Q1 2026

Earnings call presentation
May 6, 2026

Overview

- Net sales of 164 MSEK
  - -17% vs. Q1 25
  - 5 % organic increase
- Improved gross margin across the entire group
- New design wins for Autosense and Integrations
- Cost reduction goal exceeded
  - 48 MSEK in savings during Q1 2026
  - 120 MSEK in total savings so far
- Cash:
  - Free cash flow: 17 MSEK
  - RCF of 25 MSEK secured

Q1 2026: Overview of our business segments

	Net sales	EBIT	Application areas		Example customers
Products & Solutions	48%	-12 MSEK		• Advanced research • Actionable insights • Gaming • Advertising	Universities, Research institutes, Government labs, Market research agencies, UX research agencies, Enterprises and consumers
Integrations	25%	5 MSEK		• AR and VR • Healthcare and assistive tech • Education	Consumer electronic companies, Medical device companies, PC OEMs, Assistive technology providers, Software vendors
Autosense	27%	-21 MSEK		• Driver monitoring systems • Occupant monitoring systems	Automotive OEMs, Automotive Tier 1 suppliers

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FINANCIAL DEVELOPMENT

Q1 financials overview

164 MSEK

Net sales

-28 MSEK

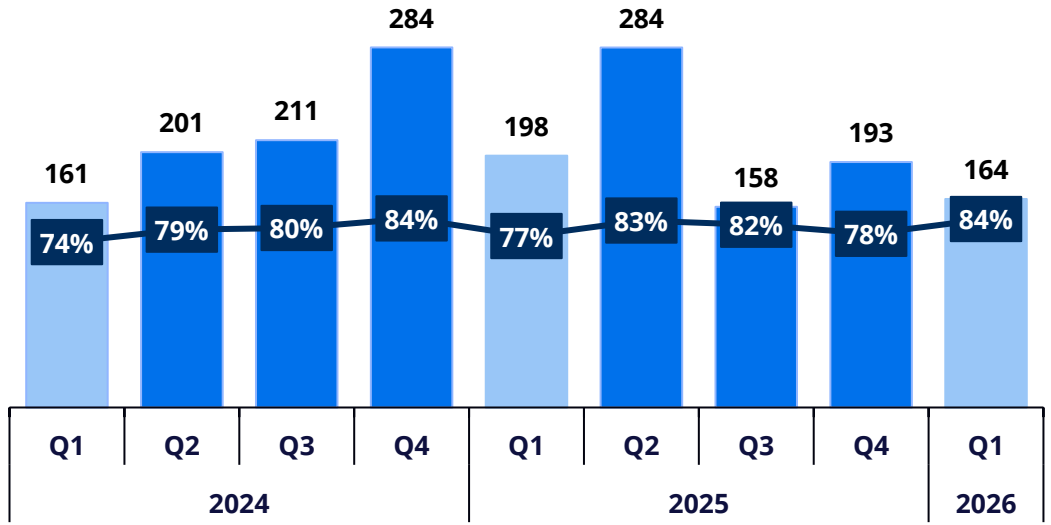
EBIT

17 MSEK

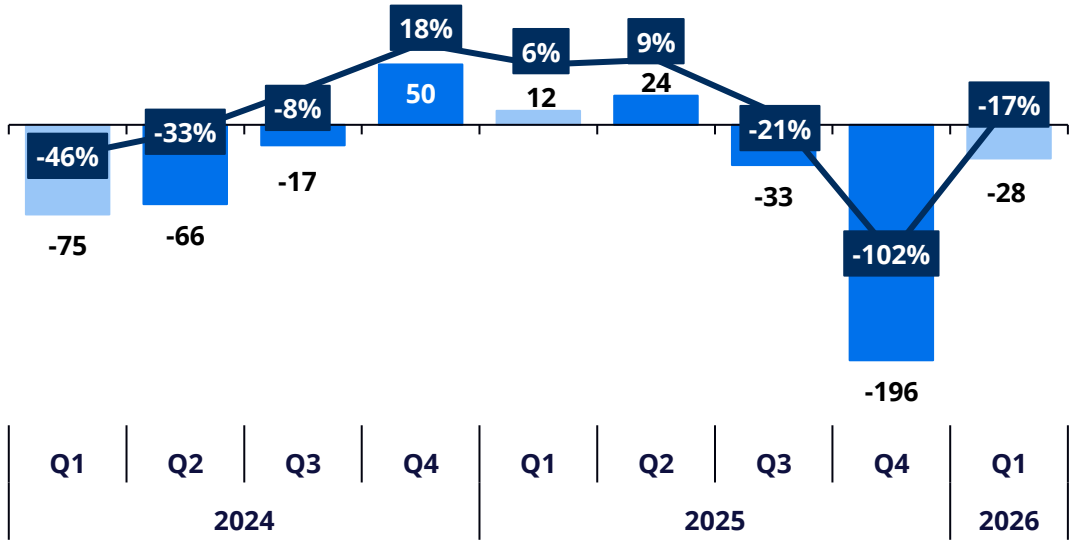
Free cash flow

Group financial development

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT margin (%)



- Net sales Q1 development -17%
  - of which organic: 5%
  - of which currency: -9%
- Gross margin 84% (77%)

- EBIT was -28 MSEK (12)
- EBIT-margin -17% (6%)

Products & Solutions

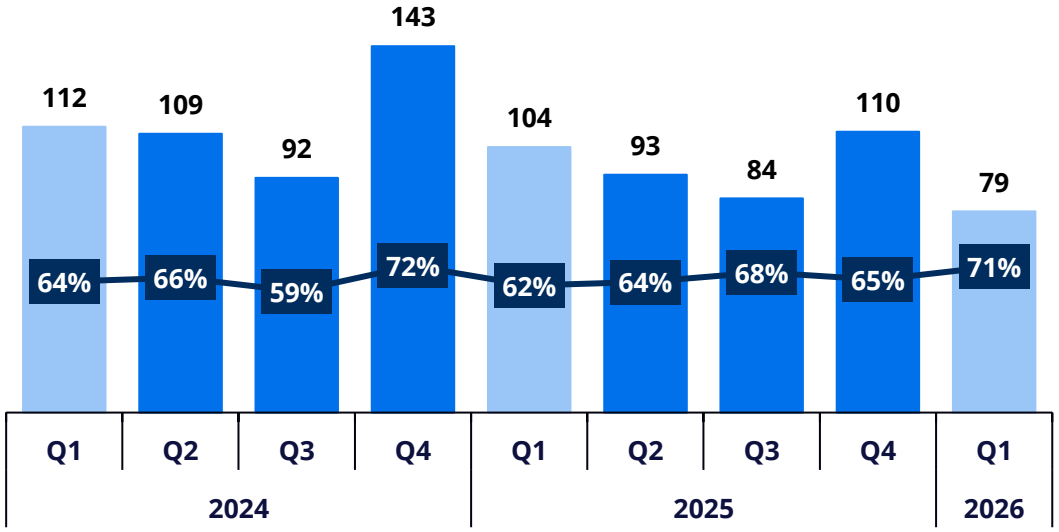
48%
Share of net sales

-15%
Organic growth

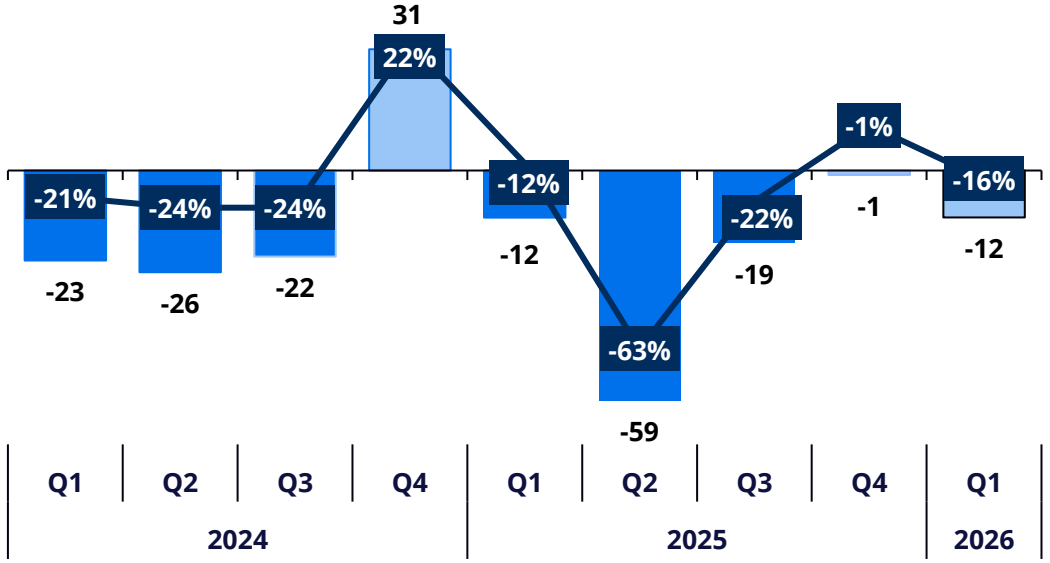
-12
EBIT, MSEK

- Net sales decline of -24%
  - Of which organic: -15%
  - Of which currency: -9%
- Gross margin 71%
- EBIT of -12 MSEK (-12)

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT-margin (%)



Integrations

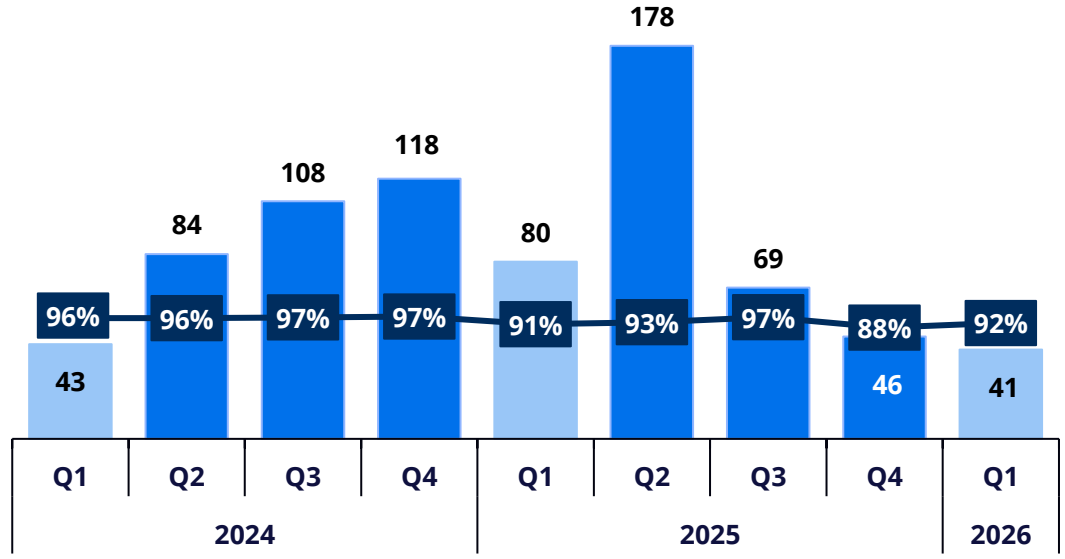
25%
Share of net sales

-20%
Organic growth

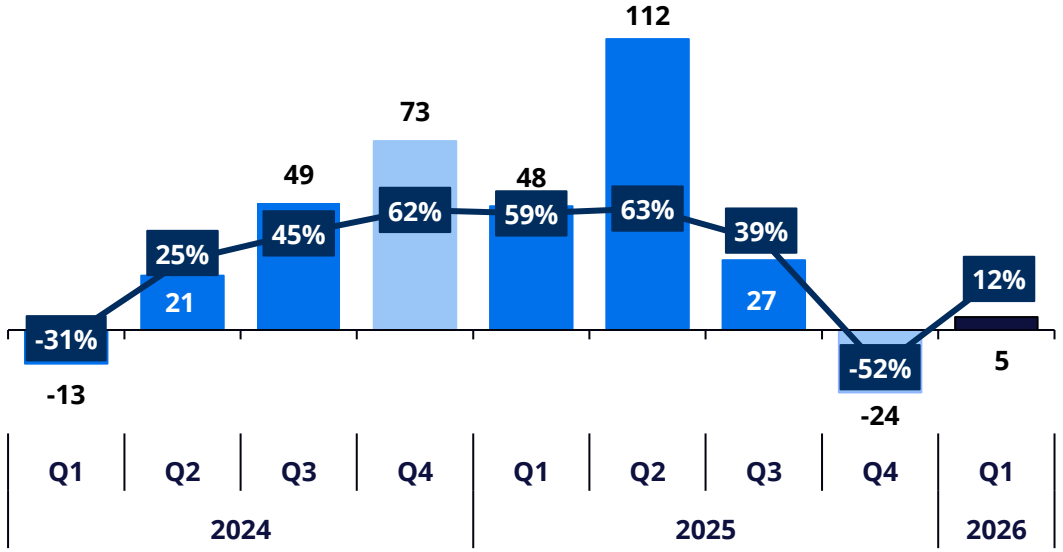
5
EBIT, MSEK

- Net sales decline of -50%
  - Of which organic: -20%
  - Of which currency: -5%
  - Of which one-time revenue: -25%
- Gross margin 92%
- EBIT 5 MSEK (48)

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT-margin (%)



Autosense

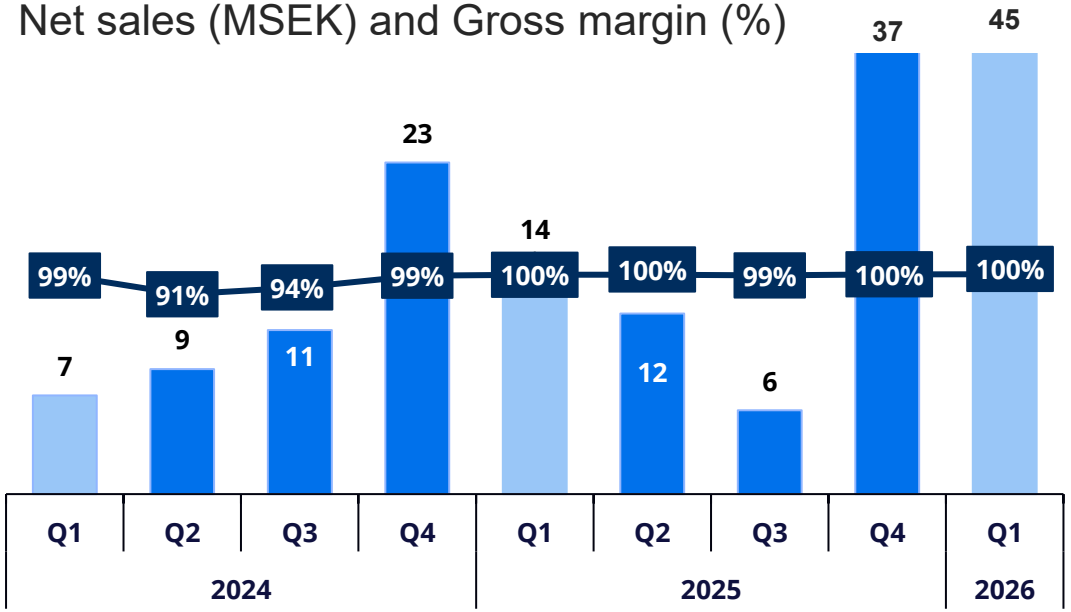
27%
Share of net sales

241%
Organic growth

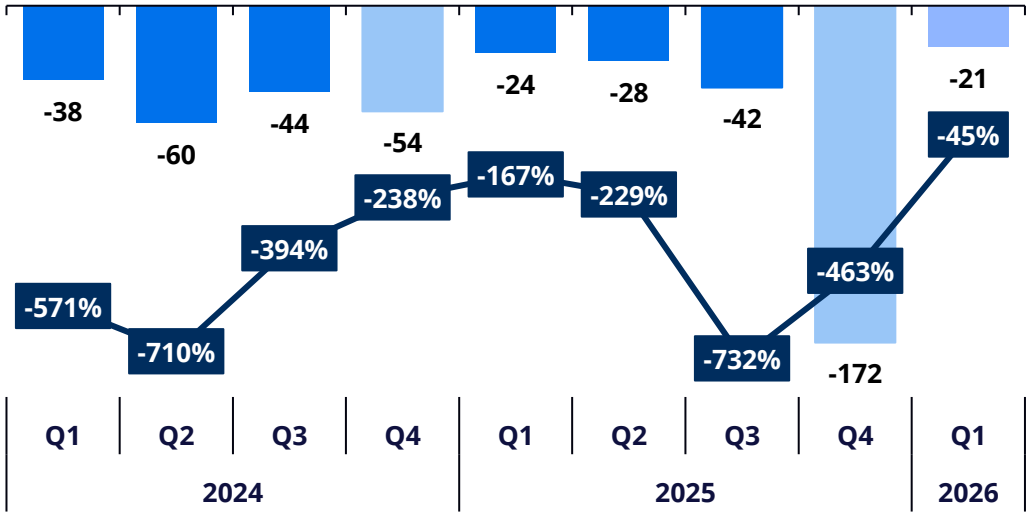
-21
EBIT, MSEK

- Net sales at 45 MSEK (14),
  - Of which organic: 241%
  - Of which currency: -26%
- Gross margin of 100% (100%)
- EBIT of -21 MSEK (-24)

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT-margin (%)



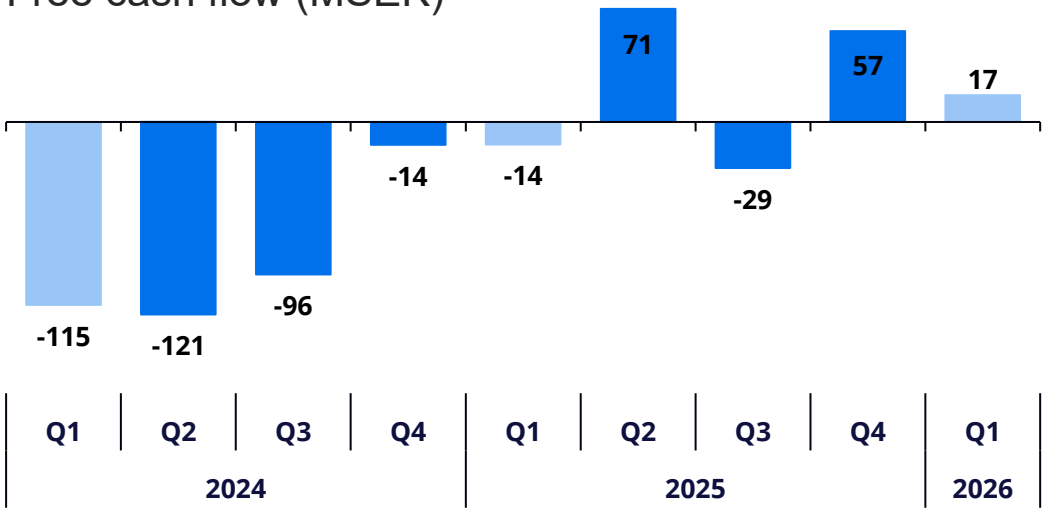
Balance sheet and cash flow

– Free cash flow was 17 MSEK (-14)
– Cash and cash equivalents of 39 MSEK
– 39 MSEK repayment for Covid related tax reliefs, including interest and deferral fee
– 47 MSEK repayment of previously utilized credit facility
– RCF of 25 MSEK secured

Balance sheet and cash flow summary

(MSEK)	Q1 2026	Q1 2025
Equity	533	788
Equity/assets ratio, %	29	38
Cash and cash equivalents	39	89
Net debt (Excl. IFRS 16)	-406	-481
Free cash flow	17	-14

Free cash flow (MSEK)



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PRODUCT INNOVATION

New feature for Tobii Glasses X

Remote Live View

- New feature for Tobii Glasses X released in Q1.
- Allows instant access to a person’s real-world perspective from any location.
- By observing live footage, researchers, trainers, and evaluators can see what captures attention in real time and utilize functionality for:

- **Remote Technical Support**
- **Remote Auditing & Assessment**
- **Distributed Data Collection Support**
- **Live coaching in training scenarios**
- **Documentation**

- **Important functionality addition to help our customers unlock more data faster about human perception.**

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SUMMARY AND OUTLOOK

Summary and outlook

Exiting Q1:

- Clear areas of progress although challenging sales
- Positive cash flow and RCF secured

Looking forward:

- Intensified strategic review, active dialogues with potential investors
- Improve execution, cash profile and prioritize areas with strong potential

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Q&A

THANK YOU!

Q2 report released on July 17, 2026

If you have questions, please contact: ir@tobii.com
https://corporate.tobii.com/investors