



ASX:X2M

AGM Presentation

29 November 2021



CEO's Address

FY2021 Financial Highlights

Revenue
\$5.7m

Up 82% on
Proforma
2020

B2B
Customers
25 -> 34

36% increase
on June
2020

123,256
connected
devices

Up 93% on
June 2020

FY2021 Market Performance

South Korea

Strong brand

16 B2B customers at 30 June 2021

New and repeat orders

Japan

Robust market

Device growth 17,000 to > 61,000

Licence model

Taiwan

Advanced product designs

Water, gas and energy management

China and Australia

Establishing presence in the market

Strong Growth Across Key Metrics

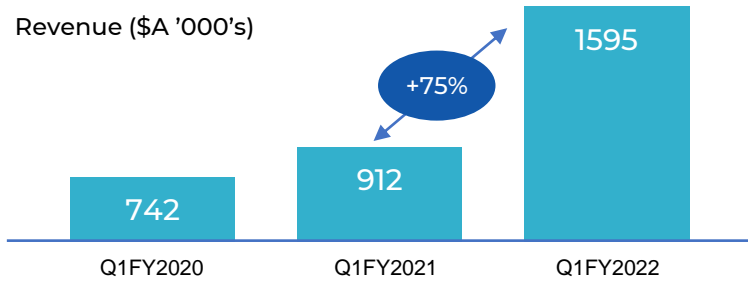
X2M has delivered strong Q1 growth in revenues, connected devices, enterprise and government customers and annualised subscription revenues

75% Q1 year on year revenue growth

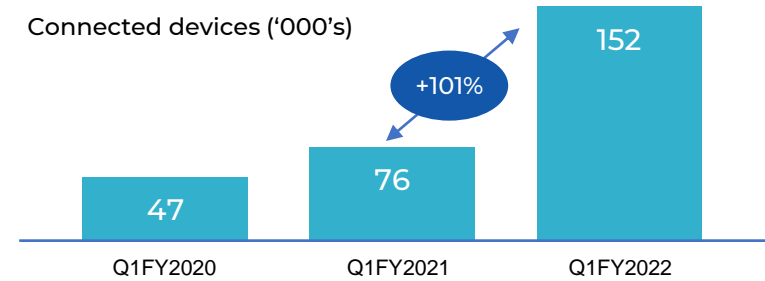
Connected devices increased by 24% in the quarter to reach 152,203 with 101% Q1 year on year growth

Enterprise and government customers increased by 11 on PCP delivering 42% Q1 year on year growth

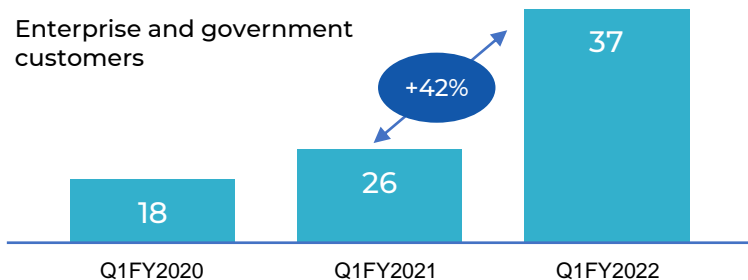
Revenue (\$A '000's)



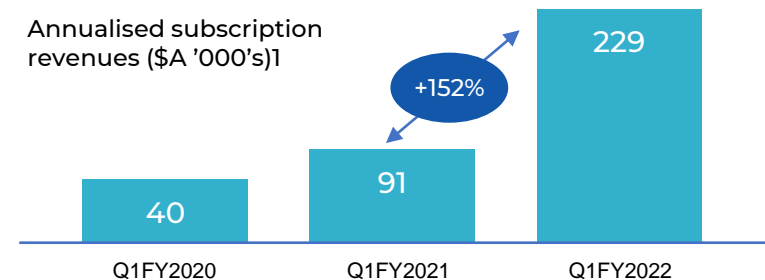
Connected devices ('000's)



Enterprise and government customers



Annualised subscription revenues (\$A '000's)¹



1. Annualised subscription revenues is September SaaS revenue value times 12 and excludes Gochang platform subscriptions which include both hardware as well as SaaS subscription revenue
2. Q1FY2020 data is from periods of subsidiaries under the previous operator of the business

Summary

FY2021 was a transformational year and FY2022 is off to a strong start



Successful ASX listing On
22 September 2021



Three recent K Water tender wins
worth \$4.1m



Growth story continues post Q1 – \$7.8m
already contracted for FY2022 against a
FY2021 full year result of \$5.7m



Solid base for future growth



X2M CONNECT

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