

Q2 2026

Earnings call presentation
August 28, 2026



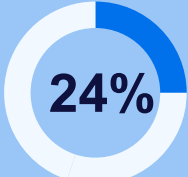
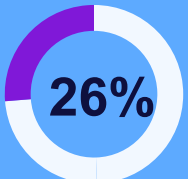
Overview

- Net sales of 154 MSEK
 - -46% vs. Q2 25
 - -39% organic decrease
- Net sales increased by 7% adjusted for a pre-purchase and non-recurring revenue in Q2 2025
- Market conditions remained challenging
- Cost reductions:
 - 43 MSEK in savings during Q2 2026
 - 163 MSEK in total savings since Q3 2025
- Measures in Autosense
- Cash:
 - Free cash flow: -10 MSEK
 - Cash position: 37 MSEK





Q2 2026: Overview of our business segments

	Net sales	EBIT		Application areas	Example customers
Products & Solutions	 50%	 -21 MSEK		• Advanced research • Actionable insights • Gaming • Advertising	Universities, Research institutes, Government labs, Market research agencies, UX research agencies, Enterprises and consumers
Integrations	 24%	 0 MSEK		• AR and VR • Healthcare and assistive tech • Education	Consumer electronic companies, Medical device companies, PC OEMs, Assistive technology providers, Software vendors
Autosense	 26%	 36 MSEK		• Driver monitoring systems • Occupant monitoring systems	Automotive OEMs, Automotive Tier 1 suppliers

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UPDATE ON AUTOSENSE



Autosense measures

- Cost adjustment
- Expected to reduce the cost base by more than SEK 50 million.
- Creating more routes to market
- Licensing of software components and technology platforms etc, enabling earlier revenue generation and a more balanced sharing of investment and commercial risk
- Open to partnerships
- Exploring strategic partnership options that could add complementary technology, stronger market/customer access, and greater scale



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FINANCIAL DEVELOPMENT



Q2 financials overview

154
MSEK

Net sales

15
MSEK

EBIT

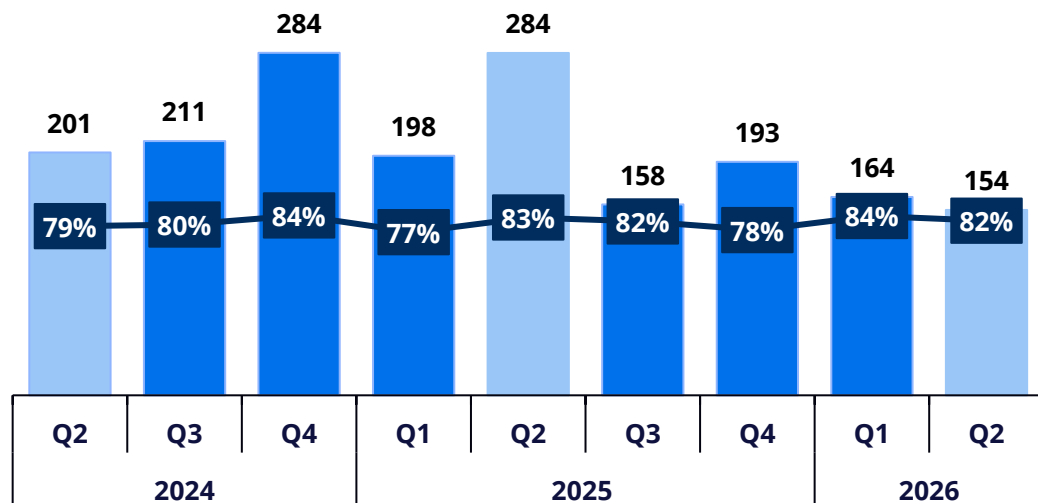
-10
MSEK

Free cash flow



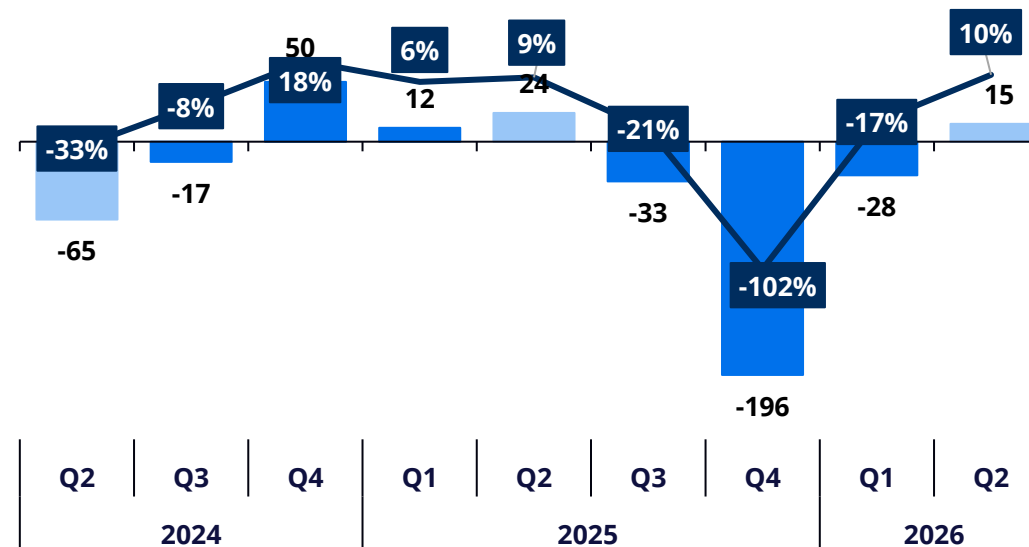
Group financial development

Net sales (MSEK) and Gross margin (%)



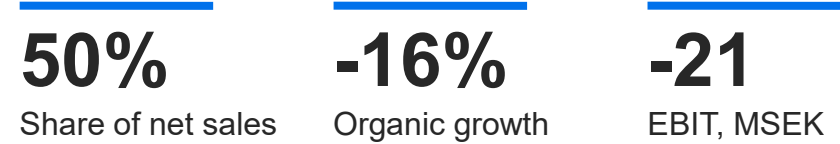
- Net sales Q2 development -46%
 - of which organic: -39%
 - of which currency: -1%
 - Underlying growth 7%
- Gross margin 82% (83%)

EBIT (MSEK) and EBIT margin (%)



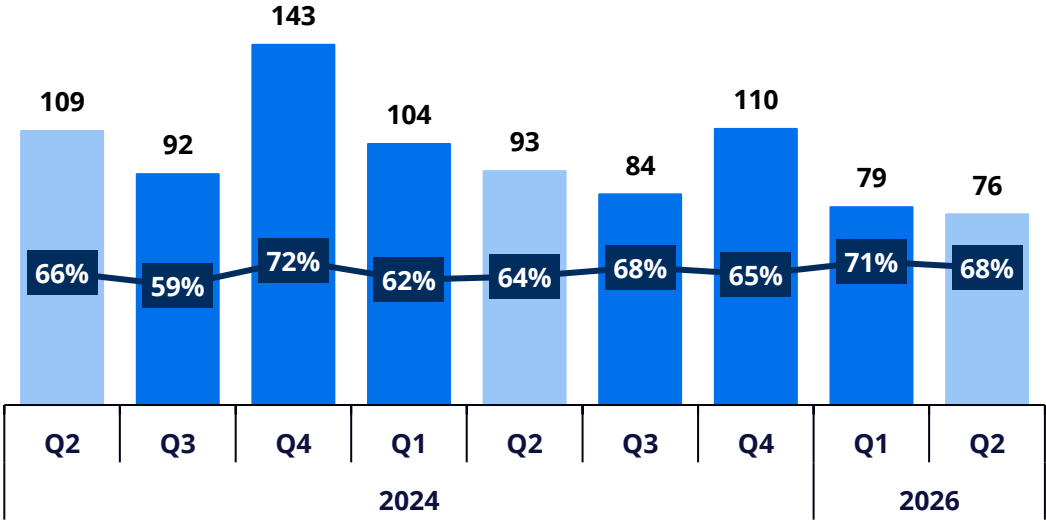
- EBIT was 15 MSEK (24)
- Fair value adjustment of contingent consideration of 51 MSEK
- Non-cash depreciation and amortization 49 MSEK (27)
- EBIT-margin 10% (9%)

Products & Solutions

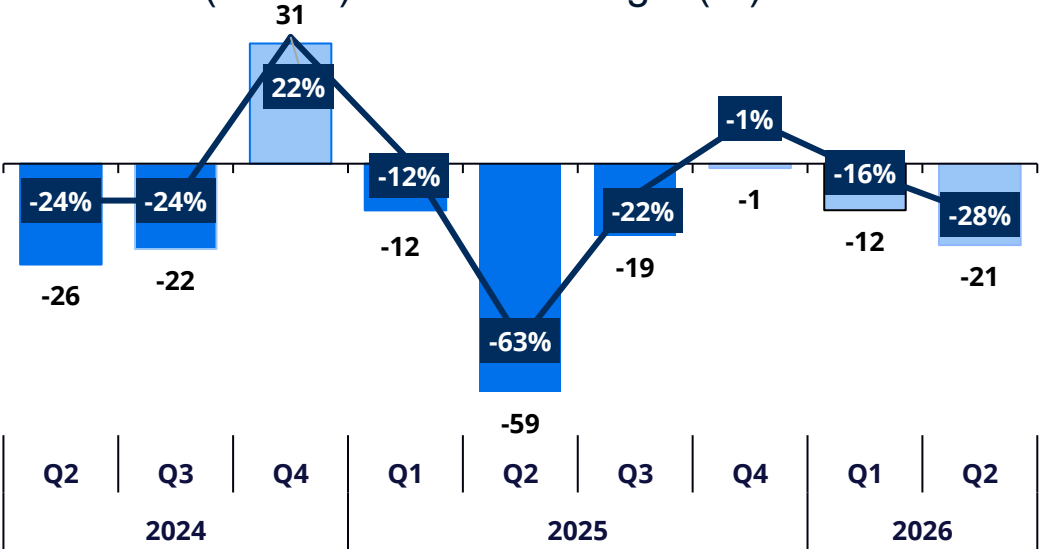


- Net sales decline of -18%
 - Of which organic: -16%
 - Of which currency: -3%
- Gross margin 68%
- EBIT of -21 MSEK (-59)

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT-margin (%)





Integrations

24%

Share of net sales

-75%

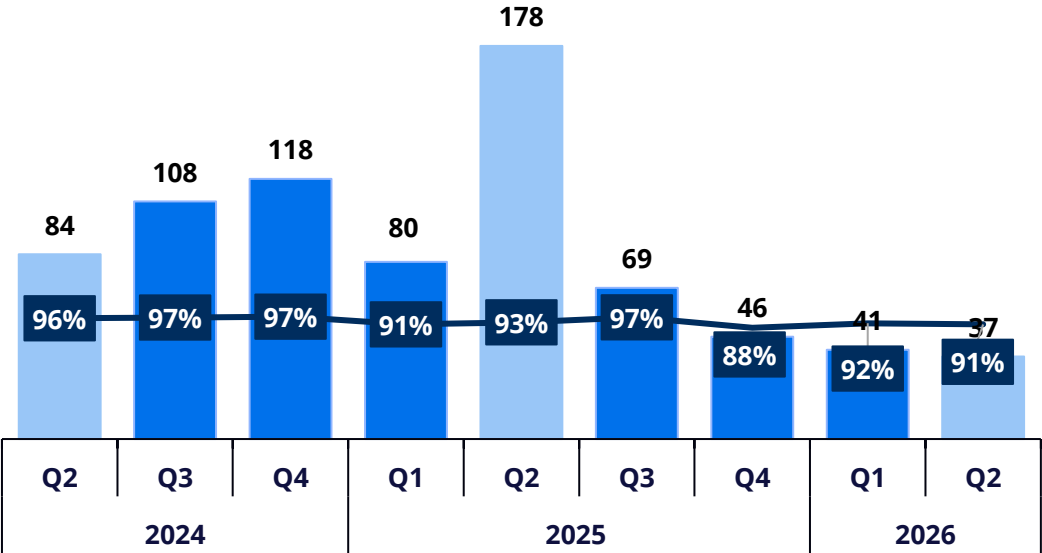
Organic growth

0

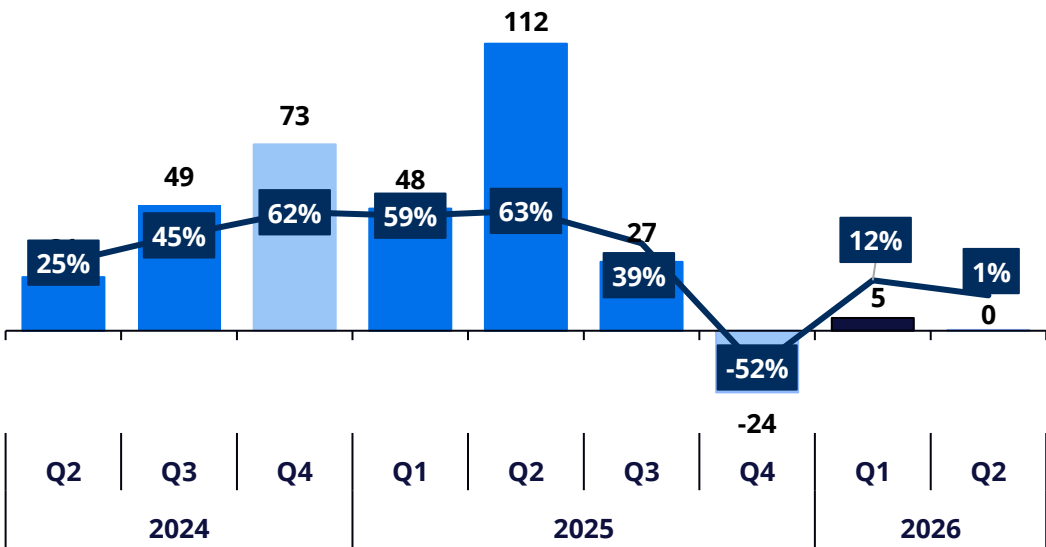
EBIT, MSEK

- Net sales decline of -79%
 - Of which organic: -75%
 - Of which currency: -0%
 - Of which one-time revenue: -3%
- Gross margin 91%
- EBIT 0 MSEK (112)

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT-margin (%)





Autosense

26%

Share of net sales

230%

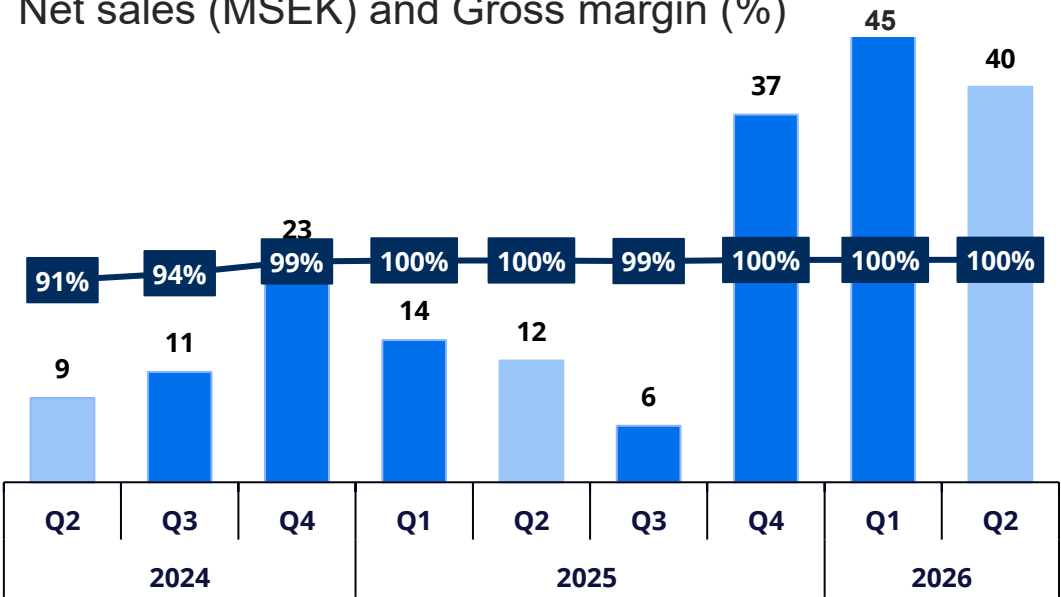
Organic growth

36

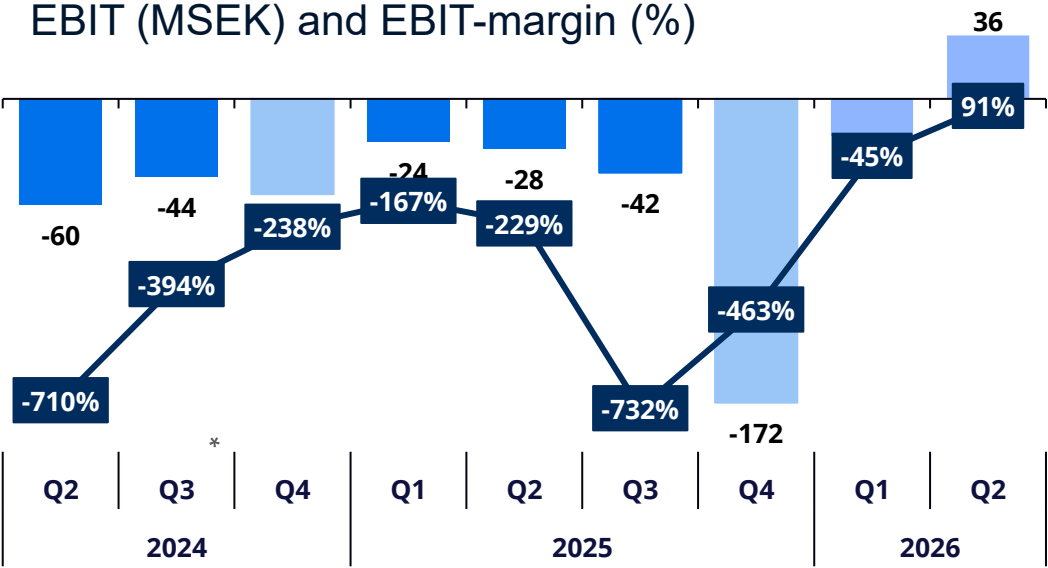
EBIT, MSEK

- Net sales at 40 MSEK (12)
 - Of which organic: 230%
 - Of which currency: -5%
- Gross margin of 100% (100%)
- EBIT of 36 MSEK (-28)

Net sales (MSEK) and Gross margin (%)



EBIT (MSEK) and EBIT-margin (%)





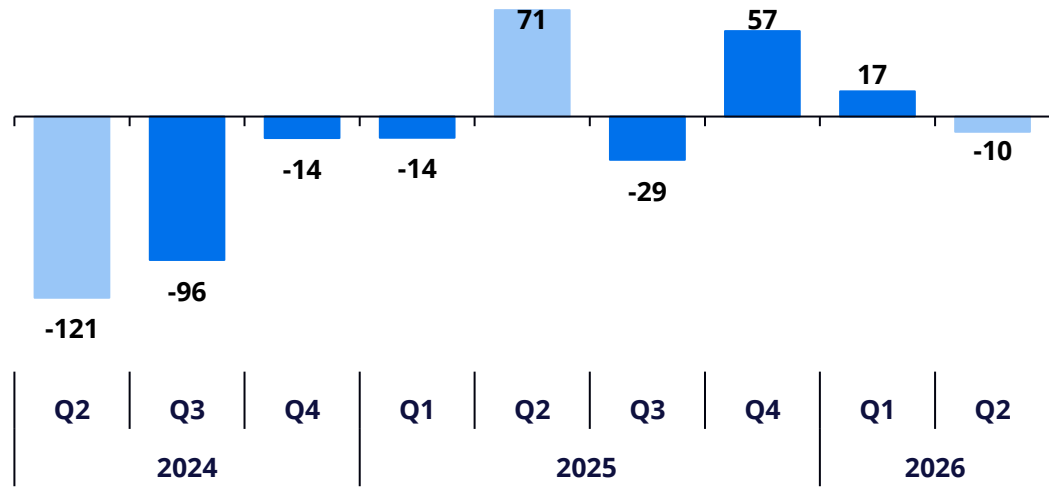
Balance sheet and cash flow

- Free cash flow was -10 MSEK (71)
- Cash and cash equivalents of 37 MSEK
- RCF of SEK 25 million, of which SEK 14 million was utilized at the end of the period

Balance sheet and cash flow summary

(MSEK)	Q2 2026	FY 2025
Equity	349	395
Equity/assets ratio, %	30	30
Cash and cash equivalents	37	117
Net debt (Excl. IFRS 16)	436	399
Free cash flow	-10	85

Free cash flow (MSEK)



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PRODUCT INNOVATION



Progress on next gen Smart Glasses Platform

- Continued advancement in eye tracking algorithms, leveraging recent gains in energy-efficient machine learning silicon
- Enables all-day use on a single charge, with no compromise on performance
- New evaluation kits and integration services now available, helping consumer OEM and industry-specific customers scale up integration



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SUMMARY AND OUTLOOK



Summary and outlook

- Market remains volatile with regional uncertainty, while demand in China is expected to normalize gradually
- With the savings achieved, refined product priorities and measures to strengthen Autosense, we are laying a solid foundation for achieving sustainably positive operating cash-flow from 2027
- Significant potential for a commercially sharpened Tobii to drive profitable growth over time



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Q&A



THANK YOU!

Q3 report will be released on October 22, 2026 If you have questions,
please contact: ir@tobii.com <https://corporate.tobii.com/investors>