

A changing biometrics market – and the opportunity for Precise

The need for secure and seamless identity verification continues to grow as the biometrics industry undergoes significant change. We spoke with our CEO, Joakim Nydemark, about market developments, the value of Precise's broader offering and the priorities ahead. Following several questions about the bankruptcy of NEXT Biometrics, we also asked him to share his perspective on what it means for the industry and for Precise.

1. How do you see the biometrics market developing?

The need for biometrics is strong. Digitalization, evolving security threats and stricter regulatory requirements are driving demand for trusted identity verification. People also expect authentication to be fast and effortless. Biometrics such as fingerprint, face and palm recognition brings these needs together, combining robust security with a seamless user experience.

AI is driving more sophisticated identity threats while improving biometric matching and fraud detection. This reinforces biometrics as a foundation for trusted authentication and creates growth opportunities in eg. security keys, access systems, crypto wallets and AI devices.

The market is becoming more complex, and customers want more complete solutions that are easy to integrate and bring security, privacy and usability together. This was a key strategic rationale for our merger with Fingerprint Cards (FPC), alongside the cost synergies.

By combining hardware, algorithms, software and biometric expertise, we can optimize the complete solution. For customers, that means less complexity, less need for in-house biometric expertise, lower integration costs and risk, and faster time to market.

2. The industry is seeing consolidation, with companies merging or exiting the market.

Following NEXT Biometrics' bankruptcy filing, what is your perspective?

It is always sad to see a company file for bankruptcy. I am not familiar with the details of NEXT's situation, so I cannot comment on its specific challenges. More broadly, the industry's challenges underline that strong technology alone is not enough. Success requires scale, a strong partner ecosystem, a sustainable business model and an offering that meets customer needs and turns innovation into real customer value.

Following the merger with FPC, Precise has greater scale and a broader offering ranging from sensors and algorithms to integrated systems and turnkey solutions. This opens more markets and brings us closer to customers and their applications.

FPC AllKey and AllKey Ultra, combined with advanced software, demonstrate our move up the value chain. By integrating hardware and software into complete solutions, we simplify customer integration, reduce risk and accelerate time to market. This strengthens our position in segments where security, reliability and performance drive higher customer value and more attractive margins.

3. What does this mean for the future of Precise?

We have a significant opportunity. Our broader portfolio, geographical reach and combined expertise allow us to reach new customer segments and offer more to existing customers. This creates cross-selling opportunities, deeper customer relationships and a stronger foundation for profitable growth.

Our priority is execution: completing integration, realizing synergies and turning our combined capabilities into commercial results, with disciplined investment, sales focus and cost management.

The highly positive response from customers and the broader market reinforces our confidence in both the combined offering and our strategic direction. We also remain on track to complete the integration by the end of 2026.

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).

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