



Company Update

Altai Showcases Automation Solutions at India Warehousing & Logistics Show

As a leading provider of wireless connection for industrial grade application, Altai has realized automation transformation for numerous warehouses and logistics centres. This year, bringing along its automation solutions, Altai attended the India Warehousing & Logistics Show in Pune, from 15 to 17 November, with its Indian partner, JNS Systech.

The warehouse and logistics event in India gathered decision makers and experts from the industries including material handling, automation solutions, infrastructure solutions etc. in the same place to explore and discuss the inevitable automation transformation in warehousing and logistics industries. In the event, Altai showcased its latest products and flexible tailored solutions that have already been deployed successfully in over 200 countries in the world to the visitors. Altai's booth attracted numerous attendees of the event and received plenty of business enquiries.



Altai Signed New Partner for USA (Mainland) and Canada Region

Altai has developed its business maturely in more than 100 countries over the world. In 2019, Altai has taken an action to open the door to the United States (mainland) and Canada



market, signing distribution contract with a young WiFi company, Krysp Wireless Inc. While these new regions are comparably new markets to Altai, the two companies are currently working closely to develop a suitable marketing plan which can best fit the

region. It is expected this first step to the new market will bring Altai's international business to a next level.

Altai at CEBIT ASEAN in Thailand

This November, Altai joined the great event of innovation and digitalization in ASEAN, CEBIT ASEAN Thailand, for the first time. This event has gathered IT professionals and decision makers from various enterprises to explore business opportunities and exchange knowledges related to the latest technologies.

Altai's booth was part of the Hong Kong Pavilion, which was coordinated by the Hong Kong Software Industry Association and had invited a list of Hong Kong technologies companies to showcase their latest innovations and products in the event. Among these companies, Altai's booth was one of those having very positive reception by the visitors. Altai's Super WiFi technology amazed the visitors by its performance in large area coverage and cost-effectiveness.



Altai's Roadshow Series in Brazil

Since the closing of Futurecom in October in Sao Paulo, Altai has been planning with its local partner, Spectra, to conduct a series of roadshow focusing on promoting Altai's Super WiFi solution to the Brazilian market.



Altai's LATAM sales team would host a total of 3 roadshows that would take place in three different cities in Brazil, namely São Paulo, Recife and Brasília. In the roadshows, Altai's LATAM team and Spectra's representatives would introduce Altai products' features and advantages to potential partners and

customers. With positive feedback received for the first roadshow just ended in São Paulo, Altai expects the series of activities would help the company generating new business opportunities in Brazil.

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