EMNIFY AND BWS IoT JOIN FORCES TO OFFER INCREASED IoT CONNECTIVITY TO THE TRACKING SECTOR AND EXPAND SERVICES PORTFOLIO

Utilizing emnify's IoT SuperNetwork and multi-operator SIM card, BWS IoT expects to embed connectivity in up to 1 million devices by 2024

São Paulo, Brazil, October 2023 - To meet the tracking sector's increasing demand for disruptive and innovative technologies, emnify, the world's leading provider of cellular IoT connectivity and a global reference in technology and innovation for telecommunications, and BWS IoT, Brazil's leading company in asset tracking and recovery technology, have partnered to offer increased IoT connectivity to customers, expanding BWS IoT's products and services portfolio, both in the country and globally. The deal was closed during the 23rd edition of Futurecom, which took place from October 3 to 5 at São Paulo Expo.

Using emnify's SuperNetwork and -SIM card, which provides a comprehensive coverage of multiple networks in Brazil and more than 540 networks worldwide, BWS IoT expects to market one million devices by 2024. To achieve this ambitious goal, the company centers on investing in new connectivity technologies for its tracking devices, such as 4G and LPWA. Currently, the company has more than three thousand customers and has sold 2.8 million devices.

Through this partnership, emnify's SuperNetwork will allow BWS IoT to offer its customers connection to various cellular networks in Brazil and around the world, enabling control, monitoring, and automation of devices through a single, integrated platform.

As a result of this collaboration with emnify, BWS IoT can significantly expand its connectivity coverage, with increased availability and security. Additionally, the company will leverage the benefits offered by emnify's platform, such as detailed insights and accurate control of device connectivity and data usage, as well as customization according to each customer's specific needs, providing greater scalability of the operations and the business in general.

"Through this partnership, our goal is to help BWS IoT obtain greater flexibility and autonomy using state-of-the-art technology, as our SIM card provides strong connections and guarantees access to the local 2G, 3G, 4G, 5G NSA networks," commented Carlos Campos, emnify Brazil's General Manager. "We're extremely

excited about this new partnership; the tracking segment is continuously evolving, and companies are constantly seeking innovative and disruptive solutions to help them gain more scalability with efficiency, security, and flexibility."

According to Brazil's Ministry of Transport and the Federal Government, today there are approximately 117 million vehicles in the country, featuring 61 million automobiles and 3 million trucks. According to the Brazilian Association of Electronic Security Systems Companies (ABESE), approximately 5% possess some kind of tracking device, which drives the emergence of new companies and makes this sector one of the most promising in electronic security for the coming years, with an incredible potential for growth.

"This partnership with emnify is extremely important and strategic, as it is part of the company's growth framework for the upcoming years, where we wish to strengthen our participation in the asset tracking and recovery market and expand to new verticals. Furthermore, this initiative will consolidate the brand in Brazil and facilitate entry into the global market, generating new business opportunities and increased competitiveness," concludes Oswaldo Conti-Bosso, CEO of BWS IoT.

About emnify

emnify is the leading cloud building block for cellular communications in the IoT stack, connecting millions of IoT devices globally – from electric vehicles to energy meters, alarm systems to GPS trackers, thermometers to health wearables. The emnify API and SIM technology connect and secure any kind of IoT deployment to its application back-end. emnify's cloud-native integrations and no-code workflows ensure seamless lifecycle scalability for deployments of all sizes – from local start-up to global enterprise. The award-winning emnify IoT SuperNetwork is the largest globally distributed mobile cloud core network of its kind, supporting local network access (2G – 5G, LTE-M, NB-IoT and soon satellite) in over 180 countries from more than 25 cloud regions – and counting. emnify's solution is built on partnerships with the leading hyperscale cloud service providers, system integrators, and hundreds of radio network operators worldwide.

About BWS IoT

Founded in 2013, BWS IoT is the leader in asset tracking and recovery technology in Brazil, with more than 2.8 million devices in the market, 3,000 customers, and 250 tracking platforms integrated with its protocol. BWS IoT offers innovative technologies with an outstanding communication rate and humanized support to maximize its customers' operational efficiency and financial results.

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