

16 December 2020

General Manager
ASX Market Announcements
Australian Securities Exchange Limited
PO Box H224
Australia Square
Sydney NSW 1215

BSA secures Unified Field Operations (Services) Agreement with nbn

Sydney, 16 December 2020: BSA Limited (ASX:BSA) is pleased to announce that it has secured a significant long term agreement with nbn Co ("nbn") for Unified Field Operations (Services) for 4 years with potential two x two-year extension options each at nbn's election. The contract was signed on **16 December 2020** and is scheduled to commence on or around 1 March 2021.

BSA will provide nbn with a range of activation and assurance services to its Fibre to the Premise (FTTP), Fibre to the Node (FTTN), Fibre to the Basement (FTTB) Fibre to the Curb (FTTC) and Hybrid Fibre Coax (HFC) network infrastructure. Under nbn's regional allocation model, BSA has been initially allocated regions across New South Wales and Victoria with additional regions able to be allocated at nbn's discretion. The contract increases BSA's base market share and is expected to generate approximately \$85m of revenue in the first year with opportunities to grow further into the future.

BSA Managing Director Tim Harris said, *"We are extremely proud to have secured this contract and continue our long standing collaborative partnership with nbn. This contract positions BSA ideally to be able to assist nbn deliver on their strategic goals moving forward utilising our exceptional track record of service delivery and customer experience."*

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This announcement was authorised by the board

For further information, please contact:

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