

27 February 2026

# FLEXIROAM DELIVERS FIRST 1H STATUTORY NPAT PROFIT AND RECORD OPERATING CASH FLOW

*H1 FY26 Results — Six months ended 31 December 2025*

**FlexiRoam Limited (ASX:FRX) (“FlexiRoam” or “the Company”)** is pleased to report its half-year financial results for the six months ended 31 December 2025.

The Company has delivered its first 1H statutory NPAT profit and record positive operating cash flow. This result validates the operational reset initiated in the second half of FY25 and demonstrates the scalability of the restructured cost base.

## Key Highlights

- **Record Underlying EBITDA:** \$2.0m (H1 FY25: -\$1.0m), a \$3.0m turnaround driven by structural opex reduction and gross margin expansion.
- **Statutory Net Profit:** \$1.4m (H1 FY25: net loss of \$2.1m), an improvement of \$3.5m. This is the Company’s first NPAT profit reported in a half-year report.
- **Gross Profit Growth:** Gross profit increased 6.4% to \$4.3m despite a 21.7% decline in revenue, reflecting the deliberate exit of low-margin transactional revenue lines. Gross margin expanded 19.2 percentage points to 72.7%.
- **Record Operating Cash Flow:** \$1.9m (H1 FY25: -\$0.9m), marking the second consecutive quarter of positive operating cash flow.
- **Cash Position Strengthened:** Cash balance of \$3.2m at 31 December 2025, up 165% from \$1.2m at 31 December 2024. Net current assets returned to positive territory (\$0.3m) for the first time in over eight years.
- **Structural Opex Reduction:** Underlying operating expenses<sup>1</sup> reduced 52.9% to \$2.4m (H1 FY25: \$5.1m), driven by a shift to organic and partner-led distribution, AI-enabled automation, and disciplined cost management.

## H1 FY26 Financial Summary

| \$ AUD (millions)                    | H1 FY26       | H1 FY25  | Change  |
|--------------------------------------|---------------|----------|---------|
| Revenue                              | \$5.9m        | \$7.6m   | (21.7%) |
| <b>Gross Profit</b>                  | <b>\$4.3m</b> | \$4.1m   | +6.4%   |
| Gross Margin                         | 72.7%         | 53.5%    | +19.2pp |
| <b>Underlying EBITDA<sup>1</sup></b> | <b>\$2.0m</b> | (\$1.0m) | +\$3.0m |
| <b>Net Profit/(Loss) After Tax</b>   | <b>\$1.4m</b> | (\$2.1m) | +\$3.5m |
| Operating Cash Flow                  | \$1.9m        | (\$0.9m) | +\$2.7m |
| Cash Balance (period end)            | \$3.2m        | \$1.2m   | +165%   |

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## Financial Review

### Revenue and Gross Profit

The Group reported revenue of \$5,939,087, a decrease of 22% from \$7,580,819 in the prior corresponding period. The decrease reflects a deliberate shift in revenue mix — exiting low-margin transactional revenue streams and prioritising higher-margin, recurring, B2B and partner (B2B2C) revenue, alongside improved unit economics in direct-to-consumer distribution.

Despite lower revenue, gross profit increased to \$4,315,146 from \$4,055,801, driven by an improvement in gross margin to 72.7% from 53.5%. This 19.2 percentage point expansion was achieved through disciplined cost-of-sales management, pricing optimisation (including the Group's AI pricing engine), and the strategic exit from unprofitable revenue lines.

### Operational Discipline

The Group implemented a comprehensive cost reset, reducing total operating expenses by over 50% compared to the prior corresponding period:

- Selling and marketing expenses decreased to \$828,162 from \$2,528,584, reflecting a shift toward organic and partner-led distribution, supported by the Group's WhatsApp-based AI eSIM Agent.
- Staff costs reduced to \$1,017,515 from \$1,468,155, supported by increased automation of customer service and operational workflows.
- Research and development expenses decreased to \$207,890 from \$231,596.
- Depreciation and amortisation decreased to \$243,789 from \$1,151,210, primarily because several intangible assets became fully amortised in prior periods.
- Administration and operating expenses declined to \$477,686 from \$872,115.

### Profitability

As a result of higher gross profit and materially lower operating expenses, the Group recorded a net profit of \$1,423,637, an improvement of \$3,546,824 from the net loss of \$2,123,187 in the prior corresponding period.

### Cash Flow and Liquidity

The Group generated positive operating cash flow of \$1,870,835, a turnaround of \$2,722,639 from the \$851,804 outflow in the prior corresponding period. This marks the second consecutive quarter of positive operating cash flow (Sep 2025 and Dec 2025 quarters).<sup>2</sup>

Cash and cash equivalents at 31 December 2025 were \$3,173,995, up from \$1,609,012 at 30 June 2025. Net current assets returned to positive territory at \$341,441, compared to a net current liability position of \$1,312,511 at 30 June 2025.

### Strategic Progress

During the period, the Group advanced its transformation from a traditional connectivity provider to an AI-powered global connectivity platform:

- On 17 December 2025, the Group launched its AI eSIM Agent<sup>3</sup> — the world's first<sup>4</sup> AI-powered agent enabling travellers to discover, purchase, activate and manage eSIM connectivity entirely within WhatsApp, with no app download required. This "zero-

integration” proposition enables brand partners to deploy connectivity programs more quickly and reduces implementation timeframes.

- On 22 December 2025, the Group secured a partnership with Generali<sup>5</sup>, one of the world’s largest insurance companies, to deploy the AI eSIM Agent as a value-added travel benefit for policyholders.
- On 8 January 2026, the Group secured a partnership with Dialog<sup>6</sup> for a national IoT connectivity rollout, expanding the Group’s B2B Solutions segment.
- The Group’s Mastercard partnership continued across 410 banks, 78 countries, and 1,187 card programs as of 5 February 2026.

The Board is confident that the operational reset completed over the past 13 months — returning to profitability, delivering positive operating cash flow, strengthening the balance sheet, and launching the AI platform — positions the Group well to scale brand and enterprise partnerships while maintaining financial discipline.

### Trading Update and Outlook

Since its commercial launch on 17 December 2025, the Group’s AI eSIM Agent has grown to over 15,000 users, validating the Company’s AI-first approach to distribution and customer engagement. The Company will continue to invest in AI-driven product development, with significant new capabilities for the Travel direct-to-consumer channel expected to be announced before the end of FY26.

On the enterprise side, the brand and partnership pipeline continues to strengthen, building on the Generali and Dialog relationships secured during and subsequent to the period, and the Group’s longstanding Mastercard partnership.

#### <sup>1</sup> Non-IFRS measures:

**Underlying EBITDA:** EBITDA adjusted to exclude, where applicable: foreign exchange gains and losses; asset impairments or revaluations; gains or losses on acquisitions or disposals of assets; and non-cash share-based payments.

**Underlying Opex:** Operating expenses adjusted to exclude, where applicable: foreign exchange gains and losses; asset impairments or revaluations; gains or losses on acquisitions or disposals of assets; and non-cash share-based payments; and excluding interest expense, income tax expense, and depreciation and amortisation.

<sup>2</sup> Refer to Q1 FY26 Update and Appendix 4C lodged with ASX on 29 October 2025.

<sup>3</sup> Refer to ASX announcement dated 17 December 2025.

<sup>4</sup> Based on the Company’s assessment.

<sup>5</sup> Refer to ASX announcement dated 22 December 2025.

<sup>6</sup> Refer to ASX announcement dated 8 January 2026.

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

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## About FlexiRoam

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.*

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