robustel

Embracing the Era of IoT

Providing secure, rugged solutions for the connected world.

Company Profile

robustel

200+ Employees
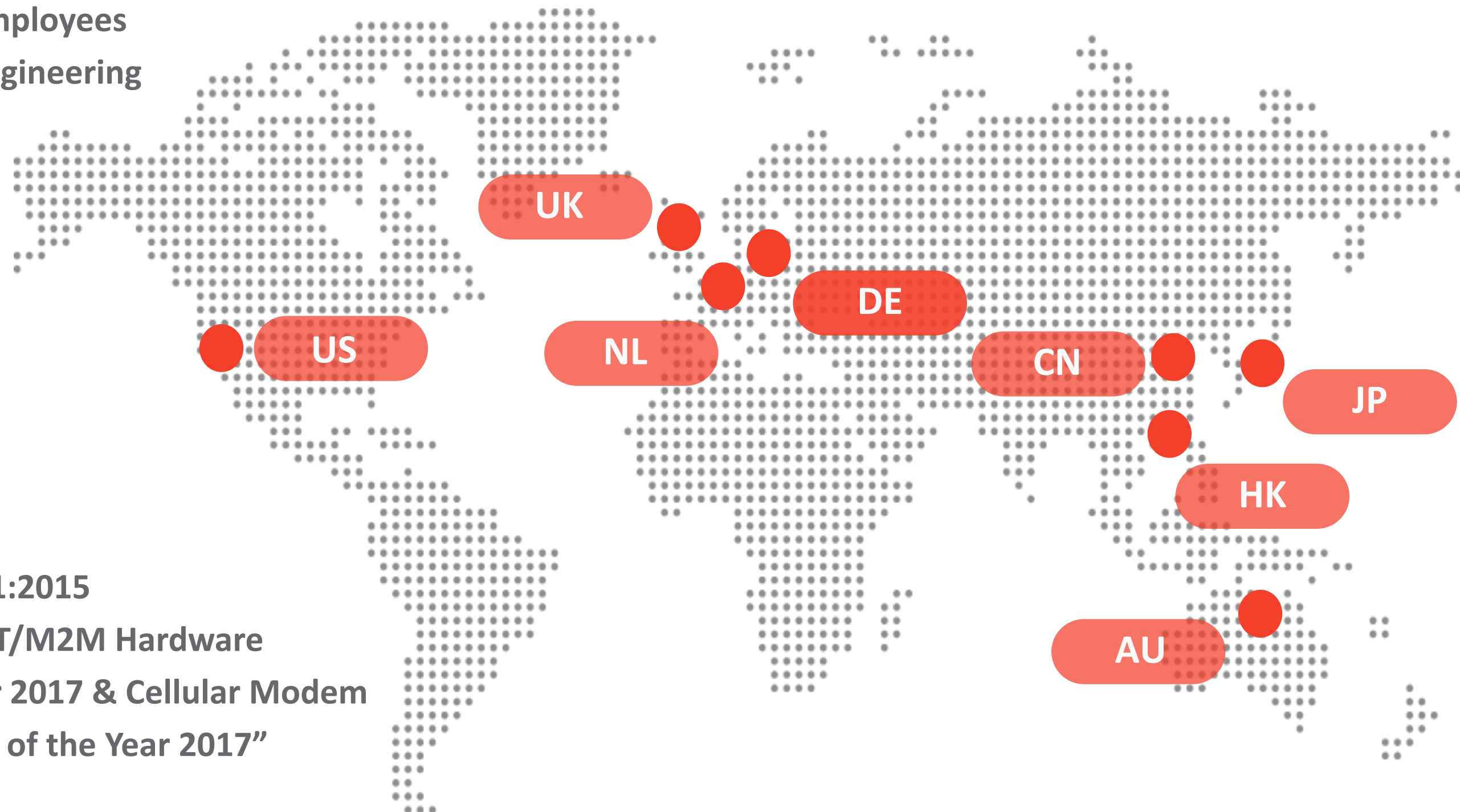
45%+ Engineering
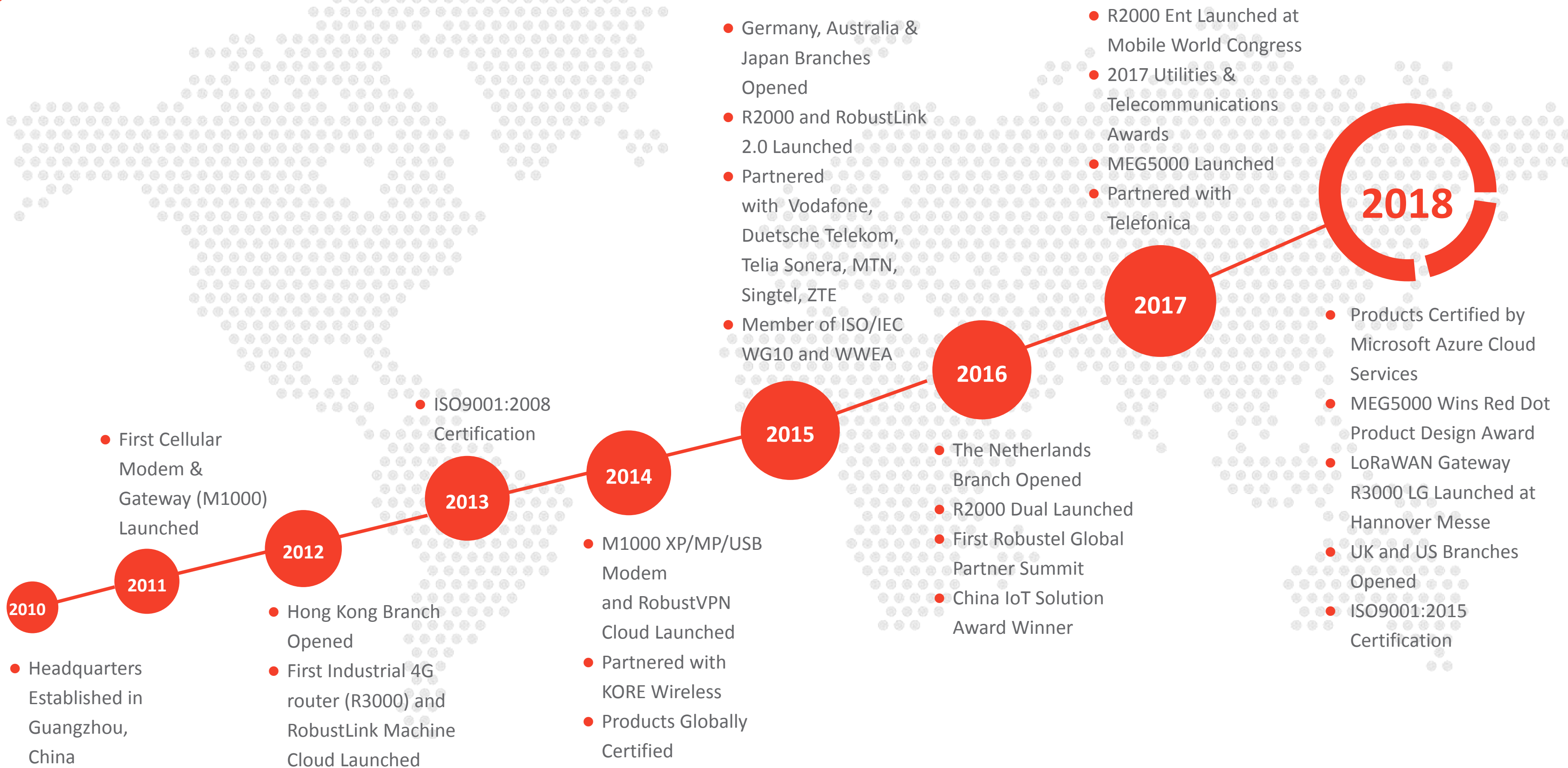
Global Certifications

UK

DE

US

NL

CN

JP

HK

AU

ISO 9001:2015

"Best IoT/M2M Hardware

Provider 2017 & Cellular Modem

Supplier of the Year 2017"

120+ Countries

Deployment

Company Milestones

robustel

2010
- Headquarters Established in Guangzhou, China

2011
- First Cellular Modem & Gateway (M1000) Launched

2012
- Hong Kong Branch Opened
- First Industrial 4G router (R3000) and RobustLink Machine Cloud Launched

2013
- ISO9001:2008 Certification

2014
- M1000 XP/MP/USB Modem and RobustVPN Cloud Launched
- Partnered with KORE Wireless
- Products Globally Certified

2015
- Germany, Australia & Japan Branches Opened
- R2000 and RobustLink 2.0 Launched
- Partnered with Vodafone, Duetsche Telekom, Telia Sonera, MTN, Singtel, ZTE
- Member of ISO/IEC WG10 and WWEA

2016
- The Netherlands Branch Opened
- R2000 Dual Launched
- First Robustel Global Partner Summit
- China IoT Solution Award Winner

2017
- R2000 Ent Launched at Mobile World Congress
- 2017 Utilities & Telecommunications Awards
- MEG5000 Launched
- Partnered with Telefonica

2018
- Products Certified by Microsoft Azure Cloud Services
- MEG5000 Wins Red Dot Product Design Award
- LoRaWAN Gateway R3000 LG Launched at Hannover Messe
- UK and US Branches Opened
- ISO9001:2015 Certification

The Robustel IoT Device Portfolio

Core Competencies

| Strong RF+EMC IP3x-6x Housing | Cellular + LPWA Gateway & Sensor | RobustOS IoT SaaS | Global Distributor Networks | Global Certifications |

Uncompromised Hardware Quality

- Robustel is **ISO 9001:2015** certified.
- Robustel regularly audits suppliers, implement a strict supplier and component selection process + incoming control.
- Precise design and strict test for EMC, safety, high/low temperature and vibration.
- Products have global approvals for both safety and network compatibility.
- 100% of units undergo 60℃- 48 hours aging testing.
- Over 100k units shipped during the last 2 years designated for mission critical scenarios and inhospitable environments.

Total Quality Control

Robustel is the proud recipient of:

Annual China IoT Solutions Award

2017 Utilities & Telecommunications Awards
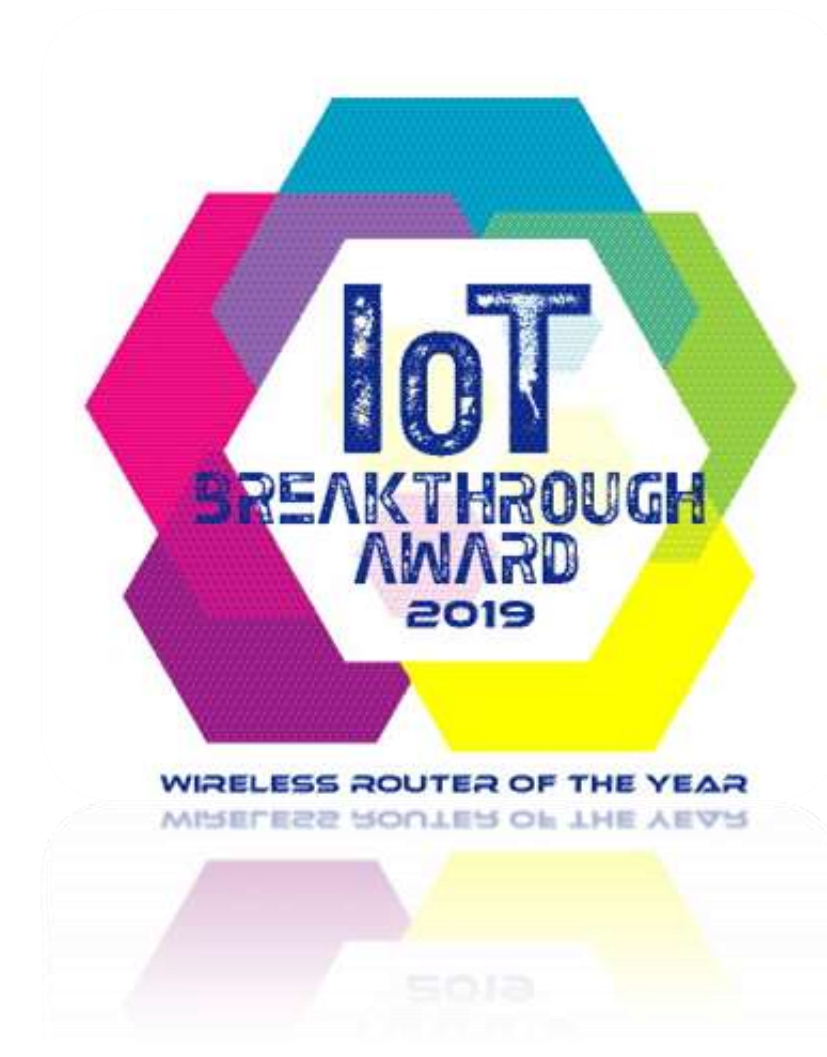
IoT Breakthrough Award 2019

Robustel is the proud recipient of:

reddot award 2018
winner

Robustel MEG5000 Wins
Red Dot Product Design Award 2018

Why partner with Robustel?

An industrial solution for longevity – The false economy of low quality/low cost solutions for IoT

1. Wide temperature range
2. High humidity tolerance
3. Dust protection
4. Vibration resistant
5. Higher EMC protection

Initial device Cost High

Total Lifecycle Cost Low

Designed to be replaced

Customer Complaints

RMA rate high

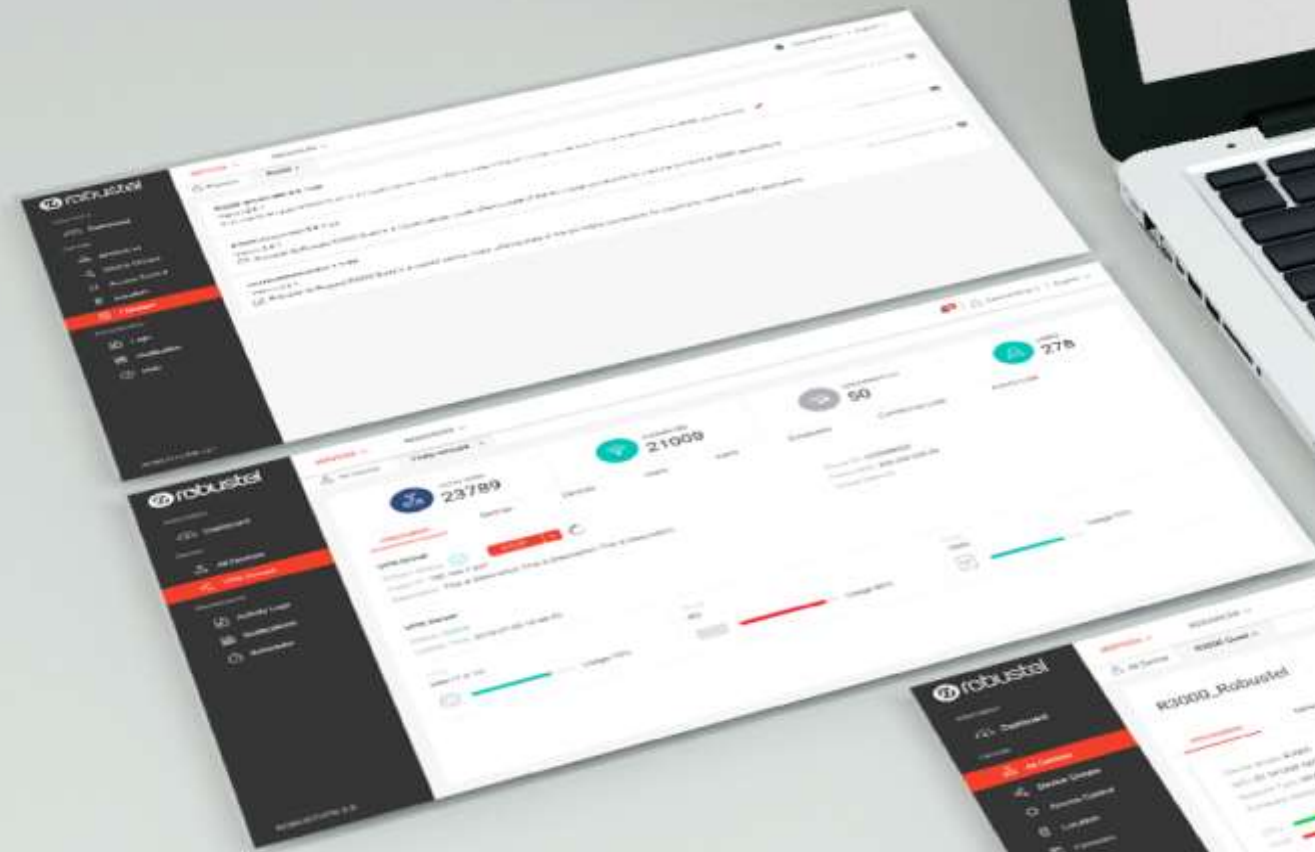Lack of reliable comms

High cost of replacement and truck rolls

Initial device cost low

# Robustel's Products are Globally Certified

IoT Software Solutions

The next evolution of software delivery from Robustel
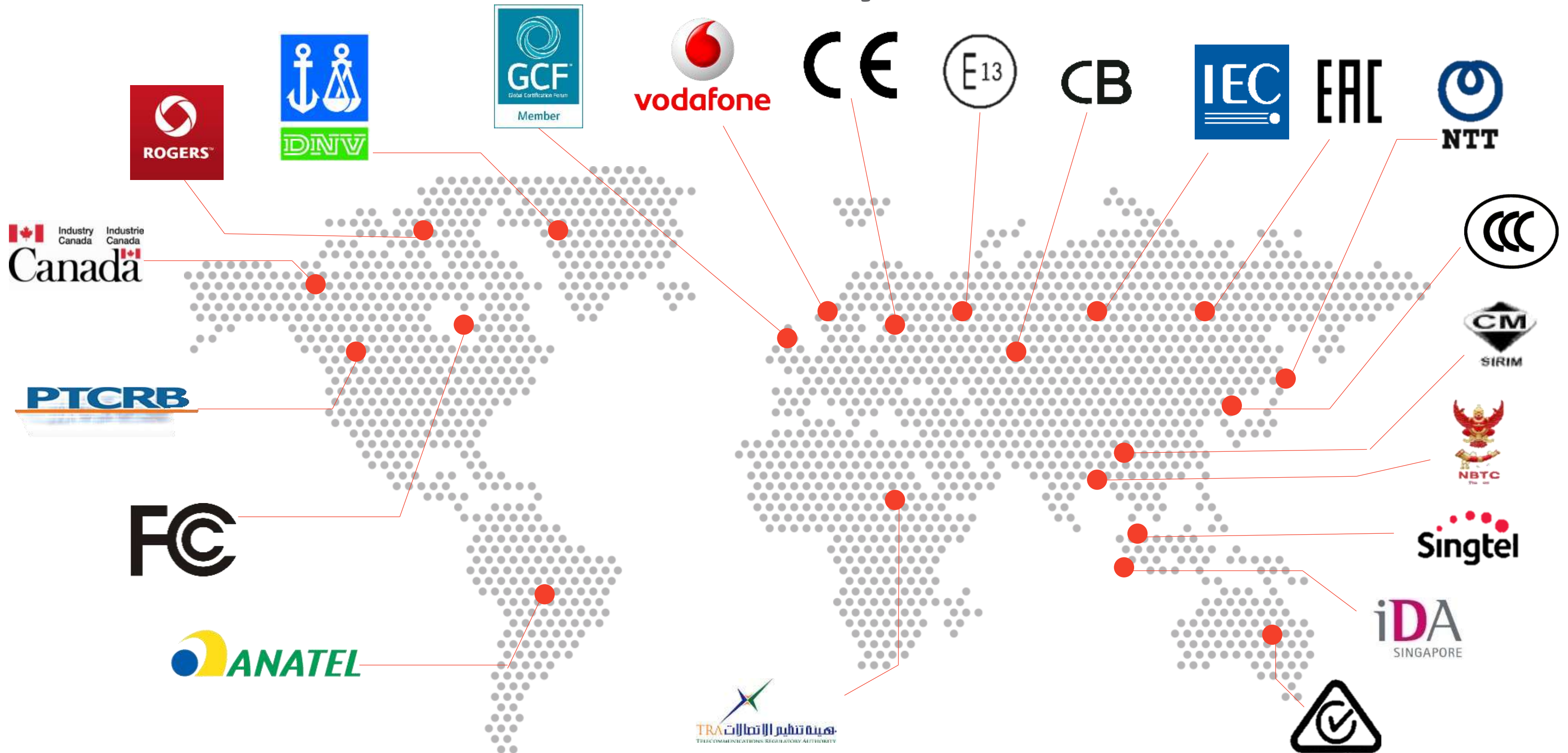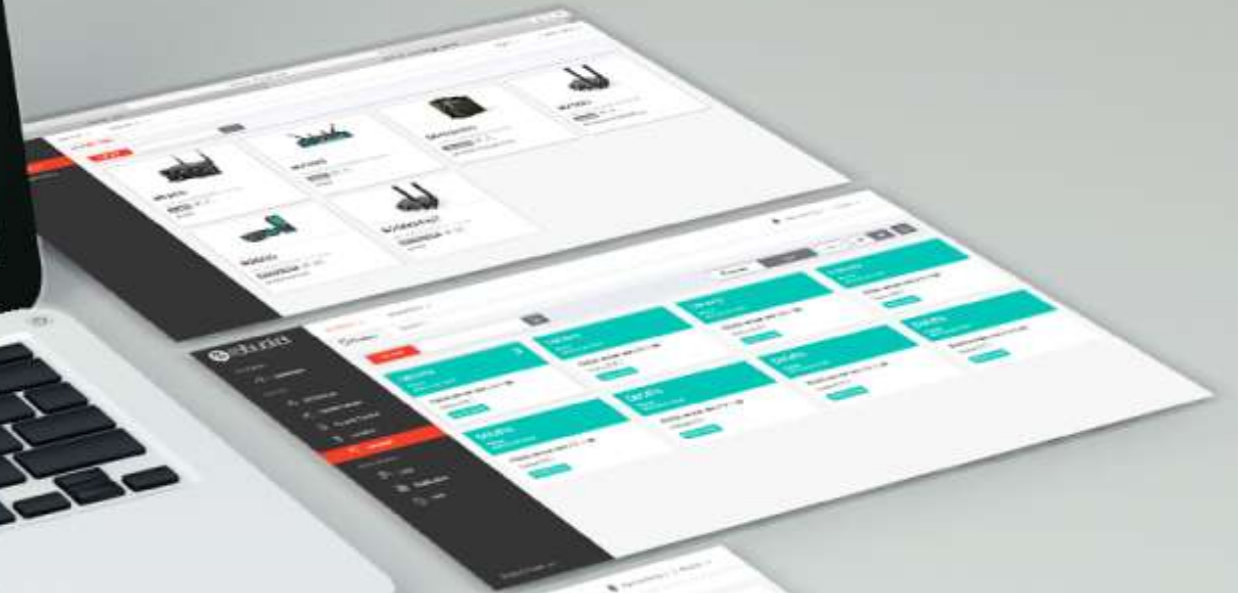
Robustel Cloud Manager Service (RCMS) is a modular IoT software platform compatible with Robustel products.

Replaces older 'stand-alone' software from Robustel (Robustlink, RobustVPN) and replaces them with app equivalents allowing you to pick and choose the software you need today and upgrade instantly for features you need in the future.

All Robustel customers will have access to RCMS and will be able to pay for additional functionality and services online.

Can be delivered as a local private installation (RCMS Stack) or an online cloud service maintained and managed by Robustel.
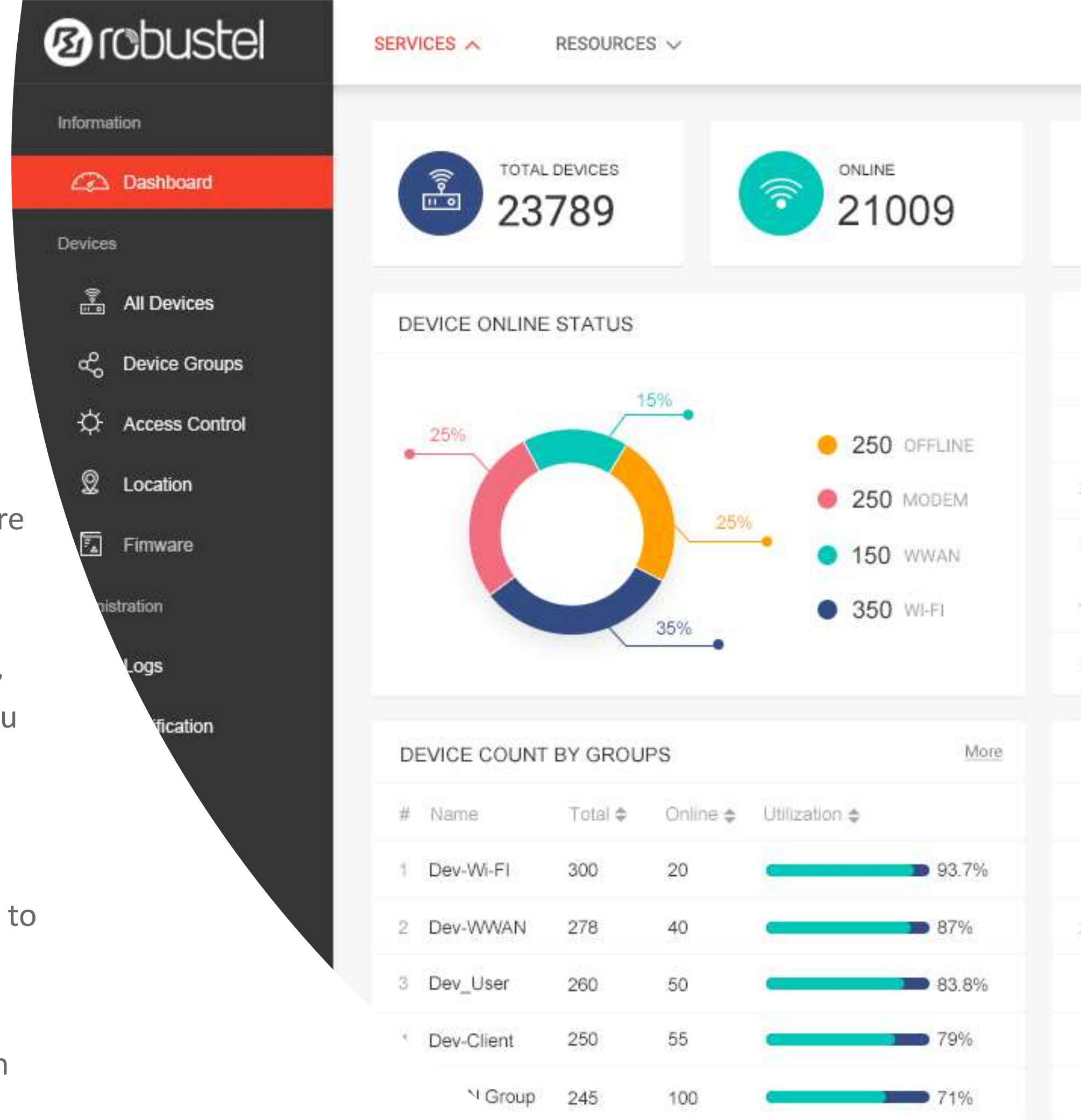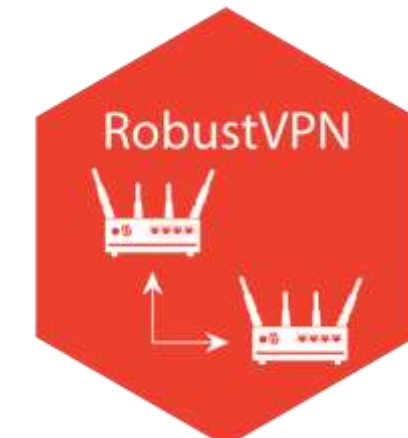
Multi Platform Strategy

- **In house offer**

  RobustLink 2.0 & RobustVPN

Device Management   Remote Control

- **Third Party Platform integrated**

http://cumulocity.com/partners/

- **On going Integration**

Where are Robustel solutions deployed today?

Industrial Networking

Fixed assets and infrastructure in energy & industrial

- Electric Distribution Automation
- Green Energy & E-Mobility
- Oil & Gas
- HVAC & Building Automation
- Traffic Control
- Street Light Control
- Water/Wastewater Control
- Industrial Machine Monitoring
- Agricultural Machine Monitoring
- Telecom BTS Monitoring

Enterprise Networking

Primary or failover connectivity for distributed enterprise and retail

- ATM
- Vending
- Kiosks
- Lotto/Gaming
- Ticket Machines
- Medical Point of Care
- Digital Signage
- Branch Offices/Shops
- Security

Mobile Networking

Telematics for fleets, bus, train, transit, public safety

- Transit Bus
- Commuter Rail
- Commercial Rail
- Marine
- Public Safety
- Heavy Machinery
- WiFi Sharing
- PTC (Positive train control)

IoT Solution Reference customers

Our Operator Partners

THANK YOU!

robustel

Please contact us:
info@robustel.com
www.robustel.com
+86-20-29019902