



Interim Report Q2 2021

August 20, 2021



Q2 2021 Summary

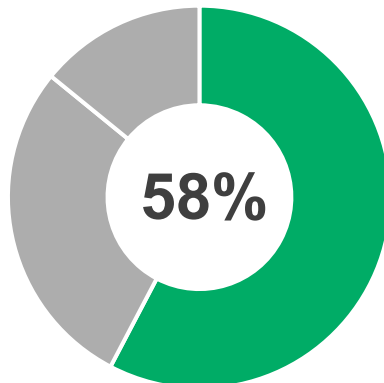
Temporary dip, strong order intake and increased business activity across the board

- Revenue was 4% lower organically as a supply disruption resulted in large deferral of revenue into Q3
- Increase in customer activity for all business areas
- Operating result SEK -99 million (-45)
- Announcement of Automotive Driver Monitoring initiative
- Acquisition of Phasya
- Good progress on the spin-off and listing of Tobii Dynavox
- Integration of Tobii Pro and Tobii Tech

Tobii Dynavox

- World's leading supplier of assistive technology for communication
- Market share close to 40%
- Provides products that enable users with disabilities to speak and communicate effectively

Tobii Dynavox's mission is to empower people with disabilities to do what they once did, or never thought possible



Share of Tobii's
gross sales (LTM)



tobii
dynavox

Tobii Dynavox Q2 2021

Strong demand increase notable in the sales pipeline

- Supply chain disruption in line with previous communications
- Revenue pressured by pandemic
- Underlying activity improved and the sales pipeline developed favorably

Total NPS score

50

Tobii Dynavox's customer Net Promotor Score has consistently been high in the past few years. Since early 2020 it has been showing a positive trend despite the pandemic and related supply chain disruptions. An exceptionally high NPS score currently around 50 is a testament to Tobii Dynavox fantastic standing among its customers and users.

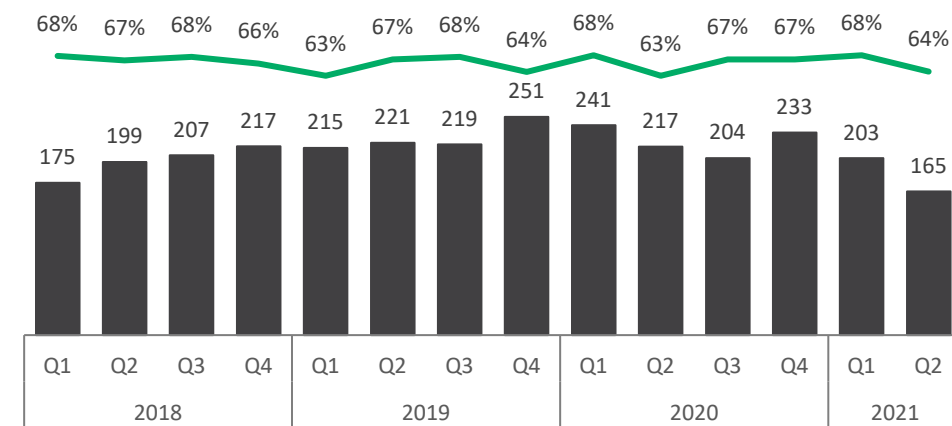
Tobii Dynavox Q2 2021 Financials

- Revenue -15% organically
 - Negative impact from the supply disruption and the pandemic in general
 - Strong trends in sales pipeline

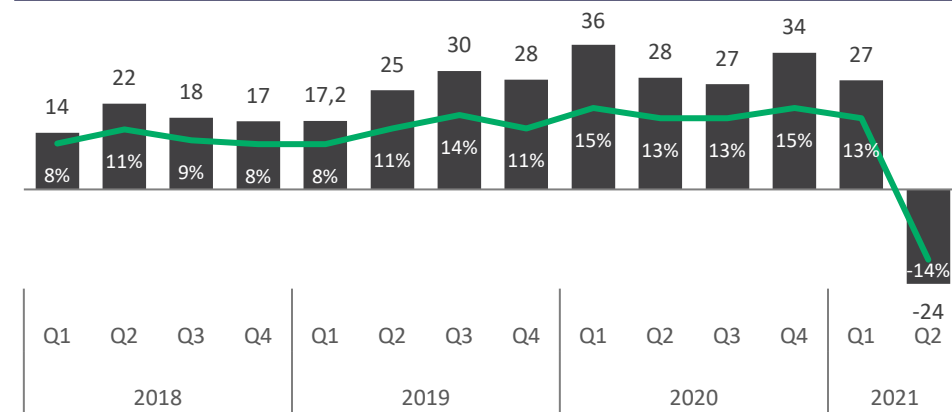
=> H1 without supply disruption would have added approximately SEK 70m in revenue, now expected in Q3 instead, and the organic growth for the first half year would have been around 7%
- Gross margin was 64% (63%)
- EBIT margin of -14% (13%)
 - Mainly affected by the lower revenue
 - Costs increased due to a normalization after previous year's government grants and work time reduction due to the pandemic

=> H1 without supply disruption, EBIT margin 12%

Revenue (SEK million) and Gross Margin



EBIT (SEK million) and EBIT Margin

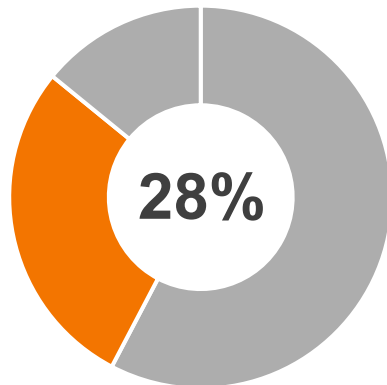


Tobii Pro

- World's leading supplier of eye-tracking solutions for understanding human behavior
- Market share of 60%
- Provides eye tracking solutions consisting of hardware devices, analysis software and research consulting

Tobii Pro's mission is to empower scientific researchers and business professionals with revolutionary insights into human behavior through the use of world-class eye tracking technology

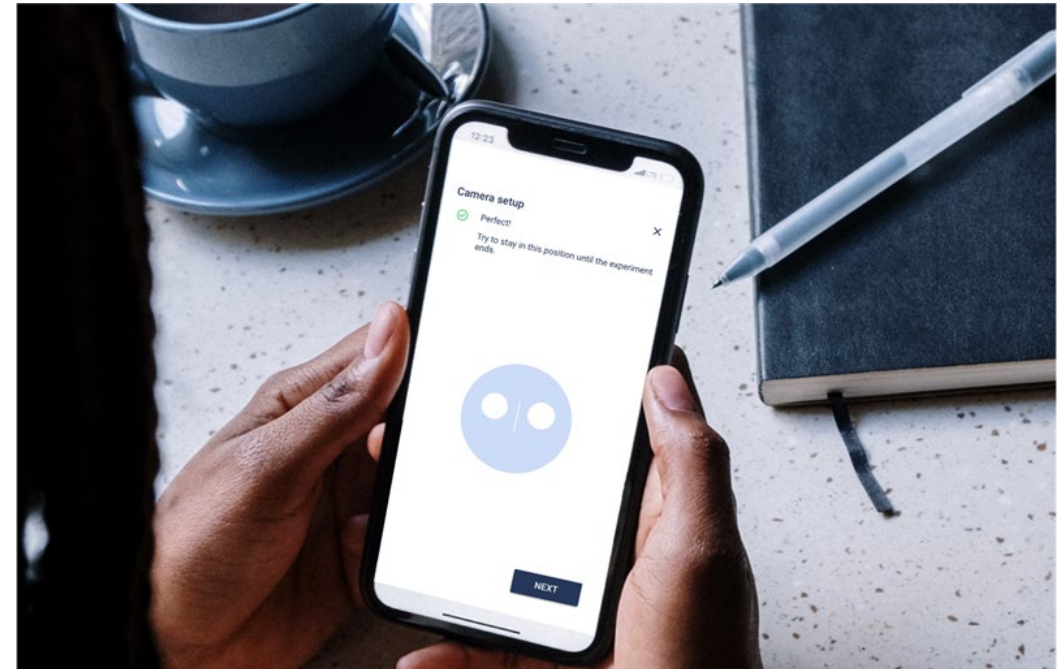
Share of Tobii's
gross sales (LTM)



Tobii Pro Q2 2021

Significant step-up in market activity

- 50% organic order intake growth
- Business remains heavily impacted by the pandemic
- Temporary budget freeze for universities in China
- US now contributing strongly to recovery
- Launched mobile eye tracking capabilities for Sticky by Tobii Pro

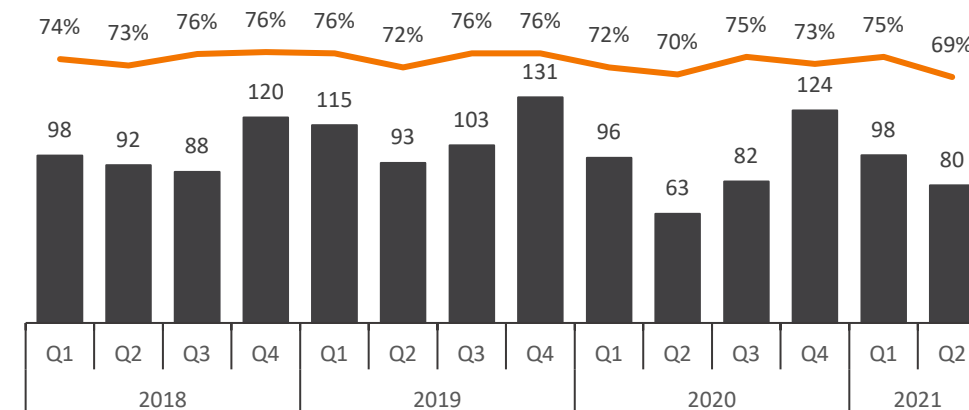


[Tobii Pro has launched a mobile eye tracking solution for market research expanding the capabilities of Tobii Pro Sticky](#)

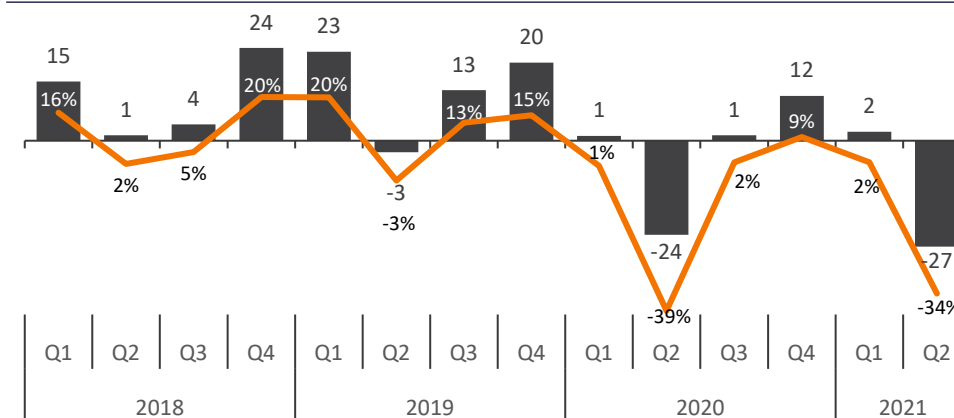
Tobii Pro Q2 2021 Financials

- Revenue grew 40% organically
 - Despite a clear negative covid-19 impact across many markets
- Gross margin at 69% (70%)
- EBIT margin at -34% (-39%)
 - EBIT impacted by a normalization of costs after last year's government grants and work time reduction due to the pandemic, and by higher amortizations compared to last year

Revenue (SEK million) and Gross Margin



EBIT (SEK million) and EBIT Margin

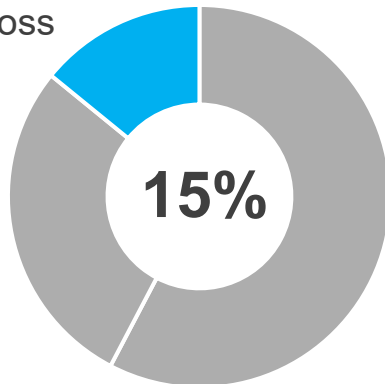


Tobii Tech

- World's leading supplier of eye-tracking technology for integration into consumer electronics and other volume products

Tobii Tech's mission is to enable devices to visually sense the user - to transform your everyday experiences to be more intelligent, intuitive and insightful

Share of Tobii's gross sales (LTM)



tobiitech

Business activity continue to increase in a good pace

- Customer activity continue to steadily rise
- Many of our customers' order intake has started to pick-up
- Received 5 new design wins
 - One VR headset and four medical applications
- Exciting collaboration with Nvidia on VRSS2
- Entering the Automotive DMS market
- Acquisition of Phasya



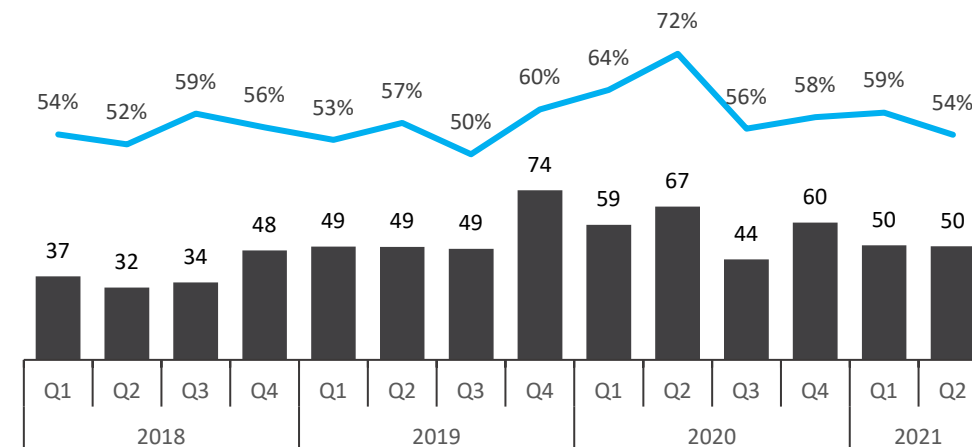
[Tobii has adapted its leading eye tracking technology to the needs of the automotive OEM market](#)

Tobii Tech Q2 2021

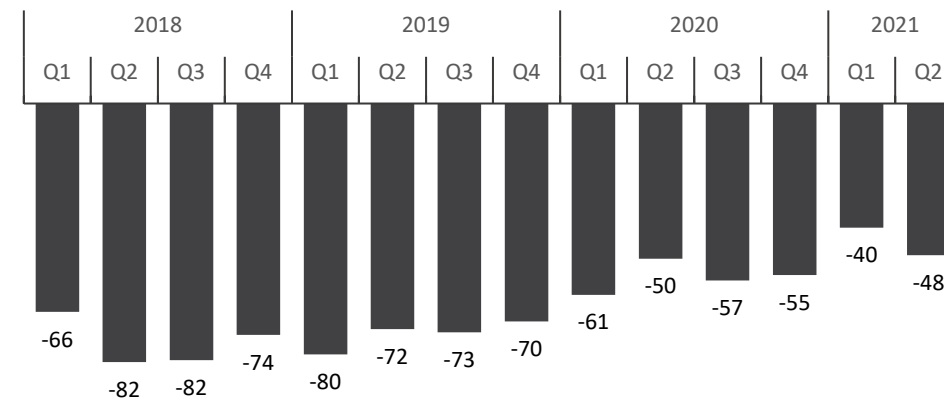
Financials

- Revenue -15% organically
 - Deferred internal revenues due to the supply disruption in Tobii Dynavox
- Gross margin was 54% (72%)
 - Comparison affected by unusually high non-recurring engineering revenue in last Q2
- Operating loss was SEK -48 million (-49)

Revenue (SEK million) and Gross Margin



EBIT (SEK million)

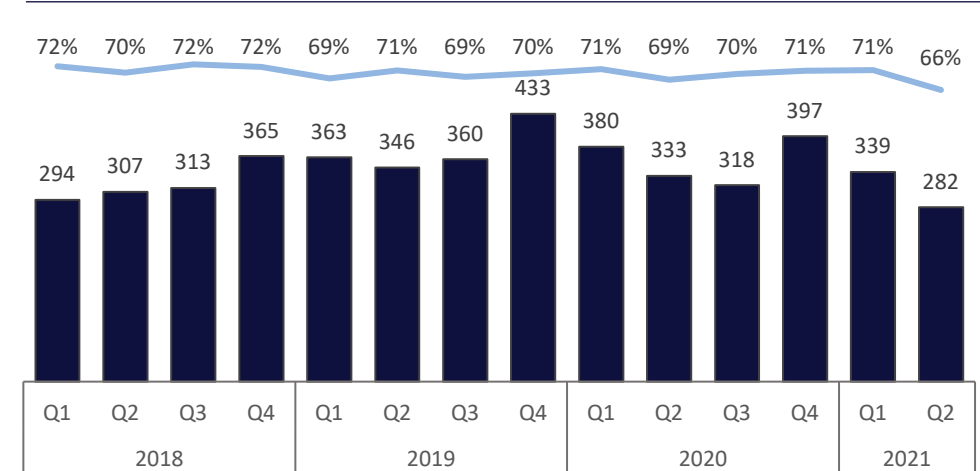


Tobii Group Q2 2021

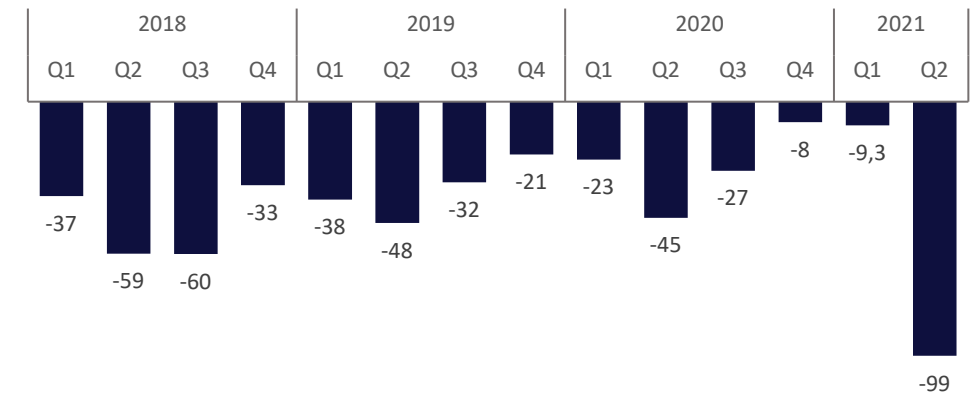
Financials

- Revenue was SEK 282 million (333), organically -4%
 - Supply chain disruption in Tobii Dynavox
 - Impact from the pandemic remains across all business units
- Gross margin was 66% (69%)
 - Negatively impacted by product mix
- Group EBIT was SEK -99 million (-45)
 - Top line affected by the continued pandemic
 - Costs back to normalized levels within sales and marketing without government grants and work time reduction as in previous year

Revenue and Gross Margin for the Group (SEK million)



EBIT for the Group (SEK million)



Tobii Group Q2 2021

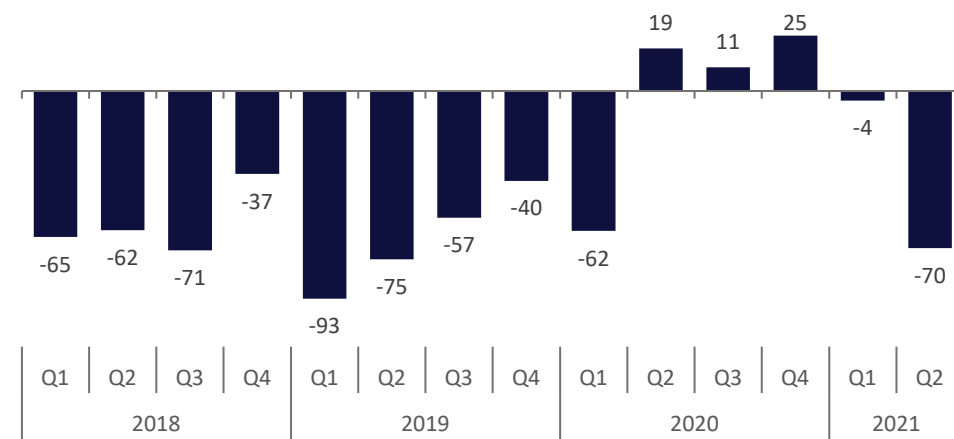
Balance sheet and cash flow

- SEK -69 million (19) in cash flow after continuous investments
- Solid cash position of SEK 349 million
- Net debt was SEK 251 million (SEK 109 million excl. IFRS 16 Leasing) per 30 June
- Tobii has a well-prepared plan for refinancing of the bond

Group balance sheet and cash flow summary

Tobii Group (MSEK)	Q2 2021	Q2 2020
Total Assets	1626	1662
Equity	462	578
Equity Ratio	28	35
Cash Position (excl Smartbox)	349	299
Cash flow after continuous investments	-69	19

Group cash flow after continuous investments



Summary of the quarter and outlook

Earnings pressured by temporary factors, underlying trends shows a more positive picture

- Revenue shift from H1 to Q3 due to supply disruption in Tobii Dynavox
- Improving sales activity across the board, despite continued pandemic effects
- Automotive DMS initiative and Phasya acquisition

Outlook

- Sales activity continues to strengthen across all segments
- Supply chain disruption expected to result in additional revenue of approximately SEK 70m in Q3 2021
- Positive operating result for full-year 2021 remains our ambition, but has become more challenging

Spin-off and integration process

- Spin-off and public listing of Tobii Dynavox progressing according to plan
- Integration of Tobii Pro and Tobii Tech also on plan
- Late fall 2021: Capital markets days in both (new) Tobii and Tobii Dynavox
- End of 2021: Planned spin-off and public listing of Tobii Dynavox

Automotive Opportunity

- Global commitment to Vision Zero Initiatives
- Technology innovation around driver assistance & monitoring is a key enabler to get there
- Legislative mandates gaining traction around the world for Driver Monitoring through behavior assessment
- Tobii is a leader in assessing human behavior using eye tracking





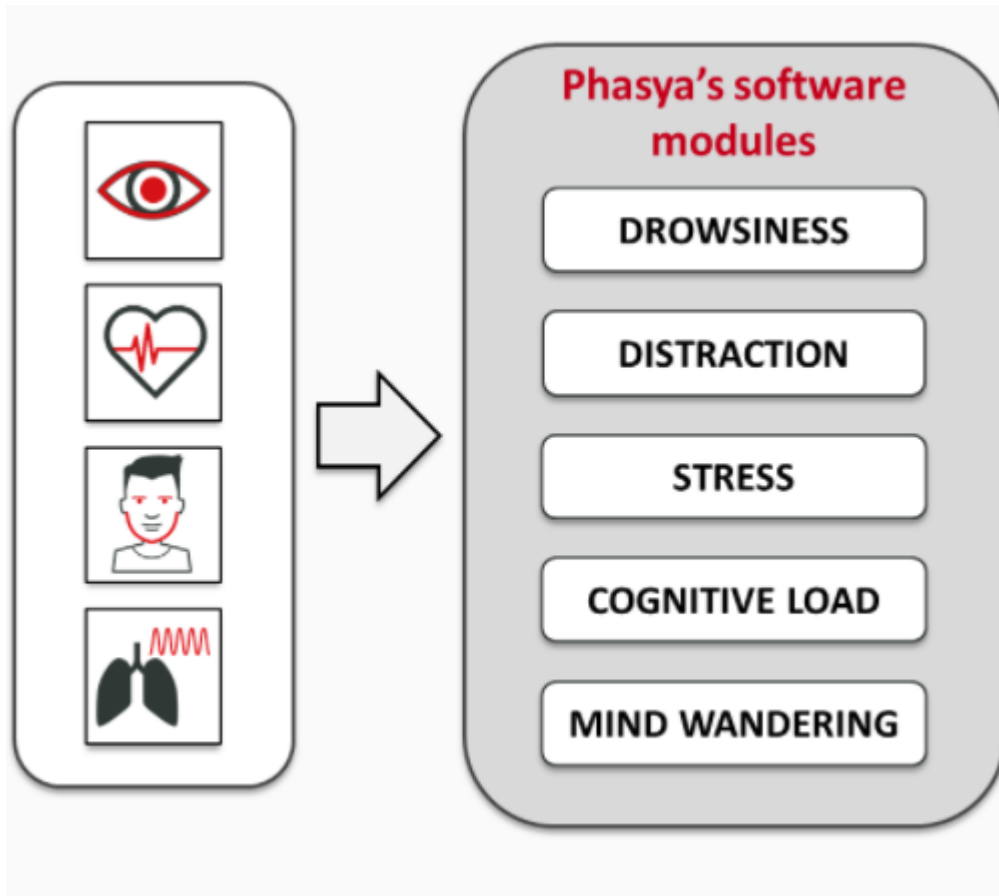
Tobii DMS

- Builds on 2 decades of eye tracking innovation with a proven track record of high-volume scale
- Unique full-stack capabilities from sensor & compute design → algorithms → end user SW
- A focus on optimizing for lowest total-cost-of integration
- Investment leverage between automotive and other vertical markets

Phasya is a great strategic fit



Multimodal AI software



Unlocking significant value

- Similar end markets
- Products, teams and customer engagements are complementary
- Phasya algorithms are valuable beyond automotive
- Tobii's global sales & marketing reach will help scale Phasya into new verticals



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