

ASX Release: Hubify (HFY)
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Hubify Adds \$3.1m in Total Contract Revenue across 3 customer wins – Harris Farm, Point Parking & Grosvenor Engineering

- Harris Farm, a customer of Hubify for the last 4 years, has committed to a new security upgrade across 26 stores with one off project management revenue to Hubify of \$0.5m. This is in addition to Hubify's ongoing program to support Harris Farm with every new store roll as part of their stated \$300m capital expansion plan.
- Hubify has new commitments from Point Parking to provide connectivity and managed services including cyber security to 92 car parks with contract value of \$1.74m over 5 years (\$0.348m in annualised recurring revenue).
- Hubify has new commitments from Grosvenor Engineering to provide connectivity to 21 branches and an MS Teams voice solution to 120 staff with a contract value of \$0.85m (\$0.55m in annualised recurring revenue). This is in addition to the mobility solution Hubify has supplied for Grosvenor's team of 800+ employees and IOT devices.
- Total contract value of these 2H FY22 contract wins of \$3.1m including \$0.9m in annualised recurring revenue to commence in the coming 90 days.

Hubify Limited (ASX: HFY) ("Hubify", or the "Company"), a leading provider of Telco and IT/ Managed Services to Australian businesses, today announced 3 key customer wins in 2H FY22 that contribute an additional \$3.1m of total contract revenue including \$0.9m of annualised recurring revenue to commence in the next 90 days.

Harris Farm

Harris Farm one of Australia's leading grocery retailers, with 26 stores, and a stated \$300m capital expansion plan has been a Hubify customer for 4 years. Initially Harris Farm were looking for an agile IT partner that was able to offer flexible support to aid their Australian expansion. Hubify provides management of Harris Farm's mobile fleet along with IT managed and professional services to the growing number of stores. This latest solution and upgrade, provides Harris Farm an enterprise grade loss prevention solution that will be deployed across the existing 26 stores in FY22. In addition, Hubify's project revenue will continue to grow to the tune of approximately \$150,000 for every new store opening in Harris Farm's planned store expansion plan.



Point Parking

Point Parking is one of Australia's newest and fastest growing parking management companies. Through an existing customer relationship for over 4 years with Point Parking's management, Hubify were called on to provide a complete connectivity solution and managed service for the company's 92 car parks. The new solution includes connectivity to all car parks including managed firewalls to ensure the car parks are always online and all data is secure.

Grosvenor Engineering

Grosvenor Engineering is a trusted building services partner to leading property portfolios across ANZ, servicing over 19,000 properties with over 1.4m technical assets under management. Grosvenor were seeking a partner to provide solutions for their Mobility & Voice needs. Hubify created a bespoke solution that included Mobile Device Management, Fleet Spending, and Mobile Contract re-negotiation with ongoing support which has already been fully deployed. This new contract is for the supply of connectivity to Grosvenor's 21 branches and includes managed services, Microsoft licensing and a voice solution utilising Hubify's new MS Teams product.

Hubify Limited CEO Victor Tsaccounis said:

"We are pleased to be supporting these abovementioned enterprise customers with their Telco and IT solutions. These are all great examples of Hubify leveraging our full suite of products and services across Telco and IT. We continue to build long lasting relationships with our enterprise customers as their trusted Telco and IT partner. We are working through our solid sales pipeline of growing companies, utilising our sales expertise along with our unique selling propositions, including our 24/7 support and our one-stop-shop to support Australian businesses. I look forward to updating the market on more organic growth wins along with acquisitive growth as we work through our pipeline of Managed Services and Telco acquisition targets."

**This announcement is authorised for release to the market by Hubify
Chief Executive Officer, Victor Tsaccounis.**

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