



Update: Route1’s MobiKEY Technology Playing an Important Role in Supporting the U.S. Government’s Work from Home Plan During the COVID-19 Outbreak

Route1 is Part of the Solution

Toronto, Canada, March 23, 2020 - [Route1 Inc.](#) (OTCQB: ROIUF and TSXV: ROI) (the “Company” or “Route1”), an advanced North American provider of data-centric business empowerment solutions today provided an update to its March 16, 2020 news release in regards to the use of its MobiKEY technology during the COVID-19 outbreak.

There has been a significant spike in the demand for the Route1 [MobiKEY](#) technology – which includes the MobiKEY software and MobiKEY enabling devices, particularly the MobiKEY Fusion3 device. Sale and quote activity for both Department of Defense (“DoD”) and certain civilian agencies of the U.S. government as well as Corporate America and Canada has dramatically increased as the working implications of COVID-19, particularly the requirement to work from home, have been mandated by most levels of government and business.

Last week Route1 added 654 paying MobiKEY subscribers and sold 3,157 [MobiKEY Fusion3](#) and [MobiKEY Classic 3](#) devices.

	MobiKEY Subscriptions	Enabling Devices: MobiKEY Fusion3 or MC3
Week ended Mar 13, 2020	209	218
Week ended Mar 20, 2020	654	3,157

Further, based on purchase orders in hand and funds obligated to purchase, Route1 expects to add more than 540 additional paying MobiKEY subscribers and sell MobiKEY Fusion3 devices over the next five to seven business days.

Last week Route1 placed an order for 6,000 MobiKEY Fusion3 devices. The Company currently has a purchase order backlog in excess of 4,000 MobiKEY Fusion3 devices, with the majority of the backlog for clients with an enterprise license agreement – thus there is not a 1:1 relationship between device sales and new subscriptions.

The Company has also delivered many additional quotes. Some of these quotes were for a small number of users and/or enabling devices, while others were for user counts and/or enabling devices in the thousands.

The ability to execute on the larger quotes that include MobiKEY Fusion3 devices is based on our clients accepting a 12 to 16-week shipping timetable for the devices. The current COVID-19 outbreak has and



likely will continue to extend the shipping timetable for MobiKEY Fusion3 devices beyond the traditional 8 to 12-week period. In the interim, Route1 is offering certain of its client innovative ways of bridging the time gap between their current requirements and the delivery of the Fusion3 devices.

MobiKEY

Route1 provides a best-in-class “work from home”, “mobility” or “teleworking” technology called MobiKEY (www.route1.com/mobikey/). MobiKEY is the un-VPN, it is a secure remote access solution that delivers your trusted desktop. It is important to note that the Company has not adjusted its sales and marketing program to sell into the COVID-19 health issue on the basis of “fear” or “tragedy”, instead the Company is responding to demand from enterprises needing to quickly and securely address teleworking requirements.

About Route1 Inc.

Route1 Inc., also operating under the tradenames GroupMobile and PCS Mobile is an advanced North American technology company that empowers their clients with data-centric solutions necessary to drive greater profitability, improve operational efficiency and gain sustainable competitive advantages, while always emphasizing a strong cybersecurity and information assurance posture. Route1 delivers exceptional client outcomes through real-time secure delivery of actionable intelligence to decision makers, whether it be in a manufacturing plant, in-theater or in a university parking lot. Route1 is listed on the OTCQB in the United States under the symbol ROIUF and in Canada on the TSX Venture Exchange under the symbol ROI. For more information, visit: www.route1.com.

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