

TOMIZONE LIMITED Australia

Level 32, 101 Miller Street
North Sydney, NSW 2060
P: +61 2 9025-3995

Web: www.tomizone.com

New Zealand

110 Wairau Road
Wairau Valley, Auckland 0627

P: + 64 9 974-3950 W:

E: enquiry@tomizone.com



ASX Release: 24 October 2017

ASX: TOM

Tomizone Launches new IT managed service solutions

- **New TomiTalk VoIP solution will potentially generate up to \$320 per month in additional recurring revenue per new customer**
- **TomiLease IT hardware lease solution will allow clients to bundle their IT infrastructure costs and other managed services, including TomiTalk, onto a single bill**
- **Customers to be migrated to new billing system that will reduce transactional costs, while providing customers with a simpler account management experience**
- **Ironman and Bluesky acquisitions boost monthly recurring revenues to ~ \$350K - \$450K per month, with committed future contracted revenues of ~ \$3.5M**
- **New registered office based in Sydney**

Tomizone Limited (ASX: TOM) ('**Tomizone**', 'the **Company**') is pleased to announce that it has taken a significant step towards realising its growth strategy, as advised in its Entitlement Offer issue documents and recent ASX releases, by launching two new revenue-generating products, introducing a new billing system and overhauling its website.

The new products advance Tomizone's growth strategy of developing new recurring revenue streams by providing a combination of managed hardware, software and WiFi services through a single monthly subscription. This strategy leverages the world-class technology the Company gained through its recent BlueSky and Ironman acquisitions and the accompanying combined base of over 4,000 customers.

TomiTalk is a fully-managed business voice ('Voice over Internet Protocol' or 'VoIP') calling product, which is hosted and managed by Bluesky in its own data centres, with 350 customer accounts already in place. Tomizone will initially introduce this product to its existing WiFi and Ironman customers before further expanding it into new markets.

The TomiTalk solution includes hardware provisioning, network installation and management, and can integrate seamlessly with Tomizone's core Wi-Fi product offer. Based on historical billing data, this new product has the potential to generate up to \$320 per month in recurring revenue per customer, over and above any existing contracted revenues.

Alongside the new VoIP offering, Tomizone is also introducing a new revenue-generating managed services product for IT hardware leases called TomiLease. This solution allows customers to bundle their hardware leases and other managed services, including TomiTalk, onto a single bill.

To underpin these new solutions, Tomizone will migrate its TomiTalk customers onto a new online billing engine that will reduce transactional costs to the Company, while providing customers with a simplified and streamlined account management experience.

The new billing platform will allow Tomizone to rapidly scale new services into revenue and add new services to its current service offering over time. The platform will give the Company the flexibility to manage and bill future fixed-price services, such as electricity and other similar products, on the same bill as its current Voice services.

Tomizone currently has future contracted revenues of ~\$3.5M, with the Company expecting to boost recurring revenues of ~\$350K - \$450K per month, as a direct result of the recent Bluesky and Ironman transactions. This figure will grow as additional new customer contracts are secured.

To further strengthen its recurring revenue base, Tomizone is now actively encouraging its customers to enter into longer term (36 – 48 month) contracts.

Tomizone Chairman Ian Bailey said: “The introduction of the new TomiTalk and TomiLease solutions clearly demonstrate that Tomizone is making rapid progress in executing on its growth strategy. We will grow our revenue base by cross-selling these two new IT managed services solutions to both new customers, and our existing customer base.

“Our new online billing solution is a vital step towards achieving our vision of growing our revenue base by becoming a trusted one-stop provider for managed IT services. It gives us the infrastructure we need to offer our clients managed hardware, software and WiFi services on a single bill.

“We are delighted by the exceptionally strong progress we have made in growing our sales and revenues through our successful Ironman and Bluesky acquisition, and will achieve further growth by extending our sales pipeline, cross-selling additional products to our existing clients, and securing new contracts.”

Tomizone continues to look for value accretive transactions that will increase the customer base, increase revenues and allow the company to expand its managed services business.

As part of the overall plan and as announced on 24 October 2017, the Company has moved its registered head office to North Sydney.

For further information, please contact:

Ian Bailey
Chairman
ian.bailey@tomizone.com
+64 21 664-941

About Tomizone

Tomizone is a managed services provider of products and services, including Wi-fi based connectivity, analytics and location based services and software, IT technology, telephony, wifi enabled CCTV, and security systems to enterprises, retailers, brands and public venues. The company’s strategy is to provide its customers with an increasing range of products and services that add value to Tomizone’s customer and enable them to enhance their customers experience, with those services provided on a monthly recurring revenue

For further information, please visit www.tomizone.com