

Field Solutions Holdings Limited (ASX: FSG)

ASX Limited
Company Announcements Office

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Network Announcement – FTTP and Fixed Wireless for Rural Australia

Field Solutions Holdings Limited (ASX: FSG), one of Australia's leading end-to-end cloud solutions companies, announces the successful deployment of its first non-NBN fibre to the premises (FTTP) and fixed wireless (FW) solution in rural Australia. As part of our listing prospectus we identified use of funds in developing our networks further, and today we update the market on our first fully fledged fibre and wireless network deployment.

FSG has designed, engineered and deployed its first fibre to the premises network in Moree (NSW) together with a fixed wireless solution, delivering higher speed services (than the NBN) to clients in town and up to 50-80km from Moree township. "FSG are focusing on augmenting areas where the current NBN rollout does not plan for service, in regional Australia," says Andrew Roberts, CEO of FSG. "We provide true business grade symmetric services to Regional Australia, where the NBN is only delivering limited capacity Sky Muster services."

"We have developed a community driven approach to our network rollout. We service Business, Agribusiness and Residential customers via the establishment of our network in defined regional corridors".

FSG has worked with leading local businesses, farms and specifically the local council in the deployment of the network for Moree. "There is a real demand for higher grade digital services in regional and rural Australia, and we are determined to build our network to service this digital drought," comments Roberts. "We have been running trials for over 6 months in Moree and surrounds. Local businesses have provided overwhelming support, enabling our rollout to accelerate. FSG is on track to achieve our revenue objectives for our Moree rollout. We have funded this rollout using cash reserves and have anticipate network revenue targets to be reached in Q3 2018.

Moree is FSG's third regional network, enabled with their technology. Roberts outlines, "We are currently working on another 6 regional locations to be rolled out during the course of next financial year."

FSG's carrier service team have in-house capability to deploy fibre and wireless networks. Local factors determine which approach is adopted to best support each different township. The ability to deploy a mixture of technologies allows FSG to deliver cost effective solutions.

The lessons learnt from the pilot allowed the product sets to be adapted to ensure the right solution could be delivered for customers, specifically the large Agribusiness clients, and concurrently ensure delivery of the FSG network in a reasonable timeframe with limited capital. The network today is profitable, and adding further clients will only improve margins ongoing.

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About FSG

FSG provides both private and generic cloud hosting services and is a licensed Australian telecommunications carrier, providing services via its own telecommunications network (trading as 'JUST ISP') to rural and regional Australia.

FSG is focused on providing cloud infrastructure, developing and distributing cloud software applications and services, public and private cloud hosting services and engineering and delivering carrier level broadband solutions.

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