

Q4

Xplora Quarterly Report 2024
Quarter 4 | October 1 - December 31



Xplora's mission:
To give children a safe onboarding
to digital life and encouraging
a better balance between screen
time and physical activity.

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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.

Our product portfolio includes smartwatches for children, connectivity (mobile subscriptions) and premium services that encourage physical activity through an online platform where children can convert steps into awards. Our broad portfolio of connected products and services allows families to connect with their loved ones and delay children's exposure to digital platforms, while increasing their everyday activity. Headquartered in Oslo, Xplora has offices in four Nordic countries, Germany, Spain, the US, and the UK, where our engineering team is based. Additionally, the Company has Mobile Virtual Network Operator (MVNO) operations in 9 markets.

Building on our success in the kids' market, Xplora is now expanding its reach into the senior segment. Complementing this expansion, our SaaS division is enhancing the company's offerings with SIM – and software services for both B2B and B2C markets, broadening our reach and diversifying our impact.

Q4 FAST FACTS



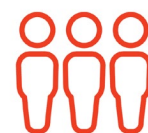
**Total revenue
NOK 243m**



**Service revenue
NOK 77m**



**MVNO
In 9 markets**



100 FTE

The Quarter at a Glance

MESSAGE FROM THE CEO

As we close 2024, we can proudly say that we delivered on the targets communicated at the beginning of the year. We exceeded our stated revenue growth target and increased profitability. Xplora ended the year with a record-high cash position of NOK 235m, strengthening our ability to invest strategically. In addition, our EBITDA doubled from 2023, driven by service revenue growth in every single quarter, bringing us closer to our target of one million subscriptions.

Throughout 2024 we delivered on several key financial targets with strong sales, growing service revenue, and disciplined cost management. Our annual Average Selling Price (ASP) improved by 4% following sharp strategic focus throughout the year, streamlined business model, and strong sales performance. ASP slightly reduced in Q4 24 due to older inventory being cleared at lower prices. We sold half a million devices during 2024, contributing to total revenue growth of 18%, exceeding our stated revenue growth target of 15%. Service revenue maintained its strong growth trajectory, supported by a solid net growth in total subscriptions of 101k year-over-year. With operating expenses and capex in line with expectations, we achieved an annual EBITDA of NOK 72m, with an EBIT of NOK 12m, marking our first positive full year EBIT since Xplora's IPO.

During the fourth quarter we announced a strategic partnership with Human Mobile Device (HMD) to expand into the youth phone market. This partnership aims to help families manage screen time and promote positive digital habits, supporting mental well-being. We finalized our Mobile Virtual Network Operator (MVNO) setup in the US, marking

our ninth MVNO agreement to date and further strengthening our market position in the region. Finally, we made significant progress in the acquisition of Doro AB during Q4 24, launching the unconditional offer in November and securing approval from the Swedish Inspectorate of Strategic Products (ISP) at the end of December 24, preparing for the deal to close in 2025.

Reflecting on Xplora's journey from its founding days, we can proudly say that we have made great strides, transitioning from a kids' product company to a Family IoT company with a device and service ecosystem. As we turn the page to 2025, we embark on a new chapter. The acquisition of Doro AB marks a transformational milestone, strengthening our capacity to scale and unlock new opportunities for growth.

With a robust recurring revenue base, a proven strategy, and strong cash position from a remarkable 2024, we are strongly positioned for the year to come. Leveraging the combined strength of Xplora and Doro, we aim to realise significant revenue synergies and once again achieve what we have done before – growing our revenue tenfold from where Xplora stood at its stock exchange debut in 2020.

Sten Kirkbak



Q4 24 HIGHLIGHTS

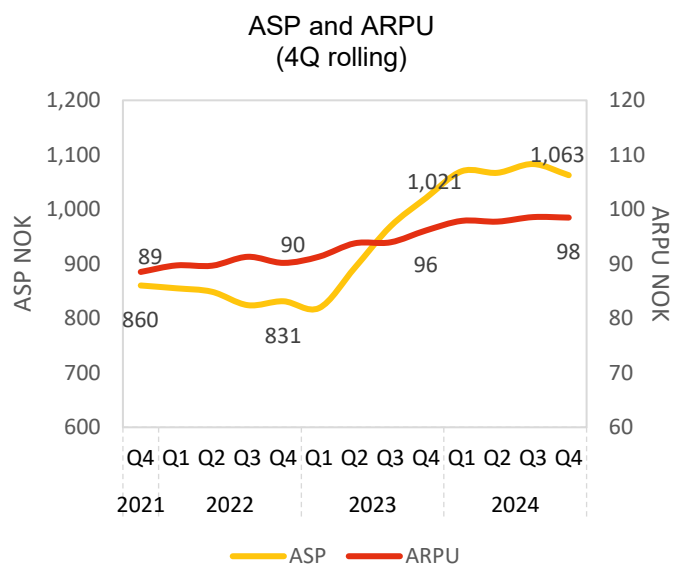
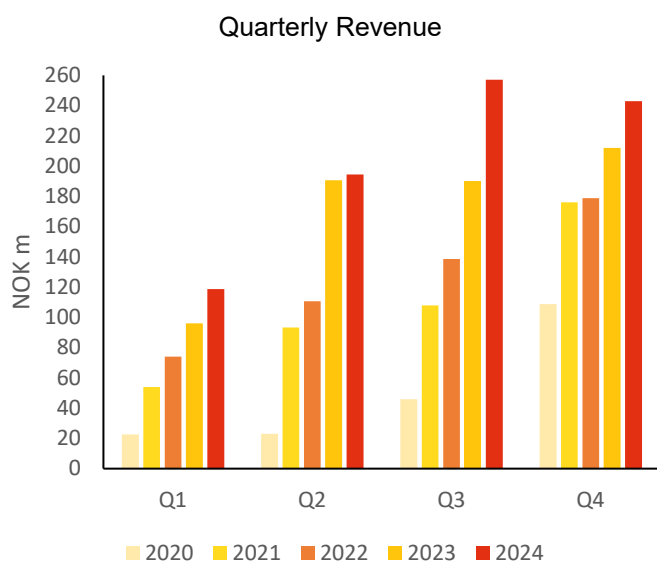
- Group revenues +15% y/y to NOK 242.9m
- Recurring service revenues +28% y/y to NOK 77.1m, translating to an ARR of NOK 308.4m
- 358k subscriptions, up 39% y/y, of which 258k are connectivity subscriptions, 20k are B2B subscriptions, 5k are service fee subscriptions and 75k are premium service subscriptions
- Gross profit +17% y/y to NOK 115.9m
- Positive EBITDA of NOK 23.0m
- NOK 235.1m in cash and cash equivalents, up NOK 58.4m since the previous quarter end

KEY FIGURES

Amount in NOK millions	Q4 2024	Q4 2023	FY 2024	FY 2023
Device revenue	166	151	533	477
Service revenue	77	60	281	210
Total revenue	243	212	813	689
Growth y/y	15%	19%	18%	37%
Gross profit	116	99	406	332
Gross margin	48%	47%	50%	48%
EBITDA	23	12	72	34
CAPEX	-5	-6	-20	-23
Device unit sale (k)	167	145	501	467
Subscriptions (k)	358	257	358	257
Shares outstanding (million)	44	42	44	42

Quarterly figures are unaudited.

FINANCIAL GRAPHS





Xplora achieved a positive EBITDA of NOK 23m in Q4 24, and NOK 72m in 2024, doubling from 2023.

Xplora Technologies Group Financials

2024 marked another great year for Xplora with improved profitability and EBITDA growth of 113% y/y to NOK 71.9m. Revenues grew by 18% y/y to NOK 813.3m in 2024, exceeding the stated revenue growth target of 15% by 3 percentage points. The growth was driven by the sale of over half a million smartwatches (501k) in addition to 101k net growth in total subscriptions y/y. Service revenues from outside the Nordics accounted for 14% of total service revenue in 2024, as such reaching another target outlined in the Q1 24 report. We also achieved a positive EBIT of NOK 12.2m in 2024, the first positive full year EBIT result since the IPO in 2021. Xplora exited the year with a strong cash balance of NOK 235.1m, up NOK 97.6m from Q4 23.

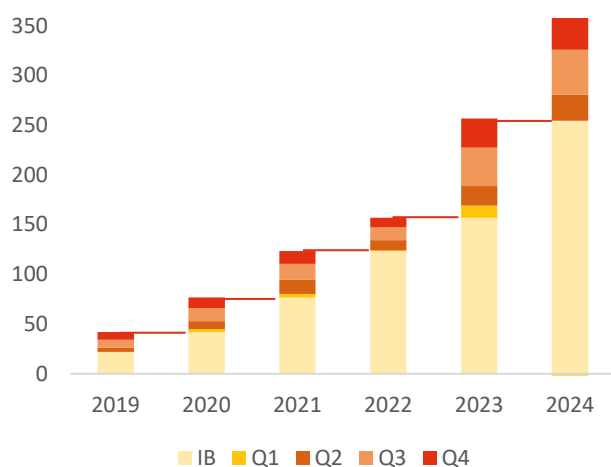
Q4 24 PROFIT & LOSS

In Q4 24 Xplora's group revenue came in at NOK 242.9m, up 15% y/y from NOK 212.1m in Q4 23. The total subscription base ended at 358k, an increase of 39% or 101k y/y from 257k in Q4 23. Recurring service revenue grew 28% y/y from NOK 60.1m in Q4 23, to NOK 77.1m in Q4 24. Xplora exited the quarter with an ARR of NOK 308.4m, up from NOK 240.3m in Q4 23. The trailing 12-month (TTM) ARPU continued at the same favorable level at NOK 98.

Xplora set a new unit sales record of 167k smartwatches in Q4 24, the highest number of units sold in a single quarter to date. This compares to 145k in Q4 23. Device revenue ended at NOK 165.8m in the quarter, up 10% y/y from NOK 151.4m in Q4 23. TTM ASP ended at NOK 1,063, up from NOK 1,021 in Q4 23.

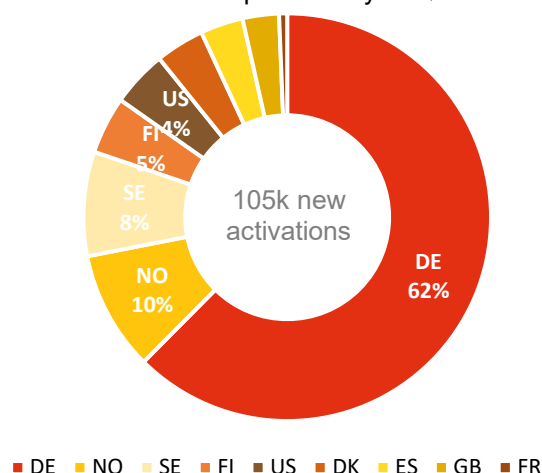
As part of its sales and distribution network Xplora is using distributors to supply several European countries. As a result, booked revenue may not directly reflect sales by country. To best illustrate geographic sales performance, the company has therefore chosen to report on both smartwatch sales and end-user activations. End-user activation is the number of watches that are activated for the first time by an end-user. This metric only accounts for initial watch activations and does not consider subscriptions.

Subscription Base (k)



Xplora continues to deliver on its strategy to increase connectivity operations outside of the Nordics. As a result, non-Nordic regions grew service revenues by 136% y/y. The Nordics constituted 83% of total service revenue in Q4 24, compared to 91% in Q4 23. Broken down by countries in the Nordics, service revenues were NOK 32.3m in Norway, NOK 17.2m in Sweden, NOK 7.7m in Finland and NOK 6.8m in Denmark. Germany's service revenue surpassed Denmark in the fourth quarter reaching NOK 6.9m in Q4 24, NOK 4.5m improvement y/y from NOK 2.4m in Q4 23. This represents the first quarter in Xplora's history where a country outside of the Nordics entered the top 4.

Watch activations per country in Q4 2024



Xplora had a total of 105k new end-user activations during Q4 24, compared to 110k activations in Q4 23. The highest number of activations was seen in Germany, with 66k activations. Norway ended the quarter with 10k activations, followed by Sweden with

9k activations. The fourth largest contributor with 5k activations was Finland. For the second quarter in a row the US is top five with 5k activations in Q4 24.

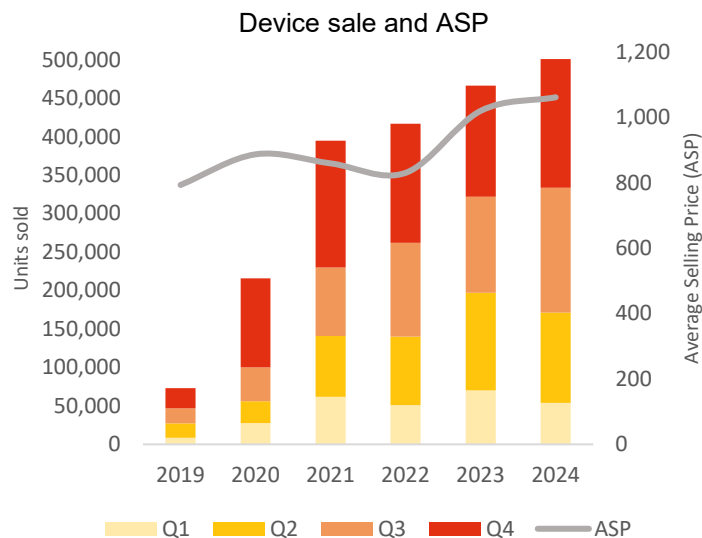
Gross profit ended at NOK 115.9m in Q4 24, yielding a gross margin of 48%. This was an improvement from NOK 99.4m and a gross margin of 47% in Q4 23. Gross margin per revenue line in Q4 24 was 31% for device revenue and 83% for service revenue. The gross margin reported excludes marketing, selling and distribution costs. Gross margin from device sales is exposed to the current EUR/USD exchange rate.

Total operating costs came in at NOK 93.0m in Q4 24, compared to NOK 87.8m in Q4 23. Xplora is realizing operational leverage with operating costs as a percentage of sales reducing from 41% in Q4 23 to 38% in Q4 24. Employee expenses ended at NOK 32.1m in Q4 24, including NOK 4.2m in share-based compensation. This is compared to Employee expenses of NOK 29.1m in Q4 23, which included NOK 2.5m in sales commission and bonus accruals. Marketing expenses were NOK 24.6m in Q4 24, a decrease from NOK 24.9m in Q4 23. Marketing as a percentage of revenue is down from 12% in Q4 23 to 10% in Q4 24. Other operating costs were NOK 36.2m in Q4 24, up from NOK 33.8m in Q4 23. At the end of Q4 24, Xplora had 100 full-time equivalents (FTE), unchanged from 100 FTE in Q3 24.

EBITDA grew by 97% to NOK 23.0m in Q4 24 compared to NOK 11.7m in Q4 23. Depreciation and amortization were NOK 15.2m, down from NOK 15.3m in Q4 23, largely consisting of NOK 9.4m in amortization from the acquisition of Xplora Mobile. EBIT ended at positive NOK 7.7m in Q4 24, compared to negative NOK 3.6m in Q4 23.

2024 PROFIT & LOSS

In 2024, Xplora's consolidated group revenues reached NOK 813.3m, a growth of 18% y/y and 3 percentage points above the stated CAGR target of 15%. Xplora's device revenue increased by 12% from NOK 476.6m in 2023 to NOK 532.7m in 2024. The growth in device revenue was driven by unit sales growth of 7% y/y, reaching 501k smartwatches sold in 2024. Additionally favorable exchange rates and the Legacy transition where Xplora focus on new and higher-quality models sold at higher prices drove average selling price (ASP) by 4% from NOK 1,021 in 2023 to NOK 1,063 in 2024.



Following another strong year of subscription growth recurring service revenue ended at NOK 280.6m in 2024, up 33% from NOK 210.2m in 2023. Total service revenue from outside of the Nordics reached 14% of total service revenue in 2024. As such, we reached the upper end of our 10%-15% target, as stated in the Q1 24 report.

Gross profit ended at NOK 405.7m for a margin of 50% in 2024. This is a NOK 73.4m improvement compared to NOK 332.3m and a margin of 48% in 2023. Service revenues yielded 83% gross margin, unchanged from 83% in 2023, driving NOK 59.0m of the gross profit improvement. Increasing the share of high-margin service revenues has been a key driver of the profitability over the previous years.

Group operating costs amounted to NOK 333.9m in 2024, a 12% increase from NOK 298.6m in 2023. As a percentage of revenue, operating costs decreased from 43% in 2023 to 41% in 2024.

Salaries and employee expenses remained the largest operating cost at NOK 128.1m in 2024, including bonus accruals and management incentive programs. Marketing costs were NOK 81.3m, up 13% from NOK 72.1m in 2023. As a result, marketing cost as a percentage of revenue equaled 2023 at 10%. Other operating costs grew from NOK 113.2m in 2023 to NOK 124.5m in 2024.

EBITDA continues on a positive trajectory from 2023 ending at positive NOK 71.9m, equivalent to a margin of 9%. This is up 113% y/y, compared to NOK 33.7m and a margin of 5% in 2023. For the first time since the IPO in 2021, Xplora ended the year with a positive EBIT at NOK 12.2m. This represented NOK 35.0m

improvement from negative NOK 22.8m in 2023. Profit before tax was negative NOK 2.4m in 2024, up NOK 27.2m, from negative NOK 29.6m in 2023.

The company reports in NOK and is exposed to exchange rate fluctuations from its operations in 9 countries with different currencies. The NOK remained weak against most relevant currencies, and the company experienced a boost in both revenue and costs due to exchange rate changes during 2024. In sum, margins remained relatively stable.

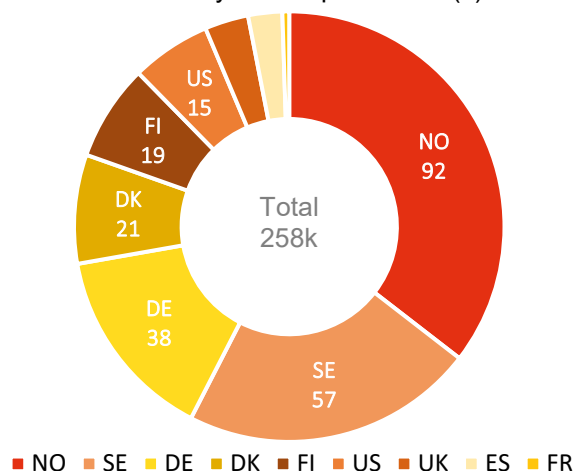
The EUR/USD exchange rate positively affected the gross margin as the cost of watches is paid in USD while a high proportion of revenue comes from EUR. The average EUR/USD rate for 2024 was approximately 1.08, contributing to a favorable currency effect. However, the rate declined to around 1.05 in December, resulting in a less favorable effect for the quarter. Geopolitical factors, including trade policy signals from the US, had limited impact on Xplora's Q4 24 results. The company remains committed to active risk management through hedging.

XPLORA AS A SERVICE PROVIDER

Xplora operates as an MVNO in Norway, France, Spain, UK, Denmark, Sweden, Finland, Germany and recently in the US with the US MVNO setup completed in Q4 24. Xplora exited Q4 24 with 358k subscriptions, an increase of 10% from Q3 24 and up 101k y/y from 257k subscriptions at the end of Q4 23. The total subscription base is comprised of 258k connectivity subscriptions, 20k B2B service revenue subscriptions, 5k service fee subscriptions and 75k premium service subscriptions.

In the Nordics Xplora had a total of 188k connectivity subscriptions at the end of Q4 24, equivalent to 9% growth y/y. Broken down by geography the quarter ended at 92k subscriptions in Norway, 57k in Sweden, 19k in Finland and 21k in Denmark.

Distribution of the Q4 24 connectivity subscription base (k)



Outside the Nordics, Xplora had 70k connectivity subscriptions at the end of Q4 24. This represented an increase of 113% y/y from 33k in Q4 23 and up 24% q/q from 56k in Q3 24. The two largest markets outside the Nordics were Germany with 38k subscriptions, followed by the US with 15k. For the fourth quarter in a row Germany was the market with the largest net growth both q/q and y/y as the connectivity subscription base increased by 10k q/q and 25k y/y, equal to a 192% growth y/y. This makes Germany our third largest market with respect to mobile subscriptions. The UK subscription base doubled y/y from 4k in Q4 23 to 8k in Q4 24. Spain grew by 268% y/y, from 2k in Q4 23 to 7k in Q4 24.

The subscription base represented an average market penetration of 9% of children aged 4-10 in the Nordic markets. The implicit market share is 18% in Norway, 9% in Finland, 6% in Sweden and 5% in Denmark.

BALANCE SHEET

Total assets increased to NOK 577.9m at the end of Q4 24, from NOK 558.4m at the end of Q3 24. The increase was largely due to positive net cash from operations and increased short-term debt, increasing cash and cash equivalents by NOK 58.4m.

Inventories remained at a stable level of NOK 80.9m, from NOK 80.1m in Q3 24. Xplora have improved inventory management during 2024 and reduced inventory from NOK 108.0m in Q4 23, entering Q1 25 with more favorable inventory levels. Accounts receivable was NOK 43.9m in Q4 24, compared to NOK 41.5m in Q3 24. Other receivables decreased from NOK 64.2m in Q3 24, to NOK 32.7m in Q4 24.

Other receivables mainly consisted of prepaid goods not received and VAT on imported goods.

Cash and cash equivalents increased by NOK 58.4m q/q from NOK 176.7m in Q3 24, to NOK 235.1m in Q4 24. The increase is mainly due to changes in working capital and higher utilization of the supply chain financing. Consolidated equity was NOK 348.6m for an equity ratio of 60% at the end of Q4 24, compared to an equity of NOK 345.8m in Q3 24 for an equity ratio of 62%.

Total non-current assets ended at NOK 185.3m in Q4 24, compared to NOK 195.8m in Q3 24. The largest component of non-current assets was goodwill at NOK 119.1m, down from NOK 123.9m in Q3 24. The estimated value of remaining customer contracts was NOK 4.6m, down from NOK 9.2m in Q3 24. NOK 45.1m in non-current assets was capitalized development costs, down from NOK 45.7m in Q3 24.

Total interest-bearing debt was NOK 89.6m in Q4 24, up from NOK 65.6m in Q3 24. Accounts payable amounted to NOK 49.3m at the end of Q4 24, down from NOK 64.8m at the end of Q3 24. Other current liabilities, consisting of deferred income and accruals ended at NOK 90.4m, up from NOK 82.2m in Q3 24.

CASH FLOW

Net cash flow from operating activities was positive NOK 39.7m in Q4 24, compared to NOK 24.4m in Q4 23. Changes in working capital gave a positive cash effect of NOK 21.3m in Q4 24, largely driven by a decrease in other receivables and an increase in other current liabilities. In Q4 23 changes in working capital gave a positive cash effect of NOK 9.8m.

Cash from investing activities amounted to negative NOK 5.2m in Q4 24, mainly consisting of capex investments in product- and platform development. This compares to negative NOK 5.8m in Q4 23.

Cash flow from financing activities was positive NOK 23.9m in Q4 24, including a NOK 2.1m downpayment to Innovation Norway and a draw on the supply chain financing facility of NOK 26.0m. In Q4 23, cash flow from financing activities was positive NOK 2.3m.

In total, net change in cash was positive NOK 58.4m during Q4 24, compared to NOK 20.8m in Q4 23. Xplora ended the quarter with a cash balance of positive NOK 235.1m, up 71% y/y compared to NOK 137.4m in Q4 23.

SHAREHOLDERS

Xplora had 44,156,619 shares outstanding at the end of Q4 24, unchanged from the end of Q3 24. The company had 1,171 shareholders at the end of Q4 24 vs 1,069 shareholders at the end of Q3 24. 5.4% of shares were held by investors outside Norway at the end of Q4 24, up from 4.9% in Q3 24. The 20 largest shareholders held 67.7% of shares outstanding at the end of Q4 24. Please see note 4 Share capital and shareholder information for further details.

POST QUARTER EVENTS

On January 13, 2025, Xplora announced the outcome of its public offer to the shareholders of Doro AB, initially reporting 93.33% acceptance. However, on January 15, 2025, the company issued a correction, clarifying that the accurate acceptance level was approximately 88.32%. This discrepancy was due to circumstances beyond Xplora's control, involving an incorrect number of shares registered for acceptance by a nominee bank. Despite this adjustment, Xplora declared the offer unconditional and proceeded with the acquisition as planned.

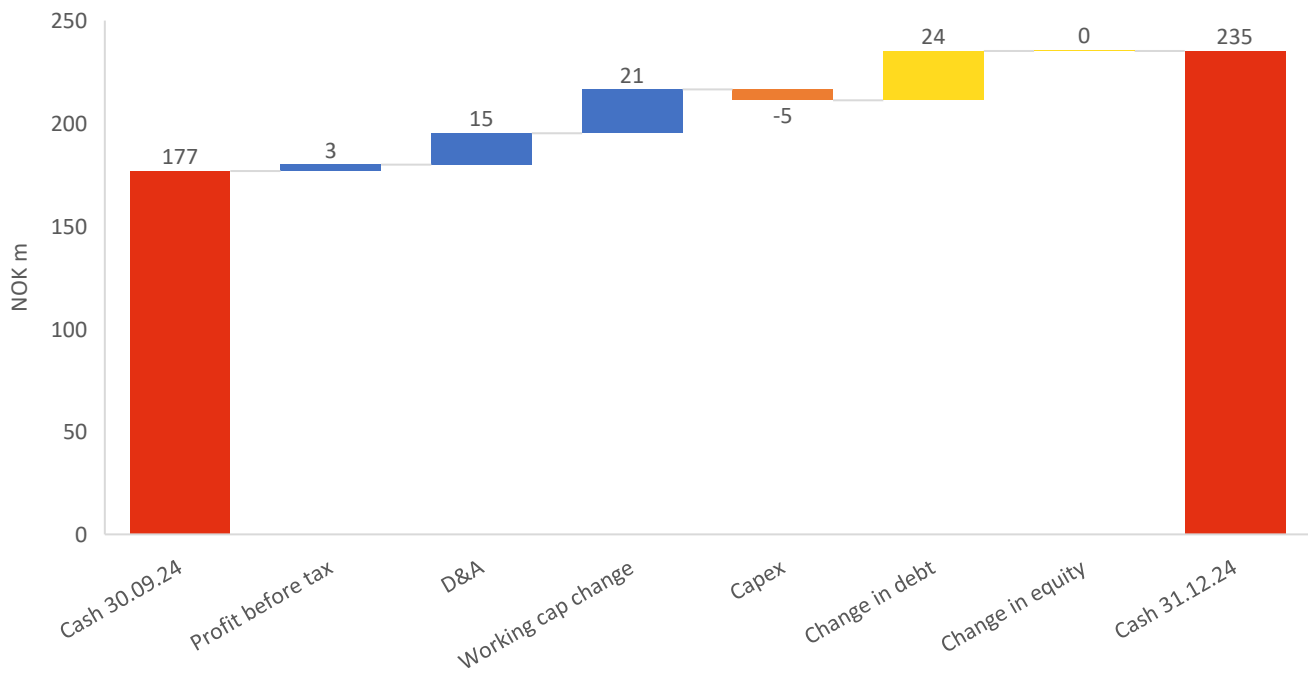
As part of the acquisition, Xplora took on a loan of NOK 890m to settle the share purchase. The loan is fully financed on commercial terms.

Following its public offer to the shareholders of Doro AB, Xplora, as the largest shareholder, requested that the Board of Directors in Doro convene an Extra Ordinary General Meeting. On February 5, 2025, Doro issued a notice for the meeting, scheduled for February 28, 2025, in Stockholm. Xplora put forward proposals to restructure the Board, including changes to its composition and adjustments to board remuneration.

As of 27 February 2025, Xplora owns 89.6% of the 24,382,105 shares available in the market. Xplora intends to continue its work towards acquiring all remaining shares in Doro AB. Xplora and Doro signed an LOI for an agreement enabling pre-installments of Xplora SIM-cards on Doro phones starting in the second quarter 2025.

On January 3, 2025, Xplora granted 324,675 share options to CEO Sten Kirkbak, bringing his total to 550,000 options. The exercise price is NOK 31.30 per share, with a vesting period of three years and an expiration after six years. The total outstanding share options remain within the 7.5% limit of total shares.

Q4 2024 Cash Flow



Q4 2024 Operational Highlights

In Q4 24, Xplora strengthened its growth strategy through several achievements across key business areas. The completion of its ninth MVNO setup in the US strengthens Xplora's ability to offer high-margin connectivity solutions directly to a broader customer base. The strategic partnership with Human Mobile Device (HMD) marked the company's entry into the youth phone market, broadening Xplora's product offerings and accelerating its subscription growth. Progress in the acquisition of Doro AB further reinforces Xplora's commitment to expanding its market presence and delivering long-term value.

XPLORA'S NINTH MVNO COMPLETED

In Q4 24 Xplora completed its MVNO setup in the US, following the announcement of its ninth MVNO earlier this year. This milestone represents a significant step in Xplora's growth strategy, strengthening Xplora's ability to deliver seamless connectivity solutions directly to customers in the vast US market, beginning with the launch of the X6Play kids' smartwatch on AT&T's secure network.

With an MVNO agreement, Xplora can offer its own connectivity and service solutions, generating higher revenue with higher margins compared to other agreements.

HMD PARTNER AGREEMENT

This quarter Xplora announced its strategic partnership with Human Mobile Device (HMD), to enter the youth phone market, advancing towards the goal of one million subscriptions. Through this collaboration, Xplora will launch youth-focused features and smartphones equipped with its family IoT platform and

parental controls. This partnership aims to empower families to better manage screen time and promote positive digital habits, supporting mental well-being.

The first showcase of these products and services is planned for Mobile World Congress in March 2025.

DORO AB ACQUISITION

During Q4 2024, Xplora published an offer document for the recommended public offer to the shareholders of Doro AB. The Swedish Inspectorate of Strategic Products (ISP) initiated a review on 7 November, leading Xplora to extend the acceptance period to 7 February 2025. On 20 December, ISP resolved to conclude its review and dismiss the notification as Doro is not considered to conduct such protectable activities referred to in the Foreign Direct Investment Review Act (2023:560). With ISP's decision, Xplora proceeded by shortening the acceptance period to 13 January 2025. This regulatory clearance allowed Xplora to proceed with the acquisition.



Building on our success in the kid's market, Xplora is now expanding to new family IoT categories such as Senior and a B2B (business2business) SaaS (Software as a service) offering.

Outlook

Xplora outperformed its 2024 revenue target and more than doubled EBITDA compared to the previous year. The company is driving device sales at higher prices, increasing high-margin recurring revenues from a growing subscription base, and maintaining disciplined cost control. With a strong financial position and sharply improved margins and profitability in the existing business, Xplora is ready to develop the strategic opportunities that will drive its growth journey for the years to come.

Moving into 2025, Xplora enters a transformative new chapter as the strategic scope is expanded to leverage the connectivity platform to the Senior and Youth markets in addition to the existing Kids market. The acquisition of Doro and strategic partnership with HMD strongly support Xplora's ambition to reach one million subscriptions over the coming years.

The acquisition of Doro AB in the Senior market more than doubles the company's revenue base, triples EBITDA, and opens multiple new growth avenues for the combined company. With annual sales of more than 1.5 million devices across 20 geographical markets, Doro adds significant potential for high-margin revenue expansion through the deployment of Xplora SIM cards and service offerings across Doro's substantial customer base. The growth potential for the combined company is further supported by the MVNO setup announced in the US in the fourth quarter 2024, which expands the market reach and ability to serve customers on a global scale.

The strategic partnership with Human Mobile Device (HMD) will mark the entry into a third segment in the Youth market and further broaden the product offering, accelerate subscription growth, and expand distribution channels. The first showcase of products and services planned for the Mobile World Congress in Barcelona in March 2025.

Moving forward, Xplora maintains the long-term ambition for 15% annual growth for its existing business and see the entry into the Youth market as an important step to maintain growth and boost customer lifetime value as the kids move on from watches to smartphones. At the same time, the entry into the Senior market with the acquisition of Doro establishes a strong platform for growing high-margin recurring revenues. Xplora will report financial results for the combined entity starting in Q1 2025.



Xplora Technologies Group
PROFIT & LOSS

NOK '1000	Note	Q4 2024	Q4 2023	FY 2024	FY 2023
Device revenue		165,832	151,382	532,713	476,579
Service revenue		77,095	60,078	280,614	210,248
Other revenue		0	653	0	2,272
Total Revenue		242,927	212,113	813,327	689,099
Cost of sales		126,998	112,690	407,589	356,785
Gross Profit		115,929	99,423	405,738	332,314
Employee expenses	2	32,123	29,093	128,107	113,349
Marketing expenses		24,610	24,856	81,252	72,106
Other operating expenses	3	36,240	33,813	124,521	113,191
EBITDA		22,956	11,661	71,859	33,668
Depreciation and amortization		5,843	5,129	22,205	18,491
Amortization of Goodwill and Customer contracts*		9,373	10,137	37,493	38,027
Operating profit / EBIT		7,739	-3,605	12,161	-22,849
Finance (income)/expenses - net		4,601	-2,929	14,538	6,771
Profit (loss) before tax		3,138	-675	-2,376	-29,620
Income tax		-3,560	8,289	-3,560	8,260
Net profit (loss)		-422	7,614	-5,937	-21,360

Quarterly figures are unaudited.

*Amortization of Goodwill and Customer contracts are relating to the amortization of the Xplora Mobile acquisition

Xplora Technologies Group
BALANCE SHEET

NOK '1000	Note	Q4 2024	Q3 2024	Q4 2023
Fixed Assets		951	1,137	1,456
Goodwill		119,110	123,874	138,167
Customer Contracts		4,609	9,218	23,044
Intangible Assets		44,133	44,572	45,794
Deferred Tax Asset		10,738	11,606	10,947
Other long-term receivables		5,742	5,359	6,577
Total Non-current assets		185,283	195,765	225,985
Accounts receivable		43,932	41,540	38,760
Inventories		80,944	80,103	107,998
Other receivables		32,698	64,232	36,672
Cash & equivalents		235,067	176,715	137,433
Total Current assets		392,641	362,590	320,863
Total Assets		577,924	558,355	546,848
Total Equity	6, 7	348,640	345,772	337,793
Debt to credit institutions		6,250	8,333	14,583
Total long-term debt		6,250	8,333	14,583
Short-term debt to credit institutions		83,317	57,316	55,303
Accounts payable		49,287	64,774	47,423
Other current liabilities		90,430	82,159	91,746
Total Short-term debt		223,034	204,250	194,471
Total Equity and debt		577,924	558,355	546,848

Quarterly figures are unaudited.

Xplora Technologies Group
CASH FLOW

NOK '1000	Note	Q4 2024	Q4 2023	FY 2024	FY 2023
Profit before tax		3,138	-675	-2,376	-29,620
Depreciation and amortization		5,843	5,129	22,205	18,491
Amortization of Goodwill and Customer contracts		9,373	10,137	37,493	38,027
Working capital changes *		21,298	9,765	40,671	33,357
Net cash flow from operating activities		39,653	24,355	97,992	60,254
Capex *		-5,218	-5,771	-20,039	-22,787
Net cash flow from investing activities		-5,218	-5,771	-20,039	-22,787
Change in debt		23,918	-15,355	19,681	31,573
Proceeds from share issue		0	17,500	0	17,500
Other		0	121	0	485
Net cash flow from financing activities		23,918	2,266	19,681	49,558
Net change in cash and cash equivalent		58,353	20,851	97,634	87,025
Cash and cash equivalents at start of period		176,715	116,582	137,433	50,409
Cash and cash equivalents at end of period		235,067	137,433	235,067	137,433

Quarterly figures are unaudited.

* Q4 23 and FY 23 differ from the Q4 23 report due to a correction made in the annual report. The correction reclassified a portion of deferred tax assets from Capex to working capital. The net change in cash and cash equivalents was unaffected.



NOTES

NOTE 1 GENERAL AND BASIS OF PREPARATION

Xplora Technologies AS is a Norwegian public limited liability company listed on Euronext Growth Oslo under the ticker XPLRA. The company's head office is located at Nedre Slottsgate 8, 0157 Oslo, Norway.

The condensed interim financial statements for the three months ending on 31 December 2024 have been prepared in accordance with the Norwegian Accounting Act (NGAAP) and generally accepted accounting principles. The accounting principles applied in preparing this interim financial statement are consistent with the annual report as of 2023. All interim financial statements are unaudited.

The preparation of the interim accounts entails the use of valuations, estimates and assumptions that affect the application of the accounting policies and the amounts recognized as assets and liabilities, income, and expenses. The actual results may deviate from these estimates. The material assessments underlying the application of the Group's accounting policy and the main sources of uncertainty are the same as for the consolidated accounts for 2023.

NOTE 2 PERSONNEL EXPENSES AND REMUNERATION

EMPLOYEE COSTS

NOK '1000	Q4 2024	Q4 2023	FY 2024	FY 2023
Salaries/Wages	23,365	20,041	85,817	82,179
Share-based compensation	4,248	-218	11,754	5,575
Sales commissions and bonus accruals	-876	3,675	8,124	6,175
Social security fees	3,991	4,373	15,552	14,370
Pension expenses	1,072	1,024	4,576	3,850
Other benefits	324	199	2,283	1,199
Total	32,123	29,093	128,107	113,349

Quarterly figures are unaudited.

NOTE 3 OTHER OPERATING EXPENSES

OTHER OPERATING EXPENSES

NOK '1000	Q4 2024	Q4 2023	FY 2024	FY 2023
Selling & Distribution Costs	9,956	11,193	31,953	35,813
Engineering, trademarks & patents	862	721	3,075	2,325
External Consultants & Legal	14,040	10,850	48,149	34,628
Office Expenses	6,781	6,307	24,363	24,138
Travel & Subsistence	895	945	3,459	3,208
Other Operating Costs	3,706	3,797	13,521	13,079
Total	36,240	33,813	124,521	113,191

Quarterly figures are unaudited.

NOTE 4 SHARE CAPITAL AND SHAREHOLDER INFORMATION

Share capital	No. of shares	Share par value	Book value
Ordinary shares	44,156,619	0.004	176,626.48

SHAREHOLDERS AS OF 31.12.2024

Shareholder		Shares	% Outstanding
Passesta AS	1)	5,969,056	13.5%
Harmonium Invest AS	2)	2,689,911	6.1%
Eden AS	3)	2,240,125	5.1%
Vinterstua AS		2,051,574	4.6%
S. Munkhaugen AS		1,991,325	4.5%
MP Pensjon PK		1,907,165	4.3%
MK Capital AS	4)	1,320,325	3.0%
Fougner Invest AS		1,141,137	2.6%
Kirkbak Holding AS	5)	1,108,606	2.5%
Esmar AS	6)	1,092,576	2.5%
Commerzbank Aktiengesellschaft		1,060,819	2.4%
Skattum Invest AS		1,013,297	2.3%
Camelback Holding AS		965,000	2.2%
Arepo AS		914,762	2.1%
Torsen Tankers & Towers AS		896,460	2.0%
Nordnet Livsforsikring AS		829,164	1.9%
Sparebanken 1 Markets AS		777,122	1.8%
Hering AS		675,362	1.5%
Thunderstorm Invest AS		632,730	1.4%
Clearstream Banking S.A.		599,738	1.4%
Top 20 Shareholders		29,876,254	67.7%
Other		14,280,365	32.3%
Total Shares Outstanding		44,156,619	100%

The parent company has one share class with equal voting rights per share.

1) *Passesta AS is owned by Chairman of the board Tore Engebretsen.*

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

3) *Eden AS is owned by Hildegunn Hodne Ulltveit-Moe, a close relative to board member Harald Fr. Hodne Ulltveit-Moe.*

4) *MK Capital AS is 50% owned by CEO Sten Kirkbak through Kirkbak Holding AS.*

5) *Kirkbak Holding AS is owned by CEO Sten Kirkbak.*

6) *Esmar AS is 90% owned in part by board member Bjørn Eide through Racce 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.

NOTE 5 EARNINGS PER SHARE

NOK '1000	Q4 2024	Q4 2023	FY 2024	FY 2023
Net earnings (NOK) *	-422	7,614	-5,937	-21,360
Average numbers of shares (k)	44,157	41,657	42,907	41,657
Earnings per share	-0.01	0.18	-0.14	-0.51

Quarterly figures are unaudited.

*There are tax adjustments in the Annual Report 2023 compared to the Q4 23 report, relating to recognition of deferred tax assets in foreign subsidiaries. These adjustments improved profit after tax by NOK 7.4m. Please refer to the 2023 Annual Report.

NOTE 6 EQUITY

NOK '1000	Share capital	Share premium	Other paid-up equity	Total equity
Equity at 01.01.2024	167	317,021	20,606	337,793
Proceeds from share issue	10	17,490	0	17,500
Paid not registered capital	0	0	-17,500	-17,500
Foreign currency translation	0	9,007	0	9,007
Option program	0	7,776	0	7,776
Net profit as of 31.12.2024	0	-5,936	0	-5,936
As of 31.12.2024	177	345,358	3,106	348,640

Quarterly figures are unaudited.

NOTE 7 OPTIONS AND SHARE-BASED EXPENSES

	Q4 2024	Q4 2023	FY 2024	FY 2023
Number of Options				
Outstanding at the beginning of the period	2,650	3,300	2,500	3,300
Exercised / Settlement	0	-2,394	0	-2,394
Forfeited	0	0	-325	0
Granted	0	1,594	475	1,594
Total Options	2,650	2,500	2,650	2,500
NOK '1000				
Share-based compensation	1,727	1,556	7,776	4,499
Social security provision for share-based compensation	2,521	-1,774	3,978	1,076
Option Program Expensed for the period	4,248	-218	11,754	5,575

NOTE 8 POST QUARTER EVENTS

On January 13, 2025, Xplora announced the outcome of its public offer to the shareholders of Doro AB, initially reporting 93.33% acceptance. However, on January 15, 2025, the company issued a correction, clarifying that the accurate acceptance level was approximately 88.32%. This discrepancy was due to circumstances beyond Xplora's control, involving an incorrect number of shares registered for acceptance by a nominee bank. Despite this adjustment, Xplora declared the offer unconditional and proceeded with the acquisition as planned.

As part of the acquisition, Xplora took on a loan of NOK 890m to settle the share purchase. The loan is fully financed on commercial terms.

Following its public offer to the shareholders of Doro AB, Xplora, as the largest shareholder, requested that the Board of Directors in Doro convene an Extra Ordinary General Meeting. On February 5, 2025, Doro issued a notice for the meeting, scheduled for February 28, 2025, in Stockholm. Xplora put forward proposals to restructure the Board, including changes to its composition and adjustments to board remuneration.

As of 27 February, 2025, Xplora owns 89.6% of the 24,382,105 shares available in the market. Xplora intends to continue its work towards acquiring all remaining shares in Doro AB. Xplora and Doro signed an LOI for an agreement enabling pre-installments of Xplora SIM-cards on Doro phones starting in the second quarter 2025.

On January 3, 2025, Xplora granted 324,675 share options to CEO Sten Kirkbak, bringing his total to 550,000 options. The exercise price is NOK 31.30 per share, with a vesting period of three years and an expiration after six years. The total outstanding share options remain within the 7.5% limit of total shares.

FORWARD LOOKING STATEMENTS

The presentation and report (the "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.

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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.

DEFINITIONS

Activation = A new activation refers to a watch that is turned on for the first time by an end-user. This metric only captures the initial watch activation, regardless of connection to an Xplora subscription plan.

ARPU = Average revenue per user. Calculated by dividing revenue from Connectivity and premium services, by the number of connectivity subscriptions.

ASP = Average selling price. Calculated by dividing device revenue by the number of units sold.

CAGR = Compounded annual growth rate

COGS = Cost of goods sold

EBITDA = Earnings before Interests, Tax, Depreciation and Amortization

Freemium model = Business model offering basic features for free, with advanced features available for purchase

IoT = Internet of Things

LTV = Life Time Value

MDA = Master distribution agreement

MVNO = Mobile virtual network operator

SaaS = Software as a service

Subscription = Subscriptions include connectivity plans, premium services, B2B revenue sharing, and service fees. The number of subscriptions reflects active, paid plans.

TTM = Trailing twelve month, a term to describe the past 12 consecutive months

4Q rolling = Means the consecutive twelve-month period before a specified date

