



Investor Presentation

22 September 2021

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IPO maximum subscription of \$8m oversubscribed with existing shareholders and new investors



82% growth in revenues to \$5.7m from pro-forma FY 2020



93% Growth in connected devices to 123,256



Enterprise customers increasing from 25 to 34



In FY 2021 the Company made its first commercial entry into the energy sector in Taiwan and first China orders were secured



Since 30 June 2021

- Five new enterprise and government contract orders for a total of \$0.75m;
 - one customer, Okcheon in South Korea, placed follow on orders totalling \$350k
 - two other existing customers in South Korea placed further orders; and
 - one existing and one new customer placed gas monitoring and energy management orders respectively

The above five orders are in addition to other business and X2M will also continue to deploy the \$2.3m Bucheon contract secured in April 2021, for which \$1.77m revenue will be achieved in FY22

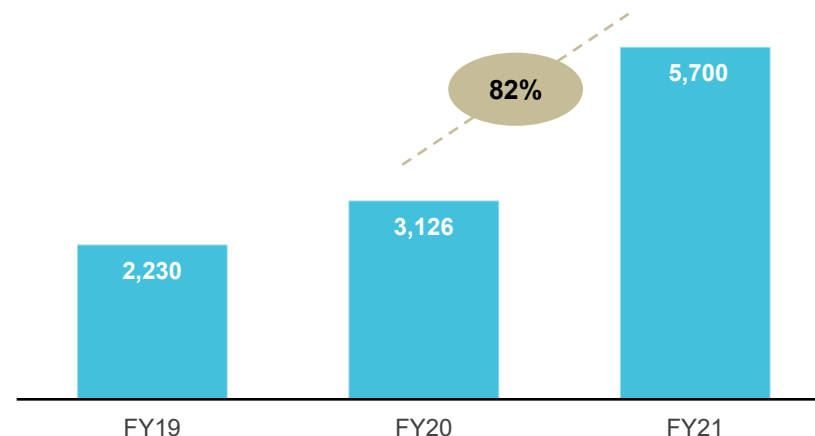
Further details on the first quarter performance will be given in the ASX Appendix 4C in October

Financial and Operational Overview

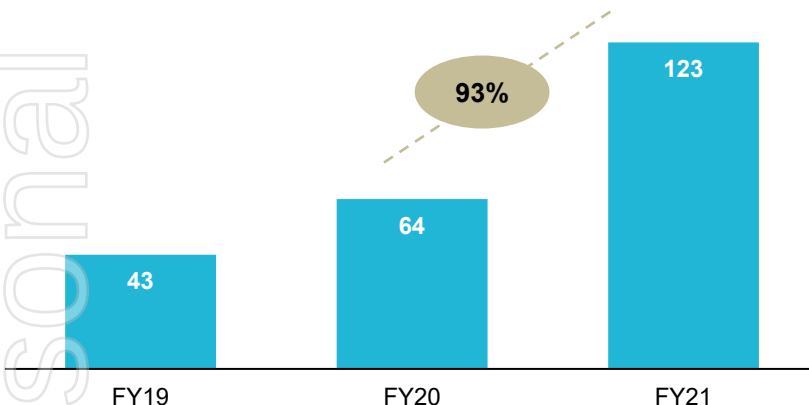
X2M is experiencing strong growth in revenues, connected devices and enterprise and government customers

- FY 2021 was a successful year for X2M with the business performing well across key metrics
- Group revenues of A\$5.7m up 82% on pro-forma FY 2020
- Connected devices growing to 123k, up 93% on FY 2020
- Enterprise and government customers grew to 34, up 36% on FY 2020
- Key markets of Korea, Japan and Taiwan have all performed strongly with foundations in China now in place and initial purchase orders received from reselling partners

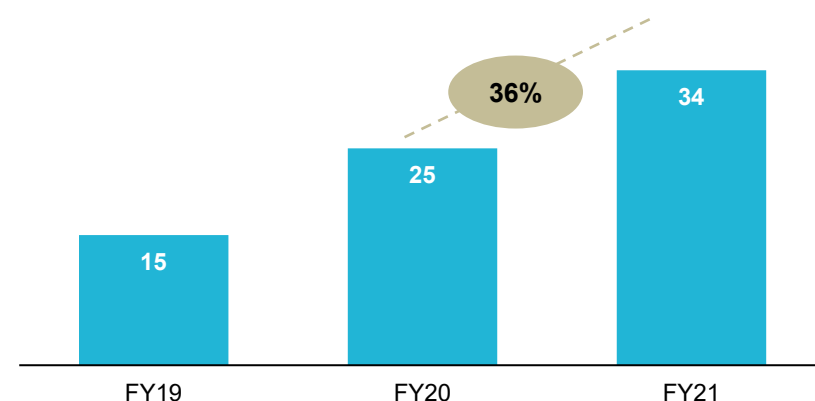
Revenue growth (\$A '000's)



Connected devices ('000's)



Enterprise and government customers

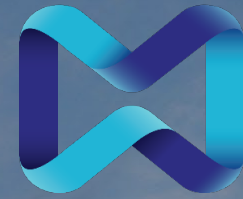


FY2021 Financial Results Profit and Loss Summary



\$000's	FY 2021	Vs Pro-forma PCP ¹		Vs Statutory PCP	
		FY20	%	9 DEC 2019 to 30 JUN 2020	%
Revenue	5,700	3,126	82%	1,314	334%
EBITDA	(4,393)	(4,944)	(11)%	(951)	362%
Share based payments	(2,072)	-	-	-	-
IPO expenses	(682)	-	-	-	-
Depreciation and amortisation	(1,246)	(913)	37%	(386)	221%
Finance costs	(161)	(56)	186%	(113)	42%
Income tax benefit	246	-	-	62	292%
Loss after Tax	(8,308)	(5,913)	41%	(1,388)	499%

- Revenue of \$5.7 million, an 82% increase on Pro forma PCP, reflecting strong organic growth and pipeline conversion
- Operating costs have been tightly controlled and supports growth in revenues. Further investment planned to grow customer and geographical footprint
- FY 2021 EBITDA excludes the following non-cash and extraordinary items: Share based payments expense, Initial Public Offering ('IPO') expenses accrued to 30 June 2021



X2M
CONNECT

Company Introduction

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X2M is capitalising on current market entry in APAC through the digitization of the utilities market



Proven, commercialised, SaaS based technology platform, ready to handle large scale growth



Strong year on year growth in revenues and connected devices



Core operational metrics strong with development costs and cash burn on the decline



X2M is now entering “acceleration phase” with Enterprise and Government customers on long term contracts and licencing its technology to third party hardware manufacturers



Strong Board and Management in place with significant experience to support the growth of X2M

Introduction to X2M Connect

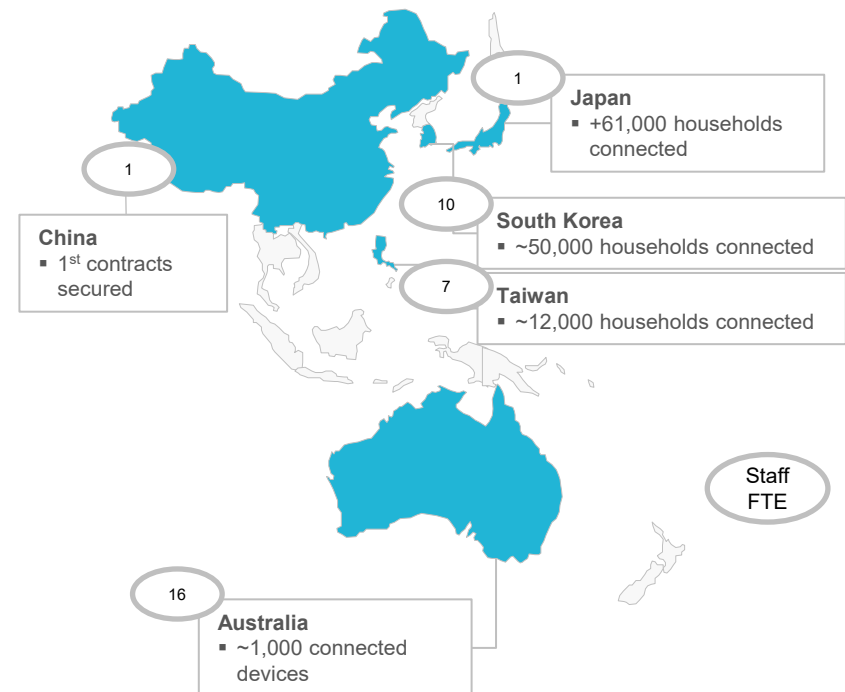


X2M is a SaaS technology provider, with a core focus on monitoring and controlling smart devices in the gas, water and electricity sectors across APAC

- Works with a variety of devices on many telecommunications networks and radio protocols – future proofed tech
- Enables utilities to migrate 'dumb' analogue environments into 'smart' digital technology without needing to replace infrastructure – lower customer capex
- Current device types connected include gas, water and electricity meters, pressure sensors and other associated devices
- Business model is long dated contracts with a combination of up front charges and recurring SaaS type subscription fees – predictable annuity style revenues
- Established operations in Australia, Japan, South Korea and Taiwan – known brand
- China market entry commenced. Beijing, Shanghai and Hong Kong entities in place. 1st contract secured
- Licencing agreements with manufacturers to drive mass adoption, executed in Korea, Taiwan and Japan – acceleration phase

X2M at a glance – 30 June 2021

- Over 123,000 devices connected through the APAC region
- \$3.13 million revenue in FY 2020¹
- \$5.7 million revenue in FY 2021¹



APAC utility market typically uses ageing analogue infrastructure in an environment of increasing population and demand for services

Market Overview

- Utilities and governments in the APAC region are now migrating to sophisticated internet based technology solutions in search of productivity improvements, environmental sustainability, waste reduction and enhanced public safety
- To meet demand, hardware and sensor manufacturers supplying the sector are seeking access to leading edge technology platforms to enhance their product offerings

Key Drivers



GDP growth

- Growth in Asia is forecast to be solid, both in near term and coming decade and economic activity is expected to grow by 6.9 percent in 2021⁽¹⁾



Population growth

- APAC Utility market is the largest in the world in terms of population
- As of 2019, Asia had 4.6b people, comprising approx. 60% of world population⁽²⁾



Urbanisation

- Rapid urbanisation across the continent especially in India and China⁽³⁾



Infrastructure rollout by telco providers

- Telco providers worldwide are rolling out NB IoT and Lora networks to connect sensors and devices over the internet
- Advent of 5G is expected to be a turning point that propels smart city tech. into mainstream and accelerates deployments

5 Core Pillars of the X2M Strategy



Consolidate strong position in existing markets

- Korea – continue to contract additional municipalities
- Japan – continue to aggressively grow connected devices
- Taiwan – continue to expand into adjacent verticals
- China – establish hardware re-selling arrangements



Expand into compatible verticals in existing markets

- Remote battery energy monitoring
- Integrated sustainable energy management



Continue development of SaaS business

- Replicate model implemented in Japan within other markets
- Maintain market leading IoT platform offering with high customer focus



Expand into new geographies

- China - POC's completed, initial hardware contracts as reseller executed
- Philippines – leverage POC's completed
- India – investigate entry for late 2023
- Vietnam – consider in 2024



Manage margin and cash burn

- Strong focus on operational and financial controls and efficiency

Existing markets and key focus markets

There are more than 90 million households across the existing geographies in which X2M has operations. X2M is well placed to continue to increase penetration in to these markets in conjunction with increasing APAC footprint in recently entered China and other target geographies

Existing Geographies

JAPAN
126 million people
54.5 million households

KOREA
51.8 million people
20.9 million households

TAIWAN
23.6 million people
8.0 million households

AUSTRALIA
25.7 million people
9.4 million households

Recent Entry Geographies

CHINA
1.4 billion people
486 million households

Target Geographies

INDIA
1.35 billion people
293 million households

PHILIPPINES
109.6 million people
25.2 million households

VIETNAM
97.4 million people
27.2 million households

X2M Connect's patented platform



The X2M platform provides seamless end-to-end digitilisation with the ability to control a variety of connected devices across most telecommunications technologies



Valves



Storage Tanks



Pumps



Meters



WiSUN | NB-IoT | ZigBee | LoRa



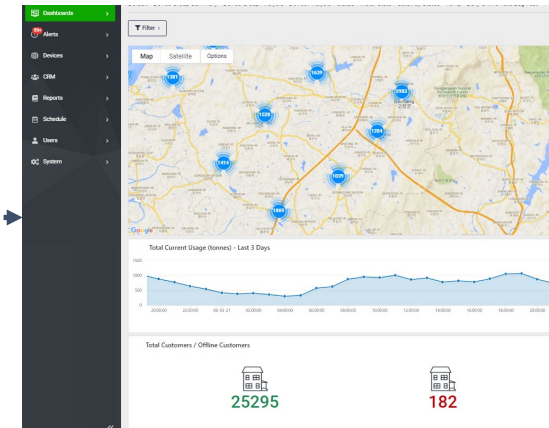
Various Interface Cards

- Turn 'dumb device' into a 'smart device'
- Enable devices to send data and receive commands over any Network
- Utility companies pay upfront



X2M Micro Engine

- Software acts as a logic concentrator to bridge communications between the NIC and the IOT Platform
- Autonomously monitors or controls device/asset on any cloud or edge computer
- Operates at Edge or in Cloud



IoT Platform

- SaaS platform that provides visibility, management and control of all connected devices across multiple telecommunications networks
- Aggregation point for all customer data, report generation, and network management
- Enables predictive and pre-emptive customer and machine management

Strong Patent Protection

5 core patents | >60 granted | additional pending | 15 countries

Patent Groups

Patent Description

Outcome and Competitive Advantage

1. Alert Device

2. Meter Device

- Alert and Metering Devices that can remotely receive applications and data to adjust and control the application executed by the device

- ✓ Allows future proofing of end devices through software updates, upgrades to protocols and the addition of control functions

3. Distributed intelligence client processor

- Remote application device that can execute multiple applications and remotely update the applications without interrupting their operation while downloading updated files

- ✓ Allows applications to run at the edge close to end devices providing fast decisions, data reduction, remote management and modification of application behaviour
- ✓ Allows application interaction for increased flexibility and advanced edge processing regimes

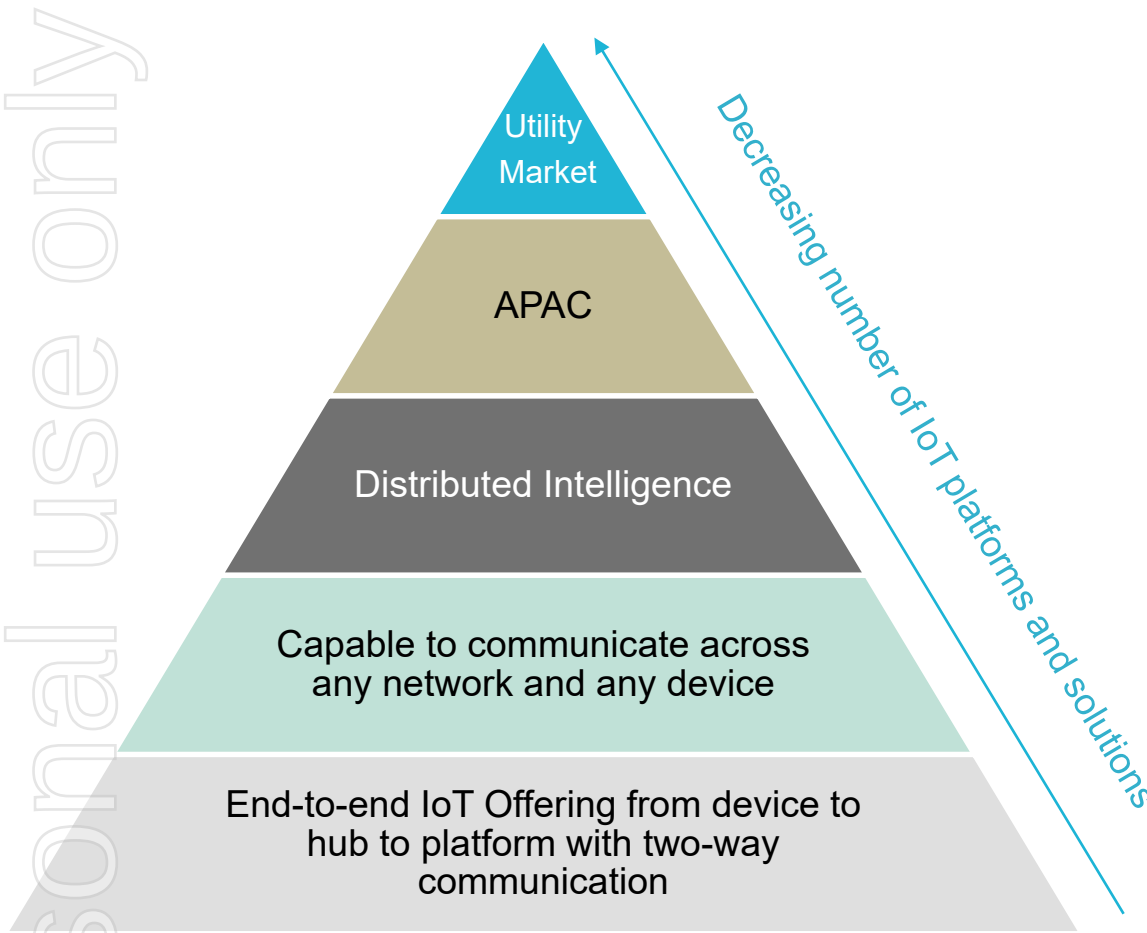
4. Enabling communications

5. Monitoring and controlling

- System for enabling communication between service providers and end devices
- Process and system for monitoring and controlling consumption of a resource including through a grid of metering and concentrator devices

- ✓ Allows applications and architectures to adapt to optimise the operation of the communications between multitudes of devices
- ✓ Allows for remote management of a multitude of measurement, control devices and edge management devices across multiple communications technologies and multiple verticals

X2M is one of very few IoT platforms focused on the utility market in APAC



- Competitors in APAC utility market generally offer remote reading of devices only
 - In addition, X2M's patented platform is able to communicate and control the end device
 - shutting water meters in the event of a leak
 - shutting gas meters in the event of a fire/earthquake
- Generally, competitive platforms are focused on single purpose applications e.g remote reading of water meters
 - X2M's ability to connect any device through one platform facilitates licensing opportunities both to hardware manufacturers, enterprises and governments

Customer Benefits

Customers transform their mode of operation from highly manual to data rich, automated with control capability

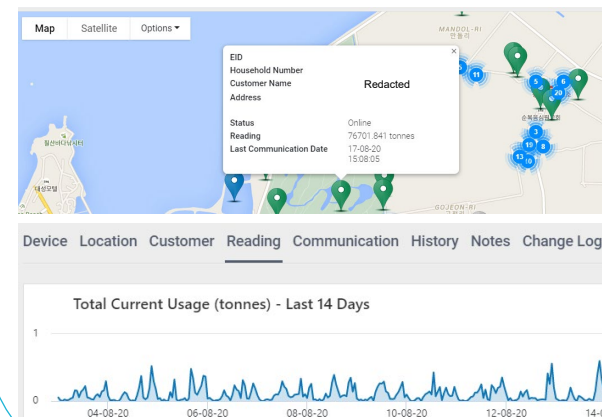
Current Industry State

- Taiwan - High rise buildings – meter reader travels to each floor and enters each apartment to get to meter on balcony
- Korea – rural areas – meter reader has to remove all the items on top of the meter cover, lift the cover and read the meter and replace all the items
- Very manual, time consuming and many readings are missed requiring estimates



X2M Positioning

- The customer has hourly data from the meter, receives alerts for leaks, over usage, non use, reverse flow
- Customer can compare individual users and usage patterns or compare districts and review metering geospatially
- Customer can gain insights into capacity requirements for future upgrades
- Customer provides better service to end customer and does not have to enter their premises regularly
- Customer can provide end customer with mobile app for usage and alerts



Enabling the management of safe, reliable and efficient utility services while minimizing wastage



The problem

- Water meters are underground in pits and difficult to access, particularly in winter when the covers can be frozen over
- Reliance on bill estimation when meters cannot be accessed by meter readers
- Customer dissatisfaction with billing accuracy
- Water leakages with limited detection capabilities



X2M solution

- Meters retrofitted to make them “smart” and communicate with X2M’s IoT platform
- Provides accurate, real time data on usage increasing accuracy of billing
- Data analytics utilised to monitor irregular patterns of usage and leaks
- 19% leak detection improvement¹
- 200+ non-use / social welfare cases addressed¹



Commercialisation

- >25,000 sites deployed at Gochang
- City of Bucheon deployed devices after review of Gochang
- Large number of South Korean municipalities have visited Gochang¹



1. <https://www.news1.kr/articles/?3263747>

Enabling just-in-time bottled gas services for a better customer experience and material cost savings



The problem

- Residential and commercial bottled gas in Japan is metered. However, without knowledge of how much gas is left in the bottle, customers can run out of gas
- Just-in-case replacement incurs inefficiencies as gas bottles that are partially full are in transit
- Drivers typically don't use the most efficient route, resulting in larger number of fleet vehicles required and overtime pay



X2M based solution

- Created centralised platform to act as point of coordination to remotely monitor usage and residual levels of gas over LTE-M networks
- This usage and residual gas level information shall be available for use by a predictive algorithm to determine when the gas bottle will run out
- Dynamic task lists for the drivers are generated that minimise time taken to replace and kilometres travelled without the customer ever having to run out of gas



Commercialisation

- An initial trial by Azbil at a large Japanese gas company showed up to 20% logistics savings
- X2M won the contract in Dec 2018 to deploy a production meter data management system within Azbil by June 2019 to form the basis of their gas bottle logistics platform
- SaaS license and services contract executed in March 2020
- The rollout under the SaaS licensing contract now exceeds 40,000 devices



Initial focus has been on the APAC region due to management familiarity with the region, market size, concentration and strong GDP Growth

1

Hardware Sales

Margin on sale of hardware (Network Interface Cards and gateways incorporating Micro Engine).
Normally upfront revenue

2

Connection Fees and Platform SaaS

Upfront connection fee per device connected to the platform followed by annual subscription for SaaS operations.
Low cost to serve. Target 5-10 year subscription duration contracted

3

Licensing

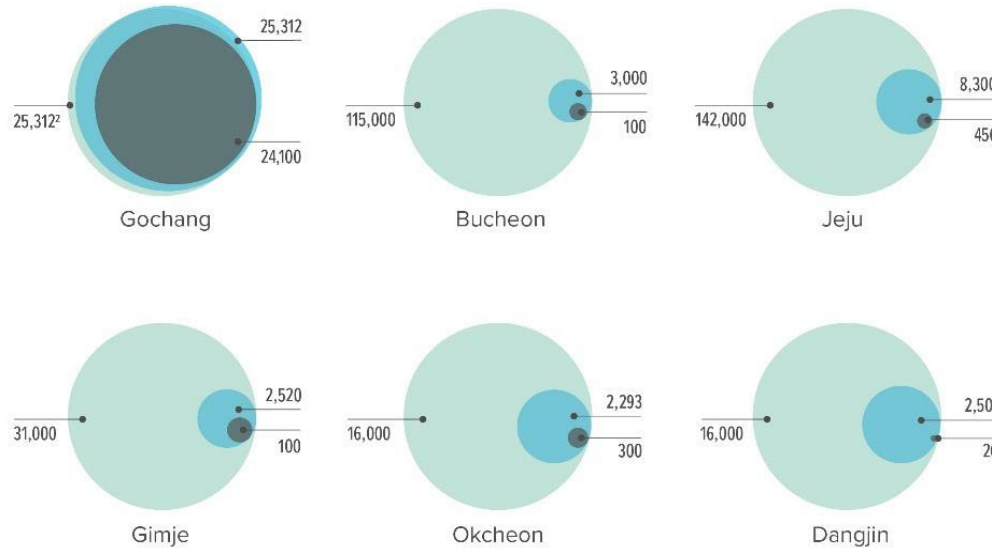
The “Intel Inside” model. Fee paid annually for use of the IP and platform software. Low or nil cost to serve.
Target 5-10 year license fee commitment

Key Contracts and Customers

Long term contracts are supported by other repeat contracts and regular purchases from customers

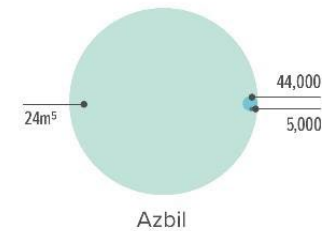
South Korea

Water metre monitoring



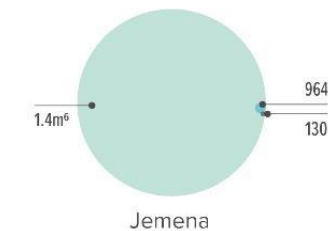
Japan

Bottled gas monitoring



Australia

Gas metre monitoring



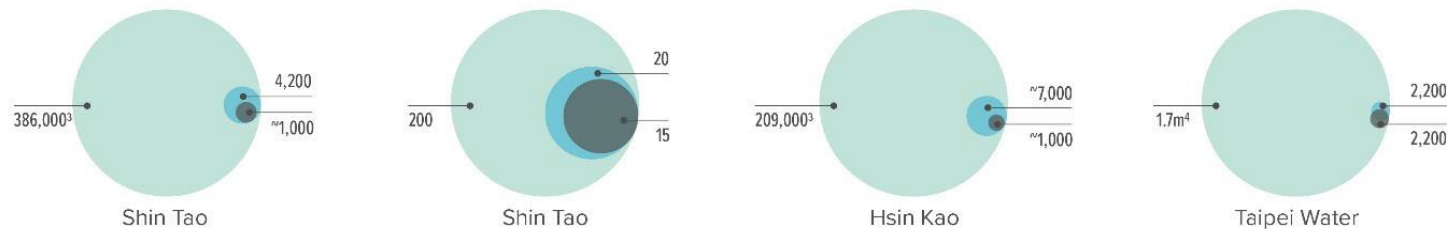
Taiwan

Gas metre monitoring

Gas pressure sites

Gas metre monitoring

Water metre monitoring



● Initial households connected ● Current households connected (Feb 2021) ● Total addressable market¹

Established Pipeline for Growth

X2M's existing footprint represents a significant addressable market (households)



- 1 123k connected devices as at 30 June 2021.
18k added in quarter to 30 June 2021

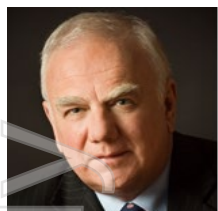


- 2 Existing contracts with utility and municipality customers provide the opportunity to connect to up to 25 million households if these customers deploy X2M Connect technology to their full customer base, which may require additional contracts



- 3 Total households in the countries in which X2M Connect is active

Board of Directors and Senior Management



Hon. Alan Stockdale AO

Non-Executive Chair

- Currently Emeritus Counsel of Medical Research Commercialisation Fund and Chairman Knosys Limited (KNO.ASX)
- Previously treasurer of Victoria, as well as Investment banking at Macquarie



Jodie Leonard

Non-Executive Director

- Experienced NED with ASX board experience including Flexigroup and BWX
- 30 years of marketing experience with General Electric, British Airways, Nine, Colgate Palmolive and Unilever



Damien Johnston

Non-Executive Director

- Formerly CFO of Tabcorp
- Held several senior finance roles at BHP
- Fellow of CPA Australia and a Member of the Australian Institute of Company Directors



John Stewart

Non-Executive Director

- Extensive Investment banking experience at Gresham, Lazard & JP Morgan
- Founder and Managing director at Health&
- Bachelor of Laws (Honors), Bachelor of Commerce from the University of Melbourne



Mohan Jesudason

CEO

- 8 years leading the X2M business
- Previously Managing Director Gaming at TABCORP, led Telecom NZ mobiles business and grew AXA/AMP to leading positions in the market



Keith Jelley

COO

- 7 years in the X2M business
- 35 years of development and operations experience across 9 countries in military, telecommunications and embedded systems industries



Yongsun Kim

MD Korea

- Previously CEO of Kathrein Korea and Country Manager of NextWindow



Steve Fang

MD Greater China

- 20 years of experience with Splunk, VMware, Huawei, Delta Electronics and Ericsson



Yoshio Matsunaga

MD Japan

- Experienced management consultant in IoT, AI and digital marketing

X2M is a technology disrupter changing the game for utilities in APAC



Proven model set for scale - X2M is an operational Company capitalising on current market position in APAC, securing customers, generating revenues and increasing penetration through its highly scalable platform



Successfully listed on the ASX – now admitted to the ASX with an oversubscribed public offer



Experienced board & management - Experienced and credentialed management team supported by a proposed independent Board



Positioned for growth – The Company is entering the acceleration phase of its evolution and is well positioned to expand in its current markets, enter new markets and pursue the licensing of its technology



X2M CONNECT

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