



ASX ANNOUNCEMENT

25 March 2022

Norwood Builds on Infosys Relationship with Second Contract with Infosys for an Australian Tier 1 Telco Operator Client

Highlights

- Norwood secures a second new contract, worth approximately \$180,000 leveraging developing global technology relationship with Infosys, to supply a proof-of-concept communications solution to an Australian Tier 1 telecommunications operator (Telco)
- Latest award follows first contract awarded by Infosys earlier this month, for a separate European project, also as part of their global technology relationship

‘Communications as a Service’ pioneer Norwood Systems Ltd (Norwood or the Company) (ASX: NOR) is pleased to announce that it has received a new contract from Infosys Limited (Infosys) (NYSE: INFY), the second contract in the space of just over three weeks with Infosys, as part of a developing global technology relationship with the global leader in next-generation digital services and consulting.

The latest contract will encompass delivery of an advanced Proof of Concept (POC) communications solution for a major Tier 1 operator in Australia and an Infosys client, with an end-client and application focus that will showcase Norwood’s cutting-edge artificial intelligence capabilities for advanced call management applications.

The Company expects to receive approximately \$180,000 in revenue from the contract, which is scheduled to be completed by mid-July this calendar year.

The contract leverages a broader formal global technology relationship that Norwood recently developed with Infosys, a global technology systems integrator (Refer to ASX announcement dated, 4 March 2022), to deliver innovative SaaS-based solutions to Infosys end clients, globally.

In conjunction with the commencement of this global technology relationship, Norwood secured its first contract with Infosys for a new technology development and SaaS services supply project for a European client. That contract is worth approximately \$170,000 in revenue to Norwood over the coming 12 months, with potential for additional revenue in the long-term as a result of the subscription-based nature of the solution.

Norwood’s CEO and Founder, Paul Ostergaard, said:

“We are really grateful for the opportunity to work with Infosys and their telco client on this ground-breaking proof of concept project, as it gives Norwood a chance to showcase the amazing, advanced technologies that our team has been working on over the last year.

“This contract also marks a great continuation of our excellent developing partnership with Infosys.

“This latest contract holds positive implications for Norwood, well beyond underscoring the value of our ongoing relationship with Infosys, as it signals clearly the value and interest that major tier 1 operators are showing in Norwood’s advanced and unique cloud-native communications solutions.”

This ASX Announcement has been approved for release by the Board.

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<p>Company: Paul Ostergaard, CEO & Founder Office: +61 8 9200 3500 Web: www.norwoodsystems.com Twitter: @norwoodsystems</p>	<p>Investor Relations: Shane Murphy, FTI Consulting Office: +61 8 9485 8888 email: shane.murphy@fticonsulting.com Mobile: +61 420 945 291 Twitter: @ShaneWMurphy</p>
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About Infosys

Infosys (NYSE: INFY) is a global leader in next-generation digital services and consulting. We enable clients in more than 50 countries to navigate their digital transformation. With over three decades of experience in managing the systems and workings of global enterprises and telcos, we expertly steer our clients through their digital journey. We do it by enabling the enterprise with an AI-powered core that helps prioritize the execution of change. We also empower the business with agile digital at scale to deliver unprecedented levels of performance and customer delight. Our always-on learning agenda drives their continuous improvement through building and transferring digital skills, expertise, and ideas from our innovation ecosystem.

About Norwood Systems

Norwood Systems Ltd (ASX: NOR) is revolutionizing mobile voice, messaging, data and cyber security services through its pioneering award-winning virtual mobile services platforms and associated Apps.

The Company's breakthrough offerings deliver elastically scalable, cloud-native connectivity, knowledge, and intelligence services. Norwood's products and services are targeted at a broad spectrum of prospective customers from individuals through to large enterprises and government agencies.

Norwood has delivered services to more than 6 million customers since launching its platform in mid-2014, servicing people in 200+ countries & territories and 5000+ cities worldwide.

Norwood Systems listed on the ASX in June 2015 and trades with the stock ticker NOR.