

Wednesday, 14 September 2016

Swift wins multiple new contracts across Australia ASX: SW1

Highlights:

- Swift Networks wins contracts to provide entertainment and connectivity at facilities in Queensland, Western Australia and the Northern Territory covering more than 1,600 rooms.
- Swift deepens relationship with Rio Tinto and also expands into new accommodation developments with the provision of data management and digital entertainment services.

Perth, Australia — Leading digital entertainment and communications service provider Swift Networks Group Limited (ASX:SW1, "Swift" or the "Company") is pleased to announce that it has won new contracts to deploy elements of its award-winning hospitality solution to new and existing clients operating in multiple sectors across Australia.

This new client activity builds on a sustained period of growth for Swift during which it has also bolstered its content offering by securing the rights to distribute Optus' Premier League coverage.

Hail Creek

Following Swift's recent success in securing a multi-year contract to support communication and entertainment services for Rio Tinto Ltd (ASX: RIO) at Jerriwah Village (announced 28 July 2016), the Company is pleased to confirm that it has expanded its relationship with Rio Tinto to cover more than 1,000 new rooms at Rio's Hail Creek mine, 120 kilometres southwest of Mackay in Queensland.

The agreement covers the management and support of internet services to ensure users receive a superior internet experience. Swift's deliverables include the installation of equipment onsite and 36 months of ongoing services.



Rio Tinto's Hail Creek facility. Source: Google Earth

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Brockman 2

Swift has also been awarded a contract to support Rio's Brockman 2 village. This site includes more than 600 rooms housing workers at Rio Tinto's Pilbara iron ore operations.

Swift Networks will provide ongoing remote management, monitoring and support of Brockman 2's TV systems for a minimum 12-month term.

Delamere Range

NT Link Pty Ltd has engaged Swift to support their contracted expansion and upgrade works at Delamere Range, a government facility south of Katherine in the Northern Territory.

Swift will provide TV and Wi-Fi services to an accommodation development covering an initial 36 rooms. The contract has the potential to extend to 212 rooms over the next 24 months.

"Taken together, Swift's contract wins at Hail Creek, Brockman 2 and Delamere Range represent a further boost to the Company's recurring revenue streams, which represented 93% of total revenues for the last financial year. We look forward to providing our investors with further evidence of our continued commitment to the resources sector in addition to further advances into the hospitality, lifestyle village and aged care sectors." said Swift Networks Chief Executive Officer, Xavier Kris.

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About Swift Networks Group Limited

Swift Networks Group Limited (ASX: SW1) is a diversified telecommunications and digital entertainment business providing fully integrated solutions for the Resources, Hospitality, Lifestyle Village and Aged Care sectors.

The company's services include free-to-air television, pay television, telecommunications, Internet, data, wireless networks and streaming video on demand with content from some of Hollywood's largest studios.

With a blue-chip client base of household names, Swift Networks provides its services to tens of thousands of rooms with distribution capability throughout the Asia Pacific region.

Key Company Facts

- FY16 reviewed revenue of \$14.42 million
- More than 29,000 room installations with 93% of revenue recurring in nature
- Subscriber (room) growth of more than 37% from June 2015 to June 2016
- Contract retention rate of 97% with customers and partners including Telstra, BHP Billiton, National Lifestyle Villages, Foxtel, Optus, Bechtel and Alcatel-Lucent
- Excellent contract win ratio with a 91% tender success rate
- Winner of the Australian Hotels Association (AHA)'s "Best New Hospitality Product" Award, 2016

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