

21 April 2017

Company Announcements Office  
ASX Limited

### Key Performance Highlights

- Flexiroam Limited (“the Company”) reports a 52% increase in total sales revenue over the December 2016 quarter, with corporate sales the key contributor, having increased by 185%. Sales generated from retail business increased by a more modest 27% for the quarter.
- Research and development costs were maintained at a level similar to the previous quarter.
- The cash outlay for product manufacturing and operating costs rose significantly in the March 2017 quarter due mainly to the payment of accrued network costs.
- Capital expenditure in the quarter rose on the back of a bulk acquisition of X-Microchips in anticipation of higher sales ahead.

	<b>CURRENT QUARTER 31-Mar-17 \$A '000</b>	<b>PREVIOUS QUARTER 31-Dec-16 \$A '000</b>	<b>INCREASE / (DECREASE) %</b>
Receipts from retail customers	282	222	27%
Receipts from corporate customers	117	41	185%
Research and development	(97)	(91)	6%
Product manufacturing and operating costs	(655)	(310)	111%
Advertising and marketing	(189)	(171)	10%
Staff costs	(221)	(202)	9%
Administration and corporate costs	(121)	(144)	(16%)
Payment to acquire property, plant and equipment	(129)	(105)	23%

## Recent Announcements

- In January 2017 Flexiroam entered into a partnership agreement with Chan Brothers, one of Singapore's largest travel agencies and tour operators with over 50 years' experience in the travel industry. Under the agreement, Chan Brothers will purchase FLEXIROAM X and advertise Flexiroam's products and services on all of their marketing channels, including Facebook posts, newspapers and website banners.
- In February 2017 Flexiroam entered into a partnership agreement with Triip Pte Ltd to target Vietnamese outbound travellers. Triip is an impact travel company that operates a global sharing-economy platform with over 6,000 tours in 100 countries around the world and is very strong in its base market Vietnam.
- In March 2017 Flexiroam launched an updated version of the FLEXIROAM X app. The updated app boasts a completely revamped design and contains exciting new features that enhance the user experience.
- In March 2017 Flexiroam signed a partnership agreement with Grab, Southeast Asia's leading ride-hailing platform, as a partner in the GrabRewards Loyalty Program. GrabRewards is Southeast Asia's first regional loyalty program for ride-hailing passengers. The partnership sees Flexiroam featured in Grab's marketing channels such as their app, press release and blog, gaining exposure to over 33 million Grab customers.
- In March 2017 Flexiroam entered a partnership with Smart Malaysia Apps Sdn Bhd who developed the Smart-I Go Malaysia mobile app designed specifically for tourists visiting Malaysia. The partnership is tailored to meet the needs of tourists in Malaysia by enhancing their overall travel experience. Smart-I users are able to view and purchase FLEXIROAM X starter packs and get free data via the app.
- In March 2017 Flexiroam signed a partnership agreement with GO-JEK, a leading on-demand mobile platform in Indonesia, to collaborate in a customer loyalty program promotion where GO-JEK customers can exchange their points for Flexiroam vouchers to redeem data via the FLEXIROAM X app. GO-JEK runs promotional campaigns featuring Flexiroam across 5 channels of communication; Facebook, Twitter, Line, GO-JEK newsletters and Instagram. The partnership provides Flexiroam with a solid entry point to the substantial Indonesian market

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## ABOUT FLEXIROAM

FLEXIROAM (ASX:FRX) is a new breed telecommunications company that enables travellers to bypass roaming charges around the world. The Company unveiled its flagship data roaming product, FLEXIROAM X which allows users to earn up to 100GB data to be used in over 100 countries with plans which last up to 1 year. FLEXIROAM is a telecommunication company that does not own physical infrastructure but connects its users to 580 network operations around the globe making its services available in over 100 countries and territories. The Company was listed on the Australian Securities Exchange ("ASX") in June 2015 under the code FRX, and is today one of the fastest growing global virtual mobile operator in Asia Pacific.

**For more information, please contact:**

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## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

**Flexiroam Limited**

**ABN**

27 143 777 397

**Quarter ended ("current quarter")**

31 March 2017

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	399	2,439
1.2 Payments for		
(a) research and development	(97)	(642)
(b) product manufacturing and operating costs	(655)	(1,440)
(c) advertising and marketing	(189)	(2,114)
(d) leased assets	-	-
(e) staff costs	(221)	(905)
(f) administration and corporate costs	(121)	(526)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	14	92
1.5 Interest and other costs of finance paid	(15)	(38)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(885)</b>	<b>(3,134)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(129)	(335)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	(13)
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
Other - Cash acquired from Flexiroam Asia Limited	-	10
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(129)</b>	<b>(338)</b>
<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	(3)	(12)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(3)</b>	<b>(12)</b>
<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	4,225	6,709
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(885)	(3,134)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(129)	(338)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	(3)	(12)
4.5 Effect of movement in exchange rates on cash held	(62)	(79)
<b>4.6 Cash and cash equivalents at end of quarter</b>	<b>3,146</b>	<b>3,146</b>

5. <b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1    Bank balances	3,146	4,225
5.2    Call deposits	-	-
5.3    Bank overdrafts	-	-
5.4    Other (provide details)	-	-
<b>5.5    Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,146</b>	<b>4,225</b>

6. <b>Payments to directors of the entity and their associates</b>	Current quarter \$A'000
6.1    Aggregate amount of payments to these parties included in item 1.2	93
6.2    Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3    Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

Director fees, consultancy fees and salary.  
Includes amounts paid to entities associated with the Directors.

7. <b>Payments to related entities of the entity and their associates</b>	Current quarter \$A'000
7.1    Aggregate amount of payments to these parties included in item 1.2	-
7.2    Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3    Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	(78)
9.2 Product manufacturing and operating costs	(535)
9.3 Advertising and marketing	(150)
9.4 Leased assets	-
9.5 Staff costs	(353)
9.6 Administration and corporate costs	(274)
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>(1,390)</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: .....  
(Managing Director)

Date: ..... 21 April 2017 .....

Print name: ..... Jeffrey Ong .....

**Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.