



FIELDsolutions rural
regional
remote

TELECOMMUNICATIONS + SOFTWARE + CLOUD

FY22 Investor Update H1 Results

ASX:FSG

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Business Highlights

4 New Networks by June 30

H1 Results

Engaged with
VIC Government
Gigabit State Program

16 New Networks
Budgeted in FY23

Engaged With Australian
Federal Government
RC1
Mobile Blackspots Program
RCP2 (Submitted)

Consistent Revenue / Margin
Growth

Nokia and Mavanir
Selected to Power FSG's
Regional Australia Network
(RAN) Australia's 4th MNO

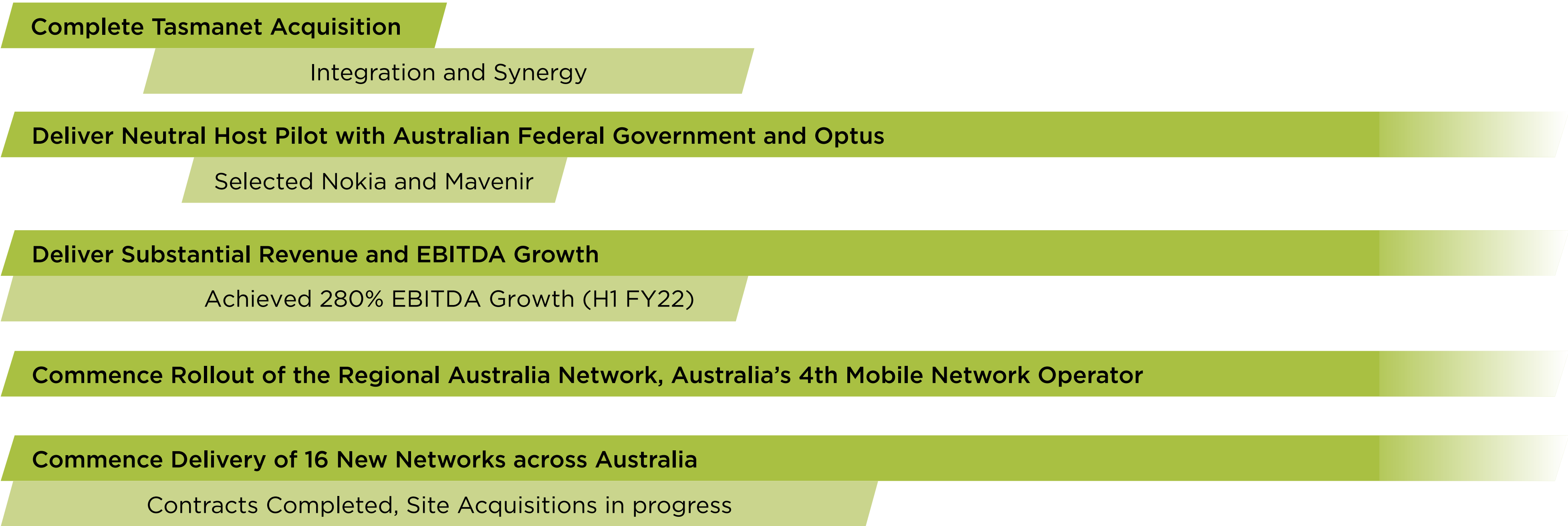
Engaged with
NSW Government
Mobile Coverage Pilot

TasmaNet acquisition
\$19.5M Annualised Revenue
\$1.5M Annualised EBITDA
Operational Team

FY22 - Year of Growth

- Network Expansion
- Territory Services Expansion
- Regional Australia Network (RAN) Launch
 - Next Generation place based Regional & Rural Network
 - Mobility
 - 4th Australian Mobile Network Operator (MNO)
 - Only MNO dedicated to rural, regional and remote Australia
- Carrier Infrastructure (Physical / Neutral Host)
- Revenue Growth
- EBITDA Growth
- Innovation
- M&A

FY22 Objectives



July 21

December 21

June 22

December 22

June 23

Execution & Focus

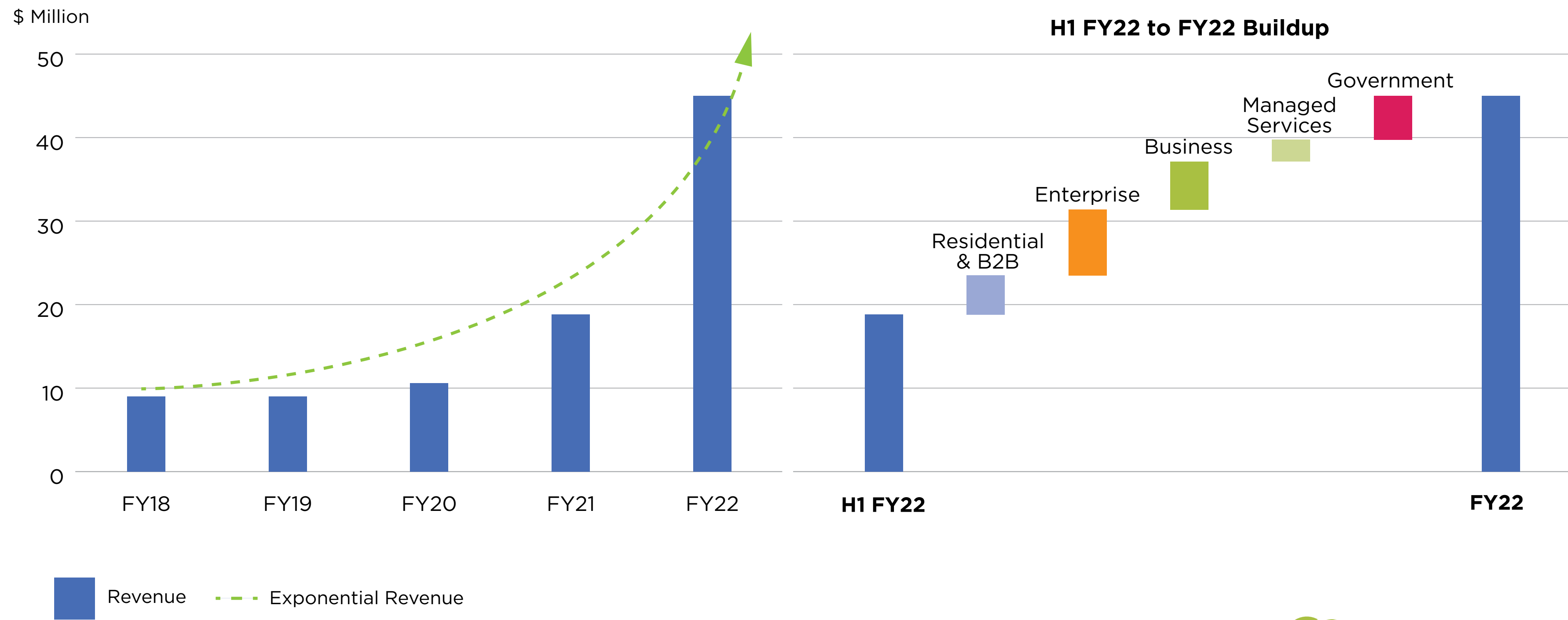
Objective	FY22 Focus
Grow Rural Infrastructure	<ul style="list-style-type: none">■ Complete in progress builds■ Queensland Building Our Regions■ Mobile Blackspots Round 5■ Regional Connectivity Program■ Mobile Blackspots Round 5a trials
National NBN Footprint	<ul style="list-style-type: none">■ Complete deployment to all 121 POIs■ Resilience and performance
Expand Wholesale Product and revenue base	<ul style="list-style-type: none">■ Expand internal sales capability■ Expand reseller channel■ Continue to grow wholesale sector
Mobile strategy	<ul style="list-style-type: none">■ Consolidate position as Australia's Neutral Host

Financials

H1 FY22 Results

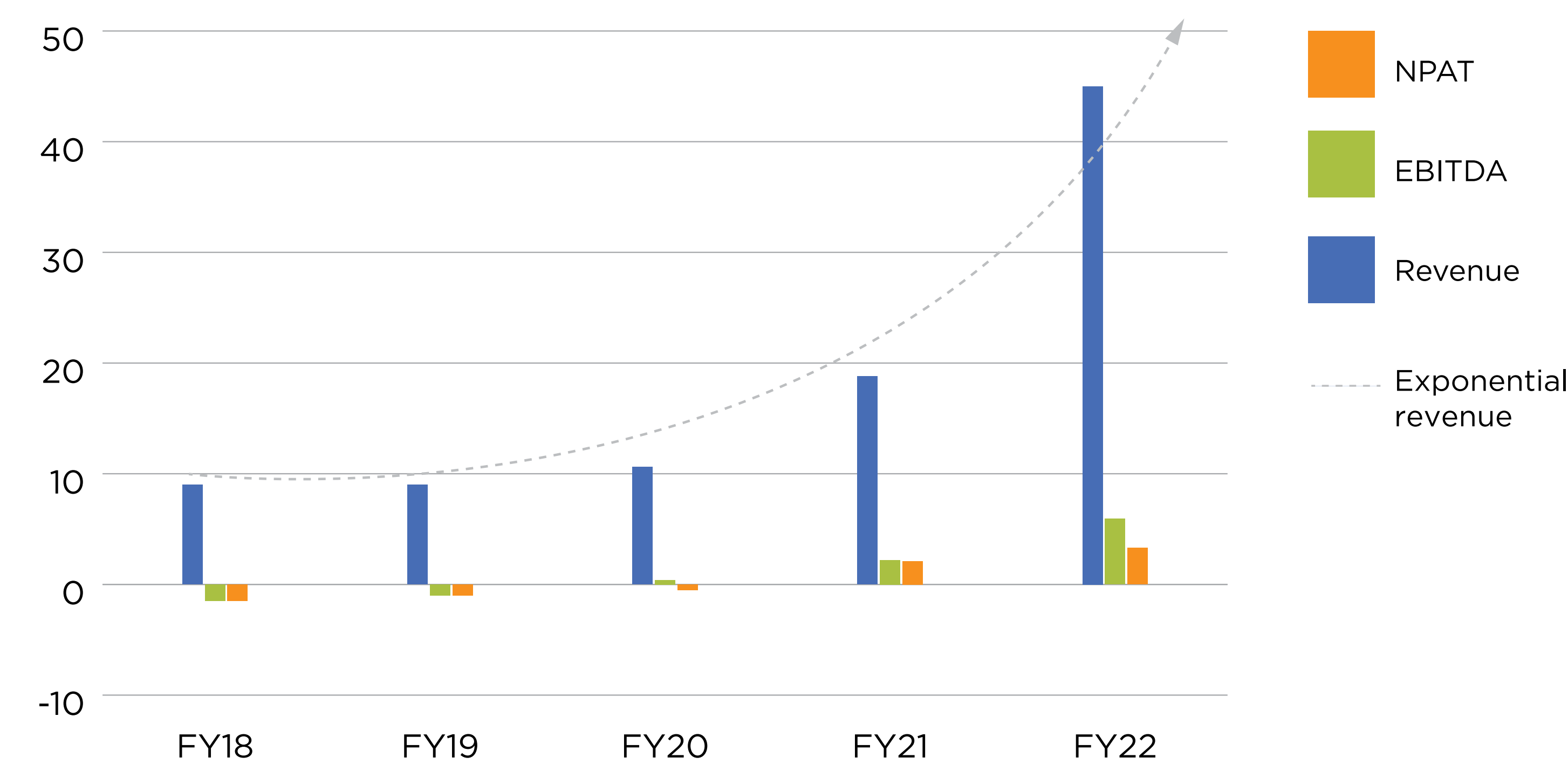
- Revenue \$19.60M
(31 December 2020 \$7.40M) up 165%
- NPAT \$1.60M
(31 December 2020 \$0.28M) up 471%
- EBITDA \$1.97M
(31 December 2020 \$0.52M) up 280%
- Positive Cashflow from Operations of \$1.27M
- Sales order backlog of excess of \$52M
- Completed TasmaNet Acquisition
- Expanded and diversified product suite and sales team

Revenue Growth



Financial Momentum

\$ Million



Year on year growth in:

- Revenue
- NPAT
- EBITDA
- EPS

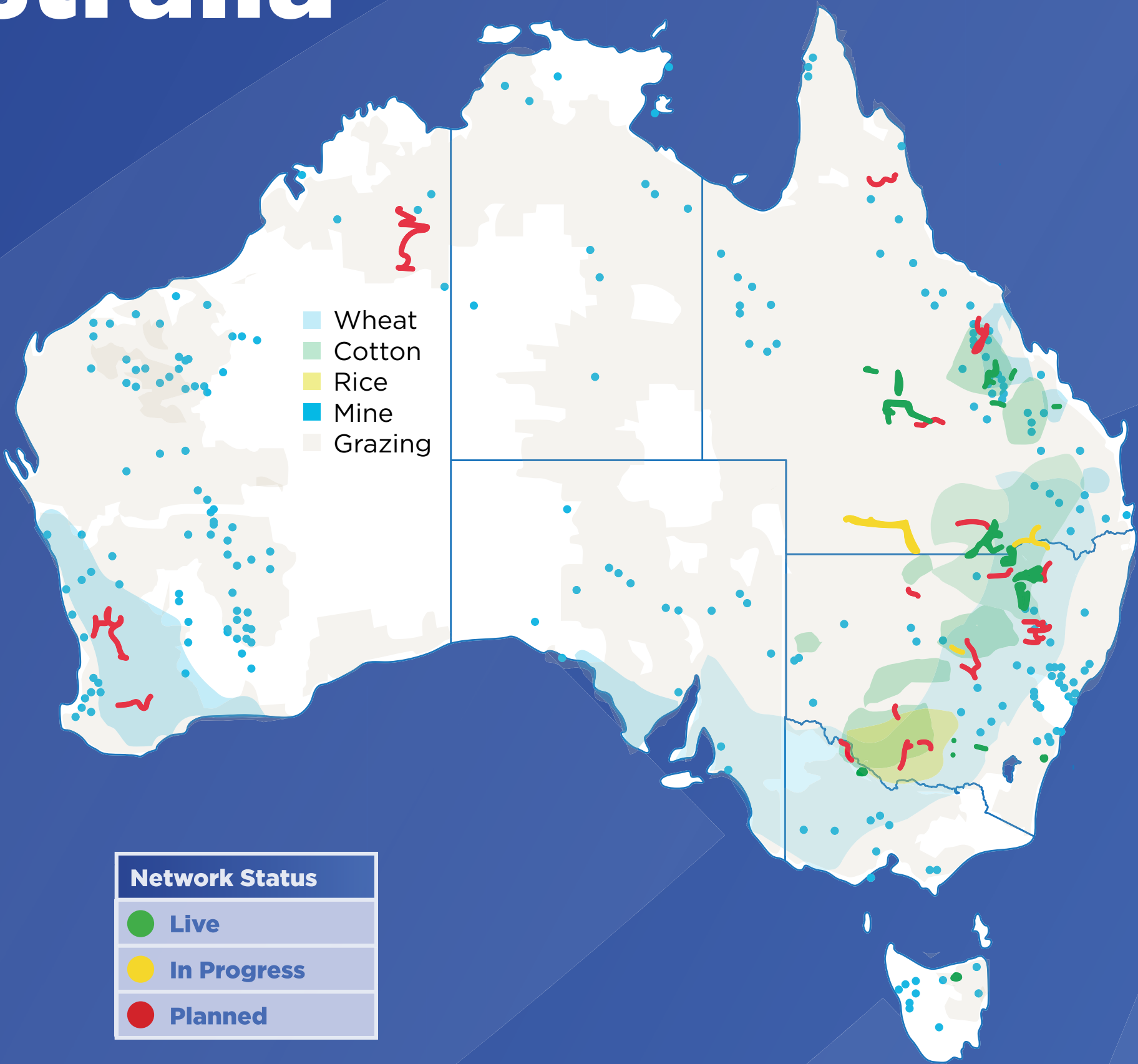
↑
EBITDA increase of
280%

Delivery

Delivering 20 New Networks Across Australia

Network Reach Driving Key Revenue Sectors

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

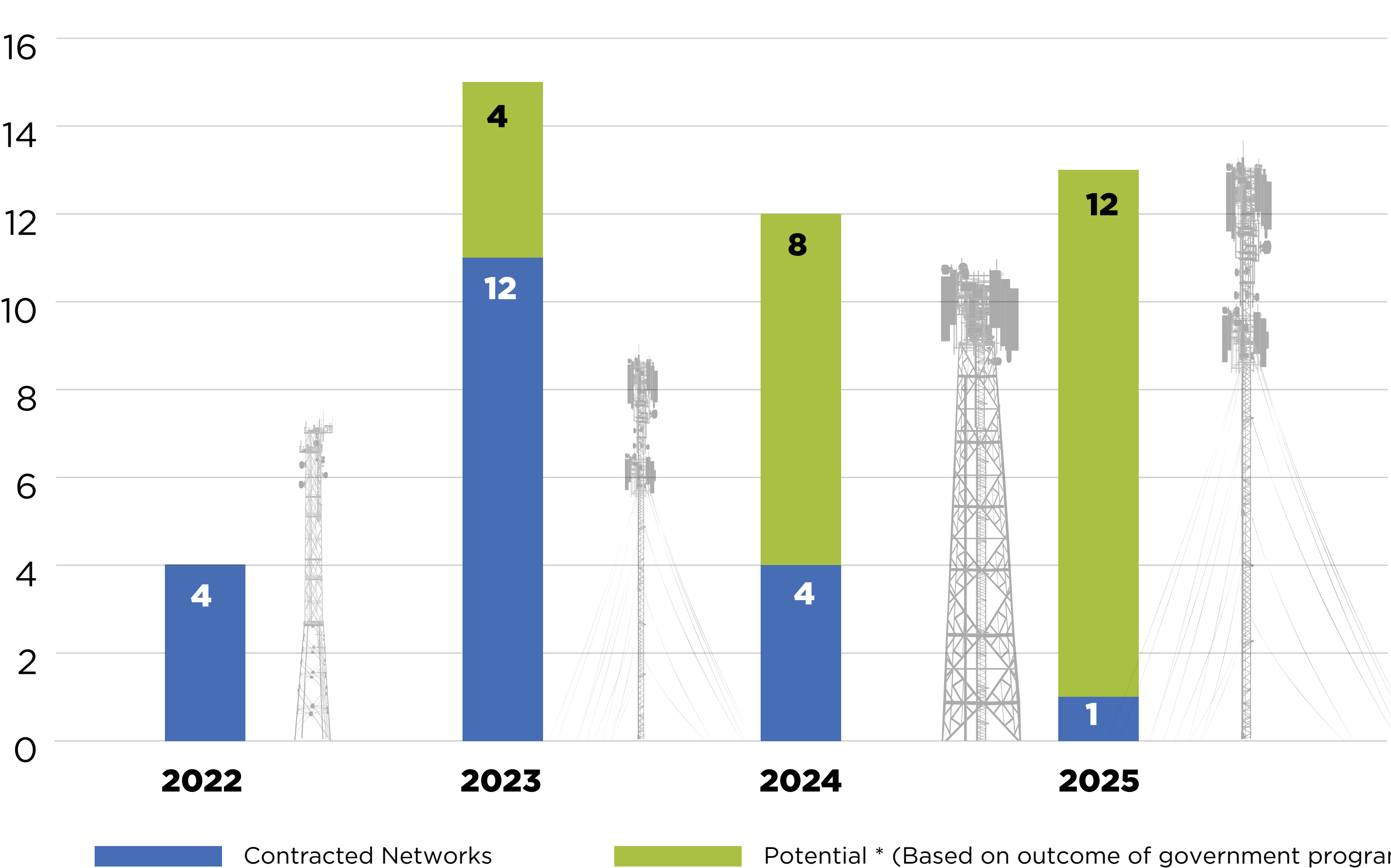


New Networks in Progress

State	Number of Networks	Indicative New Coverage (km ²)
NSW	6	30,768
NT	1	398
QLD	12	51,055
WA	2	11,198
Total	21	93,410

- Detailed site surveys commenced on all projects in all states
- New dedicated deployment team established in-house
- Revised processes aligned to capital investment

Planned Network Builds



Contracted Networks		
State	Number of Networks	Indicative New Coverage (km ²)
NSW	6	30,768
NT	1	398
QLD	12	51,055
WA	2	11,198
Total	21	93,410

TasmaNet Integration

- Operational Consolidation in Hobart
 - Customer Support
 - Service & Project Management and Delivery
 - Network Operations Centre
 - Software Development
- Updated Organisational Structure
- Long-term relationship with Tasmanian Government
- Complimentary Government panel arrangements (TAS, NSW, Federal)

Expanded Product Offering

Leverage **Field Solutions'** connectivity and **TasmaNet's** high gross 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
- IaaS (Infrastructure as a Service)

Government Programs

Program	Entity	Description	Expected Decision
MCP – Mobile Connectivity Program	NSW	NSWG initiative to run 4 Streams of Mobile Sharing options. (A-NHR MORAN, A-NHR MORAN, OpenRAN & Roaming. FSG to lead A-NHR stream.	Mid March
RCP2 – Regional Connectivity Program	FED	Federal Connectivity program. FSG submitted 70+ projects.	Early April
PAC – Preparing Australian Communities	FED	The Program will support projects that mitigate or reduce the disaster risk, impact and consequence associated with large-scale natural hazards.	Early April
VIC – Gigabit State Program	VIC	Fibre plan. Opportunity to partner.	Pending
PUMP – PeriUrban Mobile Project	FED	Fringe Urban Blackspot program.	Mid March
5G Innovations	FED	Innovation fund up to \$2M per project.	Mid July
Connecting Victoria Mobile Program	VIC	Accelerated mobile coverage program with focus on fringe urban, accelerating 5G and blackspot (coverage enhancements).	Mid May

Industry Updates

TPG have announced they have selected Telstra as their regional network partner.

FSG Commentary:

Today TPG / Vodafone have two partnerships with Optus:

- Joint venture for infrastructure sharing in capital cities and selected regional towns covering 80% of the Australian population
- Wholesale 3G only roaming across part of its regional network (Extends TPG pop coverage to 96% of population)
- The “Deal” is subject to ACCC approval and does not grant access to full extent of Telstra’s footprint
- Any acceptance of network sharing bolsters FSG’s Neutral Host Strategy
- FSG is deeply engaged with the Federal, NSW and VIC Governments in developing its Neutral Host strategy and rollout
- FSG are constructing new network in areas with limited or marginal coverage, thus covering areas where the current mobile network operators do not today
- FSG will continue to work with all MNOs to make our network available for either Active Neutral Host, domestic roaming or passive co-location

Outlook

Maintaining Guidance

Circa \$45M Revenue

\$4.5-\$5.5 EBITDA

Key Factors:

- Strong demand for the mix of products and the addition of the TasmaNet managed services products
- Backlog is currently \$52M (H1 FY21 \$13.25M)
- Results of the current Government programs FSG is engaged with
- M&A, while FSG focus is based on organic growth, we are always on the watch for additional capabilities and or network assets to grow our footprint and or capability

Risk Factors:

- Natural disasters
- International supply chain shortages

Glossary

BOR – Queensland Building Our Regions

MD – Murray Darling Grant

RAN – Regional Australia Network TM

RCP – Regional Connectivity Program

PoP – Point of Presence

vWBA – Virtual Wholesale Broadband Agreement

NaaS – Network as a Service

T4 – 4Th Mobile Network Operator

MNO – Mobile network Operator

SMB – Small / Medium Business

POI – Points of Interconnect (nbn)

IaaS – Infrastructure as a Service

Thank you

For further investor enquiries please email:
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