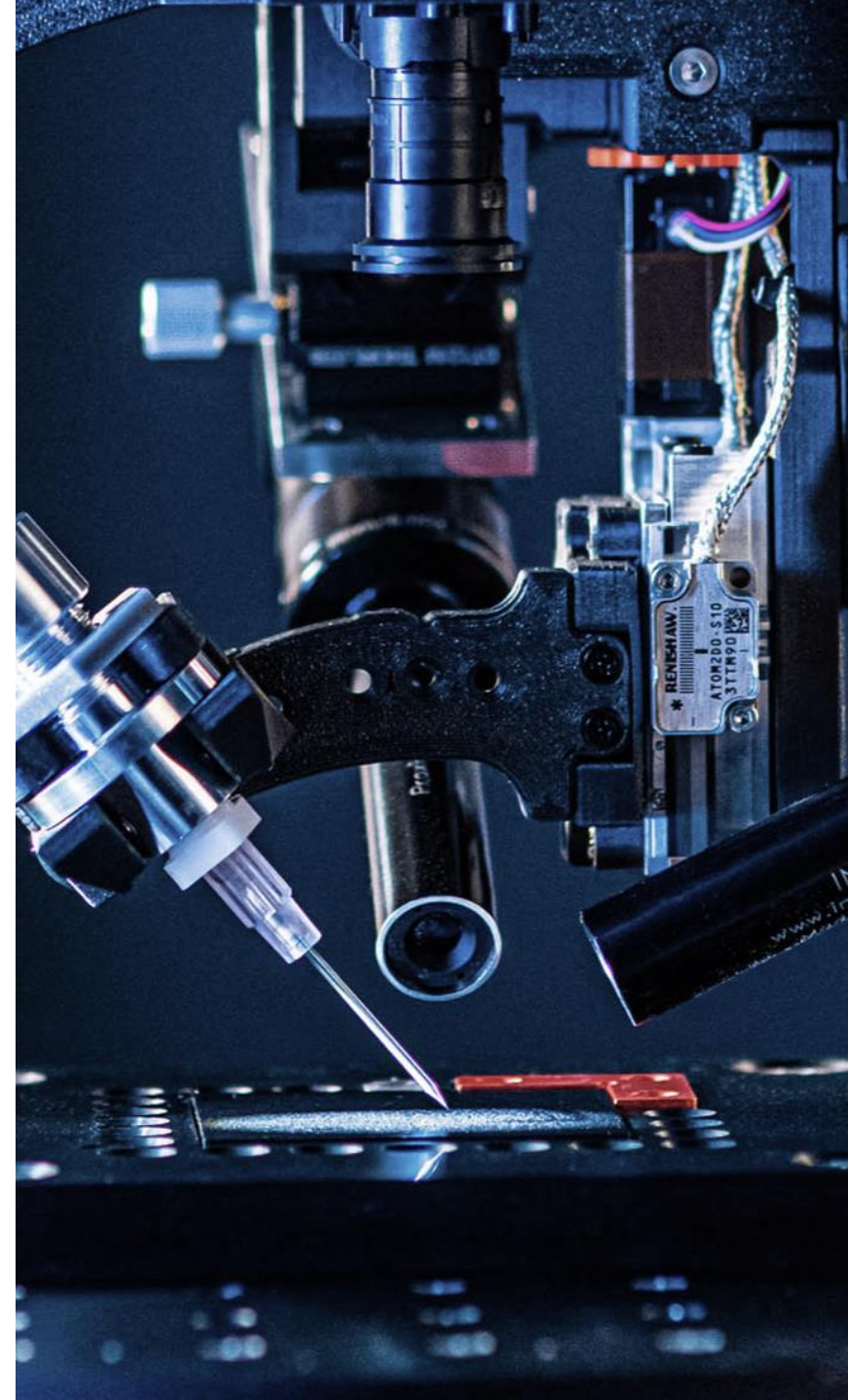




Financial results Q1-Q3 & Q3 2023 Strategy 2023-2026

Presentation for investors

22 November 2023



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Agenda



01 Financial results



05 Our offer



02 Where we are, where we are headed →

06 Strategic goals and initiatives →

03 Our technology →

07 Financing the 10x growth →

04 Target market →

08 Summary →

01

Financial results for Q1-Q3 & Q3 2023

Executive summary Q1-Q3 & Q3 2023



PLN 9.2 million

revenues from the sale of products and services
in Q1-Q3 2023 **up +38% YoY (+PLN 2.5 million YoY)**
PLN 3.6 million in Q3 2023 (+PLN 1.1 million QoQ)

PLN -1.2 million

EBITDA in Q1-Q3 2023
(**+PLN 0.1 million YoY**)
PLN -0.4 million EBITDA in Q3 2023 (+PLN 0.6 million QoQ)

PLN 5.1 million

CAPEX in Q1-Q3 2023
(**+PLN 3.3 million YoY**)
PLN 2.8 million in Q3 2023 (- PLN 0.8 million QoQ)

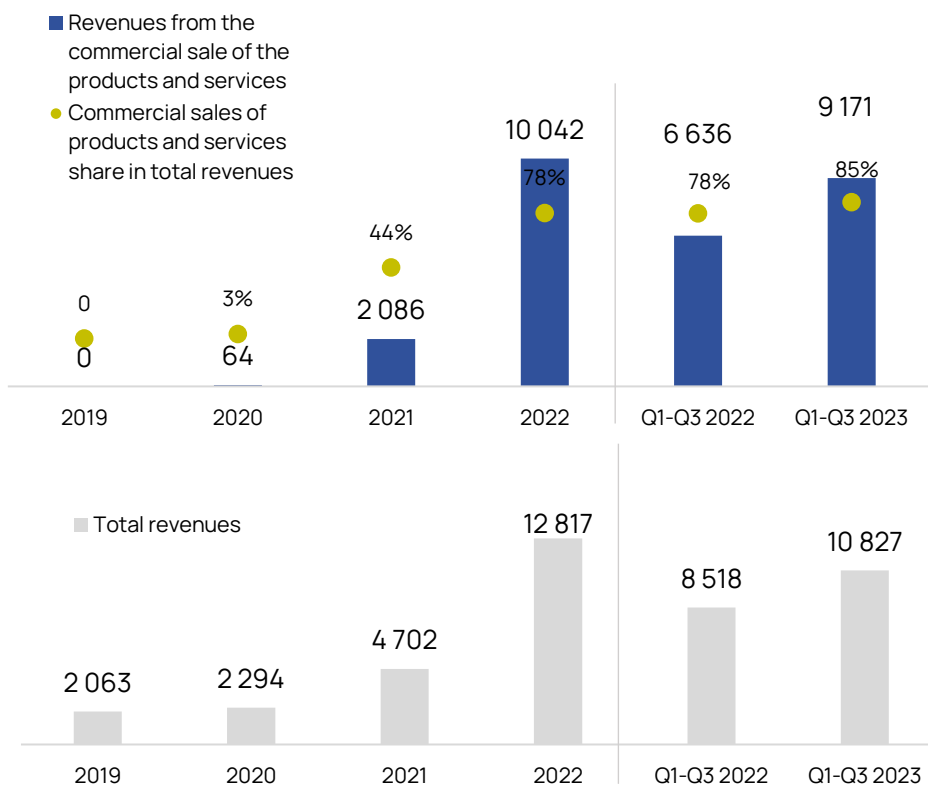
PLN 34.6 million

of net proceeds from the issue of series V shares
in July this year

- Adopting Strategy for 2023-2026 to achieve a **10x growth in revenues from the sale of products and services to PLN 100 million** by the end of 2026.
- **Taking two further industrial projects** to the 4th stage of the advanced phase of construction of a prototype device with the XTPL module – 2 modules have already been delivered; the end customers include a Nasdaq 100-listed leading manufacturer of industrial machines and one of the world's largest producers of FPDs
- Continuation of **9 technology evaluations in total in terms of industrial implementations** with global players of the printed electronics sector in the semiconductor, displays and advanced PCBs areas.
- **9 orders for the Delta Printing System** and **8 devices** delivered
- 25 completed High Performance Materials (HPM, nanoinks) sales transactions in: the EMEA region, United States and Asia
- Patent protection obtained in Malaysia, Germany, China, US and Japan
- Participation in dozen international industry events supporting the recognition of XTPL's brand and solutions worldwide, including SEMICON Taiwan and Productronica, Germany

Strong growth of revenues from the sale of products – Q1–Q3 2023 summary

*figures in PLN thousand



PLN 9.2 million

of revenues from the sale of products and services in Q1–Q3 '23 (+38% YoY)

PLN 10.8 million

of total sales revenues in Q1–Q3 '23 (+27% YoY)

- Completed transition from an R&D-focused firm into a business that successfully commercializes its products and technology
- 9 completed orders for DPSs in Q1–Q3 2023 and 8 devices delivered
- An upward trend in revenues from the sale of products and services triggered by the commercialization of the first two business lines – DPS prototyping devices and HPM (nanoinks)
- A pronounced acceleration of revenues as of 2022, commercialization of the third key business line: industrial implementations
- A high share of revenues from the sale of products and services in total revenues – efficient business development

Financial results – summary for Q1-Q3 & Q3 2023



*figures in PLN thousand

	Q1-Q3 2023	Q1-Q3 2022	Q3 2023	Q3 2022
Total revenues	10 827	8 518	3 939	3 732
Revenues from the sale of products and services	9 171	6 636	3 639	3 666
Grants (reimbursements and advances)*	2 700	3 042	1 300	852
Operating costs	13 242	10 560	4 868	3 098
EBITDA	-1 201	-1 343	-368	901
Cash flows from operating activities	-3 054	1 055	-2 552	938
CAPEX	-5 125	-1 835	-2 777	-708
Net cash flows	25 686	-1 246	28 755	-120

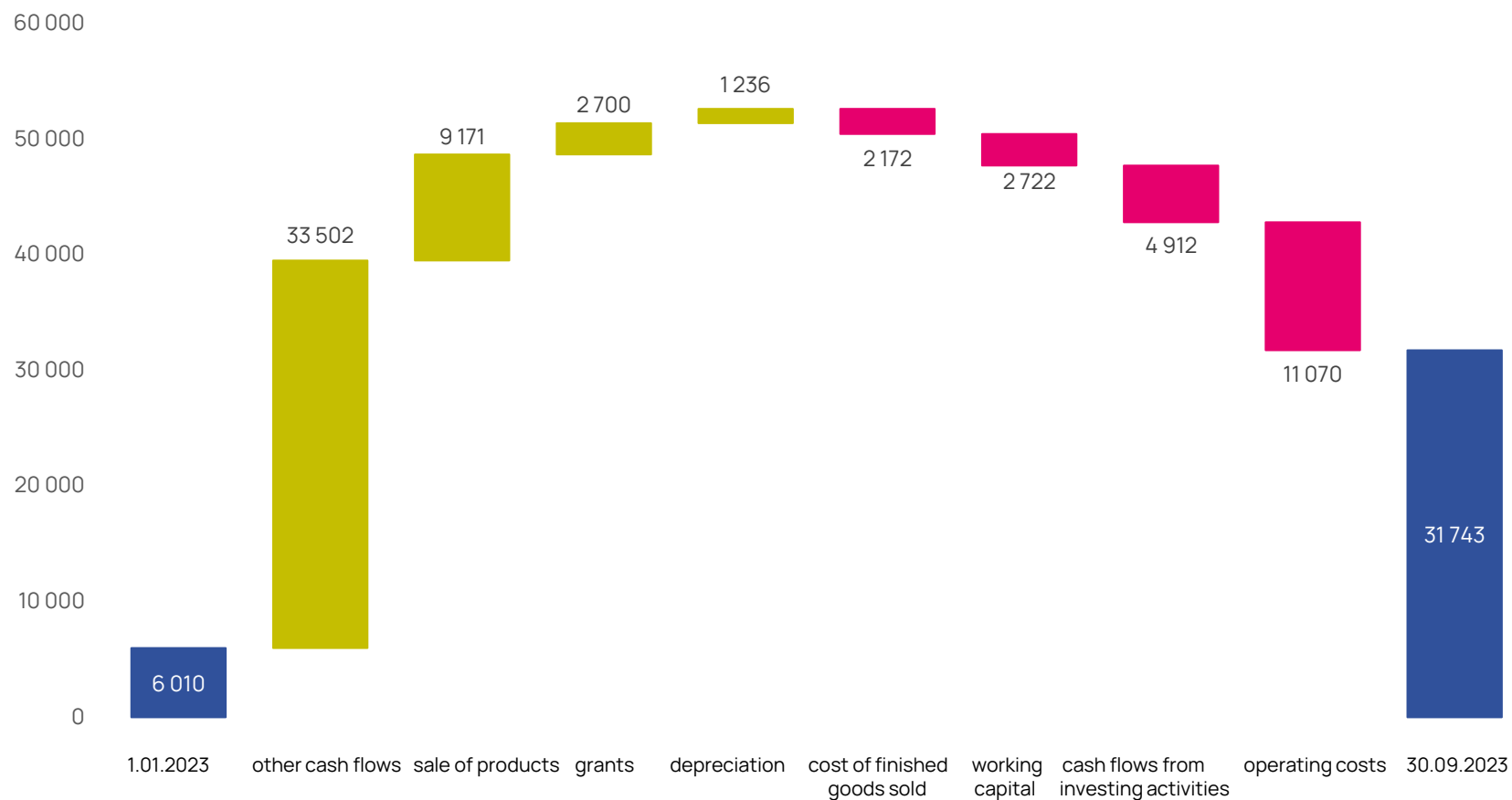
	Sep 30, 2023	June 30, 2023
Cash balance at the end of the period	31 743	2 971

- 38% increase in revenues from the sale of products and services in Q1–Q3 2023 YoY – higher sales of DPSs and increase in payments from industrial projects
- An increase in operating costs in line with business growth, with a temporary impact on EBITDA
- Higher capital expenditures related to the intensification of the Company's development activities to achieve long-term business goals
- In Q3, net proceeds of PLN 34.6 million were achieved from the share issue completed in July this year
- Cash in place for the 2023–2026 investment program, securing a major part of its financing

*In accordance with the policy on accounting for grants, only a part of the proceeds is recognized in the income statement, while the remainder is kept on the balance sheet as deferred income.

Cash flows – Q1-Q3 2023 summary

*figures in PLN thousand



Strategy 2023–2026

XTPL transformation geared towards a further growth in value

XTPL in 2022

Business development and sales area

Revenues from the sale of products and services	PLN 10 million
Industrial implementations	Advanced stages in several projects
Major markets	Semiconductors, displays, PCBs
Sales activities	Distributors in several markets and an interdisciplinary sales department

Operational and organizational development area

Production capacity	Driving the first significant sales and progress in implementation projects
Organization	A mature R&D company with a flat organizational structure where tasks are shared

XTPL in 2026

Revenues from the sale of products and services	PLN 100 million
Industrial implementations	First full industrial implementations
Major markets	Semiconductors, displays, PCBs + telecommunications, biosensors
Sales activities	An extensive international network of distributors; physical sales centers in three technologically key markets, and a dedicated sales team

Production capacity	Potential to generate up to PLN 160 million per year on average and support several full implementations on an industrial scale
Organization	A leading Polish deep tech rapidly scaling its business with a matrix of processes executed by best experts

02

**Where we are,
where we are headed**

Business underpinned by proven needs of global players in advanced electronics

X T P L[®]

Business scaling

Development of technology and business

- Creating and developing the technology
- **Learning the market and researching the needs of advanced electronics**, including numerous meetings, conferences, fairs, technology shows
- First projects and evaluation of technology by industrial clients and academic R&D centers
- Patent applications

2015-2021

XTPL today

- Recognizable brand and international sales of proprietary products
- **5-fold YoY increase in commercial sales in 2022** (PLN 10 million YoY) – growing sales of the Delta Printing System and High Performance Materials (HPM, nanoinks)
- **9 industrial projects with the potential of approx. PLN 400 million** in average annual sales – partnerships with global players in printed electronics to integrate the XTPL technology with industry
- Continuation of R&D and IP protection (24 patents)

2022

- **First industrial implementation to take place in H2 2024** with subsequent integrations of XTPL modules with the industry
- **10-fold increase** in revenues in 2026 (PLN 100 million) and continued sales growth in key technology destinations with new offices in Taiwan, South Korea and the United States
- **Increase in production capacity** in all business lines
- **Continuation of R&D** – maintaining competitive advantages

2023-2026

Solid foundations for further business growth



The development to date laid stable foundations for the company's continued rapid growth



Stable financial position supported by proceeds from the share issue completed in July this year.



Effective development strategy for the commercialization of products and technologies



Implementation of industrial projects at advanced stages with global players of next generation electronics



A unique and globally groundbreaking technology secured by international patents



3 independent and complementary business lines



Growing brand recognition on a global scale and a growing network of distributors offering XTPL solutions



Promising, platform technology and strong R&D that help sustain competitive advantage



Confirmed need for the company's solutions from customers in promising industries and markets



An interdisciplinary team of over 70 experts

Growth geared towards shaping the nanofuture



Mission

XTPL is a leading provider of nanoprinting solutions.
We shape the global nanofuture.

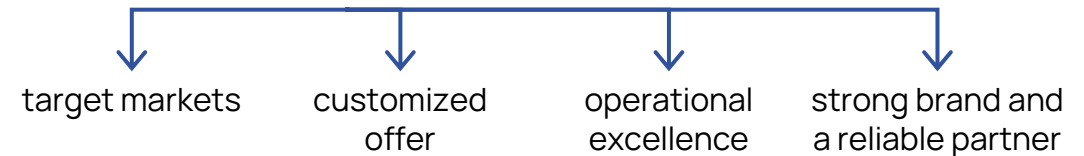
Vision

Ensure that global manufacturers can pursue cost-effective and scalable production of advanced, next-generation electronics by providing them with ultra-precise nanoprinting technology

Strategic goal

Commercialization of our platform technology of ultra-precise printing of nanomaterials in the area of advanced electronics.

Key development direction



03

Our technology

Technology that changes the way electronics is produced

The XTPL technology provides solutions unattainable by any other methods available in the market and is unrivaled in terms of resolution, viscosity and size of conductive structures up to 1 μm (one millionth of a meter)



Precise application and low complexity of the process

- dispensing high viscosity materials with nano-size features
- high aspect ratios just after a single pass
- ultra high resolution printing on practically any kind of substrate



Covering complex and varied substrates including curved ones, with a single continuous conductive path

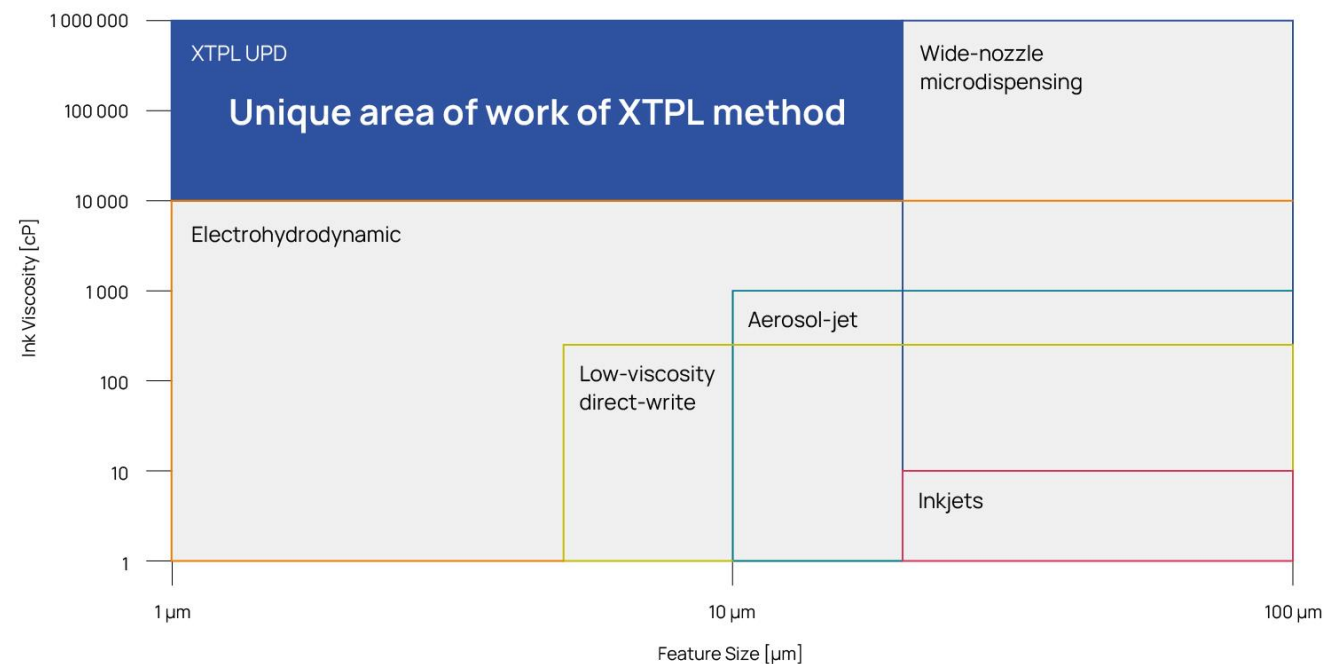


Production that is efficient and flexible time- and cost-wise



Safe for the environment

does not require corrosive solutions or electromagnetic field



Legend:

A unique area of XTPL where no competing methods exist

XTPL's general work area

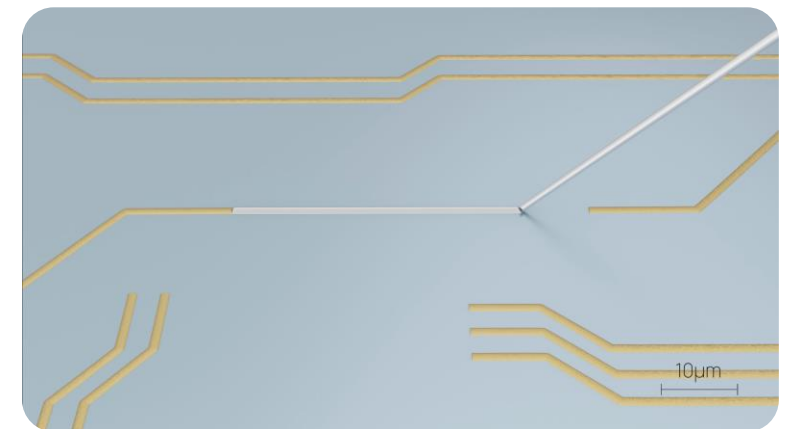
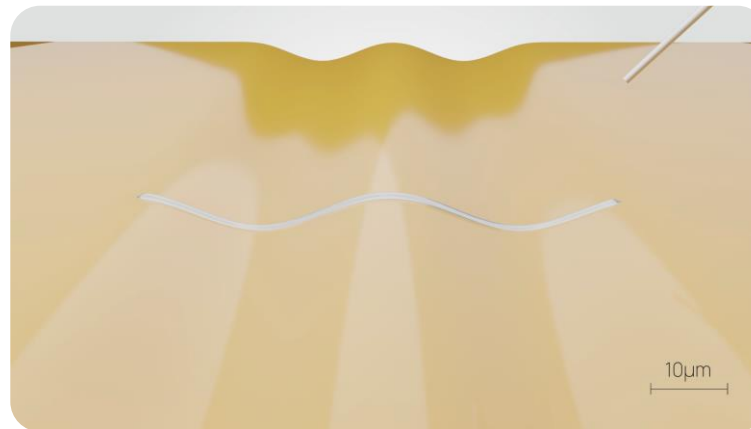
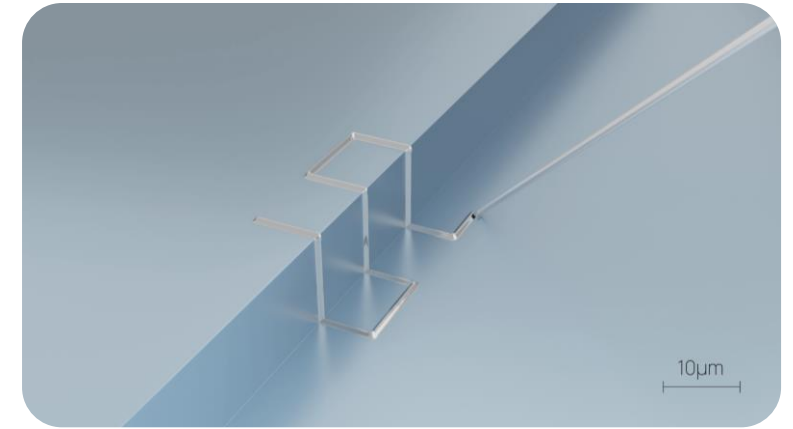
Applications of XTPL's ultra-precise deposition



Conductive nanostructures deposited with high-density ink enable the production and repair of advanced electronics

UPD technology is characterized by: micro size, high viscosity, flexible shapes and diverse substrates

To find out more, go to:
<https://www.youtube.com/watch?v=TwQPRz5IHPY>



Strategic approach to securing intellectual property

Intellectual property is one of the key competitive advantages of XTPL. XTPL's global solutions are being systematically secured by expanding the patent cloud, protecting them from the moment the application is submitted to the patent office.



HPM

24*

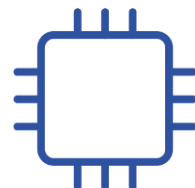
granted patents



Printing method

28

ongoing application processes
(patent applications and patent families)



Device

Support from international law firms

- K&L GATES (Palo Alto, CA, USA)
- Gill Jennings & Every LLP (London, UK)

*The increase in the number of patents, from the previously reported 8 patents, is the result of a change in methodology - now protection for a given invention is counted separately for each location (country).

Patent groups of submitted applications	
UPD process	patents describing the UPD process or a device used for the process
HPM	patents protecting various nanoink formulations
Software	patents protecting the solutions implemented in the software that controls the printing device
Application fields	patents describing solutions to specific technological problems using the UPD method
Characterization and quality control	patents related to the characterization and quality control of selected components of the printing head

04

Target market

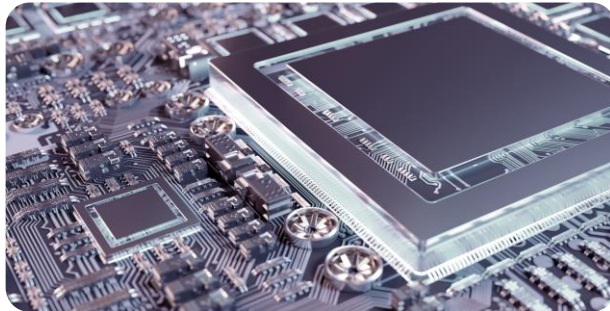
A revolution in the manufacture of advanced electronics

Nanoprinting is a technology that addresses new challenges facing the manufacturers of advanced electronics.

It ensures cost-effective, scalable and incremental reduction of the size of electronics while maintaining high resolution.

Global megatrends related to the production of advanced electronics

Miniaturization of the size and weight of electronic devices while increasing efficiency and speed of operation

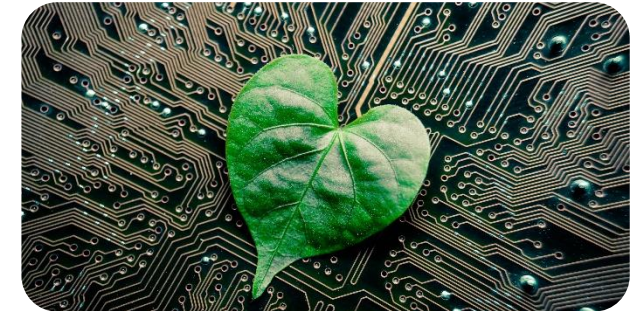


Changing the forms and properties of consumer electronics:

- flexibility
- new shapes, including three-dimensional forms



Ecology: saving materials and energy in the production process and reducing the amount of waste



Development of the semiconductor industry in Europe and the United States:

- securing chip production and value chain stability, targeted 20–30% of the EU in the global semiconductor market by 2030 (vs 9% at present)
- cash flows in the form of grants and tax credits

Target market segments for XTPL



Modules for industrial implementation			Delta Printing System (DPS)			High Performance Materials (HPM, nanotusze)		
SEMICONDUCTORS	Repair of masks for photolithography Advanced packaging (microbumps) Advanced packaging (3D bonding) Side wrapping RDL (advanced packaging 2,5D) Precise tags for alignment packaging	Industrial Solution Providers (medium size) / Engineering Departments Electronics Manufacturers / R&D and Production Departments	SEMICONDUCTORS	3D bonding RDL prototyping Microdots printing TSV filling	University / Research Departments R&D / RTO Companies Industry / R&D Departments	SEMICONDUCTORS	Die attach / Silver sinterpaste Advanced packaging / solder alloy	Industrial Solution Providers / R&D Departments Electronics Manufacturers / R&D Departments Material Solution Providers / R&D Departments
	Repair of conductive masks, repair of color filters Repair of devices, components for the manufacturing of displays			3D bonding Microdots printing Color converter (QD) deposition			Displays / Side wrapping / silver FPD / Microelectronics / indium FPD / quantum dot paste	
	5G, 6G antennas manufacturing			On-chip antenna bonding 6G antennas printing			PCB additive manufacturing / silver, copper	
DISPLAYS			TELECOM			BIOELECTRONICS	Biosensors / gold, platinum	
TELECOM			MEMS	3D bonding Printing electrodes through microchannels SU-8 photoresist printing				

Growing market for XTPL solutions

USD 51 bn

value of the global market of printed, flexible and organic electronics in 2022 , up 8% YoY

USD 66 bn

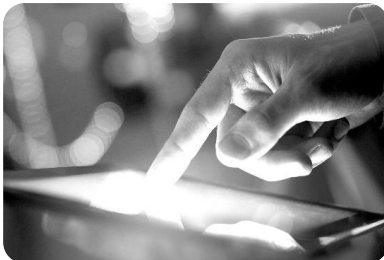
estimated value of this market in 2026, with an estimated growth to USD 74bn in 2030

7%

CAGR in 2022-2026

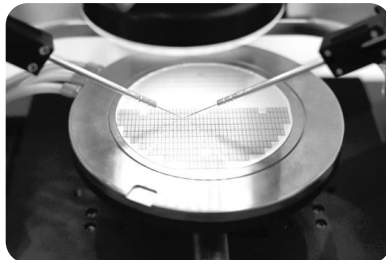
Advanced electronics sectors in which XTPL commercializes its solutions

and conducts advanced work on industrial implementations



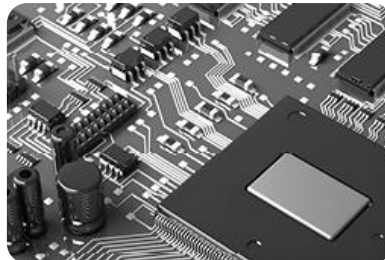
OLED DISPLAYS

USD 48.8 billion (2022)
2023-2030: 22.6% CAGR



ADVANCED INTEGRATED CIRCUITS

USD 14.1 billion (2022)
2023-2027: 8.5% CAGR



ADVANCED PCBs

USD 8.2 billion (2022)
2023-2028: 5.5% CAGR

Other promising and target industries for XTPL

SECURITY PRINTING	USD 117.2 billion (2021) 2021-2026: 12.5% CAGR
BIOSENSORS	USD 27.8 billion (2021) 2023-2028: 9.1% CAGR

Platform character of XTPL technology

Strong development of this market is due to the growing number of new applications of printed, flexible and organic electronics in various fields. XTPL technology is used in many existing areas of the printed electronics industry or – thanks to the unprecedented precision of printing – will lead to the emergence of new areas (platform character).

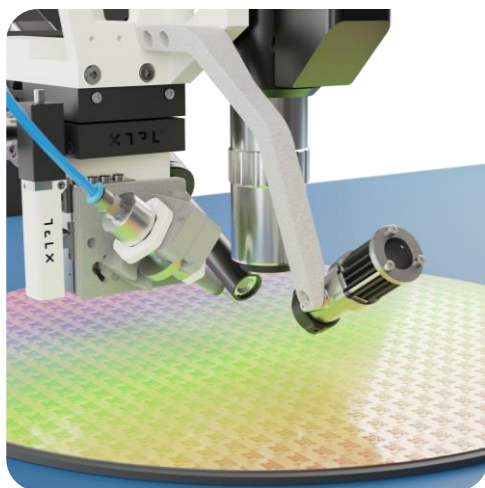
05

Our offer

Adjusted portfolio responding to customers' needs

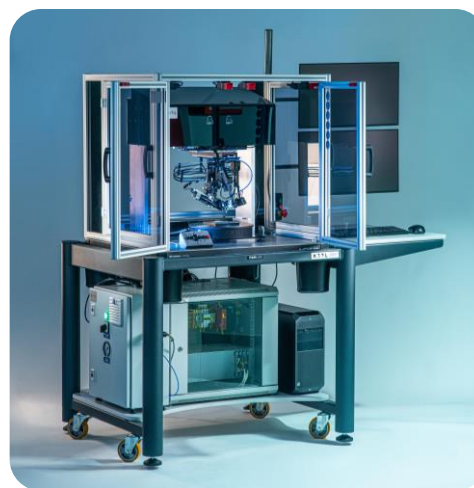


XTPL is engaged in continuous R&D that increases the functionality and potential of individual business lines
Greater commercialization of any business line drives growth in other lines



Modules for industrial implementation

- Nanomaterial deposition module for integration with industrial equipment
- Can be used in many areas of production; current advanced evaluations in semiconductor, FPD (flat panel display) and PCB areas
- Average module price: approx. EUR 100.000



Delta Printing System (DPS)

- XTPL technology demonstrator (technology marketing)
- Standalone system for use by electronics manufacturers in R&D and prototyping
- End buyers include scientific institutions and commercial companies
- Average DPS price: approx. EUR 170.000

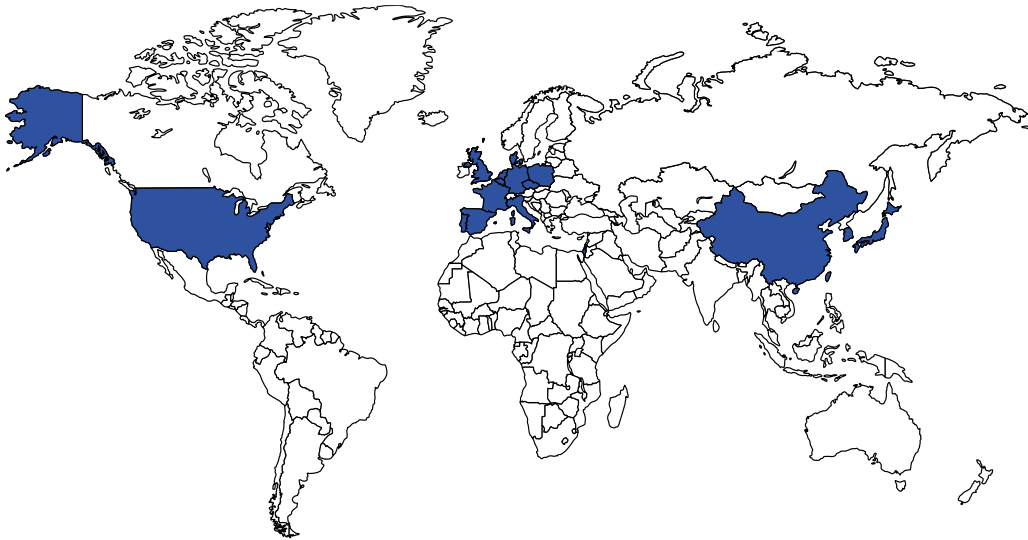


High Performance Materials (HPM, nanoinks)

- Silver HPM with a high silver content and excellent stability for use in various printing techniques
- Silver products sold globally to academic and industrial partners from EMEA, USA and Asia
- Consumables for DPSs and modules

Global range of commercialization of the XTPL portfolio

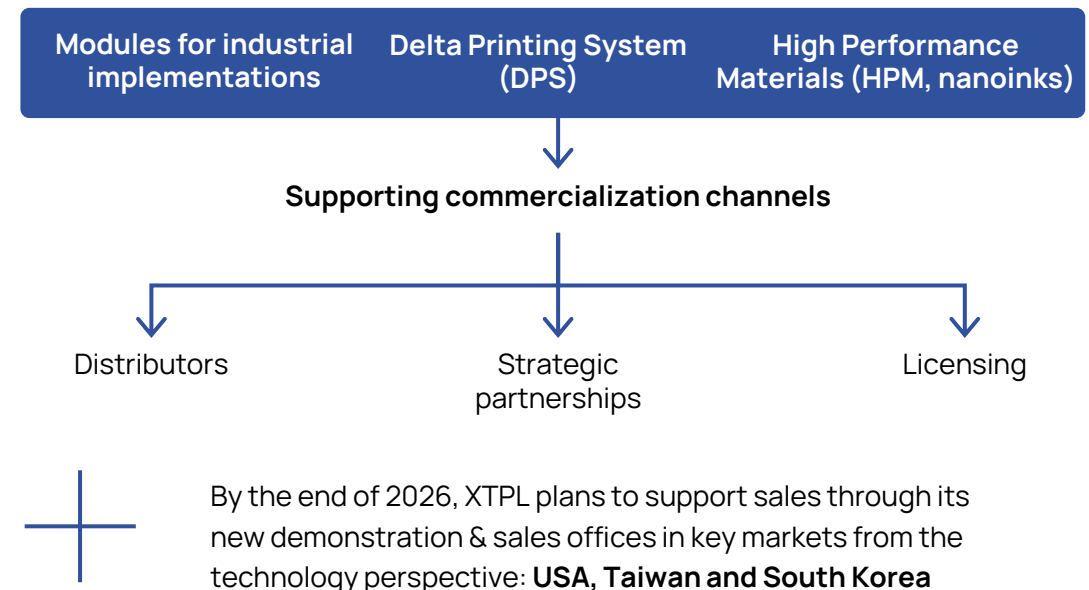
XTPL successfully commercializes its products in **18 countries** now and conducts technology evaluations at global players in the printed electronics sector.



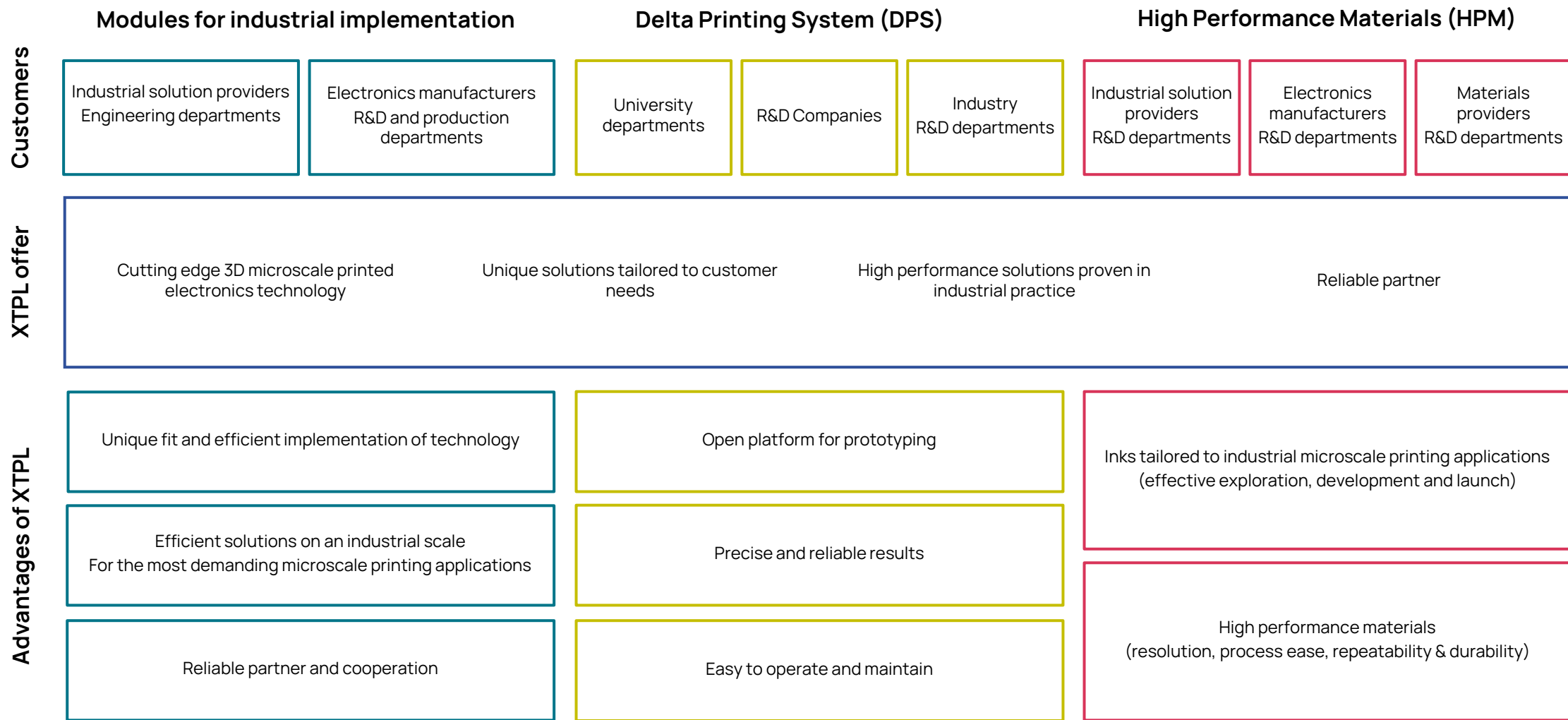
8 distributors in South Korea, China, Germany, India, the British Isles, Taiwan and the United States

An effective commercialization model

Own sales and distribution of proprietary products globally



Customer value proposition



Support from a Supervisory Board with diverse experience



**Wiesław
Rozłucki, PhD**

Chairman

A graduate of the Foreign Trade Department of the Central School of Planning and Statistics (now the Warsaw School of Economics); holder of a British Council scholarship at the London School of Economics; obtained a PhD degree in economic geography from the Polish Academy of Sciences (PAN).



**Bartosz
Wojciechowski, PhD**

Deputy Chairman

Obtained a degree in law and psychology from the University of Silesia in Katowice. He also completed post-graduate studies in intellectual property law at the Jagiellonian University in Kraków. In 2018, he started a patent attorney apprenticeship.



**Piotr
Lembas**

Supervisory Board Member

Obtained a degree in law and psychology from the University of Silesia in Katowice. He also completed post-graduate studies in intellectual property law at the Jagiellonian University in Kraków. In 2018, he started a patent attorney apprenticeship.



**Beata
Turlejska**

Supervisory Board Member

A Managing Partner of the Leonarto Fund, responsible for managing the fund's investment portfolio. Holds a master's degree in economics in finance and is an expert in human resources management and marketing. Graduated from the Warsaw School of Economics and Lazarski University.



**Prof. Herbert
Wirth**

Supervisory Board Member

A graduate of the AGH University of Science and Technology in Kraków, Faculty of Geology and Exploration. He completed postgraduate studies in mining and engineering geology at the Wrocław University of Technology, and in project management at The George Washington University School Business and Public Management. He has a long-standing experience in global company management.

Interdisciplinary team of experts



Filip Granek (PhD)
CEO



Jacek Olszański
CFO



Aneta Wiatrowska (PhD)
BL Director Industrial Projects 1



Mirosław Woszczyna (PhD)
BL Director Industrial Projects 2



Ludovic Schneider (PhD)
BL Director HPM



Patrycja Iwańska
Marketing Director



Dariusz Świderek
PMO Director



Karolina Fińczyk (PhD)
R&D Director



Szymon Zięba
Production Director



Łukasz Kosior
Business Development and Sales Manager - DPS



Daria Więclawska
Business Development and Sales Manager - HPM



Marcin Cinkowski
Business Development and Sales Manager - UPD System



Piotr Kowalczewski (PhD)
IP Manager

>70

experts

Technology

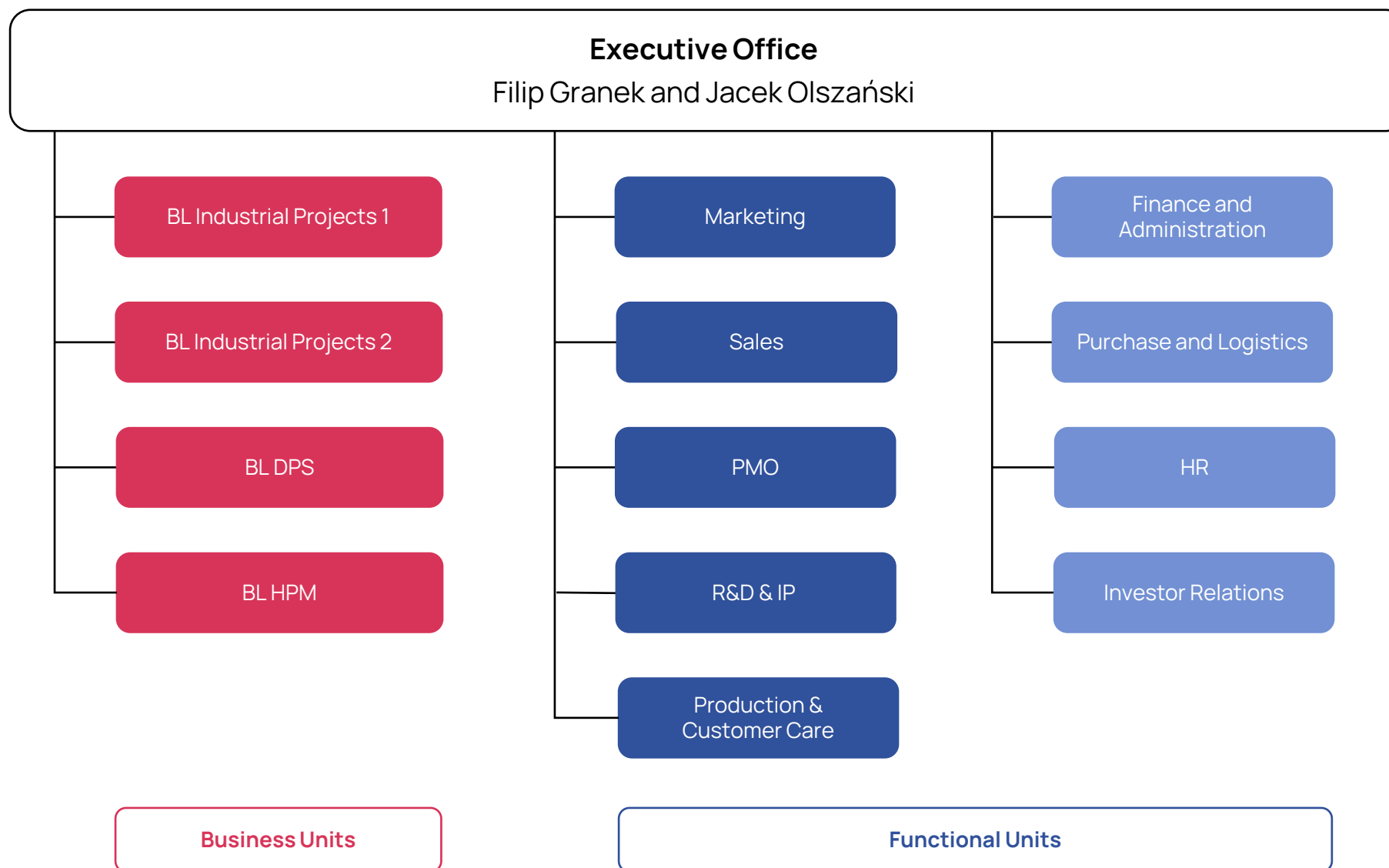
Long-standing team with advanced **knowledge and experience** in:

- chemistry
- physics
- electronics
- mechanics
- material science
- numerical simulations

Business

Leaders and highly skilled professionals who possess **know-how and experience** in:

- product development
- marketing & communication
- implementing innovation
- finance
- B2B sales
- capital market



XTPL's responsible business



Doing business responsibly has always been important to XTPL, and our proprietary UPD technology ensures: saving materials and energy in the advanced electronic production process, and reducing the amount of waste



Environment

- Developing ultra-precise printing technology with respect for the environment
- Commitment to reducing the carbon footprint and curbing the consumption of raw materials and waste production
- Company's headquarter location selected to ensure convenient access by public transport



Equal opportunities in the workplace

- 40.7% female participation in the technology team
- Pro-employee approach and a rich benefits package, including: private medical care, access to the XTPL corporate library and funding for English language courses



Responsible governance

- Transparent management: transparency in decision-making processes and communication with shareholders
- Fair and ethical approach to customers, suppliers and business partners

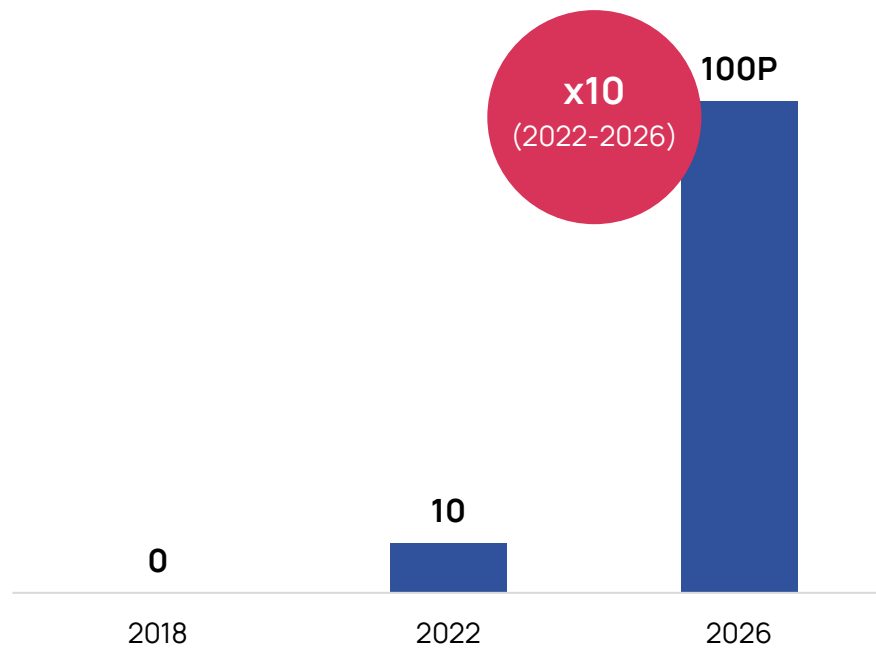
06

Strategic goals and initiatives

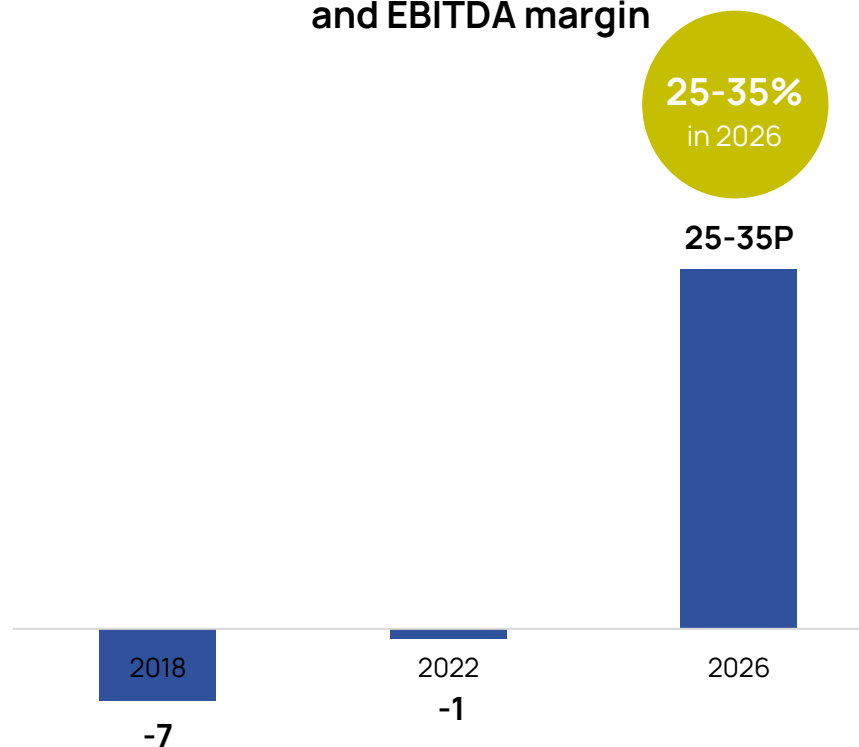
Expected 10x increase in product sales and rapid EBITDA growth

A 10-fold increase in revenues from the sale of products and services and high-margin business helped by the scaling of three complementary, independent business lines and operational excellence

Revenues from the sale of products and services (PLN m)



EBITDA (PLN million) and EBITDA margin

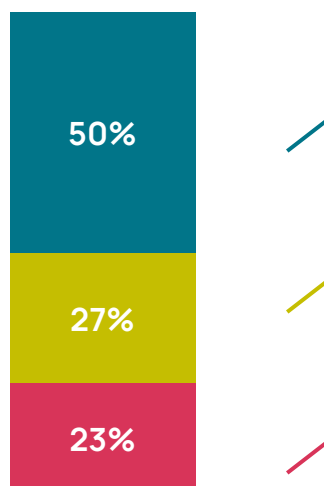


A precise plan for sales strategy execution

PLN 100 million in revenues from the sale of products and services on the back of a plan underpinned by precise sales activities in three business lines

Estimated share of revenues by business lines

PLN 100 million



■ HPM ■ DPS ■ modules

PLN 100 million in revenues from the sale of products and services

Modules for industrial implementation

Goal for 2026: sell up to approx. 100 modules – transition to industrial implementations with business partners

Pipeline: 9 industrial projects with a sales potential of approx. PLN 400 million annually on average over 8 years

Delta Printing System (DPS)

Goal for 2026: 3-fold increase in DPS sales to c. 40 units/ year in the United States, Asia and Europe

Pipeline: ~80 leads in the sales funnel with an average price of EUR 170 thousand

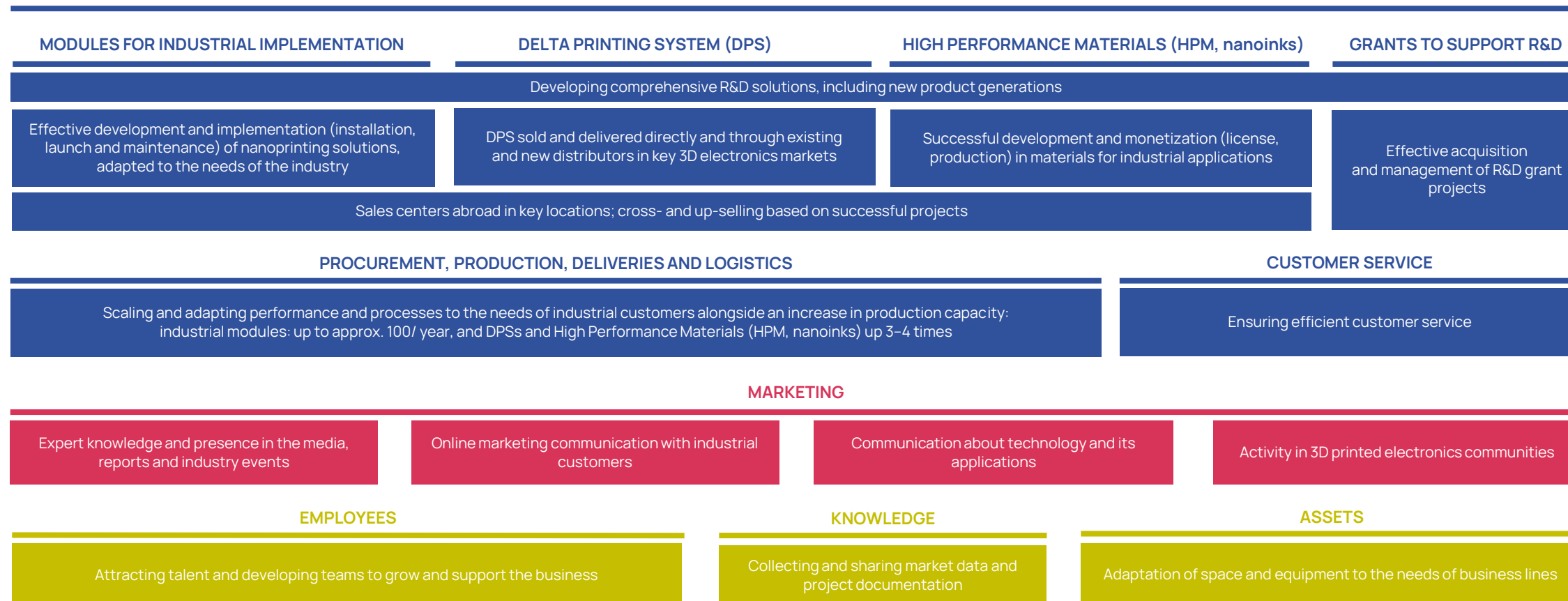
High Performance Materials (HPM, nanoinks)

Goal for 2026: cooperate with 1-2 partners + achieve recurring sales

Growing support for modules, DPS and growing sales of dedicated products for industrial partners

Adaptation of processes in individual areas to support strong growth

PROCESSES



07

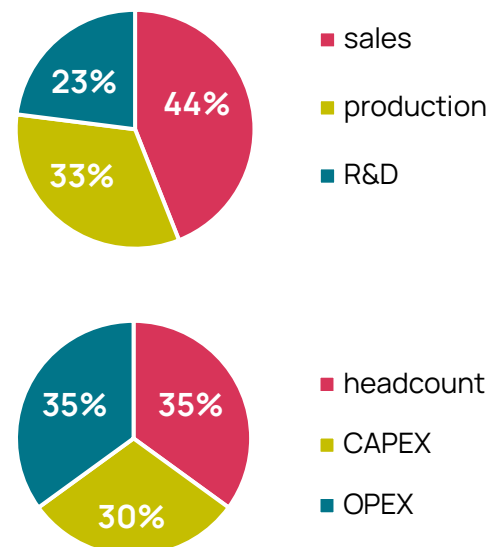
Financing the 10x growth

Investments planned to execute strategy and respond to customer needs

An investment program of approx. PLN 60 million in 2023–2026 to be used to drive strong growth and support the vision of the 10-fold increase in revenues from the sale of products and services

Intensification of investments in key areas for further growth	
Sales	<ul style="list-style-type: none"> support for the sales and marketing department 3 sales centers abroad in key locations, equipped with XTPL products
Production	<ul style="list-style-type: none"> 3-4-fold increase in production capacity in the DPS and HPM (nanoinks) business lines increasing the production capacity of industrial modules to approx. 100 units/year (printing heads, nozzles, cartridges)
R&D	<ul style="list-style-type: none"> continuation of work on the development of existing products work on new products
The implementation of the investment plan will also support a further increase in production of 50-60% post 2026	

Expected division of the investments planned (PLN 60 million) by individual areas:



Effective cash management and strategy execution coupled with financial security

A significant part of financing secured by the last share issue

PLN 36.5 million gross raised as part of the offer of series V shares*

- Shares offered: 275,000 series V ordinary bearer shares issued by the Company in a private placement, representing 11.9% of the Company's stock.
- Issue price: PLN 133
- Discount: 1.5% compared to VWAP from 30 days before the issue resolution

The remaining part of the financing is to come mainly from equity (operating cash flows)

Funds employed in operating activities /
net working capital in proportion
to the scale of business

+ grants / debt financing (as needed)

*completion of the issue of series V shares in July 2023

08

Summary

2023–2026 development strategy ensuring growth of XTPL value



The solid foundations built to date provide the opportunity for further rapid growth



Strategic goal: commercialization of platform technology, taking into account targeted markets, customized offer, operational excellence, and the strong, credible XTPL



Development strategy ensuring a constant increase in the company's value, taking into account market megatrends



A customized offer to fit precisely identified advanced electronics markets and their needs



The expected 10x increase in annual revenues to PLN 100 million by the end of 2026: sales of about 100 modules per year – this ambition can be achieved on the back of merely a third of the ongoing projects



Investment program totalling approx. PLN 60 million, generating a production potential for about PLN 160 million in annual sales, with a significant part of funding already secured

Thank you

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