NEXT BIOMETRICS GROUP ASA

Q4 Presentation February 14, 2024



nextbiometrics.com



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Agenda of the day

Q4 results presentation: 11.00 – 11.25

Capital Markets Day: 11.30 - 14.00





Today's Q4 Results Presentation Speakers



Ulf Ritsvall

CEO, NEXT Biometrics





Eirik Underthun

CFO, NEXT Biometrics

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- 1. Business update
- 2. Q4 Highlights
- 3. Outlook
- 4. Q&A





Q4 2023 - Summary

Key developments in the quarter

- 2 new design wins (46 accumulated)
- Q4 Revenues at NOK 14.3 million (up 19% compared to Q4 2022)
- Announced new purchase orders amounting to NOK 20 million during quarter
- Increased Gross Margin of 45% (improved from 24% in Q4 2022)
- Continued strong business development progress in China and India





Significant progress in both India and China

- ACPL picked up first batch FAP20 sensors for its L1 reader product
- Distributor placed NOK 12 million FAP20 order and picked up the first batch of sensors for India L1 products
- New Indian OEM signed MoU for making Bluetooth-enabled L1 device
- Asian distributor placed NOK 6.6 million initial stocking order for ChinalD market (FAP20) and picked up first batch of sensors

After the Quarter:

- ChinalD certificate was awarded
- **Exclusive Healthcare agreement signed**





OA FINANCIALS

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Q4 2023 - Key Figures

Profit and loss

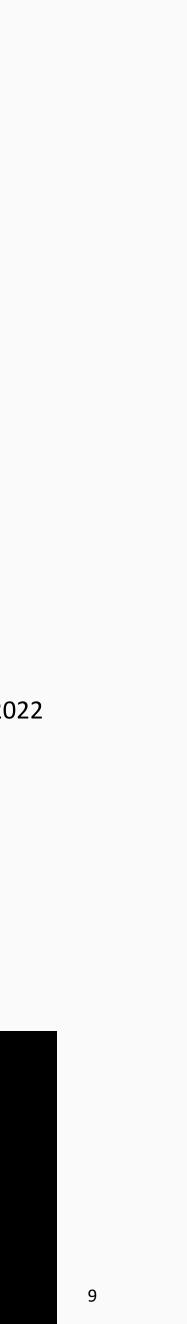
NOK million	Q4 2022	Q4 2
Revenue	12.0	14.
COGS	(9.1)	(7.3
Gross margin ¹⁾	2.9	6.
Gross margin % ¹⁾	24 %	45
OPEX ex. Options ²⁾	(11.9)	(14
Adjusted EBITDA ²⁾	(9.1)	(8.

- 1) Gross margin adjusted for inventory write-downs
- 2) OPEX and EBITDA excluding share based renumeration, options social security cost and inventory write-downs



2023	Revenues NOK 14.3 m vs. NOK 12.0 m in Q4 2022
4.3	Gross margin • Adjusted Gross margin ¹⁾ of 45% vs. 24% in Q4 2022
7.8)	Operating expenses
5.5	 OPEX ex. options of NOK 14.8 m vs. NOK 11.9 m in Q4 2022 EBITDA
5 %	 Adjusted EBITDA²⁾ of negative NOK 8.3 m relative to negative NOK 9.1 m in Q4 20
4.8)	 Cash and cash flow Cash of NOK 67.8 m end of Q4 2023 versus NOK 86.1 m at end of Q3 2023 Q4 cash burn of NOK 18.5 m
8.3)	

Increased revenues and gross margin Cash flow impacted by higher sales (increased receivables) and limited cash collection during the quarter



STATUS AND OUTLOOK



2023 Highlights

- Secured Chinese contracts estimated value NOK 130 270 million over 3 years
- First stocking order for ChinalD market
- Strategic partnership with tier 1 algo partner in Medical / Healthcare industry (new market to NEXT)*
- Indian Aadhaar's L1 certificate has now successfully been deployed
- NEXT partner ACPL secured Aadhaar L1 certification
- Secured Indian contracts valued NOK 300 million over at least 2 years



2024 Outlook

- Anti-spoofing is a big demand from customers in mature biometric markets
- NEXT improves its position in the value chain of Biometrics industry from sensor vendor to solution provider
- ChinalD certificate awarded more orders expected
- NEXT will expand its footprint to new market ChinaID, Healthcare, Medical Insurance and E-lock
- Expecting to have at least 3 OEMs with Indian L1 certification in 2024 and minimum 30% market share
- Aadhaar opening up ecosystem, could increase the total addressable market by 20%



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Outlook

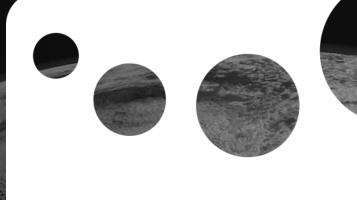
- NEXT expects 20 % increase in revenues in Q1 2024 (Q4 2023) to Q1 2024)
- NEXT is expecting EBITDA to break-even in Q2 2024
- Already secured contracts and design-wins with NOK 200 million in total annual revenue potential
- Potential growth beyond this is large, both from already existing customers and new potential customers
- Expecting 50 % gross margin in 2024 and run-rate OPEX cost of NOK ~65 million per year















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