



Q2 2023 Earnings call

July 20, 2023



Fredrik Ruben

Chief Executive Officer



Linda Tybring

Chief Financial Officer

linda.tybring@tobiidynamox.com

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

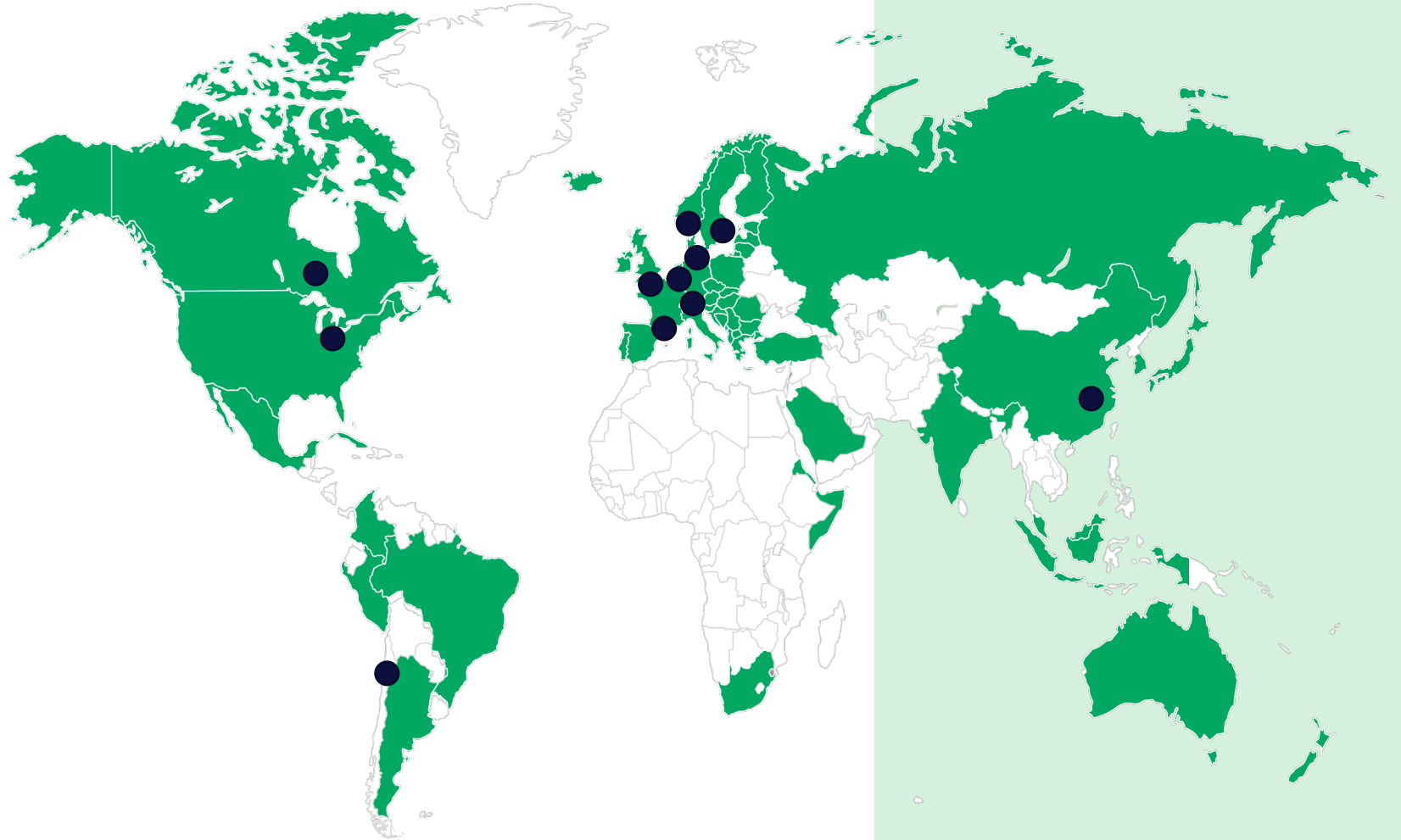
~2%

percentage of people diagnosed yearly who get communication aids


Our global reach

Revenue break down per region¹

- North America 78%
- Europe 18%
- Other countries 4%



 Countries where Tobii Dynamox products are sold

 Tobii Dynamox presence

¹ Based on FY 2023 YTD June revenue

Fully integrated solutions



- 1 Content**
 - Eat
 - More
 - Why?
 - When?
 - Want
 - Go
 - Covid
 - Trump
 - Brexit
 - Wearing Mask
 - acapela group
Synthetic voices
- 2 Software**
 - TD Snap
 - TD Talk
 - Boardmaker
- 3 Devices**
 - TD Pilot (medical grade)
 - I-Series (medical grade)
 - I-110 (medical grade)
 - PCEye
 - EyeMob
- 4 Assessment & Funding**
 - School icon
 - First Aid icon
 - Healthcare icon
 - Money icon
- 5 Implementation & Support**
 - FIND
 - SHARE
 - USE
 - CONNECT
 - Facebook
 - Instagram
 - YouTube

Q2: April – June 2023

Q2 2023 highlights

- Strong top-line growth, revenues +32%
- Currency adjusted growth was 24%
- Continued strong momentum across the board in all product categories, both in North America, Europe and other countries.
- Clear trend that markets where we sell directly are growing faster
- Agreement to acquire Rehadapt Engineering, improving mounting solutions for communication aids



Agreement to acquire Rehadapt Engineering in Germany

- Worldwide provider of mounting solutions for assistive technology
- Improving mounting solutions for communication aids
- Acquisition means accelerated innovation and development of mounting solutions for communication aids
- Top-line synergies: increased sales of both companies' products.
- Transaction expected to be completed during third quarter of 2023.
- Revenue of around 10 MEUR and EBIT 20 % in 2022.
- Purchase price 15 MEUR cash and debt free, with 3,5 MEUR in addition depending on financial development.

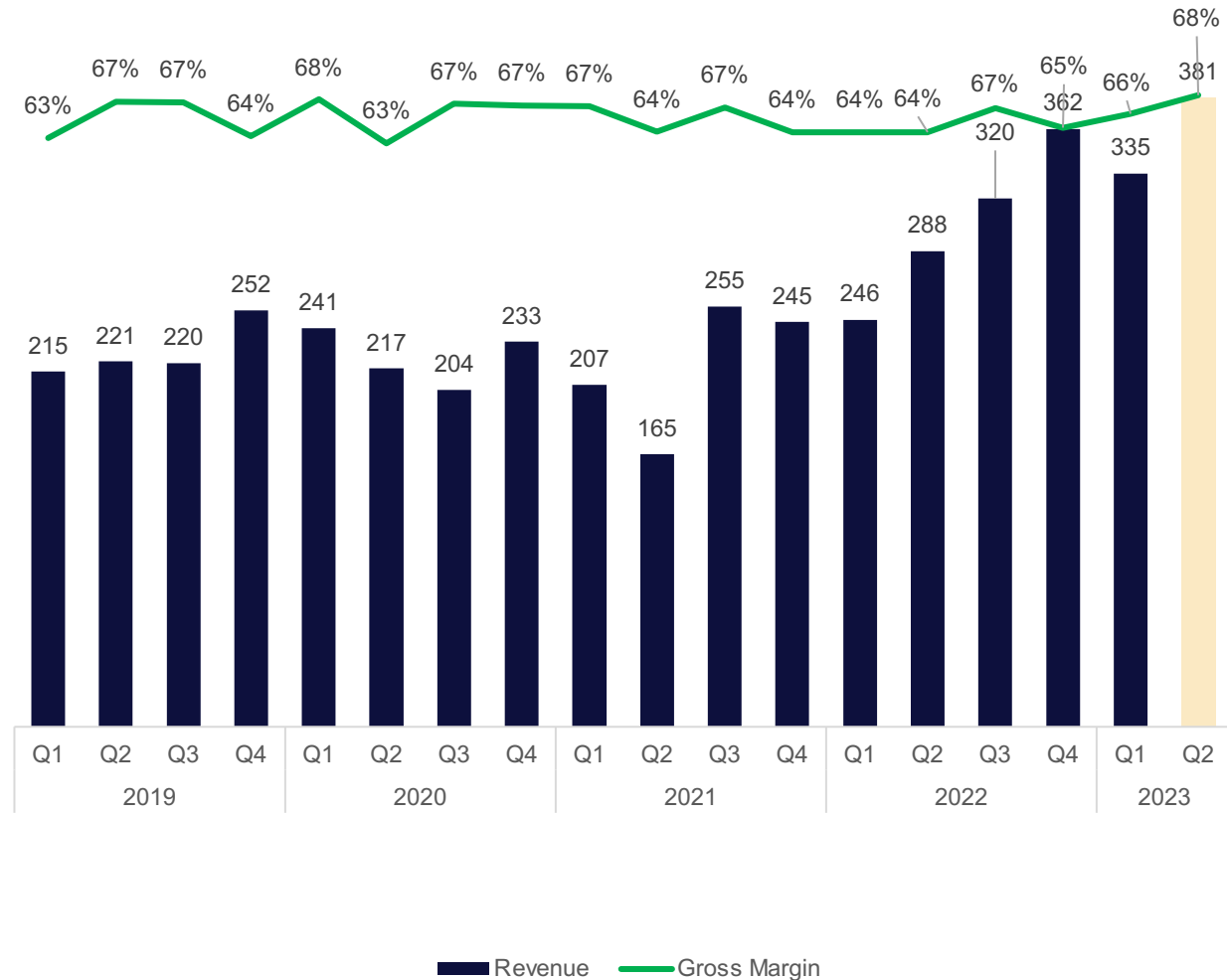


Financials

Q2 2023 Revenue & Gross Margin

- Revenue was 381 SEKm, +32%
- Currency adjusted revenue growth was +24%
- Strong growth across the board, both in North America and Europe.
- Gross Margin at 68%, + 4 pp

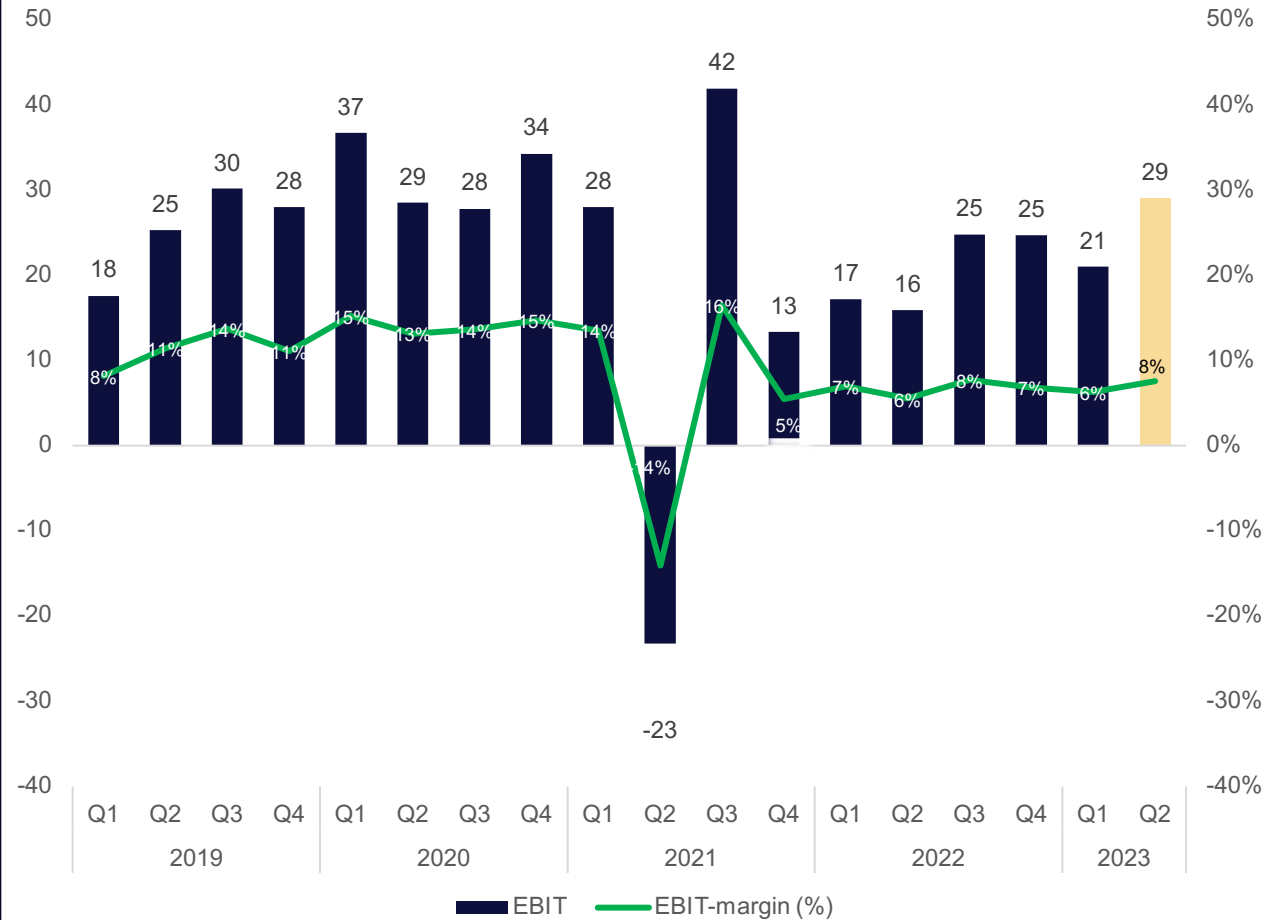
Revenue (SEK million) and Gross Margin



Q2 2023 EBIT

- EBIT was 29 SEKm
- EBIT margin was 7.6%
- Excluding non-recurring costs of 6 MSEK, EBIT was 35 SEKm and the margin 9.2%.
- Opex increased with 16 % organically, excluding non-recurring costs
- R&D spend affected negatively with 5 SEKm related to both normalized development cost but also increased depreciations

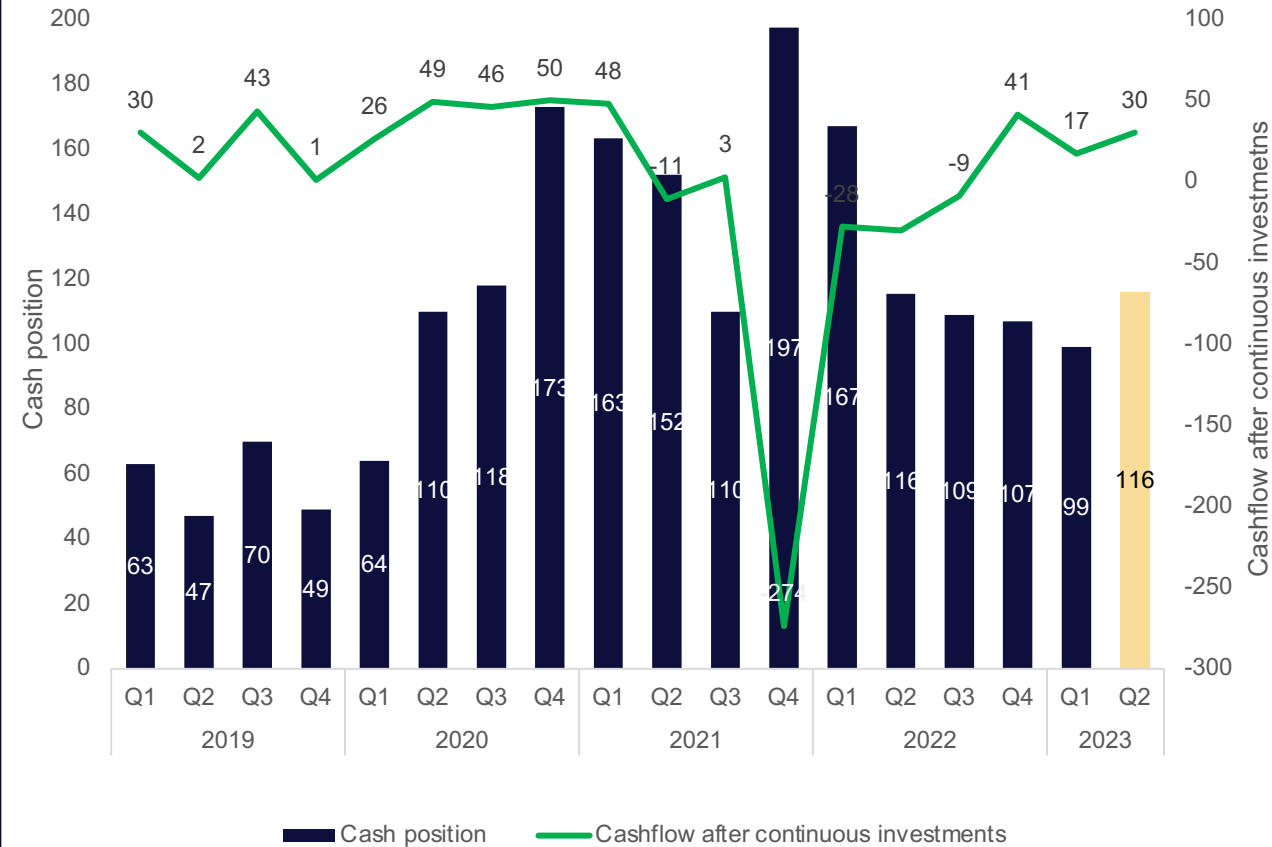
EBIT (SEK million) and EBIT Margin



Balance sheet and Cashflow

- Cash flow after continuous investments +30 SEKm
- Cash position 116 SEKm
- Net debt incl IFRS16 476 SEKm
- Net debt / LTM EBITDA 2.0

Cashflow after continuous investments and cash position
(SEK million)



Summary of quarter and outlook

- Continued strong revenue development above our targets
- Profitability continues to strengthen, mainly from higher prices and normalized costs after the pandemic
- Bright prospects both for growth and profitability, investing in systems and tools to further increase scalability.
- 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 debt¹ in relation to LTM EBITDA 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

tobii
dynavox

Q&A

tobii
dynavox

Thank you!