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Rethink Cybersecurity
Secure the Future

Q2 26 presentation

6 Aug 2026

Speakers

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Agenda

- Company overview
- Q2 26 Highlights
- Financial overview
- Concluding remarks
- Q&A

Yubico at a glance

Global scale, trusted by enterprises

510+

Employees

4,500+

Business customers + millions of consumers

SEK2.1bn

Net sales LTM Q2 2026

77.8%

Gross margin LTM Q2 2026

30%

Net sales CAGR between 2020-2025

43%

Growth in ARR in the last 2 years

0

account takeovers

Market trends

AI: larger threats and productivity gains, two sides of the same coin

AI-enhanced fraud is growing rapidly, with agentic systems able to run complete campaigns. Meanwhile, companies are applying AI to accelerate productivity.

Post-quantum moving from planning to piloting

Government mandates and Big Tech roadmaps, including Microsoft's timeline, are setting deadlines for PQC readiness. Customers are also engaging on migration ahead of any requirement, treating readiness as a competitive differentiator.

Compliance becoming a differentiator

Governments and regulated industries increasingly require independently validated security, making compliance a key factor in vendor selection and long-term customer trust.

Identity lifecycle becomes a strategic priority

The market is moving beyond authentication toward securing the full identity lifecycle, including verification, enrollment, recovery, governance, and assurance. At the same time, digital identity initiatives are accelerating globally.

AI, post-quantum readiness and validated compliance are increasing demand for hardware-backed trust across the identity lifecycle.

Highlights from Q2 26

Product & technology

Launch of YubiKey 5.8 & FIPS validation

- YubiKey 5.8 extends hardware-backed auth to verified authorization (payments, signing, AI agents)*
- Completed FIPS 140-3 validation across YubiKey 5 FIPS portfolio & YubiHSM 2

Commercial news

OpenAI and Google expand hardware auth

- Beginning Sept 1, OpenAI will require Trusted Access for Cyber members to use hardware-backed passkeys to access frontier models.
- On July 1, Google added NFC passkey support on Android. Yubico's Passkey Enabler is now generally available.

Operational efficiency

Strong net sales and reorganization delivers savings

- Strong net sales growth of 12% in the quarter as well as an EBIT margin of 14% vs 4% in Q2 25.
- Headcount reduced to 507 (-4% YoY) as the reorganization is executed, delivering ~SEK 95 million in annualized savings from Q2.

CMD 2026

November 19th, 2026

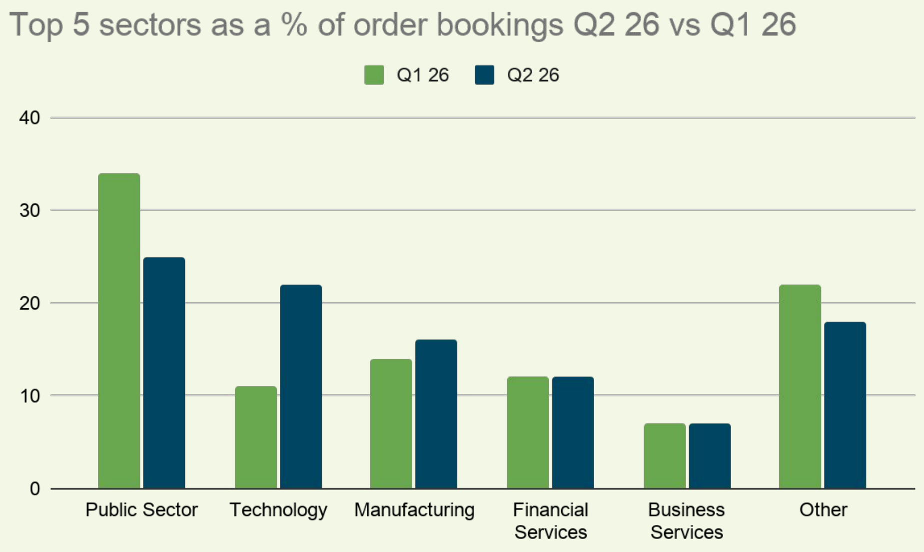
Capital Markets Day hosted in Stockholm to deep dive into our strategy, priorities, and future opportunities.

Further details will follow.

** Event after the quarter*

Expansion in top industries

Share of Bookings per industry, Q2 2026, Percent



Some of our customers

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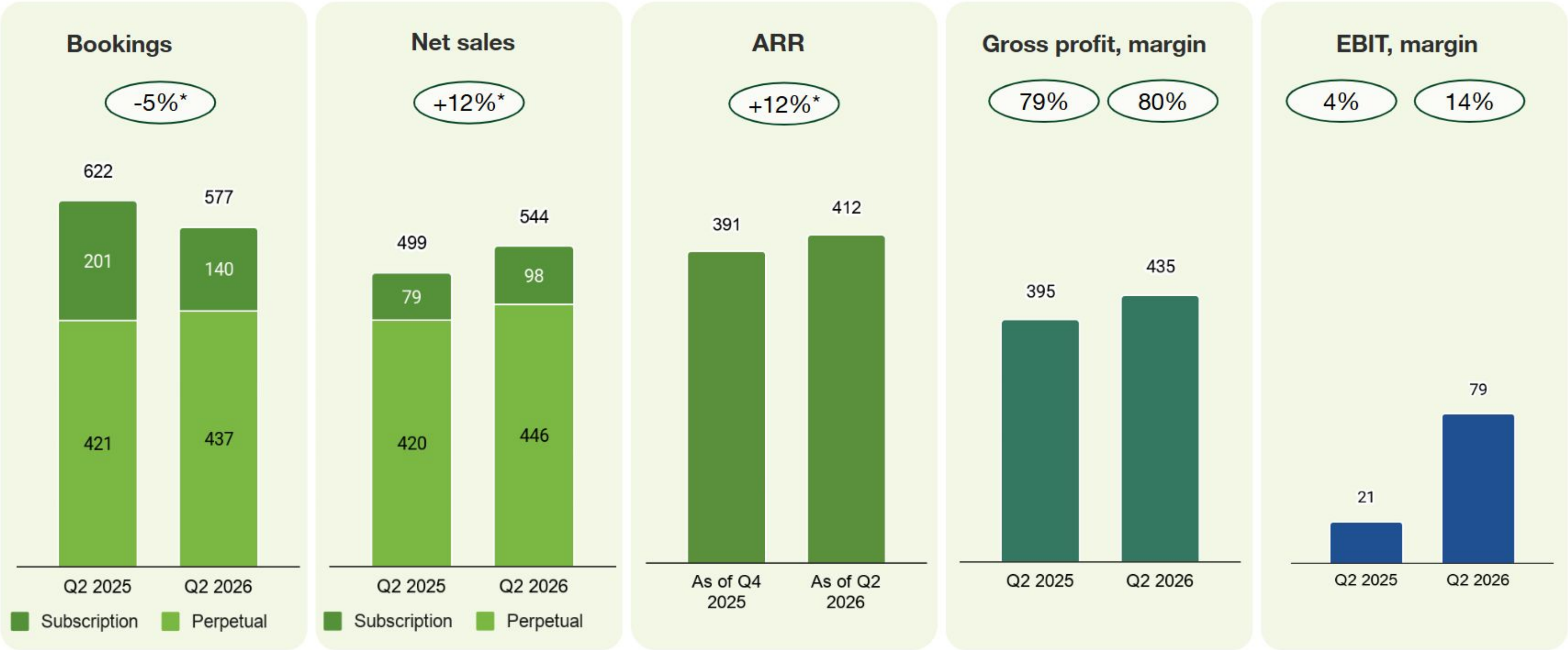
Q2 2026 Key figures

SEK Millions



** Excl. currency impact of -2%*

** Excl. currency impact of -3%*

** Excl. currency impact of -7%*

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Summary of Q-o-Q development

	Q2 2025	Currency impact	Organic change	Q2 2026
Order Booking	**621.8**	-14.9	-29.8	**577.1**
Order booking development		*-2%*	*-5%*	*-7%*
Net sales	**499.1**	-13.7	58.5	**543.9**
Net sales development		*-3%*	*12%*	*9%*
EBIT	**21.2**	-10.6	67.9	**78.5**
EBIT Margin% (Accretion/Dilution)	4.2%	-2.1 ppt	12.3 ppt	14.4%

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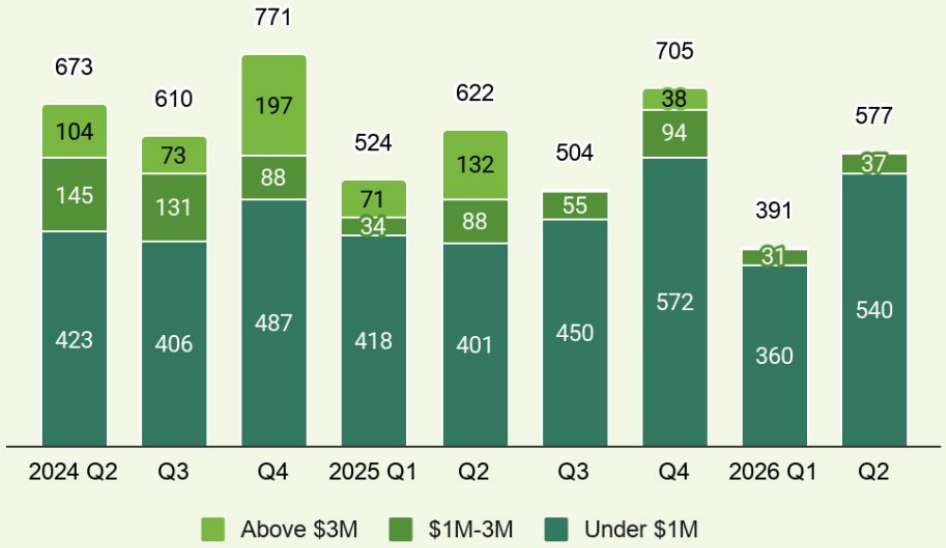
Small and mid-size bookings develop strongly with 18% growth

Bookings by order size in USD equivalent
SEK Millions



- Bookings declined against the prior-year comparison due to a large subscription order in Q2 2025
- Small and mid-sized deals under USD 3m grew 18% y-o-y
- Strong EMEA growth, led by a well established channel ecosystem and a high volume of smaller deals. Deals led by defense and public sector
- YubiKey as a Service represented 24 percent of total bookings

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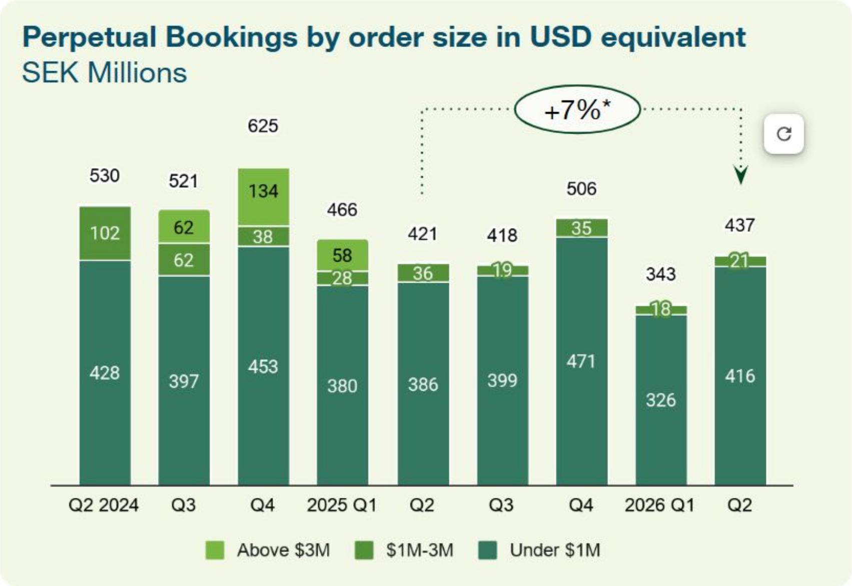
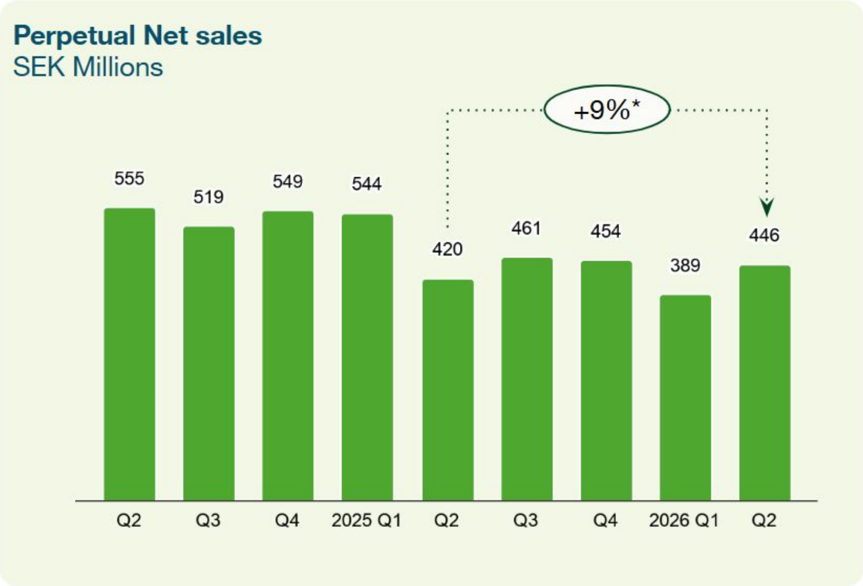
Perpetual bookings and sales show strong growth





- Perpetual bookings increased to SEK 437.1m with very strong growth in e-commerce and smaller contracts
- Public sector remains the largest contributor to perpetual bookings, with defense as part of it and high-tech also active
- Perpetual net sales increased to SEK 446.1m driven by growth in bookings

** Excl. currency impact of -5%*

** Excl. currency impact of -3%*

** Q2 26 Perpetual Bookings by order size in USD equivalent in SEK Millions has been updated per Aug 8 2026*

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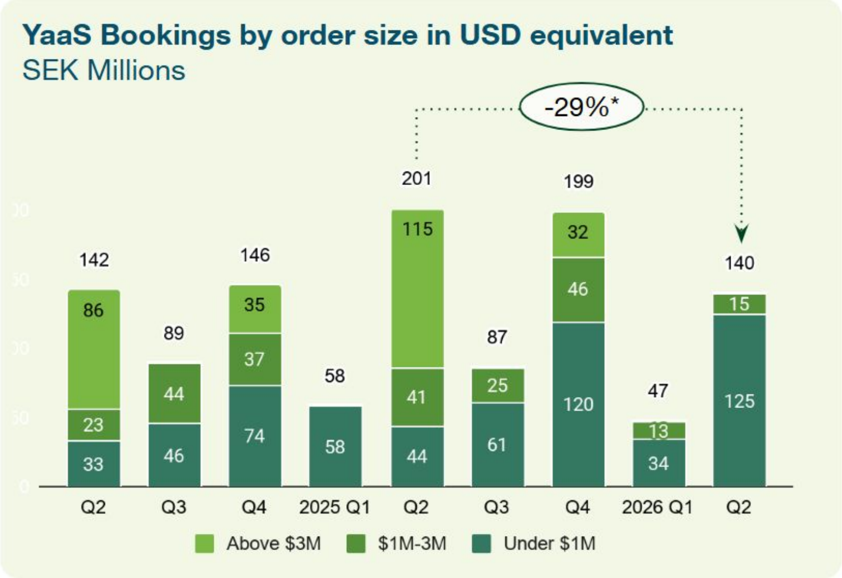
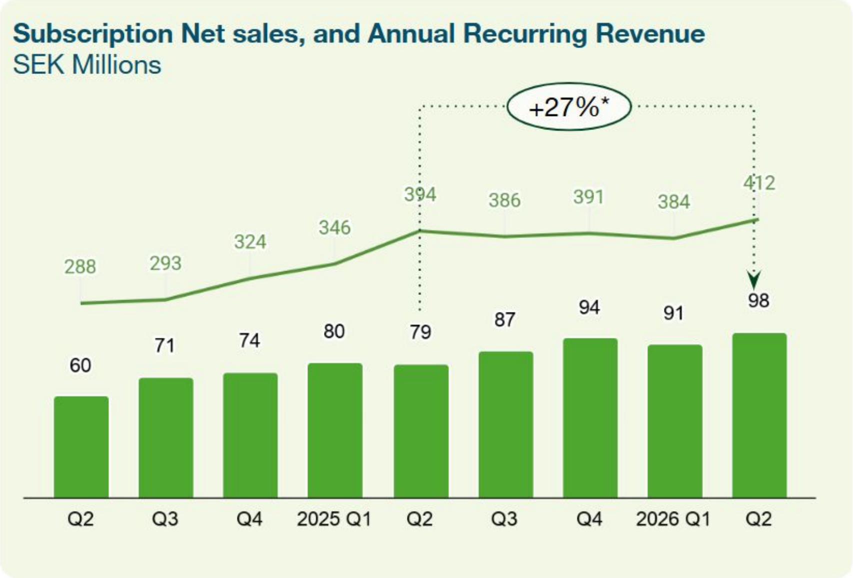
YaaS bookings showed healthy development in the small-to-mid size orders





- A large multi-year contract in Q2 2025, while Q2 2026 was primarily small-to-mid size contracts
- The quarterly net sales increase 27% organically, driven by strong development of Annual Recurring Revenue

** Excl. currency impact of -1%*

** Excl. currency impact of -3%*

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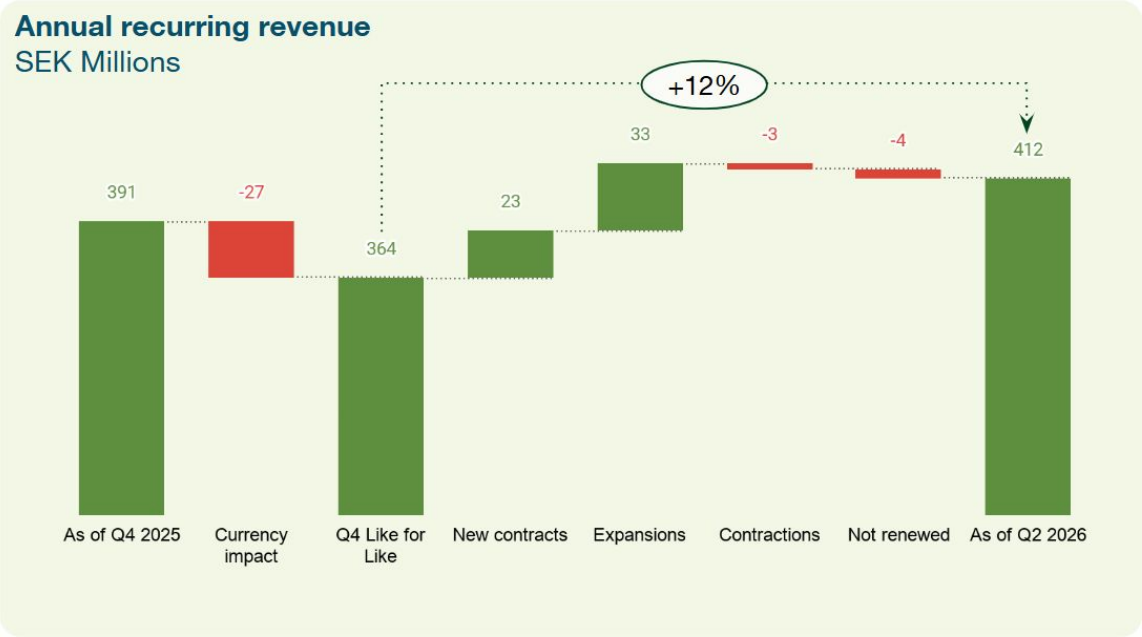
ARR growth supported by new contracts and expansions



- Annual Recurring Revenue increased 4.4% year on year to SEK 412m, 12% as compared to the end of 2025
- New contracts and customer expansions supported growth
- Gross retention rate of 98.1
- Net Retention rate of 107.1

GRR = (Starting ARR LfL-Contractions-Not renewed)/Starting ARR LfL
NRR = (Starting ARR LfL+Expansions-Contractions-Not renewed)/Starting ARR LfL

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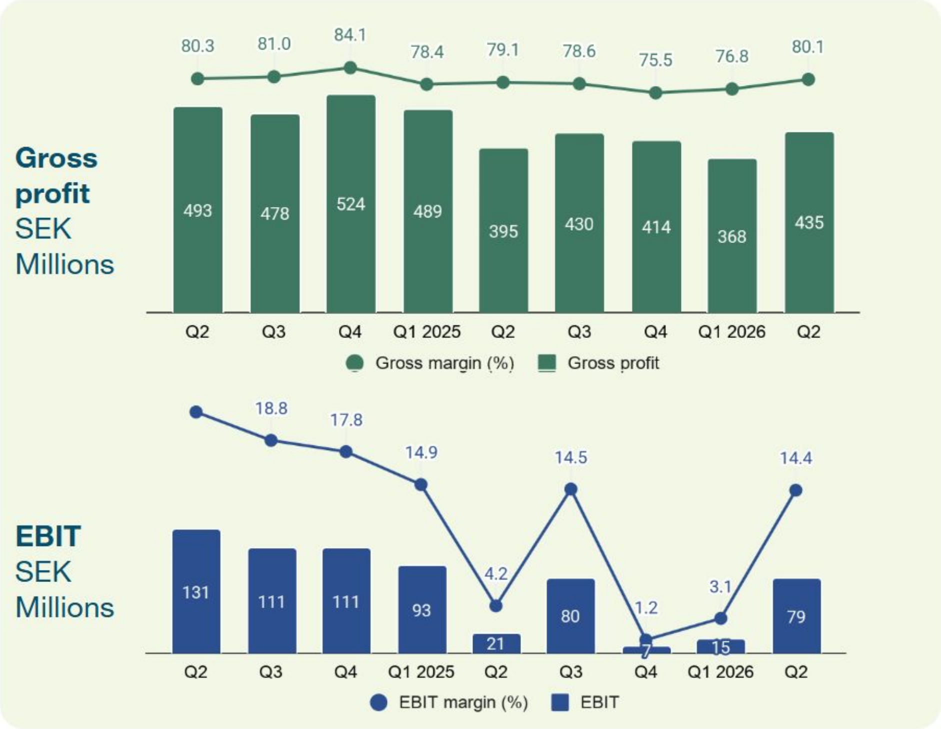
EBIT impacted by higher sales volumes and executed reorganization



- Gross profit of 80.1%, at the higher end of the guided range of 75-80% - impacted by higher volume of net sales
- EBIT impacted by higher sales volume, SEK -10.6m negative currency impact,
- The cost savings program has been fully executed, and the annualized savings of SEK 95 million as compared to the end of 2025 is realized.

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Positive operating cash flow and a strengthened cash position

SEK Millions

	2025	2025 Q2	2026 Q2	2025 YTD	2026 YTD
Cash flow from operating activities before Working capital changes	209	42	85	88	94
Change in Working capital	45	81	-33	80	46
Cash flow from operating activities	**254**	**123**	**52**	**167**	**139**
Cash flow from investing activities	-48	-13	-19	-17	-33
Cash flow from Financing activities	-102	-4	-4	-10	-8
Cash flow for the period	**104**	**106**	**29**	**141**	**99**
FX differences	-33	-13	11	-20	26
Cash at the end of the period	**895**	**946**	**1,020**	**946**	**1,020**

- Operating cash flow of SEK 52m, impacted by higher working capital
- Working capital increase mainly driven by higher current receivables, while inventory continues to decrease
- Investing activities include capitalized development costs of SEK 17m
- Cash position strengthened to SEK 1,020m

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Yubico Strategic Areas

1 Advance the Secure Root of Trust

YubiKey & Production: Continue to strengthen Yubico's position as the world's most robust, cryptographically verifiable hardware-backed authentication devices.

FIPS 140-3 Validation

2 Elevate YubiKey as a Service

YubiKey as a Service: Accelerate the ability for organizations to benefit from value-added, continuous security for users across all business scenarios, devices, platforms and locations.

Continuous ARR growth

3 Expand into Digital Identity Services

Digital Identity Platform: Built on Yubico's foundation, the platform protects user identities end-to-end, unlocks new use cases.

Yubico 5.8 authorization

4 Drive Go-to-Market Expansion

Go to market: Deepen footprint with existing customers, attract new customers and activate everyday users across markets.

Open AI Partnership

5 Simplify Customer Experience

Frictionless engagement: Remove friction at every step, from how customers learn about, buy and deploy Yubico solutions.

E-commerce growth

Q&A

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The Key to Trust

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