



ASX Release

14 December 2015

## **ENICE FY 2015 PROFIT GUIDANCE REAFFIRMED AND SUCCESSFUL IN TOWER COMPANY TENDER PROCESS (“CPP”)**

### **Highlights:**

- **FY 2015 profit guidance reaffirmed**
- **Notification received from Tower Company as successful supplier for:**
  - **Network Engineering in Jiangsu**
  - **Wireless and RF products in Jiangsu**
  - **Wireless and RF products in Henan province – new geographic region**
  - **Wireless and RF products in Shandong province**
- **China regional expansion strategy on track**

Enice Holding Company (“Enice” or “the Company”), a vertically integrated wireless telecommunications technology business supplying China’s rapidly growing telecommunications sector, today announced successful tender notification from China Tower for supply of Network Engineering services, Wireless and RF Products.

The Company is also pleased to confirm that it will meet or exceed its pro forma forecast guidance for FY 2015 contained within its Prospectus dated 26<sup>th</sup> August 2015 of RMB 408.7million (A\$87.44m<sup>1</sup>) in Revenue and NPAT of RMB 39.8million(A\$8.52m<sup>1</sup>).

China Tower Company is jointly owned by China’s three leading Telecommunications Carriers—China Mobile, China Telecom, and China Unicom, established in 2014 to manage the construction, maintenance and operation of telecom towers, base stations and DAS Systems throughout China. It holds US\$36 billion of network assets and plans to build 150,000 telecom towers for base stations.

### **Network Engineering contract - Jiangsu**

The Network Engineering Division will provide system integration services for the indoor coverage networks of China Tower Company in Jiangsu Province. This has historically been Enice’s core business.

### **DAS Antenna contract - Jiangsu**

The Wireless and RF Products division will supply DAS antennas in Jiangsu, a well-established province for the Company and the location for Enice’s head office.

Enice’s range of DAS antennas enjoy a unique competitive advantage having been independently certified as holding the lowest passive intermodulation (“PIM”) rating amongst its key competitors. The results of poor PIM in a network are more dropped calls, lower data rates, less capacity, high noise floor in the receive band, failed connect attempts, and premature handoffs.

### **DAS Antennas - Henan**

The Wireless and RF Products division will supply DAS antennas in Henan, a new region for Enice which had been identified as a target area for future regional expansion in the company’s prospectus.

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<sup>1</sup> Estimated rate of RMB to A\$: 4.6741 as at 11 December 2015

## **DAS Antennas - Shandong**

The Wireless and RF Products division will supply DAS antennas in Shandong, where the Company has already established a presence.

### **Commenting, Enice Chief Executive Officer, Dr Wei Yu, said:**

“The company’s success in winning these tenders with China Tower Company demonstrate that Enice is delivering on the strategy that we set out when the Company listed; an important part of which is to commercialise our relationship with this group and to expand into new provinces in China. Both parts of this strategy are demonstrated by these tender wins.”

“We are pleased with the progress of our engagement with China Tower Company, which is core to our strategy. They are significant player in the Chinese telecoms market, and we will continue to build on this relationship. It is encouraging to see that our DAS antennas are competitive and gaining traction in the market. The Company will continue to invest in R&D to deliver high performance antenna products and we look forward to updating shareholders on further initiatives to continue to deliver on our growth strategy,” he said.

**-Ends-**

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#### **About Enice**

Enice (Electronics Network Information of Century East) China was established in May 2000 as a telecommunications infrastructure engineering service provider, providing services to China’s three largest mobile carriers to assist them in installing and maintaining the infrastructure underpinning their wireless telecommunications networks.

Enice’s goal is to be the leading developer, manufacturer and supplier of technologically-advanced wireless communication Software, Products and Services; and to deliver technology solutions and services across wireless communication networks in China, the world’s largest mobile market, and also internationally.

Enice operates in the wireless telecommunication equipment and services industry, primarily in China and North America. Enice’s strengths lie in its advanced Wireless Telecommunications technology products and solutions, a highly-skilled Research & Development team, a quality assembly plant, an established market presence in China, and a strong board and management team of telecommunication industry experts. Enice is well-positioned to capitalise on the growth of China’s network maintenance and management services market, forecast to increase in value from A\$8.5 billion in 2015 to A\$54 billion 2019.

Enice has proven ability to develop world-leading technology for telecomm carriers’ entire Network Lifecycle, and currently holds more than 30 invention patents (5 have been granted), 16 utility model patents, 2 design patents and 9 software copyrights.

Enice has a well-established presence in China and currently employs 440 staff, located in its corporate headquarters in Nanjing, China-based assembly facility Nanjing, China and in regional branch offices in Beijing, Guangdong, Zhejiang, Shaanxi, Shandong and Anhui.

For more information on Enice, visit: <http://www.enice.com.cn/english.php>