Fractal



6 NOVEMBER 2026

Q3 2026 Report

Q3 Highlights

Net sales increased 41% compared with Q2 to 105.4 MSEK, while remaining 42% below the previous year.

Reported sales-out increased 5% compared with Q2. Channel inventory reductions continued to hold back sales during the quarter, but sell-in and sales-out were broadly balanced towards quarter-end.

Product margin reached 61.8%, or 44.9% excluding the tariff refund, supported by a stronger USD and a favourable product mix.

EBITDA amounted to 21.3 MSEK, including 17.8 MSEK from the tariff refund. Adjusted EBITDA was 22.7 MSEK, or 4.9 MSEK excluding the refund.

Cost measures have lowered the operating cost base. The fixed cost base is expected to be approximately 20% lower in 2027 than in 2025.

Four major product launches strengthened the portfolio. Improving availability remains a priority, with constraints expected to continue during Q4.

Net debt was 2.0 MSEK at quarter-end with operating cash flow at -24.1 MSEK.



Market Development & Trends

Memory price increases slowed in Q3. DDR5 retail prices rose approximately 10%, while strong AI and server demand continues to constrain supply and keep prices elevated.

Greater price stability could support market normalization. More moderate increases reduce uncertainty around component costs and may help consumers and the industry plan with greater confidence.

Higher component costs delay some upgrades. Consumers are becoming more selective about when they buy and which components they prioritize within their gaming budgets.

Consumers could gradually adapt to higher prices. As the market stabilizes, purchasing patterns may become more predictable, although affordability and perceived product value remain important.

PC gaming engagement continues to grow. Estimated Steam spending increased 14.5% in during the first half of the year, while Newzoo forecasts 5.3% PC games market growth in 2026, providing a strong foundation for future hardware purchases as market conditions stabilize.



Q3 Launches

Four launches in three product categories. Strengthening our offering to drive sales and reinforce our market position.

Summit – Scandinavian Design Innovation
Premium case offering combining distinctive curved wood and an intuitive building experience, earning recognition for its innovative design.

Define One – Reinventing an Iconic Series
Modernizes the Define concept, delivering impressive cooling performance while maintaining low noise levels with a closed-front design.

Radius – Expanding Our Cooling Portfolio
New CPU cooler series combining performance, low noise and competitive pricing, earning Editor's Choice and Great Value awards.

Refine 2 – Evolved Through Community Feedback
Next-generation gaming chair featuring improved ergonomics, adjustability and comfort, receiving excellent reviews for its comfort, value and build quality.









Net sales

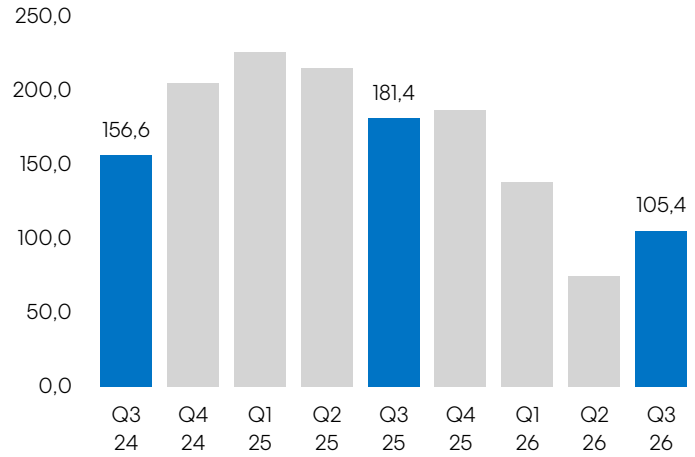
Net sales growth: -41.9% | Organic growth in USD: -42.8% | Sales-out: -32.1%

Q3 2026 net sales amounted to 105.4 MSEK (181.4), corresponding to 10.9 MUSD (19.1). Sales increased by 41% compared with Q2 but remained significantly below the previous year, reflecting continued market weakness.

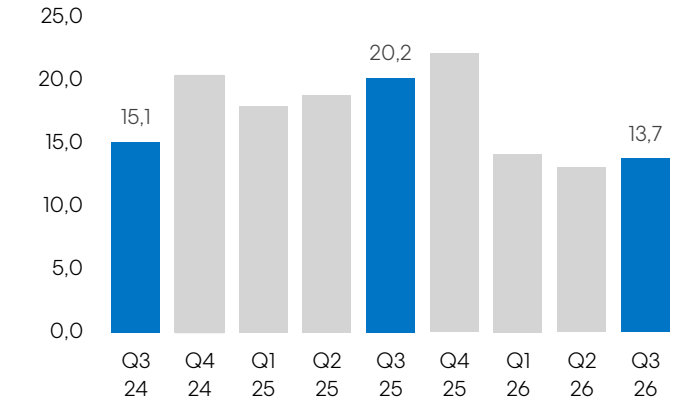
Main drivers of net sales:

- **Challenging market conditions:** High component prices continued to constrain consumer spending and extend upgrade cycles.
- **Channel inventory adjustments:** Reported sales-out increased slightly compared with Q2 and exceeded sell-in, contributing to lower channel inventories. Inventory reductions continued to hold back net sales, although partner purchases increased towards quarter-end.
- **Availability constraints:** Inventory adjustments, combined with increased demand for smaller cases and models for AI workstations, led to shortages of several popular products.

Net sales, MSEK



Sales-out, MUSD



Segment and regional development

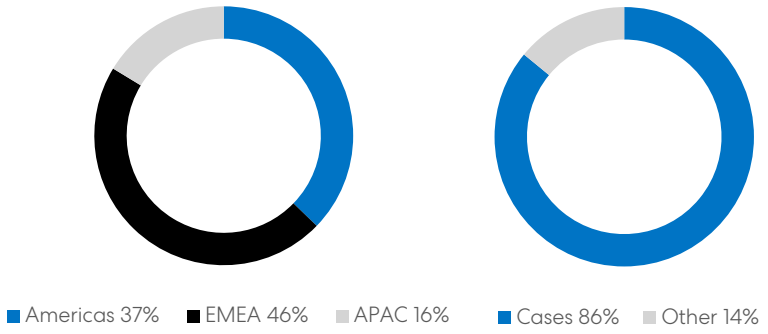
Segment development

- **Cases remained the largest category**, accounting for 86% of total net sales.
- **Sales within cases declined** by 41%, representing the largest decline in absolute terms. High component prices continued to weigh on demand and extend upgrade cycles.
- **The Other category declined** by 47% to 14.8 MSEK, accounting for 14% of total net sales.

Regional development

- **EMEA was the largest region**, accounting for 46% of total net sales. Sales declined by 54% year-on-year. Channel inventories gradually normalized, easing the impact of earlier inventory build-up and increasing EMEA's share of sales compared with Q2.
- **Americas accounted** for 37% of total net sales. Sales declined by 22% to 39.3 MSEK, the smallest percentage decline among the regions.
- **APAC represented** 16% of total net sales. Sales declined by 27% to 17.2 MSEK.

	Business Segment					
	Cases Q3		Other Q3		Total Q3	
MSEK	2026	2025	2026	2025	2026	2025
Geographic market						
EMEA	40,8	91,5	8,1	15,8	49,0	107,3
Americas	36,3	43,1	2,9	7,2	39,3	50,3
APAC	13,5	19,1	3,7	4,7	17,2	23,8
Total net sales	90,6	153,7	14,8	27,7	105,4	181,4



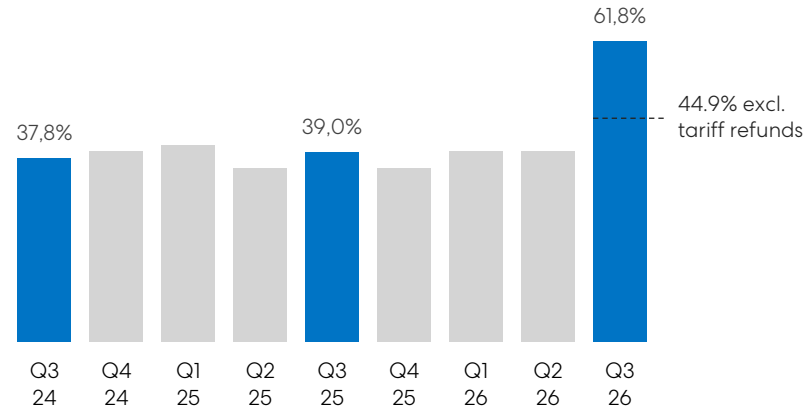
Product margin overview

Product profit 65.1 MSEK, corresponding to a product margin of 61.8%, an increase of 22.8 percentage points year-on-year.

Main margin drivers:

- **IEEPA tariff refunds and lower tariff costs** contributed approximately +18.5 pp.
- **A stronger USD** contributed approximately +3.5 pp.
- **Improved product mix** contributed approximately +1.7 pp.
- **Higher sales discounts and freight costs** had a combined negative impact of approximately −0.8 pp.

Product margin (%)



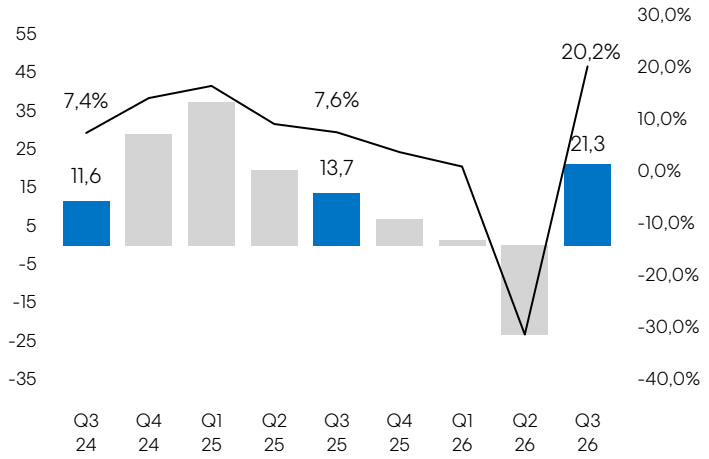
Profitability development

EBITDA for the quarter amounted to 21.3 MSEK, corresponding to an EBITDA margin of 20.2%. EBIT amounted to 13.4 MSEK.

Key profitability drivers in the quarter:

- **IEEPA tariff refunds** contributed 17.8 MSEK to EBITDA and were the main driver of the year-on-year improvement.
- **Lower operating expenses** supported profitability, with other external expenses down 5.9 MSEK and personnel expenses down 4.6 MSEK year-on-year, reflecting cost-saving measures and the Q2 restructuring program. The quarter also included 1.3 MSEK in restructuring costs related to organizational changes.
- **Positive EBITDA** excluding tariff refunds and restructuring costs amounted to approximately 4.9 MSEK, corresponding to a margin of 4.6%. Improved product margin and a lower cost base supported profitability despite significantly lower sales year-on-year.

EBITDA (MSEK) and margin (%)



Cash flow and financial position

Operating cash flow improved year-on-year to -24.1 MSEK.

Higher EBITDA and lower inventories supported cash flow, while higher accounts receivable, lower accounts payable and investments of 9.0 MSEK kept cash flow negative. Investments mainly related to product tooling and new product development.

At quarter-end, higher EBITDA and net debt close to zero at 2.0 MSEK supported the Group's financial position. All bank covenant requirements for the quarter were met, and available credit facilities provided additional financial flexibility.

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MSEK	**2026**	**2025**	**2026**	**2025**	**25/26**	**2025**
EBITDA	21,3	13,7	-0,7	70,8	6,3	77,8
Change in NWC	-36,5	-34,9	35,3	0,3	1,8	-33,1
Net tangible and intangible expenditure	-9,0	-6,8	-31,5	-20,8	-39,3	-28,6
Operating cash flow	**-24,1**	**-28,0**	**3,0**	**50,3**	**-31,2**	**16,1**

Note: Operating cash flow is a non-IFRS measure defined as EBITDA less tangible and intangible expenditure, adjusted for changes in net working capital.

Summary

Sales began to recover in Q3, as channel inventory adjustments eased and partner purchasing increased. End-customer demand remained above spring levels, although high component prices continued to constrain hardware purchases.

Net sales increased 41% compared with Q2 to 105.4 MSEK, while remaining 42% below the previous year. Reported sales-out increased 5% sequentially and exceeded sell-in by 22%.

Product margin reached 61.8%, or 44.9% excluding the tariff refund, supported by a stronger USD and a favourable product mix, including price adjustments and lower purchasing costs.

EBITDA returned to positive territory at 21.3 MSEK, including 17.8 MSEK from the tariff refund. Adjusted EBITDA was 22.7 MSEK, or 4.9 MSEK excluding the refund.

Net debt at 2.0 MSEK, with operating cash flow amounting to -24.1 MSEK, as working capital movements and investments outweighed the positive earnings contribution.

Cost measures have lowered the operating cost base. The programme is expected to reach full effect during 2027, with the fixed cost base approximately 20% below 2025.

Sell-in and sales-out were broadly balanced towards quarter-end. As channel inventory adjustments ease, our sales can better reflect underlying end-customer demand.

Product availability remains an immediate priority. We are adapting production and replenishing inventories with our partners, although transport lead times mean constraints are expected to continue during Q4.

Four major launches strengthened the portfolio. Summit, Define One, Radius and Refine 2 received strong interest, with sales supported by targeted campaigns in key markets.

Growing gaming engagement supports the longer-term opportunity. We continue to develop our offering and maintain cost control, allowing higher sales to progressively strengthen the EBITDA margin.


Q & A