

## Company Newsletter Q1 2018



### Mobilicom releases MC-Network Management Application (MC-NMA)

The MC-NMA is an add-on to Mobilicom's Communications Unit (MCU) products and enables its 4G Mobile MESH network management. By offering a new software management app, MC-NMA addresses a new value for existing customers, increasing Mobilicom's sales and revenue potential. By supplying software licenses under a yearly renewal, Mobilicom also expects higher customer retention. The ability to reach mission and network managers with this product opens a new target audience for Mobilicom.



### New Mobile MESH Network Solution for underground operations with Mobilicom's Communication Units

By adding a solution for underground operations, Mobilicom addresses a new market with its MCU products across various applications. Such applications include disaster relief and public safety operations such as firefighting rescue teams working in buildings and underground, mining and resource industry teams working underground, or robotics operations working for advanced delivery warehouses.



### Mobilicom releases MCU-RVT and SkyHopper VU Mobile HD Video & Data Receiver

The MCU-RVT (Remote Video Terminal) and SkyHopper VU (Viewer), mobile video & data receivers that allow Mobilicom to offer content consumption and information sharing capabilities to current and prospective customers. By offering content consumption and a viewing terminal product, SkyHopper makes an important step to become an end-to end, high-end component provider for the drone market.

Interviews with Oren Elkayam, CEO, explaining about Mobilicom and SkyHopper can be viewed on our website <https://mobilicom-ltd.com.au>



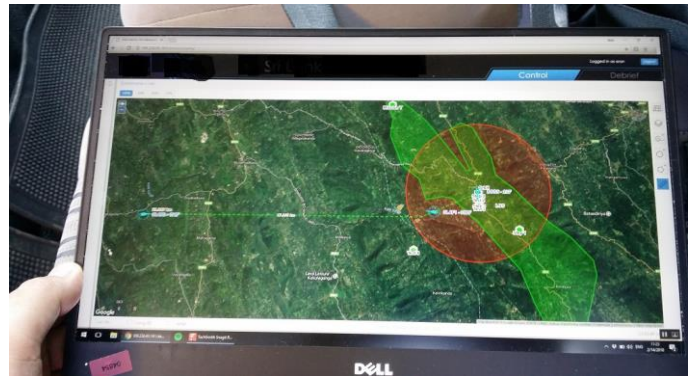
For more information about Mobilicom-LTD, announcements and updates, visit [www.Mobilicom-ltd.com.au](http://www.Mobilicom-ltd.com.au)



# Mobilicom's Installation & Integration Campaigns

Mobilicom deployed installation & integration campaigns of its MCU solutions in Q1 including a second field trial in the Czech Republic this time with the New Mobile MESH Solution for underground operations for the Police forces. A Proof of Concept trial was also deployed in Sri Lanka involving helicopters and ground personnel in MESH scenarios. Now, national solution deployments underway involving sales potential for Mobilicom's MCU products.

## Proof of Concept trial for national security forces in Sri Lanka



## Proof of Concept trial for the Czech-Republic Police forces



For more information about Mobilicom, visit [www.mobilicom.com](http://www.mobilicom.com)

## SkyHopper's New Design Wins



### Aeraccess (France)

The new design win will see SkyHopper PRO integrated into Aeraccess' drone Hawker Q800X platforms. Hawker Q800X is intended for security, police and firefighting operations, with contracts already in place with the UK, Indian & African special forces. Simultaneously, Aeraccess has integrated Mobilicom's MCU-30 advanced communication solution with the Q800X platforms, bringing additional sales potential to the MCU product family.



### Swift Engineering (USA)

The new design win will see Swift Engineering simultaneously integrate Mobilicom's MCU-30 and SkyHopper PRO solution into its Swift020 platform. The Swift020 has the ability to take off and land anywhere, like other quad-rotor devices, while being able to transition to efficient fixed-wing forward flight without additional launch and recovery equipment. It is intended for long-range operation services such as firefighting, rescue and surveillance, with production set for 2018.

## SkyHopper's New Ecosystem/Compatibility



### A new ecosystem partner

SmartAP by Sky-Drones develops flight control systems and autopilots which can be applied to a wide range of UAV applications such as Inspection, Security & Safety. The company has an outstanding background in Research & Development with customers already using its products in Europe. The cooperation between SmartAP and SkyHopper led to a new design win for SkyHopper in Q2 and further growth potential.



## SkyHopper's Installation & Integration Campaigns

Mobilicom deployed successful installation & integration campaigns of its SkyHopper solution in Q1 including field trials in the UK & China.

### SkyHopper's integration in the UK



### SkyHopper's integration in China



For more information about the Drones and Robotics industry, please visit our website. [www.skyhopper.biz](http://www.skyhopper.biz) including Q1 articles:

**What is Stopping the Surge in Drones?**

**The Real Value behind Drones Operation**

**Q&A with Rony Klein, our Drones expert (Drony)**

For more information about SkyHopper, visit [www.skyhopper.biz](http://www.skyhopper.biz)

## Whereabouts

In Q1 Mobilicom conducted a steady stream of sales and marketing activities, including conferences, speaking engagements and customer meetings, expanding the footprint of both Mobilicom and SkyHopper entities. Such activities included Japan Drone, Singapore Airshow, U.T.SEC in Germany and Asia Pacific Maritime Singapore.



Japan



Singapore



Germany



Singapore

### Customers visits

Mobilicom continued to build awareness, generate leads and engage with new customers, prospects and ecosystem partners through Q1, where we expanded our geographic reach, focusing on exhibiting and visiting key regions such as the USA, Australia, Germany, China, Thailand, Japan, Singapore, France, Czech Republic and Israel.

### Speaking Engagements

SkyHopper by Mobilicom's Director of Sales, Rony Klein was invited to speak at Japan Drone. Japan Drone, among the biggest commercial drone events in Japan, is a 3 day event organized by JUIDA (Japan UAS Industry Development Association), in partnership with Congress Corporation, leading company in the convention industry in Japan, and the U.S. based event Interdrone.

### Seminars

Mobilicom executed three seminars in Q1 this time focusing on Asia. In Thailand Offer Herman, our VP Sales and Marketing presented to the Thai Royal Arm Forces and elaborated on Mobilicom's MCU solutions. Rony Klein, SkyHopper's Director of Sales travelled to China and held seminars in Beijing and Shenzhen.

