



Year end report Q4 2022
Earnings call

February 8, 2023



Fredrik Ruben

Chief Executive Officer



Linda Tybring

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

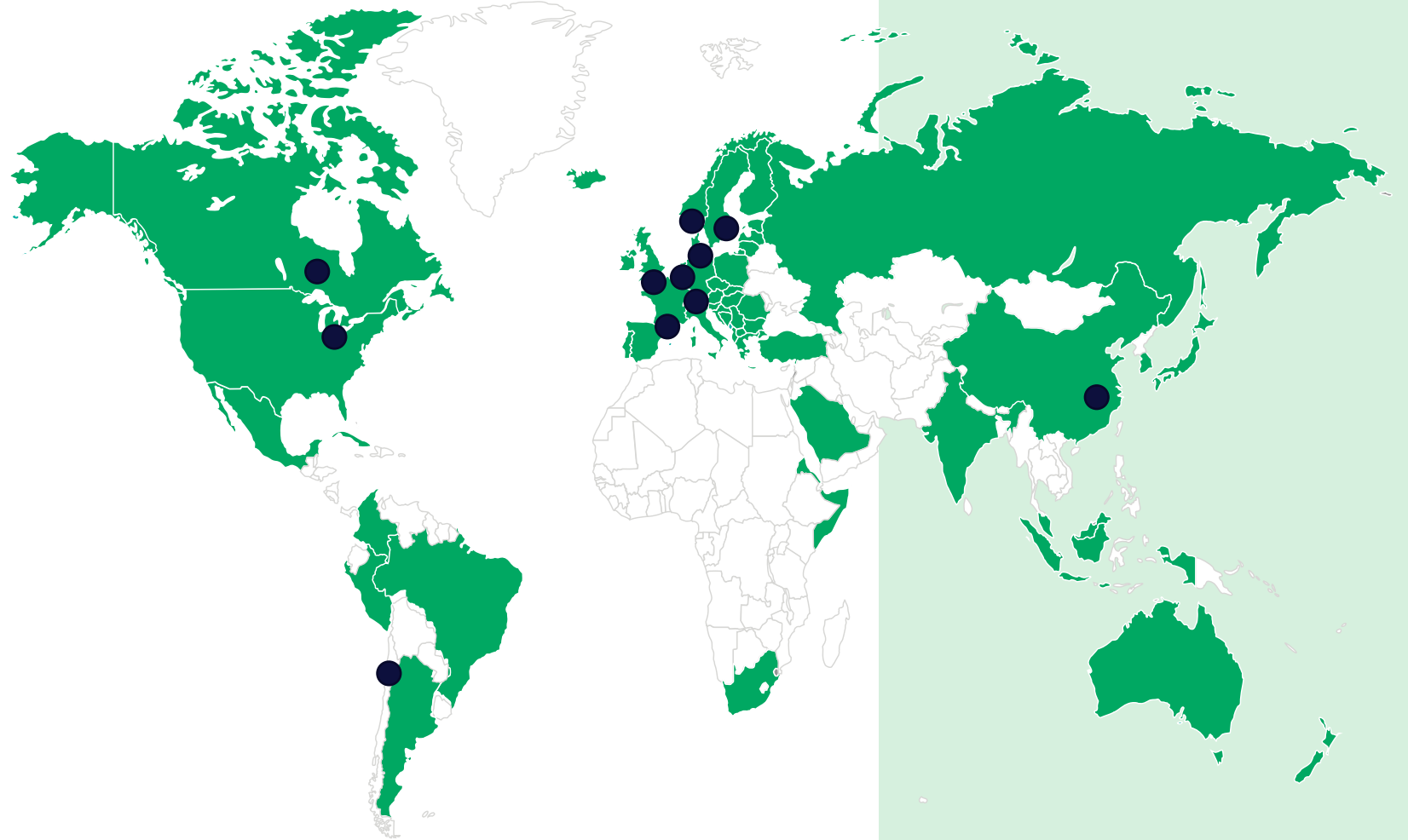
~2%

percentage of people diagnosed yearly who get communication aids

Our global reach

Revenue break down per region¹

- North America 77%
- Europe 17%
- Other countries 6%



 Countries where Tobii Dynamox products are sold

 Tobii Dynamox presence

¹ Based on FY 2022 YTD December revenue figures

Fully integrated solutions



1 Content

2 Software

3 Devices

4 Assessment & Funding

5 Implementation & Support

Q4: October – December 2022

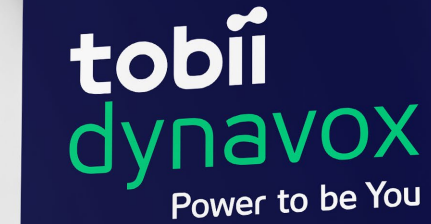
Q4 2022 highlights

- Strong top-line growth, revenues +48%
- Organic growth was 18%
- Solid momentum across the board, both in North America and Europe.
- Europe and other countries returned to healthy growth, breaking the previous trend
- Margins continued to be negatively impacted by high component and freight costs
- Two important software applications were launched



Full year 2022 highlights

- Revenue grew 40%. The organic growth was 16%
- Continued to strengthen our product portfolio
- Successful acquisitions
- First complete year as a stand-alone listed company



Key growth drivers for North America in 2022

- Catch-up of pent-up demand due to pandemic
- Significant investments in sales, marketing and infrastructure since 2020 are paying off
 - Hired nearly 40 people in sales and funding during 2022
 - New effective digital training methods developed with high customer satisfaction levels
 - More than 60 000 customer trainings were carried out during 2022
- Available public funding has increased due to the pandemic
- Attractive customer offering with a competitive product portfolio



Potential growth drivers going forward

- Significant investments in sales & marketing continue to drive sales growth
- Competitive product portfolio with the key product launches late 2022 should benefit sales in 2023
- New ALS treatment prolongs life expectancy and hence the benefits from assistive technology
- Medicare's increase of the reimbursement rate by 9% for 2023 will affect our revenues and margins incrementally during the year
- Some remaining pandemic related pent-up demand to be realized

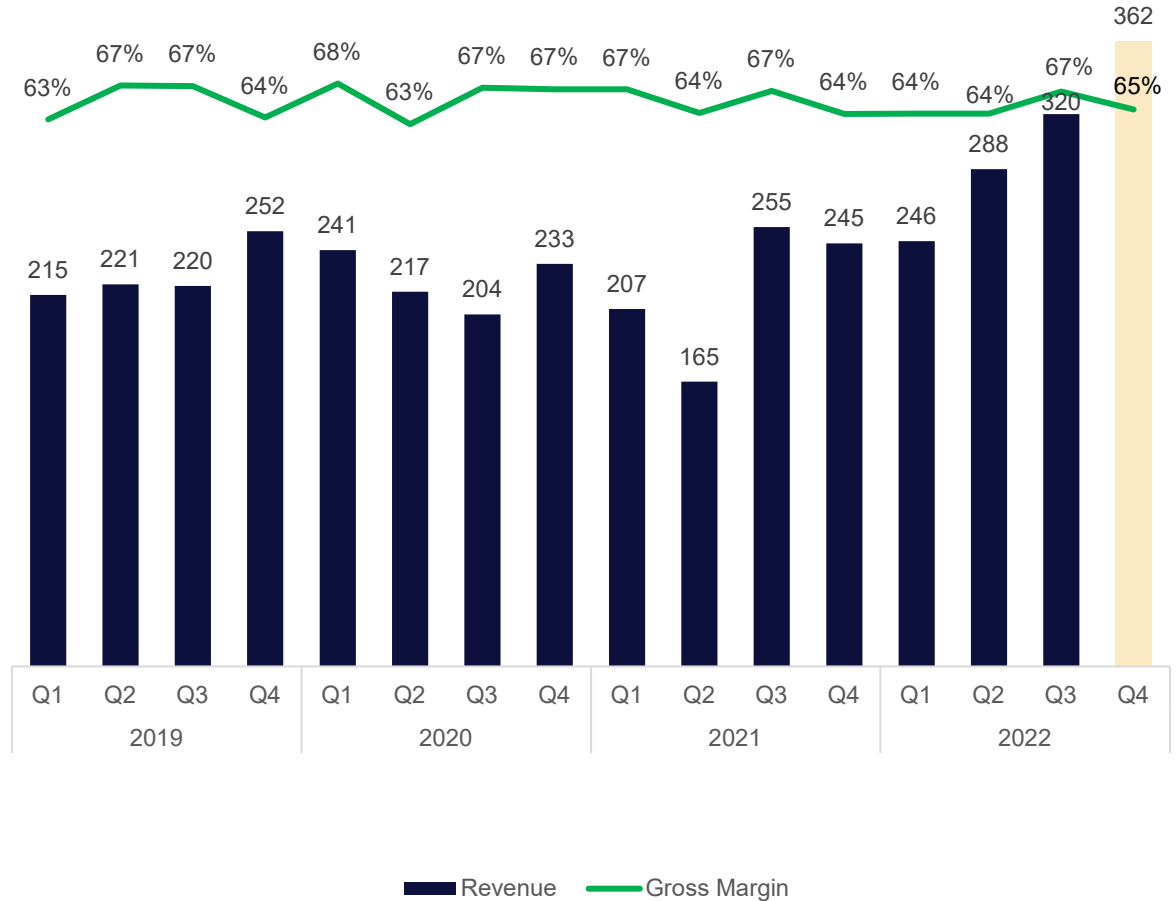


Financials

Q4 2022 Revenue & Gross Margin

- Revenue was 362 SEKm, +48%
- Organic revenue growth was +18%
- Strong growth across the board, both in North America and Europe.
- Gross Margin at 65 %, impacted by artificially high costs, mainly components

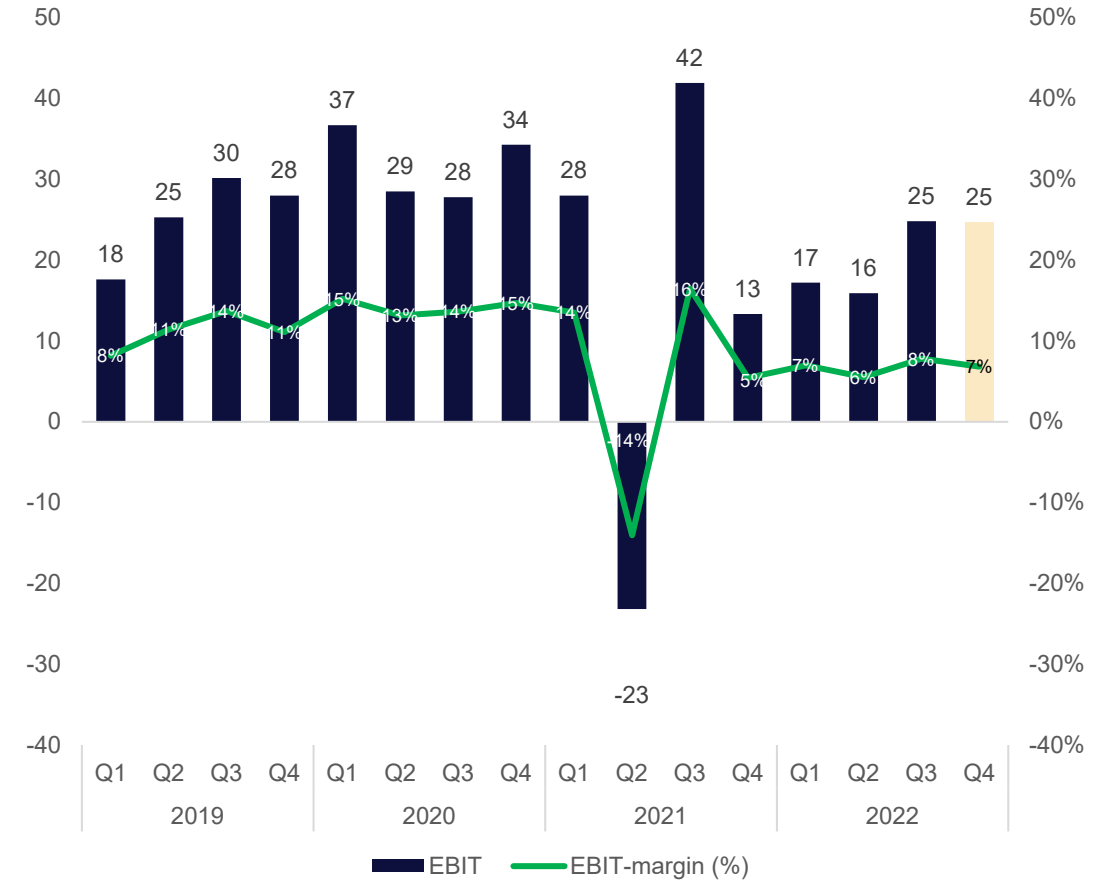
Revenue (SEK million) and Gross Margin



Q4 2022 EBIT

- EBIT was 25 SEKm
- EBIT margin was 6.8%
- Opex increased with 12 % organically
- R&D spend affected negatively with 15 SEKm related to both normalized development cost but also increased depreciations

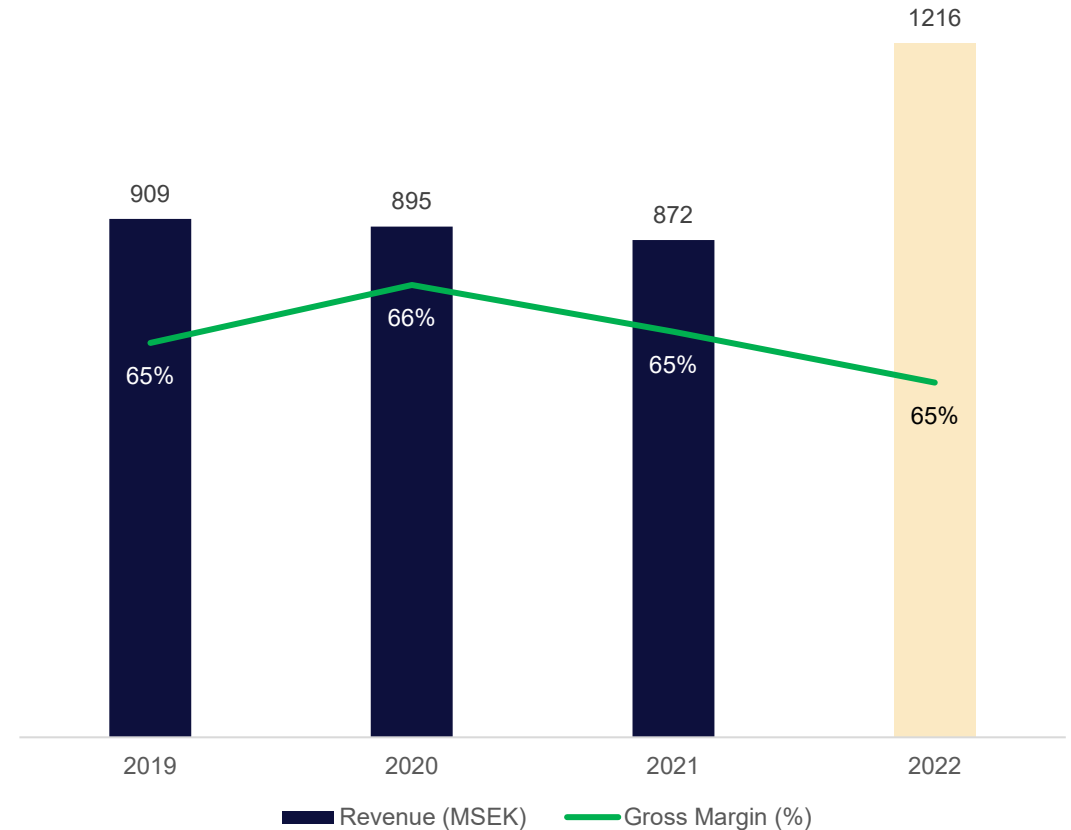
EBIT (SEK million) and EBIT Margin



Full year 2022 Revenue & Gross Margin

- Revenue was 1,216 SEKm, +40%
- Organic revenue growth was +16%
- Solid growth in North America
- Europe was somewhat hampered by lingering effects from the pandemic.
- Gross Margin at 65%, impacted by increased costs, mainly components and freight

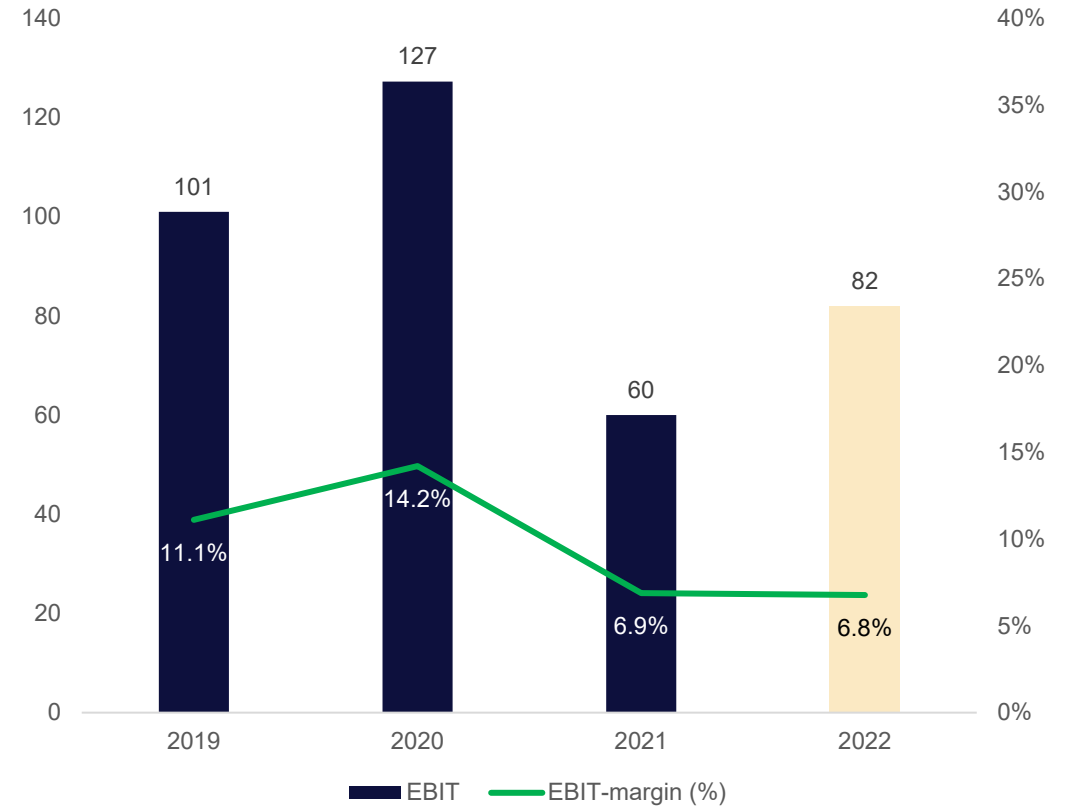
Revenue (SEK million) and Gross Margin



Full year 2022 EBIT

- EBIT was 82 SEKm
- EBIT margin was 6.8%
- Opex increased with 14% organically
- R&D spend negatively affected by +36 SEKm related to both normalized development cost but also increased depreciations

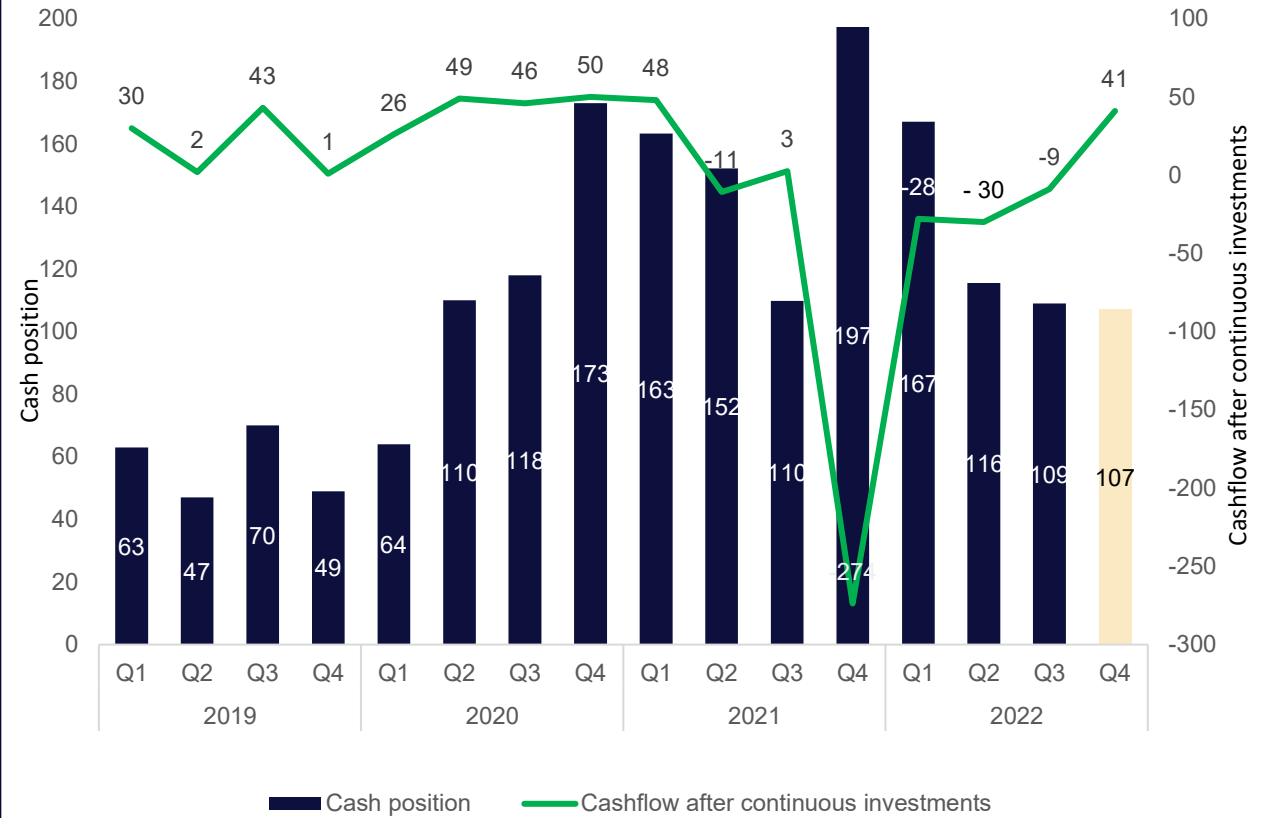
EBIT (SEK million) and EBIT Margin



Balance sheet and Cashflow

- Cash flow after continuous investments +41 SEKm
- Cash position 107 SEKm
- Net debt incl IFRS16 522 SEKm
- Net debt / LTM EBITDA 2.5
- Signed refinancing agreement classified as social loan

Cashflow after continuous investments and cash position
(SEK million)



Summary of quarter and outlook

- Very strong sales development, underlying revenue growth was 18%
- Strong growth across the board, both in North America and Europe.
- Europe and other countries returned to growth.
- Surcharges on components and freight still affect gross margin. Component prices have normalized, and should impact the P&L positively coming quarters.
- Medicare in the US will increase the reimbursement rate by 9%, benefitting profitability in 2023



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

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Q&A

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Thank you!