

ASX Announcement | 16 January 2025

Spacetalk Limited (ASX: SPA)

Spacetalk Delivers \$11.0 Million in ARR, Reflecting Continued Growth

Spacetalk Limited (ASX: SPA) ("Spacetalk" or "the Company") is pleased to announce strong growth in both Paid Mobile subscribers and Annual Recurring Revenue (ARR) during 2Q25.

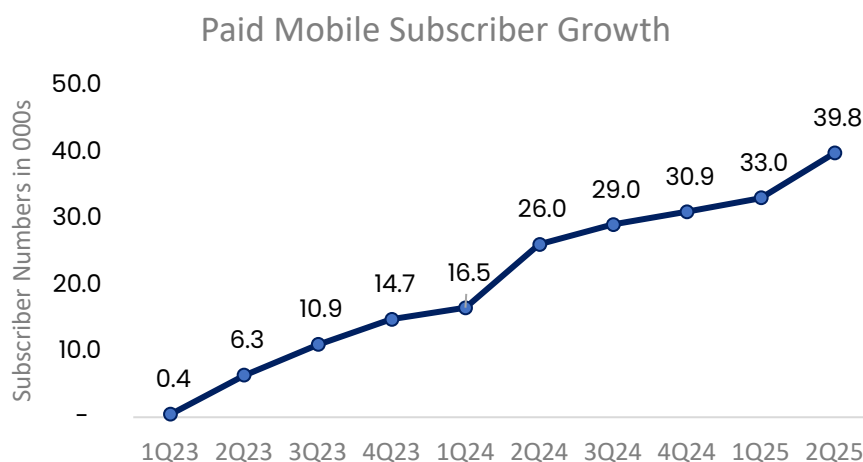
Highlights:

- **Annual Recurring Revenue (ARR):** Improved by 12% quarter on quarter, reaching \$11.0 million in 2Q25 (up from \$9.8 million in 1Q25).
- **Paid Mobile Subscriber Growth:** Spacetalk Mobile (MVNO) paid subscribers increased by 21% quarter on quarter, reaching 39.8k in 2Q25 (up from 33.0k in 1Q25).

Spacetalk Chief Executive Officer and Managing Director Simon Crowther, said:

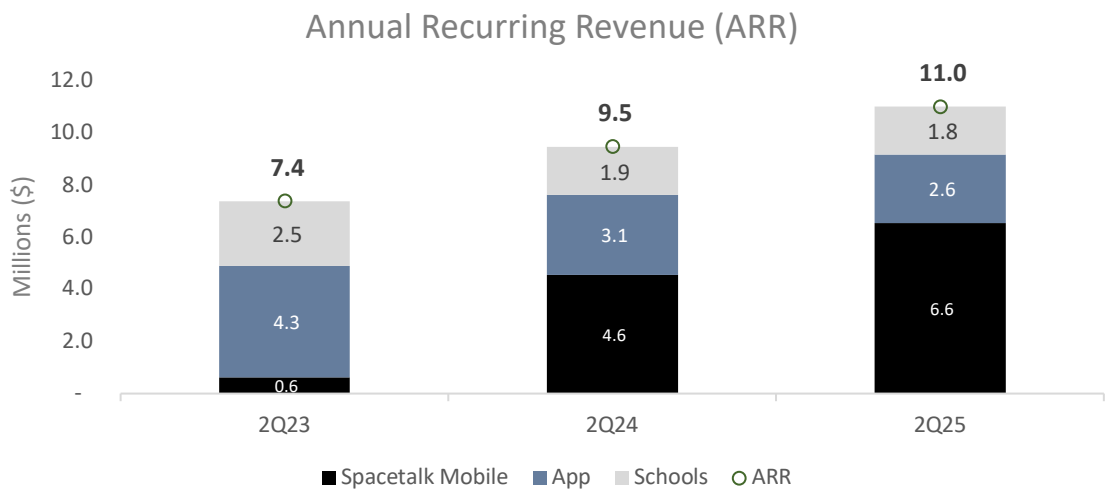
"Our sustained ARR growth highlights the success of our strategic focus on developing high-quality, recurring revenue streams. The growth in our mobile subscriber base has been a significant driver. The increasing quality of our revenue reflects the strength and resilience of our business model and our ability to deliver consistent value to customers. This strong foundation not only enables us to scale further but also positions us for a capital-light expansion into international markets. We are actively exploring new markets and look forward to updating the market on our progress in the foreseeable future."

Growth in Paid Mobile Subscriber Base



Spacetalk achieved a 21% quarter-on-quarter increase in paid mobile subscriptions, demonstrating the success of the Spacetalk Mobile offering. This growth underscores the scalability of our business model, driven by increasing demand for user-focused solutions, while also establishing a robust platform for capital-light international expansion and the active exploration of new market opportunities already underway.

Annual Recurring Revenue (ARR) Growth



- Spacetalk continues to deliver strong performance, with ARR increasing significantly from \$7.4 million in 2Q23 to \$9.5 million in 2Q24, and further rising to \$11.0 million in 2Q25. This sustained growth highlights our focus on building sustainable, high-quality revenue streams across the business.
- The increase has been primarily driven by the growth in the Spacetalk Mobile (MVNO) subscriber base. The shift towards higher-quality revenue underpins the strength and resilience of our business model, further demonstrating the success of our recurring revenue strategy.

This consistent ARR growth provides a strong basis for scaling the business, pursuing new opportunities, and reinforcing our market position.

To keep up to date with company news and announcements visit
investorhub.spacetalk.co.

For further information or investor enquiries, please contact:

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ABOUT SPACETALK LIMITED

Spacetalk Limited (ASX: SPA) develops and sells hardware and software to provide safety at every stage of life. Spacetalk offers families a suite of solutions: Australia's best-selling Kids Smart Watches (GFK Report July 2024: Total Sales of Kids Smartwatch in Australia), Spacetalk Mobile, Spacetalk App, and Adult Wearables. The Spacetalk ecosystem provides freedom with peace of mind. To learn more, please visit: www.spacetalk.co

FORWARD-LOOKING STATEMENTS

This announcement may contain forward-looking statements. These statements are based on Spacetalk's expectations, estimates, and projections at the time the statements are made. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. Actual outcomes and results may differ materially from those expressed or implied in these forward-looking statements. Spacetalk undertakes no obligation to update these statements for events or circumstances occurring after the date of this announcement.