

Q4 2021

Xplora®

Contents

About Xplora	2
The Quarter at a Glance	3
<i>Message from the CEO</i>	3
<i>Q4 21 Highlights</i>	3
<i>Key Figures</i>	4
<i>Financial Graphs</i>	4
Financials	5
<i>Profit & Loss</i>	9
<i>Balance Sheet</i>	10
<i>Cash Flow</i>	11
Operational Highlights	12
Outlook	14

About Xplora



Xplora was founded with the mission of giving children a safe onboarding to digital life and encouraging a better balance between screen time and physical activity.

Xplora's broad portfolio of connected products and services allows people to connect to their loved ones, and children to experience how their everyday activities can make a positive change in the world. Xplora's critically acclaimed products are trusted by kids worldwide, and the Goplay Services are made available for millions of kids through third parties and partners. Recently, the company collaborated with Sony Interactive Entertainment to get kids playing outdoors more via integration with the Goplay Services. Headquartered in Oslo, Xplora has offices in four Nordic countries, US, UK, Germany, and Spain, and is expanding into new markets. Our London-based engineering team is expanding rapidly. Xplora has several major innovations in the child smartwatch category, including the launch of the world's first eSIM product for children and its Goplay activity platform and logic converting steps to awards.

Our vision is to enable children around the world to experience how their everyday activities can make a positive change to the world.

FAST FACTS



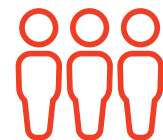
**123,000
service subscribers**



**700,000
smartwatches sold**



22 markets



90 employees



Scalable business model

The Quarter at a Glance

MESSAGE FROM THE CEO

Xplora is writing history. From being a startup with a strong vision only a few years ago we have developed into an undisputed leader in our space with a rapidly growing global footprint. What a ride it has been! 2021 group revenues of NOK 431m are up 188% CAGR from NOK 18m in 2018. We have increased our gross profits 54-fold 2019-2021 with gross margins reaching 45% last year and have posted our first full year of positive EBITDA. With a strong financial base, a leadership position with strong channel partners, an ambitious R&D roadmap and a team of dedicated professionals that makes me humble and proud, our future prospects are more exciting than ever.

2021 was another landmark year for Xplora. Revenues more than doubled, we reported strong operating leverage and our first year of positive EBITDA and exited the year with a strong cash balance. We have extended our revenue base through connectivity services and prepared for further extension of our service offering, driving higher lifetime value of our subscribers.

The road to where we have come has not always been straight, has at times been challenging and like many fast-growing companies we have experienced growing pains on the way. Based on a leading offering, a strong vision and strategic roadmap Xplora has persevered, winning success after success. We have in the second half of 2021 implemented a new Agile organization form which will yield focus and power to deliver in increasingly complex environments at a fast pace. I am thankful and proud of our deliveries to date. I am confident that with our strong Xplora culture and improved ways of working together, combined with our unique value proposition and our vision to give children a safe onboarding to digital life while encouraging physical activity that we are ready to take on another growth chapter in our corporate history.

Sten Kirkbak



Q4 21 HIGHLIGHTS

- Group revenue +62% y/y to NOK 176m
- Recurring service revenues +1266% y/y to NOK 33.6m (+74% y/y pro-forma)
- 123k subscribers, growing in all markets
- EBITDA NOK 28.5m for a margin of 16.2%
- Positive cash flows with NOK 140m in cash at year-end

2021 revenues

↑ **115%**

Q4 ARR* run-rate

NOK 134m

*annual recurring revenues

2021 EBITDA

NOK 19m

KEY FIGURES

Amounts in NOK millions

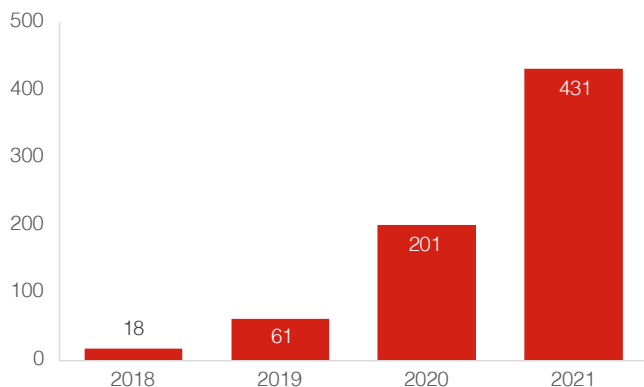
	Q4 2021	Q4 2020	FY 2021	FY 2020
Group revenues	176.0	108.7	431.4	200.5
Growth y/y	62%	363%	115%	228%
ARR ¹⁾	33.6	2.5	90.7	9.5
Growth y/y	1266%	163%	852%	220%
Gross margin	47.7%	36.5%	45.4%	29.9%
EBITDA	28.5	6.4	19.2	-11.0
Margin	16.2%	5.9%	4.4%	n/a
Subscribers (#k) ²⁾	123.4	76.7	123.4	76.7
Cash balance	139.8	118.2	139.8	118.2
Interest-bearing debt	29.9	27.4	29.9	25.0
Shares outstanding	39.8	31.9	39.8	31.9
Share price (NOK)	29.1	23	29.1	23
Market capitalization	1,158	734	1,158	734

¹⁾ Annual recurring revenues. XMH consolidated from Q2 21.

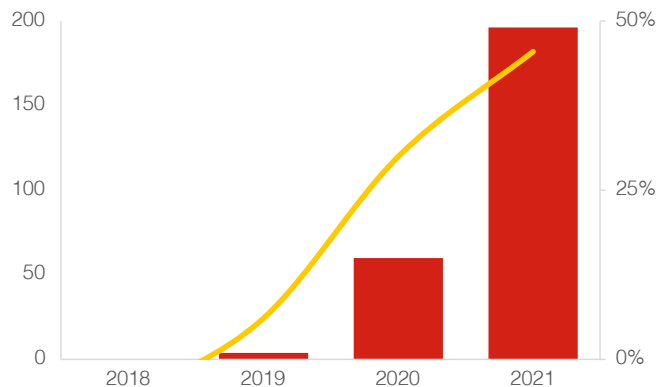
²⁾ 2020 figures are pro-forma.

FINANCIAL GRAPHS

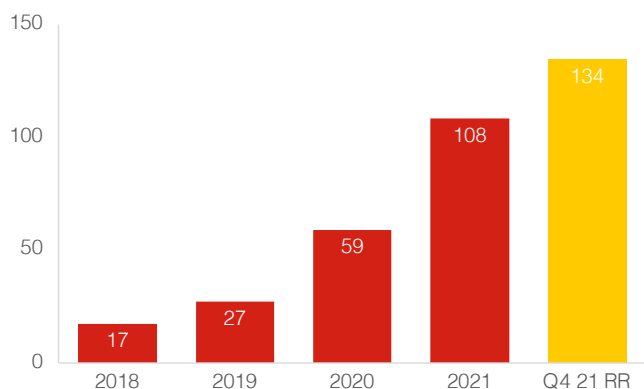
Group revenues
In NOK millions



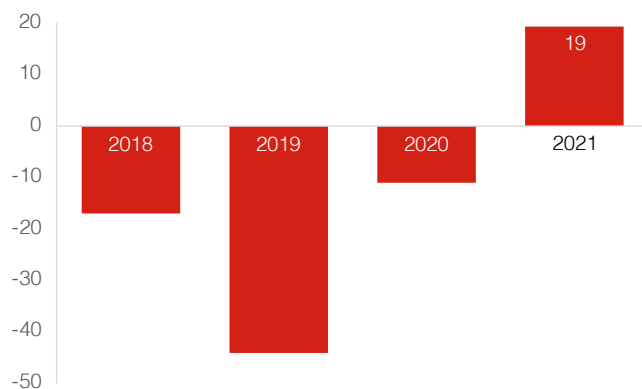
Gross earnings and margin



Recurring service revenue (ARR*)
In NOK millions



EBITDA
In NOK millions



XMH recurring service revenues 2018-2021. XMH consolidated into Xplora from Q2 21.

Financials

Xplora closed the year 2021 on a strong note. Annual sales grew 115% to NOK 431m, gross earnings were up 227% to NOK 196m for a record margin of 45.4%. 2021 EBITDA was NOK 19.2m and the cash position entering 2022 is strong at NOK 140m. 2021 was a remarkable year for Xplora, where the acquisition of Xplora Mobile Holding in Q2 21 has been an important milestone, paving the way for a broader connected and wider service offering in our growth path.

Q4 21 PROFIT & LOSS

Q4 21 group revenues reached NOK 176.0m, +62% y/y from Q4 20 revenues of NOK 108.7m. Recurring service revenues (ARR) comprised 19% of group revenues at NOK 33.6m in Q4 21, up 73% y/y on a pro-forma basis. Xplora exited Q4 21 with 123k subscribers driving recurring revenues. This represents an increase of 61% from 77k subscribers at the end of Q4 20. Smartwatch sales reached a new record of NOK 142.3m in Q4 21 for a y/y increase of 37%. The company sold a total of 165k smartwatches in Q4 21, in line with the revised guidance.

Germany was Xplora's largest market in Q4 21 with revenues of NOK 75.3m, or 43% of group sales. All revenue from Germany was generated from sale of smartwatches. Norway is once again our 2nd largest market generating both smartwatch and recurring service revenues. In total Norway posted sales of NOK 60.0m, or 34% of group revenues. Sweden accounted for 8% of group sales, followed by the UK at 6%. 3% of group sales in Q4 came from the US market.

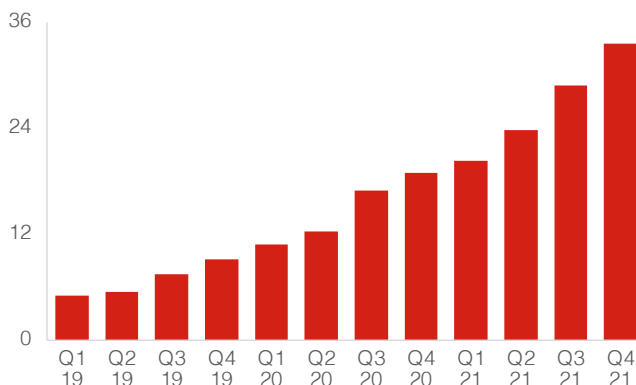
Gross margins reached 47.7% in Q4 21 for gross profit of NOK 84.0m, +112% y/y. In Q3 21 gross margins were reported at 49.2%. The sequentially lower gross margin is a result of seasonally higher share of smartwatch sales in the final quarter of the year. ARR service margins are showing a positive trend.

Group operating costs were NOK 55.4m in Q4 21, of which NOK 21.8m in payroll expenses and NOK 33.6m in other operating costs. This compares to group operating costs of NOK 33.3m in Q4 20 and NOK 53.0m in Q3 21. The increase from the year-earlier period is explained by the acquisition of Xplora Mobile Holding, a higher activity level and higher headcount. Marketing makes up the largest share of other operating costs at NOK 15.1m in Q4 21. Xplora exited the year with 90 employees.

Xplora reported a record group EBITDA of NOK 28.5m in Q4 21, up from an EBITDA of NOK 6.4m in Q4 20. The EBITDA margin was 16.2% in Q4 21, up from 5.9% in Q4 20. D&A totaled NOK 10.4m, driven by the amortization of intangibles from the acquisition of Xplora Mobile Holding in Q2 21. This compares to D&A of NOK 0.6m in Q4 20. Goodwill is amortized over 10 years and customer contracts are amortized over 4 years. Operating profit was NOK 18.2m in Q4 21, up 215% y/y, for a margin of 10.4%.

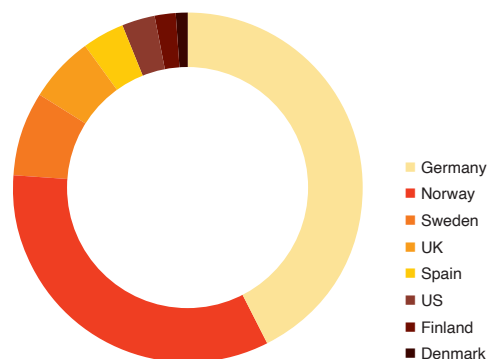
Finance costs were NOK 0.7m in Q4 21. Interest costs on long-term loans were NOK 0.4m in the quarter. Profit before tax was NOK 17.5m in Q4 21, up from a loss of NOK 0.4m in the year-earlier period.

Recurring service revenues (ARR)
NOK millions



Note: XMH consolidated from Q2 21.

Q4 21 geographic revenues



2021 PROFIT & LOSS

For the year 2021 Xplora reported consolidated group sales of NOK 431.4m. This represents a growth of 115% from NOK 200.5m in 2020. 2018-2021 Xplora posted a CAGR of 188% in group revenues. Recurring service revenues, ARR, was reported at NOK 90.7m in 2021, including three quarters of consolidated figures from Xplora Mobile Holding from Q2 21. Pro-forma full-year recurring service revenues were NOK 108.2m. In 2020 Xplora reported NOK 9.5m in recurring service revenues. The annualized run-rate of recurring service revenues in Q4 21 was NOK 134.4m.

Germany was Xplora's largest market in 2021 with 41% of group revenues, followed by Norway at 38% of group revenues. Sweden was our third largest market with sales comprising 9% of group revenues.

Gross margin ended at 45.4% in 2021 with gross profit at NOK 196.0m. This marks a 227% y/y increase in gross profit from NOK 59.9m in 2020. In 2020 Xplora reported a gross margin of 29.9%. Group operating costs were NOK 176.8 in 2021, up from group operating costs of NOK 70.8m in 2020. Payroll expenses were NOK 72.4m in 2021, up from NOK 27.4m in 2020, driven by a larger headcount: 90 employees at year-end 2021 vs 40 employees at year-end 2020. Other operating costs amounted to NOK 104.3m in 2021, up from NOK 43.8m in 2020. Marketing makes up the largest share of other operating costs at NOK 47.5m in 2021, vs NOK 16.4m in 2020.

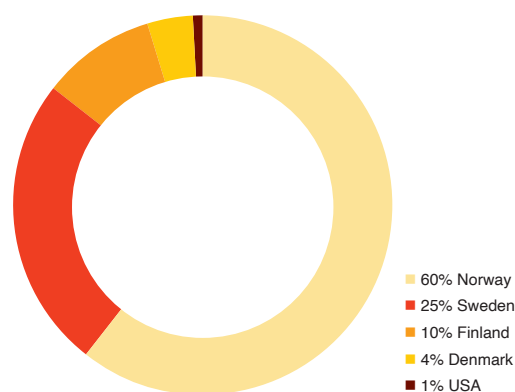
Xplora reached a milestone posting full-year EBITDA of NOK 19.2m, the first year with positive earnings in the company's history. 2020 EBITDA was reported at NOK -11.0m. Operating profit was NOK -11.5m in 2021 vs NOK -13.1m in 2020. Profit before tax ended at NOK -13.5m in 2021 compared to a pretax loss of NOK 24.5m in 2020.

XPLORA SERVICES

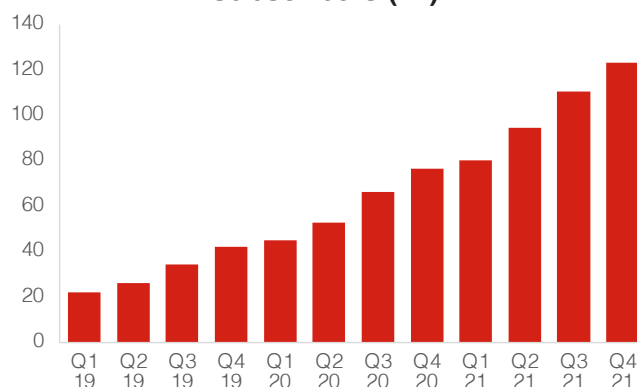
Xplora services comprises the subscriber base driving recurring service revenues, ARR. Xplora exited 2021 with more than 123k subscribers. This marks a growth of 61% from the 77k pro-forma subscribers at the end of 2020. During 2021 gross additions of new subscribers were 75k, up 49%

from gross additions of 50k in 2020. Churn is relatively stable at around 2.5% per month, both over time and between the four different Nordic markets. During 2021 churn amounted to 28k subscribers.

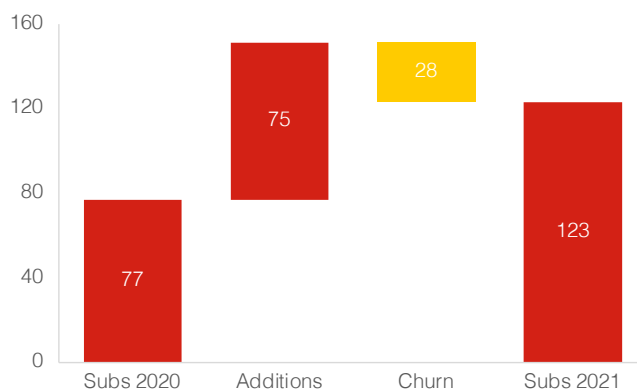
Subscribers by market



Subscribers (#k)



Change in subscribers 2021



Xplora operates as an MVNO (mobile virtual network operator) in the four Nordic markets. Norway, where Xplora has the longest track record, represents the largest subscriber base with 75k subscribers at year-end 2021, up 36% from 55k subscribers at the end of 2020. Xplora's target market to date are children aged 4-10. The subscriber base represents more than 17% penetration in the target market in Norway, up from 12.6% in 2020 and 8.0% in 2019 using UN population statistics.

The number of subscribers in the Swedish market was 31k at the end of 2021, up 86% from 17k at the end of 2020. The subscriber base represents nearly 4% of the current target market, nearly double the penetration at end of 2020. Xplora had a portfolio of 12k subscribers in the Finnish market (+174% y/y) and 5k subscribers in Denmark at the end of 2021. Following a launch of connectivity services in the US market in combination with our telco-as-a-service partner Gigs in Q4 21 Xplora exited the year with close to 1k subscribers in the US. The increase in penetration in the four Nordic countries follows a very similar pattern, time shifted, and the go-to-market strategy is very similar.

BALANCE SHEET

Total assets increased from NOK 543.1m at the end of Q3 21 to NOK 576.7m at the end of Q4 21. Cash and equivalents amounted to NOK 139.8m at Q4 21, an increase of NOK 26.0m from Q3 21 cash balance of NOK 113.8m. Inventories were down from NOK 93.8m at end Q3 21 to NOK 82.5m at end Q4 21 on strong seasonal sales during the fourth quarter. Xplora continues to manage and mitigate supply chain challenges through longer lead times to secure ability to meet demand. Accounts receivable were correspondingly up to NOK 78.3m at Q4 21 from NOK 47.4m at end Q3 21 on strong seasonal sales. Other receivables were down from NOK 30.9m at Q3 21 to NOK 25.8m at Q4 21 on lower prepayments of new factory orders.

Total intangibles were NOK 249.1m at Q4 21, down from NOK 256.2m at Q3 21. Goodwill makes up the largest share of intangible assets at NOK 170.1m, vs NOK 174.7m at Q3 21. Goodwill is amortized over 10 years. The value of acquired customer

contracts was reported at NOK 59.9m at Q4 21, down from 64.5m at Q3 21. Customer contract values are amortized over 4 years. Xplora had fixed assets of NOK 1.1m at Q4 21.

Equity increased by NOK 16.9m on positive retained earnings during the quarter to NOK 401.1m, for an equity ratio of 70%. Long term interest-bearing debt was down NOK 0.7m to NOK 29.9m. Total interest-bearing debt amount to NOK 29.9m (30.5m). Short term liabilities of NOK 109.6m (99.8m) are up on strong new prepaid subscriber volume late in the quarter. They further include a provision for NOK 20m earnout for the acquisition of Xplora Mobile Holding. Please see post quarter events for further details on the earnout.

CASH FLOW

Q4 21 net cash flows from operating activities were NOK 30.9m. Key driver is cash earnings of NOK 27.9m with working capital changes at positive NOK 3.0m.

Capital expenditures from capitalized development costs of NOK 4.4m were the only item in net cash from investing activities in the fourth quarter.

Xplora paid down NOK 0.7m in interest-bearing debt. Net change in cash from financing activities was NOK -0.5m in Q4 21, for a net change in cash of NOK 26.0m. Xplora exited Q4 21 with cash and equivalents of NOK 139.8m, up from NOK 113.8m at Q3 21.

For 2021 net cash flows from operating activities were NOK -27.7m, with cash earnings at 17.2m offset by a working capital buildup of NOK 44.8m. Capex from capitalized development costs totaled NOK 12.1m, which together with the net cash consideration for the acquisition of XMH of NOK -76.9m resulted in net cash flows from investing activities of NOK -89.0m. Net cash flows from financing activities were NOK 138.2m, with net change in equity of NOK 147.8m from the Q1 21 private placement and down payment on debt of NOK 9.1m being the key drivers. Net change in cash for the year was NOK 21.5m with cash balances increasing from NOK 118.2m to NOK 139.8m.

SHAREHOLDERS

Xplora had 39,783,848 shares outstanding at the end of Q4 21, unchanged from the end of Q3 21. The company had 1,327 shareholders at the end of Q4 21, up slightly during the quarter. 10.1% of the shares were held by shareholders outside Norway, up from 7.0% at the end of Q3 21. The 10 largest shareholders held 51.5% of outstanding shares.

POST QUARTER EVENTS

Xplora will release the full earnout of NOK 20m as Xplora Mobile Holdings' results exceed target levels for both EBITDA and free cash flow in 2021. The earnout will be paid in Q1 22.

Xplora attended the CES trade fair in Las Vegas in January and has since followed up by establishing a US office out of New York City. Recruitment for this office is ongoing.

On 11 February 2022 Xplora announced a new major partnership with EE, part of BT's Consumer Business unit, running the UK's biggest and fastest mobile network. EE will market and distribute Xplora X5P through 500 retail outlets and online channels bundled with EE subscription plans.

Top 10 shareholders

Shareholder	Shares	Percent
Passesta AS (1)	5 453 342	13.7%
MK Capital AS (2)	3 310 325	8.3%
Eden AS	2 240 125	5.6%
MP Pensjon PK	1 822 165	4.6%
S. Munkhaugen AS (3)	1 814 325	4.6%
Harmonium Invest AS (4)	1 667 075	4.2%
Citibank, N.A.	1 268 385	3.2%
Commerzbank Aktiengesellschaft	1 117 019	2.8%
Fougner Invest AS	920 750	2.3%
Thunderstorm Invest AS	893 498	2.2%
Top 10 shareholders	20 507 009	51.5%
Others	19 276 839	48.5%
Total	39 783 848	100.0%

Source: VPS as of 31/12/2021

1) Passesta AS is owned by Chairman of the board Tore Engrebretsen

2) MK Capital AS is 50% owned by CEO Sten Kirkbak through Kirkbak Holding AS

3) S. Munkhaugen AS is owned by board member Torkil Munkhaugen

4) Harmonium Invest AS is owned by board member Harald Fr. Hodne Ulltveit-Moe

Board member Bjørn Eide owns 842,576 shares through Esmar AS

Board member Ingrid Elvira Leisner holds 25,000 shares through Duo Jag AS

Board member Kari Bech-Moen owns 6,000 shares through M-Effective Holding AS

Xplora Technologies Group
PROFIT & LOSS

Amounts in NOK	Q4 2021	2021	Q4 2020	2020
Revenue - sales of watches	142 350	339 792	104 233	190 967
Revenue - services/other	33 672	91 594	4 494	9 528
Total Revenue	176 022	431 385	108 727	200 495
Cost of sales	92 057	235 434	69 018	140 621
Gross Profit	83 965	195 952	39 710	59 874
Payroll Expenses	21 797	72 435	12 073	27 352
Other Operating expenses	33 624	104 345	21 275	43 469
EBITDA	28 595	19 171	6 361	-10 947
Depreciation and amortization	10 367	30 686	587	2 215
Operating profit / EBIT	18 177	-11 515	5 775	-13 162
Finance (income)/expenses - net	346	1 176	5 803	7 960
Other finance costs	318	833	399	3 413
Profit (loss) before tax	17 513	-13 523	-427	-24 534
Income tax	-	-	-	-
Net profit (loss)	17 513	-13 523	-427	-24 534

Figures are unaudited. Xplora Mobile Holding was fully consolidated from Q2 21. Purchase price allocation (PPA) calculations are preliminary and may be subject to change.

Xplora Technologies Group
BALANCE SHEET

Amounts in NOK	Q4 2021	Q3 2021	Q4 2020
Fixed assets	1 109	930	416
Goodwill	170 115	174 713	
Customer contracts	59 914	64 523	
Intangible assets	19 075	16 994	6 812
Other LT receivables	160	153	
Financial fixed assets	250 373	257 312	7 228
Accounts receivable	78 333	47 399	27 198
Inventories	82 479	93 763	24 440
Other receivables	25 792	30 866	15 405
Cash & equivalents	139 751	113 796	118 216
Total current assets	216 354	285 825	185 259
Total assets	576 727	543 137	192 487
Total equity	401 135	384 244	127 964
Long term IB debt	29 850	30 500	25 000
Short term IB debt	5	6	2 388
Accounts payable	36 103	28 587	19 699
Other ST liabilities	109 633	99 800	17 436
Total equity and debt	576 727	543 137	192 487

Figures are unaudited. Xplora Mobile Holding was fully consolidated from Q2 21. Purchase price allocation (PPA) calculations are preliminary and may be subject to change.

Xplora Technologies Group
CASH FLOW

Amounts in NOK	Q4 2021	2021	Q4 2020	2020
Profit before tax	17 513	7 382	-426	-24534
Depreciation and amortization	10 367	35 285	587	2215
Working capital changes	3 024	-44 831	23 587	-5793
Net cash from operating activities	30 904	-27 667	23 747	-28112
XMH acquisition	0	-76 921	0	0
Capex	-4 420	-12 125	-2 393	-5691
Net cash from investing activities	-4 420	-89 046	-2 393	-5691
Change in debt	-651	-9 092	-1 064	5680
Change in equity	0	146 770	84 756	130214
Other	121	563	-8 987	3413
Net cash from financing activities	-530	138 249	74 705	139306
Net change in cash and equivalents	25 954	21 535	96 059	105503
Cash and equivalents start of period	113 796	118 216	22 157	12 713
Cash and equivalents end of period	139 750	139 750	118 216	118 216

Figures are unaudited. Xplora Mobile Holding was fully consolidated from Q2 21. Purchase price allocation (PPA) calculations are preliminary and may be subject to change.

Operational Highlights

The fourth quarter is the peak season of the year in our industry, often accounting for more than 40% of the annual sales activity. From an operational point of view our success is determined by how well we are prepared and how efficient the company will be to provide products, manage logistics and scalability related to onboarding of a high number of new users in the quarter. These downstream activities come in addition to marketing execution, often in cooperation with our channel partners in parallel with the underlying growth in our team and preparing for further growth and product development into the next year. The financial results of Q4 21 speak for themselves: we are proud to once again have tested our ability to deliver, under high pressure in the peak season, in a challenging world dynamic.

The high growth in Xplora's sales, activities, operations and team, together with the acquisition of Xplora Mobile Holding has driven forth a need to improve the organizational structure to meet future opportunities. Q4 21 marked the introduction of an Agile organization in Xplora. Initial feedback from employees and teams have been very positive, with key results indicating broader and stronger ownership among our team members to our core value proposition. Further evaluation, improvements and optimizations to our Agile organization will be an ongoing process.

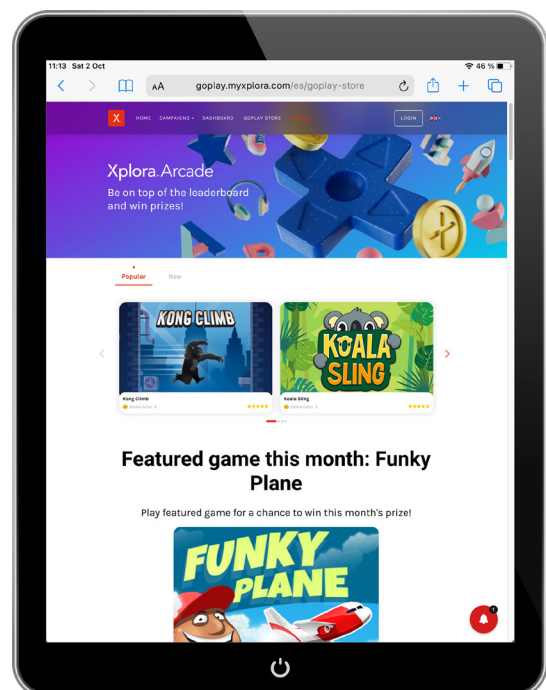
New customer wins include Telefonica /Movistar in Spain which started distributing Xplora's X5P eSIM smartwatch in December. Earlier in the quarter Xplora announced Telia as a new distribution partner for the X5P eSIM in Sweden. Xplora X5P eSIM is now being sold in Germany, Hungary, Austria, Sweden and Spain. Other key wins during the quarter include Media Markt and ECI stores in Spain, Coolblue and Makro in the Netherlands, Harvey Norman in Ireland and Aldi Nord in Germany.

During the fourth quarter Xplora completed the systems review process and has initiated a significant ERP systems upgrade process. The first two major components of the systems upgrade are anticipated to be running by the end of Q2 2022.

Q4 21 was no different as to providing supply chain challenges compared to previous quarters in 2021 and 2020. Component supply is constrained, lead times longer, and transportation and freight markets highly volatile, with intermittent lockdowns. In China the government power shutdowns across 10 regions caused delays in some deliveries. Despite these external challenges, Xplora has secured delivery capacity and all required components and stock availability in all markets during the quarter,

thanks to the efforts of our growing supply chain team based out of Oslo.

Due to the high sales activity and stress on the organization there are usually few new technological introductions during the fourth quarter. In Q4 21 the development team invested in stabilizing systems to handle peak traffic. The team further completed a systems upgrade setup to process dynamic traffic handling and optimize Amazon Web Services (AWS) costs and completed penetration tests on systems and implemented further security enhancements including Log4j vulnerability. We introduced the first live test of our auction service in the Goplay store, enabling children to bid on products using their Xplora coins awarded by their physical activity. We expanded Goplay Arcade with 13 new titles during the quarter to a total of 63 and completed the first round of live beta-testing of Xplora Pay service and improved user experience.



Our sales and marketing team had a very active Q4, building further brand and product awareness together with our key channel partners. We continued our close collaboration and joint marketing efforts with Elkjøp in Norway, demonstrating success and strong sales out. In the German market we continued with TV campaigns in collaboration with activities from D Telekom. Xplora launched new Goplay campaigns with Boss Baby 2 (Universal Studios), and Sonic Colors Ultimate (Sega) and

completed our first Norwegian collaboration with the movie success Cinderella (Nordisk Film / Storm Studios). We launched another UN sustainable development goal project with UNICEF Kid Power enabling kids to help other kids. The UNICEF Goplay campaign ran in November and December. The campaign reached the ultimate goal of collecting the equivalent of 10 million bottles of water, giving 4,000 children one year supply of clean drinking water.

Xplora allows Kids to help other kids

BY XPLORA | APRIL 13, 2021

Xplora and UNICEF USA Partner to Promote Kids' Physical Activity and Save Lives

unicef **KID POWER** for every child

Did you know?

- Over 700 children under age 5 die every day of preventable diseases due to lack of adequate water and sanitation.
- When children don't have access to clean water, it makes it hard to learn, play, and stay healthy. They're hungry and feeling dirty. They miss school more often than they should.
- 3 billion people do not have access to clean water.

Donate 2000 bottles of clean water

PÅ KINO NÅ

Xplora

BLI MED ASKEPOTT PÅ ET MAGISK EVENTYR!

SONIC COLOURS ULTIMATE OUT NOW

Xplora

JOIN SONIC IN THE HIGH-SPEED ADVENTURE OF A LIFETIME!

7 SEGA

www.pegi.info

©SEGA

Outlook

Xplora aims to reinforce its market lead in the market for connected smartwatches and parental guided services in 2022. The company has embarked on its most ambitious product and service roadmap through 2021, and in 2022 our smartwatch portfolio will be renewed and extended with a number of new features, a wider range of accessories and broader service offerings.

Xplora will take further ownership to smartwatch IP through own development based on an OEM strategy. This is also a strategic step to mitigate supply chain challenges.

The revenue streams and contribution generated from connectivity services are gaining increasing importance for the group. We will relentlessly focus on building the recurring revenue streams further. Connectivity services provide an important gateway to build direct customer relations, introduce new services and increase customer lifetime value. Xplora will adapt the service rollout and introduce new services gradually throughout 2022, and

will introduce services and applications that are anticipated to extend the customer lifetime and expand the target group.

Xplora is securely funded to deliver on its growth ambitions. For 2022 revenue growth is expected up at least 50% with improved profitability on scaling of operations. Growth rates are expected to accelerate through the year, with the lowest year-on-year growth in the first quarter. Capital expenditures are expected to rise to NOK 30-35m in 2022 as the company invests in new ERP systems, OEM development and continues to develop new software solutions and services.



Disclaimer

This report has been produced by Xplora Technologies AS (the “Company”) for information purposes only and does not in itself constitute, and should not be construed as, an offer to sell or a solicitation of an offer to buy any securities of the Company in any jurisdiction. The distribution of this report may be restricted by law in certain jurisdictions, and the recipient should inform itself about, and observe, any such restriction. Any failure to comply with such restrictions may constitute a violation of the laws of any such jurisdiction.

This report includes and is based, inter alia, on forward-looking information and contains statements regarding the future in connection with the Company’s growth initiatives, profit figures, outlook, strategies, and objectives. All forward-looking information and statements in this report are based on current expectations, estimates and projections about global economic conditions, the economic conditions of the regions and industry in which the Company operates. These expectations, estimates and projections are generally identifiable by statements containing words such as “expects”, “believes”, “estimates” or similar expressions. Important factors may lead to actual profits, results and developments deviating substantially from what has been expressed or implied in such statements. Although the Company believes that its expectations and the report are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved or that the actual results will be as set out in the report.

The Company is making no representation or warranty, expressed or implied, as to the accuracy, reliability or completeness of this report, and neither the Company nor any of its directors, officers or employees will have any liability to you or any other persons resulting from your use.

This report speaks as at the date set out on herein and will not be updated. The following slides should also be read and considered in connection with the information given orally during the report. This report is subject to Norwegian law, and any dispute arising in respect of this report is subject to the exclusive jurisdiction of Norwegian courts.

