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ASX Announcement **13 July 2021**

Elsight Announces First 'Elite Level Partner' Agreement with Tech Data

Highlights

- Elsight, in conjunction with the JS Group, announces the continuing rollout of their Channel Program, with the signing of an 'Elite Level' Distribution Agreement , with an initial target of US$1m with Tech Data. In addition, JS Group will receive a small commission based on the target achieved
- Initial focus is on the North American markets, with rapid expansion plans into more of the 100 countries where Tech Data operates
- This strategic deal is the first implementation phase of Elsight's new Go-to-Market Plan, recently announced during the Company's last quarterly results webinar on 17 May 2021
- The achievement of this milestone supports the shift from direct to channel sales in the USA through Master Agents and large Distributor networks

13 July 2021 – Elsight Limited (ASX: ELS) ('Elsight Ltd, 'Elsight' or 'the Company'), an ASX-listed company that develops advanced communication technologies of carrier agnostic, AI-powered connectivity solutions company, announces the launch of the Elsight Partner Program, expanding its market reach for Elsight's ground-breaking solution through a community of channel partners in North America. The new program offers master agents, distributors, and the partner community access to Elsight's connectivity solutions and award-winning support.

Elsight has completed an Agreement with its first USA major tech partner, Tech Data Corporation, a leading global IT distributor and solutions aggregator to be a lead distributor for Elsight sales in North America. Tech Data is a versatile global IT partner at the heart of the technology ecosystem with a dedicated approach to uniting IT solutions that deliver business outcomes today and unlock growth for tomorrow. With reach, capabilities and resources that span the technology continuum from edge-to-cloud Tech Data delivers insights and optimized solutions channel partners depend on to compete in an evolving market. The Agreement is on a one (1) year basis and will automatically renew for successive one-year terms subject to normal industry terms including termination.

"Tech Data is committed to uniting IT solutions that deliver business outcomes today and unlock growth for the future," said Dylan Leach, vice president of Edge Solutions at Tech Data. "With Elsight added to our portfolio of vendor partners, we're able to enrich the breadth and depth of our offerings from edge-to-cloud so our customers can do great things with technology."

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Tech Data, under Elsight's Elite Program Level, will offer connectivity solutions through their Edge Solutions, Mobility, and IoT practices to hundreds of their experienced resellers in North America initially, with plans to expand globally as the program matures.

About the Elsight Partner Program:

The Elsight Partner Program consists of three levels:

- **Insider Level:** Entry level program, open to all
- **Premier Level:** 6-Figure Annual Sales
- **Elite Level:** 7- Figure Annual Sales Revenue Program, Invitation only, Qualified Partners

Yoav Amitai, Elsight's CEO, said,
"We specifically designed the Elsight Partner Program to closely support our partners as they provide the best customer experience through optimized wireless connectivity solutions that deliver absolute connection confidence. To commence our agreement and start the first step of our distribution channels strategy with a top tier well credentialed partner as Tech Data is certainly a great achievement. This agreement is expected to be the first of many that will optimize our ability to ensure that we reach those in need faster and in a stronger position".

Janet Schijns, Chief Executive Officer, the JS Group said,
"This 'first mover' opportunity with Tech Data of what is expected to be the start of many more similar agreements demonstrates the growing need from the Elsight Channel for an enhanced mobile connectivity solution across a multitude of mobility use cases. The Elsight Halo technology is aiding the development of a market that has been in need of disruption, and the Elsight Partner Program offers partners the ability to join a community of like-minded innovators, committed to delivering the best solutions for their customers."

-ENDS-

For more information, please contact

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About Elsight

Elsight delivers Absolute Connection with 24/7 Confidence. Our proprietary bonding technology incorporates both software and hardware elements to deliver extremely reliable, secure, high bandwidth, real-time connectivity - even in the most challenging areas for stationary, portable, or actively mobile situational requirements. For more information, visit www.elsight.com

About Tech Data Corporation:

Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services and solutions, highly specialized skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance. Tech Data has been named one of Fortune's World's Most Admired Companies for 11 straight years. For more information visit www.techdata.com

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