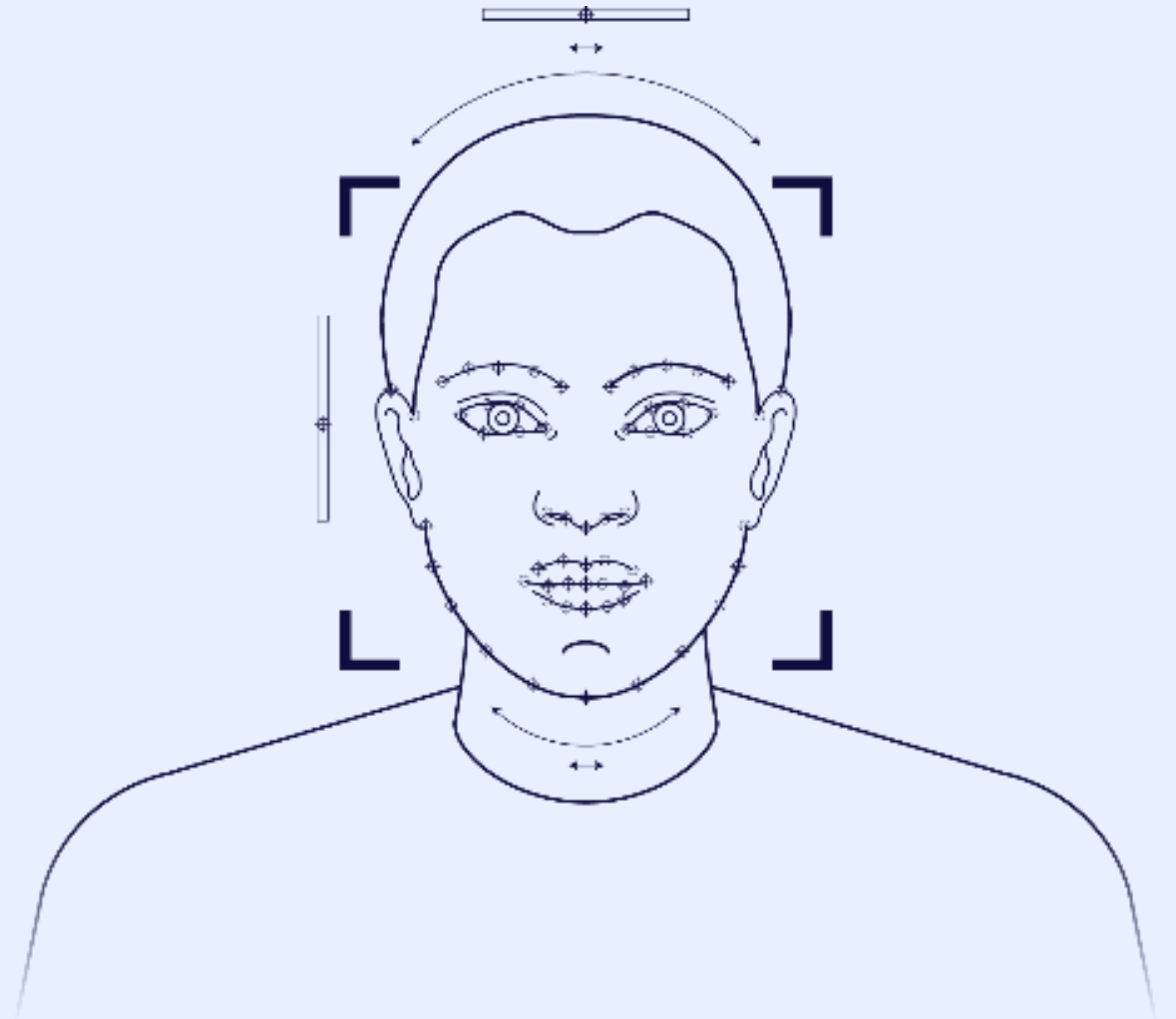


Q1 2025

Earnings call presentation
May 7, 2025









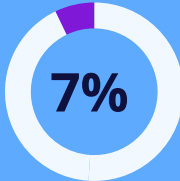




Q1 2025 highlights

- Solid Q1 with sustained progress to profitability
- 1st EBIT positive Q1 and substantial YoY improvement
- On track to exceed our cost reduction targets
- Cash flow improved significantly Year on Year
- Early results from our ongoing strategic review
- Limited impact from macro uncertainties to date



Q1 2025: Overview of our business segments

	Net sales	EBIT		Application areas	Example customers
Products & Solutions	 52%	 -12 SEKm		<ul style="list-style-type: none">• Advanced research• Actionable insights• Gaming• Advertising	Universities, Research institutes, Government labs, Market research agencies, UX research agencies, Enterprises and consumers
Integrations	 41%	 48 SEKm		<ul style="list-style-type: none">• AR and VR• Healthcare and assistive tech• Education	Consumer electronic companies, Medical device companies, PC OEMs, Assistive technology providers, Software vendors
Autosense	 7%	 -24 SEKm		<ul style="list-style-type: none">• Driver monitoring systems• Occupant monitoring systems	Automotive OEMs, Automotive Tier 1 suppliers



Financial development



Q1 financials overview

Significantly improved cash flow and positive EBIT

23%

Group net sales
growth

5%

Organic
growth

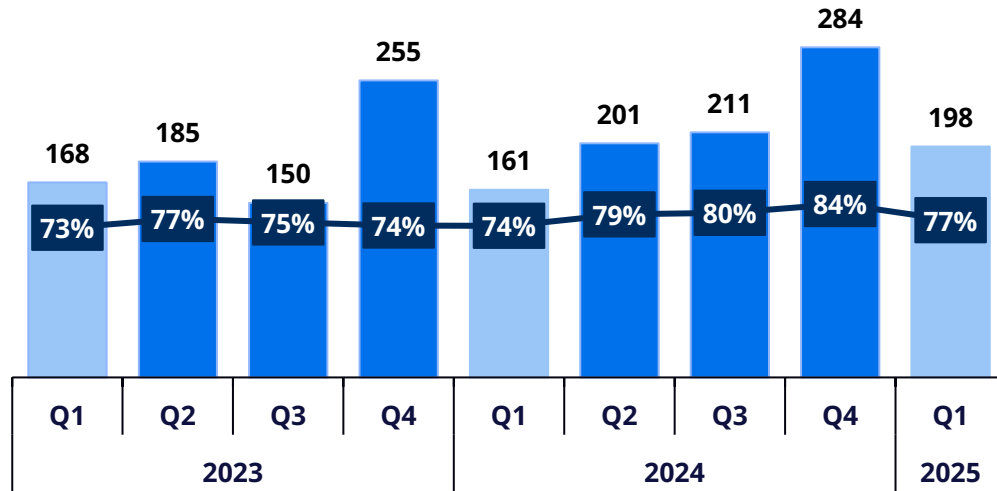
12

EBIT, SEKm

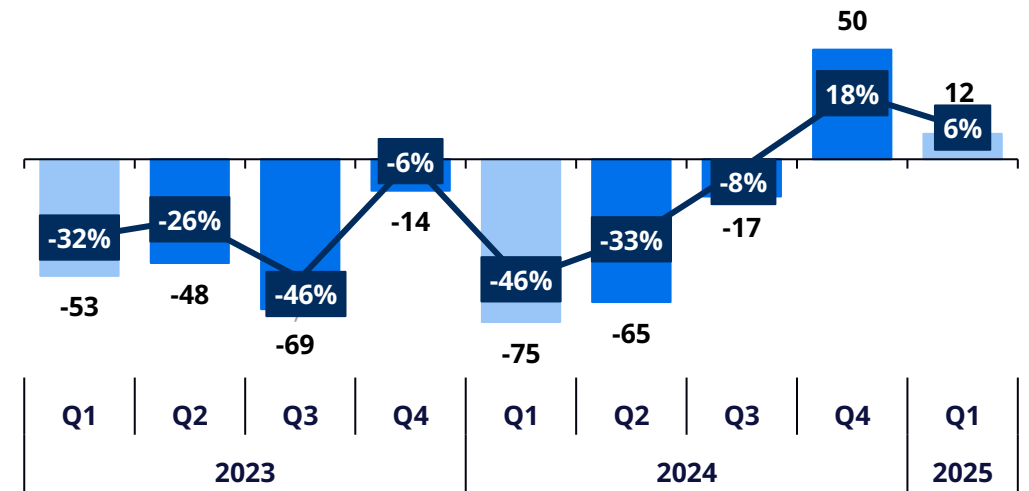


Group financial development

Net sales (SEKm) and Gross margin (%)



EBIT (SEKm) and EBIT margin (%)



- Net sales Q1 growth of 23%, organic growth of 5%
- Gross margin strengthened by mix effect to 77% (74%)

- Cost reduction program in steady progress
 - Cash-related savings of SEK 93 million in Q1
 - Accumulated savings of SEK 166m to date
- EBIT improved with SEK 86m to SEK 12m (-75)



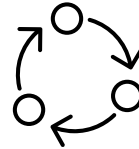
Cost reduction program on track to exceed target

Continued measures throughout 2025 strengthening cash position

Optimization of product portfolio investments



Increased efficiency and streamlined operations across regions and functions



Realizing Autosense and acquisition synergies



Reduce cash-related opex* by more than SEK 200m, over the next four quarters, compared with the baseline Q2 2024

Accumulated savings of SEK 166m, remainder to be delivered in Q2 2025

Driving cash flow and profitability →

* Opex excluding depreciation but including R&D capex.



Products & Solutions segment

52%

Share of net sales

-8%

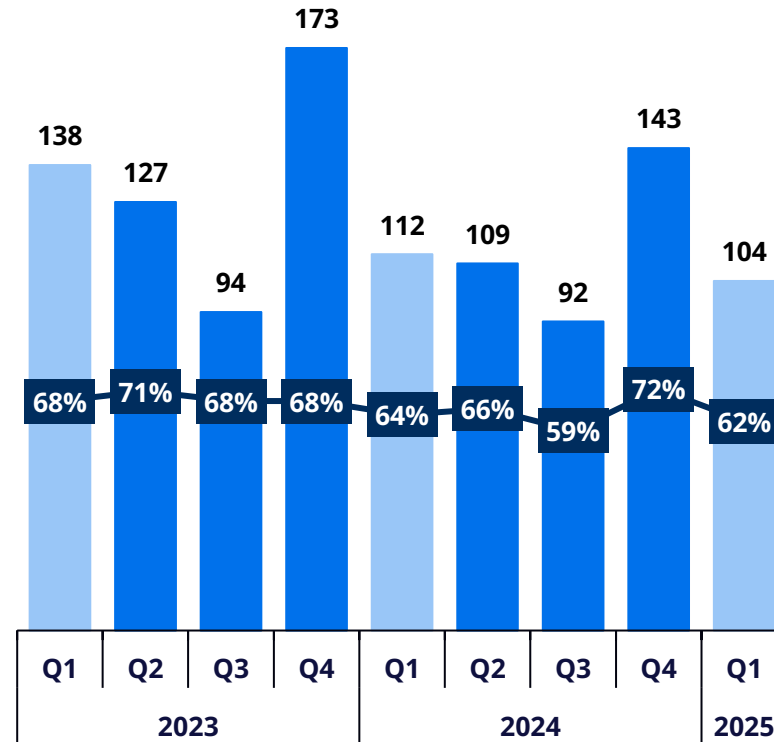
Organic growth

-12

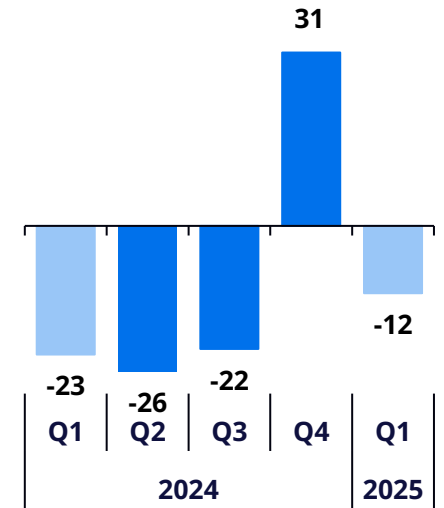
EBIT, SEKm

- Organic net sales decline of -8%
- Product mix and volume impacted gross margin
- EBIT improved to SEK -12m (-23)

Net sales (SEKm) and Gross margin (%)



EBIT (SEKm)





Integrations segment

41%

Share of net sales

23%

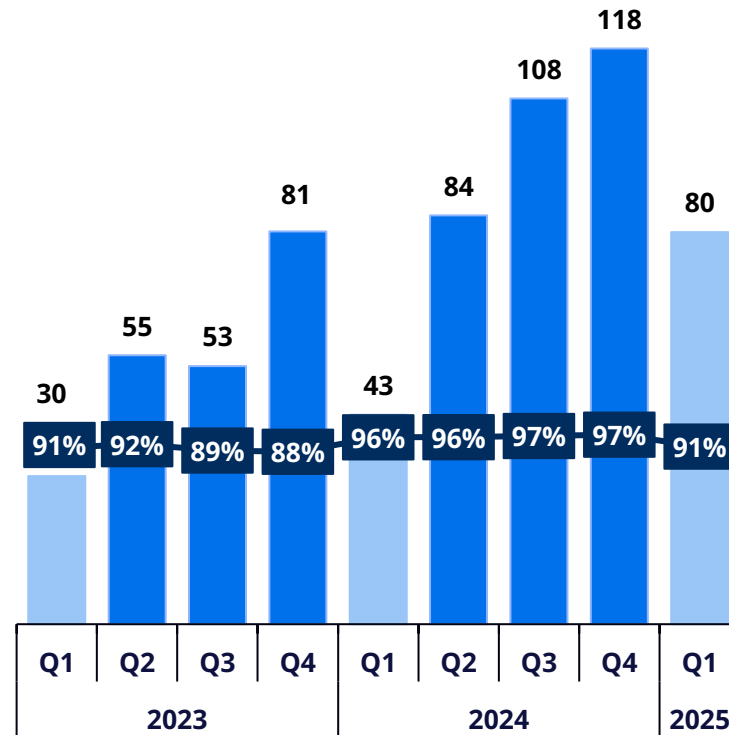
Organic growth

48

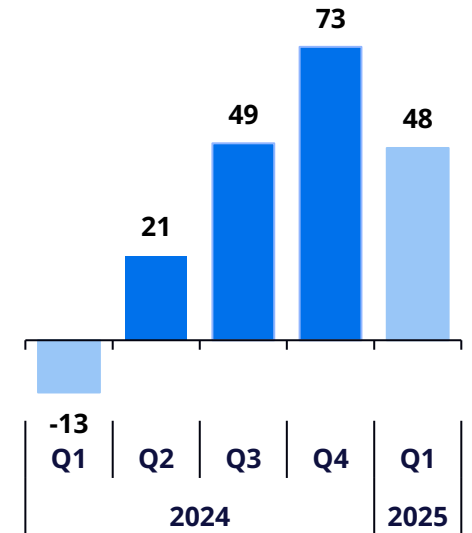
EBIT, SEKm

- Net sales growth of 87% to SEK 80m
- Non-recurring imaging-related revenue contributed with 65%, organic growth of 23%
- Gross margin of 91% (96%)
- EBIT improved to SEK 48m (-13)

Net sales (SEKm) and Gross margin (%)



EBIT (SEKm)



Autosense segment

7%

Share of net sales

114%

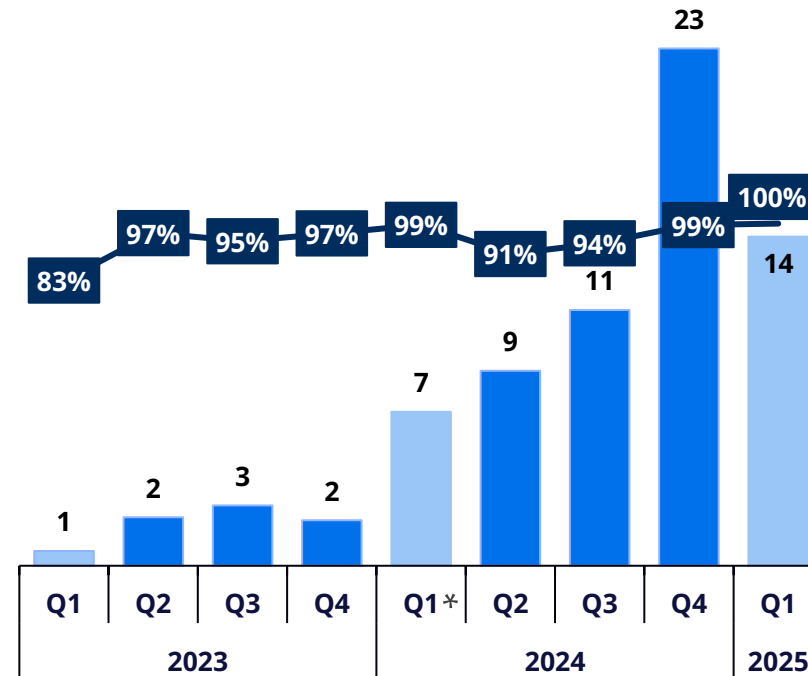
Organic growth

-24

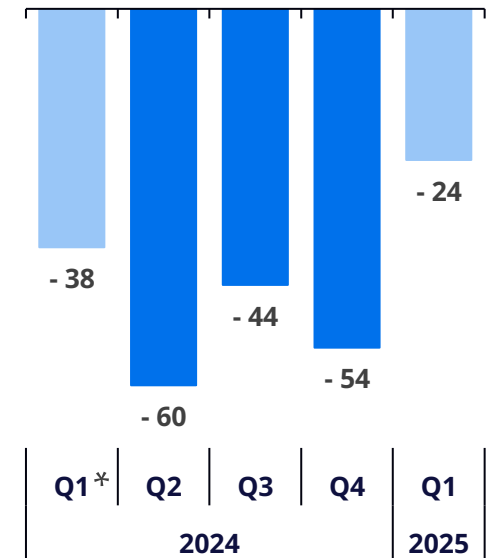
EBIT, SEKm

- Net sales doubled to SEK 14m (7), equalling an organic growth of 114%
- Gross margin of 100% (99%)
- EBIT improved to SEK -24m (-38)

Net sales (SEKm) and Gross margin (%)



EBIT (SEKm)



*Acquisition of FotoNation/AutoSense completed on 31 January 2024.



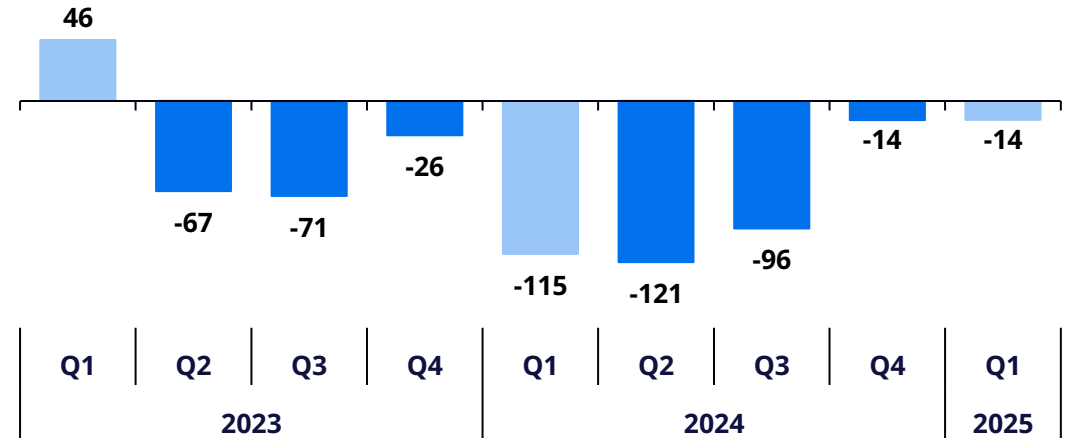
Balance sheet and cash flow

- Free cash flow (after continuous investments) improved with SEK 101m to SEK-14 (-115)
- Cash and cash equivalents of SEK 89m (107)
- Net debt excl. IFRS 16 was SEK -220m (-201) and including IFRS 16 SEK -321m (-305)
- Unutilized revolving credit facility of SEK 50m extended

Balance sheet and cash flow summary

(SEKm)	Q1 2025	Q1 2024
Equity	659	485
Equity/assets ratio, %	38	30
Cash and cash equivalents	89	107
Net debt (Incl. IFRS 16)	-321	-305
Free cash flow	-14	-115

Free cash flow (SEKm)





Autosense Overview



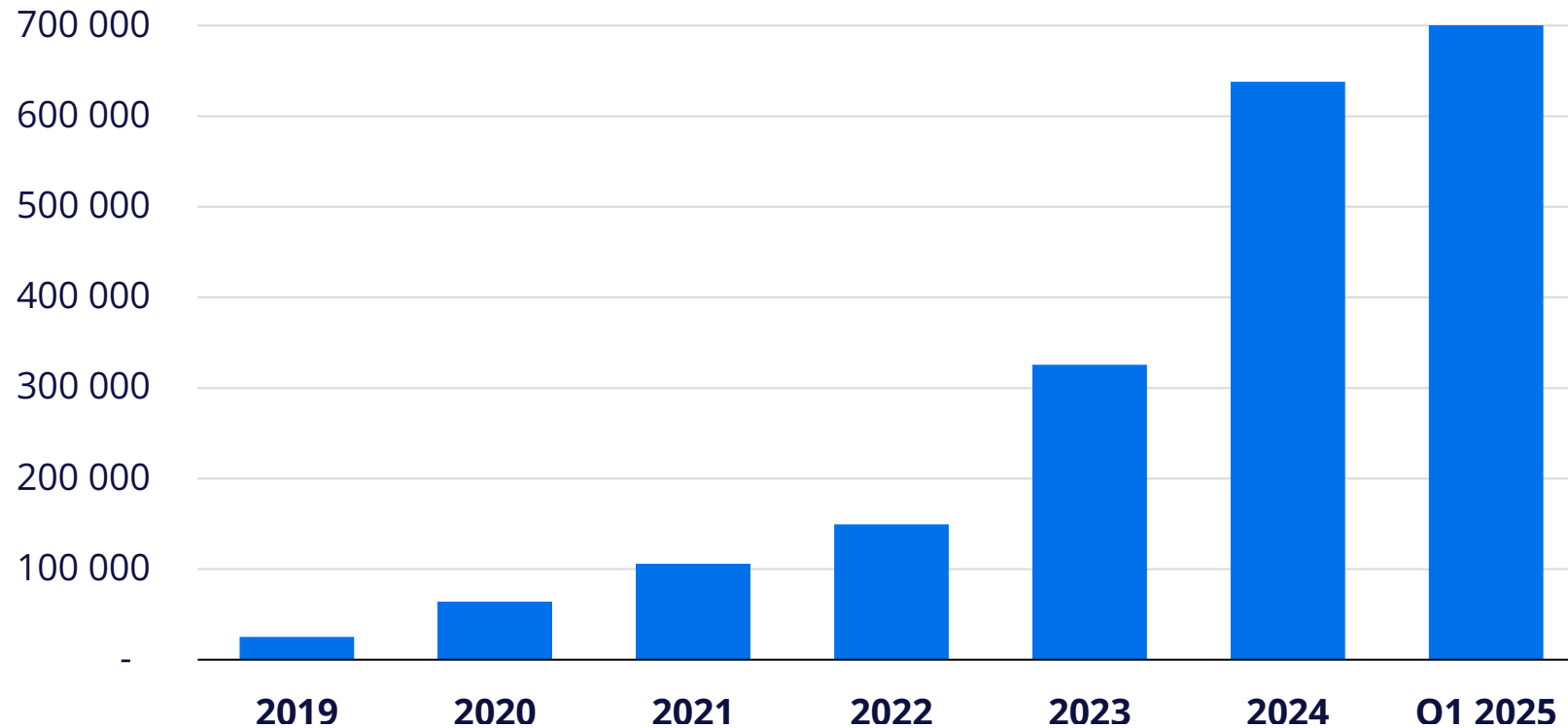
Steadily building credibility

- Autosense integration is now complete
- Ongoing OEM programs advanced solidly in Q1 towards Start of Production (SOP)
- EU homologation received for DMS in a commercial vehicle program
- ASPICE CL2 validation achieved for SCDO program with a leading German passenger car OEM



Leading provider of Interior Sensing Solutions

Accumulated number of Tobii Interior Sensing solutions deployed in vehicles



12

Total number of OEM customers (brands)

700,000+

OMS+DMS vehicles on the road since 2019

150+

Models included in OEM programs



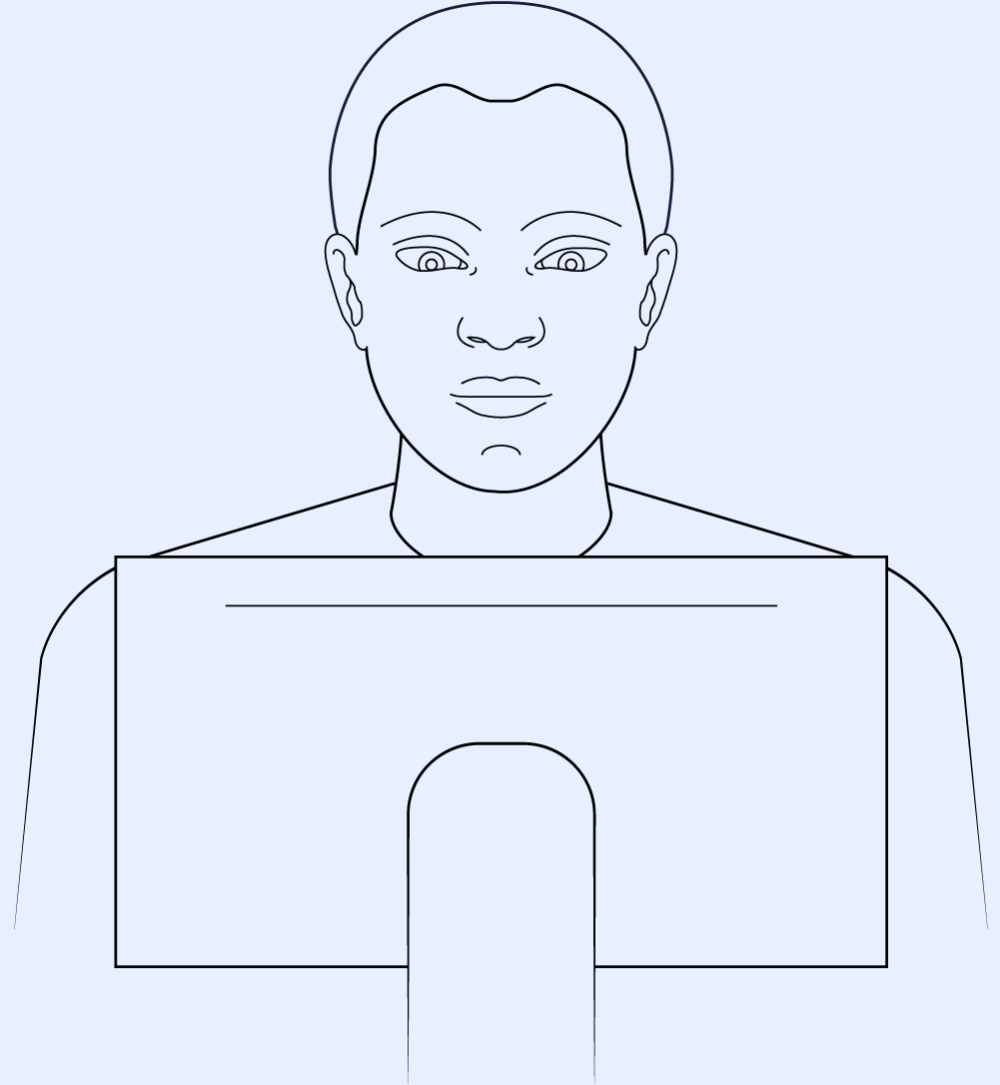
Summary and Outlook



Summary and outlook

- Sustained progress on profitability and liquidity
- Limited impact from dynamic macro situation in Q1
- Additional cost reductions implemented for 2H 2025
- Strengthened cash position expected in Q2 to meet near-term liabilities
- Strategic initiatives aimed at strengthening mid- and long-term financial position

Q&A

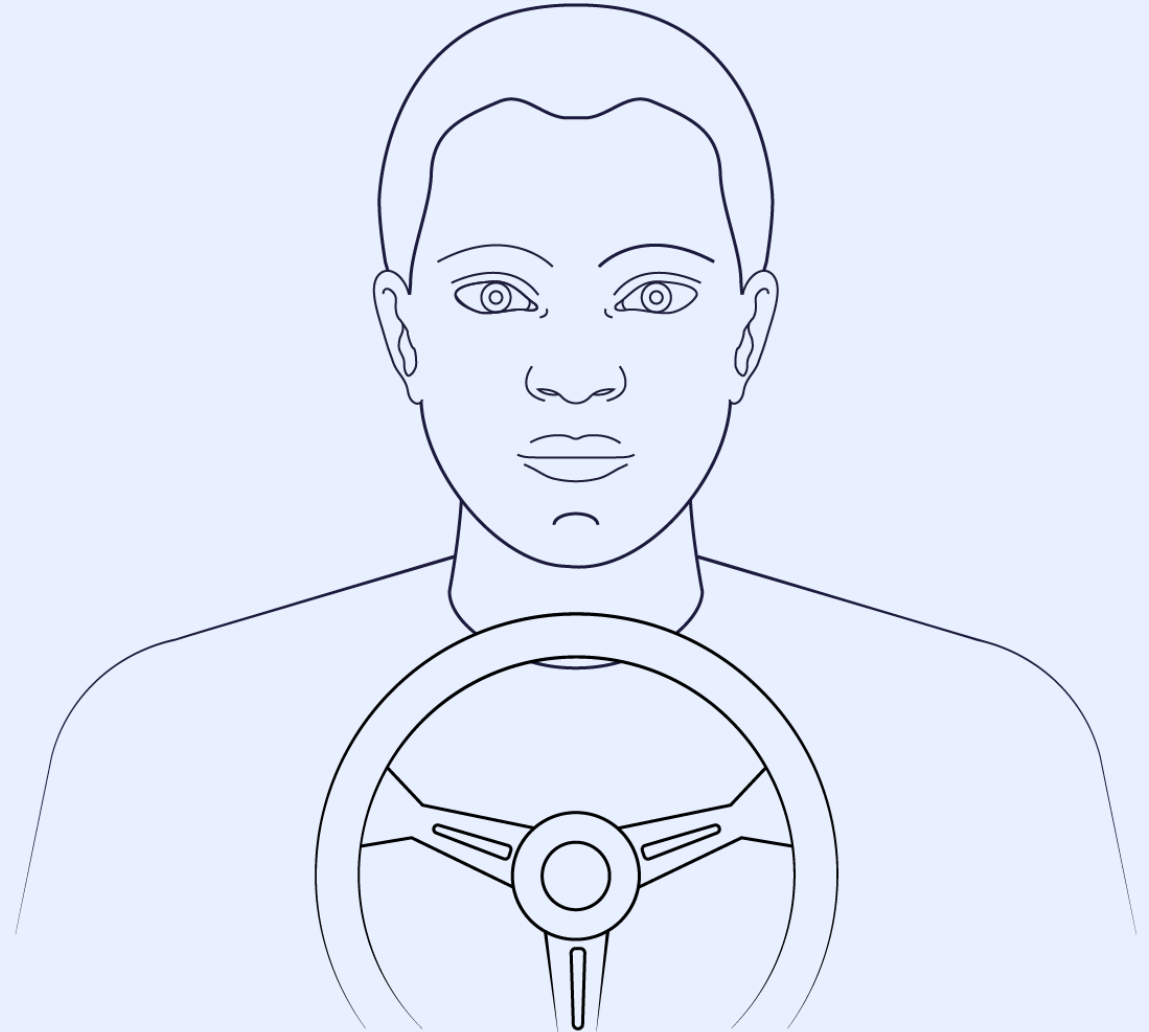


Thank you!

Q2 report released on August 28 2025

If you have question, please contact: ir@tobii.com

<https://corporate.tobii.com/investors>



tobii