

Item 7.01 Regulation FD Disclosure

XPEL, Inc. intends to use the materials attached to this report as Exhibit 99.1 in upcoming investor presentations. The furnishing of these materials is not intended to constitute a representation that such furnishing is required by Regulation FD or other securities laws, or that the presentation materials include material investor information that is not otherwise publicly available. In addition, XPEL does not assume any obligation to update such information in the future.

The information in this Report (including Exhibit 99.1) is furnished pursuant to Item 7.01 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of the Section. The information in this Report will not be deemed an admission as to the materiality of any information required to be disclosed solely to satisfy the requirements of Regulation FD.

Item 9.01. Financial Statements and Exhibits

(d) Exhibits

The following exhibit is to be filed as part of this Form 8-K:

| <u>EXHIBIT NO.</u> | <u>IDENTIFICATION OF EXHIBIT</u> |
|--------------------|--|
| 99.1 | November 2021 XPEL Investor Presentation |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

XPEL, Inc.

Dated: November 29, 2021

By: /s/ Barry Wood

Barry R. Wood

Senior Vice President and Chief Financial Officer

INVESTOR PRESENTATION



November 2021



FORWARD LOOKING STATEMENT

This Presentation contains certain forward-looking statements in respect of various matters including upcoming events that involve known and unknown risks and uncertainties that are beyond the control of Management. Those risks and uncertainties include, among other things, risks related to: share prices, liquidity, credit worthiness, currency, insurance, dilution, ability to access capital markets, interest rates, dependence on key personnel and environmental matters. Management believes that the expectations reflected in forward-looking statements are based upon reasonable assumptions and information currently available; however, Management can give no assurance that actual results will be consistent with these forward-looking statements. Factors and assumptions that were applied in drawing conclusions and could cause actual results, performance, or achievements to differ materially from those expressed or implied by forward-looking statements, include, but are not limited to, general economic conditions, competition, availability of manufacturing supply or quality, availability and quality of raw materials, the Company's ability to maintain key employees and other factors identified in the "Risk Factors" section of the Company's Management's Discussion and Analysis (MD&A) available at www.xpel.com/relations.



THE LEADER IN PROTECTIVE FILMS

AUTOMOTIVE
PAINT PROTECTION FILMS

AUTOMOTIVE
WINDOW TINT

HOME & OFFICE
WINDOW FILMS



A BRAND BUILT OVER 20 YEARS

HEADQUARTERED IN
SAN ANTONIO, TX

FOUNDED IN 1997

NASDAQ: XPEL

600 FULL TIME EMPLOYEES

GLOBAL OPERATIONS

HISTORY THAT CONTINUES TO SET THE STANDARDS

1998-2007



STANDARD
PAINT PROTECTION FILM

2011

ULTIMATE
PAINT PROTECTION FILM

2015

PARASOL
CANADA
ACQUISITION

2017

OPEN
XPPEL
MEXICO OFFICE



2019

OPEN
XPPEL
GERMANY OFFICE

FUSION PLUS[™]
CERAMIC COATING

NASDAQ
(SYMBOL: XPEL)

2021

PERMAPLATE[®]
FILMS, LLC



invisiFRAME

2010

XTREME
PAINT PROTECTION FILM

2014

OPEN
XPPEL
UNITED KINGDOM
OFFICE

2016

PRIME[™]
AUTOMOTIVE WINDOW FILM

OPEN
EUROPEAN HQ

XPPEL
NETHERLANDS OFFICE

2018

ULTIMATE PLUS[™]
PAINT PROTECTION FILM

VISION[™]
HOME & OFFICE WINDOW FILM

OPEN
XPPEL
ASIA OFFICE

2020

VELOCE
INNOVATION

OPEN
XPPEL
FRANCE OFFICE

PROTEX
CENTRE



KEY INVESTMENTS HIGHLIGHTS

Strong Recognition as Premium Brand

Significant Domestic and International Market Opportunity

Robust Growth, Profitability and Strong Balance Sheet

High Insider Ownership Creates Firm Alignment with Shareholders

Results Driven Management Team With Proven Track Record



ULTIMATE PLUSTM

PAINT PROTECTION FILM

Invisible, Cut-To-Fit Protection Film

Protects from Rock Chips,
Bug Acids, and Road Debris Damage

Professionally Installed New-Car Product

AUTOMOTIVE PRODUCTS



PRIMETM

AUTOMOTIVE WINDOW FILM

Film for Heat Rejection,
Security and Appearance

4 Core Lines of Film,
Something For Everyone

High-End Products for
Margin, Differentiation



FUSION PLUSTM

CERAMIC COATING

Hydrophobic Coating Applied to PPF and
Painted Surfaces

Allows for Easy Finished Maintenance and Cleaning

Opportunity for More Revenue Per Car

COMPLETE PROTECTION



ULTIMATE PLUS™ PAINT PROTECTION FILM

↓ COVERAGE



BUMPER



HOOD



HEADLIGHTS & FOG LIGHTS



FENDER



MIRRORS



A-PILLARS & ROOFLINE



DOORSILLS



DOOR CUPS & DOOR
EDGES



ROCKER PANELS & REAR
WHEEL IMPACT AREA



LUGGAGE STRIP

END CUSTOMER PPF ECONOMICS

COVERAGE – FULL CAR



Covers entire car.

\$4000-\$6000

COVERAGE – FULL FRONT



Covers entire painted front bumper, hood, fenders, headlights, and backs of painted mirrors.

\$1800-\$2500

COVERAGE – PARTIAL HOOD



Covers 6" - 12" of leading of hood.

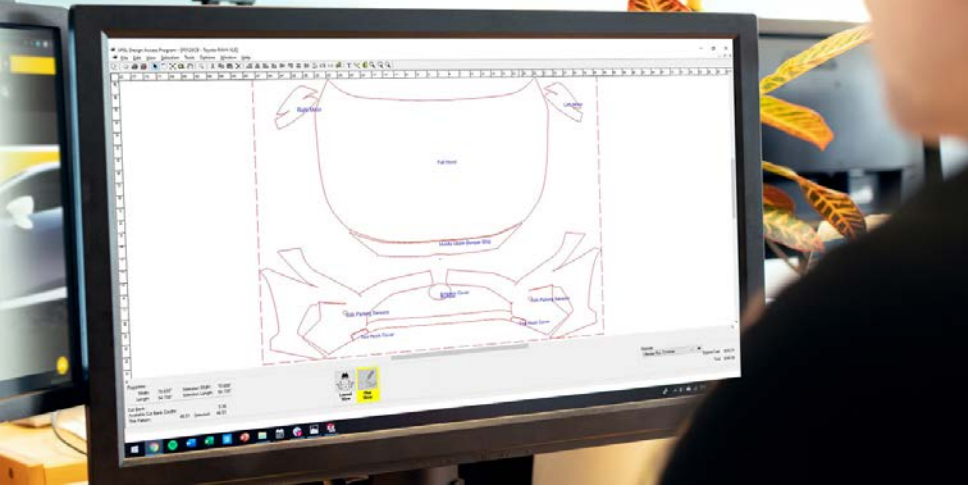
\$100-200

FACTORS INFLUENCING PRICING

Coverage

Retail vs Wholesale

Regional Variation



Cloud-Based Application Updated Daily with 80,000 Vehicle Applications

Pre-Cut Film Prevents Cutting on Car

Reduces Installation Time, Material Waste

THE XPEL DIFFERENCE



CERTIFIED TRAINING

Essential to New Customer Success and Industry Growth

Corporate Training Facilities in 5 Countries

PPF, Automotive Window Tint, Architectural Window Films, Ceramic Coating



BRAND PRESENCE

Extensive On and Off-line Marketing and Lead Generation

Sponsorships, Events and Influencer Campaigns

Positions XPEL as the Premium Brand

NON-AUTOMOTIVE PRODUCTS



VISIONTM HOME & OFFICE WINDOW FILM

Solar Control and Security for Commercial and Residential Applications

Distinct Customer Set, But Similar Profile to Automotive

Large Addressable New Market

RXTM ANTIMICROBIAL FILM

Antimicrobial Surface Protection

Screens, Electronics, Consumer Surfaces

Primarily B2B Sale and Available to Current Customers

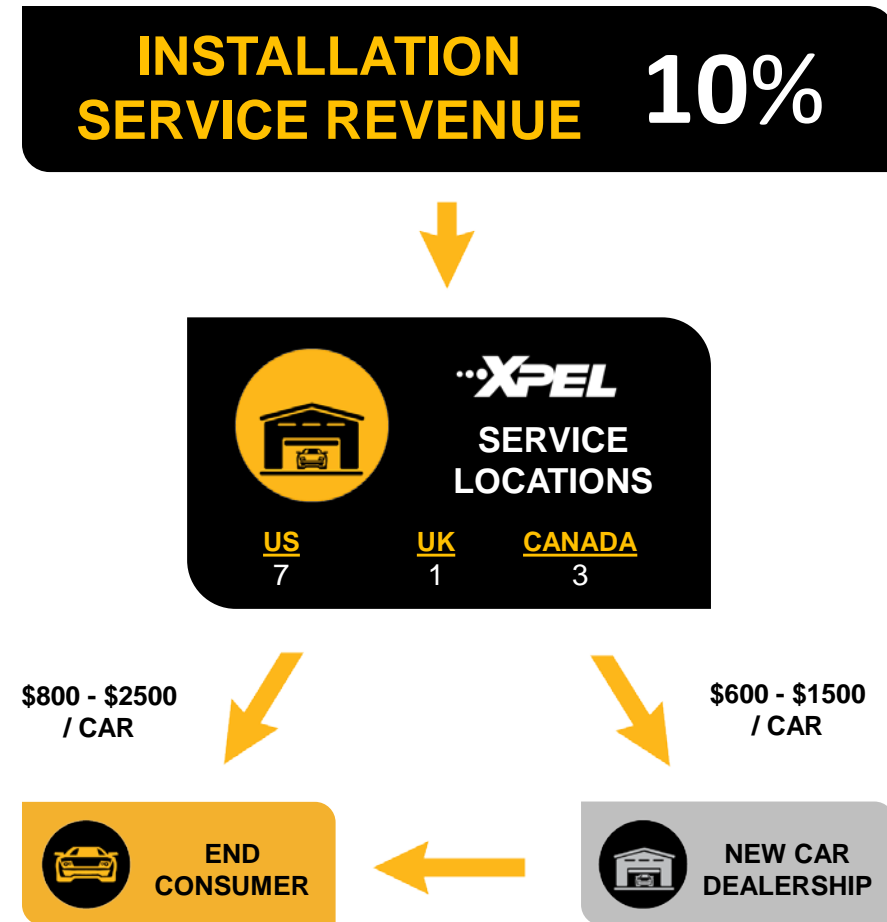
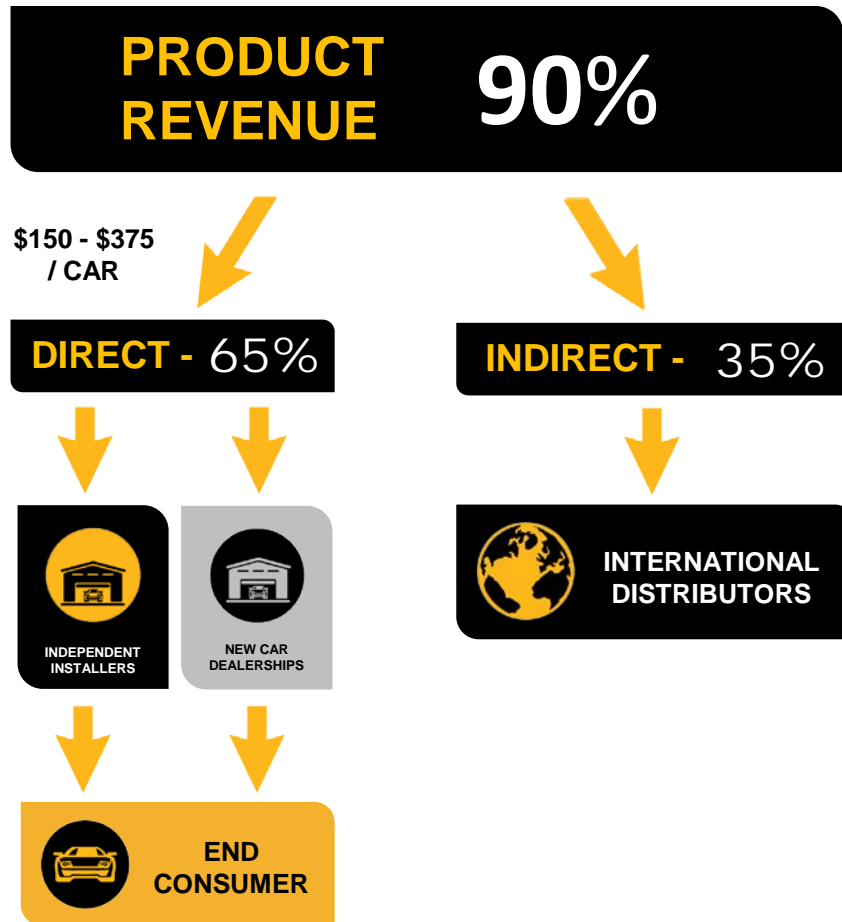
SURFACE PROTECTION

Sell to a Variety of Niche Non-Automotive Uses

Electronics, Stainless Steel, Solid Surface Countertops and More

Constantly Evaluating New Applications to Elevate Support

XPEL REVENUE ECOSYSTEM





STRATEGIC INITIATIVES



CONTINUE GLOBAL EXPANSION

Operations in 9 Countries

Build Out Sales Team In Under-penetrated Geographies

DRIVE GLOBAL BRAND AWARENESS

High Visibility At Premium Events

Advertising Placement In Media Consumed
By Car Enthusiasts

EXPAND NON-AUTOMOTIVE PRODUCT PORTFOLIO

Find Opportunities That Leverage The Channel and Brand

Find Opportunities That Leverage Existing Products
& Technology

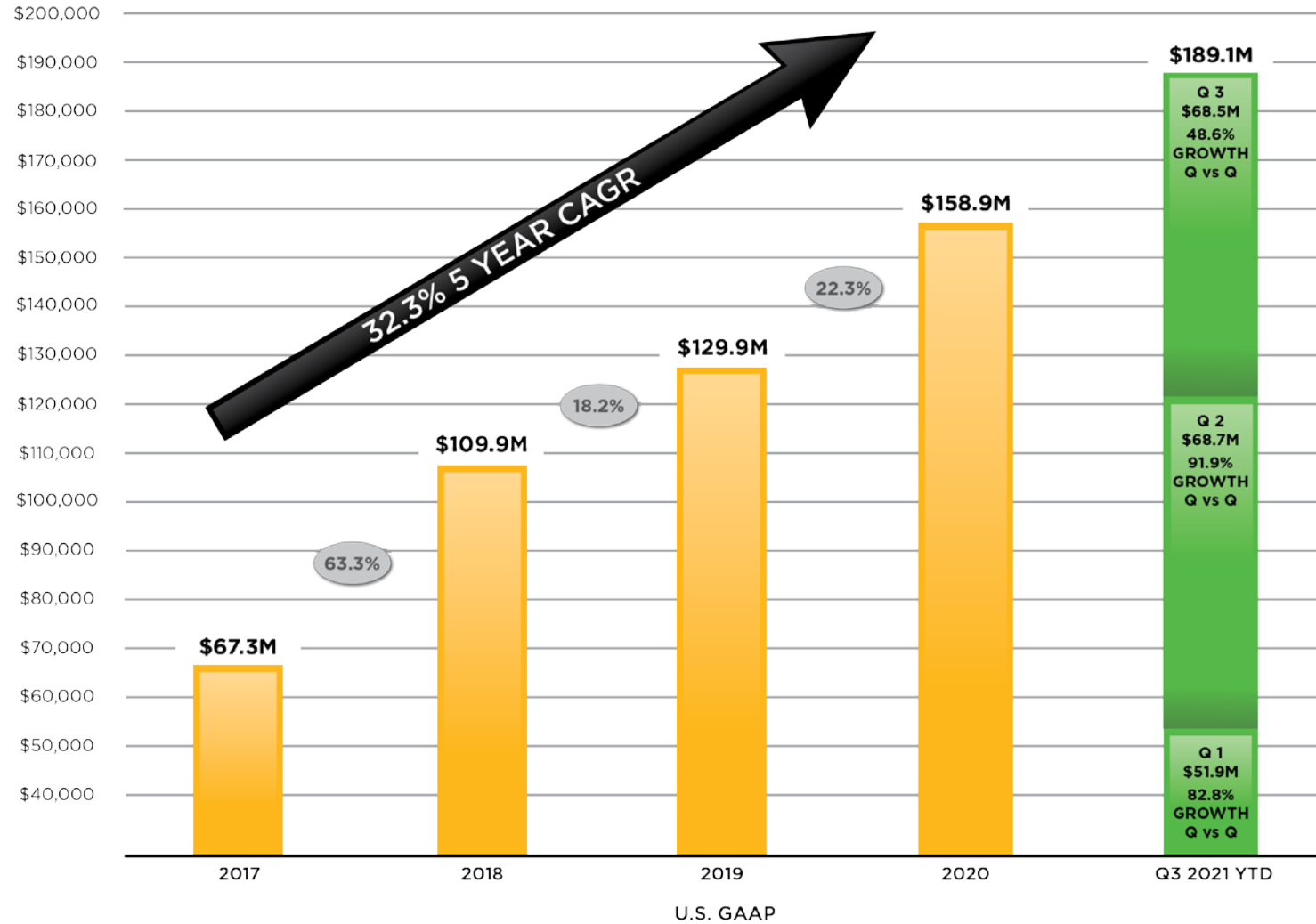
CHANNEL EXPANSION VIA ACQUISITION

Acquire Select Installation Facilities in Key Markets

Acquire International Partners for Global Reach

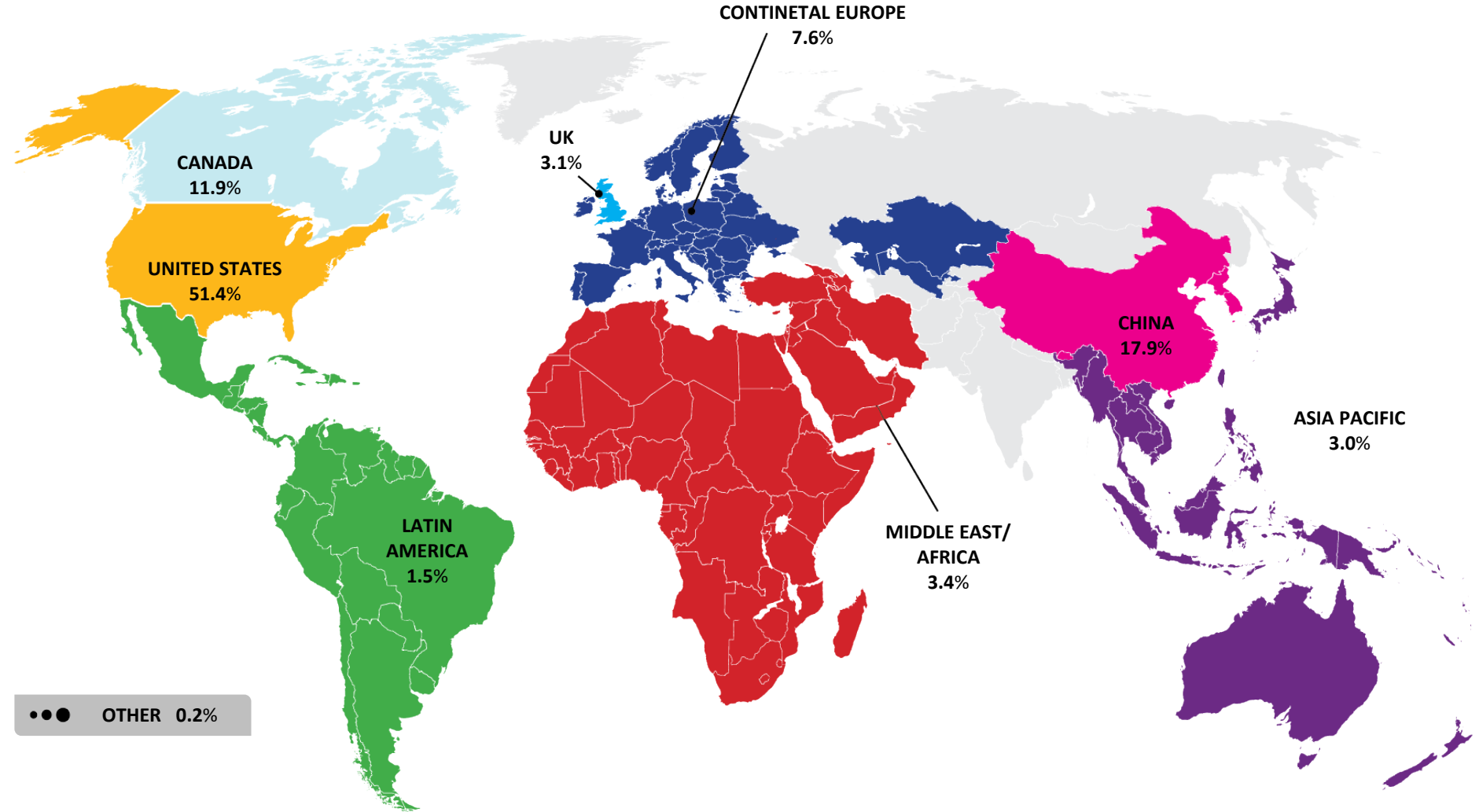


REVENUE TREND IN MILLIONS





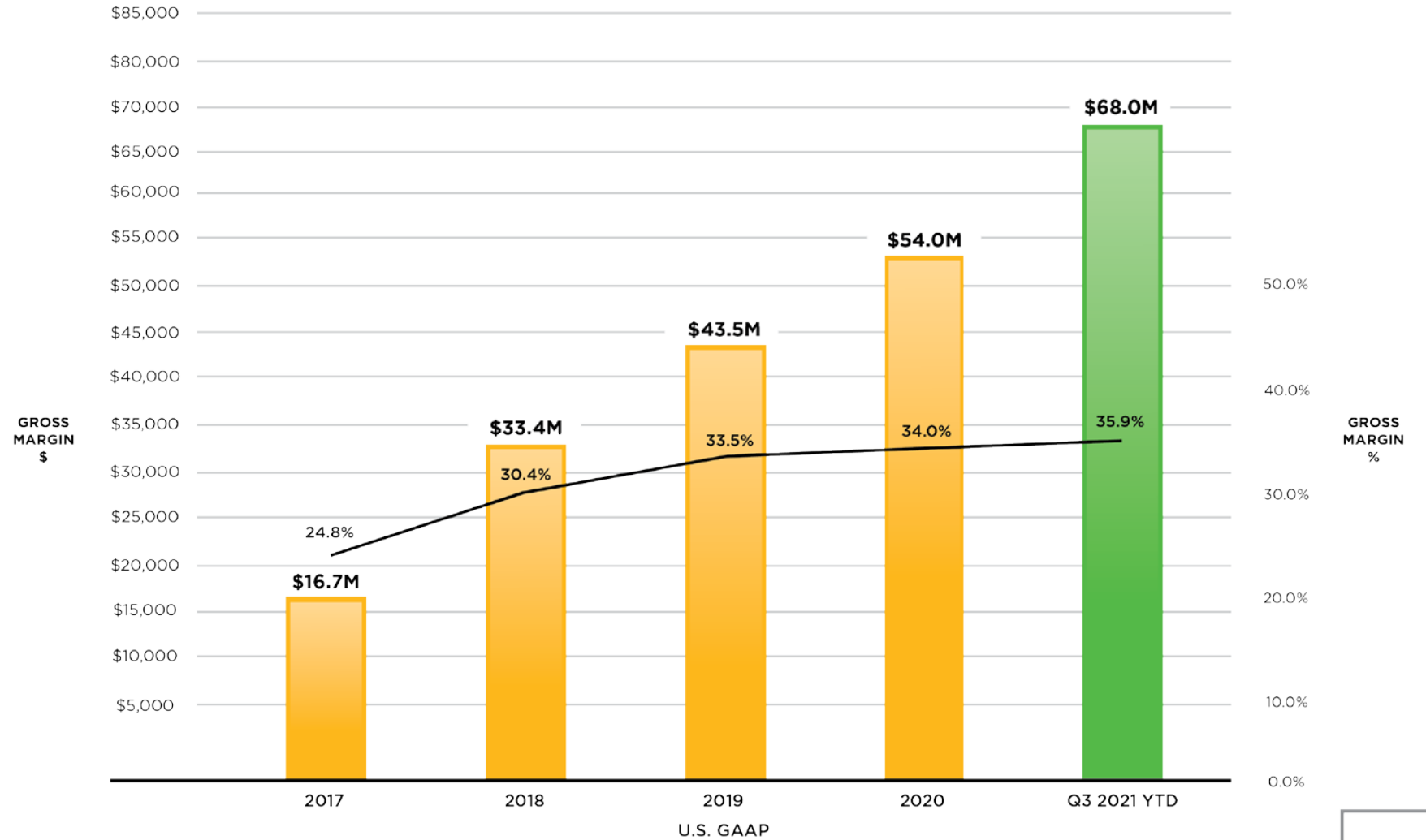
2021 YTD SALES MIX BY REGION





GROSS MARGIN TREND

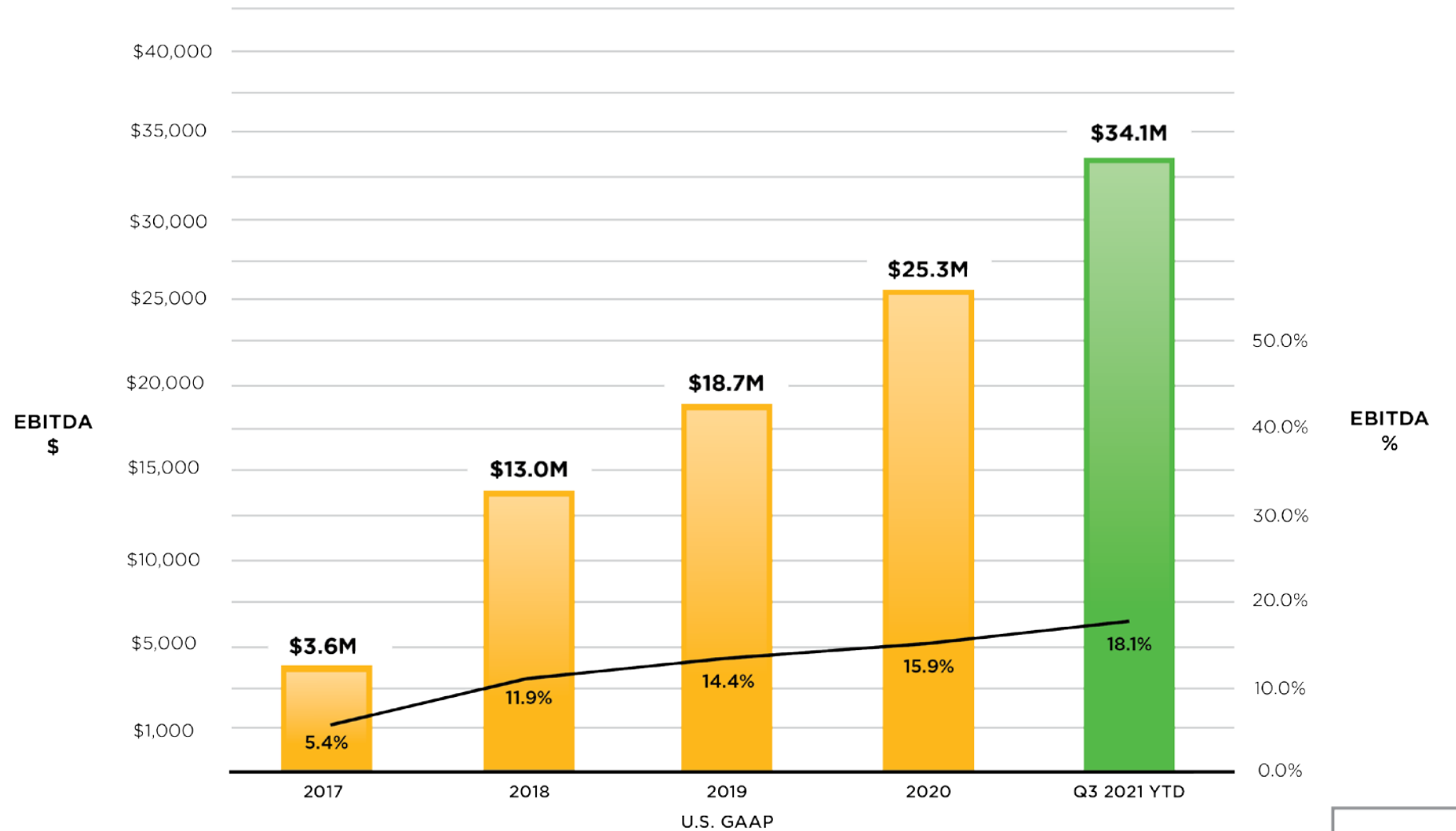
IN MILLIONS





EBITDA PROFILE

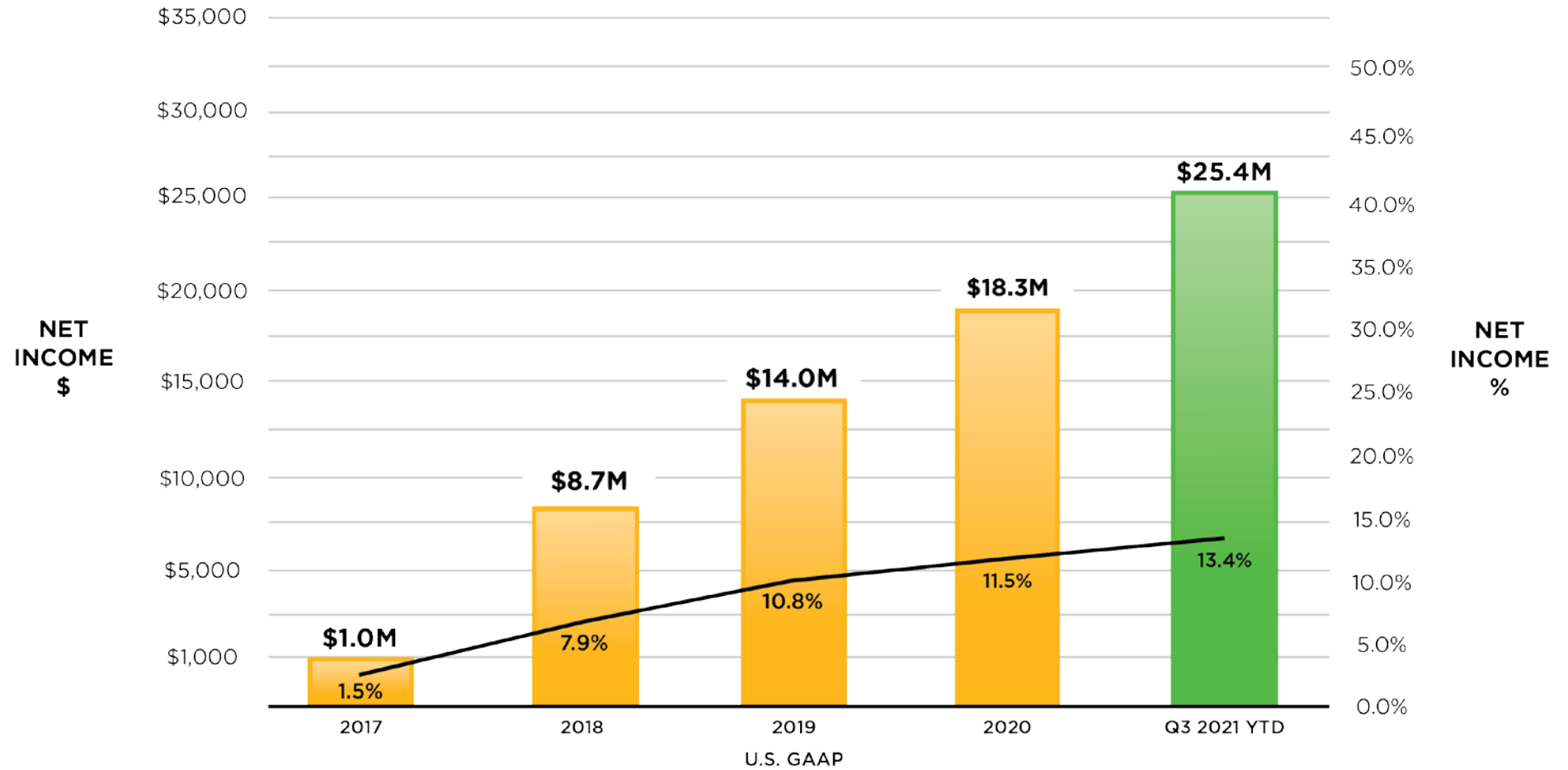
IN MILLIONS





NET INCOME TREND

IN MILLIONS





STRONG FINANCIAL POSITION

U.S. GAAP – IN MILLIONS

| | 2019 | 2020 | 2021 |
|---|---------|---------|----------|
| CASH • CASH EQUIVALENTS | \$11.5M | \$29.0M | \$7.8M |
| NET WORKING CAPITAL | \$24.5M | \$41.6M | \$31.0M |
| ACCOUNTS RECEIVABLE | \$7.2M | \$9.9M | \$14.3M |
| TOTAL INVENTORY | \$15.1M | \$22.4M | \$39.6M |
| TOTAL ASSETS | \$51.6M | \$83.8M | \$124.4M |
| TOTAL DEBT (EXCLUDES LEASE OBLIGATIONS) | \$0.8M | \$6.1M | \$0.6M |
| CASH FLOW FROM OPS (Q1 YTD) | \$11.0M | \$18.5M | \$20.2M |



MACRO GROWTH OPPORTUNITIES

Rock Chips Are Top Consumer Complaint

Paint Protection Film Low Penetration to New Cars Sold

Fragmented Market Provides Opportunity Ripe for Consolidation

Dealerships Need Tangible, Profitable Products

Equivalent Opportunities Domestically & Internationally



APPENDIX



NON - GAPP MEASURES

EBITDA RECONCILIATION

U.S. GAAP

| | YEAR ENDED | | NINE MONTHS ENDED | |
|---------------------|--------------|--------------|-------------------|---------------|
| | Dec 31, 2020 | Dec 31, 2019 | Sept 30, 2021 | Sept 30, 2020 |
| NET INCOME | \$18,281,691 | \$13,995,072 | \$25,363,369 | \$12,192,292 |
| INTEREST | \$249,480 | \$96,646 | \$143,092 | \$173,480 |
| TAXES | \$4,522,668 | \$2,955,356 | \$5,958,709 | \$3,250,780 |
| DEPRECIATION | \$1,274,095 | \$915,918 | \$1,258,489 | \$889,820 |
| AMORTIZATION | \$955,937 | \$781,105 | \$1,420,347 | \$705,692 |
| EBITDA | \$25,283,871 | \$18,744,097 | \$34,144,006 | \$17,213,064 |



San Antonio, TX. USA
+1210-678-3700. XPEL.COM

COMPLETE PROTECTION, UNSEEN.