

## Strong Quarterly Active User Growth and Operational Updates

### Highlights:

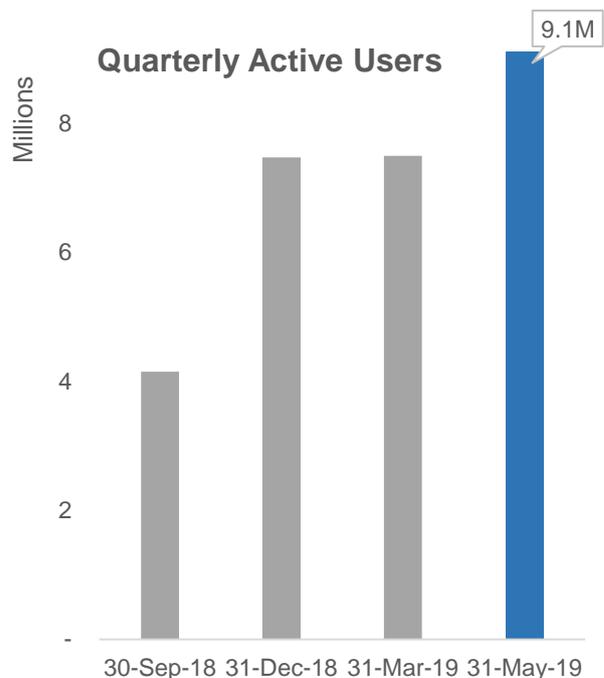
- Quarterly Active Users reaches 9,115,717 for the three-month period ending 31 May, representing a 21.6% increase on the Q3 FY19 Quarterly Active Users
- Vodacom deploys the Syntonic Revenue Generation Platform™ to enable data-free use of the TurnUp Music service
- Reseller agreement with Asia Quattro Net to enable data-free access within Telkomsel's consumer application which will be available to 193.6 million subscribers in Indonesia
- New partnership agreement with Opari, following the spin-out of the Opari business unit from Tata Communications

**Seattle, United States – Syntonic Limited (“Syntonic” or “Company”) (SYT.ASX)**, a mobile platform and services provider, is pleased to provide an update on its Quarterly Active Users (“QAU”), and recent developments with Vodacom, Pt. Asia Quattro Net (“AQN”) and Opari Inc. A complete customer and partner update will be reported in the Company’s Q4 FY19 report.

### Quarterly Active User Growth

QAU measures the revenue bearing potential from active and/or activated Syntonic services, i.e. actively used applications, activated Software Development Kits (“SDKs”), and deployed white-labelled applications, as well as consumers using the Syntonic Revenue Generation Platform (“RGP”) for mobile purchases.

The QAU of Syntonic’s RGP was 9,115,717 for the three months to 31 May 2019. This represents a 21.6% increase compared to the three months ending 31 March 2019 and a return to strong growth following the impact of seasonally lower consumer spending during Q3 FY19. This positive growth is expected to continue during the remainder of Q4 FY19 and beyond.



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**Gary Greenbaum, CEO and Managing Director of Syntonic, commented:**

“QAU growth during the last three months demonstrates that mobile consumer spending and usage are returning to normal levels after the seasonally slower third quarter. Our RGP penetration continues to gain traction following Vodacom’s launch of its new music service and a new reseller agreement with AQN taking Syntonic into the largest mobile market in Southeast Asia.

“We are delighted that Opari continues to be a strong advocate of Syntonic technologies following their spin-out from Tata Communications, and we look forward to continuing to power the *opari* platform with ‘the Syntonic RGP.’”

**Vodacom launches Syntonic RGP**

Vodacom Group Limited (JSE: VOD, “Vodacom”) has deployed data-free versions of the TurnUp Music web and mobile application properties using the Syntonic RGP for sponsored data and data rewards services. The launch also marks the first deployment of Syntonic’s Sponsored Web™ technology, initially demonstrated at Mobile World Congress 2019 in February.

The TurnUp Music Service is a music offering focused on promoting local talent and undiscovered artists. The TurnUp application on Samsung smartphones, as well as the TurnUpMusic.com website, is offered free of mobile data charges, exclusive to Vodacom’s 20.3 million mobile data customers, representing more than 40% of the South African telco market<sup>1</sup>.

Syntonic’s Sponsored Web is an innovative technology that enables carriers to zero-rate any third-party website using the standard on-phone browser and facilitates a host of new and interesting sponsorship opportunities, such as ad-supported content access. Unlike most other in-market solutions, Syntonic Sponsored Web does not require any modifications to browsers, web sites, or the carrier network.



**New reseller agreement with AQN**

Syntonic has signed a reseller agreement with Syntonic’s Indonesian partner, PT. Asia Quattro Net. The AQN agreement provides non-exclusive rights for AQN, a solutions integrator, to promote, market, and resell Syntonic technologies. The initial project is to enable data-free access using the Syntonic SDK™ into a consumer application of Southeast Asia’s largest mobile carrier, Telkomsel Indonesia, with over 193 million mobile subscribers.<sup>2</sup>

<sup>1</sup> Vodacom’s “Annual Results for year ended 31 March 2018” presentation

<sup>2</sup> [Telkomsel Annual Report 2017](#)

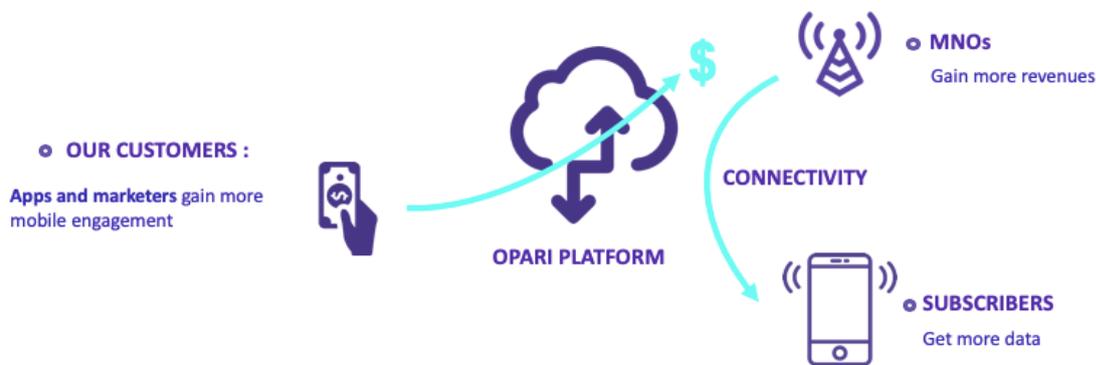
The one-year Agreement represents the initial phase of a project engagement with AQN. While revenue from the Agreement is not expected to be material in this initial phase, the Syntonic team is in discussions with AQN to expand the Agreement to include additional Syntonic technologies and functionality into Telkomsel's consumer application. Syntonic will update the market as these discussions progress.

### New partnership Agreement with Opari

Syntonic has signed a new partnership agreement with Opari Inc., following the spin-out of the Opari business unit from Tata Communications, Inc. to create a standalone entity that focuses on digital commerce and the online economy.

Opari provides an open digital commerce platform, branded *opari*, connecting the online economy to service providers. Opari is a privately-held company operating on three continents, with teams in France, Canada, the United States and South Africa.

In addition to the partnership agreement, Syntonic is in discussions with Opari regarding an agreement to expand the scope of the white labelled Syntonic RGP license for the *opari* platform to include digital commerce. Syntonic will update the market as these discussions progress.



*opari* powered by the Syntonic Revenue Generation Platform

### About Syntonic

Syntonic Ltd (SYT.ASX) is a Seattle-based software company which provides easy-to-deploy mobile services for telecommunication carriers to generate more revenue from mobile data and participate in the app economy. Syntonic has created the world's leading unified mobile revenue platform spanning mobile advertising, content monetisation, mobile commerce, and expense management for enterprise mobility. Syntonic's carrier-grade service has been designed with high availability, scalability and 100% revenue assurance in mind. The Syntonic platform has been deployed and validated on the world's largest networks.

To learn more about Syntonic, visit [www.syntonic.com](http://www.syntonic.com).

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### **About Vodacom**

Vodacom is a leading African communications company providing a wide range of communication services, including mobile and fixed voice, messaging, data, financial, Enterprise IT and converged services to 103 million customers. With roots in South Africa, Vodacom has grown its mobile network business to include operations in Tanzania, the DRC, Mozambique, Lesotho and Kenya. Vodacom's mobile networks cover a population of over 284 million people.

Vodacom is majority owned by Vodafone (64.5% holding), one of the world's largest communications companies by revenue.

For more information about Vodacom, visit [www.vodacom.com](http://www.vodacom.com).

### **About AQN**

PT. Asia Quattro Net (AQN) is a Solution Integrator company based in Indonesia. Since it is founded in early 2005, the company has successfully helping partners and customer implement telecommunication and technology solutions, VAS platforms, digital services. Some customers are Indonesia mobile operator like Telkomsel, XL, Indosat, Three, Axis, as well as services providers and enterprises.

For more information about AQN, visit [www.asiaquattro.net](http://www.asiaquattro.net)

### **About Opari**

Opari provides an open digital commerce platform connecting the online economy to service providers. It's a marketplace for publishers, marketers, and the online economy to engage with mobile subscribers. Opari is a privately-held company headquartered in Montreal, Quebec. It was initially incubated and was then spun out of Tata Communications. Opari currently operates on three continents with teams in France, Canada, The US and South Africa.

For more information about Opari, visit [www.opari.io](http://www.opari.io)

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