

18 March 2026

# FLEXIROAM EXPANDS TOP-10 GLOBAL AIRLINE PARTNERSHIP AND SECURES PAYDIBS, EXTENDING ENTERPRISE MOMENTUM

## Key Highlights

- **Major Global Airline Expansion:** FlexiRoam has expanded an existing enterprise relationship with a top-10 global full-service airline, adding mission-critical aircraft operational connectivity alongside existing staff connectivity. The airline operates a fleet of over 120 aircraft to more than 100 destinations.
- **Strategic Validation:** The airline expansion demonstrates FlexiRoam's ability to execute a land-and-expand strategy, growing initial deployments into highly embedded, recurring revenue use cases.
- **Paydibs Partnership:** Executed a two-year agreement with Malaysian payment technology company Paydibs Sdn Bhd to provide embedded connectivity for the Paydibs NEO, a next-generation all-in-one smart payment terminal.

**FlexiRoam Limited (ASX:FRX) ("FlexiRoam" or "the Company")** is pleased to provide a trading update detailing two enterprise wins, following the release of its H1 FY26 Half-Year Results on 27 February 2026.

These agreements build on the enterprise momentum highlighted in recent market disclosures, including the previously announced Generali and Dialog partnerships, and further validate FlexiRoam's strategy of embedding reliable, managed connectivity into customer and operational workflows.

## Major International Airline — Expansion into Aircraft Connectivity

The top-10 global full-service airline operates a modern fleet of over 120 aircraft to more than 100 destinations<sup>1</sup> and currently purchases FlexiRoam's multi-network global roaming data services for its personnel under an existing agreement<sup>2</sup>.

The airline has now expanded the scope of the enterprise arrangement through a dedicated addendum, with a fixed 12-month term, to include a new operational use case.

The expanded partnership now encompasses:

- **Aircraft Operational Data (new):** Connectivity supporting the transmission and synchronisation of aircraft-related operational data — including flight documentation, itineraries, rostering information, and operational updates — and connected crew devices, while aircraft are on the ground.
- **Staff Connectivity (existing):** Multi-network global roaming data for the airline's personnel across its international route network for operational and communication purposes.

## Paydibs— Embedded Connectivity for Next-Generation Payment Devices

FlexiRoam has entered into a two-year commercial agreement, with automatic annual renewals, with Paydibs Sdn Bhd ("**Paydibs**") to provide embedded connectivity across merchant commerce devices.

A key focus of the rollout is the **Paydibs NEO**, a next-generation all-in-one smart payment terminal that consolidates QR code payments, contactless card acceptance (Visa, Mastercard, MyDebit), and Buy Now Pay Later (BNPL) services into a single, compact device. FlexiRoam's connectivity is embedded directly into the NEO, providing always-on data to ensure reliable transaction processing regardless of the merchant's Wi-Fi environment.

This is particularly relevant for mobile merchants, pop-up retailers, and food service operators where fixed broadband is unavailable or unreliable. The partnership expands FlexiRoam's presence in embedded payment infrastructure and demonstrates how the Company's platform supports innovation in connected merchant devices.

## Commercial Materiality

Revenue under these agreements is derived from monthly data pool subscriptions, one-off device provisioning fees, and usage-based charges. The Paydibs agreement has an initial term of two years with automatic annual renewals, while the aircraft operational data addendum has a fixed term of 12 months.

The Company is not able to quantify the total revenue expected to be generated at this time, as it will depend on the rate of deployment and data consumption across the airline's fleet and Paydibs' merchant network.

Notwithstanding this, the Board considers the expanded airline enterprise arrangement to be material due to the scale of the counterparty and the strategic validation it provides for FlexiRoam's platform in a demanding operational enterprise environment. Paydibs is disclosed alongside the airline expansion as part of this trading update. See Note 3 below.

## Management Commentary

FlexiRoam CEO and Executive Director, Mr Jeffrey Ong, said:

*"These two enterprise wins further validate the strategy we are executing across our enterprise partnerships."*

*"The airline expansion demonstrates our ability to grow within top-tier global enterprise accounts. Expanding from staff connectivity into aircraft operational systems is a strong endorsement of our platform and shows the land-and-expand model working in practice. At the same time, the Paydibs partnership extends our position in connected payment devices through the innovative NEO terminal."*

*"Together, these wins strengthen our confidence in the Company's enterprise pipeline, and we look forward to scaling these recurring revenue streams."*

<sup>1</sup> *AirlineRatings.com, Top 25 Full-Service Airlines 2025; AirHelp Score 2025.*

<sup>2</sup> *Based on the existing Service Agreement effective 11 March 2025.*

<sup>3</sup> *The Company has not disclosed the identity of the airline counterparty at the request of the counterparty. The Company confirms that it does not consider the identity of the counterparty to be information that a reasonable person would expect to have a material effect on the price or value of the Company's securities. The Company further confirms that this announcement contains all material information relevant to assessing the impact of the arrangement on the price or value of the Company's securities and is not misleading by omission. The description of the counterparty provided above is sufficient to describe its standing and creditworthiness.*

*This announcement has been authorised for release by the Board of Directors.*

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## About Paydibs

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Paydibs Sdn Bhd is a Malaysian payment technology company providing payment gateway, smart terminal, and mobile payment solutions for businesses of all sizes across Malaysia. In June 2025, Paydibs launched the Paydibs NEO, a compact all-in-one payment terminal supporting QR, card, and BNPL transactions.

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## About FlexiRoam

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FlexiRoam Limited (ASX:FRX) operates an AI-powered global connectivity platform, supplying eSIM and physical SIM-based data solutions across 190+ countries through 600+ carrier partners. The Group's principal activities are focused on two core segments: Travel Connectivity (direct-to-consumer and B2B2C enterprise partnerships) and B2B Solutions (IoT and corporate fleet connectivity).

## Corporate & Investor Enquiries

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### ***Forward-Looking Statements***

*This announcement contains forward-looking statements that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions, and on a number of assumptions regarding future events and actions that are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company. The Company cannot and does not give any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this announcement will actually occur and investors are cautioned not to place undue reliance on these forward-looking statements. No formal guidance is provided.*