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## Smart eye Interim report January-March 2020

Technology that understands, simplifies and predicts human intentions and actions.

# Grand Slam in the DMS mid-level segment - Decisive nominations won

#### January – March 2020

- Net sales totaled SEK 17,712 (11,670) thousand which corresponds to an increase of 52 %.
- Operating loss totaled SEK -21,986 (-22,227) thousand, operating costs are significantly higher than last year and reflect the investments made to meet project deliveries within Automotive Solutions and the continued development of the new business area AIS (Applied Artificial Intelligence Systems). However, the positive sales trend during the quarter means that earnings are still at the same level as last year.
- Profit/loss after financial items was SEK -22,105 (-22,293) thousand
- Profit/loss after tax per share is negative.
- Cash and cash equivalents totaled SEK 110,628 thousand at the end of March
- In February, a design win was obtained for another Chinese OEM. The estimated order value is approximately SEK 50 million.
- The company's largest order ever was communicated in March. A total of 24 new design wins were obtained from four OEMs. One is a new American high-volume manufacturer and one is a new European premium manufacturer. The other two are existing European premium customers. The estimated revenue is SEK 500 million, based on forecasts for the estimated product life cycle.
- As a precautionary measure with the current market volatility due to the corona virus, Smart Eye has decided to lower its operating costs in order to conserve cash. However, special emphasis is placed on meeting the many delivery commitments the company has to the global automotive industry.

#### Estimated value of obtained design wins

As of the report for the second 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 February 20<sup>th</sup> 2020.

The total estimated value of the company's 81 (57) design wins announced to date currently amounts to at least 2 000 MSEK (1,450) over a product life cycle.

If the company's system had been used in all car models on existing platforms by the twelve (ten) car manufacturers with whom design wins have been communicated, the estimated value would amount to at least 5,300 MSEK (2,800) over a product life cycle.

#### Financial summary

		Jan-Mar		Full Year
TSEK		2020	2019	2019
Net revenue	TSEK	17 712	11 670	49 817
Operating costs	TSEK	-54 454	-40 364	-186 405
Operating profit/loss	TSEK	-21 986	-22 227	-105 723
Operating margin, %	%	neg.	neg.	neg.
Profit/loss after tax	TSEK	-22 105	-22 293	-106 362
Profit per share, SEK	SEK	-1,46	-1,70	-7,03
Profit per share after full dilution, SEK	SEK	-1,44	-1,68	-6,92
Return on total capital	%	-8,20	-0,15	-35,80
Equity per share, SEK	SEK	15,19	11,19	16,64
Equity per share after full dilution, SEK	SEK	14,93	11,05	16,36
Equity ratio	%	85,17	80,71	84,66
Number of shares		15 118 984	13 146 943	15 118 984
Number of shares after full dilution		15 379 184	13 307 143	15 379 184
Average number of shares before full dilution		15 118 984	13 146 943	15 118 984
Average number of shares after full dilution	on	15 379 184	13 307 143	15 379 184

# Comments from the CEO

## From the hour of destiny to Grand Slam.

If the fourth quarter was the hour of destiny for mid-level DMS, that moment has now passed and will not come back. After the first quarter, there is no doubt that Smart Eye will be the clear market leader in DMS for many years to come.

## Nominations in the mid-level segment

In the first quarter, the decisive moment for the mid-level segment finally came, the largest and most important by volume. It was nothing short of a success for Smart Eye. In total, we landed five car manufacturers during the first quarter. One of the United States' largest, one of China's most important and three European premium manufacturers, all of them leaders in security and trendsetters for other brands. Together with some of the most significant global OEMs in South Korea, Japan and Europe who have previously chosen Smart Eye, a large part of the automotive industry has chosen the path. Admittedly, there are some manufacturers that have yet to nominate supplier, but the start of 2020 clearly shows where the market is heading. Many within Smart Eye has been working hard for many years to enable the success with market leadership in both the premium and the global mid-level segment. I am proud and grateful for the employees' performance and endurance. The trend is looking good for the continued development of the Automotive Solutions business area.

#### Effects of the Coronavirus

In the short term it is very difficult to predict how the development will be, it is very dependent on Covid-19. The planning have to take place from one day to another and the outcome will to a great extent depend on how the pandemic develops. Car sales are declining in country after country as the virus spreads. At the same time, it can be seen that personal mobility is preferable to public transport in times when the spread the of infection is to be minimized.



But in the slightly longer term, sales of cars will rebound, just as after the financial crisis of 2008. Demand for advanced safety equipment is primarily driven by EuroNCAP and legislation that sets the long-term agenda. We continue to be positive about the long-term future of the automotive industry.

#### Cost control and cautiousness

At Smart Eye, we have used the Swedish government's temporary layoff support and introduced strict cost control to be as prepared as possible for all events. We have also previously communicated that with these measures, the current cash will last at least 18 months. We believe that this is an appropriate precautionary measure in the current circumstances but that there is preparedness to press both the accelerator or the brake, whatever the circumstances require.

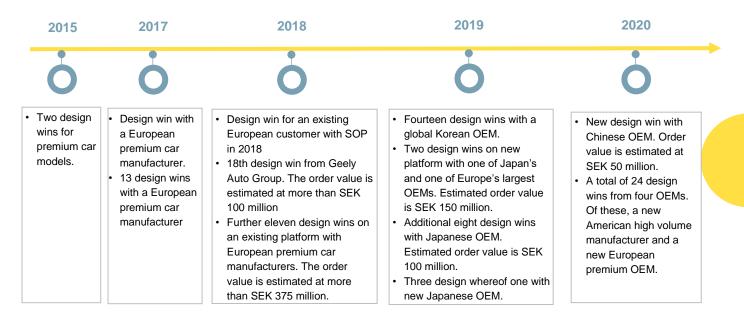
## Strong development of the business

In light of the ongoing health situation, it is extra gratifying to be able to deliver such a strong result. All Smart Eyes different business areas deliver as expected or better and sales increase by 52% compared to last year. It's natural that we invest in the current situation to be ready for the broad introduction of DMS by the automotive industry. Car sales will soon rebound and then Smart Eye is well positioned to reap the benefits of what we have achieved so far.

Martin Krantz CEO Smart Eye

# Estimated value of obtained design wins

The table below shows the estimated value of the design wins announced by the company and the estimated potential value if the company were to win additional design wins on already obtained platforms. 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.



Desig Win År / (MSEK)	2015-2019	2020	Total
Estimated revenue over the product life cycle from current design wins	1,450	550	2,000
Estimated revenue over the product life cycle from possible additional designs wins with existing car manufacturers on existing platforms	1,300	2,000	3,300
Estimated revenue over the product life cycle including current and possible additional designs wins with existing car manufacturers on existing platforms	2,750	2,550	~5,300

# The Group in summary

#### Revenue and earnings

#### First quarter 2020

Net sales for the period January to March 2020 totaled SEK 17,712 thousand (11,670), an increase of 52%. Both business areas show clearly better sales compared to the corresponding quarter of last year, but also in comparison with all quarters of the previous year. Possible effects of the Coronavirus situation have not been seen to any great extent during the first quarter.

Net sales for Automotive Solutions in the first quarter amounted to SEK 9,717 thousand, compared with SEK 4,967 thousand in the first quarter of 2019. The increase of 96% is due to higher project revenue as the company runs more customer projects than before and that these are entering a more intensive phase. A slight slowdown in license revenue from produced cars could be seen at the end of the quarter. Under normal circumstances, license revenue would continue to increase as more cars are equipped with Smart Eye technology.

Net sales for the Research Instruments business area in the first quarter amounted to SEK 7,995 thousand (6,703). Part of previous orders that were delayed during end of 2019 could be delivered during the first quarter and the business area also has broadened its product portfolio to be able to reach more customers.

Other operating revenue amounted to SEK 4,645 thousand (895). Foreign exchange gains on revaluation of assets in foreign currency account for the majority of other operating revenue. Capitalized work for own account amounted to SEK 10, 111 thousand (5,572) during the period.

The Group's total revenue for the period was SEK 32,468 thousand (18,137).

The operating result for the period was SEK -21,986 thousand (-22,227). The operating costs are higher than the previous years comparable quarter, which is in line with plans and depends on continued efforts to deliver on both existing and future customer projects. The development of products for the new business area AIS (Applied Artificial Intelligence Systems) is continuing and a launch is planned to take place in the latter part of 2020 or early 2021. However, the positive sales trend during the quarter means that earnings are still at the same level as last year.

#### Financial position

In addition to cash and cash equivalents of SEK 110.6 million, the Group has an unutilised bank overdraft facility of SEK 5 million.

## Important events during the period

In February, a design win was obtained for another Chinese OEM. The estimated order value is approximately SEK 50 million.

The company's largest order ever was communicated in March. A total of 24 new design wins were obtained from four OEMs. One is a new American high-volume manufacturer and one is a new European premium manufacturer. The other two are existing European premium customers. The estimated revenue is SEK 500 million, based on forecasts for the estimated product life cycle. If the company were to receive additional design wins on the platforms developed by the four car manufacturers, the potential order value is at least SEK 2,000 million.

As a precautionary measure as a result of the Corona virus, the company has lowered its operating costs in order to conserve cash. The savings program came into effect in March and will, among other things, utilize the support provided by the government regarding shortterm layoff. However, special emphasis is placed on meeting the many delivery commitments the company has to the global automotive industry.

These measures are intended to ensure the company's financial stability for at least 18 months ahead. The company retains readiness to quickly switch up if the Corona-related uncertainties improve

## 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 loans. 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.

As sales increase, the company will be exposed to 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. 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. Otherwise, regarding risks and uncertainties, refer to the 2019 Annual Report, page 33.

#### Transactions with related parties

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 15,118,984

#### Share-based incentive scheme

At the Annual General Meeting on May 15, 2019, the Company resolved to establish an incentive program directed at senior executives and staff. With full utilization of the Company's incentive program, 100,000 shares will be issued, resulting in a total dilution impact of a maximum of around 0.76 percent of the share capital and number of votes. The subscription price for shares supported by warrants is SEK 163 per share. The premium per subscription option, which has been calculated according to the Black & Scholes model, amounted to SEK 17. The subscription of shares may take place during the period from 1 June 2022 to 30 June 2022.

In addition, the company has an ongoing incentive program that was approved by the Annual General Meeting on April 25, 2018.

#### **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). The same accounting policies have been applied as in the 2018 Annual Report.

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

Gothenburg, May 8th 2020

Board of Directors Smart Eye Aktiebolag (publ)

### Consolidated Statement of Income

	Jan-Mar	Jan-Mar	Full Year
TSEK	2020	2019	2019
Operating revenue			
Net sales	17 712	11 670	49 817
Capitalised work for own account	10 111	5 572	29 000
Other operating revenue	4 645	895	1 865
Total operating revenue, etc.	32 468	18 137	80 682
Operating expenses			
Other external costs	-24 782	-17 243	-81 999
Personnel costs	-24 677	-19 554	-85 689
Depreciation and write-down of			
tangible and intangible assets	-4 995	-3 567	-18 717
Total operating expenses	-54 454	-40 364	-186 405
Operating profit/loss	-21 986	-22 227	-105 723
Financial income and expenses			
Other interest income and similar			
items	0	0	117
Interest costs and similar items	-119	-66	-663
Total financial income and expenses	-119	-66	-546
Profit/loss after financial items	-22 105	-22 293	-106 269
Tax on the result for the period	0	-93	-93
Result for the period	-22 105	-22 386	-106 362

## Consolidated Balance Sheet

TSEK	2020-03-31	2019-03-31	2019-12-31
Intangible assets	120 165	85 408	110 021
Tangible assets	5 430	4 668	5 680
Financial assets	25	25	25
Total fixed assets	125 620	90 101	115 726
Inventories	4 839	4 420	4 373
Trade receivables	16 126	13 943	11 734
Current tax receivables	1 366	1 902	1 229
Other current receivables	3 491	2 054	5 385
Prepaid expenses and accrued income	7 525	4 183	13 308
Current receivables	28 508	22 082	31 656
Cash and cash equivalents	110 629	65 599	145 384
Total current assets	143 976	92 101	181 413
TOTAL ASSETS	269 596	182 202	297 139

## **Consolidated Balance Sheet**

ТЅЕК	2020-03-31	2019-03-31	2019-12-31
Equity			
Share Capital	1 512	1 315	1 512
Other contributed Equity	501 729	313 531	501 729
Other Equity	-273 612	-167 782	-251 693
Total equity	229 628	147 063	251 547
Other debt to credit institutions	1 667	3 167	1 667
Non-current liabilities	1 667	3 167	1 667
Other debt to credit institutions	1 500	2 000	2 000
Advance payments from customer	0	1 354	0
Trade payables	12 686	8 765	18 163
Current tax liability	0	32	0
Other current debt	2 885	3 771	4 427
Accrued expenses and prepaid income	21 230	16 050	19 337
Current liabilities	38 301	31 972	43 925
TOTAL EQUITY AND LIABILITIES	269 596	182 202	297 139

## Consolidated change in equity

	Share	Other contributed	Other		
TSEK	capital	Equity	Equity	Total equity	
Opening balance 2019-01-01	1 315	313 531	-145 533	169 313	
New issue after issue costs*	197	187 387	0	187 584	
Optionprogram 2019	0	811	0	811	
Translation difference			202	202	
Profit/loss for the year	0	0	-106 362	-106 362	
Equity 2019-12-31	1 512	501 729	-251 693	251 547	
Opening balance 2020-01-01	1 512	501 729	-251 693	251 547	
Translation difference			186	186	
Profit/loss for the year			-22 105	-22 105	
Equity 2020-03-31 1 512 501 729 -273 612 229 628   The share capital consists of 15 118 984 shares with a quota value of SEK 0.1. 229 628					

\*During the period a new issue was registered and the share capital increased by SEK 197 204,10

## Consolidated Cash Flow Analysis

	2020-03-31	2019-12-31	2018-12-31
Operating activities			
Operating profit after depreciation	-21 986	-22 227	-105 723
Reversal of depreciation	4 995	3 567	18 717
Financial payments received	0	0	117
Financial disbursements	-119	-66	-663
Тах	0	0	0
Change in working capital			
Change in stocks	-466	-112	-65
Change in trade receivables	-4 392	5 399	7 608
Change in other current receivables	7 540	-2 157	-13 940
Change in trade payables	-5 477	-876	8 522
Changes in other current liabilities	-148	1 726	4 283
Cash flow from working capital	-20 053	-14 747	-81 144
Investment activities			
Intangible assets	-14 555	-8 860	-47 043
Tangible assets	-64	-284	-2 877
Financial assets	-277	0	0
Cash flow from investment activities	-14 896	-9 144	-49 920
Financing activities			
New issue	0	0	187 584
Optionprogram	0	0	811
Non-current liabilities	0	-500	-2 000
Cash flow from financing activities	0	-500	186 394
Translation difference	193	44	108
Cash flow	-34 756	-24 347	55 438
Opening cash and cash equivalents	145 384	89 946	89 946
Closing cash and cash equivalents	110 628	65 599	145 384

## Parent Company's Statement of Income

	Jan-Mar	Jan-Mar	Full Year
TSEK	2020	2019	2019
Operating revenue			
Net sales	17 712	11 670	49 817
Capitalised work for own account	10 111	5 572	29 000
Other operating revenue	4645	895	1 865
Total operating revenue	32 468	18 137	80 682
	0		
Other external costs	-25 070	-17 412	-82 622
Personnel costs	-24 677	-19 568	-85 614
Depreciation and write-down of tangible			
and intangible assets	-4 995	-3 567	-18 717
Total operating expenses	-54 742	-40 547	-186 953
Operating profit/loss	-22 274	-22 410	-106 271
Financial income and expenses			
Other interest income and similar items	0	0	117
Interest costs and similar items	-119	-66	-663
Total financial income and expenses	-119	-66	-546
Profit/loss after financial items	-22 393	-22 476	-106 817
Tax on the result for the period	0	0	0
Result for the period	-22 393	-22 476	-106 817

### Parent Company's Balance Sheet

ТЅЕК	2020-03-31	2019-03-31	2019-12-31
ASSETS			
Intangible assets	120 165	85 408	110 021
Tangible assets	5 161	4 668	5 680
Financial assets	1 605	649	1327
Total fixed assets	126 931	90 725	117 028
Inventories	4 839	4 420	4 373
Trade receivables	16 126	13 943	11 734
Receivables from Group companies	264	69	0
Current tax receivables	1 366	1 902	1 301
Other current receivables	3 490	2 054	5 384
Prepaid expenses and accrued income	6 704	4 130	12 496
Current receivables	27 950	22 098	30 915
Cash and cash equivalents	109 278	64 695	145 118
Total current assets	142 067	91 213	180 406
TOTAL ASSETS	268 998	181 938	297 434

## Parent Company's Balance Sheet

TSEK	2020-03-31	2019-03-31	2019-12-31
Equity			
Restricted equity			
Share capital	1 512	1 315	1 512
Fund for development costs	71 050	51 862	67 690
Share premium fund	21 914	21 914	21 914
	94 476	75 091	91 116
Unrestricted equity			
Share premium fund	479 814	291 617	479 814
Retained profit	-323 724	-197 719	-213 546
Profit/loss for the year	-22 393	-22 476	-106 817
	133 698	71 422	159 450
Total equity	228 174	146 514	250 566
Other debt to credit institutions	1 667	3 167	1 667
Non-current liabilities	1 667	3 167	1 667
Other debt to credit institutions	1 500	2 000	2 000
Advance payments from customer	0	1 354	0
Trade payables	12 532	8 667	17 874
Debt to Group companies	1 209	716	1 793
Other current debt	2 692	3 771	4 207
Accrued expenses and prepaid income	21 224	15 749	19 328
Current liabilities	39 157	32 257	45 201
TOTAL EQUITY AND LIABILITIES	268 998	181 938	297 434

## Parent Company's Change in Equity

		Share	Fund for			
		premium	development	Share	Other	
	Share	fund	costs	premium fund	unrestricted	
TSEK	capital	(restricted)	(restricted)	(unrestricted)	equity	Total equity
Opening balance 2018-01-01	1 315	21 914	43 459	291 617	-189 316	168 989
New issue*	197			187 387		187 584
Option program 2018	0			811		811
Fund for development costs			29 000		-29 000	
Reversal of fund for development costs			-4 769		4 769	
Profit/loss for the year					-106 817	-106 817
Equity 2018-12-31	1 512	21 914	67 690	479 814	-320 364	250 566
Opening balance 2020-01-01	1 512	21 914	67 690	479 814	-320 364	250 566
Fund for development costs			3 360		-3 360	
Profit/loss for the year			~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		-22 393	-22 393
Equity 2020-03-31	1 512	21 914	71 050	479 814	-346 117	228 174

The share capital consists of 15 118 984 shares with a quota value of SEK 0.1.

\*During the period ongoing new issue was registered and the share capital increased by SEK 197 204,10.

## Parent Company's Cash Flow Analysis

TSEK	2020-03-31	2019-03-31	2018-12-31
Operating activities			
Operating profit after depreciation	-22 273	-22 410	-106 270
Reversal of depreciation	4 995	3 567	18 717
Financial payments received	0	0	117
Financial disbursements	-119	-66	-663
Тах	0	0	0
Change in working capital			
Change in stocks	-466	-112	-65
Change in trade receivables	-4 392	5 399	7 608
Change in other current receivables*	7 356	-2 090	-13 116
Change in trade payables	-5 342	-794	8 413
Change in other current liabilities	-700	2 036	5 774
Cash flow from working capital	-20 941	-14 470	-79 485
Investment activities			
Intangible assets	-14 555	-8 860	-47 043
Tangible assets	-64	-284	-2877
Financial assets	-277	0	-679
Cash flow, investment activities	-14 896	-9 144	-50 599
Financing activities			
New issue	0	0	187 584
Ongoing new issue	0	0	811
Non-current liabilities	0	-500	-2 000
Cash flow from financing activities	0	-500	186 395
Cash flow	-35 838	-24 114	56 310
Opening cash and cash equivalents	145 118	88 809	88 809
Closing cash and cash equivalents	109 278	64 695	145 118

#### Definition of key ratios

#### Equity ratio

Equity and untaxed reserves (less deferred tax) as a percent 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.

#### 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.

#### Equity per share

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

This information is information that Smart Eye AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation.The information was submitted for publication at 2 pm CET on May 8, 2020.

#### Calendar

Interim report Apr-Jun 2020 Interim report Jul-Sep 2020 2020 August 26<sup>th</sup> 2020 October 20<sup>th</sup>

Interim report Oct-Dec 2020 2021

February 24th

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Bridging the gap between man and machine since 1999. Smart Eye develops artificial intelligence (AI) powered eye tracking technology that understands, assists and predicts human intentions and actions. By studying a person's eye, face and head movements, our technology can draw conclusions about an individual's alertness, attention, focus and gain insights into a person's awareness and mental status.

Today, our eye tracking technology is embedded in the next generation of vehicles, helping the automotive industry take another step towards safer and more eco-friendly transportation. Our research instruments offer unparalleled performance in complex, real-world situations, paving the way for new insights in aerospace, aviation, psychology, neuroscience, medical and clinical research.

Smart Eye is headquartered in Gothenburg, Sweden and has offices in Michigan, USA, Tokyo, Japan and Chongqing, China, as well as having partners, resellers and distributors in Europe, USA and APAC. Its solutions are used by more than 700 clients all over the world by leading research groups, brands and labs such as US Air Force, Nasa, BMW, Lockheed Martin, Audi, Boeing, Volvo, GM, and many more.

#### http://smarteye.ai



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