Nera Telecommunications Ltd

Co. Reg. No.197802690R
19 Tai Seng Avenue, #06-01, Singapore 534054
Tel: (65) 6233 2433 | Fax: (65) 6233 2466
Website: www.nera.net

NEWS RELEASE

NeraTel Grows Order Intake 61.1% to $42.7 Million in 1Q 2024, Records Revenue of $22.3 Million

- *Order intake for 1Q2024 grew 61.1% to $42.7 million from $26.5 million a year ago*
- *1Q2024 revenue declined to $22.3 million from $40.3 million in 1Q2023, mainly due to lower contributions from GTU and SP business sectors, partially offset by higher contribution from the ENT sector*
- *Gross profit margin increased to 21.8% in 1Q2024, compared to 21.2% in 1Q2023.*
- *Operating environment remains challenging, amid volatile economic conditions, heightened geopolitical tensions, and higher operating costs*

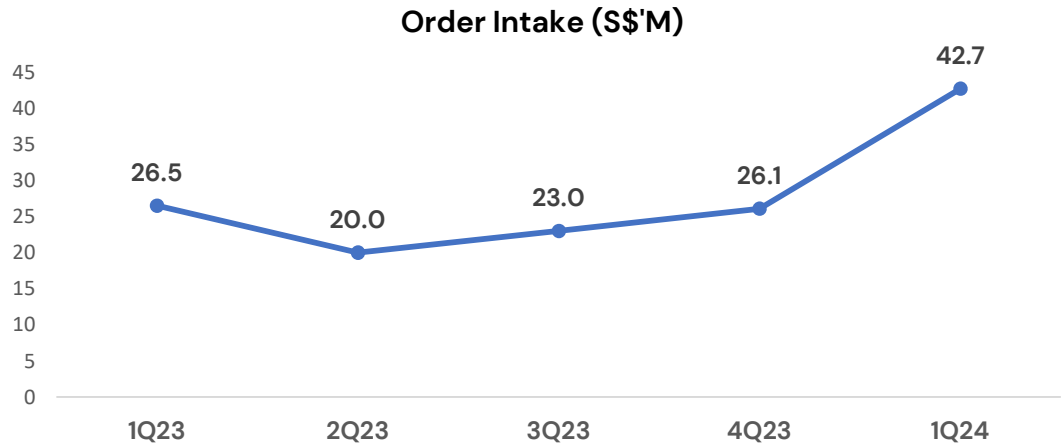
SINGAPORE, 2 May 2024 – Despite a challenging operating landscape, SGX-listed communications and network solutions provider **Nera Telecommunications Ltd** ("NeraTel", 挪拉电讯, or the "Group") said today its order intake for the three months ended 31 March 2024 ("1Q2024") grew 61.1% as it continued to pursue higher-value projects as part of its transformation.

Order Intake by Customer Sector

$(million)	Q1 2024	Q1 2023	(%)
Total Order Intake	**42.7**	**26.5**	**61.1**
Government, Transport and Utilities ("**GTU**")	13.2	4.4	200.0
Service Provider ("**SP**")	24.4	19.0	28.4
Enterprise ("**ENT**")	5.1	3.1	64.5

Nera Telecommunications Ltd

Co. Reg. No.197802690R
19 Tai Seng Avenue, #06-01, Singapore 534054
Tel: (65) 6233 2433 | Fax: (65) 6233 2466
Website: www.nera.net



Fresh projects secured across all three business segments propelled overall order intake to increase to $42.7 million in 1Q2024 from $26.5 million in 1Q2023.

The Government, Transport and Utilities ("GTU") sector recorded the highest growth, with order intake more than tripling to $13.2 million from $4.4 million. The Service Provider ("SP") and Enterprise ("ENT") sectors rose 28.4% and 64.5%, respectively, to $24.4 million and $5.1 million, respectively.

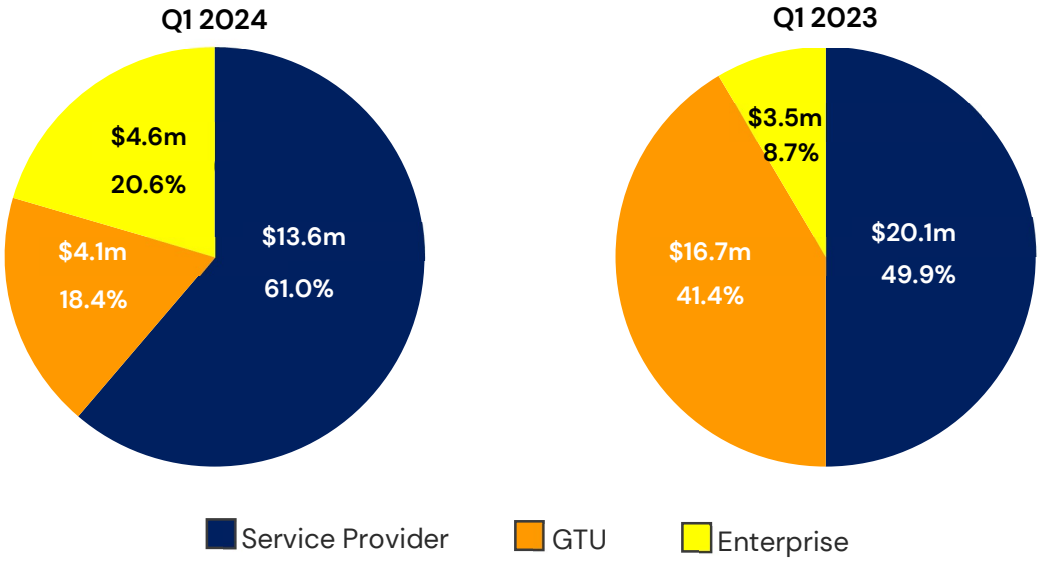
NeraTel secured two strategic projects in 1Q2024. The first, valued at $10 million, was secured in January 2024 for a leading Southeast Asian service provider's digital economy operations; the second involved being part of a consortium that secured a $20 million project in February 2024 to revamp Singapore's bus ticketing depot system.

Nera Telecommunications Ltd

Co. Reg. No.197802690R
19 Tai Seng Avenue, #06-01, Singapore 534054
Tel: (65) 6233 2433 | Fax: (65) 6233 2466
Website: www.nera.net

Revenue Contribution by Customer Sector

$(million)	Q1 2024	Q1 2023	% Change
Group Revenue	**22.3**	**40.3**	**(44.7)**
Government, Transport and Utilities ("**GTU**")	4.1	16.7	(75.4)
Service Provider ("**SP**")	13.6	20.1	(32.3)
Enterprise ("**ENT**")	4.6	3.5	31.4



1Q2024 revenue declined 44.7% to $22.3 million from $40.3 million a year ago, mainly due to lower contributions from the GTU and SP sectors. The decline was partially offset by higher contributions from the ENT sector, which rose 31.4% to $4.6 million in 1Q2024 from $3.5 million in 1Q2023.

For 1Q2024, revenue contributions from Network Infrastructure ("NI") and Wireless Infrastructure Network ("WIN") solutions declined 45.0% and 42.0%, respectively, to $19.4 million (1Q2023: $35.3 million) and $2.9 million (1Q2023: $5.0 million), respectively. Apart from Thailand, the Group recorded lower revenue in 1Q2024. Lower order intake and order backlog brought forward into FY2024 were the key contributing factors for the decline.

Co. Reg. No.197802690R
19 Tai Seng Avenue, #06-01, Singapore 534054
Tel: (65) 6233 2433 | Fax: (65) 6233 2466
Website: www.nera.net

In line with revenue, 1Q2024 gross profit declined 42.4% to $4.9 million from $8.5 million in 1Q2023. Gross profit margin increased to 21.8% in 1Q2024, compared to 21.2% in 1Q 2023.

On the outlook, the Group is focused on executing its corporate strategies, which include extending its service portfolio to offer new services such as Cybersecurity, Enterprise Service Management and Artificial Intelligence-enabled solutions, and diversifying its customer base into the logistics, transportation, Oil & Gas, utilities, and financial services industries.

That said, the Group remains cautious of headwinds in the operating environment, such as volatile economic conditions, heightened geopolitical tensions, and higher operating costs due to inflationary pressures.

Chief Executive Officer Mr Chong Hoi Ming (莊海明) ("Mr Chong") said, "The Group navigated a challenging quarter, recording a robust growth in order intake, despite a decline in revenue. The higher order intake underscores our strategy to develop a pipeline of high-quality projects that minimise collection risks and enhance cash flow."

Nera Telecommunications Ltd

Co. Reg. No.197802690R
19 Tai Seng Avenue, #06-01, Singapore 534054
Tel: (65) 6233 2433 | Fax: (65) 6233 2466
Website: www.nera.net

About Nera Telecommunications Ltd

Nera Telecommunications Ltd ("NeraTel") is a leading Communications and Network Solutions Provider with an established track record delivering full suite turnkey network and wireless solutions.

Incorporated in October 1978 and listed on the SGX Mainboard since July 1999, the company counts among its 1,000 employees worldwide, some of the most highly certified teams of engineers with expertise in Network Infrastructure, Wireless Network Infrastructure, Cybersecurity, as well as Support and Managed Services to serve its strong customer base from a wide range of industries including telecommunications, enterprises, government organisations, transport and utilities, amongst others.

Headquartered in Singapore, NeraTel has a diversified geographical presence in over 16 countries across Asia-Pacific, Europe, Middle East and Africa.

For more information, please visit our website: http://www.nera.net/

Investor Relations contact:
WeR1 Consultants Pte Ltd
1 Raffles Place #02-01
One Raffles Place Mall, Suite 332
Singapore 048616
Tel: (65) 6721 7161
Isaac Tang, neratel@wer1.net