

The image features the Tobii logo, which consists of the word "tobii" in a dark blue, lowercase, sans-serif font. The logo is centered horizontally and positioned slightly above the middle vertically. The background is white, with two large, flowing, wavy shapes in shades of blue and dark blue that sweep across the bottom and sides of the frame, creating a sense of motion and depth.

tobii

Tobii's Q2 2023  
earnings call  
will start at 10:30 am CET

# Welcome to Tobii's Q2 2023 earnings call

**Anand Srivatsa, CEO**



**Magdalena Rodell Andersson, CFO**



# This is Tobii



Founded in 2001



Sweden HQ  
with offices globally



800+ patents and  
patent applications



Listed on Nasdaq  
Stockholm (2015)



>600 Tobiians



Global leader in  
eye tracking

Q2 2023

# Overview

## Financial overview

- Organic revenue growth of 5 %
- Products & Solutions grew 31 % organically
- Integrations declined 26 % organically

## Notable events

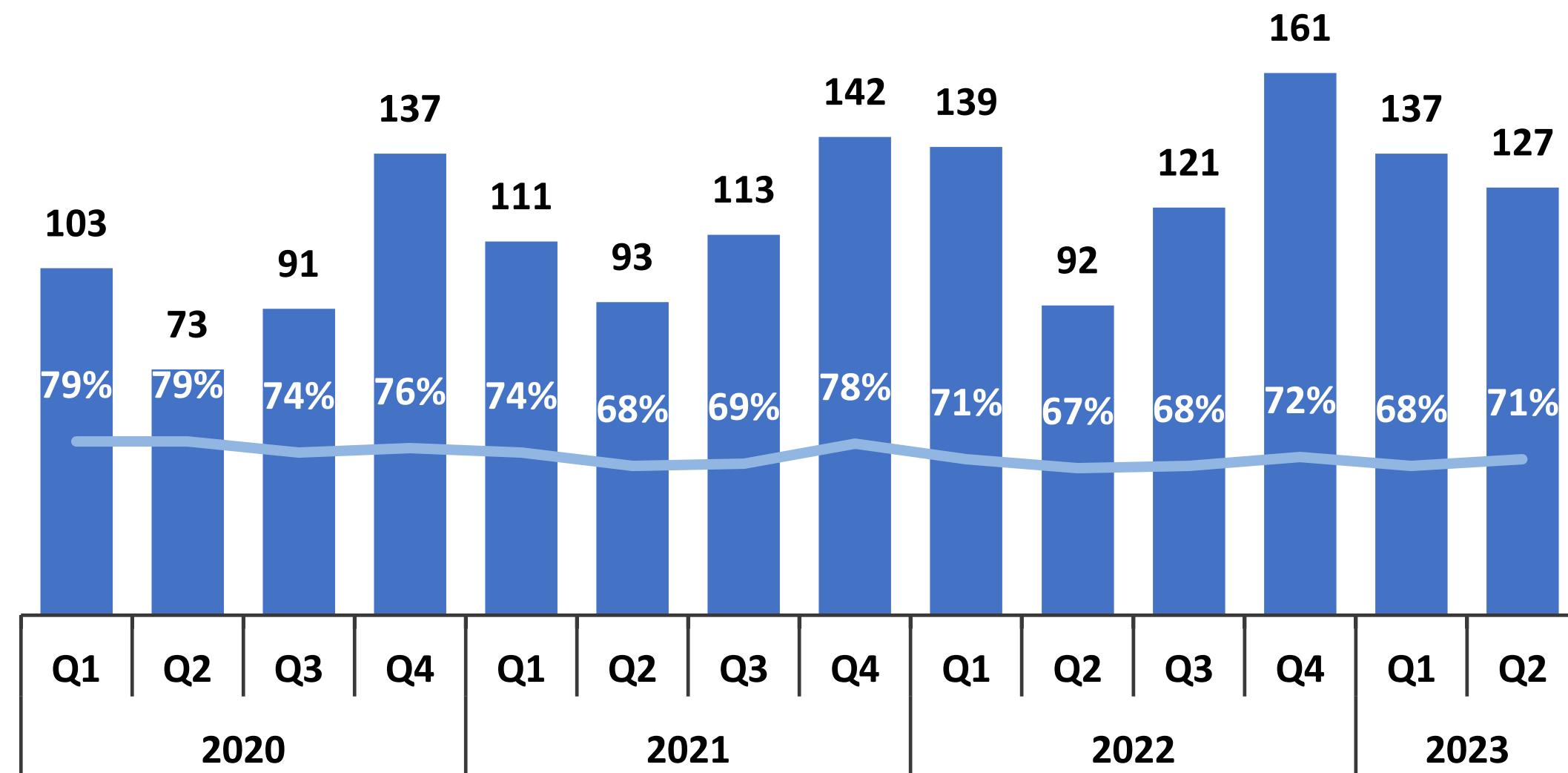
- 1st Automotive DMS design win
- Awarded 3 design wins within XR from vision healthcare providers
- Sustainalytics upgraded Tobii on ESG risk score from medium → low
- Allbright ranks Tobii as No 12 out of 361 on their gender equality report
- Apple announced its new computing platform, Apple Vision Pro

Q2 2023

## Financial highlights – Segment

### Products & Solutions

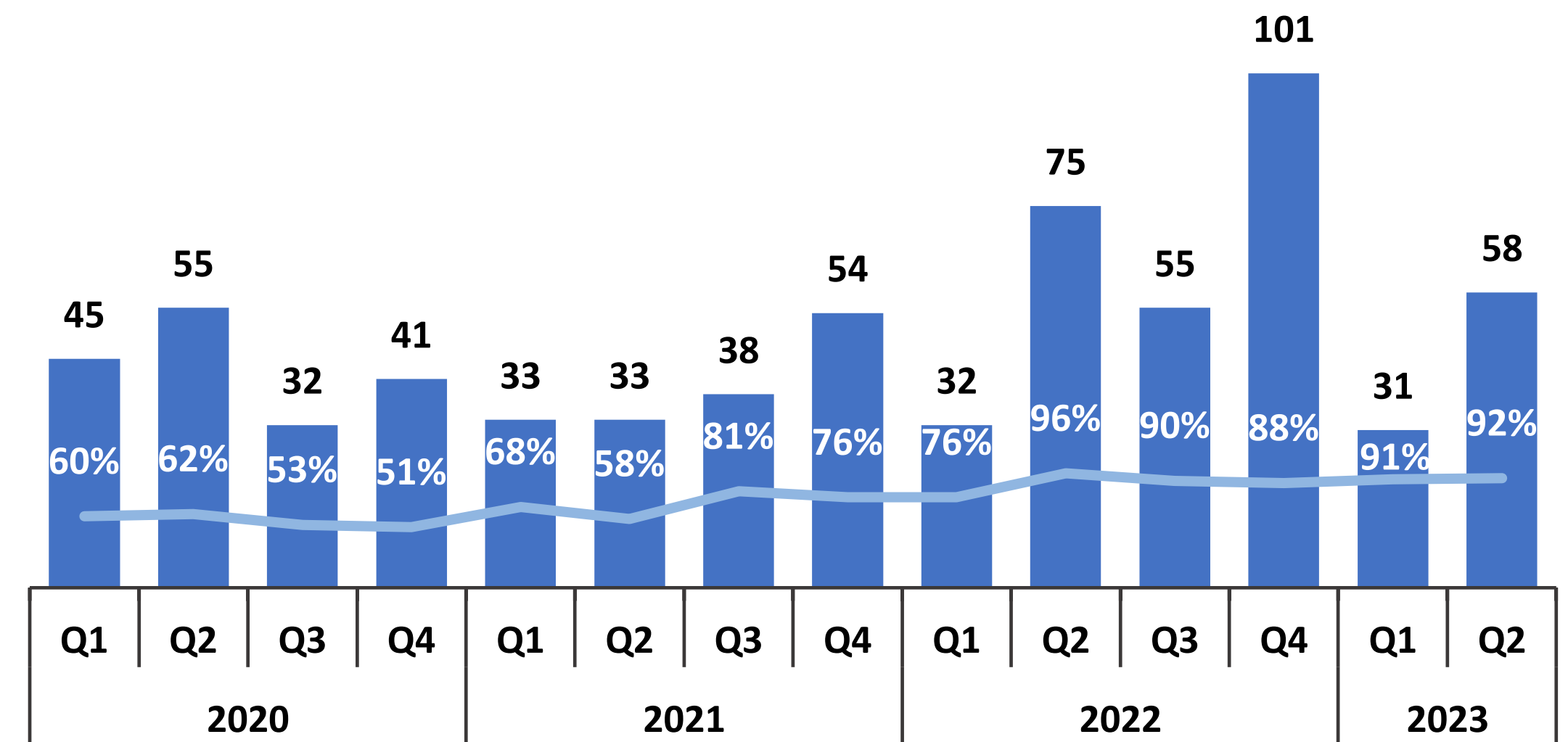
Revenue (SEKm) and Gross margin



- Organic revenue grew 31 %
  - Broad-based strength across most customer segments and regions
  - Strong growth in Asia
- 71 % gross margin, up 4 p.p. y/y, due to volume leverage

### Integrations

Revenue (SEKm) and Gross margin

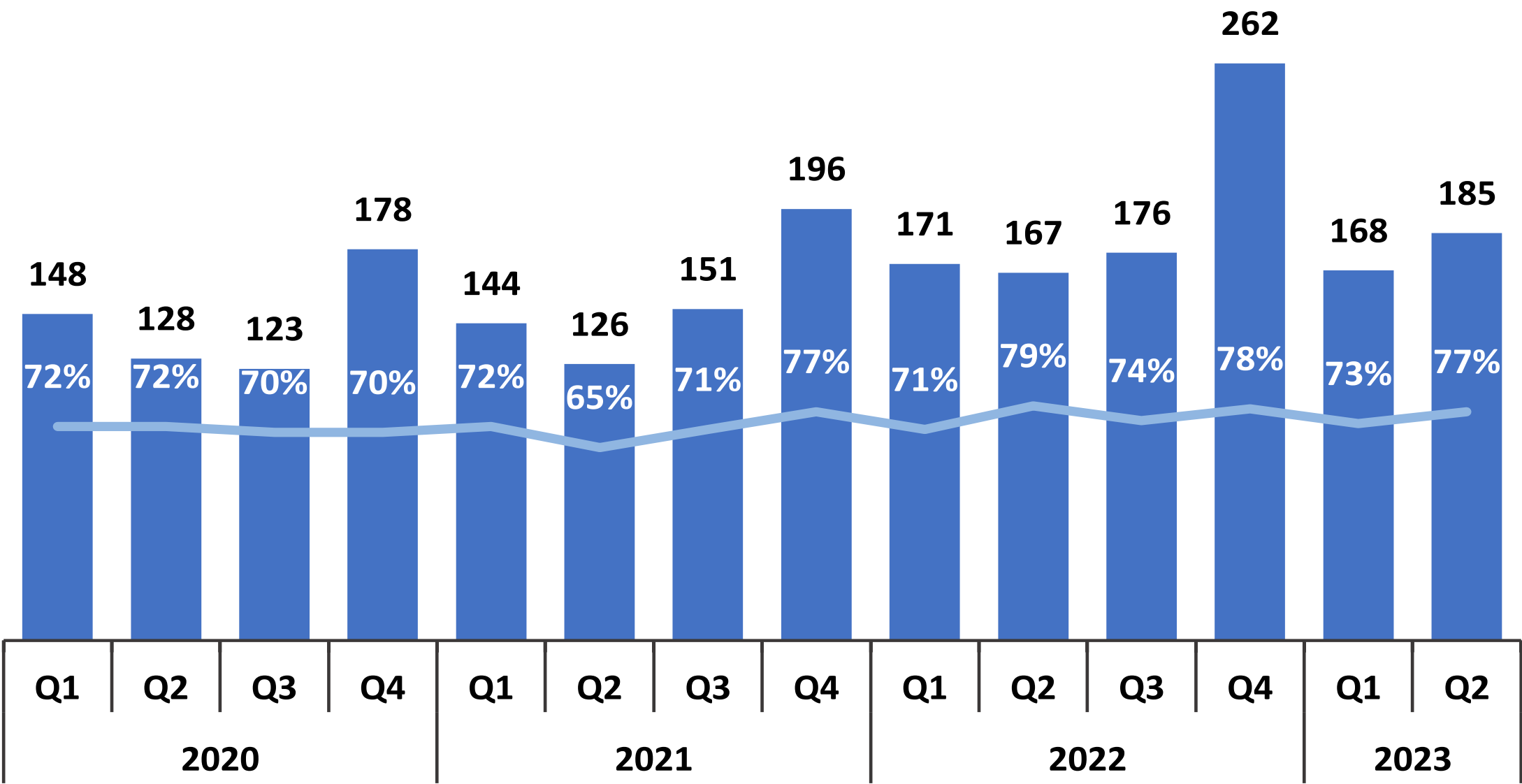


- Organic revenue decline of 26 %
- Substantial revenue from prepurchase of licenses related to PS VR2 in Q2 2022
- Strong growth adjusted for PS VR2 license revenues
- High levels of non-recurring engineering revenues related to XR projects
- 92 % gross margin, down 4 p.p. y/y, related to product mix shift

Q2 2023

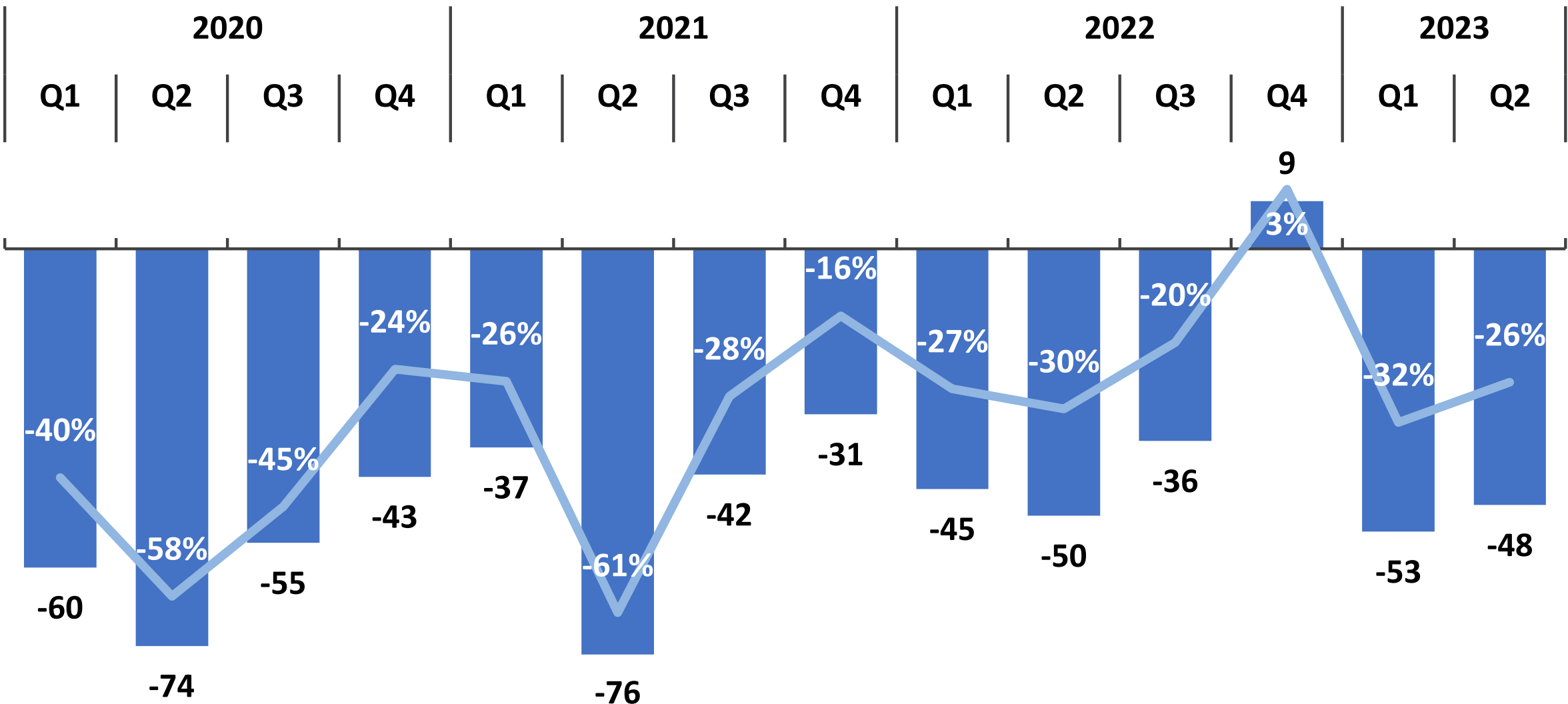
# Financial highlights – Tobii Group

Revenue (SEKm) and Gross margin



- 5 % organic growth
  - Growth moderated by a tough comparison quarter in Integrations
- 77 % gross margin, down 2 p.p. y/y, related to mix

EBIT (SEKm) and EBIT margin



- EBIT SEK -48 million, up SEK 2 million from previous year
- Operating expenses increased moderately by 2 %, driven primarily by additional investments in R&D
- EBIT margin improvement by 4 .p.p y/y, driven by leverage from growth

Q2 2023

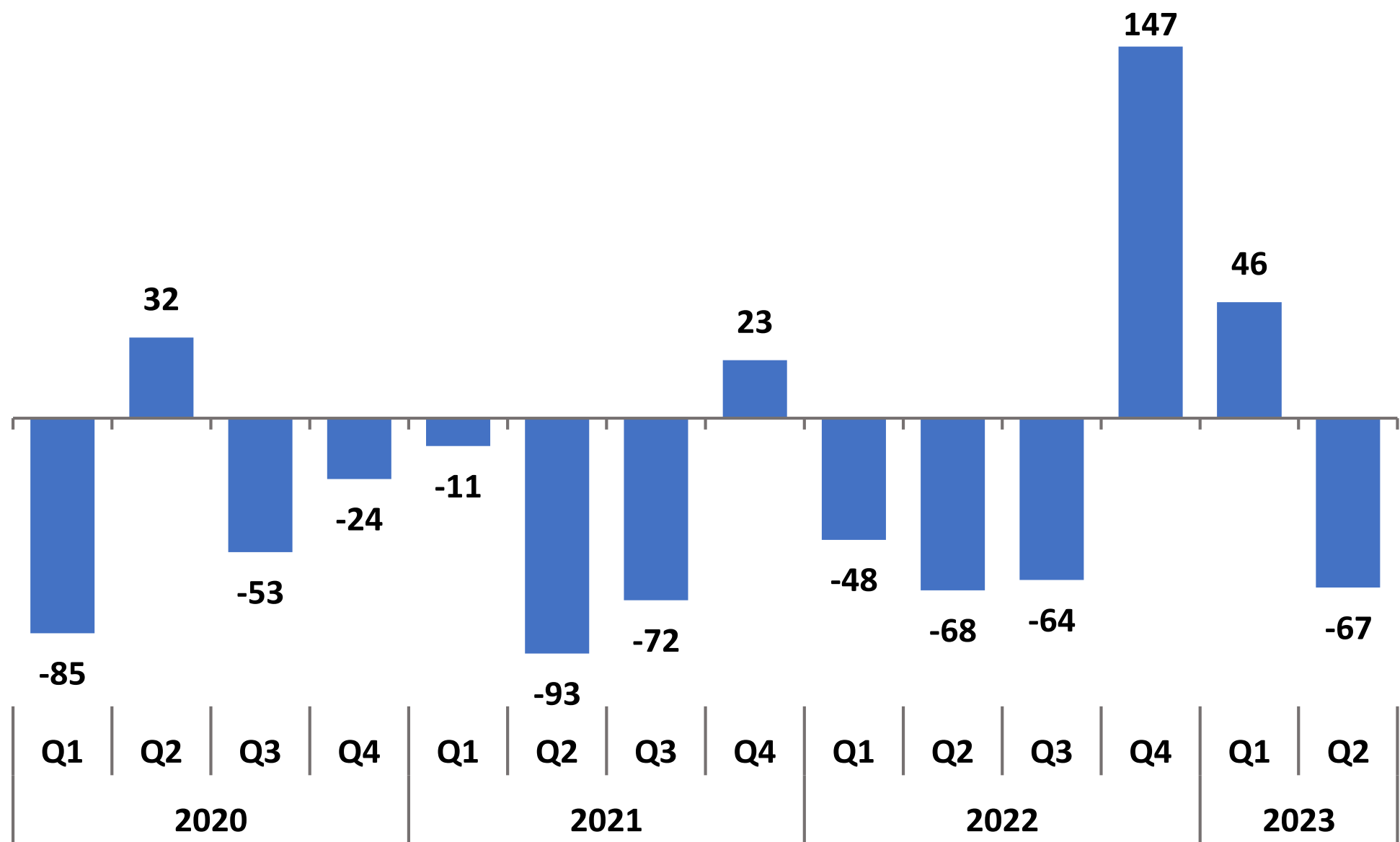
# Balance sheet and cash flow

- SEK -67 million (-68) in cash flow after continuous investments
- Cash and cash equivalents of SEK 360 (333) million
- Net cash excl. IFRS 16 of SEK 347 (316) million or SEK 276 (247) million incl. IFRS 16
- SEK 50 million unutilized revolving credit facility secured

Balance sheet and cash flow summary

Tobii Group (SEKm)	Q2 2023	Q2 2022
Equity	657	775
Equity Ratio (%)	54	69
Cash and cash equivalents	360	333
Net cash (Incl. IFRS 16)	276	247
Cash flow after continuous investments	-67	-68

Cash flow after continuous investments (SEKm)



# Eye tracking goes mainstream: Exciting new experiences from Game Studios



# Eye tracking goes mainstream: Apple launches the Vision Pro

“Today marks the beginning of a new era for computing”



*“Featuring visionOS, the world’s first spatial operating system... ...Vision Pro creates an infinite canvas for apps that scales beyond the boundaries of a traditional display and introduces a fully three-dimensional user interface controlled by the most natural and intuitive inputs possible — a user’s **eyes**, hands, and voice”*

- Apple, CEO Tim Cook

# Summary

- Strong momentum in Q2
- Seeing increased market excitement of attention computing and eye tracking
- Recognition for systematic efforts on improving sustainability
- Continued commitment to EBIT profitability in Q4 2023

Thank you!