

Interview with our CEO on the integration following the merger with FPC

Two months after completing the merger with Fingerprint Cards, the new Precise is taking shape. We sat down with CEO Joakim Nydemark to hear how the integration is progressing, how customers are responding, and what he sees ahead.

1. How is the integration following the merger progressing?

The integration is progressing very well, in fact slightly ahead of our initial plan. We estimate that more than 50% of the integration work is now completed, and we expect to complete all integration workstreams by the end of the year. Some effects may take longer to fully materialize due to existing contractual commitments, but the underlying integration work will be completed.

We have moved quickly to bring the organizations together, capture synergies and establish common ways of working. This allows us to increasingly shift our focus from integration to realizing the commercial potential of the combined company, while maintaining a strong focus on our day-to-day business, customers and sales.

2. What response have you seen from customers since the merger?

The response has been very positive. We have received a lot of questions from customers about what the broader offering means for them and what more we can now do together.

The first concrete customer dialogues around cross-selling and new opportunities are already underway. It is still early, but what we are seeing reinforces our view that there is significant commercial potential in bringing the two portfolios and customer bases together.

3. How does combining hardware and software strengthen the Precise offering?

Great biometric performance is about combining robust security with a seamless user experience. To achieve that, you need to be able to control and optimize the complete system. By combining hardware and software expertise, we can optimize the total solutions rather than looking at individual components in isolation.

For our customers, that means less complexity, faster integration, reduced risk and shorter time to market, with less need for biometric expertise in house. For Precise, it increases customer stickiness, enables us to address a broader range of customer needs, opens up cross-selling opportunities and new markets, and allows us to move further up the value chain.

4. Now that the two companies are coming together, how do you view the potential of the combined Precise?

I was very positive about the combination before the merger, and based on what I have seen since then, I am even more positive today.

The response from employees has been extremely encouraging. Teams are finding each other quickly, sharing expertise and already identifying new opportunities that we could not have pursued in the same way as separate companies.

We have also spent time within the management team and Board turning the strategic rationale

behind the merger into a more concrete roadmap for the combined company. Those discussions have been very constructive and have reinforced my confidence in where we can take Precise. There is still a lot of work ahead, but I genuinely believe the best days for Precise are still to come and I very much look forward to leading Precise into its next phase.

About Precise Biometrics

Precise Biometrics AB (publ) ("Precise") is a Swedish-rooted global leader in biometrics, providing trusted access and identity solutions that securely verify and identify people across physical and digital environments.

Guided by our vision of making everyday life safer and more seamless in a world where YOU are the key, we combine biometric hardware systems, algorithms, cloud solutions, and decades of domain expertise to help protect identities, places, devices, data, and digital services against fraud, identity threats, and unauthorized access. Applications range from mobile phones and consumer electronics to physical and logical enterprise access, visitor management, and government identity programs, powering hundreds of millions of devices and authentications every day.

Precise has a strong global presence with local teams across Europe, North America, and Asia. The company is headquartered in Lund, Sweden, and is listed on Nasdaq Stockholm (PREC).

For further information, please contact

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Image Attachments

[Joakim Landscape](#)

Attachments

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