

WHITE LABEL DEAL SIGNED WITH GLOBAL WIRELESS TELECOM

Key highlights:

- Global Wireless Telecom Inc. to be a reseller of Flexiroam data, providing customers with seamless connectivity when travelling internationally, via eSIM
- Global Wireless has approximately 30,000 customers based in New York with one third travelling to China on a yearly basis
- Agreement is expected to provide up to A\$600k of revenue per annum

Flexiroam Limited (ASX: FRX) (**Flexiroam** or the **Company**) is pleased to announce that it has signed a commercial agreement with New York based company, Global Wireless Telecom Inc. Under the agreement, Global Wireless Telecom will be reselling Flexiroam's data to its customers travelling internationally, with a focus on the China business market. The contract has an initial term of five (5) years, which will be automatically renewed for another 12 months, unless terminated by either party. The partnership will be launched during January 2022 and is expected to provide up to A\$600k of revenue to Flexiroam during Calendar Year 2022, based on Global Wireless' expectations for international travel. 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.

Flexiroam Chief Executive Officer Marc Barnett said: "New York is a business hub of the world and people travel regularly between the US and China. I am pleased that Global Wireless selected Flexiroam to provide data connectivity to its customers travelling between the US and China. The white labelled product will see Global Wireless build its own brand powered by our network, which provides guaranteed stable coverage for travellers. The agreement is expected to deliver up to A\$600k of revenue to Flexiroam annually following its launch in January 2022.

The agreement with Global Wireless is in line with our strategic objective of delivering white-labelled services for brands to resell connectivity. Having expanded our sales team in recent quarters, we have been executing on white label opportunities globally, and the agreement with Global Wireless Telecom marks our first white label agreement with a US based reseller. We have a strong pipeline of global opportunities and are well positioned to continue rolling out white labelled connectivity solutions, across various verticals."

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For more information, please contact

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FLEXIROAM

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/>