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FLEXIROAM SIGNS TWO-YEAR DRAGONPASS PARTNERSHIP, LANDING ITS FIRST HOTEL USE CASE

Dragonpass is the world's leading digital platform for airport, travel and lifestyle services, trusted by over 40 million members with access to 1,400+ airport lounges across more than 130 countries[1]. The first campaign supports the loyalty program of a top three global hotel group[2], and takes FlexiRoam into travel loyalty and hospitality for the first time.

Key Highlights

- **Two-Year Partnership Signed:** FlexiRoam has entered into a two-year Connectivity Partnership Agreement with Dragonpass Global Limited ("Dragonpass"), under which FlexiRoam connectivity is embedded into, and distributed through, Dragonpass offerings to the enterprise clients and partner programs Dragonpass serves.
- **A Channel of Global Scale:** Dragonpass is the world's leading digital platform for airport, travel and lifestyle services, trusted by over 40 million members across more than 130 countries, with access to 1,400+ airport lounges and partnerships with more than 400 of the world's leading brands. It distributes travel benefits on behalf of more than 200 banks, card issuers and telecommunications providers[1].
- **First Hotel Use Case:** The initial three-month campaign supports one of the world's largest hotel loyalty programs, operated by a top-three global hotel group[2], with FlexiRoam supplying a global eSIM data reward to new members joining the program.
- **Delivering the Stated Growth Plan:** In its FY26 Annual Report the Company set out plans to expand its channel partnerships into further sectors including loyalty, and identified hotels among the industries in which it saw the same opportunity[3]. This Agreement covers both.
- **Fourth Vertical for the Channel Playbook:** Dragonpass extends the embedded data model FlexiRoam has built with Mastercard in financial services[4] and Tune Protect in travel insurance[5], and which it is pursuing in enterprise under a non-binding memorandum of understanding with a leading global telecommunications company[6], taking it into travel loyalty and hospitality for the first time.
- **Framework Built to Expand:** The Agreement is a two-year framework. Further campaigns across additional Dragonpass partner programs, products and markets can be added over time, subject to agreement.

FlexiRoam Limited (ASX:FRX) ("FlexiRoam" or "the Company") is pleased to announce that it has entered into a two-year Connectivity Partnership Agreement ("Agreement") with Dragonpass[7], under which Dragonpass provides FlexiRoam with a channel to embed and distribute its connectivity across the enterprise clients and partner programs Dragonpass serves.

In simple terms: Dragonpass sells and manages travel benefits, such as airport lounge access and fast track, for hotels, loyalty programs and other large brands. Under this Agreement, FlexiRoam mobile data becomes one of those benefits. When a brand wants to reward or attract customers, Dragonpass can now include FlexiRoam data in what it offers, and FlexiRoam is paid for every data entitlement issued.

The Agreement continues the Company's enterprise and channel momentum through 2026, following the previously announced Dialog, Paydibs, Tune Protect, Australian payments group, global telecommunications and Etihad Airways agreements[8], and extends FlexiRoam's stated strategy of embedding connectivity inside partners that already own large customer relationships.

A New Channel of Scale

Dragonpass is the world's leading digital platform for airport, travel and lifestyle services. Since 2005 it has grown to over 40 million members across more than 130 countries, with access to 1,400+ airport lounges, over 650 dining locations, and partnerships with more than 400 of the world's leading brands. It is also the world's largest provider of aggregated airport Fast Track lanes. It distributes those benefits on behalf of more than 200 banks, card issuers and telecommunications providers[1].

What this Agreement opens for FlexiRoam is travel loyalty and hospitality. Dragonpass is embedded in the reward and recognition programs that hotels and travel brands use to attract and retain members, and it is those programs that FlexiRoam connectivity can now sit inside, reached through a single integration rather than one brand at a time.

The First Campaign

The initial campaign runs for three months from launch and supports one of the world's largest hotel loyalty programs, operated by a top-three global hotel group[2]. FlexiRoam supplies a global eSIM data reward offered to new members joining the program. Dragonpass may offer the reward on its own or bundle it with lounge access, fast track or other Dragonpass benefits.

The reward is a global data plan providing 3 GB of data for use over 10 consecutive days, across more than 150 countries. Members activate it through FlexiRoam's microsite and AI-powered WhatsApp agent, with no app download required, and can purchase further data directly in the agent.

This is FlexiRoam's first hotel use case for its embedded data benefit. Hotel loyalty programs compete directly for member sign-ups, and connectivity is a benefit a traveller uses on the trip itself, which makes it a natural fit for the moment a member joins.

Delivering the Stated Growth Plan

In its FY26 Annual Report the Company set out plans to expand its channel partnerships into further sectors, including loyalty, and identified hotels among the industries in which it saw the same opportunity[3]. This Agreement covers both: Dragonpass is a channel partner in travel loyalty, and the first campaign under it is a hotel use case.

It also fits the economics the Company has described: the partner funds the entitlement, and FlexiRoam earns fees for making it available[3].

Commercial Terms and Materiality

The Agreement commences on execution for an initial term of two years, with automatic annual renewals. FlexiRoam earns a fee for each data entitlement issued under a campaign.

Under management's current planning case for campaign volumes, the initial three-month campaign would generate revenue of approximately USD 100,000 (approximately A$140,000)[9]. The Agreement contains no minimum volume or revenue commitment; actual revenue will depend on the number of eligible members generated during the campaign and may differ materially.

While the initial campaign is not individually material to FlexiRoam's total revenue, the Board considers the Agreement material having regard to the scale, reach and institutional standing of Dragonpass as a counterparty, the two-year framework it establishes across the partner programs and markets Dragonpass serves, the validation it provides of the Company's stated channel-led strategy, and its status as the Company's first hotel use case.

Management Commentary

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

"In our Annual Report we said loyalty and hotels were where we saw the next opportunity. This agreement covers both.

"Dragonpass is the kind of partner our whole strategy is built around. They sit inside the reward programs that hotels and travel brands run, and they have spent two decades earning that position. We supply the connectivity and Dragonpass carries it into those programs.

"This is our model working the way we said it would: find the partner who already owns the customer, put our data inside what they offer, and let the platform do the rest. The first campaign is a proving ground, and the framework we have signed is built to add more."

[1] Dragonpass's description of itself as the world's leading digital platform for airport, travel and lifestyle services, and as the world's largest provider of aggregated Fast Track lanes, is as disclosed in its media release of 26 September 2025. Member, lounge, country, dining, brand partner and financial institution figures are as published by Dragonpass in that media release and on its corporate website at dragonpass.com, accessed 3 September 2026. FlexiRoam has not independently verified these statements or figures. The Agreement relates to the embedding and distribution of FlexiRoam connectivity through Dragonpass offerings; the initial campaign is a hotel loyalty use case. No bank, card issuer or card network is a party to the Agreement.

[2] The hotel group operates the loyalty program that the initial campaign supports. It is not a party to the Agreement, and the Agreement creates no relationship between FlexiRoam and the hotel group. It has not been named, in accordance with the terms of the Agreement. The Company does not consider the identity of the hotel group to be information that a reasonable person would expect to have a material effect on the price or value of the Company's securities, and confirms that this announcement contains all material information relevant to assessing the impact of the Agreement on the price or value of the Company's securities and is not misleading by omission. Ranking by number of rooms; refer Skift, "Hotel Giants Race to Add Rooms", 1 December 2025.

[3] Refer to the Company's FY26 Annual Report released on 28 August 2026. The expansion of partner programs into further sectors, including loyalty, is set out in section 7 (Likely Developments and Expected Results); hotels are identified in the Message for Shareholders from the CEO. FY27 initiatives are statements of focus, not guidance, and no formal revenue or earnings guidance is provided.

[4] Refer to the Company's FY26 Annual Report for details of the Mastercard partnership, including partnership metrics as at 30 June 2026. Mastercard is not a party to, and has not endorsed, the Agreement.

[5] Refer to the Company's ASX announcement of 11 May 2026, titled "FlexiRoam Secures Full Rollout with Tune Protect".

[6] Refer to the Company's ASX announcement of 14 July 2026. The telecommunications counterparty was not named at that party's request. The memorandum of understanding is non-binding in respect of its commercial terms.

[7] The Agreement was entered into by FlexiRoam Asia Limited, a wholly owned subsidiary of FlexiRoam Limited.

[8] Refer to the Company's ASX announcements of 8 January 2026 (Dialog), 18 March 2026 (Paydibs), 11 May 2026 (Tune Protect), 14 July 2026 (global telecommunications company), 24 July 2026 (Australian payments group) and 4 August 2026 (Etihad Airways).

[9] Australian dollar equivalent converted at AUD/USD 0.7165 as at 3 September 2026 and rounded. The Agreement is denominated in United States dollars; the Australian dollar amount actually recognised will depend on prevailing exchange rates.

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

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About Dragonpass

Dragonpass is the world's leading digital platform for airport, travel and lifestyle services. Operating since 2005, it is trusted by over 40 million members across more than 130 countries, with access to 1,400+ airport lounges and over 650 dining locations, and partnerships with more than 400 of the world's leading brands. It is the world's largest provider of aggregated airport Fast Track lanes. Dragonpass distributes these benefits on behalf of more than 200 banks, card issuers and telecommunications providers, including 37 of the world's 50 largest banks, and delivers the travel programs behind Mastercard Travel Pass and Visa Airport Companion[1].

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, including the volume of eligible members generated during the campaign period, the timing of campaign launch, and the continuation of the Agreement. The revenue figure referred to in this announcement reflects management's current planning case and is not a minimum commitment or revenue guidance; the Agreement contains no minimum volume or revenue commitment and actual revenue may differ materially. Any further campaign referred to in this announcement is subject to agreement between the parties. 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 revenue or earnings guidance is provided.