



2 October 2019

ASX Announcement / Media Release

## **CIO PENETRATES US RESIDENTIAL WIRED ROUTER FAIL OVER MARKET**

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### **HIGHLIGHTS**

- **Company's new CM4NA product has been developed to provide fail over services for US residential wired routers.**
- **First purchase orders received are for A\$300K worth of products.**
- **The addressable market for US residential fail over solutions is in excess of 110 million lines.**
- **CIO continues to enter new sectors while growing recurring orders from existing customers.**

Connected IO Limited ("**CIO**" or "**Company**") is pleased to announce that the Company has received its first purchase orders for CM4NA products to be deployed as US residential fail over devices for wired routers.

In the US as a result of aging infrastructure there are multiple factors affecting reliability of wired internet services such as construction work, tree work, random power outages, natural disasters and others. These types of events can and do cause extended outages that are in addition to most residential/small business service level agreements with existing wired routers which average somewhere between 5 and 10 hours of downtime a year.

The Company's CM4NA product can provide an immediate high speed fail over solution in the event of an interruption in the reliability of an existing residential wired router.

Initial purchase orders have been received amounting to A\$300K and these products are expected to be manufactured and shipped to customers by the end of October 2019.

This new market for the Company represents a substantial opportunity in addition to the internet of things sector in which CIO already provides products. The addressable market for US residential wired router fail over solutions is in excess of 110 million residential connection lines.

While the majority of CIO's revenues are derived from recurring orders from existing customers, the Company is continuing to generate sales into several new sectors such as recently announced customers in the US IOT automotive industry and IOT retail solutions market. Continued penetration into these new sectors by the Company has the potential to add considerable further growth to the number of future sales of CIO products.

## ABOUT CONNECTED IO

Connected IO Limited has its operations based in Dallas, in the USA. Its business is a wireless technology innovator and manufacturer operating in the multi-trillion-dollar "IOT" (Internet of Things) sector. CIO specializes in machine to machine ("M2M") connectivity, providing hardware and software solutions to some of the world's largest companies. CIO's software solutions also include a customised cloud management interface and a variety of support services. Cisco predicts there will be 50 billion connected devices by 2020.

