



## Q1 2023 Earnings call

April 26, 2023



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Chief Executive Officer



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Chief Financial Officer

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# About Tobii Dynavox

## **Our Vision**

A world where everyone can communicate

## **Our Mission**

We empower people with disabilities to do what they once did, or never thought possible



## Our purpose

As the world leader in assistive communication, we will drive the market forward while addressing a hugely underserved global audience.

~50M

number of people who cannot communicate effectively without communication aids today

~2M

number of people diagnosed yearly with a need for communication aids

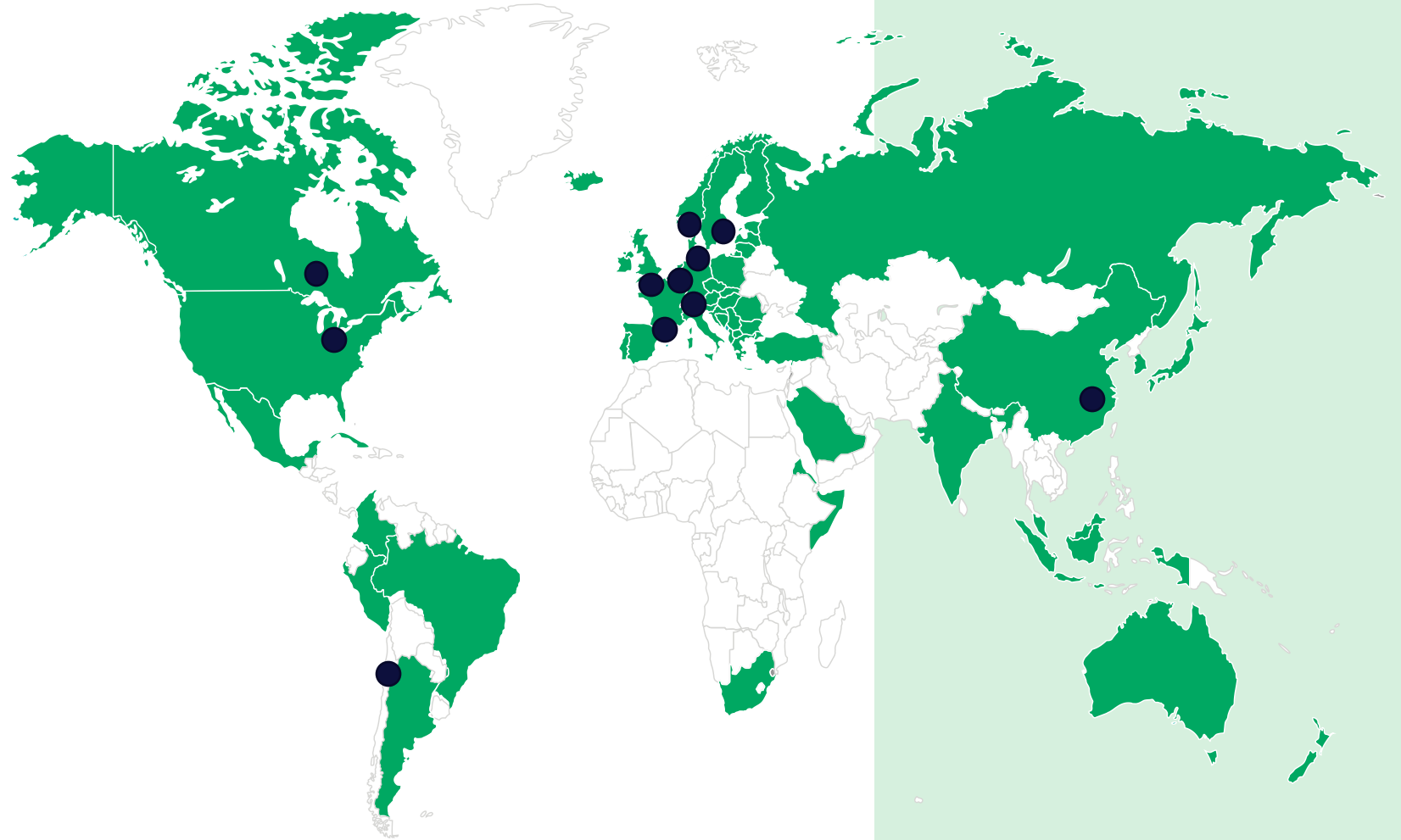
~2%

percentage of people diagnosed yearly who get communication aids

# Our global reach

Revenue break down per region<sup>1</sup>

- North America 77%
- Europe 19%
- Other countries 4%



 Countries where Tobii Dynamox products are sold

 Tobii Dynamox presence

<sup>1</sup> Based on FY 2023 YTD March revenue figures

# Fully integrated solutions



- 1 Content**
  - Icons: Eat, More, Why?, Covid, Trump, When?, Want, Go, Brexit, Wearing Mask, acapela group Synthetic voices
- 2 Software**
  - TD Snap** (Windows, Apple icons)
  - TD Talk** (Windows, Apple icons)
  - Boardmaker** (Windows, Apple, Chrome icons)
- 3 Devices**
  - TD Pilot (medical grade)**
  - I-Series (medical grade)**
  - I-110 (medical grade)**
  - PCEye**
  - EyeMob**
- 4 Assessment & Funding**
  - Icons: School building, Red cross, Doctor, Dollar sign
- 5 Implementation & Support**
  - FIND** (Monitor icon)
  - SHARE** (People icon)
  - USE** (Cloud icon)
  - CONNECT** (Speech bubble icon)
  - Social media icons: WhatsApp, Facebook, Instagram, YouTube

# Q1: January – March 2023



# Q1 2023 highlights

- Strong top-line growth, revenues +36%
- Organic growth was 15%
- Solid momentum across the board, both in North America, Europe and other countries.
- Strong development of newly acquired companies encouraging, both financially and operationally



# Voice of America video clip with Acapela Group (2 minutes)

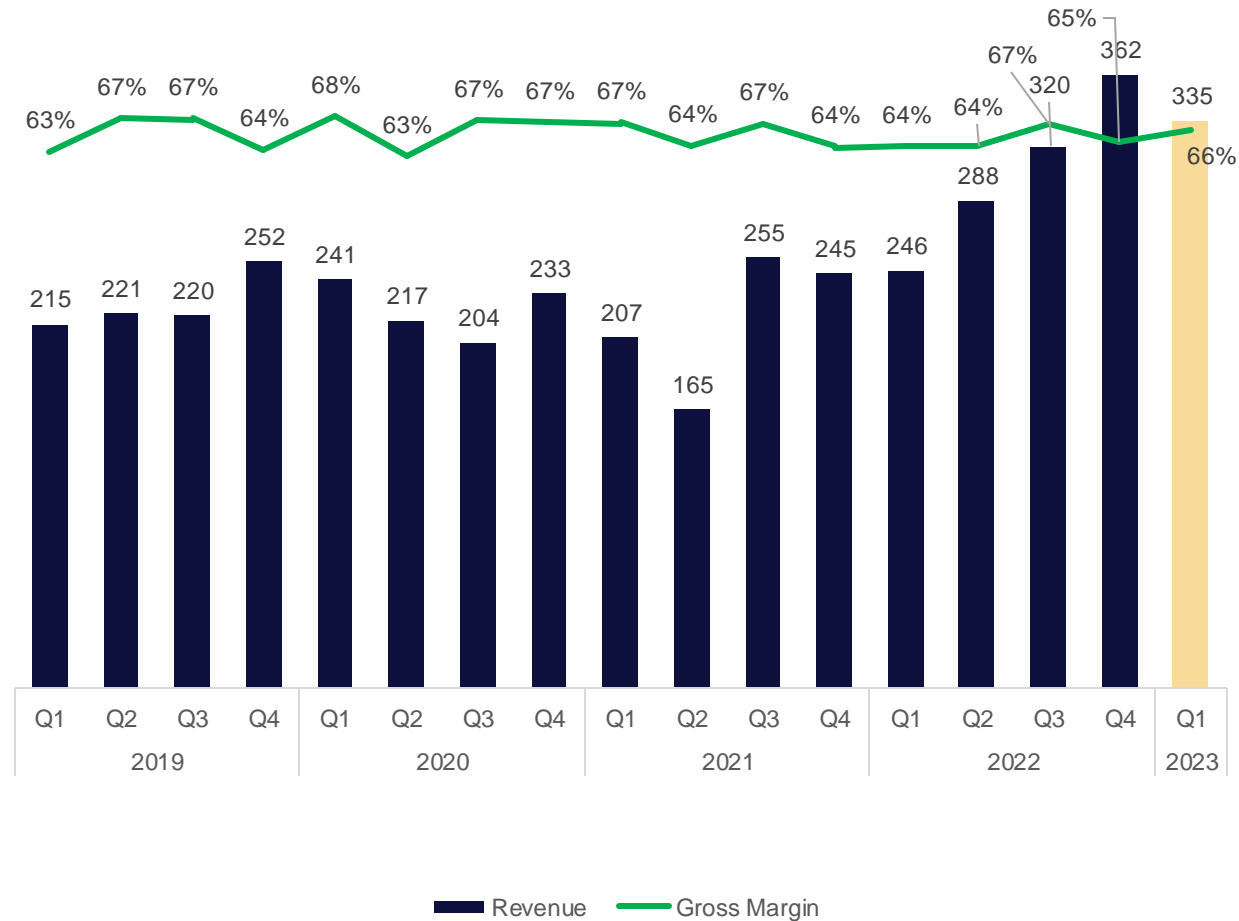


# Financials

# Q1 2023 Revenue & Gross Margin

- Revenue was 335 SEKm, +36%
- Organic revenue growth was +15%
- Strong growth across the board, both in North America and Europe.
- Gross Margin at 66 %,

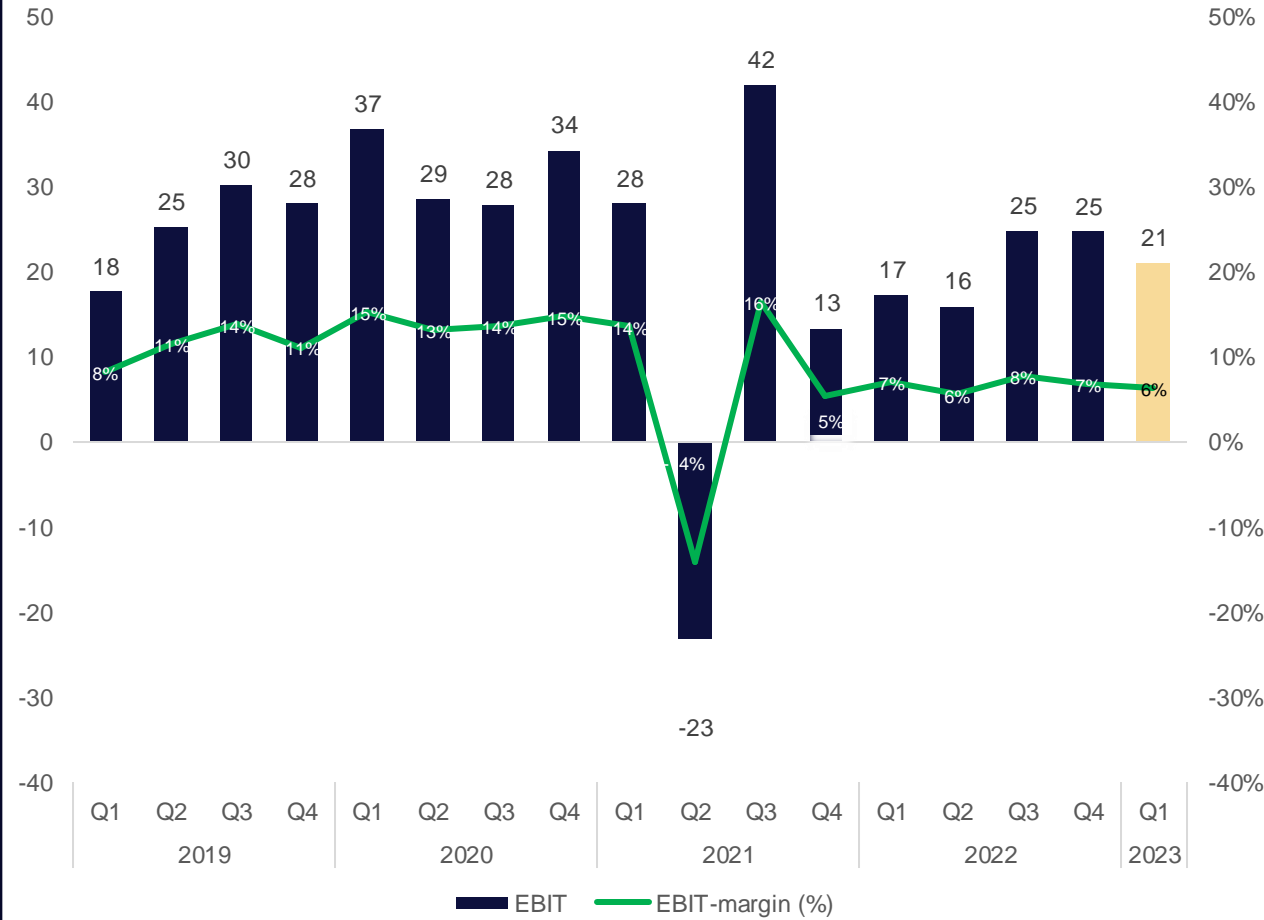
Revenue (SEK million) and Gross Margin



# Q1 2023 EBIT

- EBIT was 21 SEKm
- EBIT margin was 6.3%
- Opex increased with 14 % organically
- R&D spend affected negatively with 11 SEKm related to both normalized development cost but also increased depreciations

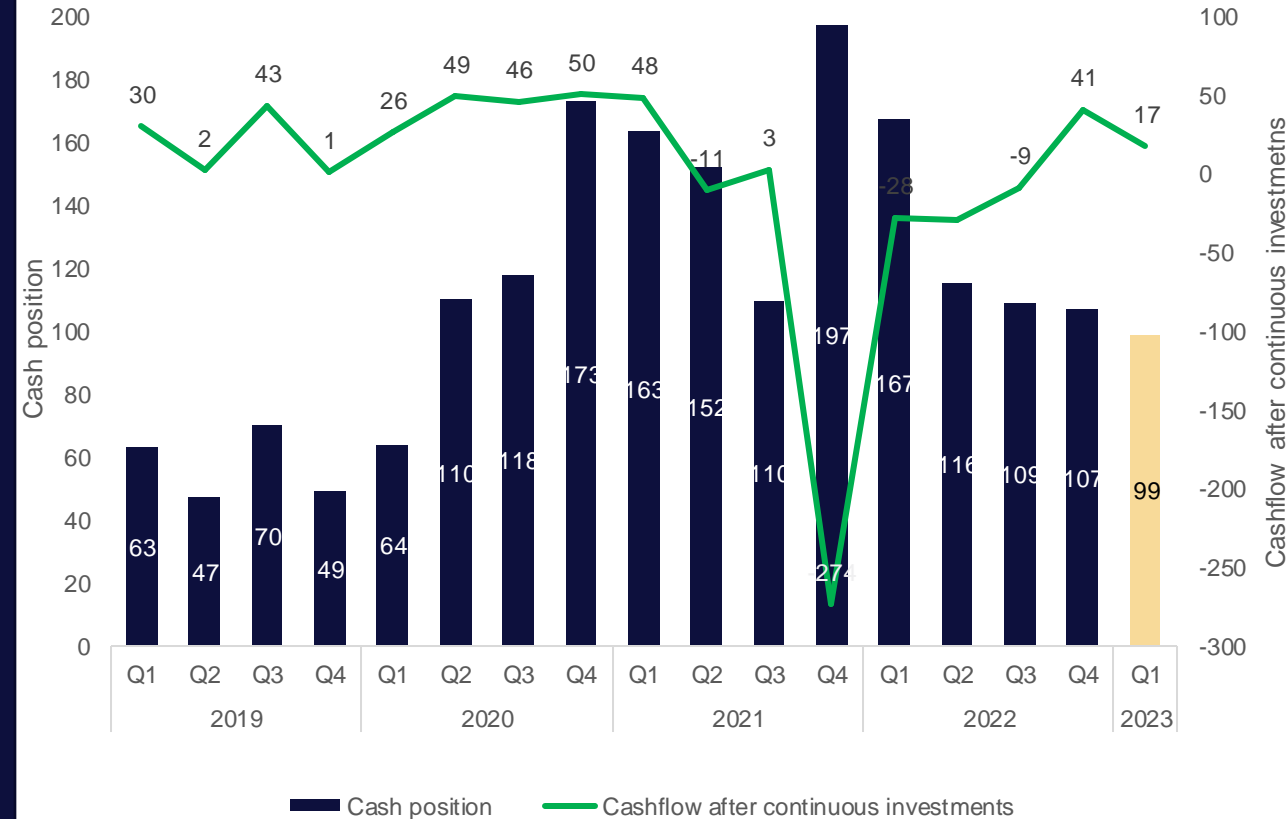
EBIT (SEK million) and EBIT Margin



# Balance sheet and Cashflow

- Cash flow after continuous investments +17 SEKm
- Cash position 99 SEKm
- Net debt incl IFRS16 505 SEKm
- Net debt/ LTM EBITDA 2.3

Cashflow after continuous investments and cash position  
(SEK million)



# Summary of quarter and outlook

- Strong revenue development continues
- Acquired companies contribute to our offering and perform according to plan
- Effects from the pandemic now completely behind us
- Positive outlook implies long term financial targets are realistic



# Long-term financial targets

**>10%**

## Growth

To increase currency-adjusted revenue by more than 10 percent on average per year

**>15%**

## Profitability

To achieve and maintain an EBIT margin in excess of 15 percent

**~2.5x**

## Leverage

To maintain Net debt<sup>1</sup> in relation to LTMEBITDA of 2.5x +/- 0.5x

## Dividend Policy

To primarily reinvest the Company's profit and use it for several growth opportunities identified by the Board in the near term (both organic and non-organic).

The Board of Directors shall continuously evaluate the possibility of dividends, taking into account potential acquisition opportunities and other strategic initiatives



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Q&A

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Thank you!