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## NEXION Adds New AI Revenue Opportunities with IBM's Software and Fuseforward.

NEXION Group Ltd (NEXION) (ASX: NNG) has extended its relationship with IBM Australia Ltd (**IBM**) with a IBM Silver Business Partner Agreement to become a Business Partner selling IBM's software solutions including the Artificial Intelligence (**AI**) platform, Watson and their Sustainability Suite incorporating Asset Management and ESG reporting.

NEXION has formed an alliance with Fuseforward Cloud Services Ltd (**Fuseforward**) in Vancouver to source the specialist skills required to accelerate adoption of this product combination and will promote IBM Software services in Australia under the Fuseforward Australia brand.

### Highlights

- **NEXION's expanded relationship with IBM paves the way to faster revenue growth and higher margins with a specific focus on AI and ESG in asset-intensive industries including mining and Energy.**
- **Artificial Intelligence (AI) and Machine Learning (ML) capacity and capability will be delivered using the industry -proven IBM Watson platform.**
- **Environmental, Social, and Governance (ESG) solutions for data collection, analysis and reporting will be delivered using the IBM Envizi Software as a Service (SaaS) suite.**
- **Asset monitoring, management, maintenance and optimization will be delivered using IBM's Maximo, MRO and TRIRIGA software solutions.**
- **The FuseCommand suite and expertise from Fuseforward ([www.fuseforward.com](http://www.fuseforward.com)), including advanced digital twin technology will underpin IBM Software projects delivered by NEXION Group.**

IBM has been applying Watson's AI and ML capability to enterprise optimisation problems for many years and has experienced a resurgence of interest with the latest focus on natural language interfaces to Large Language Models (LLM) in recent months. NEXION is actively bidding for new projects in Western Australia's mining and energy sectors that leverage IBM's proven capability to optimise business operations with Watson using AI and ML techniques.

A key sector focus for NEXION will be ESG. Environmental monitoring solutions have enterprise assets at their core. Investor pressure, reputational risk, government legislation, and the introduction of Environmental, Social, and Governance (ESG) reporting frameworks have paved the way for organizations to drive sustainability initiatives and set decarbonisation goals. According to an IBM Institute for Business Value (IBV) study, 51% of Chief Executive Officers (CEOs) now rank sustainability as their greatest organisational challenge. NEXION is responding to this demand by developing its capability to deliver systems that gather, store, analyse and present the data necessary for enterprises to meet demanding ESG reporting requirements.

The combination of IBM's foundational enterprise asset management software, the Watson AI platform, Fuseforward's data orchestration tools and NEXION's ability to manage the complex hybrid cloud hosting environments needed to operate these solutions, brings a new skill-set to industry in Western Australia. This new branch of NEXION's business adds capability to design, deliver and operate

intelligent enterprise asset management solutions under one roof, forming a vertically integrated specialist organisation.

**Executive Chairman and Interim Group CEO Peter Christie said:**

*“NEXION values the close relationship developed with IBM over the past few years and this new addition to our relationship builds on that foundation. Delivering enterprise-scale software and related services opens new opportunities for NEXION to win larger projects with higher gross margins than our traditional infrastructure product suite delivers.”*

Christie continued, *“Software for Enterprise Asset Management is an area of expertise that’s highly sought after in Western Australian, given the concentration of large-scale mining and energy operations in our region. IBM’s software is embedded in the operations of our largest asset operators, presenting an immediate opportunity for NEXION to engage in new projects, especially related to ESG.”*

**About NEXION Group Ltd**

NEXION provides a vertically integrated capability to design, build and operate Enterprise Asset Management solutions using the latest Artificial Intelligence, Machine Learning and Digital Twin technologies. NEXION integrates software, compute, storage, network and cyber security to deliver reliable and robust hybrid-cloud systems.

**IBM Silver Partner**

The IBM Silver Business Partner Agreement allows NEXION to resell IBM software products and receive reseller discounts as determined by IBM on a deal-by-deal basis. The agreement does not have an initial contract value associated with it or a set term. NEXION is obliged to maintain a level of expertise and knowledge of the IBM software products included in the scope of this agreement. The agreement can be terminated by either party with 90 days notice.

**About Fuseforward**

Fuseforward has 25 years of experience in the implementation of innovative solutions for complex asset-heavy critical industries and public sector clients. Fuseforward provides enterprise asset managers with insights from facility, asset and workforce data through an intelligent, data-driven, AI/ML-based, real-time facility performance and analytics platform called FuseCommand. FuseCommand provides a single-pane command center view of complex multi-facility asset and workforce data using a digital twin interface that enables monitoring, situational analysis, forecasting and predictions, helping managers, operators, and planners to optimize operations and asset management.

**Fuseforward and NEXION**

The agreement between Fuseforward and NEXION has no fixed term and no initial consideration or ongoing financial commitment. NEXION and Fuseforward have agreed to work in partnership under commercial terms set on a project-by-project basis. NEXION has an exclusive right to market and implement the FuseCommand products in Australia and New Zealand.

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

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