



Media Release

24 December 2015

SIX NEW CONTRACTS AND REGIONAL EXPANSION STRATEGY ON TRACK

Highlights:

- **6 new contracts have been executed by Enice**
- **3 New customers include Henan Mobile and Hubei Mobile and Hebei Mobile**
- **Enice Wireless and RF Products continuing to gain market momentum**
- **Regional expansion into Hubei, Hebei and Henan**

Enice Holding Company (“Enice” or “the Company”), a vertically integrated wireless telecommunications technology business supplying China’s rapidly growing telecommunications sector, today announced that it has successfully executed six new contracts, totalling over RMB66.54million (A\$14.19 million¹).

These include both new contracts with existing Enice customers and new customer contracts. Geographical expansion has been achieved into Hubei, Hebei and Henan provinces which are key targets identified for expansion in the company’s prospectus.

The six new contracts announced today follow the announcement on 14 December 2015 of four new tender notifications with China Tower Company.

Network engineering contracts

Zhejiang Mobile

Following the announcement of the Company’s first network engineering successful tender bid, in October 2015, Enice is pleased to announce that it has now executed a contract with Zhejiang Mobile. This is expected to generate revenue of RMB 16.9 million (A\$3.6 million) over 2016 and 2017, and demonstrates the further traction that the Company is gaining in this region.

Henan Mobile

Henan Mobile has awarded the Company a communication pipeline construction project for 2016. This project is expected to generate revenue of RMB11 million (A\$2.35 million).

Hubei Mobile

Hubei Mobile recently selected the Company to provide the DAS renovation services in Q4 2015, it will generate RMB0.7 million (A\$0.15 million) in 2015. The Company expects to expand its engagement with Hubei Mobile in 2016 following completion of the 2015 DAS integration project.

These three contracts with China Mobile subsidiaries in the Company’s network engineering division, are likely to generate revenue of RMB28.6 million (A\$6.1 million) in total.

Southern Communication

The contract with Southern Communication Construction Co., Ltd, is Enice’s second contract with this customer. The contract will generate RMB16.64 million (A\$3.55 million) in revenue during 2016 and 2017, to provide urban network construction services to Jiangsu Mobile.

Wireless and RF products contract

Hebei Mobile

This is the Company's first contract with this customer, and is expected to generate revenue of RMB9.3 million (A\$1.98 million) over 2016 and 2017, with the potential for further increases during the contract term.

Hubei, Hebei and Henan are all important new markets for Enice, and key areas for the Company's geographic expansion plan that was set out in the prospectus.

Advanced solutions contract

Alcatel-Lucent Shanghai Bell. The Company's contract with Alcatel-Lucent Shanghai Bell has important strategic significance for Enice, given the significant profile of Alcatel-Lucent in the sector. As a main equipment vendor, this is an important market for Enice and complements the contracts won with mobile carriers. This contract is expected to generate revenue of RMB12 million (A\$2.56 million) in 2016.

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

"We are delighted to see continued momentum in new contract wins for Enice and are particularly pleased to be awarded contracts by several high profile participants in China's telecommunications sector. Importantly, these contract wins also broaden Enice's reach into new geographies which we have specifically targeted for future growth."

"In particular our expansion into the strategically important Hubei and Henan provinces is an important beach-head for our growth," he said.

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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 5 invention patents, 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/>

ⁱ Estimated rate of RMB to \$A: 4.69 as at 23 December 2015