



## ORBCOMM AND MACHINESTALK DELIVER IOT SOLUTIONS IN SAUDI ARABIA AND THE GCC REGION

*Sign strategic distribution agreement to provide ORBCOMM's full IoT solution portfolio to customers in a wide variety of industrial vertical markets*

**Rochelle Park, NJ, and Riyadh, Saudi Arabia, May 18, 2017** – ORBCOMM Inc. (Nasdaq: ORBC), a leading global provider of Machine-to-Machine (M2M) and Internet of Things (IoT) solutions, announced today that it has signed a strategic distribution agreement with machinestalk, a leading [IoT solutions](#) provider based in Riyadh, Saudi Arabia, to provide ORBCOMM's global satellite, cellular and dual-mode [network connectivity](#); [hardware](#); [web reporting applications](#); and software in the Kingdom of Saudi Arabia and the Gulf Cooperation Council (GCC) region.

The arrangement combines ORBCOMM's broad portfolio of [IoT products and services](#) with machinestalk's market-leading IoT and telematics platform technologies to provide a wide variety of asset tracking, monitoring and control solutions. ORBCOMM and machinestalk will target core vertical markets including transportation and distribution, heavy equipment, industrial fixed assets, oil and gas, maritime, mining, and government. Through this combined solution offering, ORBCOMM and machinestalk will enable customers to increase visibility and security over their fixed and mobile assets and gain operational efficiencies to streamline their business and improve logistics management.

“We are pleased to expand our long-time relationship with machinestalk through this distribution agreement, which allows them to offer ORBCOMM's complete IoT solution portfolio within the Kingdom of Saudi Arabia and the GCC region,” said Marc Eisenberg, ORBCOMM's Chief Executive Officer. “We believe there is no other IoT company in our markets that has ORBCOMM's broad set of solutions, and we look forward to working with machinestalk to expand our reach in this emerging geographic region.”

“At machinestalk we believe that IoT is no longer an option for enterprises wishing to grow in their industry space or simply defend their market share. Therefore, companies must co-innovate to better serve their customers, and ORBCOMM's leadership and expertise in delivering IoT solutions and advanced wireless connectivity makes them a great partner for meeting our customers' requirements,” said Mohammad Alkushail, Chairman of machinestalk. “Together with ORBCOMM, we can deliver advanced IoT solutions that enable enterprises to maximize information access, insight and analysis as data volumes increase and real-time intelligent response becomes a necessity of doing business.”

### **About ORBCOMM Inc.**

ORBCOMM Inc. (Nasdaq: ORBC) is a leading global provider of Machine-to-Machine (M2M) and Internet of Things (IoT) solutions and the only commercial satellite network dedicated to M2M. ORBCOMM's unique combination of global satellite, cellular and dual-mode network connectivity, hardware, web reporting applications and software is the M2M industry's most complete service offering. Our solutions are designed to remotely track, monitor, and control fixed and mobile assets



in core vertical markets including transportation & distribution, heavy equipment, industrial fixed assets, oil & gas, maritime, mining and government.

With nearly 20 years of innovation and expertise in M2M, ORBCOMM has more than 1.77 million subscribers with a diverse customer base including premier OEMs such as Caterpillar Inc., Doosan Infracore America, Hitachi Construction Machinery Co., Ltd., John Deere, Komatsu Ltd., and Volvo Construction Equipment, as well as end-to-end solutions customers such as C&S Wholesale, Canadian National Railways, CR England, Hub Group, KLLM Transport Services, Marten Transport, Swift Transportation, Target, Tropicana, Tyson Foods, Walmart and Werner Enterprises. For more information, visit [www.orbcomm.com](http://www.orbcomm.com).

### **About machinestalk**

As a leading IoT-based solutions provider, active for 10 years in Saudi Arabia, machinestalk platforms, services and products grant enterprises the necessary insight to maximize efficiency and reinforce scalability. The machinestalk ecosystem stands out in this fragmented, highly competitive, and rapidly changing yet promising market. It takes many players, like hardware providers, programmers, technical support and customer service, to come up with a solid IoT solution. All of our services and products are designed to relieve customers from dealing with many providers to get the desired result. We provide ready-to-use, easily installable and highly interoperable solutions that provide the essential insight to run exceptionally efficient operations. Competent, customer-centric and innovative are the values that best describe machinestalk's way of delivering cutting-edge solutions. For more information, please visit <http://machinestalk.com>.

### **Forward-Looking Statements**

Certain statements discussed in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally relate to our plans, objectives and expectations for future events and include statements about our expectations, beliefs, plans, objectives, intentions, assumptions and other statements that are not historical facts. Such forward-looking statements, including those concerning the Company's expectations, are subject to known and unknown risks and uncertainties, which could cause actual results to differ materially from the results, projected, expected or implied by the forward-looking statements, some of which are beyond the Company's control, that may cause the Company's actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. In addition, specific consideration should be given to various factors described in Part I, Item 1A. "Risk Factors" and Part II, Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations," and elsewhere in our Annual Report on Form 10-K, and other documents, on file with the Securities and Exchange Commission. The Company undertakes no obligation to publicly revise any forward-looking statements or cautionary factors, except as required by law.



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