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X2M digitising utilities in APAC

# FY23 RESULTS

AND SHAREHOLDER UPDATE



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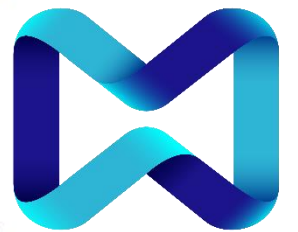
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## PRESENTATION AGENDA

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**Introducing X2M –  
what we do**





# X2M is digitising utilities in APAC



## WHAT WE DO

Turn dumb meters, sensors and a broad range of devices into smart, communication capable and controllable machines

Deliver large volumes of data in real time, efficiently and cheaply, with

Compelling enterprise use cases through analysis and presentation applications

## COMMON USE CASES

Billing and other manual process automation

Leak detection and waste management

Public safety applications

## ARTIFICIAL INTELLIGENCE ENABLEMENT

Bottled gas consumption prediction and logistics management

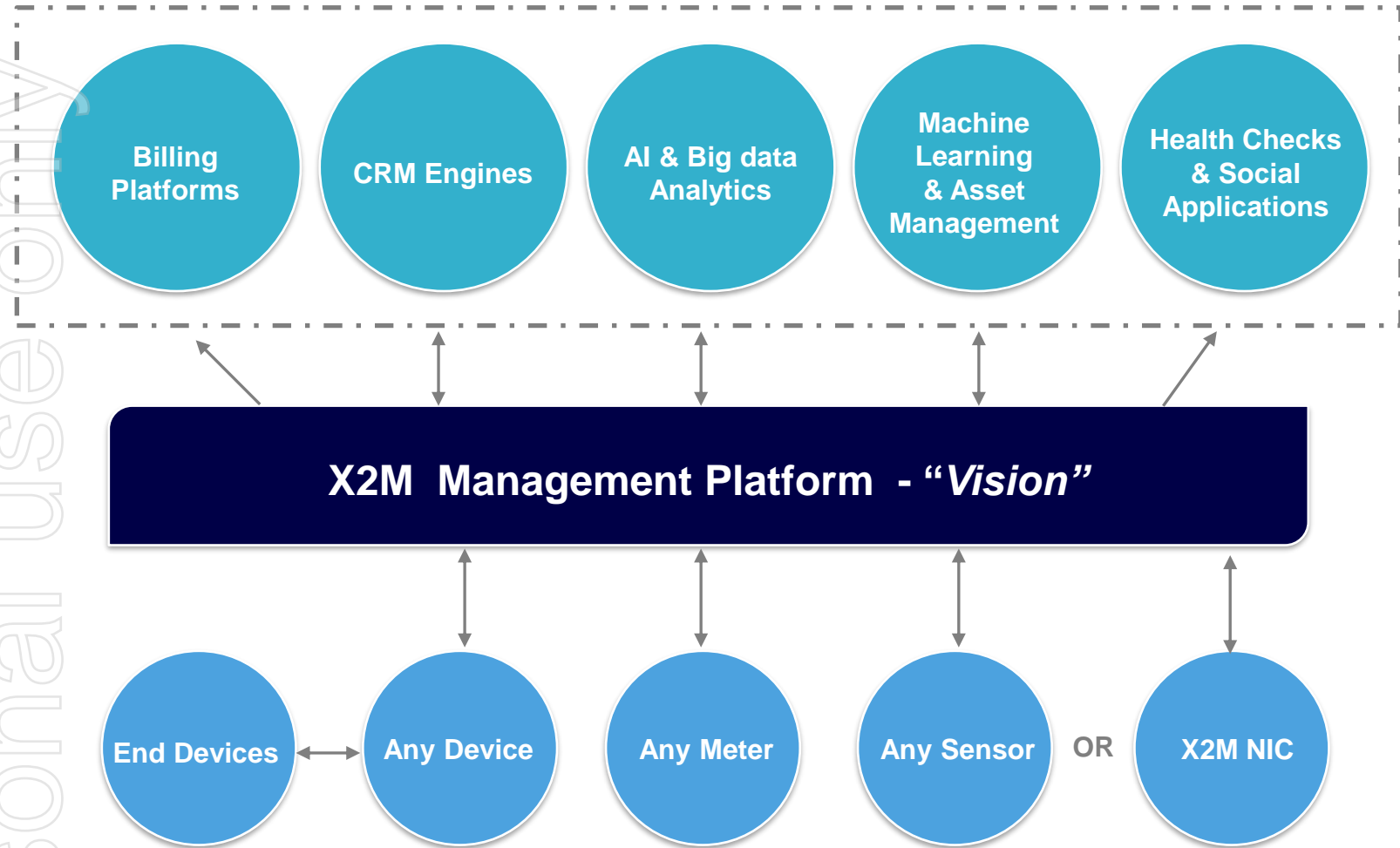
Cellular base station battery optimisation

Renewable energy optimisation

# The X2M platform

Enabler of smart applications and data analytics

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# X2M's IP delivers key differentiation - 54 patents 14 countries



## One Platform

Any device on one platform means more applications, richer data, better use cases



## Networks

Communication over many communication networks like 3G to 5G, NBIoT, LoRa and Ethernet - means future proofed technology and greater communication flexibility for customers



## Control

Two-way communications to and from devices - means ability to collect data and control the end device



## Dumb & Smart

Ability to retro fit legacy devices - means better capex profile for customers and ability to work in dumb and smart environments

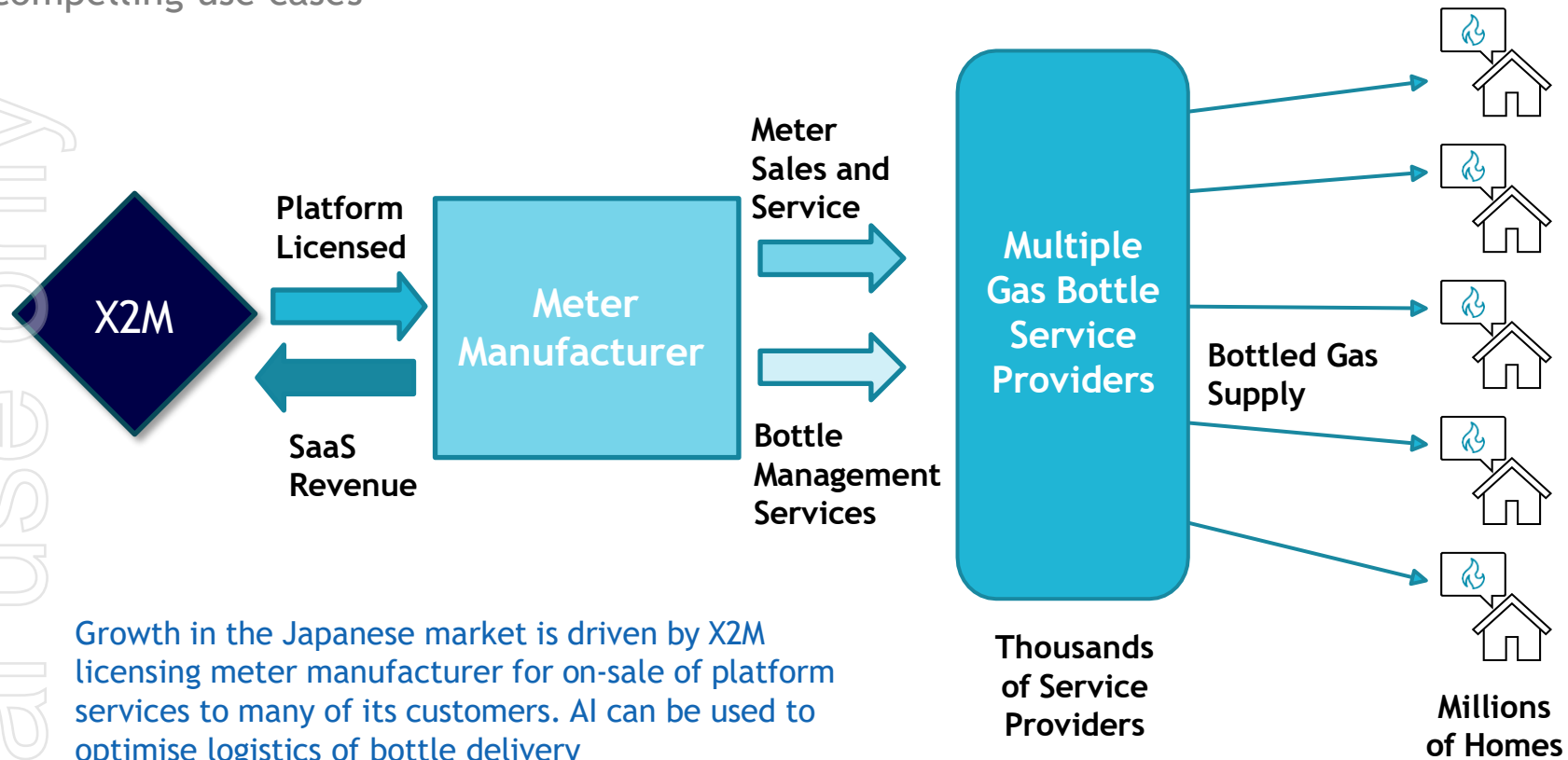


## Flexibility

Cloud and edge-based capability - means greater communication flexibility and ability to function when power is lost

# X2M in the field - automation and simple AI coming together

Bottled gas consumption analytics and logistics management delivering compelling use cases



Growth in the Japanese market is driven by X2M licensing meter manufacturer for on-sale of platform services to many of its customers. AI can be used to optimise logistics of bottle delivery

In Japan, more than 230,000 households monitored and controlled on the X2M platform across >100 service providers as at July 2023

Estimated cost savings from optimised logistics is 20%



# X2M in the field - data and event driven benefits

33 municipalities are receiving benefits from remote water monitoring and control in South Korea

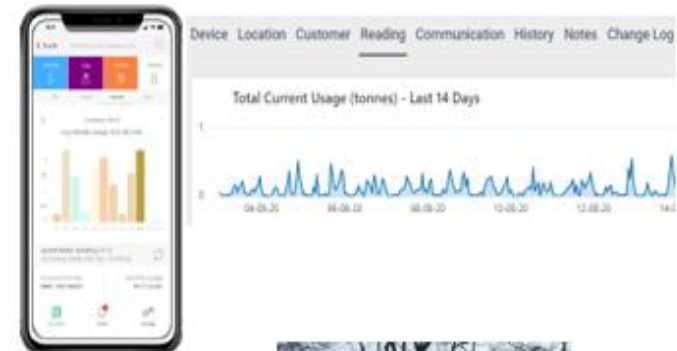
Capturing new government municipalities and repeat orders from existing customers through provision of improved:

- Billing and process automation
- Data analytics and customer profiling
- Leak detection and waste reduction
- Improved service provision
- Infrastructure management

Public safety benefits through elderly/disabled person water use analysis and alert generation

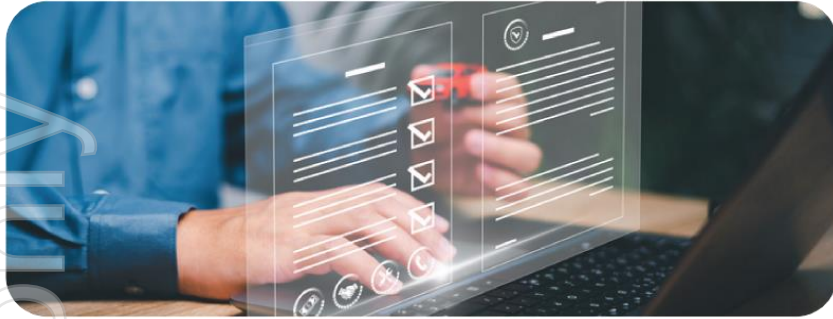
In South Korea ~200,000 households are connected to the X2M platform across 33 municipalities as at July 2023

Total Addressable Market >\$900m  
TAM of contracted customers >\$400m



# X2M revenue model

X2M secures revenue through two structures



## FULL END TO END MANAGED SERVICE

- X2M contracts with enterprise customers - China, Taiwan, South Korea and Australia
- X2M delivers full end to end solution and support functions
- X2M sells communication hardware and receives a margin
- X2M provides data delivery/SaaS services on a subscription basis
- X2M provides hardware maintenance services on a subscription basis

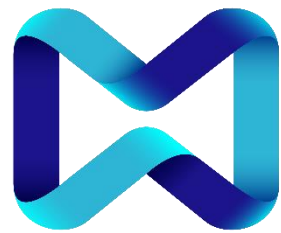


## PLATFORM AND IP LICENCING

- “Intel Inside” type model - Japan
- X2M contracts Licensee who in turn contracts end customers
- Licensee undertakes all sales, marketing, deployment and customer support functions
- X2M charges an initial fee for establishment of platform
- X2M charges a monthly SaaS fee for service delivery

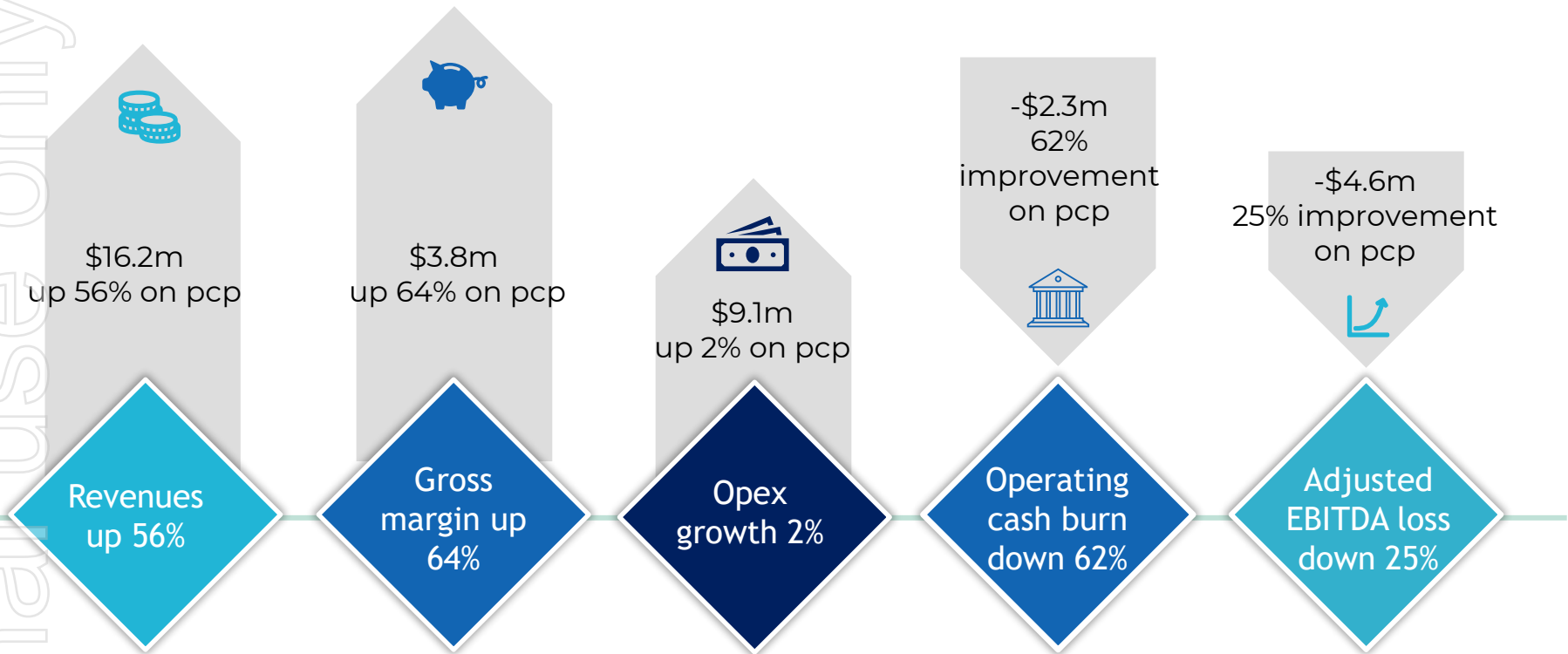
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**FY23 Results  
Summary**



# FY23 KPI's set path to positive cashflows

Core business performance - FY23<sup>1</sup>

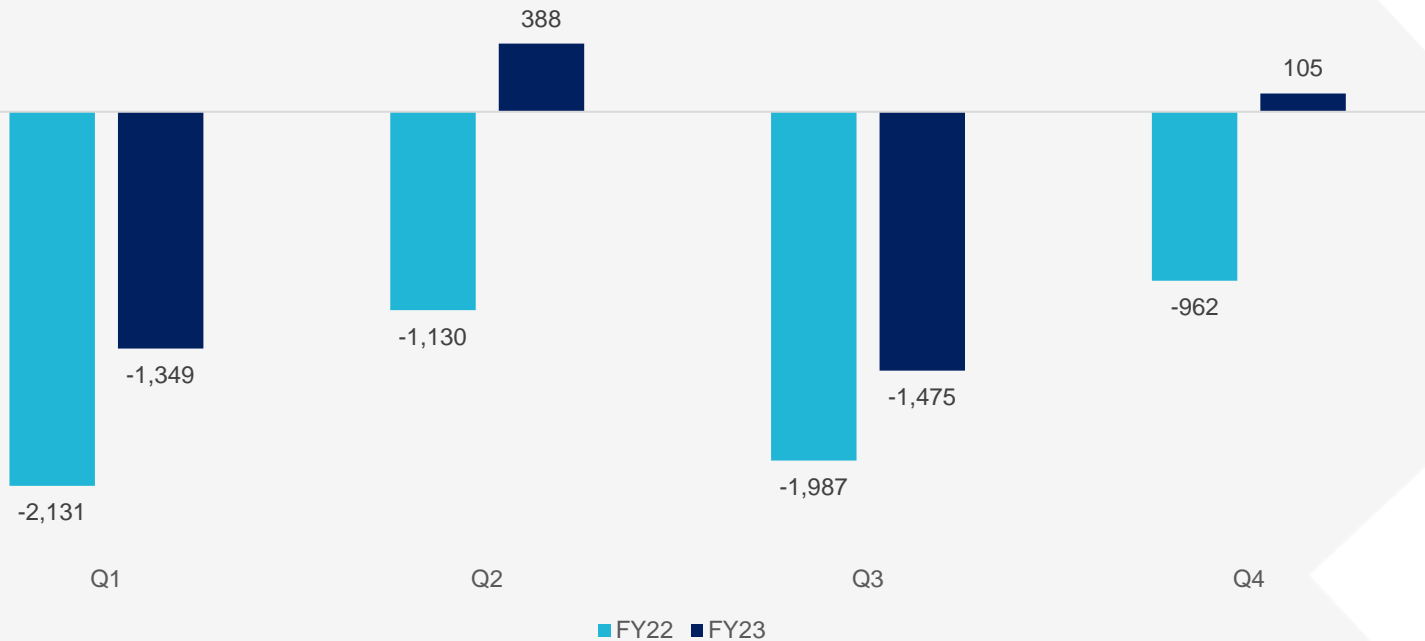


1. All FY23 financial results in this presentation are unaudited

# FY23 Operating cash burn comes down significantly

FY23 operating activity cash burn of \$2.3m is an improvement from \$6.2m in FY22  
X2M reported positive cash flow from operating activities for 2Q23 and 4Q23 (Appendix 4C)

## QUARTERLY OPERATING CASHFLOW COMPARISON



# Strategy driving revenue growth more than cost growth

| (\$'m)                        | FY23   | FY22   | Change |
|-------------------------------|--------|--------|--------|
| Revenue                       | 16.2   | 10.4   | 56%    |
| Cost of Sales                 | (12.4) | (8.1)  | 53%    |
| Gross Profit                  | 3.8    | 2.3    | 64%    |
| Other income                  | 0.7    | 0.4    | 49%    |
| Overheads <sup>1</sup>        | (9.1)  | (8.9)  | 2%     |
| Adjusted EBITDA <sup>1</sup>  | (4.6)  | (6.1)  | -25%   |
| Depreciation and Amortisation | (1.1)  | (0.9)  | 12%    |
| Other                         | (0.2)  | (0.1)  | 100%   |
| Share-based Payments          | (0.6)  | (2.2)  | -70%   |
| IPO Expenses                  | -      | (0.9)  | -100%  |
| Loss after Income Tax         | (6.5)  | (10.2) | -36%   |

*“The company strategy is to secure enterprise customers and extend into their addressable market to drive high volumes of repeat sales”*

1. The balances are adjusted for non cash amounts and IPO expenses not expected to occur in the future



# 30 June 2023 Balance Sheet

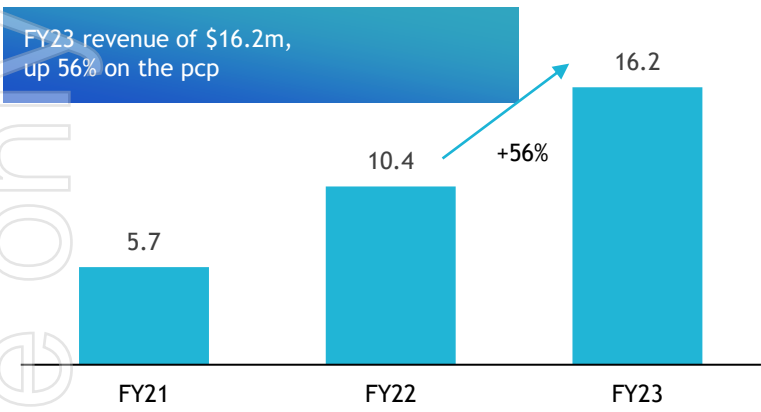
| (\$'m)                  | FY23   | FY22  | Change |
|-------------------------|--------|-------|--------|
| Current assets          | 9.4    | 4.2   | 120%   |
| Non-current assets      | 4.8    | 3.9   | 23%    |
| Total assets            | 14.2   | 8.2   | 73%    |
| Current liabilities     | (13.1) | (6.0) | 118%   |
| Non-current liabilities | (0.7)  | (0.6) | 11%    |
| Total liabilities       | (13.8) | (6.6) | 108%   |
| Net assets/Total equity | 0.4    | 1.6   | -74%   |

*“Balance sheet strengthened through August 2023 capital raise”*

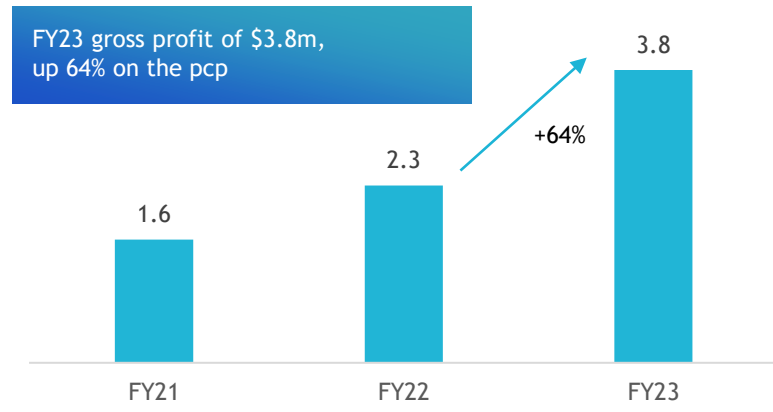
1. The balances are adjusted for non cash amounts and IPO expenses not expected to occur in the future

# Performance since listing

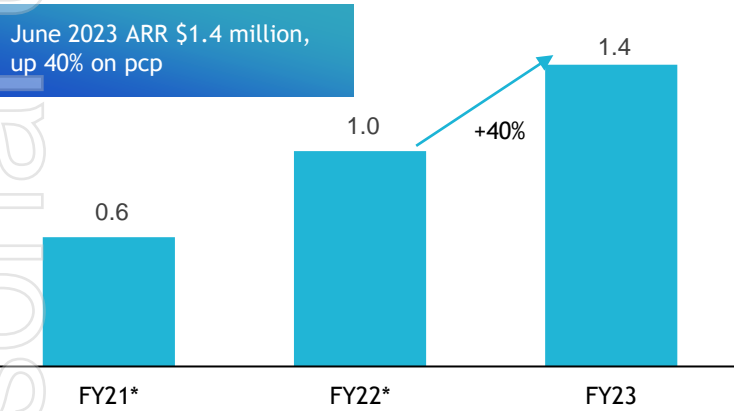
## Revenue (\$M)



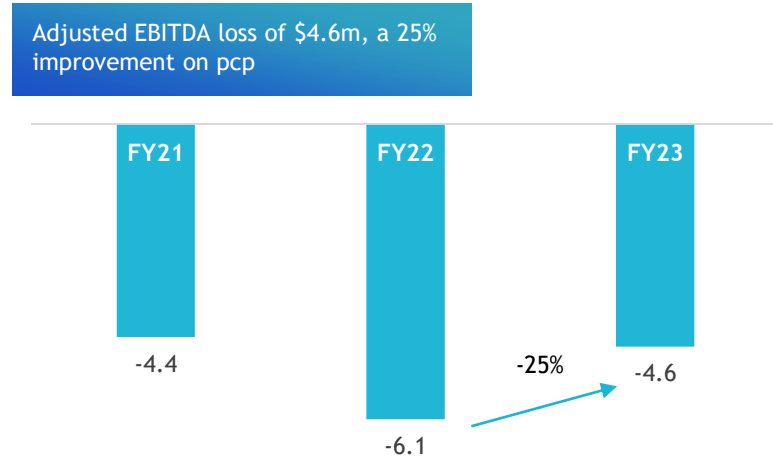
## Gross profit (\$M)



## Annualised recurring revenue\* (ARR, \$ millions)



## Adjusted EBITDA

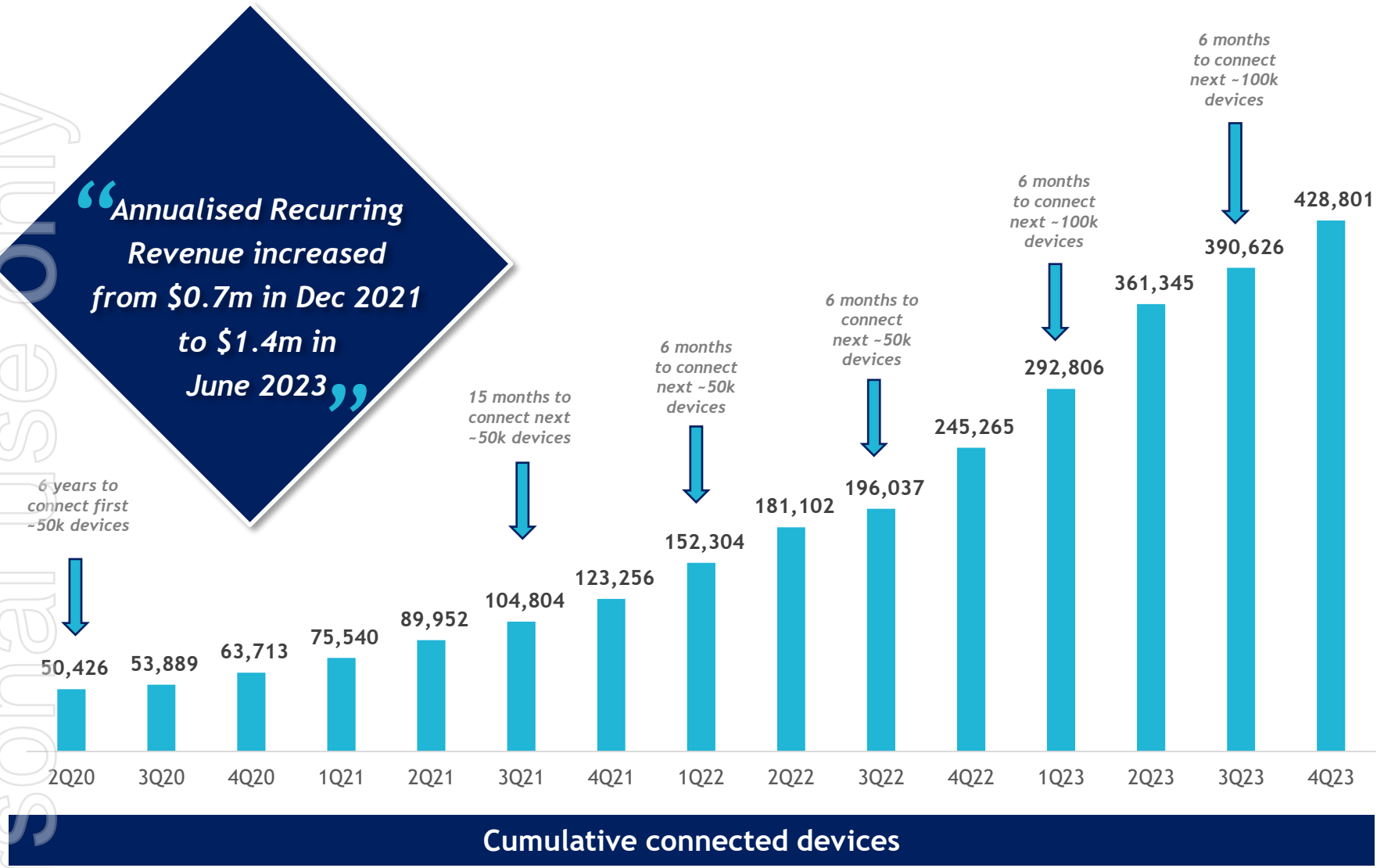


\*ARR is annualised SaaS and maintenance revenues and excludes Gochang hardware subscriptions in FY21 and FY22

# Connected devices continue growth

Repeat orders from customers and pipeline conversion drive future SaaS revenues

**“Annualised Recurring Revenue increased from \$0.7m in Dec 2021 to \$1.4m in June 2023”**



1. Q2 FY20 data is from periods when X2M subsidiaries were operated by a prior owner

## Key take outs from FY23

Another year of solid performance

Cash burn reducing and a clear path to positive operating cashflows

A technology solution that is resonating

Customer base represents a large addressable market with penetration growing

X2M platform is being adopted across the APAC region

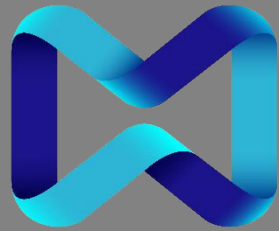
A management team delivering

*“Stage is now set to transition to a significant player in utility automation, data collection, artificial intelligence and machine learning”*

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# Outlook



## Our Vision

*“Our Vision is to communication enable millions of end devices onto the X2M platform through a B2B market play that gives us access to and monetises a significant enterprise market and in time, a very large consumer market”*





# Outlook for X2M expected to be positive

IoT adoption by enterprises and government to be strong

Government incentives for utility digitisation in most markets expected to deliver tail winds

Utility sector expected to accelerate adoption of smart devices and be resilient to economic conditions

Big data analytics, AI and machine learning to drive demand for data and digitisation and an increase in per device revenue

Smart devices, meters with communication capability expected to increase availability and at a lower price, further improving use cases

Installed base of smart electricity meters in APAC to grow from 757.7 million in 2021 to 1.1 billion in 2027 (CAGR 6.2%)<sup>1</sup>

Installed base of smart gas metering endpoints in APAC to grow from 124.5 million in 2021 to 357.1 million in 2027 (CAGR 19.2%)<sup>1</sup>

1. <https://www.berginsight.com/smart-metering-in-asia-pacific>

# FY24 Targets

> 20% Revenue growth



> 60% growth in annualised recurring revenues



> 50% growth in gross profit



Operating costs flat and cash burn halved



>50% growth in connected devices



# X2M's current markets represent a large catchment, and its existing customers have a large addressable market

Australia  
26m people  
9m households

Beijing, China  
22m people  
9m households

Japan  
126m people  
55m households

South Korea  
52m people  
22m households

Taiwan  
24m people  
9m households

Total market size in current countries is 250 million people and 104m households

Total addressable market across existing customers is over 10m households<sup>1</sup> with a revenue potential above \$500m

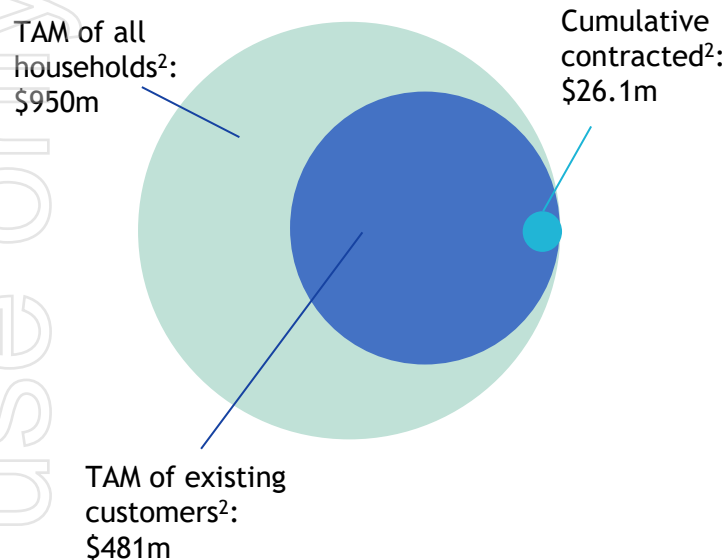
Total annual recurring revenue potential across existing customers<sup>2</sup> is approximately \$40m per annum

1. Assumes customer installs X2M current bundled services to all its households  
2. Assumes customer installs X2M SaaS services to all its households

# X2M's position in South Korea and Japan illustrates potential

Total addressable market is huge and now being harvested. A validation of current strategy

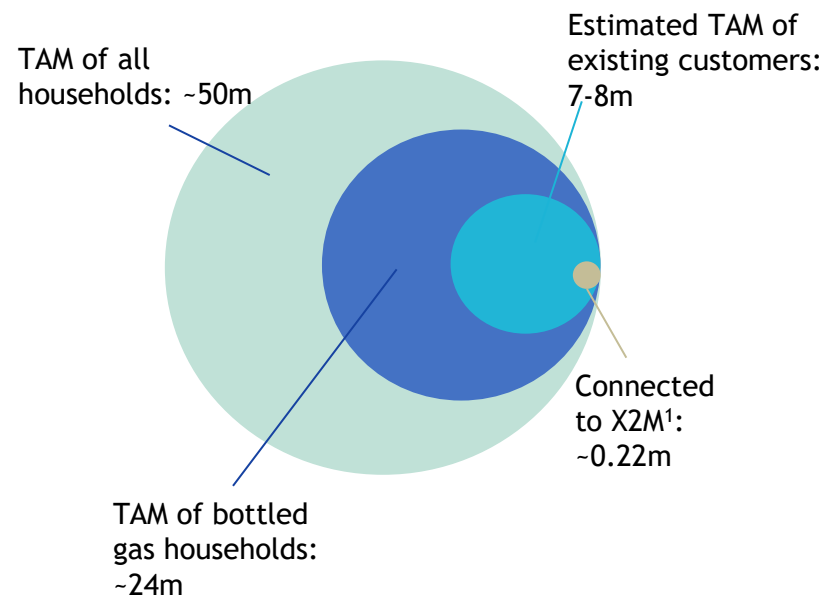
## SOUTH KOREA MARKET



*Existing customers provide a substantial potential market that is being progressively contracted*

- Total addressable market (TAM) 7.9m households, \$950m in potential value<sup>2</sup>
- Existing customer TAM - 4.0m households, \$455m in potential value<sup>2</sup>

## JAPAN MARKET



*Connected devices in Japan have grown ~130% during last 18 months*

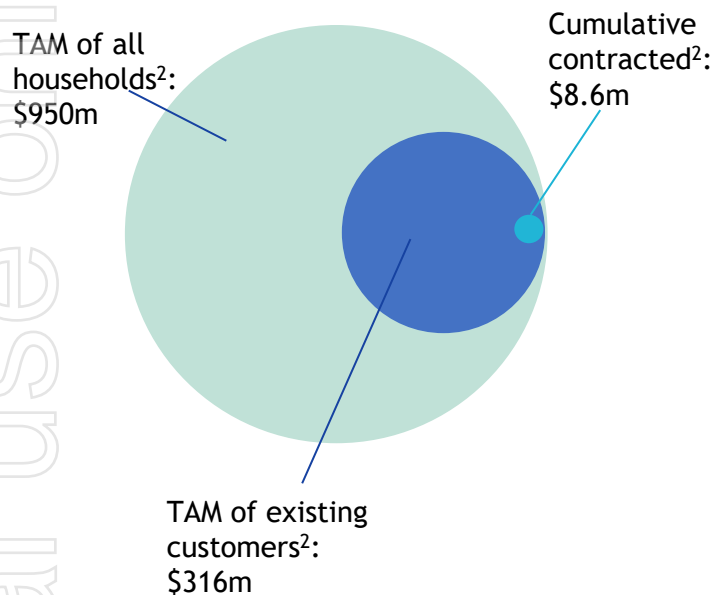
1. Data as at 30 June 2023.

2. South Korea total addressable market (TAM) and contracted values are based on Year 1 bundled revenues of A\$120 per device.

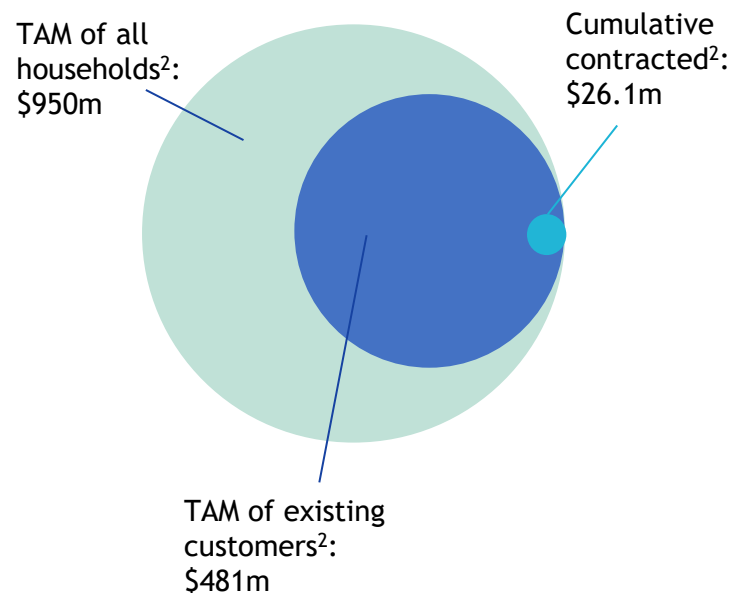
# Land and expand strategy is working and will be driven harder

Korea example - Total addressable market and share of TAM increasing as X2M gets embedded into customer eco systems generating follow-on orders

**SOUTH KOREA MARKET - SEP 2021**



**SOUTH KOREA MARKET - JUN 2023**

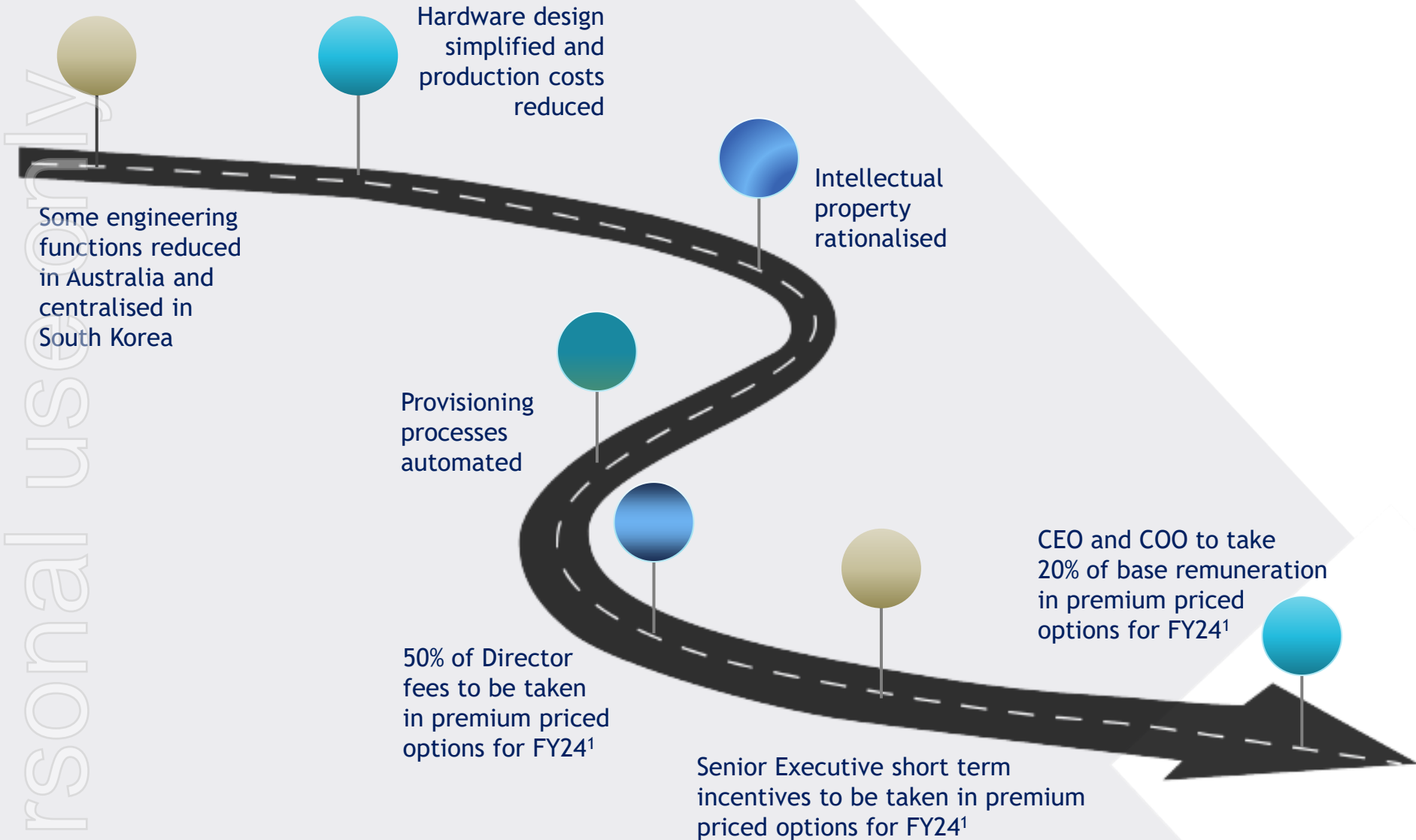


*Over the last twenty one months, in South Korea, the TAM of X2M's existing customers has increased from \$A316 million to \$A481 million. This represents an increase from 33% to 51% of the total South Korean country market. Contracting of the customers' TAM, on average, has increased from 2.7% to 5.4%. Despite strong growth, overall penetration of customers TAM is low and augers well for future growth*

1. Data as at 30 June 2023.  
 2. South Korea total addressable market (TAM) and contracted values are based on Year 1 bundled revenues of A\$120 per device.

# Growth to be accompanied with a path to positive cashflow

Cost reduction and cash conservation initiatives

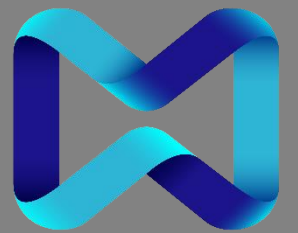


1. Subject to shareholder approval of issue of securities to related parties in place of cash



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# Strategy Update



# Our journey has been in three horizons

X2M well positioned for Horizon 3 - Transformation



## VALIDATE DONE

- Build platform
- Trials and proof of concepts
- Patent Expansion
- Build brand
- Build pipeline
- Target B2B market
- Listed Sept 2021

## COMMERCIALISE DOING

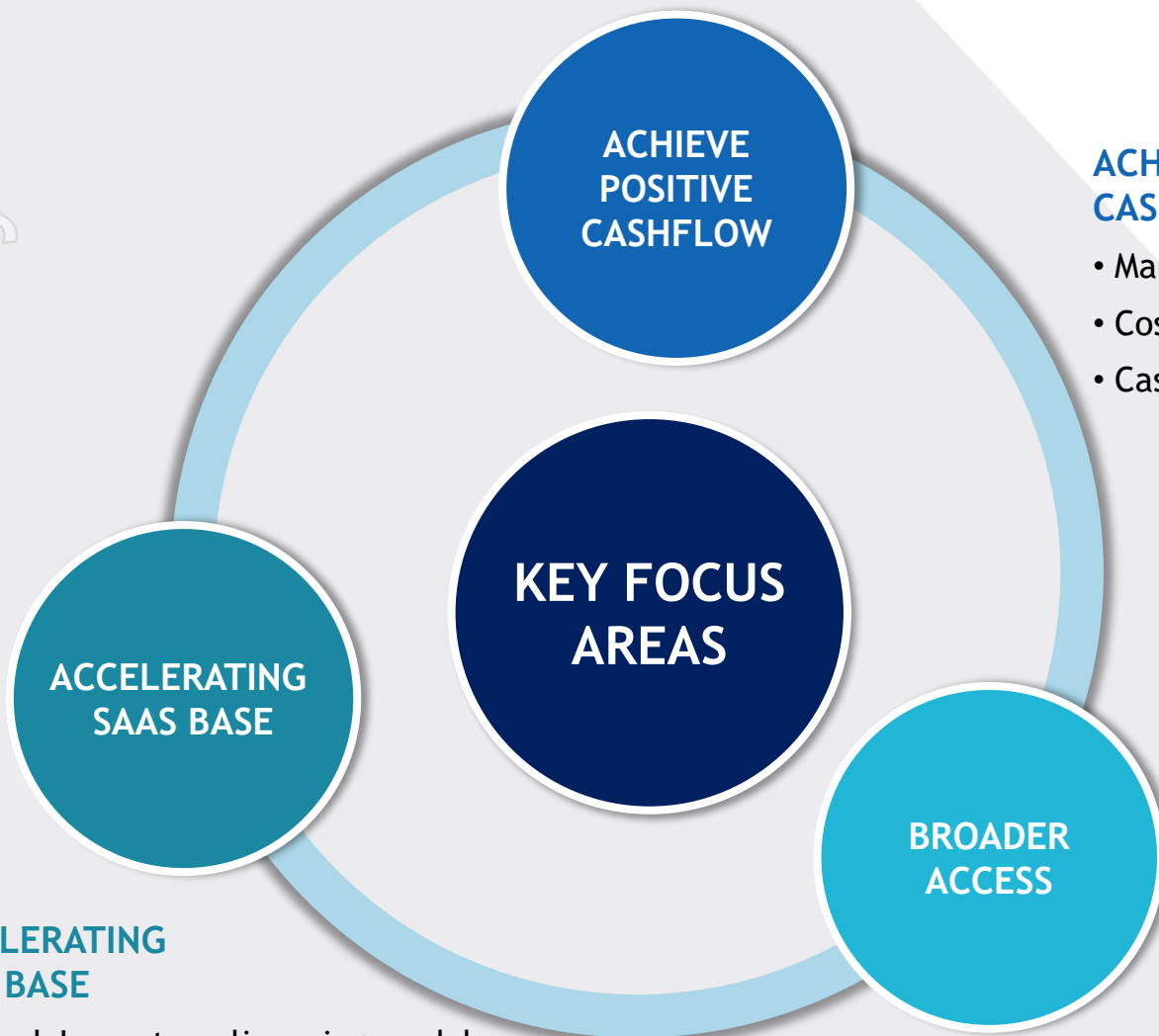
- Land and expand strategy working
- 5 countries, 65 enterprise and government customers
- TAM from existing customers<sup>1</sup> >\$500m
- Repeat orders significant
- Need for additional capital declining

## TRANSFORM ENTERING

- Deliver positive EBITDA and Cashflow
- Support smart city applications
- Drive deeper into data collecting and AI territory
- Accelerate recurring SaaS base
- Get liquidity, drive value

1. Total addressable market assumes customer installs X2M current bundled services to all its households

# Top three mid-term priorities



## ACHIEVE POSITIVE OPERATING CASHFLOW

- Margin expansion
- Cost out programme
- Cash preservation initiatives

## BROADEN PRODUCT OFFERING IN EXISTING MARKETS

- Progressive conversion of existing customer base
- Release Street Lighting product in Korea
- Scale up Smart Communities and Smart Agri in Australia
- Release Korean water solution in Taiwan and China

## ACCELERATING SAAS BASE

- Expand Japan type licencing model
- New markets to focus on SaaS revenues and metering as a service

# X2M and Artificial Intelligence

What is it: At a simple level ‘it is a machine’s/ device’s ability to perform a task normally carried out by a humans” (ZDNET). At a more complex level McKinsey & Company describe it as ‘a machine’s ability to perform cognitive functions we associate with human minds’

Both ends of the spectrum require rich data to collect information for processing and the two way ability to go back and take actions to effect an outcome



The X2M platform is an enabler that makes AI come to life

X2M well positioned in the collection of data from “any device” and its ability to go back and instruct that device on how to behave

Access to consumer data through a B2B play that collects data from a range of domestic utility devices puts X2M in a strong position for a wide range of AI applications



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## Summary



# X2M a compelling investment proposition



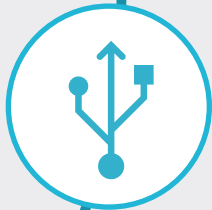
## Significant and growing addressable market

Existing customer base provides an immediate addressable market to harvest within utility digitisation and energy management in APAC.



## Attractive business model

Comprising upfront fees and recurring subscription revenues. Highly scalable with modest cost growth. New markets to drive SaaS and recurring revenues. Customer mandates are long and sticky



## Leading edge technology

A proprietary platform secured with a strong patent portfolio across 15 countries. Limited competition



## Proven performance

X2M's management team is delivering consistent performance and are shareholders in the Company. Board is well experienced and independent



# Summary



X2M is digitising utilities with compelling business cases for process automation, public safety, artificial intelligence and machine learning.



X2M's IP enables collection and aggregation of rich data and automated control of end devices and machines.



The X2M patented platform is the “glue” that enables a range of applications from automation to AI and machine learning with demand growing as these services proliferate.



The market environment for X2M is expected to be conducive driven by demand for data and a range of government incentives in core markets.



The 2023 results are strong and demonstrate capability to execute and deliver.



The Company's strategic programme builds on current business footprint, capitalises on the large addressable market within the existing customer base whilst pushing further into the SaaS and recurring revenue space.



All of the above within a context of disciplined management and focus on getting to positive cash flows.

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