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BATM Advanced Communications Limited
("BATM" or "the Group")

New contract with a leading U.S. Broadband Provider

BATM delivers on its strategy to expand its presence in the North American market with a new significant customer win

BATM (LSE: BVC; TASE: BVC), a global provider of advanced network infrastructure and cybersecurity technologies, is pleased to announce that it has secured a new customer in the US that is a leading broadband communications provider serving more than 1.1 million residential and business customers across 24 states. The initial order for one of BATM's new Carrier Ethernet products is worth \$500k and is expected to be delivered in the current financial year.

This new customer is amongst the top 10 largest companies in the U.S. in the field of cable and broadband, with reported annual revenue of \$1.5 billion in 2025. Securing this customer follows the Group's targeted investment over the past year in its sales and marketing efforts, including the hiring of additional sales resources, with a particular focus on the North and Latin American markets and on large-scale telecommunications providers. The Group was selected over the incumbent provider due to the high-level specification of the product and BATM's ability to deliver the order within a shorter timeframe. The Group's solutions are designed to provide reliable and scalable connectivity alongside rapid deployment and easy management.

The initial order is for one of the Group's new Carrier Ethernet platforms launched last year that offers a compact and powerful solution tailored for modern service providers. The platform supports both enterprise-level connectivity and a service for small and medium-sized businesses ("SMBs") that require flexible, affordable internet access. By consolidating both models into a single architecture, telecom providers can serve the enterprise and SMB markets simultaneously without separate platforms, tooling or workflows, thereby capturing two revenue streams from a single product. This approach allows providers to replace fragmented legacy systems with a unified platform, reducing operational complexity while enabling more flexible service delivery.

Moti Nagar, Chief Executive Officer of BATM, said: "This new customer win is an important milestone as we focus on expanding BATM's presence in the North American market. To receive an order from a service provider of this calibre is a great endorsement of the quality of our products and service. We believe there is scope for additional orders from the customer, and this relationship should serve as a reference to drive new business with other leading operators. We are pleased to see the demand for our new portfolio of Carrier Ethernet products, following the investment made over the last two years. We are committed to continuing to deliver advanced, reliable and high-quality solutions that meet the infrastructure needs of the world's leading telecommunications providers."

Enquiries

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Forward-looking statements

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