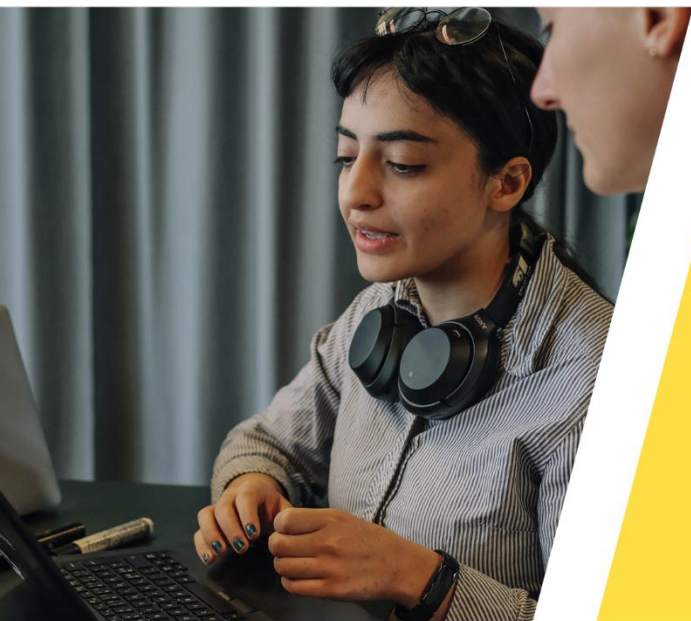


# Interim Report Q3

January - September 2023



Building technology  
that understands,  
supports and predicts  
human behavior.

# Strong organic growth generating improved result

## July-September 2023

- Net sales amounted to SEK 77.7 (50.9) million, an increase of 53% compared to the corresponding period the previous year. Organic growth (adjusted for the new accounting principle implemented in iMotions 2022) sums up to 32%. High growth for business area Automotive and stable growth for Behavioral Research business area.
- EBITDA amounted to SEK -23.4 (-55.6) million. The improved result is driven by higher sales. OPEX is lower than last year which also contributes to the positive EBITDA development.
- Operating loss amounted to SEK -63.1 (-95.1) million. Depreciation of the surplus value created in conjunction with the Affectiva and iMotions acquisitions amounts to SEK 29.8 million.
- Earnings after tax per share is -1.76 (-3.54), and after full dilution -1.76 (-3.54).
- Cash and cash equivalents totaled SEK 128.5 million at the end of September.
- During September Smart Eye was selected to deliver its world-leading Driver Monitoring System (DMS) software to twelve additional car models with a major Japanese car manufacturer. The estimated revenue of the order is SEK 500 million based on estimated product life cycle projections.
- After the period ended, the Group procured a credit facility of SEK 50 million. This will further increase our safety margin until we are cash flow positive.

## January-September 2023

- Net sales amounted to SEK 210.9 (164.2) million, which corresponds to an increase of 28%. Organic growth amounted to 23% (adjusted for the new accounting principle implemented in iMotions 2022) and is driven by Automotive business. Behavioral Research also shows stable growth.
- Operating loss amounted to SEK -215.8 (-242.9) million. The improved operating loss is driven by higher sales. Less operating grants and lower foreign exchange gains affect the result negative compared to last year. Depreciation of the surplus value created in conjunction with the Affectiva and iMotions acquisitions amounts to SEK 86.7 million. The period was burdened by one-time costs due to the funding process amounting to SEK 2.8 million.
- Profit after financial items amounted to SEK -215.4 (-243.4) million.
- Earnings after tax per share is -6.02 (-9.20), and after full dilution -6.02 (-9.20).

# Financial summary

TSEK		Jul-Sep		Jan-Sep		Full Year
		2023	2022	2023	2022	2022
Net sales	TSEK	77 738	50 883	210 898	164 228	219 539
Operating profit/loss	TSEK	-63 130	-95 110	-215 765	-242 919	-343 034
Operating margin	%	neg.	neg.	neg.	neg.	neg.
EBITDA	TSEK	-23 388	-55 565	-100 569	-133 253	-193 822
Profit/loss after tax	TSEK	-61 770	-92 729	-211 921	-241 105	-340 285
Profit per share*	SEK	-1,76	-3,54	-6,02	-9,20	-12,98
Return on total capital	%	-4,12	-6,26	-14,12	-16,29	-26,12
Equity per share	SEK	42,64	66,59	42,64	66,59	58,60
Equity per share after full dilution	SEK	42,64	66,59	42,64	66,59	58,60
Equity ratio	%	85,03	82,44	85,03	82,44	77,50
Number of shares		35 192 232	26 218 933	35 192 232	26 218 933	26 218 933
Number of shares after full dilution		35 192 232	26 218 933	35 192 232	26 218 933	27 300 925
Average number of shares before full dilution		35 192 232	26 169 226	33 507 201	26 169 226	26 194 079
Average number of shares after full dilution		35 192 232	26 169 226	33 507 201	26 169 226	27 276 071

\* The subscription price in the rights issue carried out in February 2023 was SEK 25.50 per share, corresponding to approximately 58% of the share's fair value on the last day before the separation of subscription rights. The comparison figures are recalculated, as a consequence of the rights issue, with the calculated bonus factor of 1.18.

# Comments from the CEO

Quarter three continued in the same direction as the previous quarter. The high organic growth continued at 32% (25% in Q2 2023), mostly fueled by increased automotive activity. Our costs are firmly under control and we are pursuing according to our previously communicated plan. The market demand is at an all-time high for our products.

## Automotive

The Automotive business area is fueled by favorable safety regulations in Europe, stipulating that every car, truck and bus sold in 2026 will have DMS. But already in 2024 it's mandatory for new type approvals. To further clarify, if a new motor vehicle is going to be launched after July 2024 it will have our type of product inside. This is true whether the vehicle is newly developed or imported. The new regulation is the root cause to why our automotive business area is growing with 83% (73% in Q2 2023) compared to the same quarter last year. The accelerating growth comes from production ramp up, especially in Korea, from production development programs with global OEMs as well as increased activity from smaller OEMs that will use the aftermarket product AIS to fulfill the upcoming regulation. The business activity is at an all time high and we expect further increase the closer we get to the legislative deadlines.

## Behavioral Research

The positive momentum from last quarter continues with profitable organic growth of 17% (14% in Q2 2023). It's quite common that research organizations purchase equipment towards the end of the year so we expect the positive trend to continue into the fourth quarter. Our teams have handled the increased customer demand very well, especially in the light of the reduction in head count earlier this year. We have identified several very interesting synergies when combining the technologies of iMotions, Affectiva and Smart Eye. We are implementing these new product offerings and expect to see the results starting early next year.



## Final Words

The car programs that we won in 2019 and 2020 are now starting to go into production, delayed from Covid and supply chain issues. Our forecast that we will turn profitable next year is based on three pillars. Firstly, that the profitable growth of our research unit continues. Secondly, that the OEM programs that were already won several years ago are ramping up and lastly that we continue to focus on cost control until profitability has been achieved and beyond. The recently finished third quarter is perfectly in line with this ambition. Also, we increased our financial margins with a 50 MSEK credit facility after the quarter ended. Any large deals or projects that we will win from here on will be like a cherry on top of an already delicious cake.

*Martin Krantz*  
CEO Smart Eye

## Estimated value of obtained design wins

As of the report for the third quarter of 2018, the company provides information on the estimated market value of obtained design wins at the time of publication of the report. The figures in brackets show the levels at the time of the publication of the preceding report, which in this case was August 30<sup>th</sup>, 2023.

The total estimated value of the company's 229 (217) design wins announced to date amounts to SEK 4,865 (4,365) million over a product life cycle.

If the company's system had been used in all car models on existing platforms by the 20 (19) car manufacturers with whom design wins have been communicated, the estimated value would amount to at least SEK 8,960 (8,460) million over a product life cycle.

The calculations have been made by the company based on OEMs estimated production volumes of car models and may change due to changed conditions for life cycle estimates of the car platforms.

One of the main reasons for the large number of Driver Monitoring System (DMS) design wins that has been awarded during the last year is due to the legislation that is about to take effect in Europe. Advanced Driver Distraction Warning will be required for new type approvals starting July 2024 and as of July 2026 all new vehicle registrations will require the same technology. Given the length of an automotive development project most of the OEMs have been making their decisions during 2021 and 2022, to fulfil the legislation once it becomes effective.

<b>Design Win Year / (MSEK)</b>	<b>2015-2021</b>	<b>2022</b>	<b>2023</b>	<b>Total</b>
Estimated revenue over the product life cycle from current design wins	2 275	1 560	1 030	4 865
Estimated revenue over the product life cycle from possible additional design wins with existing car manufacturers on existing platforms	3 975	100	20	4 095
Estimated revenue over the product life cycle including current and possible additional design wins with existing car manufacturers on existing platforms	6 250	1 660	1 050	8 960



# The Group

## Revenue

### Third quarter 2023

Net sales for the period July to September 2023 amounted to SEK 77,7 (50.9) million, which is an increase of 53%. The organic growth (adjusted for the new accounting principle implemented in iMotions 2022) sums up to 32% which is mainly driven by Automotive, 83%. The Behavioral Research's organic growth is strong as well and sums up to 17%.

Net sales for the **Automotive** business area (Automotive Solutions and Fleet & Aftermarket) during the third quarter was SEK 24.0 million, compared with SEK 13.1 million in the third quarter of the previous year. Revenue is driven by higher activity in development projects referring to our design wins and increased sales of our fleet aftermarket product.

For the **Behavioral Research** business area (Research Instruments, Media Analytics and iMotions) net sales during the third quarter amounted to SEK 53.7 (37.8) million. Organic growth sums up to 17%. Research Instrument and iMotions show a high growth followed by Media Analytics showing a stable revenue stream.

### January – September 2023

Net sales amounted to SEK 210.9 (164.2) million, which is an increase of 28% and with an organic growth of 23%.

Net sales for **Automotive** (Automotive Solutions and Fleet & Aftermarket) during the first three quarters was SEK 57.4 million, compared with SEK 35.9 million for the same period the previous year, corresponding to an increase of 60%. The increase in sales is mainly due to increased activity in development projects and the increased demand for our fleet aftermarket product.

**Behavioral Research** business area (Research Instruments, Media Analytics and

iMotions) net sales during the period amounted to SEK 153.5 (128.3) million, which is an increase of 20% compared to the corresponding period previous year. Organic growth (referring to iMotions) sums up to 13% and with all business units showing growth. The increased number of new deals as well as upsell drive the revenue growth.

## Results

### Third quarter 2023

EBITDA amounted to SEK -23.4 (-55.6) million. The higher result is due to increased sales during the period and that costs are in line with the cost reduction program.

EBITDA was 9.6 MSEK better than last quarter, which is mainly driven by higher sales in the quarter. The operating expenses were lower during the period and contribute to the improved result in Q3.

The operating result for the third quarter totaled SEK -63.1 (-95.1) million.

Depreciation of the surplus value created in conjunction with the Affectiva and iMotions acquisitions amounts to SEK 29.8 million in the quarter.

### January - September 2023

EBITDA amounted to SEK -100.6 (-133.2) million. The improved result is driven by higher sales and ongoing activities relating to our design wins, including improved gross margin. OPEX impacts the result negative due to less grants and lower foreign exchange gains during the year.

Operating loss amounted to SEK -215,8 (-242.9) million. Depreciation of the surplus value created in conjunction with the Affectiva and iMotions acquisitions amounts to SEK 86.7 million. The period was burdened by one-time costs due to the funding process amounting to SEK 2.8 million.

## Financial position

In addition to cash and cash equivalents of 128.5 SEK million, the Group has two unutilized bank overdrafts facilities of SEK 20 million and DKK 8 million and a credit facility of SEK 50 million.

## Important events during the period

During September Smart Eye was selected to deliver its world-leading Driver Monitoring System (DMS) software to twelve additional car models with a major Japanese car manufacturer. The estimated revenue of the order is SEK 500 million based on estimated product life cycle projections.

## Events after the end of the period

The Group has secured an additional credit facility of SEK 50 million.

## Parent company

### Revenue

#### Third quarter 2023

Net sales for the period July to September 2023 amounted to SEK 40.6 (25.0) million, which amounts to an increase of 62% compared with the same period last year.

#### January - September 2023

Net sales for the period January to September 2023 amounted to SEK 99.2 (69.7) million.

### Results

#### Third quarter 2023

The operating result for the third quarter totaled SEK -40.4 (-28.1) million. The main reason for the lower result, compared to the same period last year, is the addition of product development resources in the parent company.

#### January - September 2023

The operating result for the first three quarters totaled SEK -151.0 (-88.3) million.

## Significant risks and uncertainties in summary

### Operational risks

The business operations are subject to risk factors that could impact the company's commercial and financial position. The risks relate in part to development operations proceeding as planned and in part to the company's success in recruiting qualified personnel to the necessary extent.

### Financial risks

The company is financed through share capital and finalized a Rights Issue late February. The purpose of the Rights Issue was to strengthen the company's financial position and finance the remaining capital requirement until the company becomes cash flow positive, which is expected during the second half of 2024. Should the company not generate revenue to the extent and over the time perspective assessed by the Board, this could result in additional capital requirements.

The most significant risks related to the revenue is the planned ramp up in license revenue, should the automotive industry face further component issues or additional delays in OEM projects.

Subsequently, should the inflationary situation in the global economy accelerate, there is a risk of continued upward pressure on the cost base of the company.

Longer term as the sales increase, the company will face an increased currency exposure since most of the company's sales will be denominated in a currency other than Swedish kronor.

### Market risks

Eye tracking is an emerging technology, whereby the company's products are

currently used in behavioral research and as integrated products in the automotive industry. Regarding the Automotive business segment, a delay or the non-materialization of a launch of eye tracking in the automotive industry could entail a risk of a lower-than-expected growth rate. The future growth rate is strongly connected to the introduction of legislation in the European Union and at the time of publishing this report, there are no indications of a delay of this legislation. In the Research business area, the biggest market risk is the availability of funding in the academic field. A general decline in funding could be partly offset by an increased penetration of the market as the presence of the group's technology is still emerging.

Otherwise, regarding risks and uncertainties, refer to the 2022 Annual Report, page 35-36.

#### **Transactions with related parties**

Except for shared based incentive programs and intercompany transactions there were no transactions with related parties during the period.

#### **Share Information**

The Company is listed on Nasdaq First North Growth Market. Certified Advisor is Erik Penser Aktiebolag.

#### **Number of shares**

The number of shares now totals 35,192,232.

#### **Share-based incentive scheme**

At the AGM 2<sup>nd</sup> May 2023 it was resolved on the adoption of a long-term incentive program in the form of performance-based share options directed at employees within the Smart Eye group. The maximum number of performance shares will amount to 580,000.

The company also has four current incentive programs adopted by the AGMs 8<sup>th</sup> May 2020, 14<sup>th</sup> April 2021, the EGM 8<sup>th</sup> October 2021 and the EGM 29<sup>th</sup> June 2022.

#### **Dividend policy**

The Company is in a development phase and any surpluses are scheduled for reinvestment in the Company's development. The Board is not intending to submit a dividend proposal.

#### **Accounting policies**

The interim report has been prepared in accordance with the Annual Accounts Act and the general advice and guidelines of the Swedish Accounting Standards Board, BFNAR 2012:1, Annual Reports and Consolidated Financial Statements (K3).



This interim report has not been reviewed by the company's auditor.

## Signing of the report

The Board of Directors and the CEO assure that the interim report provides a fair overview of the Parent Company's and the Group's operations, position and results and describes the significant risks and uncertainties in the Parent Company and the companies included in the Group.

Gothenburg, November 9<sup>th</sup>, 2023

Anders Jöfelt  
Chairman of the board

Lars Olofsson  
Board member

Mats Krantz  
Board member

Magnus Jonsson  
Board member

Eva Elmstedt  
Board member

Cecilia Wachtmeister  
Board member

Tobias Sjögren  
Board member

Martin Krantz  
CEO

Smart Eye Aktiebolag (publ)

# Condensed Consolidated Statement of Income

TSEK	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Full Year 2022
Net sales	77 738	50 883	210 898	164 228	219 539
Cost of goods sold	-7 564	-6 359	-23 985	-22 735	-27 040
<b>Gross Profit</b>	<b>70 174</b>	<b>44 524</b>	<b>186 913</b>	<b>141 493</b>	<b>192 499</b>
Sales expenses	-41 743	-40 220	-126 222	-120 737	-162 529
Administrative expenses	-33 514	-37 588	-109 787	-99 571	-142 225
Research and development expenses	-57 091	-64 495	-171 446	-178 129	-245 526
Other operating income	1 590	3 847	9 041	16 811	19 190
Other operating expenses	-2 546	-1 178	-4 264	-2 786	-4 443
<b>Operating profit/loss</b>	<b>-63 130</b>	<b>-95 110</b>	<b>-215 765</b>	<b>-242 919</b>	<b>-343 034</b>
<b>Financial income and expenses</b>					
Interest income and similar profit items	556	1	1 319	1	26
Interest expenses and similar loss items	-145	-299	-908	-474	-1 044
<b>Total financial income and expenses</b>	<b>411</b>	<b>-298</b>	<b>411</b>	<b>-473</b>	<b>-1 018</b>
<b>Profit/loss after financial items</b>	<b>-62 719</b>	<b>-95 408</b>	<b>-215 354</b>	<b>-243 392</b>	<b>-344 052</b>
Tax on the result for the period	949	2 679	3 433	2 287	3 767
<b>Result for the period</b>	<b>-61 770</b>	<b>-92 729</b>	<b>-211 921</b>	<b>-241 105</b>	<b>-340 285</b>

# Condensed Consolidated Balance Sheet

TSEK	2023-09-30	2022-09-30	2022-12-31
<b>ASSETS</b>			
Intangible assets	1 506 608	1 608 390	1 505 346
Tangible assets	10 664	7 116	6 282
<b>Total fixed assets</b>	<b>1 517 272</b>	<b>1 615 506</b>	<b>1 511 628</b>
<b>Inventories</b>	<b>20 342</b>	<b>9 185</b>	<b>10 397</b>
Trade receivables	42 052	44 071	50 968
Current tax receivables	5 347	5 365	4 556
Other current receivables	7 620	7 820	8 440
Prepaid expenses and accrued income	43 525	31 544	32 435
<b>Current receivables</b>	<b>98 544</b>	<b>88 800</b>	<b>96 399</b>
<b>Cash and cash equivalents</b>	<b>128 523</b>	<b>82 233</b>	<b>62 658</b>
<b>Total current assets</b>	<b>247 409</b>	<b>180 218</b>	<b>169 454</b>
<b>TOTAL ASSETS</b>	<b>1 764 681</b>	<b>1 795 724</b>	<b>1 681 082</b>

# Condensed Consolidated Balance Sheet

TSEK	2023-09-30	2022-09-30	2022-12-31
<b>Equity</b>			
Share Capital	3 519	2 223	2 223
Other contributed Equity	2 244 258	1 887 874	1 887 874
Other Equity	-747 296	-409 643	-587 325
<b>Total equity</b>	<b>1 500 481</b>	<b>1 480 454</b>	<b>1 302 772</b>
Deferred tax liabilities	134 286	143 362	134 185
<b>Provisions</b>	<b>134 286</b>	<b>143 362</b>	<b>134 185</b>
Other long-term debt	0	12 844	0
Other debt to credit institutions	1 188	3 216	1 741
<b>Non-current liabilities</b>	<b>1 188</b>	<b>16 060</b>	<b>1 741</b>
Interest-bearing liabilities	0	0	60 000
Other debt to credit institutions	1 018	0	1 006
Advance payments from customer	848	757	1 002
Trade payables	17 549	24 540	28 414
Other current debt	18 441	71 953	84 594
Accrued expenses and prepaid income	90 870	58 599	67 368
<b>Current liabilities</b>	<b>128 726</b>	<b>155 849</b>	<b>242 384</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 764 681</b>	<b>1 795 725</b>	<b>1 681 082</b>

## Condensed Consolidated change in equity

TSEK	Share capital	Other contributed Equity	Other Equity	Total equity
<b>Opening balance 2022-01-01</b>	<b>2 215</b>	<b>1 867 060</b>	<b>-419 378</b>	<b>1 449 895</b>
Set-off issue	8	20 814		20 822
Option program 2021			2 345	2 345
Incentive program 2022			2 123	2 123
Translation difference			167 870	167 870
Profit/loss for the year			-340 285	-340 285
<b>Equity 2022-12-31</b>	<b>2 223</b>	<b>1 887 874</b>	<b>-587 325</b>	<b>1 302 772</b>
<b>Opening balance 2023-01-01</b>	<b>2 223</b>	<b>1 887 874</b>	<b>-587 325</b>	<b>1 302 772</b>
New issue after issue costs*	1 270	293 591		294 862
Set-off issue**	25	62 793		62 818
Option program 2021			1 734	1 734
Incentive program 2022			3 382	3 382
Incentive program 2023			1 392	1 392
Translation difference			45 442	45 442
Profit/loss for the year			-211 921	-211 921
<b>Equity 2023-09-30</b>	<b>3 519</b>	<b>2 244 258</b>	<b>-747 296</b>	<b>1 500 481</b>

The share capital consists of 35 192 232 shares with a quota value of SEK 0.1.

\*During the period ongoing a new issue was registered and the share capital increased by SEK 1 270 454,00.

\*\*During the period ongoing a set-off issue was registered and the share capital increased by SEK 25 474.10.



# Condensed Consolidated Cash Flow Analysis

TSEK	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Full Year 2022
<b>Operating activities</b>					
Operating profit/loss after depreciation	-63 130	-95 110	-215 765	-242 919	-343 034
Reversal of depreciation	39 742	39 545	115 196	109 666	149 212
Reversal of non-cash items	2 881	5 089	8 512	8 447	11 329
Financial payments received	556	1	1 319	1	26
Financial disbursements	-145	-279	-908	-454	-1 044
Tax	0	0	0	0	-1 590
<i>Cash flow from operating activities before changes of working capital</i>	<b>-20 095</b>	<b>-50 754</b>	<b>-91 646</b>	<b>-125 259</b>	<b>-185 101</b>
<b>Change in working capital</b>					
Change in stocks	-4 161	-1 203	-9 945	-2 628	-3 840
Change in trade receivables	8 302	-3 639	8 916	-1 060	-7 957
Change in other current receivables	-12 746	-3 449	-11 071	-8 939	-8 051
Change in trade payables	835	-5 202	-10 865	4 305	8 179
Changes in other current liabilities	-2 413	9 866	17 655	7 424	16 654
<i>Changes in working capital</i>	<b>-10 183</b>	<b>-3 627</b>	<b>-5 310</b>	<b>-898</b>	<b>4 984</b>
<b>Cash flow from operating activities</b>	<b>-30 279</b>	<b>-54 381</b>	<b>-96 956</b>	<b>-126 157</b>	<b>-180 117</b>
<b>Investment activities</b>					
Acquisition of intangible assets	-19 031	-21 903	-64 175	-66 308	-90 096
Acquisition of tangible assets	-1 872	-1 962	-6 842	-4 940	-5 341
<i>Cash flow from investment activities</i>	<b>-20 903</b>	<b>-23 865</b>	<b>-71 017</b>	<b>-71 248</b>	<b>-95 436</b>
<b>Financing activities</b>					
New issue	0	0	294 862	0	0
Current liabilities	0	0	-60 000	0	60 000
Non-current liabilities	-239	249	-553	132	-859
<i>Cash flow from financing activities</i>	<b>-239</b>	<b>249</b>	<b>234 309</b>	<b>132</b>	<b>59 141</b>
<i>Translation difference</i>	-425	-259	-471	1 146	710
Cash flow	-51 846	-78 256	65 865	-196 127	-215 702
Opening cash and cash equivalents	180 369	160 489	62 658	278 360	278 360
<b>Closing cash and cash equivalents</b>	<b>128 523</b>	<b>82 233</b>	<b>128 523</b>	<b>82 233</b>	<b>62 658</b>

# Condensed Parent Company's Statement of Income

TSEK	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Full Year 2022
Net sales	40 601	25 040	99 220	69 661	96 554
Cost of goods sold	-4 475	-2 502	-12 399	-8 374	-12 321
<b>Total operating revenue</b>	<b>36 126</b>	<b>22 538</b>	<b>86 821</b>	<b>61 287</b>	<b>84 233</b>
Sales expenses	-23 285	-20 196	-71 910	-58 339	-84 068
Administrative expenses	-16 610	-14 907	-60 401	-41 143	-64 184
Research and development expenses	-35 465	-20 681	-109 822	-65 557	-110 130
Other operating income	1 213	6 343	8 059	17 905	19 825
Other operating expenses	-2 385	-1 186	-3 742	-2 488	-4 190
<b>Operating profit/loss</b>	<b>-40 406</b>	<b>-28 089</b>	<b>-150 995</b>	<b>-88 335</b>	<b>-158 514</b>
<b>Financial income and expenses</b>					
Interest income and similar profit items	694	20	1 684	20	157
Interest expenses and similar loss items	-5	-5	-543	-7	-259
<b>Total financial income and expenses</b>	<b>689</b>	<b>15</b>	<b>1 141</b>	<b>13</b>	<b>-102</b>
<b>Profit/loss after financial items</b>	<b>-39 717</b>	<b>-28 074</b>	<b>-149 854</b>	<b>-88 322</b>	<b>-158 616</b>
Tax on the result for the period	0	0	0	0	0
<b>Result for the period</b>	<b>-39 717</b>	<b>-28 074</b>	<b>-149 854</b>	<b>-88 322</b>	<b>-158 616</b>

# Condensed Parent Company's Balance Sheet

TSEK	2023-09-30	2022-09-30	2022-12-31
<b>ASSETS</b>			
Intangible assets	199 448	162 254	173 977
Tangible assets	9 310	4 001	4 091
Financial assets	1 221 154	1 208 153	1 210 035
<b>Total fixed assets</b>	<b>1 429 912</b>	<b>1 374 408</b>	<b>1 388 103</b>
<b>Inventories</b>	<b>20 342</b>	<b>9 185</b>	<b>10 397</b>
Trade receivables	17 852	17 503	32 090
Receivables from Group companies	7 614	12 471	14 838
Current tax receivables	5 347	4 065	4 556
Other current receivables	4 834	6 051	5 919
Prepaid expenses and accrued income	33 879	24 946	24 233
<b>Current receivables</b>	<b>69 526</b>	<b>65 036</b>	<b>81 636</b>
<b>Cash and cash equivalents</b>	<b>101 020</b>	<b>70 113</b>	<b>46 154</b>
<b>Total current assets</b>	<b>190 888</b>	<b>144 334</b>	<b>138 187</b>
<b>TOTAL ASSETS</b>	<b>1 620 800</b>	<b>1 518 742</b>	<b>1 526 290</b>

# Condensed Parent Company's Balance Sheet

TSEK	2023-09-30	2022-09-30	2022-12-31
<b>Equity</b>			
<b>Restricted equity</b>			
Share capital	3 519	2 223	2 223
Share premium fund	21 914	21 914	21 914
Fund for development costs	197 554	157 089	170 528
	<b>222 987</b>	<b>181 226</b>	<b>194 665</b>
<b>Unrestricted equity</b>			
Share premium fund	2 222 343	1 865 959	1 865 959
Retained profit	-756 431	-565 585	-577 297
Profit/loss for the year	-149 854	-88 322	-158 616
	<b>1 316 059</b>	<b>1 212 052</b>	<b>1 130 046</b>
<b>Total equity</b>	<b>1 539 046</b>	<b>1 393 279</b>	<b>1 324 712</b>
Other long term-debt	0	12 844	0
<b>Non-current liabilities</b>	<b>0</b>	<b>12 844</b>	<b>0</b>
Interest-bearing liabilities	0	0	60 000
Advance payments from customer	848	757	1 002
Trade payables	12 177	15 348	21 359
Debt to Group companies	12 465	2 553	4 571
Other current debt	18 054	71 409	83 983
Accrued expenses and prepaid income	38 210	22 552	30 663
<b>Current liabilities</b>	<b>81 754</b>	<b>112 619</b>	<b>201 578</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 620 800</b>	<b>1 518 742</b>	<b>1 526 290</b>

# Condensed Parent Company's Change in Equity

TSEK	Share capital	Share premium fund (restricted)	Fund for development costs (restricted)		Other un-restricted equity	Profit/loss for the year	Total equity
<b>Opening balance 2022-01-01</b>	<b>2 215</b>	<b>21 914</b>	<b>138 626</b>	<b>1 845 145</b>	<b>-466 602</b>	<b>-83 262</b>	<b>1 458 037</b>
Appropriation of profit					-83 262	83 262	
Set-off issue	8			20 814			20 822
Option program 2021					2 345		2 345
Incentive program 2022					2 124		2 124
Fund for development costs			53 949		-53 949		
Reversal of fund for development costs			-22 047		22 047		
Profit/loss for the year						-158 616	-158 616
<b>Equity 2022-12-31</b>	<b>2 223</b>	<b>21 914</b>	<b>170 528</b>	<b>1 865 959</b>	<b>-577 297</b>	<b>-158 616</b>	<b>1 324 712</b>
<b>Opening balance 2023-01-01</b>	<b>2 223</b>	<b>21 914</b>	<b>170 528</b>	<b>1 865 959</b>	<b>-577 297</b>	<b>-158 616</b>	<b>1 324 712</b>
Appropriation of profit					-158 616	158 616	
Set-off issue**	25			62 793			62 818
New issue after issue costs*	1 270			293 591			294 862
Option program 2021					1 734		1 734
Incentive program 2022					3 382		3 382
Incentive program 2023					1 392		1 392
Fund for development costs			46 678		-46 678		
Reversal of fund for development costs			-19 651		19 651		
Profit/loss for the year						-149 854	-149 853
<b>Equity 2023-09-30</b>	<b>3 519</b>	<b>21 914</b>	<b>197 554</b>	<b>2 222 343</b>	<b>-756 431</b>	<b>-149 854</b>	<b>1 539 046</b>

The share capital consists of 35 192 232 shares with a quota value of SEK 0.1.

\*During the period ongoing a new issue was registered and the share capital increased by SEK 1 270 454.00.

\*\*During the period ongoing a set-off issue was registered and the share capital increased by SEK 25 474.10.



# Condensed Parent Company's Cash Flow Analysis

TSEK	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Full Year 2022
<b>Operating activities</b>					
Operating profit after depreciation	-40 406	-28 089	-150 995	-88 335	-158 514
Reversal of depreciation	7 978	7 799	22 793	22 829	30 972
Reversal of non-cash items	1 522	925	3 868	1 623	2 656
Financial disbursements	-5	-5	-543	-7	-259
Tax	0	0	0	0	-1 590
<i>Cash flow from operating activities before changes of working capital</i>	<b>-30 217</b>	<b>-19 370</b>	<b>-123 193</b>	<b>-63 890</b>	<b>-126 578</b>
<b>Change in working capital</b>					
Change in stocks	-4 161	-1 203	-9 945	-2 628	-3 840
Change in trade receivables	3 147	-79	14 238	-3 100	-16 961
Change in other current receivables	-6 651	-16 429	-2 492	-27 582	-29 741
Change in trade payables	9 918	-5 314	-1 288	4 002	12 031
Change in other current liabilities	-1 812	1 775	2 471	-6 161	1 758
<i>Changes in working capital</i>	<b>441</b>	<b>-21 250</b>	<b>2 983</b>	<b>-35 469</b>	<b>-36 753</b>
<b>Cash flow from operating activities</b>	<b>-29 777</b>	<b>-40 620</b>	<b>-120 210</b>	<b>-99 359</b>	<b>-163 331</b>
<b>Investment activities</b>					
Acquisition of intangible assets	-15 014	-10 664	-46 678	-34 502	-53 949
Acquisition of tangible assets	-1 966	-1 631	-6 723	-3 200	-3 708
Issued shareholders contributions	-6 386	-31 963	-6 386	-60 171	-60 204
Issued loan Group company	0	0	0	0	0
<i>Cash flow, investment activities</i>	<b>-23 366</b>	<b>-44 258</b>	<b>-59 787</b>	<b>-97 873</b>	<b>-117 861</b>
<b>Financing activities</b>					
New issue	0	0	294 862	0	0
Current liabilities	0	0	-60 000	0	60 000
<i>Cash flow from financing activities</i>	<b>0</b>	<b>0</b>	<b>234 862</b>	<b>0</b>	<b>60 000</b>
Cash flow	-53 142	-84 879	54 865	-197 233	-221 192
Opening cash and cash equivalents	154 162	154 992	46 154	267 346	267 346
<b>Closing cash and cash equivalents</b>	<b>101 020</b>	<b>70 113</b>	<b>101 020</b>	<b>70 113</b>	<b>46 154</b>

## Definition of key ratios

### **Equity ratio**

Equity and untaxed reserves (less deferred tax) as a ratio of total assets.

### **Operating profit/loss**

Profit/loss before financial items, costs and tax.

### **Operating margin**

Operating profit as a ratio of net operating revenue.

### **EBITDA**

Operating profit in before depreciation and amortization.

### **Return on total capital**

Profit after tax as a ratio of average total capital during the period.

### **Earnings per share**

Profit for the period divided by the number of outstanding shares at the end of the period.

### **Earnings per share after full dilution**

Profit for the period divided by the number of outstanding shares after full dilution at the end of the period.

### **Equity per share**

Equity divided by the number of shares at the end of the period.

## Calendar

Year-end report Oct–Dec 2023, February 21<sup>st</sup>, 2024

Interim report Jan-Mar, May 16<sup>th</sup> 2024

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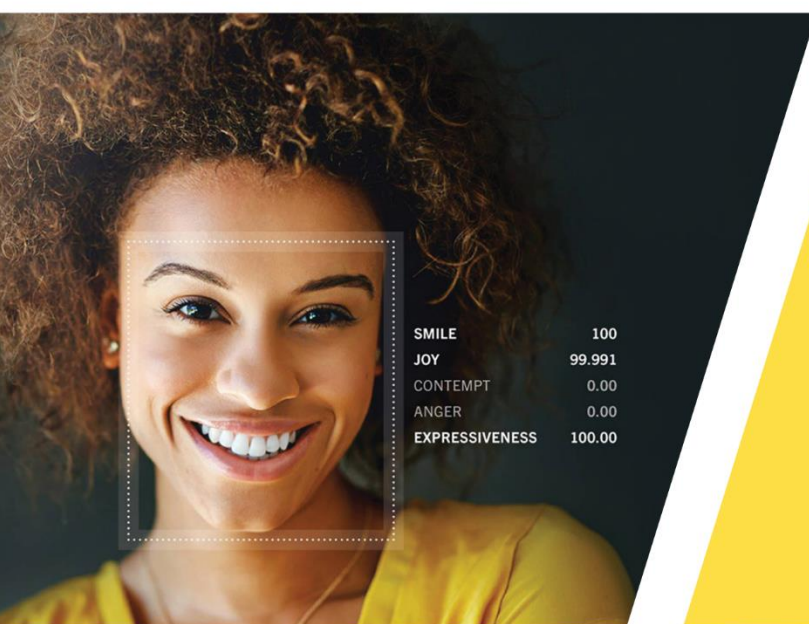
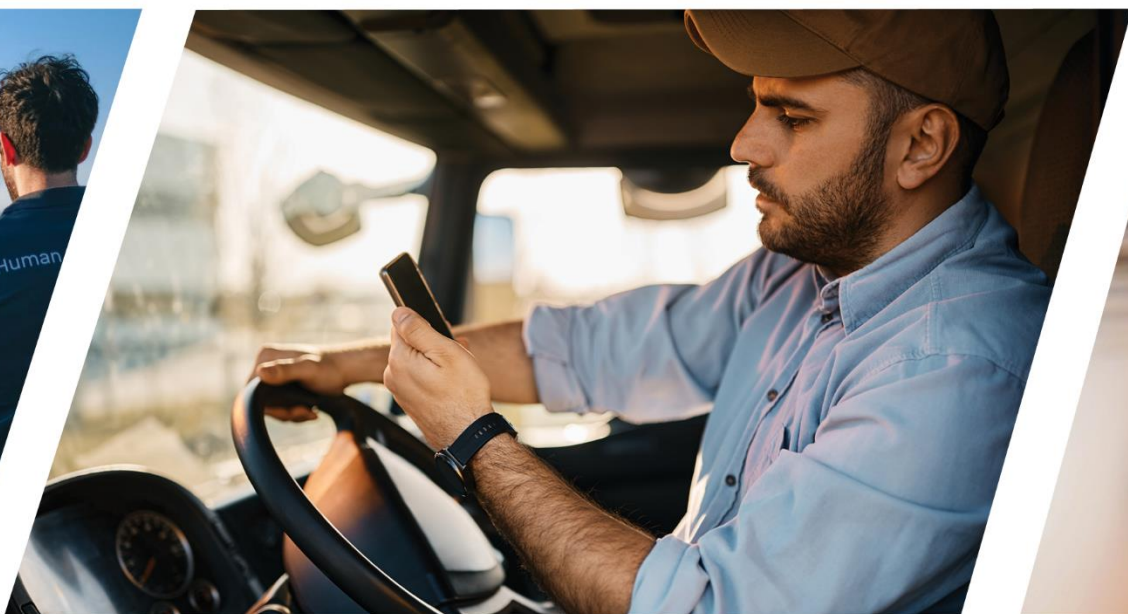
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SMILE	100
JOY	99.991
CONTEMPT	0.00
ANGER	0.00
EXPRESSIVENESS	100.00



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