

ActivePort Investor Update

Q1 FY24

9 November 2023

IMPORTANT NOTICES AND DISCLAIMER

IMPORTANT: you must read the following before continuing.

This presentation (Presentation) has been prepared by ActivePort Group Ltd (ACN 636 569 634) (Company or ActivePort) for the purpose of providing an overview of its current prospects and proposed development strategy to recipients (Recipient).

By reviewing or retaining these materials, or attending or participating in this Presentation, you acknowledge and represent that you have read, understood and accepted the terms of this "Important Notices and Disclaimer". The information in this Presentation does not purport to be all-inclusive or to contain all information which a Recipient may require in evaluating a possible investment in the Company or that would be required in a prospectus or product disclosure statement or the offering document prepared in accordance with the requirements of Australian law or laws of any other jurisdiction. The Recipient acknowledges that circumstances may change and the Presentation may become outdated as a result. The Presentation should be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au. The information contained in this Presentation is not investment or financial product advice (nor tax, accounting or legal advice) and is not intended to be used for the basis of making an investment decision. The information contained in this Presentation has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person. Before making an investment decision, investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek independent professional advice appropriate to their jurisdiction and circumstances.

While the information contained in the Presentation has been prepared in good faith, to the maximum extent permitted by law, neither ActivePort or any of its directors, officers, agents, employees or advisors give any representation or warranty, express or implied, as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this Presentation. Accordingly, to the maximum extent permitted by law, none of ActivePort, its directors, employees or agents, advisers, nor any other person accepts any liability whether direct or indirect, express or limited, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the information or for any of the opinions contained in this Presentation or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation. An investment in ActivePort securities is subject to investment and other known and unknown risks, some of which are beyond the control of ActivePort or its directors. ActivePort does not guarantee any particular rate of return or the performance of ActivePort securities.

Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Future Matters:

This Presentation contains certain "forward-looking statements". These can be identified by words such as "may", "should", "anticipate", "believe", "intend", "estimate", "expect" and similar expressions. These forward-looking statements include all matters that are not historical facts. Forward-looking statements are based on:

- assumptions regarding ActivePort's business strategies, plans and objectives of management for future operations and development and the environment that ActivePort will operate; and
- current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties and other factors many of which are beyond the control of ActivePort.

Such forward-looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of ActivePort to be materially different from the results or performance expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding ActivePort's present and future business strategies and the political, regulatory and economic environment in which ActivePort will operate in the future, which may not be reasonable, and are not guarantees or predictions of future performance. No representation or warranty is made that any of these statements or forecasts (express or implied) will come to pass or that any forecast result will be achieved. Forward-looking statements speak only as at the date of this Presentation and to the maximum extent permitted by law, ActivePort and its Related Parties disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this Presentation (including, any assumptions or expectations set out in this Presentation).

All figures in this Presentation are A\$ unless stated otherwise and all market shares are estimates only. A number of figures, amounts, percentages, estimates, calculations of value and fractions are subject to the effect of rounding. Accordingly, the actual calculations of these figures may differ from figures set out in this Presentation.

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

Introduction to ActivePort

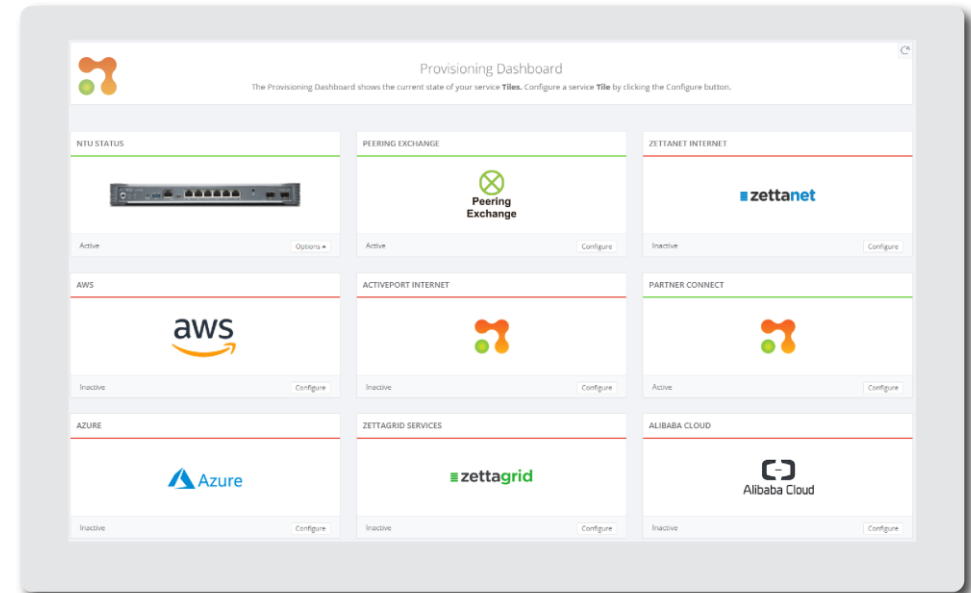
ActivePort Group Ltd (ASX:ATV) is an Australian **software company** delivering edge-to-cloud network orchestration solutions for global **Telecommunications** industry.

Developing breakthrough software-defined networking solutions for the global telecommunications industry.

ActivePort software allows customers to orchestrate their network from edge-to-cloud from a single screen.

ActivePort's unmatched technology delivers efficiency, improved service, and lowers costs for our customers.

Customers can purchase a license to install ActivePort software or use our network as a service platform, Global Edge for a monthly fee.



*All logos and trademarks remain the property of their respective owners.

ActivePort Group Performance Q1 FY24

ActivePort Software

Developing, selling and deploying ActivePort's software

Management and Orchestration of Enterprise Data Networks

Revenue

Q4	Q1
\$1.26M	\$0.31M

"Lumpy" revenue persists

Strong pipeline of telcos to close in Q2

Global Edge

Network-as-a-Service powered by ActivePort

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

Revenue

Q4	Q1
\$0.58M	\$0.64M

Consistent Growth

Revenue & Margins Growing

Managed Services

Delivering technology support services

Two independent MSPs, Starboard IT and Vizstone

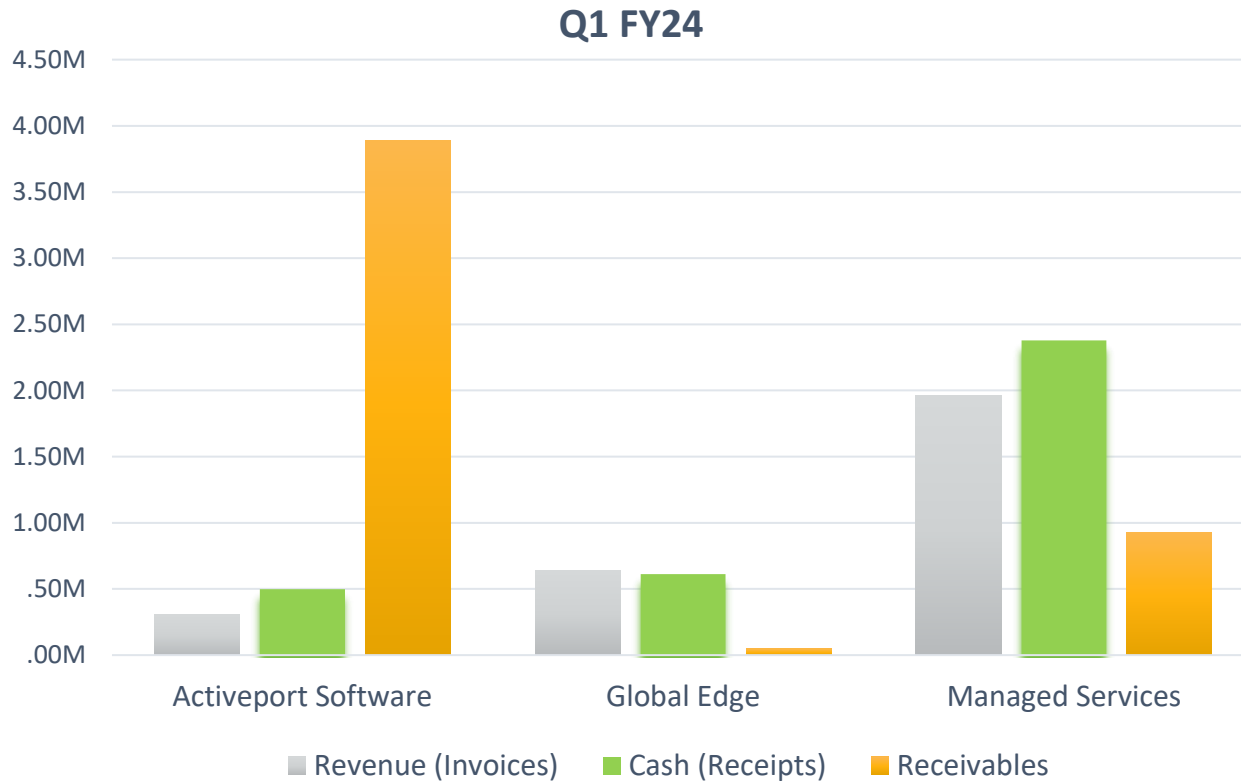
Revenue

Q4	Q1
\$2.51M	\$1.96M

Stabilised and profitable

Leveraging resources into software & Global Edge

Cash and Revenue



- Working to release capital from the software business in Q2.
- Cash collections to normalise as the software business matures from this quarter.
- Building the NaaS business (Global Edge) that receives majority payments in advance.
- Services business remains stable across revenue, cash and receivables.
- On completion and collection, resources to be focussed on a series of new telco delivery projects planned for Q3.

Software Sales Pipeline

- **Momentum in software license sales to the global telco sector continues.**
- Clear path to recurring revenue more than fixed overheads is achievable in the year.
- Some large one-time payments for enterprise licenses in-region will contribute to working capital.
- Extensive list of opportunities beyond the current batch of deals the team is working on in the current quarter.
- New L1 features developed for sub-sea fibre customers to orchestrate access to their wavelength products.

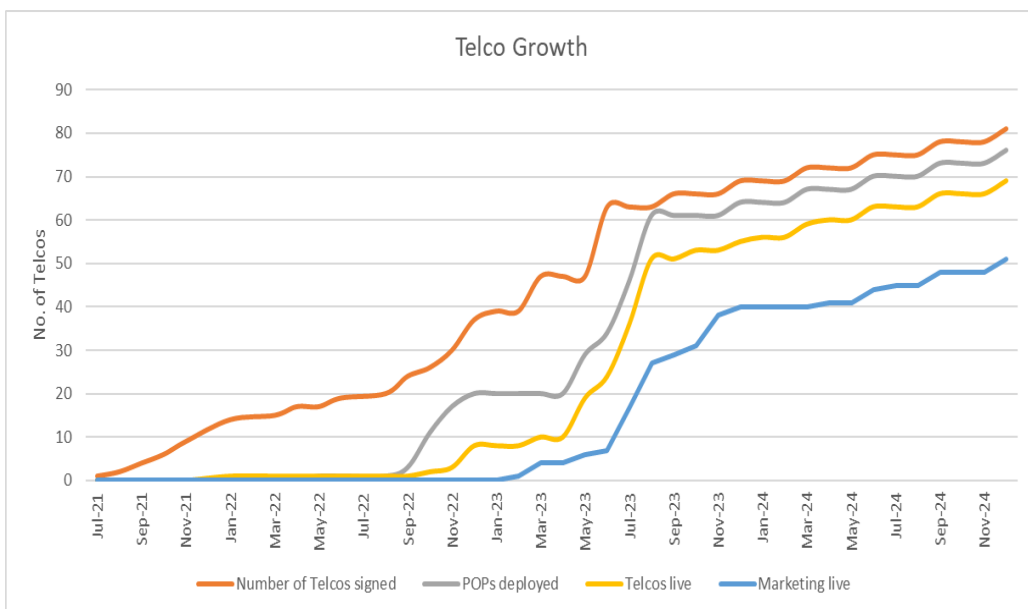
Customer	OTC	MRR	Pipeline	Annualised MRR
C1	3830	10	3850	180
C2	1250	20	1430	360
C3	875	5	920	90
C4	550	115	895	2070
C5		90	810	1620
C6	200	75	575	1350
C7	350	25	425	450
C8	75	25	250	450
C9	75	15	165	270
C10		20	160	360
C11	45	25	145	450
C12	75	15	135	270
	7,325	440	9,760	7,920*

* 75% gross profit after 25% pay-away to OEM source code integrated to the ActivePort platform. (~1.9M PA at current annualised MRR).

GPU-as-a-Service with Radian Arc



Radian Arc closed its largest telco deal in Q1 that would require deployment of up to 35,000 servers to support more 100M+ users on a single network.



- Radian Arc provides a GPU platform powered by AMD and orchestrated by ActivePort software, for cloud gaming and AI.
- ActivePort software powers the Radian Arc platform and delivers both services and license revenue to ActivePort as the Radian Arc customer base grows.



● Deployed to 27 Telcos ● 65 Telcos Signed (3+ per Qtr)

PIPELINE OF 100+ TELCOS AND ~3 BILLION SUBSCRIBERS





- **Global Edge** is our network-as-a-service (NaaS) solution.
- Used to deliver ActivePort features as a service to enterprise customers.
- Single pane of glass to design, order and build a local or **global SD-WAN network**.
- Fully integrated cloud access and international routing via our partners.
- Dynamic deployment of international points of presence using the **Megaport Virtual Edge**.
- International traffic routing using ecosystem partners.

- Staged roll-out of **Global Edge** progressing.
- New Megaport features implemented.
- Recurring revenue base growing steadily ahead of official launch.





Q1 FY24 Summary

- Soft revenue start to the quarter as current projects are completed and new projects begin.
- Pipeline of telco prospects continues to grow with some significant wins due to close in Q2.
- New customer opportunities evolving in the sub-sea fibre market.
- Momentum building behind **Global Edge** to deliver more consistent recurring revenue and cash flow.
- Significant R&D progress on Fabric Integration, Cloud Orchestration and Network as a Service.
- Seeking opportunities to expand our technical resource base for accelerated growth.

Q&A