Vonex Hits 27,000 Registered Active Users

Telecommunications innovator Vonex Limited ("Vonex" or the "Company") (ASX: VN8) is pleased to advise that it continues to deliver pleasing growth, reaching a record 27,000 registered Private Branch Exchange (PBX) users as at 21 February 2019.

Growth in cloud-based PBX registrations is a key indicator of Vonex's business development progress as the Company deepens its penetration of the multibillion-dollar Australian market for telco services to small and medium enterprises (SMEs).

Figure 1 depicts the consistent growth in PBX registrations that Vonex has delivered over the past two years. The chart also reflects the net addition of more than 1,000 new active users in less than one month – a material acceleration from the typical rate of approximately 500 new active users per month.
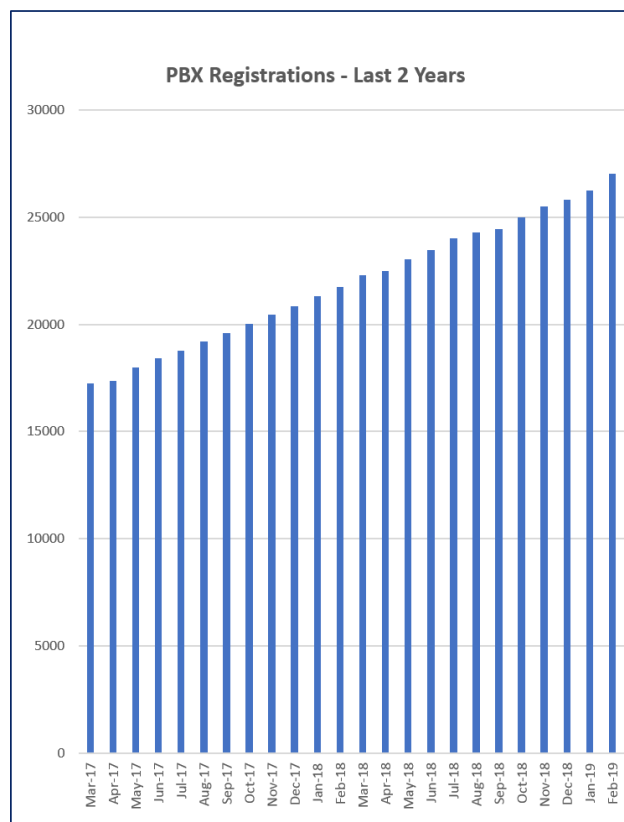

Figure 1: Vonex PBX registrations

Vonex has also delivered a record January for new customer orders, up 28% on new customer orders for the January period last year.

Factors driving this customer and user growth include:

- Implementation of the Company's Channel Partner focused sales software, Sign on Glass (SOG), which has accelerated average deployment time for a hosted PBX customer to just 48 hours

- The continued rollout of the National Broadband Network (NBN) in metropolitan areas, with 4.1 million premises in Australia currently ready for NBN services but not yet connected

- Vonex's commencement in late 2018 of targeted online marketing across all States after the successful completion of pilot marketing testing, which has driven Vonex.com.au unique visitor website traffic growth of more than 110% over the past six months

- Improved engagement with new and existing Channel Partners

Vonex has targeted, recruited, approved and onboarded 45 new Channel Partners in FY19 to date – typically IT and communications managed services providers – and remains on track to add 100 for the year to 30 June 2019.

Vonex's Channel Partners are helping to accelerate growth in Vonex's business by selling the Company's proprietary technologies, including its cloud-based PBX and Vonex-branded traditional mobile, internet and business phone systems.

The Company expects to deliver continued strong growth in registered PBX users as Vonex's marketing program gains traction with SME customers across the capital cities of Australia.

With the latest *Communications Report* from the Australian Communications and Media Authority (ACMA) forecasting Australian telecommunications industry revenue to grow from $44 billion in FY18 to $47 billion by FY22, Vonex continues to see a positive outlook for growth in sales as the Company's customer base expands.

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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.