

## Quarterly update – March 2019

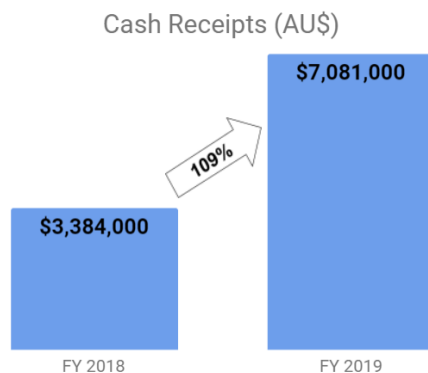
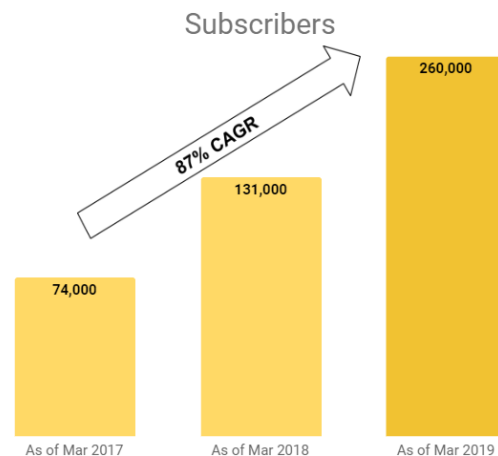
### Flexiroam Doubles Year on Year Cash Receipts

#### Key Highlights:

- Subscribers grew by 70,000 in Q4 FY19 representing 37% growth in that quarter and increasing the total subscriber base to 260,000.
- Cash receipts doubled between FY18 and FY19 as recurring consumer sales and corporate sales increased.
- The Company's exciting new eSim product was launched in February 2019

#### Accelerated Quarterly and Yearly Growth

Flexiroam subscribers grew by 37% in the March 2019 quarter bringing the total number of subscribers to 260,000. The Year on Year subscriber growth remains strong with a compounded annual growth rate of 87% over the last 2 years. Importantly, the level of subscribers is steadily increasing towards critical mass to enable the Company to become cash flow positive.



#### Cash Receipts Double Year on Year

Financial Year 2019 saw cash receipts increasing by 109% to A\$7,081,000 from the previous year and the highest cash revenue in the Company's history. The improved FY2019 cash receipts has come about through significant growth in recurring consumer data plan purchases and orders by new and existing distribution partners.

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# FLEXIROAM

## **Improved Operating Cash Flow Margin**

The operating cash flow margin showed an improvement from -72% in FY18 to -14% in FY19. This is indicative of efficiency improvements in operations as Flexiroam works towards building a larger user base to generate healthy recurring revenues.

## **Commercializing eSIM worldwide**

Flexiroam launched its eSIM plans in February 2019 on a selective geographic basis, with further roll-outs happening over a period of months. The product enables travellers to purchase eSIM digitally and receive the Flexiroam service virtually and instantaneously essentially removing lead time and logistical barriers. With the introduction of eSim, the Company will benefit from cost savings in material and delivery costs, and expects the improved convenience of instant supply to be well received by customers. Flexiroam is one of the pioneers to offer eSim data roaming plans worldwide.

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