

SkyHopper by Mobilicom closes contracts with two new resellers in Japan

- Accelerates sales for SkyHopper in Japan
- Serves several drone market applications simultaneously
- Broadens SkyHopper's worldwide presence

24 August 2018 – Mobilicom Limited is pleased to announce it has closed contracts with two new resellers in Japan for the SkyHopper by Mobilicom product suite.

The new relationships serve to accelerate the sales process for SkyHopper in Japan, with the aim of increasing market share in the commercial drones and robotics market while driving higher revenues for Mobilicom.

The resellers are highly regarded in the sector and specifically cater to several drone applications that SkyHopper supports. These companies are:

- **Jepico Corporation** – a reseller of electronic components that focuses on sales within applications including process industry & agriculture. Jepico's customers include large corporations such as Fujitsu, Hitachi, Ishikawajima-Harima Heavy Industries, Kawasaki Heavy Industries, Mitsubishi, NEC, Panasonic, TOSHIBA and more.
- **Netwell Corporation** – a reseller of telecommunication products and network solutions that serve security and surveillance applications.

Securing these resellers is part of SkyHopper's worldwide expansion strategy, targeting the rapidly growing commercial and industrial drone and robotics market.

The collaborations follow Mobilicom's plans to further expand SkyHopper in Japan. SkyHopper by Mobilicom recently partnered with the Japan UAS Industrial Development Association (JUIDA), with the goal of driving healthy market growth in all applications.

"Our partnership with these resellers is a big step for SkyHopper's growing presence in the Japanese market," Oren Elkayam, Mobilicom CEO stated. "Along with the Japanese customers already served, leveraging resellers in that region will lead to higher sales and an increase in market share via new integrations with drone manufacturers."

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ASX Announcement

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About Mobilicom

Mobilicom Limited (ASX: MOB) is a hi-tech company that designs, develops and delivers communication solutions for mission-critical and remote mobile private networks that can operate without the need for existing infrastructure. Mobilicom products and technologies are based on an innovative approach that merges 4G and Mobile MESH technologies. With versatile network topologies and a large product portfolio, Mobilicom offers several product families that have been commercially deployed. Mobilicom has developed proprietary technology for a product portfolio that is fully designed and developed in-house with the utmost flexibility and scalability to optimise to customer needs.

Mobilicom has two entities. The first is Mobilicom's core business entity, with solutions that cater to mission-critical communication in the Government and Enterprise sector with applications of Offshore Oil, Gas and Energy; Homeland Security and Public Safety and Unmanned Vehicles. The second is its Skyhopper entity, a provider of end-to-end hardware and software solutions which targets the Commercial and Industrial drones and robotics sector. SkyHopper's holistic approach enables drone manufacturers and service providers to focus on their own business objectives by reducing time-to-market, minimising resource expenditures and increasing their chances for success.

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