



31 August 2021

## Total Contract Value Increased 50% Early in Q1

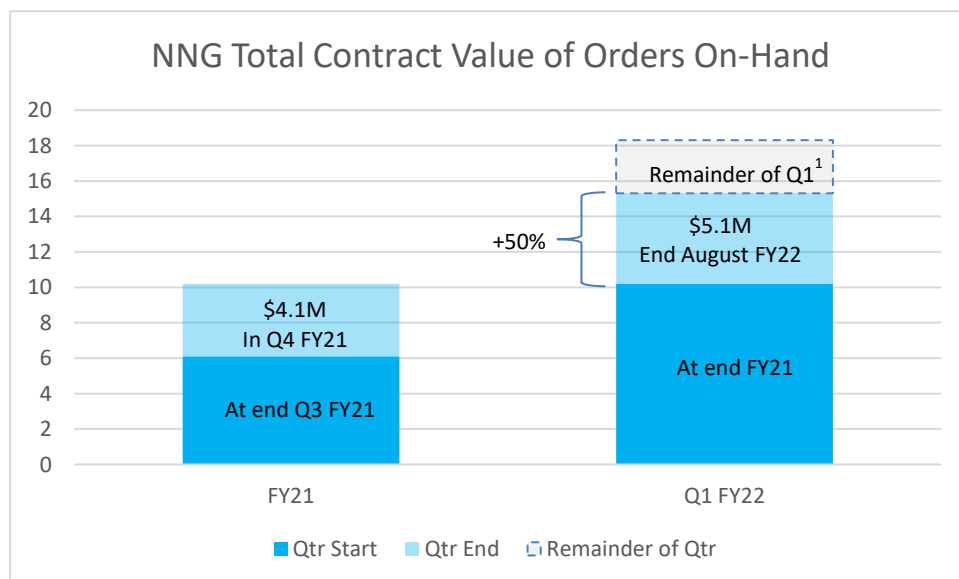
NEXION Group Ltd (ASX:NNG), an emerging global provider of enterprise Hybrid Cloud and SD-WAN solutions is pleased to announce a strong start to FY22.

### Highlights

- NEXION Group won new business with a total contract value of \$5.1M in the first two months of FY22.
- Four significant contracts now signed with IBM in the past 12 months.
- New Cyber Security Managed Services revenue added with Clough, a wholly-owned subsidiary of Murray & Roberts.
- New products introduced to IBM’s end-users include NEXION OneCloud Storage as a Service.
- First major international communications services from the Perth Aryaka SD-WAN deployed.

NEXION extends TCV by \$5.1 million, with additional services adopted by IBM and Enterprise Customers

NEXION Group company (ASX: NNG) has signed additional multi-million-dollar service contracts with IBM Australia Ltd (IBM) (NYSE: IBM) to add additional NEXION products to those consumed at present, including NEXION OneCloud Infrastructure as a Service (IaaS), on-site support and additional Managed Services for projects in Western Australia. The 60-month contract extends on current IBM solutions in the NEXION W1 Data Centre and is the fourth significant contract NEXION has signed with IBM in the last 12 months. These plus additional business at Clough and others increases the net new total contract value (TCV) of work on-hand by \$5.1M to circa \$15M up from \$10.2M at the end of FY21.



**Note: 1.** Additional contracts for the remainder of the quarter are anticipated but are yet to be qualified and quantified. “Remainder of Q1” segment is not an estimate or forecast for the actual full-quarter number.

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NEXION also delivered a large intercontinental data link from Perth to Calgary in Canada to support one of IBM's Perth-based customers. The combination of NEXION's OneCloud services and Aryaka SD-WAN to an IBM customer provides a reference site for future IBM projects where cost-effective international data communication services are an essential part of the product mix.

NEXION Chief Executive Officer, Paul Glass said *"We are forging our global marketplace with these recent additional contracts for IBM and Clough. NEXION is becoming a serious contender in Enterprise Managed ICT and Cloud services. Global SDWAN and globally connected Hybrid Cloud is one of the fastest growing segments of the information technology industry today and NEXION is proud to be a serious contender with our global cloud, security, networking, and data centre product-set"*

These new contracts will have NEXION deliver a range of products and services beginning in September. They are for varying terms up to 60 months and include termination rights by either party with at least 30-day's notice. The individual contracts are not deemed material on their own, but the combined effect is material.

This announcement has been authorized by the Board of NEXION Group Ltd.

#### **About NEXION Group Ltd**

NEXION is an enterprise ICT solutions provider forging its own position in the local and global *Technology as a Service* market. The Company offers Private Cloud infrastructure integrated with Public Cloud services to form the NEXION Hybrid Cloud solution it calls OneCloud. NEXION is an information technology service provider that offers compute and data storage equipment as a service, that it integrates with Public Cloud and network services to form a connected Hybrid Cloud. NEXION hosts OneCloud Nodes in its own and third-party data centre in Perth and in other cities and offer integrated technology solutions on term contracts up to 60-months. NEXION provides project management services to migrate customers to its Hybrid Cloud platform as well as associated equipment and support services for additional fees. The Company also provides local and global SD-WAN to connect customer premises and equipment to its Hybrid Cloud.

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