

28 July 2022

## Quarterly Activities Report

For the quarter ending 30 June 2022

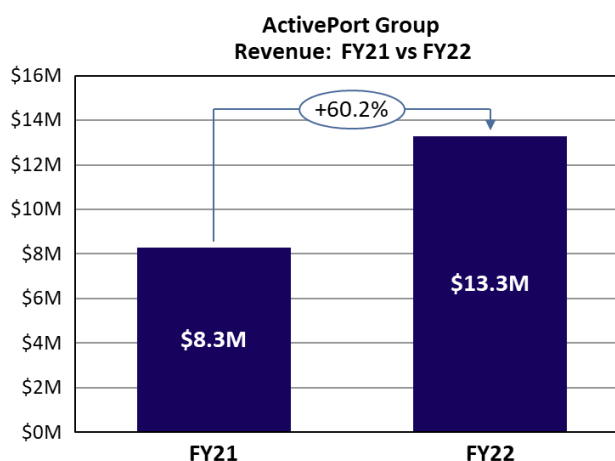
ActivePort Group Ltd (“**ActivePort**” or “**the Company**”), (**ASX:ATV**) is pleased to report a strong finish to FY22 with revenue increasing in its services business and software sales growing rapidly to make a positive cash contribution to reserves.

### Highlights:

- **FY22 (unaudited) ActivePort Group revenue is \$13.3M, up 60.2% on FY21;**
- **H2 software revenue grew by 482% from H1;**
- **Our first enterprise-scale customer installation is complete and a second has signed-on;**
- **Net cash reserves expected to grow in the coming quarter.**

### Group Revenue

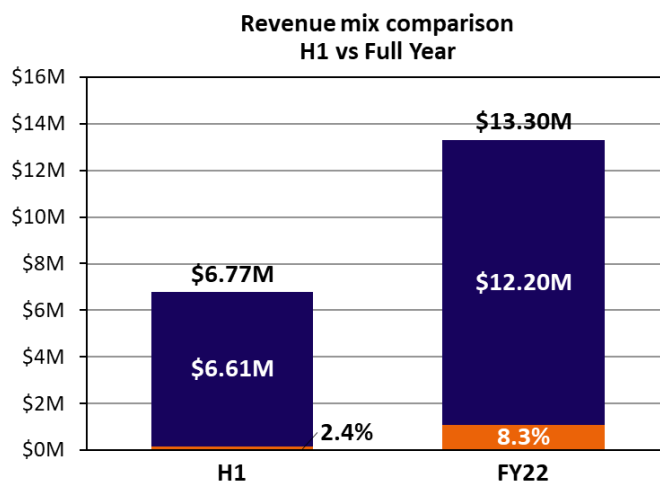
ActivePort has two distinct revenue streams from our traditional managed services business and our relatively new ActivePortal software product. Software revenue is highly profitable, so our focus is on scaling up our software business globally whilst leveraging our managed services group for support and delivery. This strategy is working. Group revenue, up 60.2% to \$13.3M for the full year was accelerated by new software sales on top of solid growth in managed services revenue.



*The FY21 revenue shown in the chart above are proforma and assume the consolidated group was in place during all of FY21.  
The effective date of consolidation was 27 September 2021.*

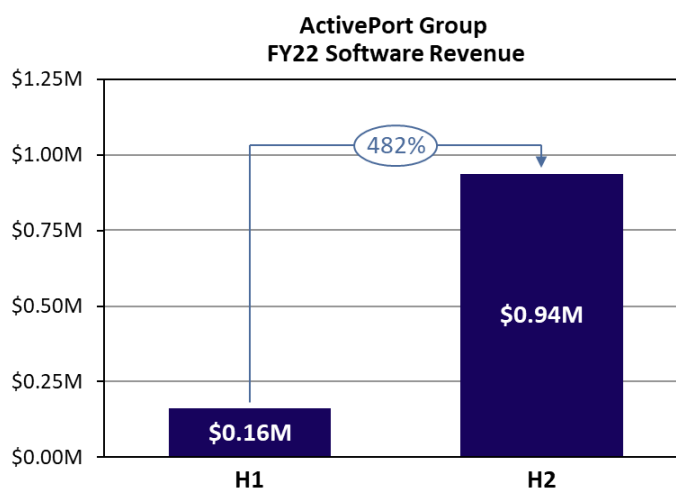
Although still a small part of Group revenue, the software license revenue is growing rapidly. Software license sales generate very high gross margins and so the software contribution to cash as a percentage of revenue is much higher than our traditional managed services business. In H1FY22, 2.4%

(\$161K) of ActivePort Group revenue was generated by our core software. For the full year, that percentage increased to 8.3% (\$1.098M) of total revenue.



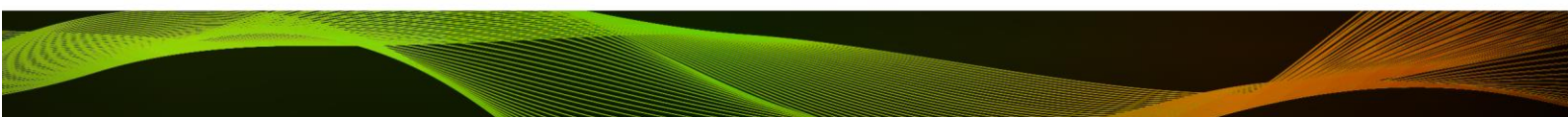
*This chart sets out the H1 revenue for ActivePort Group compared to full year and the increase in revenue contribution of ActivePort software increasing from 2.4% at the half to 8.3% full year.*

In FY22 we executed two campaigns to promote our software product. Our sales team worked indirectly via channel partners globally to sell SD-WAN and we worked directly with larger customers that are using our software for specific enterprise projects. Pleasingly, this has been successful on both fronts with software revenue increasing 482% from H1FY22 to H2FY22.



*This chart sets out the H1 ActivePort software revenue as compared to H2, demonstrating an increase of 482% H1 versus H2.*

*A revenue reclassification of \$290K (from software to other revenue) has occurred subsequent to the ATV Activities Update announced on 14 June 2022.*



## Software Revenue

Our channel market is building globally with orders from the banking, utility, and retail sectors, proving the value of ActivePort's innovative multi-vendor Orchestration platform. In Q4FY22, ActivePort's MSP and ISP partner sales exceeded expectations with new sites signed across Australia, Asia and Africa. In Australia, our channel partners have identified a large sales pipeline of more than 1,000 SD-WAN ports and deployed ActivePort to new customers including DecoRug Holdings Pty Ltd, Pharmacy 4 Less Pty Ltd, Assembly Label Retail Pty Ltd, and Mr Toy's Toyworld. In Africa, we have a commitment to proceed with two banks and one large utility operator with over 350 sites and 1,200 devices that will use ActivePort's SD-WAN and Orchestration solutions with contract value in excess of \$2M.

## Lightstorm

Lightstorm signed with ActivePort in Q4FY22 with a total contract value exceeding \$1M. Lightstorm is building a resilient and future-ready telecom network in India initially, delivering a high availability fibre-based carrier-neutral platform. ActivePort is also working closely with Lightstorm to support their expansion plans into Indonesia and across several other Asian markets.

### The CEO of Lightstorm Telecom Ventures Amajit Gupta said:

*"Our partnership with ActivePort software is instrumental in enabling software-defined capabilities for Lightstorm in key markets of interest beyond India. We look forward to our continued success and collaboration with ActivePort, together delivering to LightStorm's customers across the Asian region."*

## Radian Arc

We announced a circa. \$8.65M deal with Radian Arc in Q3 (4 April 2022, ATV signs agreement with Radian Arc for private cloud) to deliver 11 private cloud infrastructure and hardware orchestration software instances to Radian Arc's global customer base of telecommunications providers. Radian Arc has successfully signed 36 carriers and as that roll-out progresses, we expect revenue to far exceed initial forecasts.

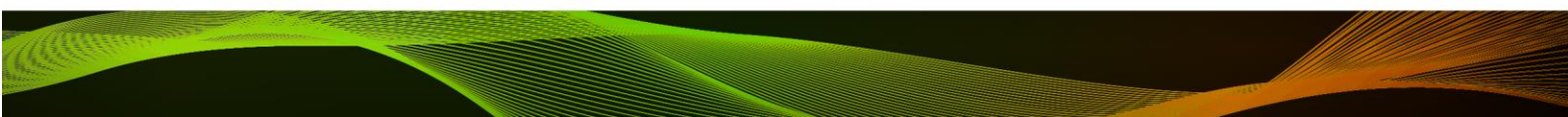
During FY22 ActivePort implemented sites for Radian Arc in the USA, Indonesia, Netherlands, Brazil, Malaysia, Vietnam, Macau, and Singapore. In Q1FY23, this roll-out will expand to the Middle East, North and South America, Asia, and Europe.

The majority of the revenue from the Radian Arc contract is software and related services in the form of monthly recurring charges.

## Global Edge Platform

The third pillar supporting our sales strategy is a software-as-service instance of ActivePort and a global network of Edge aggregation points called Global Edge. The Global Edge platform will deliver an edge-to-cloud secure SD-WAN orchestration portal, allowing customers to instantly build a data network that connects all their branches and cloud services in minutes. A key feature of Global Edge allows customers to order last-mile fibre services to connect from Edge to Cloud. To build our capability in last-mile automation, ActivePort acquired Future Broadband in a 100% scrip swap. The acquisition of Future Broadband and integration of its core automation technology into the Global Edge platform has been completed and the ActivePort team are on track for launch in early FY23.

The Radian Arc agreements were announced on 4 April 2022 and the acquisition of Future Broadband was announced on 19 April 2022. Other individual contracts referred to in this announcement are not material on their own, however their combined effect demonstrates continued growth.



## Capital Consumption

ActivePort executives remain confident in reaching a positive cash-flow position by the end of Q1FY23. A number of large cash receipts are pending that will result in a stronger cash position at the end of Q1FY23.

## IPO Use of funds reconciliation

Pursuant to Listing Rule 4.7C2, the Company confirms that during the period since listing on the ASX on 20<sup>th</sup> October 2021, its expenditure incurred is in line with the Use of Funds as set out in its Prospectus, with a summary as shown in the table below:

Use of Funds under Prospectus <sup>1</sup>	Funds allocated under the Prospectus	Funds expended to 30 June 2022
Business growth and acquisitions	1,700,000	1,463,000
Global sales development	4,200,000	2,133,000
Product engineering and tech support	2,400,000	2,854,000
Capital raising and listing costs	870,000	899,000
Administration and other corporate costs	375,000	524,000
Working capital	2,595,000	1,561,000
	<b>12,140,000</b>	<b>9,435,000</b>

In accordance with Listing Rule 4.7C, payments made to related parties and their associates included in item 6.1 of the Appendix 4C include Director fees, salary and superannuation for the CEO, non-executive Chairman and non-executive Directors, consistent with disclosures in the Prospectus.

## About ActivePort Group Ltd

ActivePort Group Ltd is an Australian software company that engineers, delivers and supports a network and cloud orchestration product. ActivePort software lets customers manage all their cloud hosting and networking technology end-to-end, from one single screen. Using ActivePort's unique software, customers can create network connections, deliver cloud services, and manage their data at a local, national, or global scale. The result is simplicity, agility, speed, and lower costs. ActivePort also delivers information technology managed services to enterprise customers.

For more information, please visit [www.activeport.com.au](http://www.activeport.com.au)

### Investor relations

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## ActivePort Group Ltd

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ABN: 24 636 569 634

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

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

ACTIVEPORT GROUP LTD

**ABN**

24 636 569 634

**Quarter ended ("current quarter")**

30 JUNE 2022

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>			
1.1 Receipts from customers		3,441	11,030
1.2 Payments for			
(a) research and development		(455)	(2,047)
(b) product manufacturing and operating costs		(1,398)	(7,169)
(c) advertising and marketing		(48)	(172)
(d) leased assets		-	(15)
(e) staff costs		(1,997)	(6,388)
(f) administration and corporate costs		(1,157)	(3,793)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		1	1
1.5 Interest and other costs of finance paid		-	-
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		-	-
1.8 Other (provide details if material)		-	-
<b>1.9 Net cash from / (used in) operating activities</b>		<b>(1,613)</b>	<b>(8,553)</b>
<b>2. Cash flows from investing activities</b>			
2.1 Payments to acquire or for:			
(a) entities		(259)	(259)
(b) businesses		-	-
(c) property, plant and equipment		(51)	(56)
(d) investments		-	-
(e) intellectual property		-	-

	(f) other non-current assets	(2)	(33)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	221
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	19
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material) <sup>1</sup>	12	771
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(300)</b>	<b>663</b>

<sup>1</sup> – Cash acquired on acquisition of Vizstone Pty Ltd and Starboard Pty Ltd subsidiaries

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	12,000
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(798)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(231)	(636)
3.7	Transaction costs related to loans and borrowings	-	(1)
3.8	Dividends paid	-	-
3.9	Other (provide details if material) <sup>1</sup>	-	-
3.10	<b>Net cash from / (used in) financing activities</b>	<b>(231)</b>	<b>10,565</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	5,806	986
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,613)	(8,553)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(300)	663
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(231)	10,565
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>3,662</b>	<b>3,662</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	3,662	5,806
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,662</b>	<b>5,806</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	265
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: The amount at 6.1 includes Director fees, salary and superannuation for the CEO, non-executive Chairman and non-executive Directors, consistent with disclosures in the Prospectus.</i>		

<b>7.</b>	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	100	91
7.4	<b>Total financing facilities</b>	100	91
7.5	<b>Unused financing facilities available at quarter end</b>		9
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
	1. A \$100,000 unsecured principal and interest line of credit facility with Prosopa Advance Pty Ltd. The interest rate is 0.077% daily rate at the Disclosure Date.		

<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,613)
8.2	Cash and cash equivalents at quarter end (item 4.6)	3,662
8.3	Unused finance facilities available at quarter end (item 7.5)	9
8.4	Total available funding (item 8.2 + item 8.3)	3,671
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	2.3
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer:	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer:	



8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## 9. Additional Disclosure

### Classes A to F Performance Rights

On 13 August 2021, ActivePort Group Ltd ("ATV" or "Company") issued 7,118,220 Class A Performance Rights, 2,372,740 Class B Performance Rights, 2,372,740 Class C Performance Rights, 7,118,220 Class D Performance Rights, 2,372,740 Class E Performance Rights and 2,372,740 Class F Performance Rights (together "Performance Rights"). All Class A, B and C Performance Rights expire on 31 October 2022 and all Class D, E and F Performance Rights expire on 31 October 2023. On vesting, each Performance Right converts into one ordinary share in the Company.

The Performance Rights shall vest, subject to the Vesting Calculation, when the following vesting conditions have been achieved:

- **Class A Performance Rights:** the Company achieving a Total Pro-forma Revenue during the financial year ending on 30 June 2022 of at least 135% of the total ActivePort consolidated revenue for the previous financial year (**FY22 Deadline**);
- **Class B Performance Rights:** the vesting condition for some or all of the Class A Performance Rights is achieved and the value of the ActivePort contracted recurring consolidated revenue is at least 30% of the value of the Total Pro-forma Revenue counted towards the Class A Performance Rights Vesting Condition;
- **Class C Performance Rights:** the vesting condition for some or all of the Class A Performance Rights is achieved and at least 25% of the Class B contracted recurring revenue is derived directly from use of ActivePort software;
- **Class D Performance Rights:** the Company achieving a Total Pro-forma Revenue during the financial year ending on 30 June 2023 of at least 135% of the total ActivePort consolidated revenue for the financial year ending on 30 June 2022 (**FY23 Deadline**);
- **Class E Performance Rights:** the vesting condition for some or all of the Class D Performance Rights is achieved and the value of the ActivePort contracted recurring consolidated revenue is at least 50% of the value of the Total Pro-forma Revenue counted towards the Class D Performance Rights Vesting Condition; and
- **Class F Performance Rights:** the vesting condition for some or all of the Class D Performance Rights is achieved and at least 30% of the Class E contracted recurring revenue is derived directly from use of ActivePort software,

(each a **Vesting Condition**).

Where the Total Pro-forma Revenue achieved by the FY22 and FY23 Deadlines as a percentage of the respective comparison revenue target is:

- less than 135% of the previous financial year's total reported revenue - no Performance Rights will vest; or
- 135% or more of the previous financial year's total reported revenue, then such proportion (limited to a maximum of 100%) of the Class A and Class D Performance Rights will vest pro-rata to the amount by which the Total Pro-forma Revenue achieved exceeds 135% of the total ActivePort consolidated revenue for the previous financial year, as a percentage of 135% of the total ActivePort consolidated revenue for the previous financial year. For the purposes of the calculation pursuant to this paragraph; the Total Pro-forma Revenue applied to the Class A Performance Rights' Vesting Condition and vesting conditions that are dependent of the Class A vesting condition, is limited to a maximum of \$30,000,000; the Total Pro-forma Revenue applied to the Class D Performance Rights Vesting Condition and vesting conditions that are dependent of the Class D vesting condition, is limited to a maximum of \$75,000,000 (**Vesting Calculation**).

No Performance Rights have been converted or cancelled during the period of this report. No milestones pertaining to the Performance Rights were met during the period of this report.

## 9. Additional Disclosure (continued)

### Deferred Consideration Shares

The consideration for the acquisitions of Starboard IT Pty Ltd ("**Starboard**") and Vizstone Pty Ltd ("**Vizstone**") included various tranches of ordinary shares in ActivePort Group Ltd to be issued based on the financial performance in financial years ended 30 June 2021, 2022 and 2023 ("FY21, FY22 and FY23") of each company ("**Deferred Consideration Shares**"). No Deferred Consideration Shares were issued based on the financial performance of the Acquisitions for FY21.

### Deferred Consideration Shares for the Starboard acquisition

The consideration payable by the Company for the Starboard Acquisition includes the following Deferred Consideration Shares comprising fully paid ordinary shares of the Company at a deemed issue price of \$0.20 per share as follows:

- The number of ActivePort shares, with a deemed issue price of \$0.20, equivalent to 1x revenue valuation for any revenue invoiced in FY21 by Starboard which exceeds \$3,500,000 – **Starboard Tranche 1 Consideration**
- The number of ActivePort shares calculated using the formula below, with the numerator capped at \$5,000,000 – **Starboard Tranche 2 Consideration**

$$\frac{(\text{Starboard's FY22 revenue} - (\text{Starboard's FY21 revenue} \times 1.1)) \times 1}{\text{The higher of 80\% of ActivePort's 3 month VWAP (April to June 2022) and \$0.08}}$$

- On achievement of at least \$14,000,000 of reported revenue for FY23, the number of ActivePort shares calculated as \$2,000,000 divided by the higher of:
  - 80% of the Company's 3-month VWAP (April to June 2023); and
  - \$0.08 – **Starboard Tranche 3 Consideration**, (together "**the Starboard Consideration**")

The Company may, in its sole discretion, opt to satisfy a percentage, up to 100%, of the Tranche 1, 2, and/or 3 Consideration in cash.

No Deferred Consideration Shares for the Starboard acquisition have been issued, converted or cancelled during the period of this report. No milestones pertaining to Deferred Consideration Shares were met during the period of this report.

**9. Additional Disclosure (continued)****Deferred Consideration Shares (continued)****Deferred Consideration Shares for the Vizstone acquisition**

The consideration payable by the Company for the Vizstone Acquisition includes the following Deferred Consideration Shares comprising fully paid ordinary shares of the Company at a deemed issue price of \$0.20 per share as follows:

- The number of ActivePort shares calculated using the formula below, with the numerator capped at \$5,000,000 – **Vizstone Tranche 1 Consideration**:

$$\frac{(\text{Vizstone's FY22 revenue} - (\text{Vizstone's FY21 revenue} \times 1.1)) \times 1}{\$5,000,000}$$

The higher of 80% of ActivePort's 3 month VWAP (April to June 2022) and \$0.08

- On achievement of at least \$14,000,000 of reported revenue for FY23, the number of ActivePort shares calculated as \$2,000,000 divided by the higher of:
  - 80% of the Company's 3-month VWAP (April to June 2023); and
  - \$0.08 – **Vizstone's Tranche 2 Consideration**, (together "the **Vizstone Consideration**")

The Company may, in its sole discretion, opt to satisfy a percentage, up to 100%, of the Tranche 1 and/or 2, Vizstone Consideration in cash.

No Deferred Consideration Shares for the Vizstone acquisition have been issued, converted or cancelled during the period of this report. No milestones pertaining to Deferred Consideration Shares were met during the period of this report.

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28 July 2022.....

Authorised by: The Board.....

(Name of body or officer authorising release – see note 4)

**Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – e.g. Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.