# Changing the utility landscape with loT



# FY22 Results Announcement

31 August 2022

ASX Code: X2M







#### Record revenues, expanding customer base and strategy driving growth





# Building customer base as foundation for future SaaS revenue

- Customers up 35%
- SaaS<sup>1</sup>/maintenance subscription revenues up 30%
- Group connected devices up 99%
  - South Korea up 86%
  - Japan up 133%



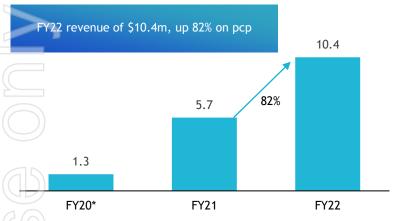
## Growth momentum continues into FY23

- 19 contracted deployments totaling approx. \$11 million in FY23 revenue already secured
- YTD contracted revenue already more than FY22
- Australian market entry announced

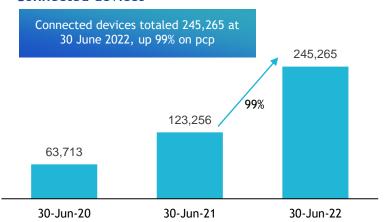
#### Strong consistent growth since inception



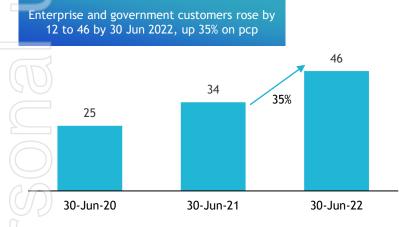




#### **Connected devices**



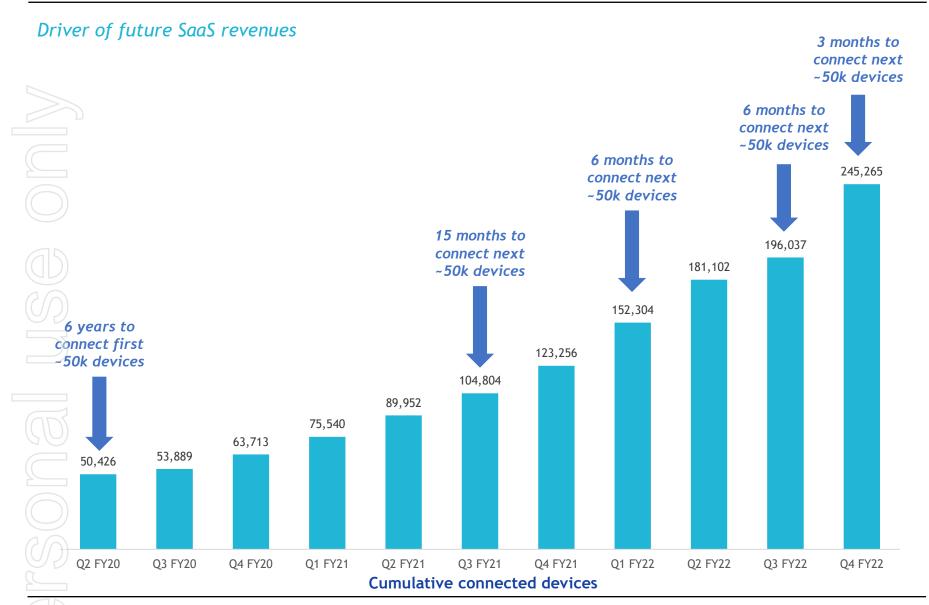
#### **Enterprise and government customers**





#### Connected devices accelerating









#### Strategy driving revenue growth more than cost growth



(\$'m)	FY22	FY21	Change
Revenue	10.4	5.7	82%
Cost of Sales	(8.1)	(4.1)	98%
Gross Profit	2.3	1.6	44%
Overheads <sup>1</sup>	(8.4)	(6.0)	40%
Adjusted EBITDA <sup>1</sup>	(6.1)	(4.4)	39%
Depreciation and Amortisation	(0.9)	(1.2)	-25%
Other	(0.1)	0.1	-200%
Share-based Payments	(2.2)	(2.1)	5%
IPO Expenses	(0.9)	(0.7)	29%
Loss after Income Tax	(10.2)	(8.3)	23%

The company strategy is securing customers and pursuing a land grab to drive revenue growth now and into the future

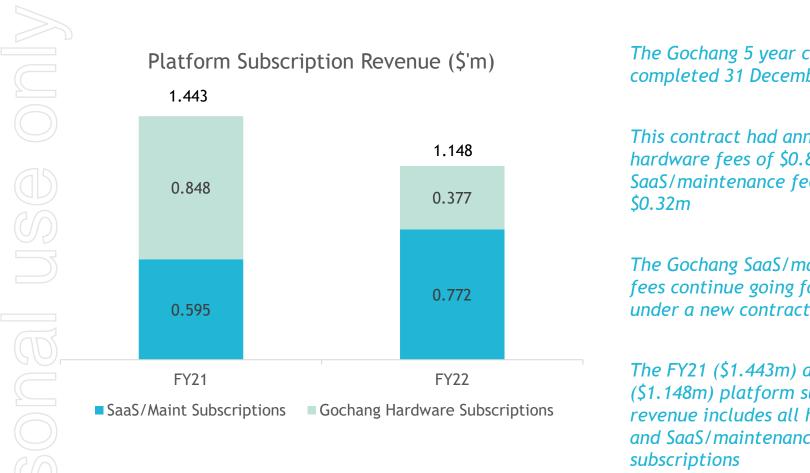
- Revenue up 82%
- Overheads up 40%
- Gross profit up 44%

Gross profit percentage of revenue down due to low margin sales in China entry

#### SaaS/maintenance fees are increasing with device count



The SaaS<sup>1</sup>/maintenance subscription fees have grown by 30% on the pcp



The Gochang 5 year contract completed 31 December 2021

This contract had annual hardware fees of \$0.85m and SaaS/maintenance fees of

The Gochang SaaS/maintenance fees continue going forward under a new contract

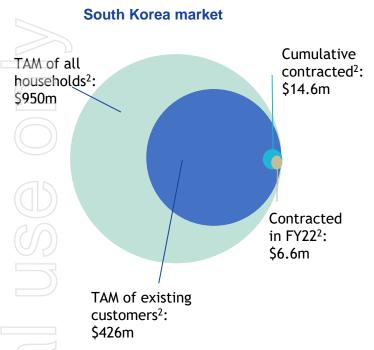
The FY21 (\$1.443m) and FY22 (\$1.148m) platform subscription revenue includes all hardware and SaaS/maintenance



#### X2M business has significant market potential

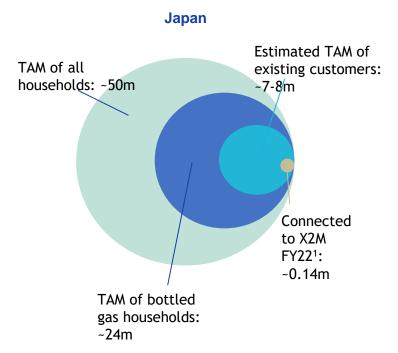


#### Total addressable market is huge. The X2M existing customer base represents a substantial opportunity



Existing customers provide a substantial potential market that is being progressively penetrated

- Total addressable market (TAM) 7.9m households, \$950m in potential value<sup>2</sup>
- Existing customer TAM 3.5m households, \$426m in potential value<sup>2</sup>



Connected devices in Japan have grown ~130% during FY22

- Approximately 50% of households in Japan use bottled gas
- There is significant potential to grow through existing customers

<sup>1.</sup> Japan data as at 30 June 2022.

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The X2M strategy of securing customers and pursuing conversion of each customer's available market is working and reflects the stickiness of the X2M business model



All charts as at 30 June 2022.

2. TAM - total addressable market

#### FY23 outlook - momentum expected to continue





Revenue momentum to continue with \$11m already contracted for deployment in FY23 which is ahead of FY22 full year revenues of \$10.4m and additional contracts are expected in FY23



Connected devices from contracted deployments already set to exceed 300k, driving acceleration in recurring SaaS and maintenance revenues



Repeat orders from existing customers to feature strongly further penetrating existing customers' addressable markets



Investment in growth initiatives to continue



First energy management deployment with Resi Ventures expected to commence in Australia

