

# X2M Connect Limited (ASX:X2M) ASX Announcement



## Quarterly Activity Report and Appendix 4C Quarter ended 31 December 2022

30 January 2023

### X2M REPORTS STRONG GROWTH, 1H23 REVENUES UP 96% ON PCP

#### 1H23 BUSINESS HIGHLIGHTS:

- 2Q23 revenues of \$5.2 million<sup>1</sup>, up 74% on the previous corresponding period (pcp)
- 1H23 revenues of \$9.0 million<sup>1</sup>, up 96% on the pcp
- Positive cash flows from operating activities for 2Q23 of \$0.39 million<sup>1</sup>
- Connected devices at 31 December 2022 were 361,345, up 100% on the pcp
- Enterprise/government customers increased to 58, up 38% on the pcp

Australian Internet of Things (IoT) technology company X2M Connect Limited (ASX:X2M) (“X2M”) is pleased to provide its Quarterly Activity Report and Appendix 4C for the period ended 31 December 2022 (1H23).

For additional detail please refer to the Shareholder Update released with this Announcement.

#### CONTINUED STRONG GROWTH ACROSS KEY OPERATING METRICS

X2M achieved revenues of \$9.0 million in 1H23, up 96% on the pcp. This was a fantastic result with South Korea, China, Japan and Taiwan all reporting strong year on year performances.

X2M’s target market is the Enterprise and Government utility sector in the APAC region and its client base has continued to rise steadily, reaching 58 at 31 December 2022, up 38% on the pcp.

Growth in enterprise and government customers, together with deeper penetration into the addressable market within X2M’s existing customer base, drives growth in devices connected onto X2M’s proprietary platform. This is a key focus area for X2M and an important lever in establishing the base for future recurring SaaS and maintenance revenues.

Total connected devices at 31 December 2022 reached 361,345, an increase of 47% from 30 June 2022 and 100% from 31 December 2021.

X2M began reporting Annualised Recurring Revenue (ARR) this financial year. ARR is the monthly SaaS and maintenance revenue that is recorded in the last month of the reporting period and annualised by multiplying by twelve. SaaS and maintenance revenues arise from pure subscription services contracts and from subscription allocations in bundled contracts. For December 2022, the ARR is \$1.1 million.

<sup>1</sup> Unaudited

## FINANCIAL AND CORPORATE 2Q23

Receipts from customers for the quarter were \$7.1 million, including \$3.4 million from Korean deployments and \$3.1 million deposits for new contracts.

Cash outflows from operating activities were \$6.7 million including \$4.6 million in payments for product manufacturing and operating costs of which a total of \$1.9 million was across current inventory and supplier upfront payments for already contracted future deployments.

Net cash flows from operating activities were \$0.39 million. This is the first quarter that X2M has reported a positive cash flow. Q2 is traditionally a strong quarter for receipts.

Net cash flows from investing activities were \$1.0 million, mainly attributable to \$0.6 million investment on capitalised development costs for new product development on the X2M IoT platform and \$0.4 million refundable contract security deposits.

Net cash flows from financing activities were \$0.9 million, including a loan of \$1.0m secured against the FY23 R&D refund.

Total cash at 31 December 2022 was \$3.1 million.

Related party payments in Appendix 4C section 6.1 of \$49K represents director fees.

### Use of IPO Funds

X2M prepared a Replacement Prospectus in relation to the Initial Public Offer of 32m shares to raise \$8 million. In section 6.16, X2M provided a proposed use of funds table.

Table 1 below shows the use of funds for the period from admission to the ASX on 20 September 2021 to 30 June 2022. This same table was included in the Quarterly Activity Report released to the ASX on 29 July 2022. X2M has fully utilised the funds from the IPO and therefore this same statement applies.

Use of Funds	Total Allocated Funds (\$000's)	Funds Used 20 Sep 21 - 30 Jun 22 (\$000's)	Commentary
Customer acquisition	1,300	1,206	In line with expectations
Customer support	1,200	1,467	In line with expectations
Development, IT services and patents	1,500	2,423	Above expectations driven by additional resources engaged to support customer growth
Licensing & geographic expansion	1,700	334	Below expectations because of prioritisation of current markets
Mergers & acquisitions review	300	-	Below expectations
Administration	1,750	1,805	In line with expectations
Working capital	1,100	1,309	In line with expectations
Expenses of the Public Offer	850	1,156	Above expectations driven by legal costs
<b>Total</b>	<b>9,700</b>	<b>9,700</b>	

Table 1: Use of IPO funds

**X2M CEO Mohan Jesudason said:** “We have had a fantastic first half of FY23. Revenue, customers and connected devices continued to grow at pace. Reporting our first ever quarter with positive operating cash flow was an important achievement.

**ENDS**

The Board of X2M has approved this announcement.

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**For further information contact:**

**X2M Connect Limited**  
**Mohan Jesudason**  
Chief Executive Officer  
[investor.relations@x2mconnect.com](mailto:investor.relations@x2mconnect.com)  
1 800 926 926 (1 800 X2M X2M)

**Shareholder Enquiries**  
**Automatic Share Registry**  
T: +61 (2) 9698 5414  
E: [hello@automic.com.au](mailto:hello@automic.com.au)

**About X2M Connect Group**

X2M Connect Limited (ASX:X2M) is an Australian technology company that has developed and commercialised a patented proprietary Internet of Things (IoT) solution which delivers productivity improvements, cost savings and improved public safety to enterprise and government clients in the utilities sector.

X2M's technology connects devices such as water, gas and electricity meters and other utility sensors to the internet, enabling data exchange and the remote control of these devices. X2M generates revenue from the sale of hardware and monthly subscription fees under Software as a Service arrangements.

X2M now has more than 360,000 devices connected to its IoT platform and distributed intelligence solution, providing real-time information and control to a steadily increasing customer base operating over multiple radio technologies.

X2M's current focus is on servicing the utility sector in the Asia-Pacific region, where it has a significant number of government and enterprise customer relationships already in place. Going forward, X2M will look to continue its global expansion, with subsidiaries already operating in Japan, South Korea, Taiwan and, most recently, China.

To learn more about X2M click here: [www.x2mconnect.com](http://www.x2mconnect.com) or follow us on [LinkedIn](https://www.linkedin.com/company/x2mconnect).

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

X2M Connect Limited

**ABN**

48 637 951 154

**Quarter ended ("current quarter")**

31 December 2022

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	7,117	11,122
1.2 Payments for		
(a) research and development	(83)	(179)
(b) product manufacturing and operating costs	(4,587)	(7,803)
(c) advertising and marketing	(37)	(86)
(d) leased assets	(32)	(104)
(e) staff costs	(1,517)	(2,839)
(f) administration and corporate costs	(557)	(1,121)
1.3 GST/VAT received / (paid)	15	(57)
1.4 Interest received	2	3
1.5 Interest and other costs of finance paid	-	(27)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	65
1.8 Other	68	66
<b>1.9 Net cash from / (used in) operating activities</b>	<b>389</b>	<b>(960)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(2)	(2)
(d) investments	-	-
(e) intellectual property	(574)	(1,224)
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-

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<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other – Security deposits	(412)	(564)
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(988)</b>	<b>(1,790)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	3,970
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(52)	(347)
3.5	Proceeds from borrowings	1,000	1,250
3.6	Repayment of borrowings	-	(32)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	(80)	(128)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>868</b>	<b>4,713</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	2,728	1,020
4.2	Net cash from / (used in) operating activities (item 1.9 above)	389	(960)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(988)	(1,790)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	868	4,713
4.5	Effect of movement in exchange rates on cash held	53	67
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>3,050</b>	<b>3,050</b>

<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	3,050	2,728
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,050</b>	<b>2,728</b>

<b>6. Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to related parties and their associates included in item 1	49
6.2 Aggregate amount of payments to related parties and their associates included in item 2	-
6.3 Aggregate amount of payments to related parties and their associates included in item 3	-

*Note: if any amounts are shown in items 6.1, 6.2 or 6.3, your quarterly activity report must include a description of, and an explanation for, such payments.*

<b>7. Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1 Loan facilities	1,750	1,750
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
<b>7.4 Total financing facilities</b>	<b>1,750</b>	<b>1,750</b>
<b>7.5 Unused financing facilities available at quarter end</b>		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

\$750K loan facility was with Innovation Structured Finance Co., LLC serviced via Radium Capital and was an advance secured against X2M's R&D Tax Incentive (RDTI) for the period between 1 July 2021 and 31 May 2022. The interest rate for the loan facility was 15% per annum. Repayment was timed to coincide with receipt of X2M's FY22 RDTI refund. An advance of \$500,000 was received in June 2022 and a further advance of \$250,000 was received in July 2022. This loan facility was fully repaid on 9 January 2023, following the receipt of the FY22 RDTI refund of \$1.3 million on that date.

\$1 million loan facility is with Brownvalley Family Trust which was fully drawn down on 29 December 2022. This was an advance secured against X2M's FY23 RDTI. The interest rate for the loan facility is 12% per annum. X2M must repay the loan, together with all interest accrued on the earlier of 30 June 2024 or 14 business after receipt of an early repayment notice from the lender.

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<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	389
8.2	Cash and cash equivalents at quarter end (item 4.6)	3,050
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	3,050
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<p><i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i></p>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
	8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?
	Answer: N/A	
	8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?
	Answer: N/A	
	8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?
	Answer: N/A	
<p><i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i></p>		

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 January 2023

Authorised by: By the Board of X2M Connect Limited  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.