2022
Milesight IoT Introduction

Better Inside, More in Sight

Milesight

Milesight IoT Profile

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Milesight IoT Profile

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About Milesight IoT

Milesight is a professional IoT company that leverages the top trending technologies to simplify the process of data collection, storage and retrieval in order to accomplish the goal: connecting "things" to the Cloud

Better Inside, More in Sight

100+ employees

56% of office staff are working in R&D center

200% CAGR during 2019 to 2021

20K pcs monthly production capacity

15% of revenue invested into R&D

0.7% defect rate

100+ countries and regions covered

Milesight IoT Timeline

2011
- Milesight was founded
- Launched the first generation of IP camera products

2017
- Milesight IoT (formerly Ursalink) was founded
- Launched the UR7x programmable industrial cellular router

2018
- Attained ISO 9001: 2015 Certification
- Unveiled the first outdoor LoRaWAN® gateway to step into LPWAN

2019
LoRa Alliance® Member — Milesight IoT Cloud
- Launched the indoor LoRaWAN® gateway and first LoRaWAN® sensor
- Milesight IoT Cloud gets ready (formerly Ursalink Cloud)
- Launched the UR3x series 4G industrial router
- Joined the LoRa Alliance to dive deeper into IoT ecosystem

2020
- Merged with Milesight Technology & Yeastar to expand the market scope
- Launched the first 5G industrial router
- Expanded LoRaWAN® Sensor Portfolio for sensing and detection of indoor and outdoor environments
- Acquired LoRaWAN® certifications for 5 sensors
- Power up Milesight IoT Cloud to increase field visibility and get LoRaWAN® end nodes under control over the air..

2021
AIoT
- UR32L Lite Industrial Cellular Router
- AM300 Series 9 in 1 Ambience Monitoring Sensor
- VS121 AI Workplace Sensor
- UF51 5G IP67 CPE
- CoWork Smart Office Solution
- UG63 Lite LoRaWAN® Gateway
- 5G AIoT Camera
- Explore the Potential of AIoT solution

2022
- **Move into New Milesight Headquaters Building**
- **Brand New Logo & Company Image**
- 5G Dongle
- Smart Display
- AM103 Ambience Monitoring Sensor
- Stay Tuned for More Surprising Products

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Mileisght IoT Product

Milesight IoT Products

LoRaWAN® Products

LoRaWAN® Gateway
- UG63
- UG65
- UG67

LoRaWAN® Sensor
- AM100 Series
- AM300 Series
- EM300 Series
- EM500 Series

CoWork Series
- VS121
- WS101
- WS202
- WS301
- WS52x
- WS156

LoRaWAN® Controller
- UC50x
- UC51x
- UC300

Cellular Products

Lite Series
Industrial Cellular Router
- UR32L

Pro Series
Industrial Cellular Router
- UR32
- UR35

Ultra Series
Industrial Cellular Router
- UR75

Compact 4G Controller
- UC3414
- UC3422
- UC3452

5G Products

5G CPE
- UF51

5G Dongle
- UF31

5G Camera
- 5G AI Camera
- 5G AIoT Camera

LoRaWAN® Products

Milesight

Long Range Low Power Wide Area IoT Solutions

LoRaWAN® Gateway

- **UG63** Mini LoRaWAN® Gateway
- **UG65** Semi-Industrial LoRaWAN® Gateway
- **UG67** Outdoor LoRaWAN® Gateway

LoRaWAN® Sensor

- **AM100 Series**
  Indoor Ambience Monitoring Sensor
- **EM300 Series**
  Environment Monitoring Sensor
- **EM500 Series**
  Outdoor Environment Monitoring Sensor
- **CoWork Series**
  Explore the Potential of Workspace

LoRaWAN® Controller

- **UC50x Series**
  Outdoor LoRaWAN® Controller
- **UC51x Series**
  LoRaWAN® Solenoid Valve Controller
- **UC300 Series**
  Compact LoRaWAN® Controller

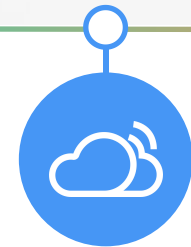Low Power - 5 to 10 Years Service Life

Long Range - 15 km in Rural Area

IP65 to IP67 Rating

NFC for Easy Configuration

Data Visualization with Milesight IoT Cloud

Cellular Products

High-Speed Wireless Industrial-Grade Cellular Products for Data Transmission Solutions

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Lite Series

Lite

- UR32 Lite Industrial Router

Pro Series

Pro

- UR32 4G Industrial Router
- UR35 4G Industrial Router

Ultra Series

Ultra

- UR75 Industrial Router

4G Controller

- UC3414 Controller
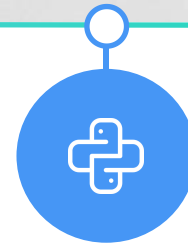- UC3422 Controller
- UC3452 Controller

Rugged Metal Casing

-40°C to +70°C Operating Temp

Rich Industrial Interfaces

Python 3.7

DeviceHub Remote Management

MilesightVPN Remote Access

5G Products

Ultra Fast 5G Networking Solutions

Milesight

5G CPE

- UF51 Industrial Router

5G Dongle
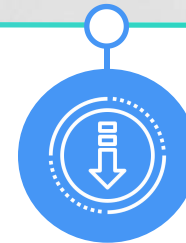
- UF31 Industrial Router

5G Camera

- 5G AI Camera
- 5G AIoT Camera

5G

5G NR Sub-6 GHz

NSA & SA Modes

2.5 Gbps Downlink Speed

Ultra-reliable Low Latency

Connectivity Suite

Value-added Centralized Device & Data Management Solutions

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Milesight IoT Cloud

DeviceHub	**Milesight IoT Cloud**	**MilesightVPN**
Remote Device Management Platform	• Control & Monitoring • Data Visualization Platform	On-premises VPN Server for Remote Access

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Milesight IoT Success Stories

Cold Supply Chain - Vaccine Storage

Smart Forestry - Forest Monitoring

Smart Agriculture - Wireless Watering System

Animal Husbandry - Pig Farming

Smart City - City Environment & Video Surveillance

Smart City - Prepaid Meter Reading

Smart Building - Ambience Monitoring in Museum

Vaccine Storage Monitoring in Indonesia

Background

- The Pfizer-BioNTech COVID-19 Vaccine can be stored for 5 days at 2-8 ° C conditions.
- The vaccine remains efficacy for 6 months in a special ultra-low temperature freezer.
- Common temperature sensor is not qualified to be used in the specialized freezers with -30° C ~ 70 ° C operating range

Vaccine Availability Ensured
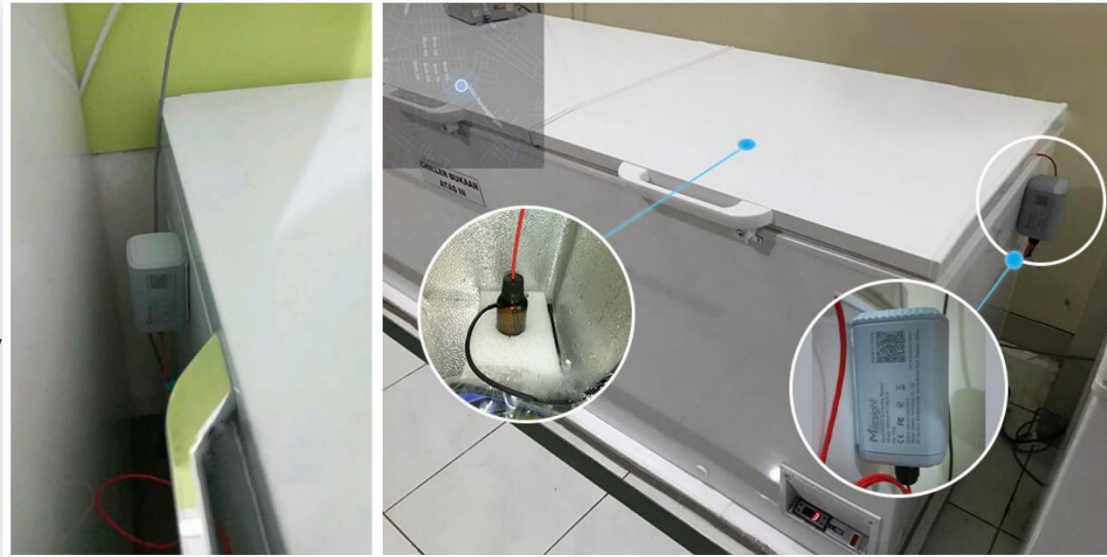
-200° C ~ 800° C Customizable

0.1° C Resolution, 0.5° C Accuracy

24-7 Temperature Monitoring

Instant Abnormal Temperature Alarm
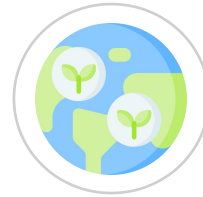
Forest Monitoring in Latvia

Milesight

Background

- Woodworking is one of the biggest industries in Latvia
- The forest reaches a length of 6 km
- 60% of the forest are covered with trees in this project
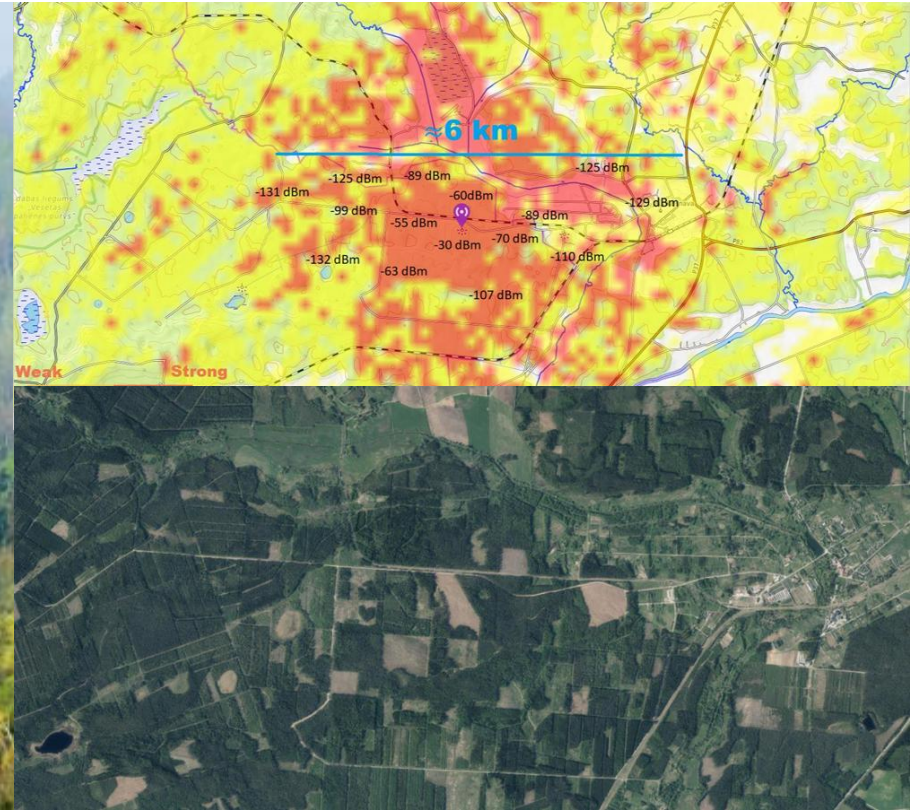
Large Area Forest Monitoring

- Covering radius up to 15 km
- Measurements of temp, humidity, water level, and wind speed

Forestry Ecosystem Protection

- Centralized management and real-time alerts
- Reduce on-site inspection frequency
- Ensure forest's growth and health

Wireless Watering System in Australia

Milesight

Background

- Initiative project of Smarter Irrigation for Profit phase 2 in Australia
- 540 hectares of irrigated agriculture field
- Water, time, money wasted with manual operated irrigation system

Wireless Irrigation

- LoRaWAN® based
- Remote management

Lowered Operation Cost

- Reduction of manpower
- Labor efficiency gains

Increasing Profitability

- Productivity enhancement
- Water efficiency improved

Pig Farming in the Netherlands

Background

- The livestock sector is one of the mainstays of the Netherlands economy
- Livestock production is responsible for the part of increase in greenhouse gas emissions
- Being qualified to implement "Groen Label Kas" program in the Netherlands

Scalable System - LoRaWAN® Based

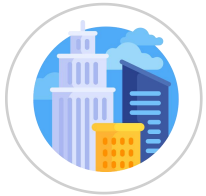**Real-Time Air Quality Monitoring**

24/7 Pig Health Analysis

Green Label (Groen Label Kas) Certified

City Environment and Video Surveillance in Singapore

![Milesight logo]

Background

- Located in city-island-nation, Singarpore
- Traffic & security improvement via smart street light pole
- Contributing to the Digitalization of a smart city

City Environmental Monitoring

- Quality of air
- Crowd density
- Cleanliness of public places
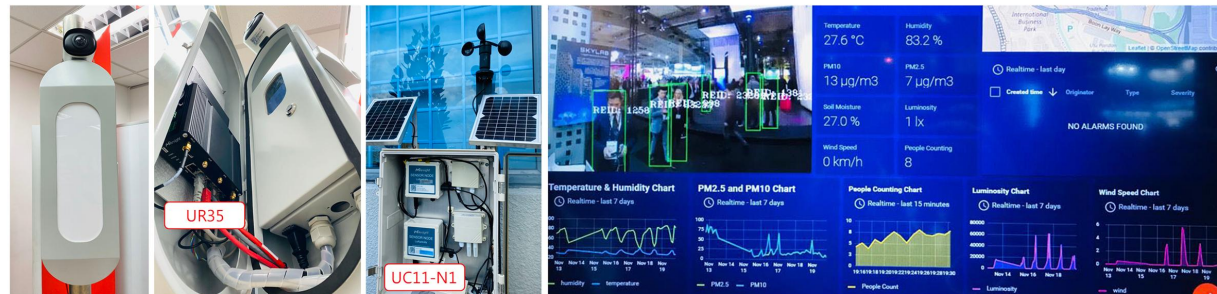- Track of registered vehicles

Transform Legacy Sensor into LoRaWAN®

- Multiple interface access: RS232, RS485, DI/DO, AI

Simplifies Smart City Maintenance

- Integrates video surveillance
- Real-time analysis

UR35

UC11-N1

Prepaid Meter Reading in MENA

Background

- MSAN (Multi-Service Access Node) optimization in MENA Area
- Security & reliability of MSAN cabinet needs to be improved
- Looking forward to providing better metering services
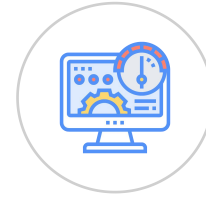
Smart Metering System

- Sends notification before the meter runs out of credit
- Recharges hot meters before running out of credit
- MSAN status is visible in the dashboard

Reduces Maintenance Cost

- Faulty meter detection and alarm
- Alerts when AC mains go above or below threshold settings

Increasing MSAN Safety

- Intrusion alert with door sensor
- Integrates video surveillance

Ambience Monitoring inside Museum in China

Milesight

Background

- The largest museum in Ma'anshan city - Zhuranmu Museum
- Full of historical cultural relics inside
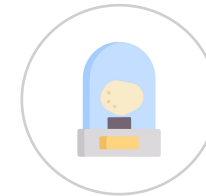
Guarantee Cultural Relics Preservation

- 24-7 temperature & humidity monitoring, ensures cultural relics in best conditions
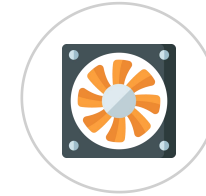
Improve Ventilation

- Monitoring CO_2, TVOC concentration and visitor activity to help to adjust the ventilation

Low Maintenance

- 2 * AA battery provides 1 year service life
- One gateway covers whole museum

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Why Milesight IoT

1 **Increasing Brand Awareness**

2 **Reliable Channel Management**

3 **Synergistic Benefits**

4 **Precise Market Positioning**

5 **Strict Quality Control**

6 **Technology Driven**

7 **All-around Support**

Increasing Brand Awareness

Milesight

Sales Reach

- 100+ countries and regions in the world

Deep Dive into the IoT Ecosystem

- Active Member in LoRa Alliance
- Main Partner of Many IoT Players

Global Presence

- Events Participation and online presence in Europe/Americas/Asia/Africa/Ocean Pacific

Alibaba Cloud	阿里云IoT 物联网市场 Link Market	aws	switzercloud	中国移动物联网联盟 China Mobile IoT Alliance
China Unicorn IoT Alliance 中国联通物联网产业联盟	daliworks a remarkable way	DATACAKE	DIGIMONDO	DreamzIoT
DreamzTech Solutions Transforming your dreams into a reality!	EXOSITE	LoRa Alliance™	LORIOT	MaxBotix
myDevices	Tago IO	Telefónica	THE THINGS NETWORK	ubidots

Increasing Brand Awareness

Better and Reliable Channel Management

Milesight

A healthier and value-added distribution network plus with a rigid price control system would guarantee reasonable margin for partners of each level.

A healthier and value-added distribution network
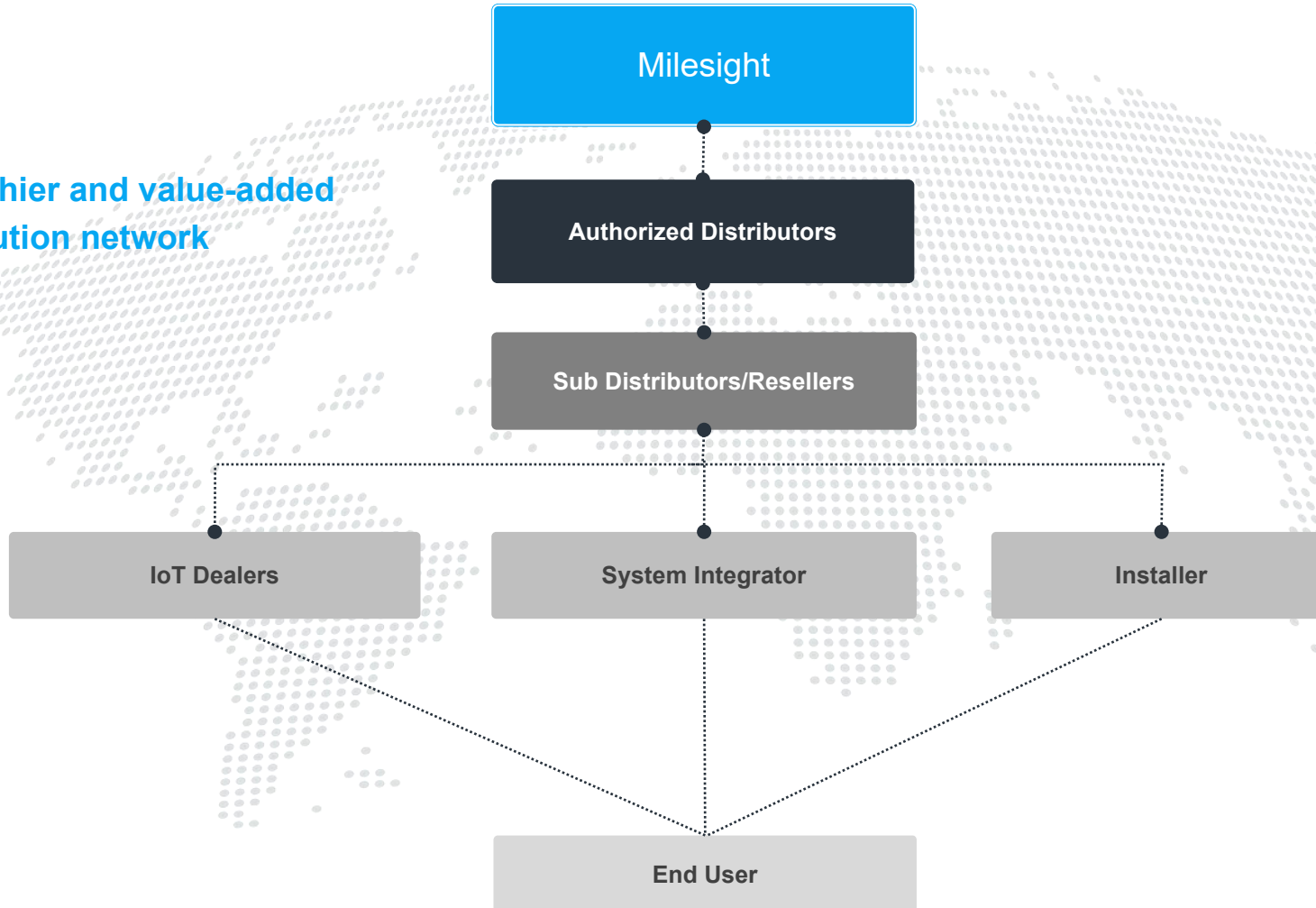
Synergistic Benefits

Milesight consists of there high-tech companies specializing respectively in video surveillance, the Internet of Things, and business communications. When partner with us, you will be able to enjoy greater brand value and an unparalleled product portfolio beyond IoT products.

1 Economies of Scale

2 Synergies for More Offerings

3 Increased Market Share

4 Growth in New Markets

Milesight Technology

AIoT Video Surveillance Solution

Milesight IoT

Data-connected IoT Solution

Yeastar Information Technology

VoIP System

Milesight

Precise Market Positioning

Milesight

We market ourselves between SME-oriented market and industry-based market. And we strongly believe that there is a market out there for **high quality, feature-rich, competitively priced products.**

Industry-based Market

SME & Distribution Oriented Market

Top Players

Milesight
- Top-ranking Hardware
- Superior Quality
- Cutting-edge Design
- Competitive Pricing

General/New Player
- Ordinary Quality
- Basic Service
- Normal Price

Low-end/OEM
- Bad Quality
- Poor Service
- Low Price
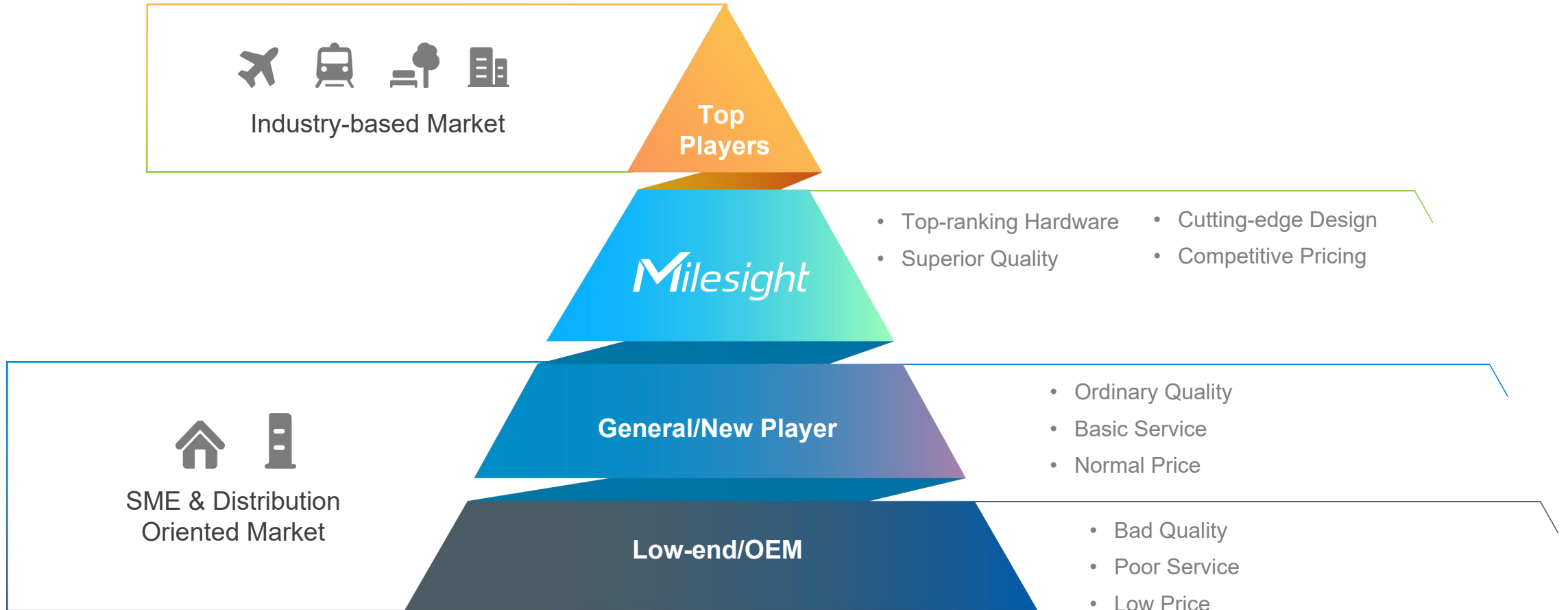
Strict Quality Control

Milesight

Milesight focuses on quality control at every stage from product R&D to massive production. Our core value is meant to provide the market with high quality products services and we take pride in the low defect rate of less than 0.7% which is way below the industry average.

1 Product R&D

Raw Material Quality

Circuit Board Test

System Test

Harsh Environment Test

3 Mass Production

2 Trial Production

Assembly Area

Dust-free Workshop

Manufacture Ability Assessment

Temperature Test

Vibration Test

Finished Product Aging Test

Finished Products Full-inspection

Product Packing

Final Products Sampling Inspection

Technology Driven

Milesight

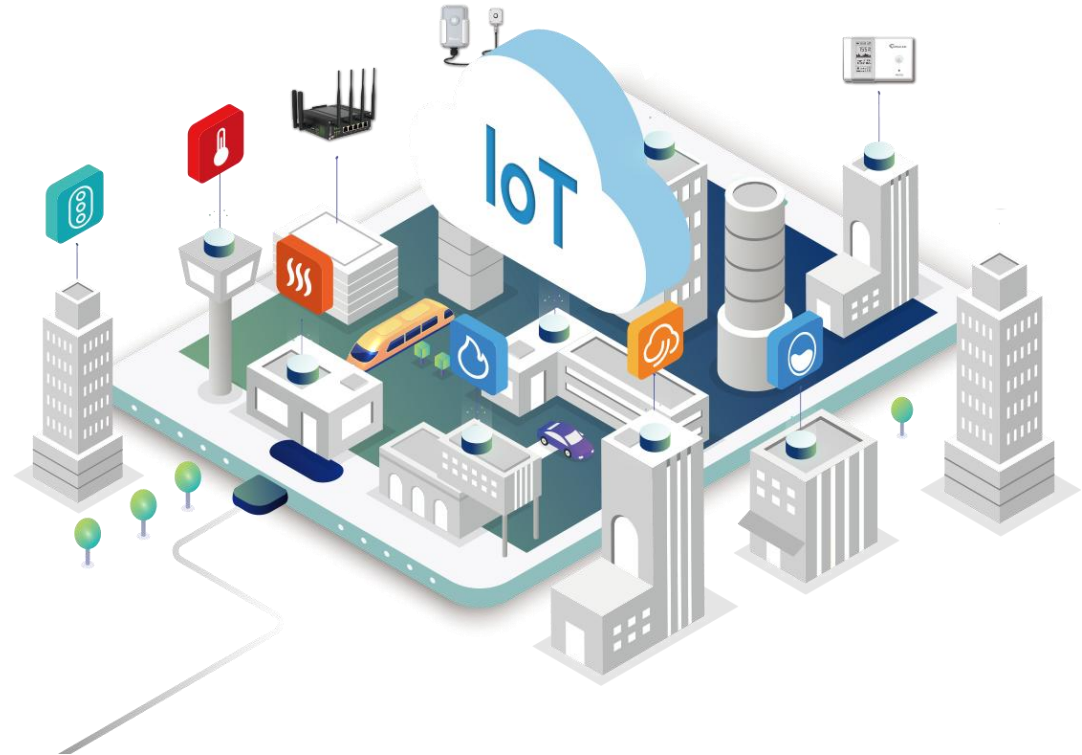- IoT-based Insights with Years-long Experience
- Comprehensive Solution for Vertical Industries
- Product Innovation with Leading-Edge Technology
- Major Player of IoT Ecosystem

All-around Support

Milesight

- Marketing Support

Marketing Materials

Partner Event//IoT Event//Customer Visit

Website//Social Media//YouTube Video

All-round & Reliable Support Service

- **Technical Support**

  Milesight is committed to providing industry-leading products and cutting-edge technologies. We focus on developing high value-added solutions to meet our customers' needs.

  Experienced Support Engineers
  24/5 Chat Support
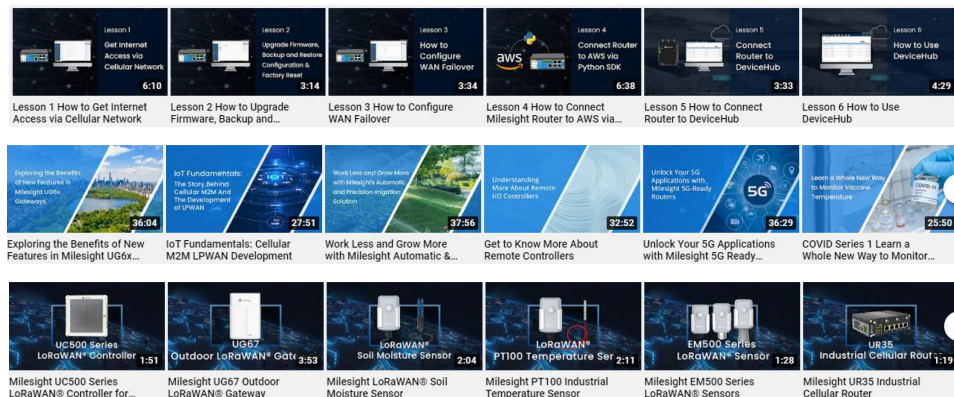 **Phone Support During Business Hours**
  Knowledge Base
  Milesight Academy

  Online Webinar   Training Courses   Support Videos

Lesson 1 How to Get Internet Access via Cellular Network — 6:10
Lesson 2 How to Upgrade Firmware, Backup and... — 3:14
Lesson 3 How to Configure WAN Failover — 3:34
Lesson 4 How to Connect Milesight Router to AWS via... — 6:38
Lesson 5 How to Connect Router to DeviceHub — 3:33
Lesson 6 How to Use DeviceHub — 4:29

Exploring the Benefits of New Features in Milesight UG6x... — 36:04
IoT Fundamentals: Cellular M2M LPWAN Development — 27:51
Work Less and Grow More with Milesight Automatic &... — 37:56
Get to Know More About Remote Controllers — 32:52
Unlock Your 5G Applications with Milesight 5G Ready... — 36:29
COVID Series 1 Learn a Whole New Way to Monitor... — 25:50

Milesight UC500 Series LoRaWAN® Controller for... — 1:51
Milesight UG67 Outdoor LoRaWAN® Gateway — 3:53
Milesight LoRaWAN® Soil Moisture Sensor — 2:04
Milesight PT100 Industrial Temperature Sensor — 2:11
Milesight EM500 Series LoRaWAN® Sensors — 1:28
Milesight UR35 Industrial Cellular Router — 1:19

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1 Target Market Segment

2 Extend AIoT Product Portfolio

3 Brand Upgrade Strategy

AIoT
Vision For Future

Target Market Segments

Milesight aspires to become an AIoT solution provider. We target at providing next-generation smart solutions including IoT Solution, Intelligent Video Surveillance Solution and Smart Business Communications Solution to achieve a more efficient and intelligent world. More amazing things will happen.

Smart IoT Solution

Intelligent Video Surveillance Solution

Smart Business Communications Solution

Extend AIoT Product Portfolio

Milesight is heading for a brighter future with the AIoT technology. Based on years R&D experience and accumulation of the AI + IoT technology, we'll work on extending the power of AIoT technology and upgrade of AIoT products to achieve more comprehensive AIoT solutions.

1 Explore the potential of AIoT technology based on sensing Technology

2 Upgrade AIoT product differentiation with more values
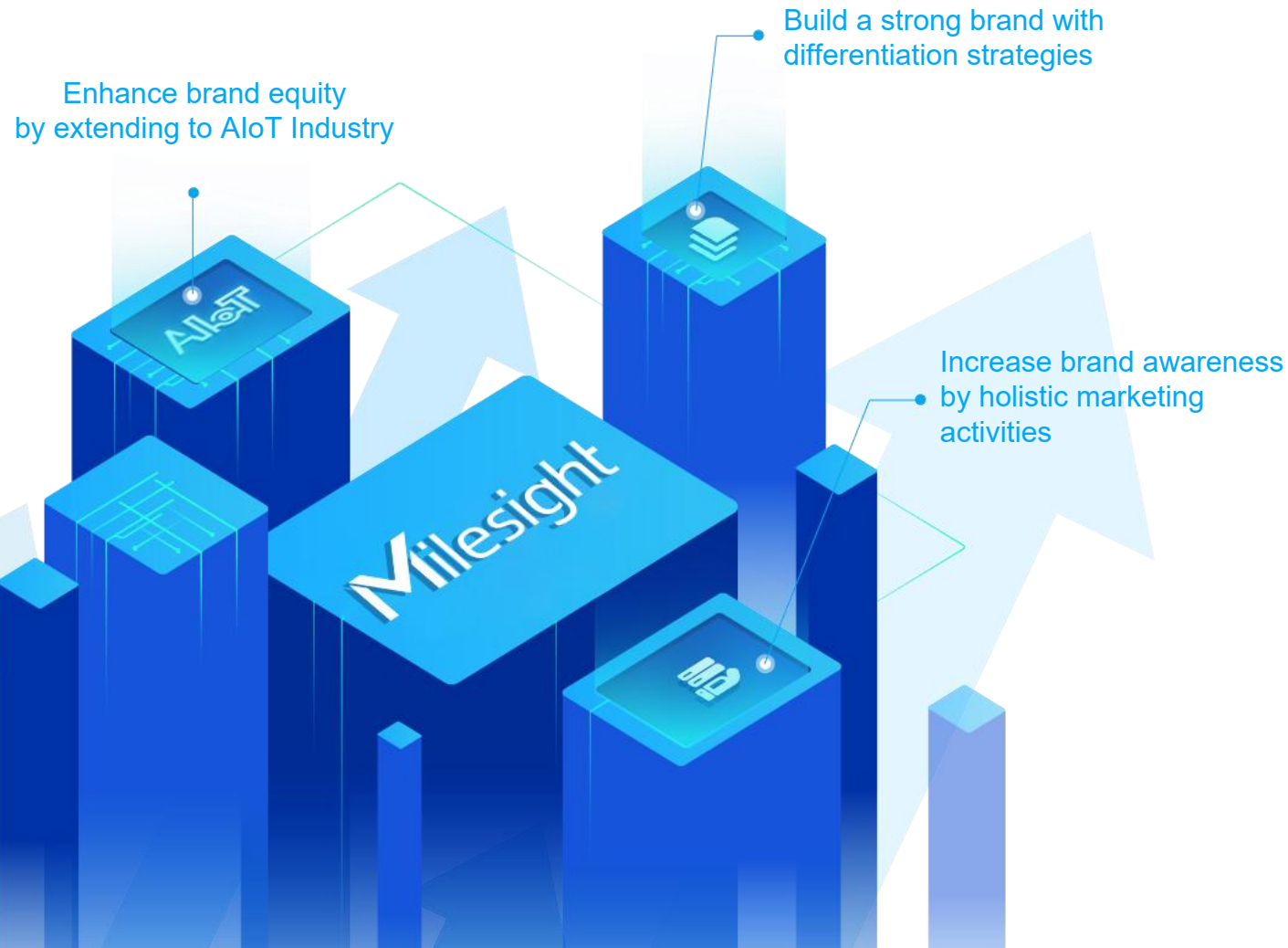
3 Provide extensive AIoT solution with deep compatibility

Product Planning

Follow Industry Trends	Vertical Market Oriented & Device-to-Cloud Solution
Seize Market Opportunity	Post-covid Market Needs
Solve Customer Pain Points	Remote Monitoring & Management
Accelerate Technology Innovation	5G/Sensing/AIoT

Brand Upgrade Strategy

Milesight

As a fast-growing AIoT solution provider in the industry, we will be committed to combining and extending the power of AI deep learning technology & IoT technologies to enhance the brand value.

Build a strong brand with differentiation strategies

Enhance brand equity by extending to AIoT Industry

Increase brand awareness by holistic marketing activities

- **Expand Sales Reach**
  ① Explore new markets (LATAM, Africa...)
  ② Further into established markets (NA (USA)，Middle East)
  ③ Increase coverage in mature markets (Europe，Asia，Australia)

- **Expand Trade Show Presence**

- **Focus Marketing Initiatives**

- **Strategic Advertising**