

## Vonex Telecom Hits 24,000 Registered Active PBX Users

- Vonex continues to expand its PBX user base - now at a rate of 500 per month and growing through its Wholesale and Retail channels
- Record high 24,000 registered PBX users driven by NBN rollout, underpinning scope for substantial registered PBX user increases
- Wider marketing rollout to also drive growth in registered PBX users via new sales leads

Telecommunications innovator Vonex Limited (“Vonex” or the “Company”) (ASX:VN8) is pleased to announce it has reached a record 24,000 registered PBX users as at the end of July 2018.

Registered PBX users are currently growing at 500 per month and are expected to grow as Vonex’s marketing goes into full swing in the NBN rollout areas. The growth represents a 28% year-on-year gain in PBX users from 18,700 PBX users in July 2017.

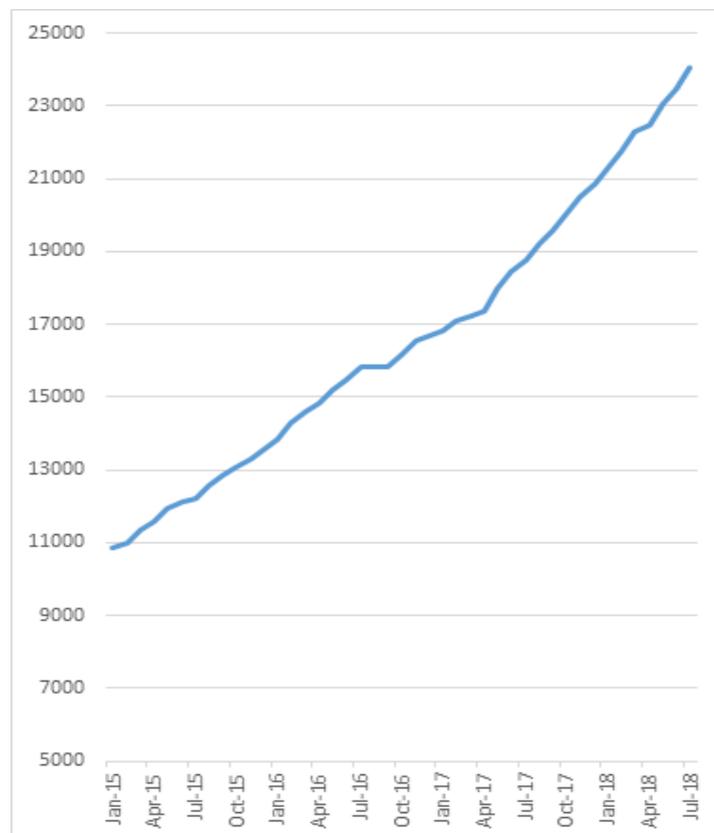


Figure 1: Active PBX users growth



With the recent partnership of CounterPath, Vonex will shortly commence the offering of a Vonex branded version of Bria with the existing suite of Vonex VoIP and hosted PBX services, to existing business and channel customers. Vonex has also identified a range of enterprise clients it has not previously targeted that will benefit from the expanded service offering and capabilities the Company provides. Refer to announcement dated 2 August 2018 for more information on the marketing and partnership agreement with CounterPath.

The growth of PBX users is mainly derived from Channel Partner sales, a network of hundreds of qualified sales partners that Vonex collaborates with. Vonex has commenced a trial marketing campaign in the Southeastern Queensland region for information gathering ahead of major capital cities launch in October 2018. Vonex will provide an update of its trial marketing campaign in coming months.

Clients of Vonex Wholesale currently have existing PBX users on other platforms, which will be progressively transferred to Vonex's hosted platform. The transfer of users will be accelerated over the next two months as a few major Vonex Wholesale clients complete their switchover to Vonex architecture. Vonex Wholesale charges a service fee per user per month, along with additional services and maintenance fees.

Commenting on the PBX user milestone Managing Director Matthew Fahey said:

*“Management is extremely pleased with the growth in registered users over the past 12 months considering the resources allocated towards the Company’s successful IPO in June 2018. With the injection of funding, the new marketing campaign and the collaboration with CounterPath, the Company is well positioned to further ramp up its PBX user base which will translate to tangible revenue growth.”*

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## **About Vonex**

Vonex is a full service, award-winning telecommunications service provider selling mobile, internet, traditional fixed lines, 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 and 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.

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