



XREALITY GROUP LIMITED

## **xReality Group Limited (ASX:XRG)** **ACN 154 103 607**

### **ASX Release**

**Sydney, Australia – 04 July 2024**

### **Operator XR – Sales Update June 24**

**xReality Group Limited (“XRG” or the “Company”)** is pleased to provide the following sales update for Operator XR, a wholly owned subsidiary of xReality Group Ltd. Operator XR provides Military and Law Enforcement agencies around the world with a unique, integrated Mission Planning & Rehearsal System, which is portable, secure, and highly immersive.

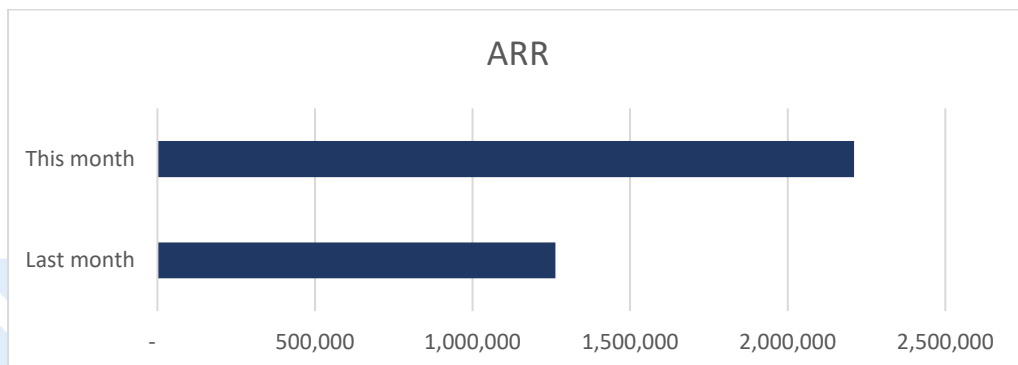
Operator XR has continued the momentum throughout the final month of the financial year adding a further \$1.43m in sales and increasing its ARR by 75% to \$2.21m.

#### **Highlights**

- **Sales of \$1.43m (TCV) in the month of June**
- **6 new customers won during the month and 1 renewal.**
- **Material Sale to a State Government Customer**
- **Australian Defence Force renew licence for trial extension.**
- **YTD Contract Value increase of 54% this month to \$4.10m**
- **Annual Recurring Revenue Increased by 75% this month to \$2.21m**

#### **Operator XR Annual Recurring Revenue (ARR)**

- Total ARR = \$2,210,042
- ARR increase last 30 days = \$946,892 (75%)

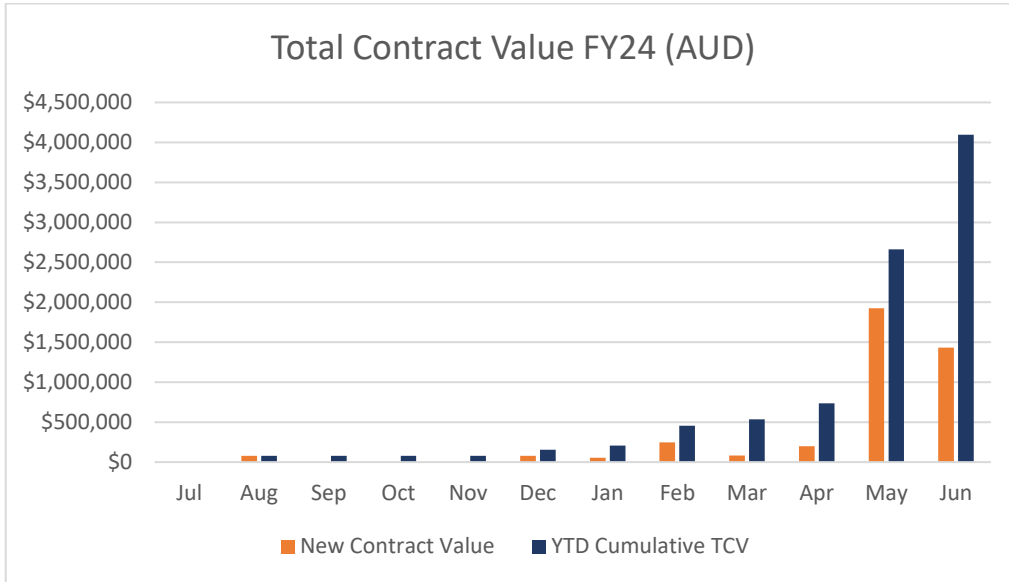




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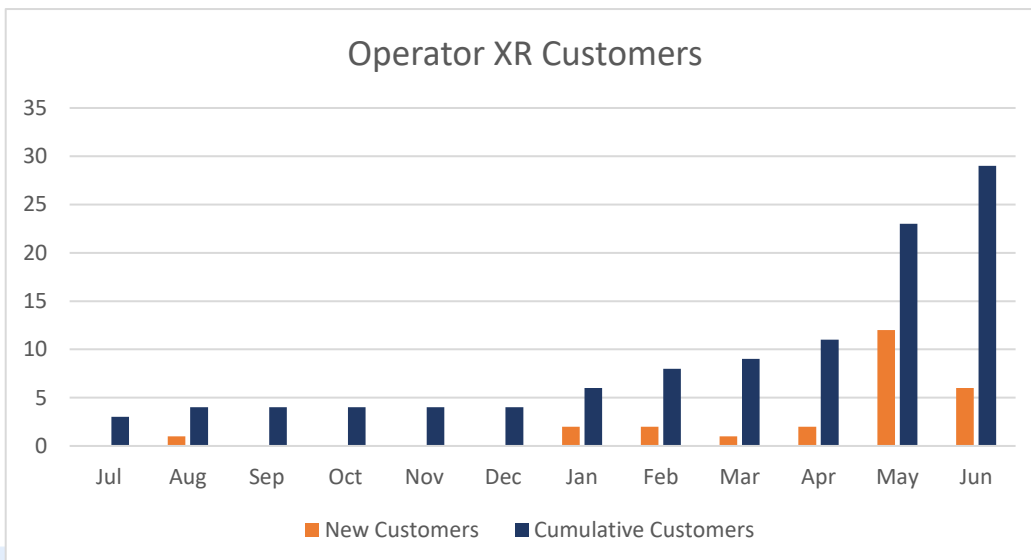
### Operator XR Total Contract Value (TCV)

- Total TCV YTD = \$4,096,213
- Total TCV last 30 days = \$1,432,738 (+54%)



### Operator XR Customers

- Total Customers = 29
- Total New Customers YTD = 26
- Total New Customers Last 30 days = 6





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### Operator XR Additional Information

- The United States market comprises of over 18,000 individual Law Enforcement agencies, from Local, County, State to Federal and represents the single largest market opportunity for Operator XR, with both its products lines being acquired.
- The average sale price for Operator XR products in the US range from \$50k - \$250k USD with the majority of orders paid in full on delivery of software and associated equipment.
- The majority of sales of Operator XR products and software are recognised as revenue monthly, over a 3-year period as Annual Recurring Revenue.
- All projects that are developed by Operator XR for an individual customer are recognised as revenue as milestones are met and the project is delivered.

XRG CEO Wayne Jones said, “The company is pleased with the continued momentum of sales throughout the month of June. A strong result over the final quarter of FY2024 has positioned the company well with a large pipeline of sales expected to materialise throughout Q1 of FY2025.”

This ASX Release is authorised by the Board of xReality Group Limited.

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### About xReality Group Limited (ACN: 154 103 607)

xReality Group Limited are leaders in enterprise software development for mission critical simulations for military and law enforcement. The company develops and operates physical and digital simulations. Portfolio companies include Indoor Skydiving facilities, Virtual Reality (VR) and Augmented Reality (AR) entertainment, training, and production.

Operator provides Military and Law Enforcement agencies with a unique, integrated Mission Planning & Rehearsal System, which is portable, secure and highly immersive. See [operatorxr.com](http://operatorxr.com)

The Company is listed on ASX on under the code XRG.

For further information visit: [www.xrgroup.com.au](http://www.xrgroup.com.au)

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