

Gratifii partners with Fastter to launch Australian first B2B 'Member's Mobile' network

Gratifii Limited (ASX: GTI) (**Gratifii** or the **Company**), is pleased to announce a 5-year unconditional contract with Fastter Pty Ltd (**Fastter**), a telecommunications studio that develops and manages virtual mobile networks. Under the agreement, Gratifii will be the first company in Australia to offer a branded B2B telco product to its 85 clients and their 20 million end-user customers¹.

Branded as 'Member's Mobile', this Australian first offering utilising telco as a reward, will be powered by Fastter and deliver mobile phone plans with genuine monthly savings and coverage on the full Optus 5G Network.

Iain Dunstan, Chief Executive Officer and Managing Director, Gratifii, said: "Gratifii's disruptive new B2B 'Member's Mobile' service will give our clients the opportunity to provide exclusive branded telco offers to their members and customers, accelerating savings for millions of Australians at a time when household budgets continue to be stretched."

"This partnership enables us to deliver mobile subscriptions to our existing clients as a loyalty, rewards and engagement tool, without the burden of them having to negotiate regulatory compliance responsibilities," said Dunstan.

Traditionally, companies wanting to create branded mobile services needed to invest millions of dollars to acquire smaller telcos or build their own. For most brands this has been cost prohibitive and too time consuming. In partnership with Fastter, Gratifii reduces the time and capital expenditure associated with launching a telco service. Together, the two companies are able to remove the regulatory and compliance risk, with a fully branded B2B network capable of being launched in less than 90 days.

Gratifii is currently engaged in advanced negotiations with enterprise clients to roll out the service in the new year. The introduction of the new mobile service is expected to have a material effect on Gratifii's on-going margins, although it is not possible to fully quantify the opportunity due to the inability to determine expected penetration rates across Gratifii's end-user base.

Gratifii Limited confirms that this announcement has been approved by the Managing Director & CEO.

Ben Newling
Company Secretary

For further information, contact:

Iain Dunstan
CEO & Managing Director
Gratifii Limited
E: iaind@gratifii.com

¹ Includes active and in-active.



About Gratificii Limited

Gratificii Limited (ASX:GTI) is an ASX listed company transforming the way that loyalty and rewards are managed and delivered. Our platform is a complete solution offering affordable, market-leading functionality and configurability. Over 85+ mid-to-top tier brands rely on Gratificii for their loyalty and rewards across Australia and New Zealand.

To learn more, visit: www.gratificii.com.

About Fastter

Fastter is a privately held Australian company that creates, enables and grows branded mobile experiences for some of Australia's most recognised brands. Our full service, creative telecommunications enablement and management studio is powered by proprietary technology that can be seamlessly integrated into existing customer touchpoints.

To learn more, visit: www.fastter.au

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