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Quarterly Presentation Q1 2025

May 7th, 2025

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Software only specialist video conferencing player

Serving large enterprises and public sector organizations



Strong financial performance

- 115.5m** ARR USD EoQ1
- 10%** ARR growth Y-o-y
- 91%** Gross margin LTM margin
- +8p.p** EBITDA expansion¹ LTM margin improvement
- 27%** Free cash flow² LTM margin

Unique partnerships with the technology leaders in our industry



¹ Excluding other gains and losses

² Cash flow excluding financing items

Q1 2025 highlights



- Continued improved ARR, revenue and EBITDA growth
- Announcing share buy back program in light of strong cash position and commitments
- Strong growth in Secure & Custom



- Increased public awareness around need for secure and sovereign IT solutions
- Announced Pexip Connect for Google Meet hardware with Google

+2.4m
MUUSD 115.5 EoQ1

ARR
Q-o-Q

112.5
MNOK 255 LTM

Adj. EBITDA¹
Q1 2025

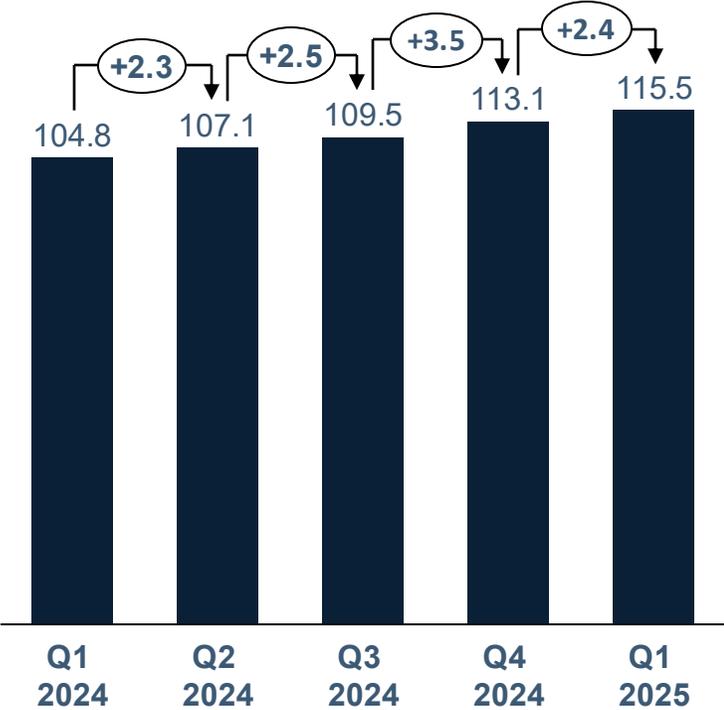
221m
MNOK 315 LTM

Free cash flow
Q1 2025

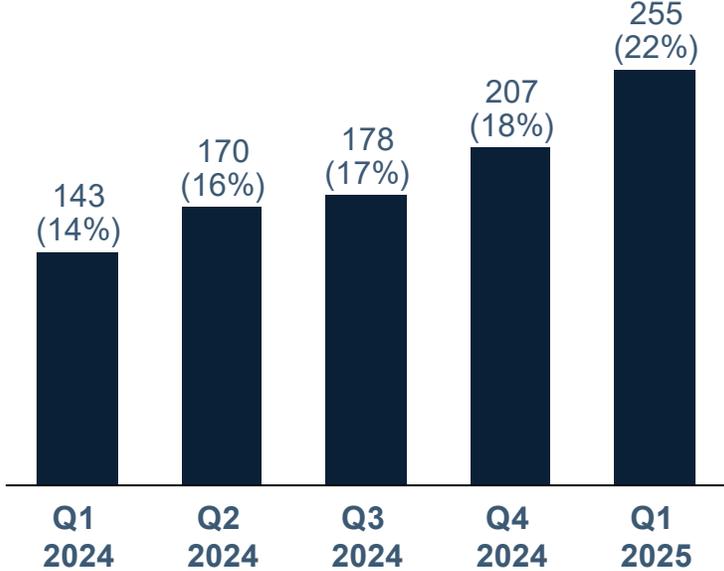
¹) Excluding Other gains and losses, e.g., restructuring costs

Continued growth and further improved profitability

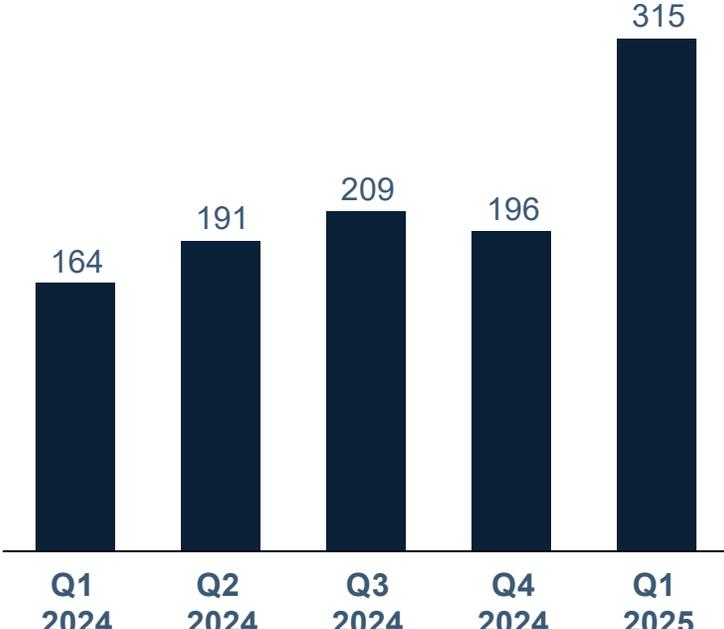
Total ARR
USDm



Adjusted EBITDA¹
NOKm, Last twelve months



Free Cash flow²
NOKm, Last twelve months



¹ EBITDA less Other gains and losses
² Operating cash flow, investment cash flow and leases

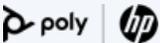
Pexip's two business areas

Pexip Secure & Custom Spaces

Video meetings that are self-hosted on-premises or in a private cloud

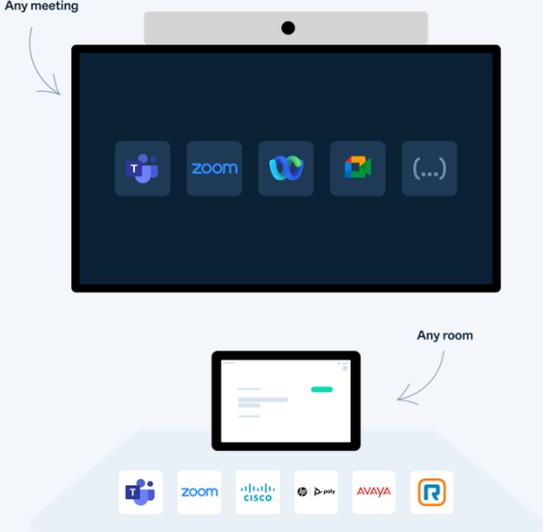


When complete privacy and control over data is required



Pexip Connected Spaces

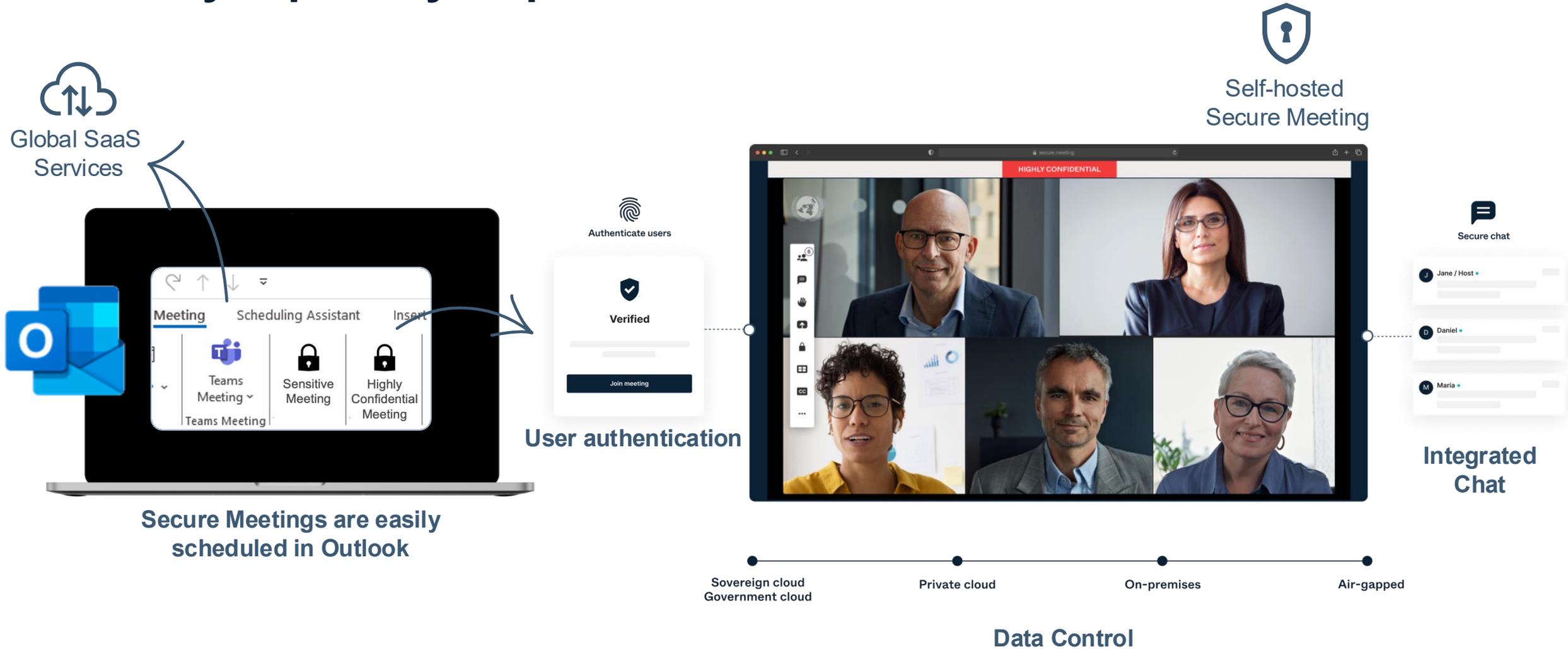
Video meeting room interoperability



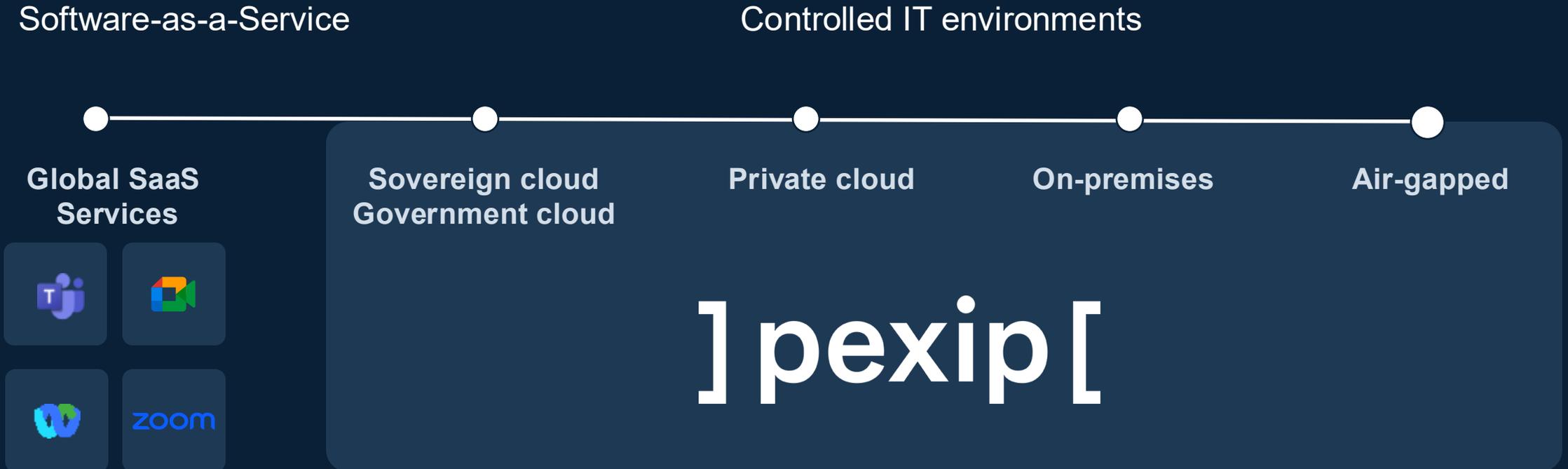
When several video technologies need to work seamlessly together



Pexip Secure Meetings caters to customers with specific security & privacy requirements



Pexip offers unique deployment flexibility



Strong momentum for Secure & Custom reinforced by current market trends

Secure & Custom ARR
USDm



Airbus leads call for Europe to create sovereign infrastructure fund, buy European

- Reuters, March 2025

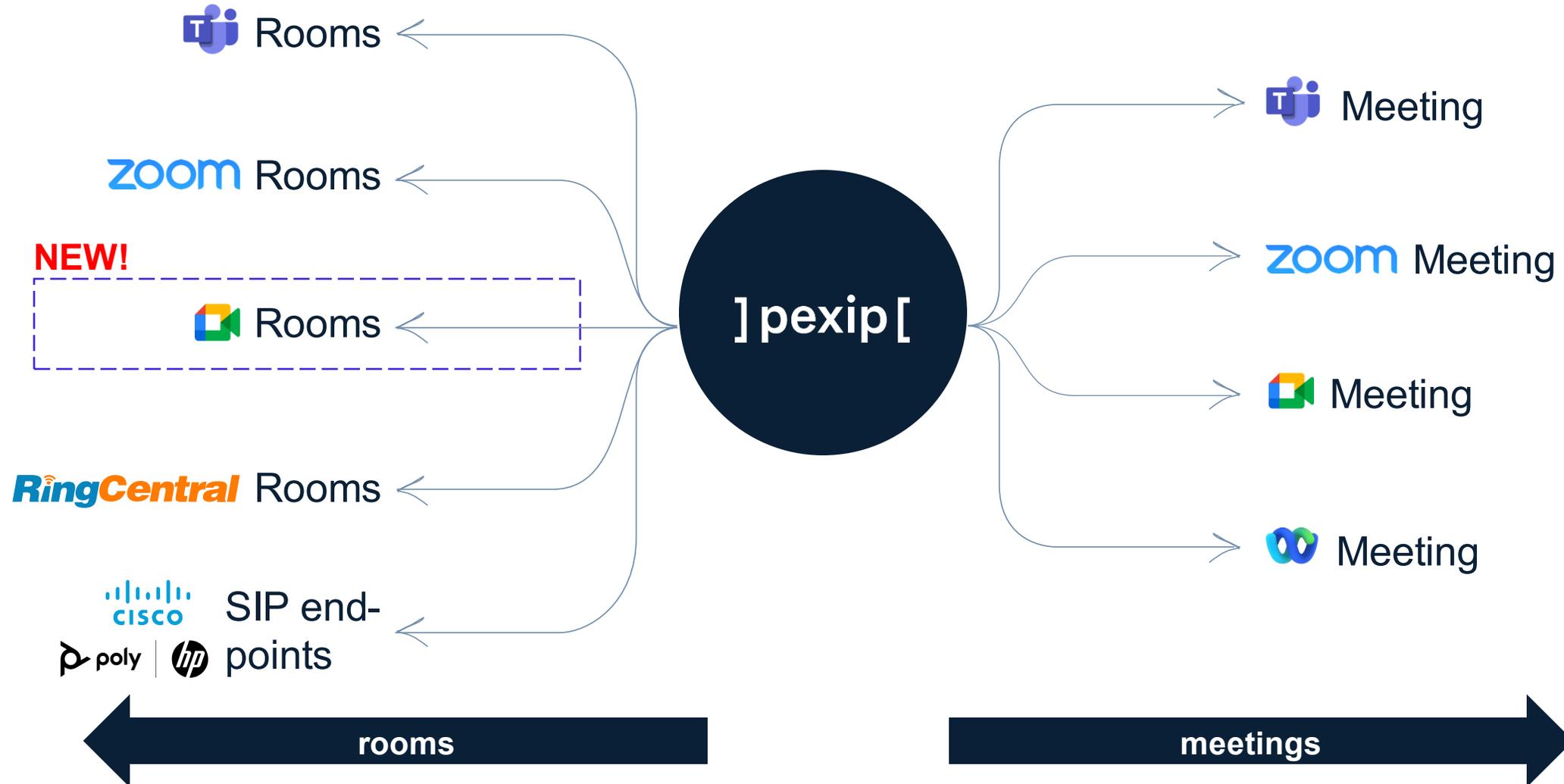
Skygard announced that it has received NOK 2.4 billion in funding

- NTB, March 2024

Microsoft announces new European digital commitments

- Microsoft, April 2025

Our vision is to connect any meeting room to any meeting is becoming reality



Announced Google Meet hardware interoperability

- Pexip will enhance the interop experience for Google Meet hardware users
- The offering will enable Google Meet hardware to join Teams meetings with excellent quality
- Will be available through the Google Marketplace and through resellers
- Already actively marketed by Google



Sales update

Secure and Custom Spaces

 **+3.0m** *ARR change
Q-o-Q USD*

 **47.9m** *ARR USD
End of Q1 2025*

 **27%** *Y-o-Y growth
Q1 2025*



Secure Meetings continue to be the main growth driver



Significant increase in public awareness on need for sovereign IT in Europe



Continued good momentum in defense, added USD 1.0 million in ARR in Q1 across multiple organizations

Defense use-case: Bundeswehr



PRODUCT

PEXIP SECURE MEETINGS

Use case: Secure Collaboration

Why Pexip:

1. Sovereign

- European vendor

2. Resilient

- Reliability via Pexip's hardened software

3. Interoperable

- Support of various collaboration and communication solutions (e.g., Skype for Business, Cisco, Poly)

Connected Spaces

-0.5m

ARR change
Q-o-Q USD

67.6m

ARR USD
End of Q1 2025

1%

Y-o-Y growth
Q1 2025



Lost 0.6 in ARR across two Service Providers who provided Interop as a Service based on Pexip Software



Continued strong momentum with new Connect for Zoom Rooms product with another major win with Walmart



Continue to build pipeline on new Connect products

Note: Legacy is incorporated into Connected Spaces from Q1 2025, and in historic comparisons

Customer use-case: Walmart

8000+ stores. 2M employees



PRODUCTS

CONNECT for MICROSOFT TEAMS
CONNECT for ZOOM ROOMS

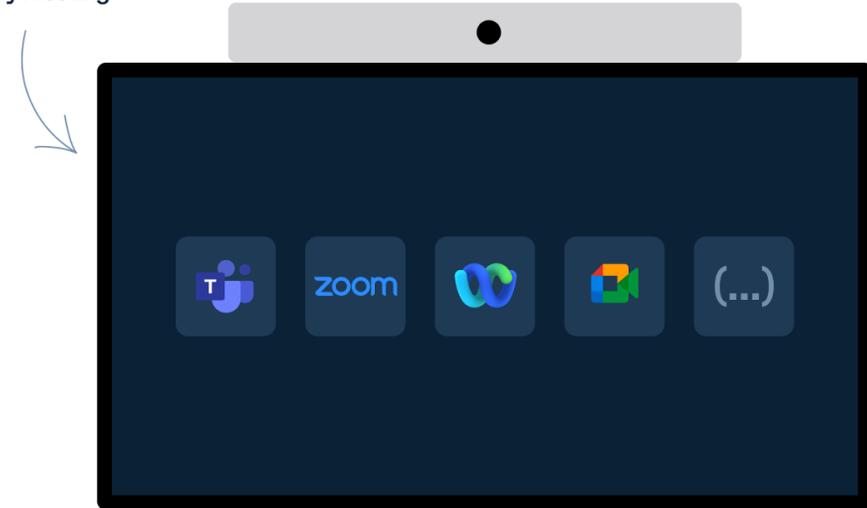
Use case

- Connect 4000+ Zoom rooms and 1000+ Cisco rooms to Teams meetings
- A typical Pexip use case

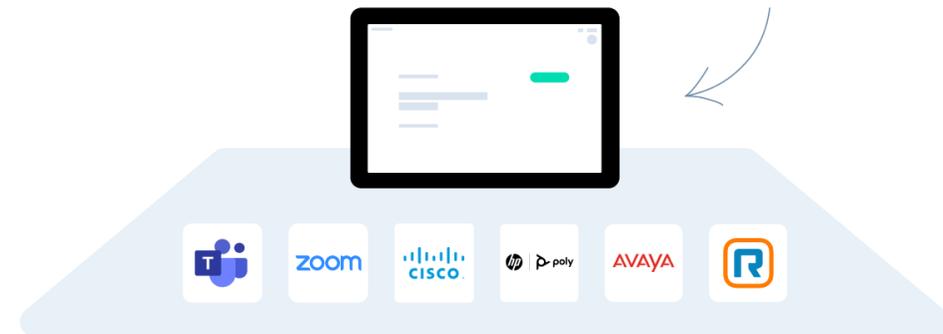
Key winning USPs for Pexip

- Seamless UX for both Microsoft and Zoom
- Trusted and proven solution
- Premium, hands- on support
- Customer-focused development

Any meeting



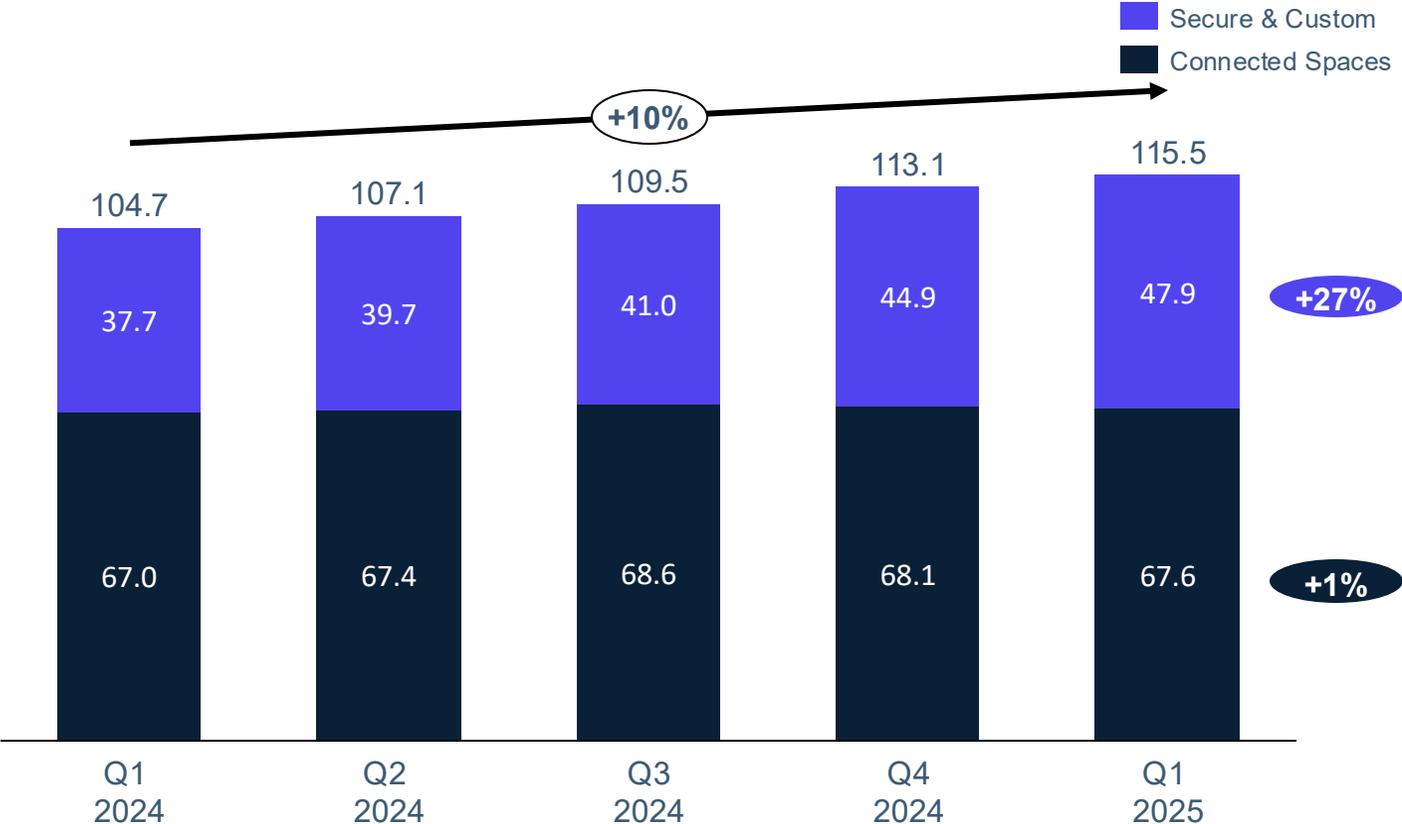
Any room



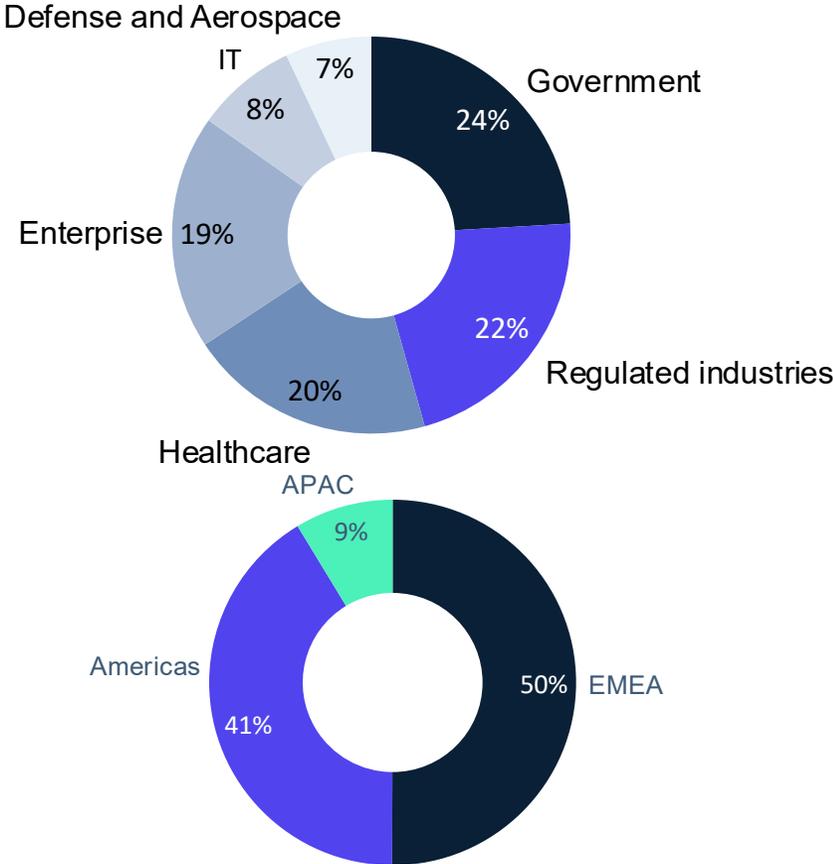
Financial update

Subscription-based revenue model with ARR base at USD 115.5m in Q1 2025

ARR USDm



ARR split USDm

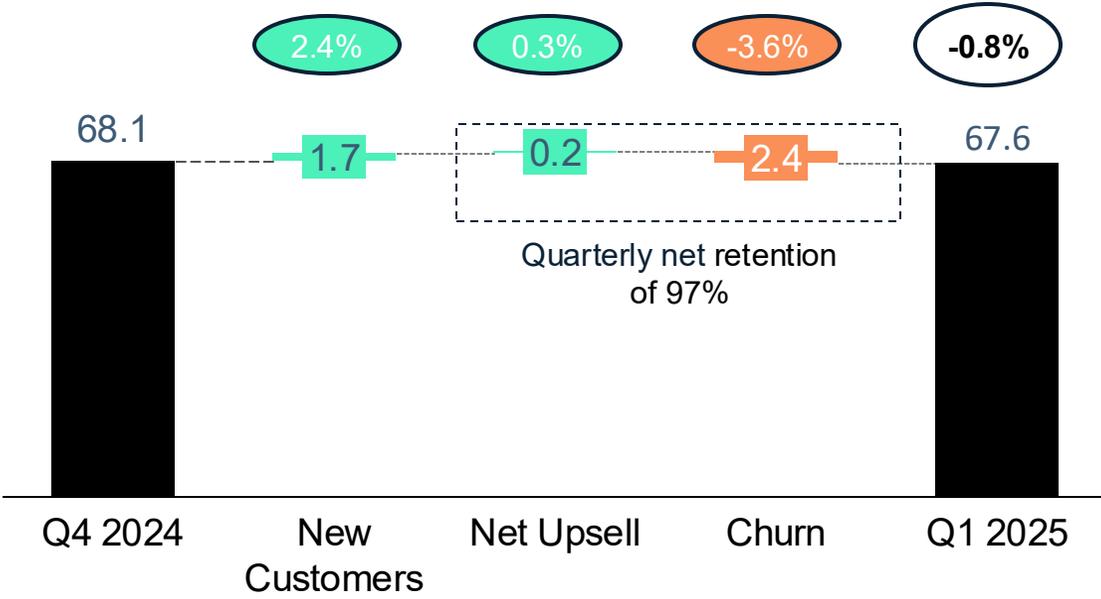


Booked Annual Recurring Revenue (ARR) development, Legacy is incorporated into Connected Spaces from Q1 2025, and in historic comparisons

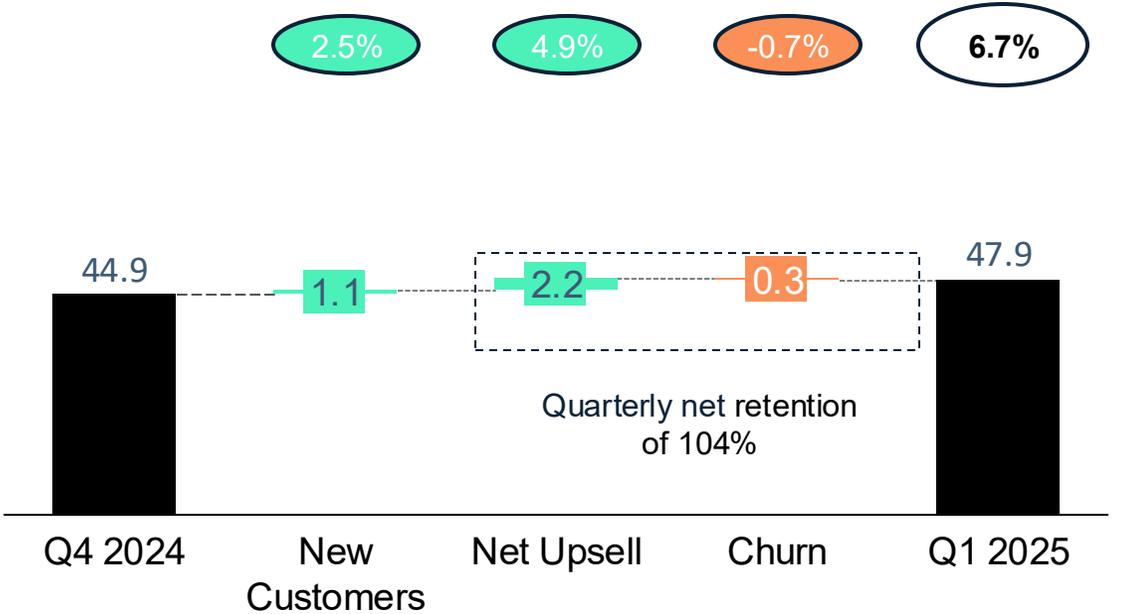
Strong growth in Secure & Custom

USD million, quarter-over-quarter

Connected spaces



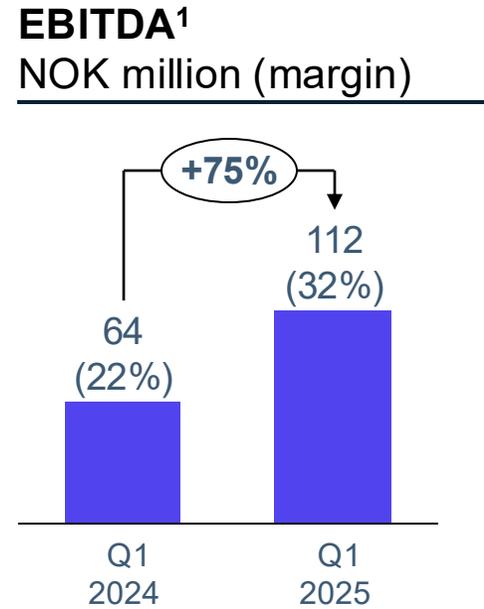
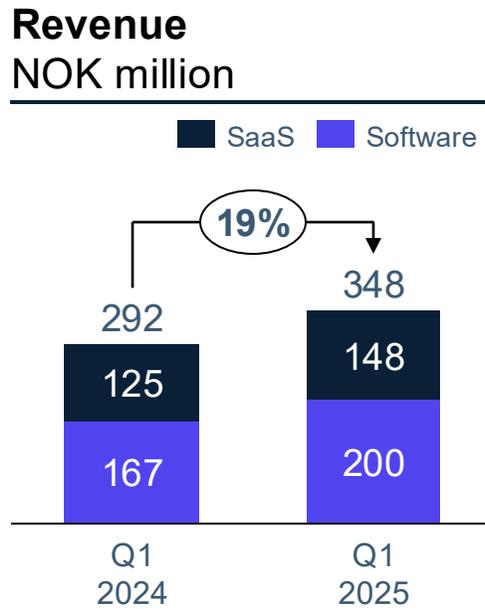
Secure and Custom



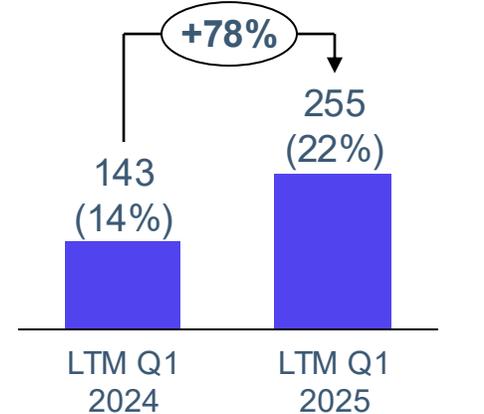
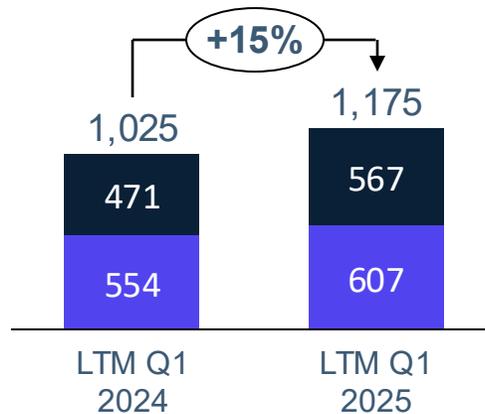
- USD 2.4 million in net growth in Q1 2025 compared to USD 2.0 million in Q1 2024, from stronger net upsell across Connected Spaces and Secure & Custom

19% revenue growth and 75% EBITDA growth in Q1

Quarterly



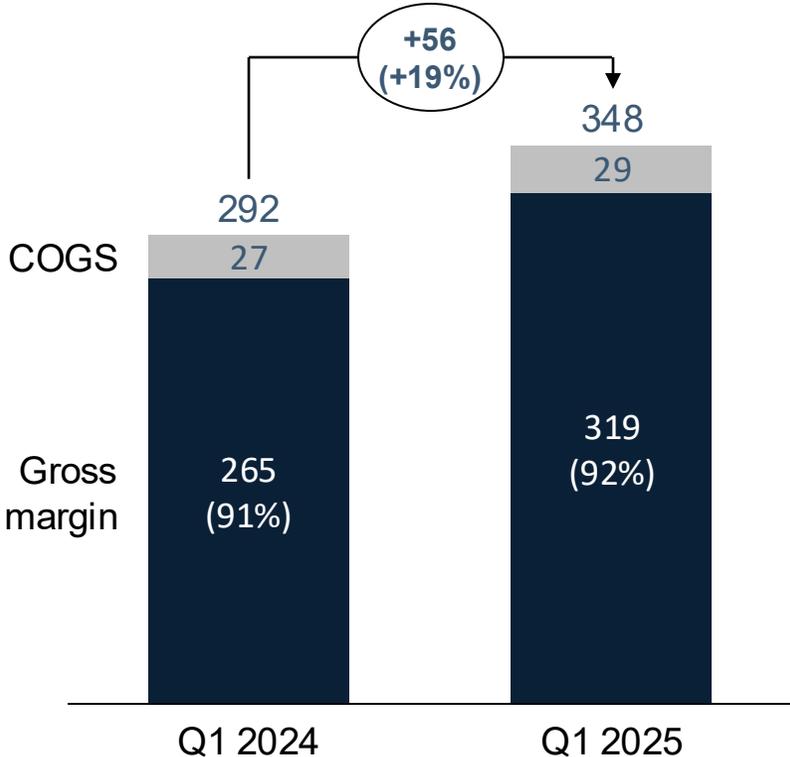
LTM



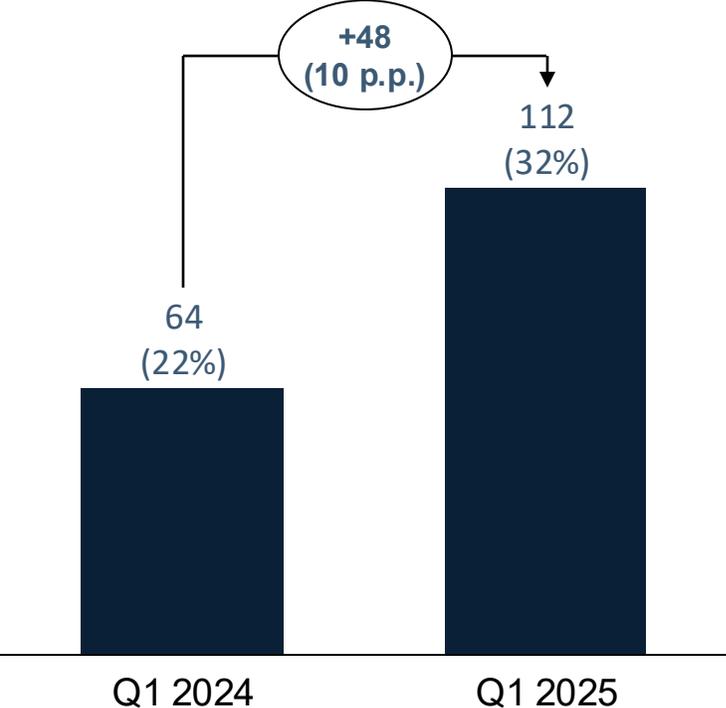
- Quarterly revenue increase of 19% y-o-y
 - 18% growth on Software as a Service, 20% growth on Software
 - Estimated growth in constant currency of 13% y-o-y
- EBITDA¹ increased with 75%
 - Estimated NOK 7 million currency benefit in Q1 2025 vs Q1 2024
- 15% revenue growth on an LTM basis, 5 p.p. above underlying ARR growth
- 78% growth in EBITDA¹, 22% EBITDA¹ margin

86% of revenue growth converted to EBITDA

Revenue and gross margin
NOK million



EBITDA excl. other gains and losses
NOK million



Continue to maintain high EBITDA conversion

Stable year-on-year expenses

Quarterly OPEX development

NOK million



Salary and personnel expenses

- NOK 7 million increase y-o-y
 - Net NOK 6 million higher share option related costs from partial cash settlement of share options as well as social security accrual reduction from negative share price development
 - Fixed and variable salary flat y-o-y from inflation increase balanced by headcount reduction

Other Operating expenses

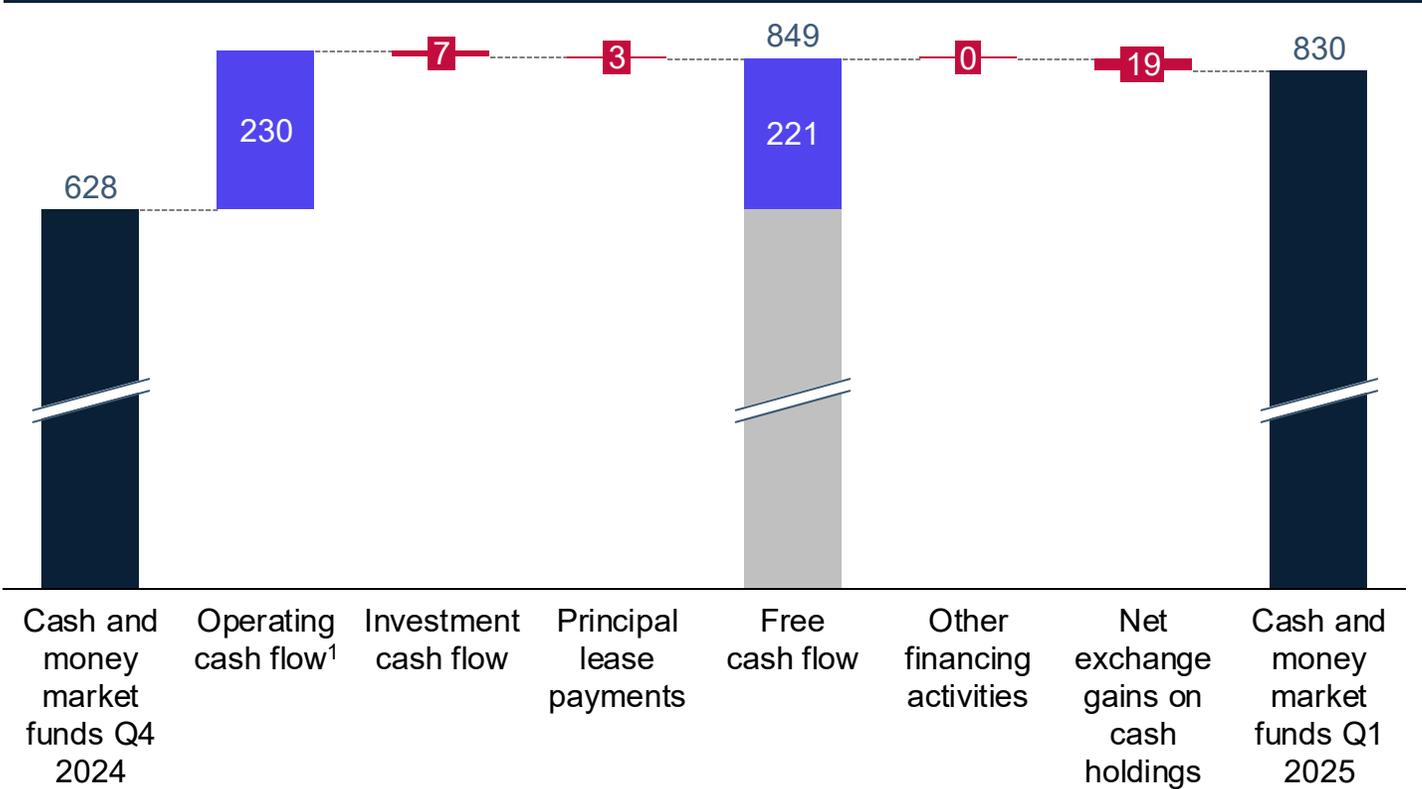
- NOK 1 million lower costs overall, no major changes in the main sub-categories

Note: Share option related costs in Q1 2025 include realized social security costs from employee share option and RSU exercise window

NOK 221 million in free cash flow in Q1 2025, NOK 120 million above Q1 2024

Cash flow bridge Q1 2025

NOK million



- Very strong operating cash flow from operating results as well as seasonal working capital improvement
 - NOK 118 million in working capital improvement
- NOK 7 million investment cash flow (-2 million y-o-y), mainly from capitalization of own software development
- NOK 19 million in net exchange losses on foreign currency due to NOK/USD appreciation

¹ Includes fair value adjustments on money market funds
 Note: Free cash flow defined as the sum of operating cash flow, investment cash flow and lease payments

Q1 2025 Financial results

Profit and loss

NOK million

	Q1 2025	Q1 2024	Y-o-Y
Revenue	348	292	56
Cost of goods sold	29	27	2
Gross Profit	319	265	54
Salary and personnel exp.	169	161	7
Other operating exp.	38	39	-1
Adjusted EBITDA	112	64	48
Other gains and losses	3	-7	-9
EBITDA	115	58	57
D&A	14	20	-6
EBIT	101	38	63
Net financials	-14	23	-36
Profit/loss before income tax	87	60	27

- 19% increase in year-on-year revenue due to ARR increase and currency gains
- COGS increase driven by resale of a large multiyear secure chat solution
- EBITDA excluding other gains and losses of NOK 112 million, NOK 48 million higher than in Q1 2024
- NOK 3 million in gain from received insurance gain
- Reduction in D&A due to completed depreciation of past software and customer contract acquisitions
- Negative net financials resulting from foreign exchange difference due to NOK/USD appreciation

Outlook and targets

Initiating an up to NOK 100 million share buyback program

Rationale

- Pexip has outstanding commitments to deliver shares as part of employee share incentive programs
- Pexip saw a strong cash flow in Q1, and has a very robust balance sheet



Program details

- Pexip to acquire up to a volume of 2 million shares or shares for a value of NOK 100 million (whichever happens first)
- Pexip Q1 cash position of NOK 830 million adjusted for the maximum share buy back and dividend paid in Q2 is NOK 470 million
- To be initiated May 7th

Outlook

- Continued positive market outlook across the business areas driven by market trends
 - Need for private video meeting platforms
 - Custom video work-flows are growing
 - Interoperability is highly relevant
- Our unique technology, strong market position and industry partnerships put Pexip in a good position to capitalize on these market trends
- End Q2 2025 ARR outlook of 117-120 USD millions

Near-term targets

Consistently deliver:

- Above 10% ARR growth
- Above 20% EBITDA¹ margin

Long-term ambition

Deliver Rule of 40 performance across ARR growth and EBITDA margin

1) Excluding other gains and losses

Upcoming dates

Q2 2025 Quarterly Presentation

🕒 August 14th, 2025



Q&A

[Investor.pexip.com](https://investor.pexip.com)

BACKUP

Summary of key figures

KPI	Unit	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Y-o-y	Q-o-Q
ARR								
Connected Spaces	MUSD	67.0	67.4	68.6	68.1	67.6	0.6	-0.5
Secure & Custom	MUSD	37.7	39.7	41.0	44.9	47.9	10.3	3.0
Total	MUSD	104.8	107.1	109.5	113.1	115.5	10.7	2.4
P&L								
SaaS revenue	MNOK	125.3	134.6	140.8	144.5	147.6	22.2	3.1
Software revenue	MNOK	166.6	130.9	87.7	188.0	200.4	33.7	12.3
Revenue	MNOK	292.0	265.6	228.5	332.5	347.9	56.0	15.4
Cost of Goods Sold	MNOK	-27.1	-27.1	-24.8	-26.2	-28.8	-1.8	-2.6
Gross profit	MNOK	264.9	238.5	203.7	306.3	319.1	54.2	12.8
Salary and personnel expenses	MNOK	-161.4	-163.8	-151.0	-177.7	-168.6	-7.2	9.0
Other OPEX	MNOK	-39.1	-38.7	-34.6	-40.5	-38.0	1.0	2.4
Adj. EBITDA	MNOK	64.4	36.0	18.1	88.2	112.5	48.0	24.3
Other gains and losses	MNOK	-6.7	-3.0	-3.4	-2.7	2.6	9.4	5.3
EBITDA	MNOK	57.7	33.0	14.6	85.4	115.1	57.4	29.6
D&A and impairment	MNOK	-19.8	-19.6	-18.6	-23.3	-14.1	5.7	9.2
EBIT	MNOK	37.9	13.4	-4.0	62.2	101.0	63.1	38.8
Net Financials	MNOK	22.5	-1.0	13.0	20.1	-13.9	-36.5	-34.0
Tax	MNOK	-15.0	-5.4	-3.2	-22.6	-20.7	-5.7	1.9
Net profits	MNOK	45.4	7.0	5.8	59.7	66.4	21.0	6.7
Cash and cash flow								
Operating cash flow	MNOK	112.3	78.9	22.2	38.0	230.5	118.2	192.5
Investing cash flow	MNOK	(8.7)	(7.2)	(11.1)	(13.8)	(6.7)	2.0	7.0
Principal lease payments	MNOK	(3.0)	(4.0)	(3.3)	(3.1)	(2.9)	0.1	0.2
Free cash flow	MNOK	100.5	67.7	7.8	21.1	220.9	120.3	199.7
Cash position	MNOK	628.1	586.5	593.2	628.2	830.5	202.4	202.3

Comments Q1 2025

ARR

- Delta ARR of 2.4 MUSD, driven by good growth in Secure & Custom across new and existing customers (+27% y-o-y)
- Annual ARR growth of 10% p.a.

Revenues

- Growth in quarterly revenues of MNOK 56 (+19%), driven by both software and software-as-a-service
- Seasonally strong software revenues in Q1

COGS

- COGS increase below revenue growth driving improved gross margin. Part of COGS increase driven by large resale of 3rd party licenses to a joint software customer, underlying SaaS COGS were stable

Opex

- Main driver of y-o-y increase is employee share option exercise in Q1 2025
- Other OPEX somewhat down, stable development across underlying drivers

Cash and money market funds

- Cash balance closing MNOK 105.5 above 2023
- Slight reduction in operating cash flow y-o-y due to seasonal working capital build-up

Note: Operating cash flow includes fair value adjustments of money market funds to be consistent with other interest income. Cash position includes money market funds.