

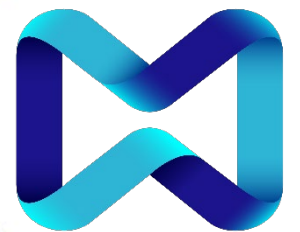
ASX:X2M

AGM presentation

28 November 2023



CEO's address

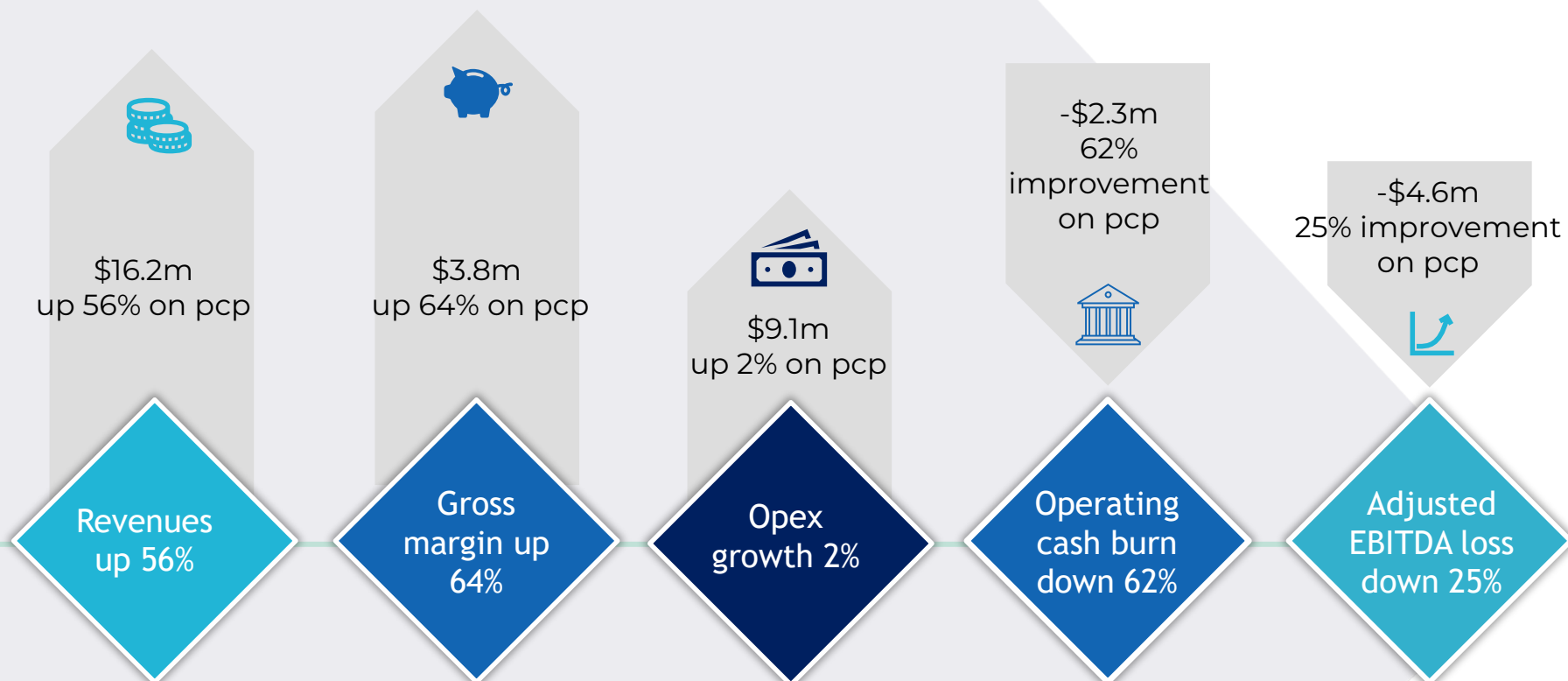


FY23 was a good year for X2M



- Strong revenue growth
- Stronger gross profit growth
- Connected devices, recurring revenues growing strongly
- Enterprise and government customers up
- Modest cost growth
- Cash burn down
- Overall an improving P&L
- Clear path to positive operating cashflows

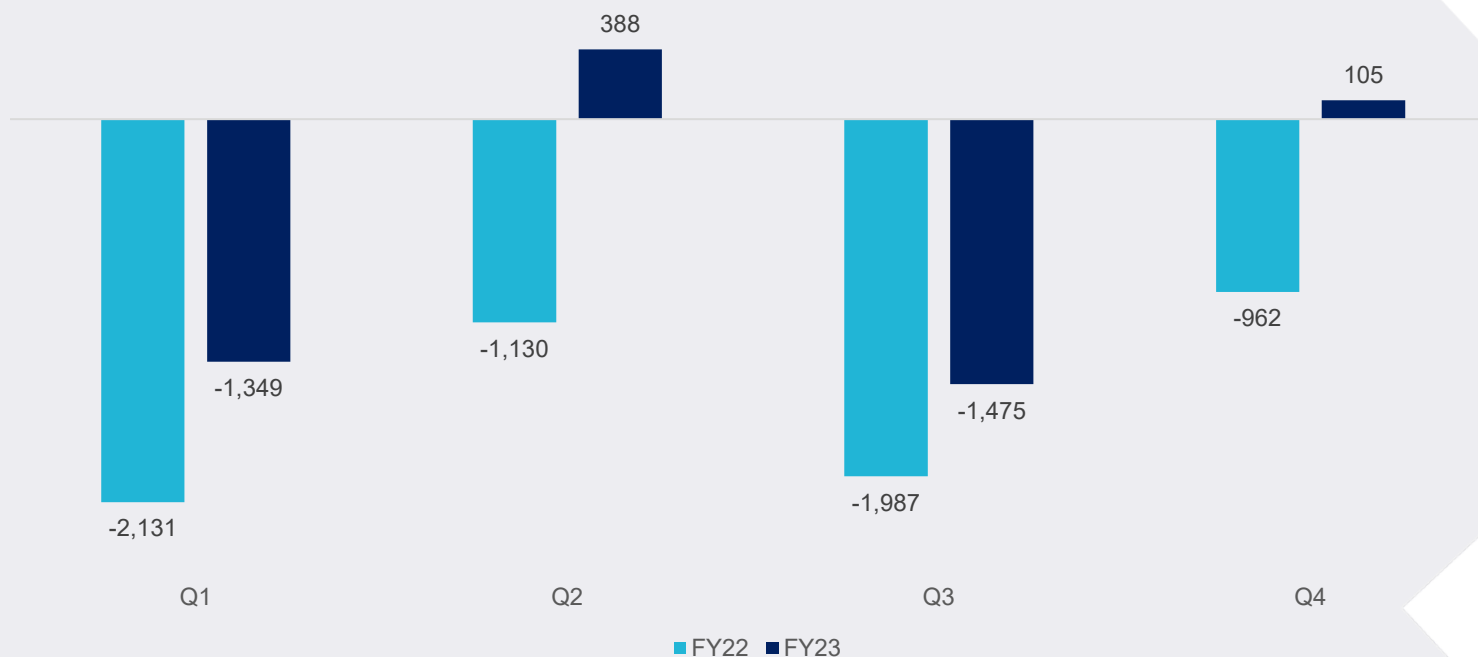
FY23 - the specifics



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 a positive cash flow from operating activities for 2Q23 and 4Q23 (Appendix 4C).

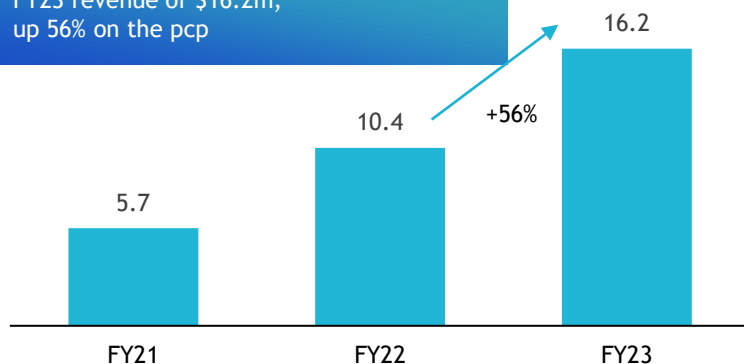
QUARTERLY OPERATING CASHFLOW COMPARISON



FY23 is not a one-off

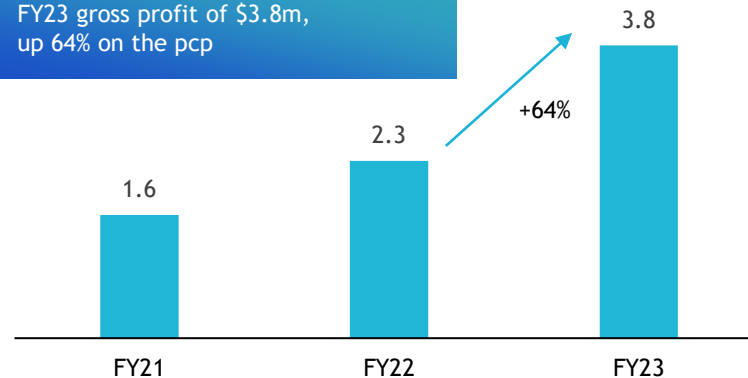
Revenue (\$M)

FY23 revenue of \$16.2m,
up 56% on the pc



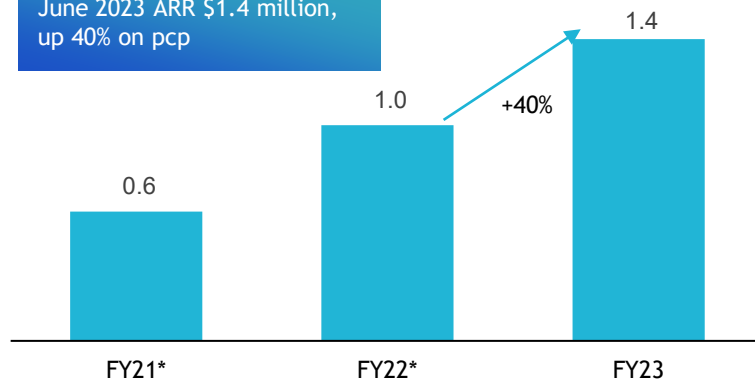
Gross profit (\$M)

FY23 gross profit of \$3.8m,
up 64% on the pc



Annualised recurring revenue* (ARR, \$ millions)

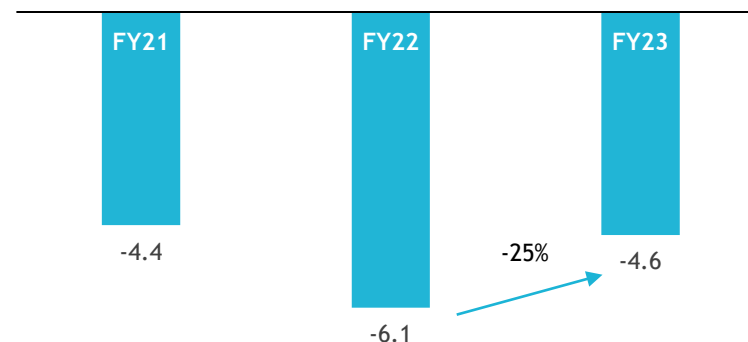
June 2023 ARR \$1.4 million,
up 40% on pc



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

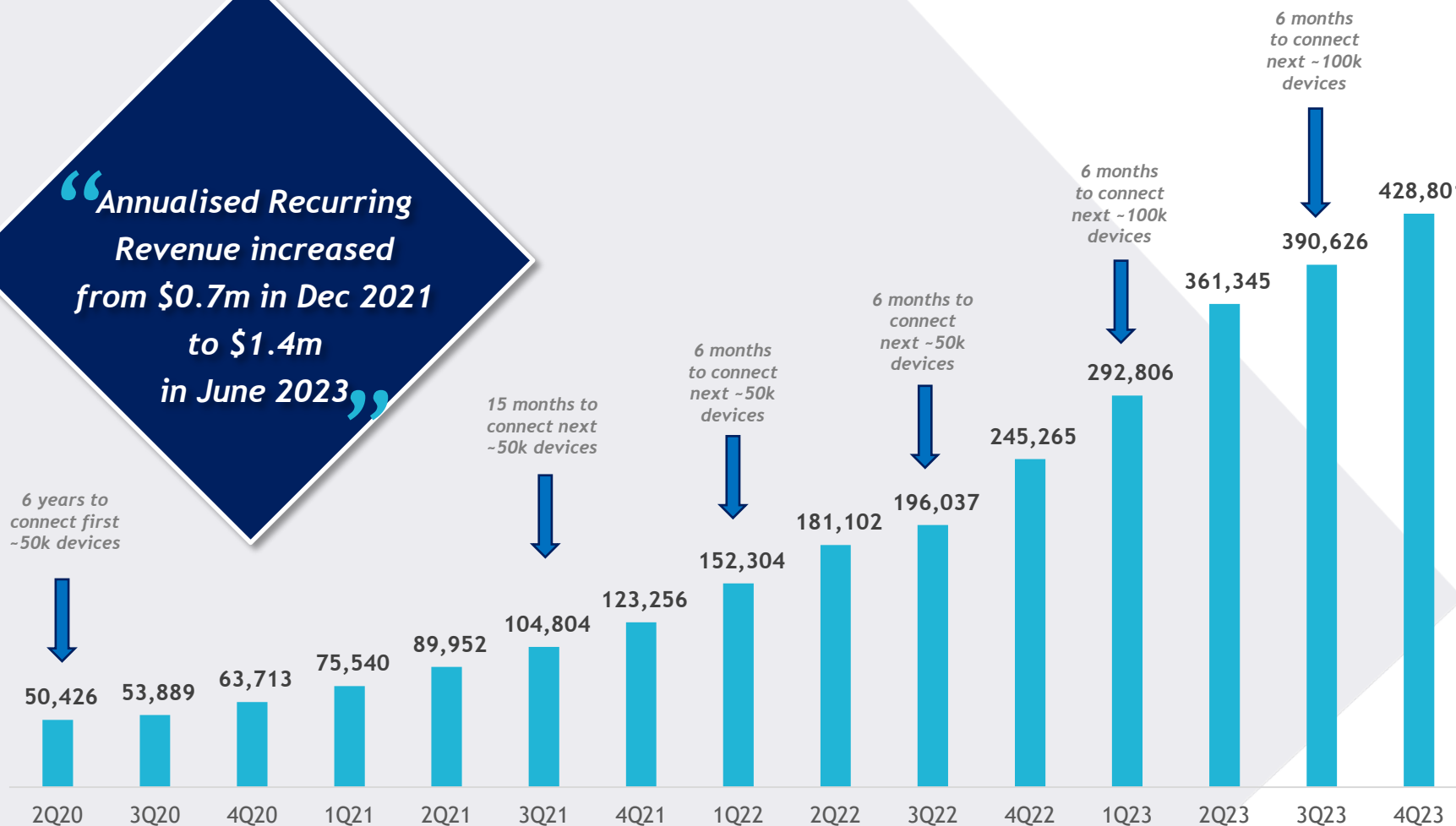
Adjusted EBITDA

Adjusted EBITDA loss of \$4.6m, a 25%
improvement on pc



Connections to the X2M platform are accelerating

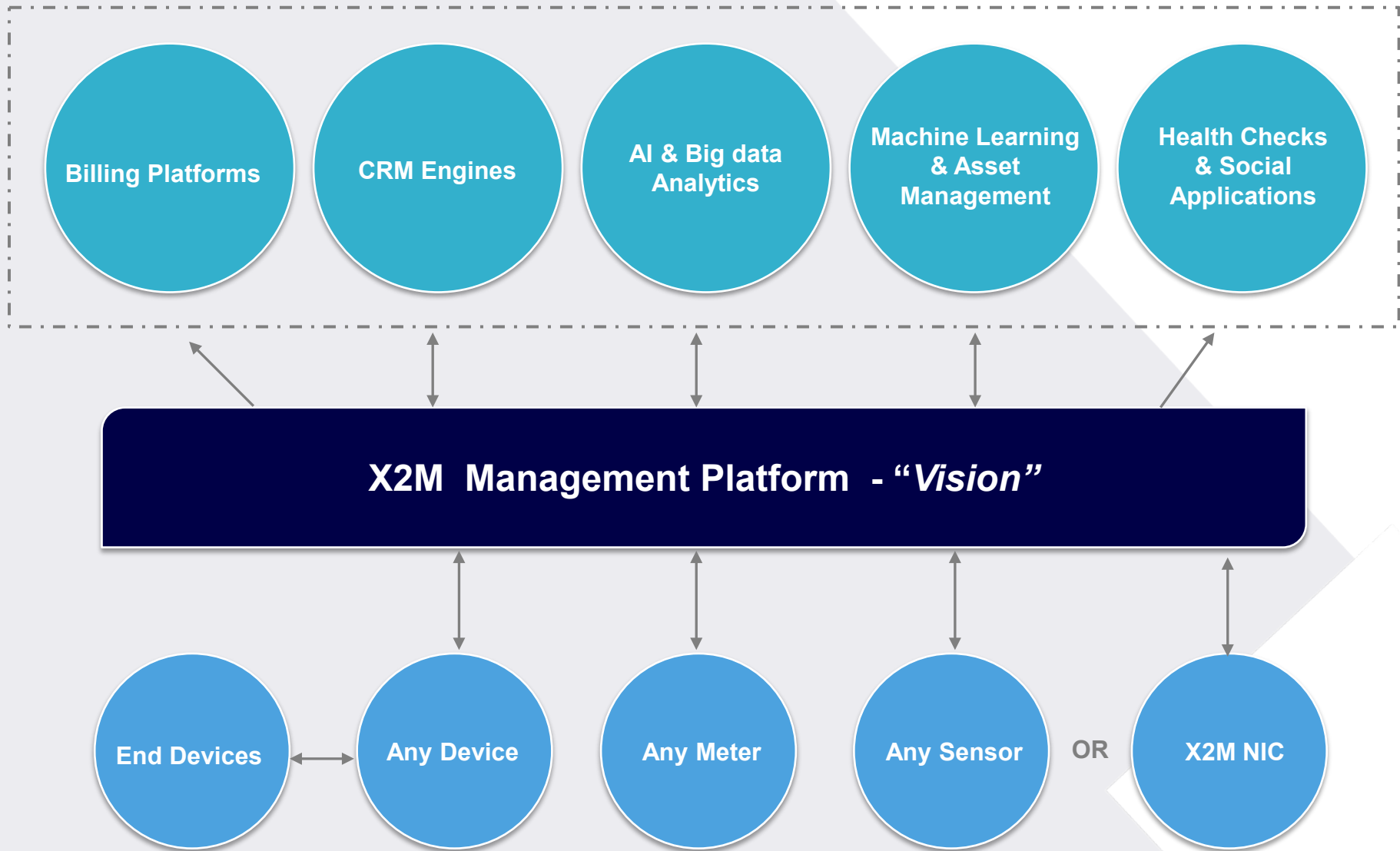
“Annualised Recurring Revenue increased from \$0.7m in Dec 2021 to \$1.4m in June 2023”



Cumulative connected devices

X2M Platform continues to be well positioned

Demand for data and AI driving growth



X2M's Addressable market is large

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

Addressable market in current geographies:
250 million people. 104m households

Addressable market across existing
customers: >10m households¹.
Revenue potential >\$500m

Annual recurring revenue potential across
existing customers² : Approximately \$40m
per annum

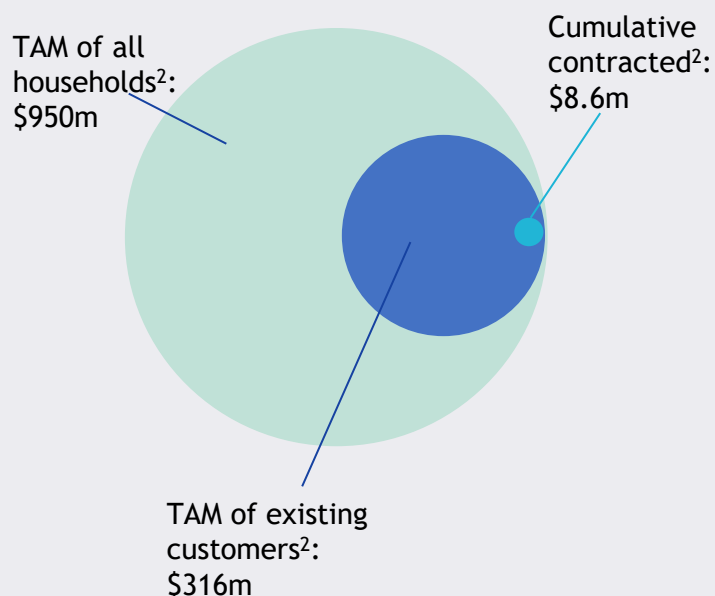
>50% of customers placing repeat orders

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

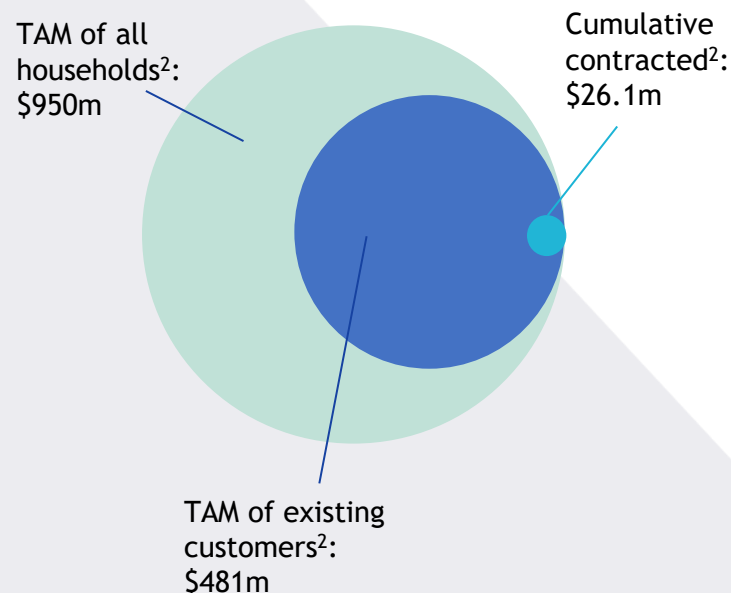
...and penetration growing - South Korea a good example

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



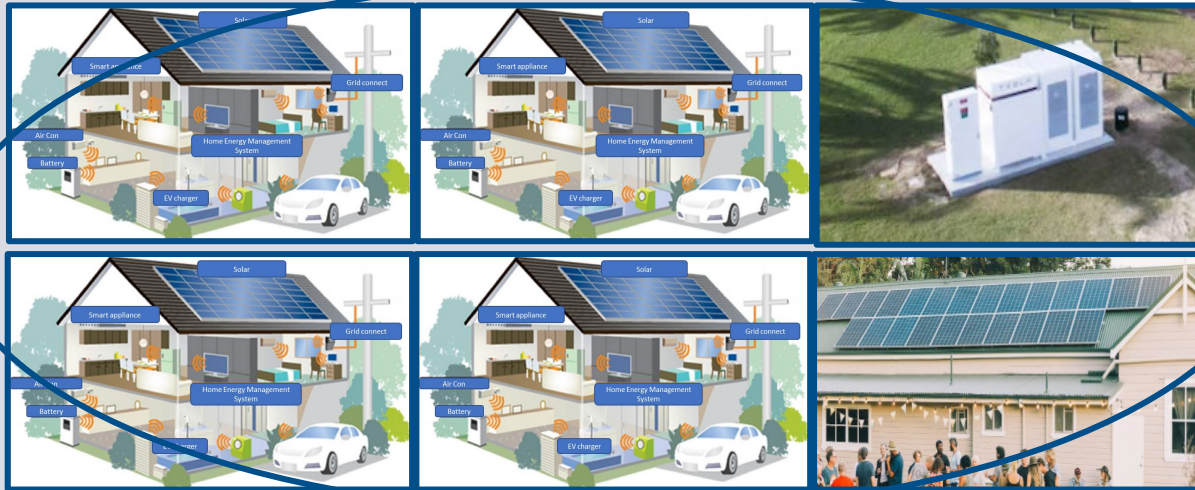
Over the last twenty one months, in South Korea, the TAM of X2M's existing customers has increased from \$A316 million to \$A481 million. This represents an increase from 33% to 51% of the total South Korean country market. Contracting of the customers' TAM, on average, has increased from 2.7% to 5.4%. 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.

Next market - Australia: Profits plus social contribution

Smart community with large number of smart homes plus community resources all working cohesively

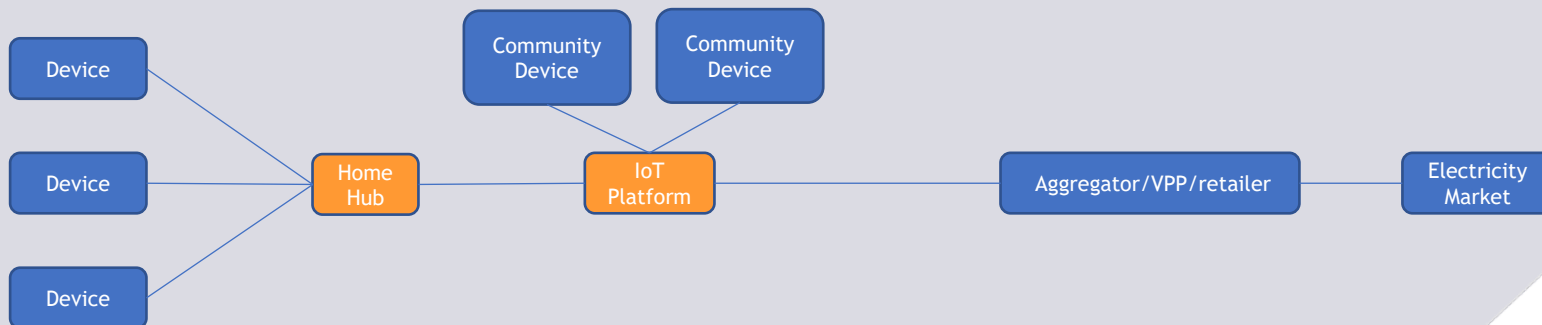


Consumer enjoys a sustainable, eco-friendly, environment and community

↓ Significantly reduced energy consumption

↑ Significantly increased use of renewables

↓ Significantly reduced emissions



Monitor and control distributed energy resources (DER) devices from Hub. Homeowner has a mobile and desktop user interface

Control multiple home Hubs and community resources from the central platform and interface to aggregator and Virtual Power Plant (VPP) partners

Partners operate the whole community network, VPP and trade energy in the electricity market

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 global player in utility automation, data collection, artificial intelligence and machine learning”

1Q24 trading update - Key financial metrics on target

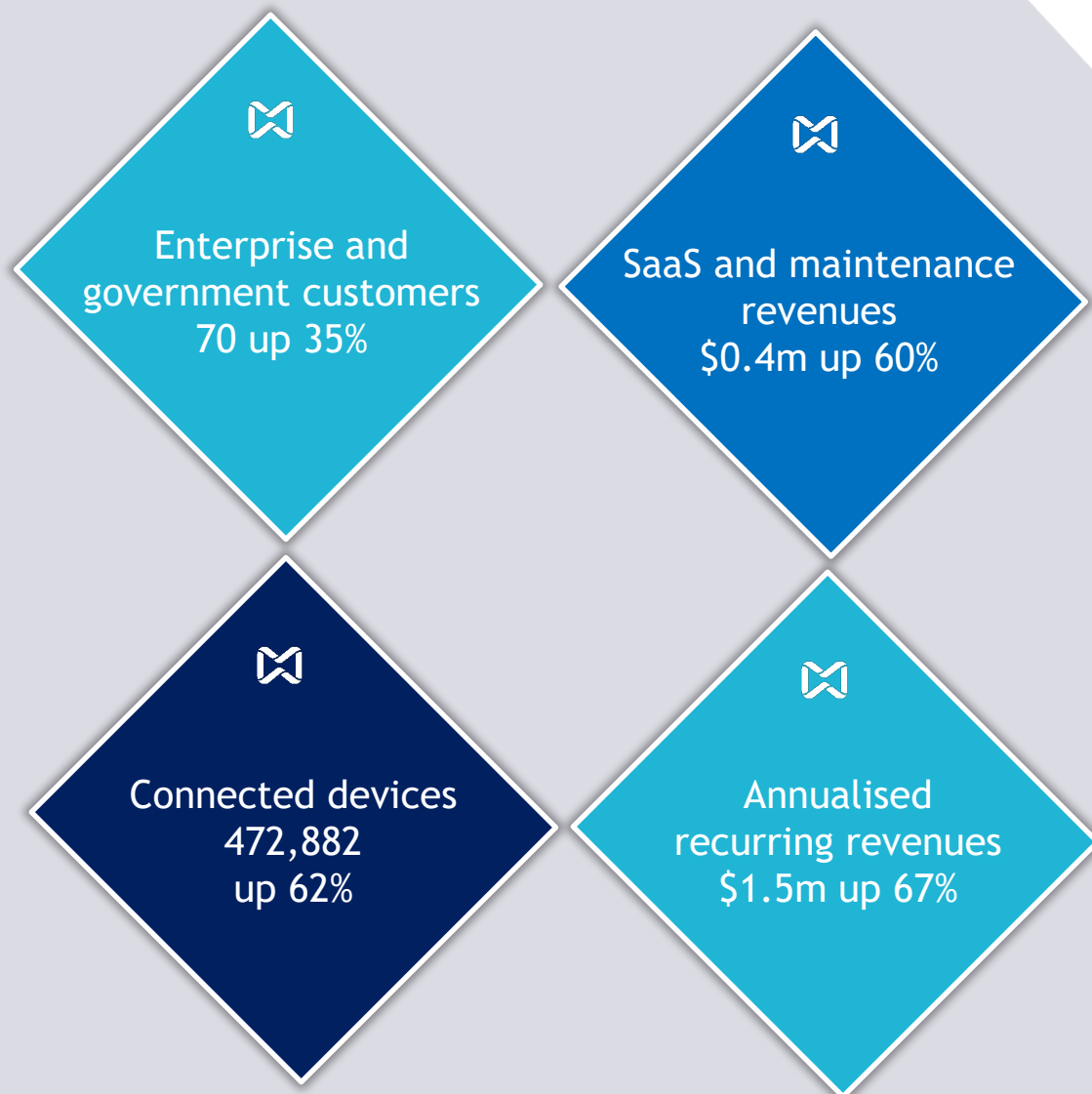
Solid revenue growth, improved margins, reduced costs and declining cash burn are highlights of the 1Q results



Revenue growth is on the back of a very strong 1H23

1. All FY24 financial results in this presentation are unaudited

Drivers of future value performing equally well



FY24 KPI's 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 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 14 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

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