



Xplore Receives \$13.5M Follow-On Order from Top Telecommunications Service Provider for Android™-Powered Fully Rugged Tablet PCs

Long-time customer to transition second division to rugged tablet-only mobility solution; Chooses XSLATE D10 platform to power fiber optic service workflows

SYDNEY, Australia -- 16 August 2016 Xplore Technologies Corp. (NASDAQ: XPLR) today announced that one of the largest broadband and wireless telecommunications companies in the United States has ordered more than 9,000 XSLATE D10 fully rugged tablet PCs, a move that will deliver significant cost savings to this long-time Xplore customer.

With this \$13.5 million investment, the customer intends to completely eliminate the use of laptops by its fiber optic service division. Instead, it will mobilize personnel with a long-lasting, high-performance PC solution powered by Android™ 5.1 Lollipop and an Intel® Atom™ E3845 Quad Core Processor. As a result, technicians will be empowered to expeditiously complete quality installations of video, internet, and telephony services in residential and commercial properties nationwide.

Mark Holleran, president and COO of Xplore, stated: "Having successfully supported the Construction division for several years, we are pleased to expand our relationship through the addition of a second division at this leading telecommunications customer. Given the unique field service objectives and IT infrastructure requirements, as well as the scale and impact of such mobility projects, each division must independently evaluate the various PC form factors available in the market today."

After extensive field testing, the XSLATE D10 rugged tablet was the only mobile computing solution with the flexibility and adaptability to meet the division's field-service performance standards and Total Cost of Ownership target. That success reflects the dedication of Xplore's employees, who spent several months evaluating the challenges, understanding the goals, and then defining the mobility needs of this particular fiber optic service division. They then collaborated on customization of the XSLATE D10 feature set, such as equipping the 10.1" tablet with an HDMI-in port that will enable technicians to conduct network quality tests for all video, voice, and internet offerings using a single PC device. Custom-designed software structures were also integrated into the IP65 rated and MIL-STD-810G certified tablet PC to meet the customer's back office and workflow-specific compatibility requirements.

"Our close collaboration with this customer is another example of how hard we work to deliver the exact combination of mobility, ruggedness, connectivity, and software compatibility necessary for our customers to achieve maximum business results, including performing routine service actions, responding to field issues, and proactively selling revenue-generating upgrades," Holleran stressed. "We are proud that once again Xplore was the only solution provider in the world capable of satisfying this telco's very specific mobile computing criteria without requiring any compromises on their part."

This global-reaching telecommunications network and service provider had previously transitioned its U.S.-based Construction division from pen-and-paper processes to Xplore's RangerX Pro Android Tablets beginning in 2014.

Now, the telco's fiber optic service workers will also enjoy real-time access to several data collection and analysis tools once the XSLATE D10 rugged tablets are rolled out. This includes everything from the Multi-Touch (Pen and Glove) capabilities of the outdoor viewable LED backlit display to the camera and voice inputs. The technicians will also be able to securely transport and utilize the rugged tablets in their vehicle via the Xplore G2 Vehicle Docks and xDIM modules purchased by the fiber optic service division as part of the overall Xplore-delivered mobility solution.

Xplore expects this order to ship in its fiscal second and third quarters. Xplore Platinum Partner SHI International Corp. will manage the configuration and implementation of the XSLATE D10 rugged tablet solution for the telco, ensuring proper integration with all workflow applications and refining the solution as needed.

"According to VDC Research, in 2015, Xplore held a 34% share of the existing worldwide Telecommunications and Cable Operator market for rugged tablets. This order demonstrates Xplore's unique ability to convert customers served by laptop platforms, consumer grade solutions or paper workflows not included in that addressable market opportunity to more efficient and cost-effective mobile rugged tablet solutions, thereby expanding the total addressable market and gaining market share," noted Peter Poulin, CMO, Xplore.

For more information on Xplore's rugged tablet solutions purpose-built for telecommunications service providers, please visit www.xploretech.com/telco. To learn more about the XSLATE D10, its high-performance standards, and its workflow-specific capabilities, please visit www.xploretech.com/D10.

About Xplore Technologies

Established in 1996, Xplore Technologies Corp. is the number two provider of rugged tablet computers worldwide. With its recent acquisition of the Motion product line, the company now has the broadest range of purpose-built tablets for a variety of industries including energy, utilities, telecommunications, military and defense, manufacturing, distribution, public safety, healthcare, government, and other field service sectors. The company's award-winning tablets are among the most powerful and longest lasting in their class – able to withstand nearly any hazardous condition or environmental extreme. Xplore's products are sold and serviced on a global basis across the Americas, Europe, Middle East, Africa, and Asia Pacific regions. For more information, visit the Xplore Technologies website at www.xploretech.com. Follow us on Twitter, Facebook, LinkedIn, , and YouTube.

Forward-Looking Statements

This news release contains forward-looking statements that involve risks and uncertainties, which may cause actual results to differ materially from the statements made. When used in this document, the words “may”, “would”, “could”, “will”, “intend”, “plan”, “anticipate”, “believe”, “estimate”, “expect” and similar expressions are intended to identify forward-looking statements. Such statements reflect Xplore's current views with respect to future events and are subject to such risks and uncertainties. Many factors could cause actual results to differ materially from the statements made including those factors detailed from time to time in filings made by Xplore with securities regulatory authorities. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements prove incorrect, actual results may vary materially from those described herein as intended, planned, anticipated or expected. Xplore does not intend and does not assume any obligation to update these forward-looking statements.

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