



AGM Update

ASX:FSG

Friday 17th December 2021



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FY21 Plan Review

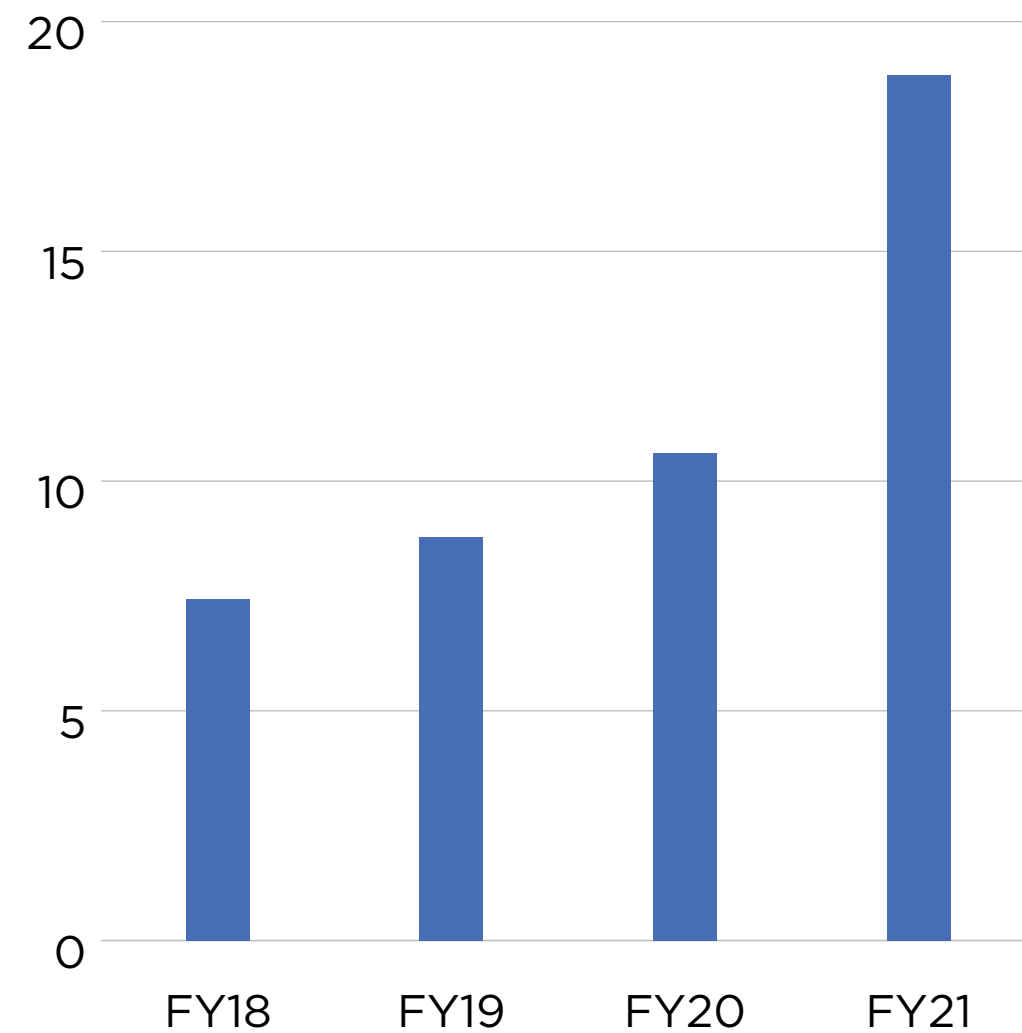
- 1** Expand FSG regional network footprint into WA, NT and VIC 
- 2** Deliver additional “value add, over the top service” across our regional network via Managed Services 
- 3** Deliver a nationwide network, connected to all 121 NBN POI's, powering our Wholesale / B2B automation platform 
- 4** Deliver EBITDA growth and increase shareholder value 
- 5** Define and execute Mobile Strategy 

Financial Momentum

3
year on year
growth in:
Revenue • NPAT
• EBIT
• EBITDA • EPS

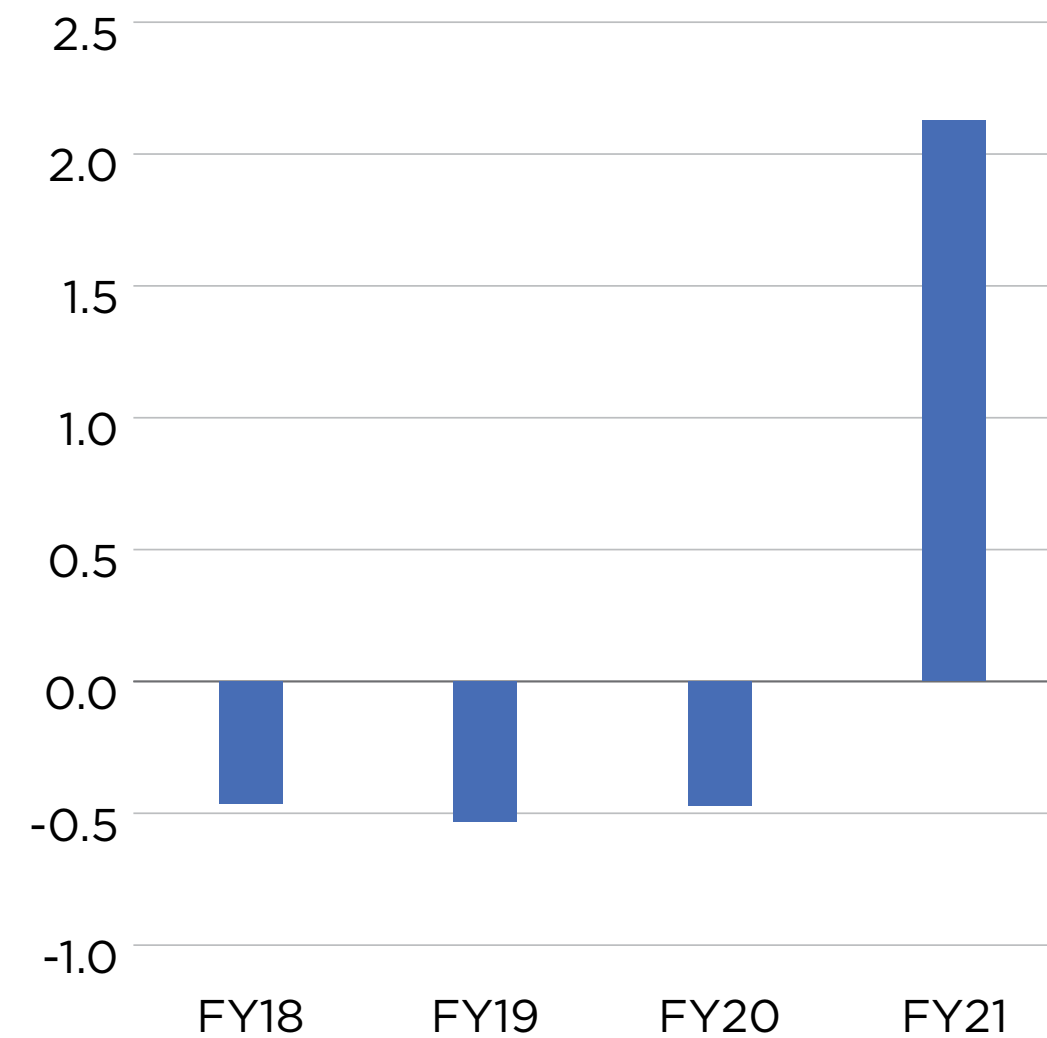
Revenue

\$ Million



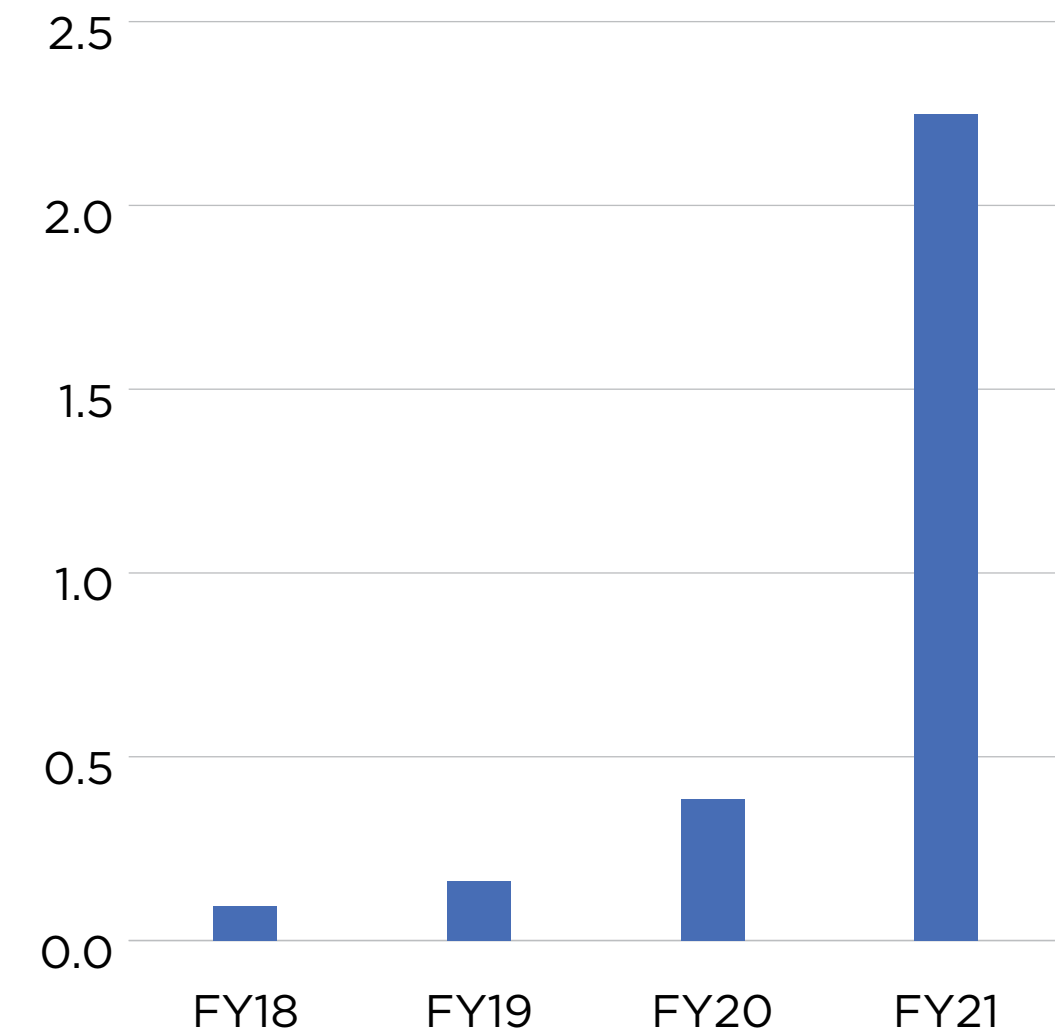
NPAT

\$ Million



EBITDA

\$ Million



Financial Year 2022

FY22 Objectives

Grow rural infrastructure

- Network expansion to 186,000 km²
- Over 20 new networks
- Complete in progress builds
- Queensland Building Our Regions
- Mobile Blackspots Round 5
- Regional Connectivity Program
- Mobile Blackspots Round 5a trials

Commence the rollout of the Regional Australia Network (RAN) Australia's 4th MNO (Mobile Network Operator)

- Next generation place based regional & rural network
- Mobility
- 4th Australian Mobile Network Operator (MNO)
- Only MNO dedicated to rural, regional and remote Australia

Deliver the Neutral Host Trial and domestic roaming

- Under the Mobile Blackspot Program
- Partnership with Optus

YTD performance on track to double revenue and EBITDA

- Expansion of sales capability
- Expand product offering and industry targeted solutions

National NBN footprint

- Complete deployment to all 121 POIs
- Resilience and performance

Innovation and profitable expansion

- Attract and retain the best talent
- M&A
- Innovation

TasmaNet Acquisition

- Tasmania brand and market dominance
- 13M, 12M net + earnout
- \$19M+ FY22 revenue forecast
- EBITDA accretive
- Synergy benefits

TasmaNet Integration

- Integrate sales, delivery and support teams, platforms and processes
- Operations centre
 - Service delivery
 - Service assurance
 - Network operations
 - Logistics

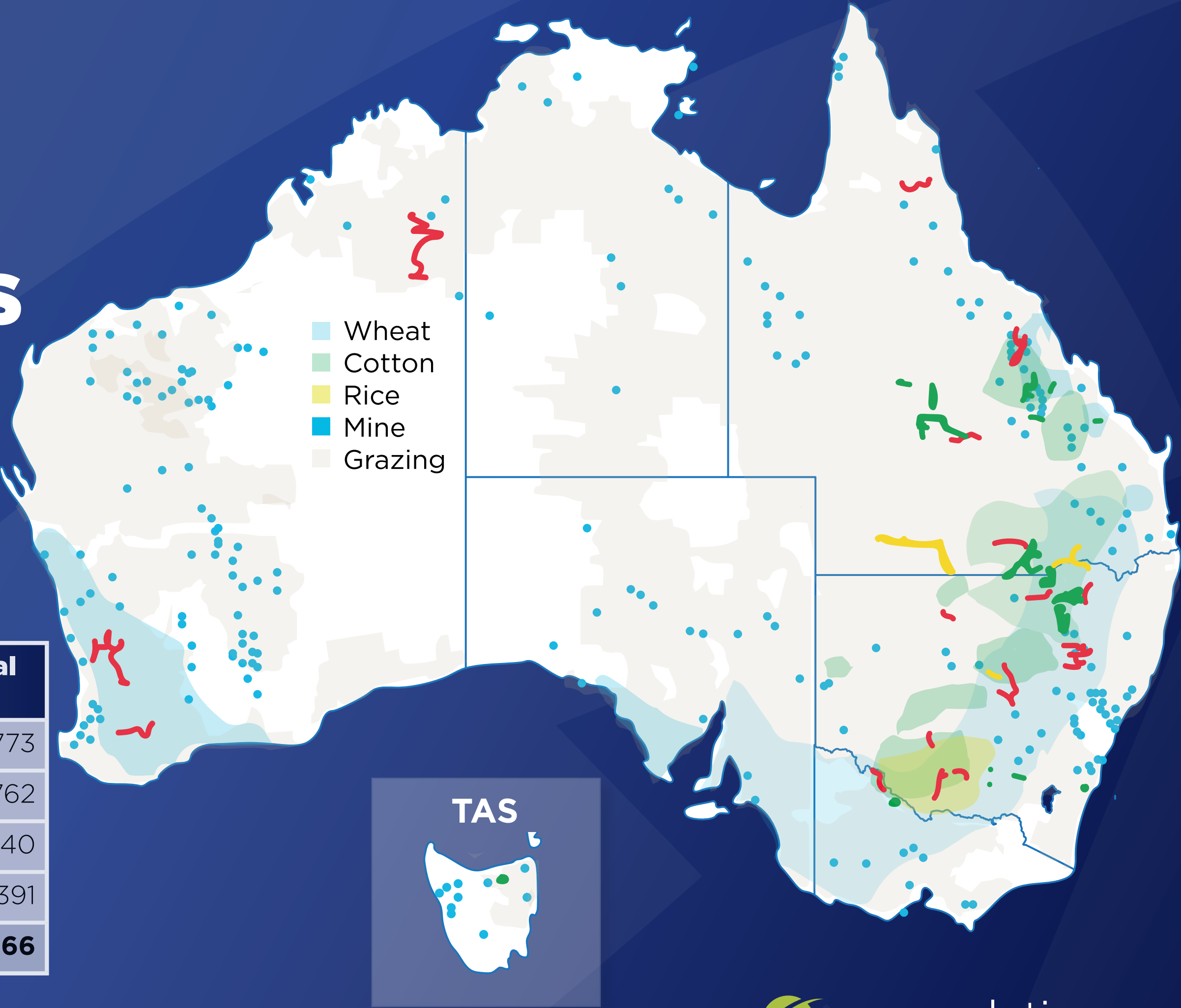
Major Projects

Corridor	Projects	New Coverage sqkm	Target Completion
Central QLD	3	18,075	Q3 2023
Northern NSW	2	13,422	Q1 2023
Northern QLD	3	11,210	Q3 2023
Northern Territory	4	100	Q4 2022
South West NSW	1	4,051	Q2 2023
Southern NSW	3	13,295	Q2 2023
Southern QLD	2	11,914	Q4 2022
Southern WA	1	11,198	Q3 2023
Grand Total	19	83,265	

Network Reach driving Key Revenue Sectors

- Over the next 2 years
2.8x growth in reach
- 5 new corridors
- 16 new networks

Coverage by State km ²	NSW	QLD	WA	Total
● Live	39,734	28,040	-	67,773
● December 2021	-	13,967	4,795	18,762
● February 2022	640	-	-	640
● March 2023	46,146	33,347	19,898	99,391
Total	86,520	75,353	24,693	186,566

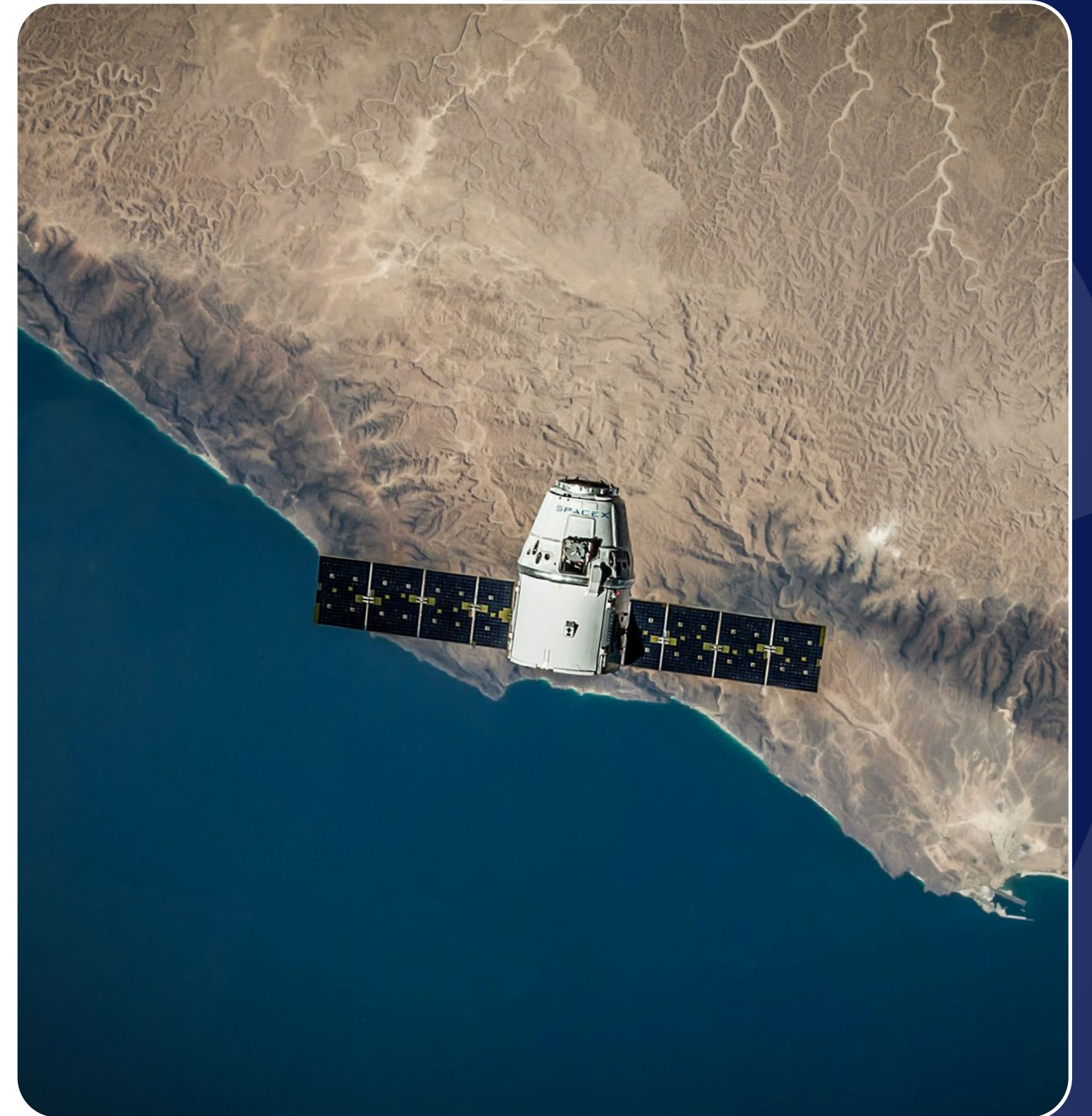


Strategic Projects

Projects	Target Commencement
Launch Regional Australia Network	Q1 2023
Neutral Host Trial	Q2 2023
Domestic Roaming Trial	Q1 2023
LEO Satellite Trial	Q3 2022

FSG Satellite

- Complete Business Satellite offering
- Strategic product positioning for extreme remote
- FSG LEO (Low Earth Orbit) applications for key industry sectors
 - Agri-Business
 - Mining and resources
 - Enterprise and Government
 - Resilience and emergency services



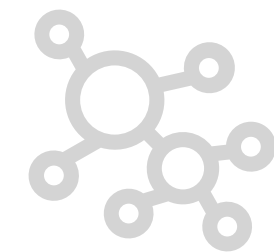
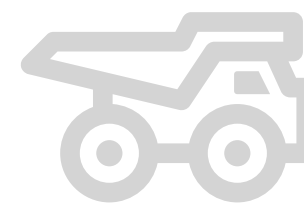
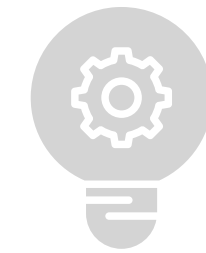
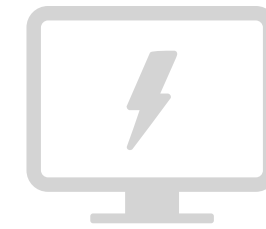
The Regional Australia Network (RAN)

FSG's next generation
place based rural, regional &
remote network.

Australia's 4th Mobile Network.

RAN - Capabilities

- FW broadband internet
- Mobile voice & data
- Mobility
- Private networks
- 4G/5G high speed
- IoT
- Private LTE



RAN - Capability | Capacity | Reach

2019



16 Towers

Fixed Wireless Internet
Unlicensed
20km range

2020



28 Towers

Fixed Wireless Internet
License & Unlicensed
20km range

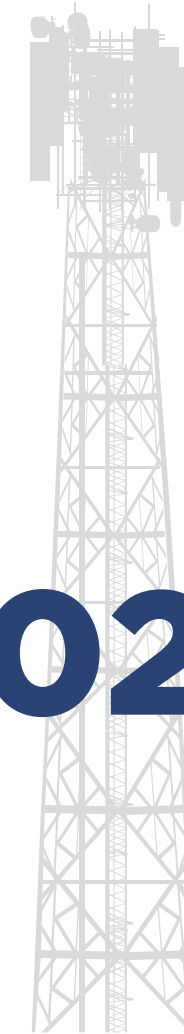
2021



42 Towers

Fixed Wireless Internet
License & Unlicensed
25km range

2022



96 Towers

Fixed Wireless Internet
MNO, Mobile Data
4G, 5G, Neutral Host,
Roaming Trial,
Co-location, leasing
revenues
25km range

2023

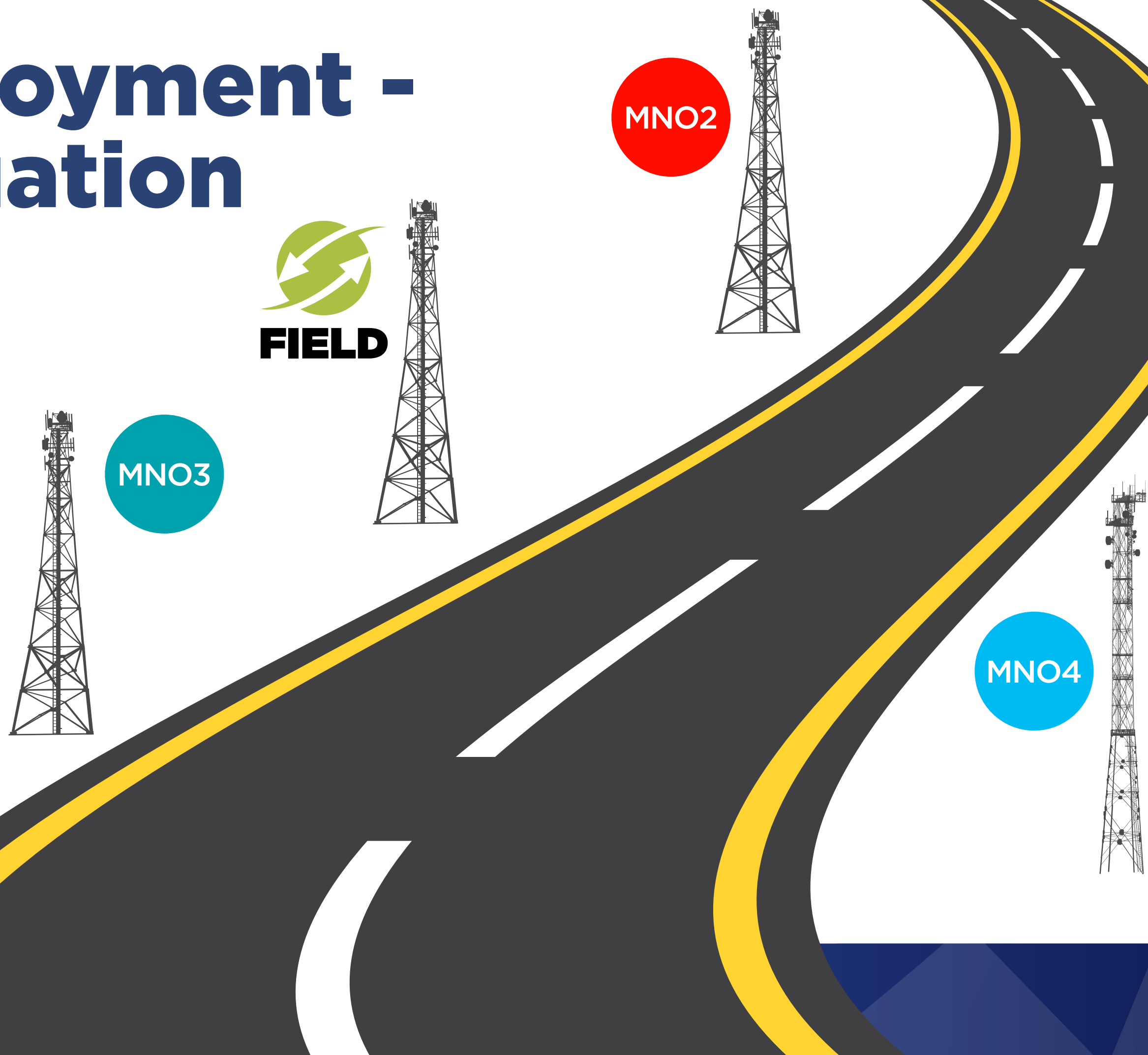


200+ Towers

Fixed Wireless Internet
Mobile Data, Voice,
Neutral Host, Roaming,
4G, 5G
Co-location, leasing
revenues
25km range+

Mobile deployment - Current situation

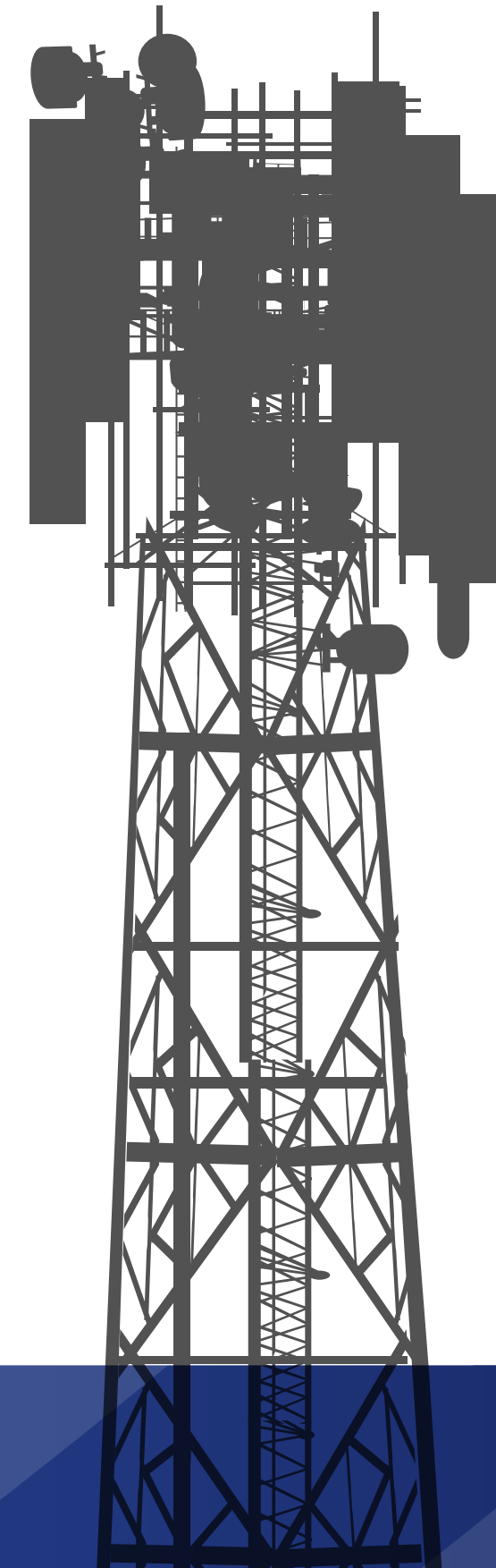
- Duplication of infrastructure
 - Build
 - Maintenance & Operations
- Lack of choice
- Regional & rural monopoly
- Limited coverage



Neutral Host

Selected by the Federal Government to trial a single delivery model for rural, regional and remote areas.

1 provider with the ability to broadcast services from Optus, Telstra, TPG/Vodafone and Field Solutions Group.



RAN Vendor RFP

FSG is please to announce its preferred partners for 4G & 5G network trials:

The Nokia logo is displayed in a bold, blue, sans-serif font.

NOKIA

Access Network Vendor

The Mavenir logo features the word "MAVENIR" in a blue, sans-serif font, with a red horizontal line under the letter "M". A small trademark symbol (TM) is located at the top right of the word.

Mavenir

Mobile Core Vendor

Thank you

For further investor enquiries please email:
investors@fieldsolutions-group.com

fieldsolutions-group.com