



13 November 2018

ASX Announcement

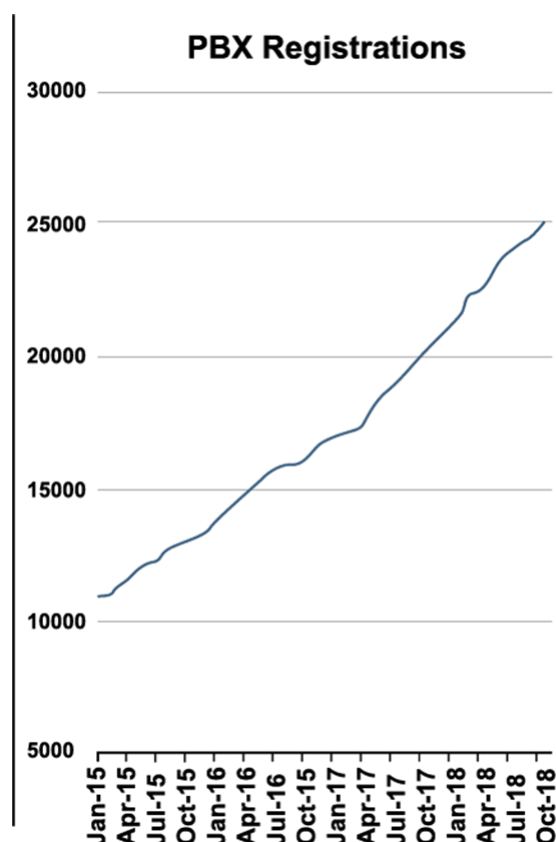
## Vonex Hits 25,000 Registered Active Users

- Record high 25,000 registered PBX users driven by NBN rollout, underpinning scope for substantial registered PBX user increases
- Launch of Vonex Phone app to also drive growth in registered PBX users
- 27 new Channel Partners signed on this financial year to complement nationwide marketing push

Telecommunications innovator Vonex Limited (“Vonex” or the “Company”) (ASX:VN8) is pleased to announce it has reached a record 25,000 registered Private Branch Exchange (PBX) users as at the end of October 2018.

Registered PBX users are continuing to grow at a rate of approximately 500 users per month and are expected to accelerate as Vonex’s marketing has now entered stage two, being rolled out in the capital cities across Australia.

This growth represents a 25% year on year gain in PBX users, up from 20,000 users this time last year.



Vonex Limited ABN: 39 063 074 635  
Level 8, 99 St Georges Terrace Perth 6000

Ph: +61 8 6388 8888 // Fax: +61 8 6388 8898 // Web: [www.vonex.com](http://www.vonex.com) // Email: [info@vonex.com](mailto:info@vonex.com)



Commenting on the PBX user milestone Managing Director Matthew Fahey said:

*“Management is extremely pleased with the continued growth in registered users over the past year and is especially pleased with the progress made across the business since our listing. The marketing rollout and Channel Partner recruitment drive, coupled with new product initiatives like Vonex Phone, will accelerate growth as evidenced by continual increase in registered PBX users.”*

With national marketing in capital cities underway, the focus continues on the recruitment of new Channel Partners across Australia to support the anticipated growth underpinned by the NBN rollout.

A channel partner is an IT or communications business who sell Vonex products and services to business customers.

Vonex has built a nation-wide footprint of Channel Partners that have been strongly supportive in meeting the telco service requirements of Vonex’s growing base of SME customers, including maintaining very high customer retention. Vonex continues to operate with minimal customer loss (less than 1% churn) via the Channel Partner model. This financial year the Company has already recruited an additional 27 new Channel Partners at time of publishing, putting us on track for the 100 new Channel Partners targeted for FY19.

The recent launch of Vonex Phone will enable the Company to target new users in addition to the Company’s 25,000 existing users, with a mobile phone application that enables true mobility of the fixed line number and PBX extension. Vonex Phone will drive growth of PBX users as each mobile app deployed will register as a new user, which in turn will generate additional revenue to the Company from the monthly fees charged to end users for the hosted access from the mobile app.

ENDS

For more details, please contact:

Matthew Fahey  
Managing Director  
Vonex Ltd  
E: [matt@vonex.com.au](mailto:matt@vonex.com.au)  
T: +61 411 244 224

Nicholas Ong  
Non-Executive Chairman  
Vonex Ltd  
E: [nick@vonex.com.au](mailto:nick@vonex.com.au)  
T: +61 424 598 561

Tim Dohrmann  
NWR Communications  
Investor and Media Enquiries  
E: [tim@nwrcommunications.com.au](mailto:tim@nwrcommunications.com.au)  
T: +61 468 420 846



## **About Vonex**

Vonex is a full service, award-winning telecommunications service provider selling mobile, internet, traditional fixed lines, and 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. Vonex 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.