



ASX Announcement

27 June 2017

Leading 4G and NBN services offering drives record new customer wins

- Inabox Group company Telcoinbox signs a record 27 new Retail Service Providers (RSPs) in the last 5 months
- Customer demand resulting from Telcoinbox's Telstra Wholesale 4G mobile services and turnkey white labelled NBN services
- Customer wins include:
 - FiftyUp Club: providing Australia's first dedicated mobile service to the over 50s market with over 270,000 registered members
 - Indigenous National Technology & Telecom Network (iNTTN): providing telecommunications and IT services primarily to Australia's Aboriginal and Torres Strait Islander population of close to 700,000 people
 - Commandacom: WA based integrated IT and telco provider focussing on SME and government organisations
- New customer momentum is expected to continue, with Telcoinbox's soon to be released flagship Hosted Voice solution expected to drive further demand

Inabox Group Limited (Inabox or the Company) (ASX:IAB), a national managed IT, cloud and communications provider, is pleased to provide an update on recent new customer wins, with a record 27 new Retail Service Providers (**RSPs**) signed by its 100% owned subsidiary, Telcoinbox, in the last 5 months.

Driving this growth in customers has been Telcoinbox's ability to provide speed to market for new entrants, competitive pricing and access to Telstra Wholesale's 4G offering.

Telcoinbox was the first aggregator to launch Telstra Wholesale 4G as announced in August 2016, giving its customers a ready to sell range of white labelled mobile plans on one of Australia's leading mobile networks.

Additionally, strong interest in the Company's white label turnkey solution for NBN services has further driven customer demand. Telcoinbox Service Providers gain instant access to all 121 NBN Points of Interconnect (POI's) meaning they have access to a national NBN offering on day one.

RSPs signed during the period include existing dealers, established telcos, managed IT service providers and buying groups. Recent customer wins include:

- The FiftyUpClub: a provider of Australia's first mobile and NBN offering to the over 50s demographic. FiftyUpClub is Australia's fastest growing savings club for Australians 50 years and over and currently boasts over 270,000 members.

- iNTTN: Australia's first telco focused on providing indigenous Australians with competitively priced telecommunications and IT services. iNTTN has received overwhelming interest during its recent pilot test and is confident of continued success following its official launch in late June, with the support of Telcoinbox's MVNO (Mobile Virtual Network Operator) and wholesale services model.
- Commandacom: based in WA, and focused on the SME and Government sectors, Commandacom has been providing technology and hardware services for over two decades. The addition of Telcoinbox's mobile and other voice products will allow Commandacom to provide a comprehensive telco offering to its customer base, with increasing customer interest in a single supplier for both telco and IT services continuing to drive Commandacom's success in its local market.

Damian Kay, CEO of Inabox said: "We've made some outstanding progress this year, with demand and interest in our offering at an all time high. It's great to see the investment into our products and services is paying off as we continue to give our RSP customers a market-leading offering. Key within this is the provision of white labelled 4G mobile, a streamlined NBN offering and our simple to configure and manage Hosted Voice solution scheduled for launch shortly. In tandem with our competitive pricing model, this provides a real point of differentiation to our competitors."

Ends.

About Inabox Group Limited

Inabox supplies wholesale ICT (fixed, mobile, data) and cloud products and associated services, including billing and technical and customer support, to retail service providers around Australia through wholesale brands, Telcoinbox, iVox and Neural Networks. Inabox also enables mass-market consumer brands to enter the telecommunications market by leveraging its network and systems capabilities. Inabox provides nationwide managed IT, cloud and hosting services through its Anittel and Hostworks brands.

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