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# INTERIM RESULTS 2024

XEROS TECHNOLOGY GROUP PLC

DATE:

PRESENTED BY:

NEIL AUSTIN & ALEX TRISTRAM

VERSION:



# HIGHLIGHTS

01

## FILTRATION LICENCE

Licence for both internal and external with Donlim Group, world leading SDA manufacturer and first manifestation of strategic partnership.

02.

## SALES OUTREACH

Ongoing sales outreach across Care and Filtration technologies, with significant interest and ongoing processes with a number of Global, Tier 1 potential partners.

03.

## COST CONTROL

Continued focus on cost control, with reduction of overheads and actions taken which will bring them down further over the coming periods.

# FINANCIAL HEADLINES

01

## REVENUE

Revenue:

H1 2023: £0.1m  
H2 2023: £0.1m

Revenue remains static and based on ongoing contracts. More significant licencing revenue expected to come on stream in H2 2024 and beyond.

02.

## ADJUSTED EBITDA

Adjusted EBITDA:

H1 2024: £(2.4)m  
H1 2023: £(2.6)m

Continued cost control has led to reduced adjusted EBITDA loss. Steps taken in the period which will further reduce costs from H2 2024 onwards

03.

## CASH

Cash outflow from operations:

H1 2024: £2.6m  
H1 2023: £2.9m

Reduced cost base seen in reduced operational cash usage for the period.



# FILTRATION HIGHLIGHTS

## 1. NEW LICENCE WITH WORLD LEADER

Licence for the Group's external filtration device, XF3, with the Donlim Group, one of the world's largest small domestic appliance manufacturers.

First phase of a strategic partnership to make use of the expertise of both parties.

## 2. SHOWCASE AT IFA

Supported by Donlim, able to showcase an off the shelf external filtration product at Europe's largest consumer electronics fair, with positive momentum generated from show.

## 3. TRACTION WITH MDA AND SDA BRANDS

In active processes with MDA and SDA OEMS and brands to bring filtration to market, both in machine and out of machines.

## 4. LEGISLATION REMAINS ON AGENDA

Despite lack of clarity from the French authorities on legislation efficacies and penalties, global legislation remains on the agenda, with processes underway in the EU and in the USA.



XF3



IFA BERLIN 2024





# CARE HIGHLIGHTS

## 1. ACTIVE PROCESSES

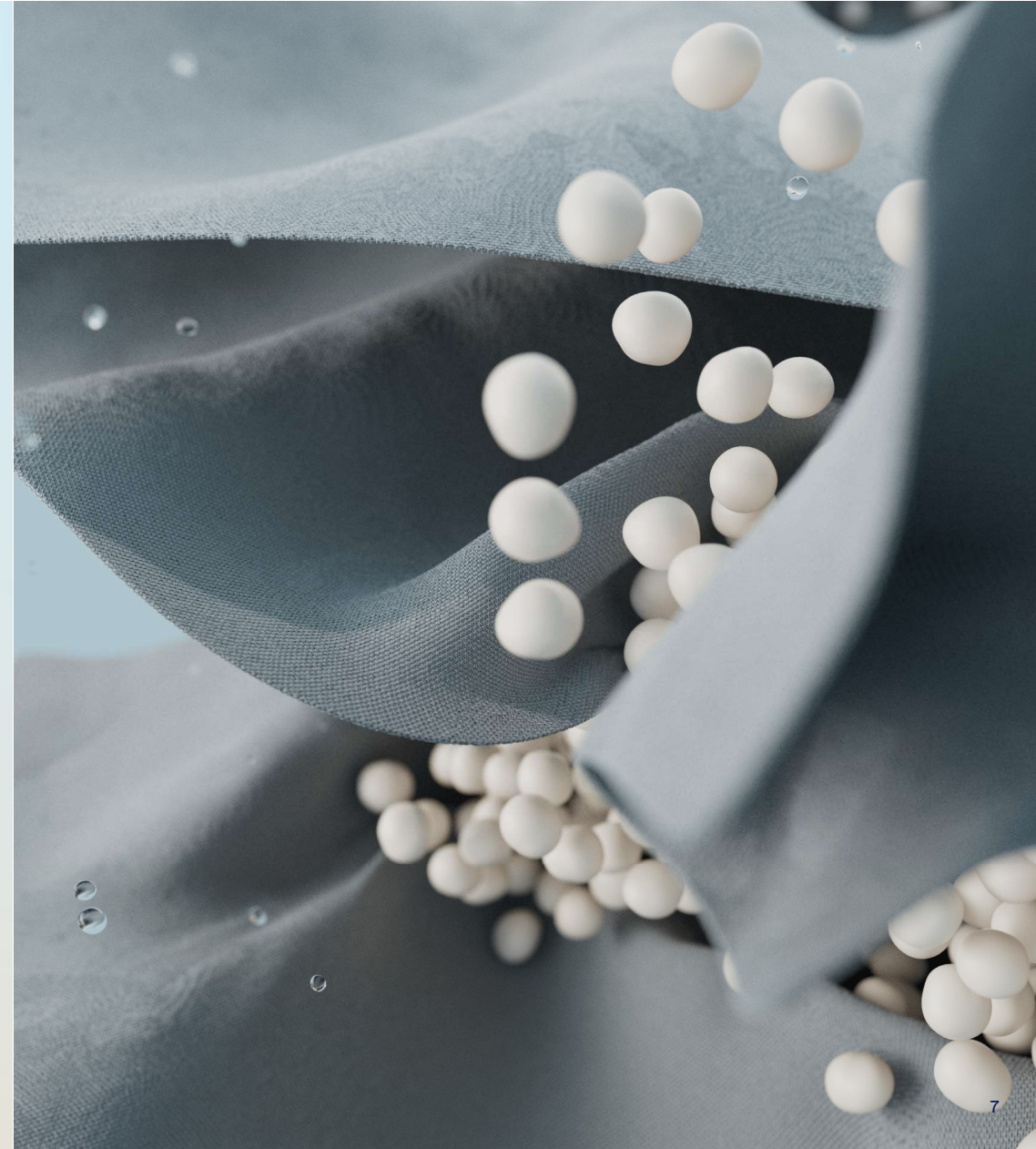
Positive momentum with tier 1 Global brands, with a number of ongoing, active processes underway across both the domestic and commercial Care technologies, with outcomes expected to be able to be communicated in the coming months

## 2. IFB DOMESTIC LAUNCH

IFB now expected to launch in 2025, with positive feedback obtained in consumer trials. Additional delays have been caused by further changes required by IFB which are not related to the Xeros technology.

## 3. CLEAR BENEFITS

As part of the ongoing commercial processes, we are gathering more evidence of the benefits of our Care technology, with garments lasting up to twice as long when cared for by Xeros enabled machines, proving a solid platform for the ongoing commercial outreach.





# FINISH HIGHLIGHTS



## 1. YILMAK LAUNCH

Yilmak Makina have launched their Xeros enabled machines at ITM Istanbul, showcasing genuine innovation to a market seeking solutions to its ecological impact.

## 2. REVENUE

Revenue expected from finish technologies within 2024, as Yilmak work through leads generated from market launch.

## 3. BRANDS

Ongoing processes with leading fashion brands to showcase possibilities of Xeros enabled denim processing. Work with brands supports sales outreach by machine partners and is to help drive market adoption



# SUMMARY & OUTLOOK

01

## MARKET LAUNCHES

Garment finishing machines launched by Yilmak and expected to be in market and generating revenue within 2024.

External filtration device, XF3, market ready following conclusion of licencing agreement with Donlim.

02.

## ENCOURAGING PIPELINE

Active processes with Global OEMS across filtration platforms, with outcomes expected to be communicated in the coming months.

03.

## ENVIRONMENTAL IMPERATIVES

Underlying benefits of Xeros technologies remain compelling, with pressure on industries to address their environmental impact growing.

## PROFIT AND LOSS

PROFIT AND LOSS	H1 2024
REVENUE	79
COST OF SALES	(14)
GROSS PROFIT	65
ADMINISTRATIVE EXPENSES	(2,593)
ADJUSTED EBITDA	(2,425)
SHARE BASED PAYMENT EXPENSE	(23)
DEPRECIATION OF TANGIBLE FIXED ASSETS	(80)
OPERATING LOSS	(2,528)
NET FINANCE EXPENSE	(18)
LOSS BEFORE TAXATION	(2,546)
TAXATION	-
LOSS AFTER TAX	(2,546)
LOSS PER SHARE (P)	(1.69)

## CASHFLOW STATEMENT

CASHFLOW AND FINANCING	H1 2024
LOSS BEFORE TAX	(2,546)
ADJUSTMENT FOR NON-CASH ITEMS	
DEPRECIATION OF TANGIBLE FIXED ASSETS	80
SHARE BASED PAYMENT	23
INCREASE IN INVENTORIES	(1)
DECREASE IN TRADE AND OTHER RECEIVABLES	(298)
DECREASE IN TRADE AND OTHER PAYABLES	80
FINANCE INCOME	-
FINANCE EXPENSE	19
CASH USED IN OPERATIONS	(2,643)
TAX	-
NET CASH OUTFLOW FROM OPERATIONS	(2,643)

## CASHFLOW STATEMENT

CASHFLOW AND FINANCING	H1 24
INVESTING ACTIVITIES	
FINANCE INCOME	-
FINANCE EXPENSE	(19)
PURCHASE OF PROPERTY, PLANT + EQUIPMENT	(4)
CASH PLACED ON/(REMOVED FROM) DEPOSIT	-
NET CASH INFLOW/(OUTFLOW) FROM INVESTING ACTIVITIES	(23)
FINANCING ACTIVITIES	
PROCEEDS FROM ISSUE OF SHARE CAPITAL, NET OF COSTS	5,824
PAYMENT OF LEASE LIABILITIES	(41)
NET CASH INFLOW FROM INVESTING ACTIVITIES	5,783
INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	3,117
CASH AND CASH EQUIVALENTS AT START OF PERIOD	1,595
EFFECT OF EXCHANGE RATE FLUCTUATION ON CASH HELD	(1)
CASH AND CASH EQUIVALENTS AT END OF PERIOD	4,711

## SHARE REGISTER

FUND	% VOTING RIGHTS	NUMBER OF SHARES
Amati Global Investors	12.80	66,666,666
Lombard Odier	10.80	56,226,599
Canaccord Genuity	8.71	45,333,333
Premier Miton	7.49	39,101,101
Entrepreneurs Fund LP	6.87	35,767,534
Rathbones	6.40	33,333,333
Dowgate Capital	4.79	24,917,507
Cavendish Capital Markets	3.85	20,065,137
Spreadex	3.79	19,710,348
Interactive Investor	3.45	17,964,218
Platform Securities	3.22	16,766,666
Hargreaves Lansdown	3.01	15,656,436