

FLEXIROAM SIGNS WHITE LABEL RESELLER AGREEMENT WITH BIKAGO

Key highlights:

- Singapore based motorbike rental company Bikago, with franchise operations in Bali, Indonesia, has signed a white label agreement to be a reseller of Flexiroam, for a minimum one-year term
- Bikago is a motorbike and scooter rental facilitator that partners with local bike franchisees to assist in providing rental services to tourists, seeking to professionalise the motorbike and scooter rental industry in Indonesia
- The agreement has an annual revenue commitment of A\$150k

Flexiroam Limited (ASX:FRX) (**Flexiroam** or the **Company**) is pleased to announce that it has signed a white label agreement with Singapore based motorbike and scooter rental company, Bikago. Under the agreement, Bikago will become a Flexiroam reseller, providing SIM cards, eSIMs and a connectivity solution to tourists arriving in Indonesia, under its own label “Bikago Mobile” as an upsell with any rentals that occur online or through its network of Bikago shops around Bali, and through additional channels such as its hotel partners, airline partners, OTA’s, etc.

Bikago is one of Indonesia’s most trustworthy bike and scooter rental agencies, partnering with local bike rental franchisees and supplying them with the resources to provide tourists with a fun, safe and well organised rental experience. This partnership will see Flexiroam’s SIM cards and eSIMs sold as a Bikago Mobile branded product through its website and local retailers as an upsell to its rental offerings. The contract has a term of one year, with an annual revenue commitment of A\$150k and a notice period of 30 days.

Bikago CEO, Simon Landsheer: “I am excited to be utilising Flexiroam’s SIM and eSIM solutions as a white label product for our customers. With our main target market being travellers, it is crucial they have access to the most reliable and stable connectivity solutions for our customers in Indonesia, we are certain this will grant the best of breed offering for our customers. The opportunity to use Flexiroam’s solutions as a white label product for our Bikago Mobile label is an exciting one and will push us toward being a leading one stop shop for our travel customers and further our strategic goal of professionalising the motorbike and scooter rental industry in South-East Asia.”

Flexiroam CEO & Executive Director Marc Barnett said: “I am pleased that Bikago has partnered with Flexiroam to provide data connectivity to tourists visiting Indonesia. Our white-labelled solution will see Bikago’s offering powered by Flexiroam’s network of operators, utilising Flexiroam’s network switching technology to ensure customers always receive the most stable and reliable connections available while travelling. With the addition of Flexiroam’s solutions to its services, Bikago will be able to provide an enhanced offering to its customers by offering our SIM and eSIM connectivity solutions as an upsell to travellers. This provides an obvious synergy with travellers often needing reliable data connectivity while abroad and further aligns with Bikago’s goal to professionalise the bike rental industry globally and become a premier one stop brand for travellers.

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“One of our objectives is to provide customised, white-labelled solutions for brands to resell world-wide, and this agreement provides an opportunity to scale across Indonesia and potentially other countries in the region as Bikago expands. Our team will continue to build a pipeline of white labelling opportunities with reseller partners across numerous verticals and geographies as demand continues to grow.”

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AUTHORISED BY THE BOARD OF DIRECTORS

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ABOUT FLEXIROAM

Founded in 2011 by Jeffrey Ong, 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 BIKAGO

Founded in 2014 Bikago is one of South East Asia’s most trustworthy bike and scooter rental companies, partnering with local bike rentals franchisees and supplying them with the resources to provide tourists with a fun, safe and well organised rental experience.

Bikago has a new mission to professionalise the bike rental industry world-wide and become the Premier brand for tourists to book their holiday bike rental with.

For further information, please visit <https://www.bikago.com/>