

# ASX Announcement



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

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## **FSG to Launch 4G and 5G MVNO via Optus for Rural, Regional and Remote Australia**

Field Solutions Holdings (ASX: FSG), Australia's leading rural, regional and remote telecommunications carrier, is pleased to announce the signing of a wholesale mobile virtual network operator (MVNO) agreement with Optus to supply 4G and 5G voice and data services.

### **Highlights**

- **5-year term**
- **Deliver additional revenue streams as we continue the rollout of our regional network**
- **Revenue expectation \$20M over 5 years**
- **Launch specialist Mobile voice and data services for rural, regional and remote Australia**
- **Supply of 4G and 5G services**
- **Service retail and wholesale markets**
- **Deliver private data networks for agribusiness and IoT application**

"The addition of nation-wide 4G and 5G services to our product portfolio is a major win for residents and businesses of rural, regional and remote Australia", outlines Andrew Roberts, CEO FSG. Last year, FSG formed a strategic relationship with Optus under the Federal Governments Mobile Blackspot Program, enabling both FSG and Optus to deliver more telecommunications infrastructure across key rural areas. "Adding this MVNO relationship allows FSG to deliver voice and data services that are integrated into our FSG Regional Network, delivering business and consumers a wider range of products and services", says Roberts.

FSG currently operates the largest non-NBN fixed wireless network in Australia. "Our proprietary network now operates in NSW, VIC, QLD, TAS and is moving into WA this calendar year", outlines Roberts. FSG will be introducing a series of products and services aimed directly at farming and regional enterprises. "The delivery of private data network products is critical for today's agri-business. Combining voice and data with our high-speed symmetric broadband products is what our customers are demanding", added Roberts.

Optus is providing FSG with full 4G and 5G access to its network, ensuring critical network features can be used across Australia. FSG's partnership with Optus now includes NBN POI backhaul, the federal government's mobile blackspot program, and this MVNO deal.

FSG's MVNO products round out FSG's products and service offerings, delivers new revenue opportunities from our existing customers, and delivers new customers focused on IoT and mobility. "Servicing government and agri-business based enterprise customers in rural areas is high on our priority list", says Roberts.

In April 2021 FSG will start the onboarding and integration of the Optus MVNO product suite into FSG's Ordinance orchestration platform, enabling ordering and provisioning automation across our retail and wholesale business segments. The project will take approximately 3 months to complete. "Our orchestration engine ensures we can provide our customers the ability to control their plans, provision services and manage private networks from one place.", added Roberts.

FSG will launch its MVNO brand and associated products and services in early FY22.

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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