

5 April 2023

## **ActivePort Group signs \$3M deal to deliver software to Lightstorm in India**

ActivePort Group Ltd (“**ActivePort**” or “**the Company**” or “**Group**”), (**ASX:ATV**) is pleased to announce an initial 10-year strategic deal with existing customer, Lightstorm.

### **Highlights:**

- **Initial 10-year agreement valued at \$3M for deployment across 3 countries.**
- **Includes upfront payment of \$2M for licensing.**
- **Further anticipated revenue of \$1M to complete a significant multi-year development program for additional functionality.**
- **This contract solidifies the future development of both companies and expansion across the Middle East through India and into Asian Pacific region.**

Lightstorm (Lightstorm Telecom Connectivity Private Limited (“**Lightstorm**”)) is the digital network infrastructure arm of US private equity company I Squared Capital and specialises in building infrastructure for hyperscale networking in Asia Pacific and Middle East.

With ActivePort’s multi-vendor orchestration solution as a core component, Lightstorm built a network-as-a-service (“**NaaS**”) platform called Polarin. This platform allows enterprises to easily manage their network infrastructure and securely deploy a high-availability network in minutes with guaranteed 100% uptime.

### **ActivePort CEO and MD, Karim Nejaim said:**

*‘We are honoured that Lightstorm have put their trust in our software as a core part of their business and extended our contract both in scope and time. It is almost one year to the day that we began our strategic partnership. During this time, Lightstorm have built a cloud based NaaS platform with ActivePort’s Orchestration solution and end-to-end workflow automation functionality. We look forward to this long-term partnership as we continue to work with Lightstorm to build products and services and be a key part of their success from the Middle East, through India and into Southeast Asia.’*

### **Lightstorm CTIO, Lalit Chowdhary said:**

*‘We could not be happier with ActivePort’s software and support for our business. Lightstorm’s NaaS Polarin platform is ready for general availability and this agreement extends our ongoing relationship with ActivePort to a strategic one as we continue to enrich our platform. We are excited for this next phase of growth and working together with the team at ActivePort as we expand globally.’*

## Material terms

<b>Initial Term</b>	10 years
<b>Termination</b>	<ul style="list-style-type: none"> <li>• Either party may terminate for material breach if the other party does not rectify the breach within 30 days of written notice.</li> <li>• The parties may terminate via mutual agreement.</li> <li>• Neither party may terminate for convenience.</li> </ul>
<b>Scope of fees</b>	<ul style="list-style-type: none"> <li>• Up-front 10-year licence fee for first 3 countries.</li> <li>• On-going quarterly operations &amp; maintenance fee for first 3 countries.</li> <li>• Once off set up fees per additional country.</li> <li>• On-going licence fee per additional country.</li> <li>• On-going quarterly operations &amp; maintenance fee per additional country.</li> <li>• As required change request &amp; feature development rates.</li> </ul>

## About ActivePort Group Ltd

ActivePort Group Ltd is an Australian software company that engineers, delivers and supports a network and cloud orchestration product. ActivePort software lets customers manage all their cloud hosting and networking technology end-to-end, from one single screen. Using ActivePort's unique software, customers can create network connections, deliver cloud services, and manage their data at a local, national, or global scale. The result is simplicity, agility, speed, and lower costs. ActivePort also delivers information technology managed services to enterprise customers.

**For more information, please visit [www.activeport.com.au](http://www.activeport.com.au)**

### Investor relations

ActivePort Group Ltd  
[Investor.relations@activeport.com.au](mailto:Investor.relations@activeport.com.au)

### Media relations

Lisa Jones, ActivePort Group  
[lisa.jones@activeport.com.au](mailto:lisa.jones@activeport.com.au)

[www.linkedin.com/company/activeport-group-ltd](http://www.linkedin.com/company/activeport-group-ltd)

### ActivePort Group Ltd

Suite 3, level 4, 46 Colin Street  
 West Perth, Western Australia 6005  
 ABN: 24 636 569 634

---

*This announcement has been authorised for release by the Board of ActivePort Group Ltd.*

