

ASX Release

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OVER THE WIRE JOINS EXCLUSIVE GROUP OF TIER 1 VOICE CARRIERS

Over the Wire Holdings Limited (ASX: OTW) ("Over the Wire" or "Company") has joined an exclusive group of Tier 1 voice providers following the completion of its multi-year Carrier Interconnect project.

Completion of the platform means Over the Wire joins an exclusive group of Tier 1 carriers in Australia that can now offer full-service voice capabilities. Other Tier 1 carriers include Telstra, Optus, TPG, MyNetFone, and Vocus.

The Carrier Interconnect project involved building connectivity between Over the Wire's voice platform and other Tier 1 carriers. With infrastructure networked across multiple data centres spanning the country, the result is a high-quality telephony product that works seamlessly with the company's suite of data, voice, cloud and security solutions.

As the final process in the creation of the enhanced voice platform, the company is currently undertaking the migration of numbers off carrier partners and onto its own network. A number of more complex transfers will occur throughout the balance of the 2021 calendar year.

The completion of the project will provide Over the Wire with:

- Significant savings that will contribute approximately \$2 million in additional annualised EBITDA once completed.
- Increased control over number porting, call quality and fault resolution across its voice network and the resulting improvement in customer service.
- A more diverse and scalable product suite to offer existing clients and the clients of recently acquired businesses including Zintel, Fonebox and Digital Sense.
- The ability to target larger contracts with more sophisticated clients including large, national and multinational companies; all levels of government and non-government organisations; and wholesale international carriers.
- Access to the high growth UCaaS, CPaaS and CCaaS wholesale markets.

The company has spent more than three years building the interconnected voice network with major infrastructure hosted across multiple NEXTDC data centres around the country as part of a larger partnership between the groups.

Over the Wire Managing Director Michael Omeros said completion of the carrier interconnect project was a significant milestone in the history of the company and had laid the foundation for a new phase of growth.

"We will be far less reliant on third-party providers and unencumbered by legacy technology which will deliver instant savings and about \$2 million in additional earnings each year once completed," he said.

"The platform also opens up a host of new organic growth options and revenue diversification strategies that have not previously been open to the company.

"Opportunities that would previously be out of our reach we will now be able to pursue, win and deliver."

Mr Omeros said the voice platform was a critical component of Over the Wire's positioning as an integrated platform provider committed to improving customers' experience by simplifying technology to empower business.

"Voice solutions are a critical component of our integrated offering and as a Tier 1 provider we will be able to meet the needs of a much wider market," he said.

Completion of the network means that an outbound call from the company's voice platform will go directly to the carrier who owns the number dialled. In the case of an incoming call, the originating carrier will send the call directly to Over the Wire's voice network, with no other carrier in-between.

As the move to VoIP accelerates, Over the Wire aims to win a larger share of customers migrating due to the advantages delivered by being an Interconnected carrier.

This document was authorised for release by Managing Director, Michael Omeros.

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For further information, please contact:

MEDIA

Ben Ready
RGC Media & Mktng
0415 743 838
ben@rgcmm.com.au

INVESTORS

Michael Omeros
Managing Director and Group CEO
+617 3847 9292
michael.omeros@overthewire.com.au

About Over the Wire Holdings Limited

Over the Wire Holdings Limited (ASX: OTW) is an ASX listed telecommunications, cloud and IT solutions provider that has a national network with points of presence in all major Australian capital cities and Auckland, NZ. The company offers an integrated suite of products and services to business customers including Data Networks and Internet, Voice, Data Centre co-location, Cloud and Managed Services.

Over the Wire Holdings Limited companies include Over the Wire, NetSIP, Faktortel, Sanity Technology, Telarus, VPN Solutions, Access Digital Networks, Comlinx, Zintel Communications, Fonebox and Digital Sense.