



Welcome to the earnings call interim report Q1 2022

April 27, 2022



Fredrik Ruben

Chief Executive Officer



Linda Tybring

Chief Financial Officer

About Tobii Dynavox

Our mission

Empower people with disabilities to do what they once did, or never thought possible.

We call this **Power to be You.**



Our purpose

As the world leader in assistive technology for 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

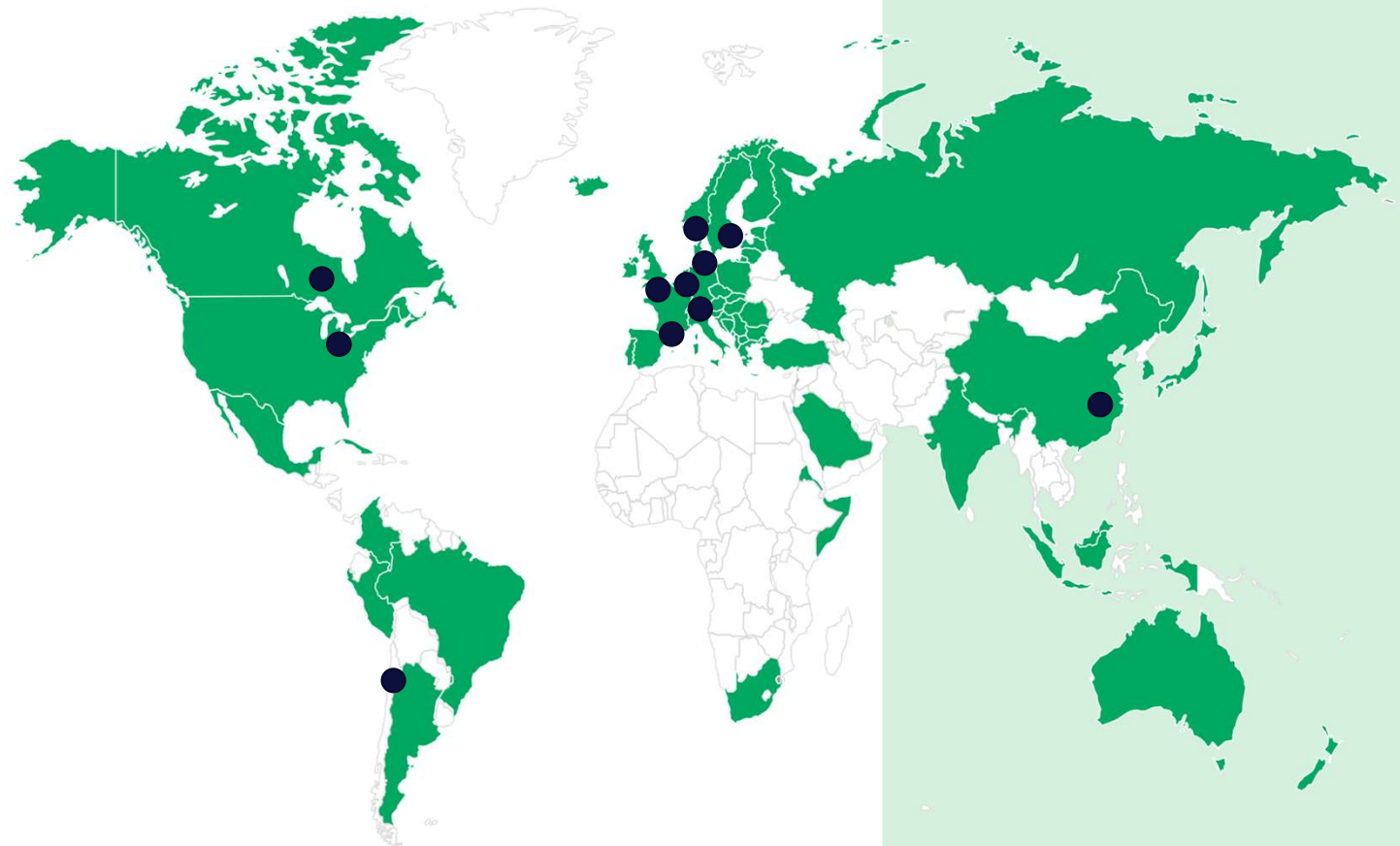
Revenue break down per region¹

- North America 74%
- Europe 20%
- Other countries 6%

 Countries where Tobii Dynamox products are sold

 Tobii Dynamox presence

¹ Based on FY 2021 revenue figures



Fully integrated solution

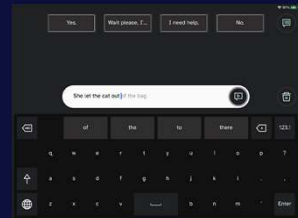
Content

Picture communication symbols (PCS), Acapela synthetic voices



Software

TD Snap, TD Control, TD Talk, Boardmaker, TD Communicator 5



Devices

I-Series, TD Pilot, TD I-110, PCEye, SC Tablet



Assessment & Funding

In-house solution consultants, funding experts



Implementation, Training & Support

In-house expert training, technical support



Q1: January – March 2022

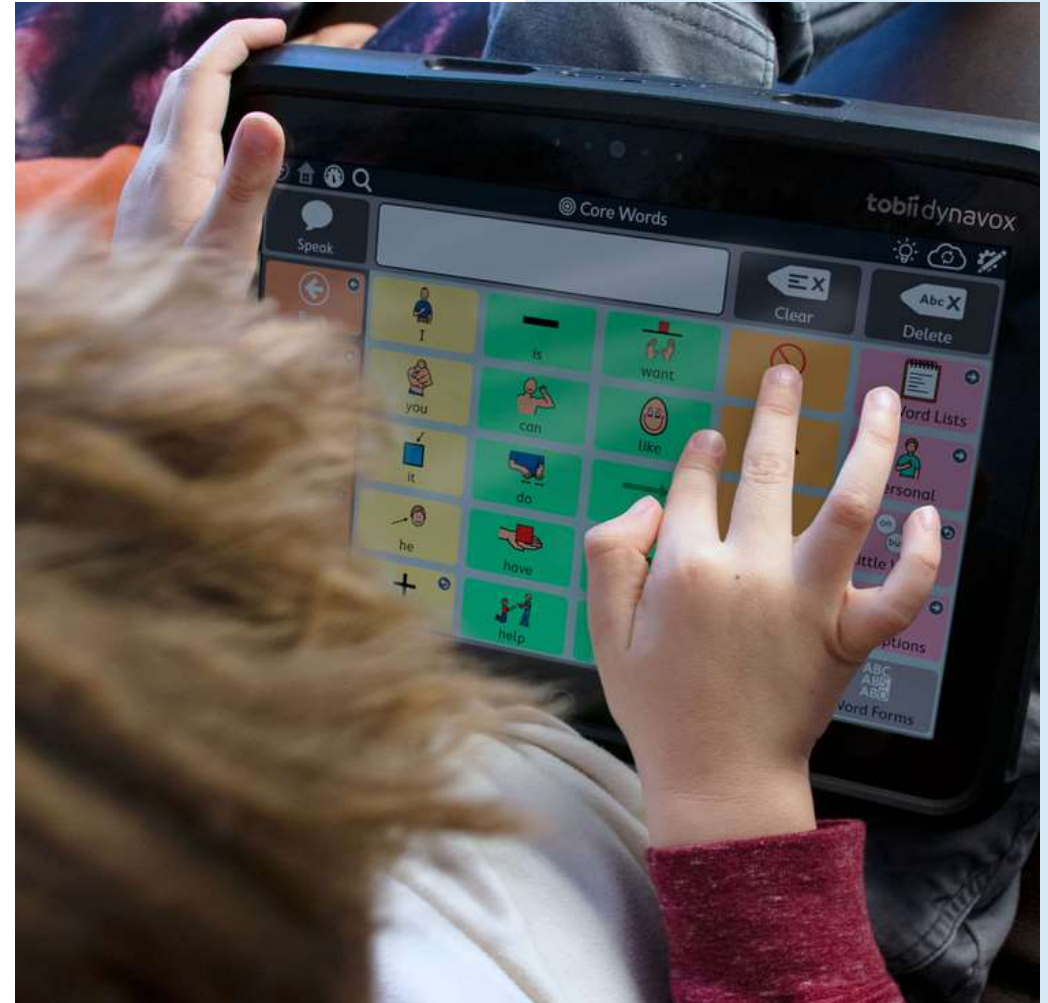
Q1 2022 highlights

- The beginning of the quarter had continued impact by the pandemic, but sales started picking up by end of quarter, rendering a 9 % organic growth.
- Finalizing acquisition of Acapela Group, outstanding conditions completed, and closing will be April 29th
- Launch of the new communication aid “TD I-110” empowering people with conditions such as autism, cerebral palsy and aphasia
- On April 1, announced acquisition of our Irish reseller partner Safe Care Technologies



Launch of TD-I-110

- Some 40% of people with Autism are non-verbal* and would benefit from a communication aid
- The TD I-110 combined with the communication software TD Snap is a medically certified, touch-based communication aid that fits the needs of individuals with speech impairments from conditions such as autism, cerebral palsy and aphasia
- The product accompanies the user wherever they are; hence the ultra-rugged and water-resistant design combined with strong performance for all day use in school, outdoors or at home.
- Touch-based communication aids are the products that Tobii Dynavox sells in highest volumes.

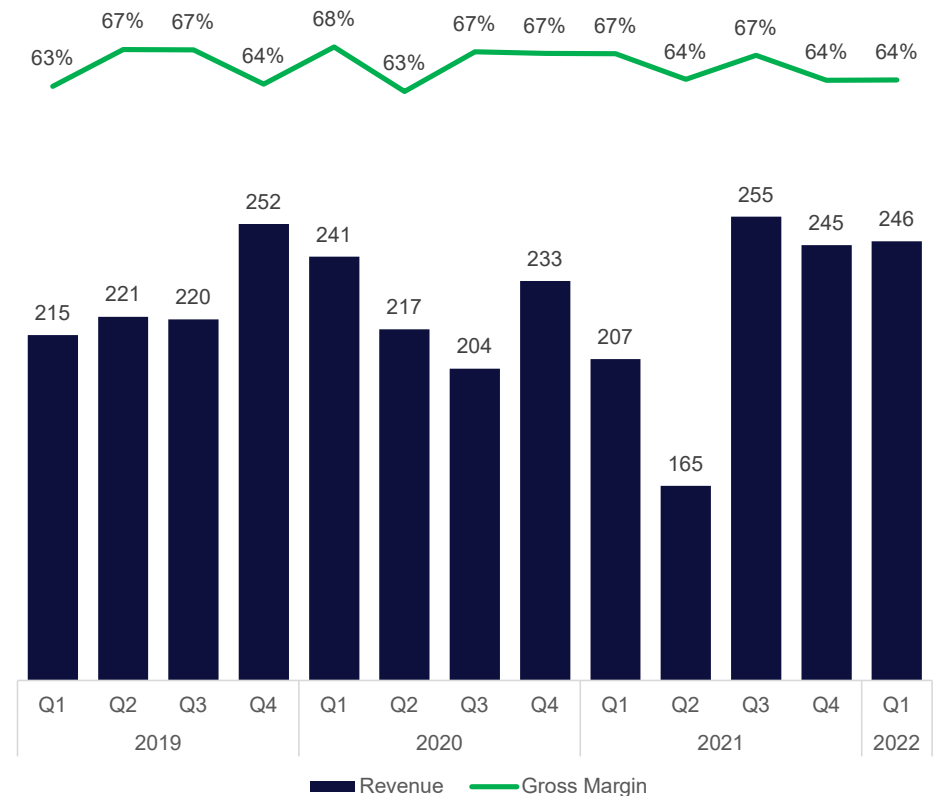


Financials

Q1 2022 Revenue & Gross Margin

- Revenue was 246 SEKm
- Revenue growth of 9 % (organic)
- Sales picked up later part of the quarter, specifically in NA.
- Able to ship majority part of backlog.
- Gross Margin at 64 % - impacted by increased cost of mainly components and freight related to pandemic and situation in the world.

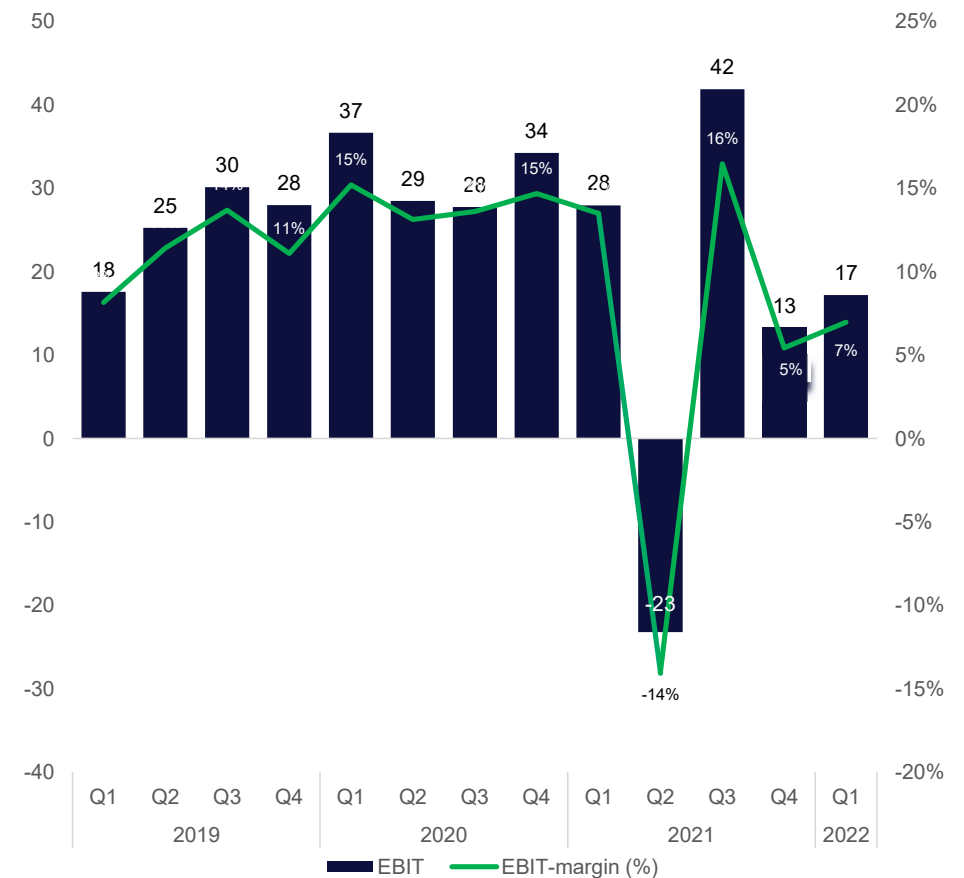
Revenue (SEK million) and Gross margin (%)



Q1 2022 EBIT

- EBIT was 17 SEKm
- EBIT margin was 7%
- Sequential improvement of EBIT Margin vs Q4
- Opex increased with 9 % organically,
- EBIT effect from orders not shipped in Q4 impacted positively with 5 SEKm
- R&D spend affected negatively with 3 SEKm related to increased depreciation

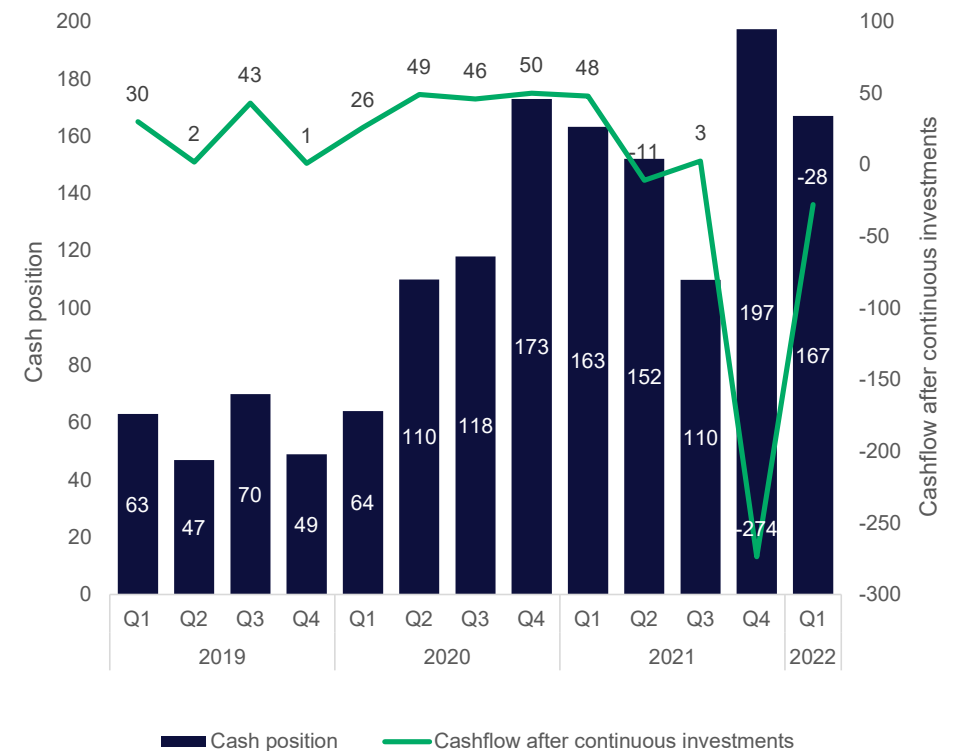
EBIT (SEK million) and EBIT margin (%)



Balance sheet and Cashflow

- Cash flow after continuous investments -28 SEKm
- Cash position 167 SEKm
- Net debt incl IFRS16 440 SEKm
- Net debt / LTM EBITDA 3,0

Cashflow after continuous investments and cash position
(SEK million)



Summary of quarter and outlook

- Still impacted by Omicron and pandemic
- Start to see strong growth end of quarter, specifically in North America
- Launch of two new products (TD I-110 and TD Pilot) the past two quarters makes us well positioned for growth
- Good progress on M&A
- We have high attention on the supply chain situation – but we are in a much better position compared the past 2 years



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



Q&A



Thank you!