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# Q3 2025

## Results Presentation Xplora Technologies AS

Oslo, November 26





# Today's agenda

## **Q3 2025 reporting**

1. Q3 highlights
2. Financial update
3. Market & performance update
4. Post quarter events
5. Outlook





# Q3 25 at a glance

## Group revenue

NOK 510m  
+103% y/y

## Recurring services

NOK 90 m  
+19% y/y

## Subscriptions

443k (+116k)  
+36% y/y

## Gross profit

NOK 263m  
+122% y/y

## Reported EBITDA

NOK 72m  
+ NOK 41m

## Cash balance

NOK 426m  
+141%



# Priorities: Doro Sales

1

Doro has maintained stable — though slightly declining — sales over the past few years. Given that Doro ships twice as many mobile devices as Xplora, and that device volume is a key driver for our high-margin service revenues, increasing total phone units is a strategic priority. To explore if we can accelerate growth, the following initiatives has been executed:

- 1) **Leverage on transition to 4G**
- 2) **Sales initiatives in new markets**
- 3) **Launch of new Feature phone series**
- 4) **Launch of new Smartphone series**



# 16%

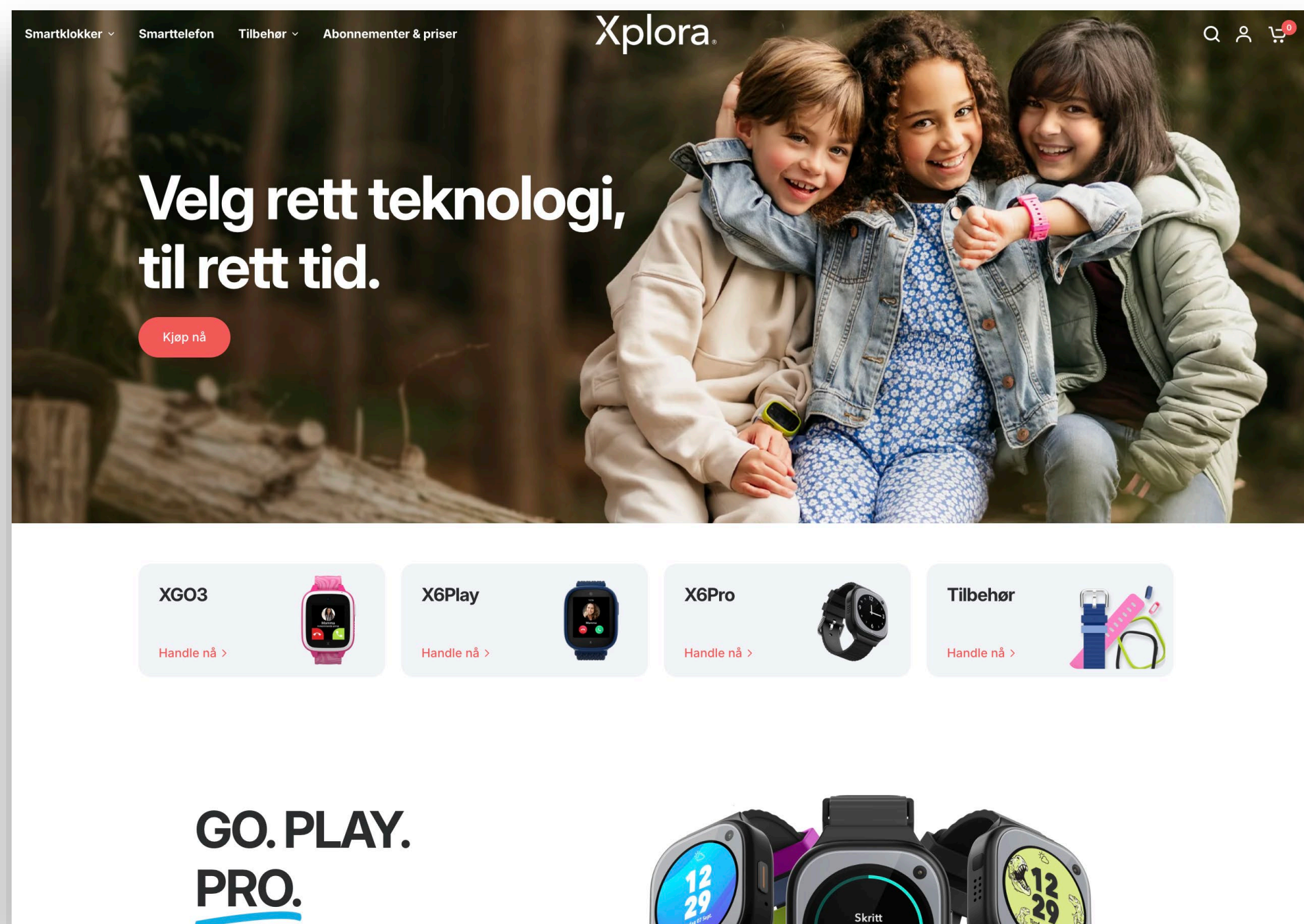
Sales increase Year over Year



# Priorities: Channel

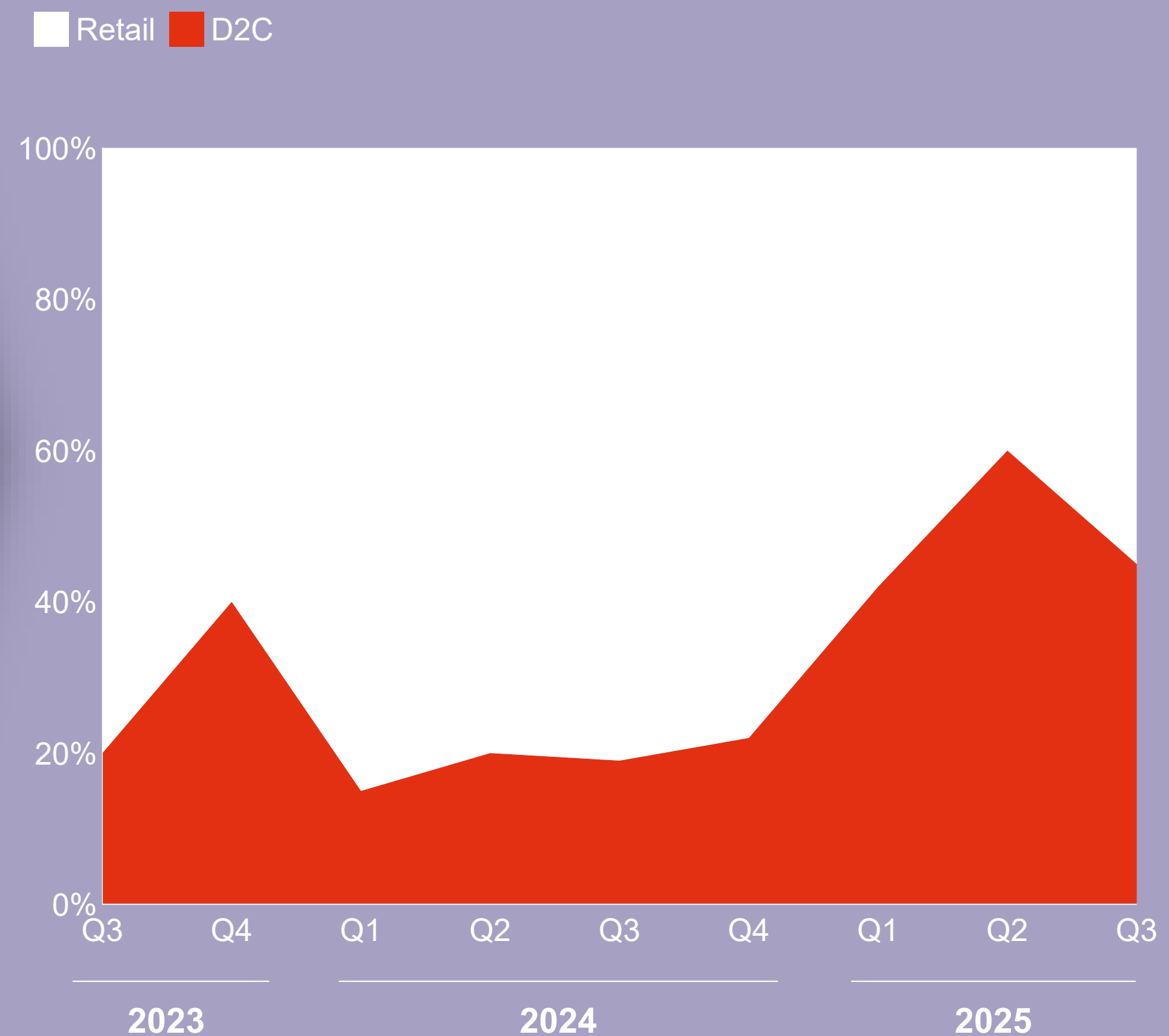
2

Optimize **channel strategy** and increase our **D2C focus** with building stronger E-commerce team and solutions



Further improved quality of earnings and **higher service revenues from a higher share of D2C sales**, as these generate more SIM attachments

Example on Channel mix development in Germany, our largest market





# Priorities: COGS

3

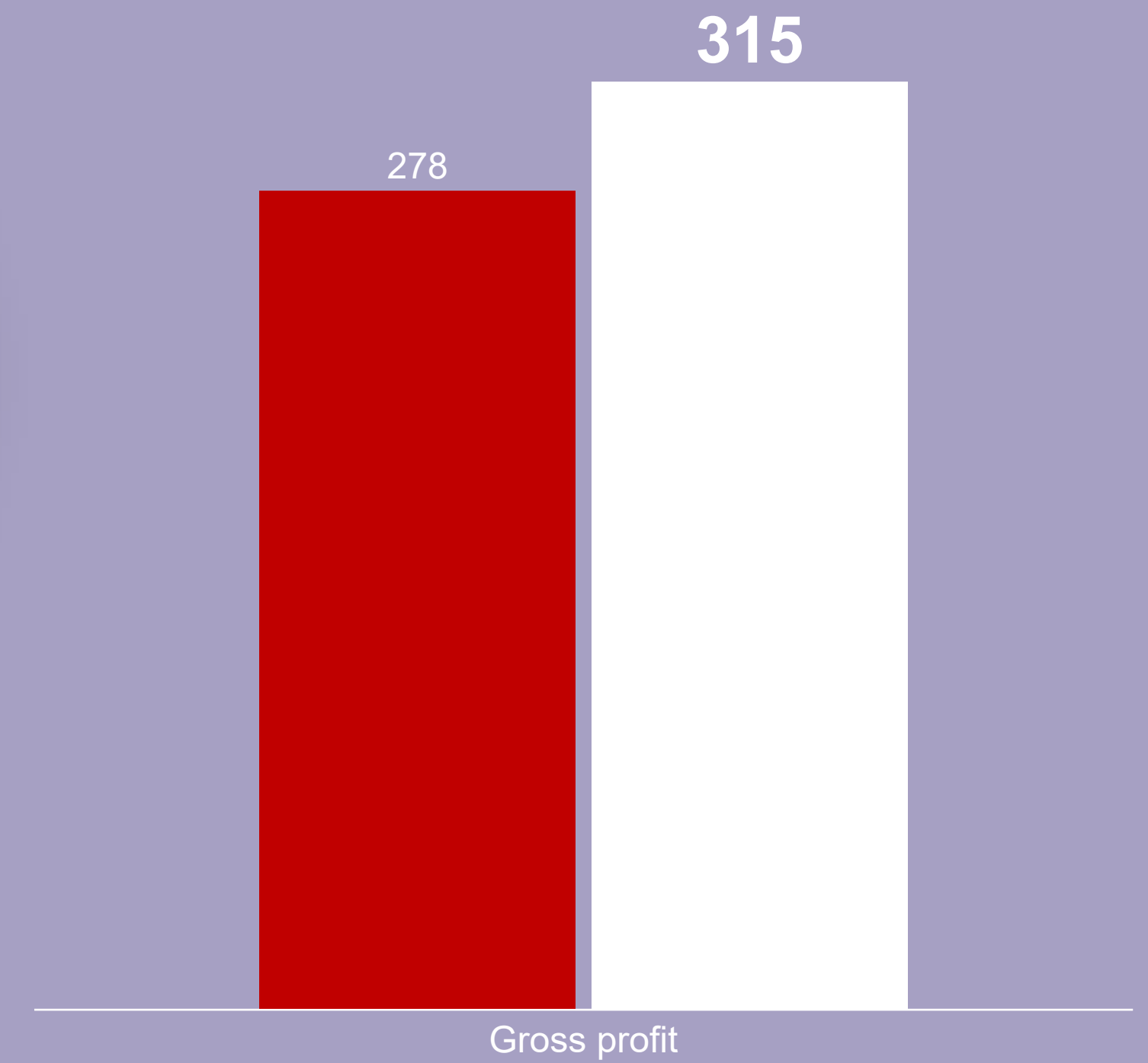
Develop a **second generation X6Play**, built on a new platform to reduce COGS



Increased **unit profitability** on new series of devices

## Gross profit development Kids & Youth

■ YTD 2024 ■ YTD 2025



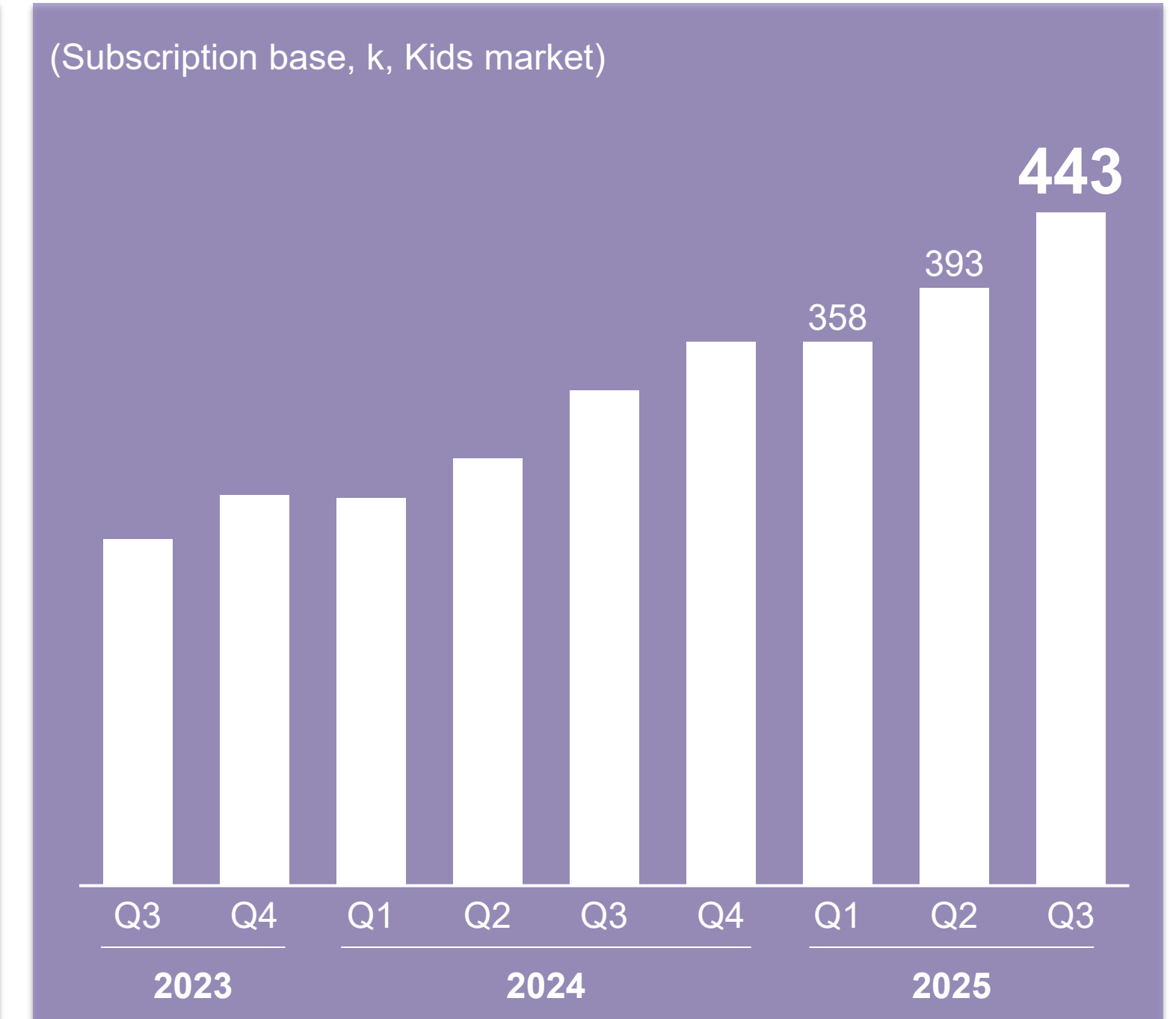
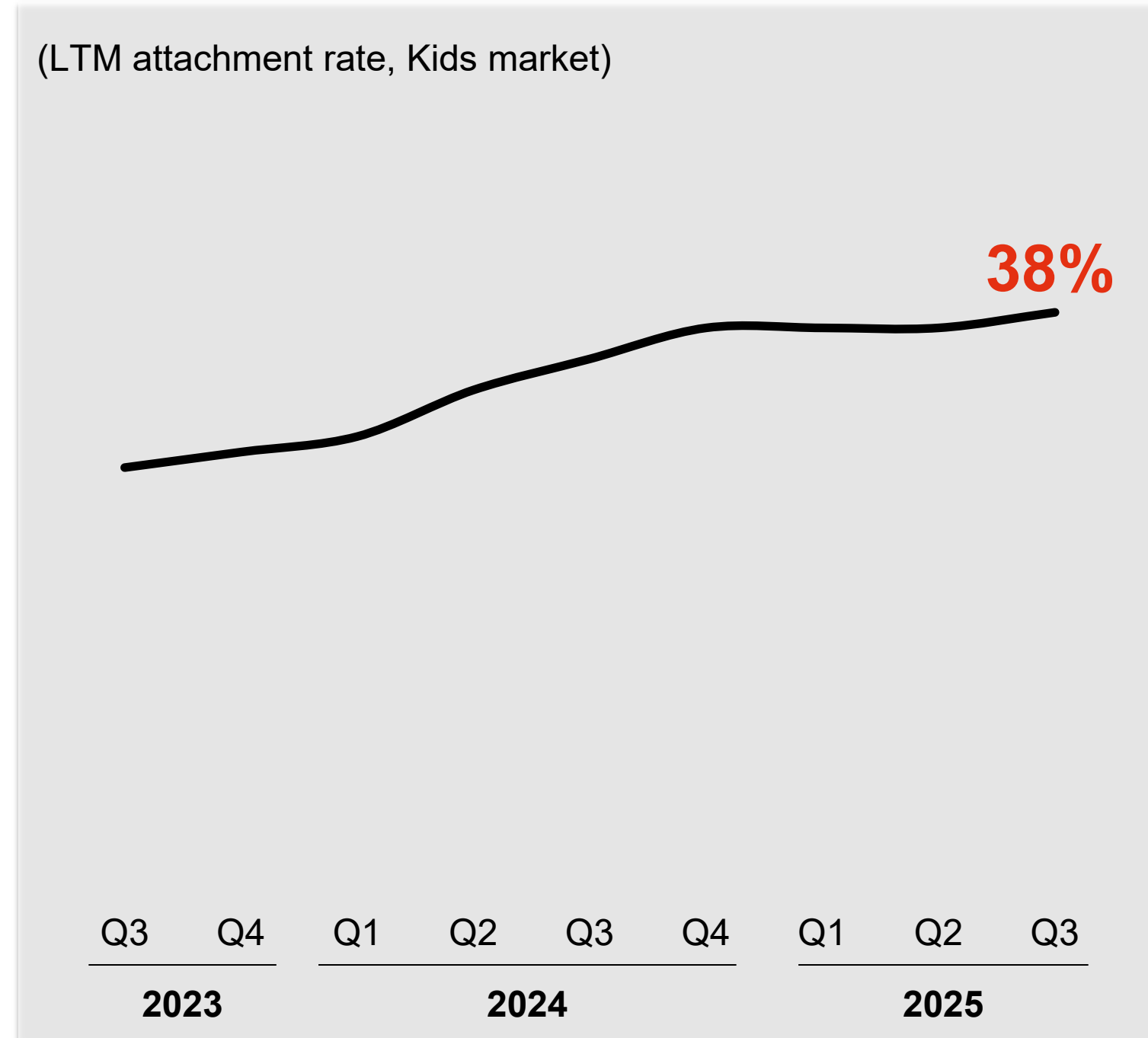
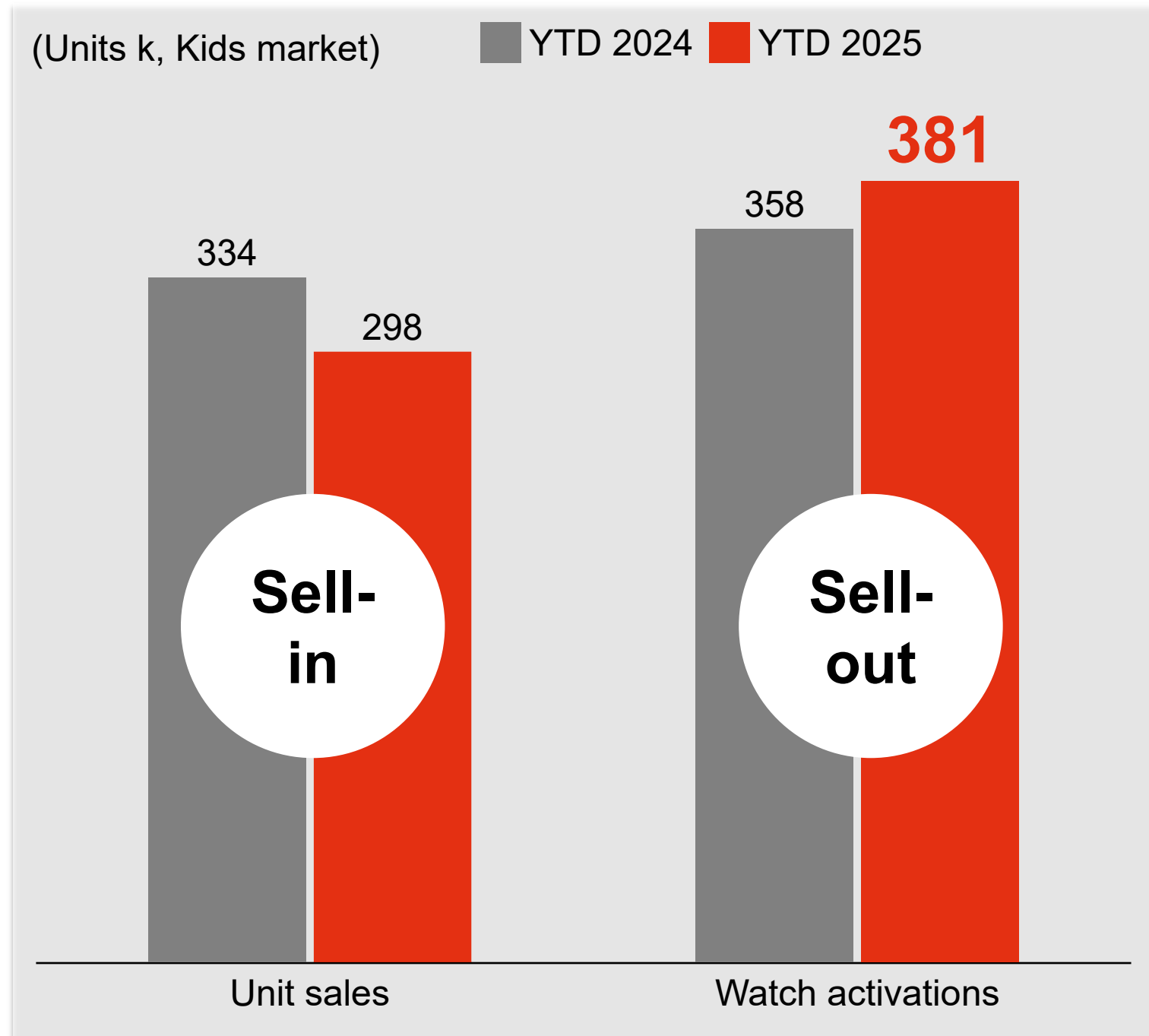


# Execution yielding clear results

## D2C channel driving watch activations

## E-commerce investments increasing SIM attachment

## Driving high-margin subscription growth



**Highest quarterly sell-out in the company's history**





# KPIs to follow

**Top three business KPIs forward:**

## **Gross Profit Growth**

- ✓ Reflects real business performance

## **Subscription Base Growth (ARR)**

- ✓ Clear indicator of sustainable, competitive growth

## **EBITDA (after Capex) development**

- ✓ Reflects underlying cash-generating ability



# Q Reporting Insight

- ✓ P&L and balance
- ✓ Breakdown of markets, channels and products:
  - ✓ Subscriptions
  - ✓ Activations (sell-out)
  - ✓ Unit sales (sell-in)



# Financial update

**Knut Stålen**  
**CFO**



# Q3 financial summary

NOK 24m YTD one-offs, incl. NOK 4.6m in Q3 (Senior mgmt. changes).

## Reported figures

NOK million	Q3 2025	Q3 2024	% change	YTD 2025	YTD 2024	% change
Subscriptions (k)	443	326	36%	443	326	36%
Revenue	510	251	103%	1 312	558	135%
Gross Profit	263	118	122%	685	278	146%
Gross Margin	52%	47%	5pp	52%	50%	2pp
<b>EBITDA reported</b>	<b>72</b>	<b>31</b>	133%	<b>140</b>	<b>52</b>	169%
<b>Capex</b>	<b>13</b>	<b>6</b>	101%	<b>44</b>	<b>14</b>	220%
<b>EBITDA after CAPEX</b>	<b>59</b>	<b>25</b>	141%	<b>96</b>	<b>38</b>	151%



# Q3 financial summary

## Proforma comparison

NOK million	Q3 2025	Q3 2024 Pro forma	% change	YTD 2025	YTD 2024 Pro forma	% change
Subscriptions (k)	443	326	36%	443	326	36%
Revenue	510	474	8%	1 312	1 187	10%
Gross Profit	263	231	14%	685	566	21%
Gross Margin	52%	49%	3pp	52%	48%	4pp
<b>EBITDA reported</b>	<b>72</b>	<b>72</b>	0%	<b>140</b>	<b>126</b>	11%
<b>Capex</b>	<b>13</b>	<b>16</b>	-19%	<b>44</b>	<b>41</b>	7%
<b>EBITDA after CAPEX</b>	<b>59</b>	<b>56</b>	5%	<b>96</b>	<b>85</b>	13%

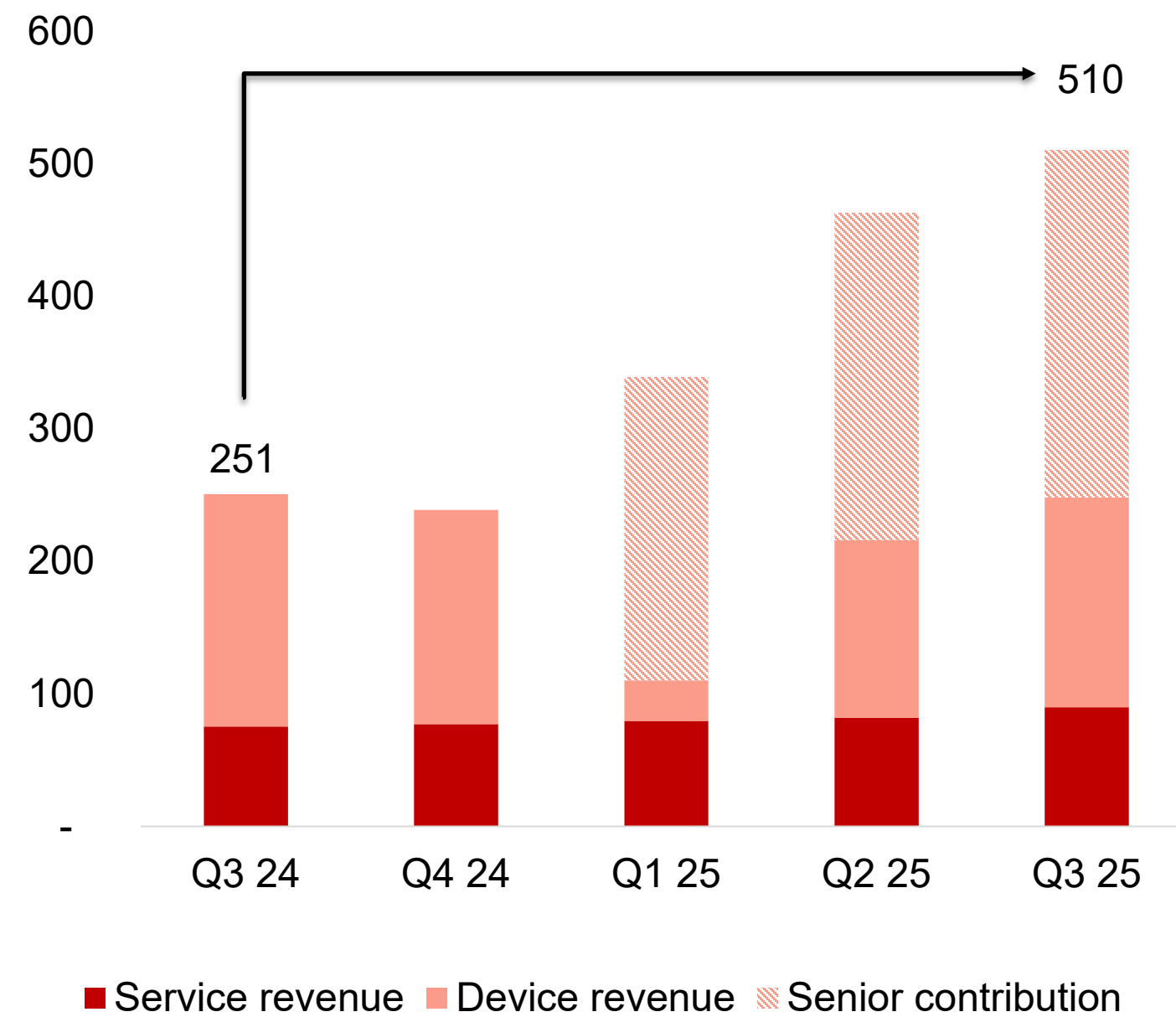
The combined pro forma results reflect the aggregated historical performance of both legacy entities, adjusted for alignment in accounting policies and currency. These are presented for informational purposes and do not represent actual historical results.



## Key Figures Q3 25

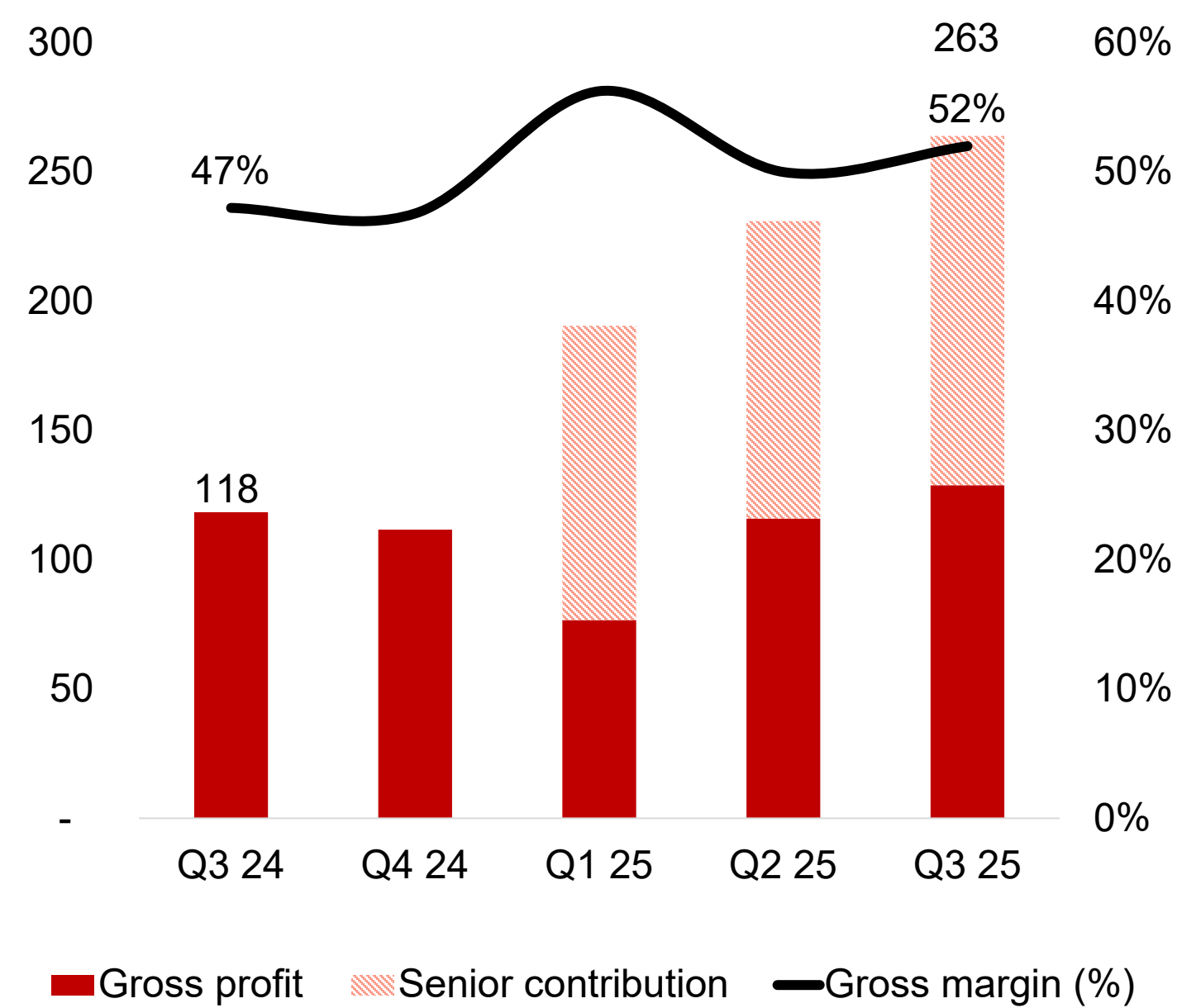
### Group revenue

NOK 510m  
+NOK 259m y/y



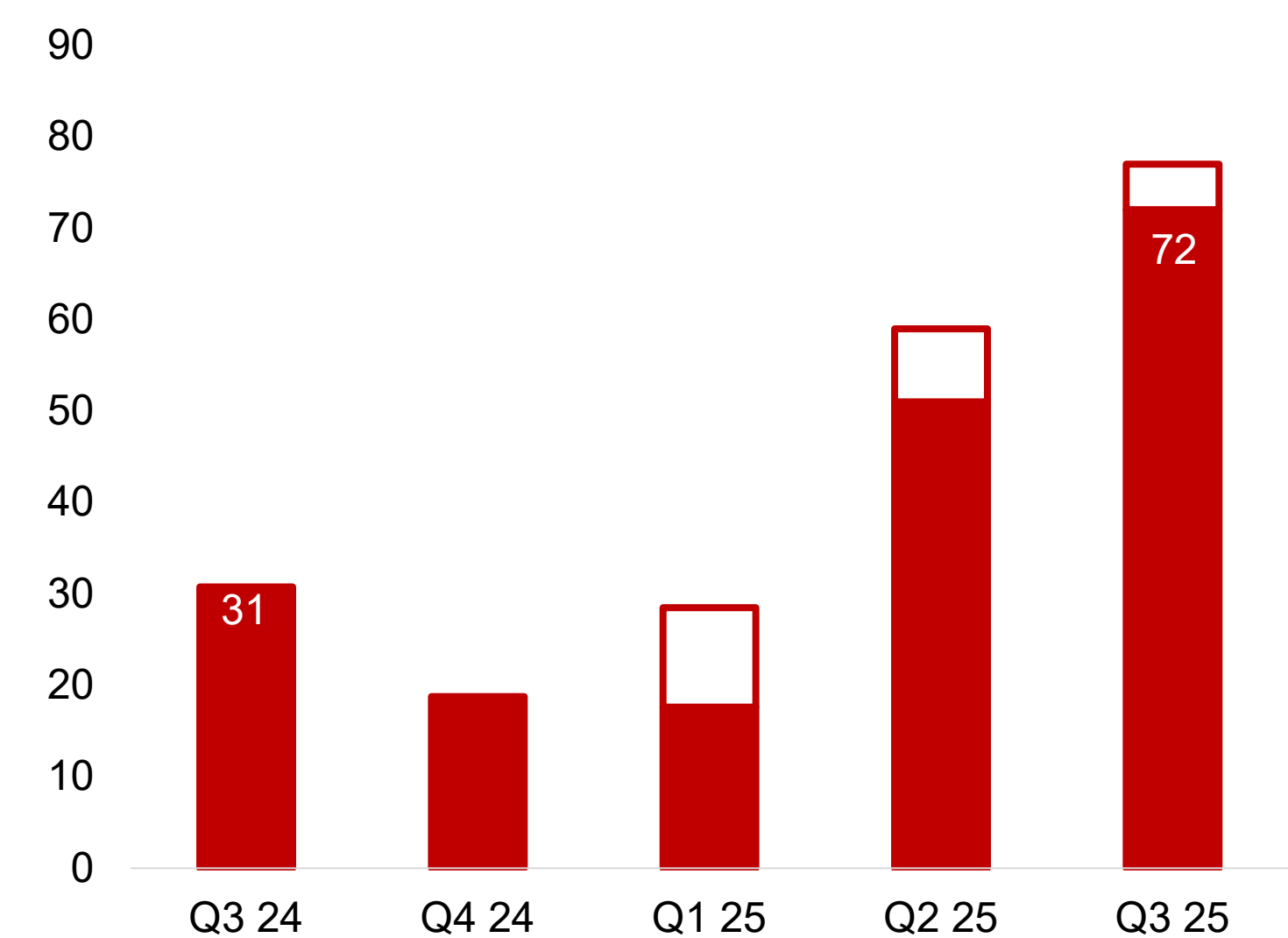
### Gross profit

NOK 263m  
+ NOK 145m y/y



### EBITDA

NOK 72m  
+ NOK 41m y/y



Q1:  
One-off transaction costs NOK 11m  
Q2:  
Xplora: Transaction costs = NOK 2.1m  
Doro: IVS provision = NOK 6.5m  
Q3: Management change Senior 4.6m



# Segment - Kids & Youth

## Key Figures Q3 25

### Revenue

NOK 248m

-1% y/y

### Service revenue

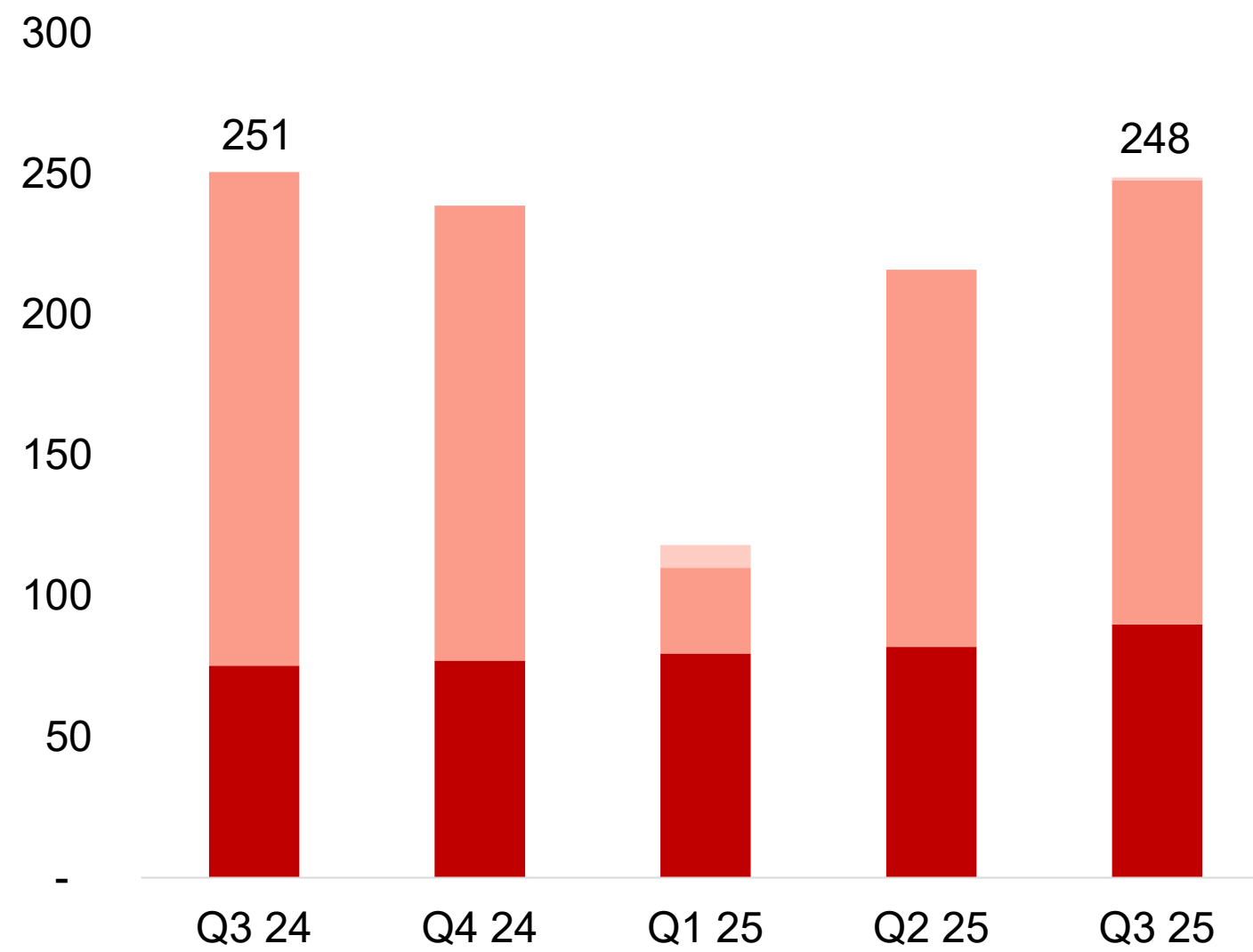
ARR NOK 358m

+ NOK 57m y/y

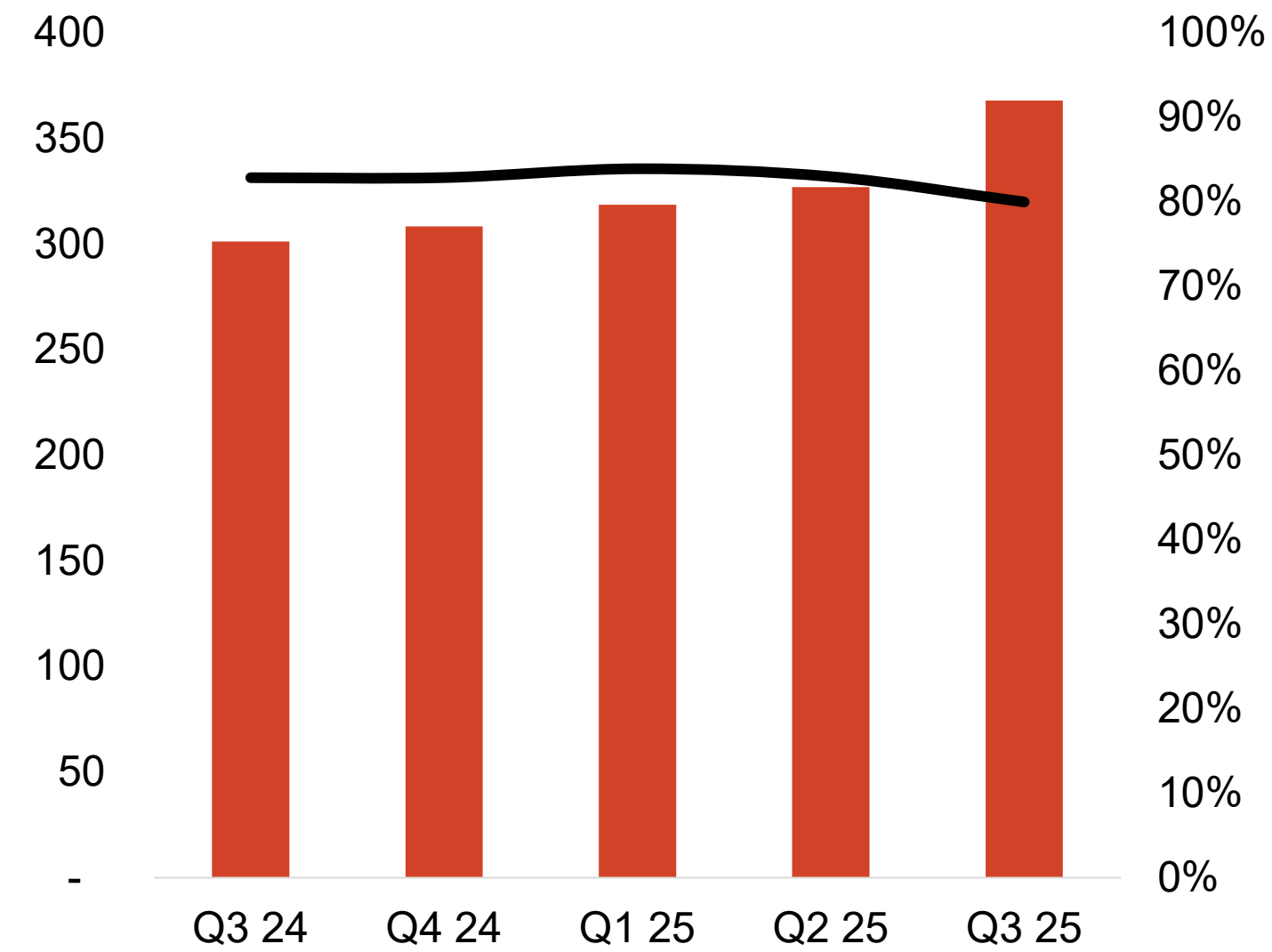
### Gross profit

NOK 129m

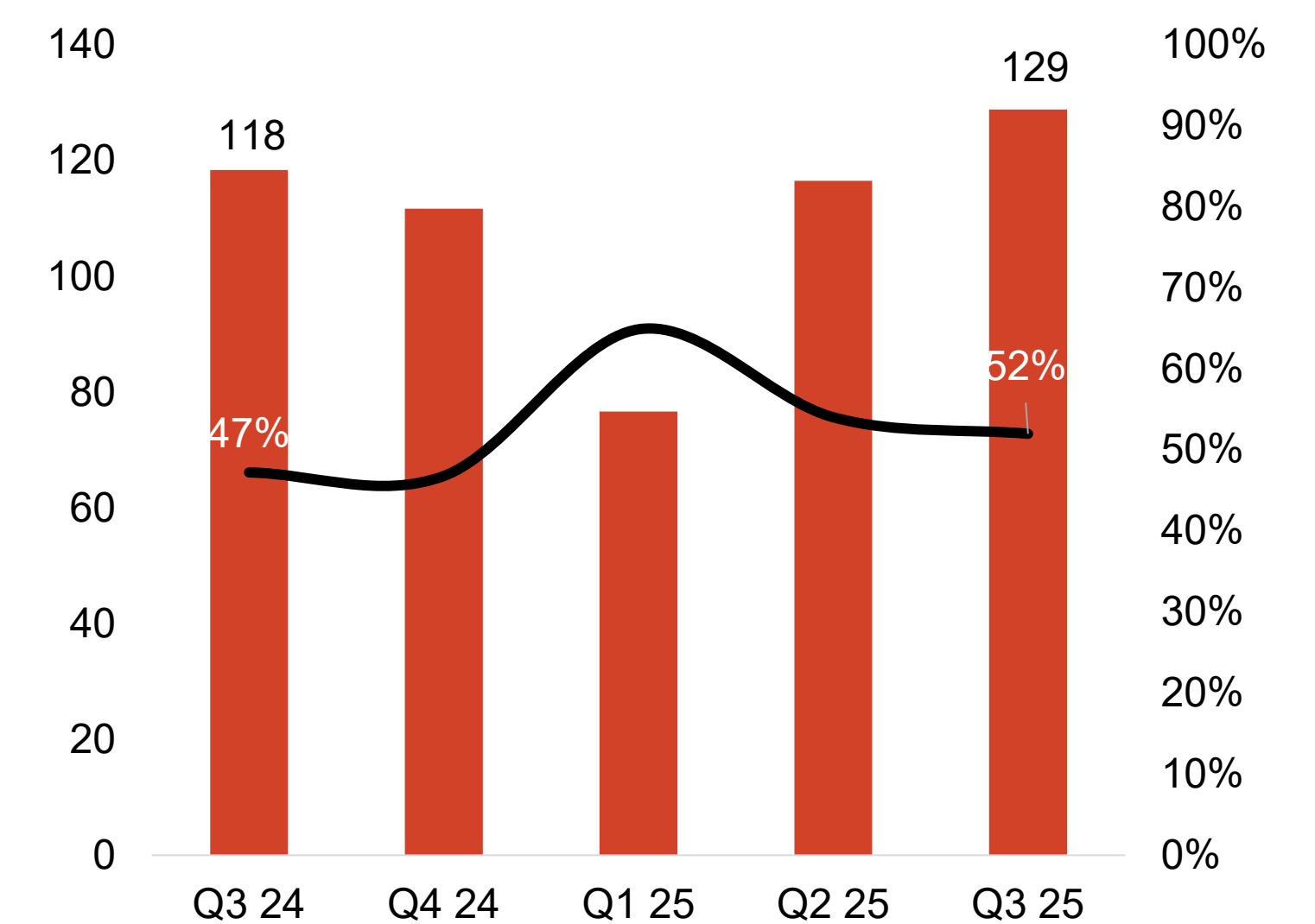
+ NOK 10m y/y



■ Service revenue ■ Device revenue ■ Inter segment



■ ARR — ARR gross margin (%)



■ Gross profit — Gross margin (%)



# Segment - Senior

## Key Figures Q3 25

### Revenue

NOK 263m

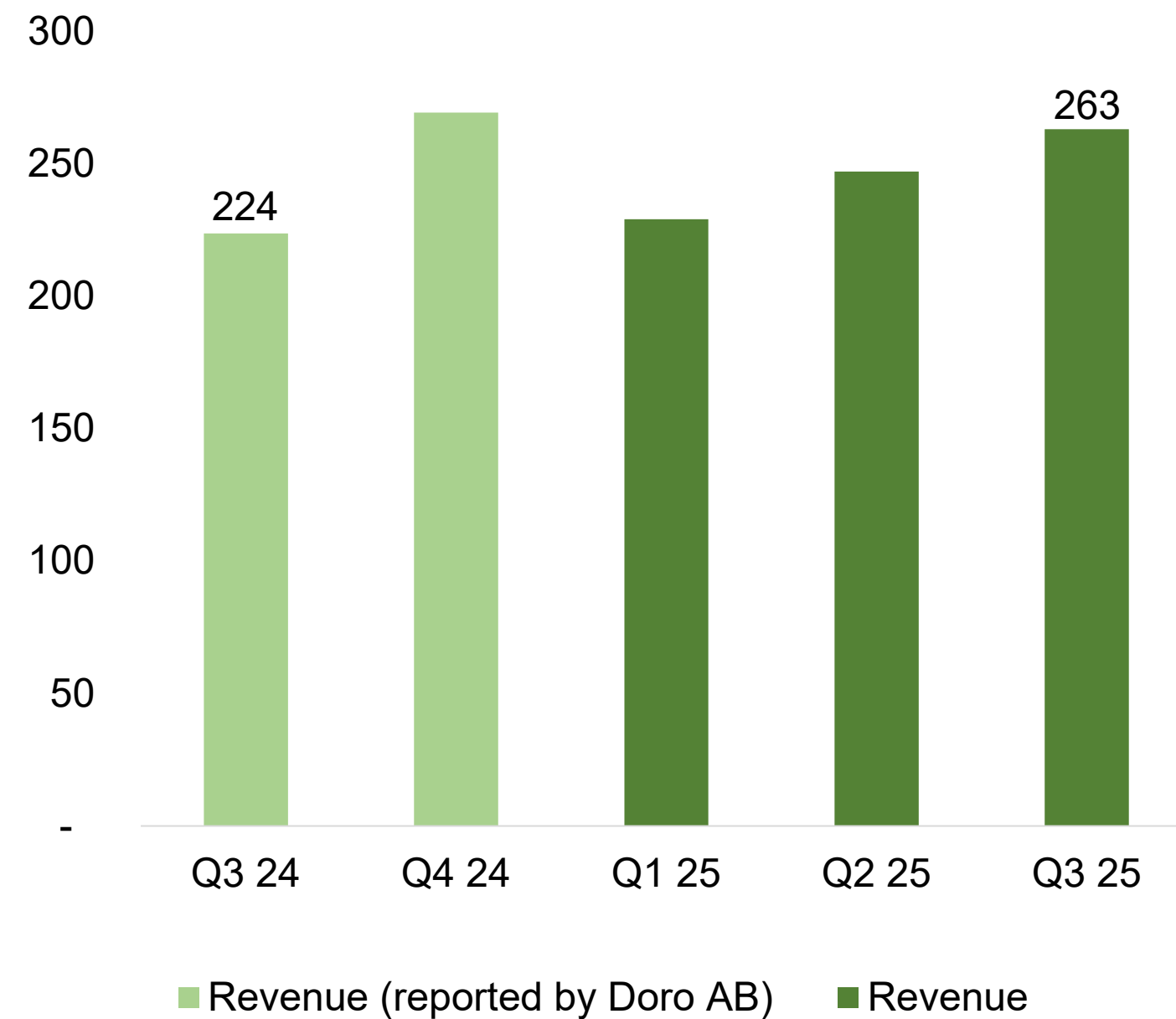
+17% y/y

### Service revenue

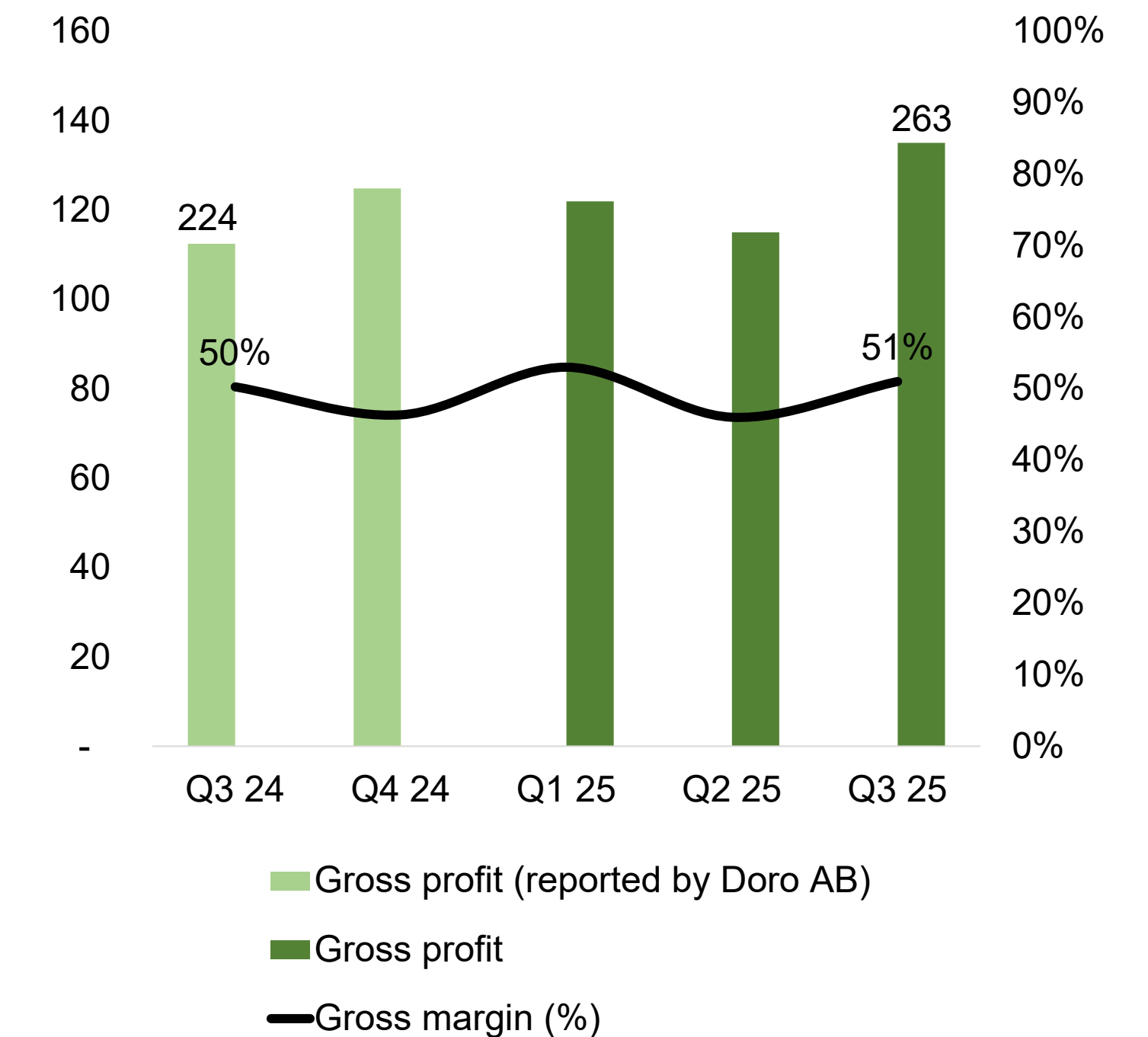
### Gross profit

NOK 135m

+ NOK 23m y/y



Launched mobile subscriptions and services for the senior customer base in the second quarter of 2025.



Note: Historic SEK figures converted to NOK.



# Profit & Loss

## Q3 25

- EBIT improvement to NOK 54m from NOK 19m in Q3 24
- D&A NOK 18m up from NOK 12m in Q3 24, and up from NOK 13m in Q2 25, due to write down of senior intangible assets
- Net finance expenses of NOK 8m, driven by interest and admin fee (NOK 14m) and non-cash positive currency effects (NOK 10m) on the acquisition loan

NOK million	Q3 25	Q3 24	YTD 25	YTD 24	FY 24
Revenue	510	251	1,312	558	797
Cost of goods sold and services provided	247	132	627	281	408
<b>Gross Profit</b>	<b>263</b>	<b>118</b>	<b>685</b>	<b>278</b>	<b>390</b>
Employee expenses	78	38	219	96	128
Marketing expenses	42	18	114	46	65
Other operating expenses	71	31	211	84	125
<b>EBITDA</b>	<b>72</b>	<b>31</b>	<b>140</b>	<b>52</b>	<b>71</b>
Depreciation and amortization	18	12	55	33	44
<b>Operating profit / EBIT</b>	<b>54</b>	<b>19</b>	<b>85</b>	<b>19</b>	<b>27</b>
Finance (income)/expenses - net	8	3	146	12	14
<b>Profit (loss) before income tax</b>	<b>46</b>	<b>16</b>	<b>(61)</b>	<b>7</b>	<b>13</b>

Figures are unaudited

Q1:  
One-off transaction costs NOK 11m

Q2:  
Xplora: Transaction costs = NOK 2.m  
Doro: IVS provision = NOK 6.5m

Q3: Management change Senior 4.6m

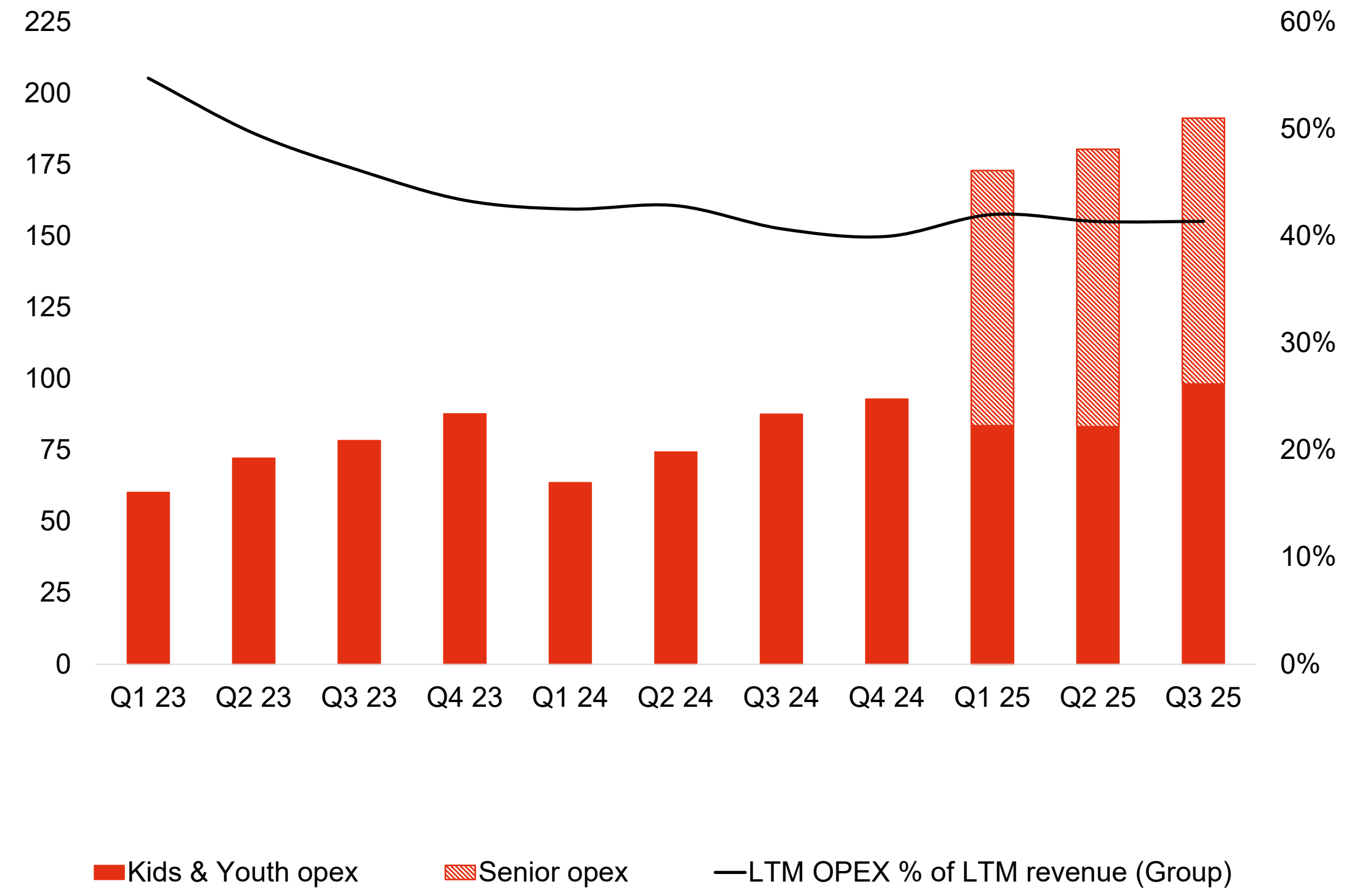




# Improving operational leverage

## Operating expenses (NOKm)

- Total operating costs of NOK 191m in Q3 25
  - Continued investments in organization and marketing in both segments
- LTM operating costs as a percentage of LTM revenue were unchanged y/y, ending at 41% in Q3 25





# Balance Sheet

## Q3 25

- Assets decreased to NOK 2,038m from NOK 2,066m in Q2 25
  - Mainly due to a decrease in cash and cash equivalents, driven by inventory build-up and a NOK 62m downpayment on the acquisition loan.
  - Inventory increased to NOK 361 from NOK 321m
  - Receivables to NOK 321m up from NOK 282m in Q2 25
- Current liabilities to financial institutions NOK 300m, up from to NOK 294m in Q2 25
- Cash position of NOK 426m, down from NOK 530m in Q2 25

NOK million	Q3 25	Q2 25	Q4 24	Q3 24
Intangible assets	829	832	176	176
Property, plant and equipment	25	23	14	15
Financial assets	49	48	0	0
Deferred tax asset	22	24	13	15
Other non-current assets	6	6	12	16
<b>Total non-current assets</b>	<b>930</b>	<b>933</b>	<b>215</b>	<b>221</b>
Inventories	361	321	81	80
Current receivables	321	282	75	107
Cash and cash equivalents	426	530	235	177
<b>Total current assets</b>	<b>1,108</b>	<b>1,133</b>	<b>392</b>	<b>364</b>
<b>Total assets</b>	<b>2,038</b>	<b>2,066</b>	<b>606</b>	<b>586</b>
<b>Total equity</b>	<b>380</b>	<b>348</b>	<b>352</b>	<b>349</b>
Long term liabilities to financial institutions	657	743	6	8
Other long-term liabilities	103	106	6	8
<b>Total non-current liabilities</b>	<b>759</b>	<b>849</b>	<b>13</b>	<b>16</b>
Current liabilities to financial institutions	300	294	83	57
Accounts payable	192	198	49	65
Other current liabilities	406	377	108	99
<b>Total current liabilities</b>	<b>898</b>	<b>869</b>	<b>241</b>	<b>221</b>
<b>Total equity and liabilities</b>	<b>2,038</b>	<b>2,066</b>	<b>606</b>	<b>586</b>

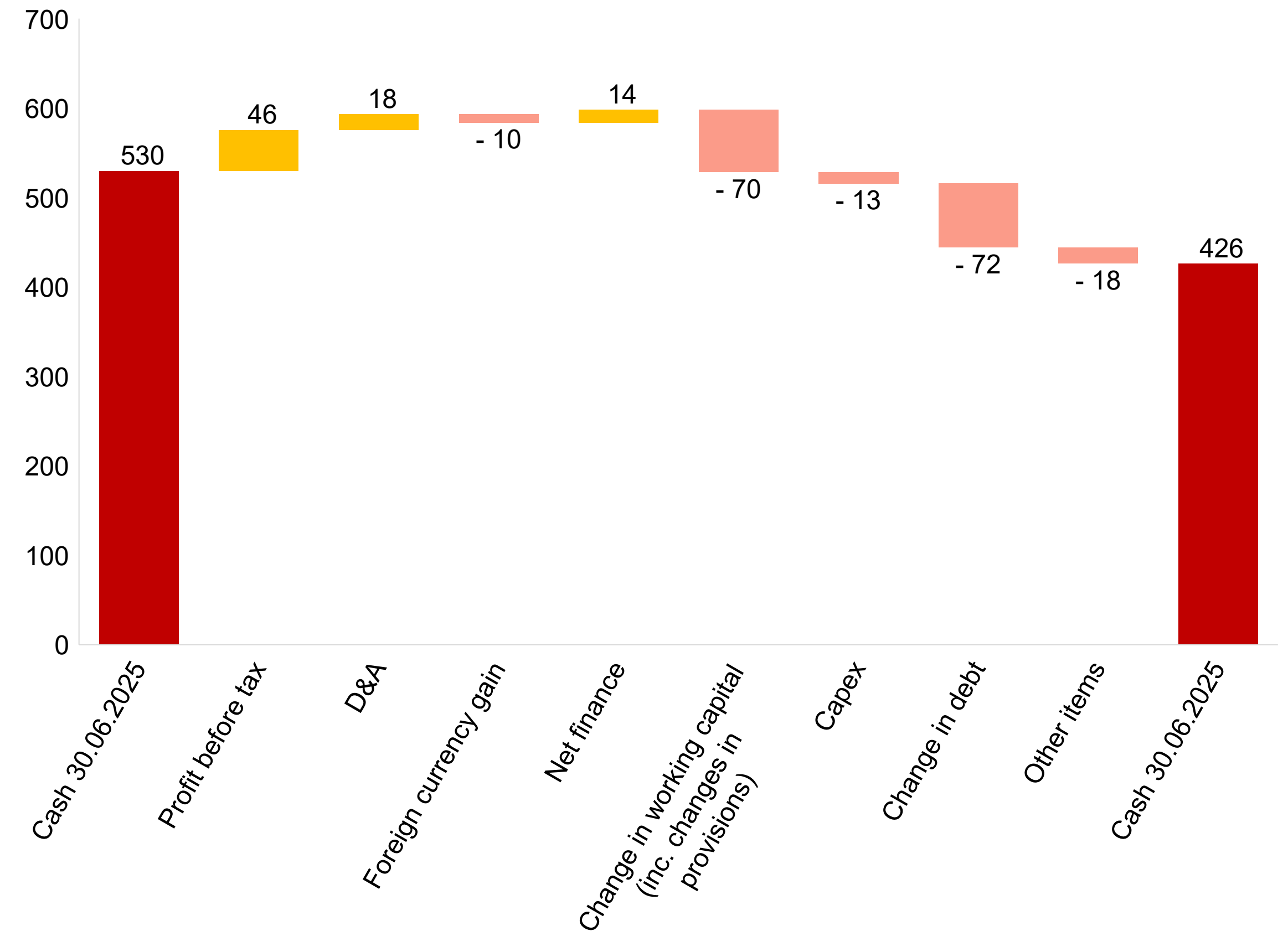
Figures are unaudited



# Cash flow

## Q3 25

- Positive profit before tax NOK 46m
- Non-cash currency effects on the acquisition loan of NOK 10m
- Working capital saw a negative NOK 70m impact, driven by inventory increases of NOK 40m in preparation for Q4 25
- Capex of NOK 13m in Q3 25 vs NOK 15m in Q2 25
- Reduction of acquisition loan of NOK 62m
- Reduction in supply chain financing facility of NOK 8m in Q3





# Market & Performance update

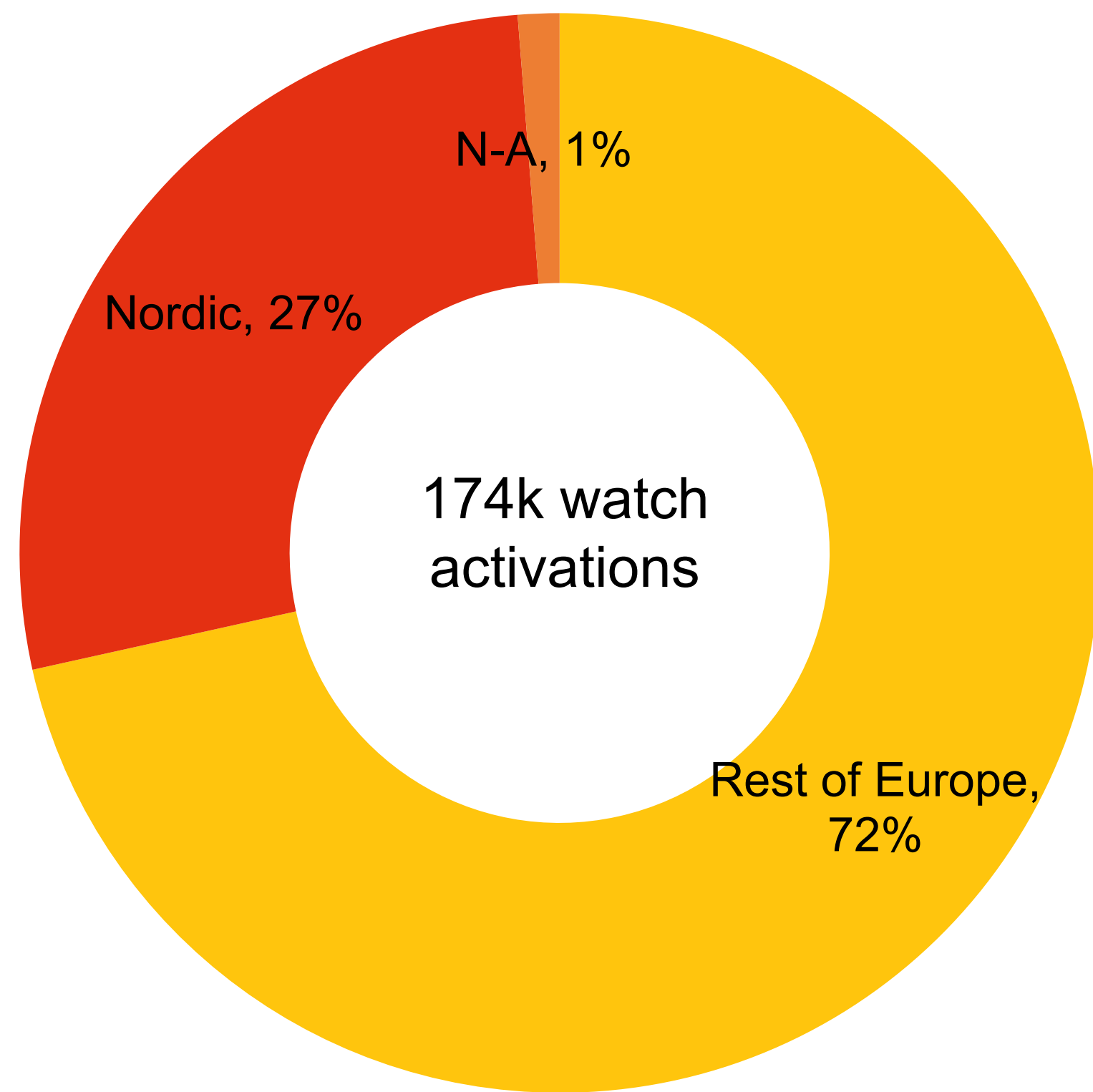
**Kjetil Fennefoss**  
CEO Doro /  
Director Group  
Revenue



# Smartwatch activations (Kids & Youth) Q3 25

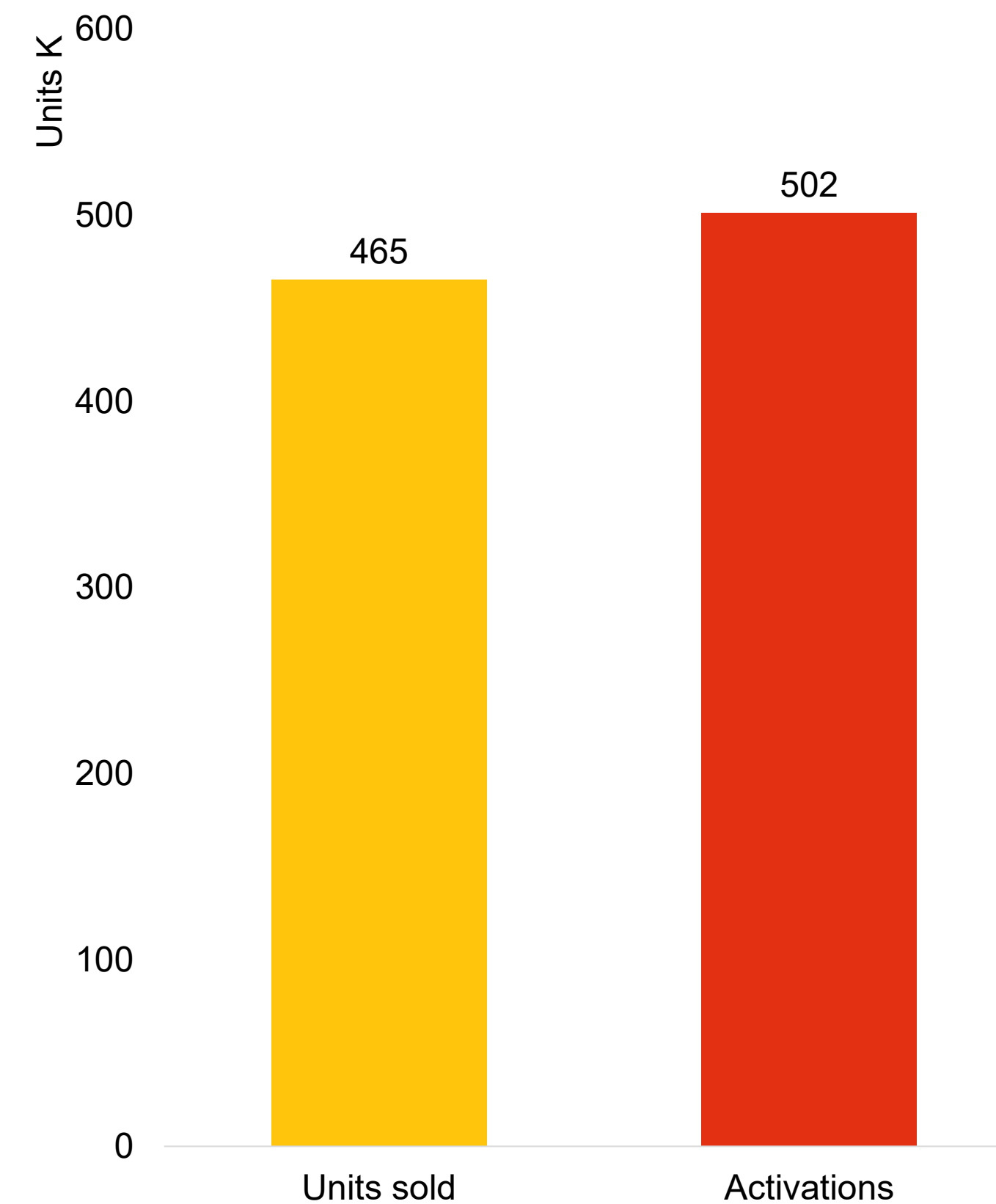
## Watch activations (k) by Kids & Youth segment

- 174k watch activations in the kids & Youth segment in Q3 25



**Highest quarterly sell-out in the company's history**

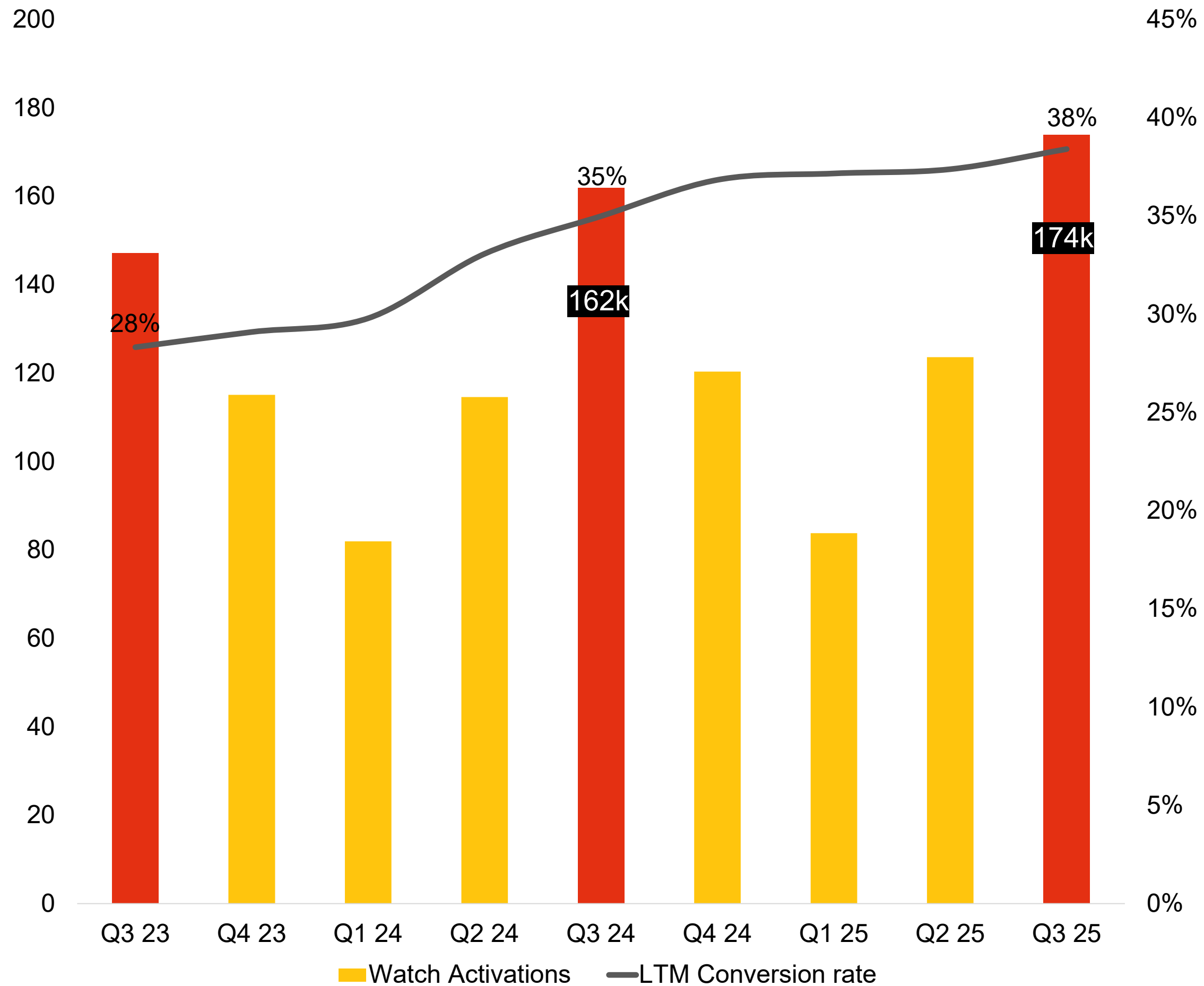
LTM Units Sold vs. Activations





# 38% of watches activated with recurring service

## Watch activations (k)



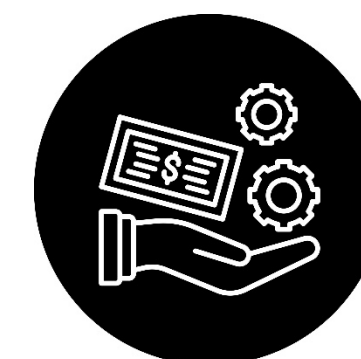
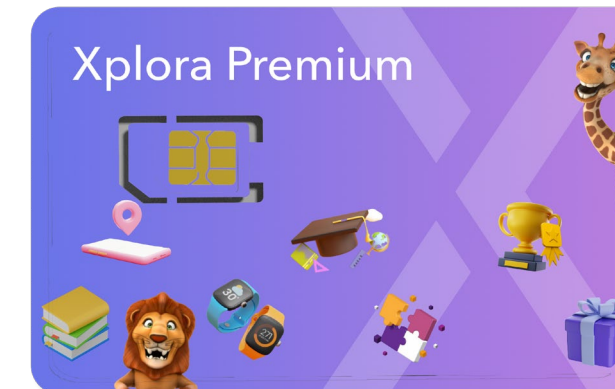
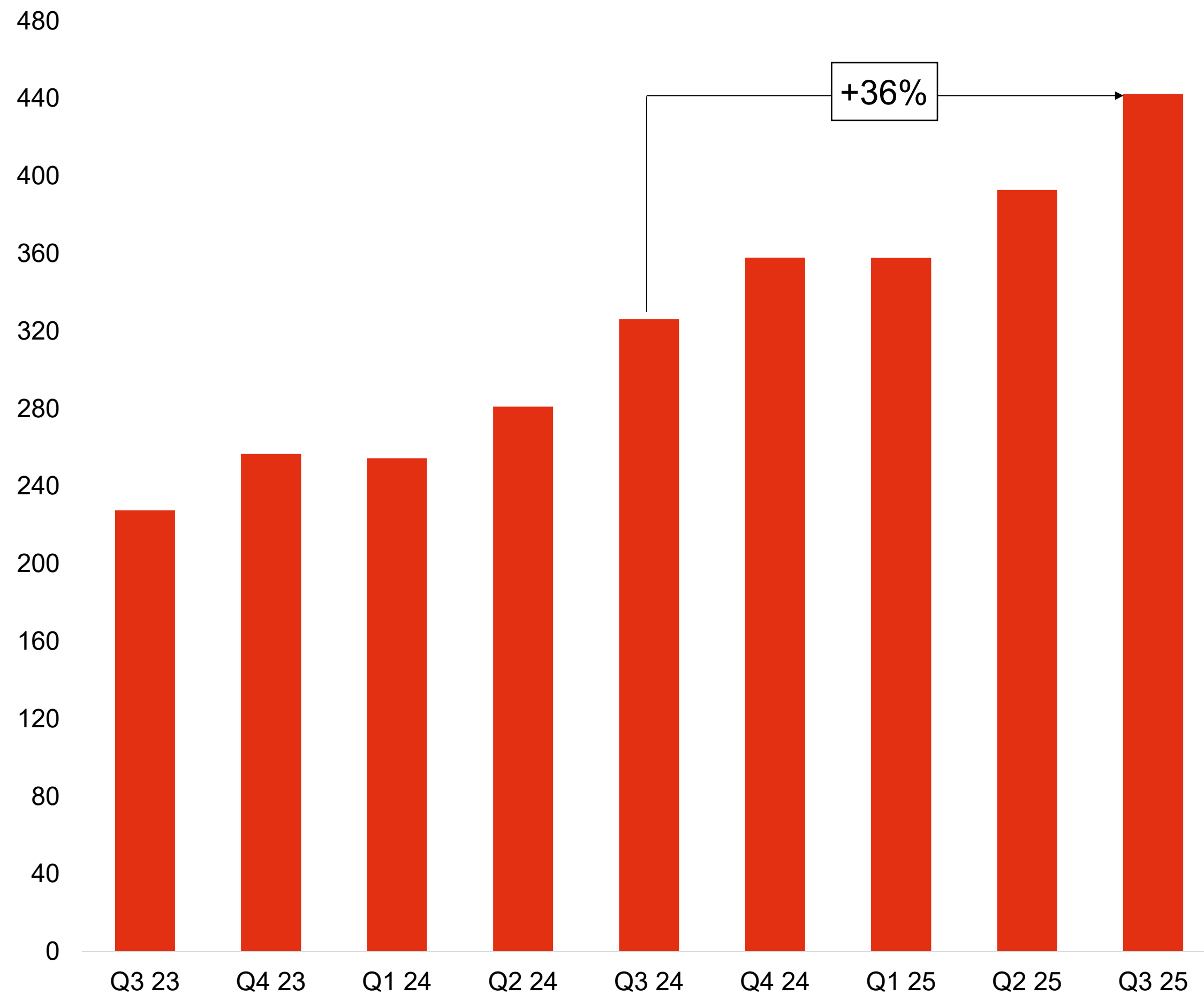
- Watch activations – highest ever
  - First time usage by the end-consumer
  - Combination of sell-out in the channels:
    - Xplora web shop
    - Amazon
    - Telco and retailers
- Service attachment rate – highest ever
  - Q3 25: 38%
  - Q3 24: 35%
  - Last twelve months rolling

$$\text{Service conversion rate} = \frac{\text{New subscription sales (Connectivity+B2B+Service fee)}}{\text{Watch Activations}}$$



# Service subscription base: 443k, +36% y/y

## Total subscription base (k) + 116k YoY



## Mobile subscriptions: **291k**

- + 48k y/y (+ 20%)
- Nordics 200k, up 13k y/y, +7%
- Germany 58k, +104% y/y

## Premium – Activity Platform: **104k**

- Value added service
- Bundled with mobile subscription or
- Stand-alone sales in Xplora app
- + 44k y/y (+ 74%)

## B2B subscriptions: **35k**

- When telcos include their SIM
- Nordics, Germany and USA
- + 16k y/y (+ 87%)

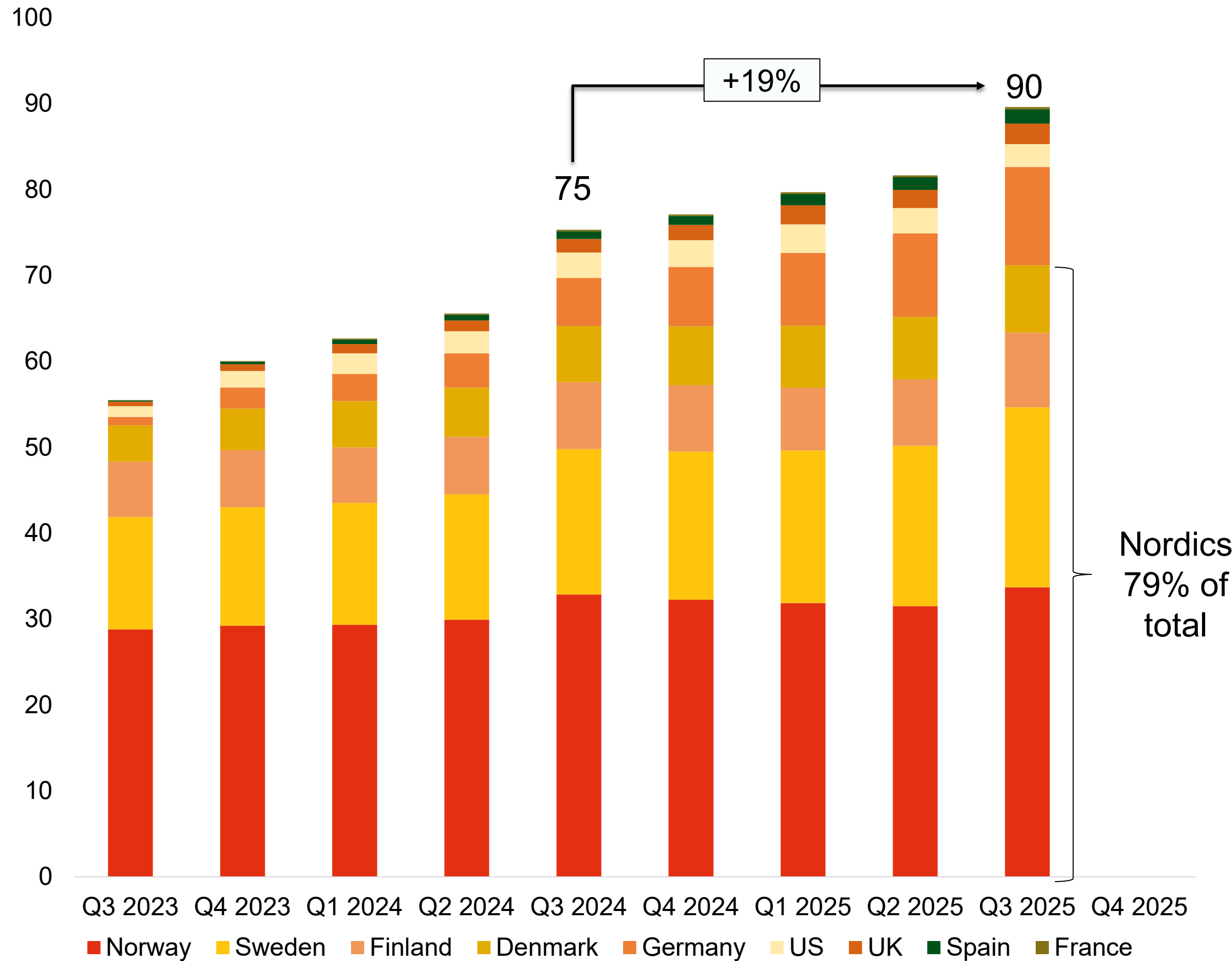
## Service-fee: **12k**

- For customers who opt-in for another SIM card than Xplora's in Nordic retail channels
- +8k YoY



# Service revenue: 19% growth Q3 y/y

## Service revenue distribution (NOKm)



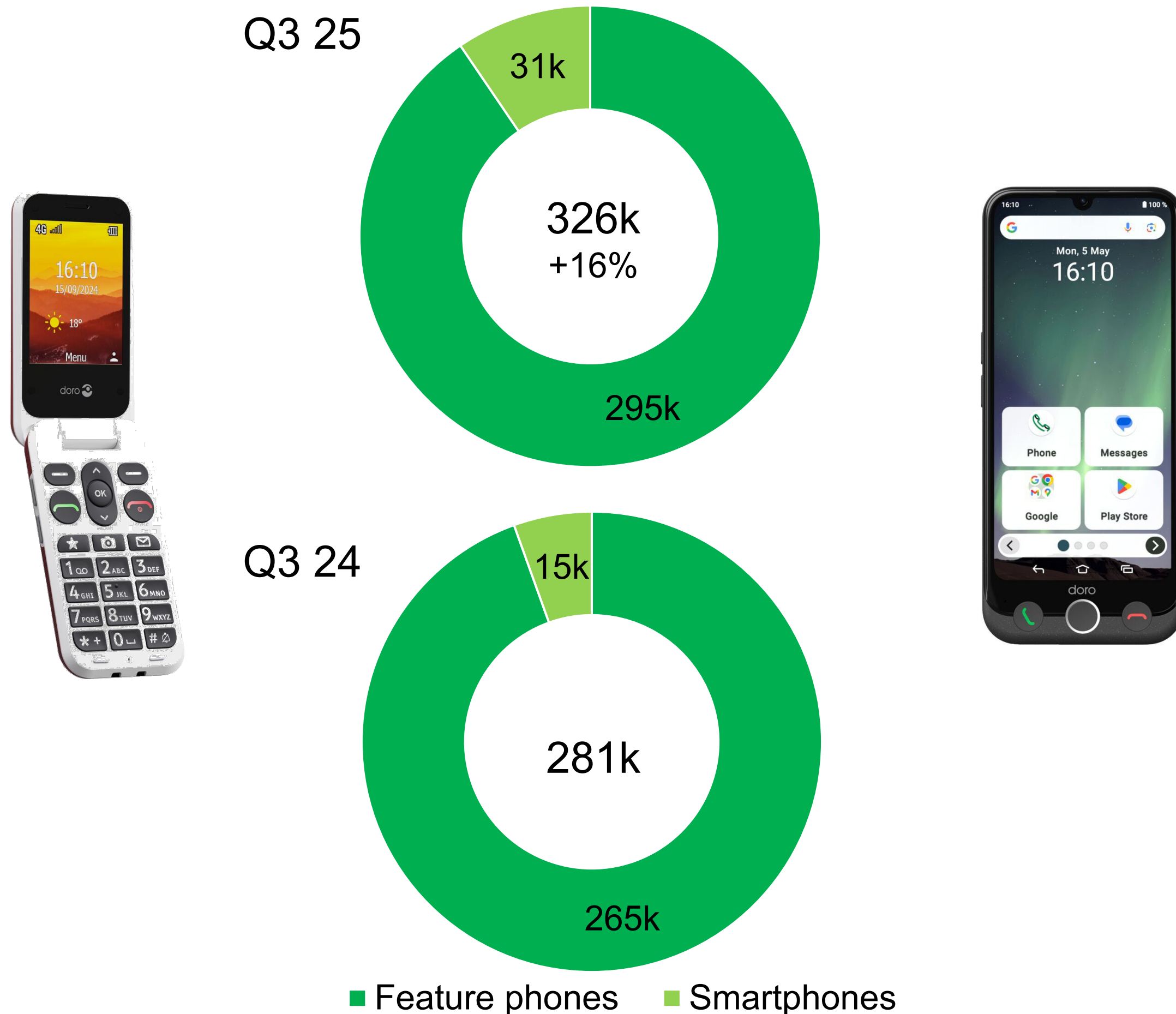
- Service revenue +19% YoY to NOK 90m in Q3 25
- ARR (Annual Recurring Revenue): NOK 358m
- Service revenue from outside Nordics:
  - Q3 25: 21%
  - Q3 24: 15%
- Germany: continued growth in Q3 25
  - 104% y/y growth
  - Our 3rd biggest service revenue market after Norway and Sweden
  - NOK 11.4m revenue in the quarter





# Unit sales (Senior)+16% y/y

## Phones sold (k) by Senior segment



- **Nordics:** Leva range has proven to be very successful, large part of the increase. Smartphones also showed a significant increase.
- **Western and Southern Europe:** Significant sales of Leva range, with a version developed specifically for the retail channels, resulting in further growth.
- **Central and Eastern Europe:** Moving the fulfilment operations from the IVS subsidiary to our main partner in Czech Republic. Starting Jan 1<sup>st</sup>, we will have the region aligned with our standard operating model.
- **UK and Ireland:** The shift to 4G network continues to boost the sales of feature phones. Aurora finally got all technical validations from the operators.



# Post Quarter & Outlook



# Post Quarter Key highlights

# +25%

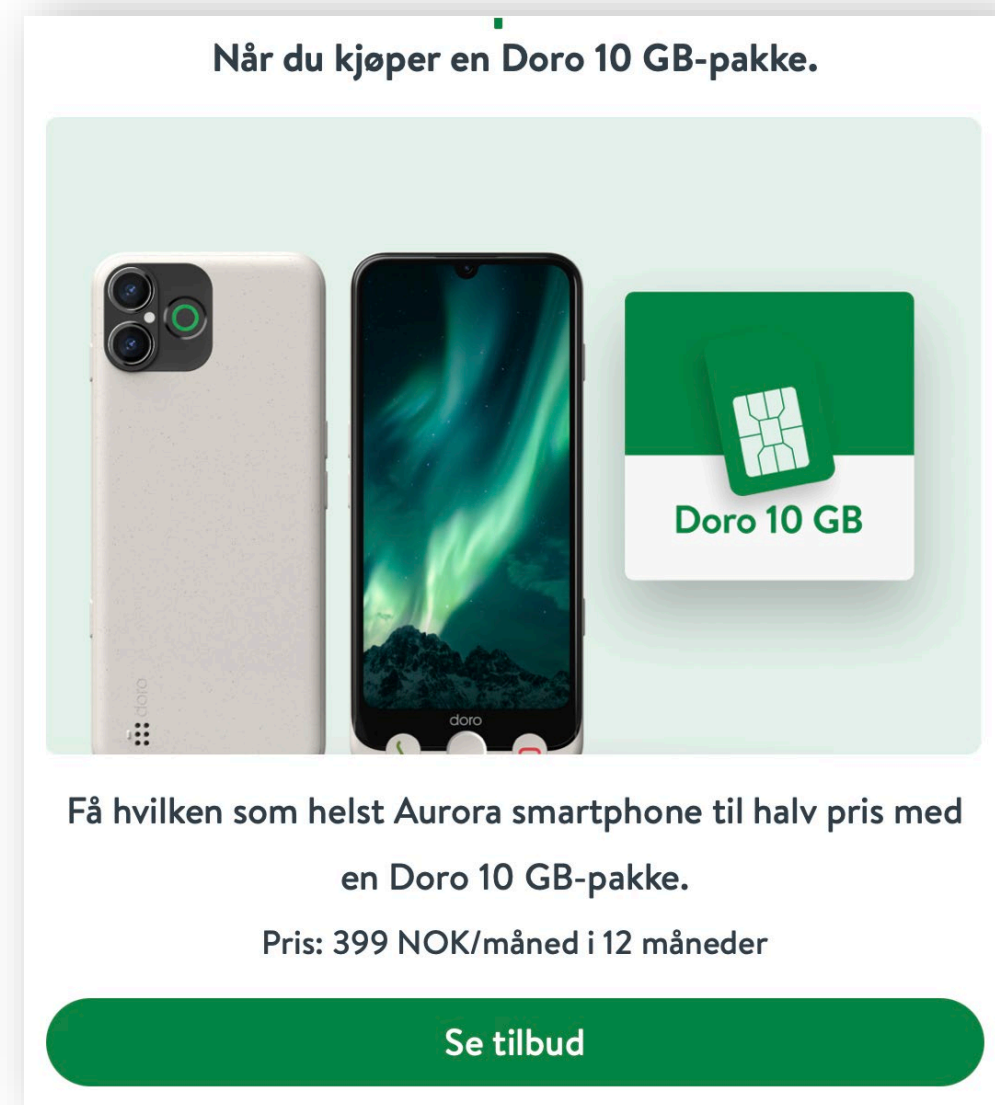
SIM attachment  
Doro D2C Nordic

# 900

Retail stores agreed  
to include Doro Sim

# <Q4

Q4 2025 will be  
stronger than Q3



# Outlook

- **Continued annual growth** in kids category
- Prepare Doro **retail launch** and implement **full global e-commerce**
- Focus on **Service Revenue growth and increased profitability** on EBITDA and EBIT level
- Secure path to **1 million subscriptions** and scale into **new markets and verticals**
- Prepare for **uplisting**





# Capital Markets Day



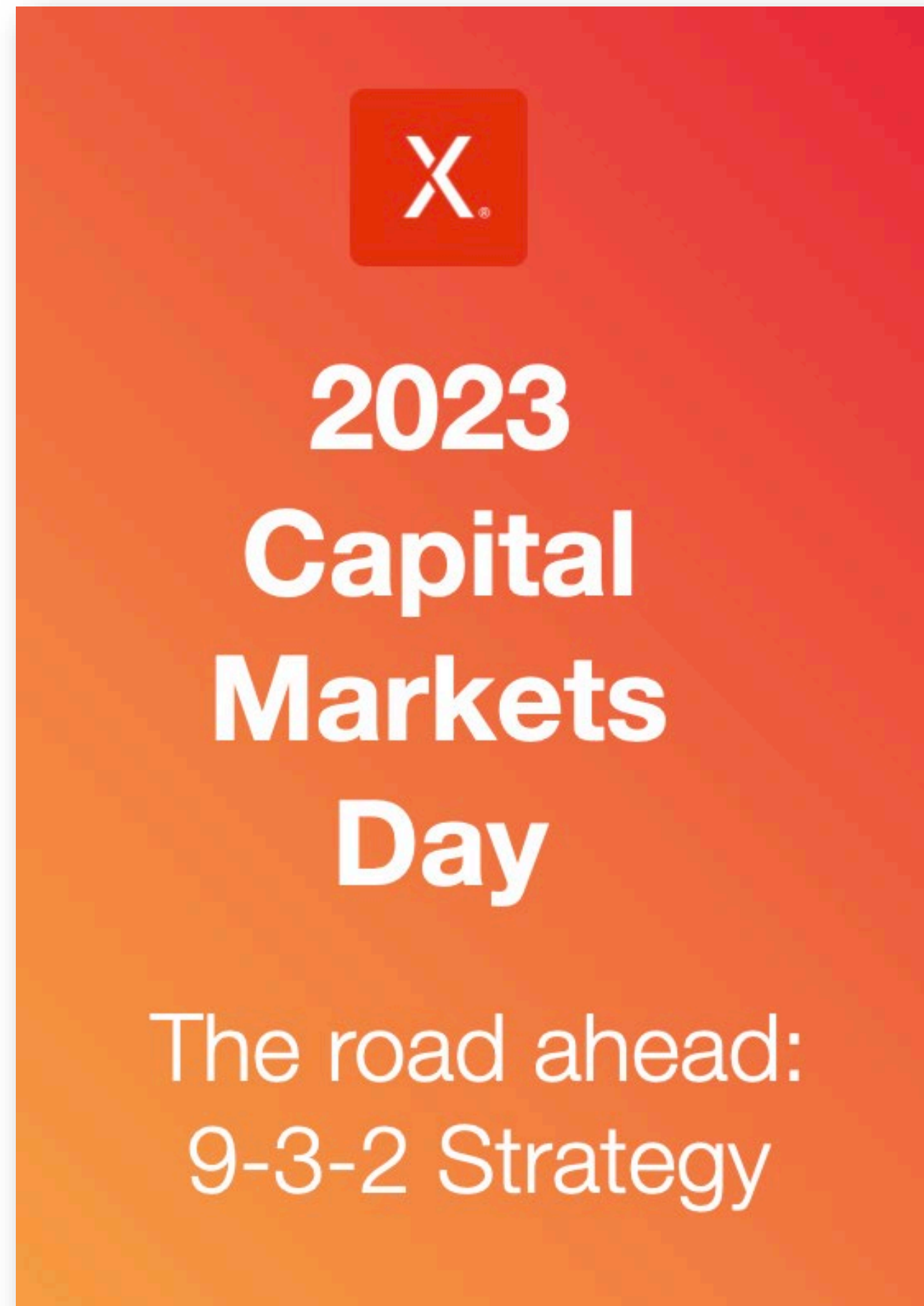
# Today's agenda

## **Capital Markets Day**

1. Summary previous CMDs
2. Future Product Strategy
3. CTO update
4. CMO update
5. Doro update
6. Summary



# Xplora CMD recap



**X**

## 2023 Capital Markets Day

The road ahead:  
9-3-2 Strategy



**X**

We are inviting you to join our

# 2024

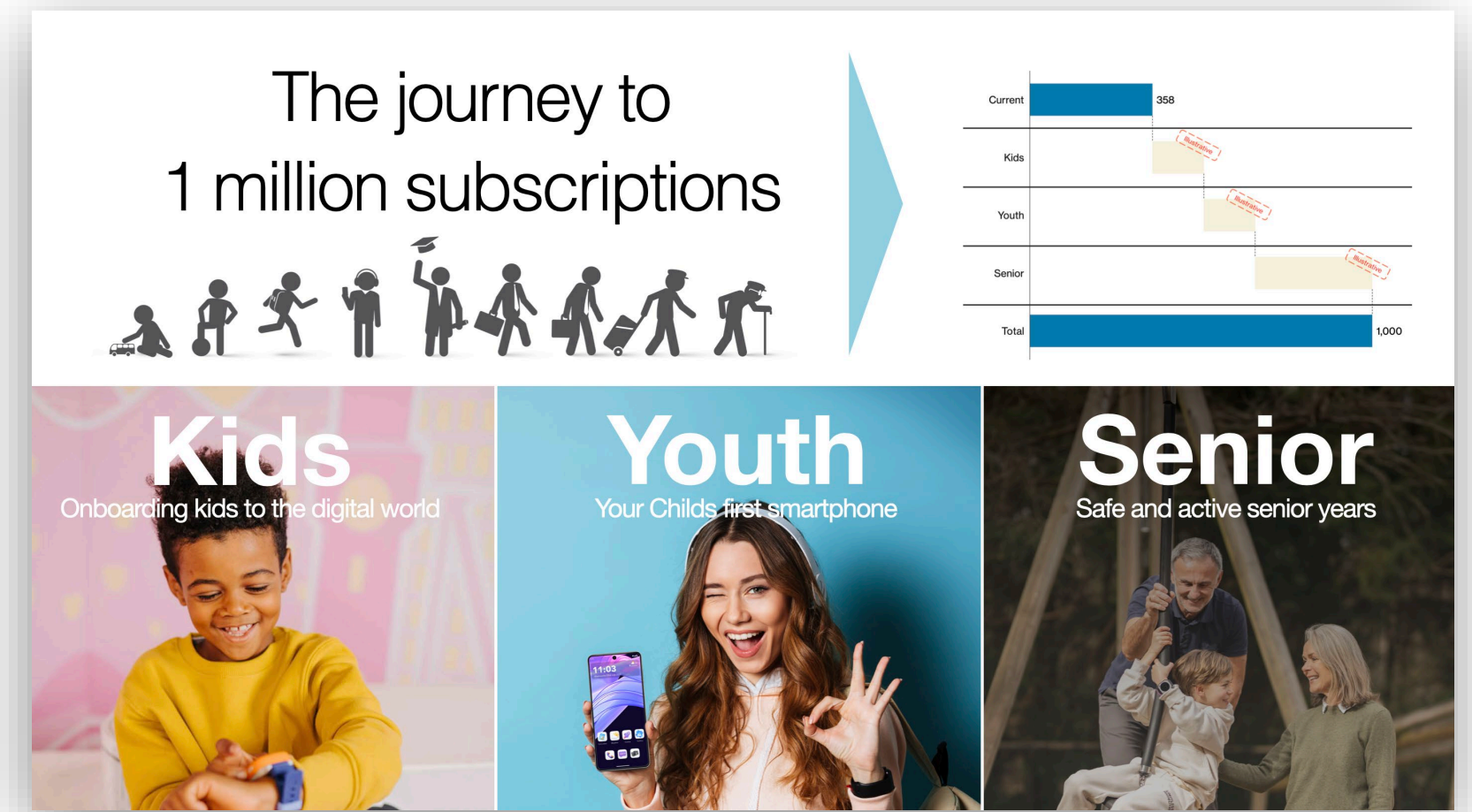
*Capital*  
MARKETS DAY

**"The Road to One Million"**

**THURSDAY**  
JUNE 13  
10-12 CET

Location:  
SpareBank 1 Markets  
Olav Vs gate 5  
0161 Oslo

Register your interest to [gina.svartor@xplora.com](mailto:gina.svartor@xplora.com)



The journey to  
1 million subscriptions

Current 358

Kids

Youth

Senior

Total 1,000

**Kids**  
Onboarding kids to the digital world

**Youth**  
Your Childs first smartphone

**Senior**  
Safe and active senior years



# *Rethink Different*

Our biggest move so far!



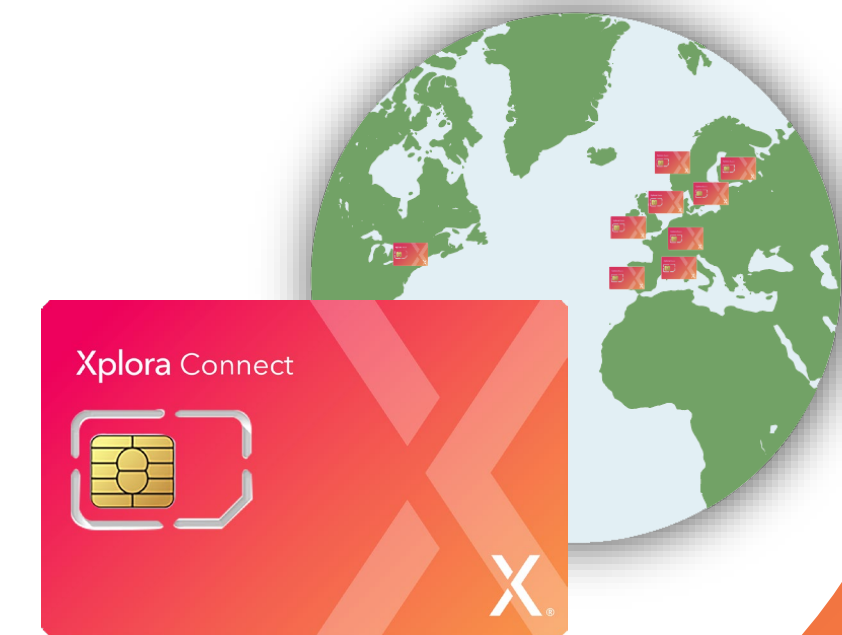


# The two best ways to scale our business further

## Add enablers



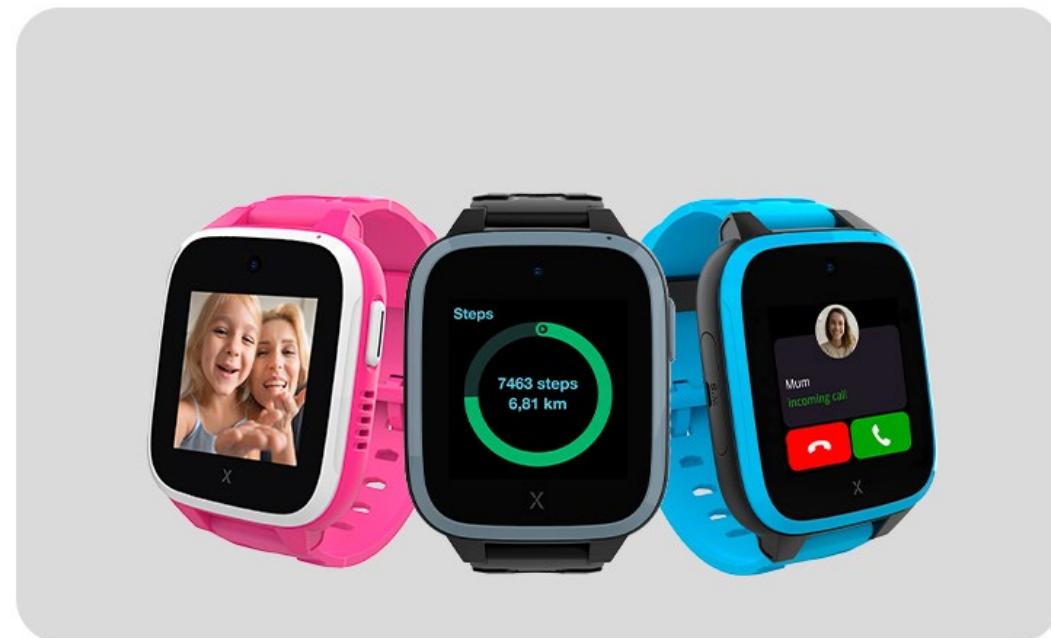
## Add MVNOs





# Current Product Grid & Enablers (4-10)

**We have had three different Smartwatches / price points**



Entry



Medium



Premium



# Current Product Grid & Enablers (4-10)

**We have had three different Smartwatches / price points**

In reality, it has been one product proposition with three price points.



This **one vertical** has so far yielded more than **443k subscriptions**



# Expanding our product grid

## Kids Smart Watches

## Kids Feature phones

## Youth Smartphones

## Senior Feature/Smartphones

Premium

Coming

Coming

Coming

Coming

IoT sensors

Medium



Entry





# Our high margin monetizing model

## Our Service Proposition



### SIM Connectivity

- ✓ Prices € 6,99 -14,99
- ✓ Target 80% margin

### Premium Services

- ✓ Prices from € 2,9/m
- ✓ Target 95% margin

## The Requirements

- ✓ Local Telco wholesale contract (high barrier)
- ✓ Technical implementation
- ✓ Usage & Billing system
- ✓ D2C E-com solution
- ✓ Activation solution (D2C and retail)
- ✓ Customer service

### Current footprint

- Norway
- Sweden
- Denmark
- Finland
- Germany
- United Kingdom
- Spain
- France
- US and Canada





# Our high margin monetizing model

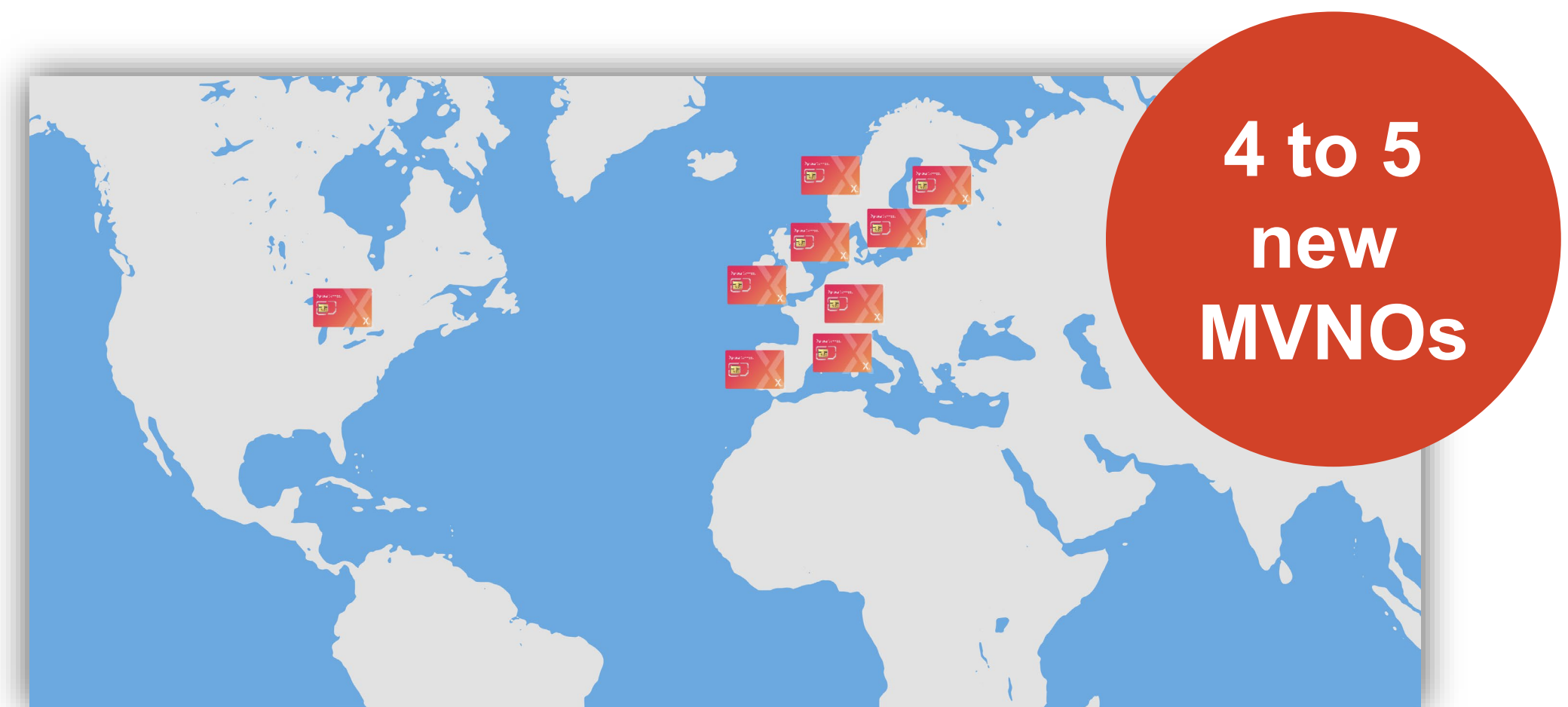
## Current Business Unit KPIs



- ✓ Subscriptions: **443k**
- ✓ ARR: **NOK 358m**
- ✓ Profit margin: **82%**
- ✓ Attachment rate: **38%**
- ✓ Number of MVNOs: **9**

$$\text{Attachment rate} = \frac{\text{New subscription sales (Connectivity+B2B+Service fee)}}{\text{Watch Activations}}$$

## Objectives next 5 years



Over the next five years, **we target expanding into 4–5 new MVNO markets** by applying our replicable business model and pursuing either organic opportunities or complementary strategic growth options.



***12X enablers***  
***50% more MVNOs***  
***AI/SW to drive ARPU***



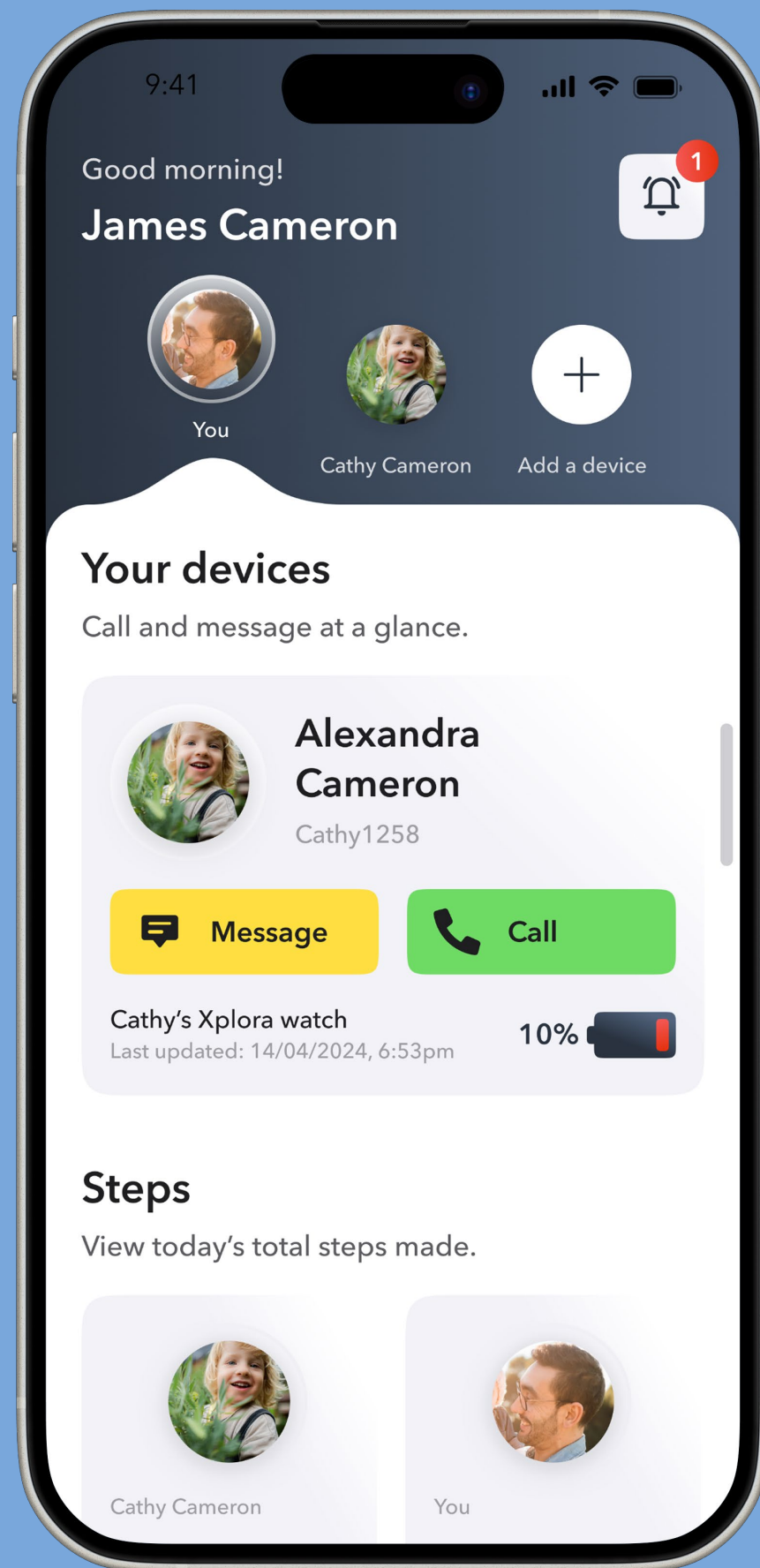
# Platform update

Sanghyo Kim  
CTO





# Xplora Family IoT Platform



**Xplora Guardian App**  
providing guardian control service



**Family IoT Platform**  
solution for Family IoT products & 9 MVNOs



**Product portfolio**  
Kids, youth and senior mobile products

Kids

Youth

Seniors



# Xplora Family IoT Platform: **KIDS**



- Phone
- Messaging
- Location
- SOS
- Safe zones
- Step counter
- Activity platform

**4m+**

Chat messages processed weekly

**4.5b**

Steps per week from kids/guardians

**30%**

Very strong app stickiness.

Similar safe & health app benchmark of around 20%.



# Xplora Family IoT Platform: **YOUTH**



With Fusion X1, we introduced **deeply integrated parental control that cannot be bypassed**, delivering reliable app and screen-time management, and our framework is now scalable across other smartphones, including Samsung and feature phones.

# 48%

believe phone use has changed child's personality

# 54%

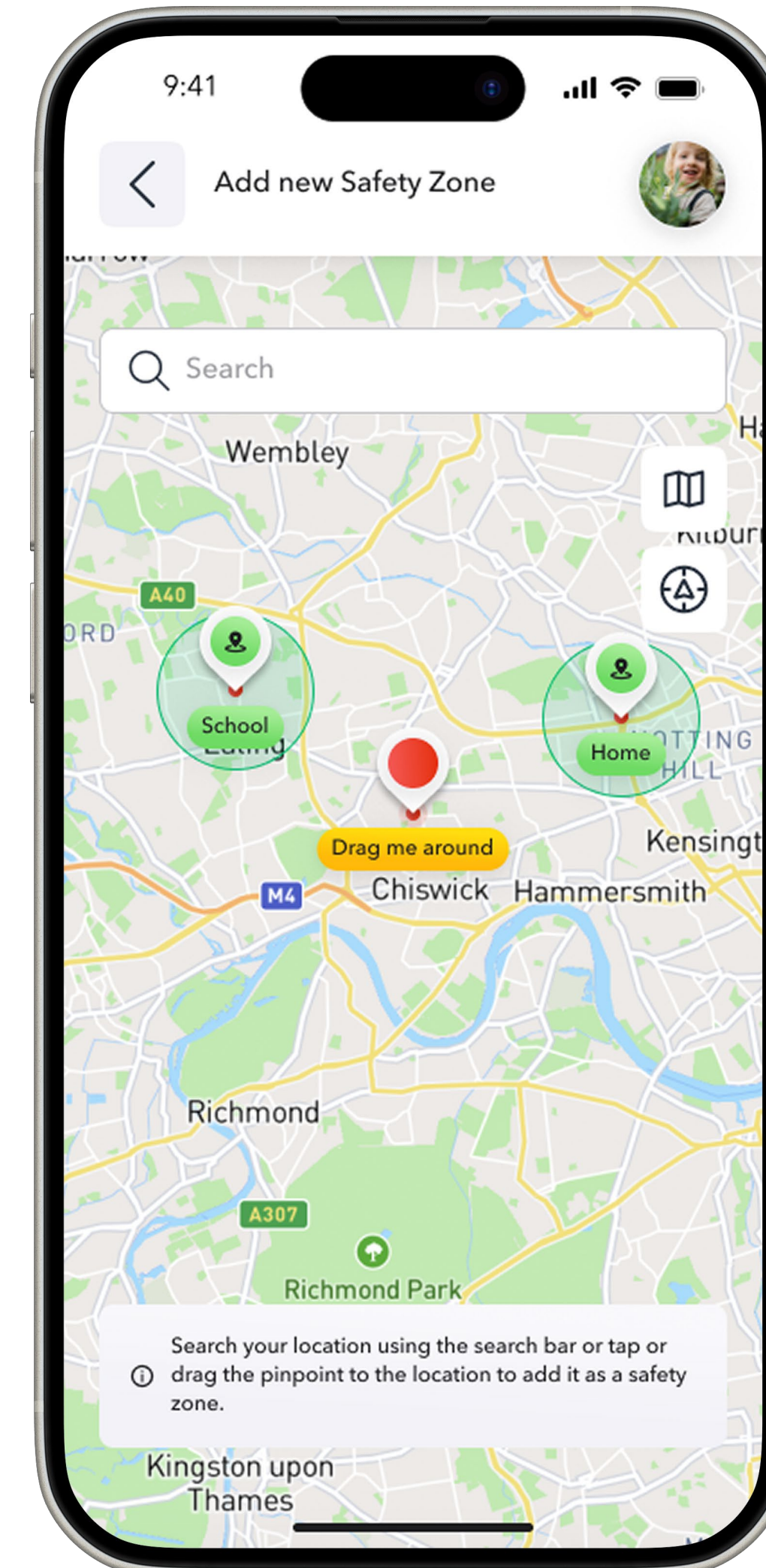
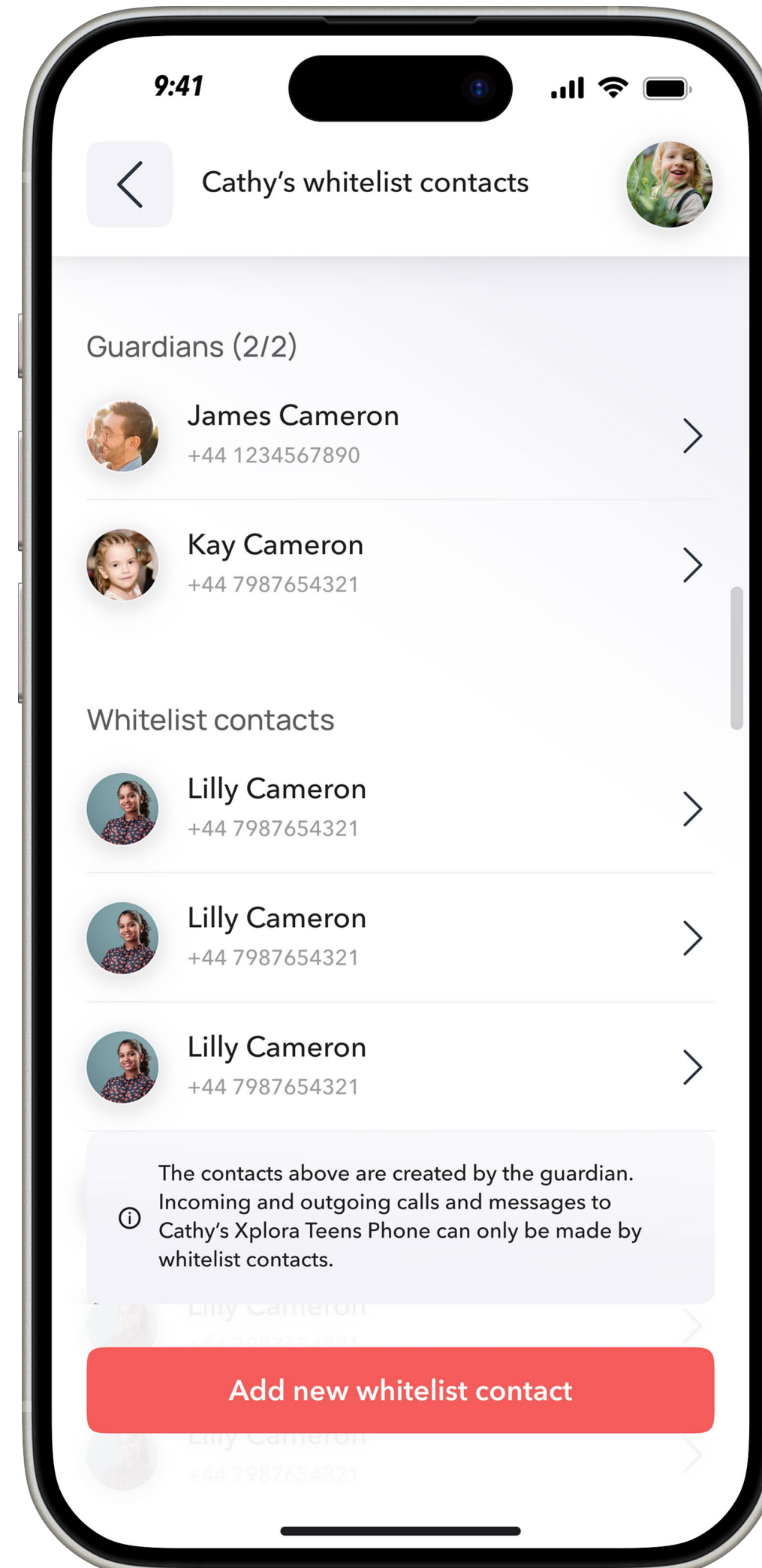
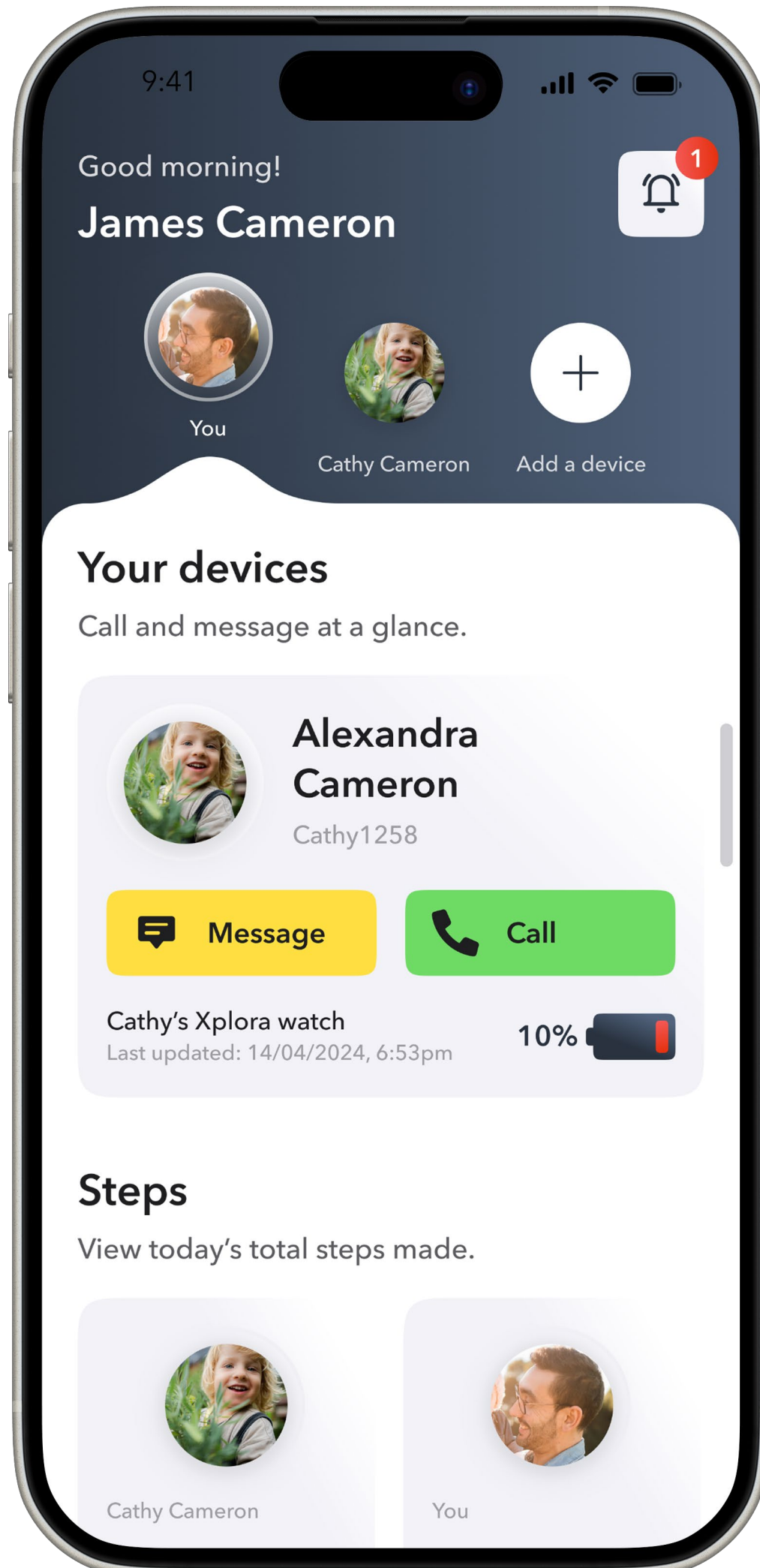
wish they had delayed a smartphone

# 65%

calling for a child friendly phone

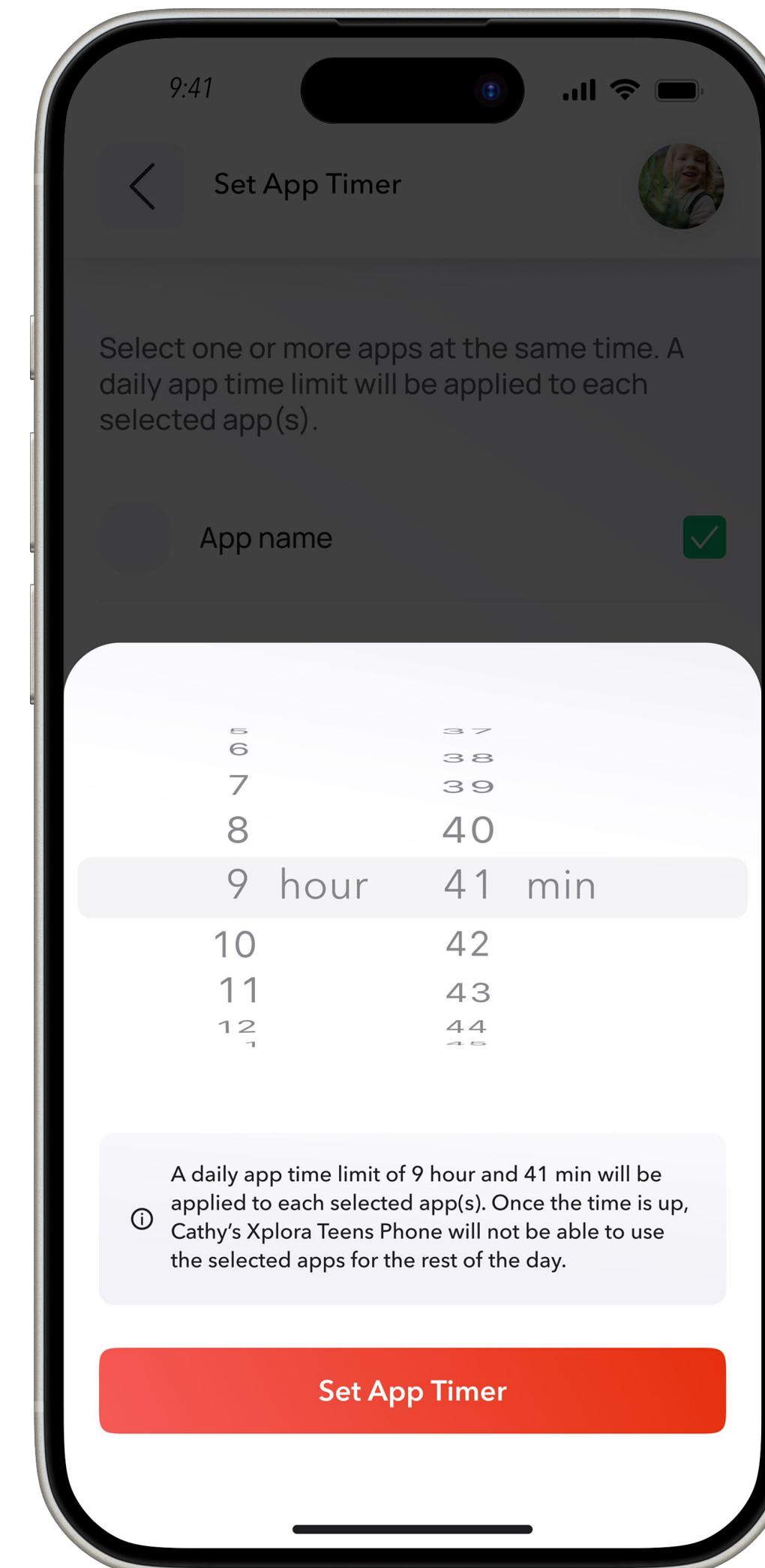
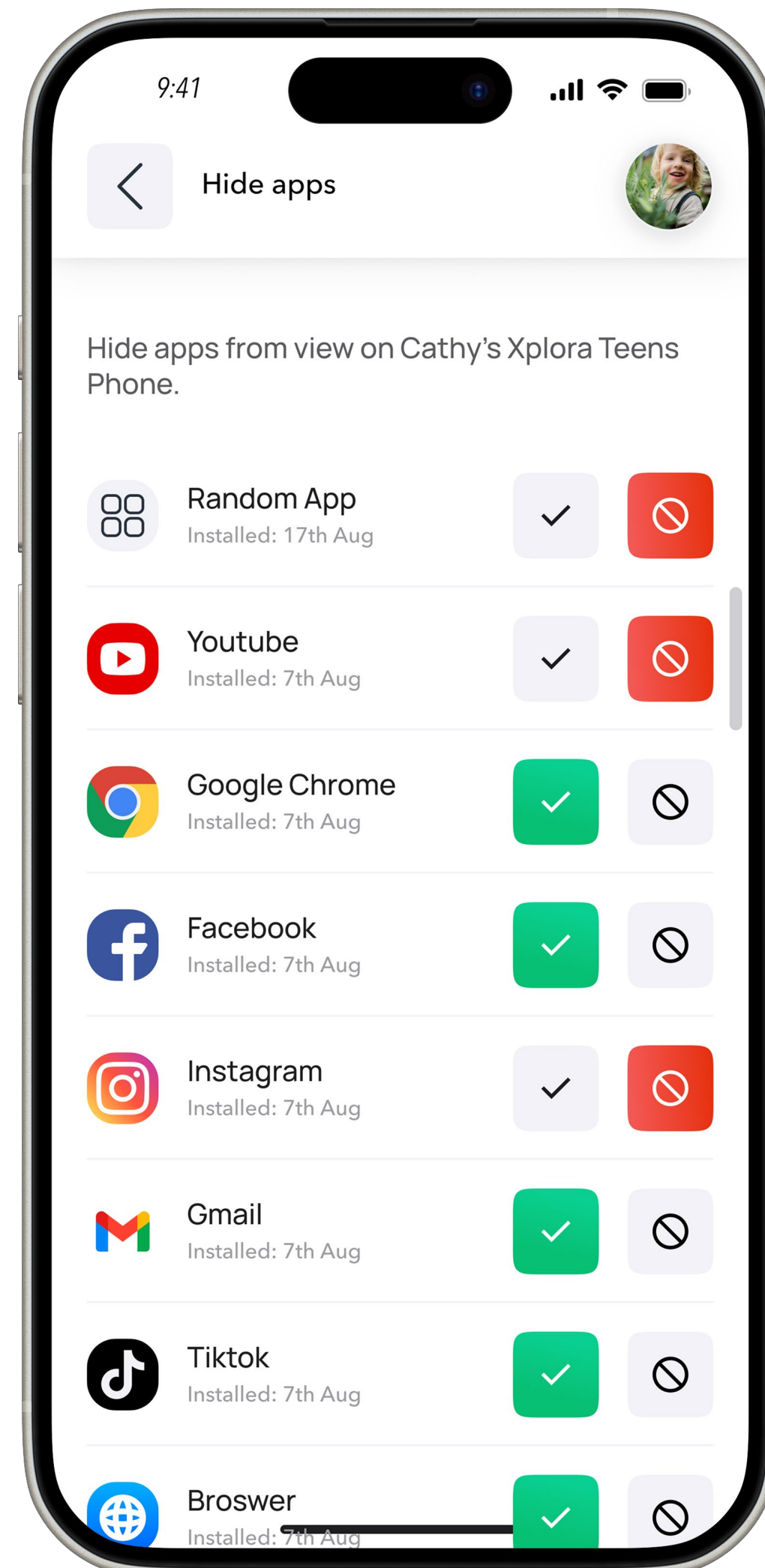
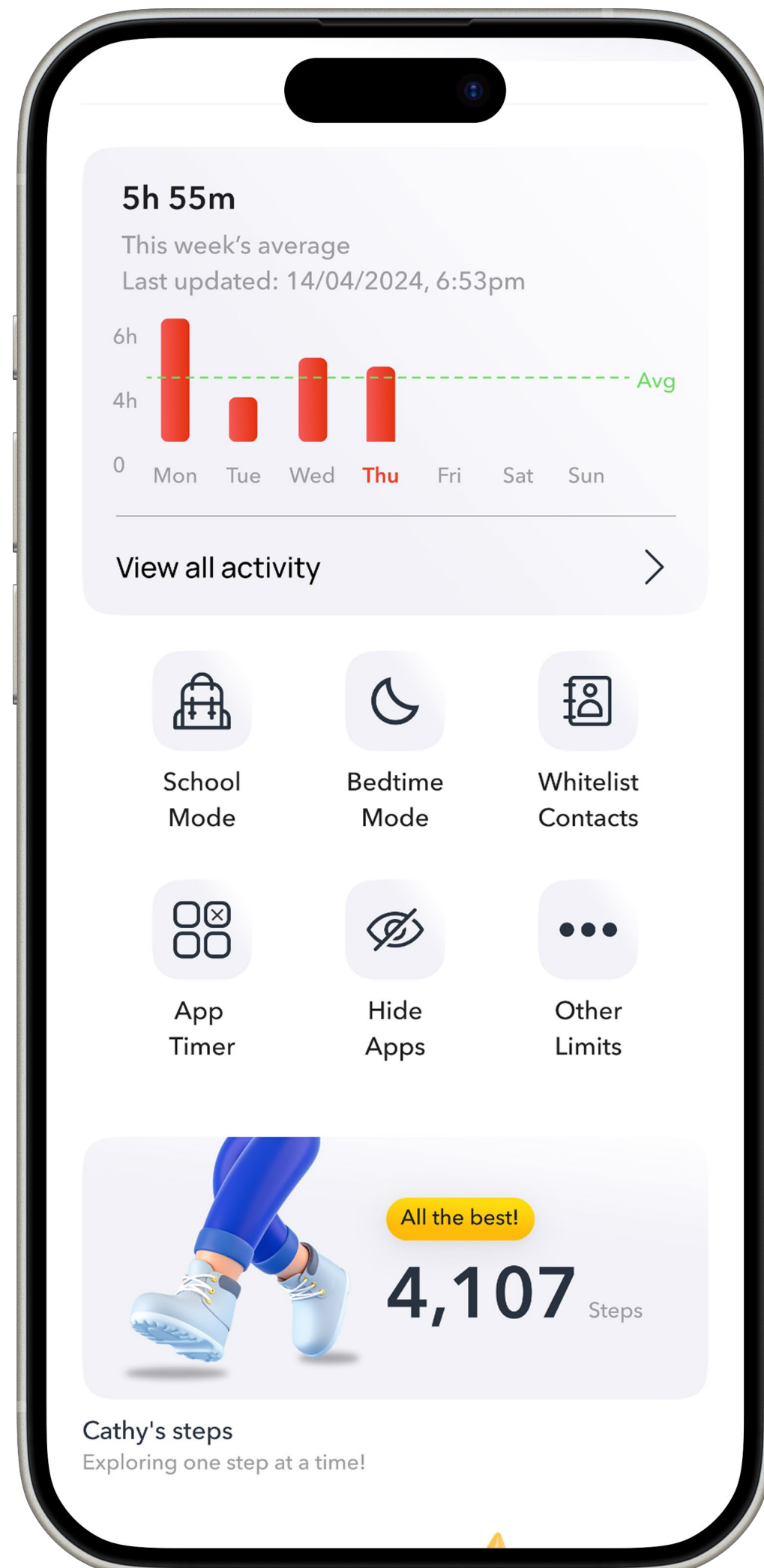


# The Xplora Guardian Control





# The Xplora Guardian Control





# Opening for both D2C and B2B model

We now bring the full Xplora value propositions to Samsung devices **via deep system integration**, creating a secure, unremovable safety layer that standard apps cannot match.



## GALAXY A35<sup>5G</sup>



Works with Xplora Guardian App\*

Xplora.

**SAMSUNG GALAXY A35<sup>5G</sup>**

\*WORKS WITH XPLORA GUARDIAN APP - The parental service, built into the OS by default, allows parents to ensure safe, age-appropriate device access for children by controlling location, communication, app visibility and usage settings. Subscription required. More info at <https://fusion.xplora.com>

DE-BENÖTIGT DIE XPLORA GUARDIAN APP - Der im Betriebssystem integrierte Elternservice ermöglicht es, den Gerätezugang für Kinder sicher und altersgerecht zu gestalten. Kommunikation, Sichtbarkeit von Apps und Nutzungsereignissen können kontrolliert werden. Ein Abonnement ist erforderlich. Mehr Infos unter <https://fusion.xplora.com>

FR-COMPATIBLE AVEC L'APPLICATION XPLORA GUARDIAN - Le contrôle parental est intégré au système d'exploitation. Il permet aux parents de surveiller et de contrôler l'accès à l'appareil, la communication, les applications et la visibilité des applications. Un abonnement est requis. Plus d'infos sur <https://fusion.xplora.com>

ES-FUNCIÓN CON LA APLICACIÓN XPLORA GUARDIAN - El control parental está integrado en el sistema operativo. Permite a los padres supervisar y controlar el acceso al dispositivo, la comunicación, las aplicaciones y la visibilidad de las aplicaciones. Se requiere un suscripción. Más información en <https://fusion.xplora.com>

IT-COMPATIBILE CON L'APP XPLORA GUARDIAN - Il servizio di controllo parentale è integrato nel sistema operativo. Permette ai genitori di controllare l'accesso al dispositivo, la comunicazione, le applicazioni e la visibilità delle applicazioni. È richiesto un abbonamento. Per maggiori informazioni visitate <https://fusion.xplora.com>

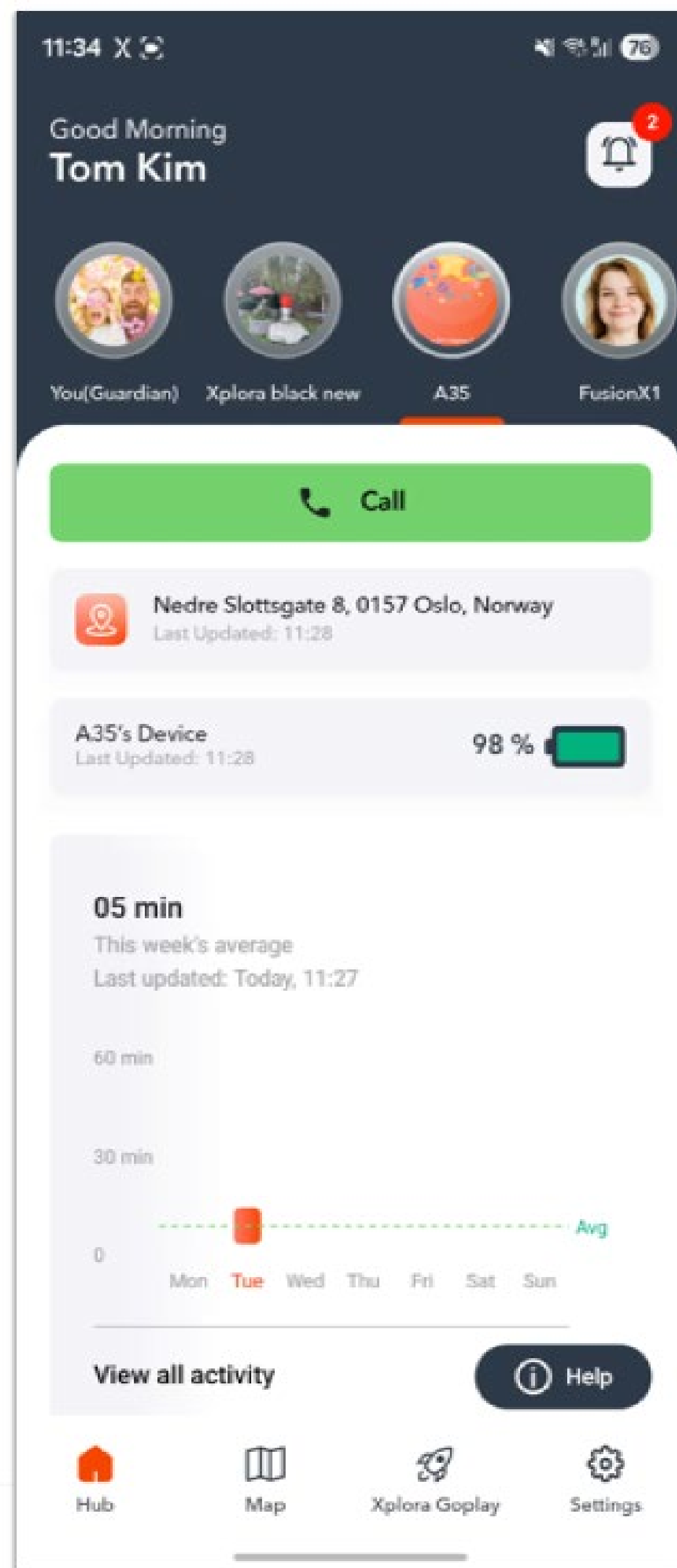
TRABAJA CON LA APP XPLORA GUARDIAN - El servicio de control parental está integrado en el sistema operativo. Permite a los padres supervisar y controlar el acceso al dispositivo, la comunicación, las aplicaciones y la visibilidad de las aplicaciones. Se requiere un suscripción. Más información en <https://fusion.xplora.com>

Xplora

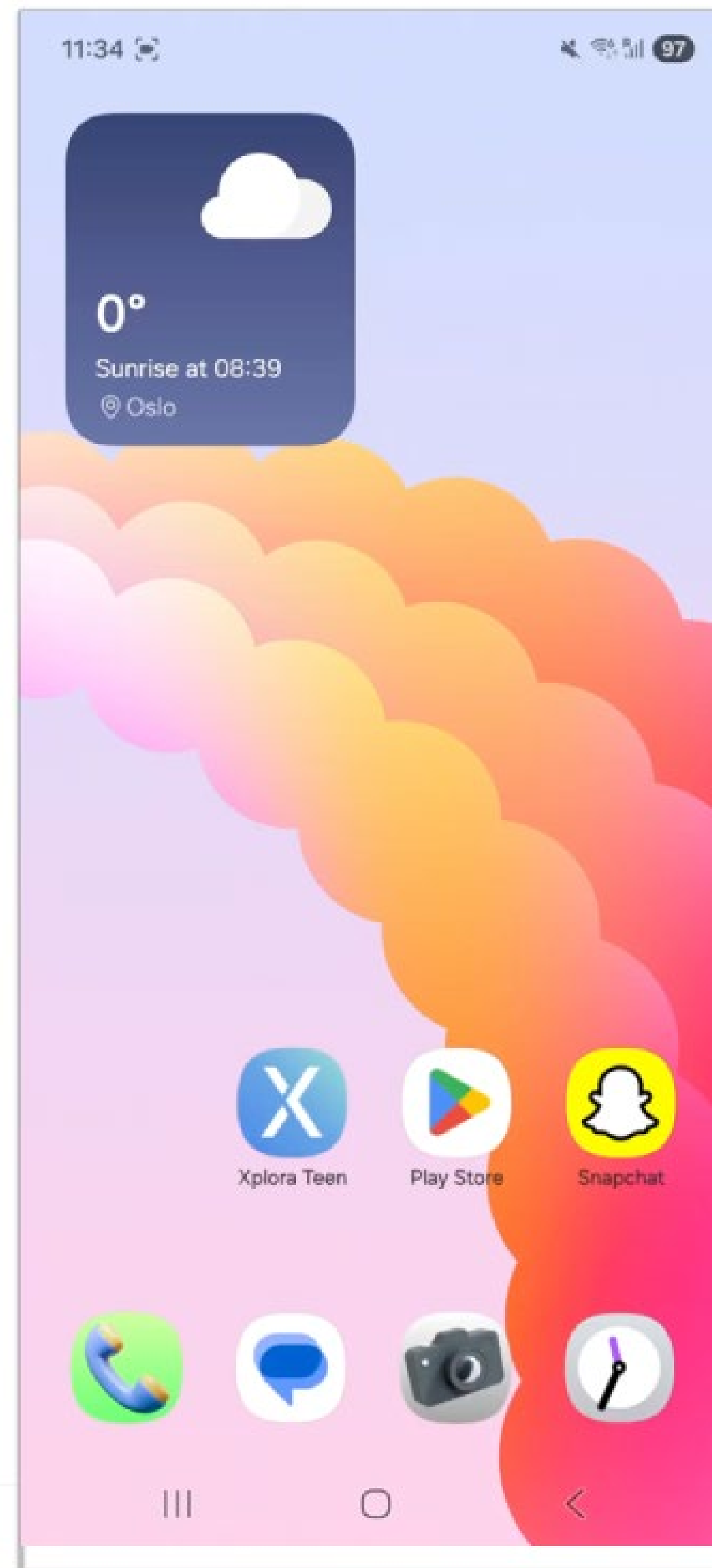
# X Samsung demo



Guardian Phone



Youth Phone  
Samsung Base







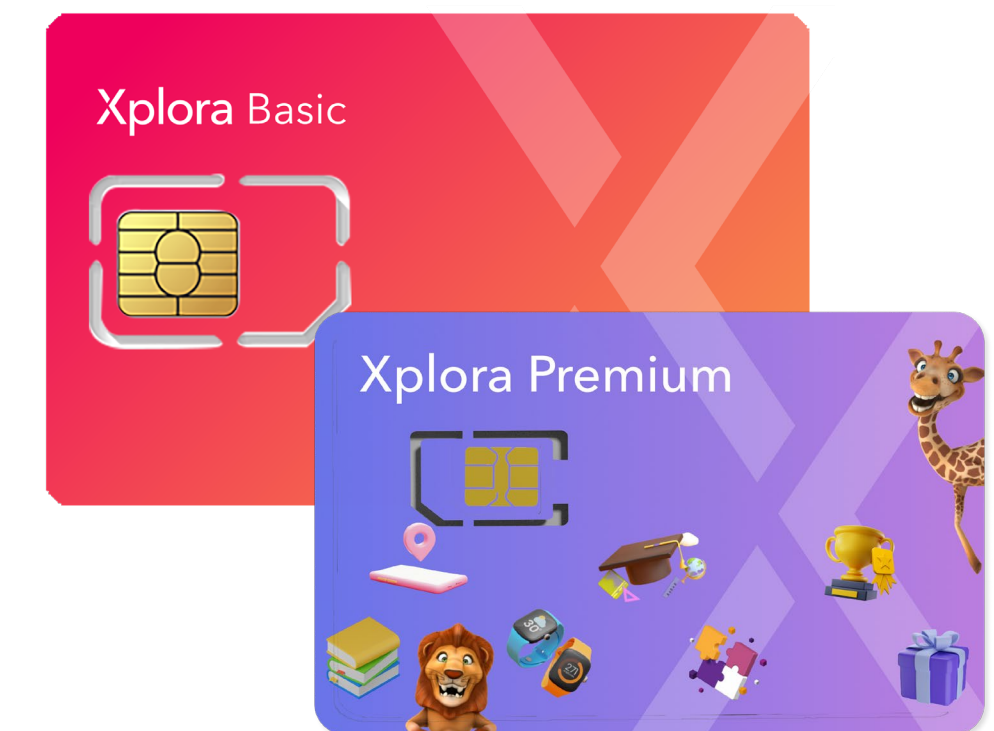
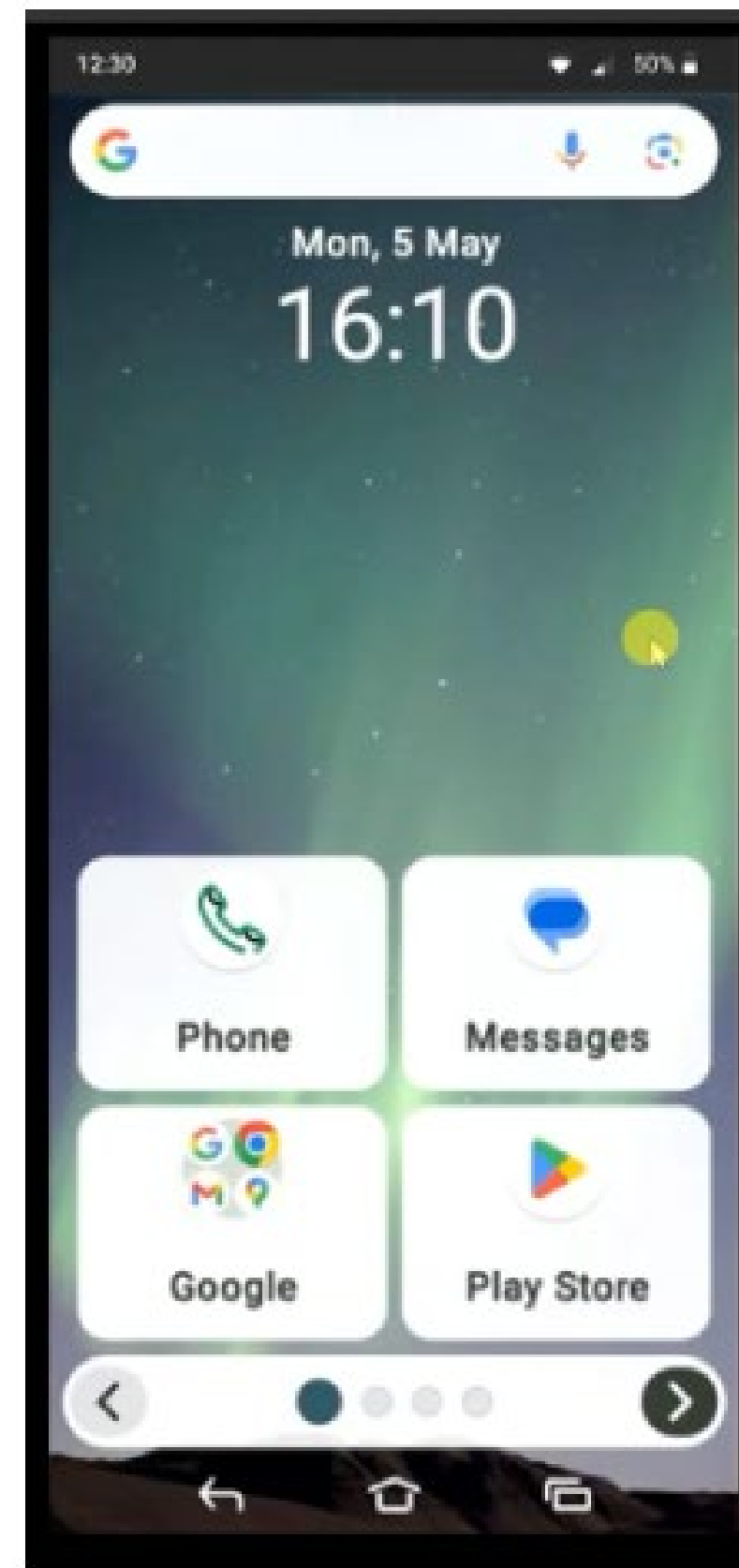
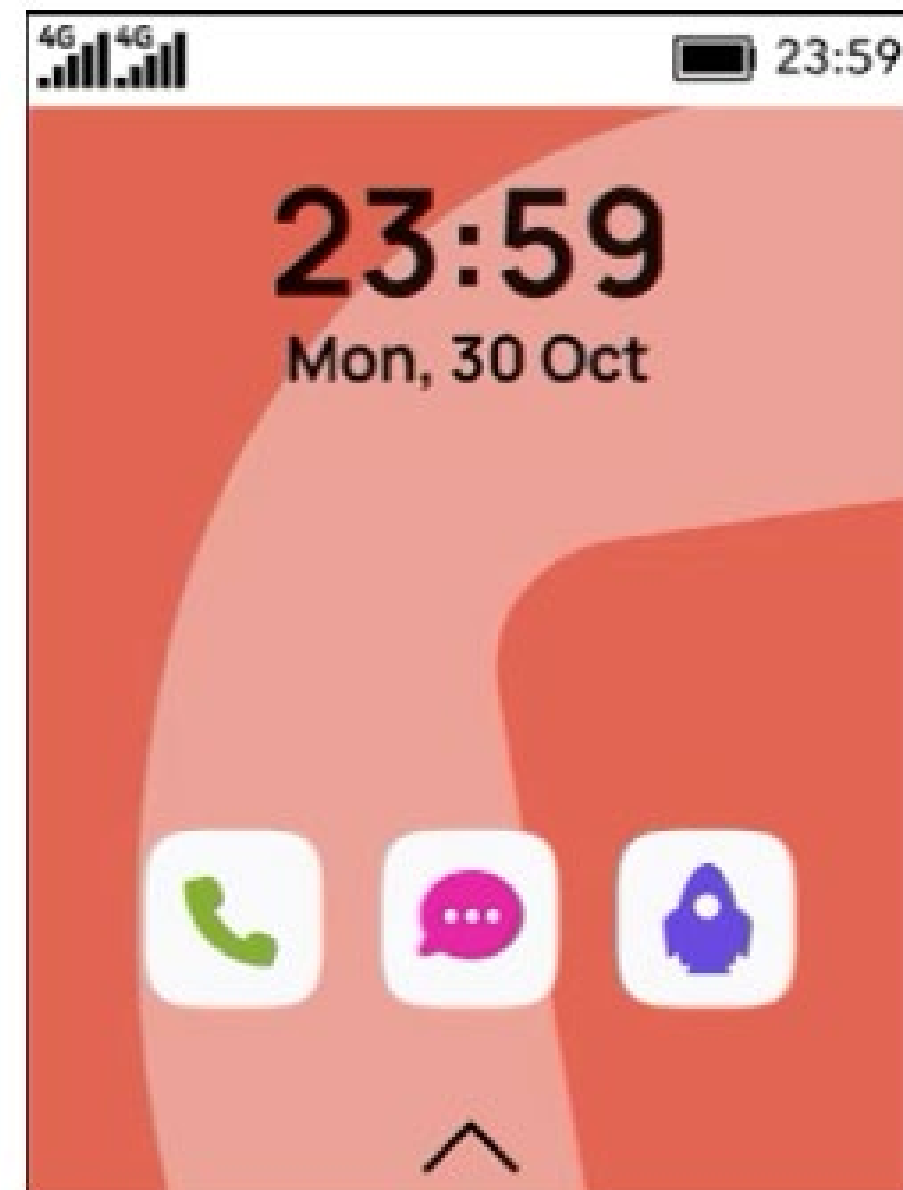
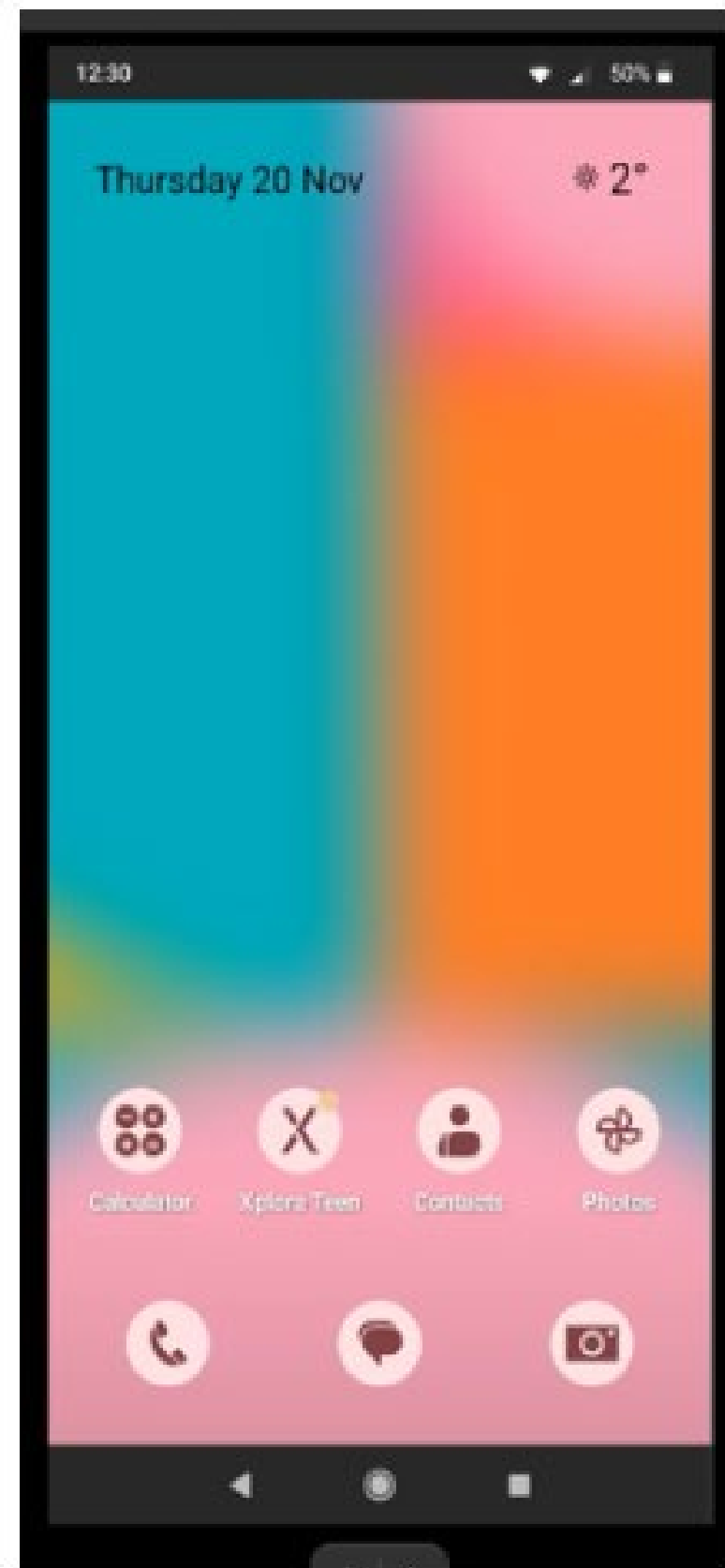
# Safe AI

The Next Layer of Digital Protection



# NEWS! Xplora Safe AI for a safer family

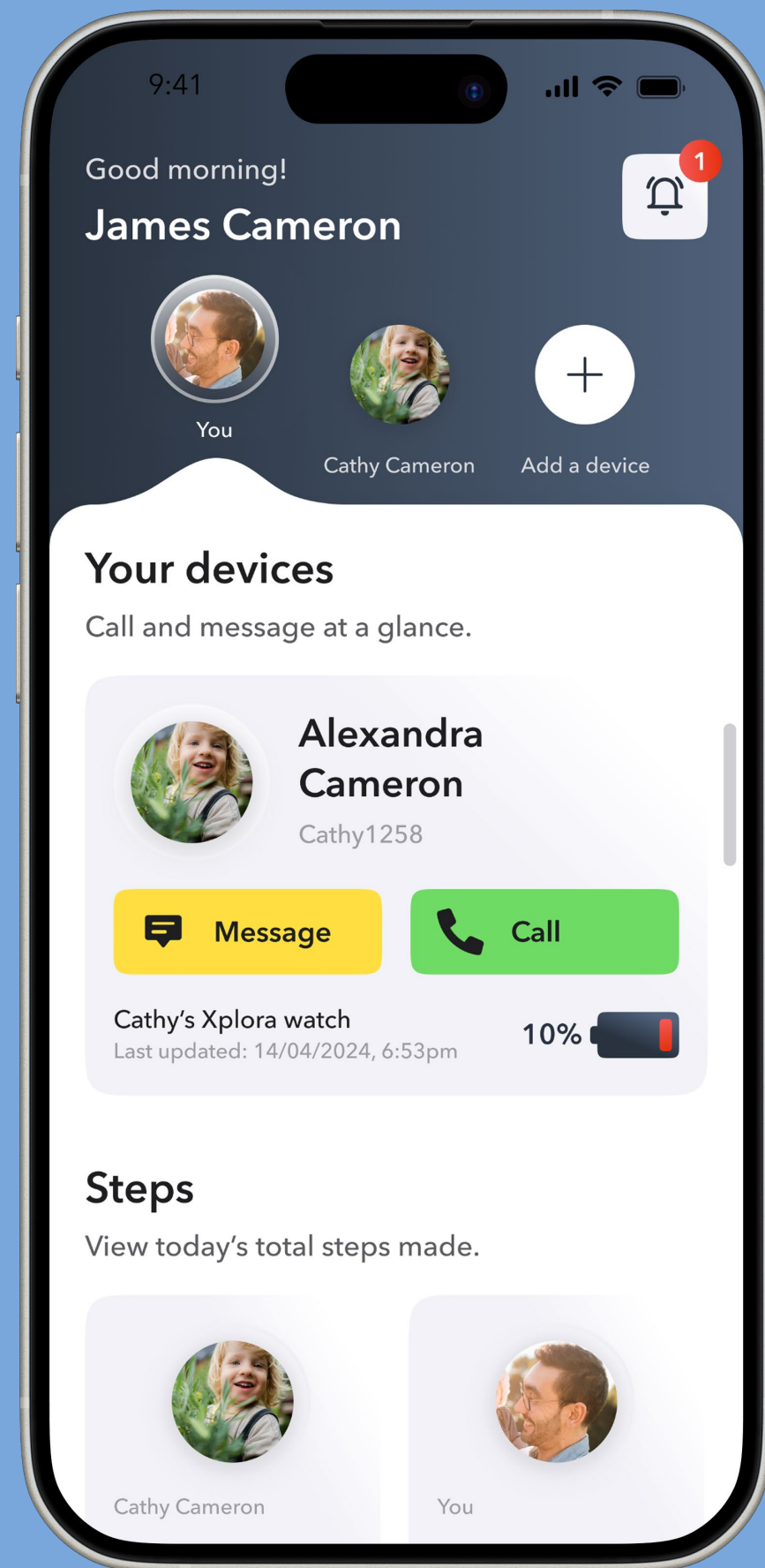
Safe AI goes beyond parental control by blocking harmful content, teaching respectful behaviour, and protecting seniors from scams and phishing.



Our **SAFE AI** features and services will be included in our future **Xplora Premium Services**



# Xplora Global Family Eco System



**Xplora App for Guardian**  
Family Hub to access the Eco System



**Global Family Eco System**  
Secure Communication, Intelligent Protection & Engaging Digital Experiences for all generations.

Kids

Youth

Seniors



**Product portfolio**  
Kids, youth, senior mobile products and more connected smart devices for Family



# Marketing perspectives

Lise af Ekenstam  
CMO







The market is not just ready for change — it's demanding it – parents and children alike

## Parents

54% regret giving their child a smartphone

48% believe phone use has changed their child's personality

65% calling for a child friendly phone

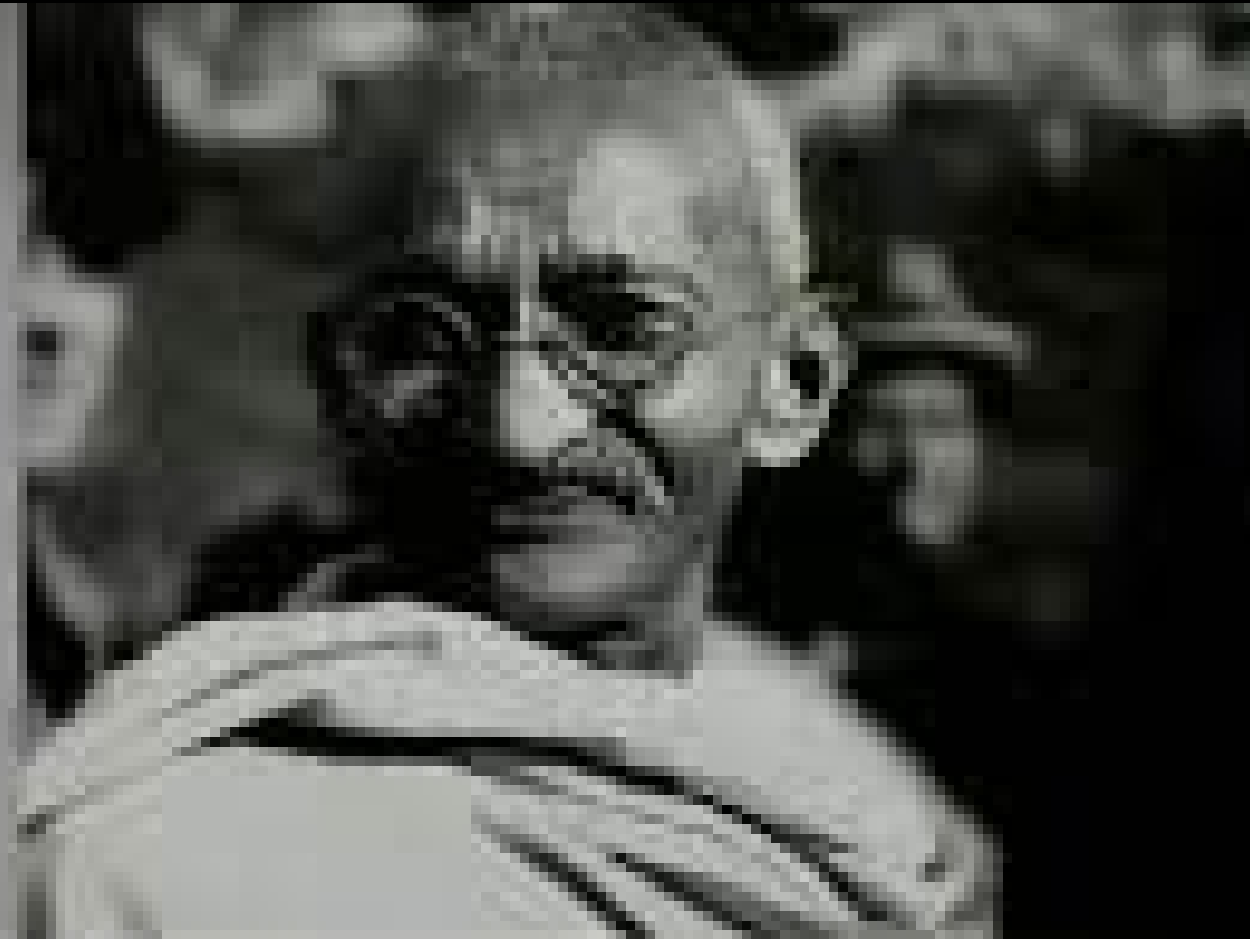


## Kids

40% worry they use their phone to much

53% have experienced online bullying

52% have been approached by strangers online









# XploraOne – Made to stay in their pockets

## Rethink different.

XploraOne is designed to be your child's first phone. It lets kids call, message and share safely, while giving parents peace of mind. No social media. No internet rabbit holes. Just the right amount of freedom, built on the safest technology. This isn't a phone made for entertainment. XploraOne works best when it's not in their hands, but safely tucked in their pocket.

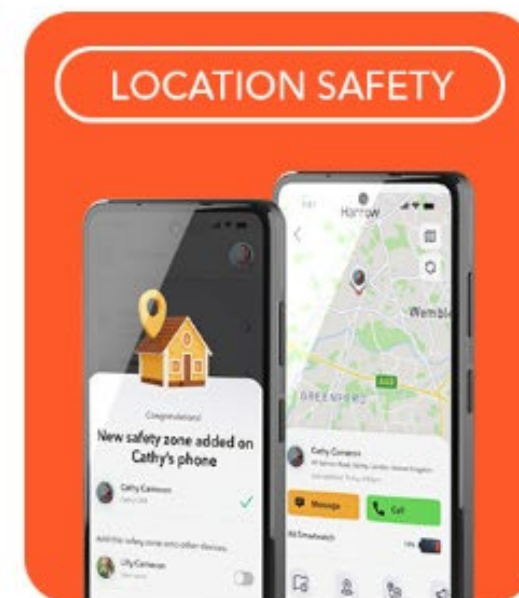
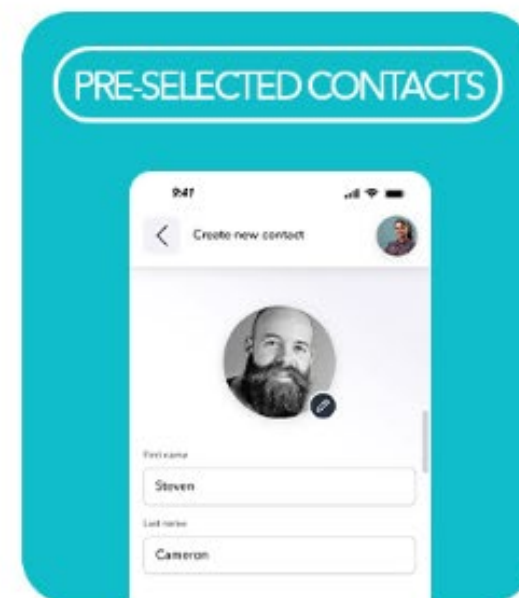
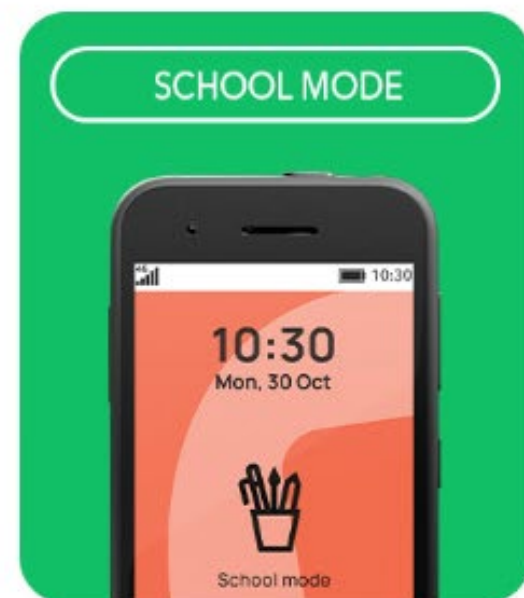


XploraOne

## YOUR CHILD'S FIRST PHONE.



## Functions for Parents



XploraOne

## Made to stay in their pockets.





# It's a Journey: The Right Tech at the Right Time



## 1 XploraStart

Kids 5-8 years

No Internet, No Social Media  
Safe introduction to the digital life

**Product:** Smartwatches, basic feature phone



## 2 XploraNext

Tweens 9-12 years

No Internet, No Social Media  
Build independence

**Product:** Feature phone with a few apps



## 3 XploraSmart

Teens 13-15 years

Limited Internet, Limited Social Media Empower  
responsible digital independence with purpose-  
driven tech

**Product:** Smartphone with guardian control



**Xplora - A trusted guide to parents and guardians along the digital journey from safe start to responsible independence**



# Launch and Q1 Marketing Campaign



26 Nov

Q3 Earnings  
Capital Markets Day

Rethink Different launch and  
XploraOne reveal

Media outreach Nordics and  
international

**Hvordan beskytte barn i en digital hverdag med sosiale medier?**

**Velkommen til frokostmøte**

Dato: 3. desember 2025.  
Sted: Litteraturhuset.  
Tid: 08:30 - 09:45.  
Frokost serveres fra 08:00.

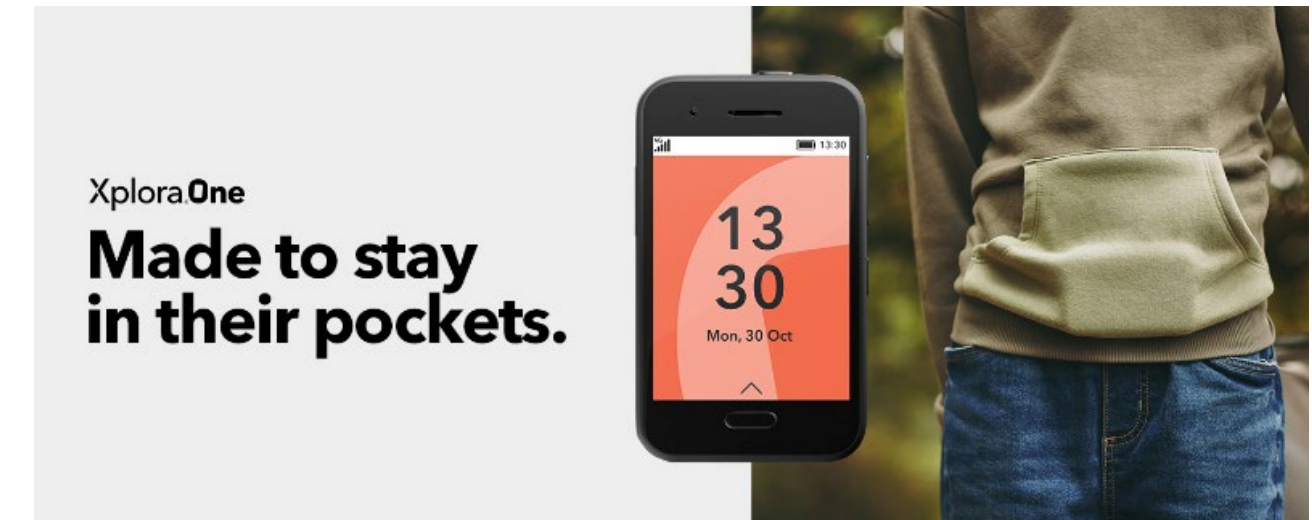
Arrangementet er gratis, men krever påmelding. Registrer deg her:  
Påmelding til frokostmøte

3 Dec

Xplora hosted **Breakfast Meeting** with Lene Vågslid, Minister of Children & Families; Høyre; Smartelefonfri Barndom +

Continued **Rethink Different** PR and media outreach

“Made to Stay in their Pocket” marketing campaign across all channels



Q1

**XploraOne Live** on xplora.com (Nordics, Germany) and Amazon

Continued campaign incl. PR and partnership with UNICEF Norway

Nov

Dec

Q1












**It's time to rethink kids and screens**

# DORO UPDATE



# DORO CONNECT LAUNCH PLAN



Channel/Quarter	Q2 '25	Q3 '25	Q4 '25	Q1 – Q2 '26
.com			 	
Amazon				
Retail				

- ✓ Nov 05: Sweden, Norway and Finland launch
- ✓ Attachment rate: +25%
- Dec 03: UK
- Dec 10: France
  
- Dec 06: Sweden
- January: UK and France
  
- ✓ 900 retail stores across our markets
- Rollout starts from January
  - Shop activation system
  - Sales material
  - Training

# DORO CONNECT BASIC - LAUNCHED



Your all-in-one connection & safety subscription.  
Includes calls, chat, voice messages, data, and SOS emergency.



## Always Secure.

- Leveraging on Doro's brand position
- Safe, secure, trustworthy



## Personal Support.

- Customer service
- No talking to a bot, only real humans in your local language



## Your way, Your savings.

- 100% or 50% off on the device when bundling with Doro Connect with a one-year contract
- Convenient payment method



## Full Transparency.

- No set-up fees
- No hidden fees



## Reliable Network.

- The best coverage across Europe's leading mobile networks
- Telenor, Elisa, Deutsche Telekom, Orange, EE



## Seamless Transfer.

- Keep your mobile number
- Mobile number porting

Always with a Doro phone:

Doro Secure Button

Doro Easy Interface

Doro ClearSound

Easy to grip and hold devices



# DORO CONNECT: LAUNCHED ON NOV 05 IN SE/NO/FI



Produkter

Doro Connect

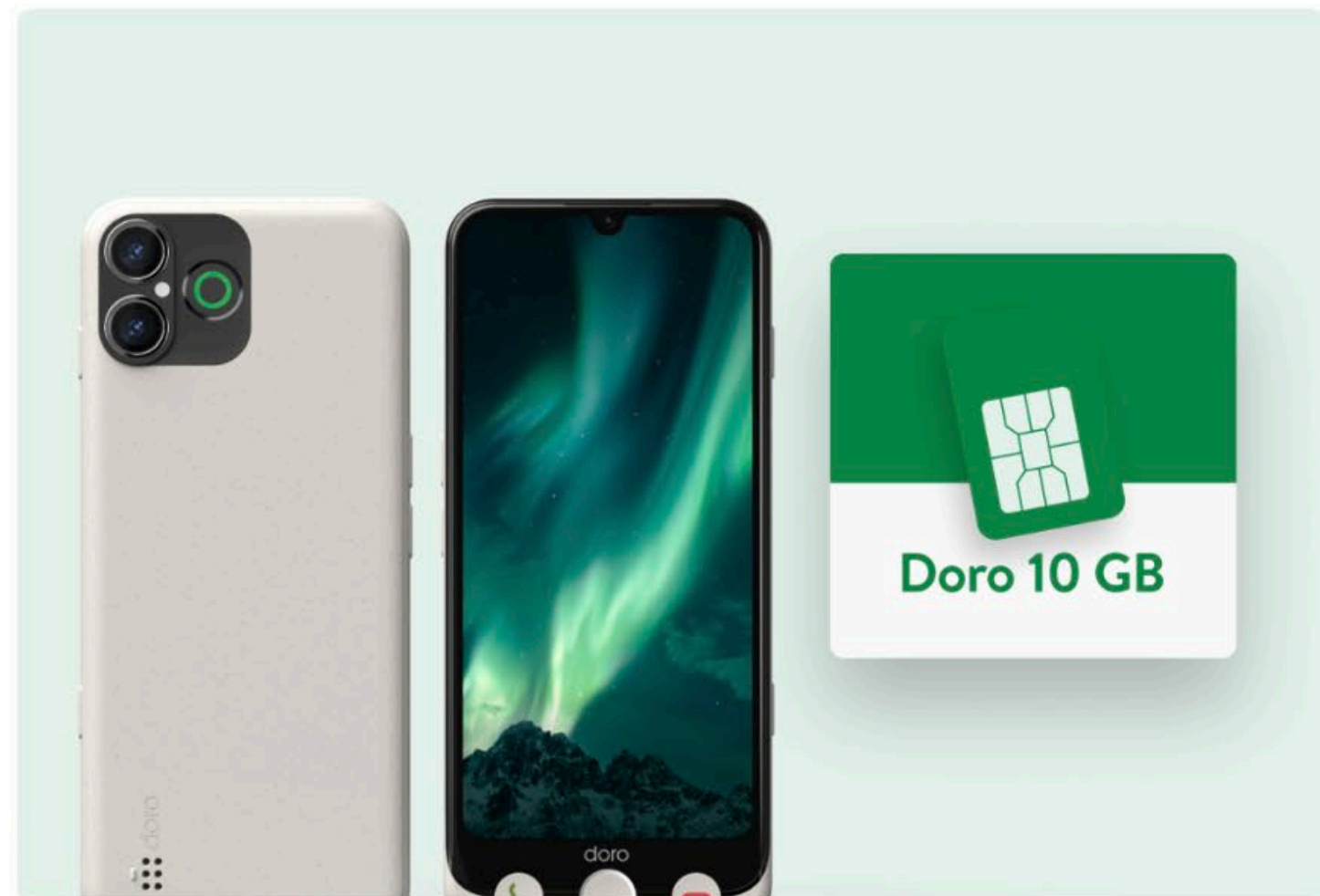
Unikt för Doro

Support



Begränsad tid

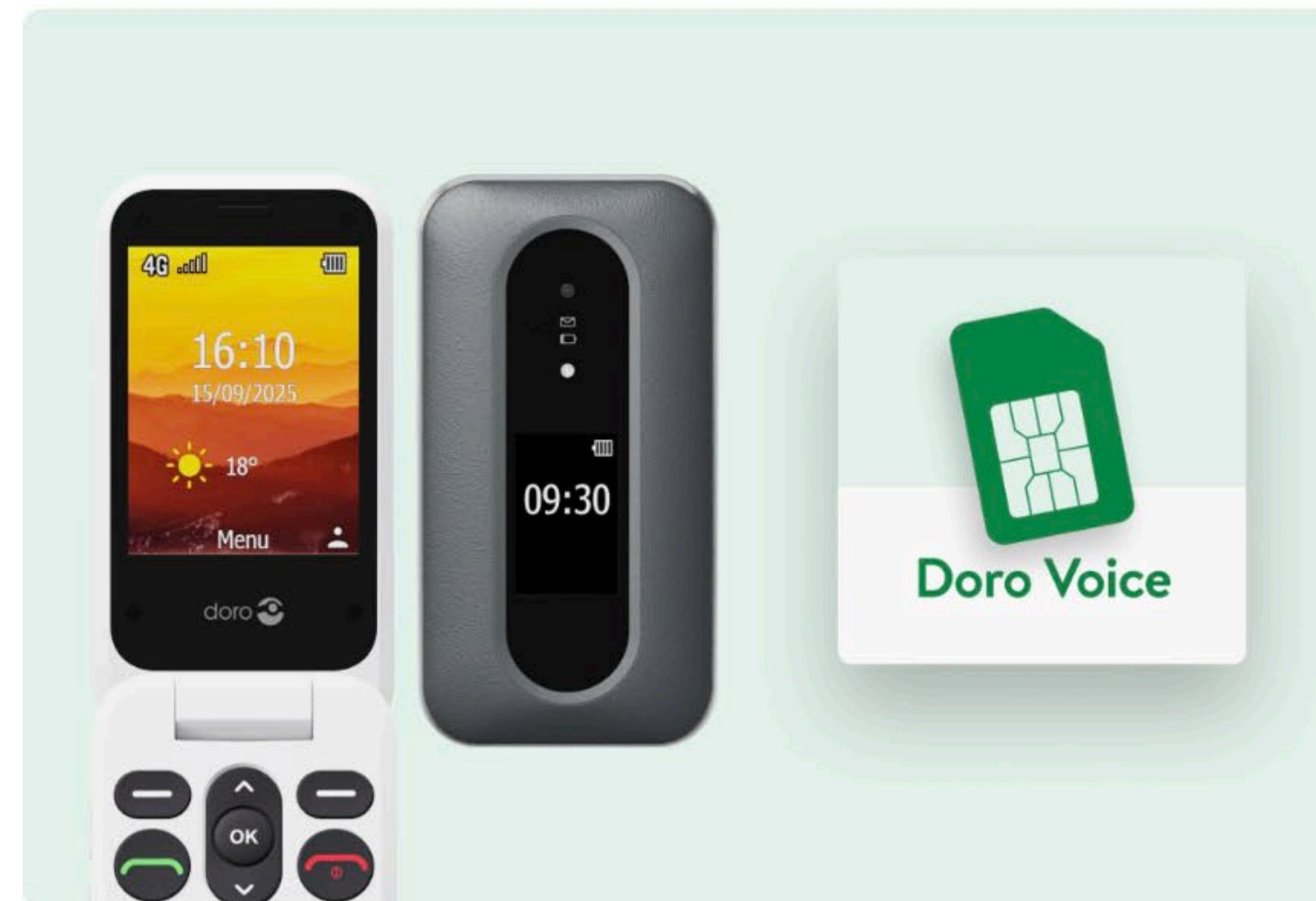
## Lanseringserbudanden



Få valfri Aurora till halva priset med ett Doro 10 GB-paket.

Betala 279 kr/mån i 24 månader

[Visa erbjudande](#)



Få en Leva L31 helt på köpet med ett Doro Voice-paket.

Betala 149 kr/mån i 12 månader


[Visa erbjudande](#)



# DORO CONNECT PREMIUM Q2 '26




12 personalized add-ons for the life you want to live.  
 Free safety related accessories (worth SEK 500) to protect your phone and empower your life




**Safety +**

- Move freely with location support
- Stay protected from scams
- Reach your loved one instantly
- Others can help keep your phone running



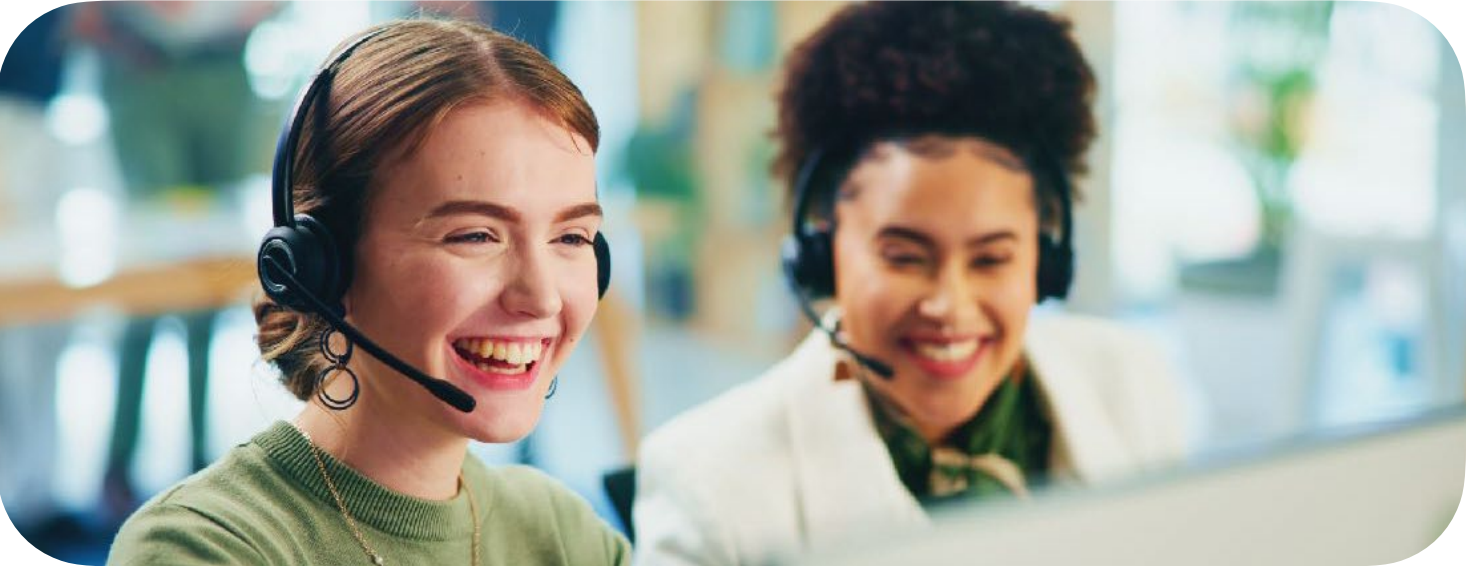
**Assistance +**

- Family connection without a hassle
- Get help without handing over your phone
- Enjoy a phone tailored to your needs
- Your important people added for you



**Health +**

- Track your steps
- Receive gentle guidance to stay on top of your wellbeing
- Share earned rewards with your grandkids



Always with a Doro phone:      Doro Secure Button      Doro Easy Interface      Doro ClearSound      Easy to grip and hold devices

# DORO PREMIUM - EXAMPLES



# DORO CONNECT PREMIUM

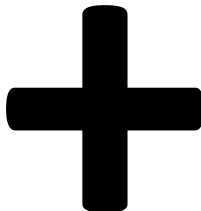
## – ARPU INCREASE AND DIFFERENTIATION

Doro Connect

PREMIUM

ARPU: SEK 150-300

ARPU: TBD



Safety +

- Move freely with location support
- Stay protected from scams
- Reach your loved one instantly
- Others can help keep your phone running



Assistance +

- Family connection without a hassle
- Get help without handing over your phone
- Enjoy a phone tailored to your needs
- Your important people added for you



Health +

- Track your steps
- Receive gentle guidance to stay on top of your wellbeing
- Share earned rewards with your grandkids



# Road ahead

# Outlook

- **Continued annual growth** in kids category
- Prepare Doro **retail launch** and implement **full global e-commerce**
- Focus on **Service Revenue growth and increased profitability** on EBITDA and EBIT level
- Secure path to **1 million subscriptions** and scale into **new markets and verticals**
- Prepare for **uplisting**





# Q&A