



ASX / Media Release

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VONEX LAUNCHES NEW PRODUCTS TO DRIVE GROWTH

- **Vonex releases four new products to market after successfully completing two-month soft launch**
- **More than 1,200 new customers signed during soft launch – affirms market interest and user adoption**
- **New revenue stream forecast to add ~\$1m over next 12 months**
- **Distribution and partnership agreements in place with leading carriers and more than 350 channel partners (Telstra, Vocus, MyNetFone, M2 and ISphone)**
- **New product range diversifies and strengthens Vonex portfolio to wholesale and retail market**
- **National marketing campaign for all products to launch in Q4, 2015**

Aleator Energy Limited (**Aleator** or the **Company**) is pleased to announce that Vonex Limited has today completed the successful two-month soft launch of four new telecommunication products. Vonex is planning to launch the following products in Q4, 2015 following completion of the Aleator transaction which is forecast to add an additional ~\$1m revenue over the next 12 months.

Call Management Console (CMC)

Vonex Limited has today completed the successful two-month soft launch of its new CMC product securing more than 1,200 customers in the process. The product is being prepared for a formal launch in Q4, 2015 that will see it branded as 'Call Management Console' as well as offering a complete white label solution to accelerate take up in the wholesale market.

The CMC is a web-based dashboard that consists of core capabilities in call reporting, call recording and call centre functionality.

NBN & private connections directly to Vonex

- Private connections from customer premises to the PBX, bypassing standard internet bottlenecks;
- Broadens reach into poor internet areas enabling NBN ready services to be deployed;
- Expands our customer footprint in pre NBN rollout areas; and
- The Layer 2.5 Voice DSL Tail product is in demand by wholesalers and the 350+ channel partners.

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Finance packaging for hosted PBX services

The finance bundles allow customers to purchase Hosted PBX products fully installed for zero upfront cost and repay hardware and installation costs as a fee on their monthly phone bill. Key benefits:

- Vonex to increased uptake of and revenue from Hosted PBX products due to no upfront cost; and
- An increase in revenue and margin per customer as Vonex will invoice for the hardware and complete installation and hardware that is currently outsourced to third parties.

Co-location facilities for high net worth clients and carriers

Vonex co-location facilities allows wholesalers, high net worth clients and carriers the opportunity to house their own equipment directly inside the Vonex network:

- Meeting listed company and carrier prerequisites when dealing with outsourced or cloud service providers such as Vonex. This enables them to maintain some control and ownership of their clients by having a physical presence of their own equipment within the Vonex environment;
- Secured and private caged server space in a Sydney datacentre;
- Allows direct cross-connections to all major providers including Telstra, Vocus, MyNetFone, M2, ISphone.

Vonex Co-founder and Chief Technology Officer Angus Parker said the company was working tirelessly to find smarter products that suited today's business needs.

"Innovation in technology and telecommunications is seen to be pivotal in underpinning improved performance and making productivity gains for many industries in Australia and globally. For this reason alone it's an exciting period," Mr Parker said.

"Our new products are just the start for Vonex as we will continue to grow and make telecommunications seamless the world over."

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