

NETCOMM WIRELESS SIGNS DISTRIBUTION AGREEMENT WITH KANEMATSU COMMUNICATIONS, JAPAN

30 April 2014 (Sydney): NetComm Wireless Limited (ASX: NTC) today announced the signing of a wireless Machine-to-Machine (M2M) distribution agreement with **Kanematsu Communications Limited**, wholly owned by **Kanematsu Corporation (8020:JP)**. Kanematsu Corporation is one of Japan's largest trading companies with 41 global offices, 113 affiliated companies and a market capitalization of USD \$657 million as of the end of March 2014. Kanematsu Communications is the distributor for Japan's major telecommunications carriers including NTT Docomo, Softbank and KDDI.

The distribution agreement involves the delivery of wireless M2M products to Kanematsu Communications' major export and telecommunication carrier customers. With the expansion into the Japanese market, NetComm Wireless is set to open a branch office in Tokyo to support market development within the region.

The partnership marks NetComm Wireless' entry into the Japanese M2M market which is seeing rapid growth as carriers accelerate the deployment of economical M2M solutions designed to connect and control assets such as vending machines, parking stations, Point of Sale terminals, digital signage, security systems and medical equipment throughout Japan.

The information and communication technology (ICT) industry is the largest industry sector in Japan with its market value expected to double from USD 1.2 trillion in 2011 to 2.4 trillion by 2020¹. Much of this growth will be driven by the uptake of wireless M2M communications as Japanese network operators develop partnerships with foreign device manufacturers to provide domestic and export customers with cost-effective M2M solutions.

"This partnership strategically positions NetComm Wireless' M2M products in the Japanese market and presents tremendous new expansion and growth opportunities for the company as Japanese carriers focus on offering economical and efficient M2M solutions for domestic and international asset management," said Mr David Stewart, CEO and Managing Director, NetComm Wireless.

"Japan leads technological innovation in terms of electronics and national connectivity, and is now on the cusp of significant M2M growth. Our relationship with NetComm Wireless will play an important role in our strategy to capitalise on Japan's rapid M2M market growth in partnership with our carrier and enterprise customers," said Mr Koji Nishimaki, Corporate Officer & General Manager of Corporate Sales Division, Kanematsu Communications.

¹ Japan IT Week, Spring 2014



NetComm Wireless' M2M devices meet the requirements of wireless M2M communication to effectively address the need for reliable and cost-effective communications. The industrial-strength devices also feature an open Linux (non-proprietary) platform with Software Development Kit (SDK) to enable custom M2M application (App) development for specific business requirements.

Enquiries to: Ken Sheridan, NetComm Wireless CFO and Executive Director

Phone: +61 409 157 588 or email: ken.sheridan@netcommwireless.com

About Kanematsu Communications Limited

Kanematsu Communications Limited drives the expansion of corporate activities and mobile communication solutions. As a leading Japanese provider of mobile-related services, Kanematsu Communications proposes innovative solutions in the mobile network community by making use of the expertise acquired through partnerships with all Japanese carriers. At the dawn of the full-fledged mobile business era, mobile communication innovator — Kanematsu Communications — brings change and innovation to the business scene in Japan by proposing corporate mobile solutions.

About NetComm Wireless

NetComm Wireless Limited (ASX: NTC) is a leading developer of innovative broadband products sold globally to telecommunications carriers, core network providers and system integrators. For over 32 years NetComm has developed a portfolio of world first data communication products, and is a respected global provider of 3G and 4G wireless devices servicing the major telecommunications carrier, Machine-to-Machine (M2M) and Rural Broadband markets. NetComm's products are designed to meet the growing needs of today's diverse home, business and industrial broadband applications and designed to optimise the performance of global network advancements. Headquartered in Sydney, Australia, NetComm has offices in the US, Canada, UK, New Zealand and the Middle East. For more information about NetComm visit: www.netcommwireless.com