

ASX ANNOUNCEMENT

Norwood Systems Signs OpenSpan Paid Pilot Trial Agreement with a major UK Telecommunications Provider

17 June 2026

Norwood Systems Ltd (ASX: NOR) (“Norwood” or “Company”) is pleased to announce that it has executed a paid pilot trial agreement (“Trial Agreement”) for Norwood’s OpenSpan™ AI Services Orchestration Platform and Norwood’s leading edge CogVoice™ AI Voice applications with a major UK telecommunications provider (“telco”).

- Norwood has executed a paid pilot trial agreement with a major UK telecommunications provider for its OpenSpan™ platform and selected CogVoice™ AI Voice applications.
- The pilot is intended to demonstrate selected AI-enabled voice service capabilities, including inbound call handling, known/unknown caller handling, call routing, appointment scheduling, provisioning workflows, reporting and unit-economics analysis.
- The pilot is expected to commence in the second half of June 2026 and run until mid-September 2026, unless otherwise agreed by the parties.
- Total pilot fees are £150,000 exclusive of VAT, approximately A\$285,000 at current exchange rates, payable in instalments upon contract commencement and further milestones completed over the pilot period.

Under the Trial Agreement, Norwood will provide a pilot deployment of its **OpenSpan AI Services Orchestration Platform** as a network-facing orchestration layer, together with selected **CogVoice AI Voice applications** to demonstrate initial service use cases. The pilot is intended to demonstrate selected AI-enabled voice service capabilities, including inbound call handling, known/unknown caller handling using CLI/DDI and customer-provided datasets, call routing, appointment scheduling, provisioning workflows, administrative controls, reporting and unit-economics analysis.

The pilot is expected to commence in the second half of June 2026 and run until mid-September 2026, unless otherwise agreed by the parties. The total fees for the pilot are £150,000 exclusive of VAT, approximately A\$285,000 at current exchange rates, payable in instalments upon contract commencement and upon further milestones completed over the pilot period. Revenue recognition will be subject to achievement of the relevant milestones and Norwood’s applicable accounting policies.

The pilot environment is expected to be hosted on Microsoft Azure infrastructure. Norwood has previously announced its **Strategic Microsoft Azure OpenAI Service Integration Initiative** (see announcement on 19 June 2024), and subsequently the launch of the OpenSpan platform (see ASX announcement on 17 December 2024).

OpenSpan is designed to provide a network-facing AI services orchestration layer for telecommunications providers, connecting a provider’s voice network and associated operational

interfaces with cloud-based AI, speech and application services, including Norwood's CogVoice applications where selected by the provider. The current pilot is intended to further validate OpenSpan's operation in a UK telecommunications environment while hosted in the telecommunications provider's UK Azure tenant.

Commenting on the agreement, **Paul Ostergaard, CEO and Founder of Norwood Systems**, said:

"This paid pilot provides Norwood with an important opportunity to demonstrate OpenSpan as a network-facing AI services orchestration layer in a major UK telecommunications environment, together with selected CogVoice AI applications and interface integrations.

"The pilot is structured to test integration with the provider's voice network, provisioning, UK-hosted deployment, operational controls, call handling, scheduling workflows and the unit economics required for a potential AI voice service launch. This agreement represents a significant step in validating OpenSpan and CogVoice with a major UK telecommunications provider."

The Trial Agreement is for a pilot. It does not commit the customer to proceed to a production deployment or enter into any further commercial agreement. Any future production deployment would be subject to further technical, commercial, security, procurement and contractual approvals. The Trial Agreement includes termination clauses customary for agreements of this nature.

Norwood does not consider the identity of the customer, of itself, to be information that a reasonable person would expect to have a material effect on the price or value of Norwood's securities. Norwood considers this announcement contains all material information relevant to assessing the impact of the Trial Agreement on the price or value of Norwood's securities and is not misleading by omission. The customer is a major UK telecommunications provider with an established enterprise, SME and voice services business.

This announcement has been authorised for release by the Board of Norwood Systems Ltd.

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About Norwood Systems

Norwood Systems Ltd (ASX: NOR) develops AI-enabled voice communication platforms and applications for communications service providers and enterprise markets around the world. Norwood's OpenSpan platform is designed to support AI voice services integrated with telecommunications networks and cloud infrastructure.