

FLEXIROAM

2021 Annual General Meeting

Q2 FY22 – Business Outlook



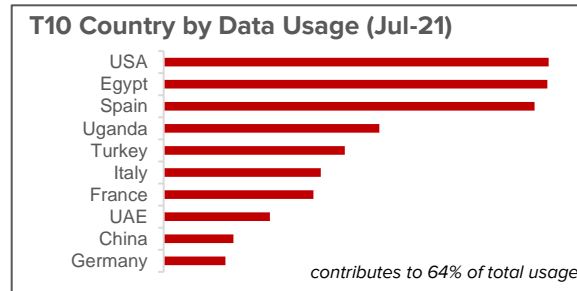
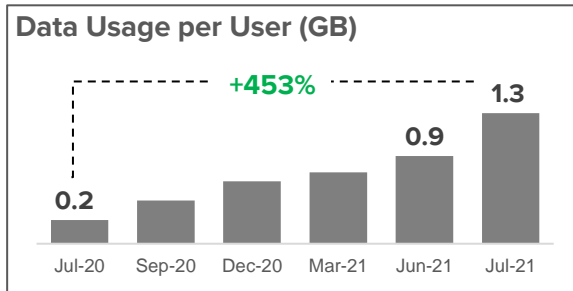
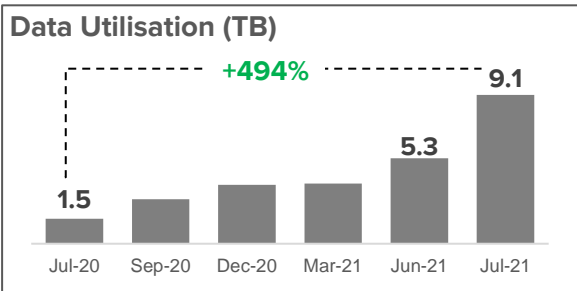
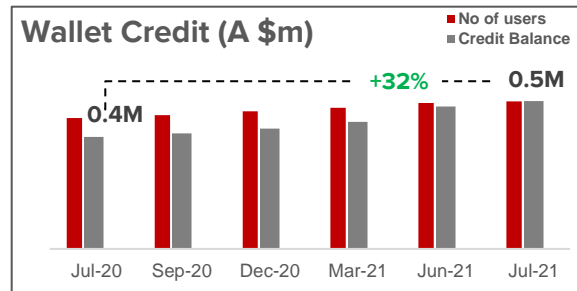
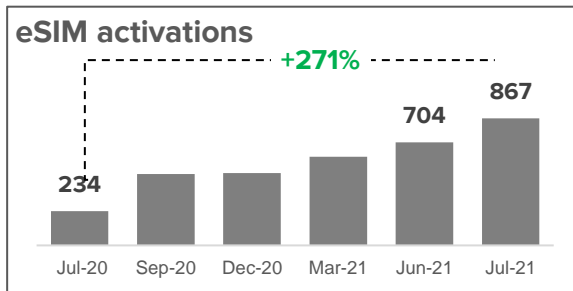
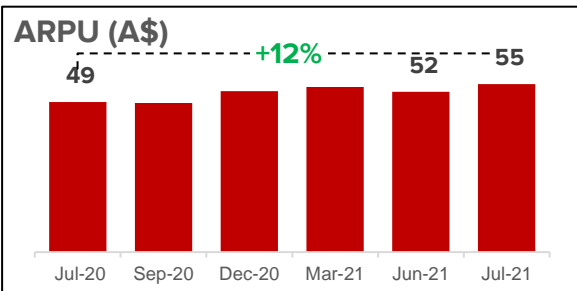
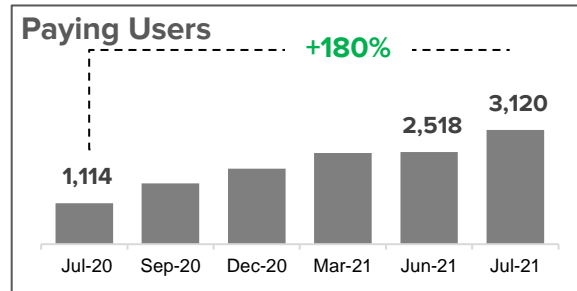
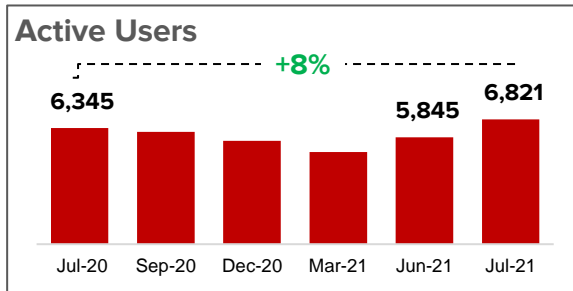
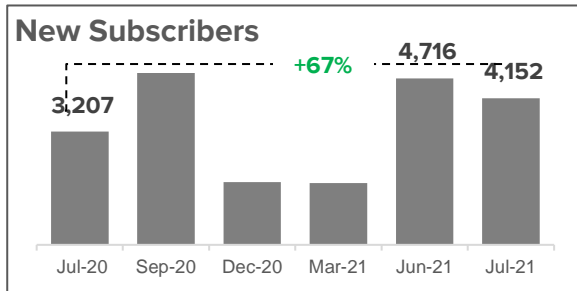
Q2 FY22 Key Highlights

Building the brand ahead of the global travel recovery and IoT expansion. Improvements in Key Metrics in Q2 so far

- **Paying Users up 24% over the July month, while Data Utilisation grew 73%**
 - Data usage increase predominately across Europe and Africa where travel has opened up
 - Clearer user funnel as Installs convert into Subscribers and Subscribers convert into Paying Users (over a 6-8 week period in the lead up to a trip)
- **The Athletics Association partnership launched**
 - Follows the 2021 Tokyo Olympics, aimed at enhancing Flexiroam's profile with the support of elite athletes, including numerous Olympic medalists with substantial social media presence
 - Similar agreements with further elite sporting organisations will follow
- **Footprint with Mastercard APAC continues to increase**
 - Addition of Citibank in 5 countries over July and August – adds to the volume of end-users with access to Flexiroam
- **Solutions business continues to roll out with additional sims activated** - total monthly billed sims up 52% from June to July
- **Higher travel activity expected from Q3 CY2021**
 - Countries have opened borders for Tourism since July, notably in Europe, MENA and South America
 - Major sources suggest global travel in 2021 will recover to approximately 40% of 2019 levels

Flexiroam Travel: Increasing Active (+17% MoM) & Paying Users (+24% MoM)

Overall ARPU increased to A\$55



Note: All graphs above reflect monthly data

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Get in touch with us



marc@flexiroam.com



www.flexiroam.com

