

PRESS RELEASE // COMMUNIQUÉ DE PRESSE

## ▶ NEOTION and CLIMAX confirm their partnership in smart home market co-exhibiting Neohome in Barcelona, at MWC

**Aubagne, France – February, 27<sup>th</sup>, 2017** – NEOTION and CLIMAX initially partnered for the launch of the “Neohome” smart home solution during the last IBC, since which time the cooperation has grown into an in-depth partnership, allowing the companies to progress to co-exhibit during Mobile World Congress 2017.

NEOTION has developed an end-to-end solution under the “Neohome” brand, a complete and secure smart home solution combining a home automation gateway and a wide range of easy-to-use plug and play home devices for Operators.

The smart home market is predicted to grow rapidly in the next 5 years with connected device forecasts being very high, thus choosing the right partner becoming a difficult process for Operators. NEOTION decided to partner with a leading supplier of wireless home automation systems and selected Climax Technology connected sensors. Following a considerable investment in time and effort by both companies, together with months of preparation and integration, the Neohome smart home solution now includes an extensive catalogue of fully tested and qualified connected sensors from Climax, relying on its expertise in telecommunications and radio frequency (RF) technologies, ensuring quality and interoperability in the global integrated Neohome ecosystem.

The range of Climax connected sensors, as part of Neohome catalog will now allow any Operator to enter the smart home market and offer to their customers a wide range of comfort and security devices.

The entire Neohome solution embeds the latest ZigBee 3.0 stack in its gateway interacting with Climax devices, where the ZigBee protocol is gaining traction, with an expected global home automation market growth at a CAGR of 26% during the forecast 2017-2020 and with more than 100 million devices running on ZigBee.

*“CLIMAX and NEOTION has developed a close partnership to deliver a fully integrated and interoperable solution to Operators. The Neohome catalog is continuously extending and enriching with new devices and enhanced features due to join cooperation on the Neohome roadmap. We are confident to both demonstrate to customers during the show that combining our expertise on smart home is a key advantage for them.”* said Olivier DEMOLY, Sales & Marketing Director at NEOTION.

*“Consumers are ready and asking for smart home security technology, smart home security is not just a trend, it is going mainstream. Our vision is simple – to provide the best protection and care for every home and individual, and partnering with Neotion, who shares our vision, we can offer our comprehensive smart home security devices to even more homes worldwide.”* said YK Chen, Director of New Business Development at Climax.

Feel free to visit NEOTION booth at Mobile World Congress,  
for a Neohome and Climax devices live demo, Hall 5 Stand B21



## ▶ ABOUT NEOTION

NEOTION is a French high-tech company providing innovative solutions for the international Digital Television market since 2000. NEOTION develops and distributes a wide range of DVB Conditional Access Modules (CAM) embedding the main Conditional Access Systems (Conax, Cryptoguard, DRE-Crypt, Verimatrix and Viaccess-Orca) to Pay-Tv operators across the globe.

NEOTION is still investing in secure devices for the Pay-Tv industry adding new and innovative solutions according to the booming OTT adoption on the market during these last few years. NEOTION is offering first on its core-business the HbbTV CAM as the suitable single secure device in a connected environment, headless OTT gateways for satellite fully based infrastructures and recently Neohome, new smart home solutions, all as part of the OTT growing services.

NEOTION is largely involved as an active member of several standardization and digital TV committees, namely DVB and CI Plus LLP and more recently, ZigBee Alliance.

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## ▶ ABOUT CLIMAX

Climax is a security, telecare, and smart home complete-solutions provider that integrate wireless security, senior care, home automation, energy management, emergency monitoring, and live visual monitoring into innovative all-in-one solutions. For over three decades, Climax has applied its expertise in telecommunications and wireless radio frequency (RF) technologies to develop security features, such as world-leading 2-km RF range, VOIP, and reliable communications, into our security, senior care, and smart home solutions. Our company has relentlessly pursued perfection in technology, production, value and service with the objective of providing the best protection and care for every home and individual.

For more information on Climax, please email us at [sales@climax.com.tw](mailto:sales@climax.com.tw), or visit our website at [www.climax.com.tw](http://www.climax.com.tw).