

FLEXIROAM

(ASX:FRX)

EMERGING TECH WEBINAR

Marc Barnett, CEO

SEPTEMBER 2021



FLEXIROAM

Creating a connected world...

for anyone, on any device, anywhere,
on any network, at any time



Early adopter of **eSIM** technology



One of the 10 worldwide **Apple certified** Global
Service **Providers**



Enterprise grade **IoT** solutions

...with instant access to 580+ mobile networks worldwide

Attractive Business Model



Global network of partners and customers

Spanning 580 network operators, 200 countries and territories worldwide



Asset-light

No upstream mobile network infrastructure ownership



Long-term recurring revenue

Connectivity solutions yield recurring revenue streams



Digital value chain

Ability to scale rapidly with high cost efficiencies

Early adopter of eSIM technology

One of the 10 worldwide Apple certified Global Service Providers



No physical SIM cards required



Faster connectivity and more secure encryption

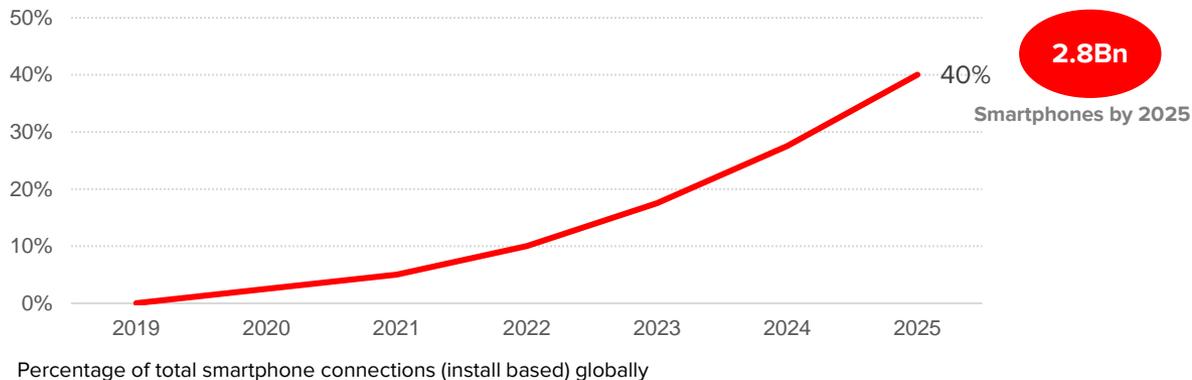


Easy one-time setup at your fingertips with Flexiroam X app



Get instant access to 580 telecommunication network providers worldwide

eSIM Smartphone Connections by 2025



Leadership Team



Marc Barnett
CEO & Executive Director

Prior to joining Flexiroam, Marc was the Chief Executive Officer of video-on-demand service iflix, until its acquisition by Tencent in 2020. Marc accelerated iflix's growth to deliver 50 million app downloads, rapidly expanding the business to 32 markets spanning Asia, Middle East & Africa. Marc has also held senior leadership roles at Microsoft, Mi9 and ninemsn and was named the Australian Financial Review Boss Magazine 'Young Executive of the Year' in 2014.



Joost Cordes
Chief Revenue Officer

Prior to joining Flexiroam, Joost was the regional business head for Tata Communications connected automotive solutions in Europe. In this role he generated new business with European car manufactures. Before joining Tata communications, Joost was Manager Global Sales at Truphone where he led a team of senior international new business account managers and prior to this held senior sales positions at Canon and Xerox.



Lina Nanik Harjani
Chief Financial Officer

Lina was Regional Head of Finance for DSG (subsidiaries of Unicharm), responsible for Malaysia, Indonesia and Singapore. Prior to that, Lina held senior business partnership roles in some global multinational companies such as Nestle, British American Tobacco, and Fonterra. Her main strength is driving business transformation with strategic and operational focus. Lina has a Masters Degree from IPMI Business School, Indonesia.



Jef Ong
CIO & Executive Director

Jef Ong is the Founder and Chief Innovation Officer of Flexiroam. During his 15 years in the telecommunications industry, Jef successfully co-founded three different technology-based companies. During his leadership, Flexiroam listed on the Australian Securities Exchange in 2015. With Jef at the helm, Flexiroam netted numerous awards, including the World Travel Award and ASEAN Outstanding Business Award.



Michael King
Chief Technology Officer

Michael joins 1st January 2022 and is currently VP of Engineering at Infobip, a global leader in omnichannel mobile communication. Michael brings a wealth of global product technology leadership experience, having led teams across the US, Europe and Asia. Michael has expertise in high availability cloud platforms and enterprise software products in a variety of verticals, as well as extensive experience leading agile, cloud and cultural transformations.



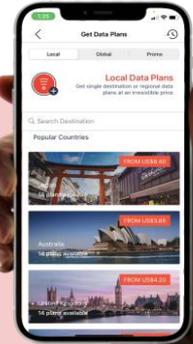
Jon Gregory
Chief Operating Officer

Jon was Global Operations Director at iflix, where he successfully built operations across 15 countries in Asia, MENA and Sub-Saharan Africa. During his tenure he managed key commercial partnerships, optimised iflix's cost structure and improved processes to enable the business to scale globally. Jon has more than 10 years of operations, project management, business development and recruitment experience, across multiple industries in Europe and Asia.

Operating in rapidly growing markets

FLEXIROAM TRAVEL

The global roaming market is expected to reach **USD 88.9 billion*** by 2027 growing with a **CAGR of 4.5%**



FLEXIROAM SOLUTIONS

The global Internet of Things (IoT) market is expected to reach **USD 1.6 trillion*** by 2025



M2M

350m devices



CONNECTED CARS

166m devices



SMART HOMES

1.2b devices



WEARABLES

1.1b devices

*Sources:
<https://www.grandviewresearch.com/industry-analysis/global-roaming-tariff-market>
<https://www.statista.com/statistics/976313/global-iot-market-size/>

The Flexiroam Revenue Model



REVENUE MODEL

- Fully digital supply chain. Reduced inventory and distribution cost
- Receive cash upfront, pay for usage only when customers utilise data
- Certified provision into devices via manufacturers
- Recurring revenue from enterprise customers with low churn rate (machine lifetime > 10 yrs)

Solutions – Key Functionalities



Single Global SIM

Across 200 countries and territories and 580+ networks



Global Reach & Dependability

Leverage Flexiroam's global network



Control of Mobile Bundles

Create, define and control your own bundles



Flexible Policy Controls

Mobile contracts and telecom policies can be arranged on a global level



Brand Extension

Setting your brand name as the network name on the device



Network Independence

Thanks to smart SIM technology enabling registration on any available network



Greater Reliability

Multiple mobile networks available in most countries



Enterprise-grade Security

Private APNs and/or VPNs possible to secure, private access to your applications



High-quality user experience

24x7 Support and handling data closest to the user to enhance the customer experience



Usage Insights

Understanding data utilisation and usage behavior

Partnerships to drive global penetration



- Expanding social presence through support of numerous Olympic medalists with substantial social media presence, positioning Flexiroam for further partnership opportunities with sports associations



- Doubled the number of banks onboarded to Flexiroam data privileges from **11** to **23** banks through Mastercard APAC partnership



- A **leading ASEAN** payment service payment provider
- Deal expanded from only **Malaysia** to whole of **South East Asia**



- Renewed international connectivity agreement for all Korean air crew members



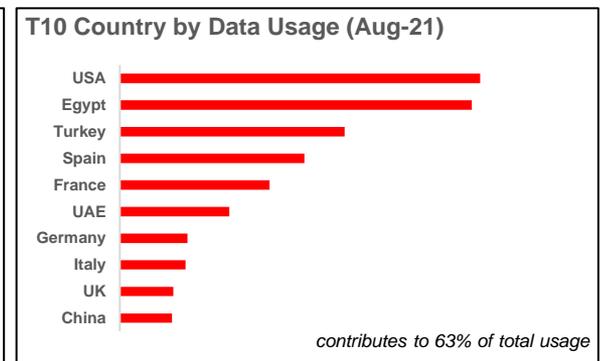
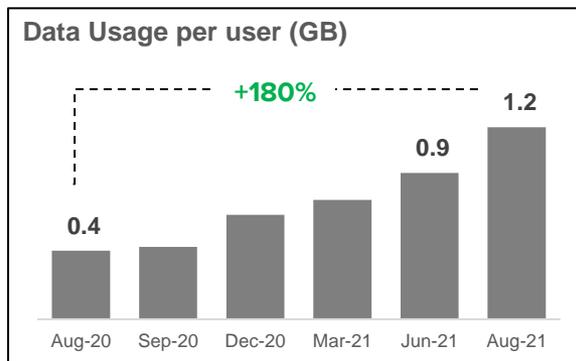
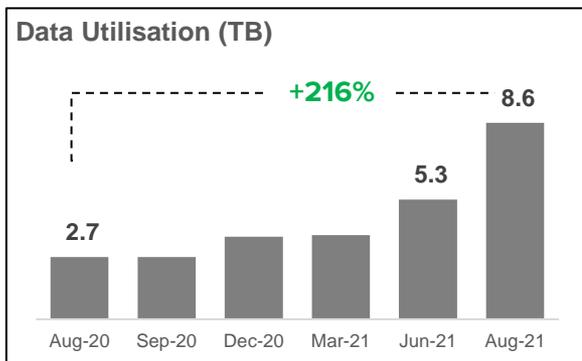
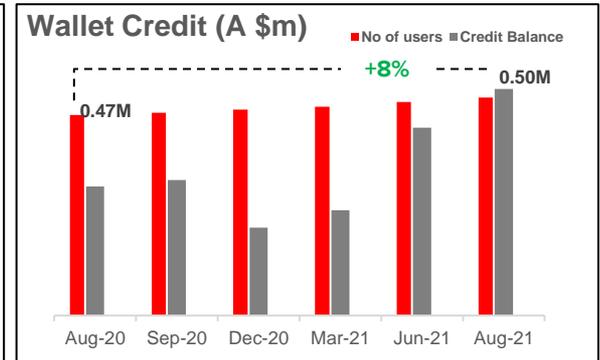
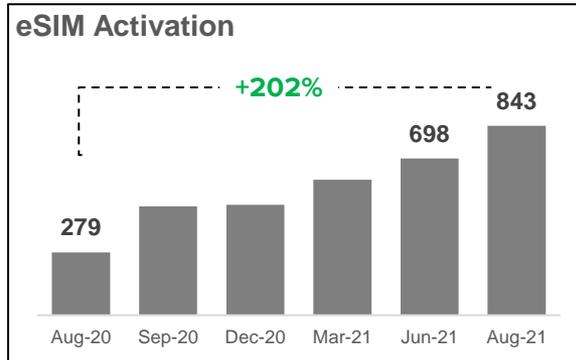
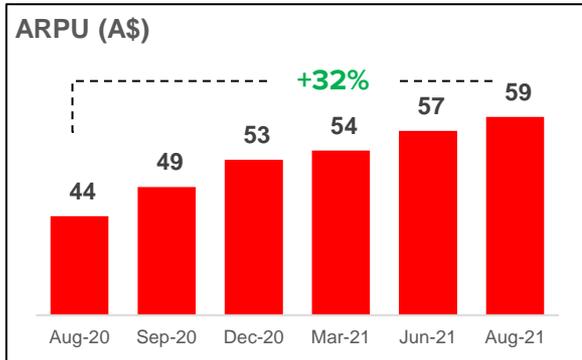
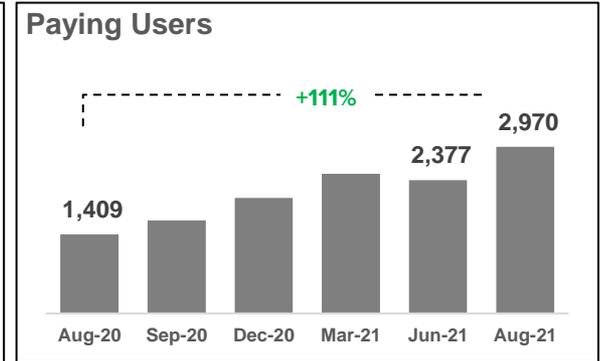
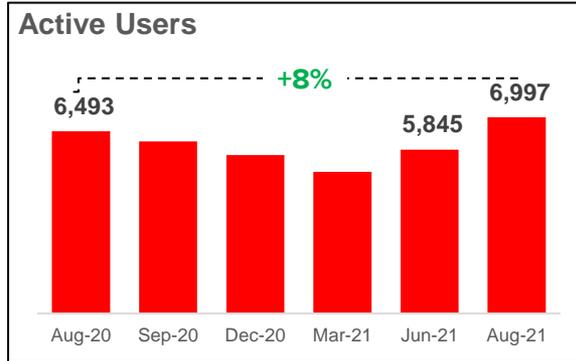
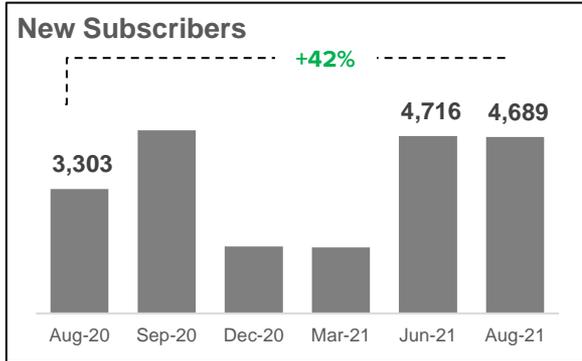
- Major payment industry service provider in **Malaysia and South East Asia** including Starbucks stores across Malaysia. Flexiroam service in over 6% of all merchant stores.



- **Rapidly expanding** mPOS business, which delivered annual revenue of \$14m, in 2020, with Cambodia and Myanmar as key **for regional expansion**
- Flexiroam service deployed in over 6% of all merchant stores and growing



Flexiroam Travel: Increasing Active (+8% YoY) & Paying Users (+111% YoY) Overall ARPU increased to A\$59



Note: All graphs above reflect monthly data

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