

2 August 2018

ASX Announcement

Marketing & Partnering Agreement with CounterPath

- **Vonex appointed strategic partner of CounterPath in Australia**
- **CounterPath is a NASDAQ and TSX listed global provider of award-winning Unified Communications solutions for enterprises and service providers**
- **Vonex to provide end users a Vonex branded version of CounterPath's Bria® software for desktop, iPhone, iPad and Android phones and tablets**
- **Allows Vonex to bundle Vonex branded version of Bria with existing Vonex suite of VoIP and hosted PBX services**
- **Joint marketing initiatives to promote Vonex as the preferred supplier for existing and new Bria customers in Australia**
- **Joint engineering initiatives to collaborate on new solution initiatives meeting Australian customer requirements**

Telecommunications innovator Vonex Limited ("Vonex" or the "Company") (ASX:VN8) is pleased to advise it has entered into a Cooperative Marketing and Master Partnering Agreement ("Agreement") with CounterPath Corporation (NASDAQ: CPAH) (TSX: PATH) ("CounterPath"), a global provider of award-winning Unified Communications solutions for enterprises and service providers.

CounterPath product suite includes *Bria 5*, that leverages over 10 years of softphone experience and replaces the need for a telephone to connect to a VoIP phone service, or hosted PBX extension. Its Stretto Platform™ enables the provisioning of desktop and mobile VoIP software. CounterPath Bria software is used by millions of users across the globe.

The partnership agreement will see both parties collaboratively working on new customer growth in Australia. For Vonex, this could open up much larger opportunities to work with enterprise clients previously not targeted, plus enable Vonex to expand its offering to existing business, enterprise and channel customers.

Vonex will also white-label selected CounterPath products and sell under its own brand. To this end Vonex has made an initial order of 10,000 licenses of the CounterPath Bria softphone client suite and the CounterPath Stretto Platform which it intends to sell to its existing customer base.

Under the terms of the non-exclusive agreement Vonex and CounterPath, who has a base of established customers, will jointly market a combined product offering to existing and potential customers of both companies, initially in the Australian market.



The leading products of CounterPath include:

- The CounterPath Bria soft phone client suite, which enables consumers and business users to make VoIP (Voice over IP) audio and video calls, send instant messages, share their screens, and manage their presence in an easy-to-use, seamless software application across several operating systems.
- The CounterPath Stretto Platform is a carrier-grade provisioning, messaging, collaboration, analytics and mobility experience management platform that enables enterprises and service providers to build flexible solutions which meet their specific communication and deployment requirements.

Commenting on the agreement, Vonex Managing Director Matt Fahey said, *“this agreement is a significant win-win for both parties. Vonex and CounterPath complement each other’s business in so many ways and through joint marketing to existing and targeted customers. I believe we can offer a very compelling product offering in addition to our existing product offerings.”*

“Existing CounterPath customers, who currently only access software solutions, can now be offered connection to the Vonex VoIP solutions, while Vonex customers can now have access to a world class voice, video and messaging software solution. We will be able to offer an enhanced experience to customers of both companies, in an extremely cost-effective way.”

Joint Engineering Activities

In addition to the joint marketing activities, the development and engineering divisions of both groups will engage in a range of collaborative engineering activities.

While these activities will primarily be designed to assist CounterPath with further tailoring its products to the Australian market requirements, Vonex believes its collaboration with the CounterPath engineering division will also assist with fast-tracking the development/enhancement of its own product range and give it unique insights into a range of global technology developments.

“We will have access to one of the most experienced technical teams in the telephony / video space, which will give us immense benefit as we tailor products and solutions for our joint marketing efforts and develop our own product range,” Mr. Fahey added.

The Agreement is for an initial period of one year and can able to be extended by either party to the agreement for successive additional one-year periods.

Ends

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About Vonex

Vonex is a full service, award-winning telecommunications service provider selling mobile, internet, traditional fixed lines, hosted PBX and VoIP services - predominately to the small to medium enterprise ("SME") customer under the Vonex brand. The Company also provides wholesale customers, such as internet service providers, access to the core Vonex PBX and call termination services at wholesale rates via a white label model.

Vonex also develops new technologies in the telecommunications industry including a feature rich cloud hosted PBX system and is also developing the Oper8tor App, a multi-platform real-time voice, messaging and social media app that allows users to connect with all social media friends, followers and contacts across different social medias, all consolidated into one app.

Visit Vonex, www.vonex.com

About CounterPath

CounterPath Unified Communications solutions are changing the face of telecommunications. An industry and user favorite, Bria softphones for desktop, tablet and mobile devices, together with Stretto Platform™ server solutions, enable operators, OEMs and enterprises large and small around the globe to offer a seamless and unified over-the-top (OTT) communications experience across both fixed and mobile networks.

The Bria and Stretto combination enables an improved user experience as an overlay to the most popular UC and IMS telephony and applications servers on the market today. Standards-based, cost-effective and reliable, CounterPath's award-winning solutions power the voice and video calling, messaging, and presence offerings of customers such as AT&T, Avaya, BroadSoft, BT, Cisco Systems, Metaswitch Networks, Mitel, NEC, Network Norway, Nokia, Ribbon Communications, Rogers and Verizon.

Visit CounterPath, www.counterpath.com

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