

ASX ANNOUNCEMENT

24 July 2018

**NORWOOD APPOINTS TWO NEW SENIOR EXECUTIVES
TO DRIVE COMMERCIAL SALES AND MARKETING**

Highlights:

- **Mr Noel Northcott appointed as Senior Executive to focus on sales execution and go to market operations**
- **Mr Aidan Montague appointed as Senior Executive to focus on marketing strategy, sales conversion and lead generation**
- **New appointments bring in-depth technology industry experience and a strong performance record, which will give greater impetus to Norwood's near-term commercialisation efforts.**

'Sharing Economy' and 'Communications as a Service' pioneer Norwood Systems Ltd (Norwood or the Company) (ASX: NOR) is pleased to announce it has appointed Mr. Noel Northcott and Mr. Aidan Montague as Senior Executives to assist Norwood with its sales execution to drive commercial scale for Norwood's product portfolio.

The two senior hires have joined the Norwood team this month after several weeks of consulting to the Company and highlight external confidence in Norwood's strategy and prospects. The appointments follow Norwood's determination to increase commercialisation efforts, as Norwood's disruptive suite of Telecommunications services reaches a greater level of maturity.

Mr. Noel Northcott is an experienced General Manager of ICT and Technology businesses and holds a BSc Engineering degree and a Masters of Business Administration (MBA). Mr Northcott has been successful in managing several start-ups and in managing the turn-around of several businesses and projects, including work at ERG. He has widespread experience in General Management, Sales Management and Project Management and he will bring these skills to his new role. At Norwood he will focus on sales enablement and execution as well as go-to-market operations. In this role, Mr Northcott will bring a wealth of business insight and has a proven track record of executing successfully on commercialisation strategies.

Mr. Aidan Montague is a Professional Engineer by background and a Member of the Institution of Engineers, Australia. Mr. Montague was instrumental in the establishment and growth of the Australian arm of the internet/communications giant, Cisco Systems. In addition, he has extensive consulting and Board experience with many ASX listed and private companies in Australia. Aidan will focus on proposition development, market positioning and sales pipeline development, including new lead generation strategies. His experience as Cisco is particularly relevant to Norwood's growth plan and he will leverage his strategic approach in his new role.

Both Aidan Montague and Noel Northcott will report directly to the CEO, Paul Ostergaard.

Paul Ostergaard, CEO and Founder of Norwood Systems said:

"I am delighted to welcome Noel and Aidan to the Norwood executive team. Both Noel and Aidan bring great and complementary execution skills to the Company, needed for both our current and next stages of growth. I am confident that their contributions will deliver significant increased value, both in the short and longer term, as we execute our current commercialisation strategy. The suite of services we have developed over the past few years have the potential to disrupt segments of the Telecommunications industry, and Noel and Aiden have the talents and abilities to allow us to help realise this potential.

“Noel and Adrian’s deep industry-relevant experience coupled with their proven execution track-records will greatly assist Norwood in further developing its commercialisation strategy and bolstering the Company’s current sales execution, while we pursue a significant range of revenue generating opportunities. As they have now been with the Company for several weeks they are ready to hit the ground running.”

-ENDS-

For Further information, please contact:

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About Norwood Systems

Norwood Systems Ltd (ASX: NOR) is revolutionizing mobile voice, messaging, data and cyber security services through its pioneering award-winning virtual mobile services platform, Corona® and its award-winning Apps, World Phone®, World Message™, World Secure™ and World Wi-Fi™.

The Company’s breakthrough offerings deliver Over the Top (OTT) connectivity, knowledge and intelligence services. Norwood’s products and services are targeted at a broad spectrum of prospective customers from individuals through to large enterprises and government agencies.

Norwood has delivered services to more than 6 million customers since launching its platform in mid-2014, servicing people in 200+ countries & territories and 5000+ cities worldwide and has achieved a 4+ App Store rating on all published Apps.

Norwood Systems listed on the ASX in June 2015 and trades with the stock ticker NOR.