

Stockholm, October 1, 2019

INVISIO expands Group Management team with SVP Sales North America

INVISIO today announced the expansion of its Group Management team with Ray Clarke, Head of the company's American subsidiary.

In order to meet growing demand for advanced communication solutions within defense and law enforcement in the USA, INVISIO has since 2017 been building a local sales force.

INVISIO is undoubtedly the clear market leader in its area of expertise in the North American market. This is a result of the focused commitment of the American team led by the new Group Management Team Member Ray Clarke.

The strong performance in the American market is also clear evidence that the product development and sales initiatives, successively increasing since 2017, are bearing fruit. In 2019 alone, INVISIO has seen the following customer and program wins:

- Earlier today INVISIO announced being awarded an IDIQ contract by Department of Defense. The contract replaces the first one signed in 2017, that expired earlier this year.
- The United States Marine Corps selected INVISIO for their Hearing Enhancement Program in August 2019.
- The United States Special Operations Command (SOCOM) chose INVISIO in April 2019 as supplier for the CASL program, the next generation communications system.
- INVISIO is awarded GSA status and a Schedule 84 contract in January 2019 by the U.S. General Services Administration (GSA), the procurement arm of the federal government.

Ray and his team have successfully increased the INVISIO market presence and capacity in the North American market. The business concept of working closely with customers in the development of new products, as well as offering customer centric training and support, creates long-term relationships with customers. INVISIO will continue to strengthen this organization to secure continued sales growth.

Ray Clarke has many years of experience in the safety and personal protection industries with various technology-intensive companies in the defense and first responder markets, including Draeger, Mine Safety Appliances Company, and Revision Military. Ray has led global business units, sales, marketing, and business development teams and has a broad knowledge in government business and contracting. Ray reports to the Group CEO.

"Adding a highly experienced senior executive to INVISIO's Group Management Team is part of our growth strategy, where the very attractive North American market plays a central role. The focused customer centric work of the INVISIO team means that today we are a key part of all the major ongoing programs. Our progress in the US gives us every reason to be positive about INVISIO's continued growth journey", says Lars Højgård Hansen, INVISIO's CEO.

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About INVISIO Communications AB (publ)

INVISIO develops and sells advanced communication systems with hearing protection that enable professionals in noisy and mission critical environments to communicate and operate effectively. The company combines insights in acoustics and human hearing with broad engineering know-how in software, materials technology and interface, among others. Sales are primarily via a global network of partners and resellers, as well as from the headquarters in Copenhagen and the sales offices in the USA, France and Italy. INVISIO's registered office is in Stockholm, Sweden, and the company's share is listed on Nasdaq Stockholm (IVSO). Read more at www.invisio.com.