

ASX Announcement



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

27 November 2020

2020 Annual General Meeting Chairman's Address and Managing Director's Address

Field Solutions Holdings (ASX: FSG), Australia's leading rural, regional and remote telecommunications carrier provides a copy of the Chairman's and Managing Director's Address, which will be delivered at the Company's Annual General Meeting today.

Address By the Chairman, Ken Carr

Shareholders and guest, I would like to welcome you to the 2020 Annual General Meeting of Field Solutions Holdings Ltd. Thank you all for attending virtually today.

Before our CEO and Managing Director, Andrew Roberts presenting a business update, I would like to make a few general comments:

FY20 Review

COVID-19 dominated FY20! Despite this global pandemic, FY20 was a foundational year for the Company. FSG were successful in being awarded 5 Shire-wide coverage projects in Southern QLD and being included in the Federal Government's Mobile Blackspot Program. These wins reinforce Andrew's strategy to deliver true broadband services to residents, businesses and agribusinesses of rural, regional, and remote Australia.

Our FY20 results again showed a 21% increase in our revenues, and a pleasing 301% increase in our EBITDA. As a business, we continue to build network infrastructure, which in turn develops long term revenue opportunities for FSG.

FY20 also allowed the team to integrate and imbed the acquisition of Ordnance and IP Transit into our core product offerings. These products have given FSG a suite of network automation tools aimed at driving cost efficiencies for FSG and our customers.

During FY20, FSG completed the onboarding of all products delivered by NBNco™. Today, we have a compressive set of retail and wholesale product offerings. The combination of NBNco™ products, our own Regional Australia Network™ and our Ordnance software automation platform enables FSG to compete with Tier 1 providers.

As we deliver this year's AGM, our construction teams are in the process of delivering 9 of our 22 new telecommunications towers across Southern Queensland.

Lastly, the formalisation of our partnership with Optus is an exciting step for FSG as we expand into more areas across Australia and increase our penetration of services delivered by NBNco™.

Outlook

As Chairman, I have been delighted with the way Andrew and the team have navigated COVID-19, diversified revenues across retail, business to business and government and enterprise segments. Whilst at the same time, continuing to grow the FSG telecommunications infrastructure base and ensuring the delivery of exceptional true broadband solutions for rural, regional and remote Australia.

As a result, FSG is experiencing consistent growth, as everyone at FSG is aligned with our strategy.

I would now like to hand over to Andrew.

www.fieldsolutions-group.com

Field Solutions Holdings Ltd ASX:FSG

t 1300 000 488

ASX Announcement

Address By The CEO and Managing Director, Andrew Roberts

Firstly, I would like to thank you for your support during FY20. For all of us, it has been a year of foundational growth as our clients, staff and suppliers navigate the effects of the COVID-19 global pandemic.

Our vision is well stated, to be Australia's leading rural, regional and remote telecommunications carrier. Yes, a bold and challenging strategy, and one that the whole of FSG embrace. FY20 has validated our strategy that we are delivering to the needs of rural, regional and remote communities, whilst at the same time diversifying revenue by attracting government and enterprise clients to use our growing FSG Regional Australia Network™.

As previously reported, FSG were successful in being awarded 5 shire-wide coverage projects across southern QLD. On completion, our FSG Rural Australia Network will cover a surface area of approx. 81,000 km².

FY20 highlights

- Revenue increased 21% to \$10.62M (FY18/19: \$8.79M) – Despite H2 COVID-19 implications
- EBITDA increased 301% to \$0.64M (FY18/19: \$0.15M)
- Underlying*EBITDA increased 351% to \$1.17M (FY18/19: \$0.26M)
- Net Loss after tax decreased 59% to \$0.22M (FY18/19: \$0.53M)
- Underlying Net Profit / (Loss) after tax improved 171% to \$0.31M (FY18/19: \$(0.43M))
- Cashflow from operations increased 136% to \$2.23M (FY18/19: \$0.94M)
- Acquired and integrated IPTransit Pty Ltd, and the assets of Ordnance Networks Pty Ltd

As we move forward with FY21, our focus is on the completion of the current 5 network builds we have in progress. We anticipate these to be completed by the end of FY21. As we cover new areas of rural, regional and remote Australia, our addressable market increases.

Yesterday, we announced a tender win to the NSW Department of Sport. This win is an excellent example of how FSG is winning government and enterprise business based on the use of FSG Regional Australia Network™ assets combined with NBNco™'s business products.

IN FY21, we will be focusing on:

- Increasing FSG's Regional Australia Network™ footprint
- Increasing our network utilisation by attracting Government and Enterprise customers
- Increasing our B2B customers delivering software automated wholesale access to FSG and NBNco™ access networks
- Participating in the Mobile Blackspot Program Round 5a
- Participating in the Regional Connectivity Program
- Evaluate strategic acquisitions

Overall, FY21 will deliver sound growth, expanded network and capability to serve rural, regional and remote Australia better. I look forward to reporting our H1 FY21 early next year.

I want to thank my fellow Board members and the FSG team as without your support, the growth and success of FY20 would not have been possible. I would also like to acknowledge the tenacity and flexibility our team has shown during the unprecedented COVID-19 pandemic.

* Underlying EBITDA excludes business acquisition & integration costs, share-based payments and restructuring costs.

This announcement has been authorised for release by the Board of FSG.

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 NBNco Retail Service Provider.

FSG Contact Details

Andrew Roberts - CEO
andrew.roberts@fieldsolutions-group.com

Ken Carr - Chairman
ken.carr@fieldsolutions-group.com

www.fieldsolutions-group.com

Field Solutions Holdings Ltd ASX:FSG

t 1300 000 488