

ASX ANNOUNCEMENT

14 January 2016

**Norwood Granted First Australian Patent Covering
Core Communication Technology**

Highlights:

- Norwood receives first patent covering core technology systems used in the Company's **CORONA** platform, following an application made in July 2011.
- This patented platform delivers a unique automated and seamless connection between the office, clients, fellow colleagues and their personal mobile to travelling business users in the US\$30 billion business voice roaming market.
- This patent provides protection within Australia for Norwood's unique ability to **automatically** configure pre-existing business telephone networks to integrate with Norwood's products, without the previously required **manual** configuration steps.
- Four other patents filed across 2012, 2013 and 2015 covering other aspects of Norwood's technology are progressing towards grant.

"Sharing Economy" telecommunications pioneer Norwood Systems Ltd ("Norwood" or "the Company") (ASX: NOR) is pleased to announce it has been granted a twenty-year patent (number 2012283687) by the Commissioner of Patents in Australia covering Norwood's unique technology for configuring business communication systems. Parallel patent applications covering the same innovation in other jurisdictions have been filed through the World Intellectual Property Organisation (WIPO) pursuant to the Patent Cooperation Treaty.

Significantly, the patent protects the core technology developed by Norwood since 2011 that enables the automatic configuration of business networks to support Norwood's advanced communications products, such as **CORONA**. By using Norwood's technology, businesses gain seamless connectivity inside and outside the office, with employees able to roam between their corporate phone systems and public networks, without the need for changes to the organisation's existing telephony plan. This is particularly valuable for travelling business users, which is a market estimated at by US\$30 billion by Juniper Research.

Norwood Systems' CEO and Founder, Paul Ostergaard, commented:

"I am delighted that Norwood Systems has now been officially granted the first of what I hope will be many patents to come covering our unique communication technology. This patent in particular covers the underlying core to both our existing and planned business products, which is our unique ability to make changes to existing business networks automatically on the fly, bypassing the previous lengthy and error prone manual methods used to configure these networks.

The automatic changes we can make to business networks allow us to deliver our seamless mobile roaming experience for business travellers alongside our future planned services, opening the doors to a very large corporate market opportunity. This also shows that a truly innovative technology with an immediate international market of potential buyers can be developed and sold from Australia."

CORONA is an award-winning, enterprise-class cloud services platform that integrates employees' smartphones securely and seamlessly with an organisation's existing Unified Communication networks, independent of their location. **CORONA** provides a seamless, high-quality way for employees to make international calls when travelling overseas. The platform provides an alternative to low-quality VoIP calling and more expensive international roaming, lessening the need for travellers to carry multiple phones or SIMs

Norwood is currently working on further improvements to the **CORONA** offering, streamlining corporate deployment processes, and expanding the potential for cost savings. These enhancements are designed to accelerate deployments and sales pipeline conversions for **CORONA** in the near term.

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Background

Individual travellers, businesses and governments globally are incurring significant international call roaming charges. Informa Telecom estimates that mobile operators today bill more than US\$55 billion annually in roaming charges*, which is forecast to grow to more than \$80 billion by 2018 (source: *Juniper Research report on the Mobile Roaming Market, 2014*).

Norwood Systems' patented and patents-pending cloud service platforms integrate the international fixed phone network with short-haul Voice over Internet Protocol (VoIP) technologies to optimise roaming business travellers' telephony experiences.

Australian businesses and individual business travellers are using Norwood's services today on multiple continents. The Company has built up a significant pipeline of prospects, including global players in the areas of aviation, professional services, banking, telecommunications, engineering and legal services.

About Norwood Systems

Norwood Systems Ltd (ASX: **NOR**) is revolutionizing the 'Sharing Economy' delivery of high-quality telecommunications services for individual business travellers and organisations on a worldwide basis. The Company listed on the ASX on 16 June 2015.

Norwood Systems was founded in 2011 to develop and supply the best possible global mobility and roaming solutions using Over-The-Top (OTT) technologies. The Company's breakthrough offerings, **CORONA™** and **World Phone™**, deliver the world's most advanced international fixed-line roaming solutions addressing a broad spectrum of customers, from individual business travellers all the way through to large enterprise and government clients.

CORONA is an award-winning, enterprise-class cloud services platform that integrates compatible mobile devices securely and seamlessly with the organisation's existing Unified Communication or PBX networks, independent of their location.

World Phone is an award-winning, revolutionary communications App, delivering effortless 'Sharing economy' consumer access to leading fixed-line network service providers around the world, providing unparalleled local access to high-quality voice networks in more than 90 countries.



World Phone™