

3 July 2017

FLEXIROAM PARTNERS WITH LEADING AIRLINE KOREAN AIR

Flexiroam Limited is pleased to announce that its wholly owned subsidiary, Flexiroam Asia Limited ("Flexiroam") has signed a partnership agreement with Korean Air.

Korean Air is both the flag carrier and the largest airline of South Korea, with a fleet consisting of over 177 aircraft and operating scheduled flights to 129 cities in over 46 countries. The airline was founded in 1969 and has become an innovative leader in the global aviation industry. In 2016 alone, the airline served 7.86 million domestic passengers, as well as 18.98 million international passengers.

Through the partnership, Korean Air passengers who purchase a flight ticket from Southeast Asia and Oceania to any destination through the Korean Air website or mobile app for the departure period from 1st July to 30th September 2017 can request a free Flexiroam X to enjoy complimentary data roaming. Korean Air will promote Flexiroam X and its offerings on their social media and website for a period of one month. This reach is highly extensive, with an electronic direct mailing list consisting of over 330,000 individuals. Promotions on Korean Air's Facebook and Twitter pages are expected to reach around 128,000 people and 115,000 people respectively. The partnership will increase exposure and widen awareness of Flexiroam X and its offerings, in line with the Company's growth strategy of securing recurrent revenue streams from frequent travellers. Historical data shows that more than 33% of customers make subsequent purchases of an average of 1.8 transactions valued at over US\$40 per transaction. Recurring revenue contributes over 57% of Flexiroam's total revenue, illustrating the benefit in attracting repeat subscribers as a catalyst for future revenues.

Korean Air Southeast Asia and Oceania regional headquarter General Manager of Passenger Marketing, Mr. Seo Kyoung Soo stated that "Korean Air is glad to be part of the collaboration and believe that this will be beneficial for all of our passengers who are constantly using data to connect with the global world. Korean Air will keep looking for opportunities which will be able to provide utmost comfort for our passengers."

Managing Director of Flexiroam, Jef Ong adds "This collaboration is an exciting one as we partner with a leading Korean airline and a dominant travel industry player. This is in line with our vision to make Flexiroam X become product associated with booking flight tickets. This partnership provides Flexiroam with the opportunity to leverage on Korean Air's large customer base."

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ABOUT FLEXIROAM LIMITED

FLEXIROAM (ASX: FRX) is a leading telecommunications company offering universal voice and data services for mobile users globally. Its flagship data roaming product, FLEXIROAM X has coverage in over 100 countries with 4G speed in over 56 countries. FLEXIROAM is an asset light telecommunications company that does not own physical infrastructure yet is able to connect to around 580 network operators globally. FLEXIROAM aspires to be a household name in borderless mobile broadband service in Asia and beyond. Please visit www.flexiroam.com.

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