Reimagining Customer Experience

Toku Ltd.

(Company Registration Number: 201734881W)
(Incorporated in the Republic of Singapore)

Operating Leverage Plan for FY2027 and Adjusted EBITDA Target

1. Introduction

The board of directors (the "Board") of Toku Ltd. (the "Company", and together with its subsidiaries, the "Group") wishes to announce that it has approved the Group's Operating Leverage Plan for the financial year ending 31 December 2027 ("FY2027") (the "Plan") and, on the basis of the Plan and of management's forecast for FY2027, has set a target for the Group to record its first full quarter of positive Adjusted EBITDA in the second quarter of FY2027 and to be Adjusted EBITDA positive for the second half of that year.

This announcement should be read together with the Company's annual report for the financial year ended 31 December 2025 (the "FY2025 Annual Report"), the announcement of the Group's unaudited financial results for the six months ended 30 June 2026 released on 27 July 2026 (the "1H2026 Announcement"), and the announcement of 16 October 2026 on revenue growth guidance for the financial year ending 31 December 2026 ("FY2026") and on the order book (the "Guidance Announcement").

This announcement is based on the Group's unaudited management accounts to 30 September 2026 and on management's forecast, neither of which has been audited or reviewed by the Company's auditors. All figures are stated in US$ and on an organic basis unless otherwise indicated. Adjusted EBITDA is defined in paragraph 4.

2. Adjusted EBITDA target

Stated at the 1H2026 Announcement	Target set by the Board
Adjusted EBITDA: profitability over the next two to three years	First full quarter of positive Adjusted EBITDA in the second quarter of FY2027; Adjusted EBITDA positive in the following quarters and for the second half of FY2027 (paragraph 3)

The revenue guidance for FY2026 and the order book indicators set out in the Guidance Announcement are unchanged.

3. Adjusted EBITDA profitability brought forward

The FY2025 Annual Report and the 1H2026 Announcement set out the Group's ambition of moving towards Adjusted EBITDA profitability over the next two to three years. The Board has brought that milestone forward. Its target is for the Group to record its first full quarter of positive Adjusted EBITDA in the second quarter of FY2027 (the three months ending 30 June 2027) and to remain Adjusted EBITDA positive in the third and fourth quarters, and therefore for the second half of FY2027 as a whole (the "Target"). Management's forecast shows operating leverage improving throughout the year. The Target relates to Adjusted EBITDA; the Group expects to remain loss-making at the net level in FY2027.

The earlier date reflects operating leverage that is in the Group's own hands. Under the Plan, the Group is reorganising how it works around AI in every function and simplifying its technology and supplier base, so that a growing business runs on a lower recurring cost base. The Group's revenue expectations are unchanged, and investment in sales capacity, product and the Middle East is maintained.

4. Definition of Adjusted EBITDA

Adjusted EBITDA is earnings before interest, tax, depreciation and amortisation, excluding non-cash and non-recurring items, on the same basis as in the FY2025 Annual Report and the 1H2026 Announcement. Non-cash items are share-based payment expenses, including those arising from the share awards granted in lieu of salary announced by the Company on 10 November 2026, and fair-value adjustments on financial instruments. Non-recurring items are one-off income or expenses, such as those connected to the Company's listing in past periods and the transaction costs of any acquisition, investment or disposal. The Company identifies each excluded item and reconciles Adjusted EBITDA to reported EBITDA in its results announcements.

5. Basis and assumptions

The Target has been prepared on the basis of the Group's unaudited management accounts to 30 September 2026, management's forecast for FY2027, the Plan, the order book and renewal schedule described in the Guidance Announcement, and the observed patterns of Usage revenue from the installed customer base. The principal assumptions are that:

(a) the measures under the Plan are implemented on schedule and deliver the planned efficiencies;

(b) Usage volumes from the installed customer base continue to follow their historical patterns, and no major customer materially reduces its traffic;

(c) projects in the order book are delivered on their current schedules and renewals pending confirmation are signed at broadly current values;

(d) the Group's sales pipeline continues to convert into signed contracts at a pace consistent with recent periods;

(e) gross profit continues to grow in absolute terms, on the levers described in the 1H2026 Announcement;

(f) working capital financing is available to the Group on acceptable terms to fund its operations;

(g) pricing and termination costs in the connectivity market, and exchange rates against the US$, do not move materially from current levels; and

(h) conditions in the Middle East allow the Group's regional deployments to proceed as planned.

The Target relates to the Group's organic operations. It does not take account of the proposed acquisition announced by the Company on 21 October 2026 (the "Proposed Acquisition"), which remains subject to due diligence and to the negotiation of a definitive agreement, of any other acquisition, investment or disposal, or of the costs of any such transaction. The Company will update shareholders as appropriate if and when a definitive agreement is entered into.

6. Reporting against the Target

The Group's half-yearly reporting cycle is unchanged. The Company will report progress against the Target at each half-yearly results announcement, beginning with the results for FY2026, using the definition in paragraph 4. In its results announcements for the first half of FY2027 and for the full year, the Company will state whether Adjusted EBITDA was positive for each quarter of the period reported. Should the Board become aware that the Group's performance is likely to deviate materially from the Target, in either direction, the Company will announce this promptly.

7. Cautionary statement

This announcement contains forward-looking statements, including the Target, that involve assumptions, risks and uncertainties. They are based on the current views of management and the Board and on the assumptions set out in paragraph 5. The Target is not a profit forecast. Actual performance, outcomes and results may differ materially from those expressed in such statements as a result of the factors set out in the 1H2026 Announcement and the Guidance Announcement, the timing and outcome of the measures under the Plan, the availability and cost of working capital financing, the completion of any acquisition or other corporate transaction, general market and economic conditions, changes in government policies and the competitive environment. No assurance can be given that the Target will be achieved or that the assumptions are correct. The Company does not assume any obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, save as required under the Catalist Rules. Please also refer to the risk factors set out in the Company's offer document dated 14 January 2026.

Shareholders and potential investors are advised to read this announcement and any further announcements by the Company carefully, and to exercise caution when dealing in the shares of the Company. Persons who are in doubt as to the action they should take should consult their stockbrokers, bank managers, solicitors, accountants or other professional advisers.

BY ORDER OF THE BOARD

Thomas Patrick M. Laboulle
Executive Director and Chief Executive Officer
17 November 2026

The Company was listed on the Catalist of the Singapore Exchange Securities Trading Limited (the "SGX-ST") on 22 January 2026. The initial public offering was sponsored by PrimePartners Corporate Finance Pte. Ltd. (the "Sponsor"). This announcement has been reviewed by the Sponsor. It has not been examined or approved by the SGX-ST, and the SGX-ST assumes no responsibility for the contents of this announcement, including the correctness of any of the statements or opinions made or reports contained in this announcement. The contact person for the Sponsor is Ms. Ng Shi Qing, 16 Collyer Quay, #10-00 Collyer Quay Centre, Singapore 049318, sponsorship@ppcf.com.sg