

# ASX Announcement

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



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## **MyRepublic - Wholesale Supply, Management and Partnership Agreement**

Field Solutions Holdings (ASX: FSG), Australia's leading rural, regional and remote telecommunications carrier, is pleased to announce the signing of a wholesale supply, management and partnership heads of agreement delivering MyRepublic Australia Pty Ltd, National nbn™ Point of Interconnect (POI) backhaul, network management and orchestration services.

### **Highlights**

- **6 Year min. contract term**
- **\$45M in revenue (Year 1-6)**
- **Delivers nationwide capacity for FSG expansion into additional Government and Enterprise markets**
- **MyRepublic to resell the FSG Rural Network products**
- **FSG to supply MyRepublic additional nbn™ products**

FSG's Virtual WBA™ (Wholesale Broadband Agreement) product, developed over the past 12 months, is designed to remove the costs and complexity for an ISP or MSP when providing nbn™ services. FSG has extended its proprietary Ordnance software to encapsulate the additional functionality, delivering the required actions to supply and manage all nbn™'s consumer and business products simply and at lower cost for the ISP or MSP.

FSG has created a first of its kind commercial product whereby ISPs like MyRepublic can pay for backhaul, transit and termination, on a per subscriber model, removing the need to own and manage assets of their own so they can focus on driving sales. "FSG's Virtual WBA™ is highly scalable and capable of managing nbn™'s consumer and business products for multiple ISPs and MSPs", says Andrew Roberts, FSG CEO.

As part of the project, FSG will complete its national 121 POI rollout and delivers 100GB connectivity to selected POIs facilitating additional Government and Enterprise opportunities for FSG. "Comprehensive connectivity nationwide to all 121 nbn™'s POIs allows us to deliver services in every state, helping to position us for growth opportunities", said Roberts.

MyRepublic has been a pioneer of innovative telecom models in this region, in particular with its asset-light operator model leveraging its proprietary technology platform. "At MyRepublic, our primary focus and commitment is to deliver the best customer experience", outlines Ji Jing, Country Manager for Australia at MyRepublic. "Given the unique Australian telco landscape, partnering with FSG gives us the opportunity to outsource the network management layer, in turn bolstering operational efficiency and sharpening our customer-centric focus", says Jing.

MyRepublic's partnership with FSG also opens new product opportunities. "FSG's orchestration platform across nbn™ products allows us to expand our offerings. We will also be able to leverage FSG's enterprise and rural networks, delivering business services as well as accelerating our delivery of consumer 1Gbps services. Combining this with our customer experience will enable us to offer a unique product in the market", says Jing.

The project commences February 2021 following completion of final contracts and will take 6-9 months to complete.

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**

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