

## Press release

Stockholm, July 25, 2017

# Tobii AB Interim Report Q2 2017

**Tobii AB today reported its results for the second quarter and first six months 2017. During the second quarter, Tobii made a number of strategic product launches and a business acquisition.**

Comment by Tobii's CEO Henrik Eskilsson:

"We launched a large number of exciting and strategically important products in the second quarter. I am very proud of our solid development efforts and the overall positive response from customers which confirms our product strategy. Other highlights were Tobii Pro's strong sales performance and the acquisition of Sticky."

## April – June

- The Group's sales totaled SEK 266 million (241), an increase of 10%. Adjusted for currency effects, the increase was 4%.
- The gross margin was 71% (73%).
- The Group's operating loss amounted to SEK -70 million (-29). Tobii Dynavox made a contribution of SEK 19 million (25), Tobii Pro's operating profit amounted to SEK -2 million (-3), while investments in Tobii Tech had an impact of SEK -87 million (-52) on the Group's earnings.
- Earnings per share amounted to SEK -0.73 (-0.18).

## January – June

- The Group's sales totaled SEK 527 million (493), an increase of 7%. Adjusted for currency effects, the increase was 2%.
- The gross margin was 71% (73%).
- The Group's operating loss amounted to SEK -126 million (-46). Tobii Dynavox made a contribution of SEK 39 million (52), Tobii Pro's operating profit amounted to SEK -2 million (3), while investments in Tobii Tech had an impact of SEK -163 million (-101) on the Group's earnings.
- Earnings per share amounted to SEK -1.31 (-0.47).

## Significant events

- Tobii Dynavox launched [Indi](#), an all-in-one speech tablet designed for voice and communication.
- Tobii Dynavox launched [Snap](#), a new software for symbol-based communication.
- Tobii acquired [Sticky](#), a solutions provider for market research studies based on webcam eye tracking.
- Tobii Tech released an [eye tracking VR development kit](#) based on HTC Vive.
- Tobii Pro launched a solution for [eye tracking research in VR](#) environments.
- [15 new games with eye tracking](#) support were announced, reaching some 80 game titles in total.



- Tobii Dynavox launched [PCEye Plus](#), an eye tracker for individuals with motor impairments.
- In July, Tobii Dynavox introduced [EyeMobile Plus](#), a product that allows a user to turn a regular PC tablet into a gaze-controlled communication device.

### **Conference call**

Today at 2:00 p.m. Tobii will host a conference call with web cast presentation for media, analyst and investors. Please find dial-in details on Tobii's website under [Interim Report Q2 2017](#).

*This information is information that Tobii AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out below, on July 25, 2017, at 8:00 a.m. CET.*

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### **About Tobii**

Tobii is the global leader in eye tracking. Our vision is a world where all technology works in harmony with natural human behavior. Tobii operates through three business units: Tobii Dynavox makes specially designed computers that are controlled by eye movement or touch screens for use by people with special needs due to spinal cord injuries, CP, ALS or other medical conditions. Tobii Pro develops and sells eye-tracking equipment and services used today by more than 3,000 companies and 2,000 research institutions, including all of the world's 50 highest ranked universities. Tobii Tech further develops Tobii's technology for new volume markets such as computer games, personal computers, virtual reality and smartphones. Tobii is headquartered in Sweden and is listed on Nasdaq Stockholm (TOBII). The group has 800 employees. For more information, please visit [www.tobii.com](http://www.tobii.com).

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