

Smart Eye Interim Report January–December 2017



Summary fourth quarter 2017

- Net sales totalled SEK 10,506 (14,574) thousand which corresponds to a drop of 28%.
- Operating profit/loss totalled SEK –14,814 (1,162) thousand, which is in line with the scheduled expansion resulting from investments primarily in staff and geographical coverage.
- Profit/loss after financial items was SEK -14,894 (938) thousand
- Profit/loss after tax per share is negative.
- Cash and cash equivalents totalled SEK 10,262 thousand at the end of December.
- Smart Eye was awarded 13 design wins with an additional European manufacturer of premium cars.
- The fourth quarter was characterised by an increase in business activity that is yet to be translated into sales.
- A directed new issue of SEK 43.6 million was completed after the end of the period.

January–December 2017

- Net sales totalled SEK 43,199 (40,743) thousand, which represents a rise of 6% year on year.
- Operating profit/loss totalled SEK –41,463 (–11,159) thousand.
- Profit/loss after financial items was SEK -41,896 (-12,403) thousand
- Profit/loss after tax per share is negative.

Financial summary

	Oct-Dec			Full year	
TSEK	2017	2016	2017	2016	
Net revenue	10,506	14,574	43,199	40,743	
Operating costs	-31,939	-18,444	-102,067	-66,708	
Operating profit/loss	-14,814	1,162	-41,463	-11,159	
Operating margin, %	neg.	neg.	neg.	neg.	
Profit/loss after tax	-14,894	938	-41,896	-12,403	
Equity ratio	-	-	73%	83%	

Comments from CEO

The fourth quarter of 2017 was chiefly characterised by a global rise in activities linked to the introduction of driver monitoring in mass produced cars. Procurements are in progress in all places where cars are being developed and manufactured. Europe is at the forefront, but North America and Asia are close behind. Up until Q4 2017, Smart Eye has been awarded with 16 design wins, 13 of which were in the fourth quarter, and bolstered its position as market leader and a technical benchmark for the automotive industry. The market is now taking a huge leap forward. The number of car manufacturers is growing, the number of drivers with driver monitoring per manufacturer is up, the number of cars per procurement is on the rise and consequently the size of the transactions. The European Road Safety Agency EuroNCAP indicated in the autumn that driver monitoring should be encouraged from 2020, which has immediately impacted on the purchasing behaviour of our customers. The intensified activity means that we can manage more resources than we previously expected without any delays in order to support the automotive industry in procurement projects globally. We have acted decisively when it comes to defending and enhancing our position as a leading provider of software for driver monitoring. Our employees have spent many long days of on the road supporting our customers in the global automotive industry. They are doing an outstanding job, but it is still difficult to cover all the geographical areas that are currently of increasing interest. We are therefore looking for an oppertunity to launch local offices in Japan, China and Korea. It is all about being at the centre of where things are happening. We conducted a new issue in

early 2018 to give some support to this new position. We can see that we need to keep on striking while the iron is hot and invest in these opportunities in the present year, which could have an adverse impact on short-term profitability. In return, we are putting together a sustained consolidated competitive position as there are high thresholds for new manufacturers to deliver quality-assured software for safety features in vehicles.

When we achieve success with our offensive strategy, it will primarily be shown through our communication of new design wins. This will be partly from brand new customers but also from existing ones when they choose to embed the system into more models on the existing car platform. We have witnessed a fall in sales and earnings for both business areas in Q4 which is down to the increasingly intense level of business critical activities that need to be supported by the Applied Solutions business area. The fall in sales can be derived from a very high activity in the market during Q4 and we therefore belive that this investment will be rewarded in the year to come. We are entering an extremely interesting 2018 with an ever-increasing technical offering, a high-performing team,

a market-leading position and last but not least a dogged determination to reinforce our leadership in the competition for the global market in driver monitoring.

Martin Krantz CEO, Smart Eye

The Group in summary

Revenue and earnings

Fourth quarter 2017

Net sales for the period October to December 2017 totalled SEK 10,506 (14,574) thousand, a fall of 28%. This drop is partly due to the fact that we have experienced a delay in orders from a number of customers within the Research Instruments business area, and the normal positive impact that takes place at the end of our customers' financial years has not materialized. We have aslo seen a slight drop in sales in the Applied Solutions business area. However, the quarter is characterised by increased business activity, which is not yet evident in the sales figures.

Other operating income that is primarily attributable to external research projects totalled SEK 1,260 (26) thousand. Capitalised work on own account totalled SEK 5,359 (4,488) thousand for the period.

The Group's overall revenues totalled SEK 17,125 (19,606) thousand for the period. The recently started company in the United States, will not be invoicing end customers at present, which means revenues in this company will be limited.

Operating profit/loss for the period totalled SEK –14,814 (1,162) thousand. The change in profit/loss is primarily attributable to an increase in the number of people employed to manage the activities of large-scale projects and the geographical expansion. For example, the establishment of our office in Detroit, USA has led to rising costs compared with the previous year.

Net sales for the Applied Solutions business area totalled SEK 5,946 thousand for the quarter, compared to SEK 7,014 thousand for the fourth quarter of 2016. The business area's operations are characterised by a large portion of project revenues, which tend to vary from quarter to quarter. The business activity within Applied Solutions has continued to grow over the quarter.

Net sales for the Research Instruments business area totalled SEK 4,560 thousand in the fourth quarter of the year, compared to SEK 7,560 thousand for the fourth quarter of 2016. This drop is down to the delay in placing certain orders as well as a lack of impact at the normal end of year that usually occurs among our customers in the business area.

January–December 2017

Net sales for the period January to December 2017 totalled SEK 43,199 (40,743) thousand, which is a rise of 6%. This increase is due to a rise in revenues from project activities in the Applied Solutions business area.

The design wins that have been awarded in the year have, and will continue to provide ongoing project revenues. Significant investments have been conducted at Research Instruments in market and sales for the year, including the opening of a new sales office in Detroit, USA.

Other operating income that is primarily attributable to external research projects totalled SEK 1,684 (816) thousand.

Capitalised work on own account totalled SEK 15,722 (13,990) thousand for the period.

The Group's total revenues totalled SEK 60,605 (55,549) thousand for the period.

Operating profit/loss for January to December totalled SEK –41,463 (–11,159) thousand. The change in profit/loss is primarily attributable to the scheduled expansion through increased numbers of employees as well as geographical coverage.

Net sales for the Applied Solutions business area totalled SEK 22,442 thousand in January to December compared to SEK 16,602 thousand for the corresponding period in 2016. This corresponds to a rise of 35%. A successive rise in project revenue is behind this increase.

Net sales for the Research Instruments business area totalled SEK 20,757 thousand in January to December, compared to SEK 24,141 thousand for the corresponding period in 2016.

Financial position

As of 31 December, the Group had an unutilised check credit of SEK 7 million.

Significant events during the period

Smart Eye was selected as a supplier to an additional European premium car manufacturer in the period. This time, eye tracking software was acquired for all the car models in the production platform, which meant that a total of 13 design wins were secured.

All in all, four European car manufacturers in the premium car segment have opted for Smart Eye as a supplier.

Employees

The average number of employees in the Group for the period October–December totalled 62 (57), of whom 12 (11) were women. The number of employees at the end of December was 65. The rise in the number of employees is mainly attributable to more development and sales staff.

Summary of significant risks and uncertainty factors

Operating risks

Operational activities include risk factors that could impact on the Company's business and financial position. The risks are partly associated with the fact that development activities are proceeding according to plan, and partly that the Company can recruit qualified staff to the required extent.

Financial risks

The Company is funded through share capital and loans. In the event that the Company does not generate sufficient revenue to the extent and time frame considered reasonable by the Board, additional capital requirements may arise.

As sales rise, the Company will be exposed to an increasing currency exposure as most of the Company's sales are conducted in currencies other than Swedish kronor.

Market risks

Eyetracking is an emerging technology where the Company's products are currently used in behavioural analysis and as integrated automotive products. Any delay or failure to introduce eyetracking in the automotive industry could result in a risk of growth rates that are lower than forecast.

Related-party transactions

No transactions with related parties have occurred over the period.

Accounting principles

This year-end report has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general recommendation BFNAR 2012:1 Annual reports and consolidated financial statements ("K3"). The same accounting principles have been applied as they were in the annual report for 2016.

Events after the end of the period

After the end of the period, the Company has completed a directed new issue of SEK 43.6 million in an initiate desig-

ned to strengthen the Company's financial position and enable continued expansion. A total of 991,089 new shares were issued, which meant a dilution of some 9.1% in relation to the total number of shares and capital following the issue.

Share Information

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

Number of shares

A new issue was registered in January 2017 in conjunction with the listing on Nasdaq First North in December 2016. The number of shares now totals, by the date of 2017-12-31, 9,910,892.

Share-based incentive scheme

The company resolved to establish an incentive scheme directed at senior executives and staff at the AGM on 17 June 2016. With full utilisation of the Company's incentive scheme, 250,000 shares will be issued, resulting in a total dilution impact of a maximum of around three per cent of the share capital and the number of votes. The subscription price for the subscribed shares supported by warrants is SEK 45 per share. The premium per warrant, which has been calculated using the Black & Scholes model was SEK 1.40. The subscription of shares can take place between the period 1 November 2017 and 28 February 2018. The company's share capital will increase by SEK 25,000 once the warrants have been fully exercised. No warrants had yet been exercised at the end of the period.

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.

This interim report has not been subject to review by the company's auditors.

Gothenburg, 27 February 2018

Board of Directors Smart Eye Aktiebolag (publ)

Consolidated Statement of Income

TSEK	Oct–Dec 2017	Oct-Dec 2016	Full year 2017	Full year 2016
Operating revenue				
Net revenue	10,506	14,574	43,199	40,743
Capitalised work for own account	5,359	4,488	15,722	13,990
Other operating revenue	1,260	545	1,684	816
Total operating revenue, etc.	17,125	19,606	60,605	55,549
Operating costs				
Other external costs	-12,890	-6,088	-40,794	-23,154
Personnel costs	-15,772	-10,531	-50,318	-36,331
Depreciation and write-down of tangible and intangible assets	-3,277	-1,825	-10,956	-7,223
Total operating costs	-31,939	-18,444	-102,068	-66,708
Operating profit/loss	-14,814	1,162	-41,463	-11,159
Result of financial items				
Other interest income and similar items	15	0	15	0
Interest costs and similar items	-95	-225	-448	-1,243
Total result of financial items	-80	-225	-433	-1,243
Result after financial items	-14,894	938	-41,896	-12,403
Tax on the result for the period	0	0	0	0
Result for the period	-14,894	938	-41,896	-12,403

Consolidated Balance Sheet

TSEK	2017-12-31	2016-12-31
ASSETS		
Intangible assets	63,448	48,279
Property, plant and equipment	5,150	713
Financial assets	25	396
Total fixed assets	68,623	49,388
Inventories	2,959	2,985
Trade receivables	13,931	9,696
Receivables from Group companies	0	0
Current tax receivables	370	525
Other current receivables	1,741	11,841
Prepaid expenses and accrued income	3,167	2,953
Current receivables	19,209	25,014
Cash and cash equivalents	10,262	62,088
Total current assets	32,429	90,087
TOTAL ASSETS	101,053	139,475

Consolidated Balance Sheet

ТЅЕК	Full year 2017	Full year 2016
Equity		
Restricted equity		
Share capital	991	816
Non-registered share capital	-	-
Fund for development costs	28,314	13,990
Share premium fund	21,914	21,914
	51,219	36,720
Unrestricted equity		
Share premium fund	139,737	139,912
Translation difference	-8	
Retained profit	-75,644	-48,917
Profit/loss for the year	-41,896	-12,403
	22,189	78,592
Total equity	73,408	115,312
Other debt to credit institutions	5,667	7,500
Other non-current liabilities	0	0
Non-current liabilities	5,667	7,500
Advance payments from customers	0	1,471
Trade payables	7,828	5,067
Overdraft facility	0	0
Debt to Group companies	0	380
Other current debt	1,481	733
Accrued expenses and prepaid income	10,669	8,512
Other debt to credit institutions	2,000	500
Current liabilities	21,978	16,663
TOTAL EQUITY AND LIABILITIES	101,053	139,475
OFF-BALANCE SHEET ITEMS		
Security pledges		
For own debt and provisions	15,000	19,500
Total security pledges	15,000	19,500
Contingent liabilities	Inga	Inga

Consolidated change in equity

		Share premium	Fund for development	Share premium fund	Other unrestricted	
SEK	Share capital	fund (restricted)	costs (restricted)	(unrestricted)	equity	Total equity
Opening balance 2016–01–01	681,784	21,913,575	-	25,259,042	-34,927,092	12,927,309
New issue	134,305			37,213,096		37,347,401
Ongoing new issue, subscribed and paid in, not registered				77,090,000		77,090,000
Warrants 2016				350,000		350,000
Fund for development costs			13,990,292		-13,990,292	
Profit/loss for the year					-12,402,545	-12,402,545
Equity 2016–12–31	816,089	21,913,575	13,990,292	139,912,138	-61,319,929	115,312,165
Opening balance 2017–01–01	816,089	21,913,575	13,990,292	139,912,138	-61,319,929	115,312,165
New issue						
Ongoing new issue, registered	175,000			-175,000		
Fund for development costs			14,323,358		-14,323,358	
Translation difference					-8,000	-8,000
Profit/loss for the year					-41,896,294	-41,896,294
Equity 2017–12–31	991,089	21,913,575	28,313,650	139,737,138	-117,547,581	73,407,871

The share capital consists of 9,910,892 shares with a quota value of SEK 0.1.

During the period an ongoing new issue was registered and the share capital increased by SEK 175,000 from the share premium fund.

Consolidated Cash Flow Analysis

TSEK	Full year 2017	Full year 2016
Current activities		
Operating profit after depreciation	-41,463	-11,159
Reversal of depreciation	10,956	7,223
Financial payments received	15	0
Financial disbursements	-448	-1,243
Tax	0	0
Change in operating capital		
Change in stocks	26	-1,020
Change in trade receivables	-4,235	-2,885
Change in other current receivables*	10,041	-13,017
Change in trade payables	2,761	846
Change in other current liabilities	3,017	-1,277
Cash flow, current activities	-19,330	-22,533
Investment activities		
Intangible assets	-25,191	-16,636
Property, plant and equipment	-5,374	-324
Financial assets	-90	-25
Cash flow, investment activities	-30,655	-16,986
Financing activities		
New issue*	0	114,787
Distribution		
Non-current liabilities	-1,833	-13,767
Translation difference	-8	
Cash flow, financing activities	-1,841	101,021
Cash flow	-51,826	61,503
Opening cash and cash equivalents	62,088	585
Closing cash and cash equivalents	10,262	62,088

* Concerning 2016: Current receivables and new issue include a receivable from Erik Penser Bank AB totalling MSEK 10.8 for the element of the new issue from December 2016 not yet paid out to the company, and which was paid out in January 2017.

Parent Company's Statement of Income

тѕек	Oct–Dec 2017	Oct–Dec 2016	Full year 2017	Full year 2016
Operating revenue				
Net revenue	10,506	14,574	43,199	40,743
Capitalised work for own account	5,359	4,488	15,722	13,990
Other operating revenue	1,260	545	1,683	816
Total operating revenue, etc.	17,125	19,606	60,604	55,549
Operating costs				
Other external costs	-13,236	-6,088	-40,824	-23,154
Personnel costs	-16,854	-10,531	-50,378	-36,331
Depreciation and write-down of tangible and intangible assets	-3,277	-1,825	-10,956	-7,223
Total operating costs	-33,367	-18,444	-102,158	-66,708
Operating profit/loss	-16,242	1,162	-41,553	-11,159
Result of financial items				
Other interest income and similar items	15	0	15	0
Interest costs and similar items	-95	-225	-448	-1,243
Total result of financial items	-80	-225	-434	-1,243
Result after financial items	-16,322	938	-41,987	-12,403
Tax on the result for the period	0	0	0	0
Result for the period	-16,322	938	-41,987	-12,403

Parent Company's Balance Sheet

TSEK	2017-12-31	2016-12-13
ASSETS		
Intangible assets	63,448	48,279
Property, plant and equipment	5,150	713
Financial assets	486	396
Total fixed assets	69,084	49,388
Inventories	2,959	2,985
Trade receivables	13,931	9,696
Receivables from Group companies	0	0
Current tax receivables	370	525
Other current receivables	1,741	11,841
Prepaid expenses and accrued income	3,167	2,953
Current receivables	19,209	25,014
Cash and cash equivalents	9,733	62,088
Total current assets	31,901	90,087
TOTAL ASSETS	100,985	139,475

Parent Company's Balance Sheet

TSEK	2017-12-31	2016-12-31
Equity		
Restricted equity		
Share capital	991	816
Non-registered share capital		_
Fund for development costs	28,314	13,990
Share premium fund	21,914	21,914
	51,219	36,720
Unrestricted equity		
Share premium fund	139,737	139,912
Retained profit	-75,644	-48,917
Profit/loss for the year	-41,987	-12,403
	22,106	78,592
Total equity	73,325	115,312
Other debt to credit institutions	5,667	7,500
Other non-current liabilities	0	0
Non-current liabilities	5,667	7,500
Advance payments from customers	0	1,471
Trade payables	7,821	5,067
Overdraft facility	0	0
Debt to Group companies	493	380
Other current debt	1,020	733
Accrued expenses and prepaid income	10,659	8,512
Other debt to credit institutions	2,000	500
Current liabilities	21,993	16,663
TOTAL EQUITY AND LIABILITIES	100,985	139,475
OFF-BALANCE SHEET ITEMS		
Security pledges		
For own debt and provisions	15,000	15,000
Total security pledges	15,000	15,000
Contingent liabilities	Inga	Inga

Parent Company's Change in Equity

		Share premium	Fund for development	Share premium fund	Other- unrestricted	
SEK	Share capital	fund (restricted)	costs (restricted)	(unrestricted)	equity	Total equity
Opening balance 2016–01–01	681,784	21,913,575	_	25,259,042	-34,927,092	12,927,309
New issue	134,305			37,213,096		37,347,401
Ongoing new issue, subscribed and paid in, not registered				77,090,000		77,090,000
Warrants 2016				350,000		350,000
Fund for development costs			13,990,292		-13,990,292	
Profit/loss for the year					-12,402,545	-12,402,545
Equity 2016–12–31	816,089	21,913,575	13,990,292	139,912,138	-61,319,929	115,312,165
Opening balance 2017–01–01	816,089	21,913,575	13,990,292	139,912,138	-61,319,929	115,312,165
New issue						
Ongoing new issue, registered	175,000			-175,000		
Fund for development costs			14,323,358		-14,323,358	
Profit/loss for the year					-41,987,394	-41,987,394
Equity 2017–12–31	991,089	21,913,575	28,313,650	139,737,138	-117,630,681	73,324,771

The share capital consists of 9,910,892 shares with a quota value of SEK 0.1.

During the period an ongoing new issue was registered and the share capital increased by SEK 175,000 from the share premium fund.

Parent Company's Cash Flow Analysis

тѕек	Full year 2017	Full year 2016
Current activities		
Operating profit after depreciation	-41,553	-11,159
Reversal of depreciation	10,956	7,223
Financial payments received	15	0
Financial disbursements	-448	-1,243
Tax	0	0
Change in operating capital		
Change in stocks	26	-1,020
Change in trade receivables	-4,235	-2,885
Change in other current receivables*	10,041	-13,017
Change in trade payables	2,754	846
Change in other current liabilities	2,577	-1,277
Cash flow, current activities	-19,867	-22,533
Investment activities		
Intangible assets	-25,191	-16,636
Property, plant and equipment	-5,374	-324
Financial assets	-90	-25
Cash flow, investment activities	-30,655	-16,986
Financing activities		
New issue*	0	114,787
Distribution		
Non-current liabilities	-1,833	-13,767
Cash flow, financing activities	-1,833	101,021
Cash flow	-52,355	61,503
Opening cash and cash equivalents	62,088	585
Closing cash and cash equivalents	9,733	62,088

* Concerning 2016: Current receivables and new issue include a receivable from Erik Penser Bank AB totalling MSEK 10.8 for the element of the new issue from December 2016 not yet paid out to the company, and which was paid out in January 2017.

Definitions of key ratios

Equity ratio Equity 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. This information is information that Smart Eye AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication on February 27, 2018.

Calendar

AGM Interim report jan-mar 2018 Interim report jan-jun 2018 Interim report jan-sep 2018 25 April 2018 25 April 2018 20 August 2018 25 October 2018

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The company in brief

Smart Eye develops and markets eye tracking systems that can measure and calculate a person's gaze. Today the company has two business areas: Research Instruments and Applied Solutions. Within Research Instruments, Smart Eye provides advanced eye tracking systems to measure and analyse human behaviour. Within Applied Solutions, Smart Eye provides eye tracking software for integration in vehicles. Smart Eye was founded in 1999, since when it has become established as one of the leading players for eye tracking analysis of human behaviour. This is based on advanced technical software for eye tracking systems, as well as longstanding experience in this industry. From an early stage, Smart Eye has focused on developing eye tracking for the automotive industry and today is one of the few companies in the world with eye tracking systems for integration in vehicles that live up to the extensive requirements set by the automotive industry. Smart Eye currently has three design wins concerning serial delivery for passenger vehicles from three global automotive Groups.

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