

Thursday, 28 July 2016

Swift extends reach into Pilbara with Rio Tinto

ASX: SW1

Highlights:

- **Swift Networks wins material contract with Rio Tinto to provide its services to 420 new rooms at Jerriwah Village**
- **Agreement reinforces Swift Networks as the leading provider of digital entertainment systems to the resources sector**
- **Swift is well positioned to drive expansion into new and existing markets in Australia and abroad**

Perth, Australia — Leading digital entertainment and communications service provider Swift Networks Group Limited (ASX: SW1, “the Company”) is pleased to announce that it has won a material contract to provide its world-class, fully integrated entertainment, communications and information solution to Jerriwah Village, owned and operated by Rio Tinto Ltd (ASX: RIO).

This contract adds to Swift Networks’ recurring revenue and provides an opportunity to cement its deepening relationship with Rio Tinto as the Company seeks to roll its entertainment and communications service out to an increasing number of Rio Tinto’s sites.

Jerriwah Village is an existing brownfields site approximately 80 kilometres northeast of Tom Price in Western Australia. Spanning 420 rooms across 105 accommodation buildings and six support buildings, Swift Networks will retrofit the entire village to provide the same high quality of entertainment that guests have come to expect at other Rio Tinto sites supported by Swift Networks.

“We are proud that Rio Tinto has chosen Swift Networks to keep its guests entertained, informed and in touch with family and friends at Jerriwah Village,” said Swift Networks Chief Executive Officer Xavier Kris.

“This agreement reinforces Swift Networks’ leadership position as the dominant entertainment and communications service provider in the Australian resources market. The Company looks forward to further extending its relationship with Rio Tinto and the opportunity to provide its full suite of services to more Rio sites in Australia and abroad in the future.”

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Contract detail

Rio Tinto has contracted Swift Networks to provide detailed design, implementation and commissioning of the entertainment system for the Jerriwah Village site, and provide ongoing maintenance and support for the commissioned system.

Swift Networks will provide the infrastructure to support provision of the following services to guests at Jerriwah Village:

- 20 free-to-air TV channels
- Pay TV (Foxtel) channels
- Four custom content channels enabling Rio Tinto to distribute its own communications
- Wi-Fi internet in room and common areas
- Phone services in room
- Ongoing maintenance and support

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About Swift Networks Group Limited

Swift Networks Group Limited (ASX: SW1) is a digital entertainment system business providing fully integrated solutions for the Resources, Hospitality, Lifestyle Village and Aged Care sectors.

The company's services include free-to-air television, pay television, telecommunications, Internet, data, wireless networks and streaming video on demand with content from some of Hollywood's largest studios.

With a blue-chip client base of household names, Swift Networks provides its services to tens of thousands of rooms with distribution capability throughout the Asia Pacific region.

Key Company Facts

- FY15 revenue of \$12.24 million
- More than 29,000 room installations with 91% of revenue recurring in nature
- Subscriber (room growth) of 35% from December 2014 to December 2015
- Contract retention rate of 97% with customers and partners including Telstra, BHP Billiton, National Lifestyle Villages, Foxtel, Optus, Bechtel and Alcatel-Lucent
- Excellent contract win ratio with a 91% tender success rate
- Winner of the Australian Hotels Association (AHA)'s "Best New Hospitality Product" Award, 2016

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