

1 July 2024

Activeport creating a strong pipeline of new software deployments to drive recurring revenue growth.

Highlights

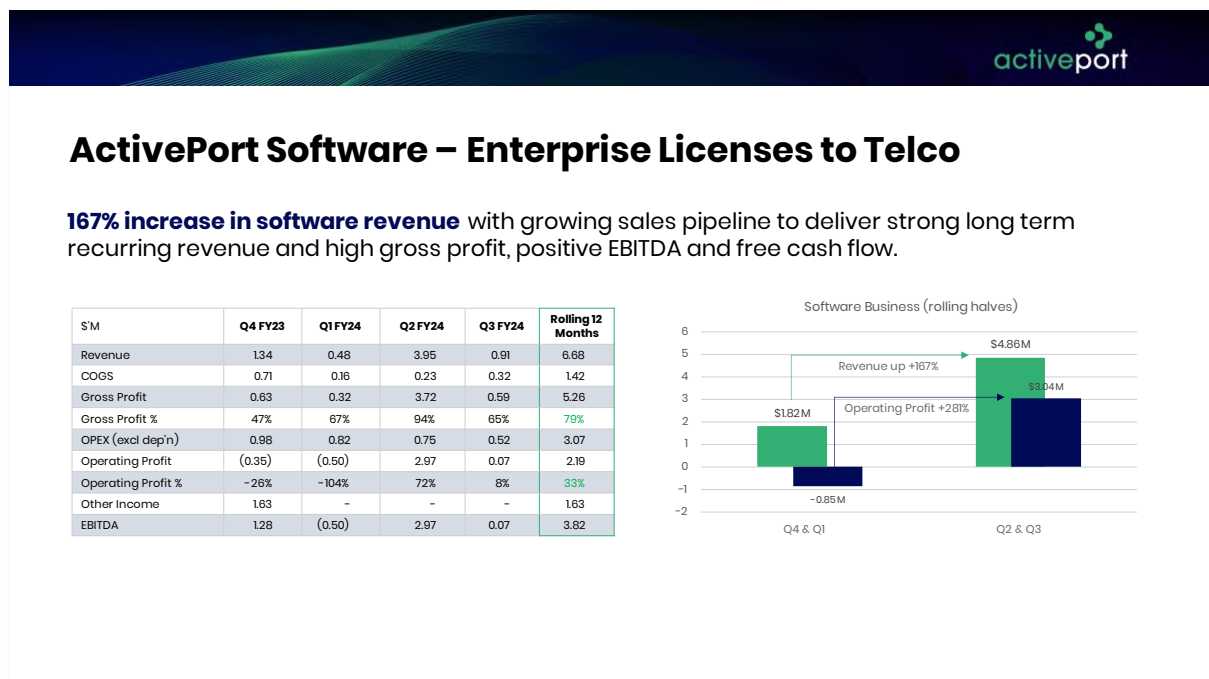
- Rolling 6-month software revenue was up 167% to March, exhibiting 33% operating profit.
- Three new software projects kicked off in Q4 with tier-1 telco's in Malaysia, Indonesia and India;
- A rapidly expanding pipeline of telcos seeking to automate their networks and provide customer self-service using Activeport's software, promises to deliver strong revenue growth in FY25;
- Activeport's new Global Edge B2B SaaS portal, launching in July will deliver regular recurring revenue growth and high gross margins from new enterprise customers.

Enterprise Software License Revenue

Activeport Group Ltd ("Activeport" or "the Company" or "Group"), (ASX:ATV) is pleased to announce new proof-of-concept (PoC) projects with major international telecommunications companies (telco's) in India, Malaysia and Indonesia, that promise significant new recurring revenue growth in FY25. These new projects focus on delivering self-service capability that enables the telcos' customers to order data centre capacity, create network services and connect to the cloud through telco-branded B2B portals powered by Activeport's software.

Activeport software is tightly integrated with a telco's network equipment, facility monitoring services and back office software and so starting new customer engagements with PoC projects is a common industry strategy to ensure software is fully compatible with a telco's technical environment prior to committing to term contracts. These initial engagements are completed on a time-and-materials basis and are immaterial from an ASX reporting perspective at the outset. During the PoC phase, the initial scope of deployment, feature set, price and contract terms will be defined and agreed, ready for live implementation.

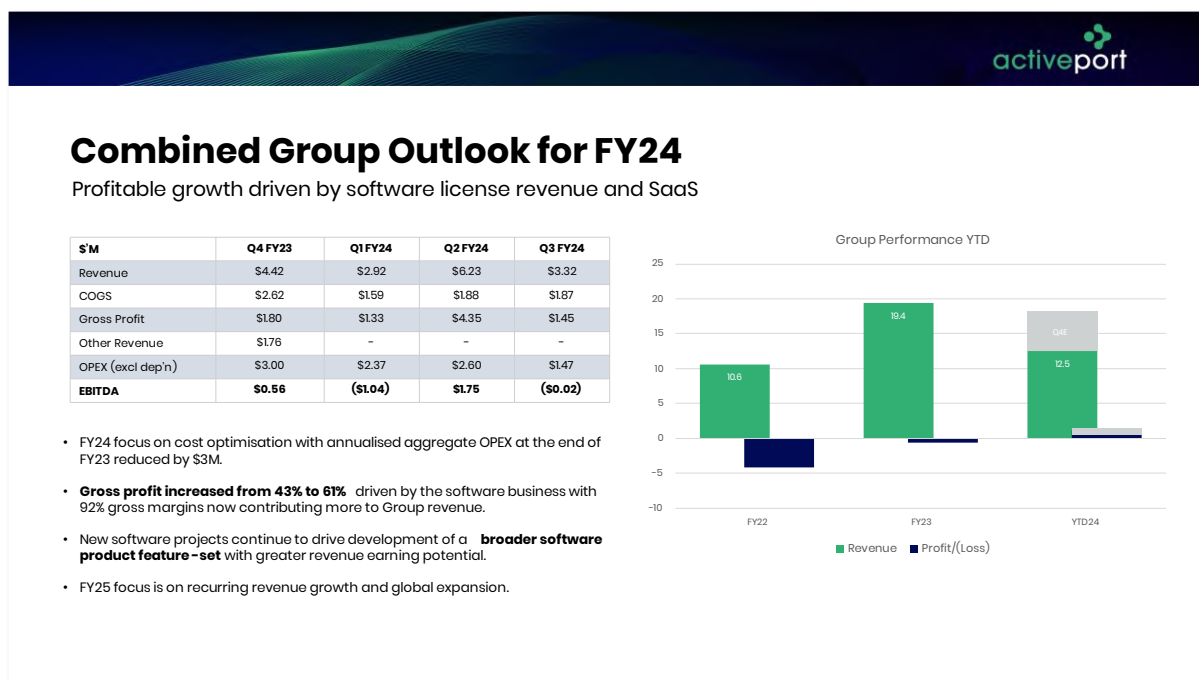
Activeport continues to experience strong demand for its innovative software solution in the telco sector. Telco's today must add self-service interfaces to their networks and datacentres to keep up with hyperscale cloud providers. Activeport's software lets them complete that transition quickly.



Software revenue results at the end of Q3 was strong with rolling 6-month revenue up 167% and EBITDA reaching 33%. As these new telco projects move from PoC to production, recurring revenue should continue to compound.

Group Revenue

The focus for FY24 has been toward cost control and capital management. Revenue in our highly profitable software business is up while managed services revenue has been optimised to minimise working capital and reach profit rather than skewed toward growth.



Software as a Service

Activeport uses its software to deliver a software-as-a-service (SaaS) platform for internet service providers (ISP's), managed service providers (MSP's) and direct Enterprise customers. The SaaS service is experiencing strong demand across Australia, Southeast Asia and Africa with recurring revenue building progressively across a growing enterprise customer base in many sectors including retail, energy and banking.

The new Global Edge B2B self-service portal, launching in July will add a new dimension to revenue growth in our SaaS business. Starting with six points of presence in Australia and New Zealand, the Global Edge portal enables enterprise customers to login and create their own global network from their offices at the network edge to services in the cloud. Phase one product scope leverages our built-in software-defined wide area network (SD-WAN) protocol and network function virtualisation (NFV) capability to deliver either local internet secured by a soft-firewall of the customer's choice from any brand-name provider or centralised internet injection through our managed firewall service. Future releases will enable layer-2 Ethernet service delivery using a range of router brands at the edge plus direct local loop ordering from a selection of API-enabled NBN providers.

Global Edge is a premium edge-to-cloud SaaS service that seeks to address the needs of local enterprise customers with complex network connectivity requirements and international customers seeking a simple way to connect Australian branch offices to their global networks.

Global Edge leverages Network-as-a-Service partners, Megaport, Equinix and Console Connect to offer national and international connectivity and on-ramp access to all major cloud providers.

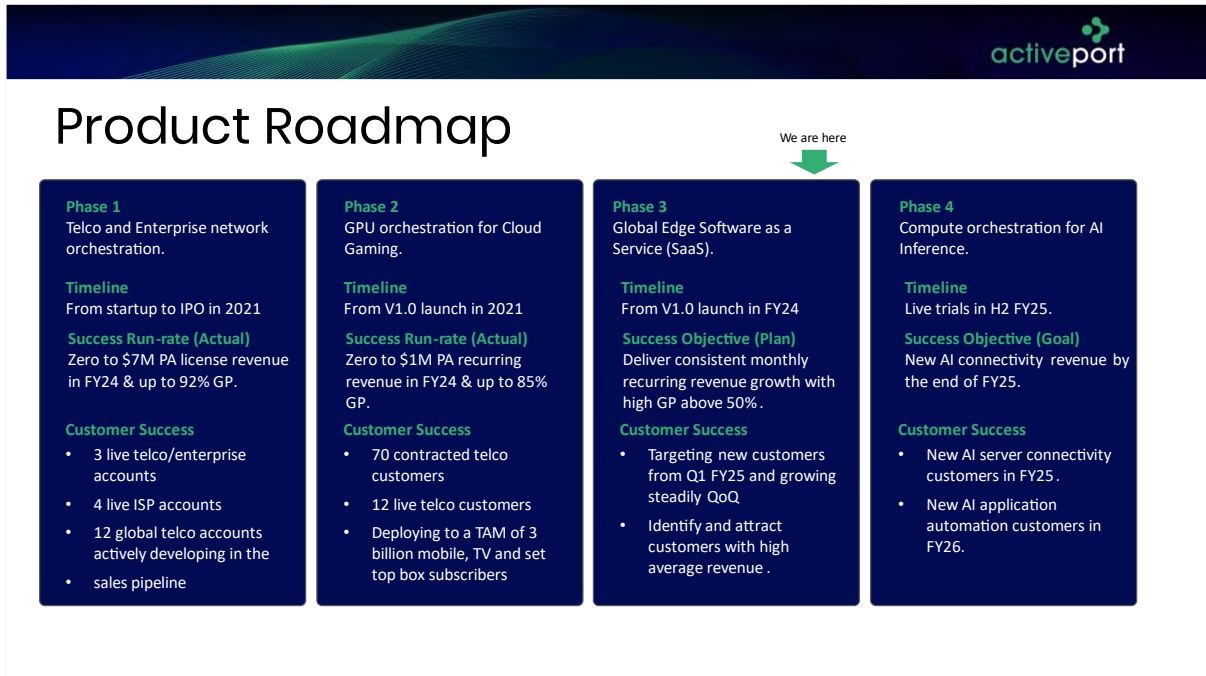
Our managed services business in Perth and Sydney continues to deliver sound results and it is anticipated that with the launch of the Global Edge portal, the uptick in enterprise network deployment support will see those teams integrated more closely with our SaaS business.

GPU Orchestration

Radian Arc has closed its B-round and paid ActivePort in full for all outstanding amounts totalling \$2.34M.

Activeport's R&D team has delivered Android support on its version 2.8 software and is mid-way through completion of version 3.0 that includes a vendor SDK to enable easy performance optimisation by third-party game library providers on the Radian Arc GPU reference architecture.

The natural evolution for our GPU orchestration software is toward AI system orchestration for model training cluster connectivity and inference application automation. The demand from our telco customers for solutions that deliver connectivity to AI server clusters is building and should become a significant driver of revenue growth for Activeport's software in FY25.



Activeport software derives its growth and profit from three service streams with an estimated target addressable market for Activeport license revenue alone of \$95 billion per year and growing.



About ActivePort Group Ltd

ActivePort is an Australian company delivering network orchestration software solutions, tailored to the global telecommunications and information technology sectors. The company derives revenue from three business units; the ActivePort orchestration software, the Global Edge network-as-a-service portal www.globaledge.network and general IT managed services.

For more information, please visit www.activeport.com.au

Investor relations

ActivePort Group Ltd

Investor.relations@activeport.com.au

Media relations

Lisa Jones, ActivePort Group Ltd

lisa.jones@activeport.com.au

www.linkedin.com/company/activeport-group-ltd

ActivePort Group Ltd

Level 28, 140 St Georges Terrace, Perth WA 6000

ABN: 24 636 569 634

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