

FLEXIROAM WHITE LABEL E-SIM AGREEMENT SIGNED WITH BP MOBILE

Key highlights:

- BP Mobile to be a white labeled eSIM reseller of Flexiroam, providing bundled data within their Second Phone Number app on iOS and Android, in the USA, Europe and the Americas, for a minimum 1-year term;
- BP Mobile is an iOS and Android mobile app developer, focused on business and lifestyle applications, with 100k monthly active users, accessing their Second Phone Number app;
- The agreement is expected to provide annualised revenue of A\$275k, based on monthly sales forecasts of BP Mobile

Flexiroam Limited (ASX: FRX) (**Flexiroam** or the **Company**) is pleased to announce that it has signed a commercial agreement with leading mobile app developer BP Mobile. Under the agreement, BP Mobile will become a white label eSIM connectivity reseller, providing data via their Second Phone Number app, which has 100k monthly active users. The agreement has an initial term of 1 year, which will be automatically renewed for a further 1 year, upon payment of an annual Reseller License Fee of \$5,000. Flexiroam will initially provide connectivity for the Second Phone Number plans that cover the USA, Europe and the Americas. The agreement is expected to provide annual revenue of A\$275k, based on monthly sales forecasts of BP Mobile. The agreement otherwise contains terms and conditions which are customary for an agreement of this nature, including a 30-day termination notice by either party.

Commenting on the agreement, BP Mobile Chief Operating Officer Marina Osmacova said “We are excited to be accessing Flexiroam’s network for our Second Phone Number app on iOS and Android, ensuring our customers have access to the strongest, most secure and most stable networks available. The Second Phone Number app provides the flexibility for customers to use an additional phone number via eSIM, removing the need to utilize physical SIM cards and Flexiroam will provide the connectivity for data bundles sold for the USA, Europe and the Americas. We currently have 100k monthly active users for our Second Number App, covering a diverse mix of business customers and travellers.”

Flexiroam Chief Executive Officer Marc Barnett said: “We are pleased that BP Mobile can see the potential that Flexiroam brings as the connectivity provider to the Second Phone Number app. The data bundles to three key regions will allow us to scale data usage via this third party channel. We have provided 11 customised data plans for BP Mobile as a start. BP Mobile has strong brand recognition, with 500 million users across their 50 projects, which have consistently high positions in the App Store ratings. The agreement is expected to deliver A\$275k of annualised revenue, based on the expected sales volume of BP Mobile.”

FLEXIROAM

“One of our key priorities is to deliver white-labelled services for brands to resell connectivity, and this is the first agreement focused on the travel and business caller vertical. It follows our first white labelling of an mPOS to solution to Wave Rewards, earlier this month. We are developing tools to facilitate white labelling, allowing resellers to seamlessly utilize our global network of 520 operators. Our sales team is building a strong pipeline of white labelling opportunities with reseller partners across several verticals, as we aim to rapidly scale up network utilization by providing the guaranteed connectivity that businesses require globally.”

-END-

AUTHORISED BY THE BOARD OF DIRECTORS

Corporate Inquiries

Marc Barnett, CEO & Executive Director
Telephone: +61 2 8188 3919
Email: investor@flexiroam.com

Investor Inquiries

Market Eye
Justin Foord
Telephone: +61 2 8097 1200
Email: justin.foord@marketeye.com.au

ABOUT FLEXIROAM

Founded in 2011 by Jeffrey Ong, CIO and Executive Director, Flexiroam Limited (ASX:FRX) started with a mission to push the boundaries of communications. What began as a solution for travellers needing seamless mobile data at competitive rates, has evolved beyond the consumer travel market.

Flexiroam provides connectivity across any device, in any part of the world for any application. The Company is a superconnector for people and machines globally. Flexiroam’s versatile network now spans across 520 network operators in over 200 countries and territories, making it the preferred service for consumers and businesses worldwide.

For further information, please visit <https://www.flexiroam.com/>

ABOUT BP Mobile

BP Mobile LLC is located in Saint Petersburg, FL, United States and is part of the Computer Systems Design and Related Services Industry. BP Mobile LLC has 7 total employees across all of its locations). We create mobile products for iOS and Android.

BP Mobile is a mobile app developer. We focus on business and lifestyle projects and are proud creators of a number of successful high-quality products in these spheres. Today our applications are downloaded and loved by more than half a billion users all over the world. The company's portfolio contains a lot of great apps, such as iScanner, Safe24, Second Phone Number, Secret Album, Voice Translator, etc.

Our products have repeatedly topped the lists of the most downloaded apps and have been featured on the App Store.