

Investor Update

FSG Acquires Tasmanet

Expansion into Tasmania and Cloud, Data
Centres and Managed Services Capabilities

ASX:FSG

29 October 2021



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Deal Points

- Annualised forecast FY22 revenue of \$19M and \$1.25M EBITDA
- Synergy Benefits deliver EBITDA over \$2.5M
- Initial consideration circa \$12M on a debt free cash free basis
- Additional earn out consideration of up to \$2M



Coming Together

TasmaNet brings well established, telco brand, operations and experience

- Extensive cloud computing, Managed services capabilities and capacity
- Australian sovereign data centre
- Key Tasmanian state government and enterprise managed service contracts
- Tasmania's largest fixed wireless network

FSG is the largest non-nbn fixed wireless operator and T4 mobile network operator

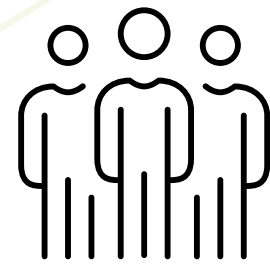
- Rural and remote, industry specialisation in agri-business, mining, resources and related enterprises
- National nbn network
- Extensive local, state and federal government contracts
- Scaled sales and marketing capabilities

Delivering Australia's **4th Mobile Network Operator** and the **largest non-nbn wireless network**

Combined Organisation Synergies



Combined forecast FY22 revenues in **excess of \$45M** and EBITDA between \$4.5M and \$5.5M



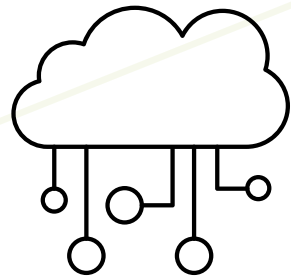
Over 90 experienced team members with locations in Sydney, Brisbane, Perth, Hobart, Launceston, Melbourne, Moree, Cardiff, Emerald and St George



National nbn™ network with presence and scaleable capacity at all nbn Points of Interconnect



The **largest non-nbn regional** and rural Australian network now incorporating **Tasmania's largest wireless network**



National cloud computing and managed services capabilities and **Australian sovereign data centres**



Australia's **4th mobile network** and neutral host

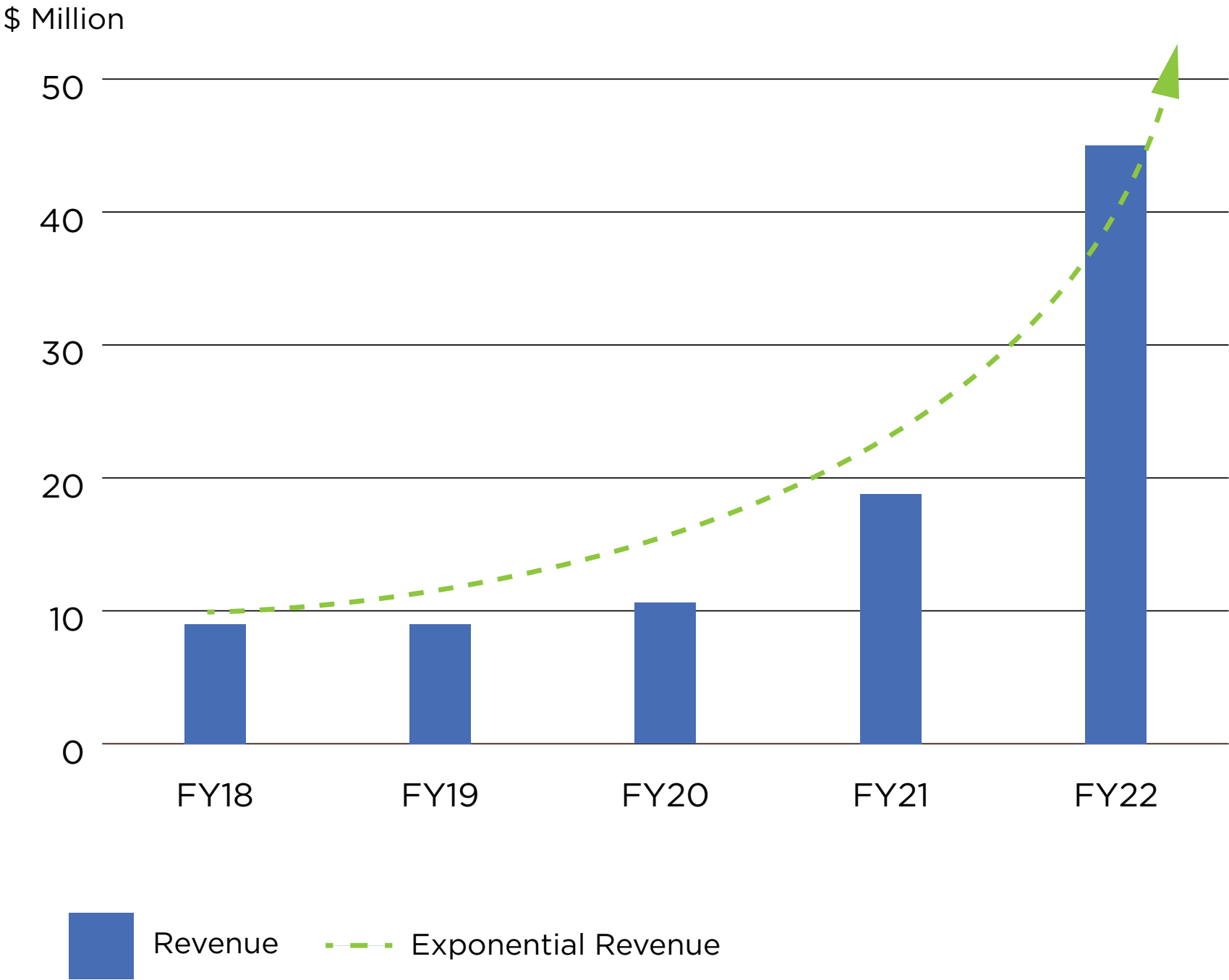


Synergies and cost savings across telco operations, billing and business management systems and administration

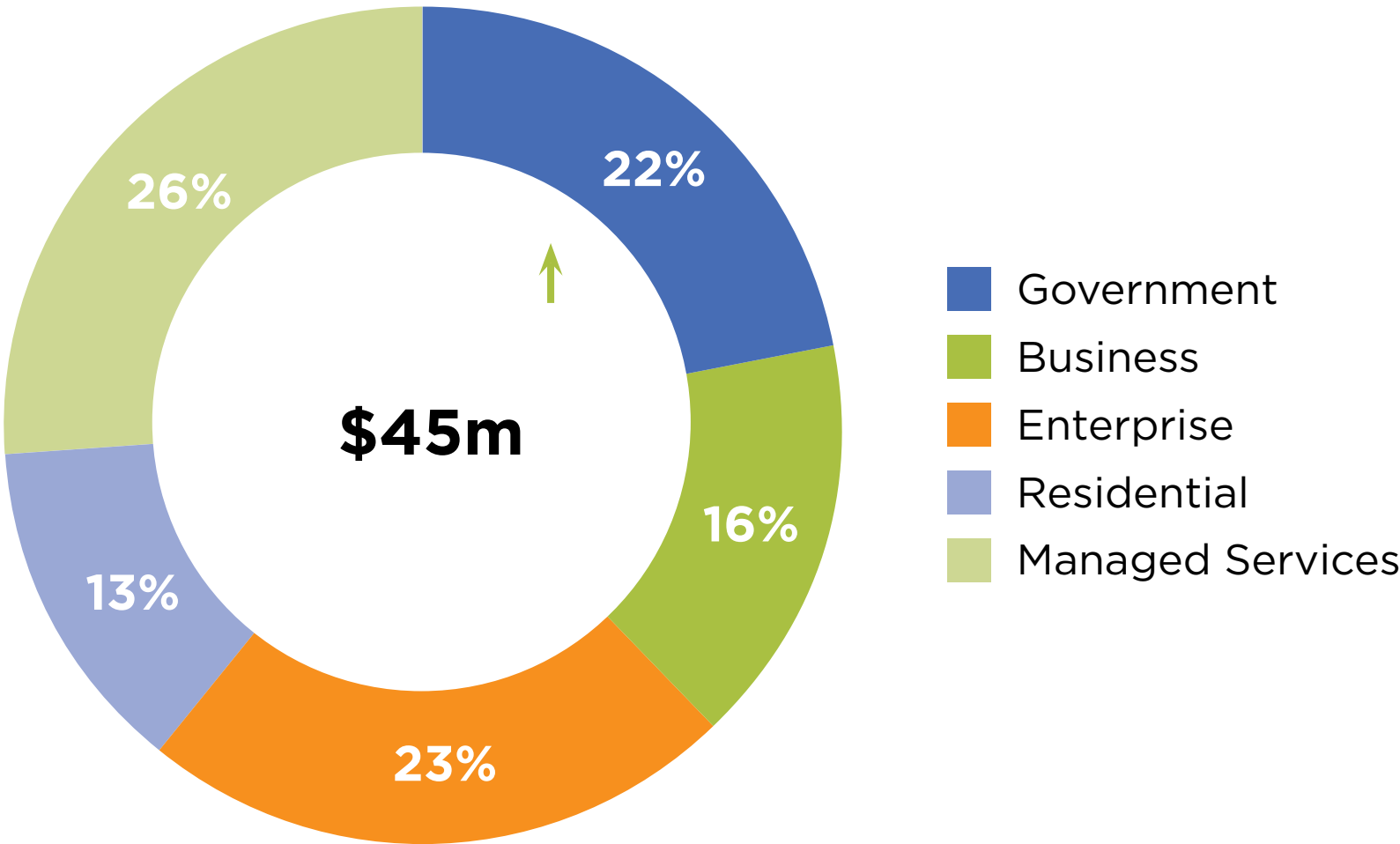


National direct sales, wholesale and reseller network

Recurring Revenue Growth by Segment



Strengthen the group's strategic focus on key industries including Agri-business, Government, Mining and Resources



Accelerate growth to higher margin, managed services, government and enterprise recurring revenue

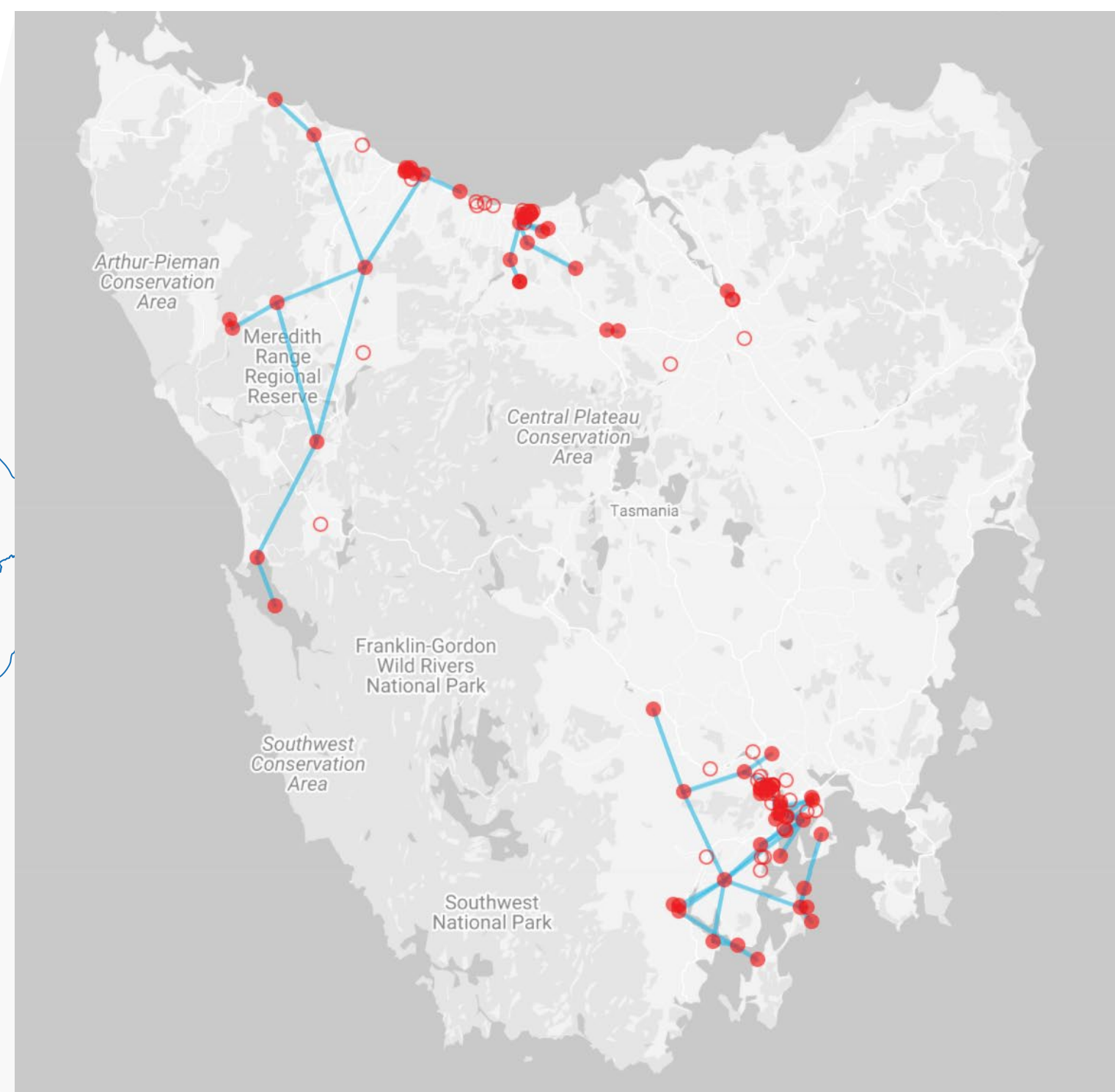
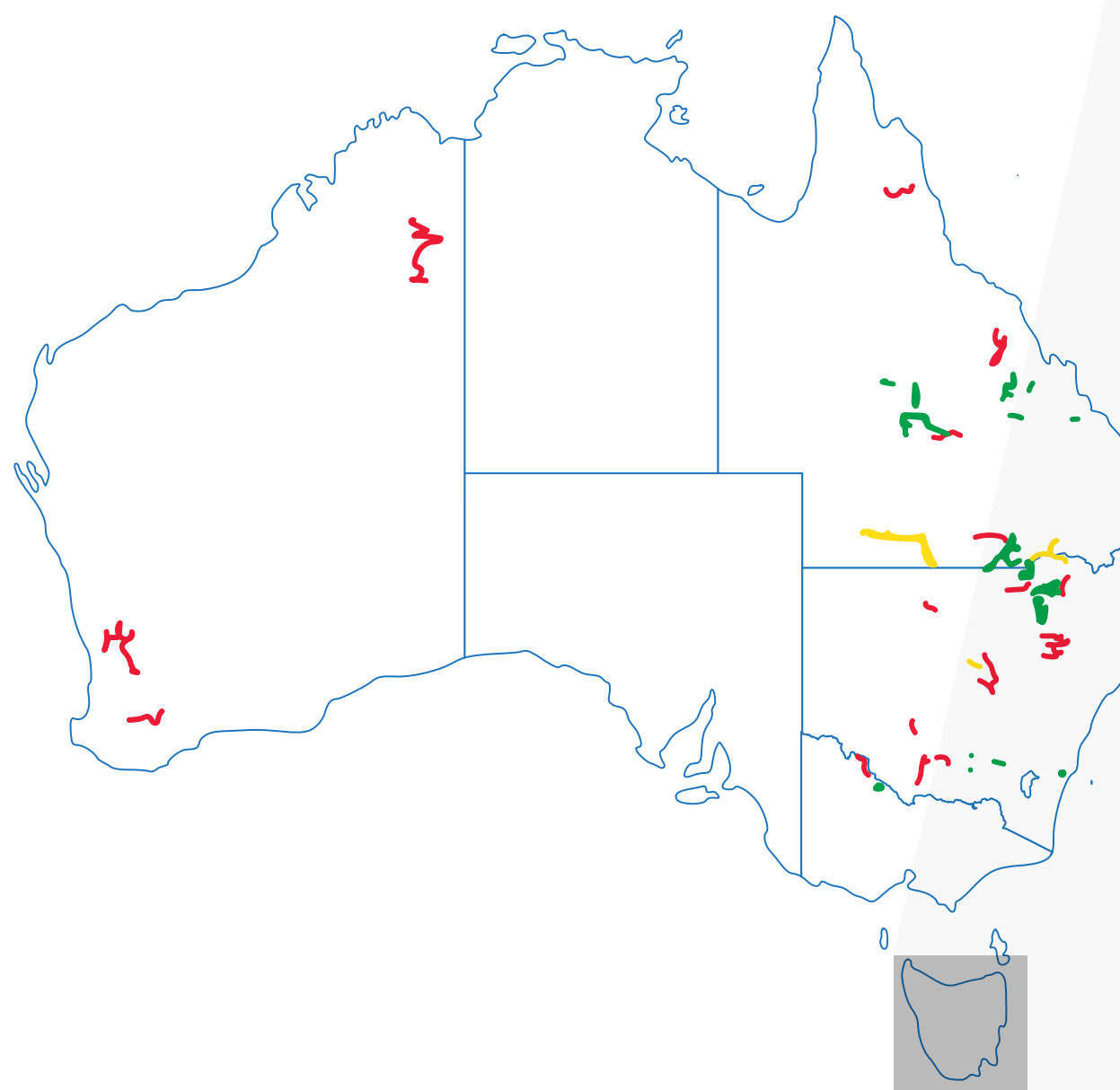
Expanded Product Offering

Leverage **Field Solutions** connectivity and **TasmaNet's** high margin, expanded managed services offering for enterprise and government

- Full suite of managed services
- Hybrid private and public cloud offering
- Sovereign data centres
- Security
- Full VoIP and telephony solutions

Expanded Network

Building the 4th Mobile Network Operator &
largest non-nbn FW network in Australia



Conclusion

- **FSG acquires Tasmanet**, adding Tasmania's largest wireless network to Australia's largest wireless network
- **\$12M Acquisition** + 2M Earnout consideration
- Accelerate capability and growth of **high value cloud and managed services** for key industry sectors
- Add **high value government and enterprise contracts**
- Forecast FY22 combined revenues **in excess of \$45M** and **EBITDA of \$4.5 - \$5.5M**



Thank you

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