




ExxFire continues to progress through Covid slowdown

ExxFire, an industrial fire suppression business headquartered in the Netherlands, has continued to progress through the last difficult period of the global pandemic. Having developed six new products in the final half of last year, 2021 has seen a significant uptake in sales. Q1 revenues coming in at €200,000 were up fivefold from last year, and 40% of total revenues for 2020! The company is on course for full year revenues of more than €1m, a yoy uplift of 200%.

<p>1st Product version</p> <ul style="list-style-type: none"> • High-end/medium segment • Aspirating smoke detection • Generator(s) <p>Sold from Q3 2016</p>	
<p>Improved 2nd Product version</p> <p>Developed with input from Siemens</p> <ul style="list-style-type: none"> • Flexible User Interface • Interconnected • CNPP certificate – expected by Q3 2021 <p>Marketed from Q3 2020</p>	
<p>3rd Product version</p> <ul style="list-style-type: none"> • Low-end mass segment • Heat detection • Generator(s) <p>Marketed from Q4 2020</p>	

Certification advances

ExxFire's plans to obtain industry certification for its products has moved forward rapidly this year. EU certification efforts through French-based CNPP have

been ongoing for some time and are now well advanced now. Final certification is expected by the end of the summer. This will provide an immediate boost to EU sales according to the firm's main distributors. Similarly, agreement with the US certification agency UL was reached in Q1, and the process leading to a UL Listing will commence in September, with expectations of completion in Q1/Q2 next year. This will expand the company's reach in the important US market, complementing its EPA approval received last year.

Joint product development with Siemens

Siemens ExxFire Connected
Notre solution



SIEMENS

ExxFire has partnered with Siemens in several countries (FR, BE, NL and LU) for a number of years now. With ExxFire systems already installed in several notable businesses (e.g. French Lottery; LVMH; Erasmus

Medical Center; Cold storage facilities; Nuclear Power plants; etc.) the way is open to further expansion this year. Taking the relationship a step further, as 2021 dawned a new joint development between the two companies was announced, extending ExxFire's existing object fire protection system range. ExxFire's patented Cool N₂ Gas Generator fire suppression technology will soon be integrated with Siemens Aspirating Smoke Detection (ASD) systems.

Pole position for Lithium-Ion battery storage protection



Lithium-ion batteries are rapidly becoming an essential part of global advances in energy. However recent accidents have shown that fires are a major risk in the technology. Thermal runaways once initiated cannot be stopped. The earlier announced joint

Revenues up 40% in Q1

Strong partnerships are developing

Environmentally friendly business

product development between Siemens and ExxFire can also be used for protection of the latest developments in Battery Energy Storage Systems (BESS) containing the fire risks of Lithium-Ion batteries. The early detection of off gasses when (over-)charging faulty batteries by the Siemens detector, together with ExxFire's Cool nitrogen gas, can prevent a thermal runaway without a fire, limiting the risk and damage considerably, thus opening a \$1 billion market segment by 2030, with a CAGR of 28% per year.

ExxFire Opens UK Branch

ExxFire has taken the first step in an expansion plan by establishing a UK Branch to oversee and develop business in the UK. With UK customers, and several UK suppliers, the Board took the view that the UK market offers great potential for its business prospects. The company has appointed Dr Eric Warner as its first Branch Manager. With a distinguished career in business development and finance, and a history of

working with the company on longer-term strategy, Eric was an ideal choice for the position. And the Branch recently received Advance Assurance of EIS treatment for funds raised from UK investors.

ExxFire Scales In-House production

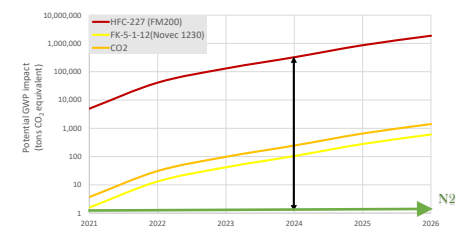


ExxFire's pilot factory in the northern part of the Netherlands has produced its first production batches of Cool N₂ Gas Generators (CGG). The production runs showed an increased capacity in chemical grain storage and a higher yield in nitrogen output, thus increasing the maximum protected volume per generator. After a number of batch tests, decisions were made on the production set-up, logistics, formulation, and machinery. The result is a documented production process, ready to be implemented in a larger facility to meet the global

demand for pressureless nitrogen for fire-applications.

ExxFire's "Green" Credentials

A key trend driving the fire suppression market's growth is the increased awareness of the environmental impact. ExxFire is the greenest products for use in industrial fire suppression. The pure nitrogen gas the generators



Alternative Fire Suppression Agents - Cumulative Potential GWP Impact (tons CO₂ equivalent) versus N₂

produce has zero Ozone Depletion Potential (or "ODP") or Global Warming Potential (or "GWP"), as defined in the Montreal and Kyoto Protocols. This significant advantage over most existing products in the market has the capacity to replace 7-10 million tons of CO₂ equivalent per annum. As a result, ExxFire has received approval from the EPA in Washington for use in the US market.

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