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## ACTIVEPORT SIGNS MAJOR ASIAN TELCO, GOIP

Third major international carrier signing in a week validates Global Edge's strategy to accelerate recurring revenue growth

### Highlights

- GOIP adopting ATV's Global Edge platform is **expected to bring substantial new recurring revenue to ATV** from Asia.
- **Global Edge will connect Australia to GOIP's extensive network** across Singapore, Malaysia, Hong Kong, Taiwan, Mainland China, the United States, Japan and Germany.
- The deal **confirms Global Edge's traction** with major international carriers, having signed three new telcos in the first week of launch with **many more to come**.
- Reinforces ATV's new international strategy for Global Edge as a **substantial recurring revenue growth** driver for ATV.

Activeport Group Ltd (ASX: ATV) ("Activeport" or "the Company") is pleased to announce that GOIP Globalnet ("GOIP") has signed on to the Global Edge portal to purchase Direct Internet Access (DIA) and Data Centre Interconnect (DCI) connectivity across Australia on Activeport's Global Edge network.

GOIP is a licensed carrier group with regulated operating entities across six jurisdictions spanning Asia-Pacific, Greater China, the United States, Japan and Germany. **The group serves thousands of enterprise customers** across more than 300 cities worldwide.

GOIP's network footprint spans more than **20 international network nodes** and **60 carrier-neutral data centres** (Equinix, Digital Realty, Global Switch, AirTrunk and CoreSite) and more than **100 network nodes throughout Mainland China**, positioning GOIP as one of the largest data-centre-to-data-centre connectivity providers in APAC.

Starting in Australia, **GOIP will use Global Edge to automate purchasing**, provisioning, billing and management of network circuits their enterprise customers purchase. As Activeport extends its Global Edge technology beyond Australia, GOIP can automate more of its purchasing, **making Activeport a major supplier of choice for network automation**.

Carriers of GOIP's size buy network services in Australia in significant quantities, driving fast **recurring revenue growth that can compound to millions of dollars** very quickly and, with the overlay of additional software-driven services including managed firewalls, cloud on-ramps, AI-gateways and SD-WAN, can deliver strong gross margins to Activeport.

This new win confirms Global Edge as the platform of choice for major international carriers and further validates Activeport's new international growth strategy.

Activeport Chief Commercial & Operating Officer, **Michael Glynn, said:**

*"GOIP is a significant win for Global Edge. Landing another major Asia-Pacific carrier so soon after Spark and ViewQwest tells us this strategy is the right product at the right time. Carriers of GOIP's scale are exactly who we built Global Edge for."*



The agreement with GOIP is for an initial term of 36 months throughout which GOIP can purchase services offered by Global Edge on a per-service-per-month basis. Customer service prices range between \$399 and \$2750 per month and are typically purchased for terms between 12 and 60 months. There is no minimum purchase volume. Either party can terminate the agreement without cause on 60 days' written notice, but doing so doesn't automatically terminate any active service contracts. The financial benefit to ATV is dependent on the volume of services purchased under this agreement.

**About Activeport:** Activeport Group Ltd (ASX: ATV) delivers network automation and orchestration software to telecommunications, data centre and IT markets worldwide. Headquartered in Perth, with operations across Australia, Europe and India, Activeport turns existing infrastructure into scalable, automated, revenue-generating digital platforms.

#### Investor relations

Activeport Group Ltd

[investor.relations@activeport.com.au](mailto:investor.relations@activeport.com.au)

Level 28, 140 St Georges Terrace, Perth WA 6000

ABN: 24 636 569 634

#### Media relations

Lisa Jones, Activeport Group Ltd

[lisa.jones@activeport.com.au](mailto:lisa.jones@activeport.com.au)



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

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