

ASX Announcement | 6 July 2026
Spacetalk Ltd (ASX:SPA)

Spacetalk Signs Strategic MVNO Partnership with TPG Telecom to Accelerate Spacetalk Mobile Growth

Strategic TPG Telecom partnership strengthens Spacetalk Mobile economics, increases customer value and enables continued growth

Spacetalk Limited (ASX: SPA) ("Spacetalk" or "Company") is pleased to announce that it has entered a strategic Mobile Virtual Network Operator (MVNO) wholesale agreement with TPG Telecom Limited ("TPG Telecom") to support the next phase of growth for Spacetalk Mobile.

Under the agreement, Spacetalk will migrate its Spacetalk Mobile customer base to the TPG Telecom wholesale mobile network which provides coverage to 99 per cent of the Australian population across more than 1.2 million square kilometres. Spacetalk will continue to own the customer relationship, brand experience, pricing and customer proposition, while TPG Telecom will provide wholesale mobile network capacity and related services.

The agreement represents an important strategic step in Spacetalk's transition to a software-led, recurring revenue business. Spacetalk Mobile has become a core part of the Company's family safety ecosystem, providing mobile connectivity for Spacetalk devices and mobile phones for the whole household, supporting deeper customer relationships, higher recurring revenue and stronger customer lifetime value.

Key Highlights

- Spacetalk has entered a strategic MVNO wholesale agreement with TPG Telecom to migrate Spacetalk Mobile services to the TPG Telecom wholesale mobile network.
- The agreement is expected to deliver improved wholesale economics, greater product flexibility, and enhanced ability to launch targeted customer offers.
- The partnership is expected to materially strengthen Spacetalk Mobile's ability to compete, grow subscribers, improve long-term unit economics and deliver customer value.
- The agreement forms part of a broader strategic relationship with TPG Telecom.

The partnership with TPG Telecom is expected to provide Spacetalk with:

- improved wholesale economics compared with its current arrangements;
- new long-life mobile plans, requested by parents and seniors;
- the ability to maintain or enhance customer plan inclusions while supporting increased margins;



- greater flexibility to launch targeted promotions, personalised offers and new product features;
- a more modern and significantly more capable technology platform; and
- a broader strategic partnership with one of Australia's leading telecommunications groups.

The migration is expected to commence during FY27 and will be undertaken in a phased manner designed to minimise disruption and offering significant incentives and value for existing Spacetalk Mobile customers. The Company expects customers will continue to receive uninterrupted service throughout the transition process.

Strategic Rationale

Spacetalk's decision to migrate follows a review of Spacetalk's existing wholesale arrangements, including the impact of wholesale price increases and the Company's ability to deliver customer value under those arrangements.

The TPG Telecom agreement is expected to give Spacetalk greater ability to invest in customer acquisition, retention, product innovation, long-term mobile growth and, most importantly, value for Spacetalk Mobile customers.

Management Commentary

Spacetalk CEO and Managing Director Simon Crowther said:

"This is a strategically important partnership for Spacetalk. Spacetalk Mobile is a central part of our family safety ecosystem and a key driver of recurring revenue. The agreement with TPG Telecom gives us the commercial structure, technology platform and strategic support we need to compete more effectively and grow with confidence.

"We have carefully reviewed our existing wholesale arrangements and concluded that Spacetalk needs a partner that supports our ambition to deliver better value, more flexible products and a stronger customer experience. TPG Telecom has demonstrated entrepreneurial thinking and actions, a clear commitment to supporting our growth, and has provided a migration package that materially improves the economics of the transition.

"This agreement is about much more than wholesale network supply. It is a broader strategic partnership that supports Spacetalk Mobile, strengthens our recurring revenue platform and creates a foundation for deeper collaboration across family safety software, customer engagement and telecommunications services."

Ankita Moses, General Manager Strategy, Product and Wholesale at TPG Telecom said:

"We're pleased to partner with Spacetalk to support its next phase of growth. Through access to TPG Telecom's best-ever mobile network, Spacetalk will be better positioned to reach more Australians while delivering even greater value and flexibility for its customers."



The TPG Telecom MVNO agreement is part of a broader strategic relationship between Spacetalk and TPG Telecom. In parallel, Spacetalk and TPG Telecom intend to progress the distribution of Spacetalk's Family Safety software to Vodafone Australia's postpaid customer base. This relationship is expected to provide Spacetalk with an important reference customer for its telco software proposition and support the Company's ambition to expand its software platform with telecommunications partners in Australia and internationally.

Spacetalk will provide further updates as the migration program progresses and as material milestones are achieved.

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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.

To keep up to date with company news and announcements, visit: investorhub.spacetalk.co

For further information or investor enquiries, please contact: investors@spacetalk.co

Spacetalk Ltd (ASX:SPA)

Simon Crowther
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ABOUT SPACETALK LTD

Spacetalk Ltd (ASX:SPA) develops and sells hardware and software 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, Spacetalk App, and Adult Wearables. The Spacetalk ecosystem provides freedom with peace of mind. To learn more, please visit: 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.

