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**FIELD**solutions rural  
regional  
remote

TELECOMMUNICATIONS + SOFTWARE + CLOUD

# Investor Presentation FY22

**ASX:FSG**

16 September 2021

# ASIC / ASX Disclaimer

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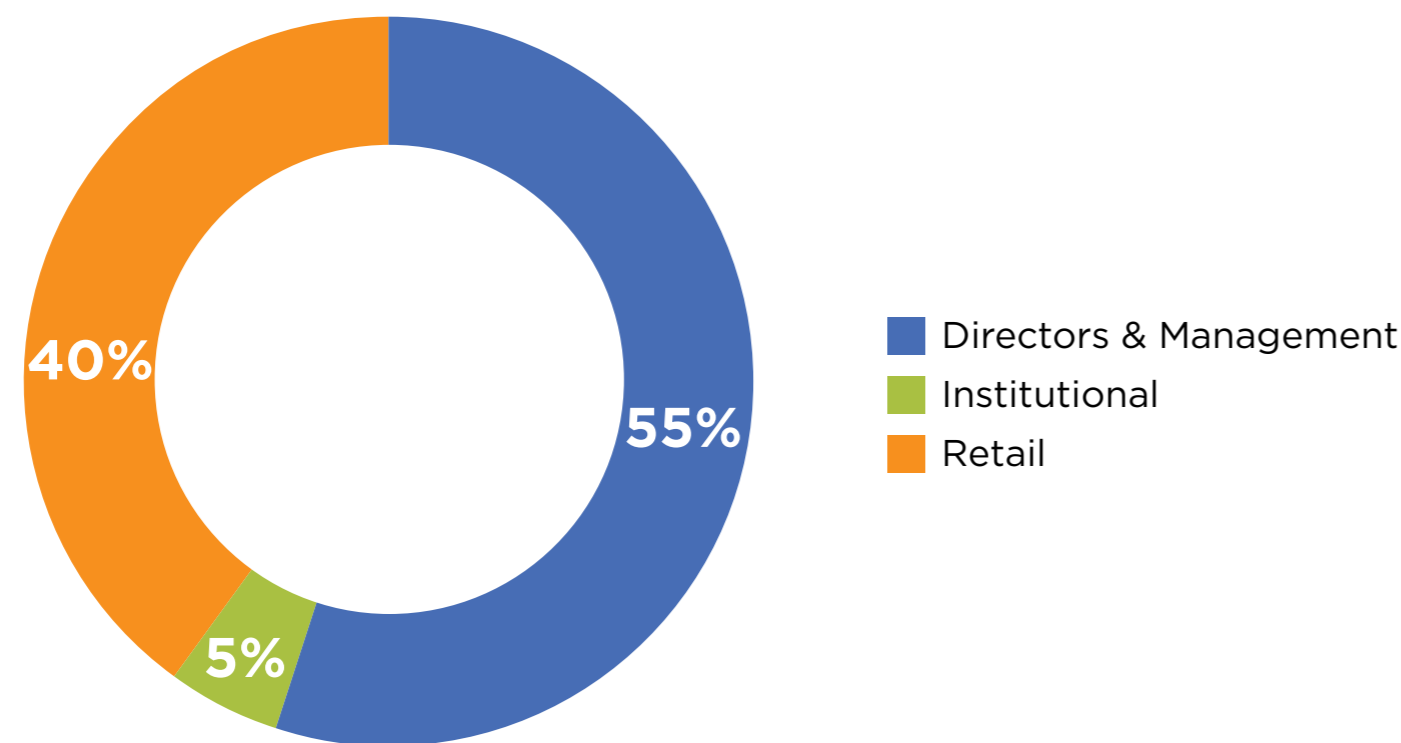
# Corporate Snapshot



## Capital Structure

ASX: FSG		
Shares	M	556
Share price	A\$M	0.17
Market Capitalisation	A\$M	94.6
Cash	A\$M	0.6
Debt	A\$M	1.2

## Shareholder Distribution



## Board & Management

Ken Carr	Chairman
Andrew Roberts	Managing Director & CEO
Matt Ranawake	Non-Executive Director
Wendy Tyberek	Finance Director
Phillip Carter	Non-Executive Director
Philippe Benoliel	Chief Operating Officer
Vin Mullins	Government and Carrier Relations

## Historical Share Price



# Board of Directors



## Ken Carr

Chairman and Non-Executive Director

Dr Carr (PhD Bus Adm. MBA) is a seasoned, non-executive director

and chair, having held CEO/MD roles in 5 ASX listed companies primarily in the, telecoms, banking, payments and electronic manufacturing sectors and non-executive director roles in 3 others, including 2 as chair.

He is currently chairman of PJJ Group, a leading rural engineering and construction business.

He has formerly held CEO and Board positions on several listed entities, most recently as a director of Bulletproof Limited (ASX:BPF), CEO of Intec Limited (ASX:ITQ), and prior was Managing Director of Rubik Financial Limited (ASX:RFL).

Previously he has held senior executive positions at IBM, AT&T, and Lucent Technologies and British Telecom. His main experience is related to corporate restructuring and transformation, which has included several JVs and mergers and acquisitions in many countries.

Dr Carr left the Board in February 2013 and re-joined Freshtel on 2 May 2014.



## Andrew Roberts

Managing Director and CEO

Mr Roberts (AICD) is a business executive / entrepreneur with over 25 years' experience in the IT industry in Australia, New Zealand, Asia Pacific, and the United Kingdom.

He has extensive strategic IT and commercial experience in business aggregation, business analysis/strategy, sales, marketing, professional services, operations and general management.

He has extensive strategic IT and commercial experience in business aggregation, business analysis/strategy, sales, marketing, professional services, operations and general management.

Mr Roberts has direct experience in building and growing IT and cloud-based companies from start-up to sale.

He has previously been a director of Comops Limited (ASX: COM) and was recently head of strategy and cloud operations at Rubik Financial Limited (ASX: RFL).

Mr Roberts was also the deputy chair of the Young and Well Cooperative Research Council, a federally funded not-for-profit organisation focusing on the use of technology to assist well being in young people's lives.



## Wendy Tyberek

Finance Director

Ms Tyberek (CA, AICD, BBus) is a chartered accountant with over 25 years experience in financial business management and related technologies in Australia and the UK.

Wendy is the Finance Director and CFO and leads the finance team for FSG, responsible for the finance, compliance and reporting functions within the group.

She is a hands-on CFO focussed on achieving results and has extensive experience in leading teams to develop and deliver financially successful technology-based solutions to private and public-sector enterprises.

Her previous roles have included senior positions with MYOB, Comops (ASX:COM), Solution 6 and Deloitte.

Mr Ranawake (BBus, MBA, CPA, FAICD) was elected to the Freshtel board on 23 November 2010. Mr Ranawake has over 20 years of experience in the telecommunications industry in Asia Pacific, Australia, India and China, combined with a strong background in finance, mergers and acquisitions, information systems, sales, change management, strategy and business development acquired across a number of industries.



## Mithila Nath Ranawake

Non-Executive Director

Mr Ranawake (BBus, MBA, CPA, FAICD) was elected to the Freshtel board on 23 November 2010. Mr Ranawake has over 20 years of experience in the telecommunications industry in Asia Pacific, Australia, India and China, combined with a strong background in finance, mergers and acquisitions, information systems, sales, change management, strategy and business development acquired across a number of industries.

Mr Ranawake previously held roles as CFO of Konekt Limited, an ASX listed workplace health solutions provider, Consistel Group in Singapore and LongReach Group Limited, an ASX listed Australian telecommunications equipment manufacturer where he was involved in several capital raises and mergers.

He has held senior management positions in Telstra Corporation, British Telecom and Marconi.

Mr Ranawake also has several years of experience in gas, electric and petroleum industries.



## Dr Phillip Carter

Non-Executive Director

Mr Carter (PhD, MAppFin, BEng, SFFIN, FAICD) is a joint managing director of Kestrel Capital Pty Ltd.

He has extensive experience developing and financing technology rich industrials in Australia, Europe and the United States of America.

As chairman of Prism Group Holdings, he led the restructure and turnaround of its global operations and subsequent sale of the business to a US competitor, delivering significant returns to investors.

Previously, Phillip headed a leading United Kingdom technology consulting and investment advisory practice and managed the InterTechnology Fund, recognised by the European Private Equity and Valuations Capital Association (EVCA) as one of the most active development capital funds in Europe.

Other current directorships: Kestrel Growth Companies Limited, Tambla Limited and Chant West Holdings Limited.

# Our Mission is who we are

## Australia's Leading Telecommunications Carrier for rural, regional and remote Australia

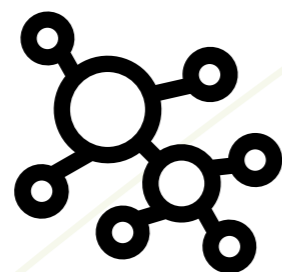
We connect the underserved and bridge the digital divide between metro and rural Australia, digitally enabling key industries such as agriculture, agribusiness, resources and mining.

# What we do



## Build

We build rural and regional tele-communications infrastructure



## Connect

We retail and wholesale internet and other connectivity products



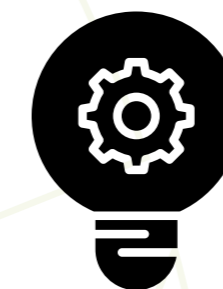
## Network

We build and operate a national nbn network



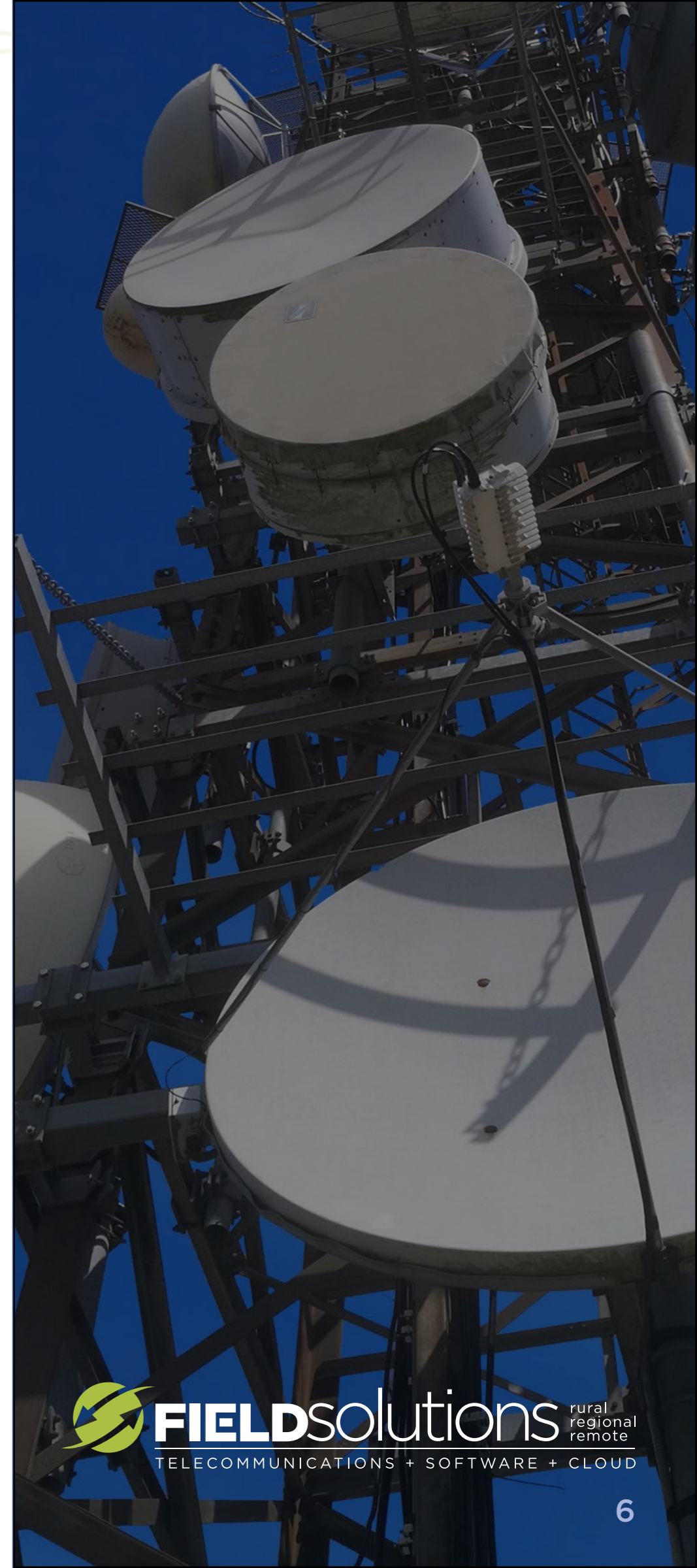
## Value Add

We provide managed services



## Platforms

We build intelligent automation and orchestration platforms for our own network and the nbn



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# FY21 in review

# FY21 Plan Review

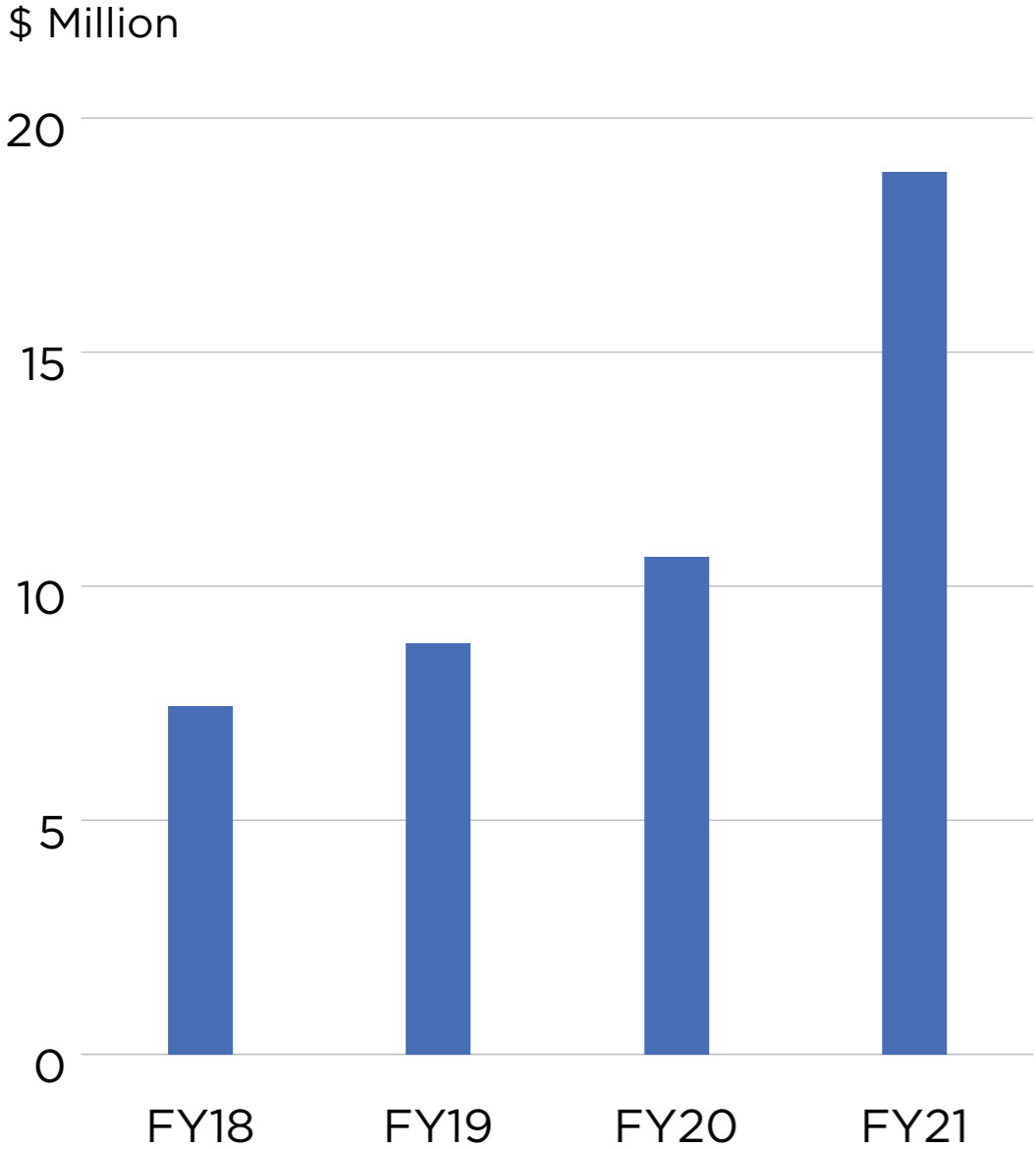
- 1** Expand FSG regional network footprint into WA, NT and VIC 
- 2** Deliver additional “value add, over the top service” across our regional network via Managed Services 
- 3** Deliver a nationwide network, connected to all 121 NBN POI’s, powering our Wholesale / B2B automation platform 
- 4** Deliver EBITDA growth and increase shareholder value 
- 5** Define and execute Mobile Strategy 



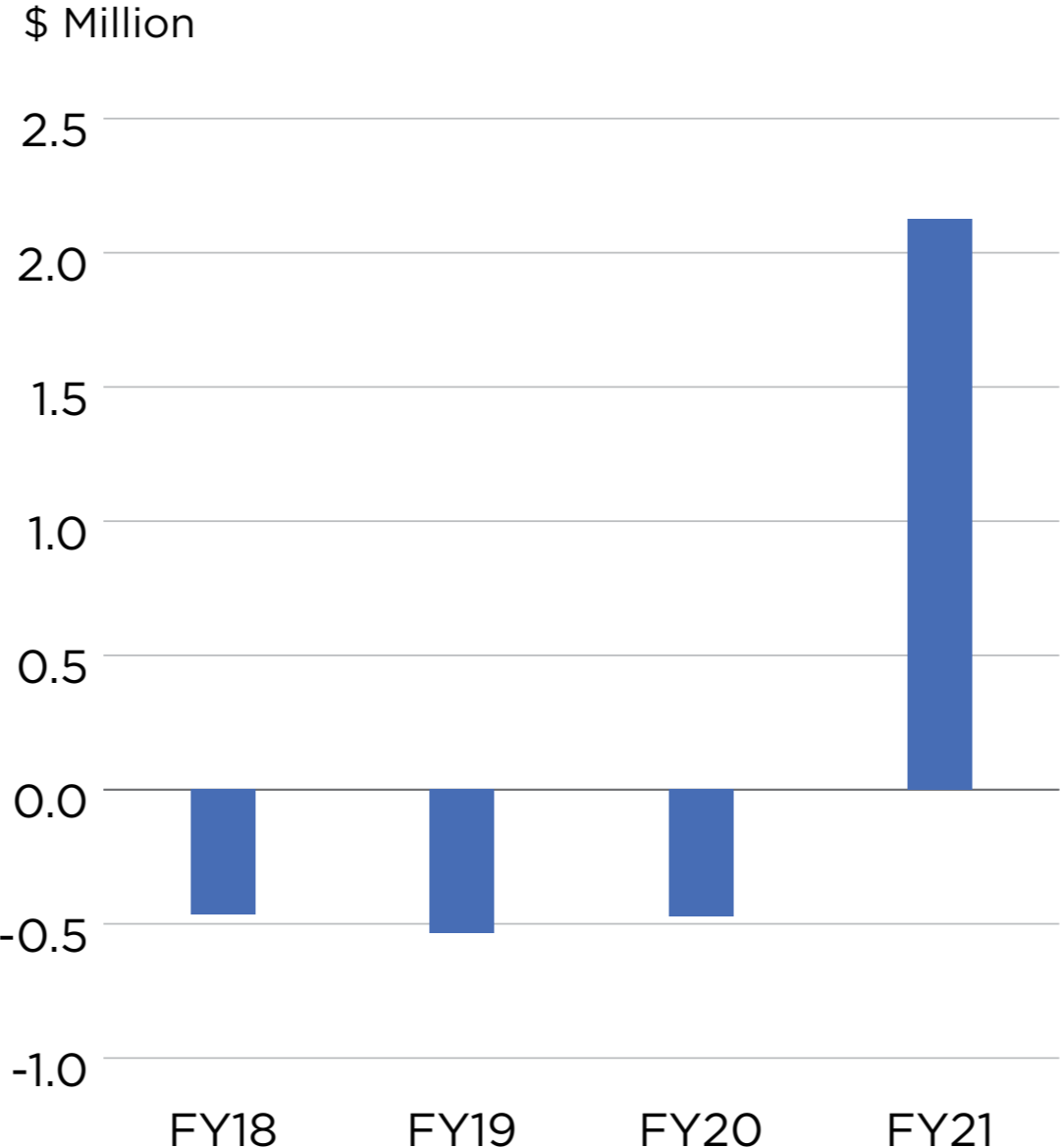
# Financial Momentum

**3**  
year on year  
growth in:  
**Revenue • NPAT**  
**• EBIT**  
**• EBITDA • EPS**

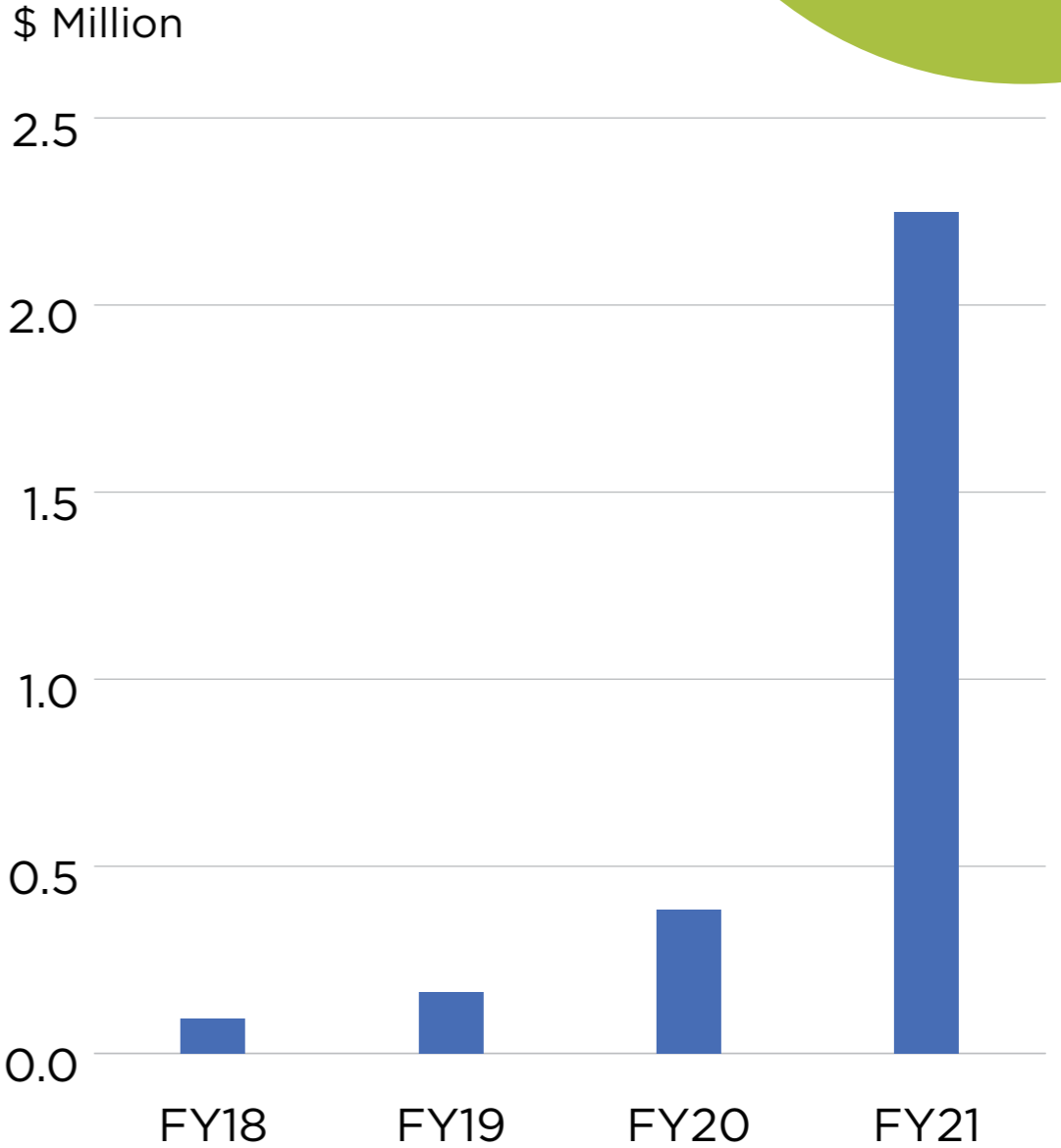
## Revenue



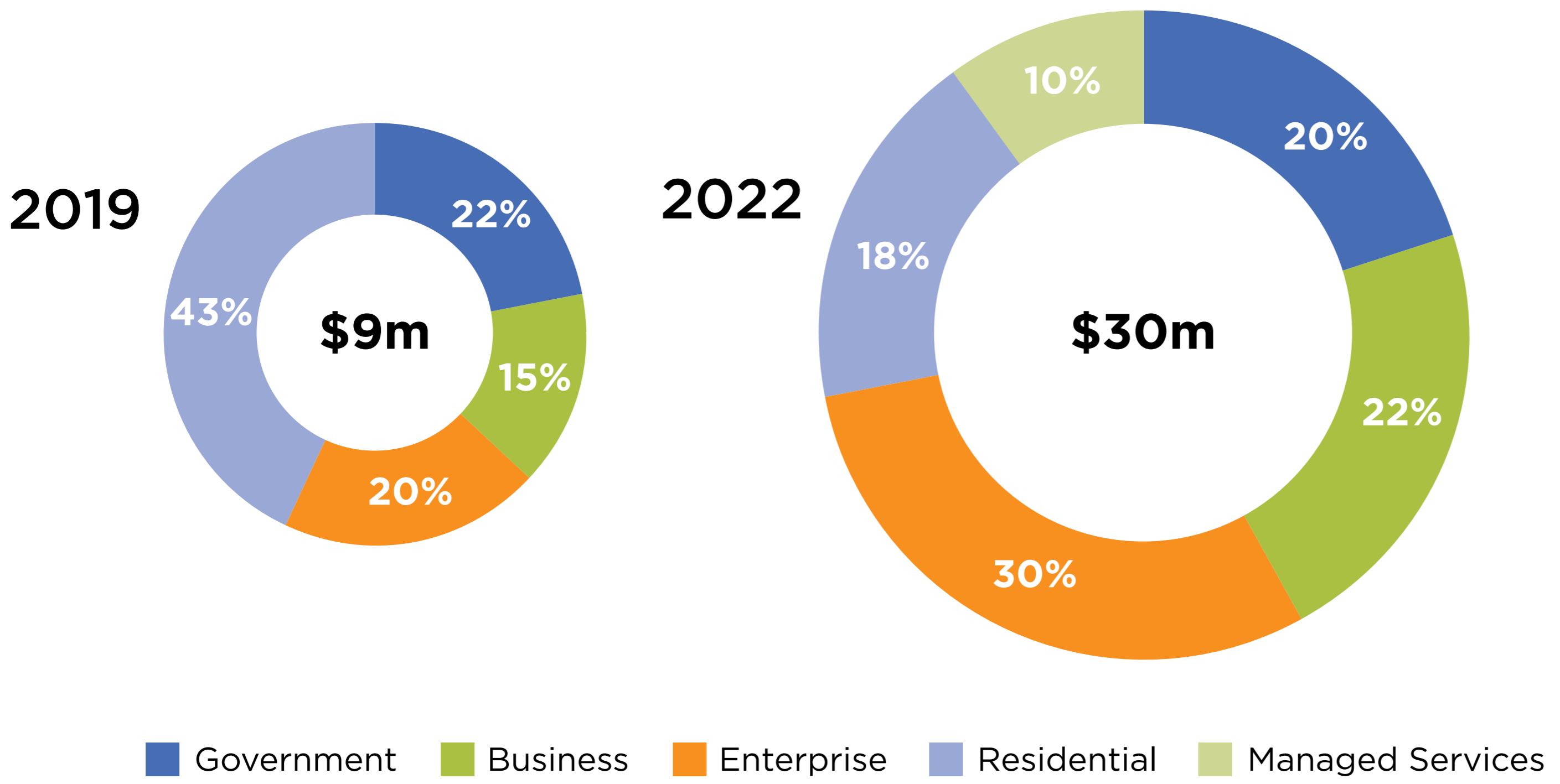
## NPAT



## EBITDA

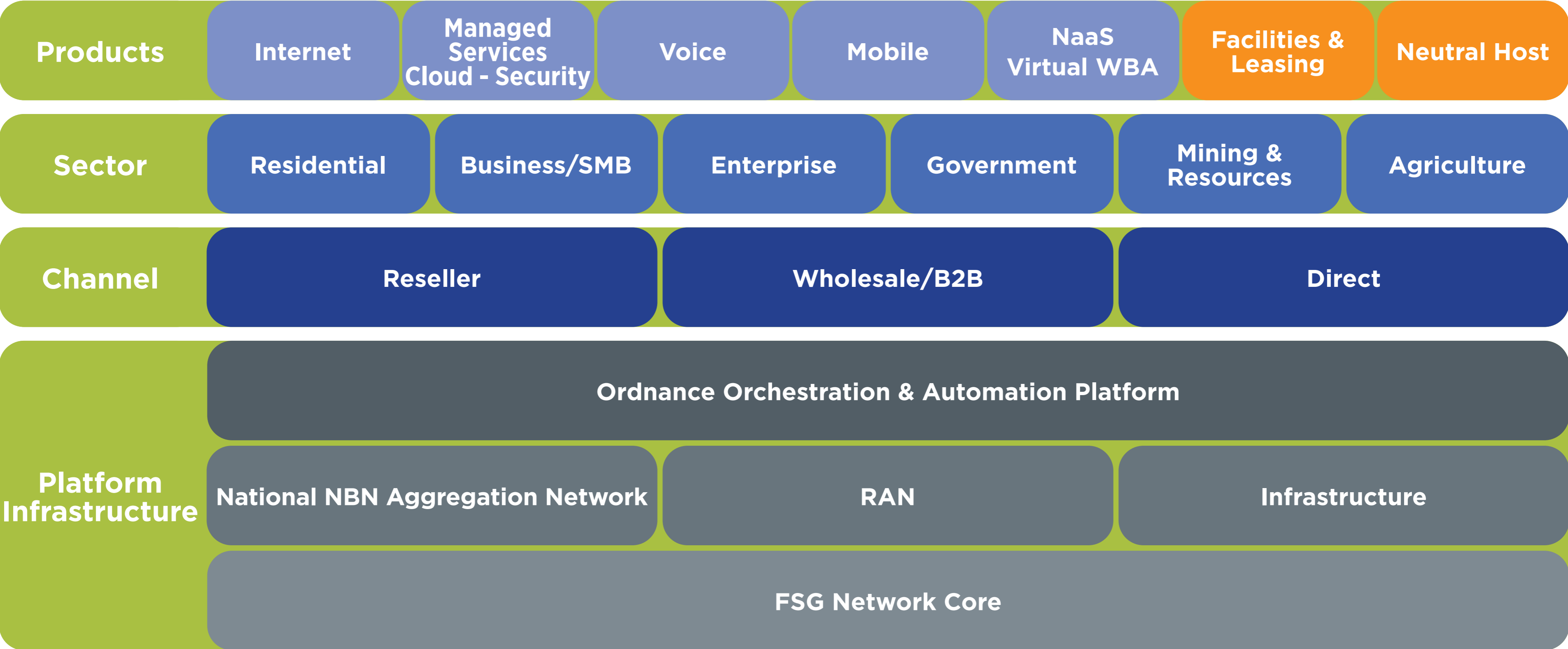


# Recurring Revenue Growth by Segment



- Consistent gross recurring revenue growth
- Focus on Business and enterprise services
- Shift towards value-add higher margin services

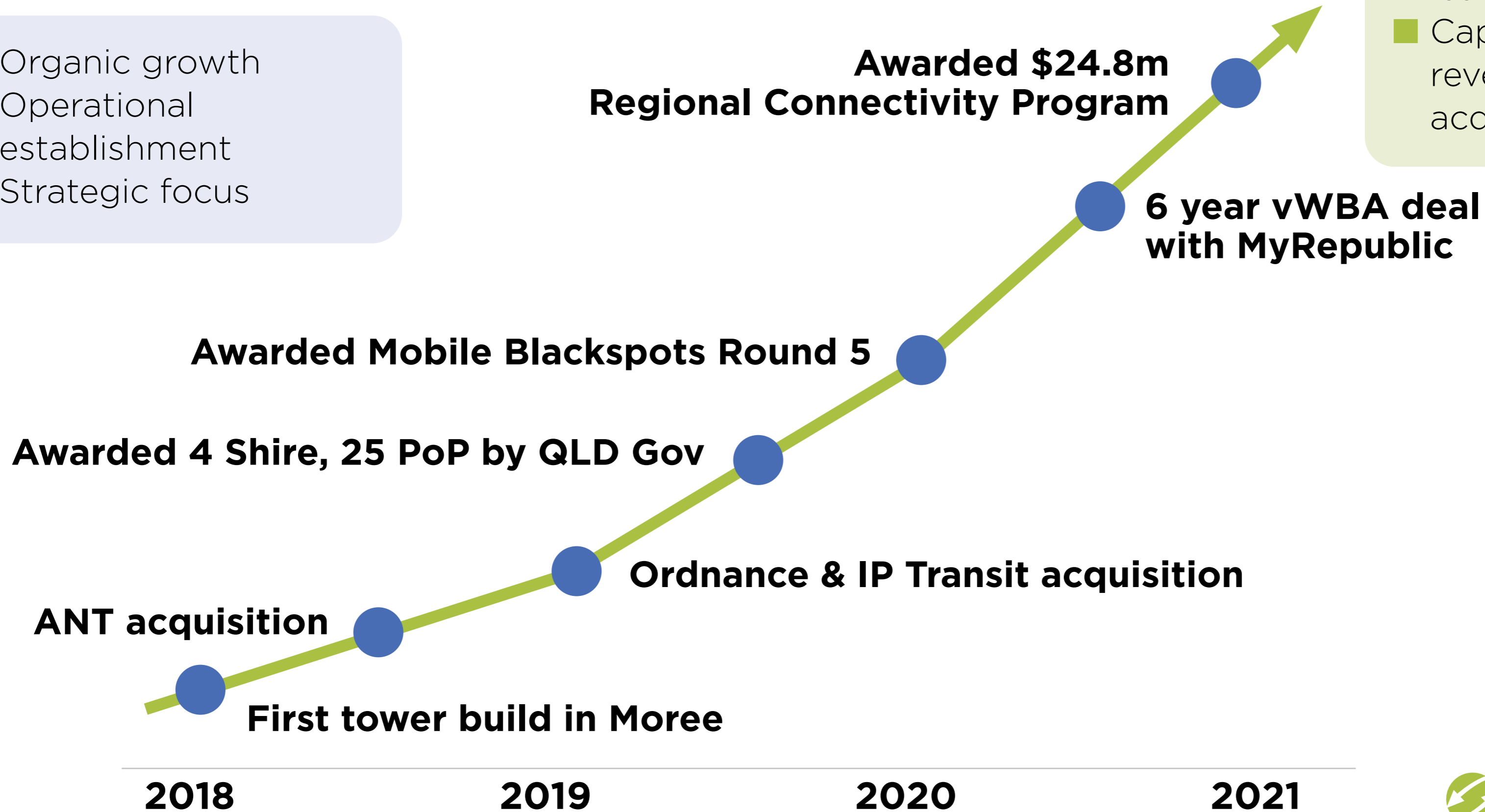
# Go-to Market Strategy



# The story so far ...

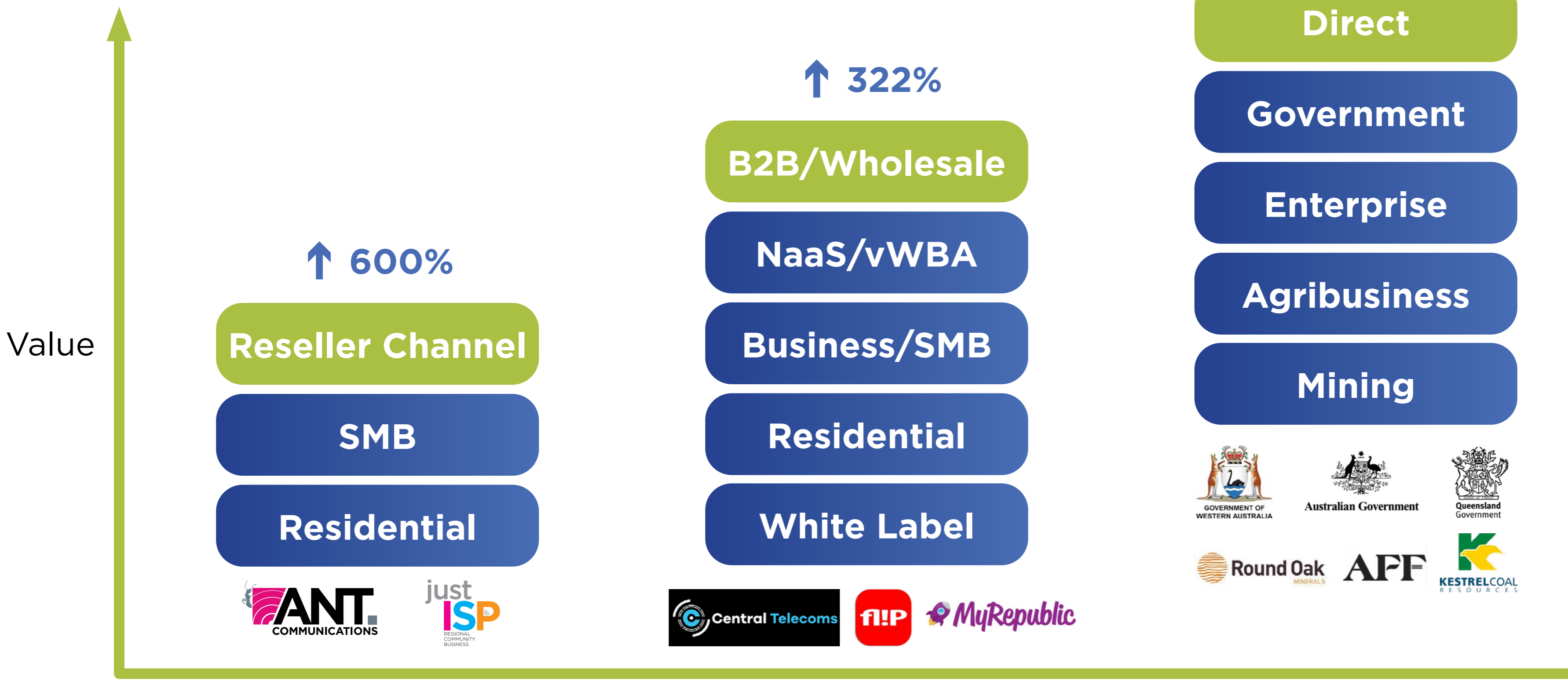
- Organic growth
- Operational establishment
- Strategic focus

- Exponential growth
- Strategic focus
- Technology & thought leadership
- Capability, scale and revenue accretive acquisitions



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# Channel & Sector Growth

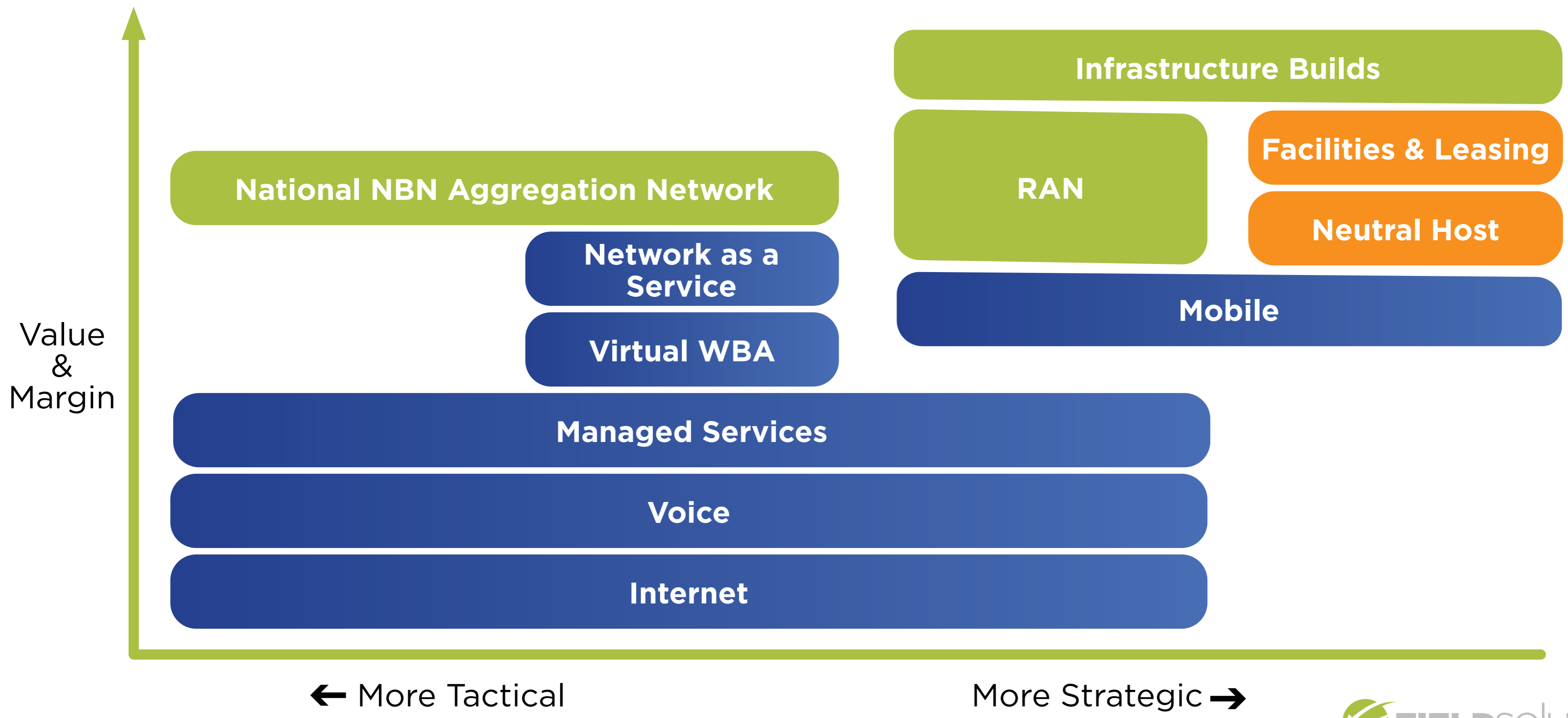


← More Tactical

More Strategic →

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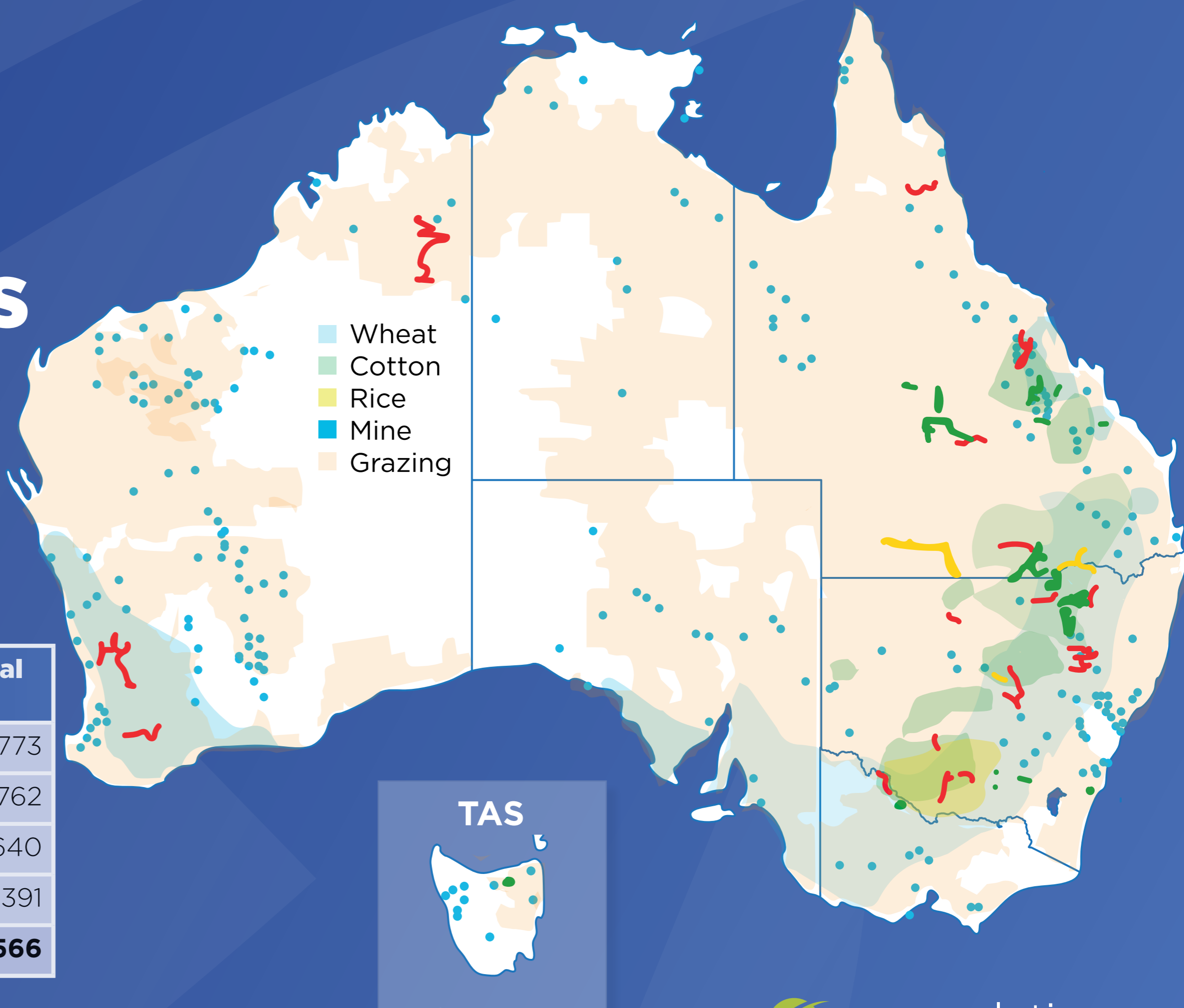
# Products & Revenue Streams



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# Network Reach driving Key Revenue Sectors

- Over the next 2 years  
2.8x growth in reach
- 5 new corridors
- 16 new networks



Coverage by State km <sup>2</sup>	NSW	QLD	WA	Total
● Live	39,734	28,040	-	67,773
● December 2021	-	13,967	4,795	18,762
● February 2022	640	-	-	640
● March 2023	46,146	33,347	19,898	99,391
<b>Total</b>	<b>86,520</b>	<b>75,353</b>	<b>24,693</b>	<b>186,566</b>

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# FY22 outlook



# FY22 Objectives

- 1** Commence delivery of 16 new networks across Australia
- 2** Commence rollout of the Regional Australia Network, Australia's 4th MNO
- 3** YTD Performance on track to double revenue and EBITDA
- 4** Deliver the Neutral Host Pilot with the Australian Federal Government and Optus
- 5** Attract and retain the best talent as we profitably expand our network across Australia

# FY22 - Year of Growth

- Network Expansion – 2.8x to 186,000km<sup>2</sup>
- Territory services expansion
- Regional Australia Network (RAN) Launch
  - Next Generation place based regional & Rural network
  - Mobility
  - 4th Australian Mobile Network Operator (MNO)
  - Only MNO Dedicated to rural, regional and remote Australia
- Carrier Infrastructure (Physical / Neutral Host)
- Revenue Growth
- EBITDA Growth
- Innovation
- M&A

# Execution & Focus

Objective	22 Focus
<b>Grow Rural Infrastructure</b>	<ul style="list-style-type: none"><li>■ Complete in progress builds</li><li>■ Queensland Building Our Regions</li><li>■ Mobile Blackspots Round 5</li><li>■ Regional Connectivity Program</li><li>■ Mobile Blackspots Round 5a trials</li></ul>
<b>National NBN Footprint</b>	<ul style="list-style-type: none"><li>■ Complete deployment to all 121 POIs</li><li>■ Resilience and performance</li></ul>
<b>Expand Wholesale Product and revenue base</b>	<ul style="list-style-type: none"><li>■ Expand internal sales capability</li><li>■ Expand reseller channel</li><li>■ Continue to grow wholesale sector</li></ul>
<b>Mobile strategy</b>	<ul style="list-style-type: none"><li>■ Consolidate position as Australia's Neutral Host</li></ul>

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# The Regional Australia Network (RAN)

**FSG's next generation  
place based  
rural, regional & remote  
network**

# RAN - What is it?

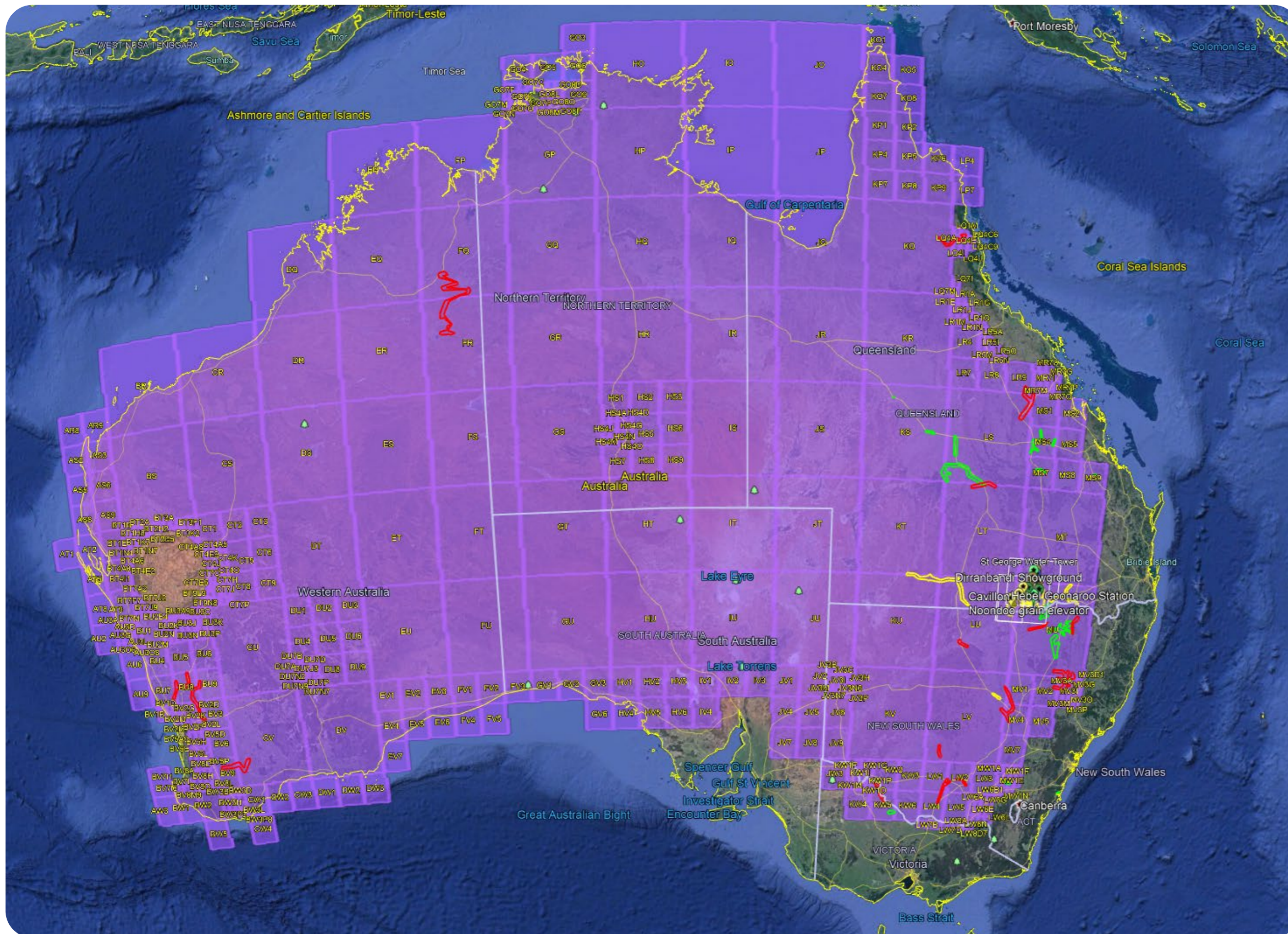
## Now

- Fixed Wireless Broadband
- Proprietary
- Unlicensed
- Line of Site only

## Future

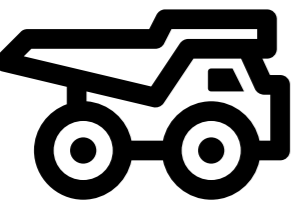
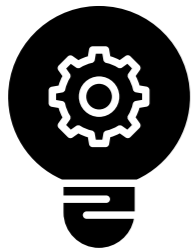
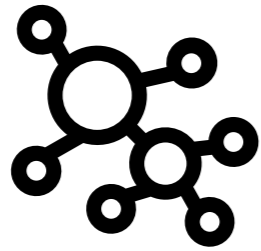
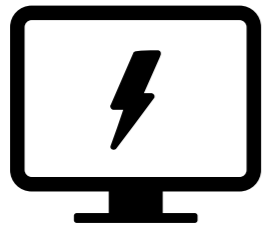
- Place based network
- 4G/5G
- Mobile Enabled
- Neutral Host Capable
- PSMB
- Industry Standards
- Non-Line of Site capable

# 5G Spectrum Coverage



- FSG Acquired 5G Spectrum for rural, regional and remote Australia
- Covers 93% of Australia's landmass

# RAN - Capabilities



- FW Broadband Internet
- Mobile Voice & Data
- Mobility
- IoT
  - Agtech
  - Mining
- Private Networks
- 4G/5G high speed

# RAN - New Revenue Opportunities

## Opportunities

- Mobile
- Co-Location
- Neutral Host
- Roaming
- IoT
- Value-Add Services

## Industry Segments



Mining & Resources



Agri-business



Government



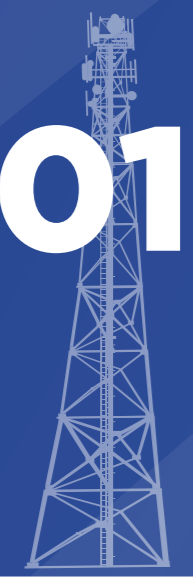
Emergency/MBSP



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# RAN - Capability | Capacity | Reach

**2019**



**16 Towers**  
Fixed Wireless Internet  
Unlicensed  
**20km range**

**2020**



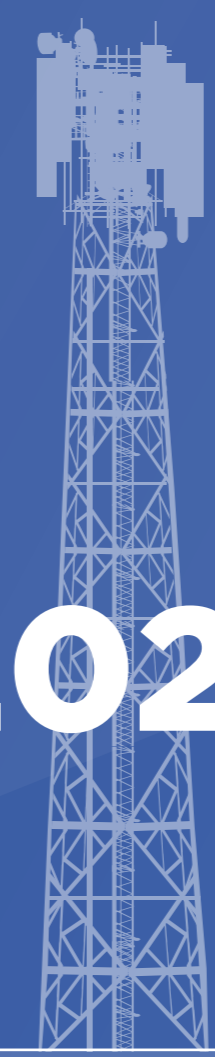
**28 Towers**  
Fixed Wireless Internet  
License & Unlicensed  
**20km range**

**2021**



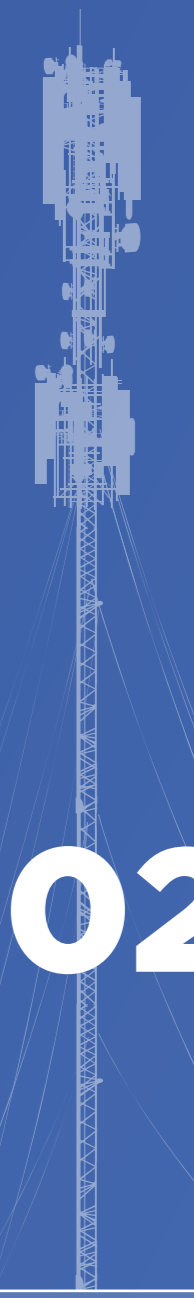
**42 Towers**  
Fixed Wireless Internet  
License & Unlicensed  
**25km range**

**2022**



**96 Towers**  
Fixed Wireless Internet  
MNO, Mobile Data  
4G, 5G, Neutral Host,  
Roaming Trial,  
Co-location, leasing  
revenues  
**25km range**

**2023**

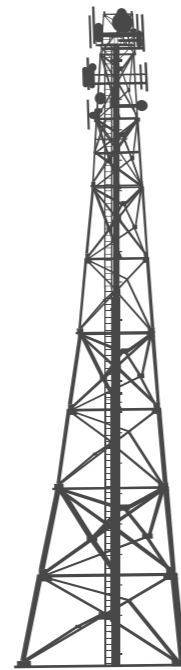


**200+ Towers**  
Fixed Wireless Internet  
Mobile Data, Voice,  
Neutral Host, Roaming,  
4G, 5G  
Co-location, leasing  
revenues  
**25km range+**

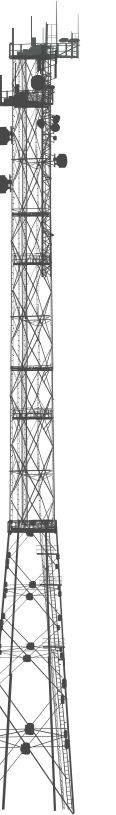
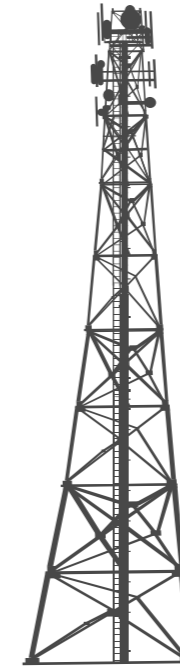
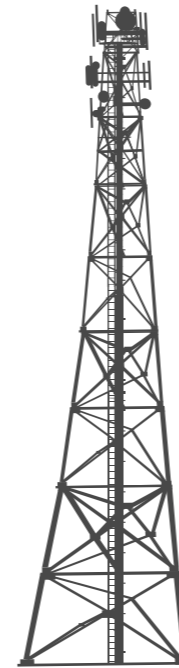
# Mobile deployment - Current situation

- Duplication of infrastructure
  - Build
  - Maintenance & Operations
- Lack of choice
- Regional & Rural monopoly
- Limited coverage

**OPTUS**



**FIELD**

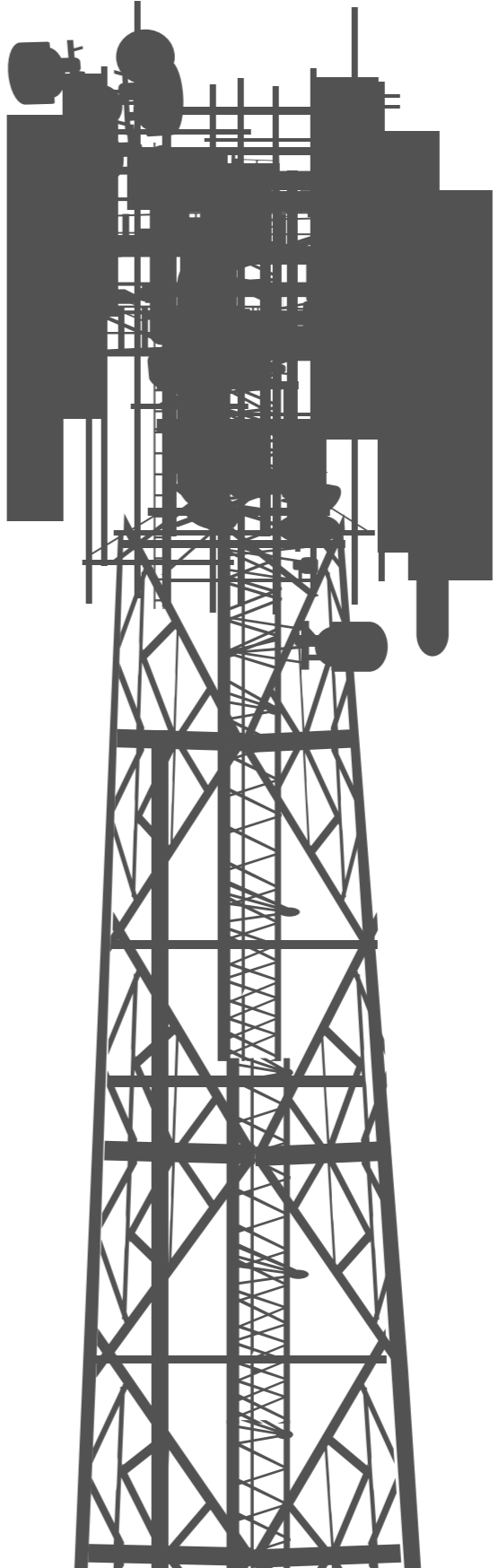


# Neutral Host

Selected by the Federal Government to trial a single delivery model for rural, regional and remote areas.

**1 provider** with the ability to broadcast services from Optus, Telstra, TPG/Vodafone and Field Solutions Group.

OPTUS



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# Appendix

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# Segment Example

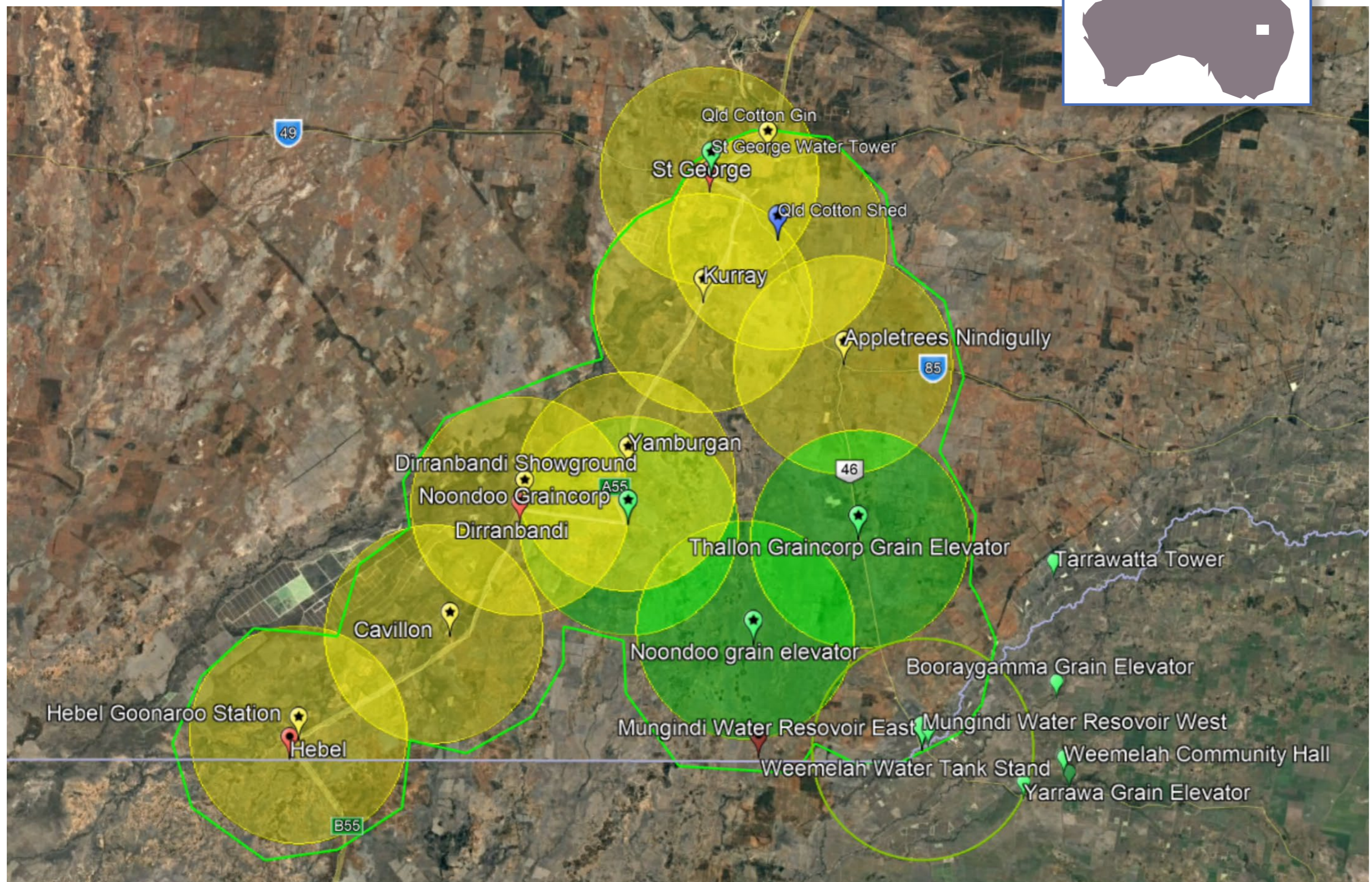
# Balonne Shire

# Connecting a Region - Case Study



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# Project Coverage



## Connecting a Region - Case Study

# Balonne Shire

# Whole of Region Connectivity Plan

- Multiple Projects
- 16 months initial completion
- 12 points of presence (PoPs)
- 10,480km<sup>2</sup> coverage



## Connecting a Region - Case Study Balonne Shire

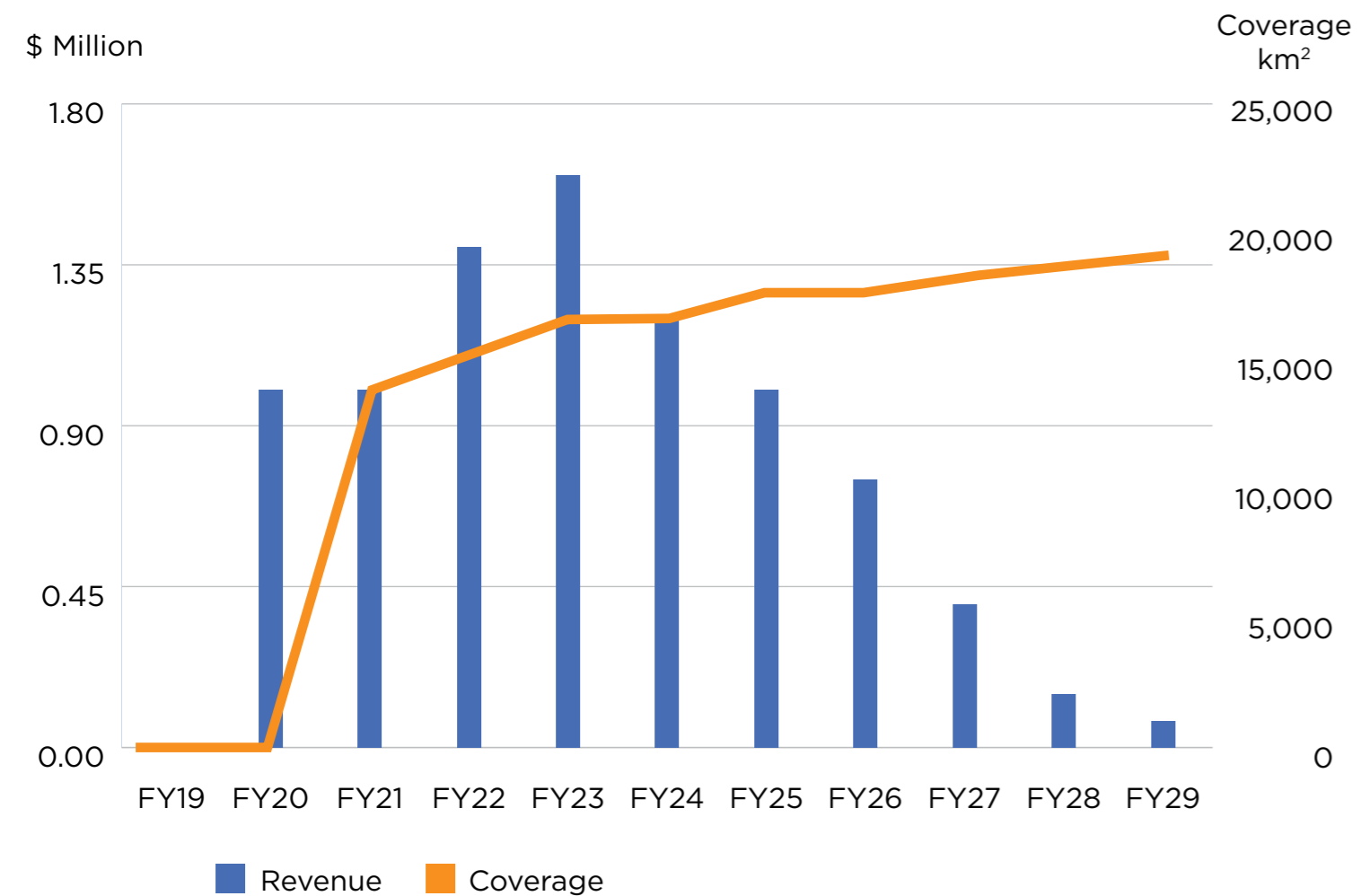
# Revenue v Coverage & Sector

- Balonne Shire
- Population 4,334
- 31,104km<sup>2</sup>
- Agribusiness focused

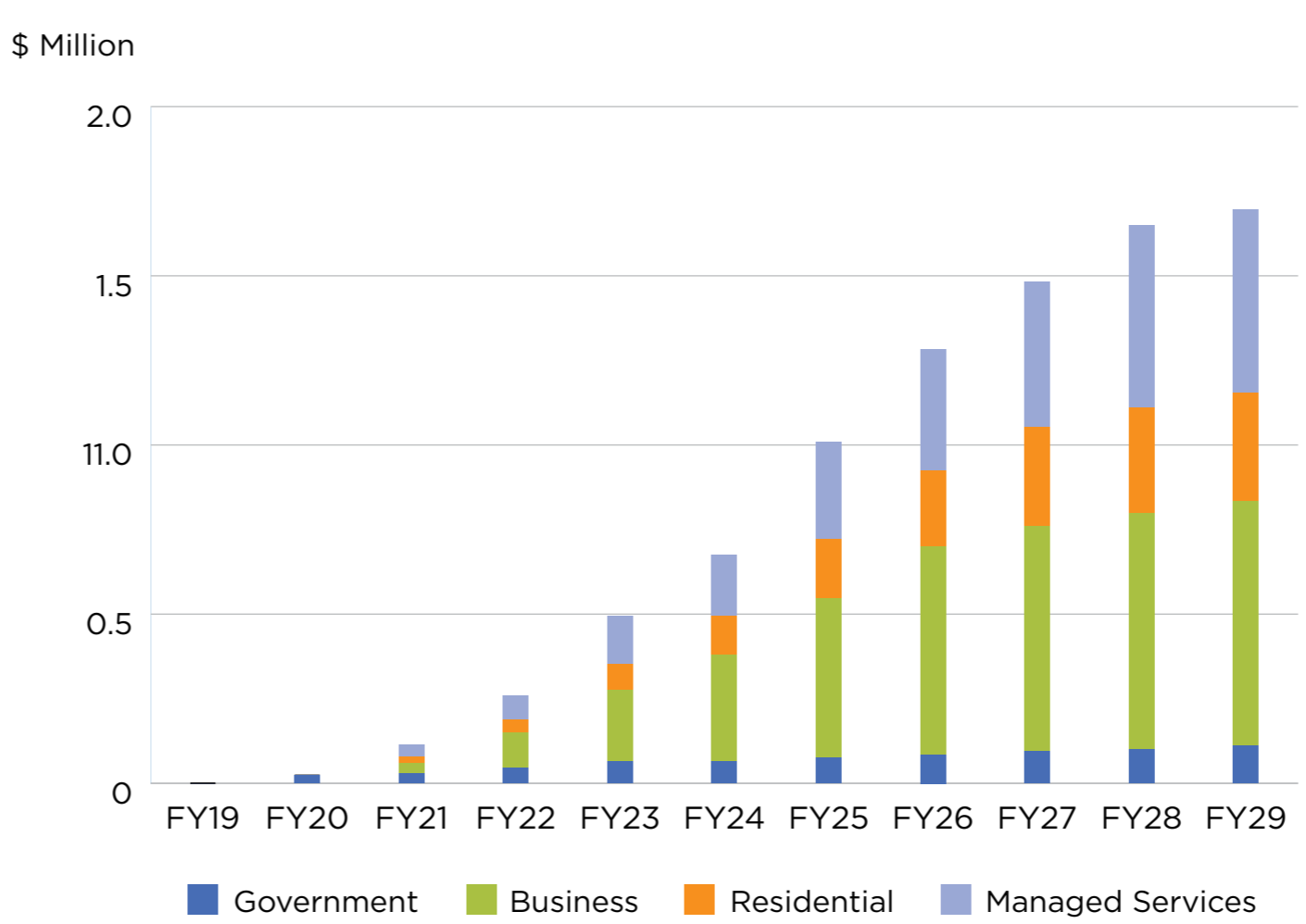
- 53% land coverage by 2023
- Multiple product offering
- 0 - \$3.5M in 3 years
- Projected 10-year value - \$18M

## Connecting a Region - Case Study Balonne Shire

**Network construction revenue**



**Recurring revenue by segment**

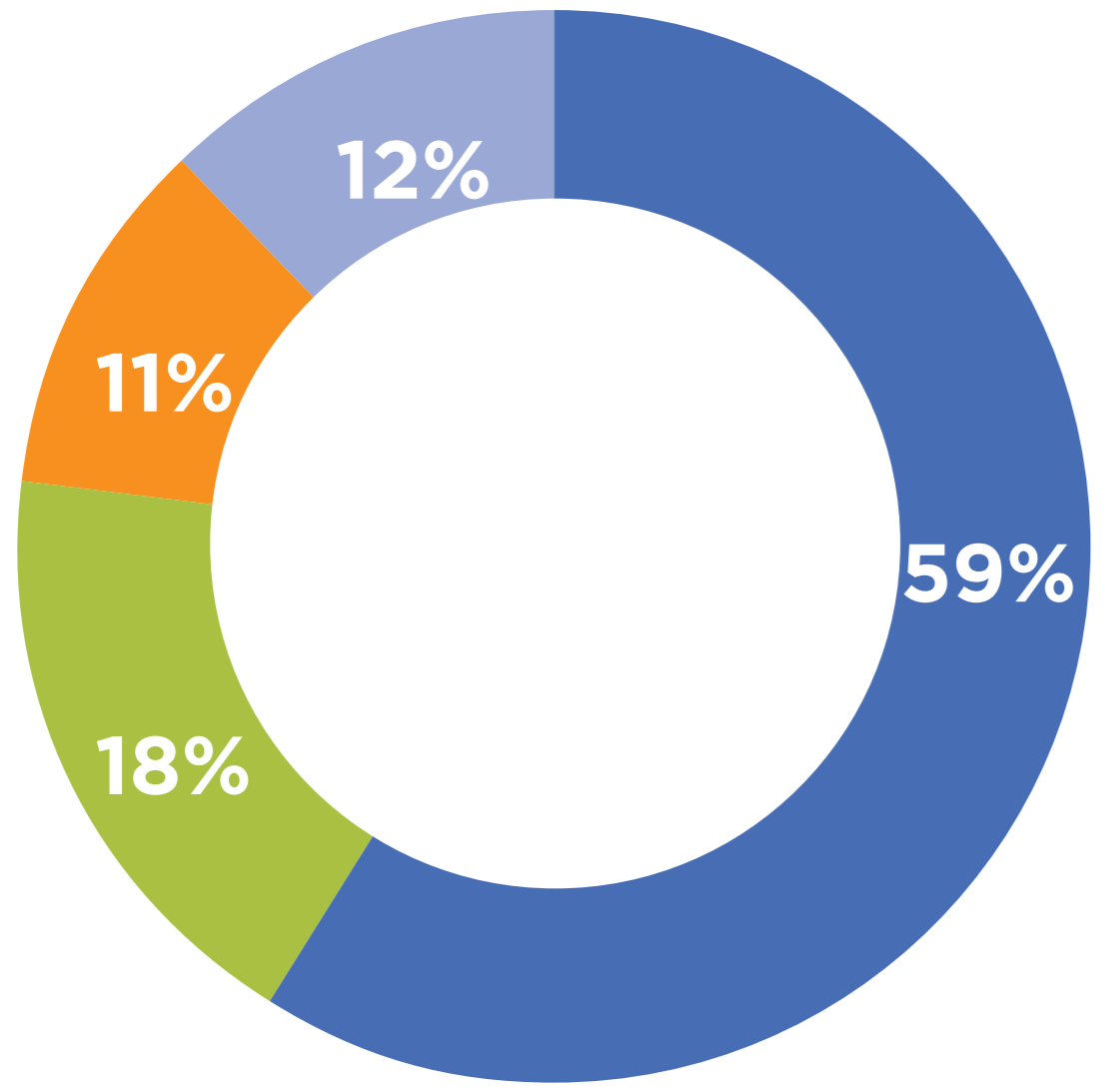




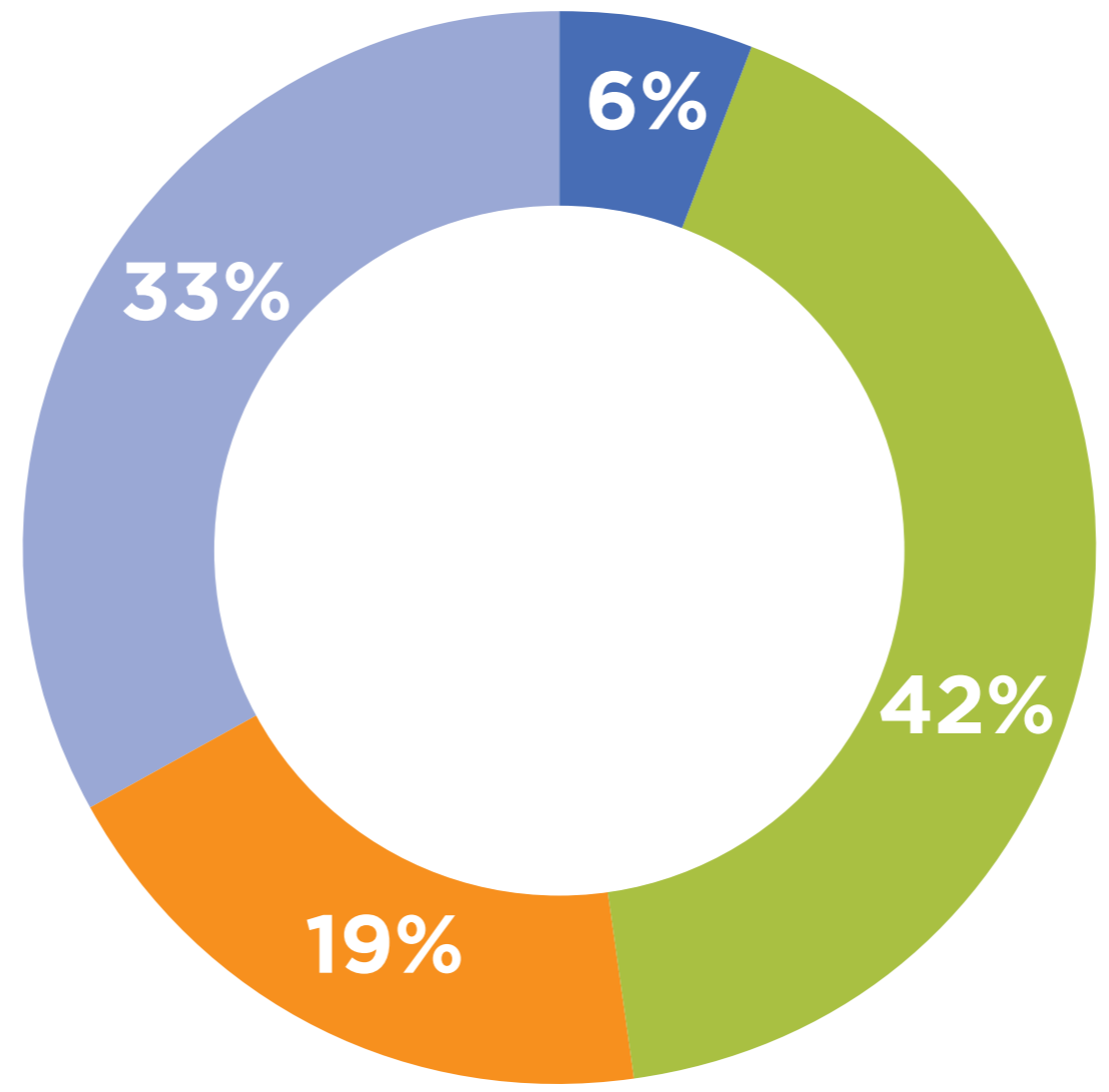
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# Revenue Growth by Sector

2021



2028 (forecast)

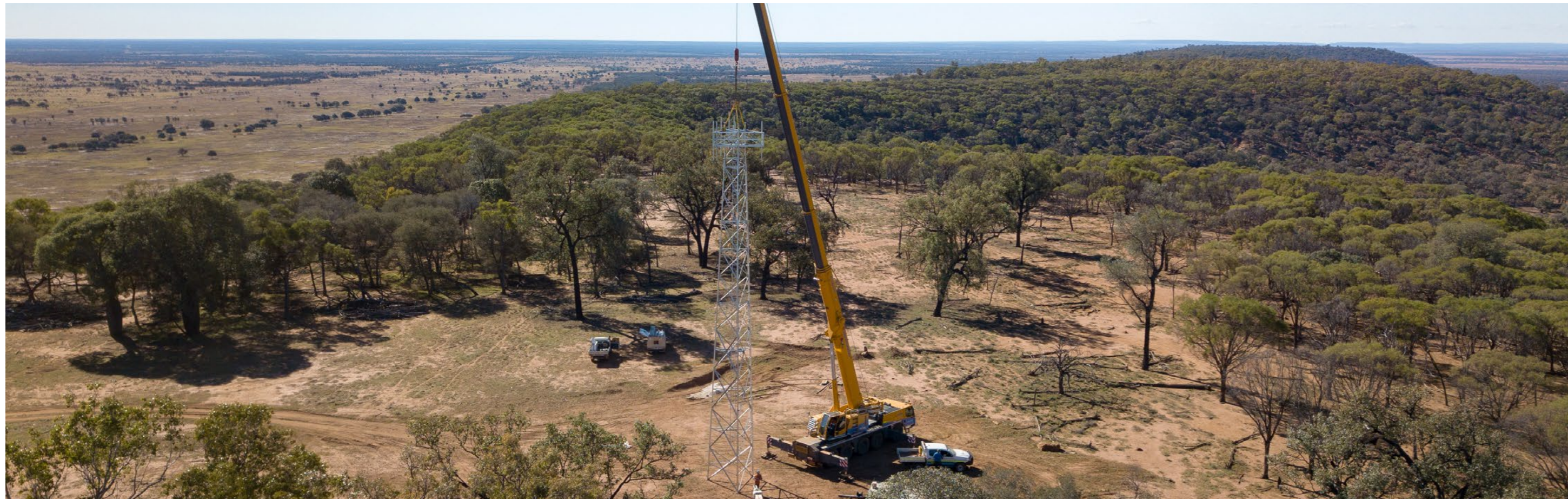


■ Government ■ Business ■ Residential ■ Managed Services

## Connecting a Region - Case Study

### Balonne Shire

# Ongoing Opportunity



## Connecting a Region - Case Study Balonne Shire

### Cross Border

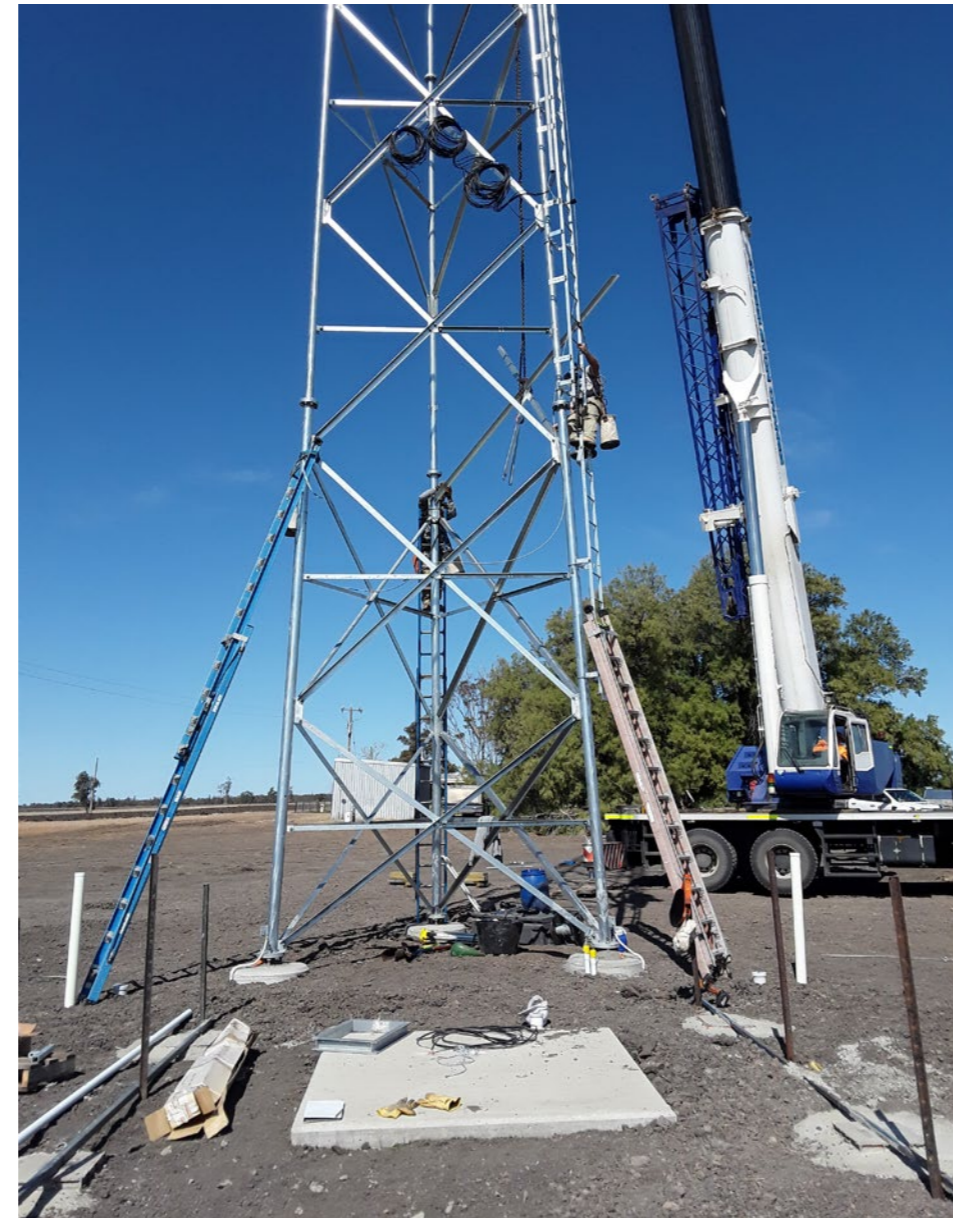
- 3 additional towers
- Connect NSW and QLD
- June 2022

### Mobile Blackspots

- Roaming Trial with Optus
- 600km<sup>2</sup> of coverage
- October 2022

### Regional Connectivity Program

- 4 new towers
- Broadband & LTE (4G)
- 6,844km<sup>2</sup> additional coverage
- March 2023



# Connecting a Region - Case Study

## Balonne Shire

# Glossary

BOR - Queensland Building Our Regions

MD - Murray Darling Grant

RAN - Regional Australia Network <sup>TM</sup>

RCP - Regional Connectivity Program

PoP - Point of Presence

vWBA - Virtual Wholesale Broadband Agreement

NaaS - Network as a Service

T4 - 4Th Mobile Network Operator

MNO - Mobile network Operator

SMB - Small / Medium Business

POI - Points of Interconnect (nbn)

# Thank you

For further investor enquiries please email:  
[investors@fieldsolutions-group.com](mailto:investors@fieldsolutions-group.com)

**[fieldsolutions-group.com](http://fieldsolutions-group.com)**