

ASX Announcement | 24 February 2026

**Spacetalk Ltd (ASX: SPA)**

## **Spacetalk Executes Software MOU with TPG Telecom (Vodafone Australia)**

**MOU supports exclusive distribution of Spacetalk’s Family Safety software platform to millions of Vodafone Australia’s postpaid customers and accelerates Spacetalk’s transition to a software-led business**

Spacetalk Ltd (ASX: SPA) (“Spacetalk” or the “Company”) announces it has entered into a **non-binding Memorandum of Understanding (MOU)** with **TPG Telecom Limited (ASX: TPG)** with the intention of collaborating on the distribution of Spacetalk’s Family Safety software platform to **millions of Vodafone Australia’s postpaid mobile customer base** for an initial 12-month period.

The MOU represents a **material milestone in Spacetalk’s strategic transition** from a predominantly hardware-led business to a software-led, and increasingly device-agnostic platform embedded within telco customer ecosystems.

The MOU is non-binding and intended to progress to detailed commercial, legal and technical agreements. As a result, the financial impact cannot be quantified at this stage. The MOU will remain in effect for up to 12 months, with execution of **binding agreements targeted for Q3 FY26.**

## From Devices to Software: A Strategic Inflection Point

Spacetalk's Family Safety App has been downloaded more than **500,000 times globally** and maintains strong user ratings, including **4.4 stars in Australia** and **4.8–4.9 stars across the UK and Canada**.

The updated Spacetalk App, launched on a completely new technology stack, is designed to drive frequent and ongoing user engagement through features such as family location sharing, digital safety tools, and mobile plan and connected device management.

The platform positions Spacetalk as a software and data partner to global telecommunications operators, supporting customer engagement, retention, ARPU uplift and lifecycle management. The delivery model includes:

- A **configurable, custom-off-the-shelf B2B2C platform** tailored by operator and market
- **Co-branding** that reinforces the telco's primary customer relationship
- **Multi-device compatibility** across smartphones, wearables and connected safety products
- Integration into telco **Customer Value Management (CVM)** and **Customer Lifecycle Management (CLM)** workflows using AI-driven insights
- A **light-touch, low-integration deployment model** enabling rapid time-to-market and scalable rollout
- A **repeatable partnership framework** to support international expansion.

The commercial model provides **flexibility for operators**, including the ability to:

- **Fund the Family Safety App subscription** as a value-added service for customers; and/or
- **Share revenue** from premium app subscriptions, where customers elect to upgrade or app attributed sales of mobile plans or hardware.

## Market Opportunity and Outlook

Distribution through global telco partners enables Spacetalk to **scale internationally with low marginal cost**, minimal bespoke engineering and strong operating leverage.

Commercialisation of Spacetalk's new software platform, launched in November 2025, is a core pillar of the Company's strategy to increase the proportion of **recurring, high-quality revenue** and underpins its guidance of **\$20–25 million ARR in CY2026**.

Spacetalk is actively progressing discussions with telco operators across APAC, Europe and North America, building on the partnership framework established under the TPG Telecom (Vodafone Australia) MOU. The Company has developed a **qualified international telco pipeline**, with further updates expected during FY26.

Platform-led commercial agreements may also enable additional **Spacetalk hardware distribution channels** that were not accessible prior to the launch of the new software platform.

## Commentary

**Simon Crowther, CEO and Managing Director of Spacetalk**, said:

"This MOU with Vodafone marks a pivotal moment in Spacetalk's evolution. It validates our strategy to become a software-led partner to telecommunications operators, embedding family safety, engagement and insight directly into the telco customer experience.

Our platform is designed to deliver daily value to families while enabling operators to improve retention, ARPU and lifetime value through data-driven lifecycle engagement. We look forward to working closely with Vodafone as we progress this partnership toward commercial implementation."

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The release of this announcement has been approved by Spacetalk's CEO and Managing Director, Simon Crowther, on behalf of the board of directors of the Company.

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**Investor relations**

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### **Spacetalk Ltd (ASX: SPA)**

Simon Crowther

CEO and Managing Director

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### **ABOUT SPACETALK LTD**

Spacetalk Ltd (ASX: SPA) develops and sells software and hardware to provide safety at every stage of life. Spacetalk offers families a suite of solutions: Australia's best-selling Kids Smartwatches (GFK Report July 2024: Total Sales of Kids Smartwatch in Australia), Spacetalk Mobile and the Spacetalk App. The Spacetalk ecosystem provides freedom with peace of mind. To learn more, please visit: [spacetalk.co](https://spacetalk.co)

### **FORWARD-LOOKING STATEMENTS**

This announcement may contain forward-looking statements. These statements are based on Spacetalk's expectations, estimates, and projections at the time the statements are made. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. Actual outcomes and results may differ materially from those expressed or implied in these forward-looking statements. Spacetalk undertakes no obligation to update these statements for events or circumstances occurring after the date of this announcement, except as required by applicable law or the ASX Listing Rules.