

## WHO WE ARE?

# 24 YEARS OF IOT BUSINESS

We are a rapidly growing technology company, manufacturing professional network connectivity equipment for international markets. Through long-term experience and research and development of industrial network devices for IoT and M2M communication, we have developed a wide portfolio of products for the most complex areas, such as Industry 4.0, Smart City, and Green Energy.



## **OUR TEAM**

## **BIGGEST STRENGTH!**

Teltonika Networks has a proven track record of rapid growth within professional and industrial cellular connectivity market segments. It would not be possible without a strong, ambitious, and continuously growing team.

640+

58%

67%

21+

overall team growth in 2021

RND team growth in 2021

nationalities

## HOLISTIC APPROACH





From concept to the finished product – we develop everything in-house to ensure maximum quality and efficiency. It enables us to move much faster because we do not rely on any externalities.

Over the years, we have implemented hundreds of customized projects, from the smallest firmware changes to full-scale hardware alterations. This experience helped our partners capture more opportunities in the fast-paced technology environment - together.

We make all of our products in the state-of-the-art Teltonika IoT Group manufacturing facility in Vilnius, Lithuania. Full control over our production allows us to ensure that we deliver only the best and most reliable devices.

6 MODERN SMT LINES 100+ ROBOTS FOR AUTOMATION

ECO-FRIENDLY PACKAGING AND LASER ENGRAVING

## **EXPERIENCE**

For more than 24 years we have been providing reliable Industrial IoT & M2M connectivity solutions that are secure and easy to use.

### **FLEXIBILITY**

We have implemented hundreds of customized projects from the smallest firmware changes to full-scale hardware alterations.

## ALL IN ONE

From concept to the finished product – we develop everything in-house to ensure maximum quality and efficiency.



## **OUR FOCUS**

# **INSPIRE**

At Teltonika Networks, we have a clearly defined product development philosophy which we use at every stage of product development decision-making. We know that security and reliability are the two core factors in industrial networking device selection. However, we thrive on offering complex and capable devices without sacrificing ease of use. We wish to make IoT accessible to every enthusiast and inspire creativity in solving real-life problems with technology.

### RELIABLE

We have long-standing experience manufacturing industrial devices that can withstand the most rigorous environments and offer connection continuity with multiple backup scenarios.

### **SECURE**

We assure the highest level of security for all Teltonika Networks products by performing regular safety tests and releasing periodical firmware updates to eliminate any risks of breaches.

### **EASY TO USE**

Industrial Teltonika Networks devices are designed mainly for professional applications, yet they are still easy to use. Offering products that do not require any special training is one of our strengths.

## **PORTFOLIO**

WE HELP YOU CONNECT

We designed our product portfolio to help our partners access opportunities within the rapidly growing IoT and Industrial IoT space. It consists of modems, gateways, routers, switches, and IoT platforms. We have grown to be one of the leaders of cellular IoT devices for industrial and professional applications. From automation, smart grid, to public transport connectivity – hundreds of thousands of our networking products are currently at the heart of our partners' solutions.

GROWING PORTFOLIO

+2

+3

+5

+5

+5

+8

**9**017

2018

2019

2020

2021

2022

## 31 DEVICES - UNLIMITED USE CASES



#### **INDUSTRIAL & AUTOMATION**

Global adoption of automation demands the ability to monitor and manage equipment remotely to increase productivity.



#### **TRANSPORTATION**

Networking devices transport operators to optimize their businesses and create new revenue streams.



#### **ENERGY & UTILITIES**

Reducing power consumption and maintenance costs by building wired and wireless IoT connectivity solutions.



#### **ENTERPRISE**

Enterprise applications require primary and backup connectivity solutions that <u>are secure</u>, reliable, and easy to use.



#### **SMART CITY**

Connected sensors, infrastructure, vehicles, and devices require secure and reliable IoT connectivity products.



#### RETAIL

IoT connectivity solutions offer new ways to interact with clients and collect valuable data to make strategic decisions.



REMOTE MANAGEMENT SYSTEM

The Remote Management System (RMS) by Teltonika Networks allows you to control your whole connected IoT solution from anywhere in the world. RMS offers remote access to all devices from a single user-friendly platform. We tailored RMS to meet the requirements of various clients with four available RMS services.

### NO PUBLIC IP

Access your devices anywhere, without public IP

### SECURE

Protect your data with encrypted communication

(P)

### CUSTOMIZABLE

Adapt the interface and functionality to your needs

#### **EFFICIENT**

Optimize time and resources with

## MANAGEMENT

RMS MANAGEMENT gives you full control over your fleet of Teltonika Networks routers and gateways, ensuring their security and availability. RMS offers many features to save your time and expenses while managing everything remotely - even without a public IP!

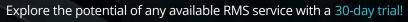
## CONNECT

RMS CONNECT is a unified access system, which allows you to reach and control smart devices remotely via RMS. If your PLC, Industrial PC, CCTV camera, Point of Sale system or other intelligent device is reachable by one of RMS compatible routers or gateways, you can access it with RMS CONNECT without a public IP or additional VPN services!

We know how excruciating it may be to manage large-scale networks containing various devices. We designed RMS VPN to offer the easiest way of setting up VPN connections to your whole infrastructure. Now you may remotely, simply, and securely reach multiple endpoints at the same time without the need to worry about configuring different protocols or setting up dedicated VPN servers. RMS will take care of all of this for you!

What could be more efficient than having a single software system for your whole connected solution infrastructure? With our RMS API you can get just that! RMS API allows your IoT Platform to directly interact with RMS and get the exact data and functionality you need. Just like with other RMS services we want to give you full control of your solution and RMS API brings that to another level!

#### TRY RMS FOR FREE







# CELLULAR

Our portfolio features a wide range of industrial cellular routers to meet the needs of the most diverse professional application scenarios. Cellular connectivity is ideal in areas with limited internet access for quick and easy wire-free deployment.

### ROUTERS

Teltonika Networks' routers are equipped with wireless and wired connectivity options and technologies that, together with our RutOS operating system, make them an essential tool in IoT setups that connects machines, systems, and infrastructure across diverse market sectors.

RUT240 // RUT360 // RUT950 // RUT955 // RUTX09 // RUTX11 // RUTX12 // RUTX14 // RUTX50 // RUTXR1 // TCR100

### **GATEWAYS**

Our TRB series is a set of programmable M2M gateways with industrial networking features and interfaces, capable of connecting to our RMS (Remote Management System) for simplified remote monitoring, configuration, and control.

TRB140 // TRB141 // TRB142 // TRB145 // TRB245 // TRB255 // TRB500

### **MODEMS**

Industrial cellular modems are the most cost-efficient and scalable method for providing reliable connectivity in industrial networking applications, as they support numerous cellular connectivity options ranging from 2G (EGPRS) to 4G LTE Cat 1, LTE Cat-M1, and NB-IoT.

# ETHERNET & WIRELESS

The Ethernet & Wireless category includes routers and switches designed with the needs of various industries and professional deployment scenarios in mind, where reliable connectivity and specialized functionalities are required.

### **ROUTERS**

Our wired & wireless routers support stable connectivity, efficient traffic management, and can ensure high security as they're compatible with RMS (Remote Management System), numerous VPN services, and advanced Firewalls.

RUT300 // RUTX08 // RUTX10

### **SWITCHES**

Teltonika Networks Ethernet switches feature industrial-grade reliability, network redundancy, top-level security, and simple management. Multiple mounting options and plug-n-play design enable fast and simple installations.

TSW100 // TSW101 // TSW110 // TSW200 // TSW210 // TSW304



