

BUSINESS DEVELOPMENT AT XTPL - UPDATE

To meet the expectations of our investors, we return to periodic publications containing key information on commercialization progress and the activities of the company's business development department. The publications will have the character of a newsletter. The materials will be available for download from the dedicated page of the company's investor relations website – [NEWSLETTER](#)

SUMMARY OF OPERATIONAL ACTIVITIES IN THE BUSINESS DEVELOPMENT AREA

In the past period, XTPL's business development department has carried out a number of activities to finalize the projects undertaken in recent months related to the first commercialization of the ultra-precise printing method.

• COMMERCIALIZATION OF TECHNOLOGY IN THE OPEN DEFECT REPAIR (ODR) APPLICATION AREA

In the last several weeks, three large global corporations have expressed interest in using the company's technology in the field of open defect repair in the display sector. This is a new group of potential clients with whom the company is currently conducting intensive business talks. Among them there are producers of production lines for the display industry (potential direct clients for XTPL) - one of these entities is an international corporation listed on NASDAQ, whose revenues in 2018 amounted to over USD 4 billion. The third interested partner is a large Korean display manufacturer (potential end customer for XTPL technology), listed on the Seoul Stock Exchange, whose revenues for 2018 reached over USD 50 billion. As part of intensive commercial contacts:

- competitive advantages of the XTPL solution over the technologies used so far have been confirmed;
- business talks were initiated about the most optimal cooperation model for both sides, aimed at implementing the technology for the potential client;
- the company obtained information on the initial requirements for defect repair technology for the next generation of displays, planned for implementation in the future, which will allow XTPL to plan future works in the area of R&D, aimed at strengthening the value of our company's technology for the display industry in the long term.

All three partners mentioned above declared readiness to cooperate with XTPL as well as vast interest in a soon coming reference visit in the company's laboratories in Wrocław.

XTPL intends to offer for the display sector its technology for repairing open defects of conductive structures responsible, among others, for the occurrence of so-called bad pixels - created in high resolution matrixes at the production stage. Successful commercialization in this area should also open the way for the company to implement further technological solutions in this sector. Potential customers (both described above and the group with whom talks have been conducted for some time) are large global corporations. The introduction of a new solution on production lines with this type of partners means multi-stage adaptations and validation as part of their internal technological processes. The full commercialization process and product implementation on the customer's production line give the company protection in the form of high entry barriers for potential competitors. Integration of the new technology into the customer's production line gives the company a significant probability of long-term cooperation and repeatability of revenues.

• STARTING OF THE III PHASE OF THE PROOF OF CONCEPT PROJECT FOR THE TOP AMERICAN PRODUCER FROM THE SMART GLASS INDUSTRY

According to the established in the first quarter of this year steps XTPL has started works related to the third phase of the proof of concept project for a leading American manufacturer in the smart glass industry. The product of the potential partner of XTPL is glass with an electrochromatic (EC) coating. The technology is designed to allow natural light to enter buildings while deflecting glare and infrared radiation when tinted. The main benefit expected after the possible implementation of XTPL technology in the partner's production process is faster conversion of glass from light to dark and vice versa, which in the partner's opinion will allow for a significant improvement in the user's experience of the partner's products, and may also open for the partner new, not yet entered, market segments. The main purpose of the current testing phase is to check new XTPL ink formulations resistant to, among others, high temperatures occurring both in the partner's production process and in the operation of the final product. Preliminary tests carried out in the company's laboratories confirmed the temperature resistance of the structures printed on the basis of the new ink. In the coming weeks, structures based on the new ink will be printed on special substrates supplied by the partner and sent to his production plant, where they will undergo advanced post-processing, unique to the partner's technological process. Confirmation by the current tests of the effectiveness of XTPL technology may result in joint development of production solutions based on the know-how and intellectual property of XTPL based on e.g. the Joint Development Agreement - JDA.

• XTPL PATENT CLOUD DEVELOPMENT

The XTPL research and development team has completed works on two new patent applications, covering successive layers of obtained IP in the field of nanoprining. The first application concerned the further advancement of the unique ultra-precise deposition method, while the second application was related to a new type of ink dedicated for high-temperature applications. Both new patent applications were filed in cooperation with the American law firm K&L Gates. XTPL has registered 9 international patent applications so far. The patent applications will ensure the security of the company and its technology and may have a positive impact on pending and future commercialization activities.

SHARES **130.0** PLN 0.00%

08/08/2019

RESULTS **QUARTERLY REPORT FOR Q1 2019**

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INVESTOR CALENDAR **30** Publication of the half-yearly report

For 2019

SEPTEMBER

MONDAY

29 Publication of the quarterly report

For Q3 2019

NOVEMBER

FRIDAY

SOCIAL MEDIA **STAY UP TO DATE**



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