

ASX Announcement



Field Solutions Holdings Limited (ASX: FSG)

ASX Limited

Company Announcements Office

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Mobile Blackspots Program Round 5 – Optus Infrastructure Partnership

Field Solutions Holdings (ASX: FSG), Australia's leading rural, regional and remote telecommunications carrier, is pleased to announce it has completed its infrastructure build in Central NSW under the Federal Governments Mobile Blackspots Program Round (MBSP) 5.

Highlights

- FSG completes the build of 3 towers in partnership with Optus
- Federal government funding for 2 towers was \$0.65m under MBSP round 5
- Total contracted revenues of \$1.36M estimated for 3 towers, commencing March 2023
- 20 Year Term
- Optus first tenant
- First long-term contract for FSG emerging telecommunications infrastructure business for which FSG has a current pipeline to 200 telecommunications towers in the medium-term

Field Solutions Group has recently completed the build of 3 new telecommunication towers in central NSW which was supported by \$0.65m in funding under the Federal Government's Mobile Blackspots Program Round 5 (MBSP5). The funding was awarded to FSG in early 2021 to build of towers in partnership with Optus.

The construction of the 3 towers marks the start of a longer-term focus for FSG to build and manage its own neutral infrastructure and neutral active sharing products & services for rural, regional and remote Australia. In this instance FSG has partnered with Optus to reduce the need for duplicated infrastructure, allowing Federal Government funding to be better utilised. FSG and Optus will use these towers to supply mobile and broadband services to the local community.

Under the arrangement Optus will sign up as a tenant on these three Towers which will deliver total contracted revenues of \$1.36m over the 20-year agreement, commencing March 2023.

Over the course of the next 12 months, FSG will look to complete the build of an additional 127 telecommunication towers in rural, regional and remote Australia. These towers will be Active Sharing ready, allowing mobile network operators in Australia to utilise FSG's active infrastructure, representing a fundamental shift in how rural, regional and remote telecommunications infrastructure can be cost effectively managed and deployed. FSG will receive a \$24m contribution (awarded in 2021) under the Federal Governments Regional Connectivity Program Round 1 (RCP1) to fund the construction of the 127 towers.

Active Sharing is core to FSG's active sharing (Neutral Host) infrastructure strategy. Additionally, FSG is working with Optus to pilot Domestic Roaming and Active Sharing as part of the Mobile Blackspots Round 5A (MBSP5A). We anticipate the pilot will commence within the next 6 months when all tower construction is complete.

FSG's Managing Director Andrew Roberts said, "Strategically, FSG is now adding long-term, recurring revenues and EBITDA to its Infrastructure division, which is both in keeping with and complimentary to FSG's rapidly expanding Core ISP/MSP division. 'While we look forward to future opportunities for our partnership with Optus, we are currently in negotiation with other Mobile Network Operators to utilise our assets due to our approach of building infrastructure in areas with low to no current services'".

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' TasmaNet and "Ant Communications) and a NBNco Retail Service Provider.

FSG Contact Details

Andrew Roberts - CEO

andrew.roberts@fieldsolutions-group.com

www.fieldsolutions-group.com

Field Solutions Holdings Ltd ASX:FSG

t 1300 000 488