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Company Announcements Office
Australian Securities Exchange
10th Floor
20 Bond Street
SYDNEY NSW 2000

G8 COMMUNICATIONS LIMITED (“G8C”) COMMENCES SALES AND TECHNICAL TRAINING WITH HILLS LIMITED AHEAD OF FIRST ORDERS

- **Sales training for G8C products has commenced with Hills sales team, including account managers, BDMs, inside sales and service teams.**
- **Separate training is also being conducted for Hills technical team incorporating technical background of G8C products, uses, systems and interfaces.**
- **Training is ahead of first anticipated orders from Hills.**
- **Hills plan on delivering G8C communication solutions to many of their nationwide customer base potentially including banks, security firms and public services.**

Further to the announcement on 1 June 2016 advising G8C had entered into an exclusive Distributor Agreement with Hills Limited (ASX : HIL) (“Hills”), G8C is pleased to announce that it has commenced sales and technical training with Hills ahead of first anticipated orders.

G8C sales training will prepare Hills sales team with product knowledge and understanding in order to facilitate their clients needs. This will apply to both direct sales and enterprise customer sales channels. Training will include overview of G8C Modem and EMU Router products, understanding of function and capabilities, high level technical detail and case studies outlining existing uses in the United States.

G8C technical training to Hills will include all of the above however with more emphasis on the detail of the products, systems and interfaces ensuring Hills service and support team are ready for product roll out in Australia.



Hills is an Australian publicly listed company which operates as a distributor of integrated technology and communications solutions. Hills' business, now 70 years old, is focused on the security, audio visual and communications sectors, all of which compliment the G8C product range and its M2M connectivity and cloud managed solutions.

As at September 2016 Hills has 673 employees across 26 branches in Australia and New Zealand.

Hills Head of Communications, Satellite and Mobility Solutions, Leanne Francis said "This is an exciting opportunity for Hills to provide a next generation wireless communications solution to its existing customer base." She went on to say "Hills have invested significant time and effort in developing M2M solutions focusing on the IOT space and G8C products assist Hills in achieving these outcomes."

G8C anticipates training to be completed by mid October with first orders anticipated by the end of October.

About G8 Communications

Connected IO, G8 Communications wholly owned subsidiary is a US based wireless technology innovator and manufacturer operating in the multi billion-dollar Internet of Things ("IoT") space. G8C specialises in machine to machine ("M2M") connectivity, providing hardware solutions for some of the world's largest companies including Coca Cola, Verizon and AT&T. G8C's software solutions also include a customised cloud management interface and variety of support services. Cisco predicts there will be 50 billion connected devices by 2020.

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