

20 September 2017

ASX Announcement / Media Release

## Connected IO Receives AT&T referred Purchase Order for AUD\$232K

### HIGHLIGHTS

- CIO receives purchase order of AUD\$232k from ExaDigm, converting some of the initial pre sale interest as announced 12 September 2017.
- ExaDigm was referred to CIO by AT&T in their effort to target retail and small business with an estimated addressable market of US\$55B by 2024.
- CIO and ExaDigm agree to collaborate on a co-marketing initiative leveraging AT&T and other strategic relationships to promote a CIO / ExaDigm product bundle
- ExaDigm to utilize CIO's cloud management portal to simplify configuration, deployment, and management of its devices - driving re-occurring revenue.

The Board of Connected IO Limited ("CIO") is pleased to announce that the Company has received a purchase order from AT&T referral, and co-marketing partner ExaDigm for AUD\$232K.

The purchase order is part of a new co-marketing initiative targeting retail and small business markets in the US and around the world - projected to generate USD\$55B by 2024.

"This purchase order from ExaDigm, and the corresponding marketing initiative that we will be promoting through our strategic relationships, represents the beginning of what promises to be a very successful and lucrative partnership" **said Yakov Temov, CEO of Connected IO.** "The addressable market in this vertical is enormous, and we are fortunate to be collaborating with such an experienced and established partner in the space."

As announced (ASX:CIO 12 September 2017) ExaDigm is a world leader in POS and financial service solutions for retail and small business applications. ExaDigm has chosen Connected IO's solutions as a central component in its strategy to increase its customer base from tens of thousands today to hundreds of thousands of new clients by 2020.



“Connected IO modems and routers allow us to reach out to hundreds of thousands of clients in the wireless connected market,” **said Bill Gao, COO of ExaDigm.** “CIO hardware just simply works in the retail, restaurant, small business and Mobile POS market, which is estimated to be \$55B by 2024 according to Grand View Research.”

### **About ExaDigm:**

A recent acquisition of \$4.3B market cap, Nexgo Inc.,- ExaDigm, is a leading innovator in point-of-sale (POS) terminal solutions, providing customers with the most secure retail and small business transaction solutions in the industry. ExaDigm has embraced future-proof strategies like CIO’s cloud managed solutions, to give clients confidence and trust with every transaction. Through innovation, extensive market experience, leading-edge technology and world-class customer support, ExaDigm continues to expand its competitive edge and client base in the US and around the world.

### **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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