FLEXIROAM

ASX:FRX

The Globally Unified Voice & Data Provider

INVESTOR UPDATE

June 2017

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KEY MILESTONES

FLEXIROAM (**ASX:FRX**) is the **fastest growing budget roaming provider** in Asia Pacific.

Offering **borderless data** in over **100 countries** at **a fraction of the cost** of the traditional roaming.

Access to **over 580 network operators. 100+ travel industry partners.** Customer in **over 40 countries.**

March 2011
Official Launch in Malaysia

June 2015
Listing on ASX

April 2016
Patent on Flexiroam X filed

June 2016
Flexiroam X Data Roaming App Launch

August 2016
Data roaming coverage in 100 countries. 4G in 56 countries

March 2017
Launch of New and improved Flexiroam X

AFFILIATES

PROBLEMS WITH CURRENT ROAMING SOLUTIONS

Conventional Mobile Roaming

- Expensive.
- Risk of Bill Shock.

Public WiFi

- Limited access.
- Charges may apply.
- Security Risk.

Overseas SIM Cards

- Complicated plans and set up.
- Data access in one country per SIM.

Mifi Devices

- Bulky.
- Expensive deposits.
- Risk of Loss.

FLEXIROAM X MICROCHIP

- Flexiroam X is an **ultra thin 0.08mm** microchip.
- **Apply once** on top of an existing SIM to enable data roaming in **over 100 countries.**
- **No more hassle** of buying and changing SIMs every time you travel.
- Offers **convenient** & **secure** connectivity.

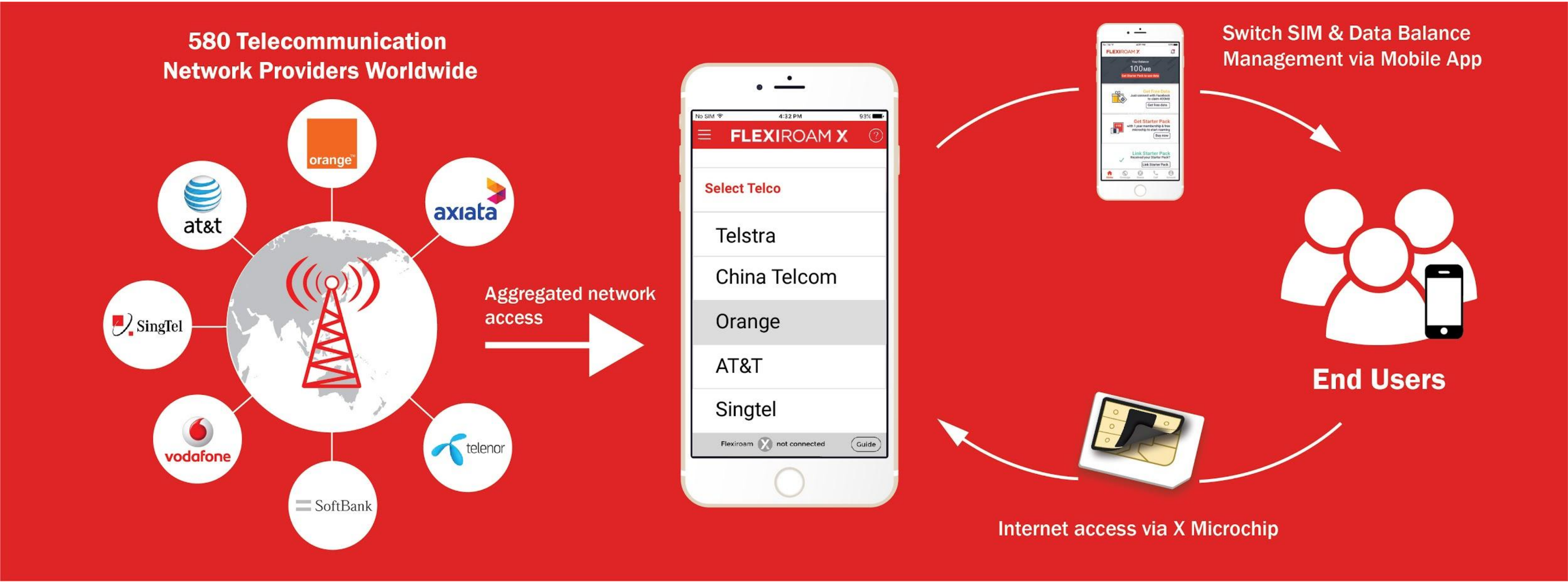
International Security Certification

Encryption
- Messages are encrypted with International standards
- Unique encryption key for every embedded microchip

Confidential/Privacy
- 2 level encryption for OTA transmission providing end-to-end data encryption security

Secured
- Anti-Tearing & Applets isolated by firewalls
- Support X.509 personal certification - 16 PINS & KEYS protection

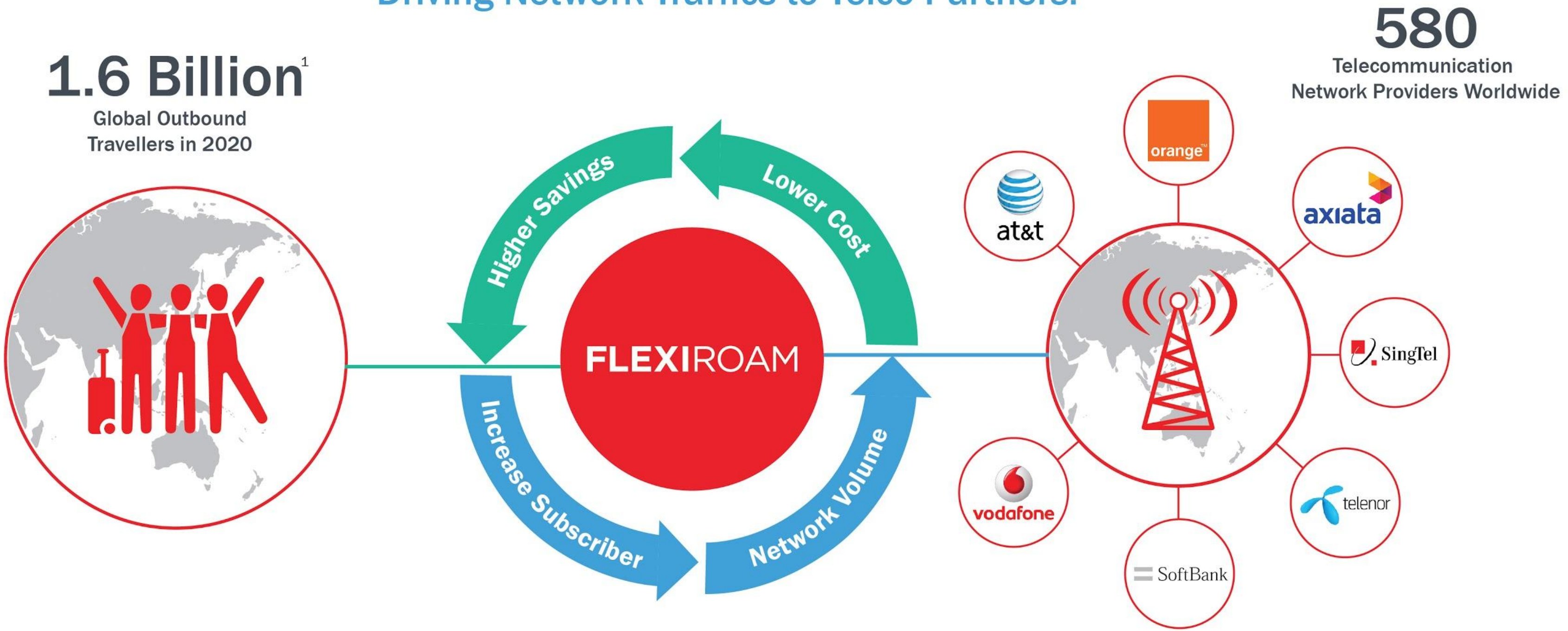
FLEXIROAM VIRTUAL INFRASTRUCTURE



*Disclaimer: Phone manufacturers logo shown are examples only.

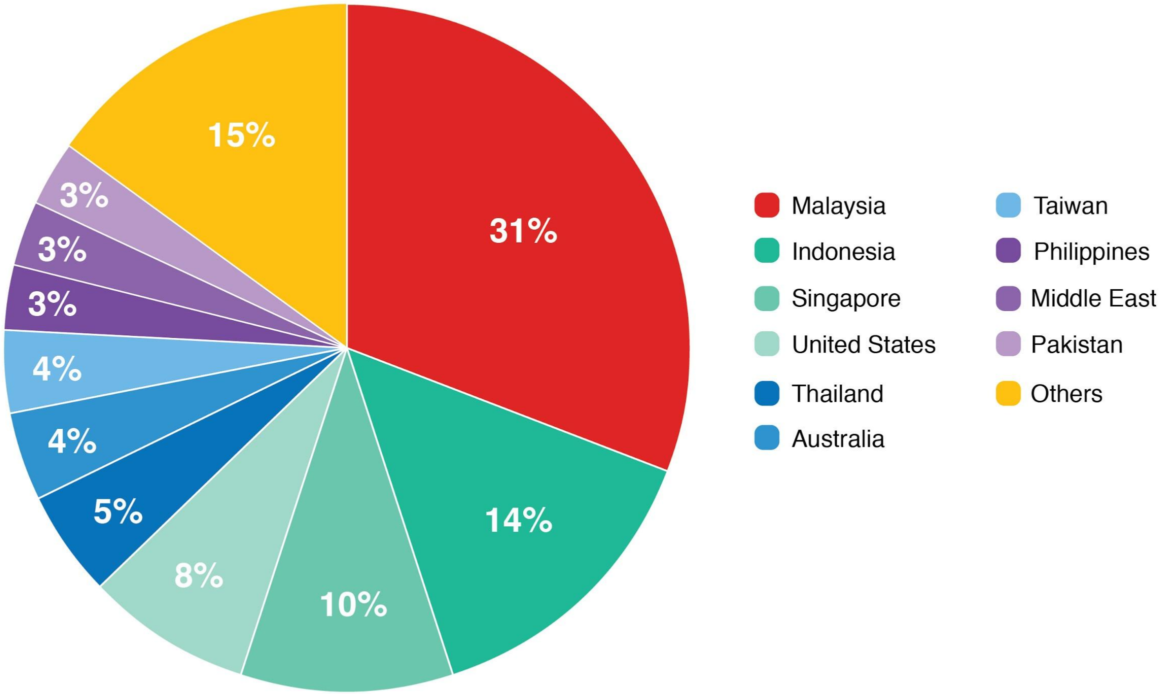
FLEXIROAM BUSINESS MODEL

Increasing Savings for Travellers by
Driving Network Traffics to Telco Partners.



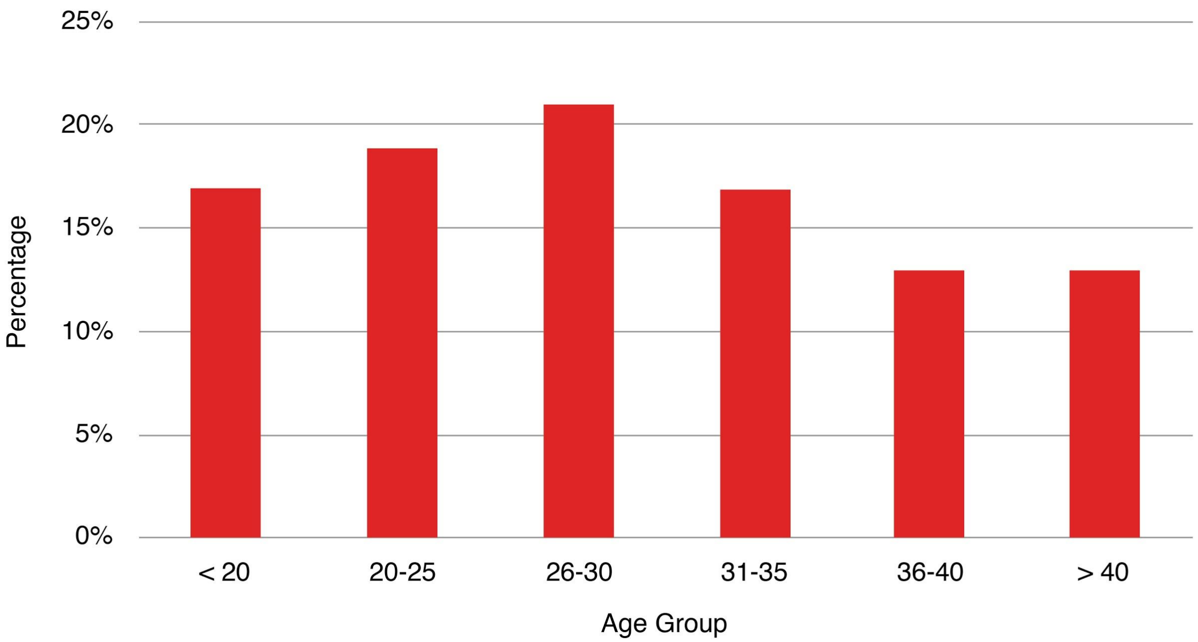
1:http://www.amadeus.com/media/travel_gold_rush_2020/Goldrush_big.jpg

FLEXIROAM X SUBSCRIBER GEOGRAPHICAL SPREAD



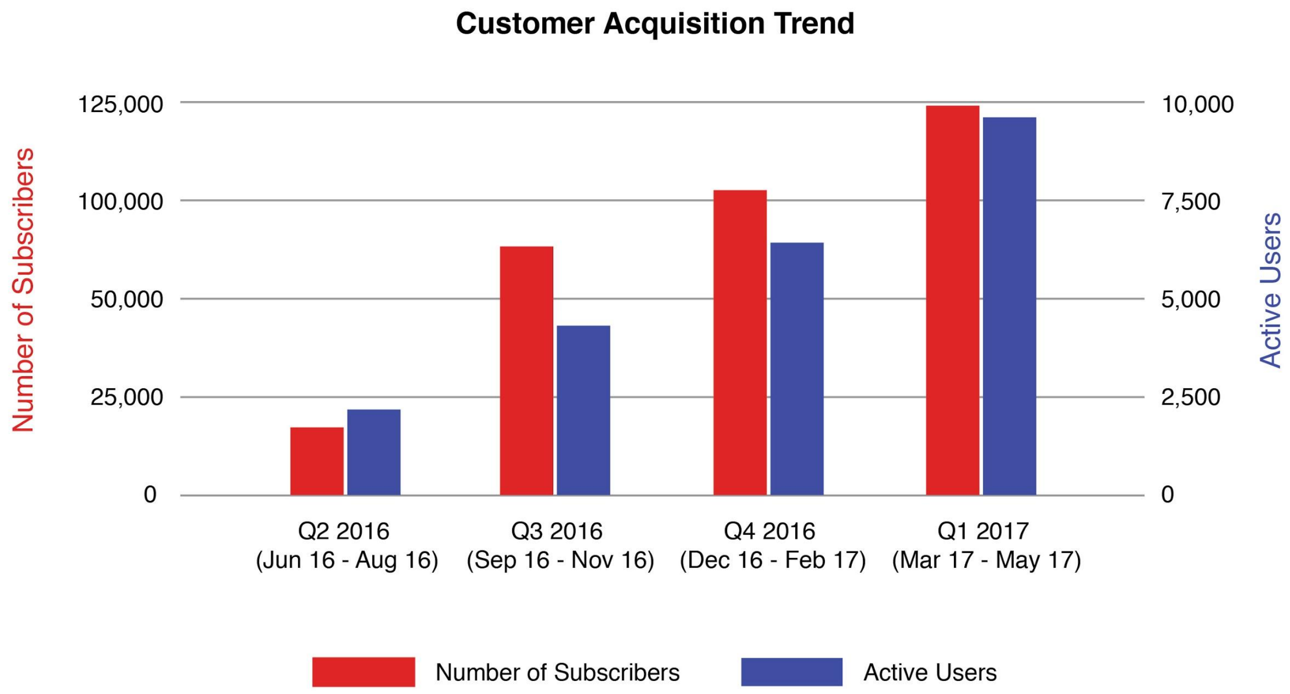
63% of subscribers are based in emerging countries in Southeast Asia followed by developed countries such as United States and Australia constituting about 12%.

FLEXIROAM X SUBSCRIBER DEMOGRAPHIC



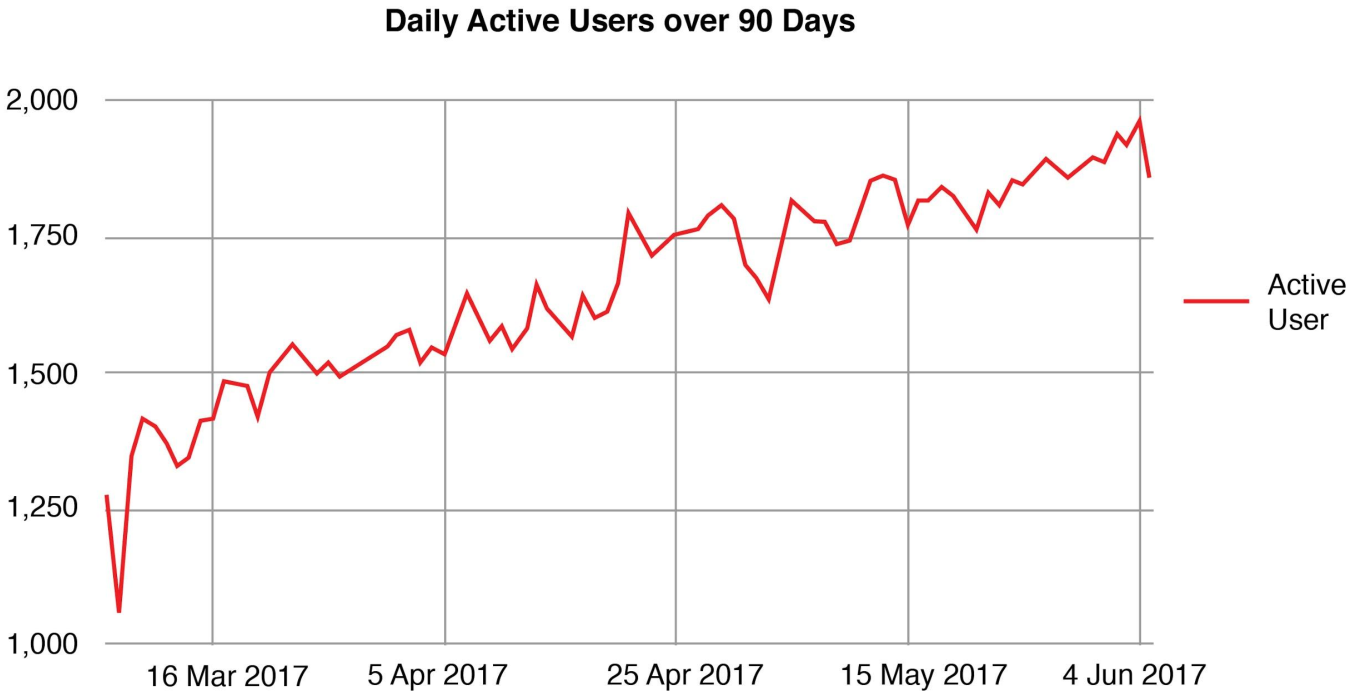
57% of subscribers fall in the age groups between 20-35 years of age due to higher acceptance of new products within this age category. **These age groups are often the catalyst to influence adoption of new technologies by users in other age groups**

FLEXIROAM X SUBSCRIBER GROWTH



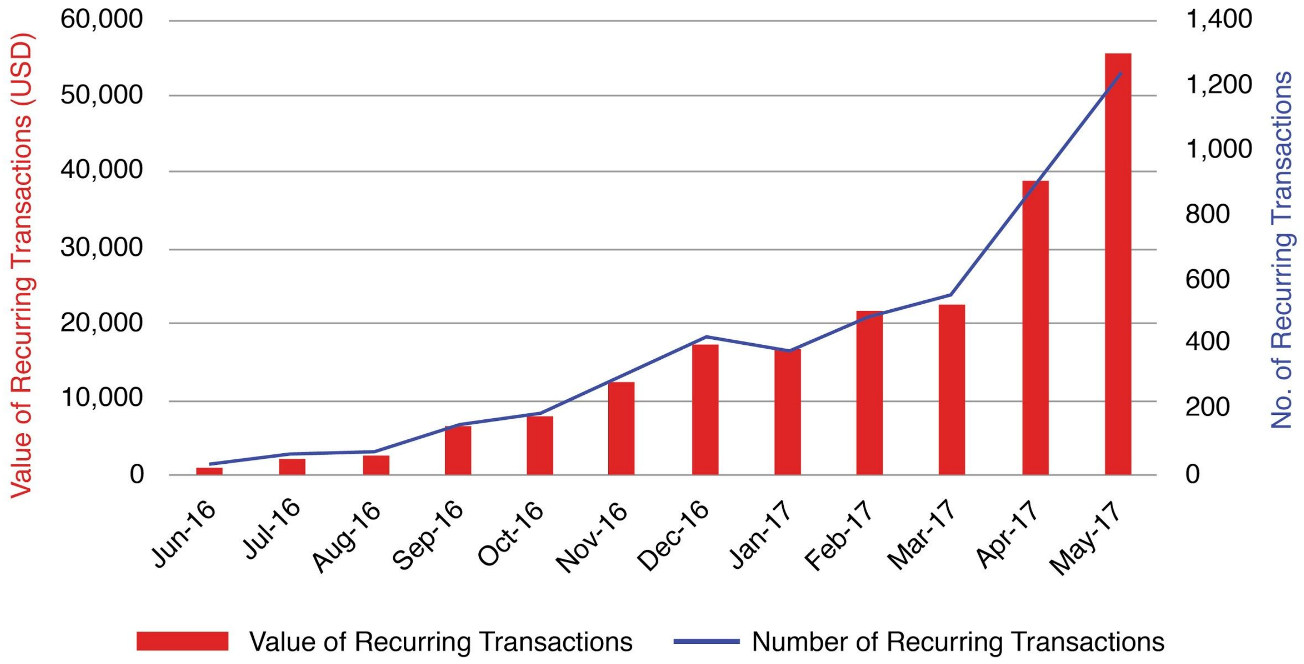
Since its launch in June 2016, FLEXIROAM X has seen an average quarter on quarter growth of **102.8% in its subscriber base and 80.2% in the number of active users** for the past 12 months.

FLEXIROAM X DAILY ACTIVE USERS



Past 90 day between Mar 2017 to Jun 2017 has seen a **56% increase of daily active users from 1250 to 1950**. The overall trend of daily active users increase is attributed to growth of user base.

FLEXIROAM X RECURRING REVENUE GROWTH



Between Mar to May 2017 the **value of recurring transactions grew by 150% from US$20,000 to US$50,000.** In May 2017 the number of **recurring transactions per month exceeded 1,200 with a average value of over US$41 per recurring transaction.**

FLEXIROAM X *CUSTOMER LOYALTY AND VALUE SUSTAINABILITY*

Strong Customer Retention

33.7%
Customers made Subsequent purchases

1.8 Transactions
Average subsequent purchases Per recurring customer

High Recurring Revenue

57.5%
Of Total Revenue derived from recurring purchases

US$41
Average Revenue per recurring purchase

NEW MASS MARKET STRATEGY (APRIL 2017)

Towards Sustainable Mass User Acquisition

New Package - *Flexiroam X lite pack*

(X Microchip, 100mb of data, 1 Year activation period)

- Low barriers of entry product, entry price of $5 only

New Distribution Model - *Partner Program 2.0*

- Minimum upfront purchase with recurring incentivize for each successful distribution and activation

Partner Program Performance (Apr-May 2017)

- 35%. Lite upack sers made subsequent data topup

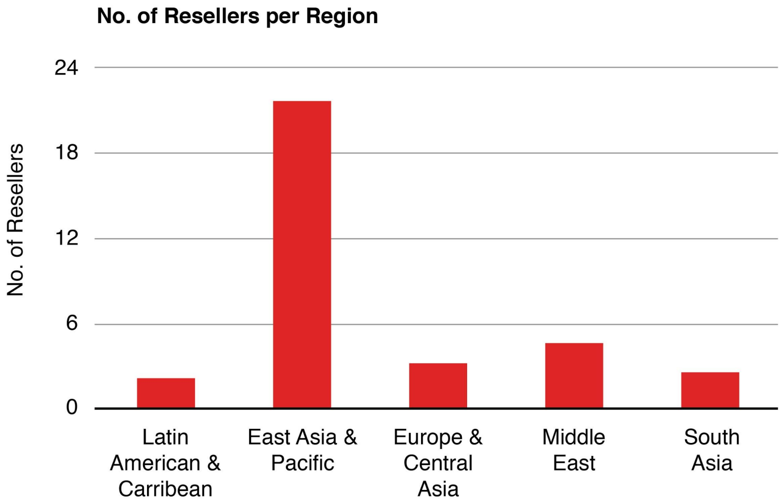
20,300 ORDERS MADE → **12,635** PACKS DISTRIBUTED → **728** PACKS ACTIVATED BY USERS → **257** RECURRING PURCHASES BY USERS

NEW MASS MARKET STRATEGY (APRIL 2017)

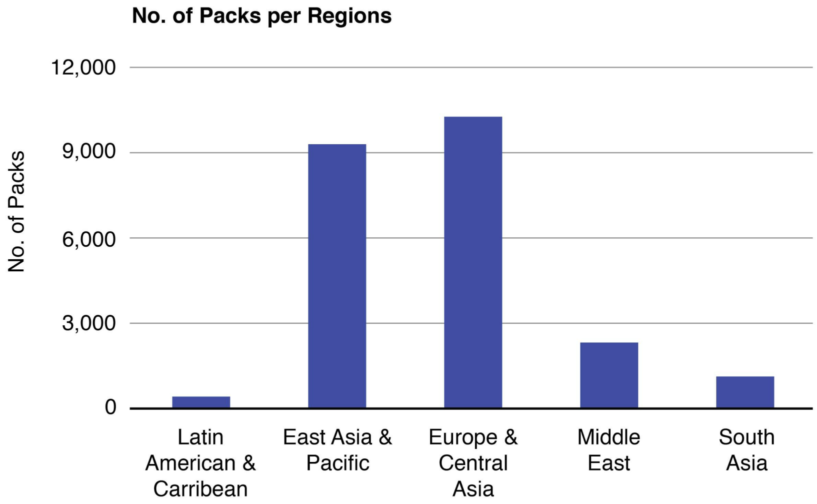
International distribution through global partnerships

Partner Program 2.0

Global distribution has reached **33 distributors from 14 countries**



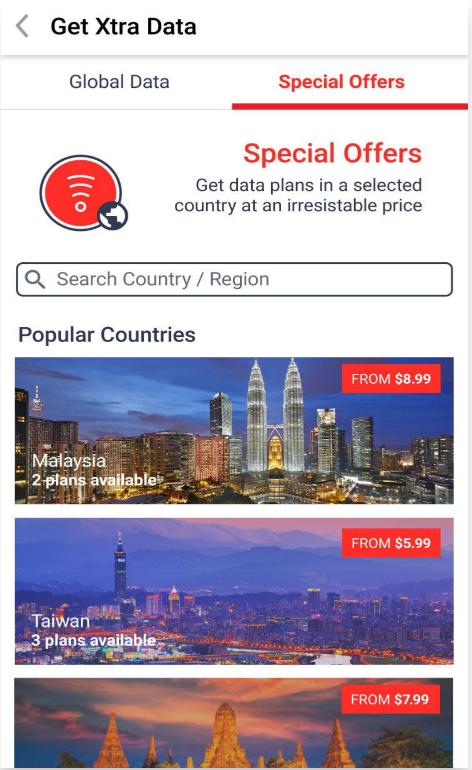
Majority of resellers in East Asia & Pacific with as many as 21 in the region

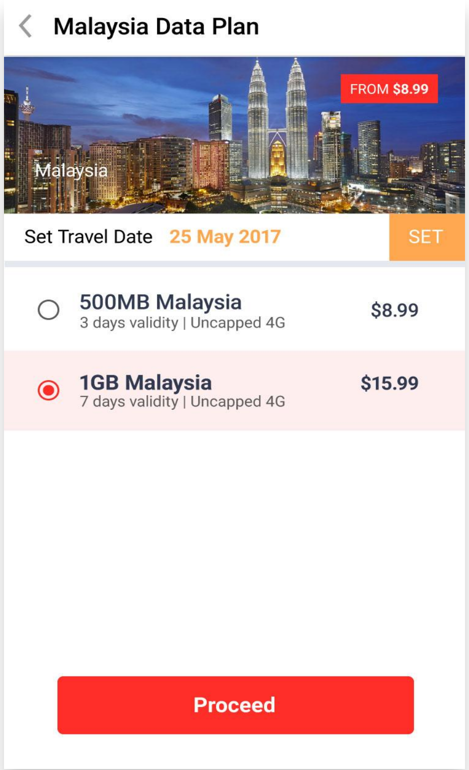


Most number of packs distribution in Europe & Central Asia amounting to 10,200 packs.

WIDENING MARKET SEGMENT

Introduction of low price data plan to target a USD 496 billion international leisure travel market[1].





- Country specific data plan for popular travel destinations
- Low data prices to rival local SIM card offerings
- Flexible & dynamic promotional offerings

Existing & Upcoming Plan Comparison

	Existing Plans	Upcoming Plans
Coverage	Global	Country Specific
Target Segment	Frequent Travelers	Budget Travelers
Value	Convenience	Price
Plan Duration	Up to 1 Year	Less than 10 days

1. Calculation derived from the data of World Travel & Tourism Council report; 'Travel and Tourism Global Economic Impact and Issues 2017'

AFFILIATE PLATFORM (Q3 2017)

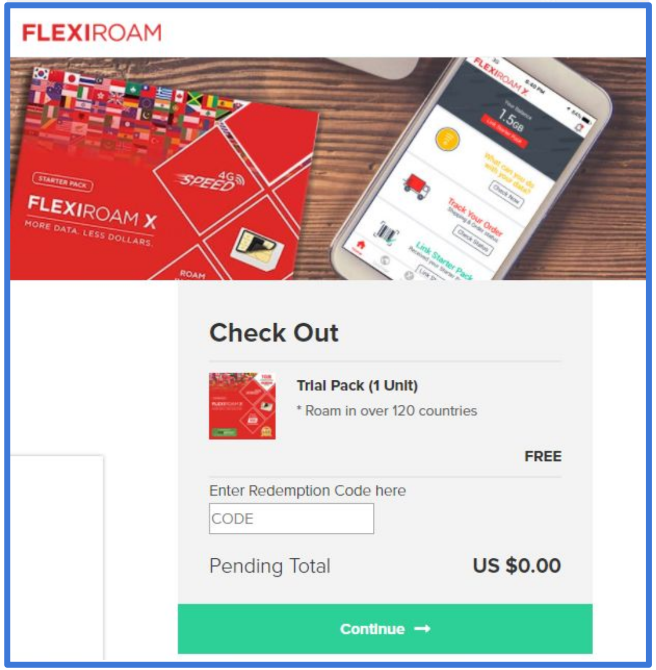
Forging partnerships with online & offline travel industry titans

Partner Integration with FRX affiliate platform

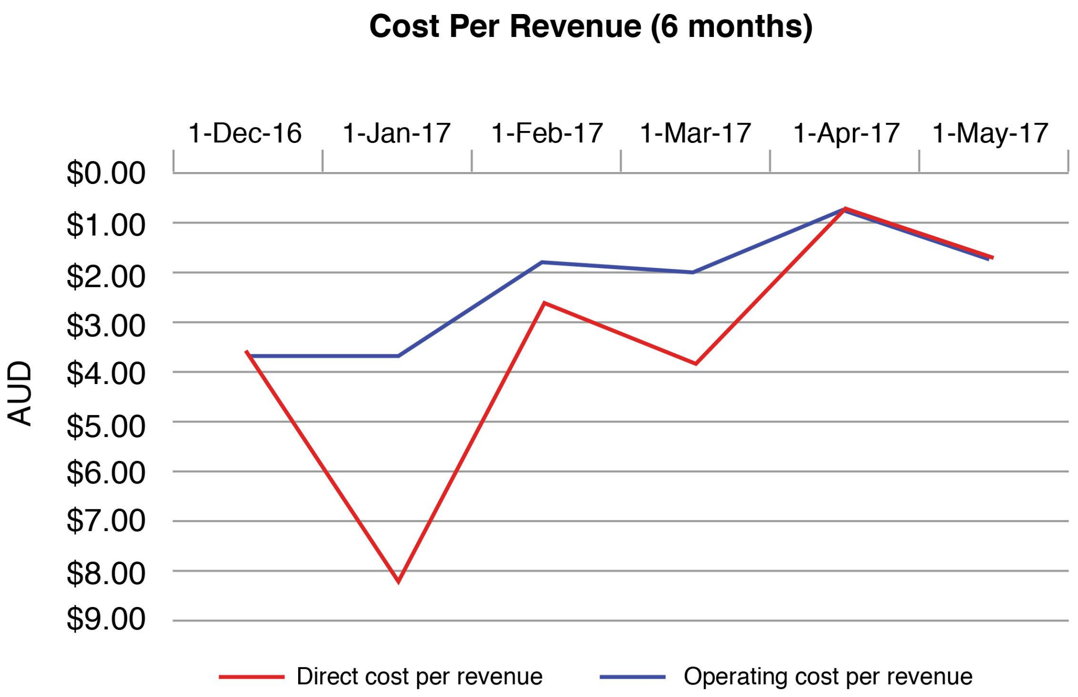
Partner promote Flexiroam X to their customer base

Partner enjoy commission for each transaction made through affiliate portal

Partner with Travel Industry Affiliates (Airlines, Online Travel Portals, etc.)



TOWARDS CASH FLOW POSITIVE



The **cost per revenue over the past 6 months has been decreasing** due to increasing revenues coupled with reduction in direct cost and consolidation of operation cost

CORPORATE OVERVIEW

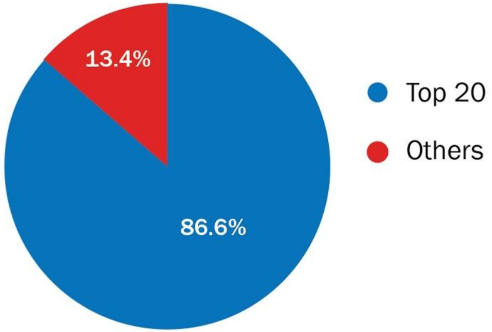
CAPITAL STRUCTURE as of 8 June 2017	
Listed on ASX	June 2015
Share on Issue	193.69 million
Share Price	A$0.08
Market Capitalisation	A$15.495 million
Share Price High/Low (52 weeks)	A$0.16 - A$0.08
Cash balance as at 31st March 2017	A$ 3,145,770

*Disclaimer
The figures above are derived from
https://www.bloomberg.com/quote/FRX:AU accessed on 8 June 2017
Figures for illustration purpose

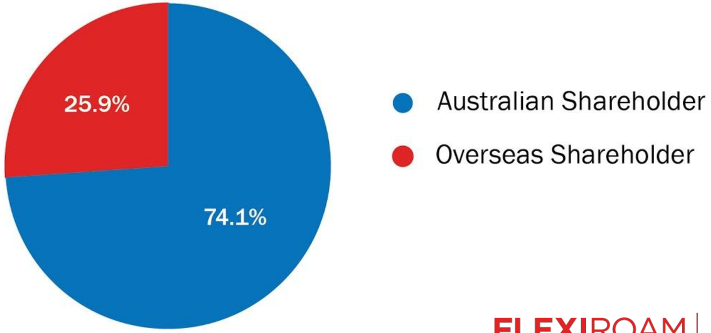
6 months Share Price Performance

*7 Dec 2016 - 7 Jun 2017

SHAREHOLDING BREAKDOWN



SHAREHOLDERS Breakdown by location



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