

Continued growth and prepared for success

July - September 2020

- Net sales totaled SEK 15,212 (12,264) thousand which corresponds to an increase of 24 %. The increase in sales is mainly due to increased license revenues within Automotive Solutions.
- Operating loss totaled SEK -12,818 (-23,623) thousand, operating expenses are significantly lower than last year due to Corona related measures.
- Profit/loss after financial items was SEK -12,854 (-23,676) thousand
- Profit/loss after tax per share is negative.
- Cash and cash equivalents totaled SEK 67,314 thousand at the end of September.
- In October, the company carried out a directed new share issue that provided the company with approximately SEK 189 million before transaction costs.
- On October 14, the company announced two new design wins with an existing Korean OEM.
 The estimated revenue for the order is SEK 100 million over a product life cycle.

January - September 2020

- Net sales amounted to SEK 46,772 (36,312) thousand, which corresponds to an increase of 29%.
- Operating profit amounted to SEK -57,729 (-70,519) thousand, lower costs during the second and third quarter had a positive effect on earnings.
- Profit after financial items amounted to SEK -57,957 (-70,772) thousand
- Earnings after tax per share are negative.

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 August 26th 2020.

The total estimated value of the company's 83 (81) design wins announced to date currently amounts to at least 2,100 MSEK (2,000) over a product life cycle.

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

Financial summary

| | Jul-Sep | Jul-Sep | Jan-Sep | Jan-Sep | Full Year |
|------|----------------------------------|--|---|--|--|
| | 2020 | 2019 | 2020 | 2019 | 2019 |
| TSEK | 15 212 | 12 264 | 46 772 | 24 048 | 49 817 |
| TSEK | -37 287 | -45 623 | -134 588 | -85 759 | -186 405 |
| TSEK | -12 818 | -23 623 | -57 729 | -46 896 | -105 723 |
| % | neg. | neg. | neg. | neg. | neg. |
| TSEK | -12 854 | -23 676 | -57 957 | -47 096 | -106 362 |
| SEK | -0,85 | -1,57 | -3,83 | -3,12 | -7,03 |
| % | 9,5 | -7,4 | -19,5 | -13,5 | 35,8 |
| SEK | 12,93 | 19,00 | 12,93 | 19,00 | 16,64 |
| SEK | 12,71 | 18,67 | 12,71 | 18,67 | 16,36 |
| % | 86,11 | 89,00 | 86,11 | 89,00 | 84,66 |
| | 15 118 984 | 15 118 984 | 15 118 984 | 15 118 984 | 15 118 984 |
| | 15 379 184 | 15 379 184 | 15 379 184 | 15 379 184 | 15 379 184 |
| tion | 15 118 984 | 15 118 984 | 15 118 984 | 15 118 984 | 15 118 984 |
| n | 15 425 851 | 15 379 184 | 15 449 184 | 15 379 184 | 15 379 184 |
| | TSEK TSEK % TSEK SEK SEK SEK SEK | TSEK 15 212 TSEK -37 287 TSEK -12 818 % neg. TSEK -12 854 SEK -0,85 % 9,5 SEK 12,93 SEK 12,71 % 86,11 15 118 984 tion 15 118 984 | TSEK 15 212 12 264 TSEK -37 287 -45 623 TSEK -12 818 -23 623 % neg. neg. TSEK -12 854 -23 676 SEK -0,85 -1,57 % 9,5 -7,4 SEK 12,93 19,00 SEK 12,71 18,67 % 86,11 89,00 15 118 984 15 118 984 tion 15 118 984 15 379 184 | 2020 2019 2020 TSEK 15 212 12 264 46 772 TSEK -37 287 -45 623 -134 588 TSEK -12 818 -23 623 -57 729 % neg. neg. neg. TSEK -12 854 -23 676 -57 957 SEK -0,85 -1,57 -3,83 % 9,5 -7,4 -19,5 SEK 12,93 19,00 12,93 SEK 12,71 18,67 12,71 % 86,11 89,00 86,11 % 86,11 89,00 86,11 15 118 984 15 118 984 15 379 184 15 379 184 tion 15 118 984 15 118 984 15 118 984 | Z020 2019 2020 2019 TSEK 15 212 12 264 46 772 24 048 TSEK -37 287 -45 623 -134 588 -85 759 TSEK -12 818 -23 623 -57 729 -46 896 % neg. neg. neg. neg. TSEK -12 854 -23 676 -57 957 -47 096 SEK -0,85 -1,57 -3,83 -3,12 % 9,5 -7,4 -19,5 -13,5 SEK 12,93 19,00 12,93 19,00 SEK 12,71 18,67 12,71 18,67 % 86,11 89,00 86,11 89,00 SEK 15 118 984 15 118 984 15 118 984 15 118 984 15 118 984 15 118 984 15 379 184 15 379 184 15 379 184 |

Comments from the CEO

Continued success and preparations for the next wave of DMS

During the third quarter we negotiated an extension of an existing contract with a Korean customer. It has resulted in two new design wins on an additional car platform. Serial production is scheduled for late 2021. One of the cars is in the upper-mid level segment and one is a premium car. It's with great satisfaction that we again see the scalability of the business model and that satisfied customers are ready to come back and puchase our software again and again.

We have also ended the short-time furlough program and are again increasing our pace regarding current project commitments as well as the upcoming wave of procurements. This is possible after a fast and successful directed share issue of 189 million SEK. Once again, the interest was bigger than the number of offered shares. We are quite pleased to be able to carry it out in such a way in spite of the pandemic. We view it as a sign of recognition from the market of the numerous successes in DMS during the past 18 months. We expect DMS to be procured representing 30% of the world's vehicle production before the end of 2023, with start of production from 2024 and onwards. We intend to stand as strong as possible before the upcoming wave of DMS procurements and thanks to the recent financing, we are in a good position to do so.

Smart Eye's goal of being the market leader stands firm

We have twelve of the biggest car companies as customers and we are in dialouge with many more. Out of our customers no less than 11 are on the list of the world's largest 20 manufacturers, measured on number of vehicles produced yearly. Our intention is to continue as the market leader and we will do the necessary ground work to reach that goal. The share issue should be seen in this light, for us to be able to deploy resources where they are most needed.



Research Instruments

During the second half of March, the order intake slowed down and continued to do so during spring and early summer, which was tough for the whole research market. We still managed to increase the sales in the third quarter but less than our pre-Corona goals. The Q3 result was to a large extent produced during September, and the 15% increase from last year should be viewed with that in mind. We are seeing an increased demand during the fall and have a positive outlook on the fourth quarter.

AIS

Smart Eye's newest business area with focus on automotive aftermarket products has been experiencing some Corona related delays. With Chinese suppliers it has been challenging to synchronize the work done in both China and Sweden. We are working intensely to gain back the lost ground, but we will not be able to launch products in 2020 as previously planned, instead aiming for early 2021. The market activity level went from high to low in March. We expect demand to slowly increase to the high level again as the pandemic subsides. The need to solve the problem with drowsy and distracted drivers is of course as big as ever.

Final words

With numerous new car contracts during the last year, along with the recently completed funding we are relatively safe in an otherwise stormy world. Now is a good time for us to increase the pace while many others have pressed the pause button. The period of increased insecurity is not over yet, but the company has, during times of change, once again shown foresight and an ability to adapt under different circumstances. We will continue to be cautious on all levels and will first and foremost make sure that we are a long-term player in the automotive sector's transition to

safer cars. Our many customers guarantee continuity and transparency in future revenues. As long as there is a need for personal transportation there will be an industry serving that need. Delivery of high-quality, safety level software will continue to be in strong demand for a long time to come.

Martin Krantz VD 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 was 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.



- Two design wins for premium car models.
- Design win with a European premium car manufacturer.
- 13 design wins with a European premium car manufacturer
- Design win for an existing European customer with SOP in 2018
- 18th design win from Geely Auto Group. The order value is estimated at more than SEK 100 million
- Further eleven design wins on an existing platform with European premium car manufacturers. The order value is estimated at more than SEK 375 million.
- Fourteen design wins with a global Korean OEM.
- Two design wins on new platform with one of Japan's and one of Europe's largest OEMs.
 Estimated order value is SEK 150 million.
- Additional eight design wins with Japanese OEM. Estimated order value is SEK 100 million.
- Three design whereof one with new Japanese OEM.
- New design win with Chinese OEM. Order value is estimated at SEK 50 million.
- A total of 24 design wins from four OEMs. Of these, a new American high volume manufacturer and a new European premium OEM.
- Two new design wins to an existing Korean OEM. The estimated revenue for the order is SEK 100 million over a product life cycle.

| Desig Win År / (MSEK) | 2015-2019 | 2020 | Total |
|--|-----------|-------|--------|
| Estimated revenue over the product life cycle from current design wins | 1,450 | 650 | 2,100 |
| Estimated revenue over the product life cycle from possible additional designs wins with existing car manufacturers on existing platforms | 1,300 | 2,500 | 3,800 |
| Estimated revenue over the product life cycle including current and possible additional designs wins with existing car manufacturers on existing platforms | 2,750 | 3,150 | ~5,900 |

The Group in summary

Revenue and earnings

Third quarter 2020

Net sales for the period July to September 2020 amounted to SEK 15,212 (12,264) thousand, which is an increase of 24%.

Net sales for Automotive Solutions during the third quarter were SEK 10,005 thousand, compared with SEK 7,752 thousand in the third quarter of the previous year. The increase of 29% is mainly due to increasing license revenues from more and more cars produced. The number of cars produced increased significantly during the third quarter, both compared with the second quarter, but also compared with previous quarters. The company also had continued project revenues from active customer projects.

The Research Instruments business area's net sales during the third quarter amounted to SEK 5,207 (4,512) thousand. The business area thus reports an increase in sales despite continued negative effects of Corona.

Other operating income amounted to SEK 3,242 (1,212) thousand. Remuneration for short-term furlough during the quarter amounts to SEK 2,100 thousand, foreign exchange gains on revaluation of assets in foreign currency to SEK 600 thousand and compensation for research projects to SEK 600 thousand. Capitalized work for own account during the period amounted to SEK 6,015 (6,524) thousand.

Capitalized work for own account during the period amounted to SEK 6,015(6,524) thousand.

The Group's total revenues during the period amounted to SEK 24,469 (20,000) thousand.

Operating profit for the period amounted to SEK -12,818 (-23,623) thousand, operating expenses are significantly lower than the comparable quarter of the previous year and are also lower than the first six months of the year. During the quarter, the company continued to manage its capital and has partly used some of the support measures offered, such as short-term furlough. This in combination with general cost savings has meant lower costs during the quarter.

During the quarter, however, the company continued to prioritize delivery commitments to ongoing projects in the global automotive industry.

January - September 2020

Net sales for the period January to September 2020 amounted to SEK 46,772 (36,312) thousand, which is an increase of 29%.

Other operating income that is mainly attributable to compensation for short-term furlough and external research projects amounted to SEK 7,739 (3,059) thousand. Activated work for own account during the period amounted to SEK 22,348 (19,492) thousand.

The company's total revenues during the period amounted to SEK 76,859 (58,863) thousand.

Operating profit for January to September amounted to SEK -57,729 (-70,519) thousand. The change in earnings is mainly attributable to increased revenues as well as lower costs during the second and third quarter of the year.

Net sales for the Automotive Solutions business area during January to September amounted to SEK 29,412 thousand, compared with SEK 20,121 thousand for the corresponding period in 2019. Significantly increased license revenues from produced cars as well as more invoiced development projects is the explanation for the sales increase of 46%.

Net sales for the Research Instruments business area during January to September amount to SEK 17,360 thousand, compared to SEK 16,191 thousand for the corresponding period in 2019.

Financial position

In addition to cash and cash equivalents of SEK 67.3 million, the Group has an unutilised bank overdraft facility of SEK 5 million per September 30th.

Important events during the period

During the quarter, the company continued to adjust its operating costs to manage capital. The savings program came into force in March and has continued during the third quarter.

Among other things, the company has utilized the support provided by the government regarding short-term furlough. However, special emphasis is placed on continuing to fulfill the company's many delivery commitments to the global automotive industry.

Events after the end of the period

In October, the company carried out a directed share issue of 1,511,898 shares, which provided the company with approximately SEK 189 million before transaction costs. In addition to strong support from existing shareholders, several new Swedish and international institutional investors participated.

Because of the capital raise, the company has, as of October 13, terminated in principle all short-term furlough. Great focus is now placed on fulfilling the many delivery commitments that the company has to the global automotive industry.

On October 14, the company announced two new design wins with an existing Korean OEM. The estimated revenue for the order is SEK 100 million over an estimated product life cycle. The potential value of more car models on the new platform exceeds SEK 500 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 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 8, 2020, the company resolved to establish an incentive program aimed at senior executives and staff. With full utilization of the company's incentive program, 100,000 shares will be issued. The subscription price for shares subscribed for with the support of the warrants is SEK 116 per share. The premium per warrant, which has been calculated according to the Black & Scholes model, amounted to SEK 14. Subscription for shares can take place during the period 1 June 2023 up to and including 30 June 2023.

The Annual General Meeting on 8 May 2020 also resolved on an incentive program aimed at a number of Board members. Upon full utilization of the incentive program, 40,000 shares will be issued. The subscription price for shares subscribed for with the support of the warrants is SEK 133.9 per share. The premium per warrant, which has been calculated according to the Black & Scholes model, amounted to SEK 14. Subscription for shares can take place during the period 1 June 2024 up to and including 30 June 2024

In addition, the company has two ongoing incentive programs that were decided at the Annual General Meetings on April 25, 2018 and May 15, 2019.

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 2019 Annual Report.

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

Gothenburg, October 19th, 2020 Board of Directors

Smart Eye Aktiebolag (publ)

Condensed Consolidated Statement of Income

| | Jul-Sep | Jul-Sep | Jan-Sep | Jan-Sep | Full Year |
|-------------------------------------|---------|---------|----------|----------|-----------|
| TSEK | 2020 | 2019 | 2020 | 2019 | 2019 |
| Operating revenue | | | | | |
| Net sales | 15 212 | 12 264 | 46 772 | 36 312 | 49 817 |
| Capitalised work for own account | 6 015 | 6 524 | 22 348 | 19 492 | 29 000 |
| Other operating revenue/cost | 3 242 | 1212 | 7 739 | 3059 | 1 865 |
| Total operating revenue, etc. | 24 469 | 20 000 | 76 859 | 58 863 | 80 682 |
| Operating expenses | | | | | |
| Other external costs | -12 529 | -19 088 | -51 572 | -55 958 | -81 999 |
| Personnel costs | -19 029 | -19 713 | -66 892 | -60 836 | -85 689 |
| Depreciation and write-down of | | | | | |
| tangible and intangible assets | -5 729 | -4 822 | -16 124 | -12 588 | -18 717 |
| Total operating expenses | -37 287 | -43 623 | -134 588 | -129 382 | -186 405 |
| Operating profit/loss | -12 818 | -23 623 | -57 729 | -70 519 | -105 723 |
| Financial income and expenses | | | | | |
| Other interest income and similar | | | | | |
| items | | 4 | | 4 | 117 |
| Interest costs and similar items | -36 | -57 | -228 | -257 | -663 |
| Total financial income and expenses | -36 | -53 | -228 | -253 | -546 |
| Profit/loss after financial items | -12 854 | -23 676 | -57 957 | -70 772 | -106 269 |
| Tax on the result for the period | | | | | -93 |
| Result for the period | -12 854 | -23 676 | -57 957 | -70 772 | -106 362 |

Condensed Consolidated Balance Sheet

| TSEK | 2020-09-30 | 2019-09-30 | 2019-12-31 |
|-------------------------------------|------------|------------|------------|
| | | | |
| Intangible assets | 125 303 | 99 339 | 110 021 |
| Tangible assets | 4 319 | 6 030 | 5 680 |
| Financial assets | 25 | 25 | 25 |
| Total fixed assets | 129 647 | 105 394 | 115 726 |
| Inventories | 4 341 | 4 315 | 4 373 |
| Trade receivables | 15 585 | 13 477 | 11 734 |
| Current tax receivables | 2 434 | 2 472 | 1 229 |
| Other current receivables | 2 887 | 2 147 | 5 385 |
| Prepaid expenses and accrued income | 4 795 | 7 982 | 13 308 |
| Current receivables | 25 701 | 26 078 | 31 656 |
| | | | |
| Cash and cash equivalents | 67 314 | 186 164 | 145 384 |
| Total current assets | 97 356 | 216 557 | 181 413 |
| | | | |
| TOTAL ASSETS | 227 003 | 321 951 | 297 139 |

Condensed Consolidated Balance Sheet

| TSEK | 2020-09-30 | 2019-09-30 | 2019-12-31 |
|-------------------------------------|------------|------------|------------|
| Equity | | | |
| Share Capital | 1 512 | 1 512 | 1 512 |
| Other contributed Equity | 503 689 | 314 342 | 501 729 |
| Other Equity | -309 725 | -28 657 | -251 693 |
| Total equity | 195 474 | 287 196 | 251 547 |
| Other debt to credit institutions | 1 667 | 2 167 | 1 667 |
| Non-current liabilities | 1 667 | 2 167 | 1 667 |
| Other debt to credit institutions | 500 | 2 000 | 2 000 |
| Advance payments from customer | | 1 380 | |
| Trade payables | 7 084 | 10 063 | 18 163 |
| Other current debt | 2 667 | 5 280 | 4 427 |
| Accrued expenses and prepaid income | 19 611 | 13 865 | 19 337 |
| Current liabilities | 29 862 | 32 588 | 43 925 |
| TOTAL EQUITY AND LIABILITIES | 227 003 | 321 951 | 297 139 |

Condensed Consolidated change in equity

| | | Other | | |
|------------------------------|---------|-------------|----------|--------------|
| | Share | 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 | | 187 584 |
| Optionprogram 2019 | | 811 | | 811 |
| Translation difference | | | 202 | 202 |
| Profit/loss for the year | | | -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 |
| Optionprogram 2020 | | 1 960 | | 1 960 |
| Translation difference | | | -76 | -76 |
| Profit/loss for the year | | | -57 957 | -57 957 |
| Equity 2020-09-30 | 1 512 | 503 689 | -309 726 | 195 474 |

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

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

Condensed Consolidated Cash Flow Analysis

| Operating activities -57 729 -70 519 -105 723 Reversal of depreciation 16 124 12 588 18 717 Financial payments received 4 117 Financial disbursements -228 -257 -663 Tax -228 -257 -663 Change in working capital Change in trade receivables 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in other current receivables 9 534 -6 092 -13 940 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Intangible assets -29 648 -30 817 -47 043 Tangible assets -1 500 -2 642 -2 877 | | 2020-09-30 | 2019-06-30 | 2018-12-31 |
|---|--------------------------------------|------------|------------|------------|
| Reversal of depreciation 16 124 12 588 18 717 Financial payments received 4 117 Financial disbursements -228 -257 -663 Tax -228 -257 -663 Change in working capital Change in stocks 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in trade payables -1 1079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Intensible assets -29 648 -30 817 -47 043 Tangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -29 784 -34 138 -49 920 Financing activities -29 784 -34 138 -49 920 Financing activities 1 960 811 Non-current liabilities -1 500 - | Operating activities | | | |
| Financial payments received 4 117 Financial disbursements -228 -257 -663 Tax -28 -257 -663 Change in working capital Change in stocks 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in other current receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -136 -2 642 -2 877 Financial assets -29 784 -34 138 -49 920 Financing activities 1 960 811 Non-current liabilities 1 960 186 894 186 394 Cash flow from financing activities 1 960< | Operating profit after depreciation | -57 729 | -70 519 | -105 723 |
| Financial disbursements -228 -257 -663 Tax Change in working capital Change in stocks 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in other current receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Investment activities -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -136 -2 642 -2 877 Financing activities -29 784 -34 138 -49 920 Financing activities 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -7 | Reversal of depreciation | 16 124 | 12 588 | 18 717 |
| Change in working capital Change in stocks 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in trade receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Interest activities Intangible assets -29 648 -30 817 -47 043 Tangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -29 784 -34 138 -49 920 Financial assets Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities New issue 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 | Financial payments received | | 4 | 117 |
| Change in working capital Change in stocks 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in other current receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Investment activities -50 184 -56 619 -81 144 Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -29 784 -34 138 -49 920 Financing activities New issue 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 | Financial disbursements | -228 | -257 | -663 |
| Change in stocks 31 -8 -65 Change in trade receivables -3 851 5 864 7 608 Change in other current receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Investment activities -29 648 -30 817 -47 043 Tangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -29 784 -34 138 -49 920 Financing activities New issue 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Tax | | | |
| Change in trade receivables -3 851 5 864 7 608 Change in other current receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Intensible assets Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -29 784 -34 138 -49 920 Financing activities New issue 1 88 394 187 584 Optionprogram 1 960 811 Non-current liabilities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Change in working capital | | | |
| Change in other current receivables 9 534 -6 092 -13 940 Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Investment activities Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 1 960 81 187 584 Optionprogram 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Change in stocks | 31 | -8 | -65 |
| Change in trade payables -11 079 473 8 522 Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Investment activities -50 184 -56 619 -81 144 Investment activities -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -679 -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 1 960 8 11 8 11 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Change in trade receivables | -3 851 | 5 864 | 7 608 |
| Changes in other current liabilities -2 985 1 328 4 283 Cash flow from working capital -50 184 -56 619 -81 144 Investment activities -50 184 -56 619 -81 144 Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -679 -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Change in other current receivables | 9 534 | -6 092 | -13 940 |
| Cash flow from working capital -50 184 -56 619 -81 144 Investment activities Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Change in trade payables | -11 079 | 473 | 8 522 |
| Investment activities Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Changes in other current liabilities | -2 985 | 1 328 | 4 283 |
| Intangible assets -29 648 -30 817 -47 043 Tangible assets -136 -2 642 -2 877 Financial assets -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Cash flow from working capital | -50 184 | -56 619 | -81 144 |
| Tangible assets -136 -2 642 -2 877 Financial assets -679 -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Investment activities | | | |
| Financial assets -679 Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 New issue 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Intangible assets | -29 648 | -30 817 | -47 043 |
| Cash flow from investment activities -29 784 -34 138 -49 920 Financing activities 188 394 187 584 New issue 1960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Tangible assets | -136 | -2 642 | -2 877 |
| Financing activities New issue 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Financial assets | | -679 | |
| New issue 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Cash flow from investment activities | -29 784 | -34 138 | -49 920 |
| New issue 188 394 187 584 Optionprogram 1 960 811 Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Financing activities | | | |
| Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | | | 188 394 | 187 584 |
| Non-current liabilities -1 500 -2 000 Cash flow from financing activities 1 960 186 894 186 394 Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | Optionprogram | 1 960 | | 811 |
| Translation difference -62 81 108 Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 89 946 | | | -1 500 | -2 000 |
| Cash flow -78 070 96 218 55 438 Opening cash and cash equivalents 145 384 89 946 | Cash flow from financing activities | 1 960 | 186 894 | 186 394 |
| Opening cash and cash equivalents 145 384 89 946 89 946 | Translation difference | -62 | 81 | 108 |
| Opening cash and cash equivalents 145 384 89 946 89 946 | Cash flow | -78 070 | 96 218 | 55 438 |
| | Opening cash and cash equivalents | 145 384 | 89 946 | 89 946 |
| | Closing cash and cash equivalents | 67 314 | 186 164 | 145 384 |

Condensed Parent Company's Statement of Income

| | Jul-Sep | Jul-Sep | Jan-Sep | Jan-Sep | Full Year |
|---|---------|---------|----------|---|-----------|
| TSEK | 2020 | 2019 | 2020 | 2019 | 2019 |
| Operating revenue | | | | | |
| Net sales | 15 212 | 12 264 | 46 772 | 36 312 | 49 817 |
| Capitalised work for own account | 6 015 | 6 524 | 22 348 | 19 492 | 29 000 |
| Other operating revenue/cost | 3242 | 1212 | 7739 | 3059 | 1865 |
| Total operating revenue | 24 469 | 20 000 | 76 859 | 58 863 | 80 682 |
| Other external costs | -12 358 | -19 190 | -51 933 | -56 317 | -82 622 |
| Personnel costs | -19 140 | -19 676 | -66 982 | -60 791 | -85 614 |
| Depreciation and write-down of tangible | | | | | |
| and intangible assets | -5 729 | -4 822 | -16 124 | -12 588 | -18 717 |
| Total operating expenses | -37 227 | -43 688 | -135 039 | -129 696 | -186 953 |
| Operating profit/loss | -12 758 | -23 688 | -58 180 | -70 833 | -106 271 |
| Financial income and expenses | | | | | |
| Other interest income and similar items | | 4 | | 4 | 117 |
| Interest costs and similar items | -36 | -57 | -228 | -257 | -663 |
| Total financial income and expenses | -36 | -53 | -228 | -253 | -546 |
| Profit/loss after financial items | -12 794 | -23 741 | -58 408 | -71 086 | -106 817 |
| Tax on the result for the period | | | | *************************************** | |
| Result for the period | -12 794 | -23 741 | -58 408 | -71 086 | -106 817 |

Condensed Parent Company's Balance Sheet

| TSEK | 2020-09-30 | 2019-09-30 | 2019-12-31 |
|-------------------------------------|------------|------------|------------|
| ASSETS | | | |
| Intangible assets | 125 303 | 99 339 | 110 021 |
| Tangible assets | 4 059 | 6 030 | 5 680 |
| Financial assets | 1 605 | 1 327 | 1327 |
| Total fixed assets | 130 967 | 106 696 | 117 028 |
| Inventories | 4 341 | 4 315 | 4 373 |
| Trade receivables | 15 585 | 13 477 | 11 734 |
| Receivables from Group companies | 384 | 587 | |
| Current tax receivables | 2 434 | 2 451 | 1 301 |
| Other current receivables | 2 039 | 2 051 | 5 384 |
| Prepaid expenses and accrued income | 4 798 | 7 291 | 12 496 |
| Current receivables | 25 240 | 25 857 | 30 915 |
| Cash and cash equivalents | 66 207 | 184 749 | 145 118 |
| Total current assets | 95 788 | 214 921 | 180 406 |
| TOTAL ASSETS | 226 755 | 321 617 | 297 434 |

Condensed Parent Company's Balance Sheet

| TSEK | 2020-09-30 | 2019-09-30 | 2019-12-31 |
|-------------------------------------|------------|------------|------------|
| Equity | | | |
| Restricted equity | | | |
| Share capital | 1 512 | 1 512 | 1 512 |
| Fund for development costs | 97 637 | 65 782 | 67 690 |
| Share premium fund | 21 914 | 21 914 | 21 914 |
| | 121 063 | 89 208 | 91 116 |
| Unrestricted equity | | | |
| Share premium fund | 481 774 | 479 814 | 479 814 |
| Retained profit | -350 311 | -211 639 | -213 546 |
| Profit/loss for the year | -58 408 | -71 086 | -106 817 |
| | 73 055 | 197 089 | 159 450 |
| Total equity | 194 118 | 286 297 | 250 566 |
| Other debt to credit institutions | 1 667 | 2 167 | 1 667 |
| Non-current liabilities | 1 667 | 2 167 | 1 667 |
| Other debt to credit institutions | 500 | 2 000 | 2 000 |
| Advance payments from customer | | 1 380 | |
| Trade payables | 7 055 | 9 998 | 17 874 |
| Debt to Group companies | 1 429 | 910 | 1 793 |
| Other current debt | 2 381 | 5 007 | 4 207 |
| Accrued expenses and prepaid income | 19 605 | 13 858 | 19 328 |
| Current liabilities | 30 970 | 33 153 | 45 201 |
| TOTAL EQUITY AND LIABILITIES | 226 755 | 321 617 | 297 434 |

Condensed 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 2019 | | | | 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 |
| Option program 2020 | | | | 1 960 | | 1 960 |
| Fund for development costs | | | 29 947 | | -29 947 | |
| Profit/loss for the year | | | | | -58 408 | -58 408 |
| Equity 2020-09-30 | 1 512 | 21 914 | 97 637 | 481 774 | -408 719 | 194 118 |

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.

Condensed Parent Company's Cash Flow Analysis

| TSEK | 2020-09-30 | 2019-09-30 | 2019-12-31 |
|--------------------------------------|------------|------------|------------|
| Operating activities | | | |
| Operating profit after depreciation | -58 180 | -70 833 | -106 270 |
| Reversal of depreciation | 16 124 | 12 588 | 18 717 |
| Financial payments received | | 4 | 117 |
| Financial disbursements | -228 | -257 | -663 |
| Tax | | | |
| Change in working capital | | | |
| Change in stocks | 31 | -8 | -65 |
| Change in trade receivables | -3 851 | 5 864 | 7 608 |
| Change in other current receivables* | 9 527 | -6 313 | -13 116 |
| Change in trade payables | -10 816 | 538 | 8 413 |
| Change in other current liabilities | -3 411 | 1 601 | 5 774 |
| Cash flow from working capital | -50 805 | -56 816 | -79 485 |
| Investment activities | | | |
| Intangible assets | -29 648 | -30 817 | -47 043 |
| Tangible assets | -136 | -2642 | -2877 |
| Financial assets | -277 | -679 | -679 |
| Cash flow, investment activities | -30 061 | -34 138 | -50 599 |
| Financing activities | | | |
| New issue | | 188 394 | 187 584 |
| Ongoing new issue | 1 960 | | 811 |
| Non-current liabilities | | -1 500 | -2 000 |
| Cash flow from financing activities | 1 960 | 186 894 | 186 395 |
| Cash flow | -78 906 | 95 940 | 56 310 |
| Opening cash and cash equivalents | 145 118 | 88 809 | 88 809 |
| Closing cash and cash equivalents | 66 207 | 184 749 | 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 8:30 am CET on October 20, 2020.

Calendar

Interim report Jul-Sep 2020 October 20th 2020

Interim report Oct-Dec 2020 February 24th 2021

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Since 1999 Smart Eye has been engaged in development of artificial intelligence (AI) in the form of eye tracking technology that understands, supports and predicts a person's intentions and actions. By carefully studying eye, facial and head movement, our technology can draw conclusions about a person's awareness and mental state.

Today our eye tracking technology is used in the next generation of cars and is helping the automotive industry take an important step towards safer and more environment-friendly transport solutions.

Smart Eye's head offices are in Gothenburg, Sweden, and the company also has offices in Detroit, Michigan (USA), Tokyo (Japan) and Chongqing (China). In addition to these offices of its own. Smart Eye's solutions are used around the world by more than 700 partners and customers, leading research teams, brands and laboratories, including the US Air Force, NASA, BMW, Lockheed Martin, Audi, Boeing, Volvo and GM, to name a few.

Smart Eye's business is organized in three business areas, Research Instruments, Automotive Solutions and Applied AI Systems (AIS). In Research Instruments.

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