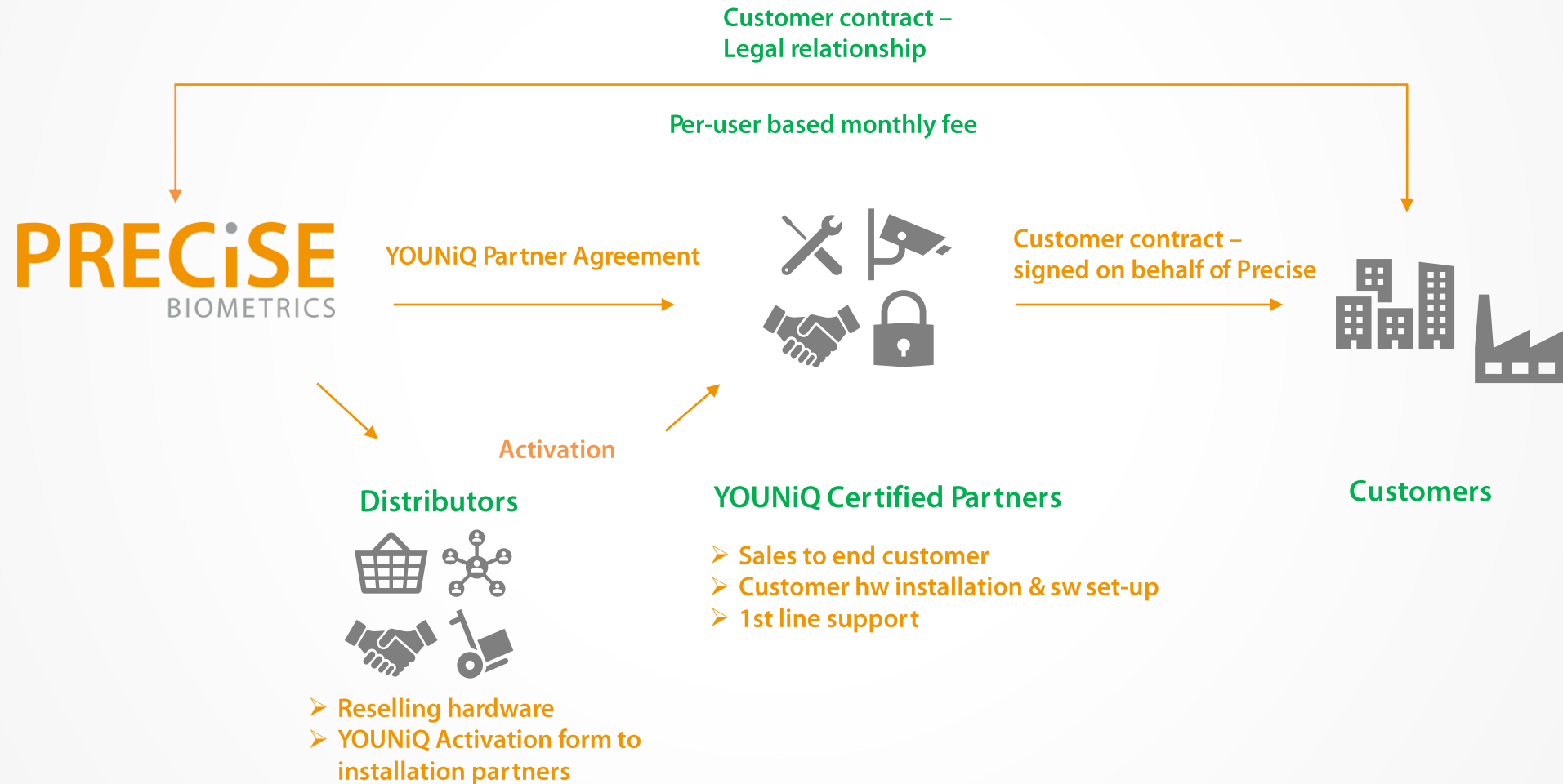


Go to market



YOUNiQ Sales Model

– A SaaS Model via Distributors & Partners



Product Algo



Algo – 2021

- ▶ Mobile business is a cash generating business with the right setup for future success.
- ▶ Digitalization ongoing in all areas
- ▶ Focused strategy with key customers
 - ▶ Egistech
 - ▶ Qualcomm
 - ▶
- ▶ Embedded opportunities but healthy ROI needed
- ▶ Smart card business is well-positioned to take off with the market, however – Unit price and onboarding are main market barriers

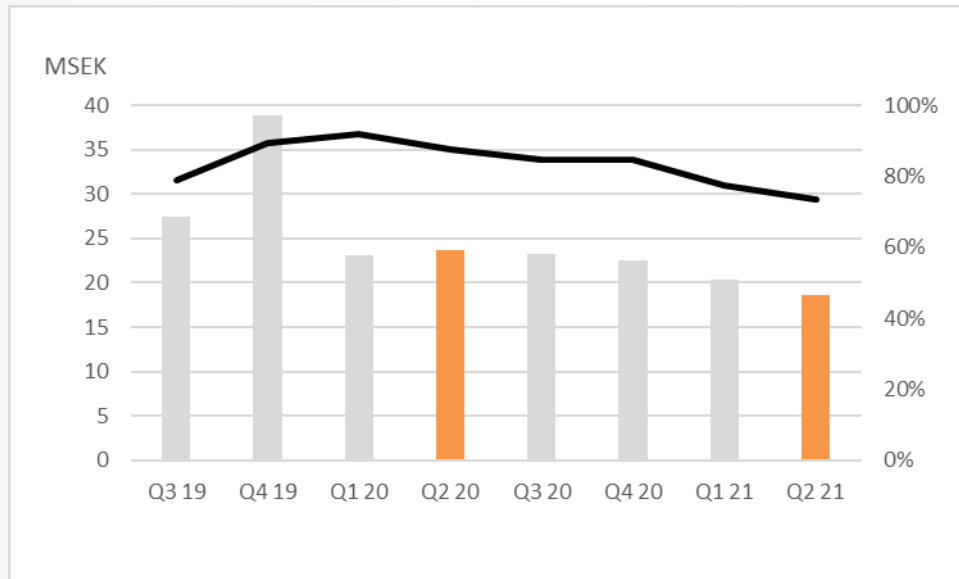


#YOU are the key

Financial development



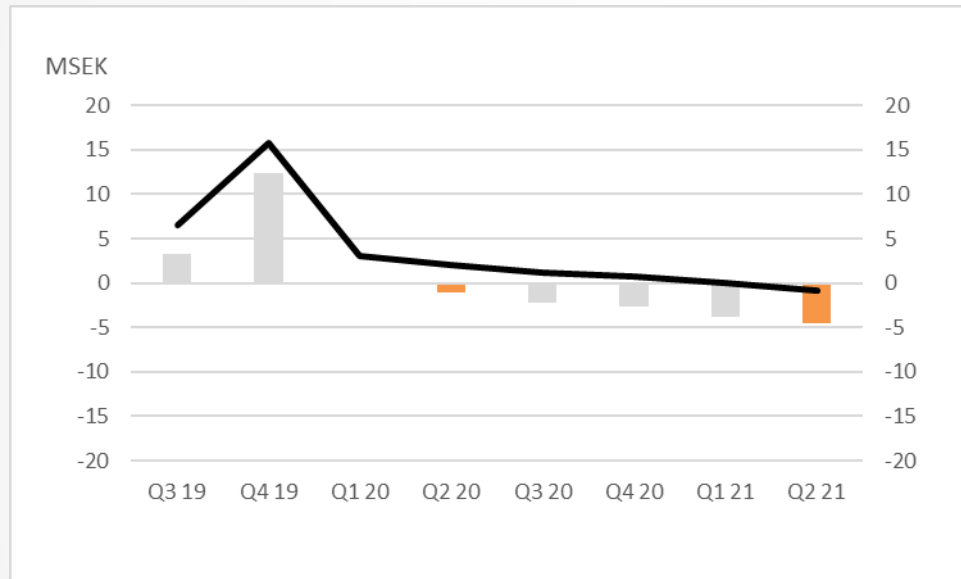
Net sales & gross margin (Q2)



■ Gross margin
■ Net sales
■ Net sales

- ▶ Net sales MSEK 18.7 (23.6)
 - ▶ Component shortage among customers
 - ▶ Increased client activity in Digital Identity - 169% net sales growth.
- ▶ Gross margin 73.3 % (84.7)

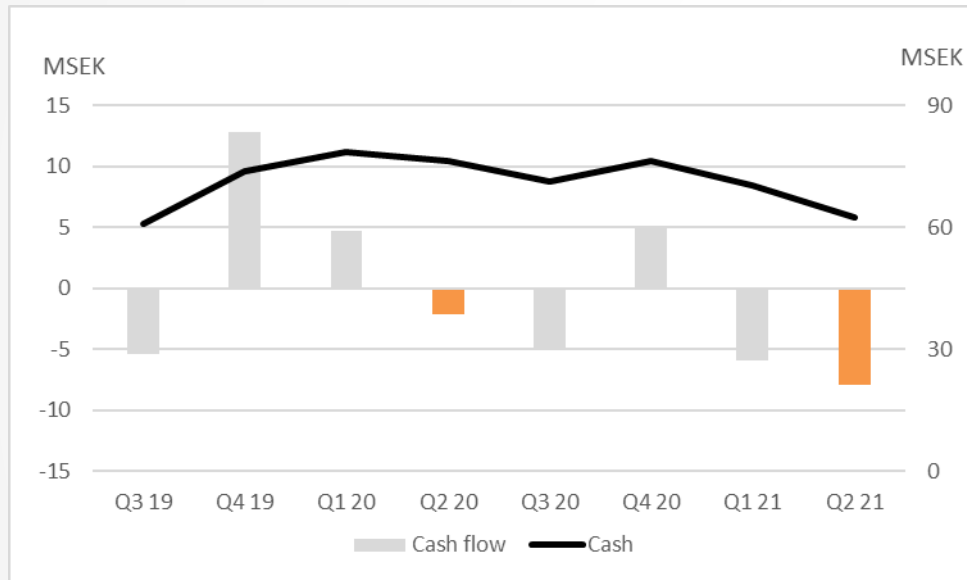
Operating profit/loss (Q2)



■ EBITDA
 ■ Operating profit/loss
 ■ Operating profit/loss

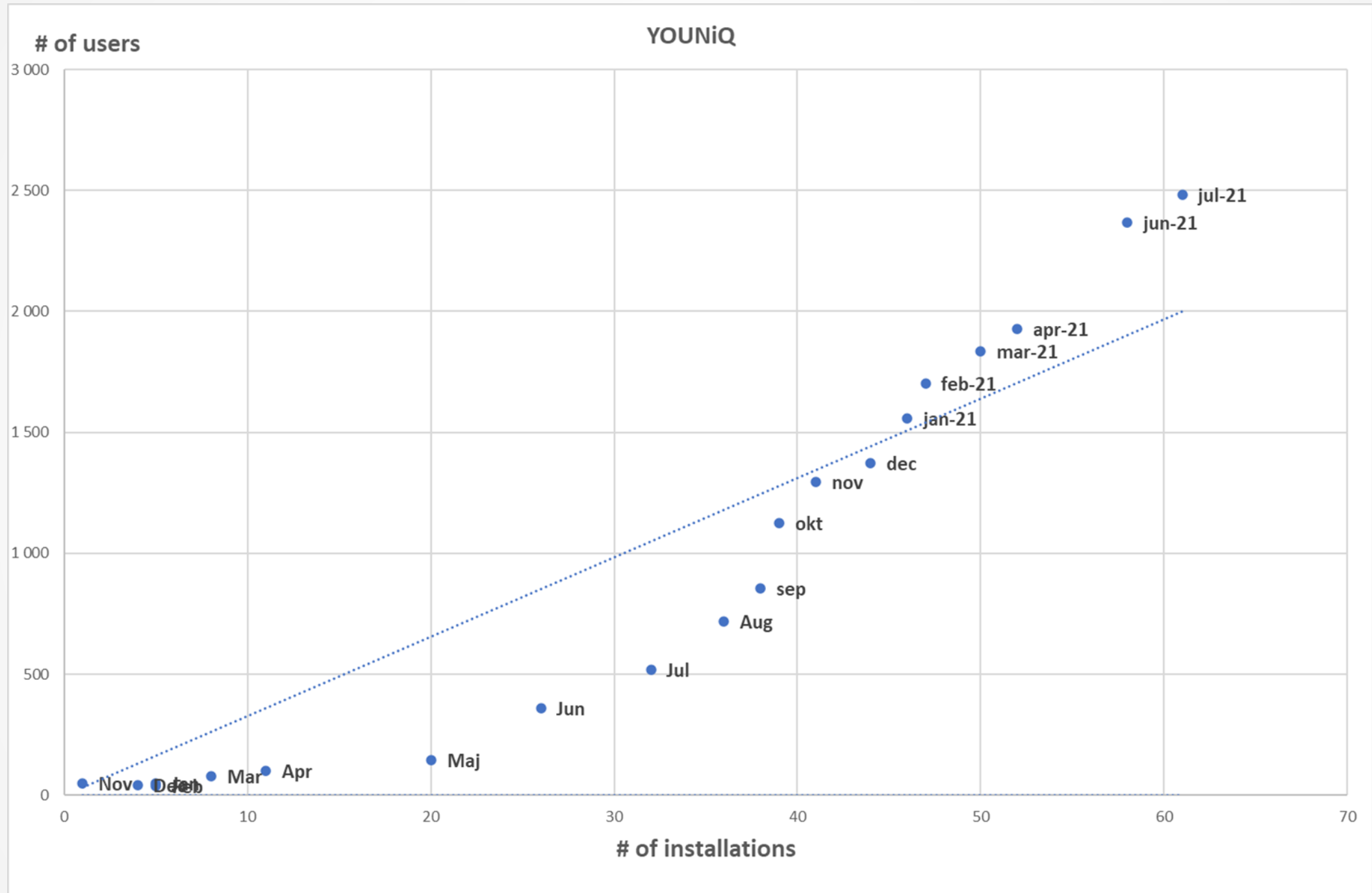
- ▶ Operating profit/loss MSEK -4.6 (-1.1)
- ▶ EBITDA, MSEK -0.8 (2.0)
- ▶ Operating expenses MSEK 18.3 (21.1)
 - ▶ Strengthening Sales and Marketing for DI
 - ▶ Lower Research and development cost
 - ▶ Tight cost control

Cash flow (Q2)

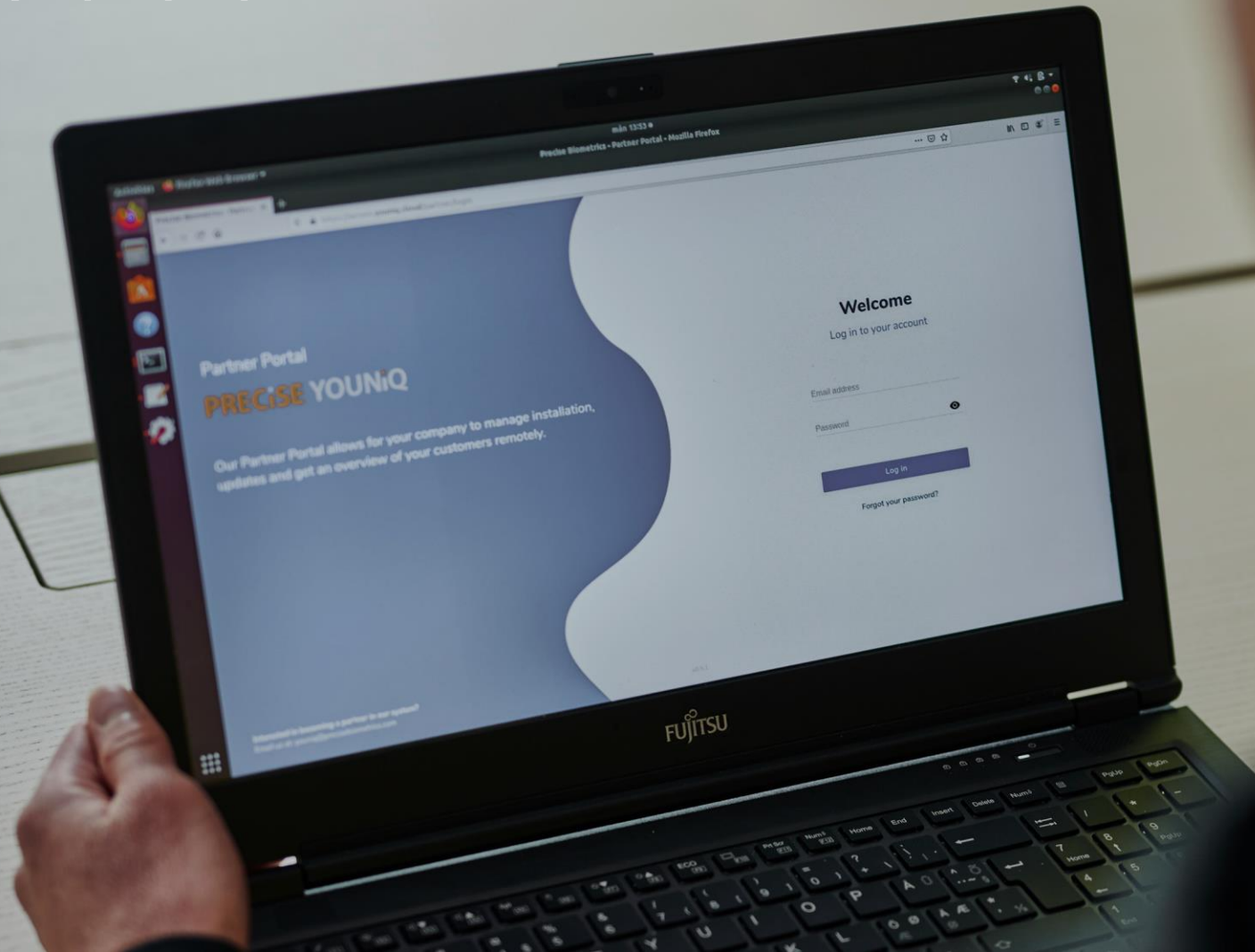


- ▶ Cash flow from operating activities MSEK -1.6 (2.3)
- ▶ Cash and cash equivalents per 30/6 MSEK 62.5 (76.3)

- Cash and cash equivalents
- Cash flow
- Cash flow



Outlook



Main assumption

- ▶ Algo impacted by component shortage but maintain and defend high performance in Algo, stable cash flow for continued investments
- ▶ Work very close with key partners in Algo area (EGIS, QC.....)
- ▶ Embedded customers based on ROI
- ▶ DI customer base continue to grow and up sales via existing customer base
- ▶ Growth in DI with focus on Sweden/Nordic
- ▶ Leverage on installers network and strong partnership with distributors
- ▶ SaaS model will overtime be the main model for Precise. Long term contracts with monthly recurrent revenue.
- ▶ 2022 stable cash flow in Algo mainly from Royalty and continued DI growth
- ▶ Digitalization in all areas. (Sales, Installation and Support)



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DI: Swedish market potential estimated to ~1.1 BSEK. 2025



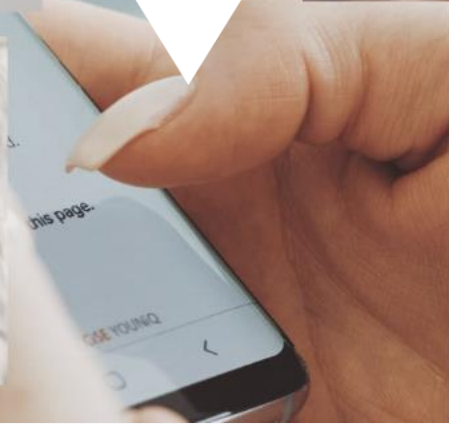
- ▶ Swedish market potential is estimated to SEK c. 1.1 bn
- ▶ Currently, the market for this solution is untapped
- ▶ Market potential likely to increase when awareness of the technology arise
- ▶ The estimation is based on numbers from '16-'19 depending on customer segments, and historical growth together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

Summary



Precise summary

- ▶ A cash generating company with the right attitude for continued success
- ▶ Profitable algo and all profit invested into the future
- ▶ New product area in Digital Identity (DI) with a clear go to market and sales model for future success.
- ▶ (DI) From idea to a net sale of app 5 MSEK in 2 years time and a clear growth opportunity .
- ▶ Digitalization continue in all areas
- ▶ Stability despite the Corona situation
- ▶ A global organization setup with world class expertise
- ▶ The growth journey continue





Thank
YOU



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