



19 June 2019

ASX Announcement

Vonex Flies High with Qantas Business Rewards Partnership

Highlights:

- Vonex has partnered with Qantas Business Rewards (QBR) as a VoIP and Hosted Phone System telecommunications provider.
- QBR is part of Qantas Airways Ltd (ASX: QAN) subsidiary business Qantas Loyalty and is the largest and fastest-growing business to business loyalty program in Australia. QBR is distinguished from other Frequent Flyer programs as the only rewards program 100% dedicated to rewarding small and medium businesses in Australia, aligning perfectly with Vonex's SME-focused strategy.
- The partnership will go live in August this year and will give QBR's 250,000 small and medium enterprise ("SME") members the opportunity to earn Qantas Points when they spend money on Vonex's products and services.
- QBR will provide valuable marketing support to Vonex, presenting a significant opportunity to grow Vonex's brand awareness, recognition and sales growth with an engaged audience of SMEs.
- The new agreement will see Vonex join QBR's select group of program partners and aligns the Company with Qantas' network of complementary high-profile businesses, including American Express, Westpac, Deloitte, Macquarie Leasing, Caltex, Coca-Cola Amatil and Harvey Norman Commercial.

Telecommunications innovator Vonex Limited ("Vonex" or the "Company") (ASX: VN8) is pleased to advise that it has entered a partnership as VoIP and Hosted Phone System telecommunications provider to Australia's largest business to business loyalty program, Qantas Business Rewards (QBR).

In the QBR program, small and medium enterprise ("SME") members earn points not only when they fly with Qantas Airways Ltd (ASX: QAN), but also through their daily business expenditures with QBR's select group of program partners.

The partnership will provide valuable marketing support to Vonex over the next 24 months, presenting significant growth opportunities for Vonex.

Vonex Limited ABN: 39 063 074 635

Level 8, 99 St Georges Terrace, Perth WA 6000 // PO Box 510, Subiaco WA 6904

Ph: +61 8 6388 8888 // Fax: +61 8 6388 8898 // Web: www.vonex.com // Email: info@vonex.com



Although Vonex is unable to forecast the potential revenue from this partnership or its financial materiality, the Company considers it to be strategically significant given Vonex's SME-focused commercialisation strategy.

Vonex Managing Director, Matt Fahey, said:

"We are extremely proud to partner with Qantas Business Rewards. This partnership marks an exciting period for Vonex as we align with not just one of Australia's most trusted brands, but also with the program's network of nationally recognised partners."

"The ability to incentivise and attract customers with Qantas Points will prove valuable in helping Vonex engage businesses with which we can make a meaningful difference."

Head of Qantas Business Rewards, Eric Jelinek, said:

"Qantas Business Rewards is always looking for new ways to reward its members. The telco sector is highly relevant to Australian SMEs and we are delighted to partner with Vonex, an award-winning telco that prides itself on its SME focus and expertise."

We look forward to a fantastic partnership that enables our members to earn Qantas Points on telco products and services."

ENDS

For more details, please contact:

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

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

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



About Vonex

Vonex Ltd (ASX: VN8) 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.