



Hytera Introduction

Hytera Communications Corporation Limited

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Stock Code: 002583.SZ



Hytera Headquarters

Hytera, a leading designer and manufacturer of innovative wireless communications equipments and solutions for mission critical, professional and business users.

From portable terminals to trunking systems, from sites of public contingency, transportation network to business management, we offer complete and customized communication solutions to government, public security, utility, transportation, enterprises & businesses for higher organizational efficiency.

Founded in 1993 in Shenzhen, China, Hytera has grown to be a key player, with a large customer base in more than 80 countries and regions across the world. In China, Hytera's market share ranks 2nd, and the 1st among Chinese manufacturers*; globally, Hytera has reached 3rd in Licensed Analogue Terminal category*.

In China, market share ranks 1st among Chinese manufacturers*

No. **1**

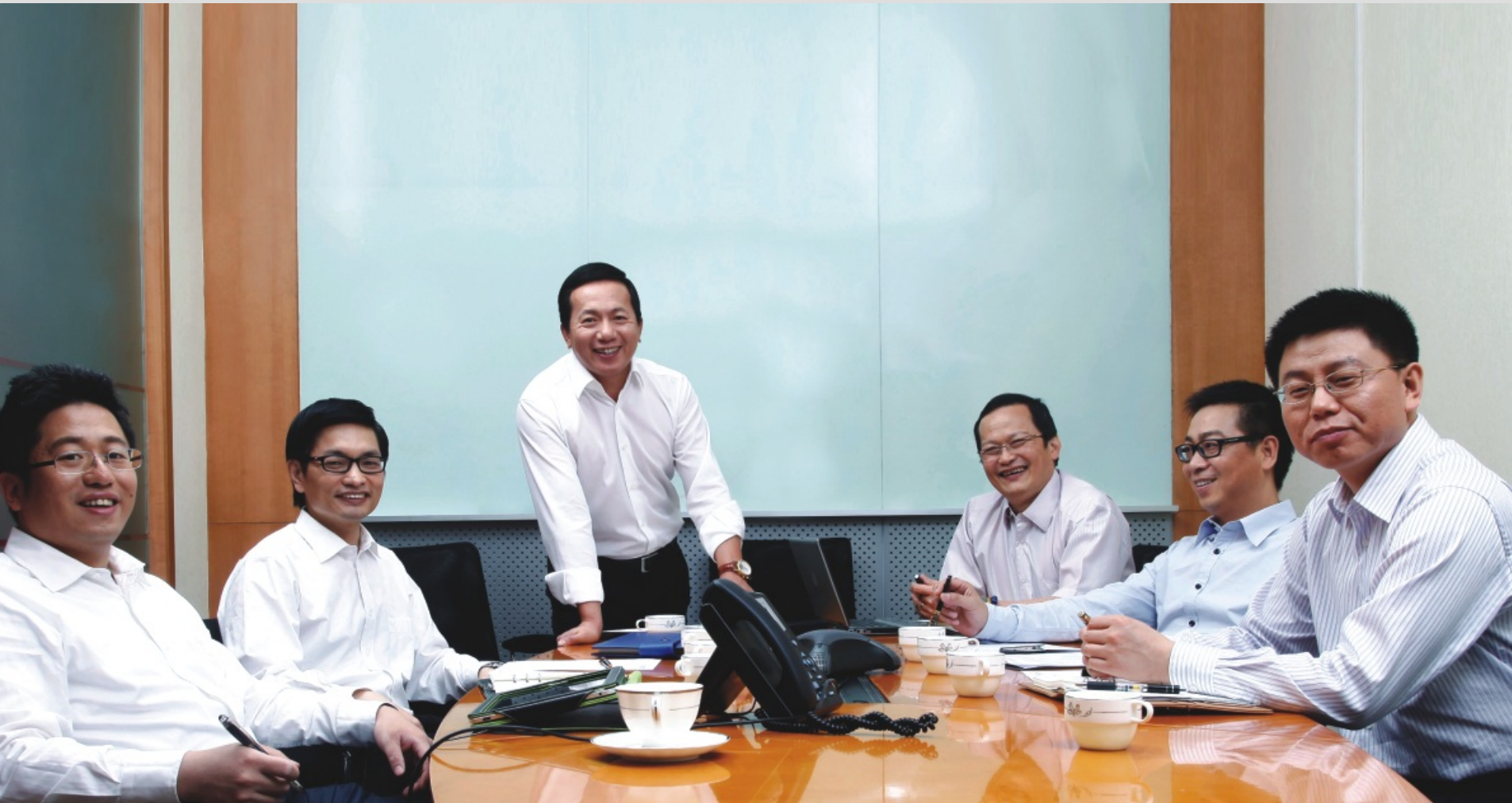
Globally, 3rd in Licensed Analog Terminal Category*

No. **3**

* Source: H&Q Consulting Industry Report 2010

* Source: IMS Report 2009

Top Management Team



With our rich experience in communication industry, never-stop enthusiasm in top-notch technologies & best products, uncompromising determination in customer satisfaction, we are working with you, dedicated to achieve, to fulfill, to create an awesome world of smooth communications for all professional users.

"How to better understand customers' challenges, and to meet their needs for quick connectivity & smooth communication in the ever-changing situations? Innovation, which is as vital as a philosophy for us.

I believe, only when we have long-term commitment and utmost passion of innovation can we bring the best products & solutions for our customers, win trust from our customers; it is the only way for us to sustained growth. "

Mr. Chen Qingzhou, Founder,
Chairman & President of Hytera

陳清洲



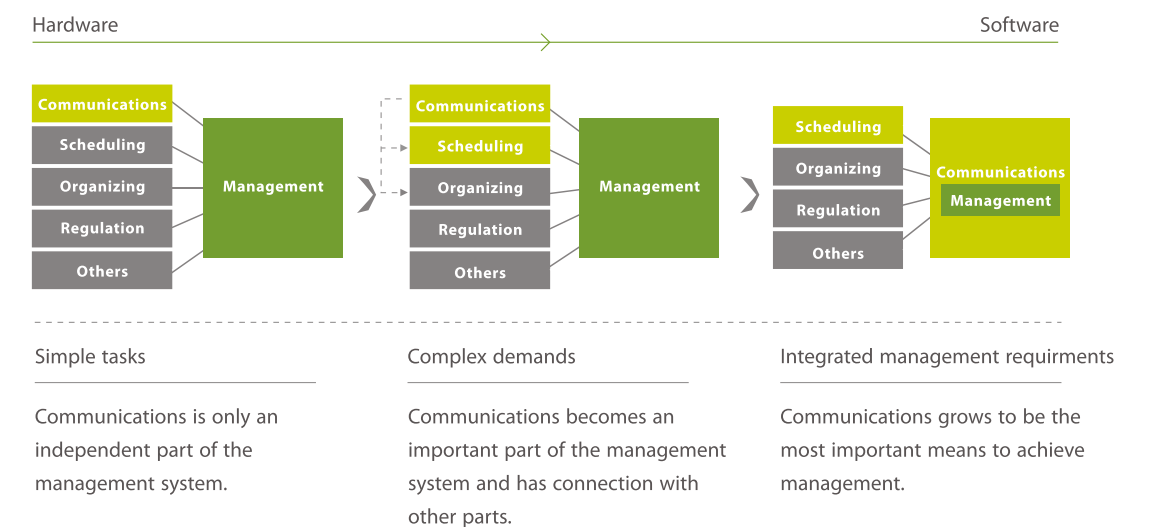
Customer Demands



The value of advanced technologies lies in the problems they can solve. Different industries and all kinds of complicated tasks are challenging the way of professional communications. Demands for connectivity are always closely related to the customers' key tasks, and they vary greatly, from basic voice transmission to applications of improving deployment, resources allocation and organizational efficiency.

Only when we fully understand what our clients really want, is it possible to create more value with innovative technologies and to deliver more at critical moments.

Create more value for customers by the integration of communications & management



Public Security

Police, Armed forces, Law-enforcement, Firefighting, Homeland defense, Military

Nowadays, the increasing frequency of natural disasters, social unrests and other public emergencies poses a great challenge to public security departments like police, law-enforcement and firefighting. To better respond when emergency strikes, a secure, reliable and efficient command and dispatching system, such as cross-regional emergency command and dispatching system, visualized dispatching system and emergency communications system, is in urgent demand.

Fully understanding what challenges public security users are facing, Hytera independently developed MPT trunking and simulcast system, DMR digital trunking and simulcast system, portable emergency communications system, visualized dispatching system and many other professional wireless communications solutions to better serve industry users in emergency handling, disaster relief as well as daily operation.

Applications: Hytera products and solutions have been applied in the public security communications network of over 20 provinces of China, and served overseas clients like Russian Ministry of Internal Affairs, Mexican Police C4 Center, Turkey National Police and Argentine Presidential Guard. They also played a key role in disaster reliefs of Sichuan earthquake in China in 2008 and Japan earthquake in 2011.





Public Utility

Railway, Subway & light rail, Port & airport,
Petroleum & petrochemical, Forestry,
Water conservancy & electricity

Public utility is critical to support social stability and prosperous livelihood, but whose efficient operation cannot be achieved without a professional wireless communications network. Currently, transportation is entering a phase of intelligent and complex networking, while other public utilities like forestry, mining and water conservancy are beginning to set up a professional communications network.

Hytera brings customized communications solutions to transportation users for daily operation, efficient scheduling, insured security and refined management with innovative subway command and dispatching system, railway safety construction communications system, tunnel coverage communications system and airport wireless trunking system. In forestry, petroleum & petrochemical, and water conservancy & electricity, Hytera provides industry users with a series of professional wireless communications solutions for smoother operation, scheduling and safer production.

Applications: Hytera products and solutions have been applied in the subway systems of Hong Kong, Shenzhen, Guangzhou, Wuhan etc.; railway bureaus of Wuhan, Zhengzhou, Xi'an, Guangzhou etc.; ports of Shekou and Dalian etc.; airports of Tianjin, Huai'an, O.R. Tambo Airport, South Africa etc.; forestry departments of Guangdong, Ningxia, Xinjiang, Sichuan etc.; and served clients like PetroChina, Sinopec and Abu Dhabi National Oil Company.

Enterprises & Businesses

Hotel, Construction, Property management,
Safety guard, Logistics, Supermarket,
Taxi, Exhibition, Events

Quick response, reduced operation costs and improved management efficiency are critically helpful to gain the lead in the highly competitive business environments. Two-way radios, easy to "push-to-talk", are the ideal choice for mobile communications for business users.

Hytera provides a complete product portfolio from analog to digital for business users, and delivers the most valuable communications solutions of seamless working site coverage, wireless patrol dispatching, chain business trunking, wireless mobile dispatching, and cross-regional IP interconnection to them for managerial excellence.



Applications: Hytera products and solutions have been applied in lots of hotel groups in and outside China, such as Fairmount Peace Hotel Shanghai, InterContinental Hotels Johannesburg etc. and served over one-third property management corporations in China as well as large chain stores like Suning, Gome etc. For sports events, Hytera also played an important role in Beijing Olympic Games 2008, Guangzhou Asian Games 2010, Shenzhen Universiade 2011 and America's Cup 2010, New Zealand.

Products



Dedicated to designing and delivering of professional wireless communications equipments, Hytera offers comprehensive products portfolio from analog to digital, from terminal to system, from voice transmission to data application.

Main product lines:

 <p>Conventional terminals</p>	
 <p>MPT analog trunking</p>	
 <p>DMR digital trunking</p>	
 <p>TETRA trunking</p>	
 <p>Video & new products series</p>	

* For more products information, please visit www.hytera.com

Solutions

From public security, public utility to business, professional users' demands vary a lot. Equipped by complete products portfolio, data application development and system integration, Hytera responds to their unique demands with tailored and valuable solutions.



Chinese police trunking communications solution



Wireless voice/video command and dispatching solution for express-way traffic police



Emergency communications and dispatching solution



Wireless communications solution for forest fire prevention



Trunking solution for petroleum & petrochemical



Wired link simulcast solution for railway

Quick response & unceasing innovations

Technologies & Innovations



CMMI L3 Certification
 Demonstration base of the combination of Production,
 Study & Research of Guangdong Province
 Enterprise Technology Center of Shenzhen

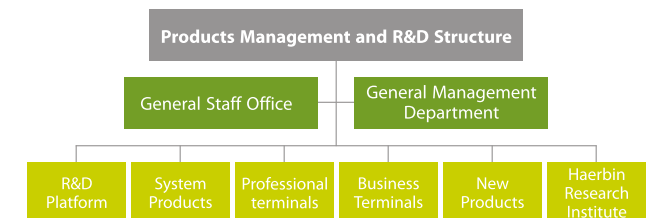


Competent R&D team

Hytera takes advanced technologies and reliable quality as the core part of its business, and ensures more than 10% of revenue for R&D to keep pushing the limit of leading and mature technologies.

Hytera's competent R&D team of over 700 engineers, about 35% of total employees, establishes a state-of-art platform for digital technology research, product design and application development. Attentively and rapidly responding to customers' demands, Hytera's R&D team endeavors to turn innovative technologies into solutions as required, and to deliver the most effective and feasible communications solutions that count for today and tomorrow.

R&D System



Percentage of revenue for R&D *

10%↑

R&D engineers out of all staff *

35%

Doctor/master degree holders 20% Bachelor degree holders 79%

* Up to June 30th, 2011

Technologies & Innovations

Obtain 214 patents in and outside China

214*



April 2010, Beijing, PDT standard launch event



Major scientific and technological projects

TETRA (Terrestrial Trunked Radio) is a digital trunking mobile radio standard developed by the European Telecommunications Standards Institute (ETSI).

As a core member of TETRA MoU, Hytera is one of the few corporations in the world that master TETRA technology, and is the 1st to develop TETRA terminals in China.

DMR (Digital Mobile Radio) is a digital radio standard specified for professional mobile radio (PMR) users developed by ETSI.

Hytera is one of the few corporations worldwide who have launched complete DMR solutions from terminals to systems.

PDT (Police Digital Trunking) is a digital trunking standard serving the needs for police trunking communications; it allows smooth transition from analog systems to digital ones.

Hytera leads the drafting of PDT standard under the commission of PDT Association led by the Ministry of Public Security of China.

NDR (Narrow Digital Radio) is a narrowband digital radio standard being developed by DRA (Digital Two-way radio Standard Industry Alliance). The Association gathers 28 members of leading tow-way radio manufacturers, well-known universities and scientific research institutions in China.

As the secretary general of DRA, Hytera takes the lead in DRA for the draft, revision and promotion of NDR standard.

dPMR (digital Private Mobile Radio) is a digital radio protocol with 6.25kHz narrowband technology established by ETSI; it targets business, professional and public security users.

Hytera is a core member of dPMR MoU.

Hytera is in charge of the "Broadband Trunking Communications" project, a major national research project in China;

Hytera obtained the 2010 Electronics Development Fund Bid of the Ministry of Industry and Information Technology of China;

In 2008, 2009 and 2010, Hytera successively won the pioneer projects for the combination of production, teaching, & research of Guangdong Province, China.

Leading technologies

We never stop with innovating since customers keep expecting more. As a digital technology forerunner, Hytera takes a significant position in the analog-to-digital migration of professional wireless communications.

As one of the few corporations in the world that master TETRA, DMR and PDT technologies and introduce products series respectively, Hytera also leads in the draft of digital trunking standard and commercial digital radio standard in China.



The **1st** to introduce PDT digital products



The **1st** to introduce IIC intrinsically safe DMR digital portable radio



The **1st** to introduce trunking-GSM dual mode radio



The **1st** Chinese manufacturer to introduce independently developed TETRA digital terminals

*Up to May 1st, 2011

Superior Quality



Products obtain FCC licenses

91*

Products obtain CE licenses

106*

Superior products quality

Stringent quality control and advanced manufacturing ensures superior products quality for our customers.

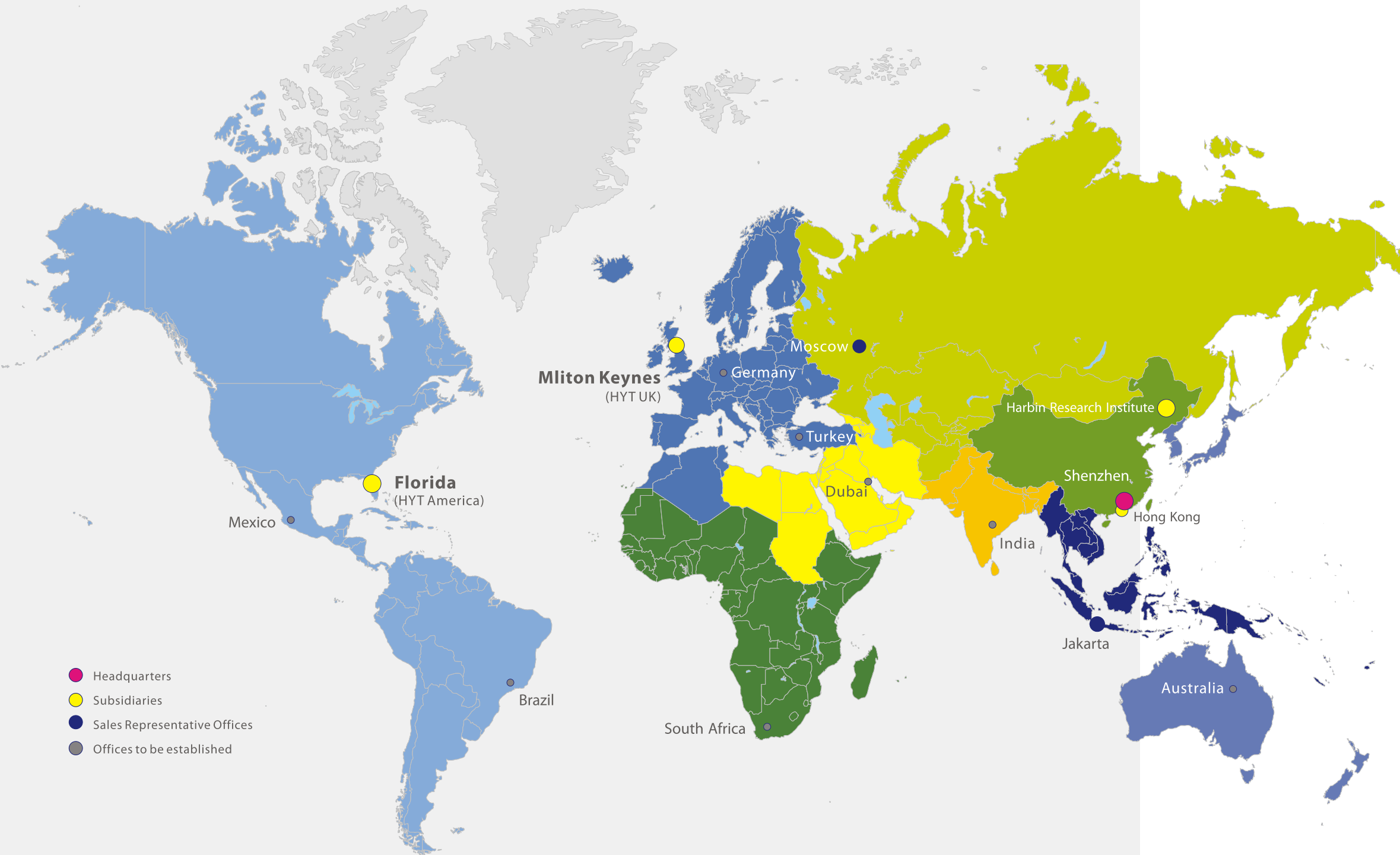
With end-to-end quality control system, structured products development procedure and advanced quality engineering tools like QFD and DFSS, we strengthen the pre-production quality control and testing capability, and produce our products in compliant with American Military Standards to make sure a strong competitive edge and earn the embrace & trust of customers with uncompromising reliability and stability.



To ensure uncompromising quality, all products have undergone harsh environment tests like cold-proof, dust-proof, fire-proof, water-proof etc. as well as ALT (Accelerated Life Test) before launched to the market.

**Up to May 1st, 2011*

Global Marketing



- Headquarters
- Subsidiaries
- Sales Representative Offices
- Offices to be established

Hytera considers customer satisfaction as a paramount issue. We work closely with our distributors, dealers, integrators and application partners to deeply understand the demands from end users, and promptly come up with customized solution for users' specific demands.

Hytera has established a global sales and service network to bring innovative products and solutions to local markets quickly and efficiently. We have three subsidiaries in the United States of America, the United Kingdom and Hong Kong, and representative offices in international cities like Moscow, Jakarta etc. We cooperate closely with more than 200 partners to serve customers in over 80 countries and regions across the world.

In China, Hytera has established a nationwide sales and marketing network with subsidiaries & offices in Chengdu, Guiyang, Xi'an, Changchun, Xinjiang etc. Partnering with more than 200 distributors, we provide terminal equipments and system solutions to customers across the country.



HYT UK



HYT America

Applications

China

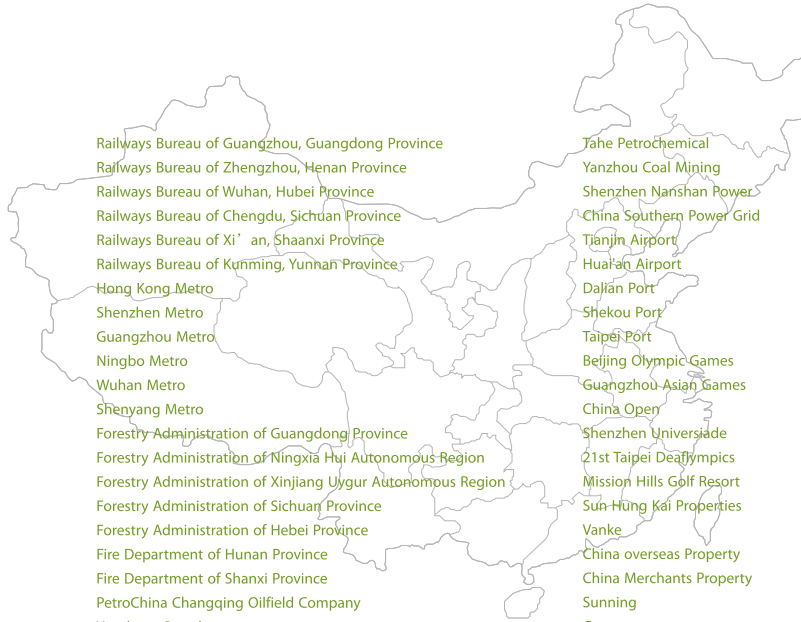
As the major provider of Chinese police trunking communications, Hytera takes a market share of 35% in the police analog trunking terminals, 30% in the police analog terminals, 30% in the subway communications, and 15% in the railway communications with its products and solutions widely applied in over 20 provinces of China.

In commercial market, Hytera tops 1st in sales for over a decade and remains as the preferred choice for property management, safety guard, hotel groups, chain stores and other enterprises.

SEG Communications*, a Hytera subsidiary, is a leading wireless communications solution provider for subway/light rail in China. It provides professional communication solutions to subway systems in major cities of China like Hong Kong, Guangzhou, Shenzhen and Wuhan, and builds urban transit dispatching network for over 1/3 cities of China.

Our customers

Ministry of Public Security
 Public Security Bureau of Xinjiang Uygur Autonomous Region
 Public Security Bureau of Guangxi Zhuang Autonomous Region
 Public Security Bureau of Inner Mongolia Autonomous Region
 Public Security Bureau of Heilongjiang Province
 Public Security Bureau of Shandong Province
 Public Security Bureau of Gansu Province
 Public Security Bureau of Jilin Province
 Public Security Bureau of Fujian Province
 Public Security Bureau of Hunan Province
 Armed Forces of Guangdong Province
 Traffic Administration of Public Security Bureau of Hebei Province
 Public Security Bureau of Guangzhou, Guangdong Province
 Public Security Bureau of Zhuhai, Guangdong Province
 Traffic Administration of Shenzhen, Guangdong Province
 Prison Administration of Xinjiang Uygur Autonomous Region
 Prison Administration of Fujian Province
 Prison Administration of Guangxi Zhuang Autonomous Region
 Work Safety Supervision Bureau of Yunnan Province
 Fire Department of Dunhuang, Gansu Province
 Exit & Entry Administration of Shenzhen, Guangdong Province
 Customs Anti-smuggling Bureau of Zhuhai, Guangdong Province
 Railways Bureau of Nanchang, Jiangxi Province
 Railways Bureau of Harbin, Heilongjiang Province
 Railways Bureau of Nanning, Guangxi Zhuang Autonomous Region
 Railways Bureau of Shanghai
 Railways Bureau of Xinjiang Uygur Autonomous Region



Railways Bureau of Guangzhou, Guangdong Province
 Railways Bureau of Zhengzhou, Henan Province
 Railways Bureau of Wuhan, Hubei Province
 Railways Bureau of Chengdu, Sichuan Province
 Railways Bureau of Xi'an, Shaanxi Province
 Railways Bureau of Kunming, Yunnan Province
 Hong Kong Metro
 Shenzhen Metro
 Guangzhou Metro
 Ningbo Metro
 Wuhan Metro
 Shenyang Metro
 Forestry Administration of Guangdong Province
 Forestry Administration of Ningxia Hui Autonomous Region
 Forestry Administration of Xinjiang Uygur Autonomous Region
 Forestry Administration of Sichuan Province
 Forestry Administration of Hebei Province
 Fire Department of Hunan Province
 Fire Department of Shanxi Province
 PetroChina Changqing Oilfield Company
 Yanchang Petroleum
 PetroChina Inner Mongolia Company
 Zhanjiang Dongxing Refinery
 Design Institute of Luoyang Petrochemical Complex
 Zhanjiang Qingyang Petrochemical
 Jinan Changcheng Refinery of Bluestar Petrochemical
 Jingxi Petrochemical

Jahe Petrochemical
 Yanzhou Coal Mining
 Shenzhen Nanshan Power
 China Southern Power Grid
 Tianjin Airport
 Hualan Airport
 Dalian Port
 Shekou Port
 Taipei Port
 Beijing Olympic Games
 Guangzhou Asian Games
 China Open
 Shenzhen Universiade
 21st Taipei Deaflympics
 Mission Hills Golf Resort
 Sun Hung Kai Properties
 Vanke
 China Overseas Property
 China Merchants Property
 Sunning
 Gome
 Fairmont Peace Hotel
 Jinjiang Inn
 Carrefour
 Metro
 Hone Inns
 7 Days Inn

More applications available, sorry that we cannot name them one by one here.

* Source: IMS Report 2009

* Hytera acquired SEG Communications in 2009



China Open



Fire Department of Shanxi Province



Guangzhou Asian Games



Public Security Bureau of Guangzhou, Guangdong Province



Shenzhen Universiade



Public Security Bureau of Heilongjiang Province



Shenzhen Metro



Beijing Olympic Torch Relay

Applications

International

Hytera have served customers in over 80 countries and regions across the world, and the analog terminal's market share ranks 3rd globally*.

Hytera provides professional communications solutions and services to users of public security, public utility and enterprise & business, including some high profile clients like Russian Ministry of Internal Affairs, Mexican Police C4 Center, Turkey National Police, Kazakhstan armed forces, Abu Dhabi National Oil Company, Bahrain World Trade Center, and America's Cup, New Zealand. Distinguished by tailored solution, quick delivery and superior quality, Hytera is becoming the ideal choice for more and more overseas customers.

Our customers

Russian Ministry of Internal Affairs
 Russian Police Forces
 Control, Command, Communication & Computer Center of Mexican Police
 Kazakhstan Armed Forces
 Kazakhstan Emergency Ministry
 Turkey National Police
 Romanian Gendarmerie
 Parliament of the Philippines
 Vietnamese Ministry of Public Security
 Police Forces of Cape Town, South Africa
 (BOPE) Special Police Operations Battalion of Rio, Brazil
 Egyptian Police, Egypt
 Argentine Presidential Guard
 Argentine Military
 Lebanese Army
 Air Force Of India
 Sri Lanka Air Force
 Sri Lanka Navy
 Zimbabwean Central Intelligence Agency

Myanmar Police
 Municipality of Eleftheriou-Kordeliou,Greek
 State Court of Brasilia
 Department of Correction of Sao Paulo, Brazil
 Guatemala trunking operator project(PDT)
 Police Forces of Buenos Aires, Argentina
 Argentine Intelligence Center of Ministry of Defense
 Emergency of Mendoza, Argentina
 Argentine Federal Prison
 O.R. Tambo Airport, South Africa
 Customs Police of Frankfurt Airport
 Tan Son Nhat airport of Vietnam
 Czech Railways
 India Railways
 Romanian Railway Company
 Kazakhstan Ministry of Railways
 E.ON Energy, Czech
 ASIA GAS Pipeline(AGP)
 The Abu Dhabi Company for Onshore Oil Operations (ADCO)

Tata Steel UK Limited
 Public Electricity Corporation, Yemen
 Ministry of Health, Bahrain
 ILPAP Electronic Bus, Greek
 PRONTO TAXI ROME, Italy
 United States Postal Office, USA
 World Cup Germany
 America's Cup, New Zealand
 InterContinental Hotels Johannesburg, South Africa
 Costanera Center Construction, Chile
 Arabian Construction Co.
 Dubai Festival City
 Bahrain City Center
 Tour Montparnasse
 Palais des congres
 University of Leeds, UK
 LG
 Samsung



More applications available, sorry that we cannot name them one by one here.
 * Source: IMS Report 2009



Abu Dhabi National Oil Company



Bahrain World Trade Center



United States Postal Office



Turkey National Police



World Cup Germany



America's Cup, New Zealand



ILPAP Electronic Bus, Greek



Kazakhstan Armed Forces

Management excellence, Awards & Recognition



July 20, 2008, Premier Wen Jiabao visited Hytera headquarters in Shenzhen



- Hi-tech Enterprise of China
- Key Enterprise of National Strategy
- Famous Brand of China
- Top 100 Innovative Enterprises of Guangdong Province
- Famous Brand of Guangdong Province
- Shenzhen Mayor Quality Award
- Shenzhen Mayor Innovation Award
- Enterprise Technology Center of Shenzhen
- Leading Private Enterprise of Shenzhen
- Top 50 Enterprises of Subway Rail (SEG Communications)
-



Shenzhen Mayor Quality Award 2010

The digital migration in professional wireless communications and the promising global market bring tremendous opportunities to Hytera. To gain the lead in the highly competitive global arena, an efficient corporate management system is essential. Since 2004, Hytera has introduced the Performance Excellence Management System to improve corporate management efficiency for enhanced core competitiveness.

With the Performance Excellence Management System, Hytera clarified its Vision, Mission and Core Value, and generated a long-term development strategy of the integration of Value, Speed and Capability. Hytera staged an organizational reform to a customer-oriented operation and management system through four end-to-end products development lines, fast decision-making system and multi-level customer communications channels, better addressing customers' specific demands.

In virtue of the Performance Excellence Management System, Hytera builds a customer-centered corporate management system to facilitate the pursuit of customer satisfaction and the portfolio upgrade from terminals and commercial products to system solutions and public security equipments, thus turning itself into technology innovator.

Improved corporate management wins Hytera wide recognitions from customers, industry professionals as well as government organizations. In 2010, Hytera was awarded with Shenzhen Mayor Quality Award, an award benchmarking against Malcolm Baldrige National Quality Award (MBNQA) in USA and is famous for all enterprises in Shenzhen. Hytera is one of the 14 winners of the award in Shenzhen since 2003.

Debut in Capital Markets

On May 27, 2011, Hytera Communications Corporation Limited was listed on the Shenzhen Stock Exchange, making its official debut to the capital markets. The capital collected from the capital markets is preliminarily going to the research of digital technologies (TETRA, DMR & PDT standards), extension of the current digital portfolios (TETRA, DMR & PDT standards), and expansion of global marketing & service network to enhance our competitiveness & better satisfy customers' demands worldwide.

The IPO, a significant milestone of corporate development, brings Hytera into a new phase, and underpins the sustainable growth in the future.

Stock Code: 002583 (Shenzhen Stock Exchange)

Take a look at Hytera stock performance or visit our website for latest investor information.



Mr. Tang Jie, Vice Mayor of Shenzhen, stroke the opening bell together with Hytera President Mr. Chen Qingzhou

Brilliant Future

Devoted to turning leading and mature technologies into solutions that our clients can count on for problem solving, Hytera promotes the integration of communications with managerial excellence.

Looking into the future, economic globalization, ever-changing and increasingly complex social and ecological environments all challenge the way of professional communications. In order to maintain a stable working and living environment, better response and command when emergency strikes, it is critical for government organizations, public utilities, enterprises and businesses to constantly improve resources allocation, operational and organizational efficiency through an efficient communications system. This is what professional communications are meant for.

In professional wireless communications, the migration towards digital is gathering momentum. Complicate and diversified scenarios demand providers to take leading digital technologies and strengthen capabilities in hardware and software developing and system integrating.

Hytera is ready to tap into the digital trend. In China, Hytera will seize the opportunities brought by the trend of digitization to reinforce its leading position in Chinese market, enhance competitive edge in government organizations, public security and public utility, and continue the expansion in industries of railway transportation, energy, port and airport with its leading digital technologies and innovations.

In global market, Hytera will strengthen its worldwide sales and service network and allocate more resources to expansion in industries like public security and key geographical territories. Backed up by growth in key national markets, Hytera aims to establish a leading position in the public security sector of emerging markets and in the business sector of developed markets, and seeks to become one of the top 3 leading players in the field of professional wireless communications.



Vision:

To be the most valuable provider of professional communications equipment and services worldwide

Mission:

Bringing our customers unlimited communication