

ActivePort business update

Start-up to Scale-up

Accelerating ActivePort's Growth

For further information contact peter.christie@activeport.com.au



IMPORTANT: you must read the following before continuing.

This presentation (**Presentation**) has been prepared by ActivePort Group Ltd (ACN 636 569 634) (**Company** or **ActivePort**) for the purpose of providing an overview of its current prospects and proposed development strategy to recipients (**Recipient**).

By reviewing or retaining these materials, or attending or participating in this Presentation, you acknowledge and represent that you have read, understood and accepted the terms of this “Important Notices and Disclaimer”. The information in this Presentation does not purport to be all inclusive or to contain all information which a Recipient may require in evaluating a possible investment in the Company or that would be required in a prospectus or product disclosure statement or the offering document prepared in accordance with the requirements of Australian law or laws of any other jurisdiction. The Recipient acknowledges that circumstances may change and the Presentation may become outdated as a result. The Presentation should be read in conjunction with the Company’s other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au. The information contained in this Presentation is not investment or financial product advice (nor tax, accounting or legal advice) and is not intended to be used for the basis of making an investment decision. The information contained in this Presentation has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person. Before making an investment decision, investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek independent professional advice appropriate to their jurisdiction and circumstances. While the information contained in the Presentation has been prepared in good faith, to the maximum extent permitted by law, neither ActivePort or any of its directors, officers, agents, employees or advisors give any representation or warranty, express or implied, as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this Presentation. Accordingly, to the maximum extent permitted by law, none of ActivePort, its directors, employees or agents, advisers, nor any other person accepts any liability whether direct or indirect, express or limited, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the information or for any of the opinions contained in this Presentation or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation. An investment in ActivePort securities is subject to investment and other known and unknown risks, some of which are beyond the control of ActivePort or its directors. ActivePort does not guarantee any particular rate of return or the performance of ActivePort securities. Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Future Matters:

This Presentation contains certain “forward-looking statements”. These can be identified by words such as “may”, “should”, “anticipate”, “believe”, “intend”, “estimate”, “expect” and similar expressions. These forward-looking statements include all matters that are not historical facts. Forward-looking statements are based on:

- assumptions regarding ActivePort’s business strategies, plans and objectives of management for future operations and development and the environment that ActivePort will operate; and
- current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties and other factors many of which are beyond the control of ActivePort.

Such forward-looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of ActivePort to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward-looking statements are based on numerous assumptions regarding ActivePort’s present and future business strategies and the political, regulatory and economic environment in which ActivePort will operate in the future, which may not be reasonable, and are not guarantees or predictions of future performance. No representation or warranty is made that any of these statements or forecasts (express or implied) will come to pass or that any forecast result will be achieved. Forward-looking statements speak only as at the date of this Presentation and to the maximum extent permitted by law, ActivePort and its Related Parties disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this Presentation (including, any assumptions or expectations set out in this Presentation).

All figures in this Presentation are A\$ unless stated otherwise and all market shares are estimates only. A number of figures, amounts, percentages, estimates, calculations of value and fractions are subject to the effect of rounding. Accordingly, the actual calculations of these figures may differ from figures set out in this Presentation.

This presentation has been authorised by the Board of ActivePort Group Ltd.



ActivePort Group Overview

- **ActivePort Group Limited (ASX:ATV)** listed on Australian Stock Exchange Oct 2021
- ActivePort software is sold to Telecommunications and IT sectors around the world
- The Group consists of a software business, services business and an edge-to-cloud SaaS system

Shares

290.3M

Performance Rights

13.1M

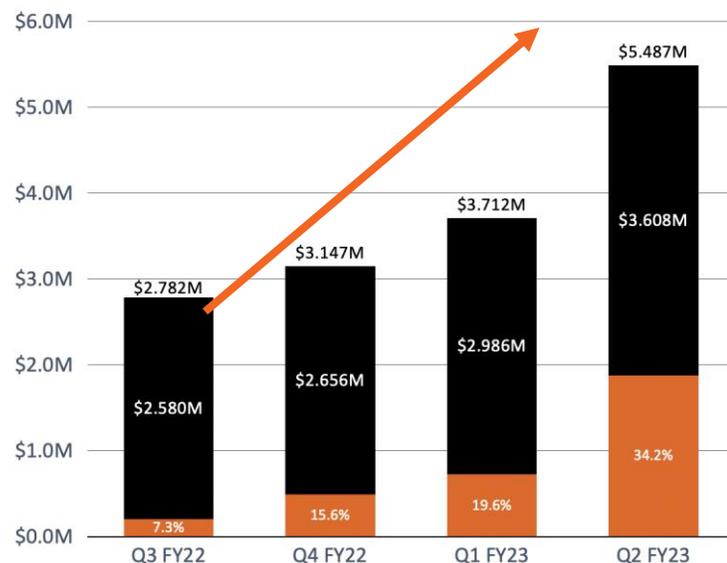
Options

12.3M

1.8M \$0.30 exp 10/23, 9.8M \$0.40 exp 09/24, 630K \$0.35 exp 10/24

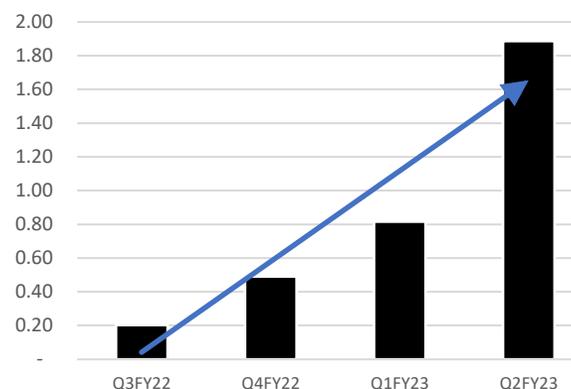
ActivePort at a Glance #2

Revenue mix Quarter on Quarter



*Q3FY23 results to be announced 27 April

Software Business Revenue



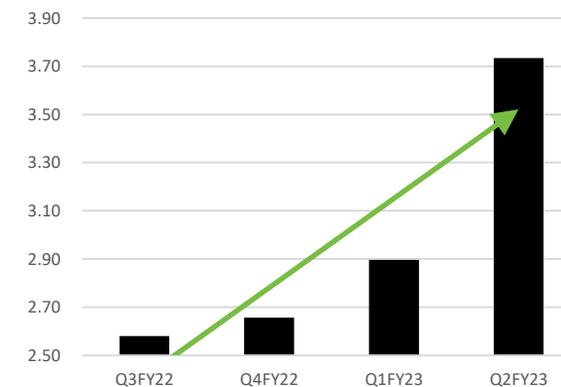
Enterprise Orchestration + SDWAN

Pipeline [53] Deployed/Deploying [3] Negotiations [11]

Compute - Telco Installations (Radian Arc)

Contracted [42] Deployed [16] Live [4]

Services Business Revenue



Vizstone & Starboard IT

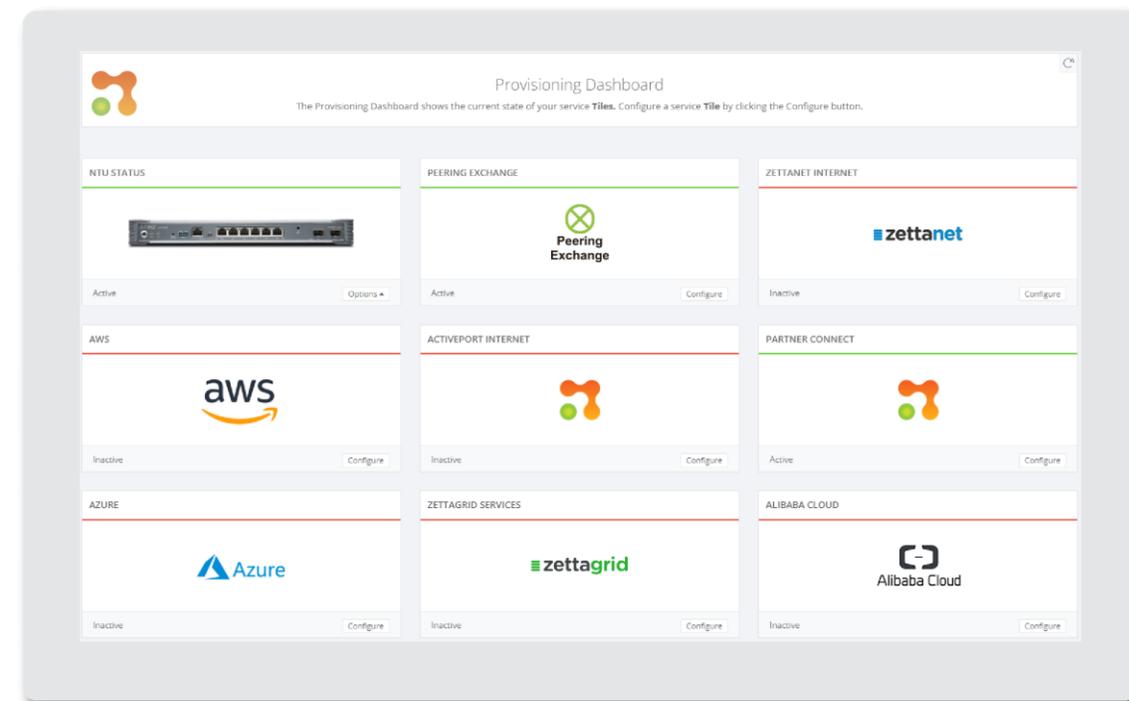
Combined customers 152

Largest customers:

Multinet Gas Distribution Partnership/
DBNGP (WA) Nominees Pty Ltd / NOPSEMA
Perpetual Ltd / Fujifilm / Pepper Global

ActivePort's Competitive Advantage

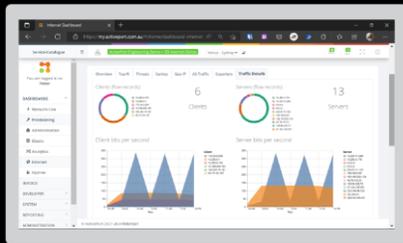
- At the core of ActivePort is our network management and orchestration (MANO) software designed for Telco and IT sectors.
- Our network automation software reduces operational costs and optimises customer control over their environment
- **ActivePort is one of few vendors globally operating in this market and the only one currently capable of meeting the self-service Edge to Cloud needs of large telcos.**



*All logos and trademarks remain the property of their respective owners.

ActivePort's Software

SD-WAN



Telcos, MSPs & ISPs

Their customers are
Enterprise and Business

30+ partners

Orchestration



Digital Transformation &
Cloud Adoption

FY22 deal Indian Telco
1.12b subscriber market

GPU's for Cloud Gaming & AI



The flexibility of cloud
+ ActivePort Software

Deploy & manage
applications globally

Radian Arc \$8.65M deal

There are only two areas in enterprise connectivity growing greater than 10% annually; SD-WAN at 76% and Cloud Connect at 22%

The SD-WAN market estimated to grow from \$1B to \$30B from 2019-2026

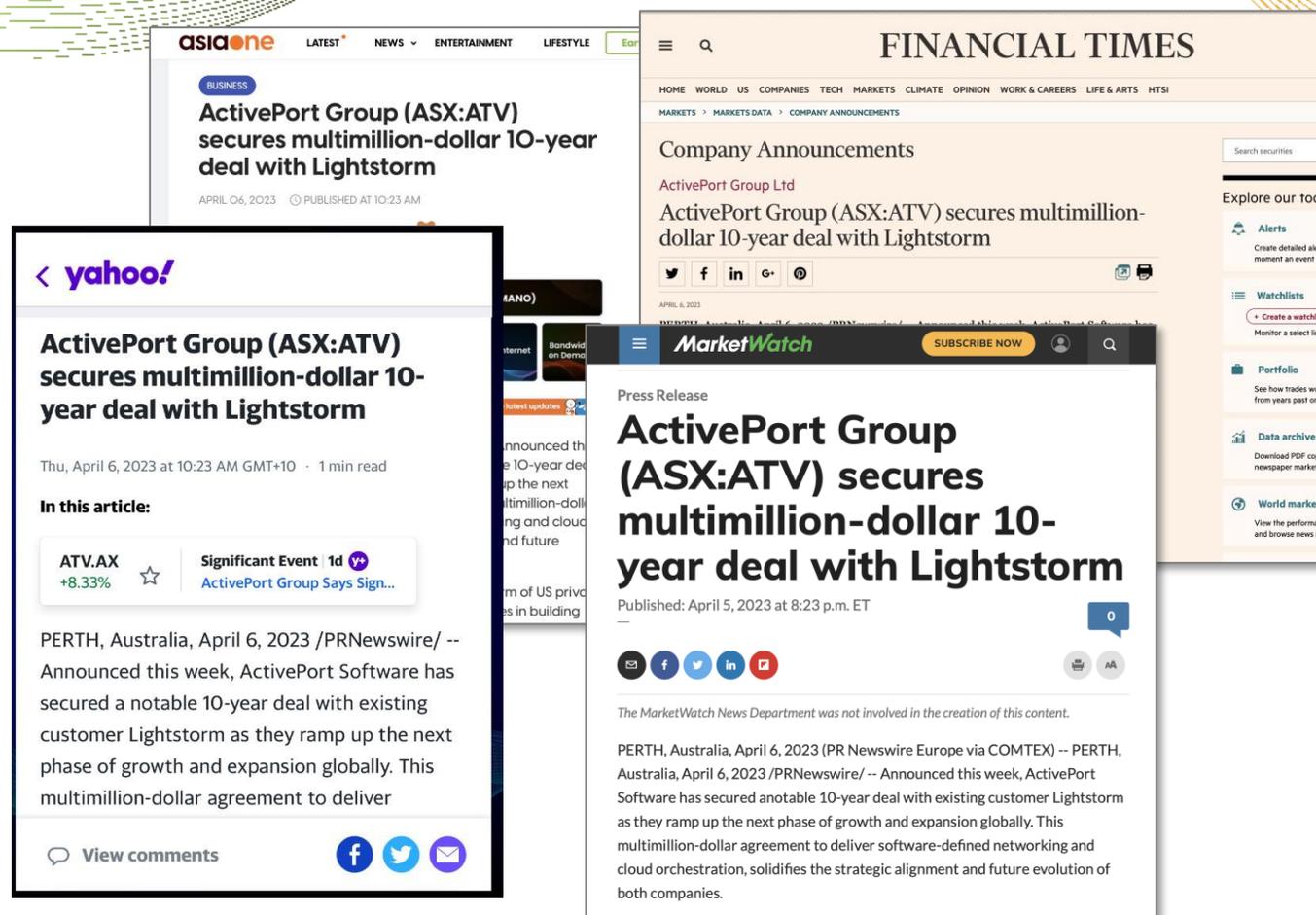
Forecast: Enterprise Network Connectivity Growth Trends, Worldwide, 2018 to 2023, (Gartner, Sept 2019)

By 2025, 50% of all organizations will use cloud-based network

Gartner's 2020 Strategic Roadmap for Enterprise Networking (Oct 20)

Latest Announcement

- Last week ActivePort announced a \$3M 10-year deal with existing customer, Lightstorm Telecom in India.
- Lightstorm are building infrastructure for **hyperscale networking** in Asia and Middle East, with ActivePort's software at its core.
- **The strong demand for our product is rapidly transforming ActivePort from a start-up to a scale up.**



Active Installations

16 customers deployed and 52 in pipeline.
Some of the largest examples below.



Region: India
Subscribers: 360M



Region: Thailand
Subscribers: 46M



Region: India
Subscribers: 14.9M



Region: Singapore
Subscribers: 2.2M



Region: Vietnam
Subscribers: 50M



Region: Cambodia
Subscribers: 7.5M



Region: Middle East
Subscribers: 126M



Region: Malaysia
Subscribers: 2.56M

Looking ahead

- Appetite for **self-service ordering** and **network orchestration** in telco is strong globally.
- Enterprise accounts can deliver significant license revenue quickly in common vertical markets including banking and utilities. ActivePort can scale fast with repeatable services in these markets.
- Network as a Service (**NaaS**) - our Global Edge product - remains untapped but continues to grow as demonstrated by the revenue growth of our core-network partners Megaport, Console Connect, Equinix and others.
- Private equity interest in ActivePort as an investment is growing with multiple approaches from experienced software investors fielded in the past 6 months.

ActivePort

- At end of Q2 FY23 quarterly revenue of \$5.620M, up 51.4% from \$3.712M in Q1.
- Our software revenue in Q2 rose 160% on Q1 to \$1.886M. Total software revenue for FY22 was \$860K.

The status of the business is such that:

- We are confident that the market has validated the use and value of our software.
- We have a strong deal pipeline to the end of CY23.
- Business needs to scale internationally and ATV Management has started that scaling process now.
- Time is of the essence. We must capitalise on the opportunities now while we have no effective competition.

Q&A

