

7 September 2017

ASX Announcement / Media Release

## Connected IO Deepens Relationship with Top Supplier to Worldwide Commercial Vehicle Market- Targeting \$8.8B Security Space

### HIGHLIGHTS

- **Connected IO deepens relationship with Rosco Systems, one of the largest suppliers of video systems to the worldwide commercial vehicle market: Freightliner, AM General, Navistar, Paccar, Mack, Oshkosh, Fed Ex, UPS, USPS and many others.**
- **Rosco joins forces with CIO and Verizon to maximize the growing opportunity for mobile video and safety applications in the \$8.8B Security space (9.2% CAGR).**
- **Rosco has purchased thousands of Connected IO modems for use in vehicles throughout North America, and has committed to collaborating with CIO to target an addressable global market of millions of vehicles.**
- **Referred to CIO by Verizon, Rosco is yet another example of the value of CIO's expanded partnership with Verizon, announced on February 8<sup>th</sup>, 2017.**

The Board of Connected IO Limited ("CIO") is pleased to advise that Rosco Vision Systems, ("Rosco") a Verizon referred partner, has committed to deepening its relationship with CIO by integrating CIO's cloud based device management software and collaborating with CIO on global expansion. Rosco, founded in 1907, is a leader in the space and a trusted vertical partner and high volume customer of CIO, which opens the door to an addressable market of millions of vehicles in North America and around the world.

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### PROJECT

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Provide dependable cellular connectivity and cloud management to in vehicle video applications for safety, fleet management, and driver training

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### CHALLENGE: PROVIDE SECURE, DEPENDABLE CELLULAR CONNECTIVITY FOR MISSION CRITICAL MOBILE VIDEO APPLICATIONS

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Rosco Systems engineers and manufactures visual safety systems for all types of commercial fleet vehicles, and is the largest supplier of its kind in North America

In order to address the challenges that today's drivers face out on the open road, and help fleet managers run a more efficient operation that is fully compliant with all regulations and legislation, Rosco requires a dependable, cloud managed 4GLTE solution that can withstand the environment inside emergency vehicles, buses, taxis, fleet vehicles, and an ever widening variety of mobile applications.

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### SOLUTION: MACHINE CONNECT EM1000 MODEM

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**Modem:** Affordable, Rugged, EM1000 4GLTE dual-band modem with fallback to 3G/2G

**Result:** Connected IO's EM1000 provides Rosco with the dependable, manageable connectivity that their customers require - throughout North America and around the world

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## Gary Balsam, Director of Corporate Development for Rosco Vision Systems

"We selected ConnectedIO based upon extensive testing of sending large video files on demand across North America. After installation of 1000's of units so far, we find the devices to be robust, highly reliable and easy to implement. Our service is growing rapidly along with the general market involving GPS tracking and video-streaming from commercial vehicles."

CIO CEO Yakov Temov said "We are excited to further our relationship with Rosco, who has been a valued customer and a strong advocate of ConnectedIO, with thousands of devices deployed to date. Rosco's long history of innovation and successful relationships with some of the largest OEMs in the commercial vehicle industry, creates an opportunity for CIO to rapidly achieve significant penetration into an addressable market of millions of vehicles and a segment of an \$8.8B vertical market that is growing at 9.2% CAGR".

### About Rosco Vision Systems

Founded in 1907, Rosco, based in Jamaica, N.Y., is one of North America's leading suppliers of camera systems and other visual safety solutions to the worldwide commercial vehicle market.

Rosco engineers and manufactures visual safety systems for all types of commercial fleet vehicles. The company is the largest supplier of mirror systems to the North American school bus market, selling to all major OEMs and parts distributors including Navistar/IC Corp., Freightliner/Thomas Built, Blue Bird, AM General, and many others.

Rosco products are designed from real-world knowledge of the challenges that today's drivers face out on the open road. Rosco Vision systems are also designed to help fleet managers run a more efficient operation, fully compliant with all safety rules, regulations, and legislation.

The truck and van industry knows Rosco through the many products provided to companies like Paccar, Mack, Morgan Olson, Oshkosh, and Utilimaster, who manufacture vehicles for such notable fleets as UPS, Federal Express, United States Postal Service, the Canada Post, and others.

Rosco is renowned for its strong design engineering focus and custom product development. The mission of Rosco Vision systems is to develop high quality products that function flawlessly for the life of the vehicle and provide a level of service and support that customers have come to expect.

### About Connected IO Ltd. (CIO)

Based in Silicon Valley, Connected IO (CIO) develops wireless products for machine-to-machine (M2M) communications and Internet of Things (IoT) connectivity. The CIO EMU family of programmable modems and routers are innovative, carrier-certified, secure, and affordable, making them the preferred choice of enterprises around the globe. The IoT market is growing exponentially and cellular technology and wireless connectivity are advancing rapidly—from LTE to NarrowBand IoT (NB-IoT) and Low-Power Wide-Area Networks (LPWANs). To keep pace, reduce development costs, and shorten time to market, companies are choosing CIO hardware. Ready to go right out of the box, CIO products can be easily configured, deployed, monitored, and managed with CIO M2M Cloud software. CIO products can be found in a wide array of applications and industries, including digital signage, retail kiosks, vending machines, monitoring and control systems, failover, unmanned aerial vehicles (UAVs), and healthcare.

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