

# Connected*iC*

Wholly Owned Subsidiary of



**GB COMMUNICATIONS**

## MARKET UPDATE

JULY 2016

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# Connected*iC*

Connected IO develops hardware, software, and cloud-based services that connect products to the Internet.

The Connected IO team works hand in hand with customers to help bring those connected products to market.

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BODY CAMERAS

CONNECTED HEALTH

DIGITAL SIGNAGE

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DRONES

ENERGY MANAGEMENT SYSTEMS

KIOSKS

MOBILE BROADCAST TRANSMITTERS



POINT OF SALE SYSTEMS



PRECISION EQUIPMENT



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ROBOTICS



SECURITY AND SURVEILLANCE



VENDING MACHINES



# Corporate Snapshot

## Directors

### Yakov Temov, Chief Executive Officer and Managing Director

Long and consistent track record of successfully delivering innovative products on time and under budget and building and growing world-class engineering teams.

Specialises in product development and executive leadership, with a solid start-up track record including CEO and Founder of White Label Corporation; VP of Engineering at U4EA Technologies, Inc. (acquired by Gos Networks, Ltd.); VP of Engineering and CTO at Voice4biz, Inc.

### Jason Ferris, Executive Chairman

Experienced finance professional and currently a board member of Diploma Group Ltd (DGX) and Windimurra Vanadium Ltd (WVL)

### Eric de Mori, Non-Executive Director

Experienced public company director specialising in technology and natural resources transactions on the ASX.

### Blaise Thomas, Non-Executive Director

25 years' experience in building and managing businesses in Australia and UK and has held executive level positions in private and publicly listed companies

## Share structure

(ASX: G8C)

Tradable shares	384.92m
Escrowed (12 months from issue)	39.75m
Escrowed (24 months from re-quotation)	265.25m
Share price (19 July 2016)	\$0.034
<b>Market Cap.</b>	<b>\$23.46m</b>
Performance Milestone 1 <sup>1</sup>	100m
Performance Milestone 2 <sup>2</sup>	50m
Fully Diluted	839.92m
<b>Trading range since listing 15/03/2016</b>	<b>\$0.029 - \$0.053</b>

<sup>1</sup> Milestone 1 - \$15m revenue during the years 2016, 2017 or 2018

<sup>2</sup> Milestone 2 - \$25m revenue during the years 2016, 2017 or 2018



# Milestones Since Listing

Listed as G8C on ASX on 15 March 2016 after completing an oversubscribed \$4.5m raising @ \$0.02/share and RTO of Leopard Resources NL

**23 March 2016** – Signed its first international distribution agreement with D&H Distributing Co. (a 98 year old ~US\$4bn p.a. revenue distributor) and appointed Ted Sanchez, ex-Apple and Hewlett Packard Marketing Manager, as G8's Head of International Sales

**6 April 2016** – Announced the commencement of pilot trials of its Machine Connect product with Nashville Police Force, marking G8's first sales into the law enforcement sector

**20 April 2016** – Furthered its existing relationship with Verizon Communications Inc. via a Letter of Intent to design, manufacture, distribute and support Machine Connect products as part of G8's strategy of aligning with telco carriers

**10 May 2016** – Confirmed the resumption of orders for Coca-Cola and commenced sales to new clients representing two new sectors – 1) Profile Systems LLC, which provides comprehensive solutions for remote wireless energy management programs; and 2) EPRI, a US based institute that aims to provide solutions that enable the transformation of power systems to be more flexible, resilient and connected

**24 May 2016** – Announced that EPRI had commenced cloud managed energy trials in USA using G8's cloud managed energy modules, with participants including some of the USA's largest multi-billion dollar energy companies such as Duke Energy Inc. and Southern Company Inc.

**25 May 2016** – Enhanced growth opportunities with Vodafone via execution of a Machine to Machine Teaming Agreement, which gives G8C access to Vodafone customers and enables acceleration of distribution to some of the largest global brand Vodafone customers in the US

**1 June 2016** – Signed an Australian and NZ distribution agreement with Hills Limited to facilitate ANZ sales of G8C products

**20 June 2016** - Commenced sales to American Red Cross, marking G8C's first foray into the emergency response sector.

# Featured Relationships

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at&t



Meraki

verizon



...with WIRELESS Backup!



Deutsche Telekom



Schlumberger



California Department of Fish and Wildlife

PROFILE SYSTEMS LLC



vodafone

JohnRyan



California Department of Parks and Recreation

SONOS



iRobot



American Red Cross

elyxor

AirShip Technologies Group

HILLS





# Around the World & Across Carrier

**verizon**✓

 **AT&T**

 **vodafone**

**Telstra** **ROGERS**™ *Telefonica*

**T** **Deutsche Telekom**

Vastly improved position within a vastly improved program

Own 65%+ of the world's IOT market and have been pursuing us

Teaming Agreement to work together on enterprise accounts

Universal SIM technology / Global Alliance

Working with Coke on \$MM deal in Germany

Now working to promote to 3k+ sales people to VZN Enterprise accounts

Massive potential market

Bundling opportunity,

Seamless operation between Alliance partners

Universal SIM technology  
Similar to others

Thinning partner list to focus on quality partnerships

Invited to be a part of the AT&T Foundry

Competition's former employees now working for Vodafone & championing our products

Anxious to begin building partnerships

Looking for 4g solutions outside of the European market

Core component of Verizons IOT expansion plan

Cat 1 opportunities in the range of 100k+ - 1MM+ units

Opportunity to grow together

Meraki Rep for Canada

Established market for cat 1 solutions

Bundling Opportunity

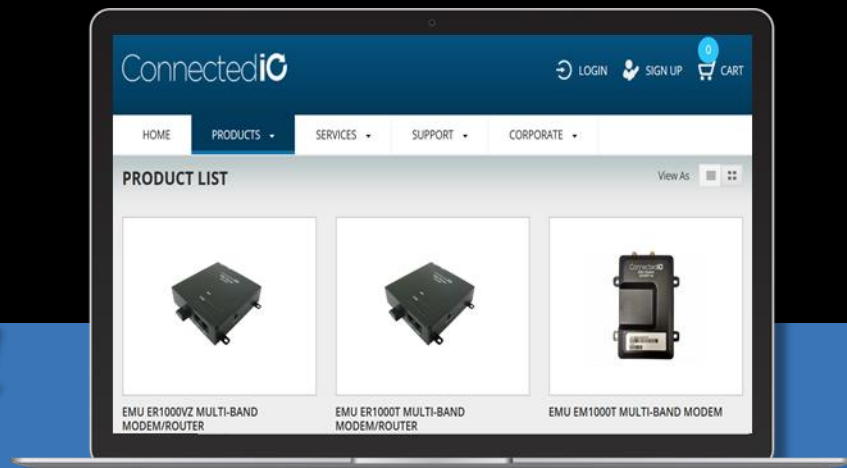
Universal SIM

Universal SIM technology

Depth of connections in Security & Surveillance

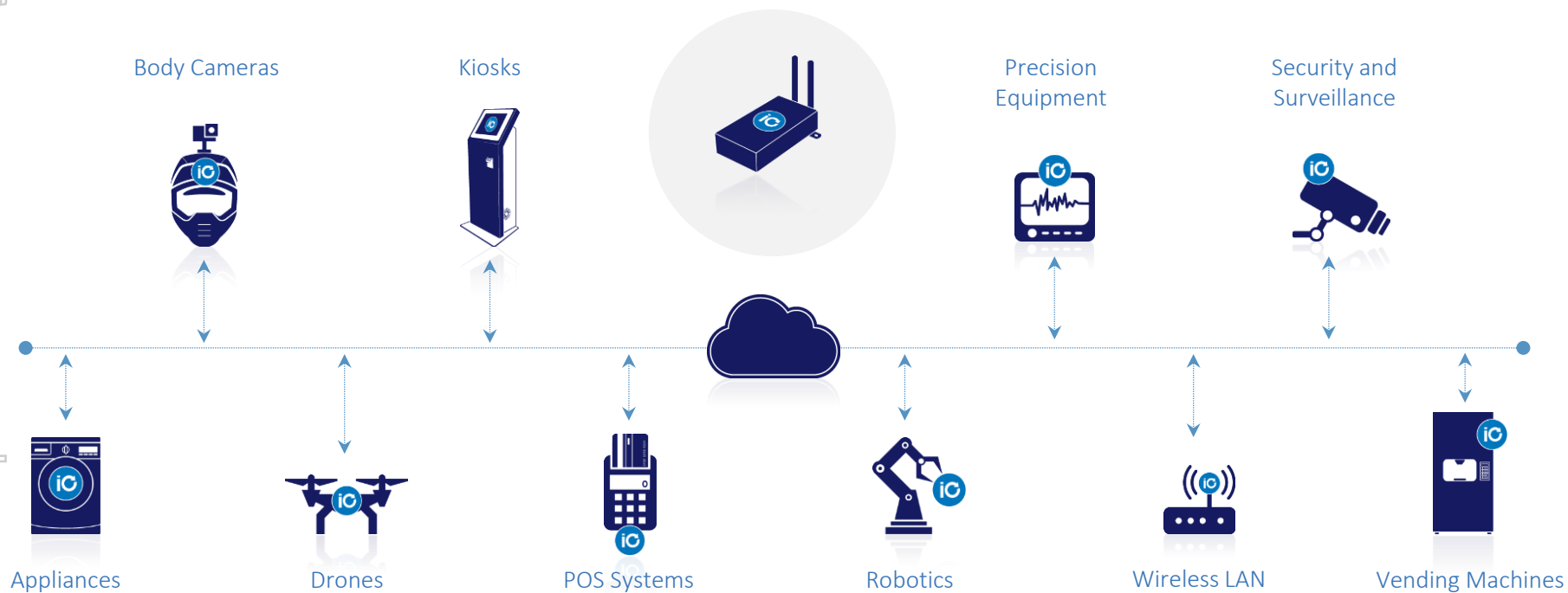
Dominant player in Germany

# LET'S TALK MACHINE TO MACHINE



# Connect Easily and Securely

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# Connected*iC*

## NEW PRODUCTS AND SERVICES



# The Live Eye 1000 — BODY WORN CAMERA

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- Reliable 4g Connectivity with 3g fall back
- Streaming, compressed video allows for real time surveillance within an affordable data plan
- Digital recording back up ensures data capture even when cellular coverage is unavailable
- Secure Wi-Fi back up for affordable, automatic upload whenever secure Wi-Fi is available
- Secure remote access and an easy to use management dashboard application allows command control from any computer or smart device.
- Wide angle and low light camera options
- Durable, Slim, Light, Easy to operate



# Next Generation – 4G LTE Fax

CIO's 4G Fax

4G LTE Band 13, Fax over VOLTE (Voice over LTE)

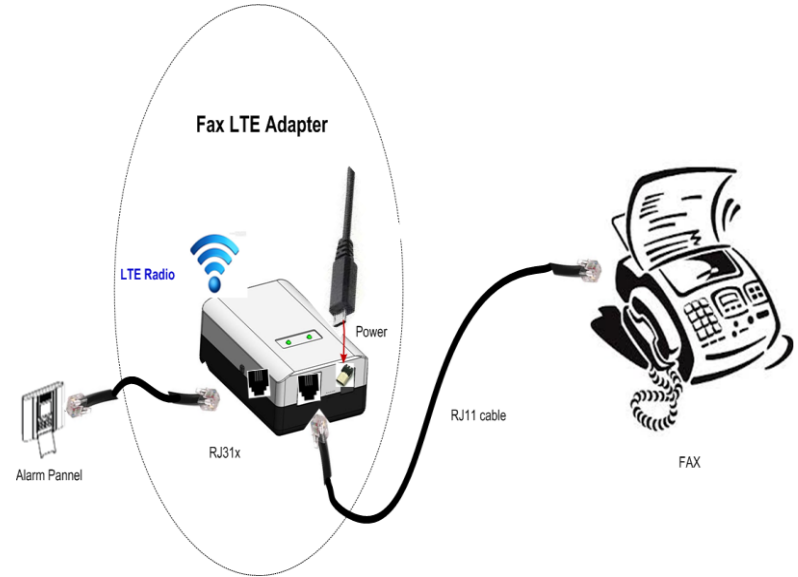
Integrated Antenna (cost saving SISO operation) 1 RJ11 & 1 RJ 31x port  
(connected serially RJ31) 1 LED (Red/Green/Orange to indicate LTE RF strength,  
blink during line activity)

Analog Terminal adapter functionality: High quality 8KHz SLIC connected to RJ11  
& RJ31x ports Controller detects FAX, Alarm panel tones If FAX / Alarm panel  
tones not detected, call to be terminated – to avoid misuse of voice call)

G.711 fax pass-through/ G.711 fax mode - No echo cancellation

Connectivity: IMS/ PDN Voice services

ADMIN management & OTA update services



# Cloud M2M Portal

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## CLOUD M2M PORTAL

Secure, real-time access to diagnostic data from multiple devices

Intuitive dashboard interface with plug-and-play simplicity

Accessible on computers and mobile devices

Customizable to meet user requirements

Remarkably cost effective

SECURELY MANAGE:

CONNECTIONS

DEVICES

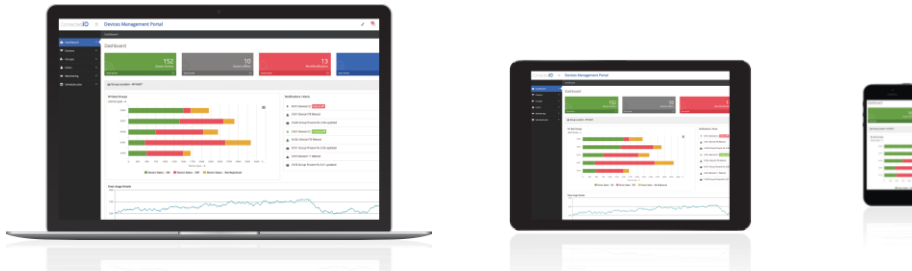
SECURITY

ACCOUNTS

NOTIFICATIONS

USAGE REPORTS AND LOGS

ETC. – FROM ANY COMPUTER OR  
SMART DEVICE



# Multifaceted SAAS Revenue Model

## CIO's M2M CLOUD PORTAL – Provides opportunity for a multifaceted revenue model

CIO Cloud services are a sticky reoccurring revenue opportunity with minimal marketing and customer acquisition expenses.

Low Cost of customer acquisition is due partially to CIO's close collaboration with carriers. Carriers are willing to market our products to their target customers in order to capture service activations.

- Dramatically lowering the typically high marketing and customer acquisition costs of most SaaS models

**Moreover: CIO's Strategic model targets much more than just subscription fees**

**Numerous upsell opportunities:** From dynamic feature sets to advanced reporting, the upsell opportunities are plentiful

**API:** CIO's robust API will allow for significant adoption across verticals, and revenue from sources not using our interface

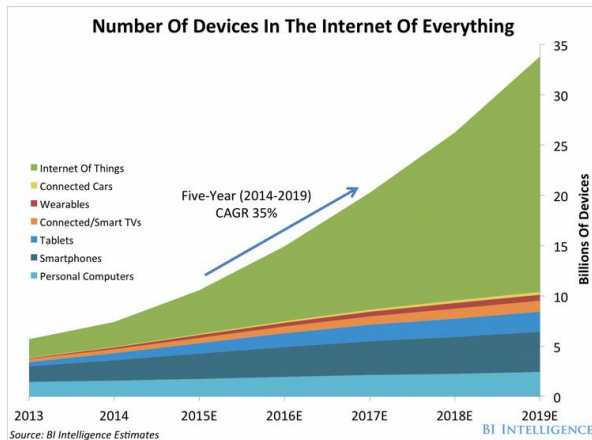
**White label:** We are already working on numerous white label opportunities that will provide incremental revenue

**Service Levels:** With the wide variety of customers and applications using CIO's cloud solution, many different levels of support will be required. Customers who require more support will be happy to pay a premium for it

# Expanded Reach

- As the trajectory of the IOT continues to climb, carriers are beginning to shift their focus and resources
- CIO is riding this wave by expanding its reach beyond Verizon in the US to all carriers around the world
- AT&T alone represents more than half of the M2M market and they are growing at 35%+ CAGR

Below, a graph presented by Business Insider's John Greenough in an article, *THE INTERNET OF EVERYTHING: 2015 [SLIDE DECK]*, revealing a prediction for the internet of things market expansion through 2019.



See also from Ironpaper: [Marketing Opportunities for the Internet of Things](http://www.ironpaper.com/webintel/articles/internet-things-market-statistics-2015/)

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