

FLEXIROAM 2017



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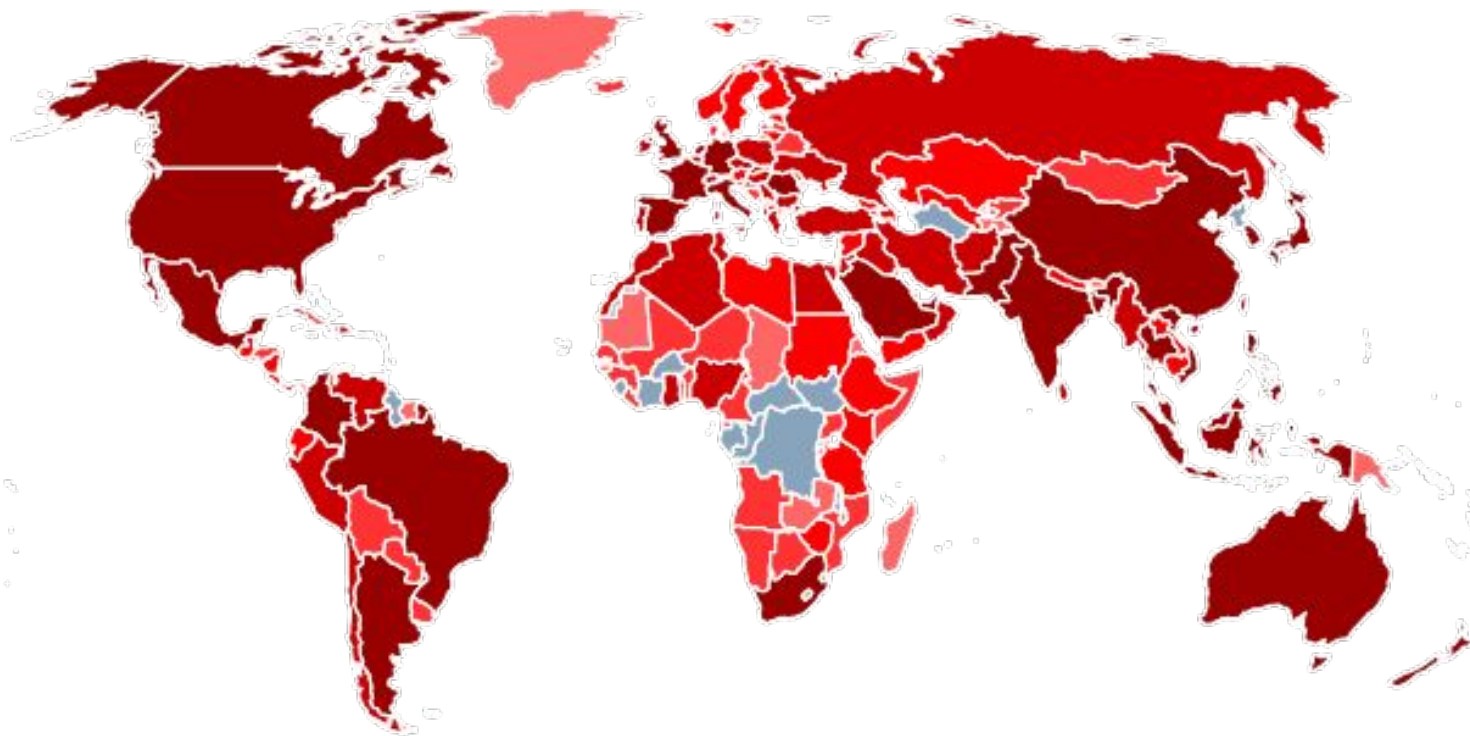
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GLOBAL SUBSCRIBER BASE

Subscribers in **180** Countries



Top 5 Subscriber Base

Malaysia

Singapore

Indonesia

U.S

Taiwan

No subscribers

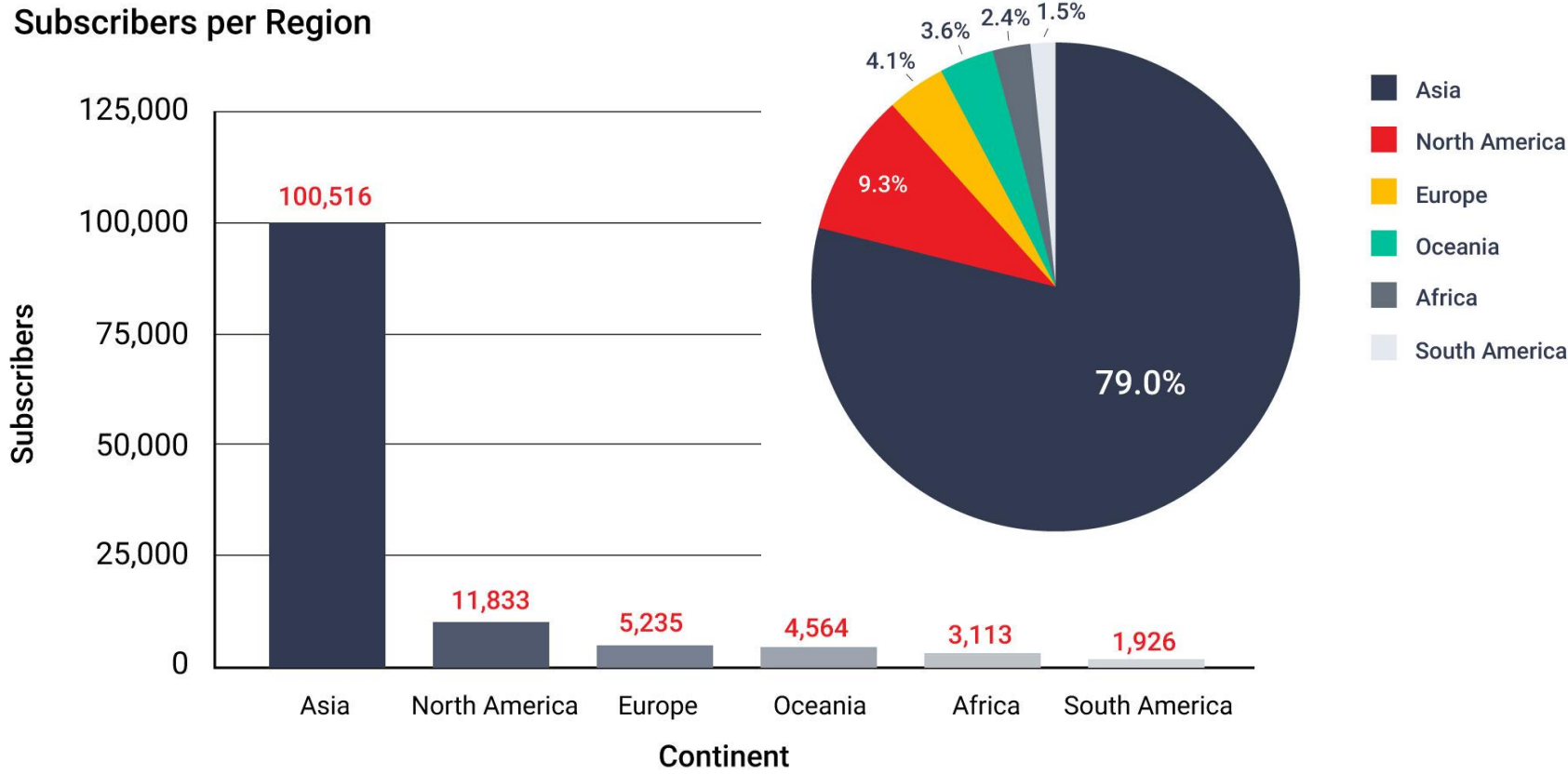
Subscribers

(The darker red indicates higher subscribers)

Data derived as of October 2017.

GEOGRAPHIC SUBSCRIBER REACH

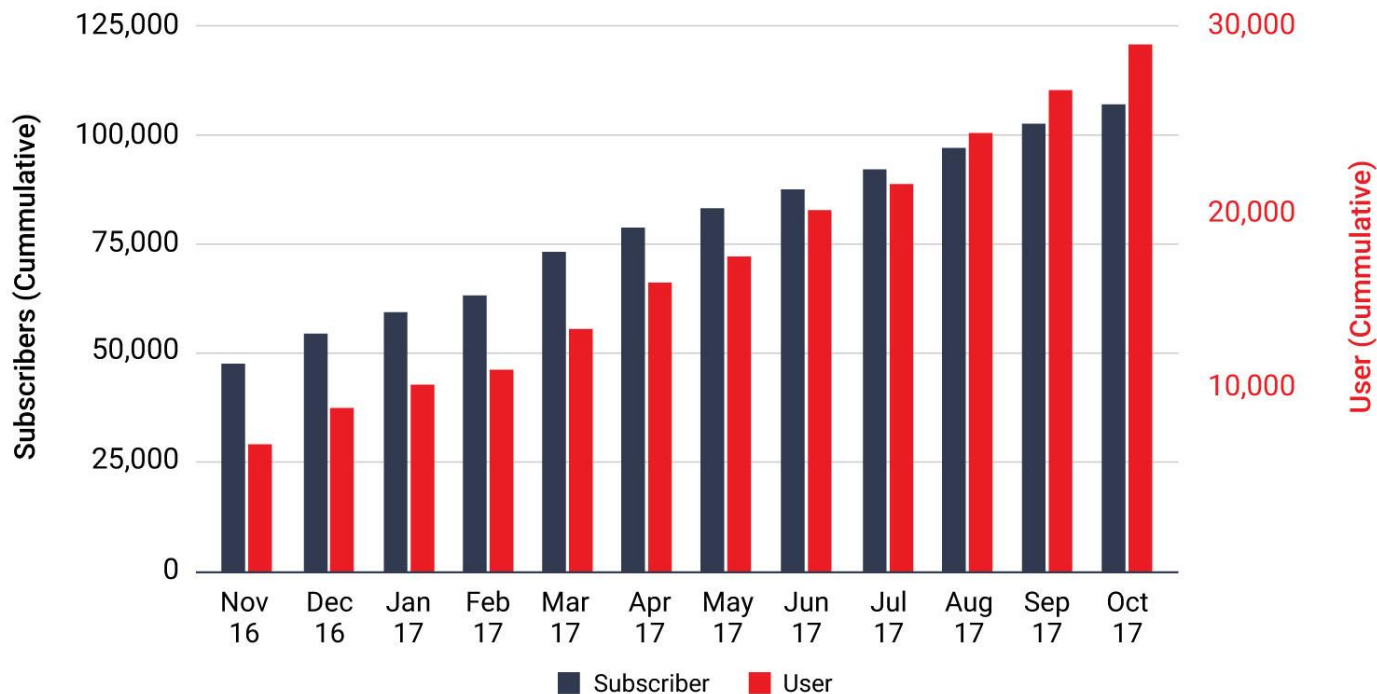
Subscribers per Region



Data derived from Flexiroom internal sources as of 16th November 2017.

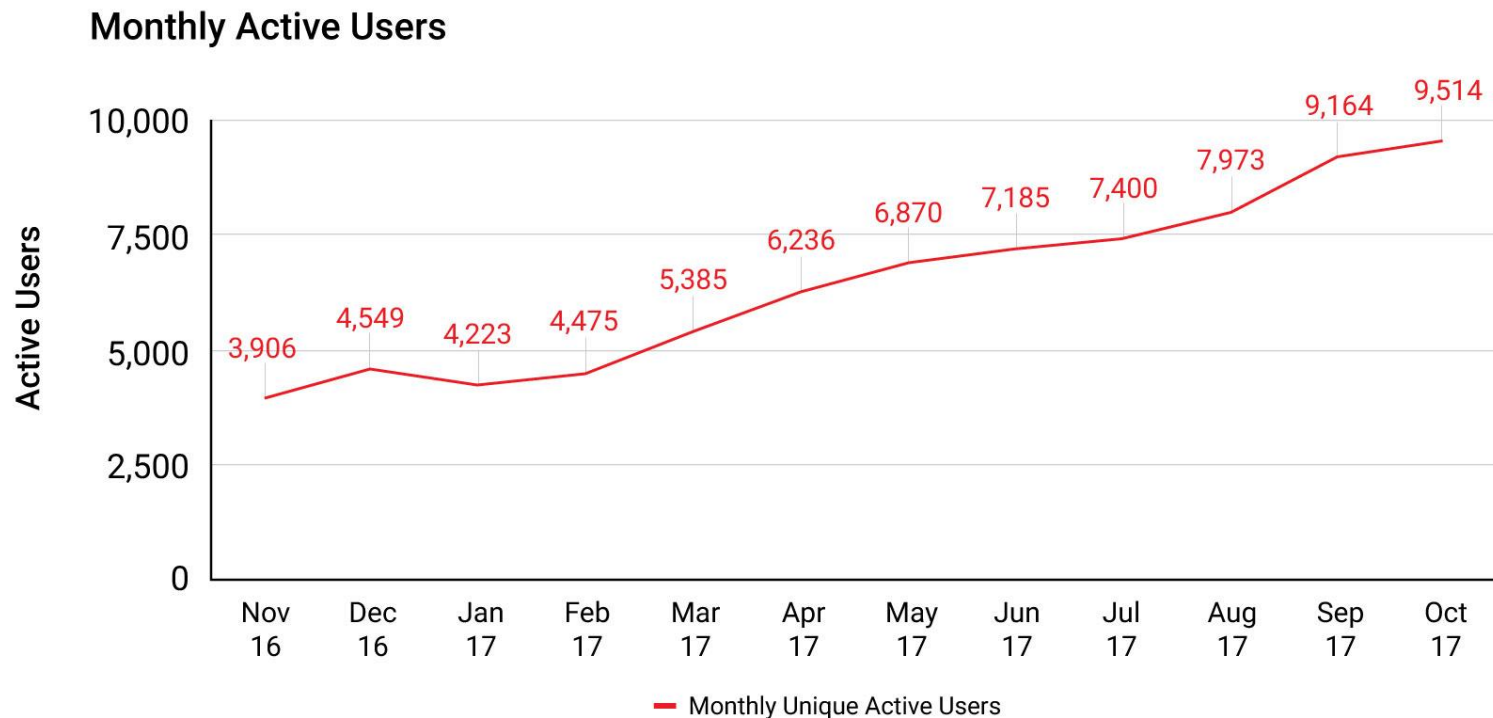
FLEXIROAM SUBSCRIBER GROWTH

Flexiroam X Subscriber & User Growth



In the 6-month period starting from May 2017, Flexiroam X has a 27.90% growth in its subscriber base and a 66.95% growth in its user base.

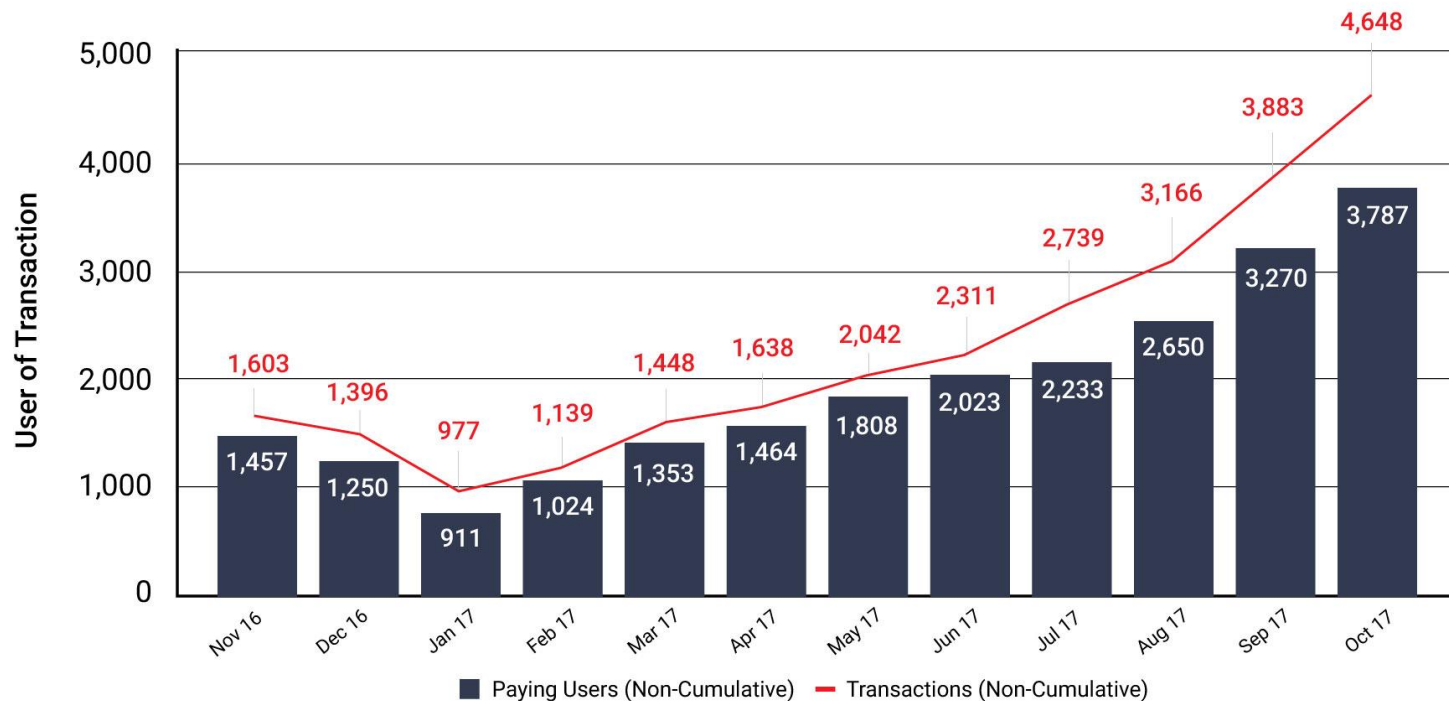
MONTHLY ACTIVE USERS



Flexiroam has demonstrated a strong monthly unique active user growth of 38% within the 6-month period between May 2017 and October 2017.

INCREASING TRANSACTIONS

Number of Paying Users and Transactions



**1.16
Transactions**

Average unique transaction per paying user over the period of 12 months from November 2016 till October 2017

Number of unique paying users increased by 109% from May 2017 till Oct 2017. Number of unique transactions by customers has increased by 128% from Nov 2016 till Oct 2017.

FLEXIROAM X CUSTOMER LOYALTY AND VALUE SUSTAINABILITY

Data derived as of October 2017



Revenue Per User

AUD 54

Average Revenue per user (Consumer)¹



50.6%

Of Total Sales are derived from consumer sales²



Strong Customer Retention

29%

Repeat Customers³



1.16 Transactions

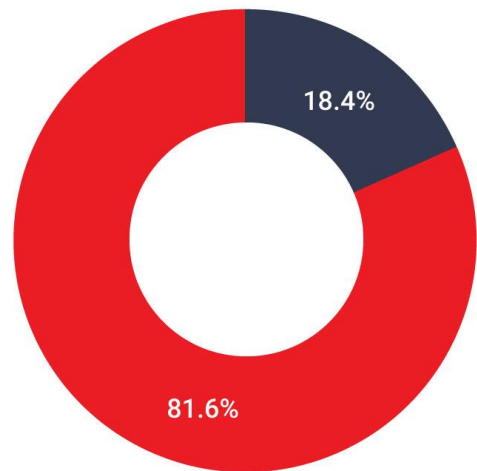
Average purchases per paying user⁴

Reduction in percentage of repeat customers and transactions compared to the last reported data was caused by a surge in **new user growth by 43%** in the last 3 months. Customer retention remains healthy as these new users have yet to make repeat purchases.

1. Average revenue per user (Consumer only) per annum. Total consumer revenue over total cumulative users as of October 2017.
2. Percentage of sales derived from consumer segment over total sales for half year period from April 2017 till September 2017.
3. Repeat customers defined by number of customers who purchase at least 1 subsequent package as of October 2017 over the total cumulative users as at same date.
4. Average number of transactions per unique paying customer calculated for the period of Nov 2016 to October 2017.

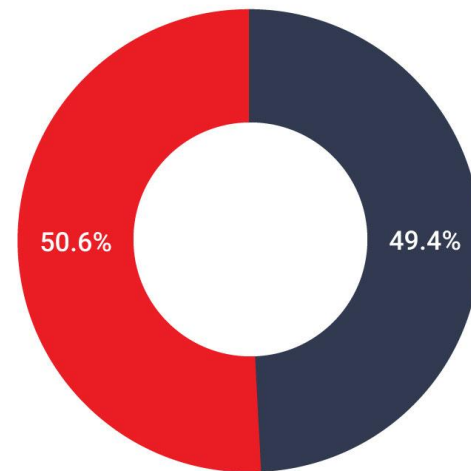
SHIFT IN REVENUE SOURCE

Sales Breakdown For Half-Year Ended 30 Sep 2016



● Consumer Sales ● Corporate Sales

Sales Breakdown For Half-Year Ended 30 Sep 2017



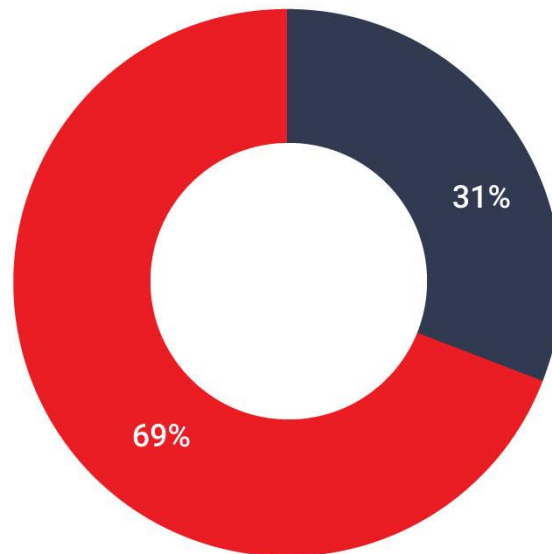
● Consumer Sales ● Corporate Sales

Revenue from customer sales increased by 137% between the half year periods in September 2016 and September 2017 showing a shift in business revenue from strong corporate sales to a balanced revenue from both Corporate Sales and Consumer Sales.

INCREASE IN REPEAT CONSUMER SALES

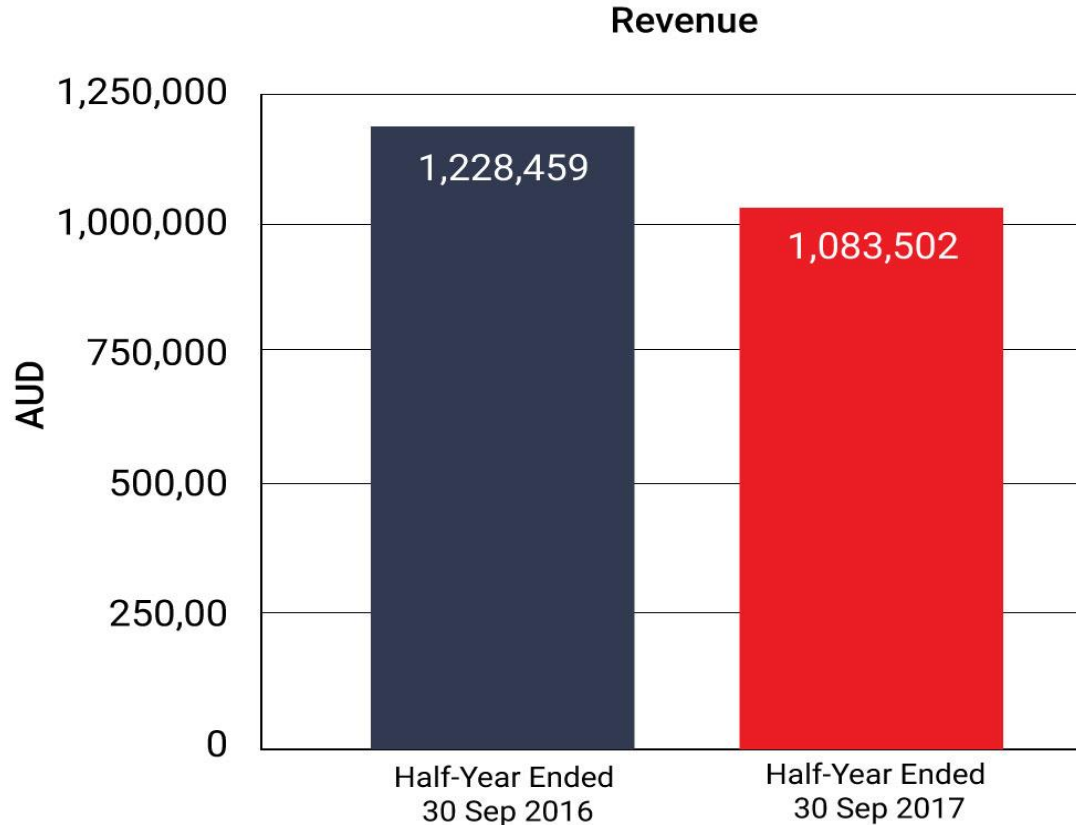
- Strong repeat sales in the consumer segment as it makes up 69% of total consumers sales.³
- Substantial changes to product offering and marketing strategies during the period increases growth in the consumer segment and sales repetition:
 - Shift in data package validity (April)
 - Initiation of Partners 2.0 Distribution (April)
 - Launching of Local Data Plans (July)
 - Securing first Airline Affiliates (July)

Consumer Sales Breakdown



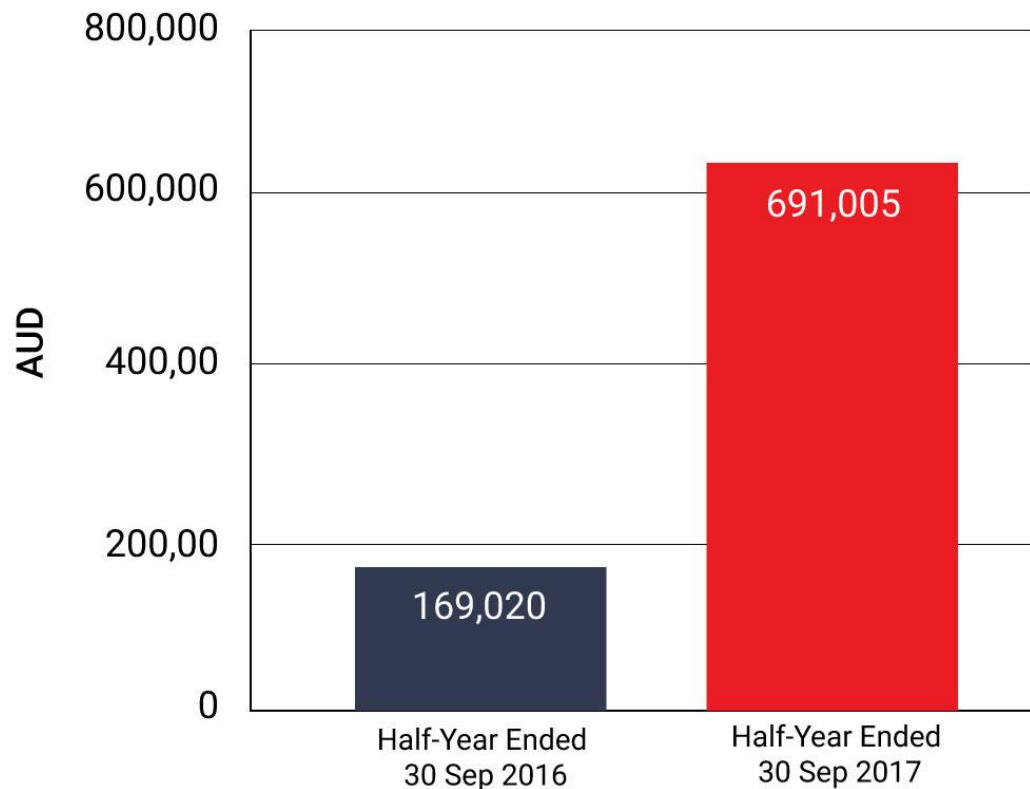
● New Purchases² ● Repeat Sales¹

1. Repeat sales is the value of subsequent purchases.
2. New purchases is the value of the first purchases.
3. Consumer sales breakdown for the period of April 2017 - September 2017.



- Revenue experienced marginal changes between the periods due to changes to business strategies to focus on consumer segment which generates higher repeat sales and target distributors in a wider geographic spread.

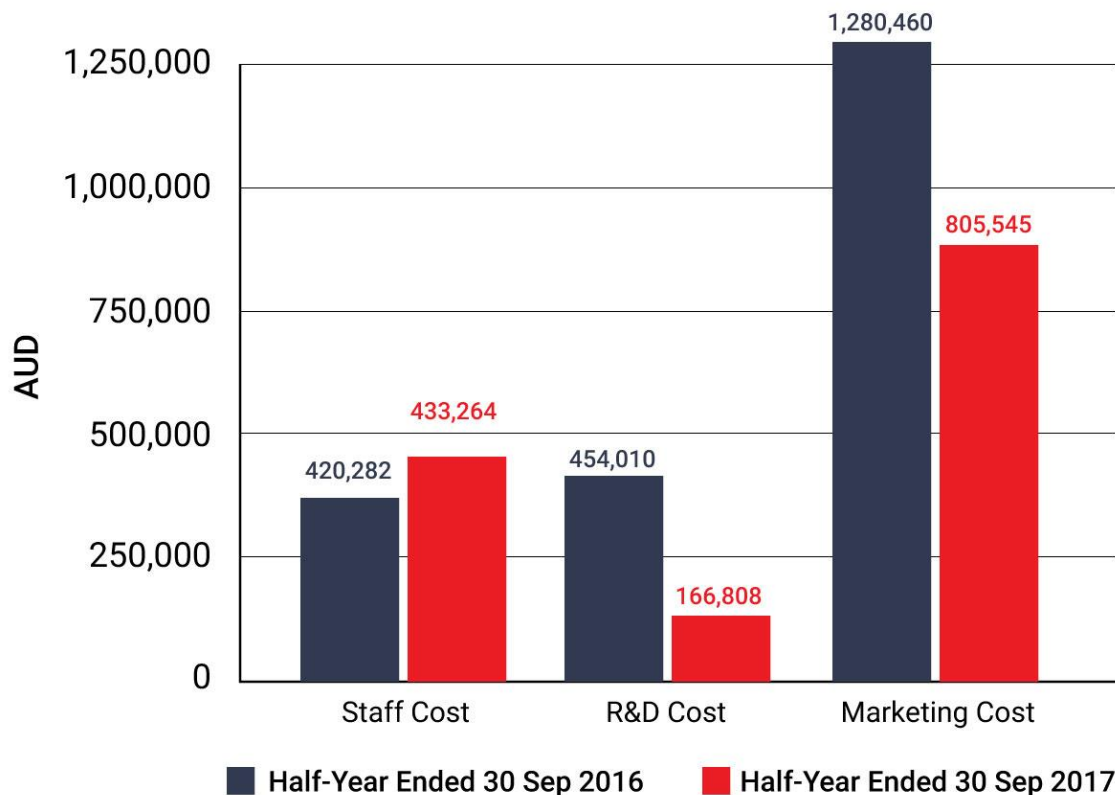
Network Cost



Increase in Network costs by 309% caused by surge in data consumption as the number of active users increase.

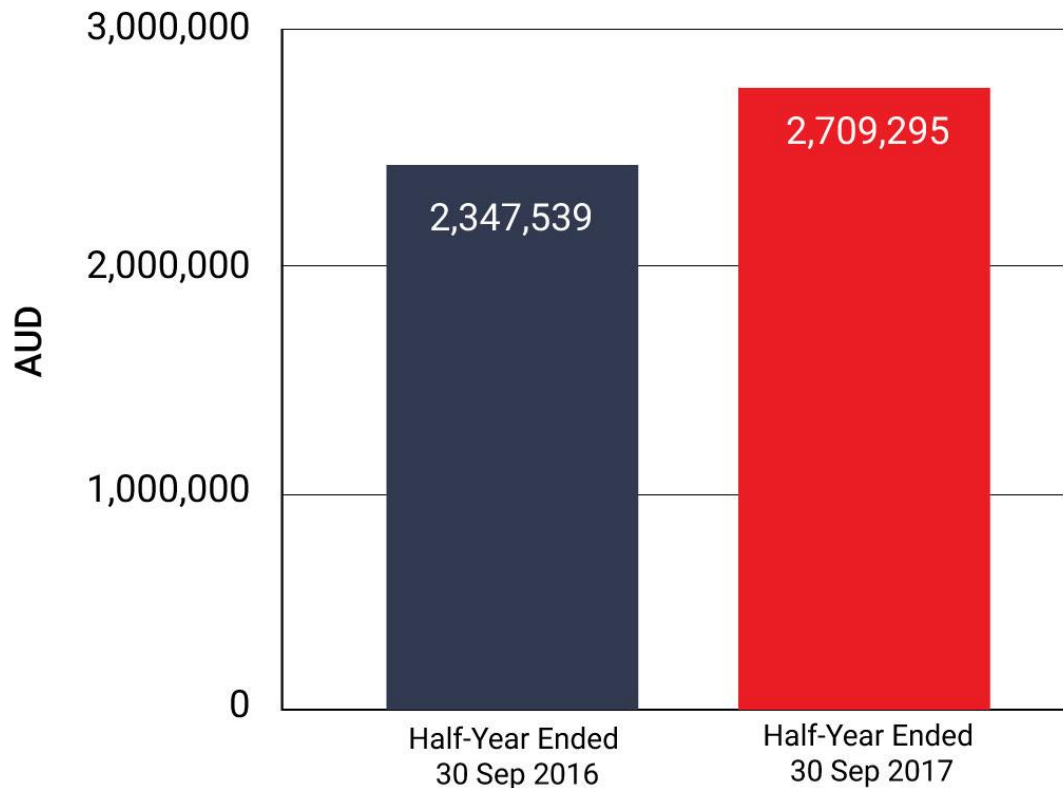
COST BREAKDOWN

Costs Breakdown



- R&D cost decreased by 63.25% due to product streamlining and focus in upgrading Flexiroam X.
- Marketing cost decreased by 37.08% through the efforts of streamlining and optimizing of customer acquisition costs.

NET LOSS



- Despite increase in data consumption by consumer customers segment, Flexiroam experienced only a marginal increase in net losses due to optimization of operating expenses.

GLOBAL BRAND AWARENESS

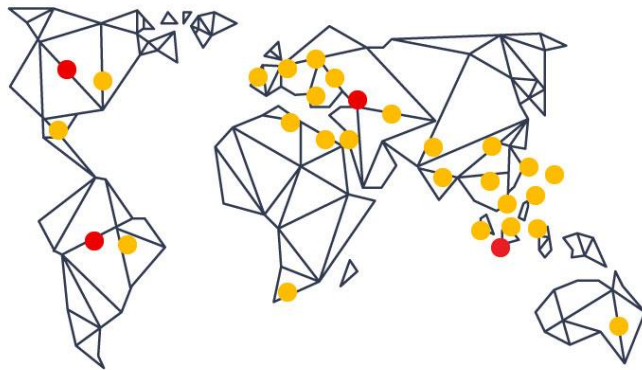
Partnerships forged from April 2017 till September 2017



- Partnering with financial institutions increases awareness of Flexiroam to active share traders in various markets.
- Forging partnerships with Airline staff unions and Airlines directly distributes Flexiroam X to the target market of frequent travellers.
- Increasing distributors with retail outlets allows Flexiroam X to have a retail presence without having to incur large operating costs.

GLOBAL DISTRIBUTION PARTNERSHIPS

37 COUNTRIES ON BOARD



Total: **150**

Xpartners + sub partners

Total: **29**

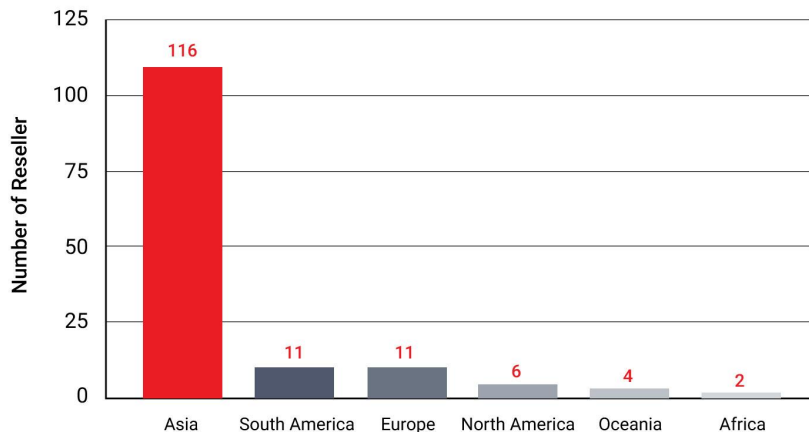
Airport Stores

Australia		Oman	
Azerbaijan		Pakistan	
Belgium		Panama	
Brazil	●	Peru	
Chile		Philippines	
China		Qatar	
Colombia		Romania	
Dominican Rep		Russian Federation	
France		Singapore	
Germany		South Africa	
Hong Kong		Spain	●
India		Switzerland	
Indonesia		Taiwan	
Italy	●	Thailand	
Japan		Turkey	
Kuwait		Ukraine	
Malaysia	●	United Arab Emirates	
Mexico		United States	●
Norway			

MASS DISTRIBUTION STRATEGY

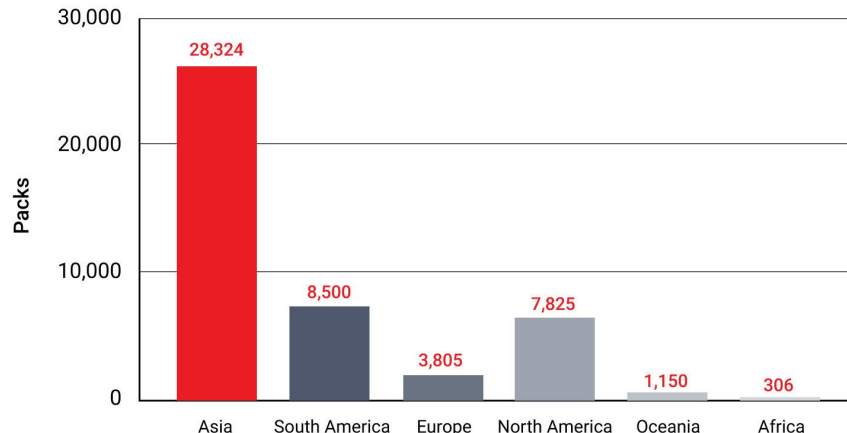
Flexiroam X distribution partners from April till October

Number of Partners By Region



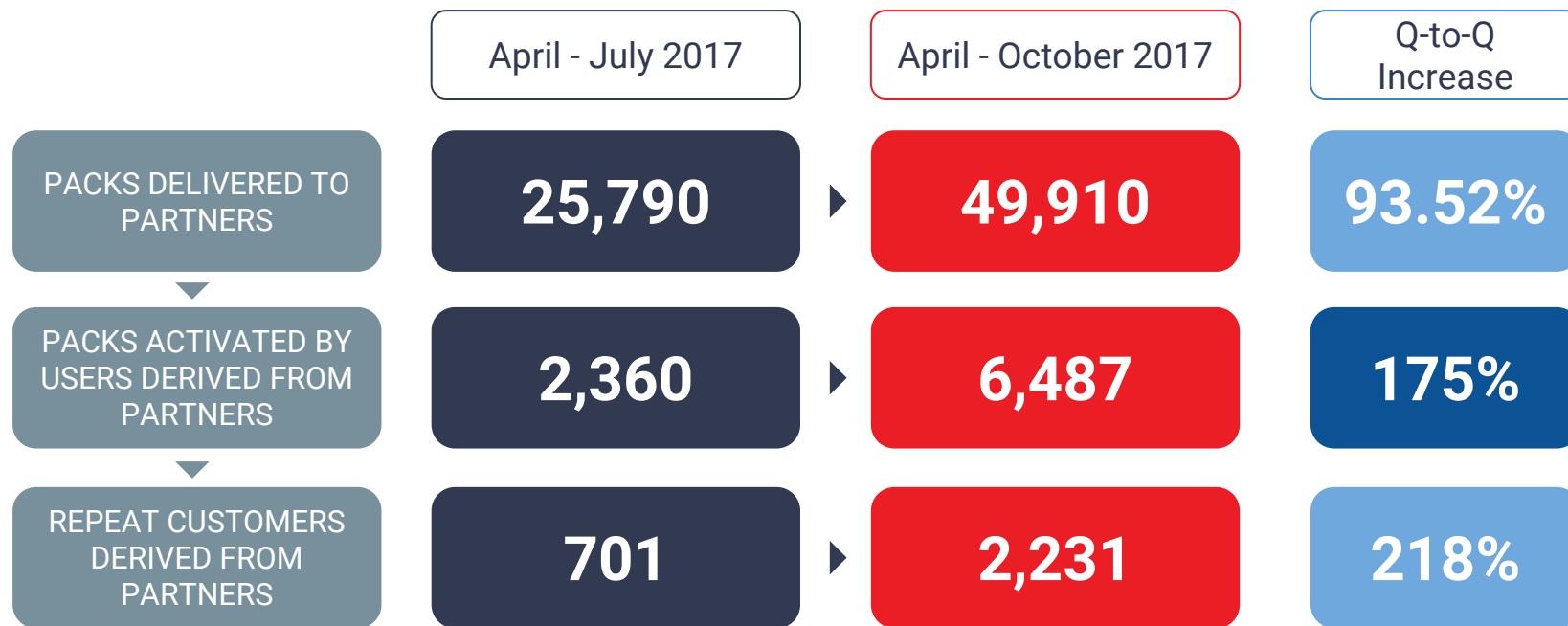
Asia remains the region with the highest number of partners making up to **77% of total number of partners**.

Number of Packs Delivered to Partners by Region



Partners in Asia have been delivered the highest number of Flexiroam X, making up **56% of all packs delivered** amongst 150 partners.

DISTRIBUTION STRATEGY PROGRESS



The distribution strategy deployed in late April 2017 has yielded significant results with a quarter on quarter increase in uptake by 93.5% while achieving repeat customer conversion rate of 218%.

Summary

- Flexiroam subscribers now in **180 countries** with over **100,000 subscribers in Asia** representing 79% of the subscriber base.
- Flexiroam X **users grew by 66.95%** in the last 6 months between May 2017 and October 2017 with **9514 monthly active user** as of October 2017.
- **In October 2017 alone**, a total of **3787 users made 4648 transactions**, making it the highest on record.
- Flexiroam now has **150 distribution partners and subpartners in 37 countries** and the product is available in **29 airport outlets**.
- As of October, **49,910 packs have been delivered to partners**. An **increase of 218% of users** deriving from partners **made subsequent data purchases** over the last 3 months.



Jefrey Ong
Managing Director

Jason Khoo
VP, Business & Investor Development, Global
+60 16 686-8965
jason@flexiroam.com

Flexiroam Limited
ACN 143 777 397

PO Box 3438, Nedlands, Western Australia 6909

79 Broadway, Nedlands, Western Australia 6009

Australia +61281883919
Malaysia +60326318181
Singapore +6531577333

investor@flexiroam.com