## X2M Connect Limited Appendix 4E Preliminary final report

# 1. Company details

Name of entity: X2M Connect Limited

ACN: 637 951 154

Reporting period: For the period ended 30 June 2023 Previous period: For the period ended 30 June 2022

#### 2. Results for announcement to the market

			\$
Revenues from ordinary activities	up	56% to	16,213,089
Loss from ordinary activities after tax attributable to the owners of X2M Connect Limited	down	36% to	(6,514,079)
Loss for the period attributable to the owners of X2M Connect Limited	down	36% to	(6,514,079)

#### Dividends

There were no dividends paid, recommended or declared during the current financial period.

#### Key points

The 2023 financial year was a transformative one for X2M. All core business metrics performed well with the Company's strategy of investing in growth delivering results. Key operational metrics compared to the prior corresponding period (pcp) ended 30 June 2022 were:

- Revenues from ordinary activities are up 56% to \$16.2 million
- Total cash burn from operating activities for the year was \$2.3 million, an improvement of 62% on the pcp
- Total connected devices increased to 428,801 up 75% on the pcp
- 19 new enterprise and government customers were added during the year bringing the total customer base up to 65, an increase of 46% on the pcp
- X2M is well positioned for FY24 with already contracted revenues of more than\$5 million

#### **Group Commentary**

FY23 results for the Company reflect the outcomes of X2M's strategy of securing customers with large numbers of households, increasing our share of the total addressable market (TAM) of customers, continuing to grow recurring SaaS and maintenance revenues and moving into new markets where market analysis is positive.

Revenue for the period was \$16.2 million, up 56% on the pcp, reflecting significant organic growth across all operating jurisdictions except Australia. South Korean operations continued to perform well, driven by Korea Water Corporation deployments, deeper penetration into existing customers' addressable markets and a number of new municipalities coming on board. Taiwan continued its progress as the Group's incubation hub securing repeat orders from Electronic Testing and Certification Center (ETC) for energy management solutions and Great Tainan Gas Company for gas monitoring, together with a new customer order from the National Chung Cheng University (CCU) for the delivery of a smart water resources management system for the university campus. The China market, which the Group entered in 2021, made good progress earning revenues of \$4.4 million for the year. With phase 1 of the market entry strategy well progressed, the Group plans to move to higher margin sales in this market.

The Group's total connected devices increased to 428,801 at 30 June 2023, adding approximately 184,000 connected devices to its patented software platform over the year and representing 75% growth on the pcp.

Other income was \$0.7 million, up 49% on the pcp. This mainly consists of \$0.6 million in research and development tax incentive and other government grants.

Gross profit margin improved to 23%, up from 22% in the pcp. This was mainly attributable to improved margins from South Korea and China operations.

#### X2M Connect Limited Appendix 4E Preliminary final report

Operating expenses, excluding cost of sales and share based payments expense, were \$9.1 million, up 2% on the pcp. The increase was primarily driven by:

- \$5.3 million in employee benefits and staff costs, up 2%, or \$0.1 million, on pcp.
- \$2.3 million in other expenses (pcp: \$2.0 million), mainly attributable to product remediation and upgrade, and travel due to increased deployment activities in South Korea.
- Partly offset by reduction in professional fees of \$0.4 million primarily due to lower legal fees and termination of the Freestyle litigation.

Non-cash share based payments were \$0.6 million (pcp: \$2.2 million).

The loss for the Group after income tax amounted to \$6.5 million (2022: loss of \$10.2 million).

The following table summaries key reconciling items between statutory after tax result attributable to the shareholders of the Company and adjusted EBITDA\*:

	Consolidated		
	2023	2022	
	\$	\$	
Loss after income tax	(6,514,079)	(10,235,780)	
Less: Income tax expense	1,144	14,826	
Add: Finance costs	212,457	74,658	
Add: Depreciation and amortisation	1,054,958	946,043	
Statutory EBITDA	(5,245,520)	(9,200,253)	
Add: Share based payments expense**	645,952	2,184,136	
Add: One off IPO expenses		891,708	
Adjusted EBITDA*	(4,599,568)	(6,124,409)	

- \* Adjusted EBITDA is a non-IFRS measure calculated as earnings before income tax, and before depreciation and amortisation, finance costs, share based payments and one-off IPO expenses. The Board assesses the underlying performance of the business based on measures of Adjusted EBITDA and Adjusted EBIT which excludes the effect of non-operating and non-recurring items.
- \*\* Share based payments expense relates to non-cash shares, options and performance rights issued to employees.

#### Financial position

The Group's cash and cash equivalents as at 30 June 2023 were \$1.8 million, an increase of \$0.8 million from 30 June 2022, mainly attributable to \$5.2 million (before costs) raised from the Entitlement Offer and Strategic Placements, offset by operating spend.

#### 3. Net tangible assets

	Reporting period Cents	Previous period Cents
Net tangible assets per ordinary security	(1.53)	(0.68)

## 4. Control gained over entities

Not applicable.

#### 5. Loss of control over entities

Not applicable.

#### 6. Dividends

Current period

There were no dividends paid, recommended or declared during the current financial period.

Previous period

There were no dividends paid, recommended or declared during the previous financial period.

# 7. Dividend reinvestment plans

Not applicable.

# 8. Details of associates and joint venture entities

Not applicable.

# 9. Foreign entities

Details of origin of accounting standards used in compiling the report:

Not applicable.

# 10. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements are in the process of being audited.

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#### 11. Attachments

Details of attachments (if any):

The Preliminary Financial Report of X2M Connect Limited for the period ended 30 June 2023 is attached.

# 12. Signed

Signed

Date: 30 August 2023

Hon. Alan Stockdale AO Non-Executive Chairman

Melbourne

# **X2M Connect Limited**

ACN 637 951 154

Preliminary Financial Report - 30 June 2023

# X2M Connect Limited Contents 30 June 2023

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X2M Connect Limited Corporate directory 30 June 2023

Directors Hon. Alan Stockdale AO (Non-Executive Chairman)

Mr Mohan Jesudason (Managing Director and Chief Executive Officer)

Mr Damien Johnston (Non-Executive Director)
Mr John Stewart (Non-Executive Director)

Company Secretary Mr Oliver Carton

Registered office Suite 1.01b, Building B,

and principal place of business 18-24 Ricketts Road,

Mount Waverley, VIC 3149

Telephone: 1800 926 926 (1800 X2M X2M)

Share register Automic Pty Ltd

Level 5, 126 Phillip Street,

Sydney, NSW 2000

Telephone: +61 2 9698 5414

Auditor Grant Thornton

Collins Square Tower 5, 727 Collins Street, Melbourne, VIC 3008

Stock exchange listing X2M Connect Limited securities are listed on the Australian Securities

Exchange (ASX code: X2M and X2MO)

Website www.x2mconnect.com

# X2M Connect Limited Statement of profit or loss and other comprehensive income For the period ended 30 June 2023

		Consol	idated
	Note	2023	2022
		\$	\$
Revenue	3	16,213,089	10,387,638
Other income	4	658,617	443,213
Total revenue and other income		16,871,706	10,830,851
Expenses			
Cost of sales		(12,410,381)	
Employee benefits expense		(5,313,786)	
Share based payments expense Depreciation and amortisation expense		(645,952) (1,054,958)	
Finance costs		(212,457)	
Telephone expenses		(413,784)	
Short-term lease expenses		(44,127)	( , ,
Other expenses		(2,325,047)	
Professional fees		(964,149)	
IPO expenses		-	(891,708)
Total expenses		(23,384,641)	(21,051,805)
Loss before income tax expense		(6,512,935)	(10,220,954)
Income tax expense		(1,144)	(14,826)
Loss after income tax expense for the period attributable to the owners of X2M Connect Limited		(6,514,079)	(10,235,780)
Other comprehensive income			
Items that may be reclassified subsequently to profit or loss Gain on the revaluation of financial assets at fair value through other			
comprehensive income, net of tax		659	-
Foreign currency translation		43,136	(9,957)
Other comprehensive income/(loss) for the period, net of tax		43,795	(9,957)
Total comprehensive income/(loss) for the period attributable to the owners of X2M Connect Limited		(6,470,284)	(10,245,737)
		Cents	Cents
Basic earnings per share	12	(3.54)	(7.70)
Diluted earnings per share	12	(3.54)	(7.70)

Assets         Current assets         1,785,032         1,020,020           Cash and cash equivalents         1,785,032         1,020,020           Trade and other receivables         5 2,565,557         241,489           Contract assets         961,727         796,228           Inventories         961,727         796,228           Inventories         6 3,808,287         2,054,133           Other assets         6 3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets         7 3,946,700         3,095,854           Other assets         7 3,946,700         3,095,854           Other assets         7 3,946,700         3,095,854           Other assets         6 429,738         201,972           Total non-current assets         8 450,270         3,225,448           Total assets         14,175,474         8,172,453           Liabilities         8 6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Eorrent liabilities         8 6,405,703         2,236,186           Contract liabilities         159,592         243,075           Employee benefits         8 75,186         739,			Conso	lidated
Assets           Current assets         1,785,032         1,020,020           Trade and other receivables         5         2,565,557         241,489           Contract assets         961,727         796,228           Inventories         223,163         135,135           Other assets         6         3,808,287         2,044,133           Total current assets         9,348,766         4,247,005           Non-current assets           Property, plant and equipment and right-of-use assets         450,270         627,622           Intangible assets         7         3,946,700         3,095,854           Other assets         4,826,708         3,925,448           Total non-current assets         4,826,708         3,925,448           Total assets         14,175,474         8,172,453           Liabilities           Current liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         375,495		Note	2023	2022
Current assets         1,785,032         1,020,020           Trade and other receivables         5 2,565,557         241,489           Contract assets         961,727         796,228           Inventories         228,163         135,135           Other assets         6 3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets           Property, plant and equipment and right-of-use assets         4 50,270         627,622           Intangible assets         7 3,946,700         3,095,854           Other assets         6 429,738         201,972           Total non-current assets         4,826,708         3,925,448           Total assets           Liabilities         14,175,474         8,172,453           Liabilities           Trade and other payables         8 6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         13,061,830         5,980,040           Non-current liabilities         257,495         340,380 <td></td> <td></td> <td>\$</td> <td>\$</td>			\$	\$
Cash and cash equivalents         1,785,032         1,020,020           Trade and other receivables         5 2,565,557         241,489           Contract assets         961,727         796,228           Inventories         228,163         135,135           Other assets         6 3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets         450,270         627,622           Intangible assets         7 3,946,700         3,095,854           Other assets         6 429,738         201,972           Total non-current assets         4,826,708         3,925,448           Total non-current assets           Liabilities         14,175,474         8,172,453           Current liabilities           Trade and other payables         8 6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         450,902	Assets			
Cash and cash equivalents         1,785,032         1,020,020           Trade and other receivables         5 2,565,557         241,489           Contract assets         961,727         796,228           Inventories         228,163         135,135           Other assets         6 3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets         450,270         627,622           Intangible assets         7 3,946,700         3,095,854           Other assets         6 429,738         201,972           Total non-current assets         4,826,708         3,925,448           Total non-current assets           Liabilities         14,175,474         8,172,453           Current liabilities           Trade and other payables         8 6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         450,902				
Trade and other receivables         5         2,565,557         241,489           Contract assets         961,727         796,228           Inventories         228,163         135,135           Other assets         6         3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets           Property, plant and equipment and right-of-use assets         7         3,946,700         3,095,854           Other assets         7         3,946,700         3,095,854           Other assets         6         429,738         201,972           Total non-current assets         14,175,474         8,172,453           Liabilities           Current liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         450,902         296,3			4 705 000	4 000 000
Contract assets         961,727         796,228           Inventories         228,163         135,135           Other assets         6 3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets           Property, plant and equipment and right-of-use assets         7 3,946,700         3,095,854           Other assets         6 429,738         201,972           Total non-current assets         6 429,738         201,972           Total non-current assets         14,175,474         8,172,453           Current liabilities           Trade and other payables         8 6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         257,495         340,380		_		
Inventories		5		
Other assets         6         3,808,287         2,054,133           Total current assets         9,348,766         4,247,005           Non-current assets         450,270         627,622           Intangible assets         7         3,946,700         3,095,854           Other assets         6         429,738         201,972           Total non-current assets         14,175,474         8,172,453           Current liabilities           Current liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         708,397         636,721			,	
Non-current assets         9,348,766         4,247,005           Non-current assets         450,270         627,622           Intangible assets         7         3,946,700         3,095,854           Other assets         6         429,738         201,972           Total non-current assets         4,826,708         3,925,448           Current liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         708,397         636,721	,	,		,
Non-current assets         450,270         627,622           Intangible assets         7         3,946,700         3,095,854           Other assets         6         429,738         201,972           Total non-current assets         4,826,708         3,925,448           Curlent liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         13,061,830         5,980,040           Non-current liabilities           Lease liabilities         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         708,397         636,721		6		
Property, plant and equipment and right-of-use assets         450,270         627,622           Intangible assets         7         3,946,700         3,095,854           Other assets         6         429,738         201,972           Total non-current assets         14,175,474         8,172,453           Current liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         257,495         340,380           Employee benefits         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         708,397         636,721	Total current assets		9,348,766	4,247,005
Intangible assets       7       3,946,700       3,095,854         Other assets       6       429,738       201,972         Total non-current assets       4,826,708       3,925,448         Total assets         Current liabilities         Trade and other payables         Contract liabilities       8       6,405,703       2,236,186         Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       3,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Non-current assets			
Intangible assets       7       3,946,700       3,095,854         Other assets       6       429,738       201,972         Total non-current assets       4,826,708       3,925,448         Total assets         Current liabilities         Trade and other payables         Contract liabilities       8       6,405,703       2,236,186         Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       3,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Property, plant and equipment and right-of-use assets		450,270	627,622
Total non-current assets         4,826,708         3,925,448           Total assets         14,175,474         8,172,453           Liabilities         Current liabilities           Trade and other payables         8         6,405,703         2,236,186           Contract liabilities         3,552,254         2,203,139           Borrowings         2,069,095         558,476           Lease liabilities         159,592         243,075           Employee benefits         875,186         739,164           Total current liabilities         3,061,830         5,980,040           Non-current liabilities         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         708,397         636,721	· · · · · · · · · · · · · · · · · · ·	7		
Current liabilities         8 6,405,703 2,236,186           Contract liabilities         3,552,254 2,203,139           Borrowings         2,069,095 558,476           Lease liabilities         159,592 243,075           Employee benefits         875,186 739,164           Total current liabilities         13,061,830 5,980,040           Non-current liabilities         257,495 340,380           Employee benefits         450,902 296,341           Total non-current liabilities         708,397 636,721	Other assets	6		
Liabilities         Current liabilities         Trade and other payables       8       6,405,703       2,236,186         Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Total non-current assets		4,826,708	
Current liabilities         Trade and other payables       8       6,405,703       2,236,186         Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Total assets		14,175,474	8,172,453
Trade and other payables       8       6,405,703       2,236,186         Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Liabilities			
Trade and other payables       8       6,405,703       2,236,186         Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Commant liabilities			
Contract liabilities       3,552,254       2,203,139         Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721		0	4 40E 702	2 224 404
Borrowings       2,069,095       558,476         Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Lease liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721		0		
Lease liabilities       159,592       243,075         Employee benefits       875,186       739,164         Total current liabilities       13,061,830       5,980,040         Non-current liabilities       257,495       340,380         Lease liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721				
Employee benefits         875,186         739,164           Total current liabilities         13,061,830         5,980,040           Non-current liabilities         257,495         340,380           Lease liabilities         257,495         340,380           Employee benefits         450,902         296,341           Total non-current liabilities         708,397         636,721	· · · · · · · · · · · · · · · · · · ·			
Non-current liabilities         13,061,830         5,980,040           Non-current liabilities         257,495         340,380           Lease liabilities         450,902         296,341           Total non-current liabilities         708,397         636,721				
Non-current liabilities257,495340,380Lease liabilities257,495340,380Employee benefits450,902296,341Total non-current liabilities708,397636,721				
Lease liabilities       257,495       340,380         Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Total current liabilities		13,001,030	5,960,040
Employee benefits       450,902       296,341         Total non-current liabilities       708,397       636,721	Non-current liabilities			
Total non-current liabilities 708,397 636,721	Lease liabilities		257,495	340,380
Total liabilities	Total non-current liabilities		708,397	636,721
	Total liabilities		13,770,227	6,616,761
Net assets	Net assets		405,247	1,555,692
Equity		_		
Issued capital 9 24,127,410 19,293,275	•	9		
Reserves 2,671,008 2,141,509				
Accumulated losses (26,393,171) (19,879,092)	Accumulated losses		(26,393,171)	(19,879,092)
Total equity 405,247 1,555,692	Total equity		405,247	1,555,692

Consolidated	Issued capital \$	Reserves \$	Accumulated losses \$	Total equity \$
Balance at 1 July 2021	9,412,958	415,574	(9,643,312)	185,220
Loss after income tax expense for the period Other comprehensive income/(loss) for the period, net	-	-	(10,235,780)	(10,235,780)
of tax		(9,957)		(9,957)
Total comprehensive income/(loss) for the period	-	(9,957)	(10,235,780)	(10,245,737)
Transactions with owners in their capacity as owners: Contributions of equity, net of transaction costs Issue of shares on conversion of convertible notes Transfers Share-based payments Options issued as consideration for Public Offer services	7,042,048 2,000,000 652,431 185,838	- (652,431) 1,998,298 390,025	- - - - -	7,042,048 2,000,000 - 2,184,136 390,025
Balance at 30 June 2022	19,293,275	2,141,509	(19,879,092)	1,555,692
Consolidated	Issued capital \$	Reserves \$	Accumulated losses \$	Total equity \$
Balance at 1 July 2022	19,293,275	2,141,509	(19,879,092)	1,555,692
Loss after income tax expense for the period Other comprehensive income/(loss) for the period, net	-	-	(6,514,079)	(6,514,079)
of tax		43,795		43,795
Total comprehensive income/(loss) for the period	-	43,795	(6,514,079)	(6,470,284)
Transactions with owners in their capacity as owners: Contributions of equity, net of transaction costs (note 9) Issue of shares under employee incentive plan Share-based payments	4,804,247 29,888	- - 485,704	- - -	4,804,247 29,888 485,704
Balance at 30 June 2023	24,127,410	2,671,008	(26,393,171)	405,247

	Consolidated		idated
	Note	2023 \$	2022 \$
Cash flows from operating activities			
Receipts from customers		16,484,606	12,074,079
Receipts from government grants		1,468,350	352,389
Payments to suppliers and employees		(20,285,217)	(18,634,402)
Net cash used in operating activities		(2,332,261)	(6,207,934)
Cash flows from investing activities			
Payments for property, plant and equipment		(11,841)	(38,608)
Payments for intangibles		(2,684,221)	(1,659,929)
Payment for security deposits		(216,145)	(114,889)
Net cash used in investing activities		(2,912,207)	(1,813,426)
Cash flows from financing activities			
Proceeds from issue of shares	9	5,160,862	8,000,000
Share issue transaction costs		(370,879)	(694,743)
Advance received from investors		50,000	<u>-</u>
Proceeds from convertible notes		-	500,000
Net proceeds/(repayments) from/(of) borrowings		1,414,501	(395,612)
Repayment of lease liabilities (including interest)		(279,746)	(195,635)
Net cash from financing activities		5,974,738	7,214,010
Net increase/(decrease) in cash and cash equivalents		730,270	(807,350)
Cash and cash equivalents at the beginning of the financial period		1,020,020	1,952,842
Effects of exchange rate changes on cash and cash equivalents		34,742	(125,472)
Cash and cash equivalents at the end of the financial period		1,785,032	1,020,020

X2M Connect Limited Notes to the financial statements 30 June 2023

# Note 1. Significant accounting policies

This preliminary final report has been prepared in accordance with ASX Listing Rule 4.3A and the disclosure requirements of ASX Appendix 4E.

# Principles of consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of X2M as at 30 June 2023 and the results of all subsidiaries for the period then ended.

Subsidiaries are all those entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between entities in the Group are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

The acquisition of subsidiaries is accounted for using the acquisition method of accounting. A change in ownership interest, without the loss of control, is accounted for as an equity transaction, where the difference between the consideration transferred and the book value of the share of the non-controlling interest acquired is recognised directly in equity attributable to the parent.

Where the Group loses control over a subsidiary, it derecognises the assets including goodwill, liabilities and non-controlling interest in the subsidiary together with any cumulative translation differences recognised in equity. The Group recognises the fair value of the consideration received and the fair value of any investment retained together with any gain or loss in profit or loss.

#### Foreign currency translation

The financial statements are presented in Australian dollars, which is X2M Connect Limited's functional and presentation currency.

#### Foreign currency transactions

Foreign currency transactions are translated into Australian dollars using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at financial period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

#### Foreign operations

The assets and liabilities of foreign operations are translated into Australian dollars using the exchange rates at the reporting date. The revenues and expenses of foreign operations are translated into Australian dollars using the average exchange rates, which approximate the rates at the dates of the transactions, for the period. All resulting foreign exchange differences are recognised in other comprehensive income through the foreign currency reserve in equity.

The foreign currency reserve is recognised in profit or loss when the foreign operation or net investment is disposed of.

#### Note 2. Operating segments

#### Identification of reportable operating segments

The Consolidated Entity has identified its operating segments based on business activities in South Korea, China and Taiwan. These operating segments are based on the internal reports that are reviewed and used by the Chief Executive Officer in assessing the performance and in determining the allocation of resources.

The principal continuing activities of the Consolidated Entity consisted of carrying on its business to deploy devices and connect them to its proprietary software platform, where the company generates upfront hardware revenue and platform subscription fees.

# Note 2. Operating segments (continued)

The Other segment comprises Australia, which is a cost centre for corporate costs including head office, R&D and software development; and Hong Kong and Japan.

#### Intersegment transactions

Intersegment transactions were made at market rates. These transactions included internal services provided by Australian head office to overseas subsidiaries and intersegment sales. Intersegment transactions are eliminated on consolidation.

#### Intersegment receivables, payables and loans

Intersegment loans are initially recognised at the consideration received. Intersegment loans receivable and loans payable that earn or incur non-market interest are not adjusted to fair value based on market interest rates. Intersegment loans are eliminated on consolidation.

#### Major customers

During the year ended 30 June 2023, seven customers from South Korea contributed \$7,691,243, representing 47% of total external revenues. Two customers from China contributed \$4,119,862, representing 25% of total external revenues.

#### Operating segment information

operating segment injermation	South Korea	China	Taiwan	Other	Total
Consolidated - 2023	\$	\$	\$	\$	\$
Revenue					
Sales to external customers	10,462,476	4,368,012	828,179	554,422	16,213,089
Intersegment sales	321,527	-	-	328,125	649,652
Total sales revenue	10,784,003	4,368,012	828,179	882,547	16,862,741
Other income	96,222	3,297	463	558,635	658,617
Total segment revenue	10,880,225	4,371,309	828,642	1,441,182	17,521,358
Intersegment eliminations				_	(649,652)
Total revenue and other income				=	16,871,706
Adjusted EBITDA*	(1,028,150)	(93,383)	(803,945)	(2,674,090)	(4,599,568)
Depreciation and amortisation	(124,675)	(88,487)	(18,208)	(823,588)	(1,054,958)
Adjusted EBIT*	(1,152,825)	(181,870)	(822,153)	(3,497,678)	(5,654,526)
Unallocated					// 4E 0E3)
Share based payments**					(645,952)
Finance costs					(212,457)
Income tax expense				-	(1,144)
Loss after income tax expense				-	(6,514,079)
Assets					
Segment assets	3,564,637	2,758,394	618,758	7,233,685	14,175,474
Total assets			<u> </u>		14,175,474
				-	
Liabilities					
Segment liabilities	5,549,062	2,583,671	654,929	4,982,565	13,770,227
Total liabilities				_	13,770,227

<sup>\*</sup> Adjusted EBITDA is a non-IFRS measure calculated as earnings before income tax, and before depreciation and amortisation, finance costs, share based payments and one-off expenses. The Board assesses the underlying performance of the business based on measures of Adjusted EBITDA and Adjusted EBIT which excludes the effect of non-operating and non-recurring items.

<sup>\*\*</sup> Share based payments expense relate to non-cash options and performance rights to employees.

#### X2M Connect Limited Notes to the financial statements 30 June 2023

# Note 2. Operating segments (continued)

Consolidated - 2022	South Korea \$	China \$	Taiwan \$	Other \$	Total \$
Revenue Sales to external customers Intersegment sales Total sales revenue Other income Total segment revenue Intersegment eliminations	6,183,307 289,753 6,473,060 75,432 6,548,492	3,294,587 - 3,294,587 5,845 3,300,432	296,092 - 296,092 11,610 307,702	613,652 - 613,652 350,326 963,978	10,387,638 289,753 10,677,391 443,213 11,120,604 (289,753)
Total revenue and other income  Adjusted EBITDA*	(1,620,124)	(194,948)	(838,136)	(3,471,201)	10,830,851
Depreciation and amortisation  Adjusted EBIT*	(430,290) (2,050,414)	(91,626) (286,574)	(20,237) (858,373)	(403,890) (3,875,091)	(946,043) (7,070,452)
Share based payments** IPO expenses*** Finance costs Income tax expense Loss after income tax expense					(2,184,136) (891,708) (74,658) (14,826) (10,235,780)
Assets Segment assets Total assets	2,374,285	213,188	270,562	5,314,418	8,172,453 8,172,453
Liabilities Segment liabilities Total liabilities	3,391,293	170,642	163,551	2,891,275	6,616,761 6,616,761

<sup>\*</sup> Adjusted EBITDA is a non-IFRS measure calculated as earnings before income tax, and before depreciation and amortisation, finance costs, share based payments and one-off expenses. The Board assesses the underlying performance of the business based on measures of Adjusted EBITDA and Adjusted EBIT which excludes the effect of non-operating and non-recurring items.

# Note 3. Revenue

	Consol	idated
	2023 \$	2022 \$
SaaS and maintenance revenue Hardware sales Professional service fees	1,149,585 14,910,568 152,936	1,148,177 8,894,685 344,776
Revenue	16,213,089	10,387,638

SaaS and maintenance revenues for 2022 included \$374,689 of hardware subscription revenues.

<sup>\*\*</sup> Share based payments expense relate to non-cash options issued under the Employee Incentive Plan.

<sup>\*\*\*</sup> IPO expenses are non-recurring in nature.

# Note 3. Revenue (continued)

#### Disaggregation of revenue

The disaggregation of revenue from contracts with customers is as follows:

	Consol	Consolidated		
	2023 \$	2022 \$		
Timing of revenue recognition Goods transferred at a point in time Services transferred over time	14,910,568 	9,057,983 1,329,655		
	16,213,089	10,387,638		

The following table provides information about the nature and timing of the satisfaction of performance obligations in contracts with customers and the related revenue recognition policies.

Type of product/service	Nature and timing of satisfaction of performance obligations
Type of product/ service	riature and thinning or satisfaction of periorinance obtigations

#### SaaS and maintenance revenue SaaS and maintenance revenue is recognised evenly over time.

Where a contract provides pricing for licence/subscription fees, revenue is recognised over the service period following the completion of hardware being installed.

Denig instatte

Hardware sales

Hardware sales are recognised at a point in time when the Group has
transferred to the buyer control of the goods and where there is no
unfulfilled obligation that could affect the buyer's acceptance of the goods.
The timing of the transfer of control varies depending on the individual terms

of the sales agreement. The transfer usually occurs once the units of

hardware are installed.

Professional service fees Revenue is recognised over time, subject to the principal of constraint as

receipt of payment is contingent upon achievement of the objectives defined in the contract. The constraint is relieved and revenue recognised when the management are able to determine that it is highly likely that there is no significant reversal of revenue associated with the constrained revenue.

#### Note 4. Other income

	CONSON	Jaceu
	2023	2022
	\$	\$
Research and development tax credits	387,439	339,476
Government assistance	165,009	10,632
Interest income	6,292	1,137
Other income	99,877	91,968
Other income	658,617	443,213

Consolidated

# Note 5. Trade and other receivables

Current assets         Current assets         7,405,755         184,372         2,405,755         184,372         184,372         2,405,755         184,372         2,117         2,565,557         241,489         Note 6. Other assets         Consolidated 2023 2022 \$ \$ \$ \$         2,203,147         2,022 \$ \$ \$ \$         2,203,147         2,30,222 \$ \$ \$ \$         2,203,147         7,39,236         2,213,147         7,39,236         2,213,147         7,39,236         2,213,147         7,39,236         2,213,147         7,39,236         2,254,133         2,054,133         2,054,133         3,808,287         2,054,133         2,01,972         4,238,025         2,256,105         Non-current assets         429,738         201,972         4,238,025         2,256,105         None-current assets         1,584,521         3,808,628         2,256,105         None-current assets         1,584,521         3,808,628         2,256,105         None-current assets         1,250,103         8,178,103         8,184,521         3,808,628         2,256,105         None-current assets         1,250,103         8,184,521         3,808,628         1,2786,2786         3,284,521         3,293,642         1,2786,2786         3,284,521         3,293,642         1,282         1,284,2786         2,293,642         2,293,642         2,293,642         1,284,2786         2,293,642 <t< th=""><th></th><th colspan="2">Consolidated</th></t<>		Consolidated	
Current assets Trade receivables Other receivables Other receivables Other receivables Other receivables Other receivables  Note 6. Other assets  Consolidated 2023 2022 \$ \$ \$  Current assets Research and development tax credit receivables Prepayments 2,283,147 739,236 Other assets Other asset		2023 \$	2022 \$
Trade receivables         2,405,755         184,372         57,117         159,802         57,117         2,565,557         241,489         241,489         Note 6. Other assets         Consolitated 2023         2022 \$         <		•	•
Note 6. Other assets           Consolidated 2023 2022 \$ \$ \$           Current assets         1,480,841 1,314,897 79;92,36           Research and development tax credit receivables Prepayments         2,283,147 739,236           Other assets         44,299           Non-current assets         429,738 201,972           Peposits         429,738 201,972           Note 7. Intangible assets         Consolidated 2023 2022 \$ \$ \$ \$           Non-current assets         1,550,1031 (812,786) 3,834,418 2,795,427           Intellectual property, patents and copyright - at cost Less: Accumulated amortisation         1,550,1031 (812,786) 3,834,418 2,995,842           Intellectual property in progress - at cost         112,282 100,012 3,946,700 3,095,854           Note 8. Trade and other payables         Consolidated 2023 2022 \$ \$ \$           Current liabilities         Consolidated 2023 2023 \$ \$ \$           Trade payables         4,761,430 1,093,714 Accrued expenses         1,594,273 1,142,472 \$ 1,14	Trade receivables		
Note 6. Other assets           Current assets         Consolidated 2023 2022 \$ \$ \$ \$           Research and development tax credit receivables         1,480,841 1,314,897 739,236 2,283,147 739,2	Other receivables		
Current assets         Consolidated 2023 (small states)         2022 (small states)         2023 (small states)         2023 (small states)         201,972 (small states)         201,972 (small states)         201,972 (small states)         201,972 (small states)         2023 (small states)         201,972 (small states)         2023 (small states)         2022 (small states)         202 (small states)         20		2,565,557	241,489
Current assets         Research and development tax credit receivables         1,480,841 (73),4897 (73),236 (73),23	Note 6. Other assets		
Current assets   Research and development tax credit receivables   1,480,841   1,314,897   739,236   2,283,147   739,236   2,283,147   739,236   2,283,147   739,236   2,283,147   739,236   2,283,147   739,236   2,283,147   739,236   2,283,147   739,236   2,283,147   739,236   2,283,143   2,295,1433   2,295,143   2,295,105   2,256,105   2,		Consolidated	
Current assets         Research and development tax credit receivables       1,480,841 (739,236)       1,314,897 (739,236)         Prepayments       2,283,147 (739,236)			
Research and development tax credit receivables         1,480,841 1,314,897 739,236 2,283,147 739,236 2,283,147 739,236 44,299 2,283,147 739,236 44,299 2,2054,133           Non-current assets         2,954,133 201,972 429,738 201,972 2,256,105           Note 7. Intangible assets         429,738 201,972 4,238,025 2,256,105           Non-current assets         Consolitated 2023 2022 \$ \$ \$           Intellectual property, patents and copyright - at cost Less: Accumulated amortisation         5,384,521 3,808,628 (1,550,103) (812,786) (1,550,103) (812,786) (1,550,103) (1,2786)		÷	Ş
Prepayments Other assets         2,283,147 (4,299 (4,		1.480.841	1.314.897
Non-current assets   Less: Accumulated amortisation   Less: Accu	Prepayments	2,283,147	
Non-current assets   429,738   201,972   4,238,025   2,256,105	Other assets	44,299	<u> </u>
Deposits         429,738         201,972           4,238,025         2,256,105           Note 7. Intangible assets           Consolidated 2023 2022 \$ \$ \$ \$           Non-current assets         Intellectual property, patents and copyright - at cost (1,550,103) (812,786) 3,834,418 2,995,842           Less: Accumulated amortisation         (1,550,103) (812,786) 3,834,418 2,995,842           Intellectual property in progress - at cost         112,282 100,012           Note 8. Trade and other payables         Consolidated 2023 2022 \$ \$ \$ \$           Note Idabilities         Trade payables 4,761,430 1,093,714 Accrued expenses 1,594,273 1,142,472 Other         1,594,273 1,142,472 Other		3,808,287	2,054,133
Note 7. Intangible assets    Consolidated 2023 2022 \$ \$ \$ \$   Non-current assets Intellectual property, patents and copyright - at cost Less: Accumulated amortisation (1,550,103) (812,786) (3,834,418 2,995,842 100,012 112,282 100,012 112,282 100,012 112,282 100,012 112,282 100,012 112,282 100,012 112,282 100,012 112,013 100,012 112,013 100,012 112,013 100,012 112,013 100,012 112,013 100,012 112,013 100	Non-current assets		
Consolidated 2023 2022	Deposits	429,738	201,972
Consolidated 2023 2022		4,238,025	2,256,105
Consolidated 2023 2022	Note 7. Intangible assets		
Non-current assets   Intellectual property, patents and copyright - at cost   5,384,521   3,808,628   Less: Accumulated amortisation   (1,550,103)   (812,786)   3,834,418   2,995,842		C!:	4-4-4
Non-current assets         Intellectual property, patents and copyright - at cost       5,384,521       3,808,628         Less: Accumulated amortisation       (1,550,103)       (812,786)         3,834,418       2,995,842         Intellectual property in progress - at cost       112,282       100,012         3,946,700       3,095,854         Note 8. Trade and other payables         Consolidated 2023 2022 \$ \$ \$         \$ \$         Current liabilities         Trade payables       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -			
Intellectual property, patents and copyright - at cost Less: Accumulated amortisation    1,550,103   (812,786)   (1,550,103)   (812,786)   (1,550,103)   (812,786)   (1,550,103)   (812,786)   (1,550,103)   (812,786)   (1,550,103)   (812,786)   (1,550,103)   (812,786)   (1,550,103)   (1,550,103)   (812,786)   (1,550,103)   (		\$	\$
Less: Accumulated amortisation       (1,550,103) (812,786)         3,834,418       2,995,842         Intellectual property in progress - at cost       112,282 100,012         3,946,700       3,095,854         Note 8. Trade and other payables         Consolidated 2023 2022 \$ \$ \$         \$ \$       \$         Current liabilities       4,761,430 1,093,714         Accrued expenses       1,594,273 1,142,472         Other       50,000 -			
Note 8. Trade and other payables   Consolidated 2023 2022 \$ \$ \$ \$			
3,946,700   3,095,854	Less. Accumulated amortisation		
Note 8. Trade and other payables         Consolidated       2023       2022       \$       \$         Current liabilities       4,761,430       1,093,714       1,594,273       1,142,472       0ther       50,000       -	Intellectual property in progress - at cost	112,282	100,012
Consolidated         2023       2022         \$       \$         Current liabilities       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -		3,946,700	3,095,854
Consolidated         2023       2022         \$       \$         Current liabilities       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -	Note 9. Trade and other payables		
Current liabilities       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -	Note 8. Trade and other payables		
Current liabilities       4,761,430       1,093,714         Trade payables       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -			
Trade payables       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -			
Trade payables       4,761,430       1,093,714         Accrued expenses       1,594,273       1,142,472         Other       50,000       -	Current liabilities		
Other			
6,405,703 2,236,186			1,142,472
		6,405,703	2,236,186

# Note 9. Issued capital

	2023 Shares	Consol <sup>o</sup> 2022 Shares	idated 2023 \$	2022 \$
Ordinary shares - fully paid	204,719,828	140,101,536	24,127,410	19,293,275
Movements in ordinary share capital				
Details	Date	Shares	Issue price	\$
Balance Issue of incentive shares to a key management personnel	1 July 2021	88,062,050		9,412,958
	2 July 2021	5,219,448	\$0.125	652,431
Issue of incentive shares to a key management personnel Issue of shares on conversion of convertible	14 July 2021	1,486,704	\$0.125	185,838
notes	14 July 2021	13,333,334	\$0.150	2,000,000
Issue of shares upon completion of the Public Offer	14 September 2021	32,000,000	\$0.250	8,000,000
Options issued as consideration for Public Offer services Share issue transaction costs			-	(390,025) (567,927)
Balance Issue of shares at closing of the Entitlement Offer Issue of shortfall shares under the Entitlement Offer Issue of shares on completion of the Entitlement Offer Issue of shares under the Employee Incentive Share Plan Issue of Placement shares Issue of shares on completion of the Share Purchase Plan Issue of Placement shares Share issue transaction costs	30 June 2022	140,101,536		19,293,275
	1 August 2022	26,588,104	\$0.085	2,259,989
	19 August 2022	15,628,241	\$0.085	1,328,400
	25 August 2022	4,484,358	\$0.085	381,170
	17 March 2023 5 May 2023	398,500 9,688,233	\$0.075 \$0.068	29,888 658,800
	18 May 2023 31 May 2023	4,889,680 2,941,176	\$0.068 \$0.068	332,498 200,000 (356,610)
Balance	30 June 2023	204,719,828		24,127,410

# Note 10. Interests in subsidiaries

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 1:

		Ownership	interest
	Principal place of business /	2023	2022
Name	Country of incorporation	%	%
Freestyle Energy Two Pty Ltd	Australia	100%	100%
Freestyle Technology Taiwan Limited	Taiwan	100%	100%
Freestyle Technology Co., Ltd	South Korea	100%	100%
Golden Sino Hong Kong Limited	Hong Kong	100%	100%
Freestyle Technology (Shanghai) Co., Ltd	China	100%	100%
Freestyle Technology Japan KK	Japan	100%	100%
Beijing Freestyle Technology Co., Ltd	China	100%	100%

X2M Connect Limited Notes to the financial statements 30 June 2023

# Note 11. Events after the reporting period

Subsequent to financial year end, the Company successfully completed a capital raising of \$1.7 million through entering into convertible note agreements. \$650,000 of the conversion to ordinary shares are subject to shareholder approval at a meeting in October 2023.

No other matter or circumstance has arisen since 30 June 2023 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

# Note 12. Earnings per share

	Consolidated	
	2023	2022
	\$	\$
Loss after income tax attributable to the owners of X2M Connect Limited	(6,514,079)	(10,235,780)
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per		
share	184,061,197	132,984,057
Wainkad according of audinam about a calculation diluted according		
Weighted average number of ordinary shares used in calculating diluted earnings per share	184.061.197	132,984,057
F		
	Cents	Cents
Basic earnings per share	(3.54)	(7.70)
Diluted earnings per share	(3.54)	` '