

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 is set against a white background. Behind the logo, there are two large, flowing, wavy shapes in shades of blue. One wave is a lighter, translucent blue and curves from the bottom left towards the center. The other wave is a darker, more solid blue and curves from the bottom right towards the center, partially overlapping the first wave. The overall composition is clean and modern, with a focus on the brand name and dynamic, fluid shapes.

tobii

Tobii's Q1 2023
earnings call
will start at 9 am CET

Welcome to Tobii's Q1 2023 earnings call

Anand Srivatsa, CEO



Magdalena Rodell Andersson, CFO



This is Tobii



Founded in 2001



Sweden HQ
with offices globally



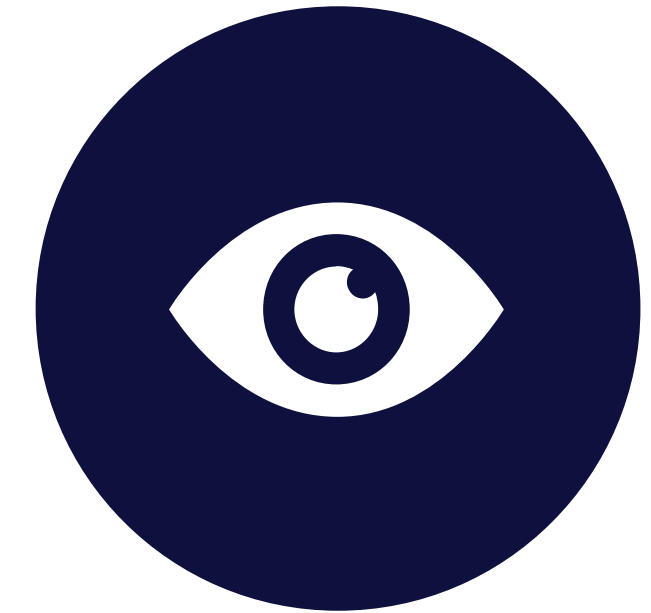
800+ patents and
patent applications



Listed on Nasdaq
Stockholm (2015)



>600 employees



Global leader in
eye tracking

Q1 2023

Business overview and events

Business overview

- Revenue declined 7% organically
- Integration business sees continued positive developments in Automotive and key XR accounts
- Strong financial position

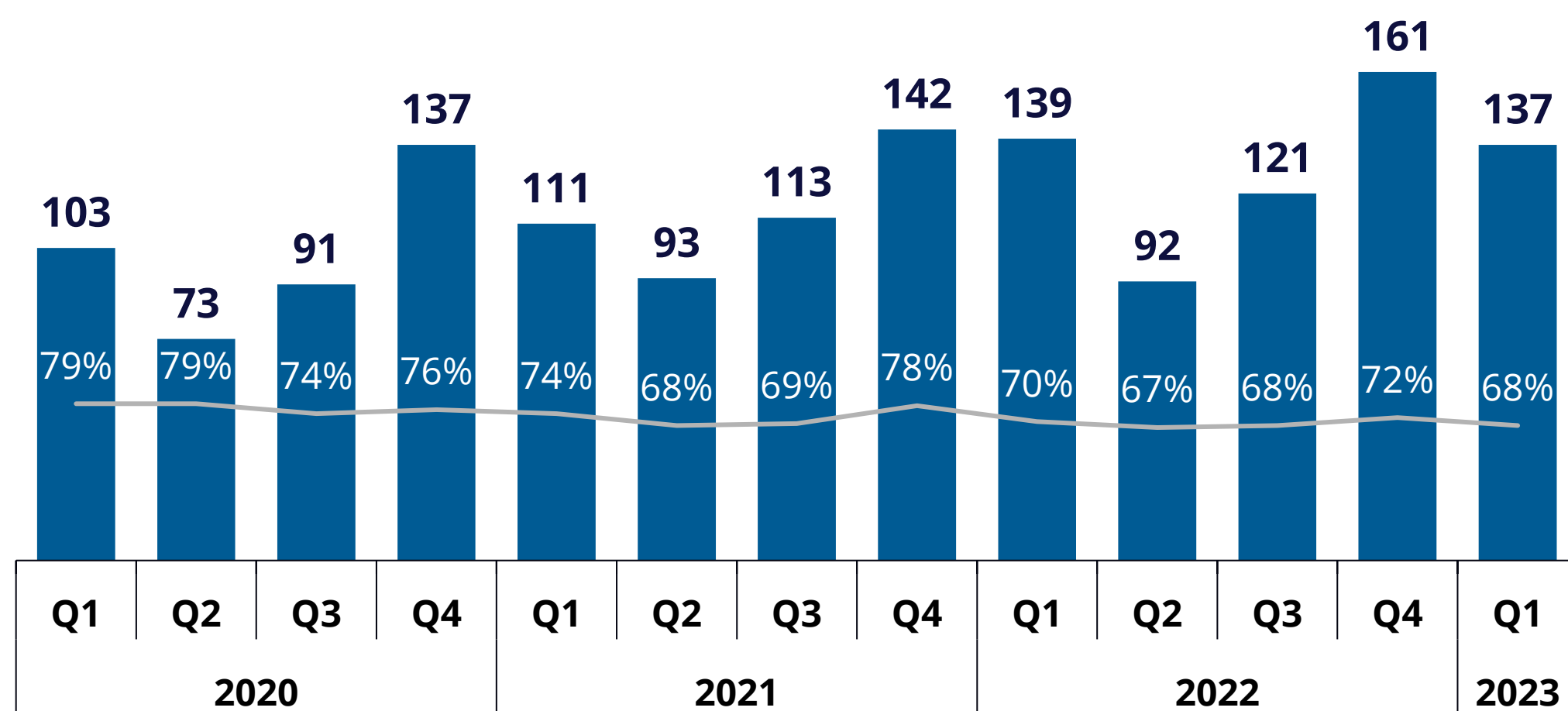
Notable events

- First Automotive design win awarded after quarter end
- Sony launched the PlayStation VR2 (PS VR2)
- Targeted acquisition of Oculid GmbH strengthens Products & Solutions segment
- 3 design wins received during the quarter for enterprise VR and PC applications

Q1 2023

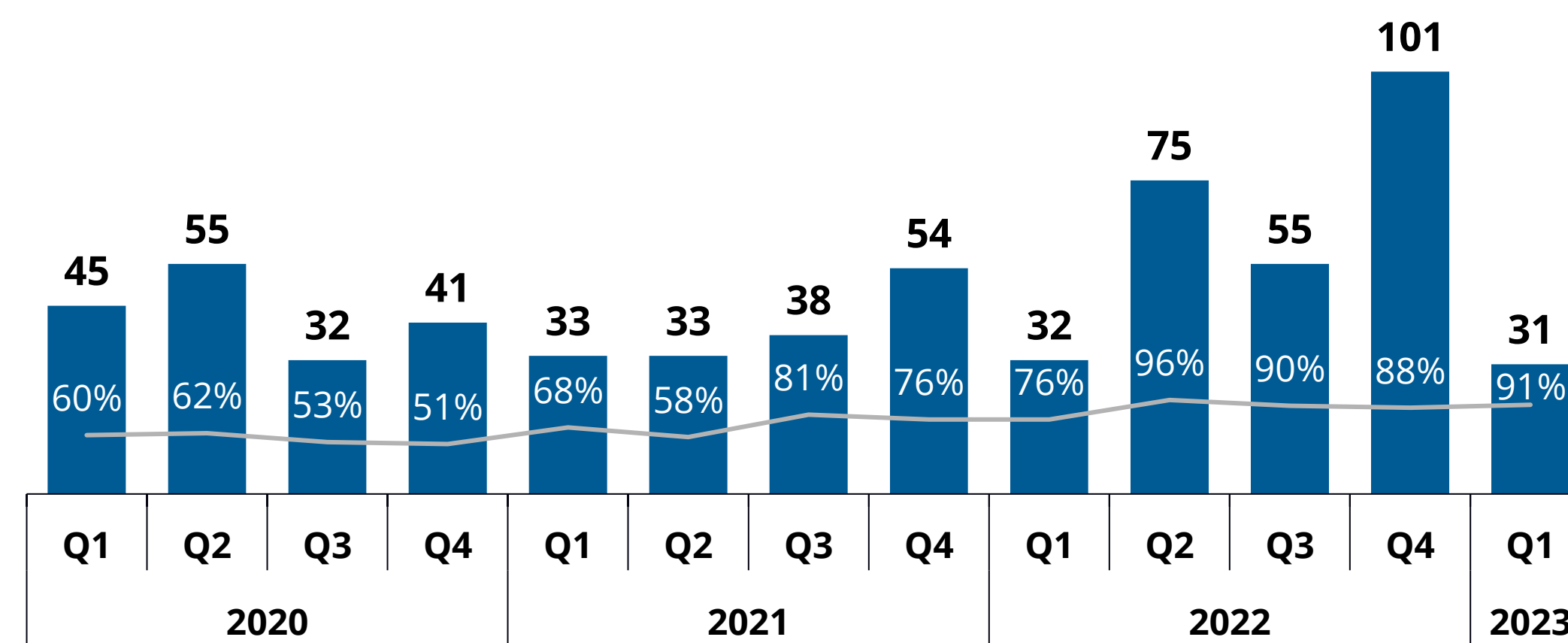
Financial highlights – Segment

Products and Solutions Revenue (SEKm) and Gross margin



- Organic revenue decline of 6% in the quarter
 - continued challenges in sales to enterprise customers
 - the gaming peripheral Eye Tracker 5 continued to show strong growth
- 68% gross margin, down 2 p.p. y/y, due to product mix shift

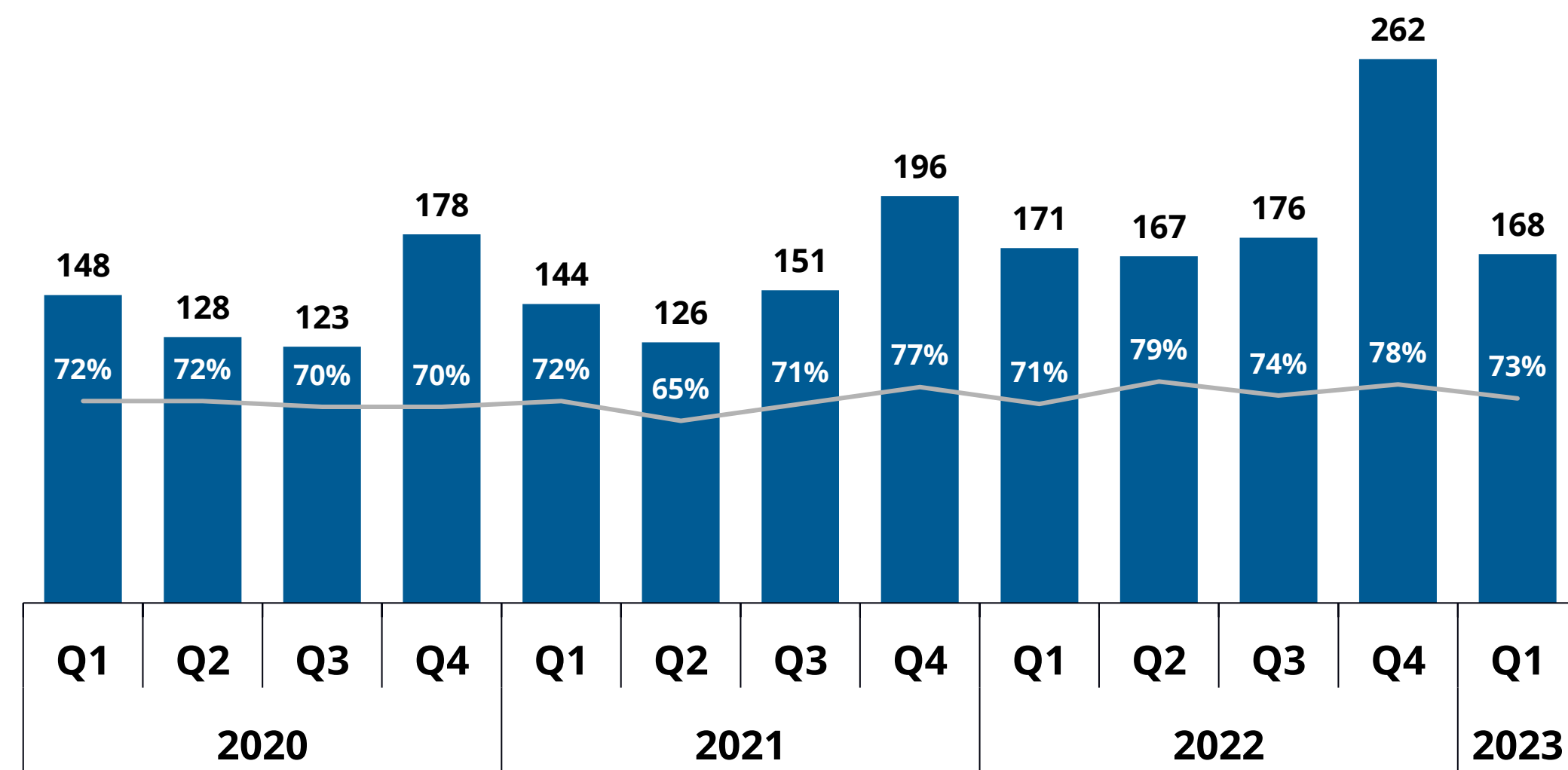
Integrations Revenue (SEKm) and Gross margin



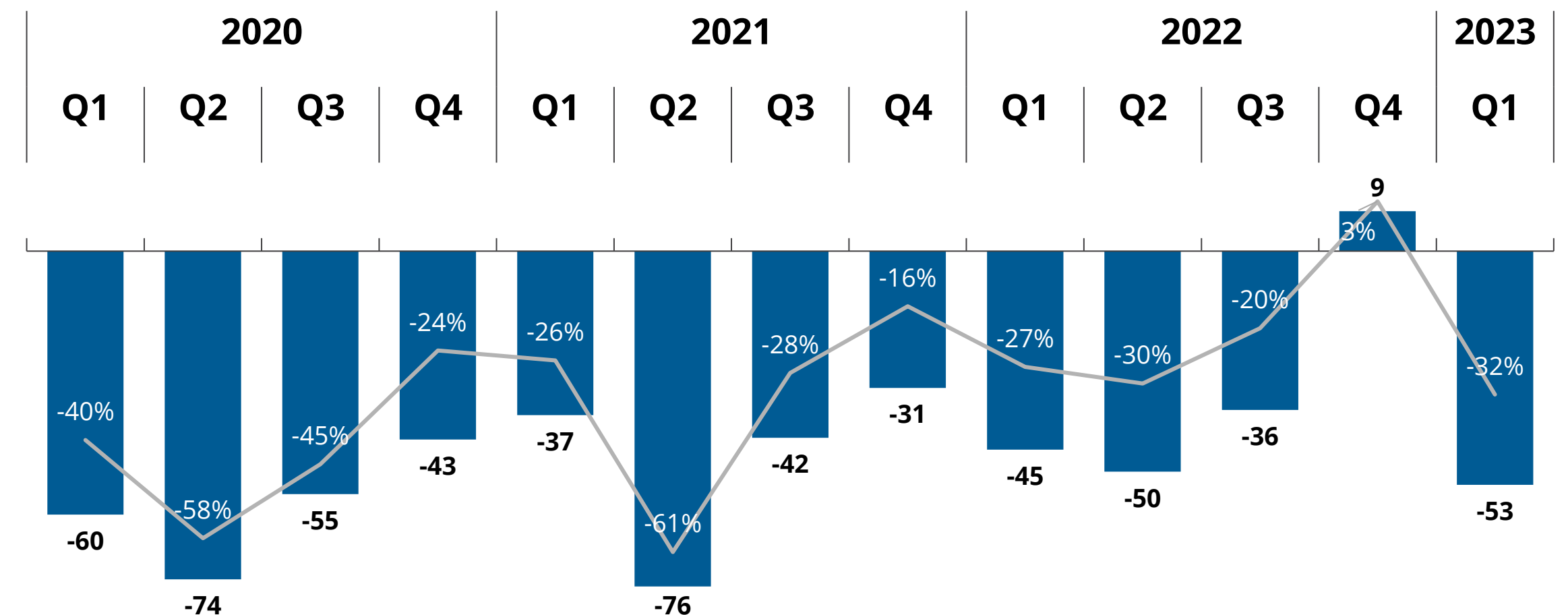
- Organic revenue decline of 9 % in the quarter
 - low levels of licenses as well as engineering revenues related to integration projects
- 91% gross margin, up 15 p.p. y/y, related to product mix shift from hardware to software.

Q1 2023 Financial highlights – Tobii Group

Revenue (SEKm) and Gross margin



EBIT (SEKm) and EBIT margin



- -7 % organic growth, primarily because of continued challenging trends in sales to enterprise customers in Products & Solutions
- 73% gross margin, up 2 p.p. y/y, related to product mix shift from hardware to software

- EBIT SEK -53 million, down SEK 8 million from previous year
- Operating profit decline driven by negative operating leverage from the revenue decline

Q1 2023

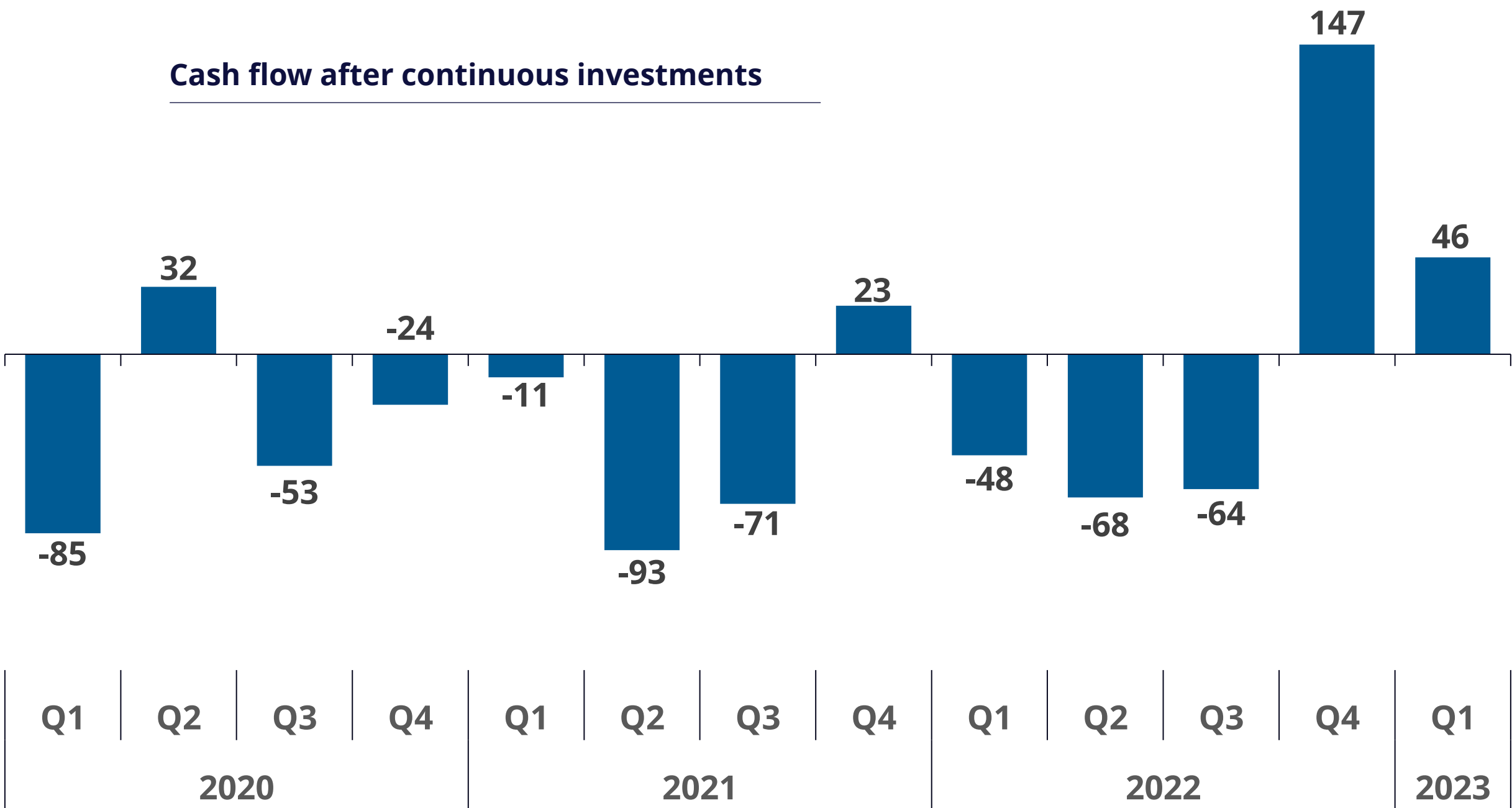
Balance sheet and cash flow

- SEK 46 million (-48) in cash flow after continuous investments
 - Positively affected by a temporary deferral of SEK 63 million covid-related tax reliefs
- Cash and cash equivalents of SEK 439 (402) million
- Net cash excl. IFRS 16 of SEK 424 (387) million or SEK 375 (315) million incl. IFRS 16
- SEK 50 million revolving credit facility secured

Balance sheet and cash flow summary

| Tobii Group (SEKm) | Q1 2023 | Q1 2022 |
|--|---------|---------|
| Equity | 701 | 818 |
| Equity Ratio (%) | 57 | 71 |
| Cash and cash equivalents | 439 | 402 |
| Net cash (Incl. IFRS 16) | 375 | 315 |
| Cash flow after continuous investments | 46 | -48 |

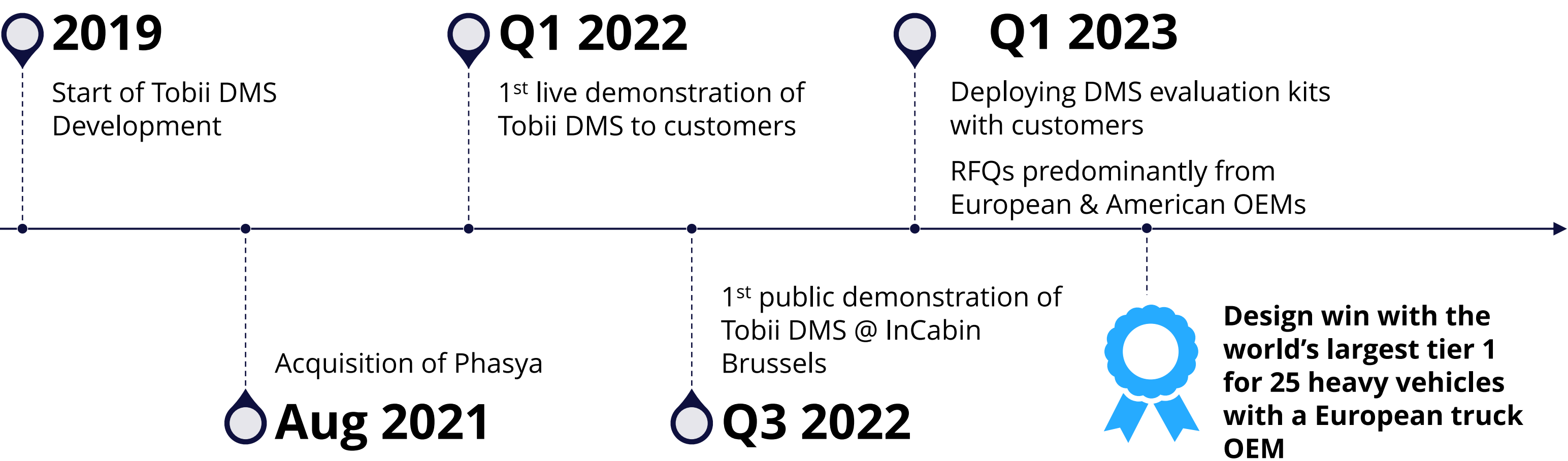
Cash flow after continuous investments



First Tobii DMS design win



Tobii DMS unlocks a large new market for our core technology



We are unlocking a large new market for Tobii's core technology

RFQ for new platform/start of production (SOP)



- RFQs are almost always competitive bids
- RFQs can be sourced from either a Tier-1 or directly from an OEM brand/group
- An RFQ award could include multiple OEM brands, multiple platforms and multiple models.

We consider each RFQ award to be a design win & will communicate in that manner moving forward



Lowest total cost of ownership

1. Algorithm cost
2. Cost of components required to run the algorithm
 1. Camera (Sensor, lens etc.)
 2. Compute (Standard SoC, Accelerator)
 3. Other components (memory etc.)
3. Cost & complexity of integration
 1. Tuning based on optical path (e.g. sensor, lens, illuminator)
 2. Tuning based on camera location (Dashboard, rear view mirror)
 3. Porting to new SoC/operating systems etc.

We intend to build a leadership position in DMS SW

Summary

- Weak earnings in Q1 2023
- Break-through for our long-term investments
 - Tobii eye tracking reaches mass-market with PSVR2
 - 1st design win opens up the Automotive DMS market
- Continued commitment to EBIT profitability in Q4

Thank you!