

yubico

Yubico

—

Quarterly Report
July-September
2026

Q3

Making the digital world
safer for everyone

Record performance underpinned by strong customer demand

The third quarter was the strongest in Yubico's history, with record order bookings, strong sales growth and significantly improved profitability. Performance was supported by strong customer demand across all sectors.

Third quarter

- Net sales increased by 29.3 percent to SEK 708.0 (547.5) million, whereof 28.3 percent was organic change, and 1.0 percent was positive currency impact.
- Subscription sales increased by 29.9 percent to SEK 112.6 (86.7) million, corresponding to 15.9 (15.8) percent of net sales. ARR increased by 13.1 percent to SEK 436.9 (386.2) million.
- EBIT amounted to SEK 179.3 (79.6) million, corresponding to an increase in EBIT margin to 25.3 (14.5) percent.
- Earnings per share after dilution amounted to SEK 1.69 (0.74).
- Bookings increased by 88.2 percent to SEK 949.0 (504.2) million, whereof 85.1 percent was organic change, and 3.1 percent was positive currency impact.

January - September

- Net sales increased by 3.7 percent to SEK 1,731.2 (1,669.6) million, whereof 9.0 percent was organic change, and -5.3 percent was negative currency impact.
- Subscription sales increased by 22.6 percent to SEK 301.0 (245.5) million, corresponding to 17.4 (14.7) percent of net sales.
- EBIT amounted to SEK 272.7 (193.4) million, corresponding to an EBIT margin of 15.7 (11.6) percent.
- Earnings per share after dilution amounted to SEK 2.65 (1.41).

Significant events after the end of the quarter

- On November 5th, Yubico's Board of Directors adopted updated long-term financial targets for the period 2027-2031: average annual net sales growth of 15–20 percent, and a sustainable EBIT margin moving towards 20 percent by 2031.
- On November 5th, Yubico appointed CFO Snejana Koleva as Deputy CEO.
- On November 19th, Yubico will host a Capital Markets Day in Stockholm, which will also be available via livestream. More information on page 6 and the IR website.

	Q3			Jan-Sep			LTM	Full-year
SEKm	2026	2025	Δ%	2026	2025	Δ%	25/26	2025
Net sales	708.0	547.5	*29.3*	1,731.2	1,669.6	*3.7*	2,279.5	2,218.0
whereof subscription sales, %	15.9	15.8		17.4	14.7		17.3	15.3
Gross profit	575.5	430.2	*33.8*	1,379.1	1,313.4	*5.0*	1,792.9	1,727.3
Gross margin, %	81.3	78.6		79.7	78.7		78.7	77.9
EBIT	179.3	79.6	*125.2*	272.7	193.4	*41.0*	279.1	199.9
EBIT margin, %	25.3	14.5		15.7	11.6		12.2	9.0
Net profit/loss	148.5	64.2	*131.5*	231.6	124.4	*86.2*	235.3	128.1
Earnings per share, before dilution	1.73	0.74	*133.0*	2.70	1.44	*87.4*	2.73	1.49
Earnings per share, after dilution	1.69	0.74	*130.4*	2.65	1.41	*87.8*	2.70	1.46
Net cash	1,210.7	835.7	*44.9*	1,210.7	835.7	*44.9*		856.0
Bookings	949.0	504.2	*88.2*	1,916.6	1,649.9	*16.2*	2,621.2	2,354.4
whereof subscription bookings, %	22.2	17.1		20.8	20.9		22.8	23.1
ARR	436.9	386.2	*13.1*	436.9	386.2	*13.1*		391.0

29.3%
Growth in net sales in the quarter

13.1%
Growth in ARR in the quarter

25.3%
EBIT margin in the quarter

Q3 26: Record Performance, positioning Yubico for long term growth

A quarter well ahead of expectations

The third quarter marked the strongest performance in Yubico's history, and I am proud of how our team delivered such strong results following a challenging start to the year. Growth was broad-based, with particularly strong e-commerce performance, complemented by several significant enterprise orders secured after extended sales cycles. Order bookings amounted to SEK 949.0 (504.2) million, an increase of 88.2 percent. Net sales amounted to SEK 708.0 (547.5) million, an increase of 28.3 percent, and 1.0 percent positive currency impact. Focused execution and the cost savings program completed earlier this year continued to support profitability. Gross margin improved to 81.3 (78.6) percent, and EBIT amounted to SEK 179.3 (79.6) million, corresponding to a margin of 25.3 (14.5) percent.

The high-tech sector was the largest contributor to bookings, with public sector and financial services customers contributing to the strong performance. Geographically, Americas drove the increase, supported by large enterprise and public sector orders, while EMEA and Asia Pacific grew more modestly. Excluding large orders, bookings grew 40 percent in the quarter and 20 percent year to date, demonstrating solid growth beyond the largest transactions.

The concentration of large orders amplified this quarter's performance, reaching record-high growth in bookings, which should not be viewed as a new baseline. The broader growth nevertheless demonstrates the strength of our customer relationships and continued progress in winning new business. We also continued to build our subscription business. Subscription bookings more than doubled year on year from SEK 86.5 to SEK 210.6 million, representing 22.2 (17.1) percent of total bookings. Subscription sales grew to SEK 112.6 (86.7) million, representing 15.9 (15.8) percent of net sales, and ARR increased by 13.1 percent to SEK 436.9 (386.2) million.

Next phase of growth: updated financial targets

Today we are setting the financial framework for Yubico's next phase of growth. Therefore, the Board of Directors adopted updated long-term financial targets for the period 2027–2031, targeting average annual net sales growth of 15–20 percent and a sustainable EBIT margin moving towards 20 percent by 2031. The new targets reflect our confidence in sustained long-term market opportunities. We aim to expand our product portfolio, strengthen our geographic presence and reach more customers through direct sales, channel partners and global system integrators.

Our EBIT margin target is intended to preserve healthy profitability while providing capacity to invest in product development and commercial expansion. It also gives us flexibility to pursue selective acquisitions where these can accelerate our strategy. Our focus is on building predictable, profitable growth for the next phase of the company's growth period.

Expanding our offering to meet evolving security needs

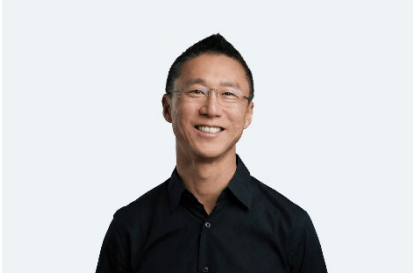
As AI reshapes security needs, we are extending our leadership in phishing-resistant authentication into broader digital identity solutions. At YubiNation, our inaugural user conference this week, we introduced YubiID, a new identity lifecycle platform that simplifies identity verification, enrollment of YubiKeys, credential management and recovery.

This offering expansion creates new customer value and drives opportunities for recurring revenue growth. We also introduced our next-generation, PQC-ready YubiKey, utilizing post-quantum cryptography.

Together, these innovations will deepen customer relationships and expand our market reach. We are rolling them out in stages, incorporating customer feedback and upholding Yubico's standards of quality and reliability ahead of broader availability.

Presenting our long-term strategy at the CMD

We look forward to presenting how these opportunities translate into our long-term strategy at our Capital Markets Day in Stockholm on November 19, where the management team will outline the strategy, product roadmap, investment priorities and financial targets.



Jerrod Chong, President and CEO

Group development

Net sales

July-September

Net sales increased by 29.3 percent to SEK 708.0 (547.5) million in the third quarter, whereof 28.3 percent was organic change, and 1.0 percent relates to positive currency impact. The quarter's strong growth was broad-based, with high customer demand across perpetual and subscription bookings, as well as e-commerce. Performance was further supported by several large enterprise orders, particularly in the technology, financial services and public sectors. Subscription sales increased by 29.9 percent to SEK 112.6 (86.7) million representing 15.9 (15.8) percent of net sales. The growth in subscription sales strengthened the recurring revenue base, with ARR increasing by 13.1 percent to SEK 436.9 (386.2) million. The Americas remained Yubico's largest market, representing 66.7 (64.5) percent of total net sales. Commercial activity was particularly strong among large enterprises and public sector customers. EMEA accounted for 23.3 (25.1) percent of net sales, supported by an established channel ecosystem and continued demand across both large enterprise customers and smaller customer engagements. Commercial activity was strong in DACH, Central and Eastern Europe and Benelux. Asia Pacific represented 10.0 (10.4) percent of net sales, with revenue development supported by the delivery of previously secured customer orders.

January-September

Net sales increased by 3.7 percent to SEK 1,731.2 (1,669.6) million, corresponding to an increase of 9.0 percent in local currencies. Subscription sales represented 17.4 percent (14.7) of net sales.

Gross profit

July-September

Gross profit increased by 33.8 percent to SEK 575.5 (430.2) million, corresponding to a gross margin of 81.3 (78.6), supported by strong sales volumes and a favorable product and channel mix, particularly the continued growth in high-margin e-commerce sales.

January-September

Gross profit increased by 5.0 percent to SEK 1,379.1 (1,313.4) million, corresponding to a gross margin of 79.7 percent (78.7)

EBIT

July-September

EBIT amounted to SEK 179.3 (79.6) million, corresponding to an EBIT margin of 25.3 (14.5) percent. The significant improvement in profitability was driven by strong sales growth, an improved gross margin and operating leverage, as revenue growth substantially exceeded the increase in operating expenses. Selling and marketing amounted to SEK 234.1 (202.1) million primarily reflecting higher sales commissions driven by strong order bookings and increased marketplace fees associated with e-commerce growth. Administrative expenses amounted to SEK 94.4 (77.6) million, mainly due to higher external costs and bonus accruals. Research and development amounted to SEK 75.0 (71.9) million. Headcount amounted to 506 (536) at the end of the third quarter, a decrease of -5.6 percent since Q3 25. Total recognized expenses for the LTIP programs amounted to SEK 10.0 (29.5) million. EBIT was positively impacted by currency effects of SEK 19.9 million.

January-September

EBIT amounted to SEK 272.7 (193.4) million, corresponding to an EBIT margin of 15.7 percent (11.6). The cost for the LTIP programs amounted to SEK 3.4 (76.3) million for the period. The lower costs related to the LTIP programs are driven by a change in management's assessment regarding the likelihood of the 2024 program vesting, as well as the impact from reduction of headcount. EBIT was negatively impacted by currency effects of SEK -17.1 million.

Net profit/loss and earnings per share

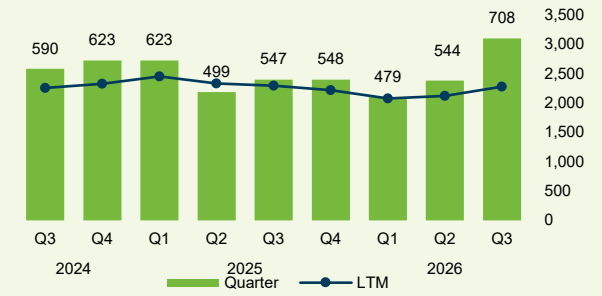
July-September

The net profit amounted to SEK 148.5 (64.2) million. Net financial items of SEK 14.2 (2.7) million were affected by currency effects of SEK 8.4 million related to USD cash balance in the parent company. Earnings per share after dilution amounted to SEK 1.69 (0.74).

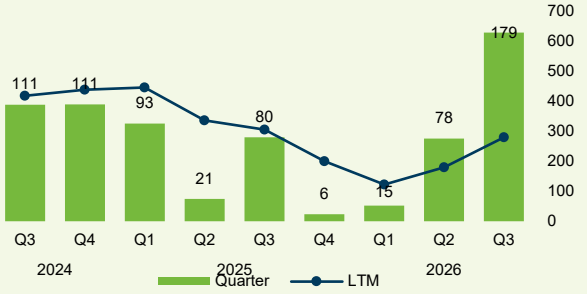
January-September

The net profit/loss amounted to SEK 231.6 (124.4) million. The effective tax was 26.3 (22.9) percent. The increased tax expense for this period is driven by prior year adjustment related to capitalization of development costs. Earnings per share after dilution amounted to SEK 2.65 (1.41).

Net sales, quarterly and 12-month rolling, SEKm



EBIT, quarterly and 12 months rolling, SEKm



Group development *cont.*

Bookings

July-September

Bookings increased by 88.2 percent to SEK 949.0 (504.2) million in the third quarter, whereof of 85.1 percent was organic change, and 3.1 percent was positive currency impact. The quarter set a record for Yubico, with strong growth across perpetual, subscription and e-commerce bookings, driven primarily by the technology, public sector and business services verticals. Several large customer orders, developed over an extended period, materialized during the quarter. Underlying demand remained strong, with bookings excluding orders above USD 1 million increasing by approximately 40 percent year on year.

The Americas was the primary growth driver, supported by significant orders from large technology companies, financial institutions and government organizations. EMEA also contributed positively, recording its strongest third quarter to date. Both EMEA and APJ contributed with broad-based activity across the regions with sizeable orders in financial institutions and tech-sector.

Subscription bookings amounted to SEK 210.6 (86.5) million, an increase of 143.6 percent and a corresponding to 22.2 (17.1) percent of total bookings. Growth was supported by large enterprise renewals and new customer agreements, reflecting continued demand for Yubico's subscription offering. Renewals represented SEK 106.3 million in the quarter.

January-September

Bookings increased by 16.2 percent to SEK 1,916.6 (1,649.9) million, corresponding to an increase of 20.9 percent in local currencies. Subscription bookings amounted to SEK 398.0 (345.6) million, corresponding to 20.8 percent (20.9) of bookings.

Annual recurring revenue, ARR

July-September

ARR increased by 13.1 percent compared to last year and amounted to SEK 436.9 (386.2) million at the end of the period. From Q2 to Q3 ARR increased by 6.1 percent to SEK 436.9 (411.8) million, the organic growth was 5.8 percent and the currency impact was positive 0.4 percent.

Cash flow and financial position

July-September

Cash flow from operating activities increased significantly to SEK 226.5 (36.2) million in the third quarter, supported by strong profitability and improved working capital. The change in working capital contributed SEK 54.0 (-69.4) million, primarily driven by a reduction in inventory, partly offset by an increase in current receivables following strong sales growth. Inventory decreased in absolute terms, generating a positive cash flow impact of SEK 49.7 (-70.2) million. Inventory as a percentage of LTM sales declined to 27.4 percent, from to 31.6 percent in Q2.

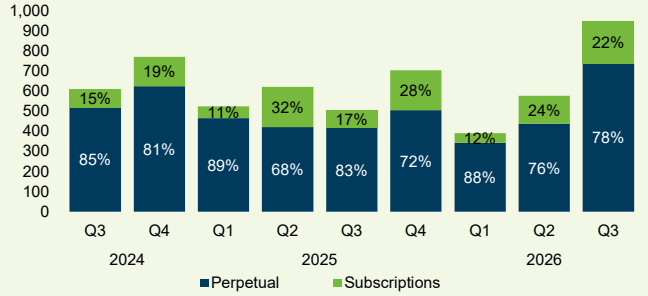
Cash flow from investing activities amounted to SEK -21.3 (-9.3) million, including investments in machinery and equipment of SEK -5.3 (-1.4) million and capitalized development projects of SEK -15.8 (-6.4) million.

Cash flow from financing activities amounted to SEK -3.9 (-92.2) million, that relates to amortization of lease liabilities. At the end of the period interest-bearing liabilities totaled SEK 27.5 (39.0) million, consisting entirely of lease liabilities.

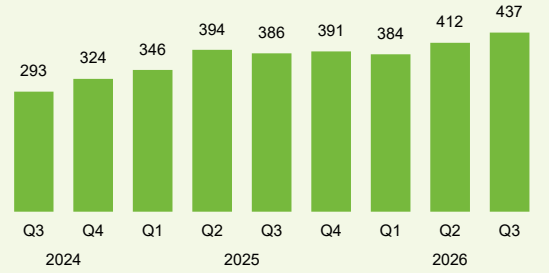
January-September

Cash flow from operating activities during the period amounted to SEK 365.7 (203.6) million. Changes in working capital for the period amounted to SEK 99.7 (10.4) million. Cash flow from investing activities amounted to SEK -53.8 (-25.8) million. Cash flow from financing activities amounted to net SEK -11.7 (-102.0) million. Cash and cash equivalents at the end of the period amounted to SEK 1,238.2 (874.7) million. Net cash at the end of the period amounted to SEK 1,210.7 (835.7) million.

Bookings by quarter, SEKm



ARR, SEKm



Other information

Sustainability
Yubico is committed to transparency and accountability in sustainability practices. The company's overall vision is to make secure login easy and available for everyone. From a societal perspective, digital security is essential to ensure safe communication and to protect customers, citizens and, by extension, democracies. Yubico responds to the United Nations Sustainable Development Goals (SDG) no.9 by supporting a resilient infrastructure, and SDG no.16 by supporting effective, accountable, and transparent institutions and public access to information. For more detailed information relating to our sustainability work, see the Annual Report for 2025.

Employees
The number of employees in the Yubico group at the end of the period was 506 (536).

Risk management
Yubico works continuously to identify, evaluate, and manage risks in different systems and processes. Risk analyses are carried out continuously regarding normal operations and in connection with activities that are outside Yubico's regular quality system. The risk and uncertainty factors for the group and the parent company, including business and financial risks, are described in the annual report for the financial year 2025.

Parent company
The Parent company's net sales for the third quarter amounted to SEK 404.7 (260.0) million. Profit/loss before tax was SEK 140.9 (64.5) million. Cash and cash equivalents at the end of the period amounted to SEK 751.8 (763.6) million. The number of employees in the Parent Company at the end of the quarter was 154 (165).

Ownership and shares
Yubico AB trades on Nasdaq Stockholm under the ticker YUBICO. As of September 30, 2026, the number of issued shares were 88 721 882, whereof 86,426,882 were ordinary shares and 2 295 000 were C shares. 1 430 000 C shares were issued to secure delivery of shares to participants in the long-term incentive program for 2026 ("LTI 2026") and 865 000 C shares were issued to secure delivery of shares to participants in the long-term incentive program for 2025 ("LTI 2025"). Such class C shares shall be redeemable and, upon a resolution by the board of directors, convertible into ordinary shares in Yubico.

As of September 30, 2026, Yubico has repurchased 654,728 of its own shares (corresponding to 0.75% of the total number of issued shares) at an acquisition cost of SEK 88.3 million. The impact on earnings per share is negligible.

Long-term incentive program
Yubico has four long-term incentive programs, LTI 2023, approved by the EGM on September 19, 2023, LTI 2024, approved by the AGM on May 14, 2024, LTI 2025, approved by the AGM on May 13, 2025, and LTI 2026, approved by the AGM on May 5, 2026. For more information on the PSU programs see the Annual Report 2025, section "The Yubico share and owners" and Note 6.

Significant events during the quarter
No significant events in the quarter.

Capital Markets Day 2026
Yubico will hold a Capital Markets Day at 3:00 PM CET on November 19, 2026, in Stockholm, with the option to participate in the event remotely.

More information as well as the registration link can be found on: https://investors.yubico.com/en/invitation-to-yubicos-capital-markets-day-2026-securing-digital-identities-in-the-age-of-ai/

Nomination Committee
The Nomination Committee for Yubico´s 2027 Annual General Meeting has been appointed. According to the current instruction for the Nomination Committee, the Nomination Committee shall comprise four members appointed by the four largest shareholders in the company. The following members have been appointed to the Nomination Committee:

- Carsten Browall, appointed by Bure Equity AB
- Stina Ehrensvärd, representing herself
- Malin Björkmo, appointed by Handelsbanken Funds
- Thomas Ehlin, appointed by Fourth Swedish National Pension Fund

The members of the Nomination Committee together represent 42.96 percent of the votes in the company. The Annual General Meeting in Yubico will be held on April 29, 2027.

Financial targets
On November 5th, Yubico's Board of Directors adopted updated long-term financial targets for the period 2027-2031:

- Yubico targets average annual net sales growth of 15–20 percent over the five-year period.
- Yubico aims to achieve a sustainable EBIT margin moving towards 20 percent by 2031.

Dividend Policy: Reinvestment in the business is prioritized to support long-term growth. Dividends will be considered when financial position and liquidity exceed operational needs and planned investments.

Other information *cont.*

The Board of Directors and CEO give their assurance that the interim report provides a fair overview of the development of the Group's and Parent Company's operations, profit and financial position and describes the material risks and uncertainty factors faced by the Parent Company and the companies included in the Group. The interim report has, following authorization from the Board of Directors, been signed by the CEO.

Stockholm, November 5, 2026

Patrik Tigerschiöld
Chairman

Jaya Baloo

Stina Ehrensvärd

Eola Änggård Runsten

Paul Madera

Gösta Johannesson

Jerrod Chong
President and CEO

Webcast/teleconference

Yubico will hold a webcast/conference call, November 5, 2026, at 15:30 CET. Jerrod Chong, CEO, Snejana Koleva, CFO and Alexandra Barganowski, IR of Yubico will present and answer questions.

To listen to the conference, click on the following link:
https://events.inderes.com/yubico/q3-report-2026

Via the webcast, you can ask written questions. If you wish to ask questions verbally, please register on the following link:
https://events.inderes.com/yubico/q3-report-2026/dial-in

Financial calendar

Capital Markets Day – November 19, 2026
Year-end report January – December: February 11, 2027

Contacts

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Alexandra Barganowski
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This report has been subject to review by the company's auditors. The review report is available on page 8. This interim report is an English translation of the Swedish original. In the event of any discrepancies between the English translation and the Swedish original, the Swedish version shall prevail.

The interim report includes such information that Yubico is obliged to make public pursuant to the EU Market Abuse Regulation (MAR). The information was submitted for publication on November 5, 2026, at 7.00 am CET.

Auditor’s report

Translation of Swedish original

Yubico AB (publ) org nr 559278-6668

Introduction

We have reviewed the condensed interim financial information (interim report) of Yubico AB (publ) as of 30 September 2026 and the nine-month period then ended. The board of directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of Review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm, November 5, 2026

Öhrlings PricewaterhouseCoopers AB

Patrik Adolfsson
Authorized Public Accountant
Audit Partner

The above Auditor’s report is a translation of the Swedish language original. In the event of any differences between this translation and the Swedish language original, the latter shall prevail.

Financial statements

Condensed consolidated statement of profit or loss

		Q3		Jan-Sep		LTM	Full-year
SEKm	**Note**	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Net sales	2	708.0	547.5	1,731.2	1,669.6	2,279.5	2,218.0
Cost of sales	3	-132.5	-117.3	-352.1	-356.2	-486.6	-490.7
Gross profit		**575.5**	**430.2**	**1,379.1**	**1,313.4**	**1,792.9**	**1,727.3**
Research and development	3	-75.0	-71.9	-222.0	-245.4	-293.0	-316.4
Selling expenses	3	-234.1	-202.1	-653.8	-612.5	-921.3	-880.0
Administrative expenses	3	-94.4	-77.6	-241.7	-277.3	-310.4	-346.0
Other income and expenses		7.3	1.0	11.1	15.1	10.8	14.9
EBIT		**179.3**	**79.6**	**272.7**	**193.4**	**279.1**	**199.9**
Net financial items		14.2	2.7	41.4	-32.2	40.6	-32.9
Profit/loss before tax		**193.5**	**82.3**	**314.1**	**161.2**	**319.8**	**166.9**
Tax		-44.9	-18.1	-82.5	-36.9	-84.5	-38.8
Net Profit/loss		**148.5**	**64.2**	**231.6**	**124.4**	**235.3**	**128.1**
Earnings per share before dilution, SEK		1.73	0.74	2.70	1.44	2.74	1.49
Earnings per share after dilution, SEK		1.69	0.74	2.65	1.41	2.70	1.46
Average number of shares before dilution (mill)		85.8	86.3	85.8	86.3	85.8	86.2
Average number of shares after dilution (mill)		87.6	87.2	87.4	88.2	87.5	87.8

Condensed consolidated statement of comprehensive income

		Q3		Jan-Sep		LTM	Full-year
SEKm	**Note**	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Net Profit/loss		**148.5**	**64.2**	**231.6**	**124.4**	**235.3**	**128.1**
Other comprehensive income							
Items to be reclassified to profit/loss, after tax							
Translation differences at translating foreign entities		10.4	-2.3	26.0	-30.7	20.8	-35.8
Tax relating to translation differences		-	-	-	-	-	-
Total comprehensive income		**158.9**	**61.8**	**257.6**	**93.7**	**256.1**	**92.3**

All equity and total comprehensive income are attributable to owners of the Parent company, and there are no non-controlling interests.

Financial statements *cont.*

Condensed consolidated statement of financial position

	30 Sep		31 Dec
SEKm	**2026**	**2025**	**2025**
ASSETS			
Intangible assets	68.3	23.6	28.3
Property, plant and equipment	63.9	68.0	73.3
Financial assets	9.6	9.0	11.0
Deferred tax assets	92.4	96.1	92.7
Total non-current assets	**234.2**	**196.7**	**205.4**
Inventories	624.0	759.2	715.7
Accounts receivable	399.7	315.7	317.7
Other current assets	146.7	83.9	80.7
Cash and cash equivalents	1,238.2	874.7	895.0
Total current assets	**2,408.5**	**2,033.5**	**2,009.1**
TOTAL ASSETS	**2,642.7**	**2,230.2**	**2,214.4**
EQUITY AND LIABILITIES			
Equity	1,908.7	1,640.4	1,659.9
NON-CURRENT LIABILITIES			
Non-current interest-bearing liabilities	17.3	24.0	23.0
Other non-current liabilities	6.9	9.9	4.8
Deferred tax liabilities	16.6	8.2	5.8
Total non-current liabilities	**40.9**	**42.1**	**33.6**
CURRENT LIABILITIES			
Current interest-bearing liabilities	10.2	15.0	16.0
Accounts payable	43.2	71.4	36.1
Other current liabilities	639.7	461.3	468.9
Total current liabilities	**693.1**	**547.7**	**520.9**
TOTAL LIABILITIES	**734.0**	**589.8**	**554.6**
TOTAL EQUITY AND LIABILITIES	**2,642.7**	**2,230.2**	**2,214.4**

Financial statements *cont.*

Condensed consolidated statement of changes in equity

	30 Sep		31 Dec
SEKm	**2026**	**2025**	**2025**
Opening equity	**1,659.9**	**1,566.2**	**1,566.2**
Net Profit/loss	231.6	124.4	128.1
Translation differences	25.9	-30.7	-35.8
Total comprehensive income	**257.6**	**93.7**	**92.3**
New share issue	3.6	2.2	2.2
Repurchase of own shares	-3.6	-90.4	-90.3
Transaction costs	-0.3	-0.5	-0.5
Value of share based compensation	-8.5	69.2	90.1
Closing equity	**1,908.7**	**1,640.4**	**1,659.9**

Condensed consolidated statement of cash flows

	Q3		Jan-Sep		LTM	Full-year
SEKm	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Operating activities						
Profit/loss before tax	193.5	82.3	314.1	161.2	319.8	166.9
Adjustments for non-cash items, etc.	0.2	36.1	3.7	111.5	42.4	150.3
Income tax paid	-21.2	-12.8	-51.8	-79.5	-80.2	-108.0
Cash flow from operating activities before working capital changes	**172.5**	**105.6**	**266.0**	**193.2**	**282.0**	**209.2**
Change in inventory	49.7	-70.2	100.8	-90.6	141.6	-49.8
Change in current receivables	-45.8	4.1	-92.1	54.2	-87.5	58.8
Change in current liabilities	50.1	-3.4	91.0	46.7	80.3	36.0
Cash flow from operating activities	**226.5**	**36.2**	**365.7**	**203.6**	**416.3**	**254.3**
Cash flow from investing activities	**-21.3**	**-9.3**	**-53.8**	**-25.8**	**-76.4**	**-48.4**
Cash flow from financing activities	**-3.9**	**-92.2**	**-11.7**	**-102.0**	**-11.7**	**-102.0**
Cash flow for the period	**201.4**	**-65.3**	**300.1**	**75.8**	**328.2**	**103.9**
Cash and cash equivalents at the beginning of the period	**1,020.1**	**945.5**	**895.0**	**824.1**	**874.7**	**824.1**
Exchange rate differences in cash and cash equivalents	16.7	-5.5	43.0	-25.2	35.3	-32.9
Cash and cash equivalents at the end of the period	**1,238.2**	**874.7**	**1,238.2**	**874.7**	**1,238.2**	**895.0**

Financial statements *cont.*

Condensed Parent Company income statement

	Q3		Jan-Sep		LTM	Full-year
SEKm	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Net sales	404.7	260.0	841.5	786.0	1,112.6	1,057.1
Cost of sales	-116.1	-56.6	-249.2	-251.3	-325.8	-327.9
Gross profit	**288.6**	**203.4**	**592.3**	**534.7**	**786.8**	**729.2**
Research and development	-20.2	-43.3	-68.2	-140.1	-139.0	-211.0
Selling expenses	-34.7	-55.4	-111.8	-145.3	-189.4	-223.0
Administrative expenses	-112.2	-43.9	-298.0	-147.6	-339.8	-189.4
Other income and expenses	6.7	0.5	5.0	13.6	4.8	13.4
Operating profit/loss (EBIT)	**128.2**	**61.4**	**119.5**	**115.4**	**123.4**	**119.3**
Net financial items	12.7	3.1	38.4	-30.0	37.5	-30.9
Profit/loss before tax	**140.9**	**64.5**	**157.9**	**85.4**	**160.9**	**88.4**
Tax on profit for the period	-29.4	-13.3	-33.0	-18.1	-33.4	-18.5
Net profit/loss for the period	**111.4**	**51.2**	**124.9**	**67.4**	**127.4**	**69.9**

Financial statements *cont.*

Condensed Parent Company balance sheet

	30 Sep		31 Dec
SEKm	**2026**	**2025**	**2025**
ASSETS			
Intangible assets	2.0	3.2	2.7
Property, plant and equipment	28.6	26.2	28.9
Participations in group companies	97.6	88.7	103.7
Receivables from group companies	-	-	-
Other Financial assets	4.2	6.1	6.0
Deferred tax asset	56.1	54.7	54.7
Total non-current assets	**188.6**	**178.8**	**196.1**
Inventories	498.5	630.1	608.1
Accounts receivable	90.3	90.1	112.0
Receivables from group companies	262.1	159.0	31.1
Other current assets	83.0	30.2	41.2
Cash and cash equivalents	751.8	763.6	689.6
Total current assets	**1,685.8**	**1,673.0**	**1,482.1**
TOTAL ASSETS	**1,874.4**	**1,851.8**	**1,678.2**
EQUITY AND LIABILITIES			
Restricted Equity	221.8	218.2	218.2
Non-restricted Equity	1,361.9	1,225.8	1,249.3
Total Equity	**1,583.7**	**1,444.0**	**1,467.5**
NON-CURRENT LIABILITIES			
Other non-current liabilities	3.7	8.2	3.6
Total non-current liabilities	**3.7**	**8.2**	**3.6**
CURRENT LIABILITIES			
Current liabilities to credit institutions	-	-	-
Accounts payable	26.4	66.5	29.9
Liabilities to group companies	145.3	278.1	107.8
Other current liabilities	115.4	55.0	69.4
Total current liabilities	**287.0**	**399.6**	**207.1**
TOTAL LIABILITIES	**290.7**	**407.8**	**210.7**
TOTAL EQUITY AND LIABILITIES	**1,874.4**	**1,851.8**	**1,678.2**

Condensed notes to the financial statements

Note 1. Accounting policies

This interim report comprise of the Swedish Parent Company Yubico AB (”Yubico”), with corporate registration number 559278-6668, and its subsidiaries. The Group is a global cybersecurity company whose mission is to make the internet safer for everyone. The operation is to conduct cyber security and to provide security products and services linked to authentication and other business activities associated therewith. The address of the head office is Gävlegatan 22, 113 30 Stockholm.

These condensed consolidated interim financial statements have been prepared in accordance with IAS 34 “Interim Financial Reporting” with some additional disclosures as required by the Swedish Annual Accounts Act.

The Parent Company’s interim financial statements have been prepared in accordance with the Swedish Annual Accounts Act (1995:1554) chapter 9 “Interim Report” and the standard RFR 2 “Accounting for legal entities”. The Parent Company applies the same accounting policies as the Group with the exceptions specified in note 2 of Yubico’s annual report 2025.

The preparation of financial statements requires management to make estimates for accounting purposes. These estimates and assumptions are based on historical experience and other factors that are considered to be reasonable under current circumstances. Actual outcome may differ from the estimates if the estimates or circumstances change.

All financial assets and liabilities are measured at amortized cost, which is considered to be a reasonable approximation of fair value due to short durations.

These condensed financial statements are presented in Swedish kronor (SEK) which is the Parent Company’s functional currency. All amounts are presented in million Swedish kronor (”SEKm”), unless otherwise indicated. Rounding differences may occur. Disclosures in accordance with IAS 34.16A are provided in the financial statements, notes and other parts of the interim report.

IFRS 18 replaces IAS 1 and will become effective on January 1, 2027. The standard introduces new requirements for the structure of the income statement, dividing it into three categories (Operating, Investing, and Financing). The standard does not affect the recognition or measurement of items in the financial report, only presentation and disclosures. Yubico is currently evaluating the impact of IFRS 18.

Condensed notes to the financial statements *cont.*

Note 2. Net sales

	Q3		Jan-Sep		LTM	Full-year
SEKm	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Americas	472.0	352.9	1,133.1	1,157.9	1,477.6	1,502.4
EMEA	165.0	137.6	442.4	376.6	596.9	531.1
Asia Pacific	71.0	57.0	155.7	135.1	205.0	184.4
Total	**708.0**	**547.5**	**1,731.2**	**1,669.6**	**2,279.5**	**2,218.0**

	Q3		Jan-Sep		LTM	Full-year
SEKm	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Perpetual	595.4	460.8	1,430.2	1,424.1	1,884.5	1,878.4
Subscription	112.6	86.7	301.0	245.5	395.1	339.6
Total	**708.0**	**547.5**	**1,731.2**	**1,669.6**	**2,279.5**	**2,218.0**

For perpetual, the performance obligation is satisfied at the time of delivery and revenue is recognized at that point in time. For subscription, the security solution is consumed by the customer through continuous access to the security service including the access to Yubico's intellectual property through the license and use of the hardware key over the contract term period. Accordingly, revenue is recognized on a straight-line basis over the contract period.

Note 3. Personnel expenses for the group by function

	Q3		Jan-Sep		LTM	Full-year
SEKm	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
Cost of sales	28.7	27.6	85.1	85.3	112.5	112.7
Research and development	66.0	65.0	200.8	226.7	263.1	289.0
Selling expenses	162.0	138.8	453.0	446.9	636.6	630.4
Administrative expenses	54.2	51.0	146.0	186.0	186.5	226.5
Total	**310.9**	**282.4**	**884.9**	**944.9**	**1,198.6**	**1,258.6**

Quarterly figures

This section includes certain alternative performance measures (APM) which are not defined under IFRS. These are used by Yubico as Yubico believes that these APMs provide valuable information for investors and other stakeholders to evaluate the financial performance of Yubico. As not all companies calculate financial measures in the same way, they are not always comparable with similar measures used by other companies. These measures should therefore not be regarded as a substitute for measures defined under IFRS.

SEKm	Q3 2026	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024
Net sales	708.0	543.9	479.3	548.3	547.5	499.1	623.1	623.0	589.9
Net sales growth (%)	29.3	-0.7	-23.1	-12.0	-7.2	-18.8	24.9	12.2	44.8
Net sales growth (adjusted for change in foreign currency) (%)	28.3	11.7	-10.2	-1.3	0.1	-11.4	22.4	11.2	49.0
Subscription sales	112.6	97.8	90.6	94.1	86.7	79.2	79.6	74.3	71.2
Subscription sales of net sales (%)	15.9	18.0	18.9	17.2	15.8	15.9	12.8	11.9	12.1
Gross profit	575.5	435.4	368.2	413.9	430.2	394.5	488.7	524.3	478.0
Adjusted operating profit (EBIT)	179.3	78.5	14.9	6.5	79.6	21.2	92.6	110.9	110.7
Operating profit (EBIT)	179.3	78.5	14.9	6.5	79.6	21.2	92.6	110.9	110.7
Net profit/loss for the period	148.5	61.5	21.5	3.7	64.2	8.9	51.3	113.1	81.2
Gross margin (%)	81.3	80.1	76.8	75.5	78.6	79.1	78.4	84.1	81.0
Adjusted EBIT margin (%)	25.3	14.4	3.1	1.2	14.5	4.2	14.9	17.8	18.8
EBIT margin (%)	25.3	14.4	3.1	1.2	14.5	4.2	14.9	17.8	18.8
Net cash	1,210.7	988.7	945.1	856.0	835.7	902.6	805.5	771.9	676.1
Bookings	949.0	577.1	390.6	704.5	504.2	621.8	523.8	771.3	609.7
Bookings growth (%)	88.2	-7.2	-25.4	-8.7	-17.3	-7.6	-9.5	12.8	52.6
Bookings growth (adjusted for change in foreign currency) (%)	85.1	-4.8	-14.4	4.6	-9.3	2.6	-10.7	11.5	58.5
Subscription bookings	210.6	140.0	47.3	198.7	86.5	200.8	58.3	146.0	89.3
Subscription share of bookings (%)	22.2	24.3	12.1	28.2	17.1	32.3	11.1	18.9	14.6
ARR	436.9	411.8	383.5	391.0	386.2	394.4	345.7	324.1	292.7

Alternative performance measures

Key figure	Definition	Purpose
Subscription sales	Net sales related to subscription.	Understand the magnitude of subscription revenue.
Subscription share of net sales	Subscription sales in relation to net sales.	Measure to analyze the magnitude of the subscriptions in relation to net sales
Net sales growth	Annual growth in net sales.	Used to measure the net sales growth in the company.
Net sales growth (adjusted for change in foreign currency)	Net sales growth adjusted for changes in foreign currency rates.	Used to measure comparable net sales growth excluding translation effects into foreign currency.
Gross margin	Gross profit as a percentage of net sales.	The measure is a complement to the gross profit, which only states the change in absolute figures (when different periods are compared). The gross margin is an indicator of the company's core profitability and helps assess the efficiency of the production and supply chain.
EBIT margin	Operating profit/loss (EBIT) in relation to net sales.	The measure is a complement to the EBIT (Operating profit/loss), which only states the change in absolute figures (when different periods are compared). EBIT margin is used to provide an understanding of the group's overall profitability.
Net cash	Cash and cash equivalents less interest-bearing liabilities	Used to assess the company’s ability to meet its financial obligations and level of debt.
Bookings	Total value of bookings received during the period.	Measure used to analyze the magnitude of increase in bookings.
Subscription bookings	Total value of subscription bookings received during the period.	Measure used to analyze the expected volume of future revenue related to subscription.
Subscription share of bookings	Subscription bookings in relation to total bookings.	Measure to understand the relation of subscription bookings in relation to total bookings.
Annual Recurring Revenue (ARR)	Total contract value related to subscription contracts as of the end of the reporting period, excluding one-time fees, divided by the term of the contract, translated based on the average foreign exchange rate on a rolling 12-month basis.	Management follows this measure as it is important to understand annualized revenue expected from subscribers.

Reconciliation of alternative performance measures

SEKm	Q3 2026	Q3 2025	Jan-Sep 2026	Jan-Sep 2025	LTM 25/26	Full-year 2025
Gross profit and gross margin						
Net sales	708.0	547.5	1,731.2	1,669.6	2,279.5	2,218.0
Cost of sales	-132.5	-117.3	-352.1	-356.2	-486.6	-490.7
Gross profit	**575.5**	**430.2**	**1,379.1**	**1,313.4**	**1,792.9**	**1,727.3**
Divided by Net sales	708.0	547.5	1,731.2	1,669.6	2,279.5	2,218.0
Gross margin	**81.3%**	**78.6%**	**79.7%**	**78.7%**	**78.7%**	**77.9%**
EBIT margin						
Operating profit (EBIT)	179.3	79.6	272.7	193.4	279.1	199.9
Divided by Net sales	708.0	547.5	1,731.2	1,669.6	2,279.5	2,218.0
EBIT margin	**25.3%**	**14.5%**	**15.7%**	**11.6%**	**12.2%**	**9.0%**
Net sales growth (adjusted for change in foreign currency)						
Total Net sales growth	160.5		61.6			
whereof change in foreign currency	5.5		-88.3			
whereof growth adjusted for change in foreign currency	155.0		149.8			
Total Net sales growth	29.3%		3.7%			
whereof change in foreign currency	1.0%		-5.3%			
whereof growth adjusted for change in foreign currency	28.3%		9.0%			

SEKm	30 Sep 2026	30 Sep 2025	31 Dec 2025
Net cash			
Cash and bank	1,238.2	874.7	895.0
Non-current interest-bearing liabilities	-17.3	-24.0	-23.0
Current interest-bearing liabilities	-10.2	-15.0	-16.0
Net cash	**1,210.7**	**835.7**	**856.0**

Yubico at a glance

Yubico (Nasdaq Stockholm: YUBICO) is a global cybersecurity pioneer dedicated to making the digital world safer for everyone. As the creator of the YubiKey, Yubico set the gold standard for phishing-resistant, hardware-backed authentication — virtually eliminating account takeovers while keeping secure login effortless. A leader in authentication since 2007, Yubico co-created global standards like FIDO2, WebAuthn, and FIDO U2F, and introduced the foundational technology behind the modern passkey. Today, the company's passkey solutions secure businesses, governments, and individuals in more than 175 countries, safeguarding the entire digital identity lifecycle from onboarding to recovery. Trusted by the world's most security-conscious brands, AI frontiers, and institutions, YubiKeys deliver fast, friction-free, passwordless access across hundreds of enterprise applications out of the box.

True to its mission, Yubico also drives the Secure it Forward philanthropic initiative, donating YubiKeys to vulnerable communities and nonprofits globally. Our global footprint includes headquarters in Stockholm, Sweden, Silicon Valley, California; and Singapore. Yubico is proud to be recognized as one of TIME's 100 Most Influential Companies and Fast Company's Most Innovative Companies. Yubico trading on Nasdaq Stockholm since December 5, 2024. Learn more at www.yubico.com.

Our strategy is anchored in five closely connected priorities:

- **Advance the secure Root of Trust:** Continue to strengthen Yubico's position as the world's most robust, cryptographically verifiable hardware-backed authentication devices.
- **Enhance YubiKey as a Service:** Accelerate the ability for organizations to benefit from the adoption of the YubiKeys through value-added services, continuous security for users across all business scenarios, devices, platforms and locations.
- **Expand into Digital Identity Platform and Services:** Built on Yubico's foundation, the platform protects user and AI agent identities end-to-end, unlocks new use cases, to increase trust and privacy across the customer ecosystem.
- **Drive Go-to-Market Expansion:** Deepen footprint with existing customers, attract new customers and activate everyday users, across markets, by leveraging our ecosystem of technical alliances, channel partners and system integrators.
- **Simplify Customer Experience:** Remove friction at every step, from how customers learn about, buy and deploy Yubico solutions at speed and scale, to empowering strong customer voices.

Vision
A safer internet for all

Mission
Protect the digital you



Sales channels
- Direct sales
- E-commerce
- Distribution partners: distributors and retailers

Two business models
- Perpetual models: Revenue and costs on delivery.
- The subscription-based model: Revenue over 3–5 years and most of the cost in the first year

Production and R&D
- Adaptable production in Sweden and the U.S
- In-house development and development partnerships with leading technology companies

Financial targets 2027-2031:
Yubico targets average annual net sales growth of 15–20 percent over the five-year period.

Yubico aims to achieve a sustainable EBIT margin moving towards 20 percent by 2031.

Dividend policy:
Reinvestment in the business is prioritized to support long-term growth. Dividends will be considered when financial position and liquidity exceed operational needs and planned investments.

yubico

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