

17 February 2022

FLEXIROAM SIGNS FIRST MARITIME COMMUNICATIONS ENTERPRISE DATA AGREEMENT

Key highlights:

- Flexiroam will provide connectivity to Houston based global maritime communications supplier NearshoreNetworks
- The contract covers US, Brazil, Europe and Middle East for high volume data, expected to scale over time through an international program rollout
- The agreement is Flexiroam's first in the global maritime communications vertical

Flexiroam Limited (ASX:FRX) (**Flexiroam** or the **Company**) is pleased to announce that it has signed an agreement to provide connectivity to NearshoreNetworks Inc. (**NEARSHORE**), the top independent global maritime connectivity solutions supplier to energy markets. Under the agreement, NEARSHORE will deploy Flexiroam's network to supply data to client vessels under its services management platform for a range of uses including offshore internet, vessel tracking vessel systems connectivity and other large volume secure data movement to shore. Data will be accessed by vessels in the US, Brazil, Europe and Middle East. The agreement has an initial term of 3 years and contains terms and conditions which are customary for an agreement of this nature, including a 30-day termination notice after the initial period by either party.

Commenting on the agreement, NEARSHORE CEO Bob Miltenberger said: "We're delighted to be able to incorporate Flexiroam's global data network into our offers. Our clients in renewable as well as traditional oil & gas energy demand the most advanced service support capabilities. This long-term agreement ensures our client vessels will always receive optimal connectivity and network control regardless of their location. The Flexiroam controls will be incorporated into our management toolset to provide clients the full range of secure maritime connectivity solutions, all with guaranteed connection uptimes of 99.5%. As client bandwidth needs constantly increase, it's very important that we provide a cost-effective cellular solution when near shore that complements our global satellite connectivity."

Flexiroam CEO & Executive Director Marc Barnett said: "We are pleased that NEARSHORE selected Flexiroam as their global data provider, ensuring their vessels can reliably receive data at sea. The agreement is our first enterprise deal in the maritime industry, and in line with our strategic objective of scaling out our Flexiroam Solutions business to key global sectors.

"Having invested in our team and infrastructure in recent months, we are well positioned to rapidly expand our reach in the maritime space through NEARSHORE and continue to enter new solution verticals. We look forward to reporting on our progress in the coming weeks and months."

The agreement will significantly contribute to the Company's growing recurring revenue stream as data commitments are rolled out and is expected to add substantial value over its 3-year term. The minimum data volume committed for this partnership is 24TB per annum.



FLEXIROAM

The data volume is likely to scale over time as customer usage increases and as additional countries and regions are included.

-END-

AUTHORISED BY THE BOARD OF DIRECTORS

Corporate Inquiries

Marc Barnett, CEO & Executive Director
Telephone: +61 2 8188 3919
Email: investor@flexiroam.com

Investor Inquiries

Market Eye
Justin Foord
Telephone: +61 2 8097 1200
Email: justin.foord@marketeye.com.au

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/>

ABOUT NEARSHORENETWORKS

Founded in 2016 by CEO Bob Miltenberger, NEARSHORE is a global maritime communications solutions provider with headquarters in Houston, Texas and branch office operations in Brazil, Netherlands and United Kingdom.

NEARSHORE offer end to end network solutions as well as a service support team distributed in 60 countries globally to deliver a rapid response to client on-site needs. As a leader in innovative communications solutions, NEARSHORE vets leading new technologies and connectivity providers to bring the very best in supporting client communications needs in the wind energy, aquaculture, and oil & gas sectors.

For further information, please visit <http://nearshorenetworks.com>