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ASX ANNOUNCEMENT

3 April 2017

Norwood Scales Up Corona® Sales with CommSys Agreement

Highlights

- Contract signed with leading Australian services firm CommSys to deliver **Corona** services with an annual recurring revenue value of AUD$300,000

- Total annual recurring value of signed **Corona** sales contracts now exceeds AUD$500,000

- Highly encouraging sales discussions on **Corona** are progressing well with major sales pipeline targets

- Continued strong progress on Affinion distribution agreement. Norwood on track for likely first revenues under the Affinion distribution agreement to commence in first quarter of FY18 (July-September 2017)

'Sharing Economy' telecommunications pioneer Norwood Systems Ltd (Norwood or the Company) (ASX: NOR) is pleased to announce the signing of a solid **Corona** sales agreement, with an annual recurring revenue value of circa AUD$300,000. The **Corona** sales agreement has been struck with CommSys, a leading Australian cloud services provider that delivers innovative communications and IT services to Australian small & medium size business.

Following this agreement, the total value of signed **Corona** sales contracts for Norwood now exceeds AUD$500,000 in annual recurring revenue. Under the sales agreement, Norwood will provide CommSys with communications services using the **Corona** Global Trunk Services (**Corona GTS**) platform, a service that enables Norwood's clients to connect directly to its low-cost global federated telco network, in more than 70 countries around the world.

Corona will also enable the CommSys hosted PABX platform with a sophisticated mobility solution which extends CommSys customer's desk IP phones to the **World Phone** App, further enhancing the customer solution.

Norwood Managing Director, Paul Ostergaard, said:

*"We are starting to see excellent sales traction with **Corona** in the market, and we have now moved past the initial steps of building a strong recurring revenue base from **Corona** services. This deal with CommSys represents a robust **Corona** sales milestone that materially increases **Corona's** recurring revenue base.*

*"We continue to progress a number of very strong and large **Corona** sales pipeline opportunities, which gives us confidence that we will add further material **Corona** recurring revenue in the near term.*

"We have also continued to make excellent progress on rolling out our distribution agreement with Affinion, announced in January, to Affinion's loyalty client base. We remain on track for likely first revenues under the Affinion distribution agreement to commence in the July to September 2017 timeframe.

*"The team at Norwood looks forward to working with CommSys to help them benefit from our award-winning **Corona** services."*

The Company advises it is to remain in voluntary suspension upon the release of this announcement. The Company is currently finalising the details of a proposed capital raising and intends to announce this to the market prior to Wednesday 5 April, in accordance with a voluntary suspension request previously lodged.

<ENDS>

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Background

Norwood Systems provides voice, messaging and data services to consumers, enterprises, and carriers globally, leveraging its federated telecommunications service network and partnerships. Our mission is to deliver disruptive end-user communications apps that streamline and simplify how users around the world can access affordable, high-quality telecommunications services – anywhere, anytime.

Customers in over 5,000 cities and 200 countries are using Norwood's services today with the **World Phone®** App. Recently, Norwood Systems released the **World Message™** App, giving users seamless and cost effective international SMS and instant messaging functionality. The company is also developing the **World Wi-Fi™** App, giving users seamless access to more than 36 million Wi-Fi Access points around the world.

Norwood Systems has built up a significant pipeline of prospects, including global players in the areas of aviation, professional services, banking, telecommunications, engineering and legal services**.** These prospects are motivated by various benefits of our Enterprise solution, **Corona**, and augmenting their loyalty offerings with distributed or white labelled **World Apps**.

About Norwood Systems

Norwood Systems Ltd (ASX: **NOR**) is revolutionising the 'Shared Economy' delivery of high-quality telecommunications services for individual business travellers and entire organisations globally. The Company listed on the ASX on 16 June 2015.

Norwood Systems was founded in 2011 to develop and supply the best possible global voice, data and messaging solutions using Over-The-Top (OTT) technologies. The Company's current breakthrough offerings include Enterprise communications platforms, **Corona Cloud**, and **Corona GTS**, that works seamlessly and effortlessly with the advanced **World Phone** and **World Message** Apps.

The **Corona** platform is an award-winning, patented and patents-pending, enterprise-class service that integrates compatible mobile devices securely and seamlessly with the organisation's existing Unified Communication or PBX networks, independent of their location. Corona provides unique and valuable benefits across the BYOD, identity management, and regulatory compliance management sectors.

World Phone and **World Message** are revolutionary communications Apps, delivering 'Shared economy' consumer and enterprise access to leading fixed-line network service providers around the world. They provide unparalleled local access to high-quality voice and SMS networks in more than 90 countries. **World Phone** is currently available on iOS and Android. **World Message** is currently available on iOS, with an Android release coming soon.