



## **XMReality continues to increase its customer base in the US with Follett Products as the latest addition**

**XMReality continues its growth in the US market, having increased the number of US customers by more than 160 percent so far this year. The latest addition is Follett Products, LLC, a distinguished provider of ice and beverage dispensing solutions, as well as medical-grade refrigerators and freezers for the foodservice and healthcare sectors. Follett Products has introduced XMReality's Remote Guidance™ software into its operations to deliver cutting-edge support to its customer base.**

XMReality's growth in the US market continues with the addition of several new customers in the past months, including Follett Products, which is yet another subsidiary within Middleby Corporation that has chosen to implement XMReality. So far this year, XMReality has increased its customer base in the US by more than 160 percent compared to the start of the year.

*"It is wonderful to see that the strategic work we have done with our US operation is delivering results. We now work jointly with our current customers to grow organically within their organizations and in parallel add new clients. This is also a clear sign that customers now work more strategically in implementing Remote Guidance solutions"* stated Andreas Jonsson, CEO of XMReality. *"It is our passion to help companies become more efficient, and it is rewarding to be able to collaborate with them on the path to achieving their goals with the help of our solution."*

*"We are delighted to collaborate with a global leader like Follett, renowned for its design, manufacturing, and servicing of industry-leading equipment in the foodservice and medical sectors,"* stated Ryne Simeone, Vice President of Business Development at XMReality, Inc. *"Follett's dedication to achieving 100% customer satisfaction through the provision of the most customer-centric service aligns perfectly with XMReality's mission to deliver top-tier support services to our valued clients. We are excited to partner with a company as mission-driven as Follett."*

### **About Follett Products, LLC**

Follett Products, LLC is a leading manufacturer of ice machines, ice storage, ice and beverage, and ice and water dispensing equipment for foodservice and healthcare markets worldwide. The company was founded in 1948 and is headquartered in Easton, Pennsylvania, with manufacturing facilities in Easton and Gdańsk, Poland. Follett Products is a subsidiary of Middleby Corporation.

### **For more information, please contact:**

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### **About XMReality Remote Guidance™**

XMReality Remote Guidance is an AR-enabled knowledge sharing tool that lets you communicate with gestures, speech, chat and pointers with someone at a completely different place. It includes:

- A unique hands-overlay technology that lets you guide someone else's hands—as if you were there.
- A web portal to manage teams and users, and to measure usage
- Integration through client-side API's (Application Programming Interfaces)

### **About XMReality**

XMReality AB (publ) develops and sells solutions that revolutionize knowledge transfer through so-called Augmented Reality (AR). The company is a market leader in remote guidance where you guide a person on site via AR to solve problems or prevent them from occurring. The product is used globally in more than 60 countries. Nestlé, Electrolux, Sidel, Heineken and Saab are examples of the more than 135 customers. XMReality is based in Linköping and in the U.S. and is listed on the Nasdaq First North Growth Market (ticker: XMR). For more information, visit: [www.xmreality.com](http://www.xmreality.com)