



FLEXIROAM

“Connecting the world to infinite possibilities”

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Quarterly Business Update webinar

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Company Background

- Listed on Australian Stock Exchange (**Stock code - ASX:FRX**) since 2015, headquartered in Malaysia
- Flexiroam Ltd is a **superconnector** for people and machines. We provide connectivity across any communication device, in any part of the world for any application.
- We are in 2 major segments:
 - **Travel:** Leading **eSIM provider** to consumer and corporates enabling instant activation anywhere around the world without the need for a physical SIM card
 - **Solutions:** An **IoT Solutions provider** allowing businesses to scale seamlessly and innovate freely in a cost efficient manner

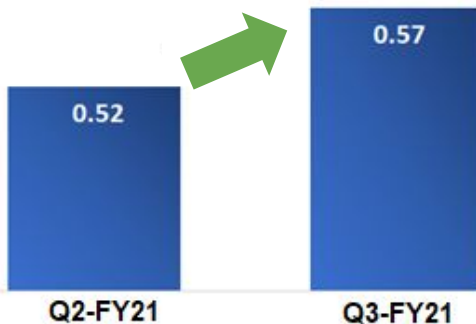
Quarterly Financial Results *(unaudited) – in A\$ million*

Cash Receipt



Initial signs of **Travel segment recovery**

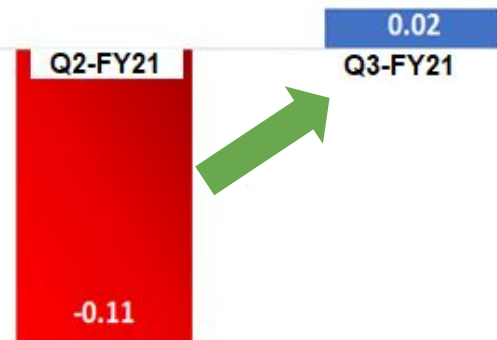
Operating Cash Outflows



Implemented **cash preservation strategy** and **maintained cost efficiencies**

Net CF from Operating Activities*)

Positive underlying cash inflow
(after excluding one-off costs associated with share placement)



*) After excluding one-off associated with share placement

Key Highlights

01

Cash Preservation and Fundraising

02

Poised for Travel Recovery

03

Strategic Global Partnerships as growth catalysts

04

Pivoting into IoT Solutions - mPOS paving the way

Flexiroam's Business Strengths



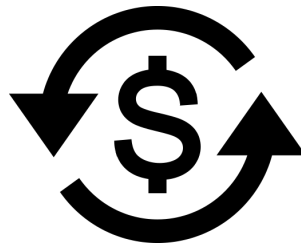
Global network, partners and customers

Spanning 580 mobile
network operators and
500k customer
worldwide



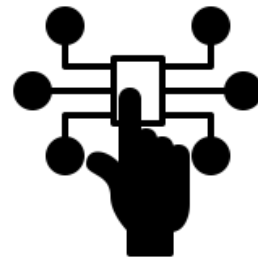
Asset-light

Owens no upstream
mobile network
infrastructure



Recurring revenue

Provide services that
will yield recurring
revenue streams



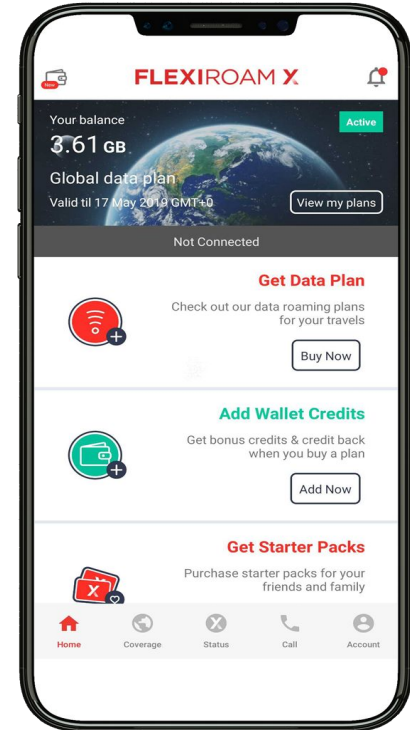
Fully digital value chain

Ability to scale fast
with high cost
efficiencies

Initial Signs of Travel Recovery

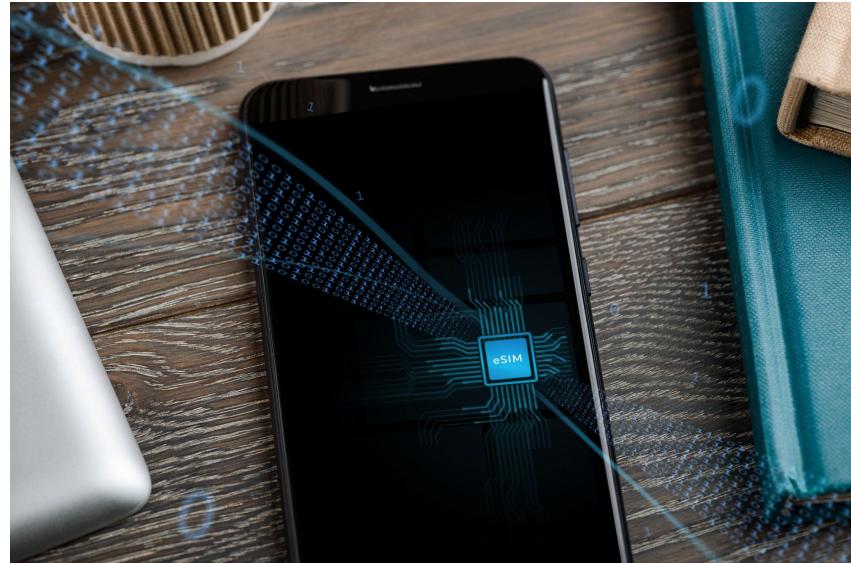
- Increased cash receipts of 9.9% driven by Europe, Asia, Africa regions
- 34% higher eSIM activation compared to last quarter
- Connectivity partner of choice for worldwide conferences

Travel demand expected to substantially improve as international travel borders open and further progress is made towards global COVID-19 vaccine availability



Propelling eSIM growth as an Apple Global Carrier

- One of 9 Apple worldwide service providers
- Allow eSIM instant activation for iPhone users globally
- Forecasts* predict that by 2025 there will be two billion shipped eSIM-enabled devices.



Deepen Asia-Pacific footprint with Mastercard

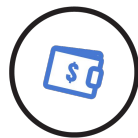
- Rolled out with 5 banks in Taiwan, Vietnam and Hong Kong with instant access to 160K Mastercard holders
- A minimum revenue of US\$250K expected to be received in February 2021
- Strong line-up for further expansion across the region



Flexiroam Solutions - Pivoting into IoT



Global coverage and
network agnostic



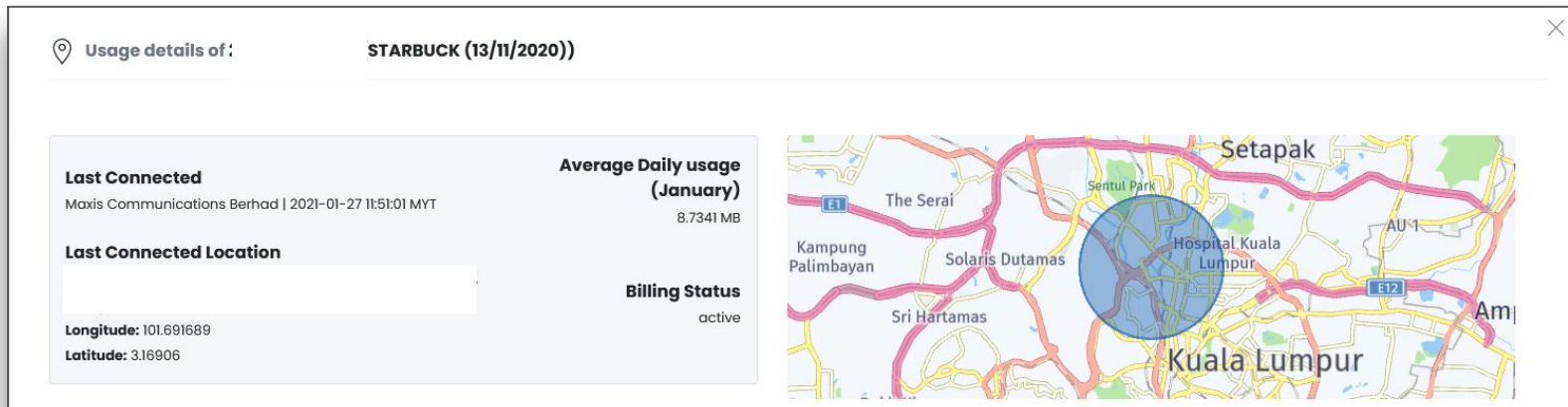
Cost efficiency



Ultimate control through
dashboard



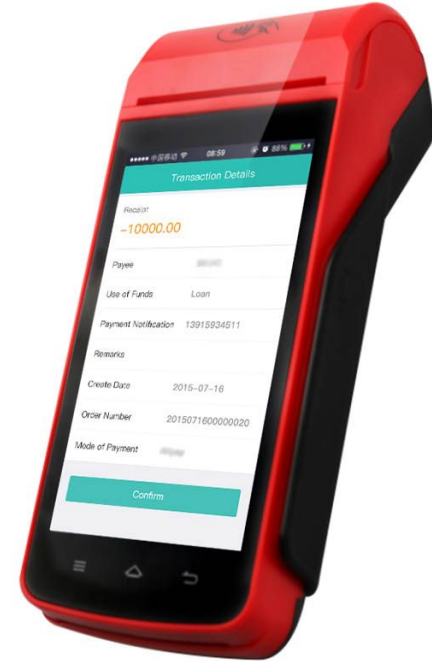
Security and Seamless
Scalability



mPOS paving the way into IoT Solutions

- Secured two major mobile point-of-sale (mPOS) companies in Malaysia, with over 42% of the domestic market share
- Further roll-out of IoT SIMs into chain outlets is expected in the coming quarters generating monthly recurring revenues

Strong long-term growth opportunities, with Southeast Asia POS terminal market forecast to growth at a CAGR of 32.4% over 2020-2025¹



1: Mordor Intelligence (2019). Southeast Asia POS Terminal Market - Growth, Trends and Forecasts (2020-2025)



In Summary

- **Travel:** Ready to scale up to capture travel recovery
- Flexiroam as an **Apple eSIM global carrier** and strategic partnership with **Mastercard** to be growth catalysts
- **IoT solutions:** greater commercial opportunities expected

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