



FIELD
SOLUTIONS

Q3 FY23

Investor Update

ASX:FSG
May 2023

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Australia's Leading Telecommunications Carrier for rural, regional and remote Australia

We connect and service regional, rural and remote Australian communities to bridge the digital divide between metro and rural Australia, digitally enabling key industries through innovations such as Australia's only Active Neutral-Host enabled Mobile Network.

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What we do

Connect

We deploy the latest technologies to deliver true broadband and mobile services anywhere in Australia

Manage

We provide a complete suite of managed ICT and security services including monitoring and support



Build

We build Australia's largest rural and regional telecommunications infrastructure including Australia's fourth mobile network

Solution

We design and supply customer focused solutions for connectivity, cloud, voice, PBX, mobile, IoT, private LTE, CCTV, Access Control and much more

National capacity and support



Metro and Regional offices with over **110 cross functional** staff located where are our customers are.

High capacity **national nbn™ network** with direct connection to all 121 POIs.

The largest **non-nbn™ rural and regional fixed wireless network** in Australia and its 4th mobile network (RAN).



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Core Business Update

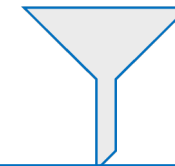
Core business Update



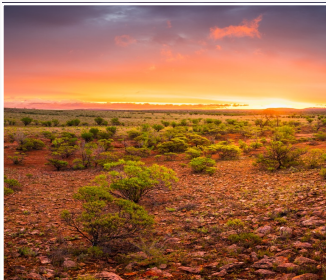
17% average Q-on-Q Revenue growth



Continued growth in key verticals with notable wins in every sector



38% increase in new pipeline



Rural & Regional

Cessnock City Council
Central Highlands Regional Council
Customised Farm Management



Mining & Resources

Kestrel
Bowen Coking



Business MSP

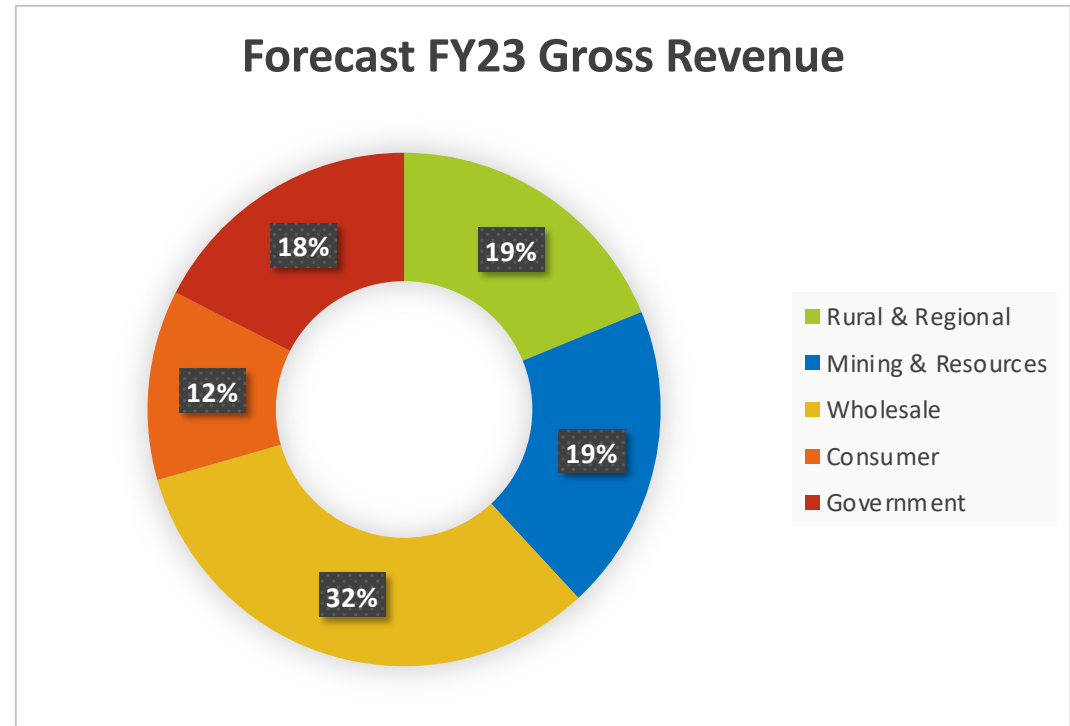
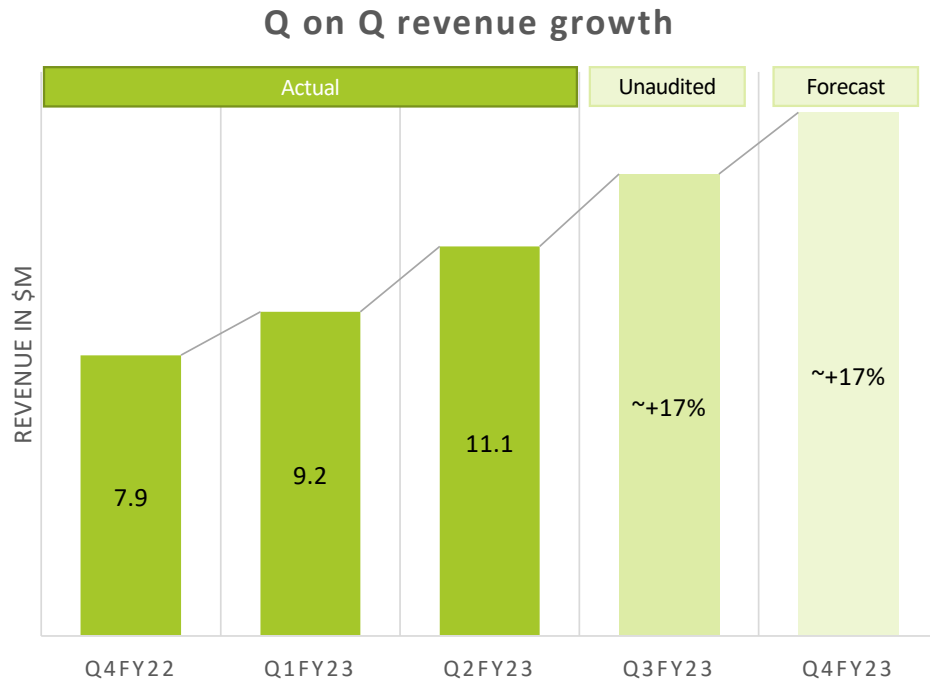
Respect Aged Care
Green Endeavour



Government

TAS Water
NSW Telco Authority

Core Business Revenue Growth



- **17% Average Quarter on Quarter revenue growth**
- **74% Recurring Revenue (MRR)**

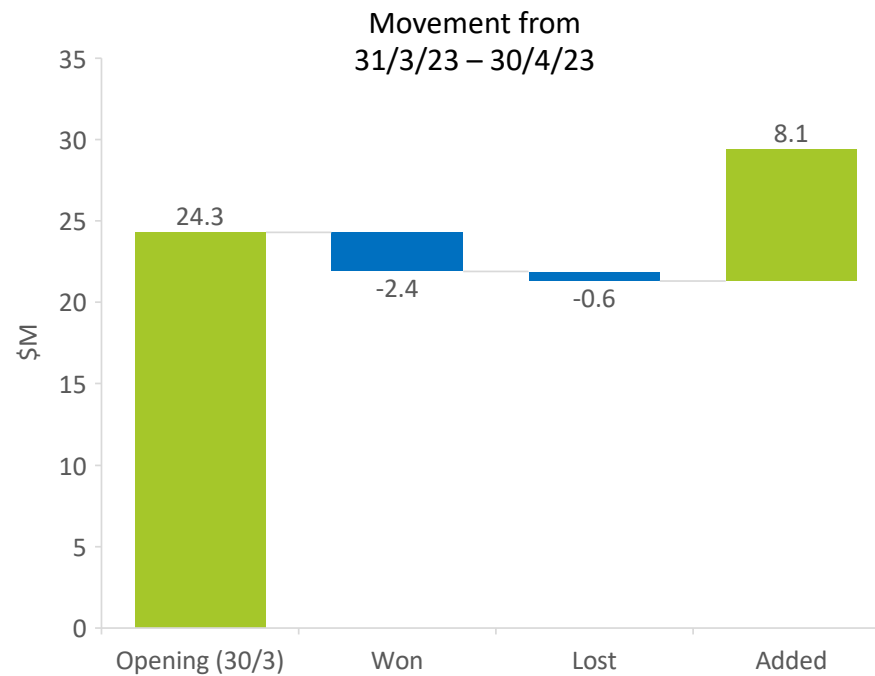
- **FY23 revenue on track to meet guidance of \$47-50M**
- **Continued growth in Mining & Resources sector**

- Rural and Regional
 - Agtech and Security opportunities
 - Local Council and whole of region connectivity plans
 - Managed services
 - Private LTE
 - Onsite Accommodation
- Wholesale
 - New opportunities in Network as a Service and Virtual WBA
 - 1 in contract stage
- Mining
 - 4 opportunities for “whole of mine business”

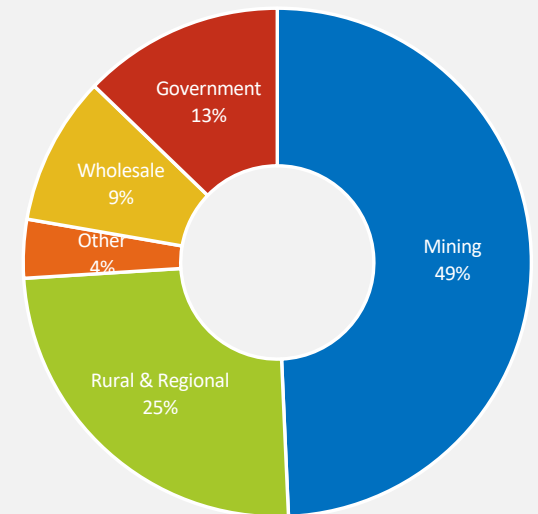
Pipeline

12 month value of opportunities >50%

\$29.4M



By Industry sector

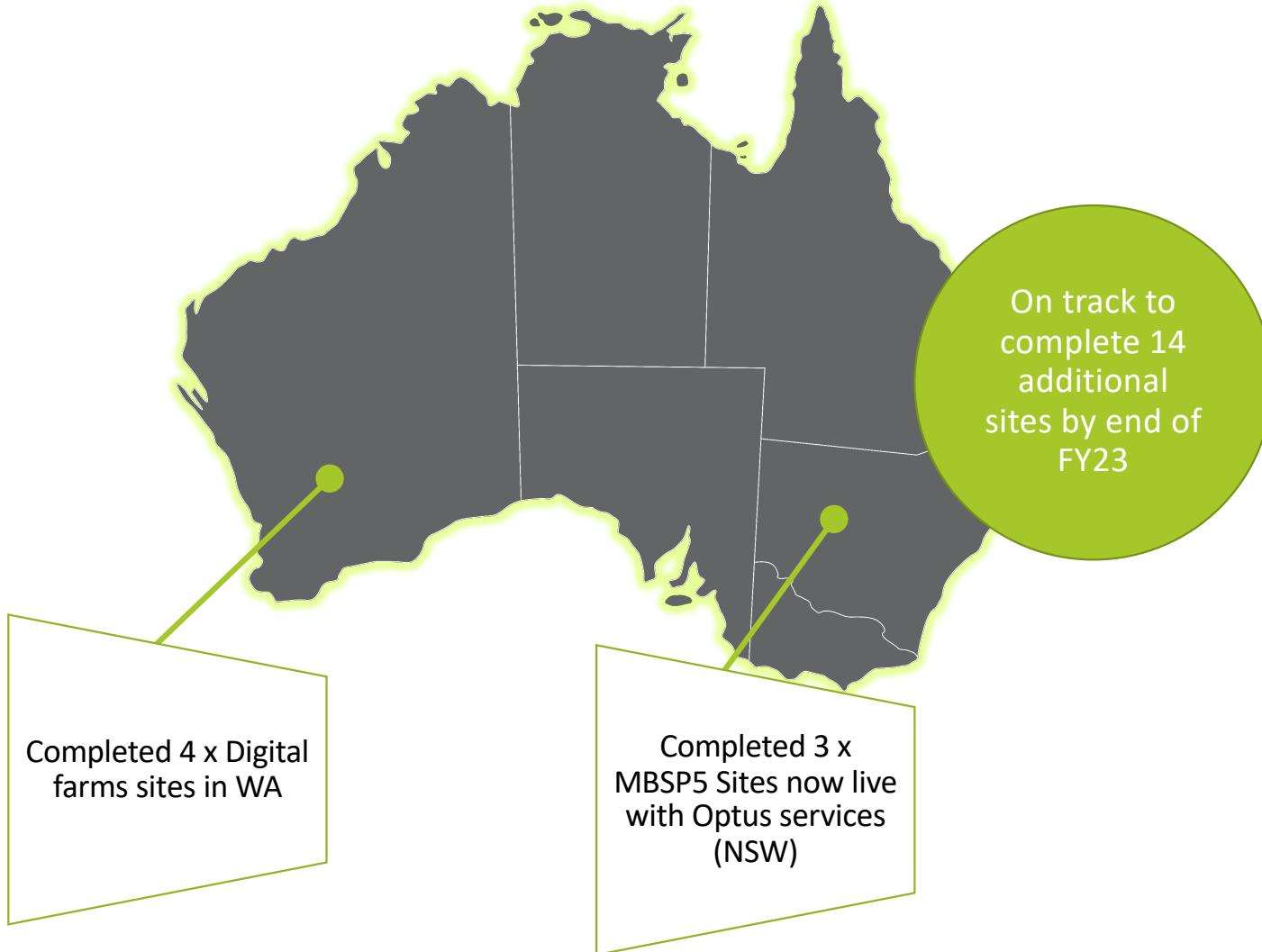




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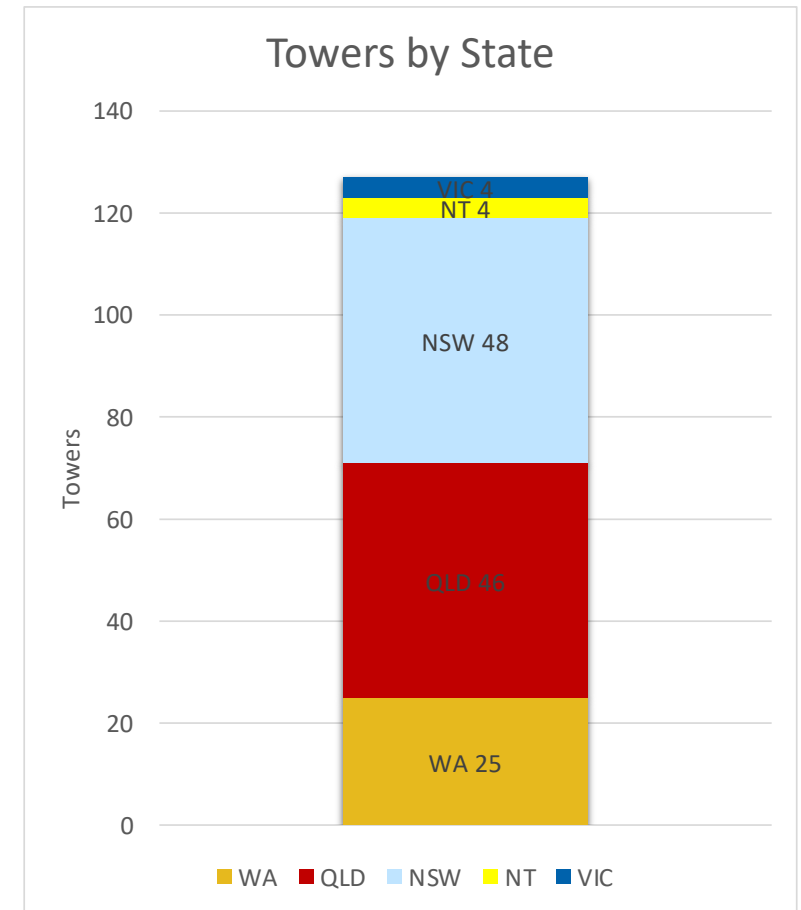
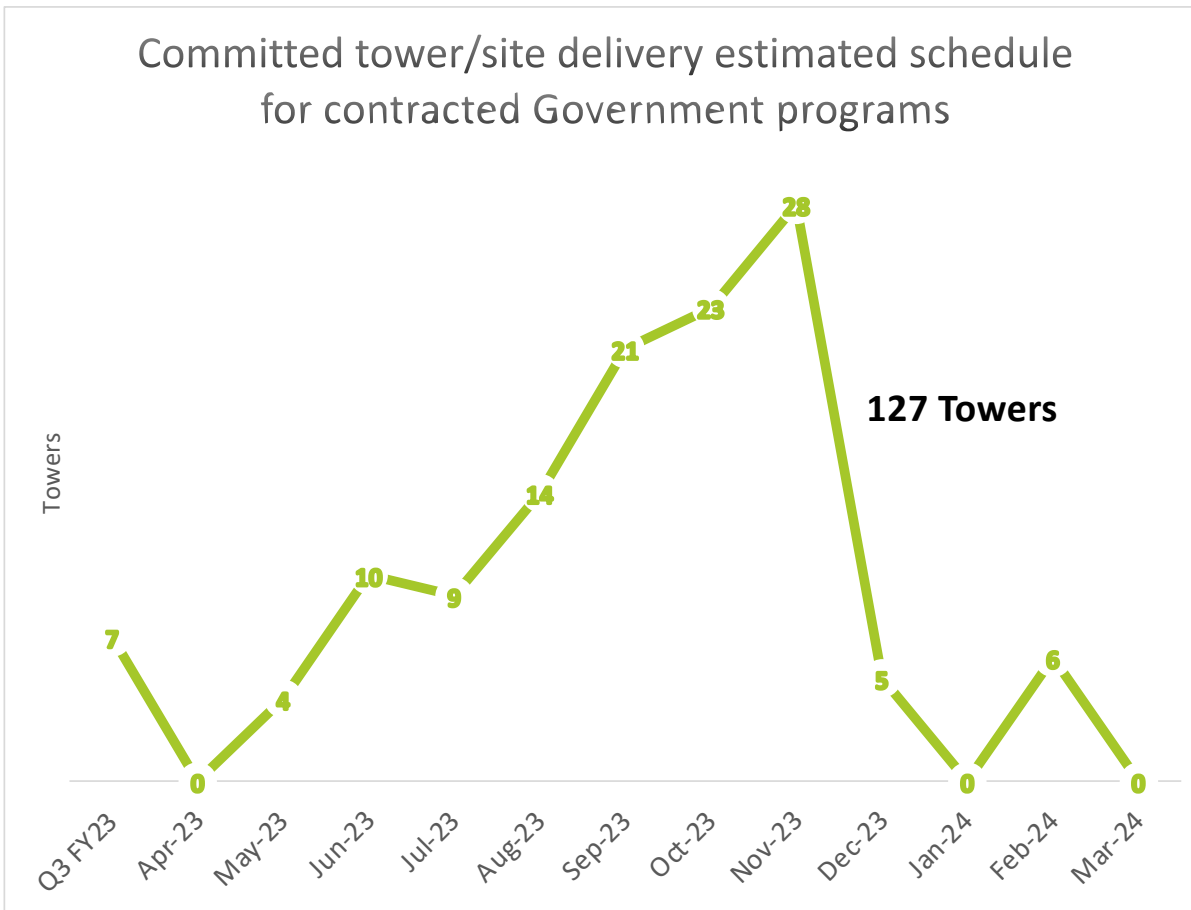
Q3 FY23
Infrastructure
Business Update

Infrastructure build momentum



- **7** new towers/sites completed across 2 networks
- **14** additional towers/sites by end of FY23
- **127** live towers/sites by March 2024

National Infrastructure Rollout



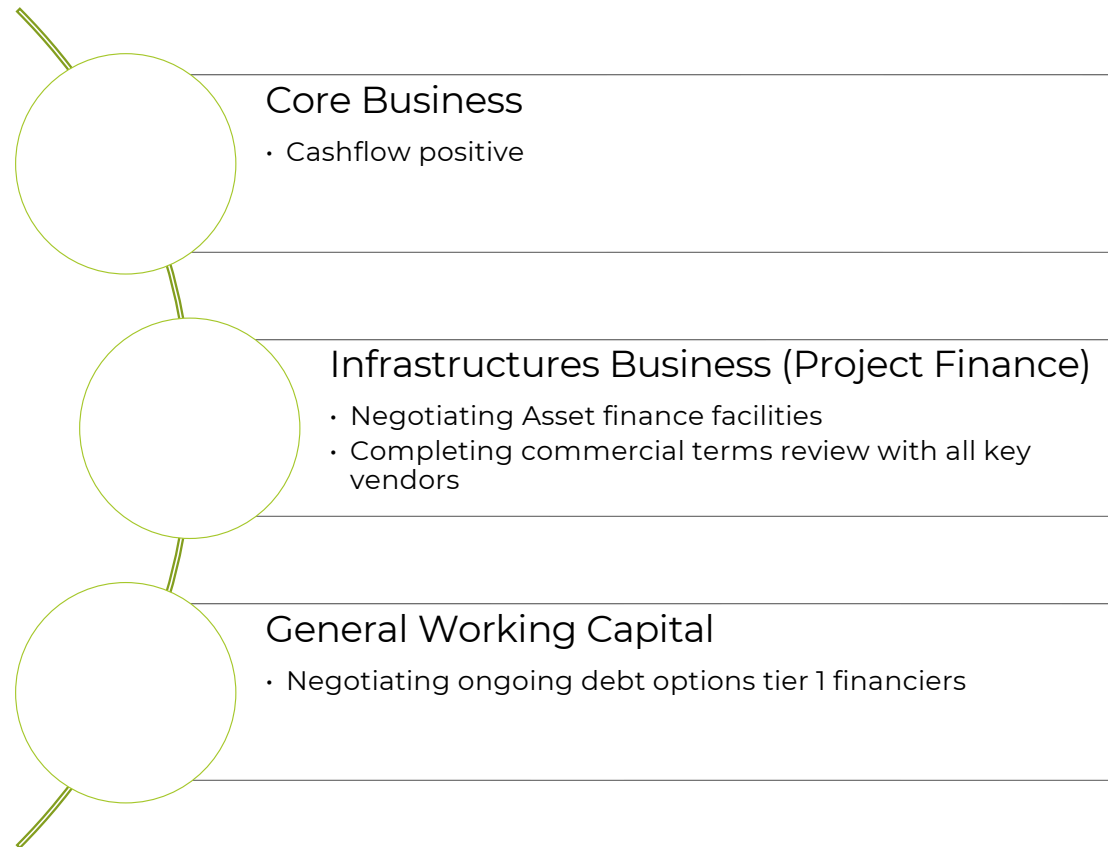


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Q3 FY23
Finance and Guidance
Update

Cashflow

Aim is to deliver project specific and general working capital options for ongoing business growth as follows :



FY23 Guidance - Updated

Telecommunications Infrastructure Build and Develop Assets			Core ISP/MSP Operate & Monetise Assets		
Government Grants*	\$7-10M	On Track	Revenue	\$47-50M	On Track
Other Revenue	\$6-\$8M	On Track			

EBITDA	\$4.5-5.5M	On Track
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*Deferred to Balance sheet

Thank you
www.fieldsolutions-group.com

For further investor enquiries please email:
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