

ASX ANNOUNCEMENT

30 April 2020

Spark NZ Contract Variation for Additional Voicemail Services

“Communications as a Service” pioneer Norwood Systems Ltd (“Norwood” or the “Company”) (ASX: NOR) is pleased to announce that the agreements with Spark New Zealand Trading Limited (“Spark”) to provide the Spark On-premises Voicemail solution and Spark Hosted Voicemail solution have been varied to incorporate a fixed sum arrangement, and payment for additional works undertaken.

The agreement for the hosted solution with Spark was announced on 30 January 2020, and general availability of the Spark Hosted Voicemail service was confirmed on 4 March 2020. With the impact of COVID 19 on many business activities generally, the parties agreed a variation to include a fixed sum arrangement.

The Company’s pre-existing four year agreement with Spark for the On-Premises Voicemail solution (refer ASX Announcement 1 February 2019) remains unchanged, with only the agreement to pay for additional works varied.

Norwood will receive NZD\$350,000 in total in with an upfront portion and the remainder to be invoiced in staged payments until Spark’s acceptance of the On-Premises Voicemail solution.

No guidance on future take up of services is offered, given the on-going general business impact arising from COVID-19 situation.

Norwood’s CEO and Founder, Paul Ostergaard, said: *“Spark has always been an excellent client and partner for Norwood, and their willingness to vary the arrangements under which we provided additional services is very much appreciated.”*

“We continue to look forward to the future broader launch of voicemail services with Spark, and the ongoing potential for additional telco clients for World Voicemail.”

As New Zealand's largest telecommunications and digital services company, Spark provides mobile, broadband and digital services to millions of New Zealanders and thousands of New Zealand businesses.

Authorised by:
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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 platforms and Apps.

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.

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