



Xplore Receives Second Follow-On Order in Six Months from Major Telecommunications Provider as Ongoing Multi-Million-Dollar Rugged Tablet Deployment Expands to New User Group

More than 230 Outside Placing Technicians within Construction & Engineering Division will now be equipped with XSLATE B10 Rugged Tablet PCs

Sydney, Australia; 11 November 2016 -- Xplore Technologies Corp. (NASDAQ:XPLR) today announced that it has received yet another purchase order from one of the United States largest telecommunications service providers. This order for Xplore XSLATE B10 fully rugged tablet PCs and accessories brings the total value of this multi-year, multi-million-dollar project to now more than \$19 million. Xplore partner Prosys will configure and ship the XSLATE B10 tablets to this new group of field-based end-users beginning in November 2016.

The telecom operator began equipping thousands of Cable Splicing Technicians across the United States with Xplore rugged tablets in 2014 and 2015. Most recently, they placed a follow-on \$1 million order for Xplore Bobcat and XSLATE B10 fully rugged tablets in May 2016 to support the customer's growing workforce mobility demands. With this newest order, hundreds of Outside Placing Technicians within the telecom service provider's Construction & Engineering Group will also be empowered to complete critical workflows while in the field using XSLATE B10 rugged tablets.

Mark Holleran, president and COO of Xplore, noted: "This customer's return on investment has been so impressive over the last three years, they've chosen to repeatedly expand their utilization of Xplore rugged tablets across multiple field service operations nationwide. The operational improvements documented by this industry-leading telco, and the internal efficiencies gained by using our rugged tablets, simply cannot be replicated by any other mobile computer form factor or any of our competitors' rugged tablet offerings. Xplore's platforms provide more rugged mobility, more core strength and power under the hood, as well as greater security and workflow flexibility."

Upon fulfillment of this new order by Xplore partner Prosys, the XSLATE B10 rugged tablets will become the primary PC used by the telco's Outside Placement Technicians. Assigned to the Construction & Engineering Group, these field-based professionals are responsible for the placement, rearranging, and removing of telecommunications infrastructure such as poles, lines, open wire, and drop and block wire.

With the 10.1" Intel-powered Xplore rugged tablets in hand, the technicians can immediately and accurately complete all routine and specialized workflows related to infrastructure installation, maintenance, and inspection tasks. The tablet's built-in camera, Glove touch screen and pen inputs, and bright outdoor viewable screen enable field service personnel to easily document, review, and analyze pertinent data. Technicians can even plug specialized peripheral equipment into one of the eight built-in I/O ports that come standard with this tablet, such as the RJ-45 Gigabit Ethernet port, if needed for network quality testing. The XSLATE B10's built-in 4G LTE and Wi-Fi technologies then facilitate immediate, around-the-clock data uploads to back-office systems for continuous asset monitoring and the tracking of crew progress by field supervisors.

The customer is also using the rugged tablet as its primary work order dispatch tool, with the built-in GPS ensuring technicians' fast and accurate navigation to each job site. The XSLATE B10's extremely durable MIL-STD-810G and IP65-rated design and hot swappable batteries ensure the tablet sustains its peak performance level despite long shifts or hazards typical to outdoor working environments, such as dust, water, drops, humidity and extreme temperatures. In addition, the telco ordered several accessories to improve the safety and quality of the technicians' tablet experience in the field and vehicle, including: the Xplore G2 Vehicle Dock & xDIM system with a mounting tray and battery bracket kickstand; a wireless Companion Keyboard for data-intensive tasks; and screen protectors. They also added on a top handle to improve the comfort and security of carrying and utilizing the tablet in hand for hours, and miles, on foot.

"Xplore rugged tablets provide these telco technicians with the mobility and reliability they require to complete critical telecommunications business operations without error or interruption," Holleran added. "We've worked extensively with this telco – and all of our customers – to ensure Xplore mobile computing solutions not only overcome the challenges of their individual business environments, but ultimately bolster service quality and provide the long-term stability needed to drive growth. That's why the value proposition of Xplore rugged tablets remains unmatched, even after 20 years."

For more information on Xplore's rugged tablet solutions for telecommunications industry workflows, please visit www.xploretch.com/telco. To view all available rugged tablet platforms, accessories and support services for your industry, please visit www.xploretch.com.

About Xplore Technologies

Xplore is The Rugged Tablet Authority™, exclusively manufacturing powerful, long-lasting, and customer-defined rugged tablet PCs since 1996.

Today, Xplore offers the broadest portfolio of genuinely rugged tablets – and the most complete lineup of rugged tablet accessories – on Earth. Its

mobility solutions are purpose-built for the energy, utilities, telecommunications, military and defense, manufacturing, distribution, public safety, healthcare, government, and field service sectors. The company's award-winning military-grade computers are also among the most powerful and longest lasting in their class, built to withstand nearly any hazardous condition or environmental extreme for years without fail. Visit www.xploretch.com for more information on how Xplore and its global channel partners engineer complete mobility solutions to meet specialized workflow demands. 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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