

# Q4/FY 2025 Results

Presentation

10 February 2026

# Important Notice / APMs

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All stated **figures are unaudited**.

Percentage **change data and totals** presented in tables throughout this presentation are generally calculated on unrounded numbers. Therefore, numbers in tables may not add up precisely to the totals indicated and percentage change data may not precisely reflect the change data of the rounded figures for the same reason.

This document contains **alternative performance measures (APM)** that are not defined under IFRS. The APMs (non-IFRS) can be reconciled to the key performance indicators included in the IFRS consolidated financial statements and should not be viewed in isolation, but only as supplementary information for assessing the operating performance. TeamViewer believes that these APMs provide an additional, deeper understanding of the Company's performance.

TeamViewer has defined each of the following APMs as follows:

- **Adjusted EBITDA** is defined as operating income (EBIT) according to IFRS, plus depreciation and amortization of tangible and intangible fixed assets (EBITDA), adjusted for certain business transactions (income and expense) defined by the Management Board in agreement with the Supervisory Board. Business transactions to be adjusted relate to share-based compensation schemes and other material special items of the business that are presented separately to show the underlying operating performance of the business.
- **Adjusted EBITDA margin** means Adjusted EBITDA as a percentage of revenue.
- **Annual Recurring Revenue (ARR)** is annualized recurring revenue for all active subscriptions at the end of the reporting period. It is calculated by multiplying the daily subscription revenue at the end of the reporting period by 365 days (or 366 days for leap years). Daily subscription revenue is calculated as the total active contract value divided by the contract duration in days. The end of the reporting period is defined as the last calendar day of the respective period.
- **Retained ARR** is defined as the ARR at the end of the reporting period from customers that were already a customer at the end of the prior-year reporting period.

# Important Notice / APMs (continued)

- **Net Retention Rate (NRR) (cc)** is defined as Retained ARR (cc) at the end of the reporting period divided by the Total ARR at the end of the prior-year reporting period.
- **Number of customers** means the total number of paying customers with an active subscription at the reporting date.
- **SMB customers** means customers with ARR across all products and services of less than EUR 10,000 at the end of the reporting period. If the threshold is exceeded, the customer will be reallocated.
- **Enterprise customers** means customers with ARR across all products and services of at least EUR 10,000 at the end of the reporting period. Customers who do not reach this threshold will be reallocated.
- **Customer churn rate** means the percentage of customers not retained during the last twelve-month period. It is calculated as 100% minus the number of customers that were retained (no new customers) during the last twelve months divided by the total number of customers twelve months ago.
- **Average Selling Price (ASP)** is calculated by dividing the total ARR by the total number of customers at the reporting date.
- **Net financial liabilities** are defined as financial liabilities (without other financial liabilities) less cash and cash equivalents.
- **Net leverage ratio** means the ratio of net financial liabilities to Adjusted EBITDA of the last twelve-month period.
- **Levered Free Cash Flow (FCFE)** means net cash from operating activities less capital expenditure for property, plant and equipment and intangible assets (excl. M&A), payments for the capital element of lease liabilities and interest paid for borrowings and lease liabilities.
- **Cash Conversion** means the percentage share of Levered Free Cash Flows (FCFE) in relation to the Adjusted EBITDA.
- **Adjusted Net Income** is the net income adjusted for certain income and expenses. These adjustments are: share-based compensation, amortization related to business combinations, other non-recurring income and expenses and related tax effects.
- **Adjusted basic earnings per share** is calculated in line with basic earnings per share, whereby Adjusted Net Income is used as the basis for the calculation instead of the net income.
- **Constant currency (cc)** comparisons eliminate the impact of exchange rate fluctuations between different periods.
- **“Pro forma”** refers to TeamViewer group numbers including 1E numbers before closing (unaudited management view at the time of acquisition) as well as a reversal of negative M&A effects on revenue (“haircut”) after closing. Pro forma numbers are prepared for comparative purposes and should be read in conjunction with financial statements. They are not necessarily indicative of the results that would have been attained if the transaction had taken place on a different date.

# Business Overview

Oliver Steil (CEO)

# 2025 was a year of challenges, progress, and proof

## Challenges

**Volatile markets**

**Course correction  
in SMB**

**1E Performance /  
Pipeline Conversion**

## Progress

**Integrated 1E capabilities  
into portfolio**

**Invested heavily  
in R&D**

**Invested heavily in  
Sales & GTM**

## Proof

**Highly strategic customer  
wins in 1E and Frontline**

**Continued strong TMV ENT  
business momentum**

**Launched TMV DEX,  
DEX Essentials,  
TMV ONE & TMV AI**

# TeamViewer delivered on FY 2025 pro forma revenue and Adj. EBITDA guidance



FY 2025 Pro forma **Revenue up 5% cc yoy**, in line with guidance; growth across all regions in cc



FY 2025 **ARR up 2% cc yoy**; strong **TeamViewer standalone Enterprise ARR** of 19% cc yoy and new ARR doubled



**Continued strong ENT business momentum**; strategic wins in DEX and Frontline



**Net leverage ratio improved** to 2.6x, in line with deleveraging target



**Strong profitability**  
FY 2025 pro forma **Adj. EBITDA Margin** of 44.3 %



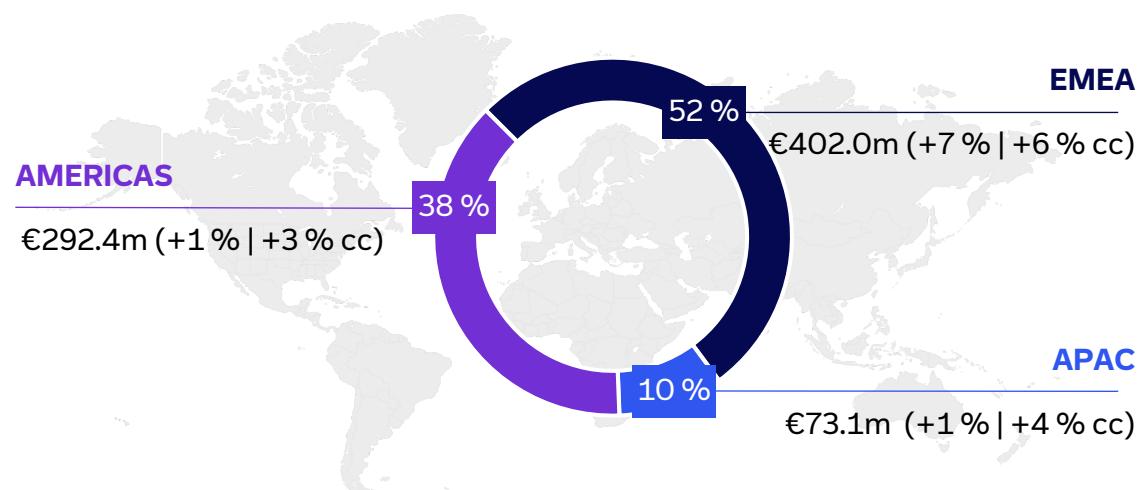
2026: Focus on **Strategic transformation**

# Revenue growth (cc) across all regions

## Enterprise ARR and Revenue each up +11% cc yoy

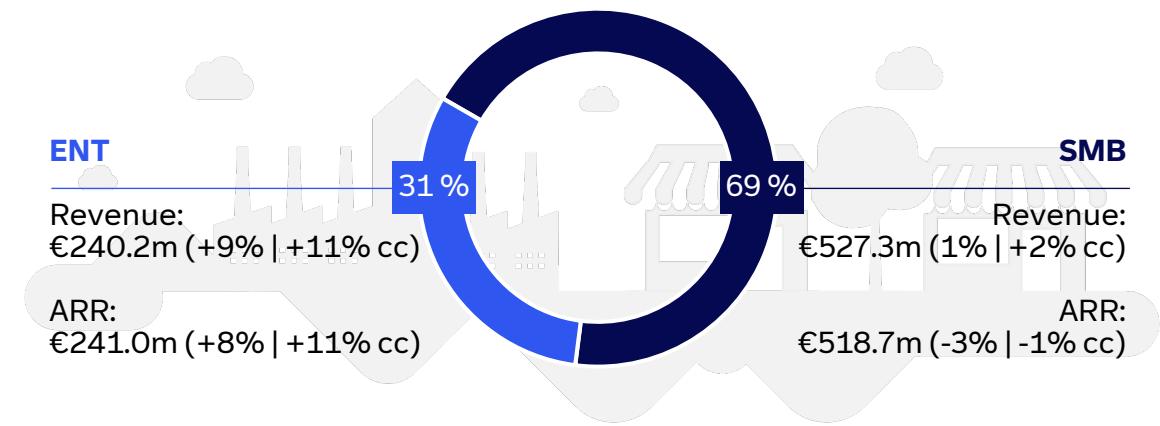
### Regional Development

(pro forma Revenue, % yoy)



### Customer Categories

(pro forma, % yoy)



**FY2025 Revenue**  
**€767.5m (+4 % | +5 % cc)**

# Continued growth in Enterprise across all ARR value ranges

## SMB (ARR view)

(€m; % yoy cc; pro forma)



- € 1,500 - <10,000 ARR
- € 500 - <1,500 ARR
- € <500 ARR

## Enterprise (ARR view)

(€m; % yoy cc; pro forma)



- € >200,000 ARR
- € >100,000 ARR
- € >50,000 ARR
- € 10,000 - 50,000 ARR

Net upsell from  
SMB to Enterprise:  
**€12.0m**

# Continued strong business momentum in Enterprise with strategic new logo wins, particularly in the US

## Strategic DEX Deals

### Aerospace & defense customer

**Customer:** Global Top 10 Defense Contactor

**Use Case:** IT Endpoint Management



**Collaboration:** Technology Partnership & Integration

**Use Case:** Proactive IT Management

**Industry:** Managed Services

### Our value proposition

- ✓ Real-time remediation
- ✓ Autonomous Endpoint Management
- ✓ Security & Compliance
- ✓ Seamless integration
- ✓ DEX category leader
- ✓ Reliability

## Frontline Deal

### Food & beverage customer

**Customer:** Global Top 5 Beverage producer

**Scale:** 350+ warehouses

**Use Case:** AR warehouse workflows

### Our value proposition

- ✓ Digitalize multiple use cases
- ✓ Higher efficiency, less errors
- ✓ Easily scalable

# 2026: Strategic Transformation

Oliver Steil (CEO) & Mark Banfield (CRO)

# IT is at a breaking point, and customers are seeking platforms to begin the journey to autonomous IT

## The IT inflection / breaking point

### Runaway costs

A reactive, manual model that drains time and money from innovation

### Operational overload

Too many tools, too much complex overlap, and no integration

### Deteriorating experience

Employees remain frustrated despite continuous IT investment

Market shift with AI-powered insights, platformization, and automation



### Predictive



### Proactive



### Reactive

### Lower operating costs

Automation takes on repetitive work and reduces support effort

### Simplified operations

Natural-language workflows make advanced tasks easy

### Improved experience

Proactive self-healing removes digital friction once and for all

## The AI opportunity

# TeamViewer optimally positioned to lead in this market shift

 <b>Technology</b>	 Highly differentiated connect-to-everything and edge automation technology built over 20+ years	 <b>Customers</b>	 635k+ customers across small businesses and enterprises provide broad market reach
 <b>AI Edge</b>	 Unmatched access to proprietary, hard-to-get data unlocks AI differentiation	 <b>Trust</b>	 Premium brand equity strengthens adoption readiness
 <b>Scale</b>	 Large R&D capacity and global GTM footprint enable rapid execution	 <b>Capital</b>	 Strong cash conversion sustains innovation engine



**Leader in DEX**  
Best-of-Breed



# Strategic priorities for 2026: focused execution and delivery, strengthening financial position

01

Revitalize  
SMB and 1E  
performance

02

Ongoing  
organic  
investments

03

Accelerate  
global sales &  
Go-to-Market  
execution

Firmly committed to continued deleveraging:  
net leverage of ~2.3x by year-end 2026

# Clear strategic actions in place to reignite revenue growth in 2026 and beyond

## Strategic actions to revitalize SMB Segment

- ✓ **Re-focus on free user ecosystem growth** as a proven acquisition funnel for new customers across all segments (entry-level SMB to ENT)
- ✓ **Drive value-led monetization** by bundling new automation and AI functionalities (“more for more”)
- ✓ **Strengthen SMB sales leadership** to unlock further expansion and retention
- ✓ **Accelerate onboarding and customer lifecycle value creation** through early friction-point detection and proactive engagement

## Strategic actions to revitalize DEX / 1E Performance

- ✓ **Enhance product focus on core DEX and automation use cases** to strengthen customer confidence and momentum
- ✓ **Empower the TeamViewer Enterprise sales organization** to sell DEX solution and drive operational excellence
- ✓ **Strengthen the 1E customer base** by deepening customer success and retention focus
- ✓ **Enable the TeamViewer ONE platform and AEM proposition** with DEX automation capabilities

# Product and innovation strategy enabling sustainable growth in the long-run

## PRODUCT

### 1. Lead with Agentic AI

Continuously build out a fleet of AI agents leveraging our unique data moat across Best-of-Breed products and Best-of-Suite offering

### 2. Defend Best-of-Breed (for ENT)

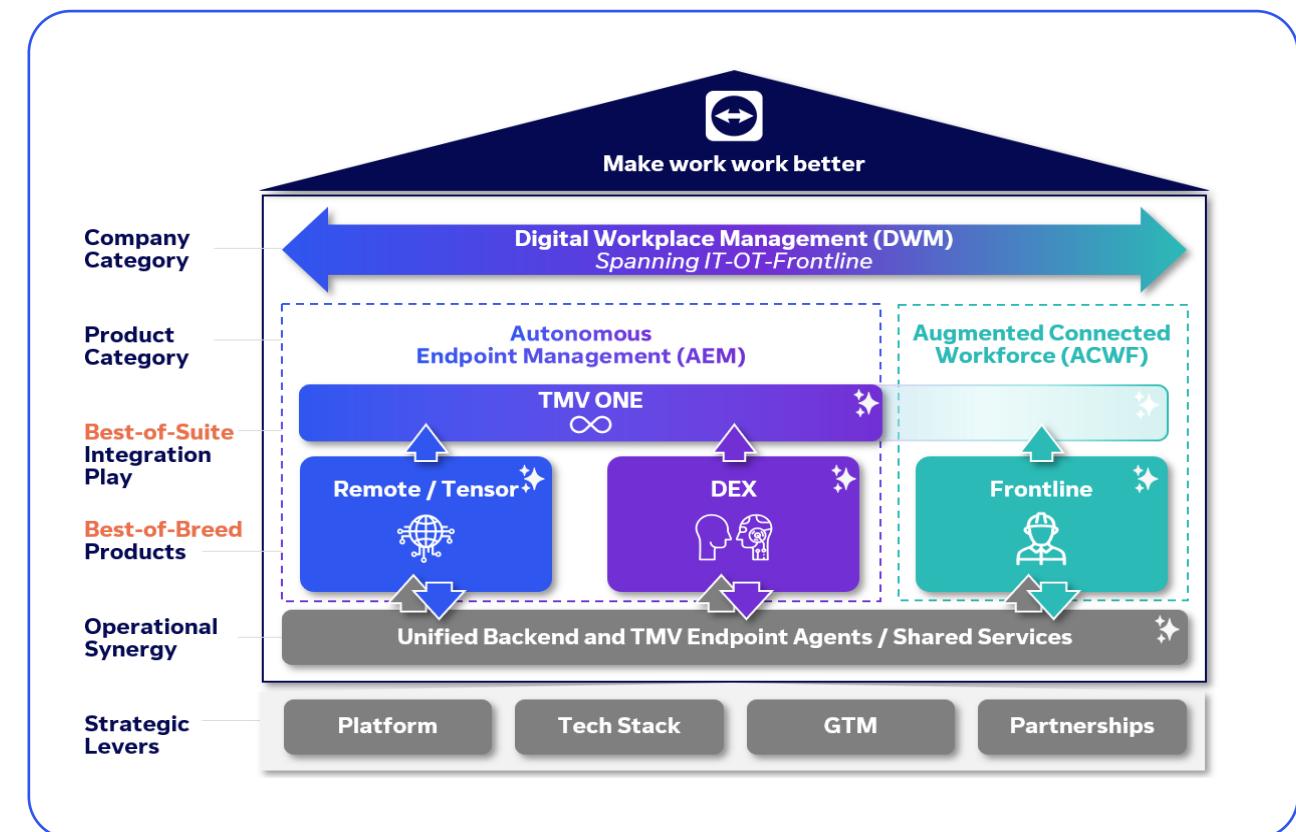
**DEX, Remote/Tensor, Frontline**

Continuously build out our standalone market leading products to defend against aggressive competitor plays (horizontal / vertical)

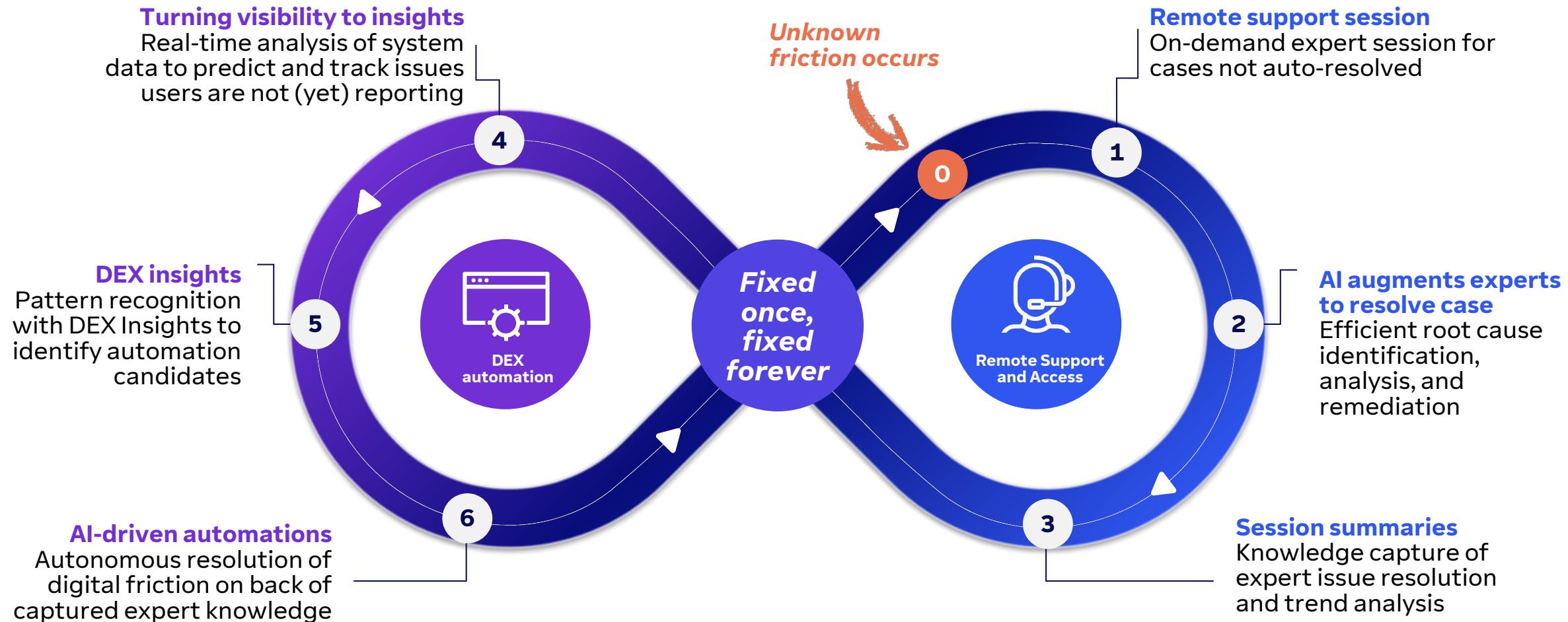
### 3. Build Best-of-Suite (for SMB)

**TeamViewer One**

Combine our market-leading products into one offering to stay frontrunner for an emerging Digital Workplace Management category and **aggressively transition to endpoint-pricing**



# TeamViewer's AEM proposition is driven by strong flywheel effects on back of proprietary data



# TeamViewer ONE: the new Digital Workplace platform



## Unified platform for Autonomous IT

TMV ONE changes our **#1 core value proposition** towards **Autonomous IT Operations**.



## For all our customers across industries

With TeamViewer ONE we **offer one solution to all our customer segments** and net new logos.

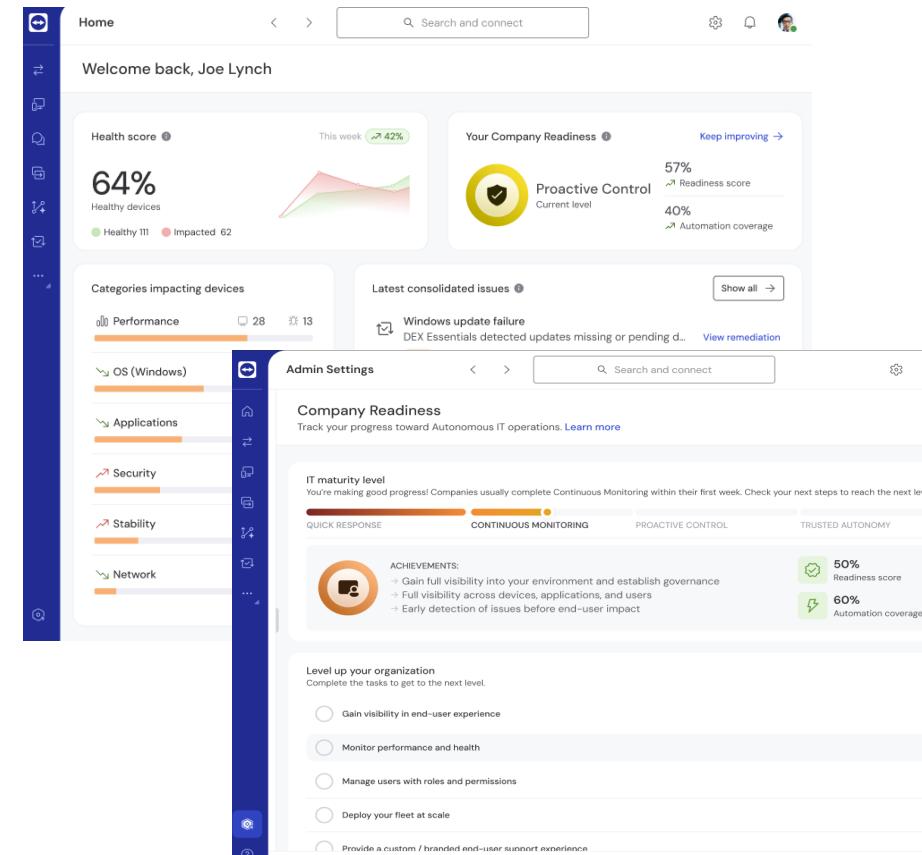


## We have a strong right to win

With our customer base, our real-time architecture, and proprietary data, we **strongly differentiate** and offer a **leading solution**.

## Value for customers and us

TMV ONE benefits our customers and at the same time **allows large upside**, therefore it is **our #1 GTM focus**.



# Accelerate global sales & Go-to-Market execution

## Retain & Grow

- **Laser-sharp focus** on managing churn, segmented approach
- Drive demonstrable **customer outcomes**
- **Upsell and Migrate** across all segments:
  - AI first and for all
  - Path to TeamViewer ONE

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## TeamViewer ONE

- Lead with **TeamViewer ONE**
- Consistent and strict adoption of **TeamViewer Sales Playbook** – full scale enablement
- **Land and Expand** Strategy:
  - Land with most suitable product
  - Expand to ONE

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## Operational Excellence

- **Ruthless Prioritization** on KPI's/Leading Indicators:
  - Pipeline Generation
  - Funnel/Deal progression
  - Sales Productivity
- **Data Driven Decisions** – narrow the focus

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# Financial Overview

Michael Wilkens (CFO)

# FY2025: TeamViewer delivered on its updated pro forma guidance

## Topline KPIs FY 2025

(% and pp yoy; pro forma)

### Revenue

**€767.5m<sup>1</sup>**  
+4 %/+5 % cc

### ARR

**€759.7m<sup>1</sup>**  
0%/+2% cc

### ENT ARR

**€241.0m**  
+8%/+11% cc

### ENT NRR (cc)

**96%**  
adj. for net upsell from SMB:  
99%

## Profitability / Cash FY 2025

(% and pp yoy; pro forma)

### Adjusted EBITDA

**€340.3m**  
+8 %

### Adjusted EBITDA Margin

**44 %**  
+2 pp

### Adjusted EPS

**1.23**  
+17 %<sup>2</sup>

### Net Leverage Ratio

**2.6x**

<sup>1</sup> FY 2025 guidance based on assumptions on main FX rates as of Q3 2025: EUR/USD 1.14; EUR/CAD 1.58; EUR/JPY 167.2; EUR/AUD 1.76, refer to Q3 2025 Results presentation slide 23.

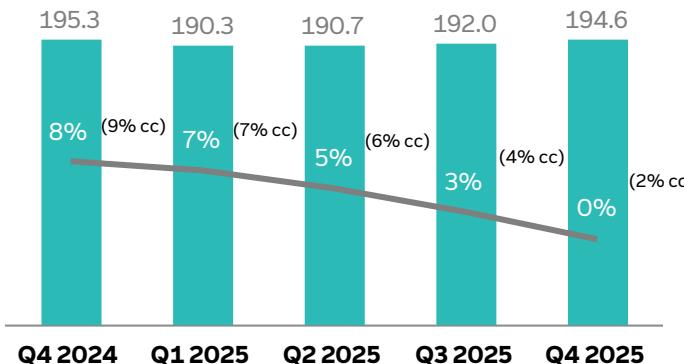
- FY 2025 pro forma Revenue corresponds to €767.5m, in line with the respective guidance for pro forma revenue of “at low end of the range of €766 – €785 million”.
- FY 2025 ARR corresponds to €762m, in line with the respective guidance for ARR of €760 – €780 million.

<sup>2</sup> Compared to TeamViewer standalone FY 2024.

# Strong profitability at 45% margin in Q4 2025

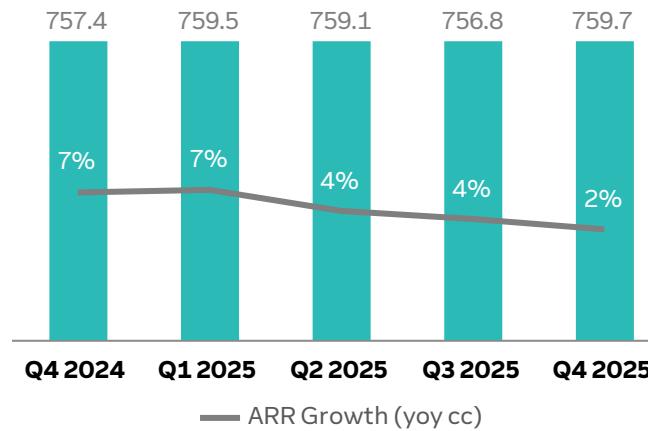
## Quarterly Revenue and Growth Rates

(€m; %; pro forma,  
Q4 2024 yoy growth rates reflect TeamViewer standalone)



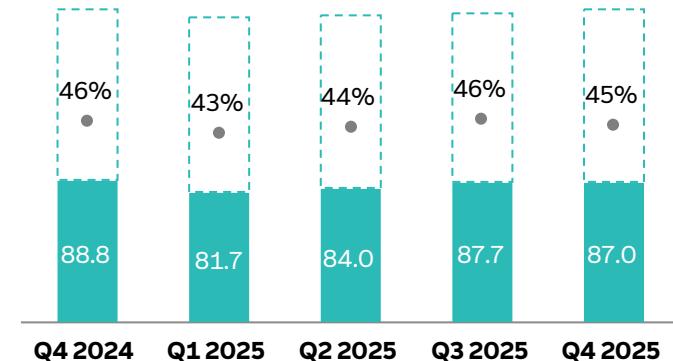
## ARR and Growth Rates

(€m; %; pro forma,  
Q4 2024 yoy growth rates reflect TeamViewer standalone)



## Adjusted EBITDA and Margin

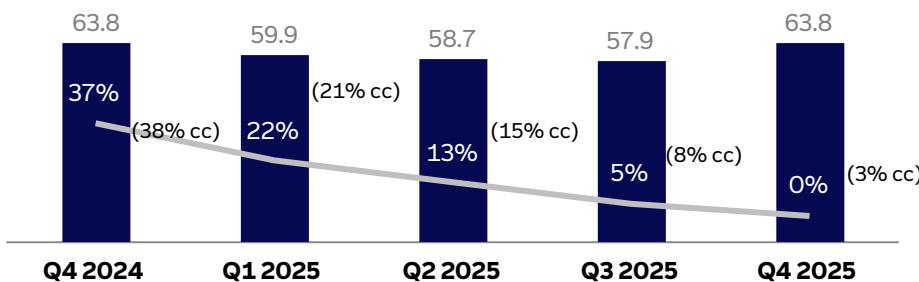
(€m; %; pro forma)



# Double-digit Enterprise ARR growth supported by continued momentum in TeamViewer ENT standalone

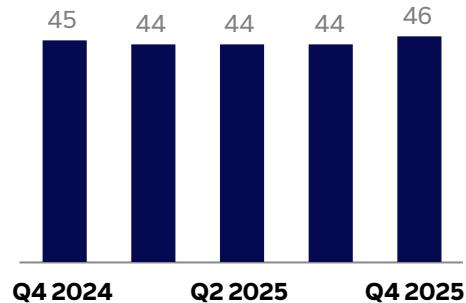
## Quarterly ENT Revenue and Growth Rates

(€m; %; pro forma; Q4 2024 yoy growth rates reflect TeamViewer standalone)



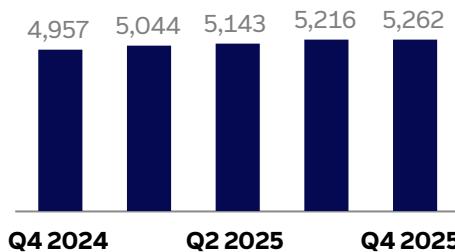
## ENT ASP (ARR)<sup>1</sup>

(€k; pro forma)



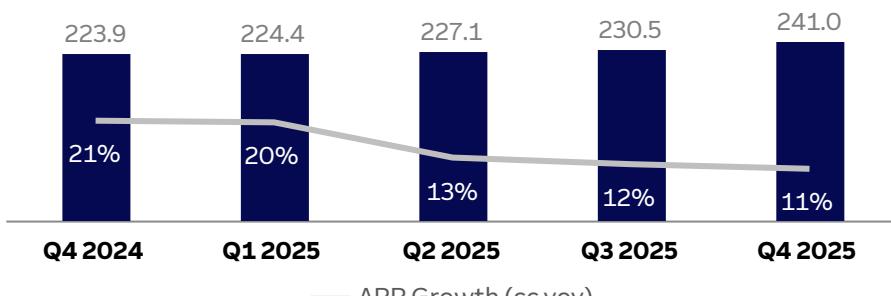
## ENT Customers<sup>2</sup>

(eop; pro forma)



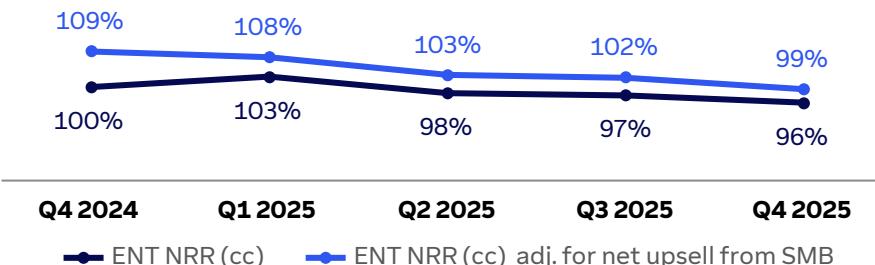
## ENT ARR and Growth Rates

(€m; %; pro forma; Q4 2024 yoy growth rates reflect TeamViewer standalone)



## ENT NRR

(%; cc; pro forma; Q4 2024 NRR reflects TeamViewer standalone)

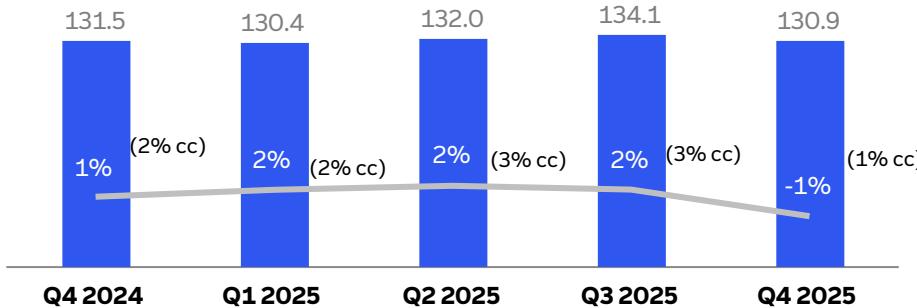


<sup>1</sup> Since Q1 2025, ASP is calculated based on ARR. Prior year numbers have been restated based on ARR. <sup>2</sup> Since Q1 2025, the number of customers is calculated based on ARR. Prior year numbers have been restated based on ARR.

# Strategic investment in SMB ecosystem long-term impacted SMB ARR and related KPIs in short-term

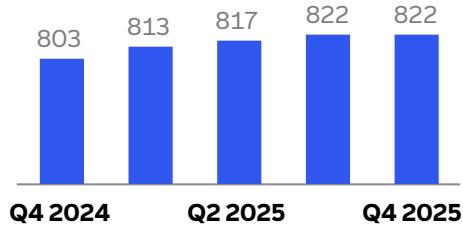
## Quarterly SMB Revenue and Growth Rates

(€m; %; pro forma; Q4 2024 yoy growth rates reflect TeamViewer standalone)



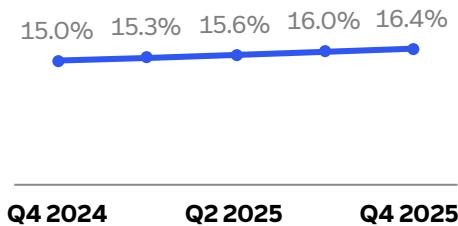
## SMB ASP (ARR)<sup>1</sup>

(€; pro forma)



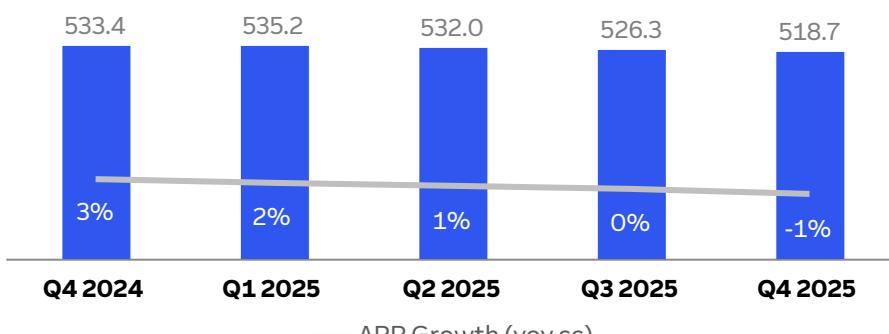
## SMB Customer churn rate<sup>2</sup>

(%; LTM; pro forma)



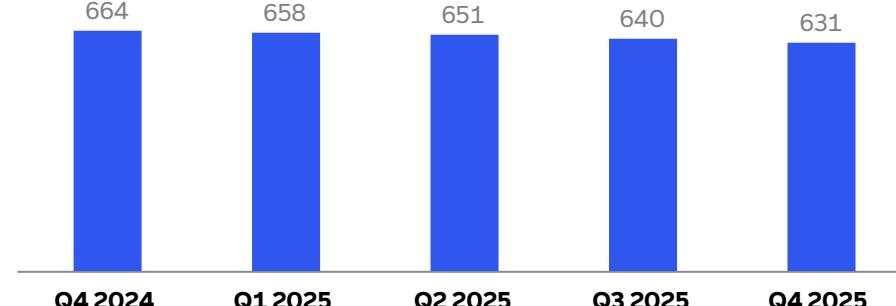
## SMB ARR and Growth Rates

(€m; %; pro forma; Q4 2024 yoy growth rates reflect TeamViewer standalone)



## SMB Customers<sup>2</sup>

(eop; k; pro forma)



<sup>1</sup> Since Q1 2025, ASP is calculated based on ARR. Prior year numbers have been restated based on ARR. <sup>2</sup> Since Q1 2025, the number of customers is calculated based on ARR. Prior year numbers have been restated based on ARR.

# Strong Adj. EBITDA margin of 44.3% in FY 2025

in € million	Q4 2025 Pro forma	Q4 2024 Pro forma	Δ %	FY 2025 Pro forma	FY 2024 Pro forma	Δ %
<b>Revenue</b>	<b>194.6</b>	<b>195.3</b>	<b>0%</b>	<b>767.5</b>	<b>740.0</b>	<b>+4%</b>
Cost of Goods Sold (COGS)	(17.6)	(16.5)	+7%	(64.4)	(61.3)	+5%
<b>Gross profit</b>	<b>177.0</b>	<b>178.7</b>	<b>-1%</b>	<b>703.1</b>	<b>678.7</b>	<b>+4%</b>
<b>% Margin</b>	<b>91%</b>	<b>92%</b>	<b>-1 pp</b>	<b>92%</b>	<b>92%</b>	<b>0 pp</b>
Sales	(31.3)	(28.3)	+11%	(123.2)	(114.1)	+8%
% of Revenue	-16%	-14%		-16%	-15%	
Marketing	(22.8)	(27.2)	-16%	(103.0)	(120.9)	-15%
% of Revenue	-12%	-14%		-13%	-16%	
R&D	(23.3)	(20.8)	+12%	(88.7)	(83.2)	+7%
% of Revenue	-12%	-11%		-12%	-11%	
G&A	(10.7)	(12.1)	-12%	(41.4)	(40.0)	+4%
% of Revenue	-5%	-6%		-5%	-5%	
Other <sup>1</sup>	(2.0)	(1.4)	+43%	(6.6)	(5.1)	+30%
% of Revenue	-1%	-1%		-1%	-1%	
Total Opex	(90.1)	(89.9)	0%	(362.8)	(363.3)	0%
% of Revenue	-46%	-46%		-47%	-49%	
<b>Total Costs<sup>2</sup></b>	<b>(107.7)</b>	<b>(106.4)</b>	<b>+1%</b>	<b>(427.2)</b>	<b>(424.5)</b>	<b>+1%</b>
<b>Adjusted EBITDA</b>	<b>87.0</b>	<b>88.8</b>	<b>-2%</b>	<b>340.3</b>	<b>315.4</b>	<b>+8%</b>
<b>% Margin</b>	<b>45%</b>	<b>46%</b>	<b>-1 pp</b>	<b>44%</b>	<b>43%</b>	<b>+2 pp</b>

<sup>1</sup> Incl. other income/expenses and bad debt expenses of €2.9m in Q4 2025 and €3.7m in Q4 2024 / €12.0m in FY 2025 and €11.8m in FY 2024.

<sup>2</sup> Total Costs are the sum of Cost of Goods Sold (COGS) and Total Opex.

**FY 2025 pro forma Recurring Cost remained broadly flat (+1% yoy)**

- **COGS:** up yoy, driven by customer platform investments and Frontline Project deployment support
- **Sales:** up YoY, due to larger sales force and Enterprise tech stack investments
- **Marketing:** down YoY, due to optimized sponsorship costs and continued branding and product-launch investments
- **R&D:** up yoy, due to investments in the combined product offering and an increase in internal developers
- **G&A:** higher, yoy mainly due to finance tech stack investment and regulatory-related cost

# Pro forma Adj. EPS up 17 % yoy vs. TMV standalone in FY 2025

€m	Q4 2025 IFRS	Q4 2024 TMV standalone	Δ %	FY 2025 IFRS	FY 2024 TMV standalone	Δ %
<b>EBITDA</b>	<b>82.5</b>	<b>65.2</b>	<b>+26%</b>	<b>306.4</b>	<b>252.6</b>	<b>+21%</b>
D&A	(13.1)	(8.5)	+54%	(53.8)	(46.2)	+17%
<b>Operating Profit (EBIT)</b>	<b>69.4</b>	<b>56.7</b>	<b>+22%</b>	<b>252.6</b>	<b>206.4</b>	<b>+22%</b>
Financial / FX result	(4.8)	(5.6)	-15%	(64.6)	(19.6)	+230%
Share of profit/loss of associates	(3.4)	0.5	<-300%	(7.1)	(2.4)	+198%
<b>Profit before tax (EBT)</b>	<b>61.2</b>	<b>51.6</b>	<b>+19%</b>	<b>180.9</b>	<b>184.4</b>	<b>-2%</b>
Income taxes	(23.8)	(16.9)	+41%	(62.7)	(61.4)	+2%
<b>Net income</b>	<b>37.4</b>	<b>34.7</b>	<b>+8%</b>	<b>118.2</b>	<b>123.1</b>	<b>-4%</b>
<i>Basic number of shares issued and outstanding<sup>1</sup> in m</i>	157.0	156.9	0%	157.0	160.2	-2%
<b>EPS (basic) in €</b>	<b>0.24</b>	<b>0.22</b>	<b>+8%</b>	<b>0.75</b>	<b>0.77</b>	<b>-2%</b>
<b>Pro forma Adjusted EPS (basic)<sup>2</sup> in €</b>	<b>0.32</b>	<b>0.30</b>	<b>+6%</b>	<b>1.23</b>	<b>1.05</b>	<b>+17%</b>

<sup>1</sup> Period average, without treasury shares.

<sup>2</sup> Pro forma is only calculated for Q4/FY 2025.

- Total interest expenses were €39.6m in FY 2025, up €22.1m yoy, driven by the financing of the 1E transaction
- Lower Financial / FX result in FY 2025 due to negative FX translation effects related to an intercompany loan, as required under IFRS
- Lower share count in FY 2025 due to last year's share buybacks

# FCFE Conversion of 61% in FY 2025

€m	Q4 2025 Non-pro forma <sup>1</sup>	Q4 2024 TMV standalone	Δ %	FY 2025 Non-pro forma <sup>2</sup>	FY 2024 TMV standalone	Δ %
<b>Pre-Tax net cash from operating activities (IFRS)</b>	<b>102.4</b>	<b>100.7</b>	<b>+2%</b>	<b>279.7</b>	<b>312.6</b>	<b>-11%</b>
Capital expenditure (excl. M&A)	(0.6)	(1.1)	-50%	(5.8)	(5.4)	+7%
Lease payments	(2.0)	(5.2)	-61%	(12.6)	(12.5)	+1%
<b>Pre-tax Unlevered Free Cash Flow (pre-tax UFCF)</b>	<b>99.8</b>	<b>94.3</b>	<b>+6%</b>	<b>261.3</b>	<b>294.7</b>	<b>-11%</b>
<i>Cash Conversion (pre-tax UFCF / pro forma Adjusted EBITDA)</i>	<i>115%</i>	<i>114%</i>		<i>77%</i>	<i>99%</i>	
Interest paid for borrowings and lease liabilities	(4.8)	(6.3)	-24%	(33.8)	(19.2)	+76%
<b>Pre-tax Levered Free Cash Flow (pre-tax FCFE)</b>	<b>95.0</b>	<b>88.1</b>	<b>+8%</b>	<b>227.5</b>	<b>275.5</b>	<b>-17%</b>
<i>Cash Conversion (pre-tax FCFE / pro forma Adjusted EBITDA)</i>	<i>109%</i>	<i>106%</i>		<i>67%</i>	<i>93%</i>	
Income tax paid	(13.8)	(18.6)	-26%	(46.7)	(63.4)	-26%
<b>Levered Free Cash Flow (FCFE)</b>	<b>81.2</b>	<b>69.5</b>	<b>+17%</b>	<b>180.8</b>	<b>212.1</b>	<b>-15%</b>
<i>Cash Conversion (FCFE / pro forma Adjusted EBITDA)</i>	<i>93%</i>	<i>84%</i>		<i>53%</i>	<i>72%</i>	
Adjustment for 1E acquisition	2.0	3.1	-36%	16.0	3.1	>300%
Adjustment for a one-off payment in connection with special legal disputes	-	-	n/a	11.6	-	n/a
<b>Levered Free Cash Flow (FCFE) adj. for 1E and legal disputes</b>	<b>83.2</b>	<b>72.6</b>	<b>+15%</b>	<b>208.3</b>	<b>215.3</b>	<b>-3%</b>
<i>Cash Conversion (FCFE / Pro forma Adjusted EBITDA) after adjustments</i>	<i>96%</i>	<i>87%</i>		<i>61%</i>	<i>73%</i>	

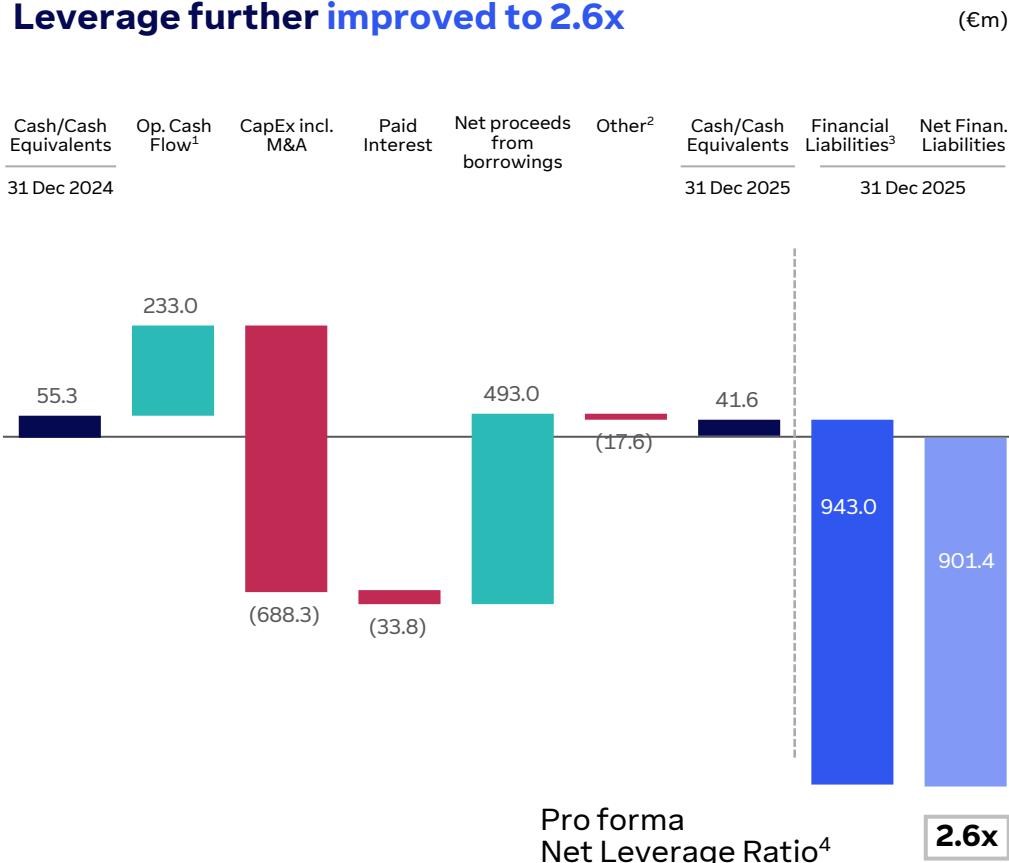
<sup>1</sup> Includes 1E October through December 2025.

<sup>2</sup> Includes 1E February through December 2025.

- Decrease of pre-tax UFCF in FY 2025 reflects moderate top-line growth, FX headwinds, as well as payments for 1E acquisition and settlement of legal dispute
- Lower pre-tax FCFE in FY 2025 due to higher interest payments related to the 1E acquisition
- Lower tax payments in FY 2025 as anticipated due to changes in tax scheme

# Pro forma net leverage ratio improved to 2.6x in line with deleveraging target

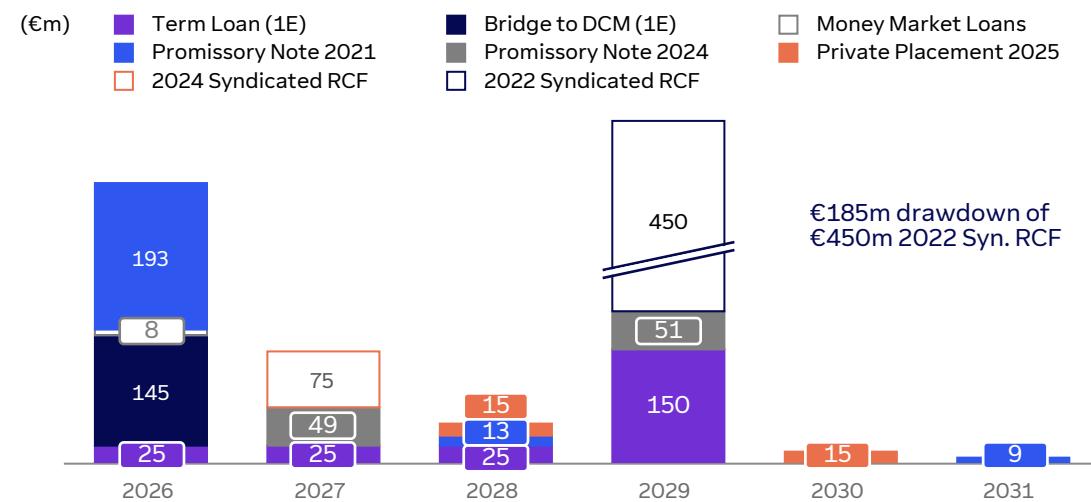
## Leverage further improved to 2.6x



## Post-1E, deleveraging to ~2.3x by the end of 2026

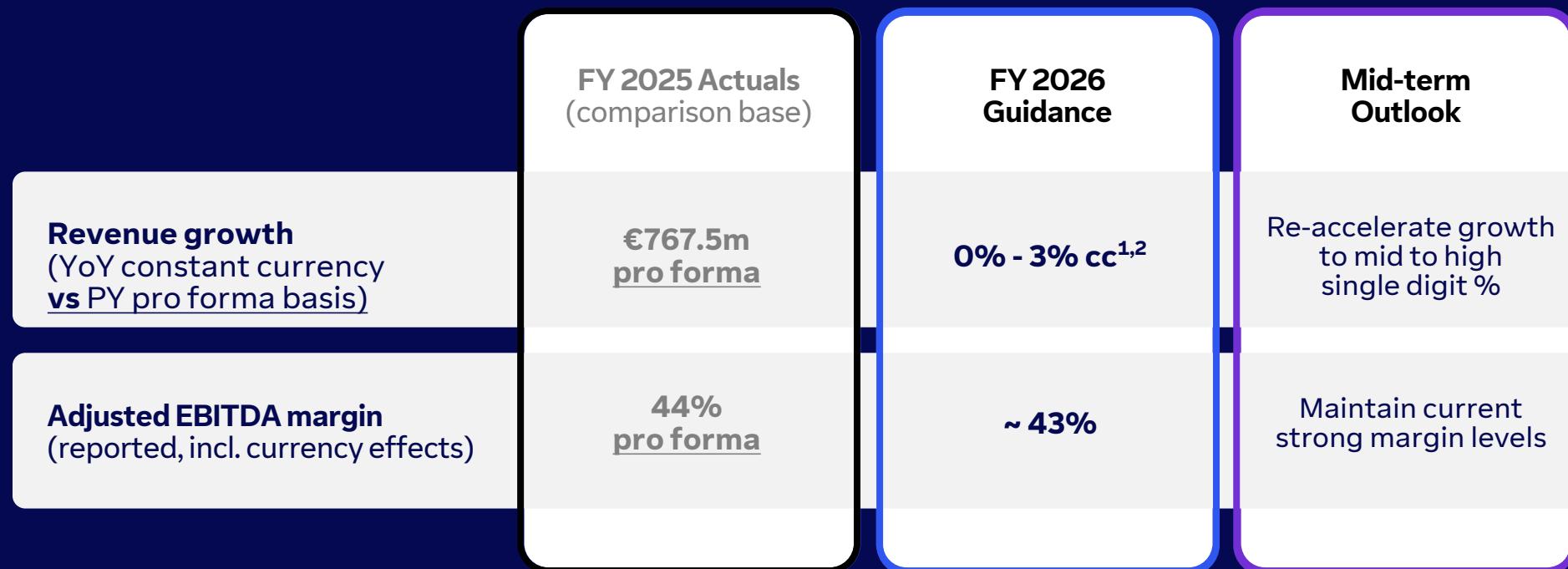


## Debt maturity profile (as of 31 December 2025)



<sup>1</sup> Net cash from operating activities (after tax). | <sup>2</sup> Mainly consists of payments capital element of lease liabilities, payments for financial assets and FX effects. | <sup>3</sup> Including lease liabilities. | <sup>4</sup> Calculated on pro forma Adj. EBITDA LTM of €340.3m.

# FY 2026 Guidance and Mid-term Outlook



FY 2026 guidance for **revenue growth is at constant currencies<sup>2</sup>**

Actual currency reported figures are expected to be impacted by currency exchange rate fluctuations through the year

TeamViewer's expected currency impact on revenue growth in FY 2026 is shown on slide 29

<sup>1</sup> Revenue growth in constant currencies vs IFRS revenue FY 2025 of €746.8m will be higher than the revenue growth in cc vs pro forma Revenue FY 2025 of €767.5m.

<sup>2</sup> Constant currency growth including an average exchange rate of 1.13 EUR/USD.

# Expected currency impact: USD represents TeamViewer's largest topline foreign currency exposure

## Expected FX impact in revenue at spot rate on 31 Dec 2025

(compared to 2025 pro forma revenue)

	Q1 2026 (expected)	FY2026 (expected)
<b>Total FX Impact<sup>1</sup></b>	<b>-3.1pp</b>	<b>-2.8pp</b>
YoY FX Impact	-1.6pp	-1.8pp
<u>Additional</u> Deferred Revenue FX Impact <sup>2</sup>	-1.5pp	-1.0pp

<sup>1</sup>Expected total FX impact on constant currency growth rate at spot rate on 31 Dec 2025.

<sup>2</sup>The expected additional deferred revenue FX impact in Q2 is -1.4pp, Q3 is -0.8pp and Q4 is -0.3pp.

Spot Rate on 31 Dec 2025	3 main currencies
EUR/USD	1.18
EUR/CAD	1.61
EUR/AUD	1.76

### Currency exposure vs guided YoY growth in cc:

- TeamViewer guides YoY revenue growth in constant currency<sup>3</sup>
- Actual currency reported figures are expected to be impacted by currency exchange rate fluctuations through the year as reflected in the table

### TeamViewer specific situation:

- TeamViewer's central invoicing model and IFRS treatment fix **deferred revenue at the invoice-date FX rate**, causing unavoidable FX effects when historic deferred revenue is released in revenue
- Therefore, TeamViewer **provides the additional expected FX impact that comes from historic deferred revenue release** to avoid systematic over/underestimation of currency movements in reported revenue

<sup>3</sup> Constant currency growth including an average exchange rate of 1.05 USD per EUR for Q1 2025 and 1.13 USD per EUR for FY 2025.

# Q&A

# Appendix

# TeamViewer offers a full range of solutions for both SMB and Enterprise



## Remote Support

Remote access, control and management solutions for SMB IT departments

- [Remote Support](#)
- [Remote Monitoring & Management](#)
- [Endpoint Protection](#)
- [Ticketing](#)

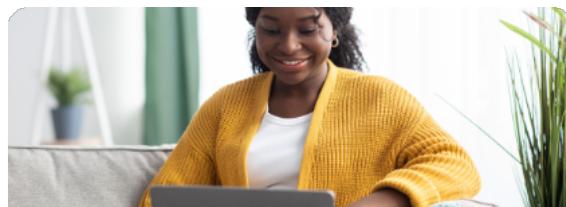
## TeamViewer ONE<sup>1,2</sup>



## Enterprise Connectivity

Advanced remote support, control and management of enterprise IT, smart devices and industrial equipment

- [Large-scale IT Management](#)
- [Best-in-Class Enterprise Security](#)
- [Smart Devices](#)
- [Industrial Equipment](#)



## Digital Employee Experience

Real-time diagnostics and remediation, advanced monitoring and analytics for holistic insights, AI-driven automation

- [Observability](#)
- [Remediation](#)
- [Automation](#)
- [Validation](#)



## Frontline Productivity

Digital workflows, instructions and assistance for smart frontline operations

- [Digital Workflow](#)
- [AR Assistance](#)
- [Image Recognition](#)
- [Digital Twin](#)

(Agentic) AI

### TeamViewer Remote

### TeamViewer Tensor

### TeamViewer DEX

### TeamViewer Frontline

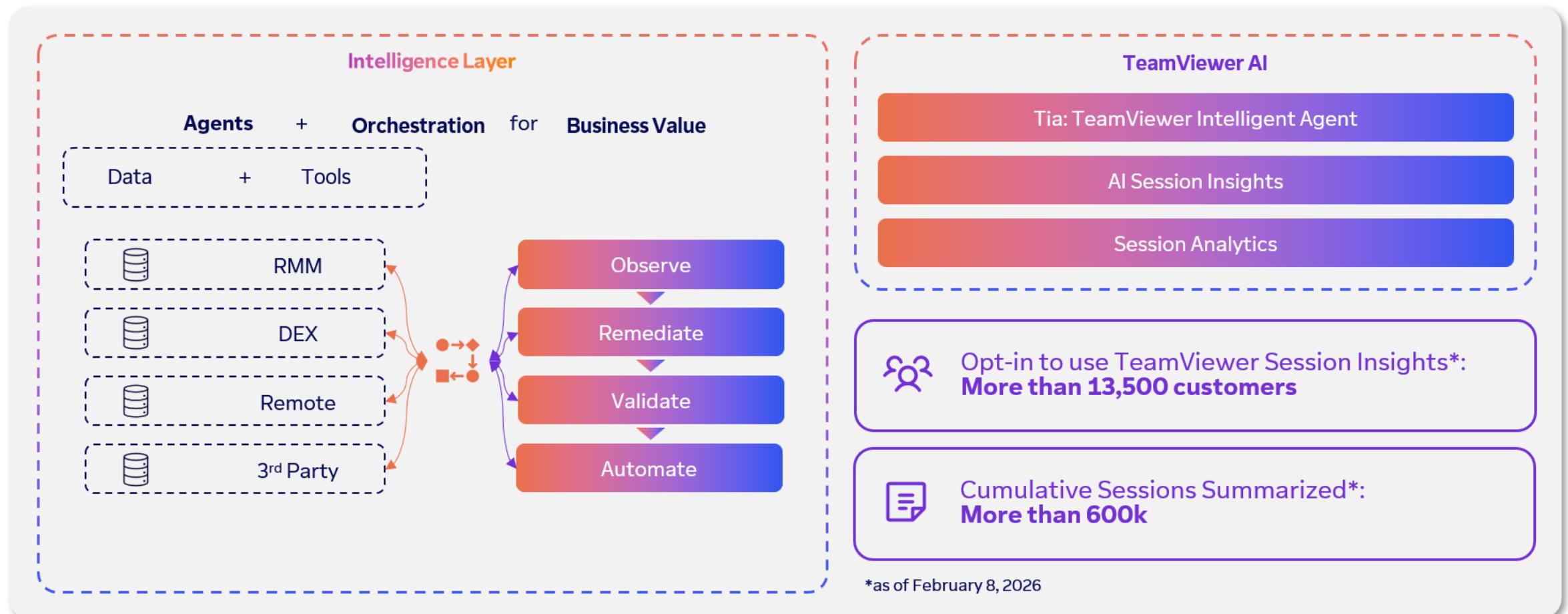
<sup>1</sup>DEX Essentials as first capabilities for TeamViewer ONE enables customers to mature their IT operations step by step.

<sup>2</sup>Frontline capability integration not excluded in vision for TeamViewer ONE, yet staggered approach in platform development.

# Agentic AI: Our right to win builds on our unique AI proposition, combining data and capabilities

Orchestrated data & intelligence layer for IT MGMT

TMV AI Adoption



# Overview Topline KPIs

	Q4 2025 Pro forma	Q3 2025 Pro forma	Q2 2025 Pro forma	Q1 2025 Pro forma	Q4 2024 Pro forma	Q3 2024 Pro forma
<b>SMB</b>						
ARR <sup>2</sup> in €m	518.7	526.3	532.0	535.2	533.4	529.6
ASP (ARR) in €	821.5	821.9	816.9	812.9	802.8	796.3
Number of customers <sup>1</sup>	631,373	640,342	651,221	658,327	664,461	665,147
<b>Enterprise</b>						
ARR <sup>2</sup> in €m	241.0	230.5	227.1	224.4	223.9	208.0
ASP (ARR) in € thousands	45.8	44.2	44.2	44.5	45.2	44.3
Number of customers <sup>1</sup>	5,262	5,216	5,143	5,044	4,957	4,698
<b>Total</b>						
ARR in €m	759.7	756.8	759.1	759.5	757.4	737.6
Revenue in €m	194.6	192.0	190.7	190.3	195.3	186.8

<sup>1</sup> After implementation of the ARR methodology, the number of customers is now calculated based on ARR. 2024 numbers have been restated based on ARR.

<sup>2</sup> Incremental improvements in methodology of parent-child account relationships / the merging of multiple customer accounts led to minor adjustments in the historical ARR segmentation for TeamViewer ENT and SMB.

# Q4 2025: Reconciliation management metrics to IFRS

in EUR million	Pro forma Management view adjusted P&L	Pro forma adjustments	Management view Revenue adj. P&L	D&A	Other non-IFRS adjustments	Accounting view IFRS P&L
<b>Revenue</b>	<b>194.6</b>	<b>(1.7)</b>	<b>192.9</b>			<b>192.9</b>
Cost of Goods Sold (COGS)	(17.6)		(17.6)	(9.4)	0.1	(26.9)
<b>Gross profit contribution</b>	<b>177.0</b>	<b>(1.7)</b>	<b>175.3</b>			<b>166.0</b>
<b>% of Revenue</b>	<b>91 %</b>	<b>100 %</b>	<b>91 %</b>			<b>86 %</b>
Sales	(31.3)		(31.3)	(1.2)	0.2	(32.4)
Marketing	(22.8)		(22.8)	(0.7)	0.3	(23.2)
R&D	(23.3)		(23.3)	(1.3)	(0.3)	(24.9)
G&A	(10.7)		(10.7)	(0.4)	(2.0)	(13.1)
Other <sup>1</sup>	(2.0)		(2.0)	0.0	(1.1)	(3.1)
<b>Adj. EBITDA</b>	<b>87.0</b>	<b>(1.7)</b>	<b>85.2</b>			
<b>% of Revenue</b>	<b>45 %</b>		<b>44 %</b>			
D&A (ordinary only) <sup>2</sup>	(5.4)		(5.4)			
<b>Adj. EBIT / Operating profit (EBIT)</b>	<b>81.6</b>	<b>(1.7)</b>	<b>79.8</b>	<b>(7.7)<sup>3</sup></b>	<b>(2.7)</b>	<b>69.4</b>
<b>% of Revenue</b>	<b>42 %</b>		<b>41 %</b>			<b>36 %</b>
D&A (total) <sup>2+3</sup>						13.1
<b>EBITDA</b>						<b>82.5</b>
<b>% of Revenue</b>						<b>43 %</b>

<sup>1</sup> Incl. other income/expenses and bad debt expenses of €2.9m

<sup>2</sup> D&A excl. amortization intangible assets from PPA

<sup>3</sup> Amortization intangible assets from PPA

# FY 2025: Reconciliation management metrics to IFRS

€m	Pro forma Management view adjusted P&L	Pro forma adjustments	Management view Revenue adj. P&L	D&A	Other non-IFRS adjustments	Accounting view IFRS P&L
<b>Revenue</b>	<b>767.5</b>	<b>(20.8)</b>	<b>746.8</b>			<b>746.8</b>
Cost of Goods Sold (COGS)	(64.4)	0.7	(63.7)	(36.0)	(1.5)	(101.2)
<b>Gross profit contribution</b>	<b>703.1</b>	<b>(20.1)</b>	<b>683.0</b>			<b>645.6</b>
<b>% of Revenue</b>	<b>92 %</b>	<b>97 %</b>	<b>91 %</b>			<b>86 %</b>
Sales	(123.2)	2.2	(121.0)	(6.0)	(3.7)	(130.8)
Marketing	(103.0)	0.6	(102.4)	(3.2)	(2.6)	(108.2)
R&D	(88.7)	1.7	(87.0)	(6.4)	(3.0)	(96.4)
G&A	(41.4)	0.5	(40.9)	(2.2)	(15.4)	(58.5)
Other <sup>1</sup>	(6.6)	0.5	(6.1)	0.0	7.0	0.8
<b>Adj. EBITDA</b>	<b>340.3</b>	<b>(14.7)</b>	<b>325.6</b>			
<b>% of Revenue</b>	<b>44 %</b>		<b>44 %</b>			
D&A (ordinary only) <sup>2</sup>	(24.5)	0.0	(24.5)			
<b>Adj. EBIT / Operating profit (EBIT)</b>	<b>315.8</b>	<b>(14.7)</b>	<b>301.2</b>	<b>(29.4)<sup>3</sup></b>	<b>(19.2)</b>	<b>252.6</b>
<b>% of Revenue</b>	<b>41 %</b>		<b>40 %</b>			<b>34 %</b>
D&A (total) <sup>2+3</sup>						53.8
<b>EBITDA</b>						<b>306.4</b>
<b>% of Revenue</b>						<b>41 %</b>

<sup>1</sup> Incl. other income/expenses and bad debt expenses of €12.0m

<sup>2</sup> D&A excl. amortization intangible assets from PPA

<sup>3</sup> Amortization intangible assets from PPA

# Non-IFRS adjustments in EBITDA

€m (unless otherwise stated)	Basis of preparation / definition	Q4 2025	FY 2025
<b>EBITDA</b>	<b>APM</b>	<b>82.5</b>	<b>306.4</b>
<b>Total IFRS 2 charges (expenses for share-based compensation)</b>	<b>APM</b>	<b>-1.2</b>	<b>+11.7</b>
TeamViewer LTIP	APM	-1.5	-0.3
RSU/PSU <sup>1</sup>	APM	+0.4	+8.2
M&A related share-based compensation	APM	0.0	+0.2
Share-based compensation by TLO <sup>2</sup>	APM	0.0	+3.6
<b>1E acquisition related integration &amp; transaction costs</b>	<b>APM</b>	<b>+2.7</b>	<b>+12.0</b>
<b>Other material items</b>	<b>APM</b>	<b>+0.1</b>	<b>+4.1</b>
Financing	APM	0.0	0.0
Other	APM	+0.1	+4.1
<b>Valuation effects</b>	<b>APM</b>	<b>1.1</b>	<b>(8.7)</b>
<b>Non-pro forma Adjusted EBITDA</b>	<b>APM</b>	<b>85.2</b>	<b>325.6</b>
Add back:			
1E deferred revenue haircut	Pro forma adjustment	+1.7	+14.7
1E January 2025 Adjusted EBITDA	Pro forma adjustment	-	+0.03
<b>Pro forma Adjusted EBITDA</b>	<b>Pro forma</b>	<b>87.0</b>	<b>340.3</b>
<b>Pro forma Adjusted EBITDA (%)</b>	<b>Pro forma</b>	<b>45 %</b>	<b>44 %</b>

<sup>1</sup> Refers to the Restricted Stock Unit Plan (RSU) and Phantom Stock Unit Plan (PSU) introduced by TeamViewer in 2022.

<sup>2</sup> Pre-IPO management incentive program provided by Tiger LuxOne S.à r.l.

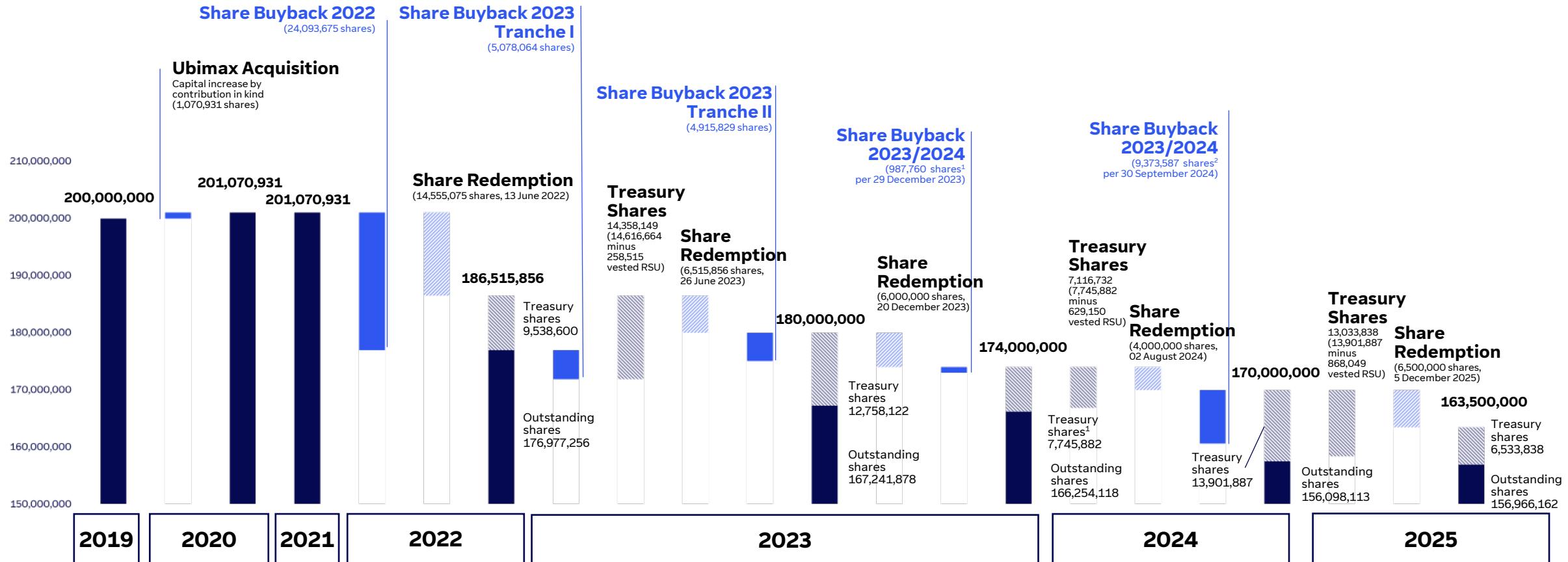
Non-IFRS EBITDA adjusted by in FY 2025

1) non-recurring items

- Share-based compensation TLO
- 1E acquisition related items
- Valuation effects from fair value derivatives of future USD hedges due to changing EUR/USD development

2) 1E deferred revenue haircut

# Share Count Development since IPO



# Financial Statements

# Profit & Loss Statement (IFRS)

€ thousand	Q4 2025	Q4 2024	Δ %	FY 2025	FY 2024	Δ %
<b>Revenue</b>	<b>192,908</b>	<b>176,971</b>	<b>+9%</b>	<b>746,774</b>	<b>671,422</b>	<b>+11%</b>
Cost of Goods Sold (COGS)	(26,900)	(17,943)	+50%	(101,202)	(80,834)	+25%
<b>Gross profit</b>	<b>166,008</b>	<b>159,028</b>	<b>+4%</b>	<b>645,572</b>	<b>590,588</b>	<b>+9%</b>
Research and development	(24,909)	(19,994)	+25%	(96,364)	(79,950)	+21%
Marketing	(23,224)	(26,723)	-13%	(108,200)	(119,600)	-10%
Sales	(32,351)	(28,905)	+12%	(130,790)	(113,763)	+15%
General and administrative	(13,058)	(16,502)	-21%	(58,462)	(50,915)	+15%
Bad debt expenses	(2,933)	(3,712)	-21%	(11,540)	(11,757)	-2%
Other income	823	943	-13%	15,960	2,478	n/a
Other expenses	(993)	(7,438)	-87%	(3,580)	(10,688)	-67%
<b>Operating Profit</b>	<b>69,363</b>	<b>56,697</b>	<b>+22%</b>	<b>252,595</b>	<b>206,393</b>	<b>+22%</b>
Finance income	140	178	-21%	467	853	-45%
Finance costs	(9,935)	(3,993)	+149%	(39,552)	(17,496)	+126%
Share of profit/(loss) of associates	(3,391)	530	n/a	(7,088)	(2,379)	+198%
Foreign currency result	5,000	(1,807)	n/a	(25,477)	(2,922)	n/a
<b>Profit before tax</b>	<b>61,178</b>	<b>51,604</b>	<b>+19%</b>	<b>180,944</b>	<b>184,450</b>	<b>-2%</b>
Income taxes	(23,825)	(16,913)	+41%	(62,697)	(61,369)	+2%
<b>Net income</b>	<b>37,353</b>	<b>34,692</b>	<b>+8%</b>	<b>118,248</b>	<b>123,081</b>	<b>-4%</b>
Basic number of shares issued and outstanding (in thousands)	156,975	156,851		156,968	160,245	
<b>Basic earnings per share (in € per share)</b>	<b>0.24</b>	<b>0.22</b>	<b>+8%</b>	<b>0.75</b>	<b>0.77</b>	<b>-2%</b>
Diluted number of shares issued and outstanding (in thousands)	157,938	158,457		158,330	162,061	
<b>Diluted earnings per share (in € per share)</b>	<b>0.24</b>	<b>0.22</b>	<b>+8%</b>	<b>0.75</b>	<b>0.76</b>	<b>-2%</b>

# Balance Sheet – Assets (IFRS)

€ thousand	31 December 2025	31 December 2024
<b>Non-current assets</b>		
<i>Goodwill</i>		
Goodwill	1,115,457	668,091
Intangible assets	343,866	149,006
Property, plant and equipment	44,905	41,457
Financial assets	5,640	5,412
Investments in associates	13,763	20,862
Other assets	27,524	22,440
Deferred tax assets	905	28,750
<b>Total non-current assets</b>	<b>1,552,061</b>	<b>936,018</b>
<b>Current assets</b>		
<i>Trade receivables</i>		
Trade receivables	27,531	30,187
Other assets	35,404	39,221
Tax assets	8,424	257
Financial assets	10,796	9,394
Cash and cash equivalents	41,569	55,265
<b>Total current assets</b>	<b>123,724</b>	<b>134,323</b>
<b>Total assets</b>	<b>1,675,784</b>	<b>1,070,341</b>

# Balance Sheet – Equity & Liabilities (IFRS)

€ thousand	31 December 2025	31 December 2024
<b>Equity</b>		
Issued capital	163,500	170,000
Capital reserve	(3,874)	70,327
Retained earnings	146,141	27,893
Hedge reserve	(146)	5,822
Foreign currency translation reserve	(55,060)	4,653
Treasury share reserve	(85,682)	(178,211)
<b>Total equity attributable to shareholders of TeamViewer SE</b>	<b>164,879</b>	<b>100,485</b>
<b>Non-current liabilities</b>		
Provisions	737	615
Financial liabilities	549,879	329,143
Deferred revenue	37,080	44,827
Deferred and other liabilities	904	1,488
Other financial liabilities	209	288
Deferred tax liabilities	79,635	45,540
<b>Total non-current liabilities</b>	<b>668,443</b>	<b>421,902</b>
<b>Current liabilities</b>		
Provisions	1,768	10,184
Financial liabilities	393,087	115,490
Trade payables	11,150	15,840
Deferred revenue	346,931	336,390
Deferred and other liabilities	67,645	65,412
Other financial liabilities	10,869	1,817
Tax liabilities	11,012	2,822
<b>Total current liabilities</b>	<b>842,462</b>	<b>547,954</b>
<b>Total liabilities</b>	<b>1,510,905</b>	<b>969,856</b>
<b>Total equity and liabilities</b>	<b>1,675,784</b>	<b>1,070,341</b>

# Cash Flow Statement (IFRS)

€ thousand	Q4 2025	Q4 2024	Δ %	FY 2025	FY 2024	Δ %
Profit before tax	61,178	51,604	19%	180,944	184,450	-2%
Depreciation, amortization and impairment of non-current assets	13,119	8,525	54%	53,837	46,169	17%
Increase/(decrease) in provisions	(116)	681	-117%	(8,294)	907	n/a
Non-operational foreign exchange (gains)/losses	(37)	(426)	-91%	1,105	(440)	n/a
Expenses for equity settled share-based compensation	676	1,075	-37%	11,848	16,808	-30%
Net financial costs	13,185	3,286	n/a	46,174	19,022	143%
Change in deferred revenue	3,044	26,186	-88%	2,793	25,054	-89%
Changes in other net working capital and other	11,308	9,758	16%	(8,714)	20,595	-142%
Income taxes paid	(13,790)	(18,585)	-26%	(46,706)	(63,387)	-26%
<b>Cash flows from operating activities</b>	<b>88,567</b>	<b>82,104</b>	<b>8%</b>	<b>232,986</b>	<b>249,178</b>	<b>-6%</b>
Payments for tangible and intangible assets	(567)	(1,143)	-50%	(5,765)	(5,373)	7%
Payments for financial assets	(2,566)	(1,890)	36%	(3,048)	(7,450)	-59%
Payments for acquisitions	—	—	n/a	(682,500)	—	n/a
<b>Cash flows from investing activities</b>	<b>(3,132)</b>	<b>(3,033)</b>	<b>3%</b>	<b>(691,313)</b>	<b>(12,823)</b>	<b>n/a</b>

# Cash Flow Statement (IFRS, continued)

€ thousand	Q4 2025	Q4 2024	Δ %	FY 2025	FY 2024	Δ %
Repayments of borrowings	(70,000)	(20,000)	250%	(265,000)	(279,000)	-5%
Proceeds from borrowings	5,000	0	n/a	758,000	194,000	291%
Payments for the capital element of lease liabilities	(2,039)	(5,206)	-61%	(12,598)	(12,471)	1%
Interest paid on borrowings and lease liabilities	(4,764)	(6,255)	-24%	(33,826)	(19,190)	76%
Purchase of treasury shares	—	(17,592)	-100%	—	(137,732)	-100%
<b>Cash flows from financing activities</b>	<b>(71,803)</b>	<b>(49,053)</b>	<b>46%</b>	<b>446,575</b>	<b>(254,393)</b>	<b>-276%</b>
<b>Net change in cash and cash equivalents</b>	<b>13,631</b>	<b>30,018</b>	<b>-55%</b>	<b>(11,751)</b>	<b>(18,039)</b>	<b>-35%</b>
Net foreign exchange rate difference	66	792	-92%	(1,945)	482	n/a
Cash and cash equivalents at beginning of period	27,872	24,455	14%	55,265	72,822	-24%
<b>Cash and cash equivalents at end of period</b>	<b>41,569</b>	<b>55,265</b>	<b>-25%</b>	<b>41,569</b>	<b>55,265</b>	<b>-25%</b>

# Financial Calendar

**18 March 2026**  
Annual Report 2025

**6 May 2026**  
Q1 2026 Results & Analyst Call

**2 June 2026**  
Annual General Meeting

**28 July 2026**  
Q2/H1 2026 Results & Analyst Call

**3 November 2026**  
Q3 2026 Results & Analyst Cal

