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ASX:FRX

FLEXIROAM

2016 INVESTOR UPDATE

August 2016

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DISCLAIMER

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- Business Performance
- Potential of Data Roaming
- Flexiroam X Launch in APAC
- X Global Rollout
- New Partnerships Highlights

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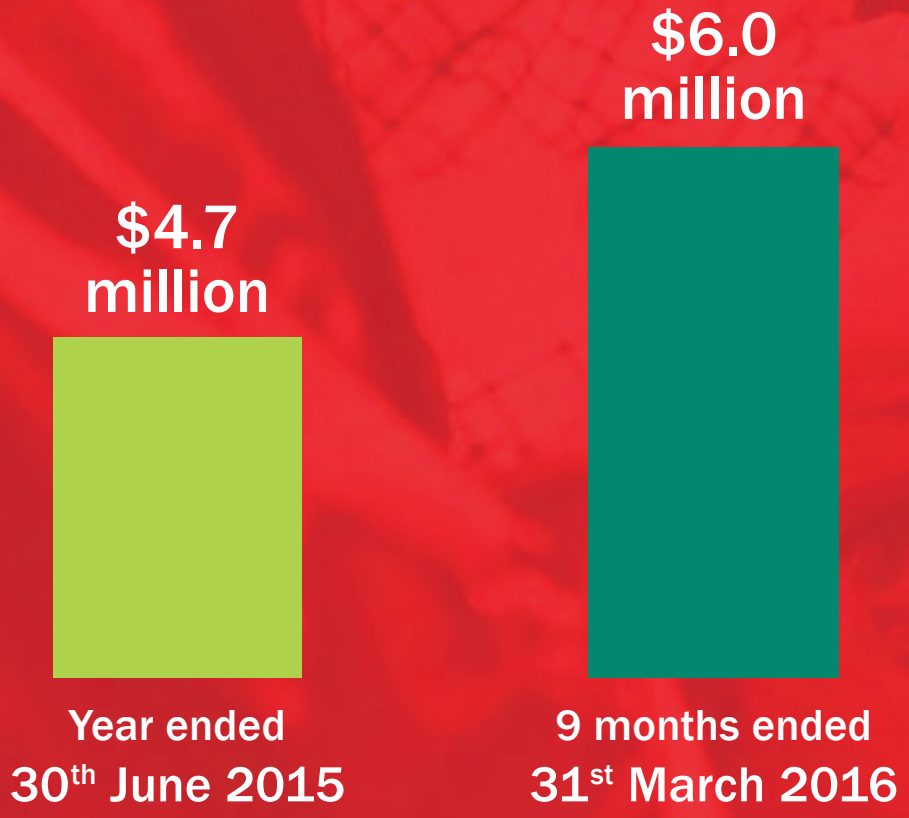
A Year of Revenue Growth



- Sales for the 9-month period ended 31st March 2016 increased by 27%, compared to the full year comparative results ended 30th June 2015.
- The increase in sales was primarily due to the increase in sales to travel agencies.

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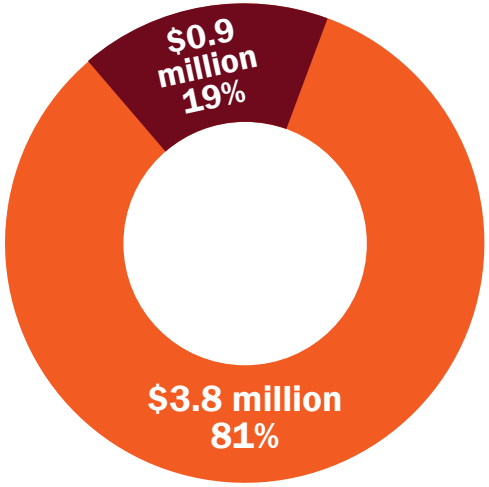
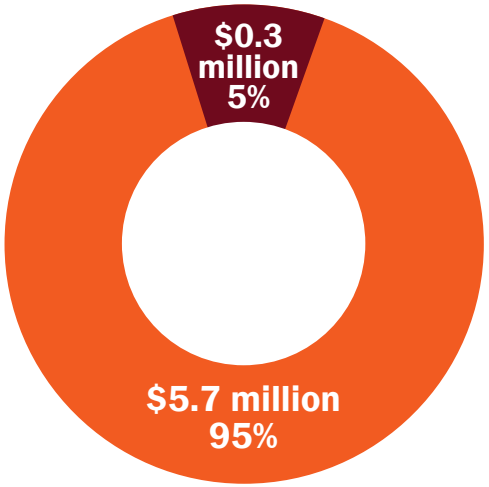
A Year of Strong Corporate Sales

Sales Breakdown
Year Ended 30th June 2015



Sales Breakdown
9 Months Ended 31st March 2016



Consumer Sales Corporate Sales

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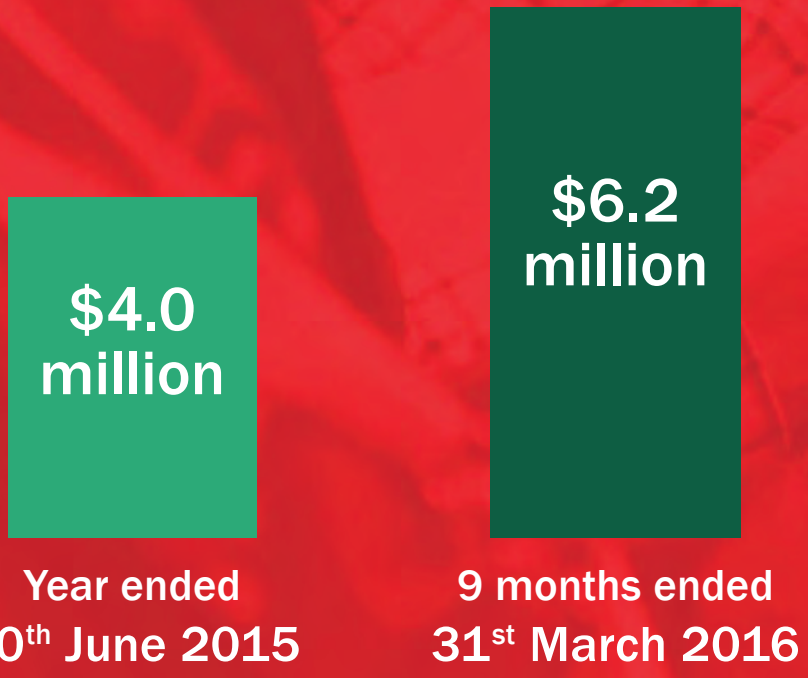
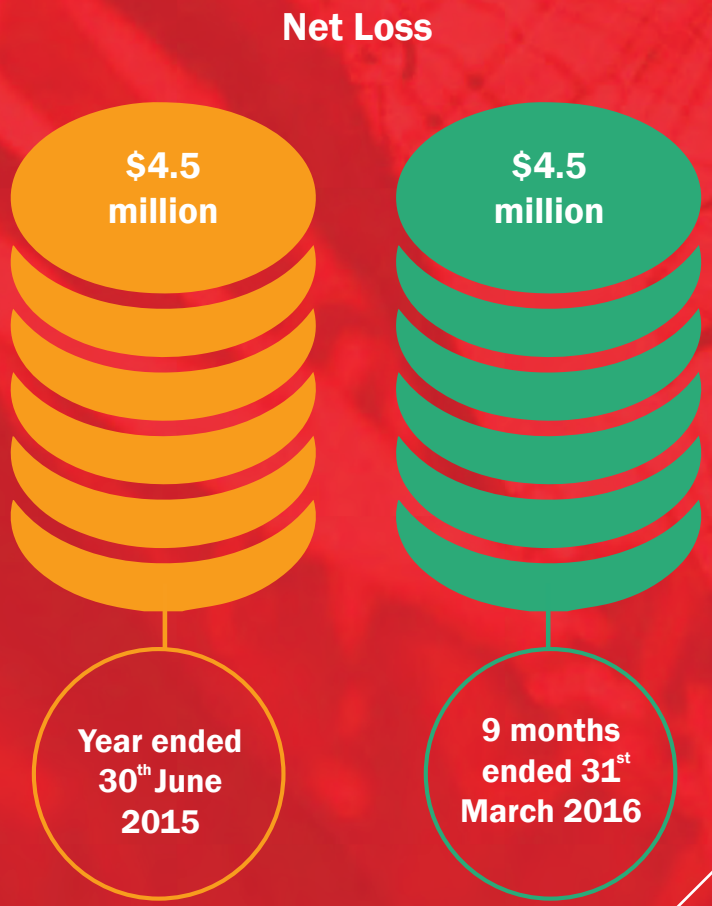
A Year of Aggressive Customer Acquisition



The 52% increase in cost of sales was attributed to the aggressive expenditure on customer acquisition costs, resulting in an accumulated subscriber base of 815,228 as at 31 March 2016

A Year of Managed Spending



- Loss for the period ended 31 March 2016 was caused by increased spending on personal expenses and a high expenditure on marketing and promotion

- Depreciation, amortisation and write-off of development expenditure and in tangible assets further widened the current period loss.

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Growth Moderation & Transition

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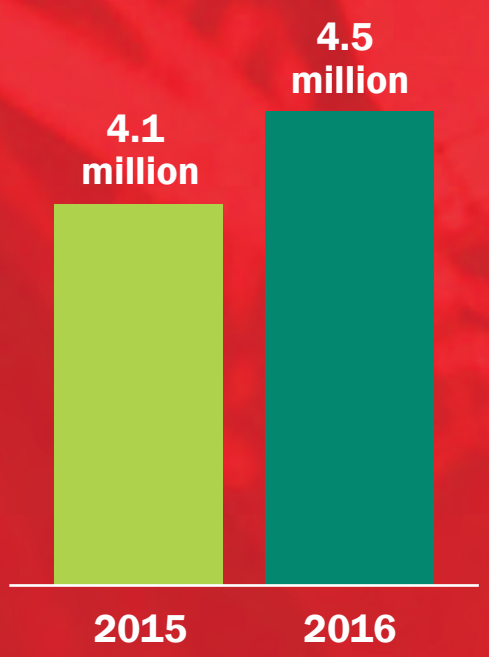
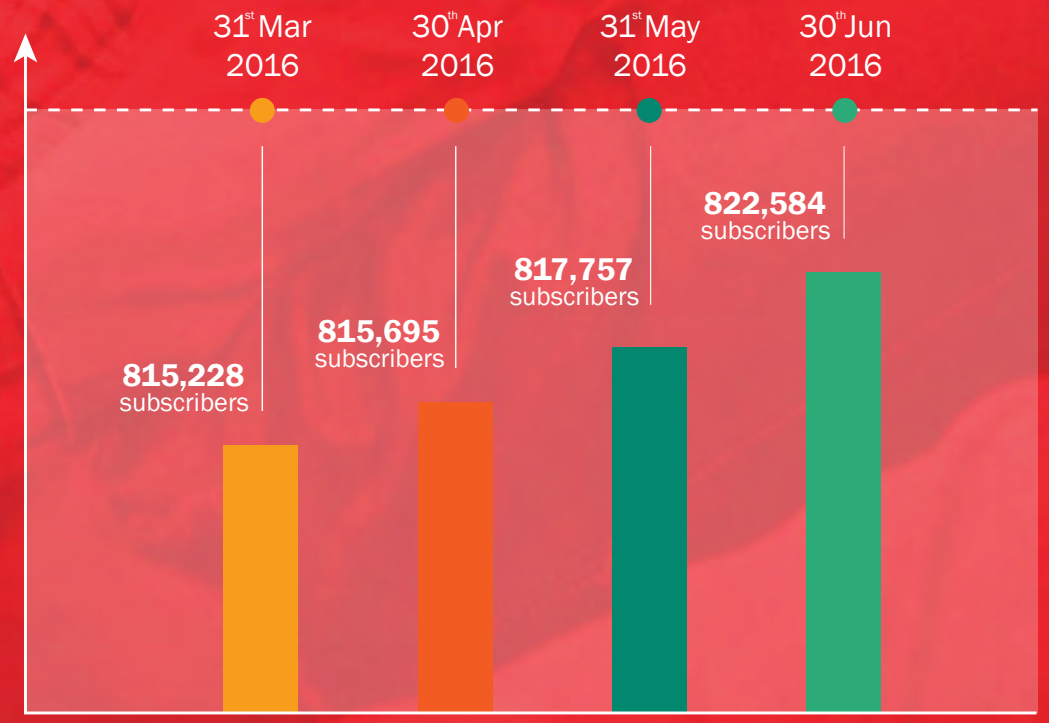
Growth moderation for demand in voice services, however remains a key feature for a comprehensive telco offering

Video Calls Traffic
(minutes)



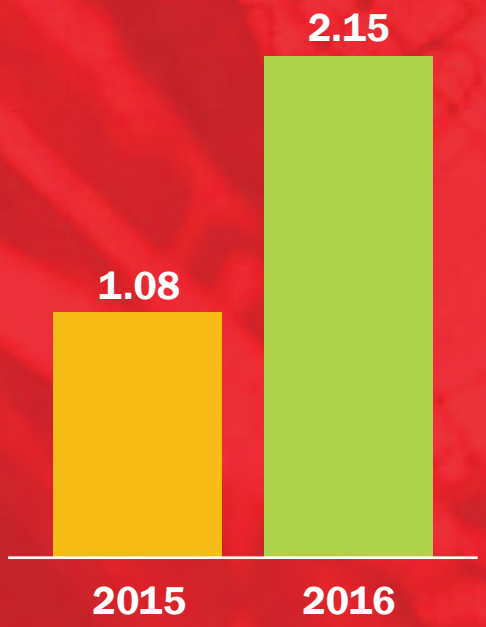
Subscribers



Shift in Demand for Data

Internal Demand

Data Traffic for Flexiroam Users
(Terabytes)



- **Robust growth data traffic indicates 20x greater demand for data**

POTENTIAL OF DATA ROAMING

Global Demand

Data Roaming **USD 18.9 billion** in 2019

Representing **37.8%** of global mobile data roaming revenue

- **Global demands for data soon to overtake voice demands**[1,2,3]

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Sources:
1. Flexiroam Research Data
2. http://www.prnewswire.com/news-releases/asia-pacific-mobile-pricing-benchmark-2015-service-market-research-and-excel-reports-286856051.html
3. http://www.ovum.com/press_releases/ovum-says-mobile-data-will-account-for-more-than-half-of-global-roaming-revenues-by-2019/

Streamlining Products To Seize Opportunity

FLEXIROAM X LAUNCH IN APAC

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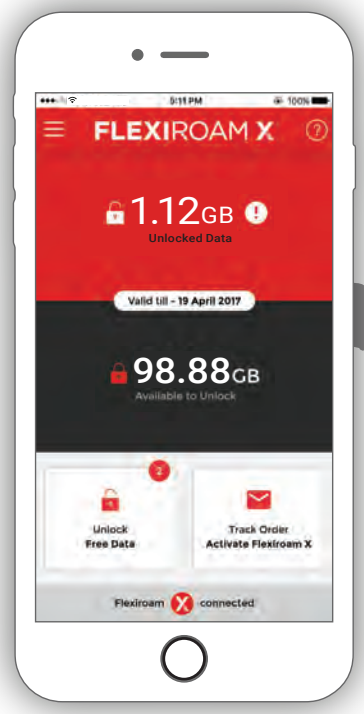

Flexiroam X

The FLEXIROAM X is a thin, microchip embedded film that, once applied to a user's existing SIM card, provides affordable data roaming in 100 countries.

Asia Pacific Data Roaming Market

USD$9 Billion

by 2019

Asia Pacific (2019 Forecast)

Market Size

265.7 million outbound travels[2]

Mobile Roaming Revenue

US$16 billion[4]

Data Roaming Revenue

US$9 billion[4]

2. Derived internally by Flexiroam from MasterCard: http://www.masterintelligence.com/content/intelligence/en/research/reports/2014/the-future-of-outbound-travel-in-asia-pacific.html#ft1
4. Derived internally by Flexiroam from: http://www.satellitetoday.com/telecom/2010/09/24/mobile-roaming-to-generate-67-billion-in-revenues-by-2015/

Product Optimization & Enhancement

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Tech News Portals and Influential Bloggers

TallyPress.com

TallyPress: Xperience the World With Free Data Roaming

The urge and excitement of travelling has been spreading like wildfire and an indispensable companion or utmost priority for all travel bugs when gallivanting across the globe is to ensure...

21st July 2016

No Set Address
One family's journey from ordinary to extraordinary!

No Set Address: What is Data Roaming? How too avoid Bill Shock!

What is data roaming? Put simply, data roaming is the use of your mobile phone's data whilst connected to a network provider different to your own. Typically this happens when you travel overseas.

16th July 2016

BENJIAUS

BENJIAUS: Roaming in Italy

It uses a brand new technology, which is a thin microchip film that you apply to your own SIM card. Available on android and iOS, it's really easy to set up.

28th June 2016

This Island Life: Introducing the new SIM travel hack

Flexiroam X is a thin microchip embedded film that you stick on your SIM card, which enables you to stay connected in over 100 exotic locations across the globe, and allows you to use your phone...

15th June 2016

Says.com: Here's An App That Gives You 100GB Of Free Roaming Data Worldwide

What's the FIRST thing you worry about when you've landed in a foreign country?

10th June 2016

D'MARGE

DMARGE: FLEXIROAM X is the new device saving travellers from expensive data

A revolutionary roaming solution is set to redefine the way travellers stay connected while abroad, making a caffeine hit the only reason you'll need a coffee shop.

8th June 2016

RESULT

Australia used as a testbed for quality acceptance before global rollout

High conversation of 40% from free signup to paying customers signifying positive quality acceptance

Global Rollout (Aug Onwards)

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Began Shipping to 100 countries around the world from initial 8 countries due to high foreign demand

RESULT

Currently serving customers demands in over 45 Countries

Product Optimization & Enhancement

X GLOBAL ROLLOUT

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Based on customer demand and feedback FLEXIROAM X now covers

113 Countries

Service enhanced to now offer 4G speeds in

56 Countries

Coverage List

- Albania 4G
- Anguilla
- Antigua And Barbuda 4G
- Argentina
- Armenia
- Aruba
- Australia 4G
- Austria 4G
- Bangladesh
- Barbados
- Belgium 4G
- Brazil
- Brunei
- Bulgaria
- Canada 4G
- Cayman Islands 4G
- China 4G
- Colombia
- Croatia
- Cyprus
- Czech Republic 4G
- Denmark 4G
- Dominica
- Ecuador
- El Salvador
- Estonia 4G
- Faroe Islands
- Fiji
- Finland 4G
- France 4G
- French West Indies
- Georgia
- Germany 4G
- Ghana 4G
- Gibraltar
- Greece 4G
- Grenada
- Guyana
- Haiti
- Hong Kong 4G
- Hungary 4G
- Iceland
- India
- Indonesia
- Ireland 4G
- Isle of Man 4G
- Israel 4G
- Italy 4G
- Jamaica
- Japan 4G
- Kazakhstan
- Kenya
- Kuwait
- Kyrgyzstan
- Laos
- Latvia 4G
- Lesotho
- Liechtenstein
- Lithuania 4G
- Luxembourg 4G
- Macau
- Malaysia 4G
- Malta 4G
- Mexico
- Montenegro
- Montserrat
- Netherlands 4G
- Netherlands Antilles
- New Zealand 4G
- Nigeria
- Northern Cyprus 4G
- Norway 4G
- Pakistan
- Panama
- Papua New Guinea
- Peru
- Philippines 4G
- Poland 4G
- Portugal 4G
- Puerto Rico 4G
- Romania 4G
- Russian Federation 4G
- Saint Kitts And Nevis
- Saint Vincent And the Grenadines
- Samoa
- San Marino 4G
- Saudi Arabia 4G
- Serbia
- Singapore 4G
- Slovakia
- South Africa 4G
- South Korea 4G
- Spain 4G
- St Lucia
- Suriname
- Sweden 4G
- Switzerland 4G
- Taiwan 4G
- Tajikistan
- Thailand 4G
- Tonga
- Trinidad And Tobago
- Turkey 4G
- Turks And Caicos Islands 4G
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom 4G
- United States 4G
- Uzbekistan
- Vanuatu
- Virgin Islands British
- Virgin Islands U.S. 4G

* List subject to change

Brand Build through Global Partnerships

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NEW PARTNERSHIP HIGHLIGHTS

- TripAdvisor is the world's largest travel site having 340 million unqiue monthly visitors with 350 million reviewer and opinions
- Brand association with TripAdvisor building global consumer trust
- Flexiroam to integrate its App with TripAdvisor's platform over API (Application Programming Interface) to deliver location based content to the mobile users [1]

- Global association consisting of 95 government related tourism bodies, 29 international airlines, 63 educational institutions with over 17,000 travel professionals throughout Asia Pacific
- PATA partners include TripAdvisor, Visa Worldwide and Bangkok Airways
- Flexiroam will leverage on PATA's network, brands and insights at innovative events [2]

Sources:
1. https://www.tripadvisor.com/PressCenter-c4-Fact_Sheet.html
2. https://www.pata.org/pata-to-focus-on-the-young-tourism-professional-in-2017/

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FLEXIROAM

Jefrey Ong
CEO
+60-16-328-9941
jef@flexiroam.com

Jason Khoo
VP, Business Development
+60-16-686-8965
jason@flexiroam.com

FLEXIROAM Limited (ASX: FRX)
ACN 143 777 397

79 Broadway
Nedlands WA 6009

Phone: +61-8-63892688
Email: support@flexiroam.com
Website: www.flexiroam.com