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Ava Risk Group signs major supply agreement with Telstra Group

Ava Risk Group Limited (ASX: AVA) (“Ava Risk Group” or “the Company”) is pleased to advise that it has signed a Telstra Supply Agreement (“TSA”) with Telstra Group, establishing a substantial opportunity within the large and globally addressable telecommunications vertical.

The TSA represents a significant milestone for the Company and is the culmination of 10 months of collaboration, including product trials with Telstra and its customers. It is a clear demonstration of the adaptability of the Company’s technology to adjacent applications, such as telecommunications, which opens significant new markets to the Company.

Ava Risk Group successfully completed a number of trials with Telstra, including monitoring of its urban fibre network in metropolitan Melbourne and the subsea fibre cables in the Port of Darwin. The trials demonstrated the superior ability of our sensing technology to be deployed to Telstra’s existing fibre network to detect events and provide appropriate classification and reporting. It provides a rich source of data to Telstra, and effectively turns the existing fibre network into sensors.

In addition, our fibre sensing technology provides continual monitoring and asset protection for the network, helping to protect it against potential fibre cable strikes. An initial area of commercial focus will be on the fibre optic assets of Telstra InfraCo, which is responsible for 250,000 kilometres of fibre optic cable, 8,200 mobile towers, 10,000 exchanges, two data centres and access to 400,000 kilometres of subsea cable.

Ava Risk Group CEO, Mal Maginnis commented: *“Signing a preferred supplier agreement with Telstra is a very significant milestone for Ava Risk Group. It underscores the strength of our market-leading solutions and is testament to our commitment to innovation to meet the evolving needs of our global client base. It clearly demonstrates that our sensing technology, which has evolved from security solutions, can be deployed to multiple applications. This collaboration cements our position as a trusted supplier, and we look forward to working extensively with Telstra.”*

“With more than 5 billion kilometres of fibre optic cable deployed globally (as at 2022), the agreement with Telstra Group represents the entry into a large and attractive market vertical for Ava Risk Group’s technology.”

Approved for release by the Board of Directors.

For further information, please contact:

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About Ava Risk Group

Ava Risk Group is a global leader in providing technologies and services to protect critical and high value assets and infrastructure. It operates three business segments – Detect, Access and Illuminate. The Detect segment manufactures and markets ‘smart’ fibre optic sensing systems for security and condition monitoring for a range of applications including perimeters, pipelines, conveyors, power cables and data networks. Access is a specialist in the development, manufacture and supply of high security biometric readers, security access control and electronic locking products. Illumination specialises in the development and manufacture of illuminators, ANPR cameras and perimeter detectors. Ava Risk Group products and services are trusted by some of the most security conscious commercial, industrial, military and government clients in the world. www.theavagroup.com