ASX Announcement | 10 November 2026

Spacetalk Ltd (ASX:SPA)

Spacetalk signs UK and German agreements targeting over A$1.6 million in hardware sales

Highlights

- Spacetalk has signed sales representation agreements with TIOGO Limited ("TIOGO") in the United Kingdom and upsell digital GmbH trading as VALOQ.DE ("VALOQ") in Germany, expanding its European go-to-market capabilities.
- Combined agreed, non-binding sales targets exceed A$1.6 million in the first 12 months following signing of the respective agreements, measured as net wholesale hardware revenue received by Spacetalk.
- Both agreements commence immediately following signing and cover Spacetalk's entire current and future smartwatch range.
- All incremental mobile connectivity and App subscription revenue is excluded from the A$1.6 million hardware sales target. No subscription revenue forecast is disclosed.
- Device sales create opportunities to introduce entire households to Spacetalk's family safety ecosystem, including premium App services such as Online Safety and 24/7 emergency monitoring, subject to availability in each market.

Spacetalk Ltd (ASX:SPA) has signed sales representation agreements with TIOGO in the United Kingdom and VALOQ in Germany, establishing local commercial partnerships to expand access to Spacetalk's connected devices in both markets.

Spacetalk and its partners have agreed combined, non-binding sales targets expected to generate in excess of A$1.6 million in net wholesale hardware revenue received by Spacetalk during the first 12 months following signing of the respective agreements. The target excludes all incremental mobile connectivity and App subscription revenue.

Expanding Spacetalk's presence in the UK and Germany

TIOGO will provide sales representation in the United Kingdom, while VALOQ will provide sales representation in Germany. Both partners will support market development, commercial engagement and the development of relevant sales and distribution channels for Spacetalk devices.

The agreements commence immediately following signing and cover Spacetalk's entire current and future smartwatch range. They provide local commercial capabilities to support ongoing device sales and future product introductions.

Hardware sales targets for the first 12 months

Under the agreements, Spacetalk and each partner have established sales targets for their respective markets. The combined targets exceed A$1.6 million in hardware revenue received by Spacetalk over the first 12 months following signing of the respective agreements.

The targets are measured as net wholesale revenue to Spacetalk from device sales. They exclude all incremental revenue from mobile connectivity, App subscriptions and premium family safety services.

The agreed targets are non-binding and do not represent minimum purchase commitments or guaranteed revenue. Actual performance will depend on customer demand, channel development, product availability and market execution.

Hardware sales create recurring subscription opportunities

Spacetalk's connected devices provide an entry point into the Company's broader family safety platform. A smartwatch purchase can establish an initial relationship with a household through device connectivity and the Spacetalk App, creating opportunities for ongoing engagement through mobile subscriptions and additional software services.

The UK and German partnerships are expected to expand the number of households accessible through Spacetalk's family safety ecosystem. These relationships create opportunities to introduce services to additional family members, including parents, children and older family members, beyond the original smartwatch user.

Premium App services such as Online Safety and 24/7 emergency monitoring form part of this broader household opportunity. Subscription outcomes will depend on customer activation, the availability of services in each market and ongoing customer take-up.

Any mobile connectivity and App subscription revenue generated through the UK and German partnerships will be incremental to, and excluded from, the combined first-year hardware sales target. No forecast for incremental subscription revenue is disclosed.

Building an international household acquisition platform

The agreements support Spacetalk's strategy to broaden international distribution while growing recurring subscription revenue alongside its hardware business. By expanding access to devices through local commercial partners, the Company aims to increase hardware sales and establish a larger base of households engaging with its digital services.

The arrangements also provide a platform for future Spacetalk devices, with the potential to extend household relationships through mobile connectivity, premium App subscriptions and additional family safety services where available.

Management comment

Spacetalk CEO and Managing Director Simon Crowther said:

"These agreements represent an important step in expanding Spacetalk's international reach. By partnering with local sales organisations in the United Kingdom and Germany, we are creating new opportunities to bring Spacetalk devices to more families."

"The combined, non-binding first-year hardware sales target of more than A$1.6 million provides a clear commercial objective for these partnerships. That target relates to net wholesale hardware revenue to Spacetalk alone and excludes the additional recurring revenue opportunities associated with mobile connectivity and App subscriptions."

"Our strategy is to use connected devices as an entry point into the wider household. As more families adopt Spacetalk products, we have the opportunity to extend those relationships through premium family safety services, including Online Safety and 24/7 emergency monitoring, subject to service availability in each market."

"This supports our ambition to build an international family safety business, combining broader hardware distribution with growing recurring subscription revenue."

This announcement has been authorised for release by the Board of Directors of Spacetalk Ltd.

For further information or investor enquiries: investors@spacetalk.co
Simon Crowther | CEO and Managing Director
spacetalk.co | investorhub.spacetalk.co

About Spacetalk Ltd

Spacetalk Ltd (ASX:SPA) develops and sells hardware and software to provide safety at every stage of life. Its family safety offering brings together kids smartwatches, Spacetalk Mobile and the Spacetalk App. To learn more, visit spacetalk.co.

Forward looking statements

This announcement contains forward-looking statements based on the Company's current expectations, estimates and projections. The combined first-year hardware sales target of more than A$1.6 million is based on agreed, non-binding sales targets under the UK and German sales representation agreements and does not constitute a guaranteed revenue commitment or minimum purchase obligation.

Actual hardware sales will depend on factors including market demand, channel development, product availability and execution by the Company's sales partners. Incremental mobile connectivity and App subscription revenue will depend on customer activation, service availability in each market and ongoing customer take-up. All incremental mobile and App subscription revenue is excluded from the hardware sales target, and no subscription revenue forecast is disclosed.

Forward-looking statements are not guarantees of future performance and actual outcomes may differ materially. Spacetalk undertakes no obligation to update these statements except as required by law.