

ASX Announcement

4 September 2017

## Three new clients bring \$4 million+ in annualised revenue

- Strong start to FY18, with three established retail service providers (RSPs) signed, adding over \$4 million in annualised revenue
- Migrations have begun and are expected to be complete within the first half of FY18
- Continues strong momentum of new customer acquisitions, following the record number of RSPs signed in 2H17
- Discussions with additional RSPs continue, with further migrations expected in FY18 as management looks to convert a significant pipeline of opportunities

**Inabox Group Limited (Inabox or the Company)** (ASX:IAB), a national managed IT, cloud and telco provider, is pleased to announce that its 100% owned subsidiary Telcoinabox has signed three new reseller clients within the first two months of FY18.

The signed contracts will add over \$4 million in annualised revenue. This largely replaces revenue lost in FY17 as the result of the loss of a major customer and the strategic divestment of two unprofitable customers.

The strong interest and demand continues to be driven by Telcoinabox's provision of Telstra Wholesale's 4G mobile services, a turnkey white labelled NBN service, new cloud products such as Microsoft Office 365 Fast Lane, access to multiple carriers through a single relationship and streamlined back office operations with its range of provisioning, payment and billing services and white labelled call centre support.

Significant investments made over the past two financial years to build the Company's own infrastructure and develop innovative new products will result in the generation of higher margin revenue from the sale of these products and services.

Management is pleased with the strong start to FY18 and is discussing with a number of established RSPs to migrate their services to Telcoinabox from their existing providers. The Company remains focused on converting the strong pipeline of opportunities and management is confident that additional well-established RSPs will be signed during the financial year.

**Damian Kay, CEO of Inabox states:** "It is really pleasing that we have been able to capitalise on the strong momentum we started with in FY18. The fact that these well established RSPs have chosen to migrate to us from their existing providers is a strong testament to our offering and commercially validates the strategic investment in our software platforms and new and innovative products."

**Ends.**

## About Inabox Group Limited

Inabox simplifies the delivery and management of telco, IT and cloud products and services to SME's, mid-market customers and consumer brands.

With over 20 years of experience, the Company has an extensive network of over 30 leading vendors, highly automated systems and a national team of over 320 employees.

Telcoinabox, Hostworks, Anittel, iVox and Neural Networks are all part of the Inabox Group. [www.inaboxgroup.com.au](http://www.inaboxgroup.com.au)

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