

ASX Announcement



Field Solutions Holdings Limited (ASX: FSG)
ASX Limited
Company Announcements Office

28 October 2024

Appendix 4C – Quarter 1 ending 30 September 2024

Field Solutions Holdings Limited (ASX: FSG) (**FSG** or the **Company**), Australia's leading rural, regional, and remote telecommunications carrier and full-service ICT provider, is pleased to announce a quarter of positive operating cashflow for the quarter ended 30 September 2024

Highlights

- Customer receipts of \$16.74m
- Positive operating cashflow of for the quarter \$5.47m
- Investment in regional network and PPE for the quarter of \$7.26m
- FSG anticipates positive operating cashflow for the quarter ended 31 December 2024

General Business Highlights

- Strong start to new sales in FY25 with over 900 new orders (excluding wholesale) totalling over \$6.8M (TCV).
- Notable new project wins with Country University (Central Queensland), Respect Aged Care Tasmania and NSW Office of Sports.
- First access control project won with leading mining customer and ongoing growth in sales and new opportunities for our security, CCTV and access control solutions with Central Highlands Regional Council.
- Consistent organic growth in our wholesale group with over 13% growth in nbn® tails in the quarter.
- Initial roaming integration has been achieved with the Optus Network, allowing Optus users to test roaming onto the FSG Regional Australia Network.

FY25 will see the core business of FSG continue to evolve its managed services offerings to meet the needs of Business, Government and Enterprise customers operating in our target markets of agribusiness and resources. The advent of LEO based internet access is driving FSG to develop a great range of over-the-top products and services. "Our core business has continued its growth trajectory, as it attracts larger value deals across our target industry groups", outlines Andrew Roberts, FSG CEO.

FSG continues to build, test and deploy its Regional Australia Network, Australia's 4th mobile "in-place" network. Significant progress has been made on the technical integration with our deployment partner Optus® and testing is ongoing.

We anticipate commencing production trials in H2 FY25.

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

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