



**2018 Investor Update**  
**Q3/18**

Australia's leading *rural*,  
*remote* and *regional*  
telecommunications  
provider

## Disclaimer

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## Who is FSG/Company Overview

Australia's Leader Rural, Remote and Regional Telecommunications Provider

01

### Carrier Services

- Wholesale Telco
- Fibre Construction
- Wireless Construction
- Tower Construction
- Smart Farm Design and Construction

02

### Retail Service Provision

- JustISP Network
- NBN
- Optus
- IP Star

03

### Cloud Services

- Hosting
- Telephony
- Video
- Consulting
- Security

## Our Brands



### JustISP

- Rural and Remote
- Own FTTP
- Own Fixed Wireless
- Own Rural Reach
- Community Led
- Local Staff and Support
- Managed Services
- Council Services
- Agribusiness Services

### SWWCC

- Rural and Remote
- Own Fixed Wireless
- Local Staff
- Council Services
- Agribusiness Services
- Rapid Deployment Services

### ANT

- National RSP
- NBN Tier 1
- NBN SkyMuster
- Optus – IPStar
- Satellite Mobility





## Rural Pain Points

Pain Point	Description
NBN Township Model	<ul style="list-style-type: none"><li>• Delivers only to Townships – In some instances 1 side of the road is NBN FTTN the other is NBN SkyMuster</li></ul>
Sky Muster	<ul style="list-style-type: none"><li>• Tight Data Limited</li><li>• Not Symmetric</li><li>• Latency</li></ul>
Agribusiness	<ul style="list-style-type: none"><li>• Need bandwidth</li><li>• Precision Agriculture</li><li>• IoT is misunderstood</li></ul>
Cloud Services	<ul style="list-style-type: none"><li>• Access to Google Cloud, AWS etc. cannot be achieved without true symmetric services</li></ul>

Our Vision is to be:

Australia's leading *rural, remote*  
and *regional*  
telecommunications provider



# Our Products

## Field Solutions Holdings

**Field Solutions Group**

**Carrier Operations**  
Dark Fibre  
Fibre to the Premises  
Fixed Wireless  
Tower Construction

**Local Government Services**  
Community Fibre  
Smart City  
Layer2 / Ethernet

**Field Wholesale**

**WISP Management**  
Providing WISP Backhaul and Management Services

**Dealers / MSP's**  
Providing comprehensive services to Rural IT business

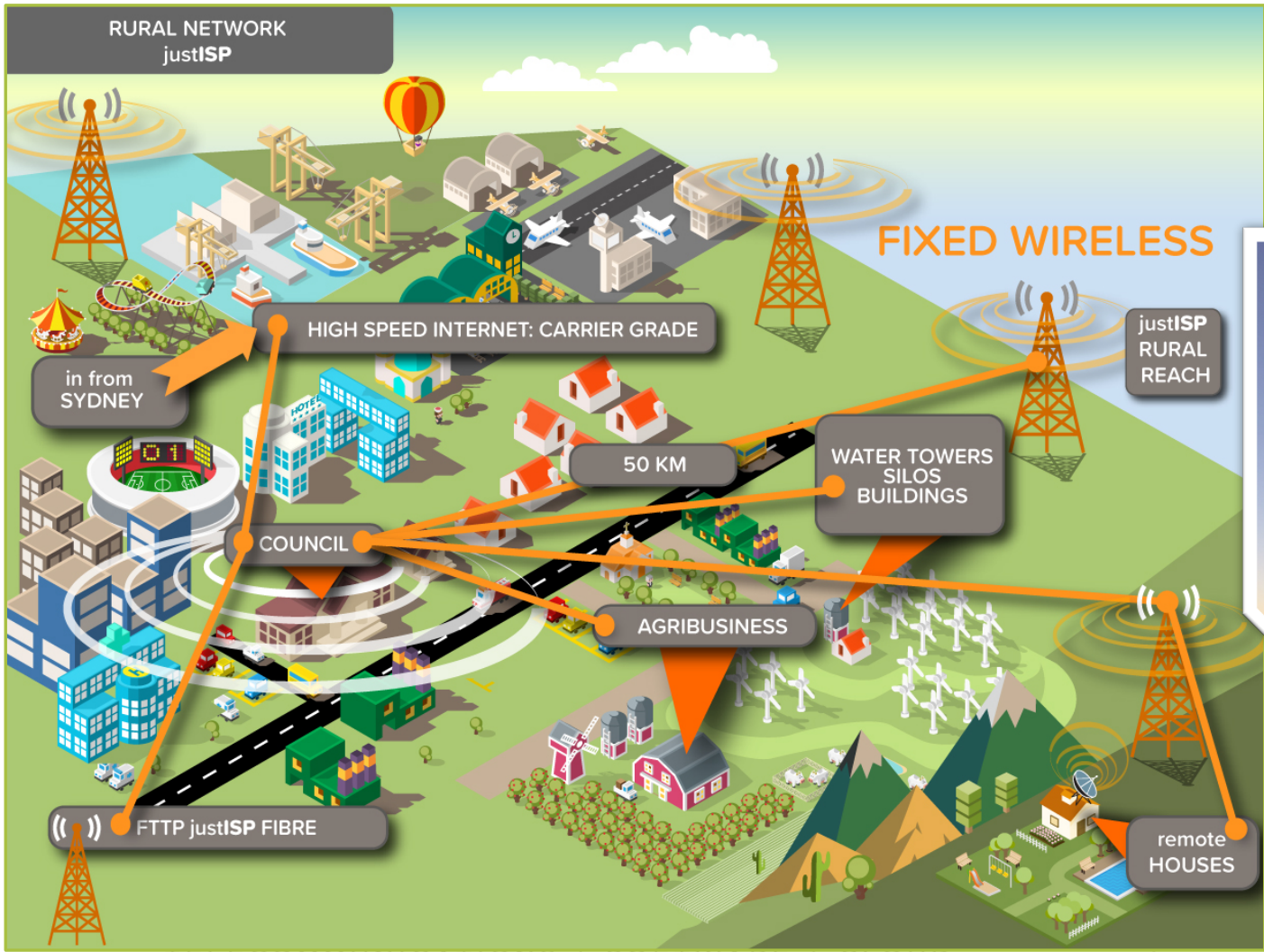
**Cloud Services**

**Software + Services**  
Maintenance and development of cloud products

**JustISP / ANT**

**JustISP**  
Rural RSP Brand  
NBN (inc SkyMuster)  
JustFibre  
Just Wireless  
Just Rural Reach

**ANT**  
Domestic RSP Brand  
NBN  
SkyMuster



TELECOMMUNICATIONS + SOFTWARE + CLOUD



# JustISP Network Overview

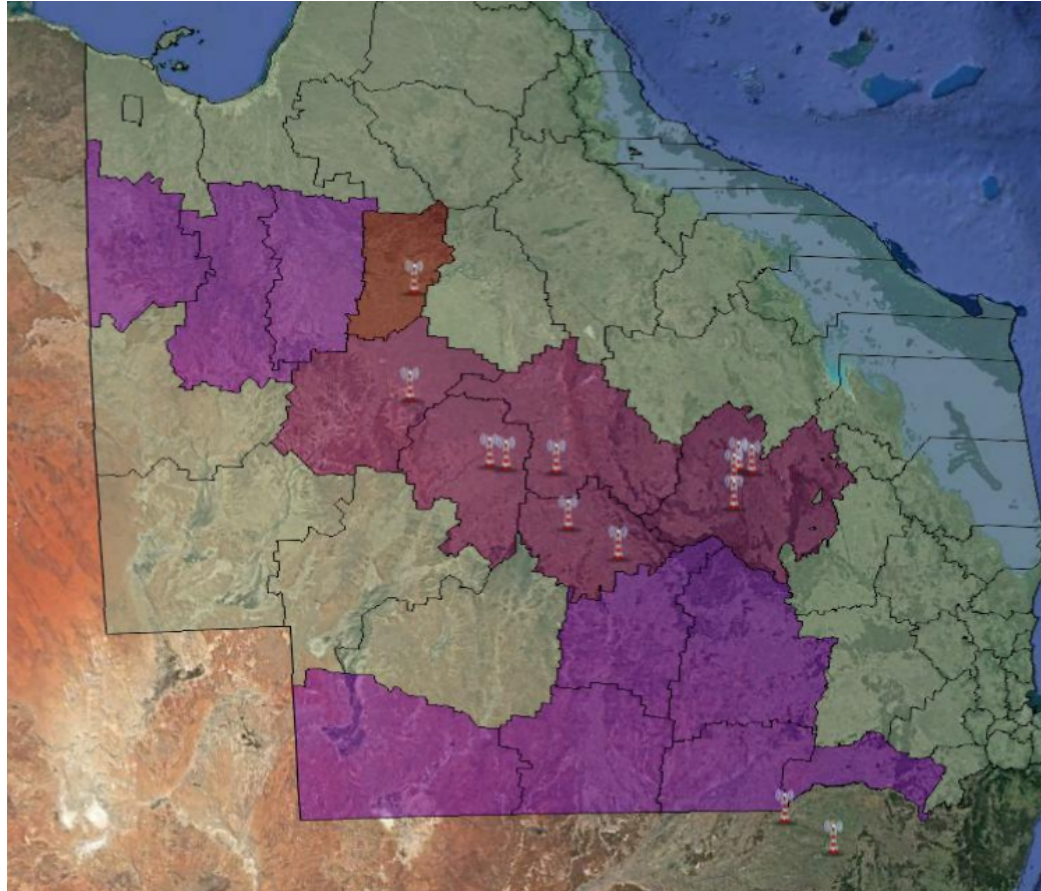




# JustISP Infrastructure



# Where our Network is

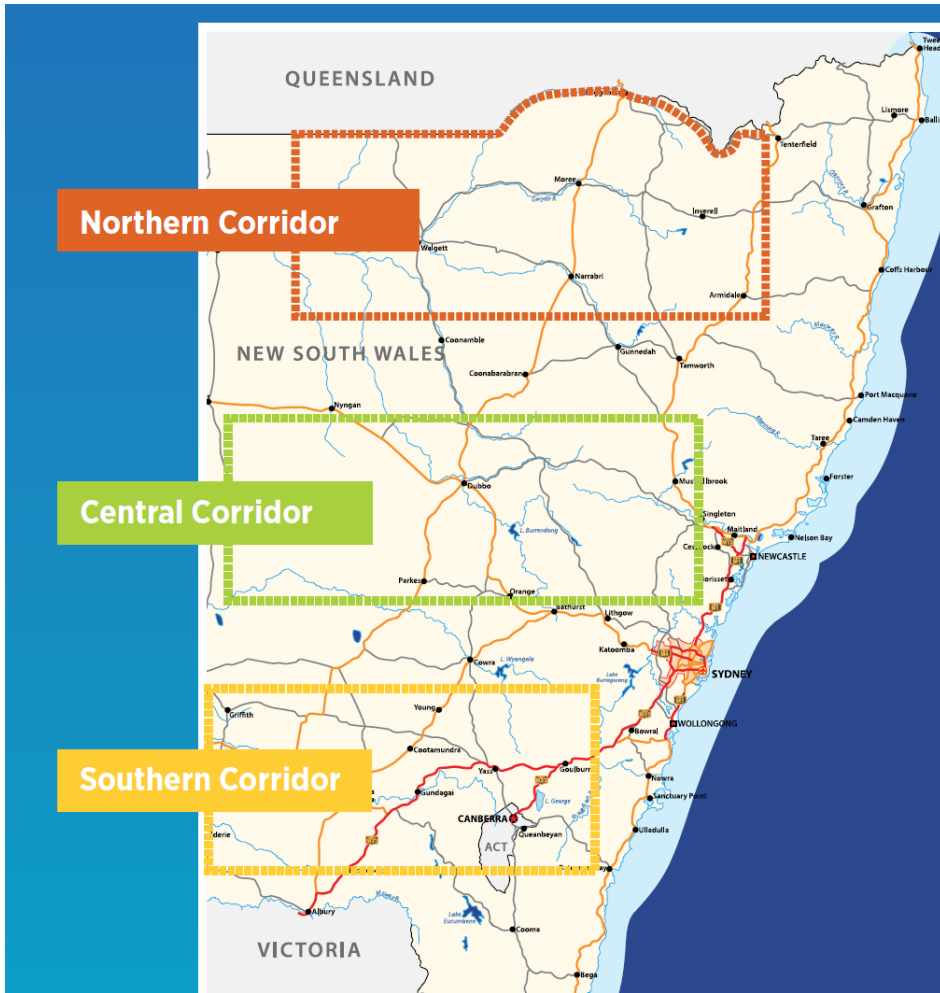


FSG – QLD Network

Wholesale

Current network

Future network (19/20)



**Northern Corridor**

**Central Corridor**

**Southern Corridor**

FSG – NSW Network

*Northern Corridor – Live*  
*Central Corridor – Planning*  
*Southern Corridor - Live*



# Q3/18 Highlights



## Q3/18 Highlights

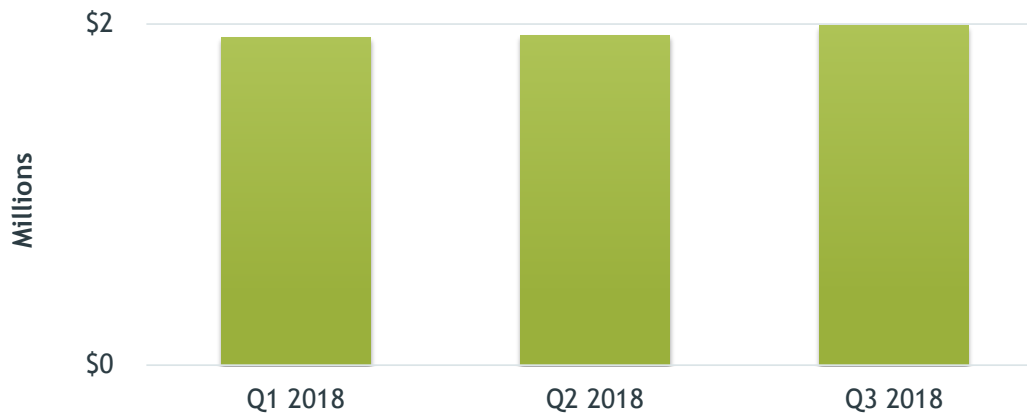
Category	Details
Revenue Growth	<ul style="list-style-type: none"><li>• Growth within current network footprint - Northern NSW</li><li>• Residential Services – Growth consistent with tower deployment rollout</li><li>• Additional Business Services – Growth based on additional business customers on our own network</li><li>• Agribusiness enterprise clients</li><li>• Enterprise Satellite Trials</li></ul>
Council Growth	<ul style="list-style-type: none"><li>• Originally target 6 Council Areas for the full year, now delivering in 17 LGA territories</li><li>• Blackall-Tambo Infrastructure Contract – Construction has commenced</li></ul>
SWWCC Acquisition	<ul style="list-style-type: none"><li>• Additional footprint acquired<ul style="list-style-type: none"><li>• NSW – Southern New South Wales</li><li>• QLD – Northern Queensland</li></ul></li></ul>

# Consistent Revenue Growth 2018 YTD

Total Revenue		
	YTD 2018	Full Year 2017
Revenue	\$5,382k	\$5,208k

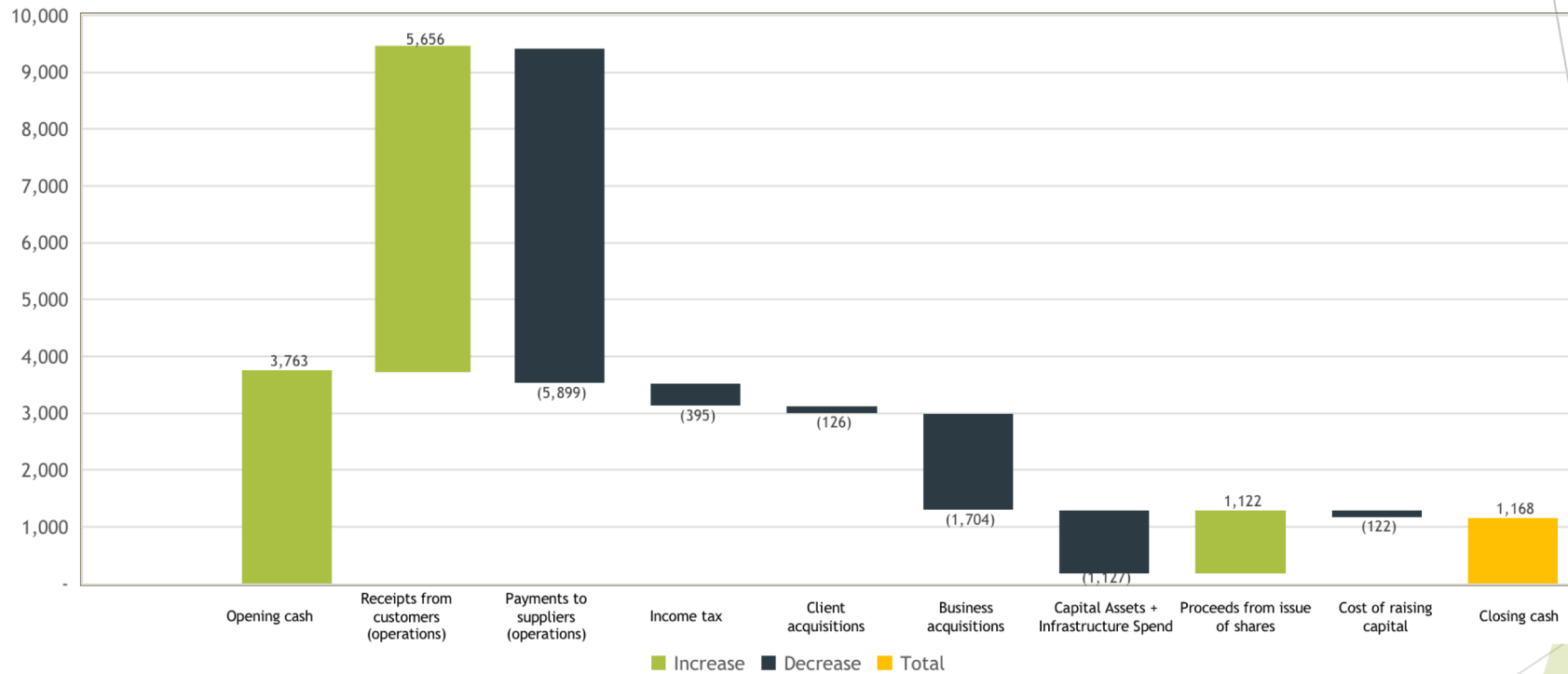
- Telco revenue growing inline with network build
- Synergies with ANT and SWW increasing proportional revenue
- Business products introduced

## Total Revenue 2018 YTD



# YTD 2018 Cash Flow Analysis

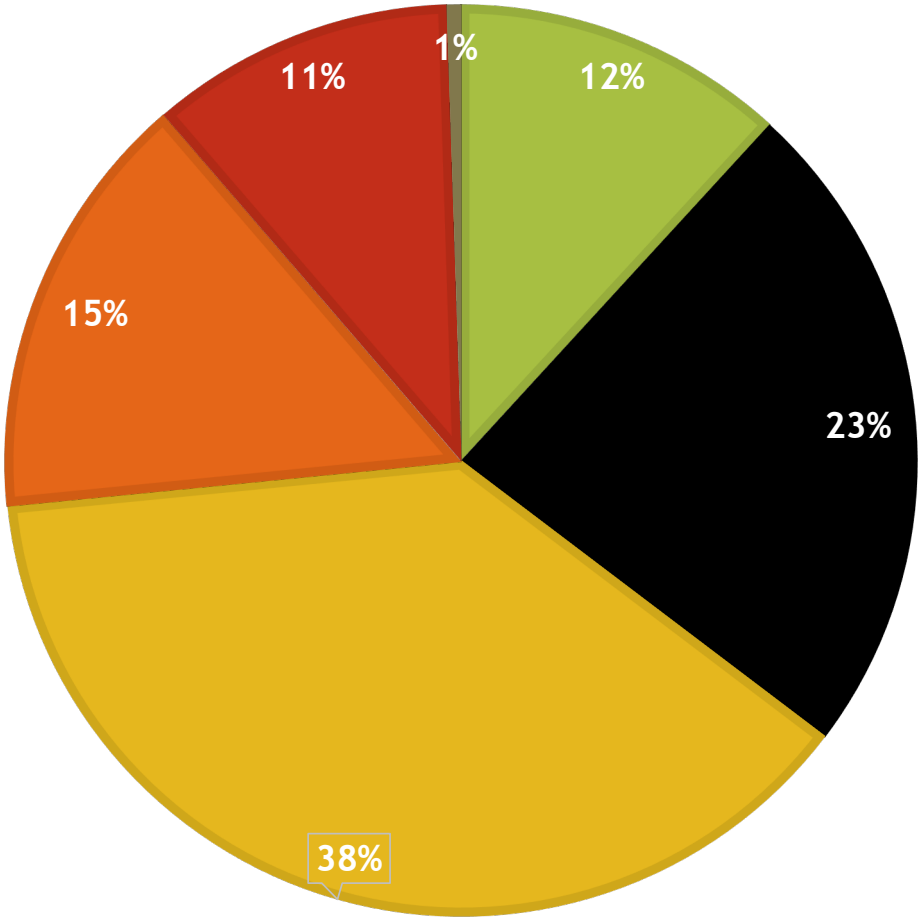
Reconciliation of Opening to Closing Cash – underlying Cash Flow by category



# Network Locations Added FY 17/18

NSW	QLD	Tas
Moree	Emerald	Ross
Narrabri	Longreach	Tunbridge
Gundagai	Winton	
Harden	Barcaldine	
Temora	Blackall - Tambo	
Junee	Richmond	
Galong		

# Distribution of Services Delivered per Network

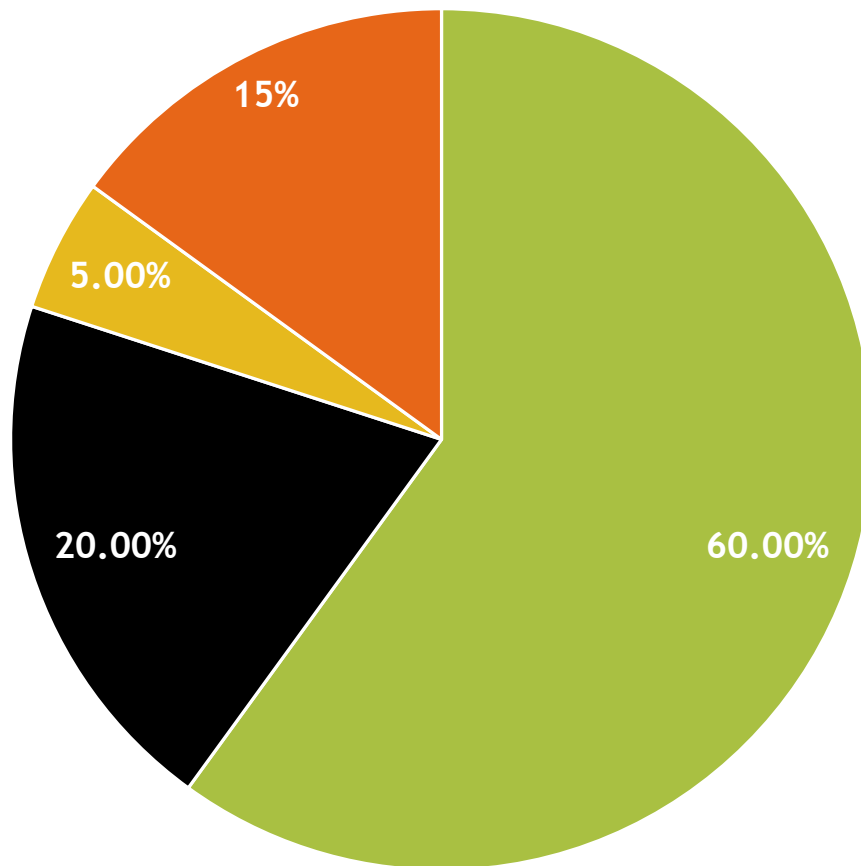


SWW networks now integrated:

- Southern NSW
- Western QLD
- Northern NSW

■ NSW - Northern ■ NSW - Southern ■ QLD - Central ■ QLD - Western ■ QLD Southern ■ Tasmania

## Customers by access products



■ Consumer Access ■ Business Access ■ Telephony ■ Wholesale

### Products offered:

#### Consumer Access (Fixed Wireless)

- Just Wireless 5/2
- Just Wireless 10/5
- Just Wireless 25/10
- Just Wireless 50/20

#### Business Access (Fibre to the Premises)

- Just Business Fibre 10/10
- Just Business Fibre 20 /20
- Just Business Fibre 50 / 50
- Just Business Fibre 100 /100

#### Business Wireless (Fixed Wireless)

- Just Business Wireless 10 /10
- Just Business Wireless 20 /20
- Just Business Wireless 50 /50
- Just Business Wireless 100 / 100

# From here – Our Plan FY 18/19





# FY18/19 - Strategic Aims

Category	Details
Revenue Growth	<ul style="list-style-type: none"><li>• Continue Revenue growth in Residential Sector</li><li>• Introduce tailored business products</li><li>• Commercial rollout of Business satellite products (Non SkyMuster)</li></ul>
Network Growth	<ul style="list-style-type: none"><li>• Establish Operations and Network footprint in Victoria</li><li>• Increase Southern Network Footprint</li><li>• Increase Qld Network Footprint</li><li>• Continued Tower Construction</li></ul>
Technology Upgrades	<ul style="list-style-type: none"><li>• 1Gb/1Gb Business Access Products on Just Wireless</li></ul>

## Contacts

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