

Funding for Growth

August 2025

Activeport's FY25 capital raise to fund growth through to positive free cash flow.

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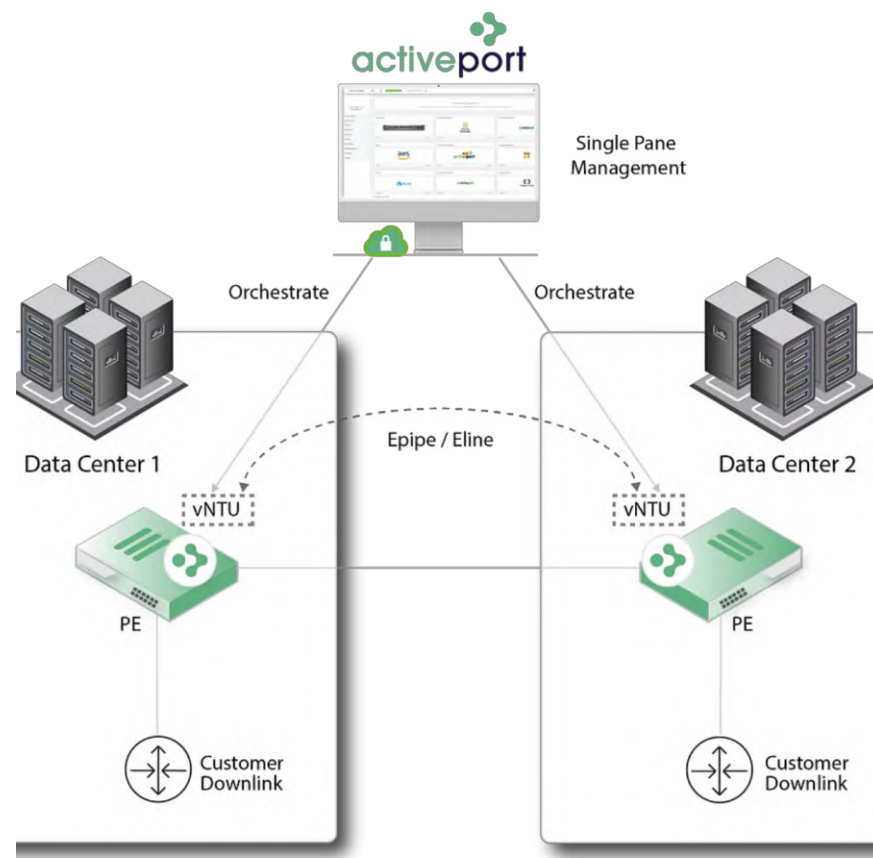
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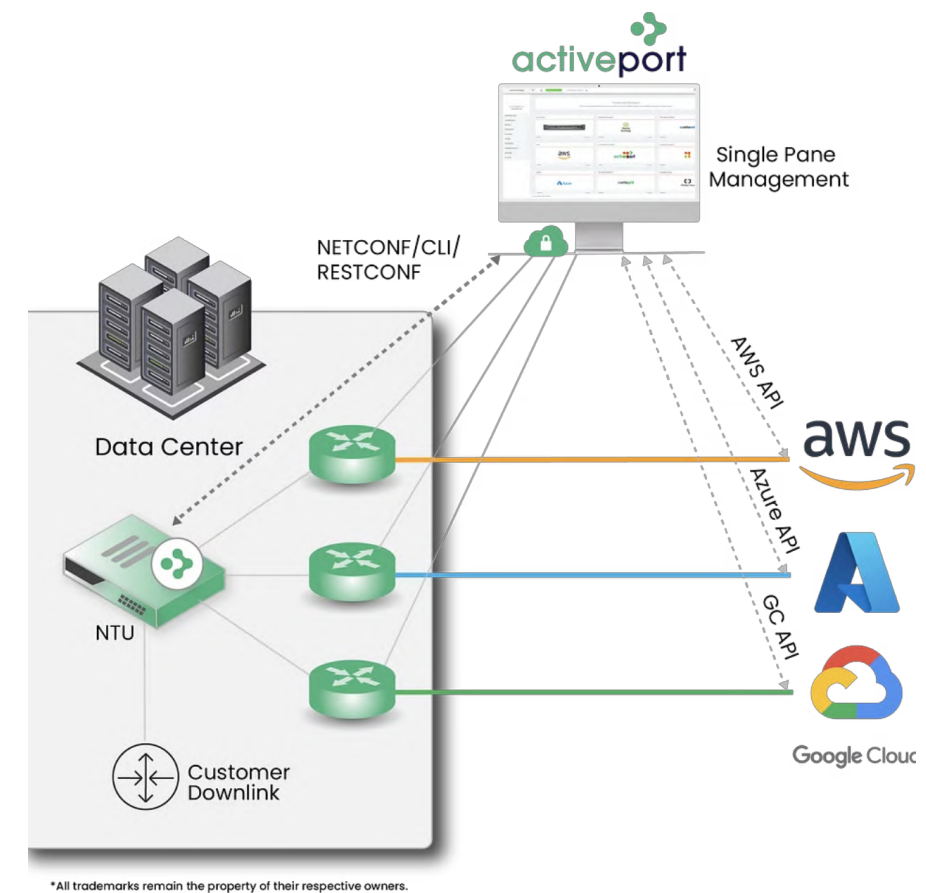
This presentation has been authorised by the Board of Activeport Group Ltd.

Activeport in Action

Two simple product examples for a DC Operator but Activeport does much more including Edge, Fibre, GPU, NNI & NOC



Example 1: Virtual cross connects between data centre tenancies and customer premises.



Example 2: Virtual cross connects from customer premises to public cloud.

How Customers Use Activeport

Telecommunications Carriers, Datacenter Owners and Enterprise Customers use Activeport's software to generate new revenue, increase wallet-share, reduce customer churn and deliver superior customer service.



New Self-Service Products

Our telco and data centre customers create software-defined, self-service products on their existing networks.



Network Augmentation

Our software Integrates 3rd party network and data centre ecosystems to extend network reach and offer global cloud access.



Edge, Core, Cloud & GPU Orchestration

Offers a comprehensive Edge to Cloud platform including private Cloud and GPU orchestration, making it a perfect end-to-end solution.



Customer Retention & Visibility

Our operators use Activeport's software to improve customer satisfaction with performance visibility and self-service network management.

Activeport Software is Unique Enterprise-grade Orchestration



Complete Edge to Cloud Solution

Integrates equipment from the network edge through the core to the cloud enabling end-to-end automation across all infrastructure from sub-sea fibre to last-mile including NoC, SoC, Cloud and GPU support.



Unique Vendor Agnostic

One of few network-vendor-agnostic orchestrators available today, a key requirement for telcos with switching equipment from multiple vendors across their networks.



Comprehensive Enterprise Feature Set

Solves complex challenges in Software Defined Networking with robust, enterprise-grade orchestration capabilities.



One Software Product Sold Four Ways



Activeport generates high gross margin revenue 90%+ by both licensing its software and offering it as a SaaS solution.



Network Orchestration

Cloud-enables networks for transformative instant-on provisioning of traditionally slow, manual processes.



GPU Orchestration

Delivers GPU orchestration optimised for cloud gaming and adaptable to drones, robots and AI inference.



Network as a Service

Offered as a self-service network for last-mile connectivity from the edge to the cloud across fibre, wireless and satellite networks.



Managed Services

Provides outsourced orchestration services to operators that don't have the resources to manage networks and software in-house.

Operating in Australia, Singapore, New Zealand and India with clients including Lightstorm, Telekom Malaysia, and Reliance Jio.

Driving Recurring Revenue Growth and Margin Expansion

Product and service contracts structured to generate compounding recurring revenue growth

New Software Sales

Transitioned revenue mix to high margin software licensing and SaaS contracts.

Recurring Revenue Focus

Generating term recurring revenue with volume measures for compounding growth.

Network as a Service

Introduced SaaS/NaaS to drive consistent monthly growth of baseline recurring revenue.

Rapid Revenue Growth Into FY26

Reaping rewards from 48 months of product development, team building and sales investment.



Telekom Malaysia

Closed multi-million-dollar TM project after a year-long process. Delivering first revenue in 4Q25 and expanding the revenue footprint beyond \$500K PA quickly.



Reliance Jio

Go-live of a large cloud gaming GPU cluster for the worlds largest mobile network. Starting with 1,600 GPUs and growing fast. \$25/GPU license revenue for +\$490K ARR.



SaaS Customers

Launched Australia's first edge-to-cloud self service network then immediately signing 100+ new sales in the first month (+\$600k ARR at 67% GP).



Global Pipeline

Cultivating a growing pipeline of new projects with tier-1 telco, ISP and data centre operators globally as SDN software becomes essential to the industry.

FY25 Performance



FY25 Revenue Performance

Achieved \$11.2M gross revenue (including R&D credits) with a \$14.5M all-in cost base. Strategically prioritised significant, ongoing GPU orchestration revenue from the Reliance Jio scale-up ahead of a \$4M RA license deal.



Balance Sheet Optimisation

Writing down goodwill to eliminate future non-cash adjustments. Exploring equity-lite facilities, including partial sales of NaaS and GPU subsidiaries, to generate additional working capital for high-margin software revenue growth.



Positive Outlook

Delivered stable revenue and costs throughout FY25 Q3 & Q4. We are committed to consistent quarterly revenue growth in FY26 and beyond, driven by new contracts delivering consumption-based, compounding recurring revenue.



FY26 Revenue & Growth

Accelerated ARR Growth

Secured new contracts in June delivering **\$2M ARR** for H1 cash flow, with additional Network as a Service contracts closing in July and August. Aiming for an additional **\$1.5M ARR** in H1 to reach break even exit run-rate.

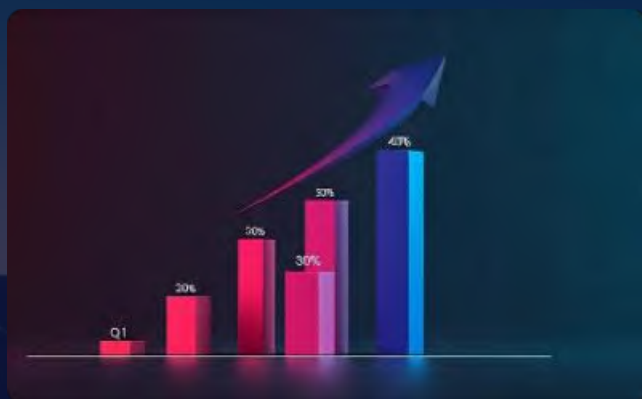
Global Project Expansion

Significant Tier 1 telco and data center projects commencing in H1 across Asia, India, and Europe. Local Telco, ISP, and MSP projects with brand-name operators starting in Australia during H1.

Strategic Market Entry

Scaling sales teams in EMEA, India, and Asia to capitalise on recent wins. Planning strategic entry into the USA to address substantial data centre opportunities in the Americas and leverage our GPU orchestration software investment alongside AMD in robotics and drones.

Group Objectives



Growth Target: Rule of 40

Aiming to achieve Rule of 40 performance, balancing growth and profitability with long term, sustainable business expansion.



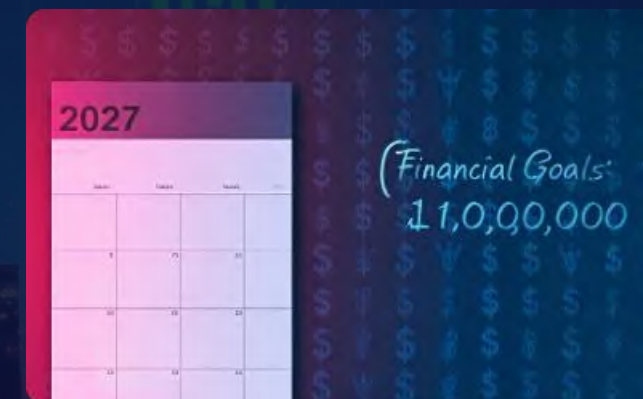
Revenue Target: \$25M Near Term

Structuring the business to ensure \$25M in revenue, delivering \$9M EBTIDA and \$5M FCF at our current cost base is achievable.



Delivery Capacity: \$16M Cost Base

Maintaining overheads under \$16M whilst ensuring we have technical capacity to deliver ambitious growth targets for software & SaaS above 30%.



Financial Goals: FCF Positive

Setting aggressive targets to reach profit in FY26 and material positive free cash flow in FY27.

ASX Software Metrics & ATV Peer Aspirations



ASX Peers are software businesses that deliver enterprise products using similar licensing models as Activeport's.



Activeport as the newest business in this sector should reach equivalent multiple as its software business matures.



Peer financials are based on most recent published full year accounts at table compilation date in May 2025.

FY24	Wisetech (WTC)	Tech One (TNE)	Objective (OCL)	Hansen (HSN)	Gentrak (GTK)	Megaport (MPI)	Median	ATV* (Aspiration)
Revenue	1,041	506	118	355	198	195		25
GP	876	445	110	321	185	137		21
	84%	88%	94%	90%	93%	70%	89%	84%
EBITDA	381	224	37	85	22	54		9
	37%	44%	32%	24%	11%	28%	29%	36%
NPAT	263	118	31	21	9	11		6
	25%	23%	26%	6%	5%	6%	15%	24%
Market Cap	35,142	13,271	1,753	1,003	1,111	2,250		300
Market Cap/Revenue	34	26	15	3	6	12	13	12
Market Cap/EBITDA	92	59	47	12	50	42	49	33
Market Cap/NPAT	134	112	57	48	126	205	119	50

* ATV Target numbers are goals set by the company to direct investment in sales and manage overheads. They are not forecasts but indicative of how an enterprise software such as Activeport could perform should it achieve an additional \$10M in revenue from software licenses and SaaS services on the current cost base.

Q&A

ASX:ATV

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