

28 July 2022

Spirit Technology NexGen team announces major Cisco deal enabling flexible communication and collaboration for the modern workplace.



Targeting \$85m in TCV sales in the next three years *



First to market in Australia for new CISCO platform



Integrated collaboration, voice and video enables secure, digital workplace



14,000 users migrated onto a single platform that will improve their user experience and increase profit margins

Spirit Technology Solutions ("Spirit" ASX:STI) is pleased to announce that Nexgen, a wholly owned subsidiary of Spirit, is delighted to announce a significant collaboration with business communications giant Cisco.

Nexgen will be the first business in the Asia Pacific, Japan and China (APJC) region to launch Cisco's latest product offering – Webex Wholesale, a sweeping range of services designed specifically for the SMB market. This deal cements the strong relationship between the brands and will continue Spirit's emergence as Australia's leading provider of secure, digital workplaces.

To appreciate the scope of the deal, 81% of Nexgen's current sales include a Cisco component, and Nexgen has committed to minimum purchases that will support \$85m in Cisco Total Contract Value (TCV) signings that will deliver sustainable revenue over 5 years. As a result of the platform, our customers' experience will be enhanced and we expect higher levels of retention and satisfaction.

Spirit's recent acquisitions have broadened the group's product suite, and it now enables customers to utilise a complete set of technologies that support our customers to modernize their work practices that enable their digital transformation.

The ability of a local Australian organisation to deliver voice, data, managed IT services, and cyber security services from one organisation gives customers the confidence to accelerate their adoption of new technologies and scale their business to meet opportunities as they arise.

Nexgen was awarded the prestigious APJC Rising Star Award by Cisco in 2021 for 'displaying remarkable growth in embracing and championing cutting-edge collaboration technology'. This was a significant accomplishment as it pitted the Australian - based company against strong global competition. Nexgen will migrate 14,000+ end users from legacy products to a set of business tools that will deliver cloud-speed benefits such as increased workplace flexibility and employee productivity today and into the future.

Recently appointed Spirit Managing Director Julian Challingsworth said, "Spirit and especially Nexgen have long had a strong sales focus and culture, and this is now being coupled with world-class service and support packages. Managed IT, unified voice solutions, and cyber security services are all high-growth B2B sectors, and we are confident our coming financial results will reflect the hard work being done by our team behind the scenes. This deal is an exciting harbinger of what lies ahead."

– ENDS –

* TCV (Total Contracted Value) sold in the next 3 years, average contract duration is 55 months.

This announcement is authorised for release to the market by the Board of Directors of Spirit Technology Solutions Ltd.

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