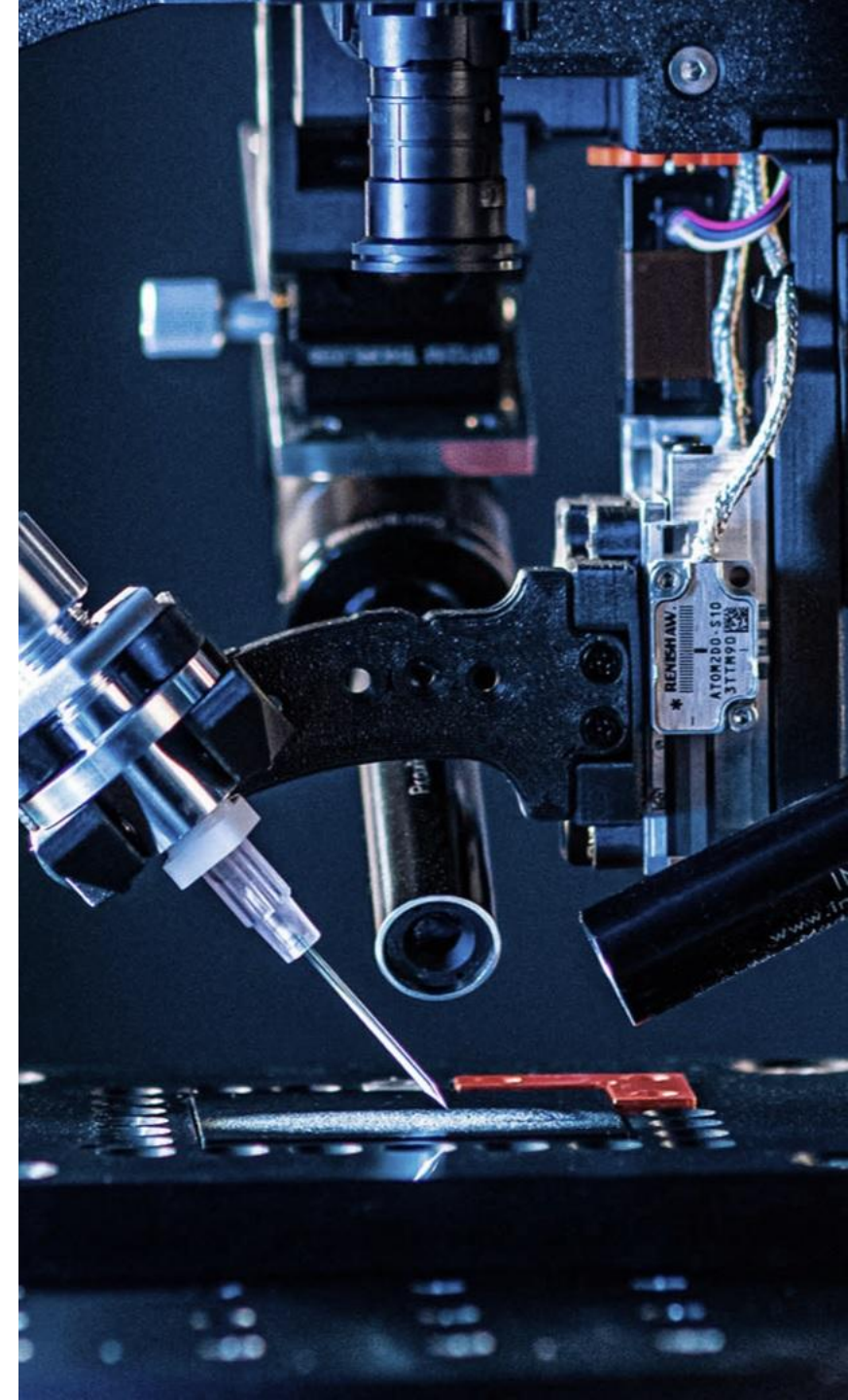




# Powering the microelectronics of tomorrow

XTPL S.A. (WSE:XTP)

German Spring Conference, May 12-14, 2025



# Agenda

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01 About XTPL

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02 Industrial Implementations

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03 Business Development

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04 Finance

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05 Outlook

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XTPL®

01

# About XTPL

# Global leader in ultra-precise nanoprinting technology



XTPL is a global player in the rapidly growing printed electronics market, leveraging disruptive technology and an interdisciplinary team of experts, with the ambition to increase commercial sales tenfold by the end of 2026 and a strong outlook for continued growth.



**Ultra-Precise Dispensing (UPD) technology** empowers global manufacturers to produce advanced electronics with precision down to  $1\ \mu\text{m}$ <sup>1)</sup>, ensuring cost-effective and scalable production



**9 commercial projects have the potential to generate ~PLN 400m in average annual revenue** once fully implemented with leading global electronics manufacturers



**Secured funds for completing the investment process**, expanding production capacity beyond the PLN 100m commercial sales target post-2026



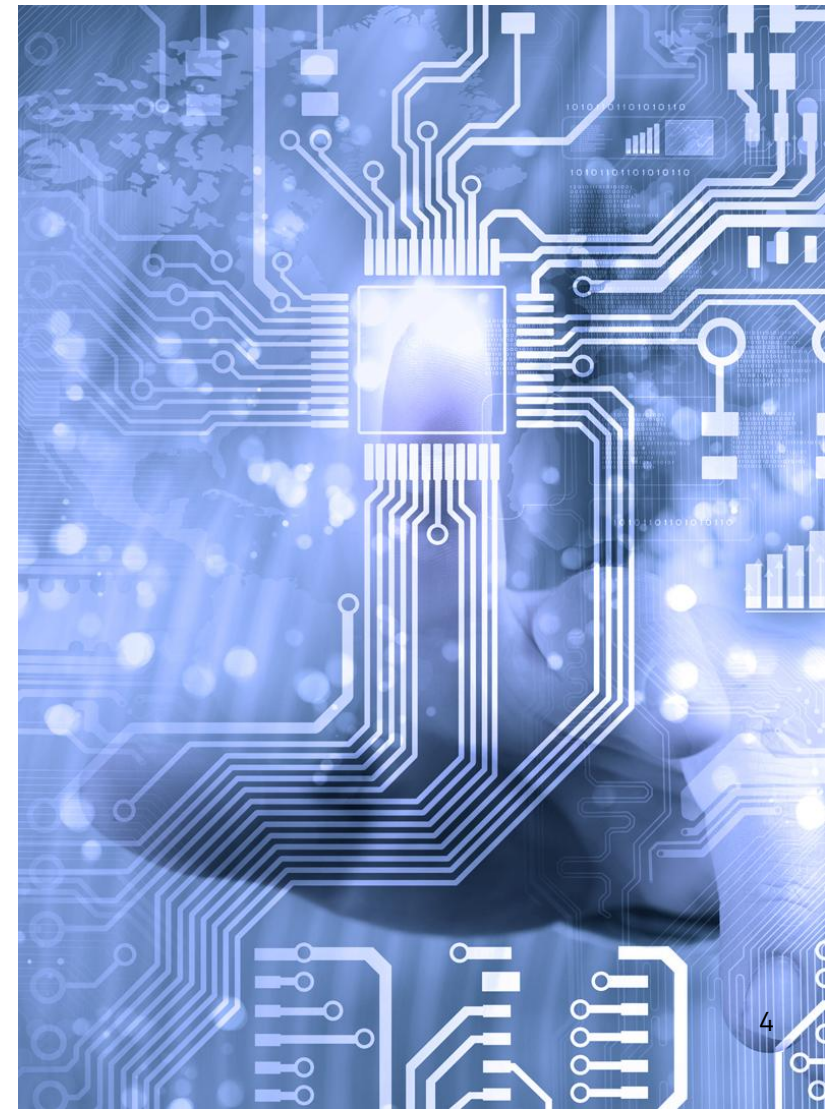
**4 prototype industrial machines equipped with UPD module are currently undergoing testing worldwide.** The end clients include the world's leading manufacturers of advanced electronics



**Projected 10x business scale growth**, with annual revenues from the sale of products and services reaching PLN 100m in 2026, in line with the 2023-2026 Strategy



**The first-ever industrial implementation began in January 2025**, with the end customer being a leading Chinese display manufacturer generating annual revenues in the tens of billions of USD

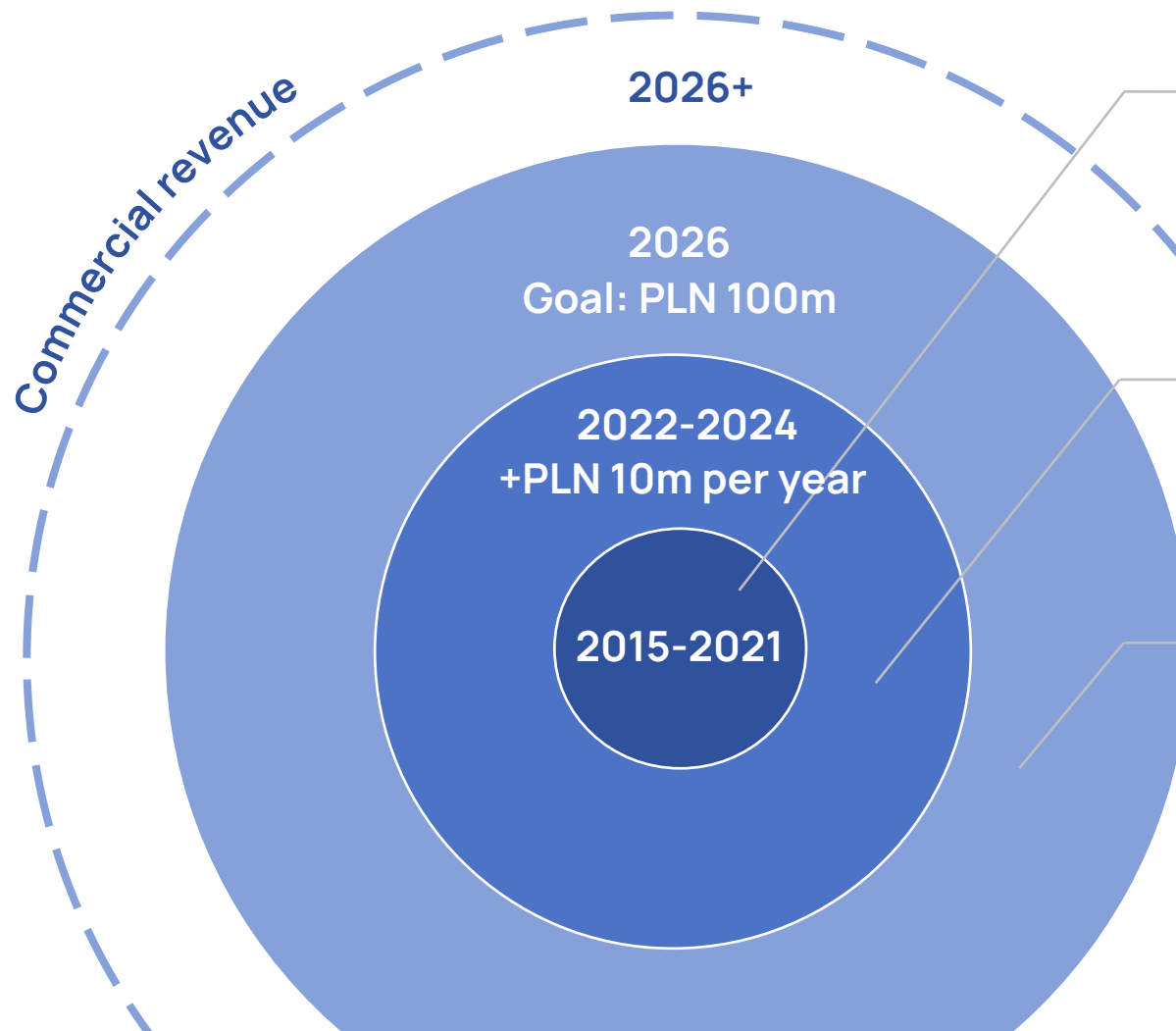


<sup>1)</sup> A micrometer ( $1\ \mu\text{m}$ ) is one-thousandth of a millimeter, 50-100 times smaller than the diameter of a human hair.

# XTPL business growth driven by the UPD technology



UPD technology is the key driver of XTPL's competitive advantage and the growing strength of its brand on a global scale. It fuels growth across all business lines: Delta Printing System devices (technology demonstrators), UPD modules for industrial applications (printheads) and HPMS (nanoinks, consumables for DPS devices and UPD modules).



## Developed unique UPD technology (Ultra Precise-Dispensing)

- Proprietary technology developed in Wrocław, validated by market demand
- Patented solutions through the development of an international IP cloud
- Scientific articles published by leading foreign research teams

## Technology commercialization and diversification

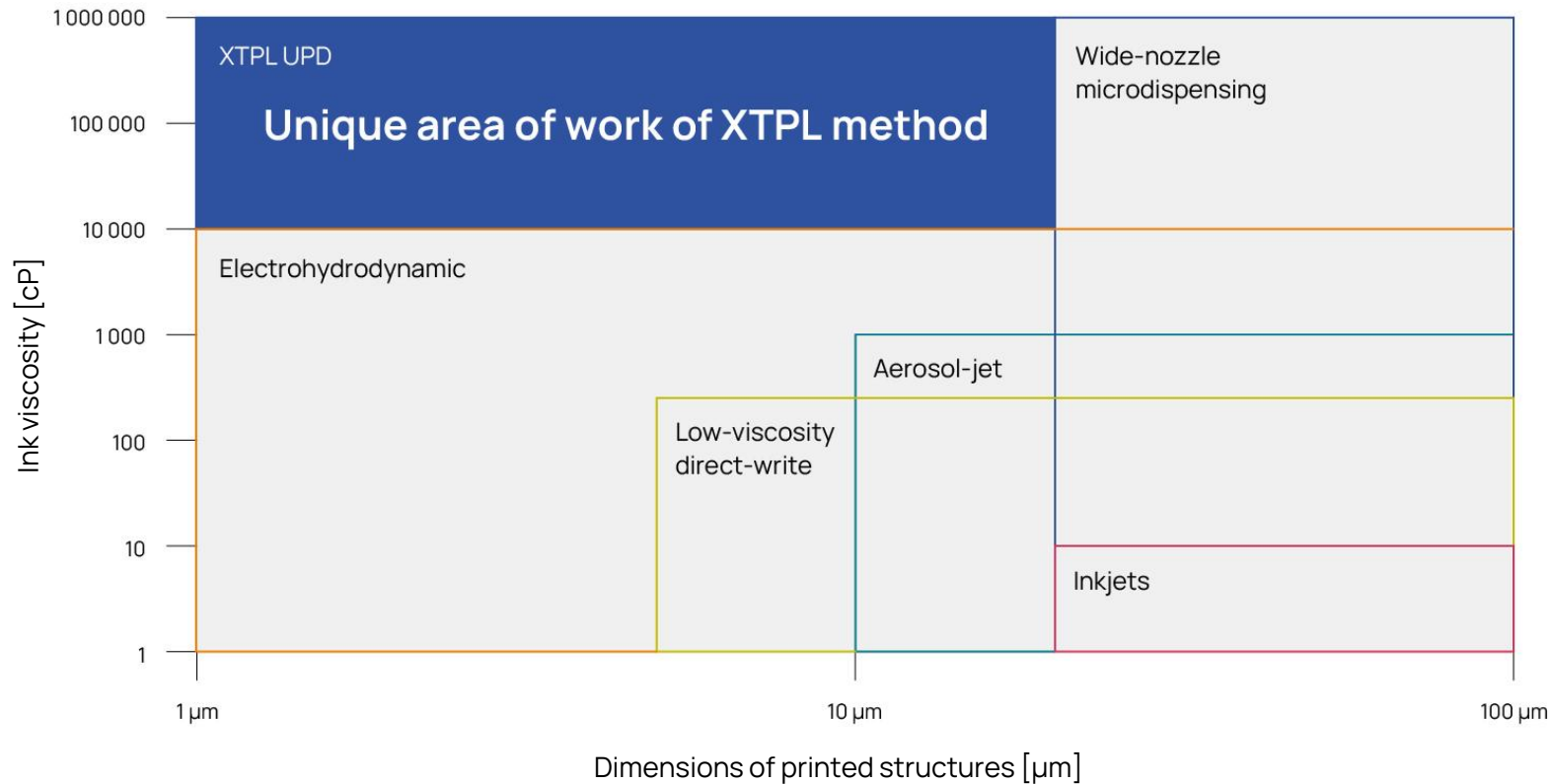
- Product diversification – 3 business lines: DPS devices, UPD modules, HPMS
- Business diversification – over 35 DPS devices ordered for industrial customers and research institutions
- Geographical diversification – products and services sold to clients from over 20 countries

## Scaling up the business and industrialisation of technology


- XTPL in the value chain of global producers of advanced electronics: first implementations of UPD technology on industrial lines
- A wide range of technological applications, including semiconductors, displays, PCBs, ICT and biosensors, with ongoing expansion into new application areas
- Development of new business lines (DPS+) and technological advantages (multihead)

# UPD technology is changing the way electronics are produced

XTPL technology provides solutions unattainable with methods previously available in the market. It is unparalleled in terms of resolution, viscosity and the size of conductive structures, which can be as small as 1  $\mu\text{m}$  (one millionth of a meter or one thousandth of a millimeter).



## Legend:

 A unique area of XTPL - no competing methods exist

 XTPL's general work area



### Precise application

- Deposition of high-viscosity materials in micrometer-scale structures
- High aspect ratios after a single ink deposition



### Covering complex and varied substrates

- The ability to operate on flexible substrates, including 3D ones and steps
- Examples: electronic PCBs, silicon microchips



### Safe for the environment

- It does not require corrosive solutions or electromagnetic fields



### Efficient and flexible production, both in terms of time and cost

# Wide application of the unique XTPL Technology



Conductive nanostructures applied with high-density ink enable the production and repair of advanced electronics.  
Key features of UPD technology: micro-sizes, high viscosity, flexible shapes and varied substrates.

See XTPL technology at work:

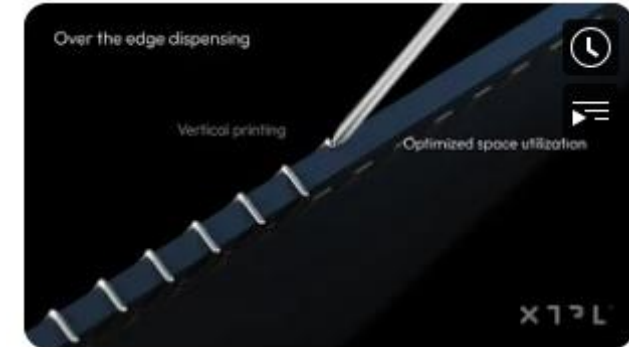
<https://www.youtube.com/watch?v=asgt5CCPcY>

[https://www.youtube.com/watch?v=zR8569fF\\_aw](https://www.youtube.com/watch?v=zR8569fF_aw)

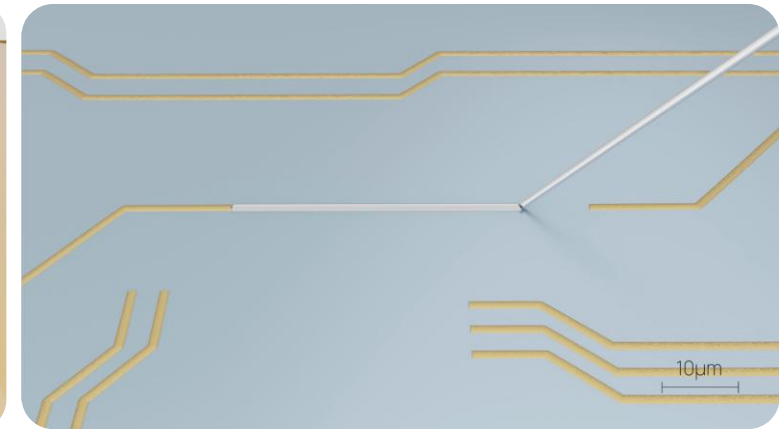
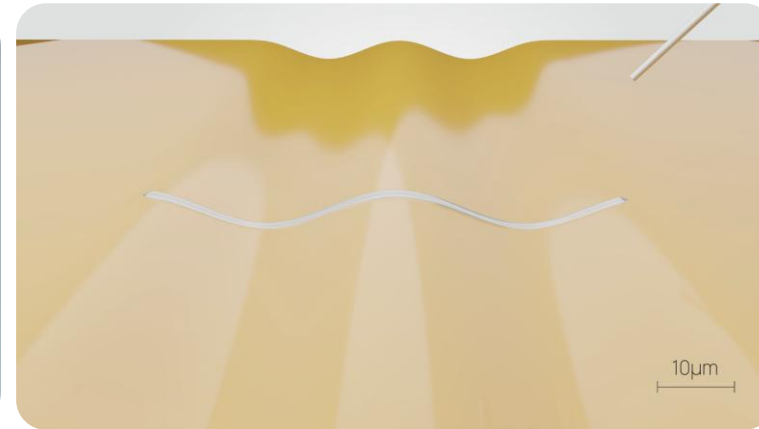
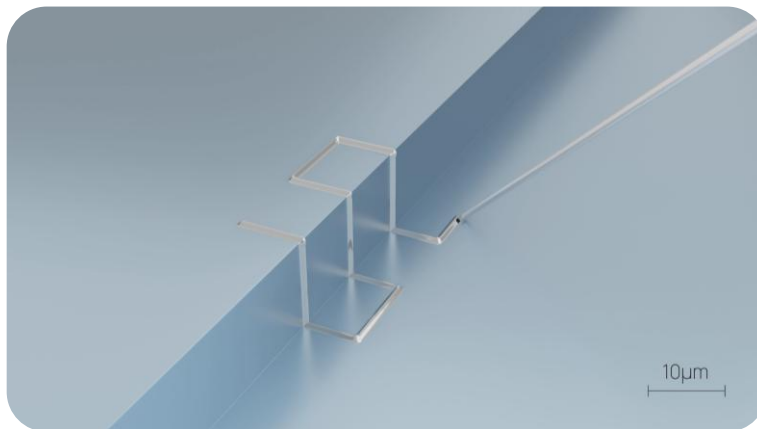
<https://www.youtube.com/watch?v=6jT8UclbGeM>



XTPL Explainer. Part one: Defect repair



XTPL explainer series part two: Advanced Packaging with #XTPL Ultra-Precise...



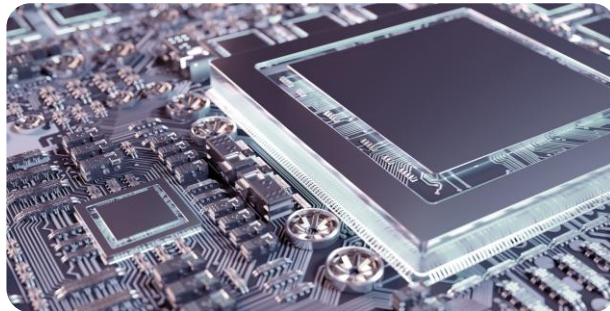
# XTPL solutions address global trends



Nanoprinting is a technology that responds to the new challenges faced by the production of advanced electronics. It enables cost-effective, scalable and rapid reduction of electronic dimensions, while ensuring high resolution.

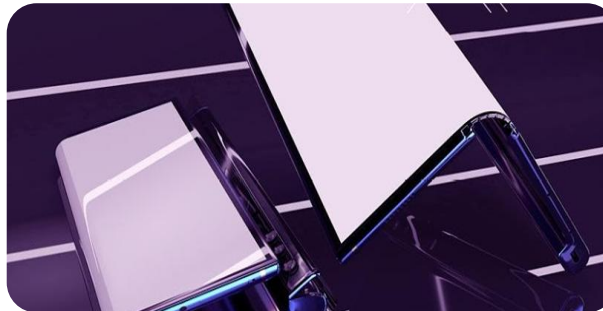
## Global Megatrends in advanced electronics manufacturing

**Miniaturizing** the size and weight of electronic devices while boosting performance and speed

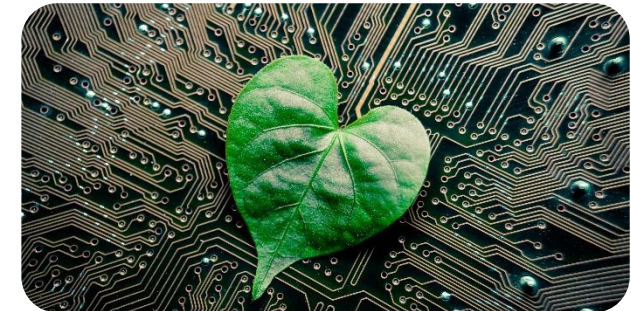


**Changing the forms and properties** of consumer electronics:

- flexibility, new shapes including 3D forms



**Sustainability** by optimizing materials and energy usage in the production process while minimizing waste



## Printed electronics market

- In 2023, the value of the printed electronics market was USD 11.7 billion (source: Fortune Business Insights<sup>1)</sup>)
- In 2024, the projected value of the printed electronics market is expected to grow by 17.5% YoY to USD 13.8 billion
- Over the next decade, by 2032, a nearly six-fold increase is projected, reaching USD 69.5 billion
- CAGR in 2024-2032 will be a significant +22.4%

**+22.4%**  
**CAGR 2024-2032**  
for the global printed  
electronics market

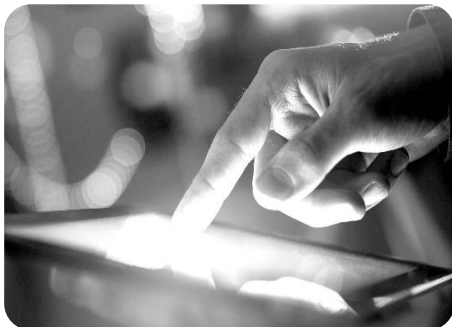
1) Source: <https://www.fortunebusinessinsights.com/printed-electronics-market-109706>

# Growing market for XTPL solutions



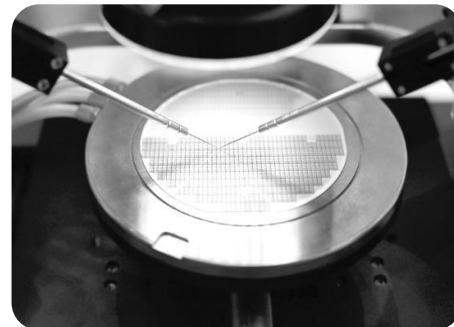
Strong development market is due to the growing number of new applications of printed, flexible and organic electronics in various fields. XTPL technology is used in many existing areas of the printed electronics industry or – thanks to the unprecedented precision of printing – will lead to the emergence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

## Advanced electronics sectors where XTPL commercializes its solutions



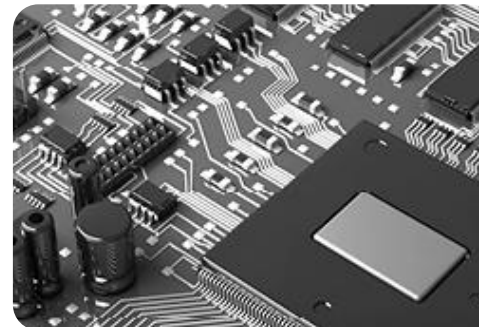
### OLED DISPLAYS

USD 45.9 billion (2023)  
2024-2030: 19.4% CAGR



### SEMICONDUCTOR MANUFACTURING EQUIPMENT

USD 26.8 billion (2024)  
2024-2031: 7.4% CAGR



### PRINTED CIRCUIT BOARD

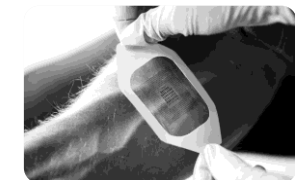
USD 73.0 billion (2023)  
2024-2031: 4.3% CAGR

## Other target industries for XTPL



### SECURITY PRINTING

USD 3.3 billion (2023)  
2024-2032: 7.2% CAGR



### BIOSENSORS

USD 30.0 billion (2024)  
2025-2030: 8.6% CAGR

Source: Grand View Research, Verified Market Research, SNS Insider

# Patent cloud secures XTPL technology

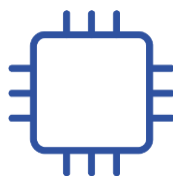
Intellectual property is one of the key competitive advantages of XTPL and its global solutions are being systematically secured by expansion of the patent cloud with protection obtained from the moment of patent submission.



HPM



Printing method



Apparatus

**44**

patents granted  
in total

**15**

patents granted  
in 2024

## Support from international law firms

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

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

# Stable, long-term and diversified shareholding structure



Listed on the Main Market of the Warsaw Stock Exchange since February 2019

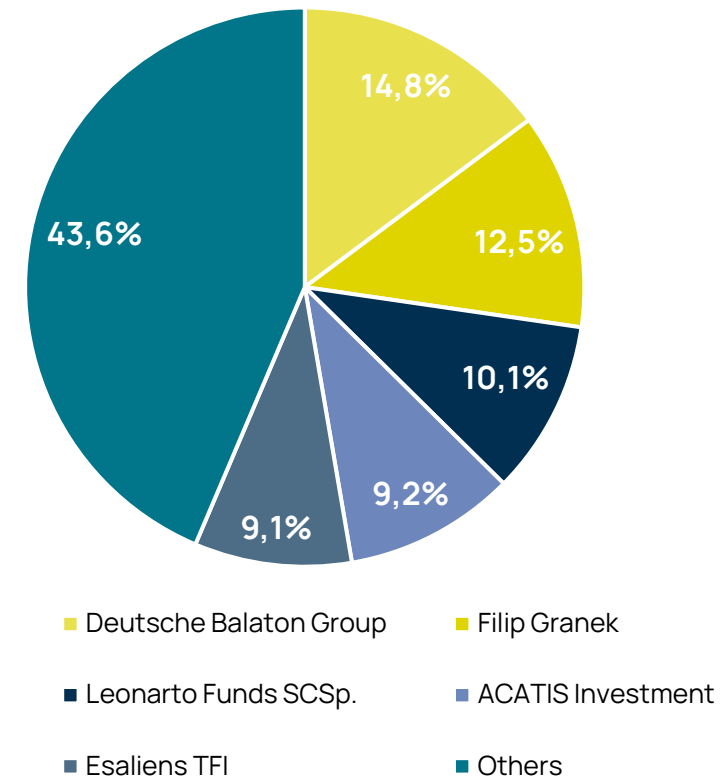


Listed on Open Market at Deutsche Börse Frankfurt since March 2020

Selected market information	
<b>Ticker WSE</b>	XTP
<b>Ticker FRA</b>	5C8
<b>ISIN</b>	PLXTPL000018
<b>Reuters Code</b>	XTP.WA
<b>Index</b>	sWIG80, WIG-Poland, WIGtech, WIGtech Total Return, INNOVATOR
<b>Number of shares</b>	2 649 877
<b>Market cap*</b>	PLN 265m
<b>Free float</b>	44%

\*data as of May 8<sup>th</sup> 2025

Shareholding structure of XTPL S.A. (May 2025)



02

# Industrial Implementations

# The first-ever industrial implementation launched



A milestone and a fundamental shift that reduces the risk of XTPL technology in the eyes of its partners. Demonstrating that UPD technology works not only in the laboratory but also under industrial conditions. XTPL's readiness to accelerate processes in both other existing and new industrial projects.

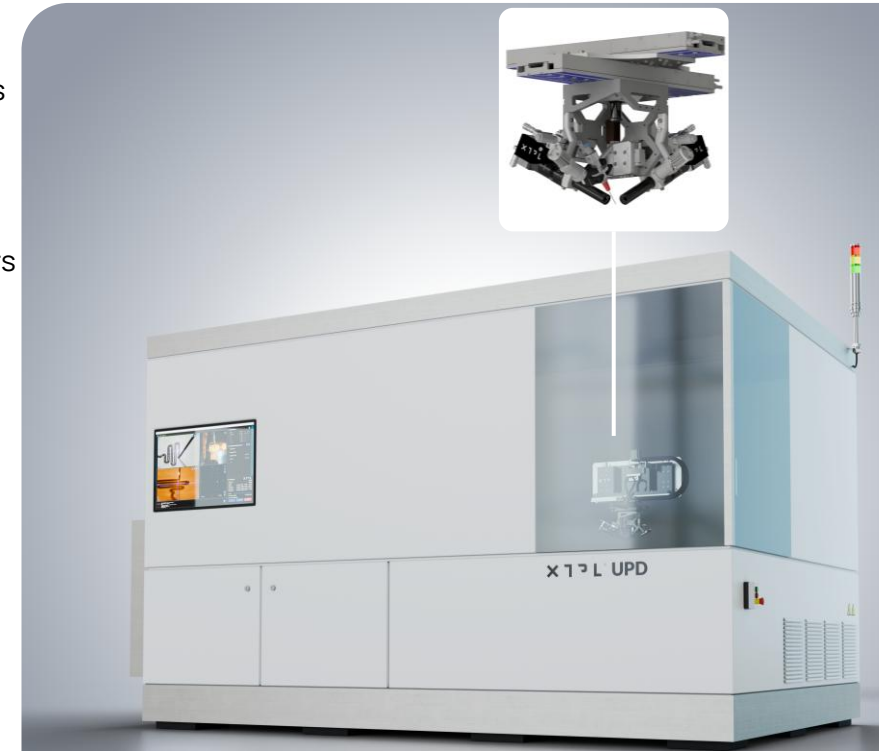
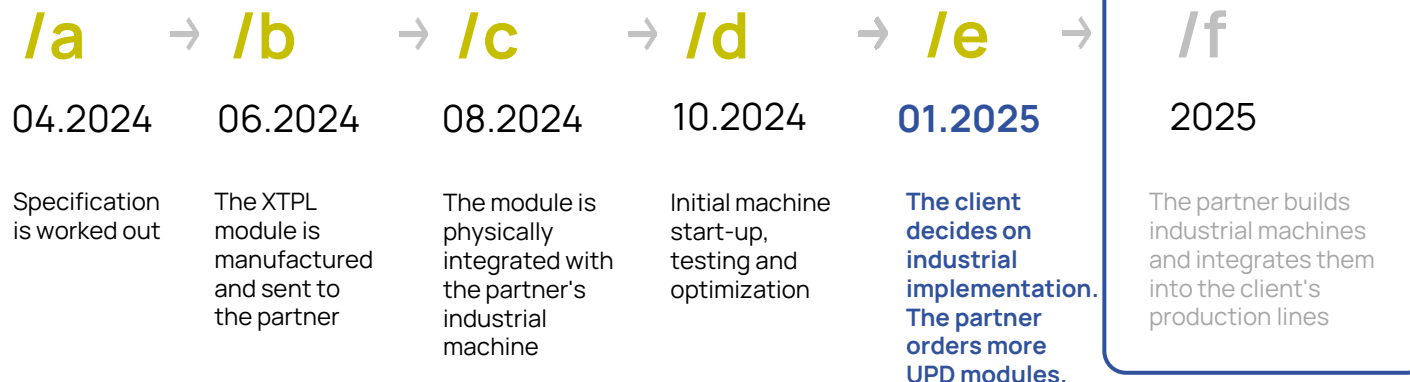
## First batch of 6 UPD modules – to be delivered in H1 2025

- **Ordered by:** Yi Xin Technology, official distributor of XTPL solutions in the Chinese market
- **Direct partner:** A leading Chinese manufacturer of machines for mass production of FPDs
- **End client:** one of the largest display manufacturers from China with annual revenue of +USD 20 billion
- **Status:** in the process of dispatching the first modules, with the remainder of the first 6 units in next months

## Project potential in China

- Implementation period of several years with a possible **total order volume of several dozen UPD modules**
- The implementation is **expected to have a positive impact on other projects** evaluated with global partners
- **XTPL's growing credibility and trust** among global manufacturers of modern electronics

## Executing the stage 4 of the implementation

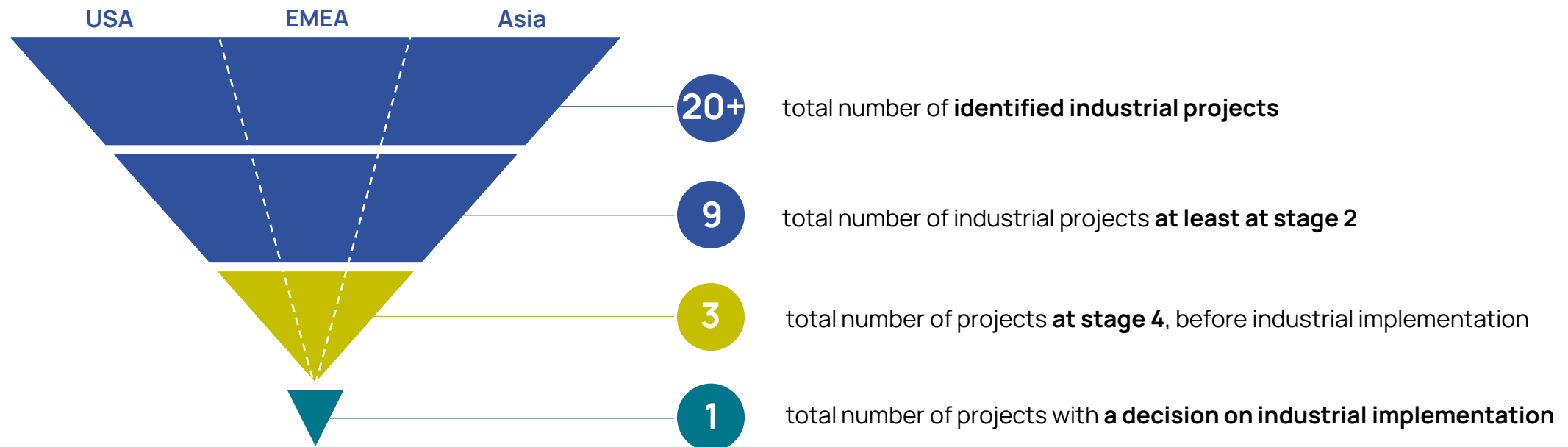


# Pipeline of projects exceeding the PLN 100 million target



A geographically diverse pipeline of projects spanning various application areas, aimed at the industrial implementation of the UPD technology. If successfully validated and fully implemented, the nine projects that are currently at least at stage 2 have an estimated total potential of approx. PLN 400 million in average annual revenue over their respective lifespans.

## Pipeline of industrial projects for global technology clients



## Illustrative process of industrial implementation of the XTPL technology



# Evaluation of key industrial projects worldwide



Four prototype industrial machines with a UPD module (printhead) are being tested globally, including a project in China – the first-ever industrial implementation of XTPL technology on production lines. The partners and end clients are leading global manufacturers of advanced electronics.

## Diverse projects evaluated in key markets for additive technologies



### China

- **Industry:** Flat Panel Displays
- **End client:** one of the largest display manufacturers from China with annual revenue of +USD 20 billion
- **Start of stage 5:** Q1 2025



### South Korea

- **Industry:** Flat Panel Displays
- **End client:** a leading global manufacturer of FPD from South Korea listed on KOSDAQ
- **Start of stage 4:** Q2 2023



### USA

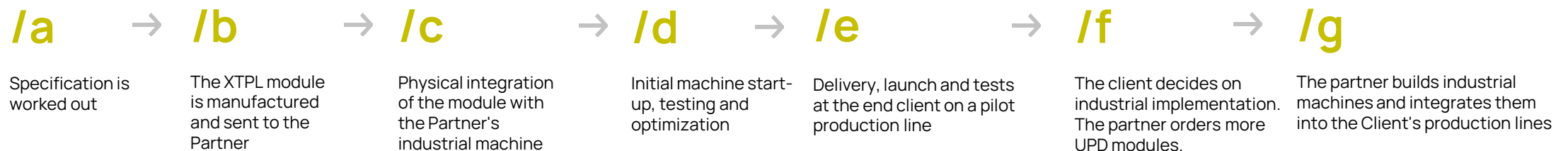
- **Industry:** Flat Panel Displays and semiconductors
- **Direct partner:** a Nasdaq 100-listed top manufacturer of industrial machines from the United States
- **Start of stage 4:** Q2 2023



### Taiwan

- **Industry:** semiconductors (advanced packaging)
- **End client:** a leading global semiconductor manufacturer from Taiwan
- **Start of stage 4:** Q3 2022

## A sample process of the stage 4 of implementation – testing a prototype device with a UPD module integrated



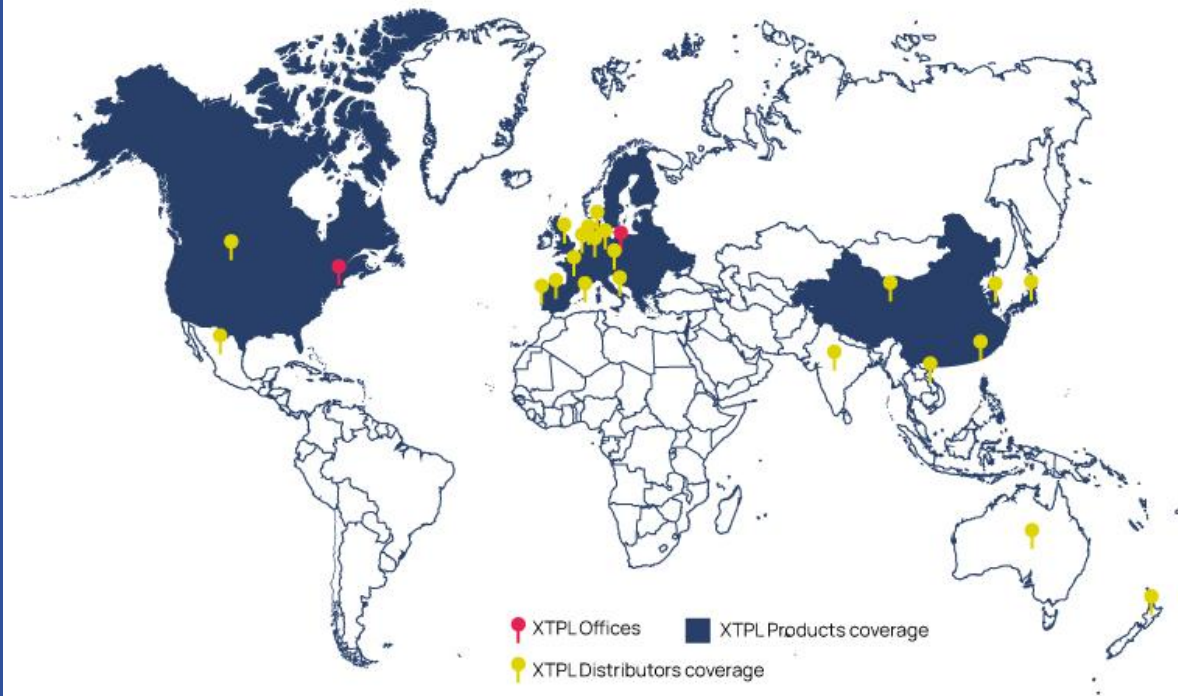
03

# Business Development

# Global commercialization of the XTPL portfolio



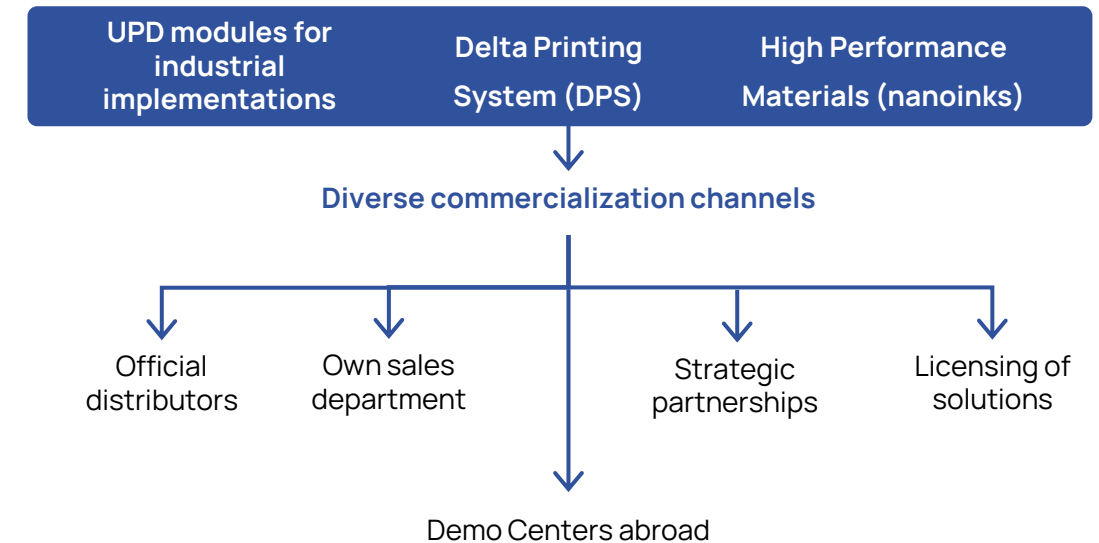
XTPL has successfully commercialized its products in over 20 countries and is conducting UPD technology evaluations with global printed electronics manufacturers for future industrial implementations.



## 17 distributors of XTPL products in:

Australia, Austria, Belgium, China, Denmark, France, Germany, Hong Kong, India, Italy, Japan, South Korea, Luxembourg, Mexico, New Zealand, Switzerland, Taiwan, UK, USA.

## Own sales and global distribution of proprietary products



In November 2024, the first Demo Center opened in Boston, USA. By the end of 2026, the plan is to open two additional centers in key technological markets, such as South Korea, Taiwan.

# The first foreign Demo Center

The center is located in a key market for modern technologies – Boston, USA. It is part of a new technology incubator, attracting innovators and technology corporations that seek new solutions. The Boston metropolitan area alone is home to over 40 higher education institutions, including: MIT, Harvard and Cambridge.

## Team and equipment

- **Coordination:** Sales Director for North America Urs Berger, hired in 2024, over 20 years of international experience and MBA
- **Team:** Field application engineer responsible for the technology and its demonstration to clients
- **Cooperation:** joint activities with official American distributors of XTPL solutions – CWI Technical Sales and Ontos Equipment System
- **Equipment:** a showroom with XTPL products, including DPS, possibility of carrying out on-site tests

## Benefits for XTPL

- **Break-even:** achieved in 2024 with the sale of 5 DPS devices
- **Commercialization:** expanded reach into the key North American market, enhanced support for current and future clients and faster delivery of consumables (HPMs, nanoinks, nozzles)
- **Applications:** the opportunity to enter new segments, including those requiring strict confidentiality and limited access to information – **first order of DPS device for the defence sector received in March 2025**
- **R&D projects:** invitations to participate in grant initiatives, including those under the Chips Act and close collaboration with major technology corporations

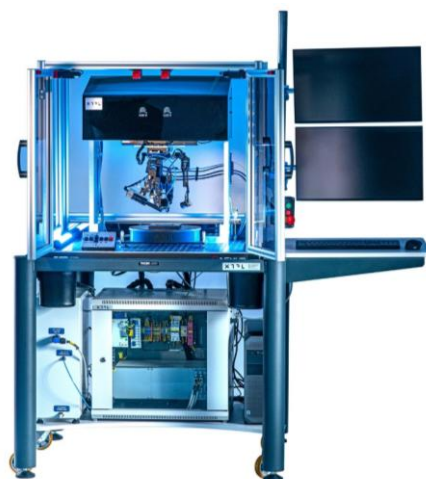


**7**  
DPS devices delivered in the USA and Canada in 2022-2024

**5**  
DPS devices delivered in the USA and Canada in 2024 alone

**1**  
An industrial project at an advanced Stage 4 for Nasdaq 100 listed entity

# Delta Printing System as a Technology Demonstrator



38 DPS devices ordered\*

\*Since the start of commercialization at the turn 2021

9 ordered in 2024

12 delivered in 2024

a more balanced and desirable distribution of offtakers in 2024 by region and client type

Examples of DPS clients:



## Sales in 2024

- **Normalization in the Chinese market post 2023** – driven by the post-pandemic market recovery and cash injection for domestic R&D investments
- **Increased deliveries to industrial clients**, but slower pace of orders from research institutes due to delays in their grant projects

## Outlook for 2025

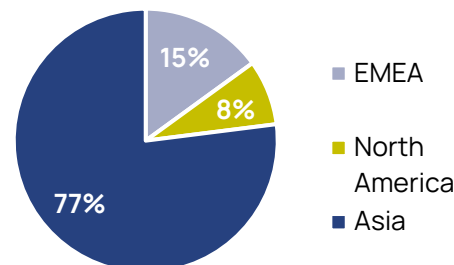
- 2025 is expected to see a **significant year-on-year growth in device sales**
- **A more mature and diversified pipeline** of buyers at various stages of negotiations compared to 2024
- **The value of inventories (PLN 4.4 million) creates the potential to generate approx. PLN 10 million in sales** with secured components for the construction of DPS devices
- **Key components for the construction of DPS devices are sourced from Europe**, which significantly mitigates the risk of production disruptions due to the current geopolitical
- Start of the partner selection process **for partial outsourcing of DPS device production, with a positive impact on XTPL's working capital**

	2020	2021	2022	2023	2024	2025 YTD*
DPSs ordered	1	4	7	13	9	4
DPSs delivered	1	3	3	13	12	3

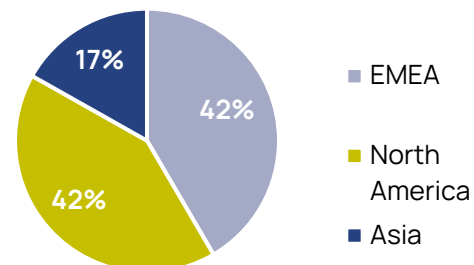
\*As at the date of publication of the report (April 28, 2025)

## DPSs delivered by region (%)

2023

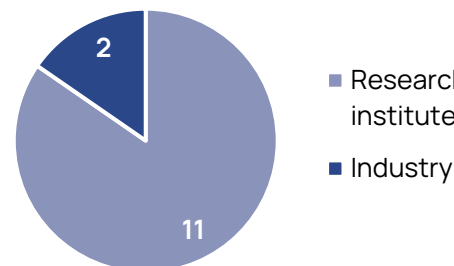


2024

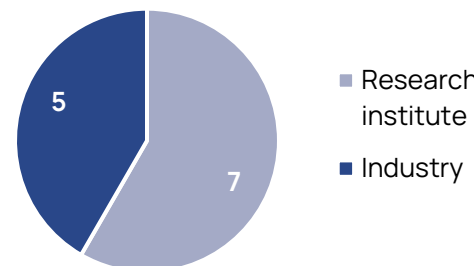


## DPSs delivered by client type (units)

2023



2024



# Development of a new product: Delta Printing System+

A new business line consisting of DPS+ devices, aimed at bridging the gap between DPS systems and UPD modules. It is being developed in response to identified market demand and is currently in an advanced R&D phase. The commercialization of this new product range is expected to impact revenues starting in 2026.



## Purpose and buyers

- **Small-scale industrial production at corporate clients** where DPS devices or UPD modules will not be used
- **HMLV (High-Mix Low-Volume)** – a broad range of products (High Mix) produced in relatively small quantities (Low Volume)
- **DPS+ is a standalone product** with a higher level of automation compared to DPS

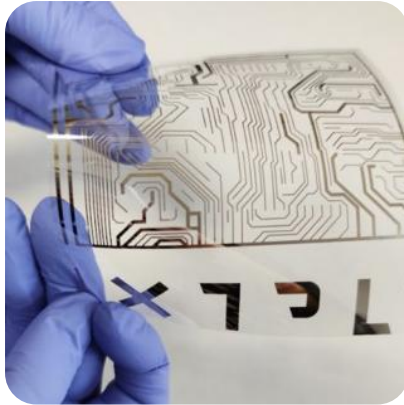
## Benefits for XTPL

- Specific features that enable the sale of a **higher volume of devices within a single order**
- **A price of approx. EUR 300 thousand per unit**, while maintaining high margins comparable to those of DPS devices
- Further product diversification **to reach new clients**, including corporate ones
- **Expected strong contribution** to the strategic goal for 2026

# High Performance Materials (HPM, nanoinks)



HPM are consumables in other business lines: DPS devices and UPD modules. The increase in sales and the growing number of devices currently in operation on the market leads to a rise in HPM orders.

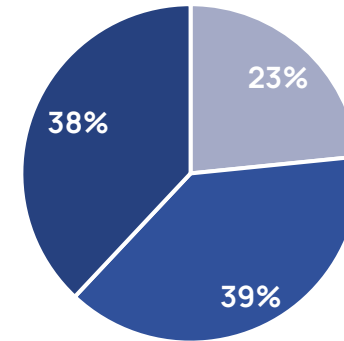


## HPM – key data:

- **107 orders in 2024** (+26% YoY), 30 in Q4 2024 (+20% YoY)
- **252 orders since the beginning of HPM commercialization** from: EMEA, USA and Asia
- **70 returning clients** since the beginning of ink commercialization
- **Completed orders to 23 countries** from: EMEA, USA and Asia
- **The majority of HPM sales are directed to industrial clients**
- New countries on the sales map: Finland, Sweden, Slovenia, Japan
- Nanoinks renamed as High Performance Materials (HPM) for marketing purposes
- Development of inks with copper and gold content – new gold-based ink and pre-sales of copper-based inks from Q1 2024

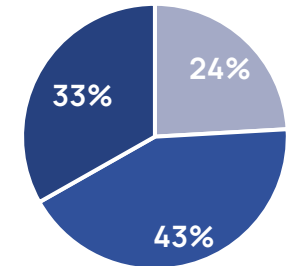
HPM (nanoinks) sales by region

2024



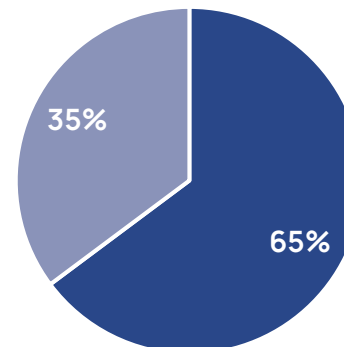
■ North America ■ EMEA ■ Asia

Q4 2024



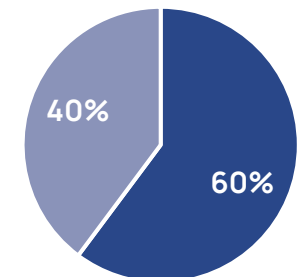
HPM (nanoinks) sales by client type

2024



■ Industry ■ Academic centers

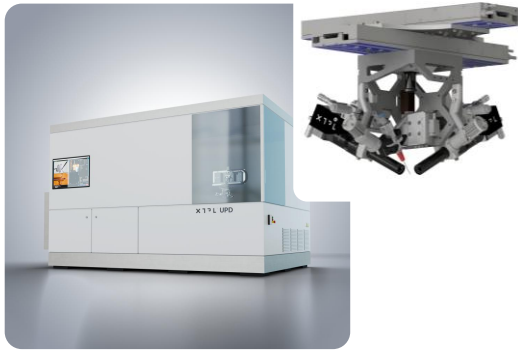
Q4 2024



# A portfolio tailored to the needs of global clients



XTPL is continuously engaged in R&D, expanding the functionality and potential of its individual business lines while developing new product ranges to meet market demand. An increase in the commercialization of any business line drives growth in other lines, including consumables.



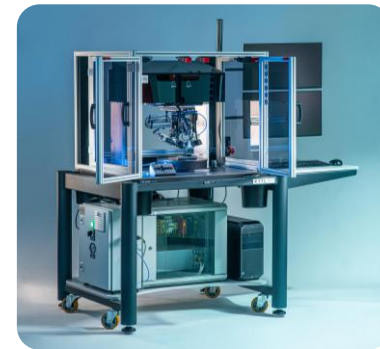
## UPD modules for industrial implementations

- Nanomaterial deposition modules; integration with industrial equipment
- They can be used in various application areas, including semiconductors, FPDs, advanced PCBs and more
- Average price: ~EUR 50-100 thousand



## DPS+ (tentative name)

- Product in the development phase (R&D)
- High-Mix Low-Volume production
- Buyers: corporate clients
- Average price: ~EUR 300 thousand
- Commercialization: 2026



## Delta Printing System (DPS)

- XTPL technology demonstrator
- Standalone system for use by electronics manufacturers in R&D and prototyping
- Buyers: research institutes and industrial sectors
- Average price: ~EUR 170-200 thousand



## High Performance Materials (nanoinks)

- Silver nanoinks with an excellent stability for use in various printing techniques
- Gold nanoinks with high insulation properties
- Products sold to industrial and academic partners from EMEA, USA and Asia
- Consumables for DPSs and UPD modules



New generations of products and solutions based on UPD technology, including the initial R&D phase for the multihead system

04

# Finance

# Executive Summary Q4 and FY 2024



## Summary of key achievements:

selected key events up to the publication of the 2024 report

### Industrial implementations

- **Started the first-ever industrial implementation of XTPL technology on January 3, 2025** – the end client is one of the largest display manufacturers from China, with annual revenues in excess of USD 20 billion
- **Progressive evaluation** of the most advanced remaining projects in collaboration with partners and clients from: South Korea, Taiwan and the USA

### DPS devices

- **12 devices delivered**, including 5 for the North American market; high share of DPSs sold to industrial clients (5 out of 12 devices)
- **Start of work on DPS+** in response to market demand reported by clients, with expected significant impact on 2026 performance

### Business development

- **Opened a Demo Center in Boston, USA**; achieved break-even and reached new clients, including a defense contractor
- **Completed the first stage of the investment process** in key areas: sales, production, R&D and organization, which are an element of scaling the XTPL business

### Financial performance

- **Raised PLN 27.6 million** through a share issue, securing funding to complete the final stage of the investment process aimed at reaching PLN 100 million in commercial revenues in 2026
- **Record-breaking Q4** with PLN 5.6 million in commercial revenues

## PLN 12.3 million

from the sale of products and services in FY 2024 (-9% YoY)  
90% share in total revenue (+3 p.p. YoY)

## PLN 5.6 million

from the sale of products and services in Q4 2024 (+32% YoY)  
83% share in total revenue (-8 p.p. YoY)

## PLN 27.7 million

cash at the end of December 2024  
includes share issue proceeds obtained in Q4 2024

## PLN 4.4 million

inventories at the end of December 2024 (+PLN 2.6 million YoY)  
potential to generate approx. PLN 10 million in sales

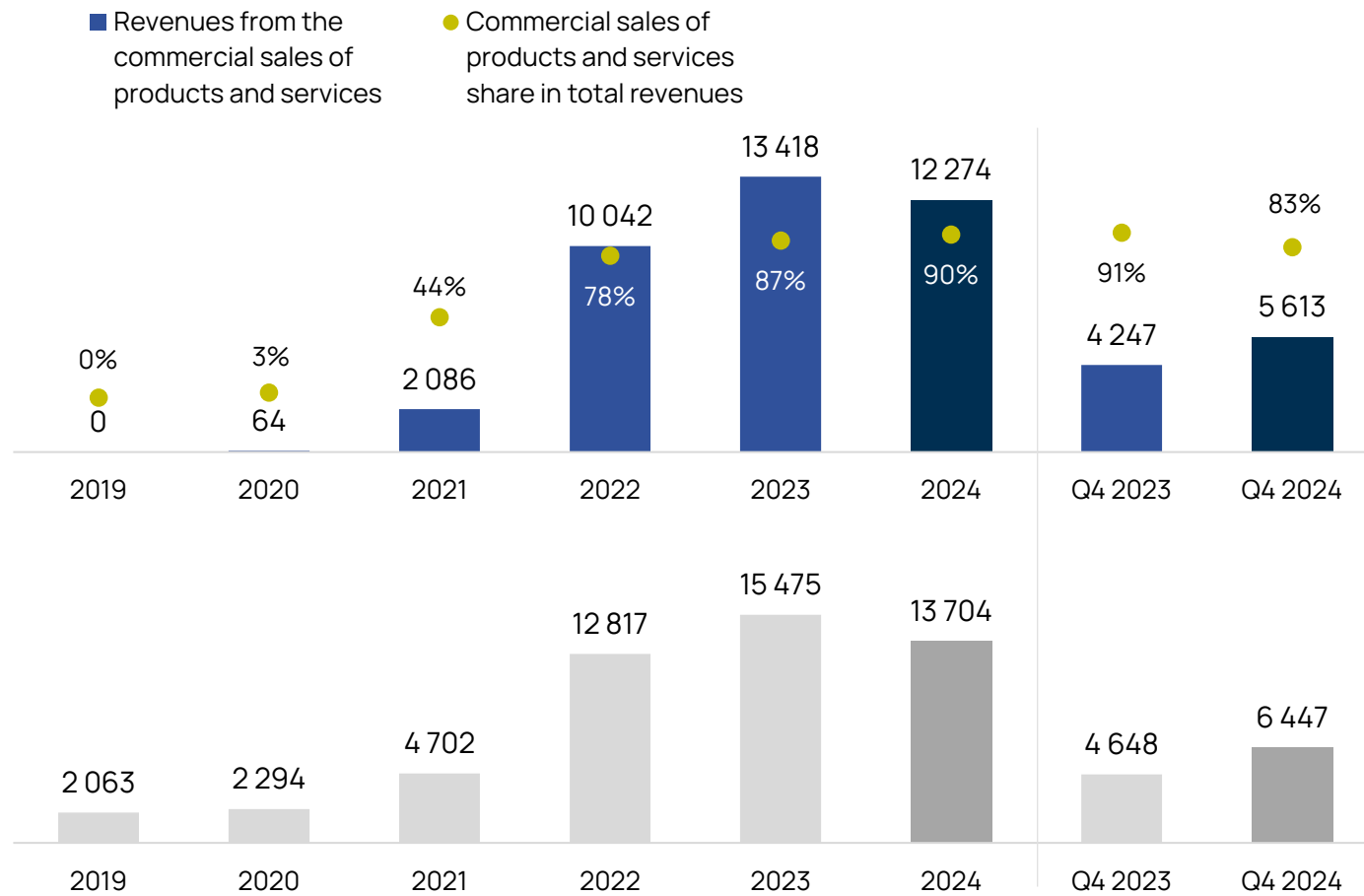
## 16 industry events

increased visibility of XTPL at key events  
new, improved version of the xtpl.com website

# Transformation from R&D to growing commercial sales



Figures in PLN thousand



- **Record-breaking Q4 2024** with PLN 5.6 million in commercial sales (+32% YoY), a 46% of revenues from the sale of products and services in FY 2024
- Growing revenue contribution from the Boston Demo Center opened in 2024, **generating orders from the United States and North America**
- **PLN 12.3 million in commercial sales in 2024**, achieved despite delivering only 1 DPS device to the Chinese market – compared to 9 devices in 2023 during the post-pandemic investment surge
- High share of products and services sales in total revenue – effective business development
- Commercialization of all business lines will **drive further growth in 2025 and 2026**, supported by the first industrial implementation of XTPL technology, which began in January 2025
- Seasonality of DPS sales with most orders generated in the second half of the year

# Impact of Stage 1 investment process on 2024 results



Figures in PLN thousand

	Q4 2024	Q4 2023	FY 2024	FY 2023
<b>Revenues from the sale of products and services</b>	<b>5 613</b>	<b>4 247</b>	<b>12 274</b>	<b>13 418</b>
<b>Grants (reimbursement and advances)*</b>	<b>834</b>	<b>700</b>	<b>1 430</b>	<b>3 400</b>
<b>Operating costs:</b>	<b>10 475</b>	<b>7 046</b>	<b>35 391</b>	<b>20 288</b>
- Research and development expenses	3 317	1 373	11 708	5 044
- Cost of finished goods sold	1 795	1 211	6 669	3 383
- Marketing and selling costs	3 524	1 748	7 608	4 007
- General and administrative expenses	1 839	2 714	9 406	7 854
<b>EBITDA</b>	<b>-2 683</b>	<b>544</b>	<b>-17 184</b>	<b>-3 002</b>
<b>Cash flows from operating activities</b>	<b>-1 351</b>	<b>3 669</b>	<b>-18 112</b>	<b>-4 822</b>
<b>CAPEX</b>	<b>1 600</b>	<b>2 666</b>	<b>6 206</b>	<b>7 791</b>
<b>Net cash flows</b>	<b>22 860</b>	<b>-4 451</b>	<b>414</b>	<b>21 235</b>

\*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.

	31.12.2024	30.09.2024
<b>Cash balance at the end of the period</b>	<b>27 686</b>	<b>4 829</b>

- **12 DPS devices delivered** in 2024, including 5 devices in Q4 2024
- **Significant increase in inventories** to PLN 4.4 million (+2.6 million YoY) – securing components for the construction of DPS devices, with the **potential to generate approx. PLN 10 million** in sales in subsequent periods
- The implementation of a number of activities as part of the successfully completed stage 1 of the investment process in the areas of sales, production, R&D and organization **significantly influenced the financial results in FY 2024:**
  - R&D costs +132% YoY (including work on DPS+ and the multihead)
  - Cost of goods sold +97% YoY (including employment growth)
  - Marketing and selling costs +90% YoY (including a new website and more industry events)
  - General and administrative expenses +20% YoY (including an increase in depreciation)
- Increase in depreciation to PLN 4.5 million (+146% YoY) driven by grant projects from NCBIIR in December 2023 (straight-line depreciation over 5 years)
- The cash position at 31.12.2024 includes the gross proceeds of PLN 27.6 million from the share issue in Q4 2024

# Outcomes of completing Stage 1 of the investment process



In 2023-2024, XTPL successfully completed the first stage of its investment process, strengthening key areas such as sales, production, R&D and organizational development, while aligning internal processes with its strategic goals. XTPL is now well-positioned to scale sales, with the goal of reaching PLN 100 million in commercial revenues in 2026.

## Sales

- **Significant progress in advancing industrial projects** and a growing number of leads in the pipeline
- **A business development team in place**, including the Global Sales Director, Managing Director of XTPL Inc. and the person responsible for the APAC region
- **The opening of an overseas Demo Center in Boston, USA**, with break-even in 2024
- **Expanding the network of international distributors** to include more than ten experienced and well-known entities in the industry
- **Increased activity at international conferences** and trade fairs, leading to more business meetings and sales opportunities

## Production

- **Increasing production capacity** to support the scale of orders outlined in the Strategy
- **A 2-fold increase** in the production of DPS devices
- **A reduction in the delivery time** of DPS devices to clients from several months to just a few weeks
- **Secured stock of key components** for production

## R&D

- **Intensive work on the development** of existing products
- **Advanced stage of work on DPS+ devices**
- **A milestone in the multihead research phase**, featuring 8 nozzles compared to 1 in current products
- **Expanding the nanoink portfolio** to include gold ink

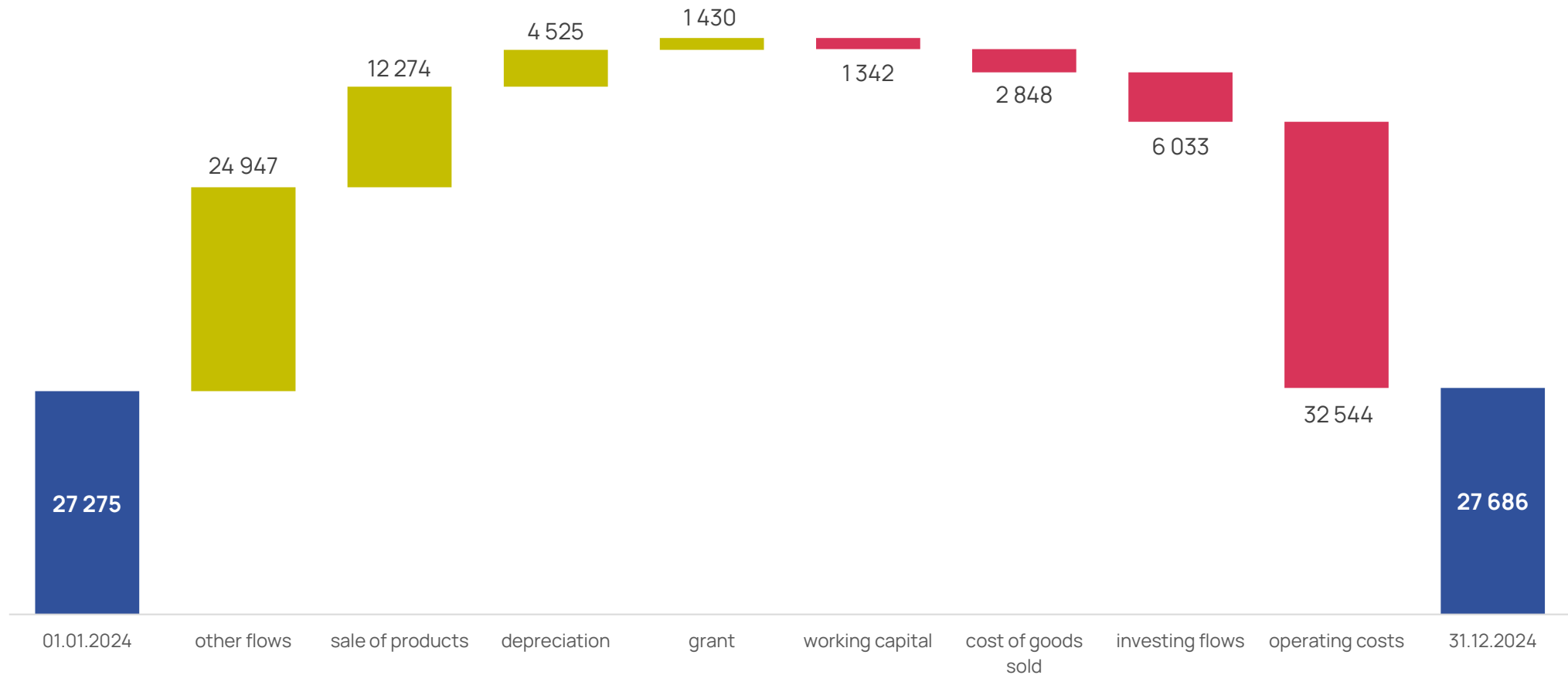
## Organization

- **An approximately 2-fold increase in employment** to the optimal level for implementing the strategy, totaling ~70-80 interdisciplinary experts
- **Implementation of new management processes** and systems
- **Establishing a team to manage current and future products** (New Product Development)

# High level of cash at the end of 2024



Figures in PLN thousand



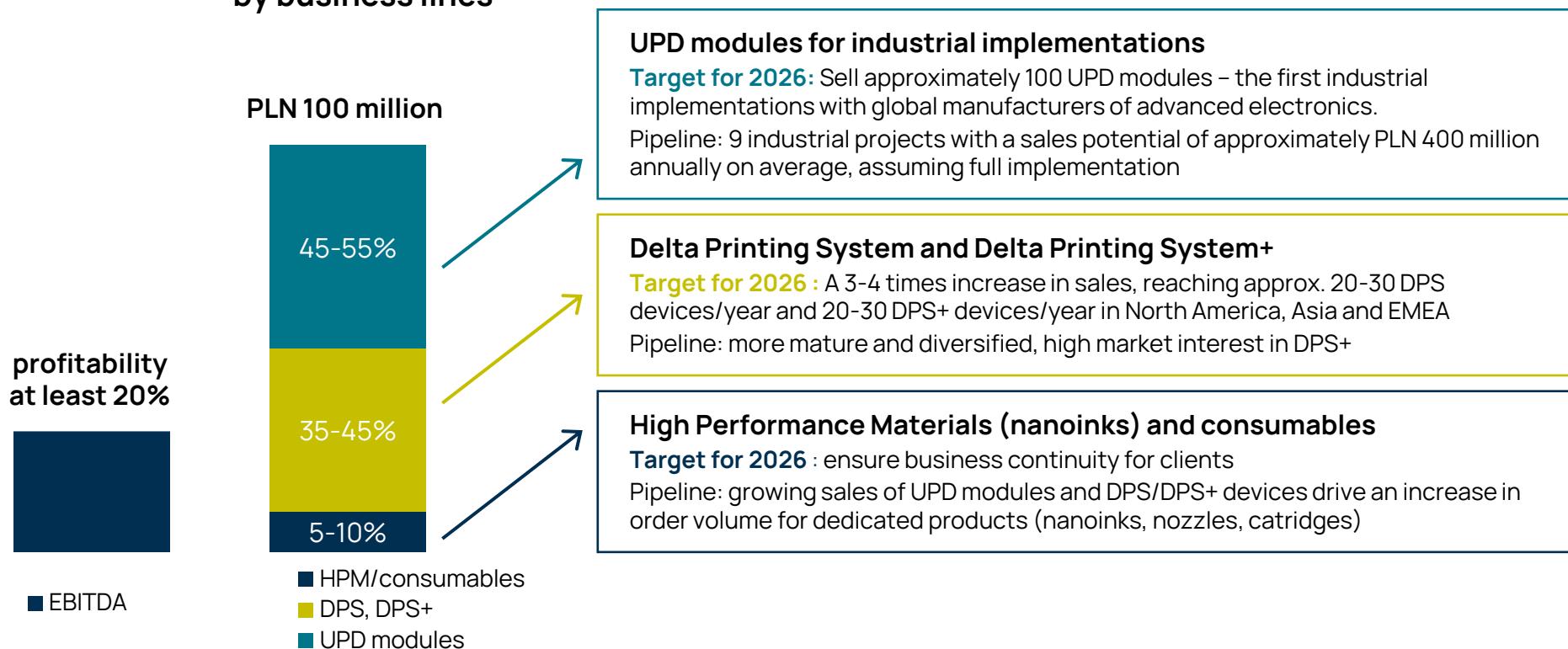
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# Outlook

# A detailed plan to achieve PLN 100 million in sales

XTPL's 2023-2026 strategy aims to achieve PLN 100m in commercial sales in 2026 (a 10x increase vs 2022). The ESOP provides for at least 20% profitability at the EBITDA. The realisation of the plan is based on the diversified involvement of all business lines, including the first industrial implementations and commercialization of DPS and DPS+ devices.

## Estimated contribution to revenues by business lines



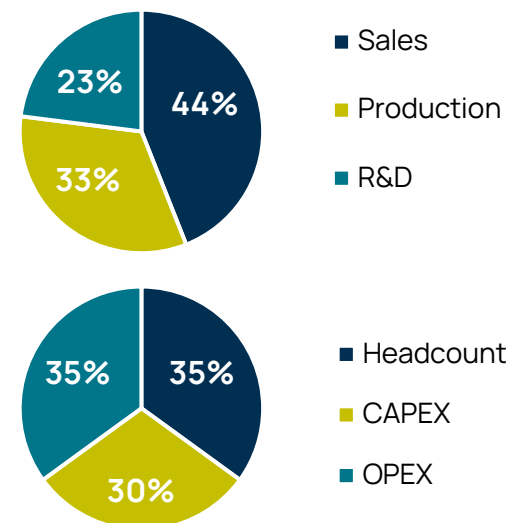
# Secured funds for the execution of the investment process



The investment process, amounting to approximately PLN 60 million for the years 2023-2026, lays the foundation for a 10x increase in commercial revenues to PLN 100 million in 2026. The funding for the implementation of Stage 1 was raised through a public offering completed in 2023: PLN 36.6 million gross and the funding for the implementation of the second and last stage was secured in a public offering in 2024: PLN 27.6 million gross.

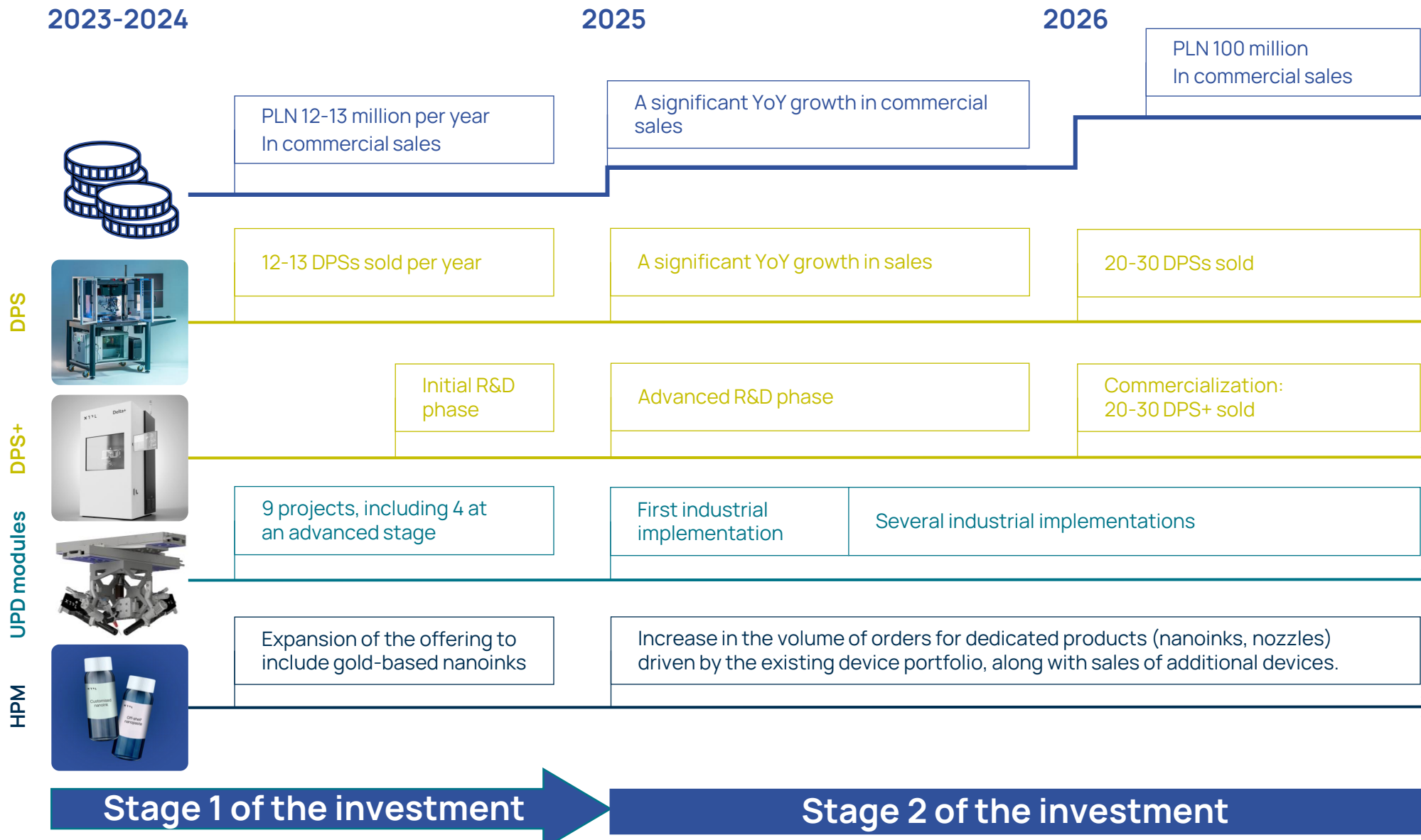
Investments in key areas for further growth	
<b>Sales</b>	<ul style="list-style-type: none"> <li>Support for the sales and marketing team</li> <li>3 Demo Centers set up abroad in key locations, equipped with XTPL products</li> </ul>
<b>Production</b>	<ul style="list-style-type: none"> <li>A 3-4 times increase in production capacity for the DPS and HPM (nanoink) business lines</li> <li>Increasing the production capacity for UPD industrial modules to approx. 100 modules/year (heads, nozzles, cartridges)</li> </ul>
<b>R&amp;D</b>	<ul style="list-style-type: none"> <li>Continued work on the development of the existing product portfolio</li> <li>Work on new products (including DPS+ and multihead)</li> </ul>

Expected structure of investments planned (PLN 60 million), broken down by areas



When fully implemented, the investment plan will also drive a further increase of 50-60% in production after 2026.

# XTPL's development prospects within the Strategy timeframe



Stage 1 of the investment

Stage 2 of the investment

# XTPL transformation within the Strategy timeframe



**XTPL Mission:** To be a leader in delivering breakthrough solutions in printed electronics, setting the standard for the global nanofuture.

**XTPL Vision:** Ensure that global manufacturers can pursue cost-effective and scalable production of advanced, next-generation electronics.

## XTPL in 2022

## XTPL in 2026

Sales and business development			
<b>Revenues from the sale of products and services</b>	PLN 10 million		PLN 100 million
<b>Industrial Implementations</b>	Advanced stages in several projects		First full industrial implementations
<b>Main markets</b>	Semiconductors, displays, PCBs		Semiconductors, displays, PCBs + telecommunications, biosensors and more
<b>Sales activities</b>	Distributors in several markets and a multidisciplinary sales department		An extensive international network of distributors, physical Demo Centers in three key technological markets and a dedicated sales team.

Operational and organizational development			
<b>Production capacity</b>	Enabling the generation of the first significant sales + progress in implementation projects		Potential to generate sales that exceed the strategic goal, supporting multiple industrial-scale implementations
<b>Organization</b>	A mature R&D company with a flat organizational structure, where tasks overlap		A leading deep tech company in Poland, dynamically scaling its business with a process matrix driven by world-class experts

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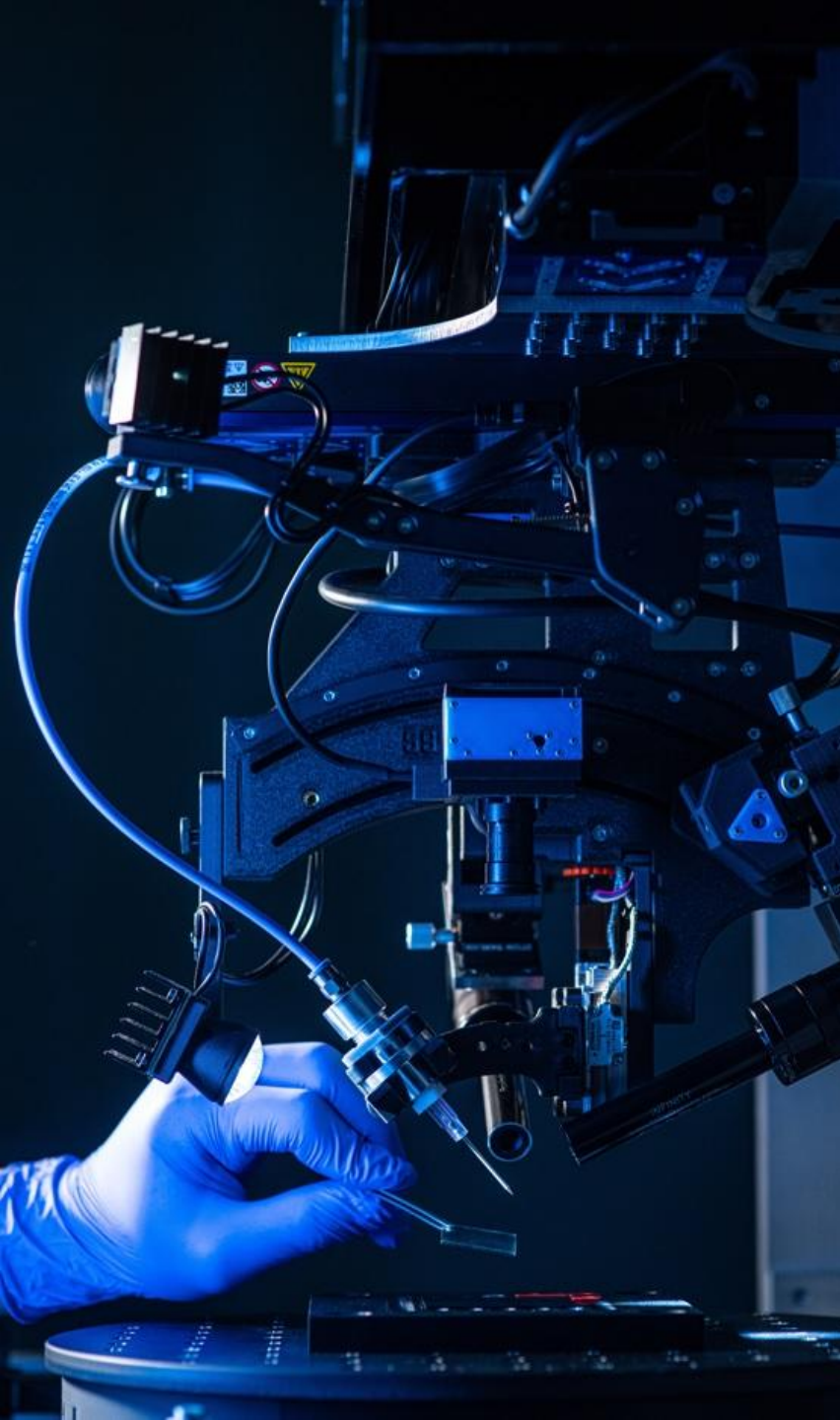
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# Thank you

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