

ASX Announcement

Field Solutions Holdings Limited (ASX: FSG)
ASX Limited
Company Announcements Office

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H1 FY21 – Record Results Across the Group

Field Solutions Holdings (ASX: FSG), Australia’s leading rural, regional and remote telecommunications carrier, is pleased to provide a general market update for H1 FY21.

H1 Highlights

- Revenue \$7.4M (31 December 2019 \$5.3M) up 33%
- NPAT \$0.28M (31 December 2019 loss \$0.35M) up 182%
- EBITDA \$0.52M (31 December 2019 \$0.43M) up 20%
- Cashflow from Operations \$1.67M (31 December 2019 \$0.74M) up 124%
- \$10.4M in signed contracts, including over \$210K in new monthly recurring revenue
- Backlog of \$13.25M (excluding MyRepublic)

FSG has delivered record results across key financial measures in H1 FY21 and importantly has recorded a positive NPAT. Our business growth trajectory has been maintained during the COVID-19 impacted past 12 months. A 33% increase in revenue, combined with ongoing business efficiencies has delivered record improvement in all key indicators and set up FSG for long-term sustainable growth.

FSG is reaching scale across our wholly owned and operated Regional Australia Network. “We are on target to deploy over 91,000 km² of new network by 30 June 2021”, outlines Andrew Roberts, CEO FSG. “This represents the largest non-NBN rural network in Australia and provides FSG the foundation to service Enterprise and Government clients, together with our business, agri-business and residential segments.” adds Roberts.

During H1, and as previously reported, COVID-19 caused a series of delivery delays across our network projects in Southern QLD, however our construction teams are now on track to deliver all remaining QLD shire-wide networks by 30 June 2021. As these new networks come online over the next six months, FSG will see an increase in recurring revenue as connections are delivered.

Our recently launched Enterprise and Government teams have delivered contract wins in excess of \$4.2M. These wins, combined with our construction activities, have seen our backlog grow to \$13.25M (end of H1), with most of this revenue flow to commence in H2 FY21.

In Feb 2021, as previously announced, FSG successfully won a 6-year, \$45M supply contract (with revenue commencing immediately) to MyRepublic. Once complete, this transaction will extend the FSG’s network reach Australia-wide via connection to all NBN POIs.

Our national network, combined with our Ordnance network automation platform and our track record in delivering connectivity in rural, regional and remote Australia, contributed to FSG being selected to build, own and operate a series of networks across rural, regional and remote Western Australia. This partnership with the Western Australian Government highlights FSG’s unique community-led business and investment model, which we anticipate will generate revenue of over \$27M over 10 years.

We are well positioned to provide a comprehensive set of connectivity solutions to rural, regional and remote communities across Australia.

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H2 Outlook – Strong and Continued Positive Growth

- Completion of the network builds across 6 shires across Southern Queensland
- Commence the construction of 3 Mobile Black Spot towers in partnership with Optus
- Complete the rollout of NSW Sport Regional Network
- Commence the delivery of the Western Australia regional network
- Deliver over 100 contracted Enterprise Ethernet services for key partners
- Commence the network rollout for MyRepublic

During FY21, FSG will transform to become Australia’s leading telecommunications infrastructure owner and operator, delivering services to rural, regional and remote Australian communities. FSG has successfully deployed physical infrastructure in the form of telecommunications towers and fibre optic networks and designed and developed the best in breed network automation software. Importantly, our software will drive our future delivery and automation of IoT, mobility and 5G products and services.

Today, we are proud and privileged to be delivering residential, business and enterprise services to rural, regional and remote Australian communities. Moving forward, FSG will be providing a more diverse range of rural communication products and services in line with our 5G spectrum announcement.

This announcement has been authorised for release by the Board of FSG.

About FSG

FSG provides, builds and operates “true broadband networks” specifically for rural, regional and remote Australia. FSG is a licensed Australian telecommunications carrier, providing services via its own telecommunications network (trading under the brands ‘JustISP’ and ‘Ant Communications’) and a NBNco Retail Service Provider.

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