



# Interim Report Q3 2021

October 28, 2021





Q3 2021

## Business highlights and significant events

- Revenue grew 26% organically with broad-based strong growth across the product portfolio
- Positively affected by delayed shipments from the first half of 2021, and negatively affected by a logistics hold-up
- Strong inflow of reimbursement applications in Tobii Dynavox
- 8 new design wins for Tobii remainco
- Break-even operating result SEK 0 million (-27)
- Tobii's extra shareholder meeting decided to distribute Tobii Dynavox to our shareholders
- The preparations for the spin-off and listing of Tobii Dynavox around year end are progressing according to plan

# tobii dynavox

The World Leader in Assistive Technology for Communication





# Tobii Dynavox has a large and important mission and opportunity

Our mission is to empower people with disabilities to do what they once did, or never thought possible.



**Power to be You!**





**A large market that is still largely unserved**

**~2%**

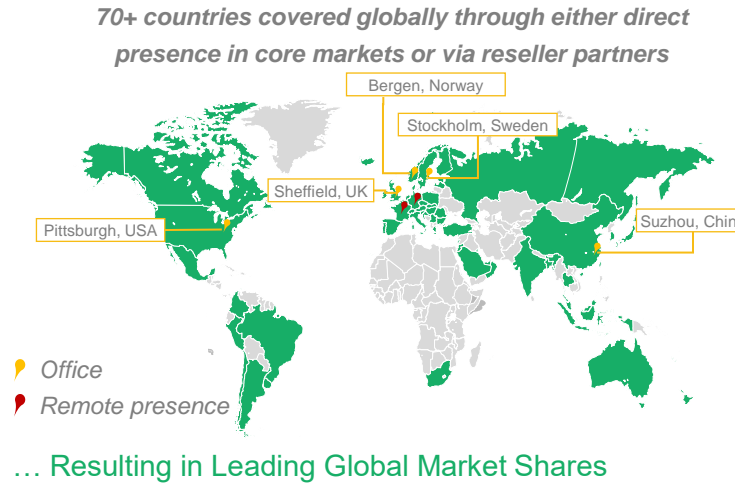
# Tobii Dynavox is the clear global market leader, with unparalleled distribution and access to reimbursement

## Comprehensive portfolio of leading solutions

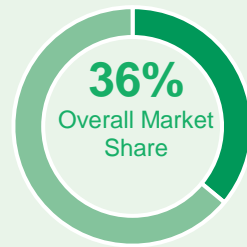
- Leading provider of touch and eye tracking assistive technology solutions and tools for adapted special education
- Integrated solution and ecosystem of resources
- Leading clinical expertise with medically certified solutions



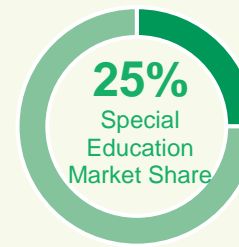
## Only Player with Global Reach...



### Assistive Technology For Communication



### Special Education Boardmaker



## Unparalleled Distribution and Funding Access

**~500**  
Employees

**120+**  
Sales  
Employees

**50+**  
Reimbursement,  
Appeals and Contracting  
Specialists

**95+**  
Resellers &  
Partners

**10,000+**  
Prescribing  
Therapists

**50,000+**  
AAC Professionals  
Trained p.a.

**400+**  
Local Insurance  
Companies

## Business highlights and significant events

- Order backlog from first half of 2021 largely cleared out
- Renewed supply delays related to a hold-up at a US logistics terminal
- Unusually strong inflow of reimbursement applications

### Updated financial targets

Revenue  
growth

**>10%**  
*per annum*

EBIT  
margin

**>15%**

Net debt /  
EBITDA

**2,5x**

Tobii Dynavox introduced new financial targets in conjunction with the release of an information brochure

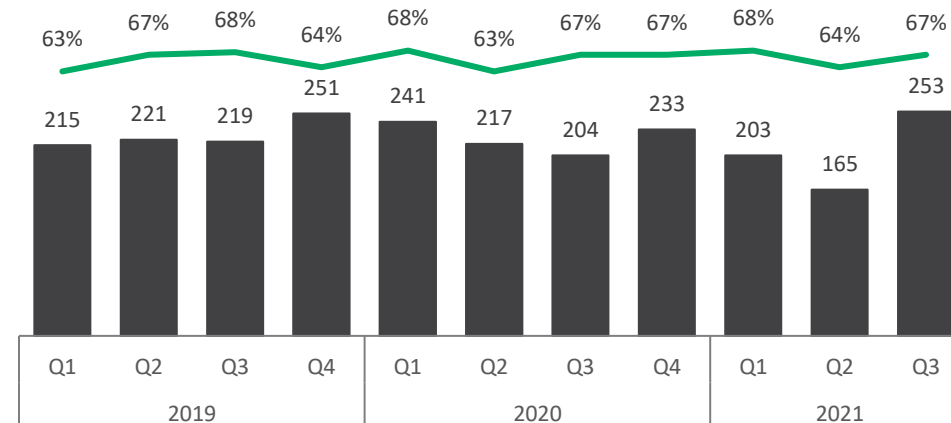


# Tobii Dynavox Q3 2021

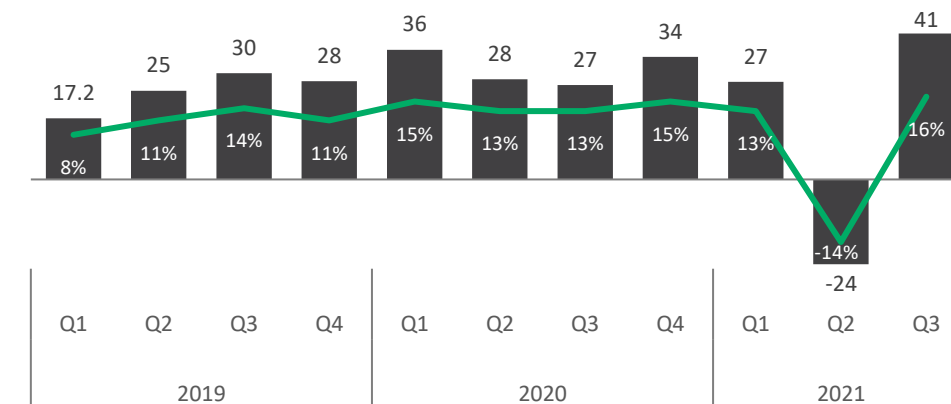
## Financial highlights

- Revenue grew 27% organically
  - Impact from the supply disruptions during first half
  - Negative impact from two-week logistics hold-up at JFK
  - SEK 23m in revenue being deferred to the fourth quarter
  - Net effect → approximately 7% underlying organic growth
  - Continued improving trends in sales pipeline
- Gross margin was 67% (67%)
- EBIT margin of 16% (13%)
  - Net positive effect from supply chain and logistics disruptions
  - Temporary listing related costs SEK 4m

Revenue (SEK million) and Gross Margin



EBIT (SEK million) and EBIT Margin





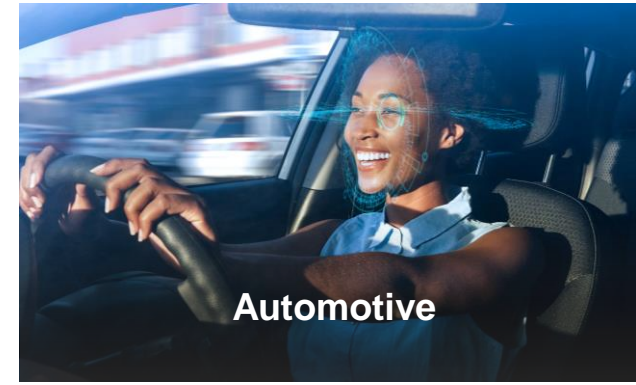
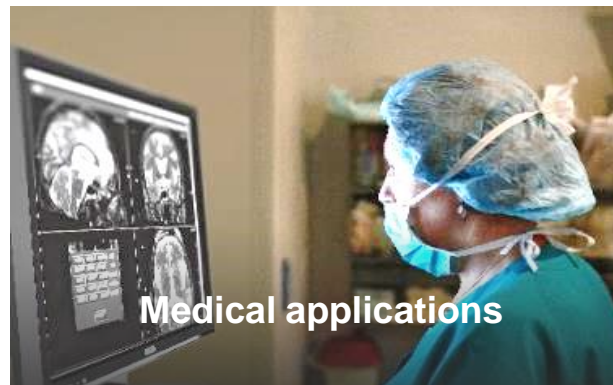
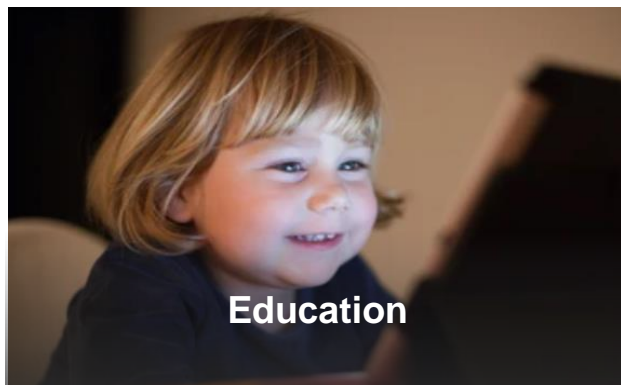
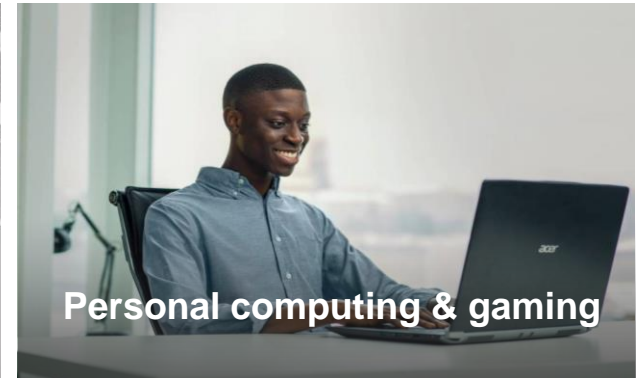
Tobii remainco

tobii pro + tobii tech = tobii

# Tobii - the global leader in eye tracking technology and solutions

## Mission

To improve the world with technology that understands human attention and intent

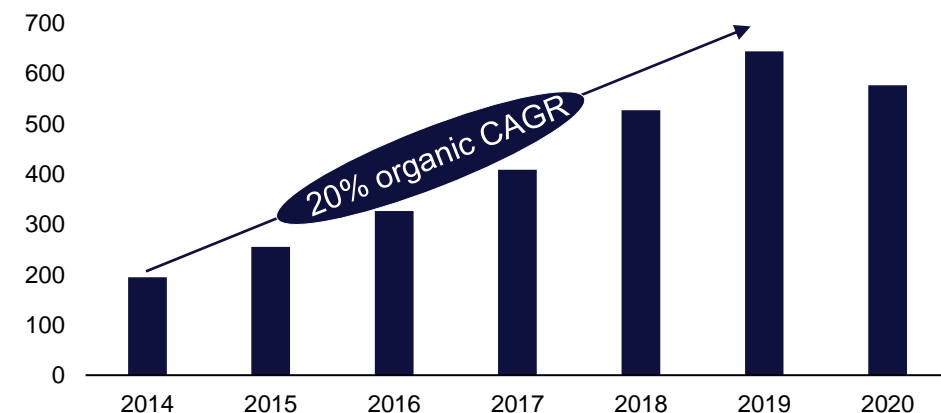




# Tobii is a unique strong growth investment opportunity

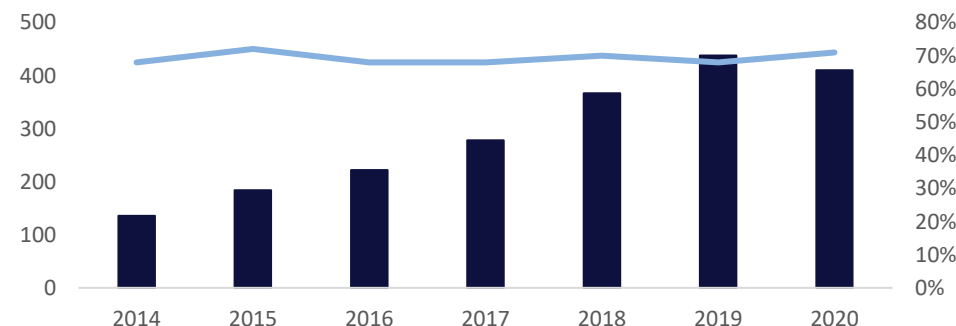
1. Eye Tracking provides strong value across wide portfolio of applications
2. Long-term volume potential exceeds one billion units, making it an highly attractive and valuable industry, with key markets on the verge of large volume scaling
3. Established global market leader
4. Technology leader in eye tracking with leading know-how, products / solutions and patent portfolio
5. Strong revenue growth outlook with attractive profitability profile as a result of high gross margins and low incremental opex needs

Revenue (SEK million)



Revenue for Tobii Pro and Tobii Tech including sales to Tobii Dynavox

Gross profit (SEK million) and Gross margin



Gross profit for Tobii Pro and Tobii Tech including gross profit from sales to Tobii Dynavox



## Business highlights and significant events

- Organizational merger between Tobii Pro and Tobii Tech complete
- Customer activity continue to steadily rise
- Received 8 new design wins
  - Three with our PC software solutions Aware and Horizon
  - Three with customers integrating our technology in the application areas education, reading, and security.
  - Two for new VR headsets
- Communicated our entry into the automotive driver monitoring market



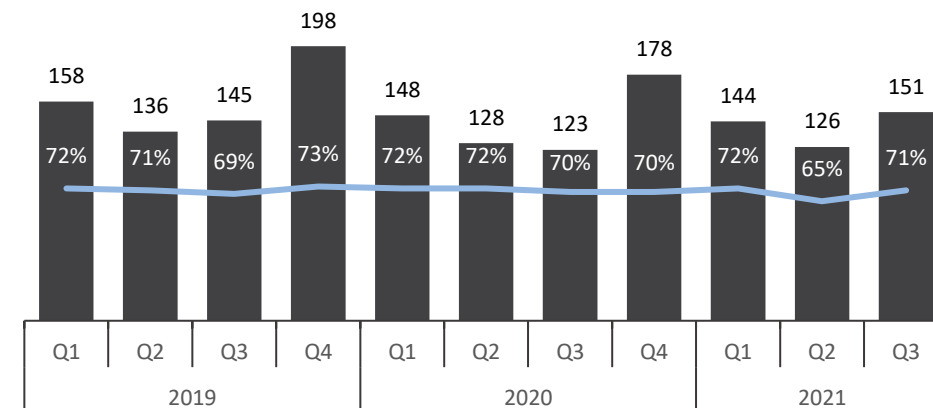
[Tobii and Pimax Announced a New Partnership to Bring Eye Tracking to Consumer Virtual Reality Headsets](#)

## Tobii Remainco Q3 2021

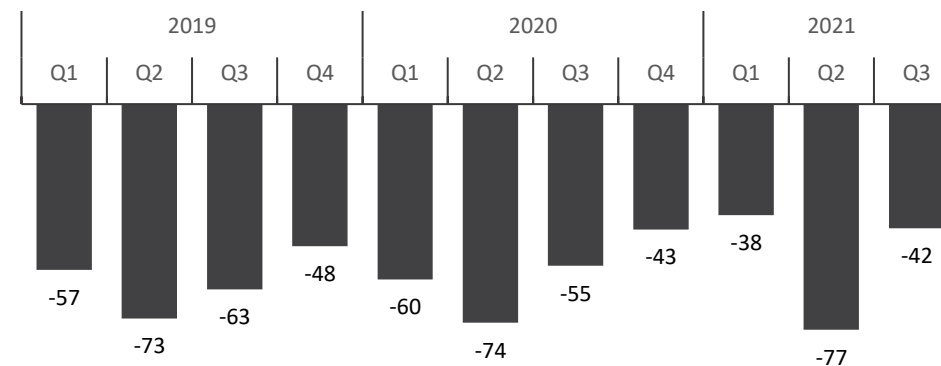
# Financial highlights

- Revenue grew 26% organically
  - Broad-based growth across most of our products
  - Strong demand from scientific research customers
  - Chinese market lagging due to university budget issues
- Gross margin was 71% (70%)
- Operating loss was SEK -42 million (-55)

### Revenue (SEK million) and Gross Margin



### EBIT (SEK million)

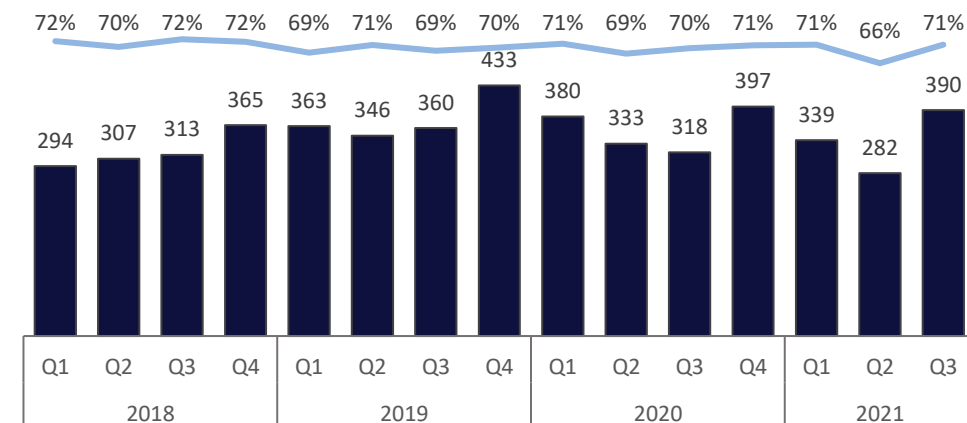


# Tobii Group Q3 2021 - Financial highlights

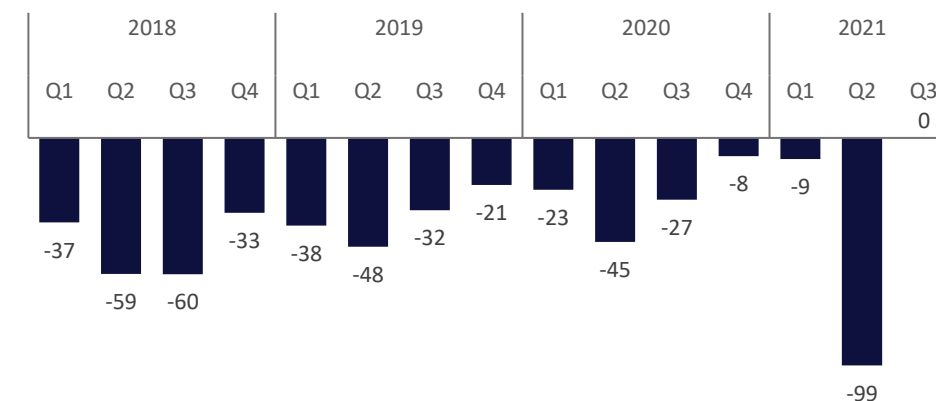
## Profit and Loss

- Revenue grew 26% organically
  - Boosted by supply disruptions during first half of 2021 (SEK +59m)
  - Logistics disruptions towards the end of the quarter (SEK -23m)
  - Adjusted for these effects organic growth would have been 15%
  - Impact from the pandemic remains across all business units
- Gross margin was 71% (70%)
- Group EBIT reached break-even SEK 0 million (-27)
  - Boosted by supply disruptions during first half of 2021
  - Logistics disruptions towards the end of the quarter impacted negatively

Revenue and Gross Margin for the Group (SEK million)



EBIT for the Group (SEK million)



## Tobii Group Q3 2021 - Financial highlights

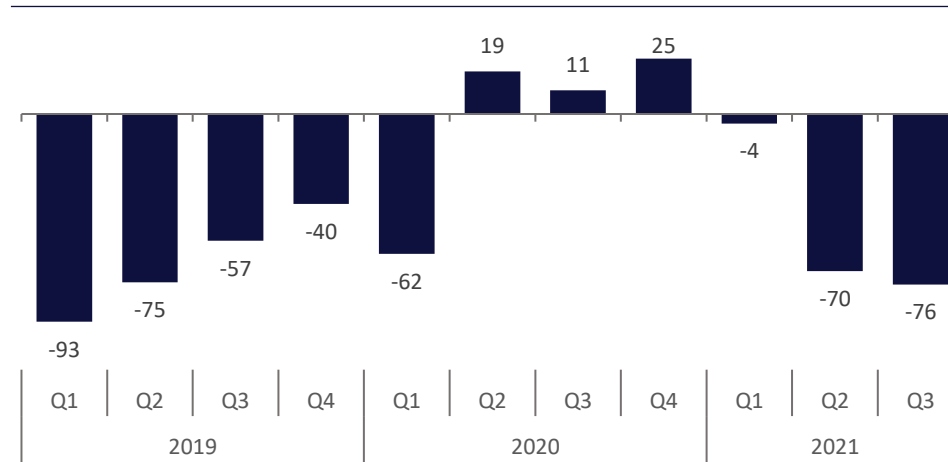
# Balance sheet and cash flow

- SEK -76 million (11) in free cash flow
- Cash position of SEK 271 million
- Net debt was SEK 340 million
- Tobii announced its intention to use its right to early redemption of its outstanding 2019/2022 bonds, and Tobii Dynavox signed a SEK 550m term-loan facility and a SEK 150m Revolving Facility Loan, both executed in October

### Group balance sheet and cash flow summary

Tobii Group (MSEK)	Q3 2021	Q3 2020
Total Assets	1654	1691
Equity	474	541
Equity Ratio (%)	29	32
Cash Position	271	298
Free cash flow	-76	11

### Group free cash flow







# Spin-off and listing process

- Spin-off and public listing of Tobii Dynavox around year-end is progressing according to plan
- Extra shareholder meeting in Tobii decided to distribute the shares of Tobii Dynavox to Tobii's shareholders

## Summary of the quarter and outlook

- 26% organic revenue growth
- Clearly improved business climate
  - Strong inflow of reimbursement applications in Tobii Dynavox
  - 8 new design wins for Tobii remainco
  - Strong growth in scientific research
- Break-even operating result

**=> Strong momentum for both companies going into the spin-off**



**Tobii Dynavox and Tobii remainco capital markets day**

November 30, 2021



tobii

Thank You