



Telit[®] wireless
solutions
Making machines talk.[®]



Discover Telit Wireless Solutions.



That's Telit.

Telit Wireless Solutions is the leading m2m provider,
with ...

- >> an integrated portfolio of all relevant wireless technologies and a company owned GSM/GPRS Protocol Stack,
- >> a dedicated focus on the complete m2m lifecycle,
- >> the most acknowledged innovation track record,
- >> an unparalleled service approach,
- >> a global reaching in design, manufacturing and service,
- >> the highest y to y growth rate amongst competitors,
- >> and with one of the highest brand awareness in the m2m market.



That's Telit.

Telit Wireless Solutions develops, manufactures and markets GSM/GPRS, UMTS/WEDGE/HSDPA, CDMA, ZigBee, Short Range, Wireless Mbus and GPS modules and solutions for machine to machine communication.

Telit Wireless Solutions is the only supplier that offers the whole range of wireless technology.





Telit® wireless
solutions
Making machines talk.®



**Our success –
the result of know-how
and experience.**



Perfect technology for your success.

- >> Continuous technology enhancement,
- >> Backward compatibility in form factor and logical interface,
- >> Long term availability,
- >> BGA and LCC packages,
- >> Intensive and efficient partnerships – esp. in the Automotive and Telecommunication market,
- >> ... combined with comprehensive and outstanding service and support.

The basis for your future support.

The perfect investment protection.



Success stories with Telit inside.



Audi • D • Automotive

The new, third-generation “MMI Navigation plus” infotainment system for the new Audi A8 will offer the UC864-E-AUTO Telit automotive module.



Coyote Systems • F • Telematics

Mini Coyote V2 is a speed camera alert system, working by constantly pinpointing the vehicle’s exact location on the road through GPS satellite technology.



Leica Geosystem • CH • Tracking

Leica Viva GNSS – a new generation high-end GNSS Surveying System.



Linde Gases Division • D • Telemetry

KT08 Computer for Remote Data Transfer transferring the data (pressure and level in the tank) to the Linde Distribution Center by GPRS.



More success stories >> telit2market 05|10

telit2market

 The Telit2m Magazine

Vodafone: Interview with an Expert >>36

T-Mobile - Strategic Partnership for Innovative Solutions >>10

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Telit's Way into the Future of m2m by Ouzi Cats >>16

Telit, the New Leader in the Automotive Segment by Deminkus Hiert >>32

Telit World Customer Applications >>45

Audi adopts UMTS/HSDPA Technology from Telit for its New Infotainment System >>31

Making machines talk.

Security

Alarmas ABC

JFL Equipamentos Eletrônicos Indústria e Comércio Ltda.

Telematics

Magnet Marelli S.p.A.

Payment

Korea Smart Card Corp.

money

OPTICON

Opticon Sensors Europe

Telemetry

Digicom

MELPER Co.Ltd

Tracking

Quake Global

A MARKET FIRST: QUAKE'S UNIFIED TERRESTRIAL/MULTI-SATELLITE-PROTOCOL

Segment by Deminkus Hiert >>16

Telit World Customer Applications >>45

Audi adopts UMTS/HSDPA Technology from Telit for its New Infotainment System >>31

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Telit[®] wireless
solutions
Making machines talk.™



**You expect service.
We guarantee the perfect one.**



Full service for all needs.

**Product Design
& Development**

**Testing &
Certifications**

**Production
Support**

**Customization
& Go-to-Market**



We assist you from the very beginning of your design and development phase until your go-to-market – and even beyond.

You can count on:

>> Close contact >> Short reaction time >> Global availability

Technical
Sales Team



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TS-LATINAMERICA@telit.com
TS-APA@telit.com

Telit Technical
Support Forum



www.telit.com >> Services
>> Technical Forum

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LATIN AMERICA: +55 11 2679 4654
APAC: +82 2 829 8088



Technical Support.

Technical Assistance

- >> Integration support (hardware and software)
- >> Handling of firmware issues
- >> Requests for the implementation of customer specific features and new AT commands
- >> Managing and interfacing direct R&D support to key customers and distributors

Application Engineering Support

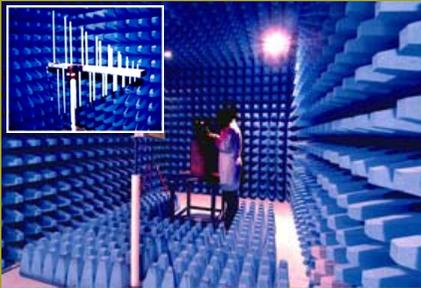
- >> Design Review Service
- >> Pre-Certification Test Service
- >> Product Certification Service
- >> Audio Integration and Testing
- >> Validation Test on Manufacturing Process



Technical Support.

Application Engineering Support facilities

- >> 8 meters anechoic chamber
- >> 3 meters distance measurement
- >> 30 MHz to 4 GHz measurement
- >> Shield room
- >> Acoustic chamber
- >> Climatic chamber
- >> Physical test lab
- >> X-Ray test lab



Anechoic chamber



X-ray machine



3D Optical measurement



Flourescence X-ray



Telit Infinita Services.

The new service concept from Telit Wireless Solutions to simplify m2m solution deployment and maintenance of device software.

>> Premium FOTA Management

Increases the operational reliability of an m2m application. Regular updates due to changes made to the network or new software versions can now be performed remotely over the air, fast and reliably.

>> Extended Hardware Warranty

Offers the opportunity to acquire extended warranty terms, ranging from 1 to 4 years of extension on the module hardware.



Telit Competence Centers.



Global network of Competence Center Partners, identify and execute the designs for specific customer applications based on Telit technology.

- >> Proven experience in hardware, software and mechanical design
- >> Experience with the approval and certification process, preferably in several countries
- >> Established design departments with a successful track record of wireless designs
- >> Telit Technical Support Representative will be assigned to provide engineering support.
- >> 26 Telit Competence Centers all over the world:
Finland | France | Germany | Israel | Italy | Serbia | Slovenia | Spain | Sweden | Ukraine |
United Kingdom | USA | Brazil | India
- >> **More information at www.telit.com >> About >> Competence Centers**

Telit® wireless
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Excellence in every part.



The Telit product range.

Cellular and Short Range solutions out of one hand

- >> Being the only M2M supplier worldwide to offer all relevant wireless technologies in its product portfolio, Telit provides its customers with tailored solutions out of one hand.

Telit's Unique Product Family Concept

- >> Telit is the only m2m supplier to offer its customers a form factor and family concept.
- >> Product families are tailored to different levels of integration and volumes according to application size and production scale.
- >> All modules in a family have the same form factors and functionality – the same size, the same shape, the same connectors and the same software interface. The advantage for users is clear; all modules in a family are interchangeable. Available mounting technologies are BGA (Ball Grid Array), LCC (Leadless Chip Carrier with Castellations) and Connector.
- >> Customers benefit from modules that can be used for years in their applications. They avoid additional development outlay and thus protect their previous development investments.



The Telit product range.

Cellular Technologies

- >> GSM/GPRS modules
- >> UMTS/WEDGE/HSDPA modules
- >> CDMA/EVDO modules

Short-Range Technologies

- >> ZigBee
- >> Short Range RF (proprietary mesh/point-to-point for unlicensed frequency bands)
- >> Short Range to GSM/GPRS
- >> Wireless MBus

Satellite Technologies

- >> GPS M2M modules





Product Overview: Cellular

>> **Company-owned 2G protocol stack**

Developed and maintained by and under total control of the company's R&D team

>> **Complete technology spectrum for global deployment**

GSM-GPRS / UMTS-WEDGE-HSDPA / CDMA

>> **Form factor & family concept**

All modules in a family have the same form factors and functionality – the same size, the same shape, the same connectors and the same software interface.



Product Overview: Cellular

>> GSM | GPRS

>> Satellite



GT863

GT864



GM862-GPS



GE863-GPS

GE863-SIM

GE863-PRO³



GE864-QUAD V2

GE864-QUAD
Automotive V2

GE864-QUAD
ATEX



GE865-QUAD

GL865-DUAL



GC864-QUAD

GC864-QUAD V2



SE867-AGPS



Product Overview: Cellular

>> UMTS | HSDPA 7.2

>> UMTS | WEDGE

>> CDMA | 1xRTT



GT864-3G
GT863-3GG



UC864-E-DUAL
UC864-E
UC864-E-AUTO



UC864-K
UC864-G



UC864-WD



CC864-DUAL
CC864-K
CC864-SINGLE



MDT-800



GL865-DUAL – one of our innovations 2010.

One of the smallest GSM/GPRS surface mounted module in the market.

- >> The LCC (Leadless Chip Carrier) castellation packaging technology is suited for uncomplicated and low-cost applications based on Four-Layer PCB (Printed Circuit Board).
- >> Its ultra-small form factor, excellent energy efficiency and low unit price make the GL865-DUAL perfect for mobile applications and for high volume use across all industries.
- >> With the option for manual soldering and removal, it can also serve niche applications with low volume production.
- >> Like all other Telit modules the GL865 product line support Over-the-Air firmware update by means Premium FOTA Management.





Product Overview: Short Range

- >> Full IPR and knowledge on the 4 proven powerful fully customizable protocol stacks (Z-One, M-One, S-One, wireless M-BUS).
- >> Ready solutions for Star and low power Mesh network topology under almost all ISM frequency bands for a global coverage using pin to pin product families that provides coverage range from 70 m to 16 km.
- >> Leading company in the area of ZigBee with a fully certified radio platform (ZCP 2007) and its own flexible ZigBee firmware (Z-One Stack).
- >> World level product reliability (MTBF > 500 years).
- >> Long term product availability.



Product Overview: Short Range

>> Licence-Free-System

>> for Frequencies <1GH
Wireless M-BUS EN1375

>> IEEE 802.15.4
ZigBee®

>> Short range
to GSM|GPRS



TinyOne™
Plus 868 MHz

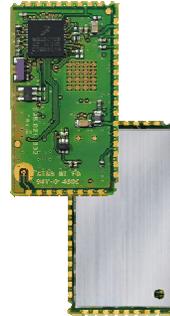
TinyOne™
Pro 868 MHz

PowerOne™
868 MHz



TinyOne™
Lite 433 MHz
RF modules

TinyOne™
Lite 868 MHz
RF modules



TinyOne™
Plus 868 MHz
RF modules

TinyOne™
Pro 868 MHz
RF modules

TinyOne™
Pro 915 MHz
RF modules



PowerOne™
868 MHz
RF modules



ME50-868
RF modules



ZE 51-2.4
RF modules

ZE 61-2.4
RF modules



GG863-SR



ME50-868 – our smart metering support.

Telit's support for smart metering initiatives.

- >> The ME50-868 module is the latest generation of wireless M-Bus products compliant with EN 13757 part 4 and part 5.
- >> It supports uni- and bi-directional RF connections at 868 MHz between meters for gas, water, heating or electricity and concentrators.
- >> The ME50-868 increases the accuracy and transparency of bills, offers better customer service and helps to improve energy efficiency.
- >> Equipped with an RS232 interface and digital as well as analogue inputs and outputs, the modules can be easily integrated into various systems, reducing the time and money spent on development.





The Power of Innovation: R&D Centers

Trieste



- Global Center of Competence for 2/2.5 G platform and product development.
- More than 20 years experience in development, design and production of cellular handsets and applications.
- More than 160 employees in all relevant functions.
- Top high-tech site for wireless communications technology in Italy.

Sardinia



- Specializes in Short Range RF technologies
- Extended customer support from small to medium sized companies.
- 36 R&D engineers
- The Management Team includes experienced engineers and leaders
- ZigBee® and Wi-Fi™ alliance member.



Sophia Antipolis



- Focused on designing and developing innovative and reliable Short Range radio solutions for wireless sensor network automation and control.
- Offers standardized and customized wireless RF solutions
- 4 product lines for the m2m market based on standard ZigBee® Wireless M-Bus and proprietary star and mesh protocols

Seoul



- More than 60 highly qualified engineers developing CDMA and WCDMA m2m solutions.
- High-tech center for UMTS / WEDGE / HSDPA technology and m2m solutions.



We prefer strong partners.



>> The European Telecommunications Standards Institute (**ETSI**) produces globally-applicable standards for Information and Communications Technologies (ICT), including fixed, mobile, radio, converged, broadcast and internet technologies



>> **Infineon Technologies** focuses on energy efficiency, communications and security and offers semiconductors and system solutions for automotive and industrial electronics, chip card and security applications as well as applications in communications.



>> **QUALCOMM** Incorporated, a leading developer and innovator of Code Division Multiple Access (CDMA) and other advanced wireless technologies,



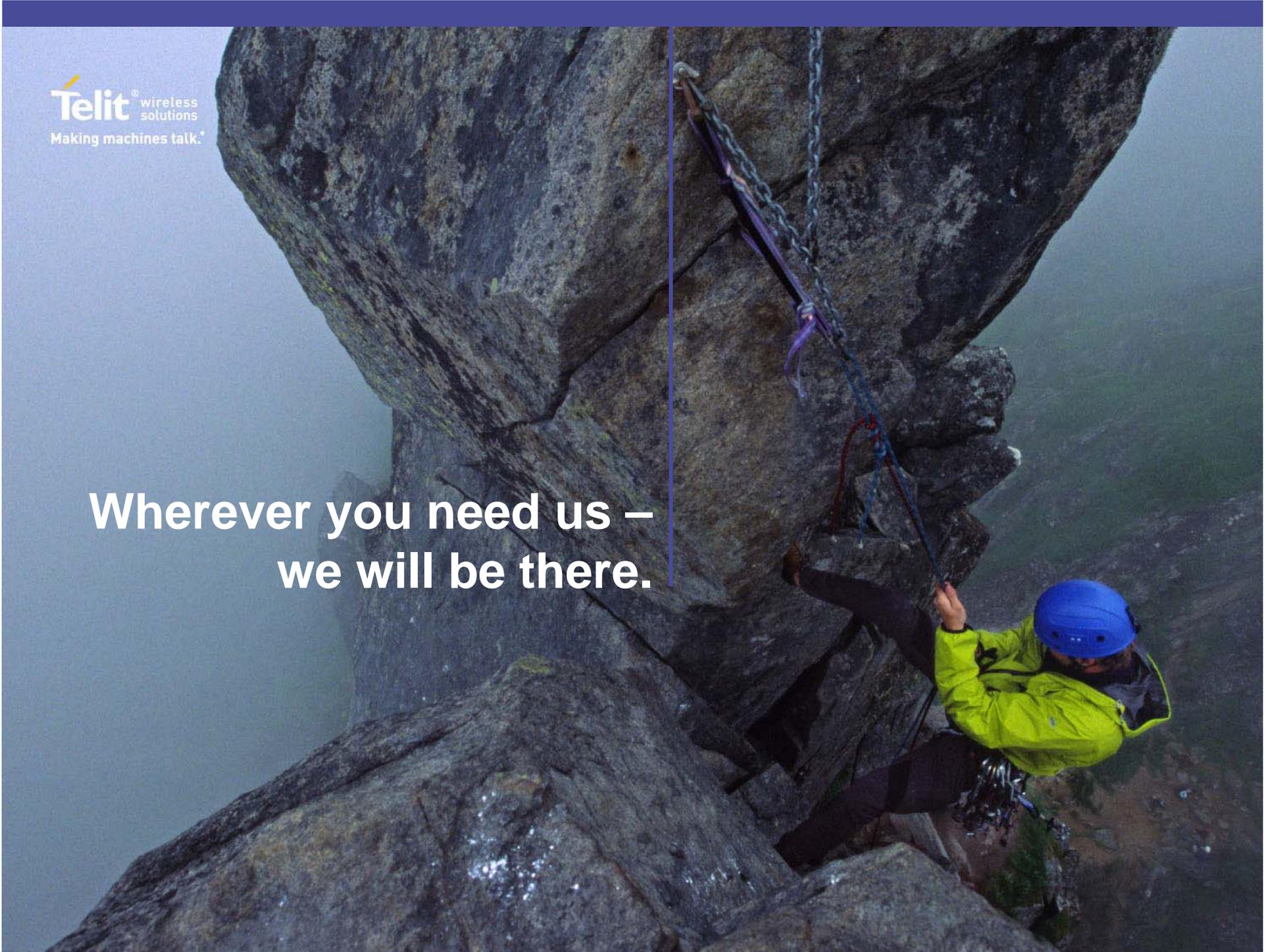
>> **Red Bend** is the market leader in mobile software management and Firmware Over-the-Air update solutions for mobile devices. Its vCurrent Mobile client software is now embedded in more than 50 handset models used by 70 million consumers in 91 countries.



>> **SiRF** is a member of the CSR plc Group of companies. CSR plc is a leading provider of multifunction connectivity and location platforms.

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Making machines talk.™

Wherever you need us –
we will be there.





Telit's global presence.



EMEA

Headquarters >> Italy | Rome **GLOBAL**

Sales Offices >> Denmark | Germany | Israel | Italy | Russia | South Africa | Spain | France | Turkey | UK

R&D Centers >> Italy Trieste | Sardinia | France Sophia Antipolis



North America

Headquarters >> USA Raleigh NC

Sales Office >> for North America



Latin America

Headquarters >> Brazil São Paulo

Sales Office >> for Latin America



APAC

Headquarters >> Korea Seoul

Sales Offices >> Korea | Taiwan | China Southern | Northern & Central

R&D Centers >> Korea Seoul



Telit's global certifications.

>> Regulatory



Telit's global certifications.

>> Operators & Service Providers



Telit[®] wireless
solutions
Making machines talk.[®]

You can count on us
– now and in the future.

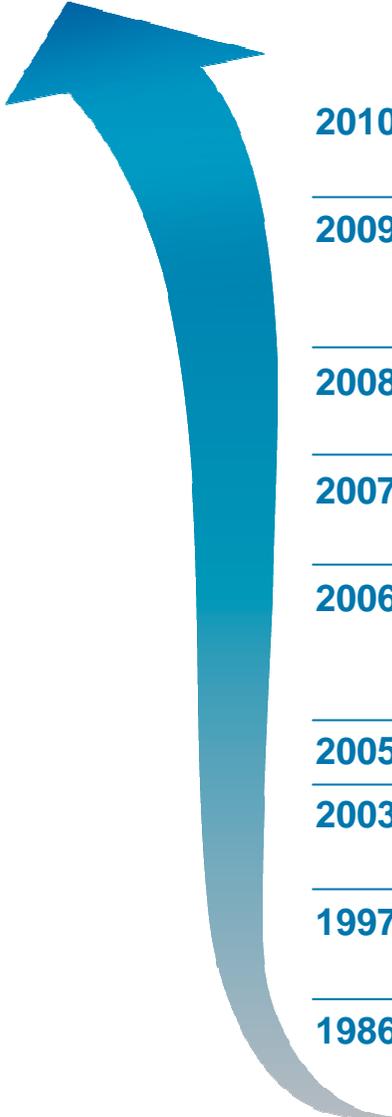


Facts & figures.

- >> **Core business:** Machine to Machine Communications with Cellular, Short Range and Satellite Technologies
 - >> **Global Corporate Headquarters:** Italy
 - >> **Regional Headquarters:** EMEA | North America | Latin America | APAC
 - >> **Employees:** 355
 - >> **Stock Exchange:** Publicly Listed at London Stock Exchange [LSE:TCM.L “AIM”]
Launched in 2003
 - >> **Revenue 2009:** \$ 88,8 million
 - >> **Revenue Expectations for 2010*):** \$ 131 million
- *) Market expectation based on Astaire Securities Analyst Report (September 2010)



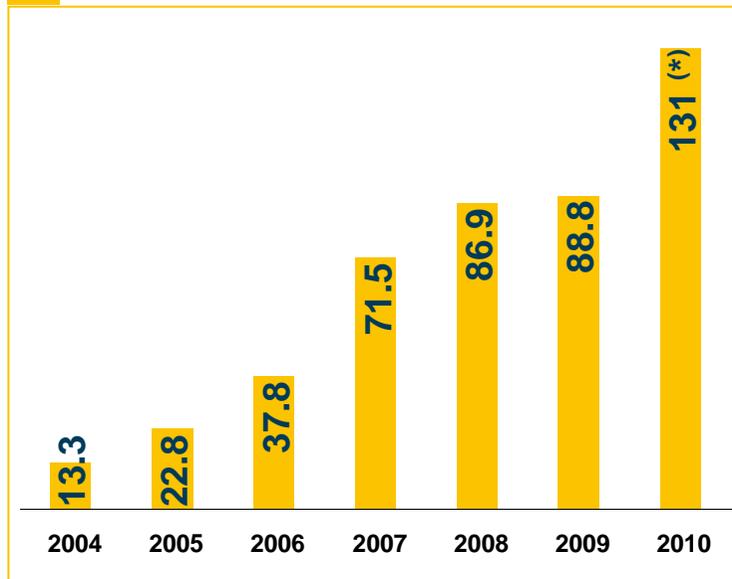
From the beginning until today.

- 
- 2010** Telit reaches the mark of two millions GE864 modules sold | Audi uses UMTS/HSDPA technology from Telit for its new Infotainment System
 - 2009** New short-range product series and the smallest GSM/GPRS module in the world | Launching Telit Infinita Services | Telit develops wireless communication system for Eurocopter
 - 2008** Opened Telit Latin America and South Africa | Telit acquired One RF, a company focused on short range products
 - 2007** Certification from AT&T Wireless, USA | Raising additional 16 million Euro for m2m business from BAMES, Italy
 - 2006** Establishing Telit APAC and Telit AMERICAS | Acquired Bellwave m2m, market leader in South Korea | Set up R&D center in Sardinia, Italy on a grant awarded by the Italian Ministry of Industry
 - 2005** IPO in London (AIM: TCM) raising 30 million Euro to develop m2m business
 - 2003** Acquired by Polar Investments and Oozi Cats setting the strategic focus on m2m
 - 1997** Manufacturing and marketing cellular handsets and automotive communication systems
 - 1986** Engineering organization selling R&D services to the Telecom industry

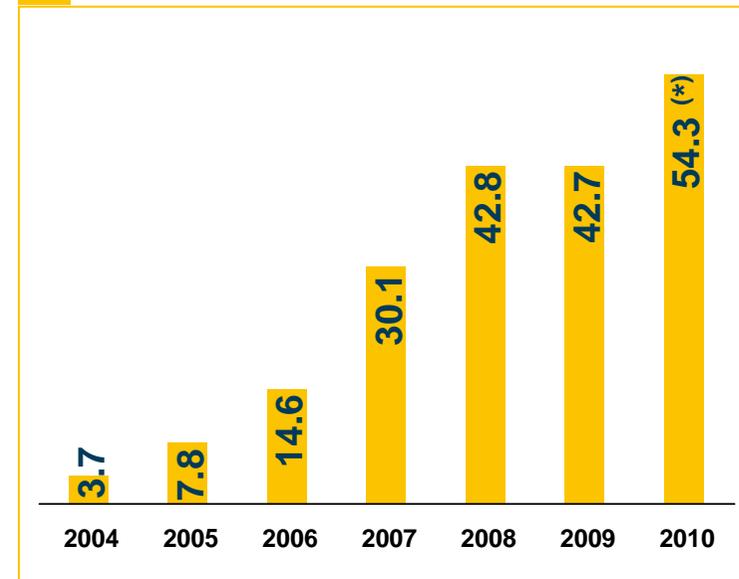


Financial summary per year.

Revenues (\$ mil)



Gross Profit (\$ mil)



(*) Market expectations based on Astaire Securities Analyst Report (September 2010)

- >> Expected Revenue Growth of 47% to 131m in Y2010 compared to Y2009
- >> Expected Gross Profit Growth of 27% to 54.3m in Y2010 compared to Y2009
- >> Financial results under: www.telit.com

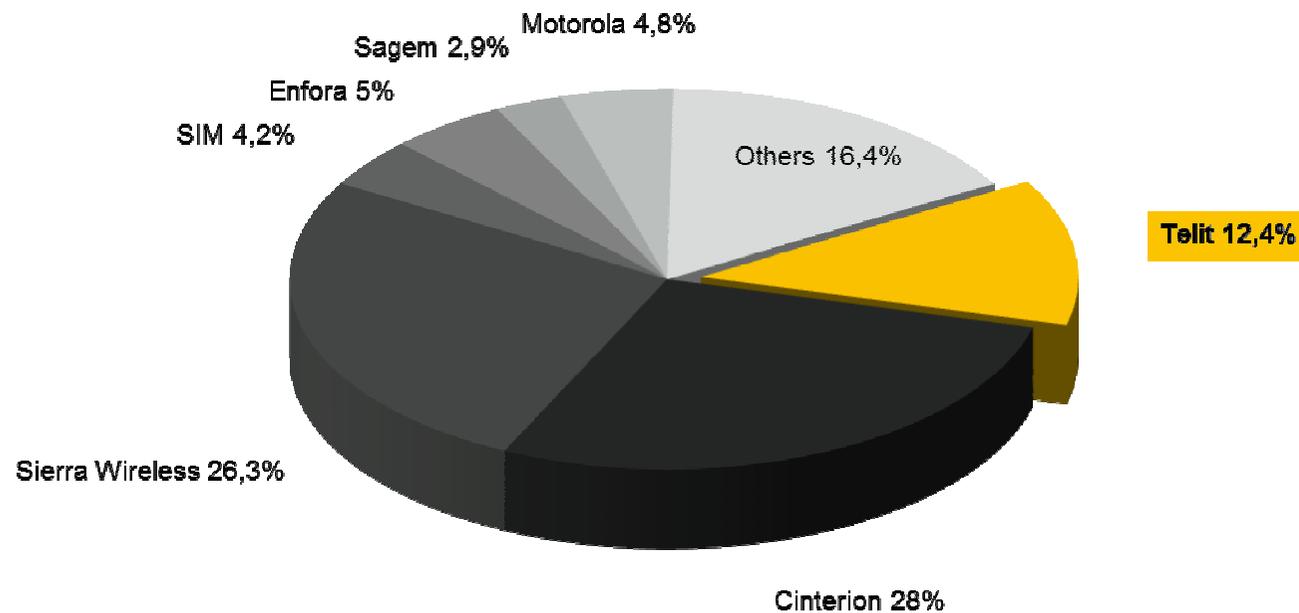


Estimated market shares by revenues.

Total Available Market (TAM) 2009: **€500 million**

The Global Market shrank approx. **23%** in 2009. Telit grew by **10.7%** in 2009!

Telit increased its Market Share approx. **40%** from **9%** to **12,4%** in 2009!



Source: Beecham Research, August 2010



m2m – a dynamic market.

Europe has 600 Million Wireless m2m Connections



>> 3 Million Vending Machines



>> 6 Million POS Terminals



>> 7 Million Monitored Alarm Systems



>> 219 Million Passenger Cars



>> 336 Million Energy Meters

According to leading analysts the m2m market will experience an annual growth up to 30%!

“The computing revolution was about information. The wireless-communications revolution is about making digital information about anything available anywhere.”

Source: The Economist, April 2007



Global market potential.

Worldwide m2m Cellular Modules

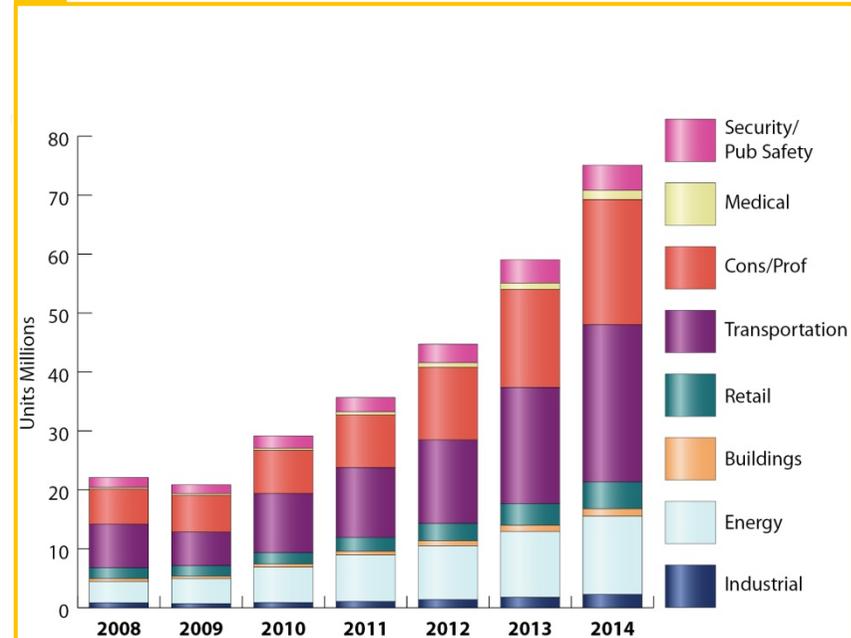
>> Revenue Forecast 2008-14



Source: Beecham Research 2010

Worldwide m2m Cellular Modules

>> Modules Estimates 2008-14



Source: Beecham Research 2010

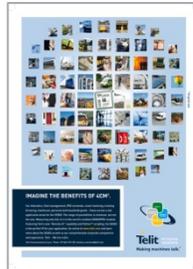


Establishing a strong brand.



>> Intensive internet activities

- Comprehensive and daily update website
- Market information: www.telit.com >> market intelligence
- Technical Support Forum:
www.telit.com >> Services >> Technical Forum
- Social media activities:
www.telit.com/facebook
www.telit.com/twitter
www.telit.com/youtube



>> Worldwide advert campaigns in all relevant magazines.



>> Attending all relevant exhibitions and running own events.

- M2M Summit, Cologne, Germany
- Metering, Billing/CRM Europe, Vienna, Austria
- International CTIA WIRELESS I.T. & Entertainment 2010®, San Francisco, CA
- Electronica 2010, Munich, Germany



The benefits of a strong brand.



>> We promote your application in our magazine and on our website – worldwide and with a high-class readership.



>> The high reputation of Telit's modules increases your customers' confidence in the applications.



>> Telit has been selected by *Connected World Magazine* as one of the top 100 companies in m2m worldwide.



Our promises. Your guaranty.

>> Quality

ISO 9001:2008 certified at global corporate level. Telit is committed to continuously improve the quality levels of its mission area assets: R&D, Operations, Sales and Customer Service

>> Business scalable

Product families that enable integrators to easily move between products without having to redevelop their application in order to address issues such as an increase in mass volume production

>> Investment protection

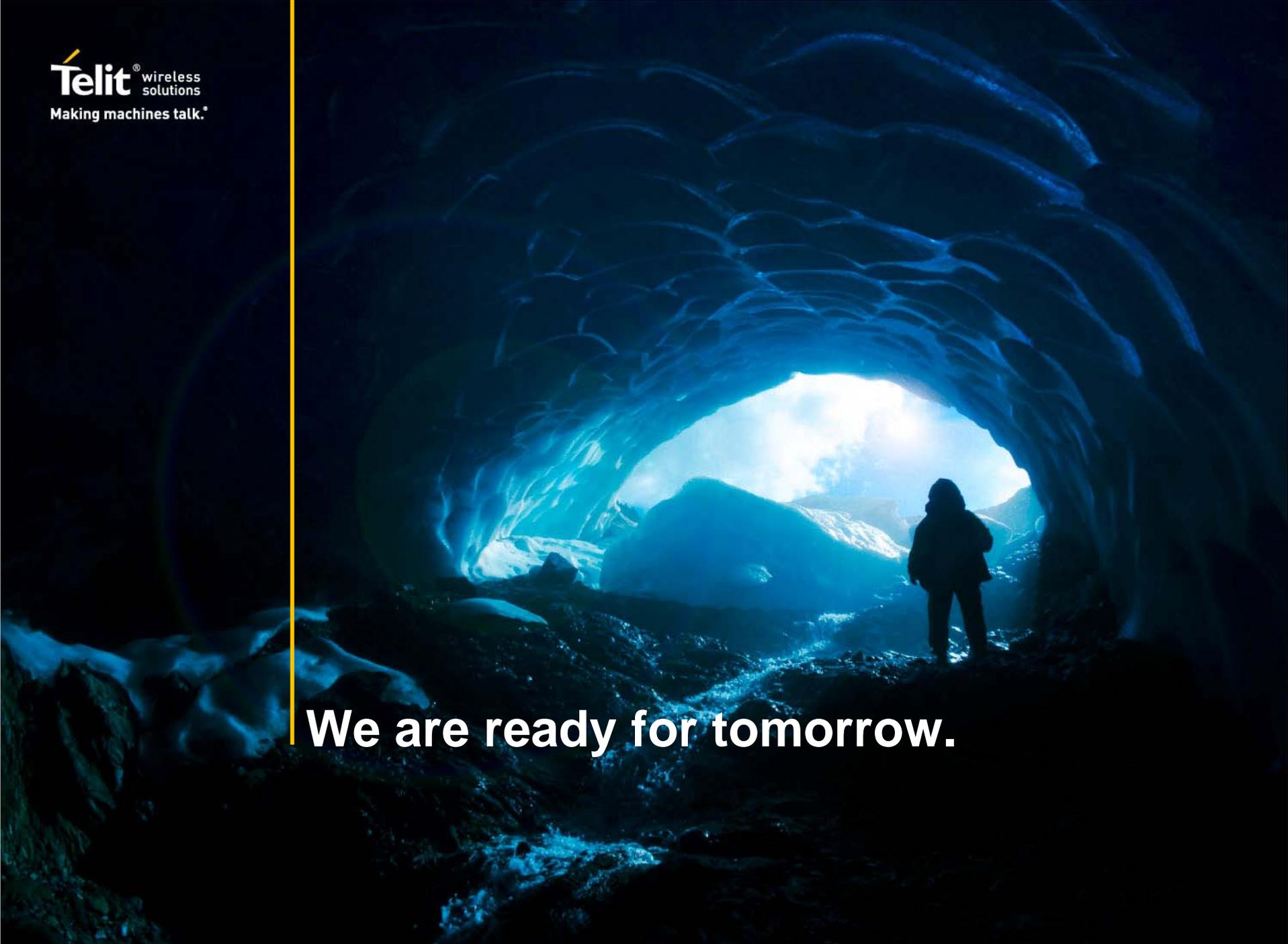
Products that are designed to bring technology enhancements to the integrators such as higher data rates and new wireless standards while maintaining backward compatibility in form factor and logical interfaces

>> Ease of integration

Product and service offerings that are designed to accelerate the integrator's time-to-market and improve the overall development experience



Telit® wireless
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A person in a dark jacket stands in the center of a blue-lit ice cave, looking out at a snowy mountain landscape. The cave's interior is illuminated with a vibrant blue light, creating a textured, crystalline appearance. The person is silhouetted against the bright light coming from the cave's opening. The overall scene conveys a sense of exploration and readiness for the future.

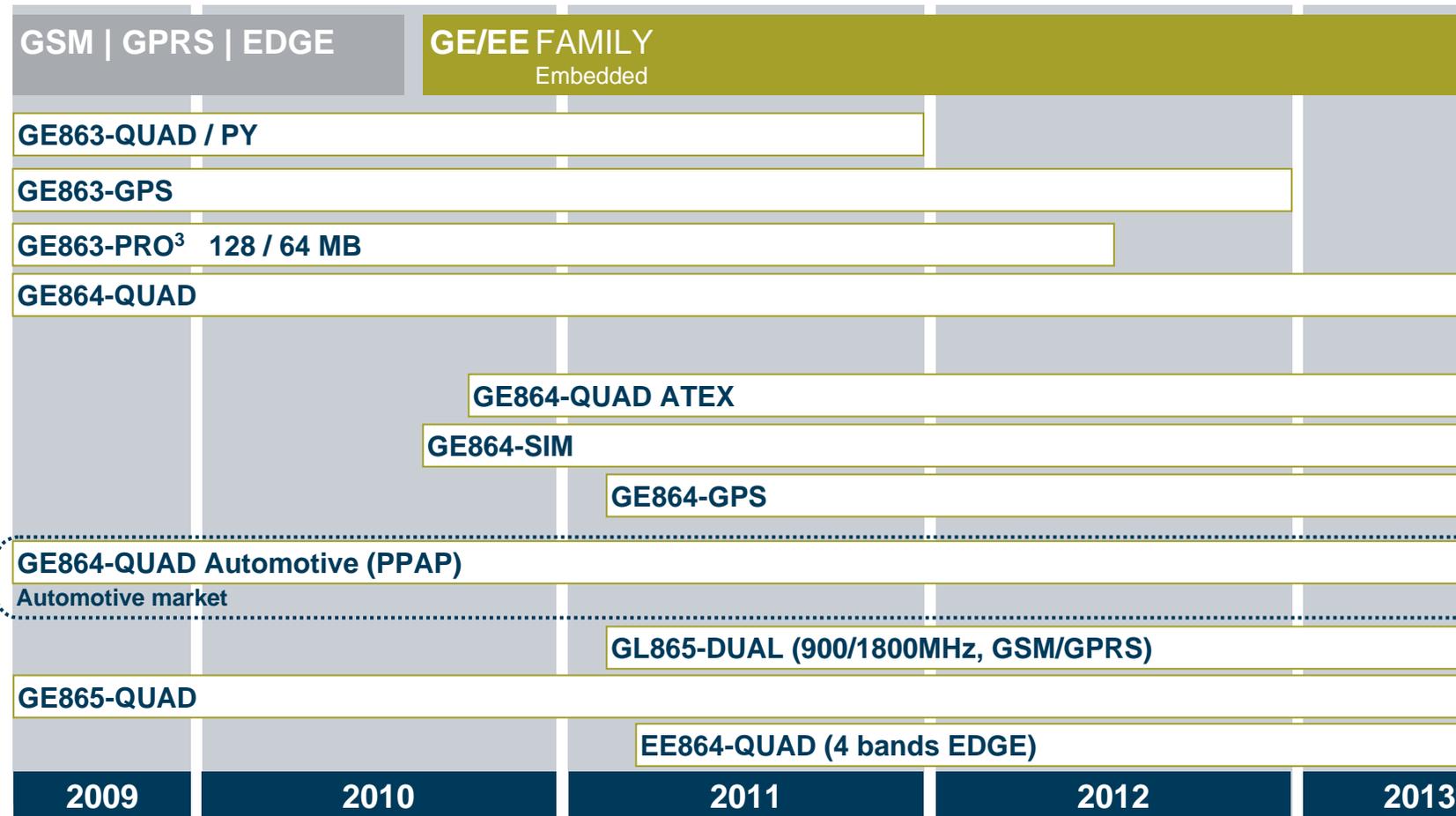
We are ready for tomorrow.



The future on the screen.

Cellular Products

>> 2.75G Product Roadmap – GE,EE families

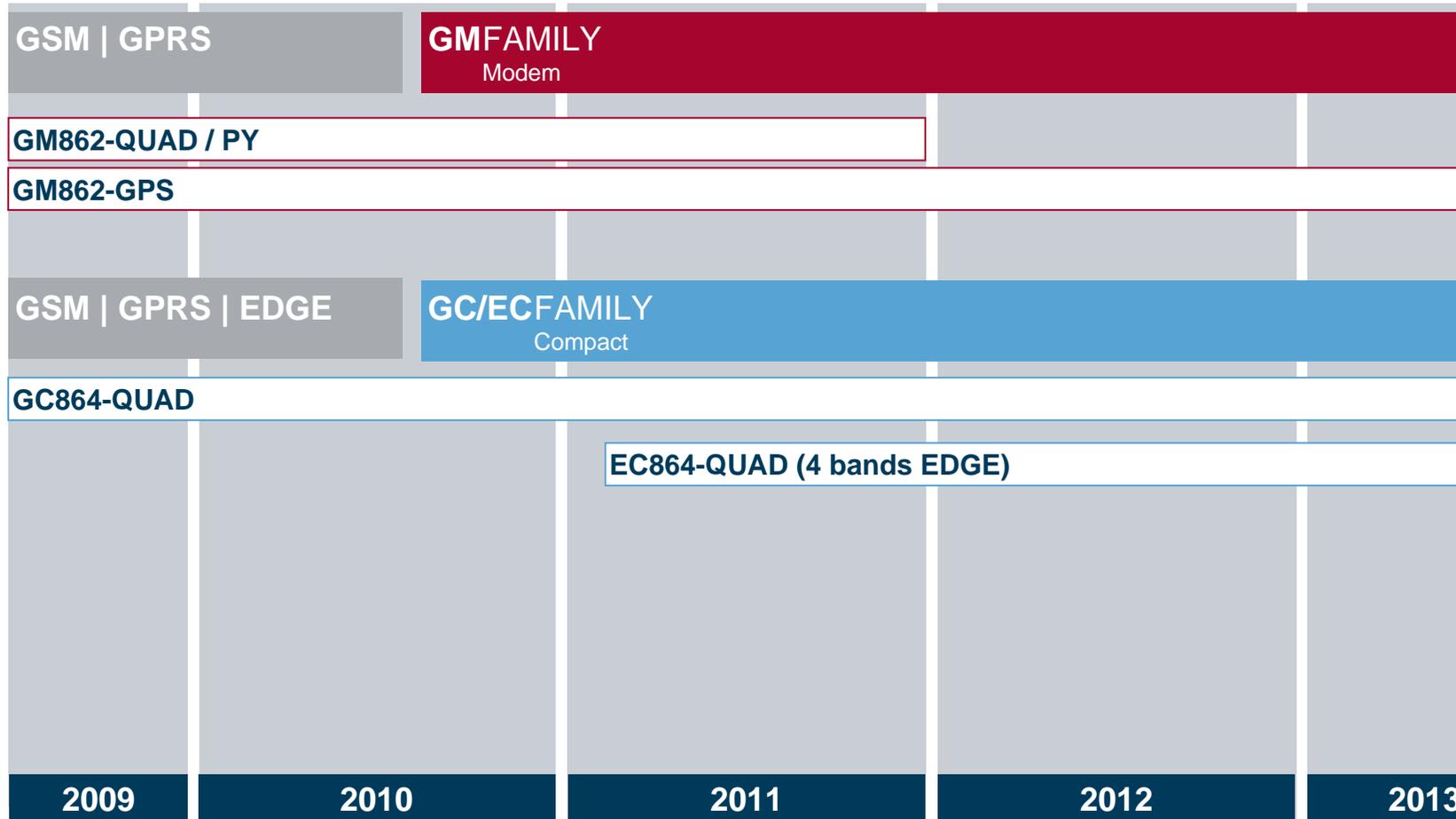




The future on the screen.

Cellular Products

>> 2.75G Product Roadmap – GM, GC, EC families

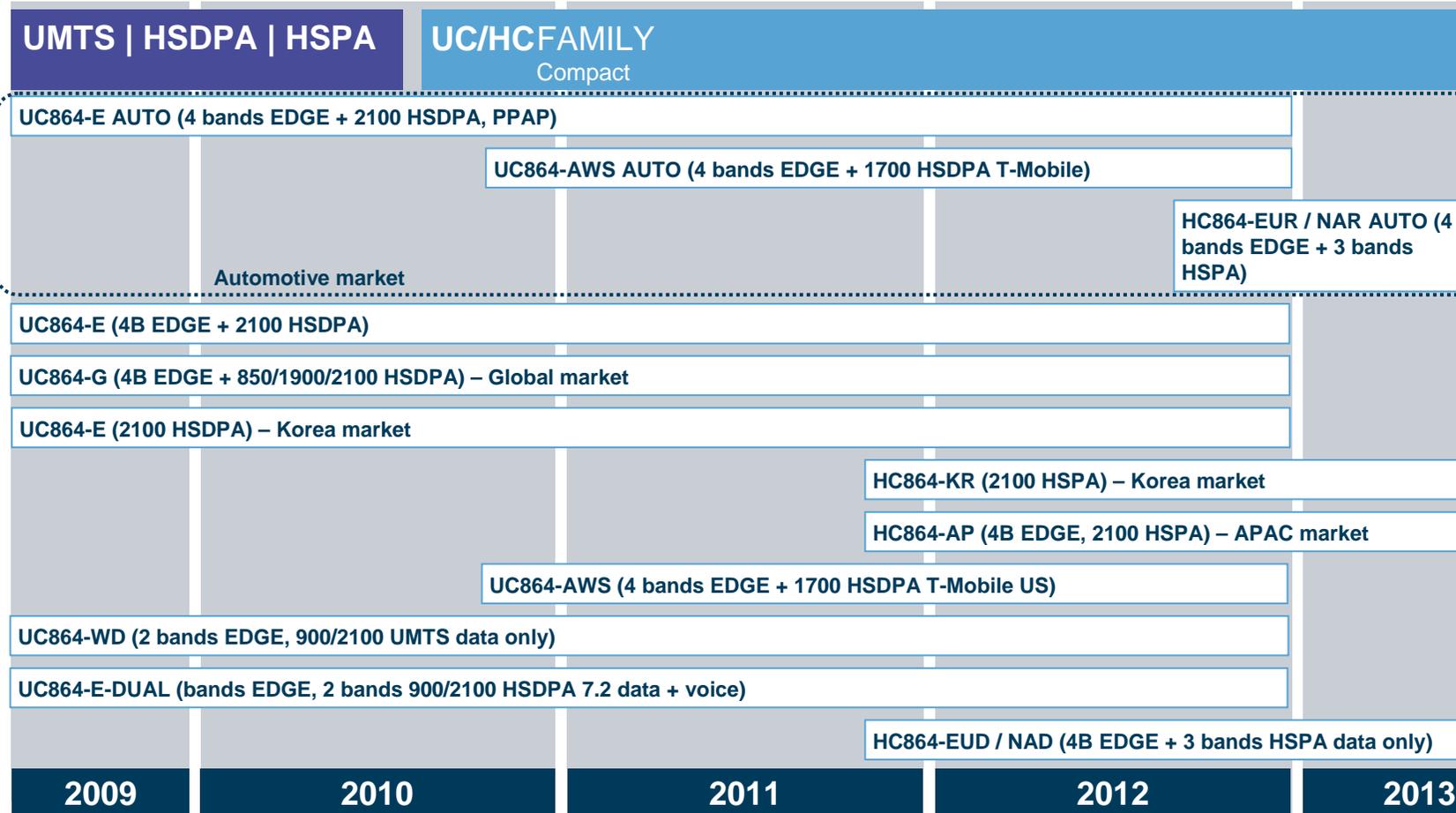




The future on the screen.

Cellular Products

>> 3G WCDMA Product Roadmap – UE, UC, HC families





The future on the screen.

Cellular Products

>> 3G CDMA 2K Product Roadmap – CC, DC, DE families

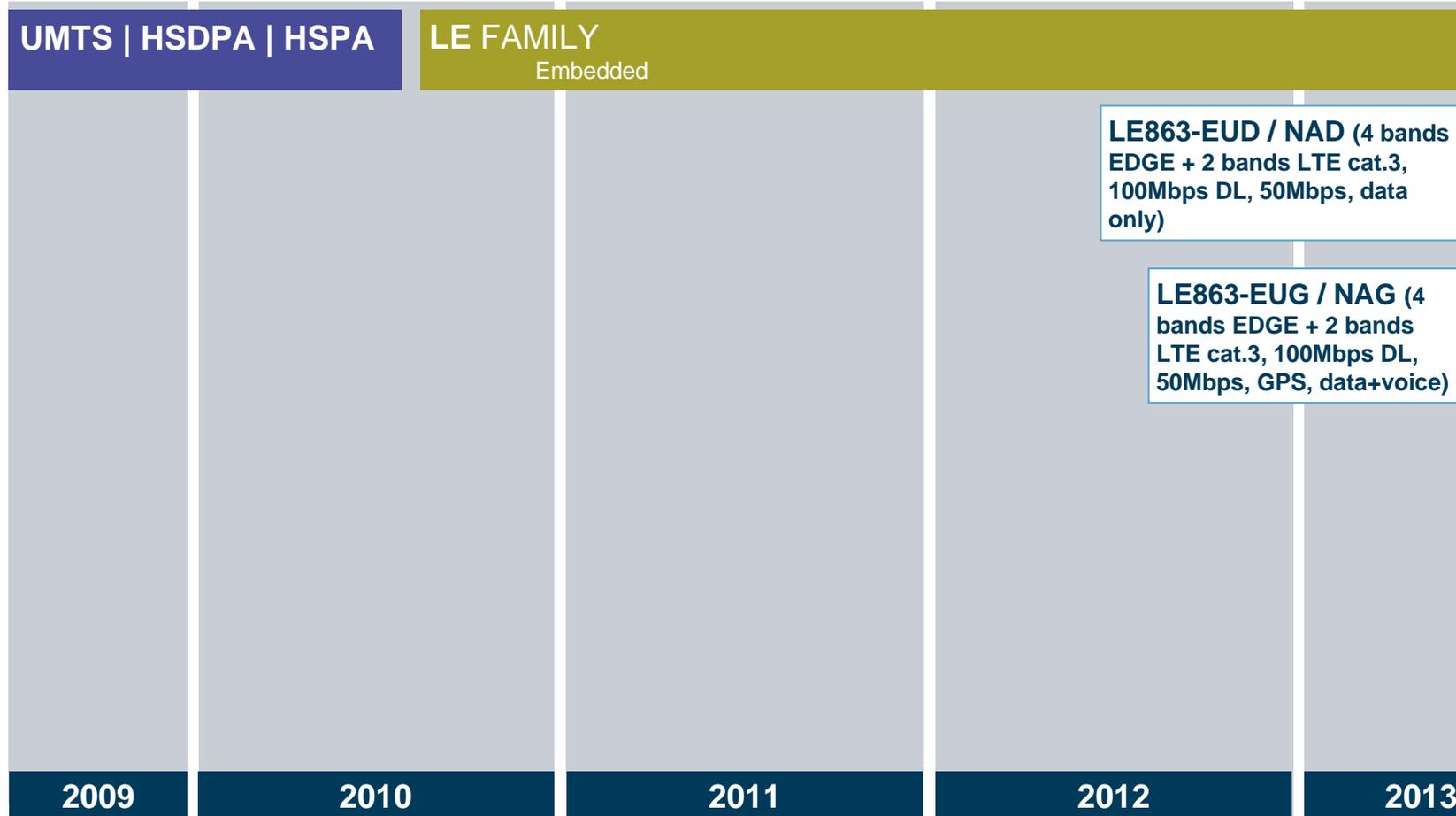
CDMA 1xRTT EVDO		CC/DC FAMILY Compact		
CC864-DUAL (800/1900 MHz CDMA 1xRTT, GPS) NA market				
				DC864-DUAL (800/1900 MHz EVDO Rel.A, GPS) NA market
CC864-SINGLE / SR (800 MHz CDMA 1xRTT) Korea market				
CC864-SR (800 MHz CDMA 1xRTT, R-UIM supported) China market				
CDMA 1xRTT EVDO		DE FAMILY Compact		
				DE863-DUAL (800/1900 MHz EVDO Rel.A, GPS) NA market
2009	2010	2011	2012	2013



The future on the screen.

Cellular Products

>> LTE Product Roadmap – LE family





Contact us.



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