



**SPO Global Inc.**

## **SPO GLOBAL SHAREHOLDER LETTER**

To All Shareholders: 7<sup>th</sup> Feb, 2017

We are very pleased to announce 2 important new releases of our flagship products; StressTester 8.2 & Sentinel 8.2.

The releases will underpin our sales pipeline that is growing substantially.

With these 2 new releases, which have both added functionality and feature enhancements to enable us to meet the needs of our growing customer base.

These new releases will be of significant focus during our Q1 & Q2 marketing efforts with communications being sent to our existing customer base about the benefits of upgrading to the newer version, thus ensuring our annual recurring revenue for software maintenance renewals is secure; as well as the new versions giving us the ability to reach more new customers with our feature enhancements.

We are also planning some major marketing investment in focused trade shows and conferences, with particular emphasis on the IBM Maximo market space with a view to promoting both StressTester & Sentinel as a perfect partner for IBM Maximo application software testing and monitoring.

Our sales pipeline for the first half of 2017 is already strong with prospects from some major companies and Government departments across USA and Europe. As our marketing campaigns ramp up during 2017, so will our sales pipeline and for us 2017 is set to be our best year ever.

We are very pleased you can be a part of our future success.

Owen Dukes

*This shareholder letter contains forward-looking statements that involve substantial uncertainties and risks. These forward-looking statements are based upon our current expectations, estimates and projections about our business and our industry, and that reflect our beliefs and assumptions based upon information available to us at the date of this release. We caution readers that forward looking statements are predictions based on our current expectations about future events. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and assumptions that are difficult to predict. Our actual results, performance or achievements could differ materially from those expressed or implied by the forward-looking statements as a result of a number of factors, including but not limited to, expectations regarding the successful expansion of our product base, profitability, market acceptance of our products and new product applications, timing of new product launches, product performance, size of prospective markets, marketing strategies, success of our restructured operations and plans, our ability to generate fees or raise*



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*capital to support our business operations and plan, the sufficiency and availability of working capital, changes in economic conditions generally and in more specifically, the introduction of competing products, changes in our operating strategy or development plans, patent protection for our products and technologies, changes in economic conditions generally and in more specifically, in the markets we operate, changes in technology, legislative or regulatory changes that affect us. We undertake no obligation to revise or update any forward-looking statement for any reason.*