



# Xplore Technologies

NASDAQ: XPLR

**May 26, 2015**  
**Recent Price: \$6.30**

## Market Data

Fiscal Year	March
Industry	Technology
Market Cap	\$66.1M
Price/Earnings (ttm)	N/A
Price/Book (mrq)	3.2x
Price/Sales (ttm)	1.63x
Insider Ownership	10.3%
Shares Outstanding	10.4M
Equity Float	9.4M
Avg. Volume (3 mo.)	48,109

*As of November 2, 2014*

## Income Statement Snapshot

TTM

Revenue	\$40.6M
Net Income	(\$0.7M)

## Balance Sheet Snapshot

MRQ

Cash	\$5.4M
Debt	\$0.0M

## Company Overview

Xplore has been a world leader and innovator in rugged tablet PCs since 1996. The ultra-rugged iX104 line of Windows tablets and the RangerX rugged Android tablet are the most reliable and durable tablets on the market, engineered with the latest tablet technology and rugged design innovations. Xplore products are sold on a global basis through an extensive network of channel partners. Recently, the Company has expanded and strengthened its sales force to increase tablet sales and revenue. Xplore tablets are deployed across a variety of industries and sectors, including manufacturing, utilities, military, energy, field services, and telco/utilities. Xplore is positioned to be an industry leader in the growing market place for ultra-rugged and fully-rugged enterprise tablets. Xplore has previously only been in the ultra-rugged niche of the rugged tablet market space. By now offering fully rugged tablets that are lighter weight and lower cost, Xplore will be more than tripling its addressable market.

## Value Proposition

An industry leader with an established track record of high-growth, high-margin financial performance, Xplore provides investors a solid growth opportunity through a robust pipeline of expanding opportunities. The Company's recent entrance into the fully rugged, lower cost tablet market has increased its addressable market size to approximately \$7.4 billion, an 8-10x increase over its previous addressable market. Revenue grew 41% year-over-year in 1Q15, and plans to grow the Company's sales force through a global channel partner network should continue to drive strong top-line growth. As of the quarter ended June 30, 2014, Xplore is debt free with \$2.6 million in cash and a positive working capital ratio of 4.5 to 1.

## Investment Highlights

- **Leading global provider of rugged tablets**
  - High-growth market; currently estimated addressable market of \$7.4 billion
  - Track record of above market revenue growth
    - 41% year-over-year revenue growth reported in 1Q15
    - Gross profit of approximately 37%
- **Strong financial position; as of June 30, 2014:**
  - Debt free
  - Positive working capital ratio of 4.5 to 1
  - Cash position of \$2.6 million
  - \$86 million net operating tax loss carry forward
- **Established global channel partner network**
  - Sales momentum continues to build:
    - Launched fully rugged Android Tablet (RangerX Pro); secured \$4 million order from major U.S. telecom provider
    - Launched fully rugged Windows 8.1 Tablet (Bobcat); secured order from major U.S. railroad transportation company
    - Multiple millions of dollars in orders from medical equipment manufacturers in an OEM relationship
    - Multiple millions of dollars in U.S. Military orders
    - Multiple million dollar orders from major oil and gas company