



# Tobii Dynavox acquires Safe Care Technologies

**Tobii Dynavox**, the world leader in assistive technology for communication, has signed an agreement to acquire 100% of the shares in the Irish company Obear Technologies Limited, operating under the business name **Safe Care Technologies**, the reselling partner of Tobii Dynavox in the Irish market. The company reported sales of around SEK 9 million, with an EBIT of around 10 % for the financial year ending June 30th 2021. The acquisition will enable Tobii Dynavox to take greater responsibility in serving customers in the Irish market and help more people with communication disabilities.

Safe Care Technologies is a leading supplier of assistive technology products throughout Ireland, providing Tobii Dynavox solutions exclusively within this market, which comprises the majority of the company's turnover. Established in 2012 by the current CEO Conor Quigley, the team of five has in-depth background in assistive technology and smart home experiences. The Safe Care Technologies team, led by Conor Quigley, will continue as employees with Tobii Dynavox to keep supporting customers and users in Ireland. The acquisition is closed today.

The significant addition of resources from Tobii Dynavox will enhance service and training quality for Irish customers, make processes more effective and shorten the customer feedback loop.

"I am excited to welcome Safe Care Technologies to the Tobii Dynavox family," said Nils Normell, President, Market unit EUROW at Tobii Dynavox. "Having collaborated successfully for many years, I have seen firsthand the dedication and expertise the team brings to their customers, which is great learning for us. I am also convinced that Tobii Dynavox's global organization and know-how can support the team in Ireland to reach more users with even better solutions. We look forward to working together with the team in Ireland to empower more people with a voice and improved quality of life."

"Safe Care Technologies and Tobii Dynavox have made wonderful progress together over the years to enable more people with disabilities to communicate" said Conor Quigley, founder, CEO and main shareholder of Safe Care Technologies. "The best strategy to help even more people in Ireland is to deepen our partnership with Tobii Dynavox. I founded Safe Care Technologies in 2012 to help people with disabilities and my ambition was to provide easy access to assistive technology in the Irish market. I am happy to say that this next chapter will allow me to keep pursuing this goal as an integral part of the Tobii Dynavox global team."

This is the second acquisition that Tobii Dynavox will complete in 2022, including the recently communicated [acquisition of Acapela Group](#). These acquisitions are in line with Tobii Dynavox's growth strategy to complement our organic growth with strategic acquisitions.

*This is information that Tobii Dynavox AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted, through the agency of the contact person set out below, for publication at 10:30 am CET, on 1 April, 2022.*

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## About Tobii Dynavox

Tobii Dynavox is the global leader in assistive technology for communication. Our custom designed solutions enable people with disabilities such as cerebral palsy, ALS and spinal cord injury to communicate with a voice of their own, develop literacy skills and live more independently. To date, hundreds of thousands of people worldwide have benefited from our integrated solutions, which include hardware, software, clinically developed language systems, special education tools, training, and dedicated support. We offer an extensive funding support system to reach as many people as possible. Headquartered in Sweden, Tobii Dynavox employs around 500 people with offices in the US, the UK, Norway and China, and reselling partners in 60+ countries. For more information, please visit our investor website: [Tobii Dynavox Investor Relations](#)