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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.

CIO CEO Yakov Temov said, “Confirmation of USD\$1m in orders for 2018 is a positive step for CIO as we strive to grow and expand throughout North America. The company has numerous exciting opportunities being generated from both Verizon and AT&T and 2018 is looming as a milestone year for the company. Although CIO knew Rosco would honour their commitment to CIO to place further orders in 2017 (as announced 15 November 2017) it is great for the market to see that commitment flow through and come to fruition”.

## **About Rosco Vision Systems**

Founded in 1907, Rosco based in Jamaica, N.Y. and 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. The company is the largest supplier of mirror systems to the North American school bus market, selling to all major OEMs and parts distributors including Navistar/IC Corp, Freightliner/Thomas Built, Blue Bird, AM General, and many others. Rosco is renowned for its strong design engineering focus and custom product development. The mission of Rosco Vision systems is to develop high quality products that function flawlessly for the life of the vehicle and provide a level of service and support that customers have come to expect.

## **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 family of programmable modems and routers are innovative, operator-certified, secure, and affordable, making them the preferred choice of enterprises around the globe for a wide array of applications and industries, including digital signage, POS, vending machines, security, monitoring and control, and failover.

The IoT market is growing exponentially and cellular technology and wireless connectivity are advancing rapidly—from LTE to Narrowband IoT (NB-IoT). 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 our cloud-based management portal.

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