

6 December 2017

ASX Announcement / Media Release

PURCHASE ORDER TOTALLING USD\$1m FORECAST FOR 2018 FROM US\$8.8b IOT SECURITY MARKET CUSTOMER

- **Existing customer Rosco Vision Systems confirms 2018 forecast of USD\$1m in orders.**
- **Rosco also places order for CIO Cat-1 product of USD\$120,000 for December 2017 delivery.**
- **The Rosco forecast order is one of many anticipated by Connected IO in the North American Security Market in 2018.**

The Board of Connected IO Limited (CIO) is pleased to advise that further to the market announcement on 15 November 2017, Rosco Vision Systems (“Rosco”) has confirmed its product requirements for calendar year 2018 will be USD\$1m in sales. Additionally, Rosco have honoured their forecast for 1,000 Cat-1 units before the end of 2017 and have placed an order for immediate deployment to the North American Security Market.

Rosco has been a customer of CIO since February 2016 and the order for immediate delivery takes their total order of units to date to in excess of 4,000. This order again demonstrates the continuing penetration of the company’s product in the North American wireless security and surveillance market, which is projected to reach \$6b by 2021 with a Compound Annual Growth Rate (“CAGR”) of 8%. These markets represent only a small portion of the six verticals CIO remains focused on which represent a total market in excess of USD\$1trillion.

Rosco is one of North America’s leading suppliers of camera systems and other visual safety solutions to the commercial vehicle market. Rosco also engineers and manufactures visual safety systems for all types of commercial fleet vehicles. Rosco uses the CIO product to address the challenges that drivers face in the open road, and help fleet managers run a more efficient operation. Rosco requires dependable cloud-managed wireless products that can work within a wide range of vehicles.

