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ASX Announcement / Media Release

## Stocking Purchase Order Received By Fortune 150 US Distribution Giant, Arrow Electronics.

### HIGHLIGHTS

- **Leading US-based distributor, Arrow submits an initial purchase order across CIO's entire menu of products to commence a distribution and marketing relationship.**
- **Arrow is an AT&T referred client, further expanding the CIO / AT&T relationship as announced 28 February 2017.**
- **Arrow and CIO commence training of Arrow's Sales teams to support collaborative marketing and distribution efforts in the US and Globally.**
- **Arrow, whose annual sales exceed US\$23B+, will champion CIO's solutions through its 465 offices in 90 countries around the world.**
- **CIO continues to broaden its channel to accommodate a rapidly expanding addressable market.**

The Board of **Connected IO Limited ("CIO")** is pleased to advise that the Company has received an initial stocking purchase order ("**PO**") from US based industry giant Arrow Electronics ("**Arrow**"). The stocking order of USD\$60,000 will allow the introduction, promotion and delivery of CIO products through Arrows 465 offices in 90 countries within Arrow's US\$23.8B a year marketplace.

Arrow and CIO commence the relationship this month with an extensive campaign to educate Arrow's proven sales force. The initial PO will allow Arrow to promote and facilitate field trials with select Arrow customers and fuel Arrows marketing and distribution networks. Field trials will be conducted across CIO's entire menu of products and accessories.

Arrow CEO, Michael Long “We believe that the changes that are starting today will start to really become embedded five years from now, so we are constantly looking to make sure that we’re doing the right things today so that we can capture these new markets”

<http://fortune.com/video/2016/05/16/arrow-electronics-five-years-out/>

CIO CEO Yakov Temov said “The relationship with Arrow provides CIO with an important ally in our effort to efficiently and effectively expand our addressable market in the US and around the world. Arrow’s enthusiastic interest in CIO is further validation of the tremendous depth and breadth of the opportunity that lies before us.”

#### **About Arrow:**

Arrow Electronics is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions, with 2015 sales of \$23.8 billion. Arrow serves as a supply channel partner for over 100,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 465 locations serving over 90 countries.

- A Fortune 150 company with 18,500 employees worldwide, Arrow brings technology solutions to a breadth of markets, including telecommunications, information systems, transportation, medical, industrial and consumer electronics.
- Arrow provides specialized services and expertise across the product lifecycle. Arrow does this by connecting customers to the right technology at the right place at the right time and at the right price.
- Arrow provides extraordinary value to customers and suppliers - the best technology companies in the world - and connects them through the company's industry-leading services.

#### **About Connected IO Ltd. (CIO)**

Connected IO Limited has its operations based in Silicon Valley, 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 – including Coca Cola, Verizon and AT&T. 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.

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