

# ASX Announcement



Field Solutions Holdings Limited (ASX: FSG)  
ASX Limited  
Company Announcements Office

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## FSG and Central Telecoms

Field Solutions Holdings (ASX: FSG), Australia's leading rural, regional and remote telecommunications carrier is pleased to announce a partnership and wholesale supply agreement has been executed to enhance organic growth of rural, regional and remote sales and marketing across selected territories:

- FSG to deliver wholesale services to the value of \$3.6m over 3 years
- Central Telecoms to expand sales force from 15 to 50 in selected rural, regional and remote areas serviced by FSG
- FSG and Central Telecoms to develop a suite of specific products to support business in rural, regional and remote Australia
- FSG to enable 13 additional rural and regional NBN™ POI's to support the delivery of products for Central Telecoms

This partnership will see FSG provide Central Telecoms a suite of wholesale products delivered via FSG's rural network, together with NBN™ TC4 and Enterprise Ethernet in selected NBN™ POI's.

"We see the combination of FSG's rural and regional network with Central Telecoms' sales, marketing and outstanding customer service track record in these areas, as yet another confirmation of our commitment to providing true broadband and communications solutions to the rural, regional and remote Australia", outlines Andrew Roberts, CEO FSG.

FSG's wholesale products and specifically FSG's service automation has allowed Central Telecoms to provide superior voice and data services to their customers. "We have worked with a number of wholesale partners over the past 3 years, and without doubt FSG's ability to innovate and work as a true partner to meet our needs has allowed us to make the decision to utilise FSG as our primary partner, an easy choice", says Graeme Johnston, CEO Central Telecoms.

"Central Telecoms has been growing at 100% year on year, and with our close collaboration with FSG, we are confident we can accelerate our growth and provide a broader range of data and voice services to customers whose previous only choice was nbn™ Sky Muster", outlines Andy Heller, COO Central Telecoms. "With these enhanced capabilities, we plan to expand local service centres from 9 regional locations to 40 over the next 12 months", says Heller.

Migration and consolidation of nbn™ services is to commence in July and be completed by August 2020.

This announcement has been approved by the Field Solutions Holdings (ASX:FSG) Board.

## About FSG

FSG provides, builds and operates "true broadband networks" specifically for rural, regional and remote Australia. FSG is a licensed Australian telecommunications carrier, providing services via its own telecommunications network (trading under the brands 'JustISP' and 'Ant Communications') and a nbn™ Retail Service Provider.

## FSG Contact Details

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