

**tobiï**



# Welcome

**Anand Srivatsa, CEO**



**Magdalena Rodell Andersson, CFO**



# This is Tobii



Founded in 2001



Sweden HQ  
with offices globally



700+ patents and  
patent applications



Listed on Nasdaq  
Stockholm (2015)

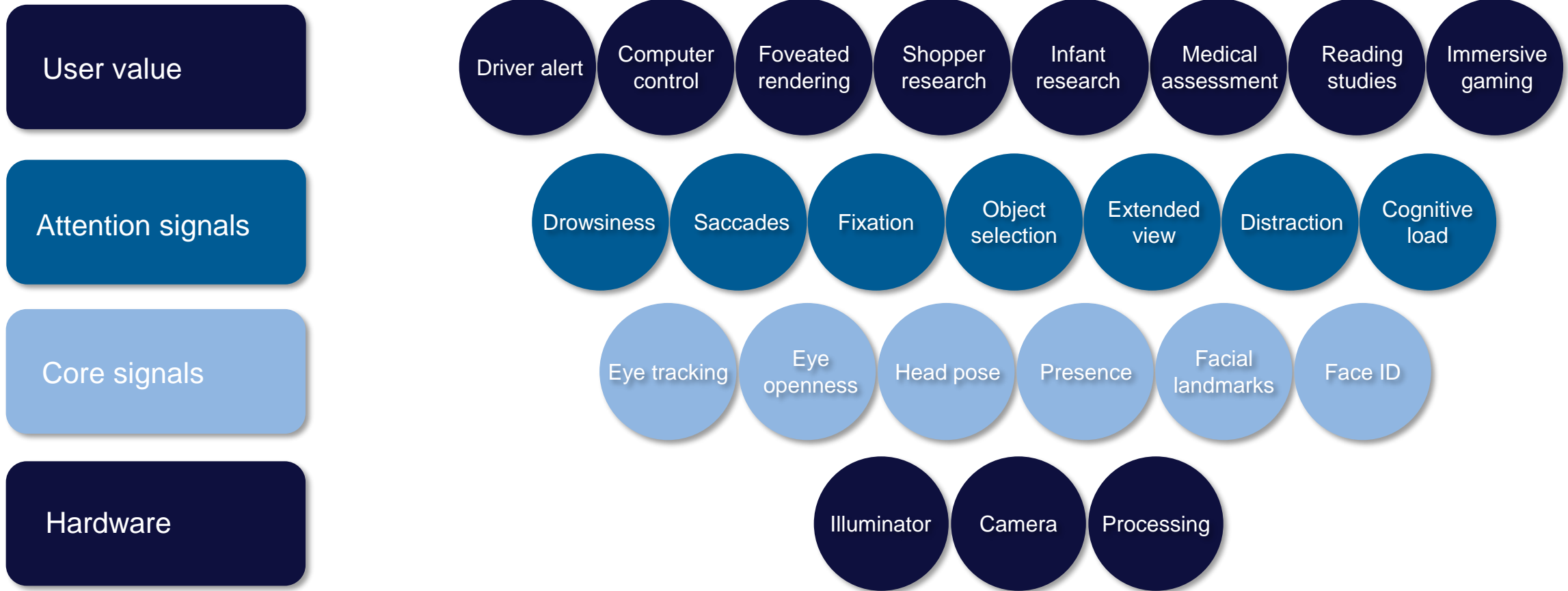


>600 employees



Global leader in  
eye tracking

# Tobii is a pioneer in Attention Computing



# Attention computing being harnessed today

**Accelerated  
adoption of our  
technologies in  
6 market  
opportunities**

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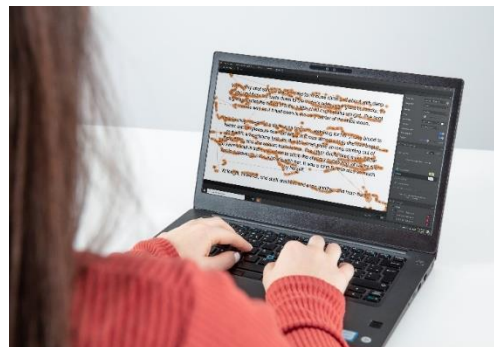
Gaming



Automotive



Healthcare



Education and training



Extended Reality (VR & AR)



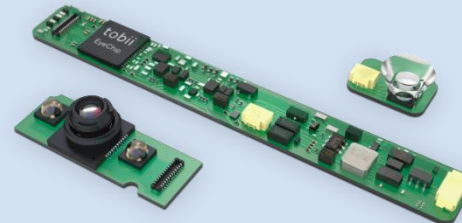
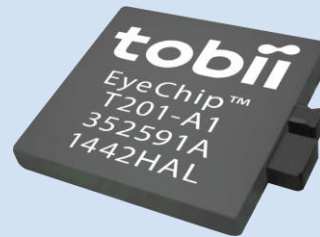
Behavioral studies and research

# We address the market opportunity via 2 segments

Products & Solutions



Integrations



PROPRIETARY TECHNOLOGY

Q2 2022

## Business highlights and significant events

### Business highlights

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- All-time high Q2 revenue
- 21% organic revenue growth
- Macroeconomic developments hinder growth in Products & Solutions, leading to a -8% organic decline in revenue
- Organic growth of +99% in Integrations propelled by Sony PlayStation VR2 deal
- Gross margin increased 14pp to 79% (65%)
- Operating result SEK -50 million (-76)

### Significant events

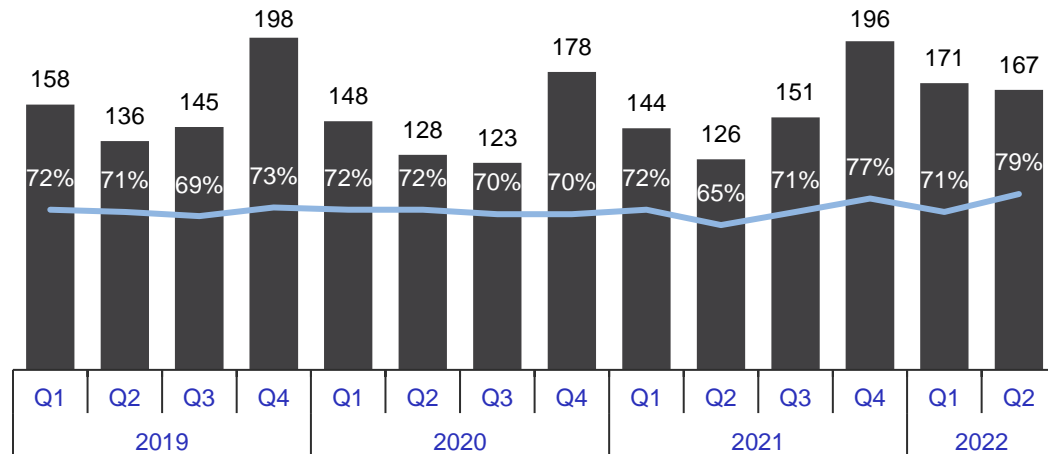
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- Tobii confirmed as eye tracking technology provider for Sony PlayStation VR2
- Tobii received six design wins in the quarter. In addition to Sony PlayStation VR2, one was for integration of the IS5 platform in medical displays and four was for our Aware software in PCs and education laptops
- Per Norman was elected as the new Chairman of the Board and Mats Backman as a new board member

# Q2 2022 - Financial Highlights

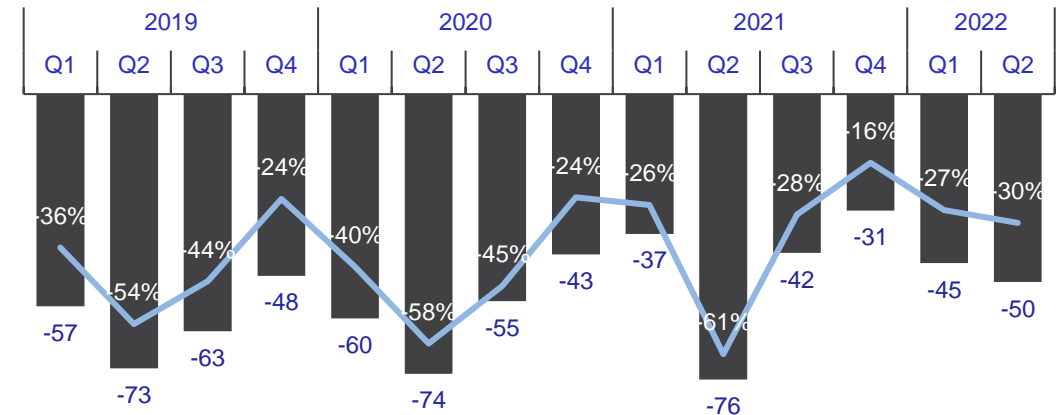
## Tobii Group

Revenue (SEKm) and Gross margin



- 21% organic growth
- VR in Integrations with Sony deal key growth driver
- 79% gross margin, up 14 p.p. y/y

EBIT (SEKm) and EBIT margin



- Operating result SEK -50 million (-76)
- Opex increased mainly related to a normalization and recovery of sales and marketing activities, and increased G&A costs following the spin-off

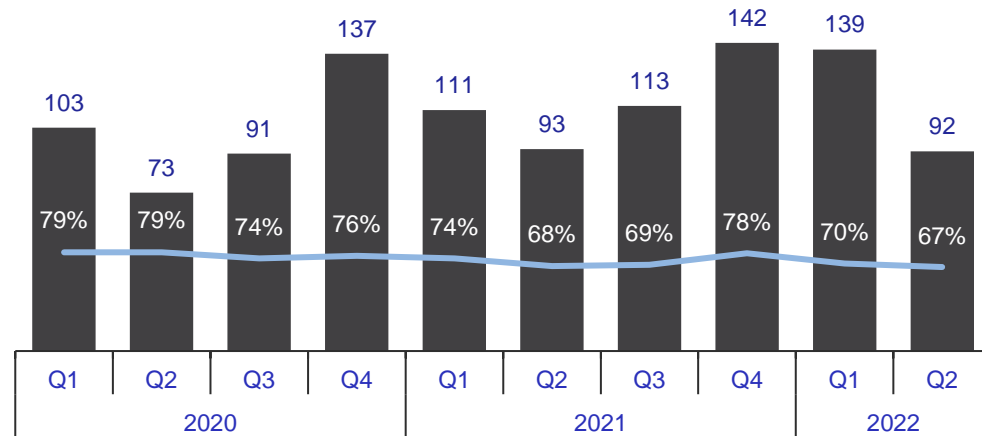


# Q2 2022 – Financial highlights

## Segments

### Products and Solutions

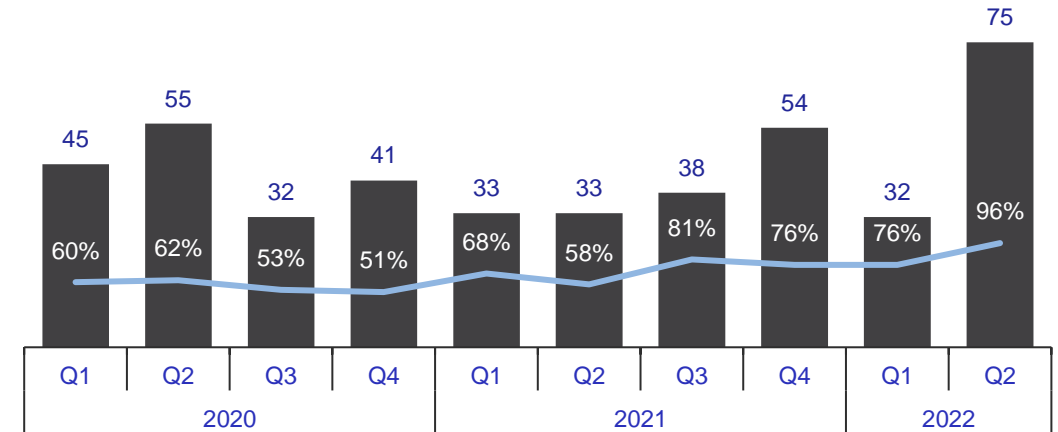
Revenue (SEKm) and Gross margin



- -8 % organic growth within Products & Solutions due to deteriorated macroeconomic situation for scientific and enterprise customers
- 67 % gross margin (down 1 p.p. y/y), caused by increase in freight and component costs

### Integrations

Revenue (SEKm) and Gross margin



- 99 % organic growth and 96 % gross margin (up 38 p.p. y/y) within Integrations
- Six design wins – Sony PSVR2, integration of our IS5 platform in medical displays and four integrations of our Aware software in PCs and educational laptops

Q2 2022

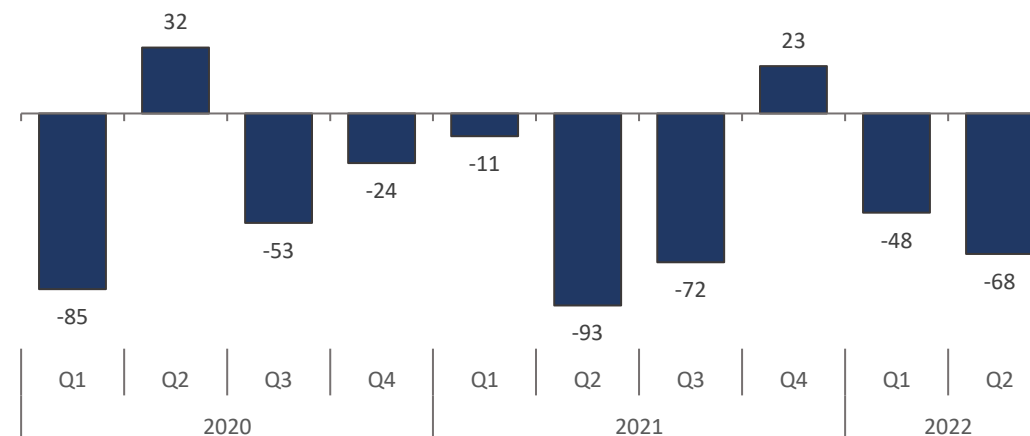
## Balance sheet and cash flow

- SEK -68 million (-93) in free cash flow
- Cash and cash equivalents of SEK 333 million
- Net cash of SEK 247 million (SEK 316 million excl. IFRS 16 Leasing)

### Balance sheet and cash flow summary

| Tobii Group (SEKm)        | Q2 2022 | Q2 2021 |
|---------------------------|---------|---------|
| Equity                    | 775     | 461     |
| Equity Ratio (%)          | 69      | 28      |
| Cash and cash equivalents | 333     | 349     |
| Net cash (Incl. IFRS 16)  | 247     | -251    |
| Free cash flow            | -68     | -93     |

### Free Cash Flow



# Entering an era of sustained faster than historical growth

**NOW**



Scale Behavioral studies & research and Gaming

**1-3 years**



Scale Virtual Reality and Education & Training

**3+ years**



Scale Healthcare, Augmented Reality (AR) and Automotive Driver Monitoring Systems (DMS)

# Highlight – Tobii moves towards VR mass market in Q2 '22

## Tobii confirmed eye tracking provider for PSVR2

*“PlayStation VR fans are in for a huge upgrade, as PSVR 2 is set to utilize eye tracking technology. This comes as Sony partners with eye tracking provider Tobii to include its tech in the upcoming VR headsets.”*

Rhiannon Bevan, thegamer.com, July 1, 2022



## Strong market growth with drive for common standards

- Global shipments for VR headsets jumped 242% in Q1/22 vs Q1/21.
- VR shipments are forecast to reach 13,9 M units in 2022, a growth of 27%.

Worldwide Quarterly Augmented and Virtual Reality Headset Tracker, idc.com, June 30, 2022



## Metaverse is attracting new players

*China's Tencent Holdings announced to its staff on Monday the official formation of an "extended reality" (XR) unit, [...], formally placing its bets on the metaverse concept of virtual worlds."*

Josh Ye and Yingzhi Yang, reuters.com, June 20, 2022

*Google said earlier this week that it's "actively working on an OpenXR client" to stream XR experiences to head-mounted displays [...].*

Abner Li, 9to5google.com, August 5, 2022

*"[...] Lenovo is back with a new VR headset that is to be launched soon. The device is called VR700 and belongs to the Legion product line, which is aimed at gamers."*

Tomislav Bezmalinovic, mixed-news.com, August 9, 2022



# Summary

- Strong organic revenue growth and profitability improvement in a seasonally weak quarter
- Long-term outlook continues to strengthen with wins like Sony PSVR 2

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