



Company Update

Altai Connects Plantation with WiFi

Hargy Oil Palms Limited is a long-established oil palm plantation company in Papua New Guinea that grows and produces palm oil for export. It has experienced significant success in boosting palm oil yields in West New Britain during recent years.

As part of a plan to support the growth of business, Hargy decided to upgrade the communication systems of the staff residence, Altai Super WiFi was approached by Hargy to deploy a wireless network for its executive staff residential area with a cost-effective solution.

As foliage is one of the biggest obstacles for any wireless signal, other wireless infrastructure providers in the market have to install a large number of APs to maintain the coverage, which will lead to a high cost of ownership.



However, thanks to Altai's patented smart antenna technology, Altai's WiFi base stations can cover much larger area than standard APs, hence the total no. of APs required is much less than other market competitors. Moreover, the signal strength of the network for the whole coverage area remain strong and stable. Hargy is totally satisfied by the result and the cost-effective solution provided by Altai Super WiFi.

Altai Joined the 1st Business Matching Event with HKPC

Hong Kong Science Park has been working with Hong Kong Productivity Council (HKPC) and Cyberport to host the 1st Sourcing Fair and Business Matching event on 24 July 2019. The purpose of the event was to invite those small and medium size enterprises in Science Park to be potential vendors of HKPC, and thus have more business opportunities by doing this.



After introduction by HKPC's different divisions of procurement team, there was business matching session in the afternoon. Altai was invited to join the matching session with the Smart Manufacturing and Mainland Business Division.

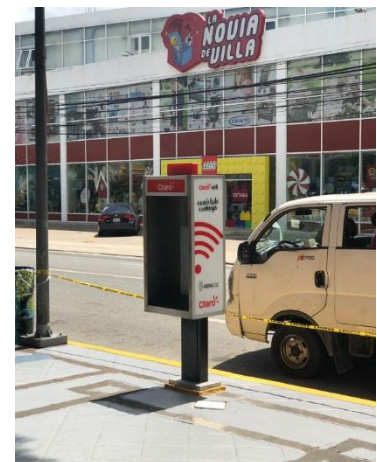
During the presentation, Altai's VP of Business Development, Ken Leung, introduced Altai's Super WiFi technology to HKPC's representatives. All of them were impressed by Altai's the unparalleled long-range coverage and look forward to have collaborations with Altai in the future.

Company Events

Altai Conducted Training for Claro

Altai has recently held a training program in Dominican Republic for a local service provider, Claro. Claro is the largest telecommunications company in Dominican Republic, the largest economy in the Caribbean and Central American region. Claro offers local, long-distance, and wireless voice services, as well as Internet and IPTV services, to approximately four million customers.

Claro has been Altai's customer since last year. They purchased over 400 devices in 2018 and deployed a pair of C1xn and C1xan at each phone box on street to provide cost effective WiFi coverage.



Altai's Roadshow with Distributor in Casablanca

Being an expert in the telecommunications market, Sirecom is Altai's distributor in Morocco. In order to get in touch with more potential partners and customers, a roadshow was organized by Altai and Sirecom in Jul.



The roadshow took place in Casablanca and it focused on the introduction of AltaiCare Appliance, which has just been launched in Apr this year. AltaiCare Appliance is a new class of affordable and versatile management platform specially designed for small and medium size enterprises in African market. With the support of roadshow, it is

expected AltaiCare Appliance would gain more potential customers' attention and help them manage the network effectively.

Unit 209, 2/F, Lakeside 2, Hong Kong Science Park, Shatin, Hong Kong
Tel: +852 3758 6000 Fax: +852 2607 4021 Email: mktg@altaitechnologies.com
www.altai technologies.com
Altai Technologies Limited All Rights Reserved.

