ActivePort

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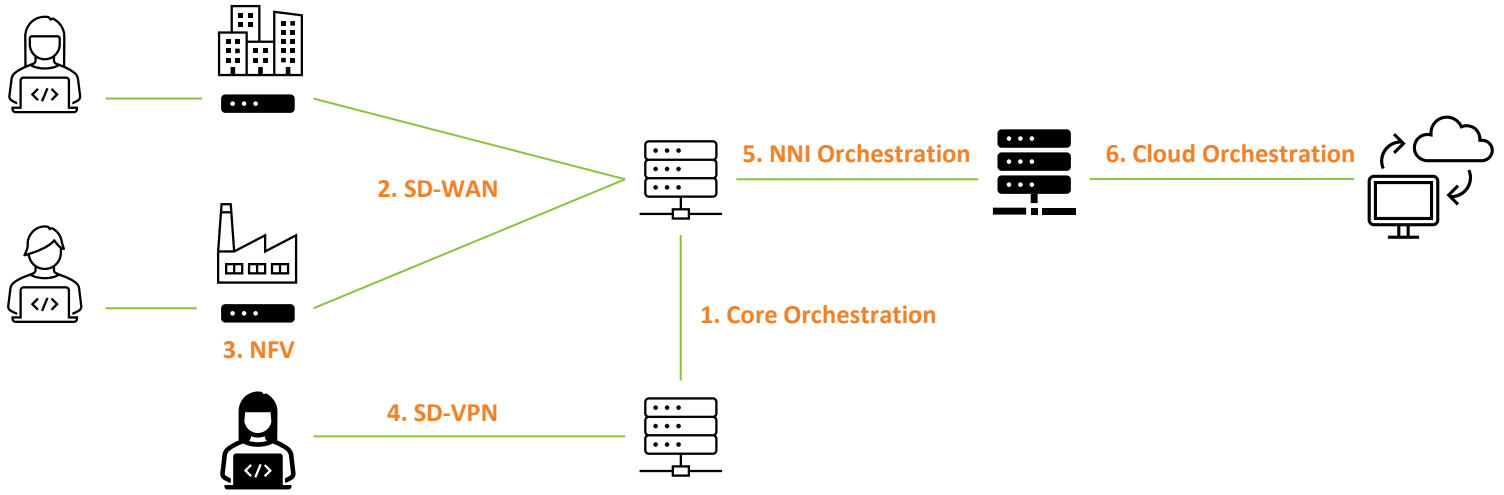
This presentation has been authorised by the Board of ActivePort Group Ltd.

ActivePort's Target Addressable Market is $2B and Growing



	Edge Orchestration	Core Orchestration	Cloud Orchestration (AI and GPU)
Revenue	8X	1X	2X
Margin	50%	100%	100%
1 X Telco/Channel	$24M	$3M	$6M
ATV's 65 Target Addressable Market (TAM) FY24 Horizon	**$1,560M**	**$195M**	**$390M**

ActivePort Software Portfolio

Five product groups of Core, SD-WAN, NFV, SD-VPN, NNI and Cloud Orchestration (for AI and other GPU-centric applications).

Large installed base of 24 telco customers using GPU orchestration from a total of 65 contracted and growing.

Significant target addressable orchestration market in excess of $2.1B just in the 65 existing contracted telco's.

Consolidated Group FY23

YoY revenue up 40% driven by the significant increase in software revenue in FY23.

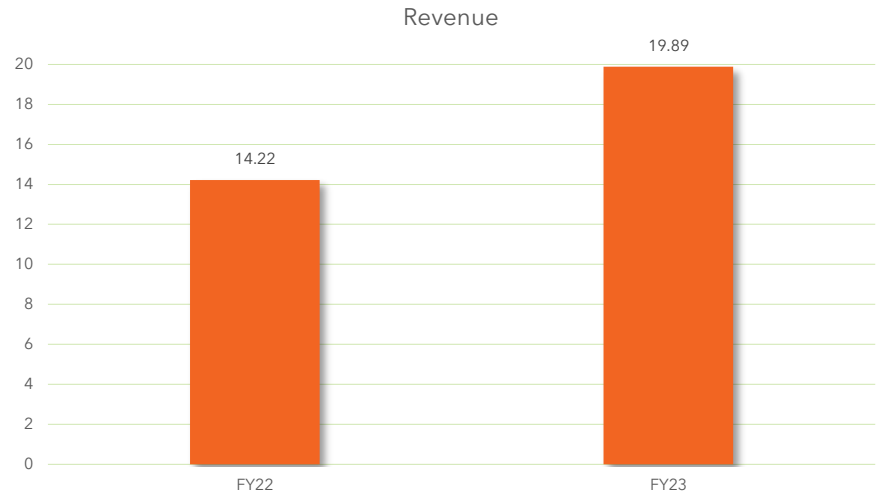
Near cash-positive driven by the high gross profit delivered by ActivePort software licensing revenue and one-off revenue items that are expected to continue in FY24.

Significant pipeline of new telecommunications carrier customers developed to deliver continued high-margin revenue growth in FY24.

New recurring revenue stream from the Global Edge portal coming on-stream in FY24.

New Cloud orchestration revenue driven by deployment of GPU servers for AI driving additional recurring revenue.

	FY 2022	FY 2023
Revenue	$14.22M	$19.89M
COGS	$8.61M	$9.84M
Gross Profit/(Loss)	$5.61M	$10.05M
OPEX	$13.54M	$12.71M
Profit/(Loss)	($7.93M)	($2.66M)
Other Income	$1.80M	$2.60M
EBITDA Profit/(Loss)	($6.13M)	**($0.06M)**



Net Current Assets	June 30 FY23
Cash & Debtors	9.11
Net Liabilities & Creditors	4.73
Net Cash and Current Assets	**$4.38M**

All values unaudited and may differ from the annual report.

ActivePort's FY23 Performance

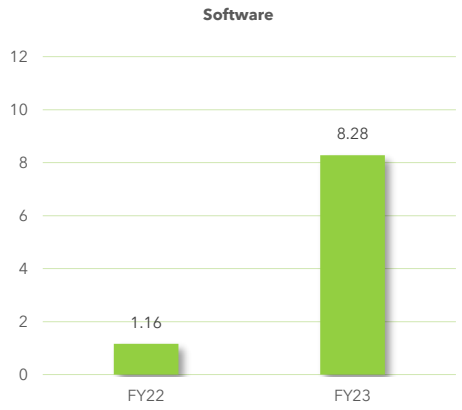
ActivePort Software

Developing, selling and deploying ActivePort's software

Management and Orchestration of Enterprise Data Networks

Revenue

FY22		FY23
$1.16M	**+614%**	$8.28M



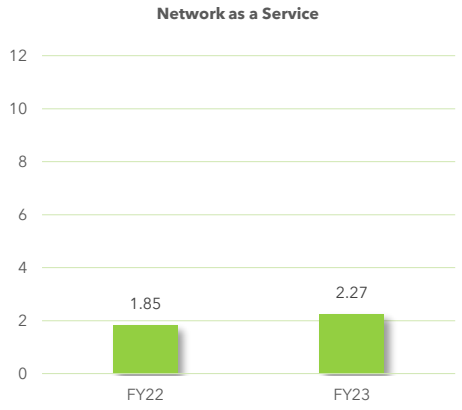
Global Edge

Network-as-a-Service powered by ActivePort

Edge-to-Cloud Network as a Service (NaaS)

Revenue

FY22		FY23
$1.85M	+23%	$2.27M



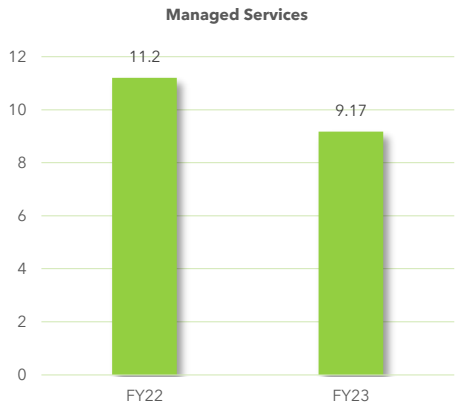
Managed Services

Delivering technology support services

Two independent MSPs, Starboard IT and Vizstone

Revenue

FY22		FY23
$11.20M	-18%	$9.17M

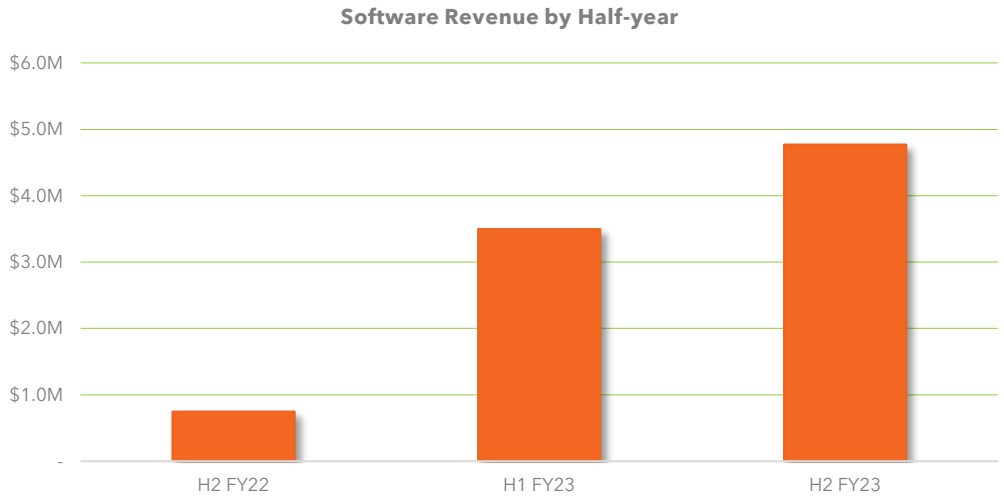


R&D credits and net return on invested funds attributed to the ActivePort Group entity was $1.81M in FY22 and $2.72M (est) in FY23. These income amounts are not attributed to the operating entities in the revenue lines on this page. All values unaudited and may differ from the annual report..

ActivePort Software

614% increase in software revenue YoY with growing sales pipeline and accelerating inbound sales enquiries heading into FY24.

	H2 FY22	H1 FY23	H2 FY23	FY23
Revenue	$0.75M	$3.50M	$4.77M	**$8.27M**
COGS	$0.30M	$1.88M	$1.06M	**$2.94M**
Gross Profit/(Loss)	$0.45M	$1.62M	$3.71M	**$5.33M**
OPEX	$2.26M	$1.28M	$1.12M	**$2.40M**
EBITDA Profit/(Loss)	($1.81M)	$0.34M	$2.59M	**$2.93M**



Develops the core intellectual property of ActivePort Group, our orchestration software.

Licenses ActivePort to customers including service providers, telecommunications carriers, enterprise customers and government agencies.

Generates high-margin, recurring software licence revenue, project revenue and engineering revenue.

Significant pipeline of contracted and installed telecommunications customers that represent a significant revenue opportunity in FY24 and beyond.

	FY23
Telco/Enterprise Revenue per Customer	$2.90M
ISP Revenue Per Customer	$0.04M
Head Count	19
Gross Margin	64%
Installed Telcos	27
Pending installation	38
Conversion to orchestration revenue to-date	1.5%

All values unaudited and may differ from the annual report.

GLOBALEDGE

Introducing the Global Edge Network as a Service

Built by ActivePort and launched in June 2023 with global reach across all continents.

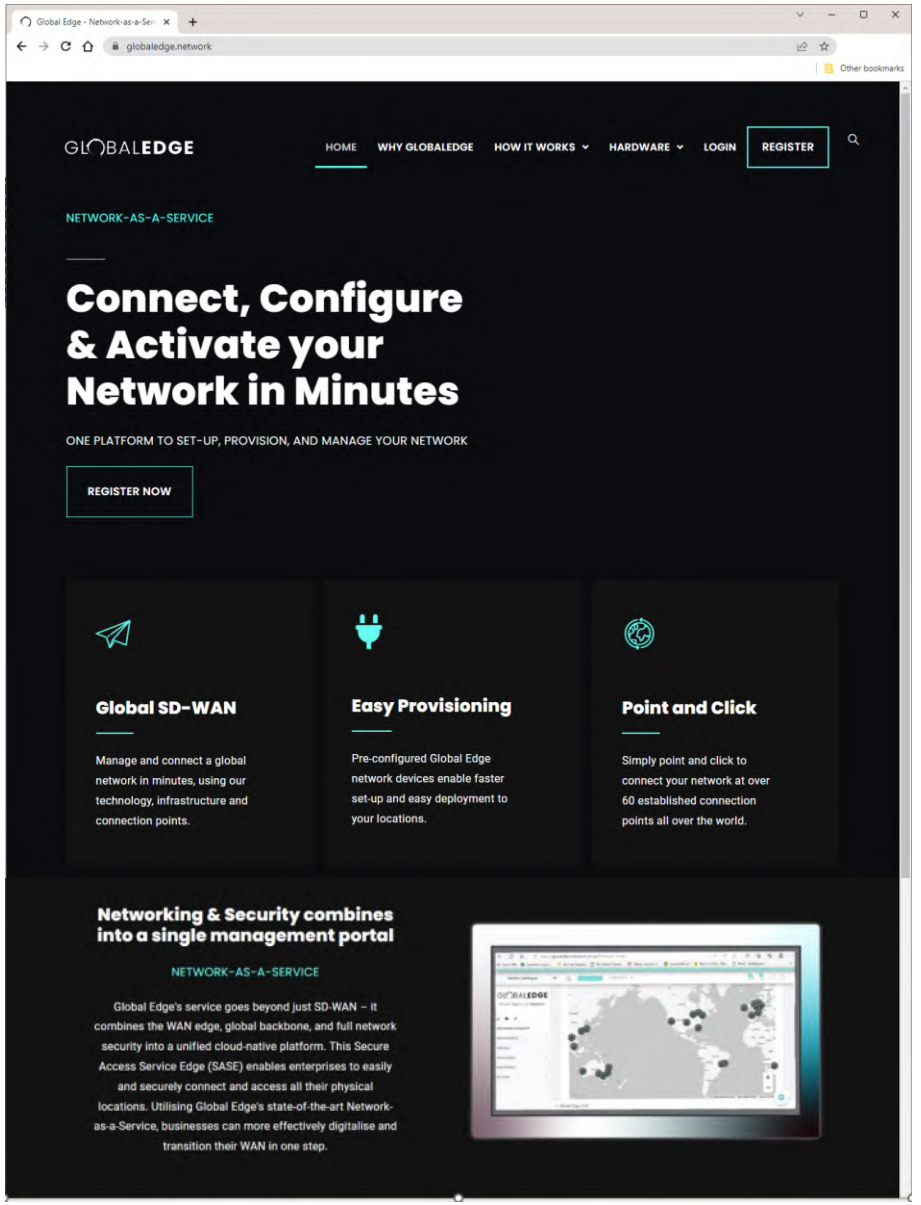
Global Edge is the first Network-as-a-Service with network-to-network integration (NNI) across carriers and fabric partners for true global SD-WAN.

Created to make building global networks easy with our visual designer and route automation technology.

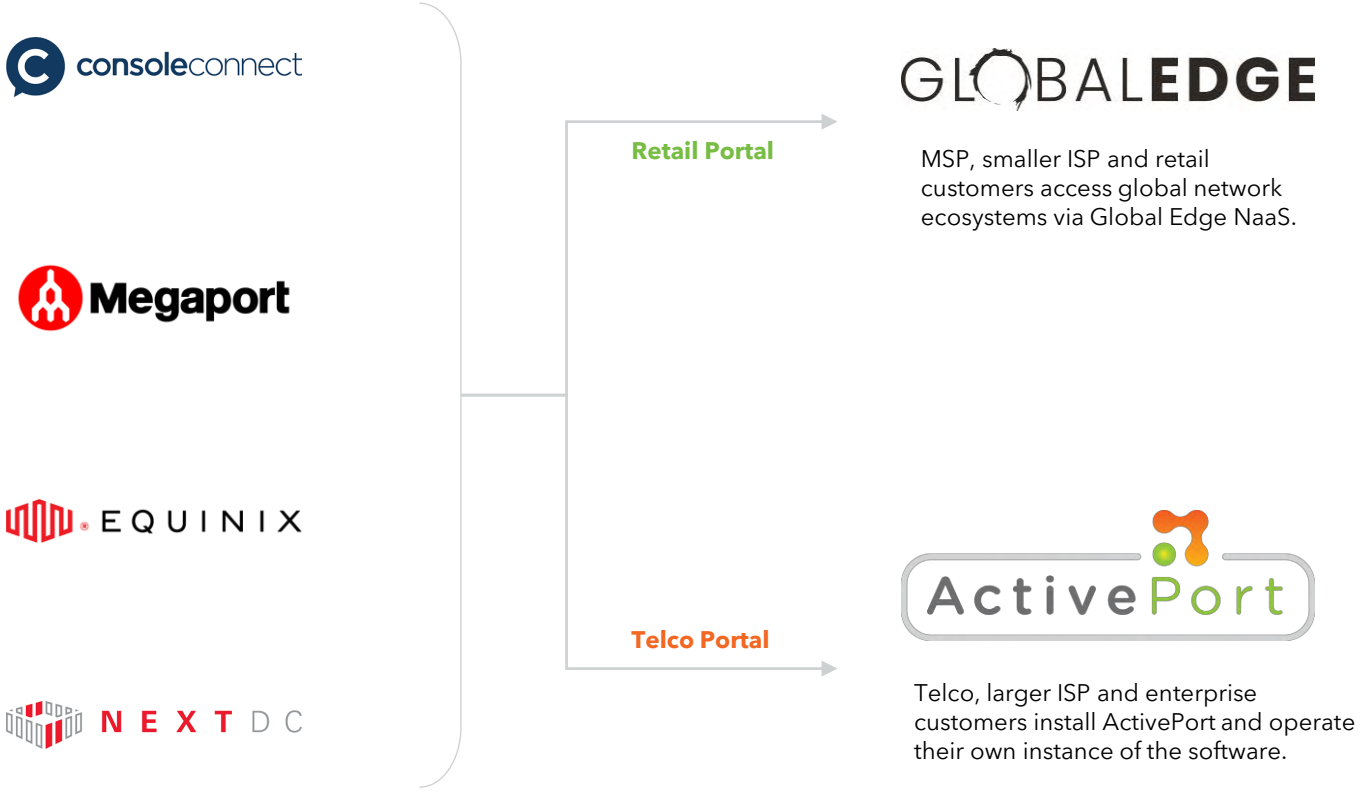
Combine SD-WAN and VPN edge solutions over internet or MPLS to meet 99% of edge connectivity use cases.

Integrated network function virtualisation for Edge or SASE security architectures.

Customers can replace multiple disparate tools with a single NaaS solution from ActivePort.



ActivePort Transit Ecosystem Partners



ActivePort integrates ecosystem partners via their Application Programming Interfaces (API's).

ActivePort enables cross-connect between service providers using ActivePort's network to network integration (NNI) automation features.

ActivePort's built-in SD-WAN, NFV and SD-VPN tools extend ecosystem partner networks from the core all the way to the edge.

Telco customers deploy ActivePort on-premise and leverage ecosystem partner integration capabilities themselves.

Enterprise customers use the Global Edge Network as a service (Naas) to access ecosystem partners' networks.

ActivePort Cloud Orchestration for AI

Powering Large Language Models (LLM's) for Telco using ActivePort's Cloud Orchestration capability matched to AMD's GPU, FPGA and CPU technology. Radian Arc, powered by ActivePort is AMD's global partner delivering GPU capacity to the Telco industry.

The AMD Radeon™ PRO V620 GPU delivers high-performance GPU acceleration for cinematic cloud gaming experiences.

AMD Instinct™ accelerators are engineered from the ground up for this new era of data centre computing, supercharging HPC and AI workloads to propel new discoveries.

ActivePort with Radian Arc is delivering AI solutions for telcos.

Customers are trialling the Radian Arc GPU infrastructure powered by ActivePort software to operate a chat-based help desk solutions and other edge use-cases.

Many telcos are considering the Dolly Instruction-tuned LLM from Databricks.

Outlook for FY24 - Scale-up

Sales to Revenue

Accelerate conversion of installed telco base to orchestration revenue.

Recurring Revenue

Ramp-up recurring revenue with Global Edge network as a service.

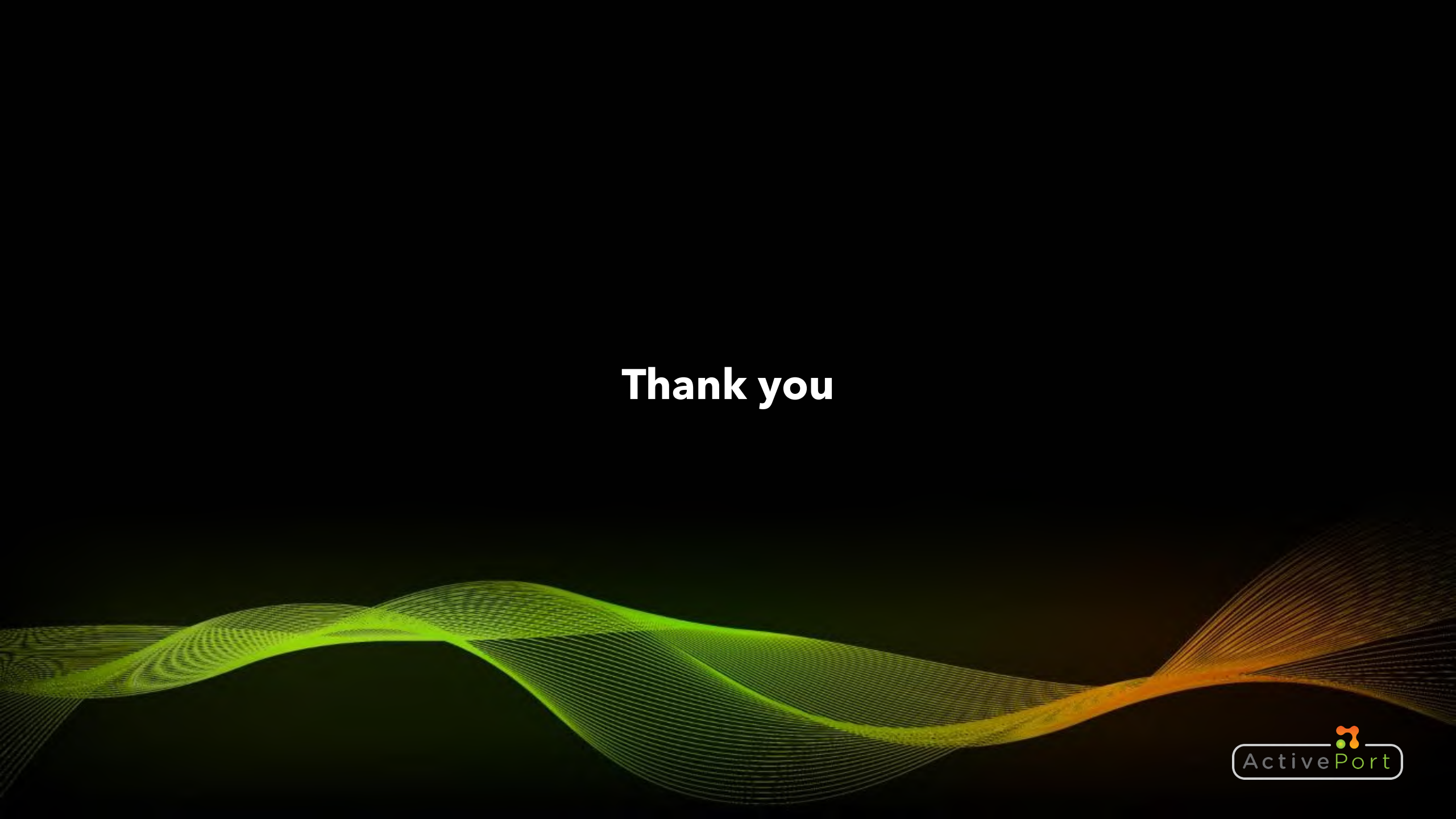
Increase Capacity

Scale-up delivery capacity, technology base and margin with strategic Acqui-hires.

GPU Orchestration

Product development in GPU cloud orchestration for content streaming and AI.

Higher Margins

Software revenue acceleration for higher margins and strong profit.

Thank you