

HYTERA COMMUNICATIONS

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# CORPORATE OVERVIEW EUROPE







# Our Vision

**Together, we believe we can make cities safer.**

We will realise this vision through continuous innovation, dedication to customer values, and sustainable contributions to the communities where we operate.

We will continue to leverage our technology leadership and a global team of professionals to enable cities with on demand mission critical communications in all scenarios, from daily command and control to emergency response, disaster relief, and anti-terrorism efforts.

## Our Promise: Respond & Achieve

We provide a full portfolio of leading PMR and Integrated Command & Control solutions to increase customers' situational awareness, collaboration and response rate.

Our experienced teams are proud to have supported government agencies and commercial organisations around the world facing increasingly complex and demanding situations in the most challenging environments.



# About Hytera

Hytera Communications Corporation Limited is a leading global provider of innovative Professional Mobile Radio (PMR) communications solutions that improve organizational efficiency and make the world safer.

Established in 1993 in Shenzhen, China, Hytera is the second-largest PMR provider in the world, the world's fastest-growing PMR solution provider, and the world's No.1 DMR Tier III Trunking provider. Following the Sepura acquisition, Hytera has around 9,000 personnel serving customers in 120 countries and regions, including governmental organizations, public security institutions, and customers in utilities, transportation, oil & gas and other sectors. Around 40% of Hytera's personnel are engaged in engineering, research and development, and product design across 10 R&D centres.

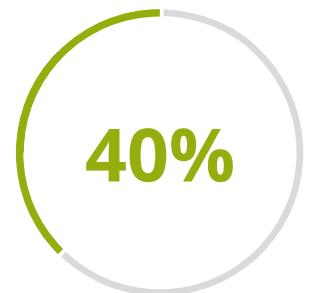
Devoted to turning leading and mature technologies into solutions that our customers can count on for problem solving, Hytera promotes the integration of communications with managerial excellence. What we are looking for is the solution that works for today and tomorrow.

With a focus on Research and Development since its inception, Hytera invests around 15% of its revenue in R&D. Nearly 40% of employees work in the R&D function. There are 10 R&D centres globally, in Shenzhen, Dongguan, Harbin and Nanjing in China, Bad Mnder in Germany, Cambridge in UK, Zaragoza in Spain and Vancouver and Toronto in Canada, collaborating to keep Hytera at the forefront of communications technologies.

The world's fastest growing PMR Brand



40% headcounts from R&D



15% revenue into R&D



Shenzhen R&D Center



Harbin R&D Center



Nanjing R&D Center



Bad Mnder R&D Center

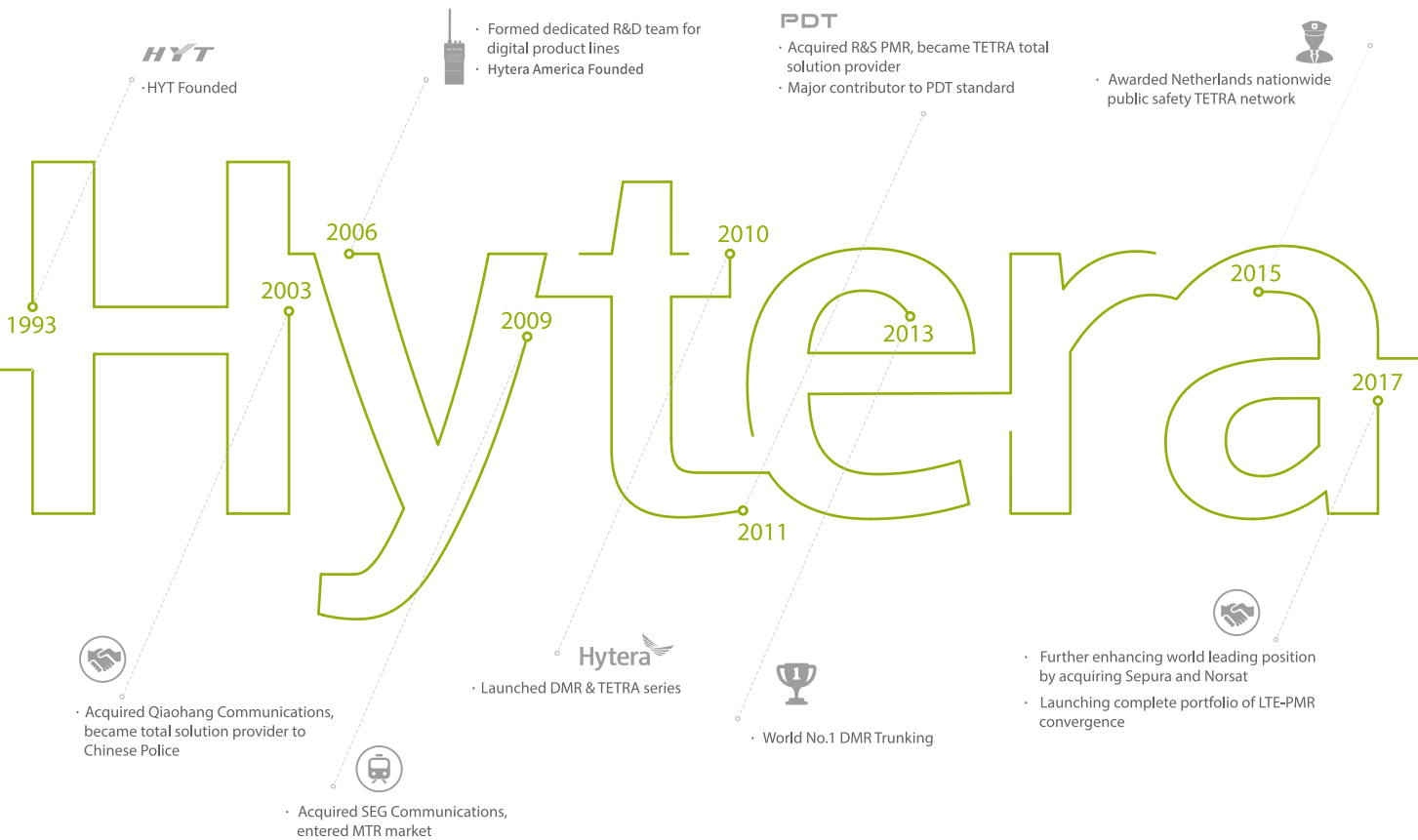


Zaragoza R&D Center



Sapura R&D Center

# Hytera



# Hytera in Europe

## Hytera Mobilfunk GmbH

Hytera Mobilfunk GmbH has been developing and implementing customised PMR solutions in Germany since 1980. As the competence centre for TETRA within the Hytera Group, we are continuously advancing the development of our ACCESSNET®-T IP mobile radio system.

We develop state-of-the-art systems and applications on a technologically advanced level. In cooperation with the European Telecommunications Standards Institute (ETSI), Hytera Mobilfunk took an active roll in the development of the TETRA standard. We have been a long standing member of the TCCA working to strengthen the company's expertise and market position, whilst helping to improve communications across the world.

As a PMR specialist, Hytera Mobilfunk GmbH provides Hytera terminals and radio systems for Central, Southern and Eastern Europe, offering a complete portfolio of products and associated services. In addition to the delivery of base stations and switching nodes, this includes network planning, project handling, site planning, commissioning, training, network optimisation and after-sales service.

# 9 offices

**2 OFFICES IN GERMANY**

**1 OFFICE SOFIA, BUDAPEST, TURIN, VIENNA,  
POLAND, NETHERLANDS, PERU**

# 30+

**COUNTRIES COVERED BY HYTERA MOBILFUNK**

# 600+

**EUROPEAN DEALERS & PARTNERS**

# 200+

**EMPLOYEES IN EUROPE**

## Hytera UK

As a PMR specialist, Hytera UK provides Hytera terminals and radio systems for Western and Northern Europe, offering local engineering, servicing and support across the broad Hytera communications portfolio.

## Sepura

Sepura Group became part of Hytera Communications Corporation Limited in May, 2017. Established as Sepura in 2002, and with over 100 years of history in Cambridge, U.K., Sepura is a leading provider of TETRA products for organizations worldwide. A market leader in 30+ countries, Sepura has the second largest market share in public security in Europe.

## Teltronic

For over 40 years, TELTRONIC, a subsidiary of Hytera Communications Corporation Limited, is in the design and manufacturing of mission critical radio communications.



# Public Safety & Government Radio systems that won't let you down

Hytera has a deep understanding of the needs and challenges of public safety professionals, and offers a refreshing experience for information collecting, sharing and communicating among officers and government agencies. Hytera has proven track records in delivering nationwide Professional Mobile Radio communication networks both in developed and developing countries.

# 100+

PUBLIC SAFETY PMR  
NETWORKS WORLDWIDE

# 1.5M

PUBLIC SAFETY  
CUSTOMERS USING  
HYTERA RADIOS

## Reference Cases

- Netherlands National Security Network
- Malaysia National Security Network
- Croatia National Security Network
- French Police municipalities
- Polish Police
- Peru National Police
- Spanish National Police Corps
- G20 Summit 2016, China





# Oil, Gas & Utilities

## The Only 'ia' Certified Radios

Reliable communication is the key to efficiency and safety in any industry, but particularly important in the energy sector for exploration, production, refinery and transportation. With safety as the top priority, Hytera offers intrinsically safe devices with meet the stringent ATEX, IECEX, FM and UL913 certifications. Intelligent communication platforms enable smooth a reliable communication between PSTN, GSM, 3G and broadband, MPT-1327, DMR and TETRA. Video surveillance, RFID tags and remote sensors can offer additional data, playing a very important role in operational management of a facility. Hytera intelligent communication platforms can be used wirelessly to help these monitoring devices track and manage the production process to improve safety and efficiency.

**NO.1**  
WORLDS SAFEST PMR

**50**  
REGIONS WORLDWIDE  
USING HYTERA DEVELOPED  
INTRINSICALLY SAFE  
COMMUNICATIONS

#### Reference Cases

- AO Gazpromneft - Moscow Oil Refinery, Russia
- Petro-chemical Industry Sasol, South Africa
- MOLY COP, Australia
- Thames Water, UK
- Hong Kong Power Company, China

# Transportation - World class safety from A-Z

More than 2,000 km of urban transit railway worldwide successfully runs mission critical radio communications built with Hytera network expertise. When we look at transportation as larger sector, Hytera offers flexible and customised solutions for different organisations and agencies such as highways, airports, ports, etc., following the most popular open protocols.

# NO.1

WORLDS LEADING MRT PROVIDER

# 2,000 km

OF URBAN TRANSIT RAILS ARE SUCCESSFULLY RUNNING,  
BUILT BY HYTERA EXPERTISE

## Reference Cases

- London Heathrow Airport, UK
- Emirates Airline, UAE
- Hong Kong Airport, China
- Eurotunnel, UK
- Istanbul Marmaray Metro & Railway, Turkey
- Metro Barcelona, Spain
- Metro Budapest, Hungary
- Hong Kong Mass Transit Railway, China
- Piraeus Container Terminal, Greece





# Operator & Enterprises - Discover your communication innovation with Hytera

As an infrastructure provider, Hytera maintains close relationships with network operators worldwide. We are experienced in offering different technology standards e.g. TETRA and DMR, with your operation scenario in mind. With this understanding and portfolio depth Hytera can provide the right solution to ensure you see a high return on your investment. Our experts support your project at every stage, from network design and equipment selection, through to implementation and support.

# NO.1

IN PMR OPERATOR MARKET WORLDWIDE

# 1,000

SITES DEPLOYED IN PAMR MARKET.

## Reference Cases

- Orbigo, Sweden
- Mobile Network Operator Ooredoo, Qatar
- MCS Digital, Australia
- Mal-Tel, Malaysia
- Manchester City, UK



# Leading Technology

Hytera has been continuously accelerating technology platforms and leading industry innovation, developing next-generation PMR technology to move the industry forward, identifying and implementing methods to increase compatibility and simplify transition. This delivers a more efficient and convenient communications experience to industry users worldwide as they migrate to the latest technology.



TETRA is an open standard developed by the European Telecommunications Standards Institute (ETSI). Hytera is an active member of TETRA & Critical Communications Association (TCCA), and one of the few manufacturers that offers complete portfolio.



Digital Mobile Radio (DMR) is a digital radio standard specified for professional mobile radio (PMR) users developed by the ETSI. Hytera is an active member of DMR Association and offers the world's most complete DMR product line.



Professional Digital Trunking (PDT) is China's digital trunking communication standard. The majority of PDT systems adopted by Public Safety and Security in China are delivered by Hytera.



LTE (4G mobile communications) is the next generation technology widely expected to address bandwidth limitations on all mobile networks. Hytera is actively researching the technology to make use for it in the PMR industry.

# Innovation

Fully understanding the communication challenges across multiple industry users, Hytera is continuously investing in technology development and application innovation.

Hytera's LTE -PMR Convergence Solution comprises of cutting-edge multi-mode advanced radio terminals, narrowband-broadband infrastructure, and management software. It incorporates feature-rich broadband technologies while ensuring that critically important voice services remain reliably accessible using narrowband technologies such as TETRA, DMR, and PDT.



# 1220

PATENT APPLICATIONS FILED



# Responsibility

Responsible thoughts and actions are of great importance across the organisation. Our highest priority is to use primary materials, resources and energy carefully when creating our products and developing our processes.

The durability of our products and appropriate local product recycling processes ensure our product operating life is maximised and components are re-used where possible.

Thanks to targeted safety training sessions, our employees make an active contribution towards minimising danger, helping to ensure health and safety is front of mind in the workplace.





# Safeguarding Communities

We enable people to act instantly in critical moments. As a leading PMR communications solution provider, Hytera believes that a reliable mission-critical communication system empowers professionals to do their best in life threatening conditions, safeguarding communities and delivering a better future for people. This is the foundation for our commitment to Corporate Social Responsibilities (CSR).

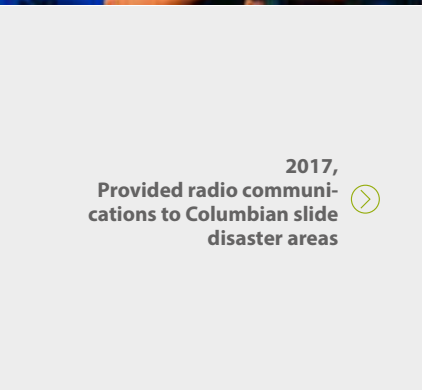
Hytera brings convenient and efficient PMR communications to government departments, public security, utility, transportation and commercial businesses. When emergencies occur, particularly when the public communication network is down or congested, Hytera is on-hand to ensure communications are available or deployable for emergency responders, offering a helping hand to disaster relief efforts.



2014,  
Supported Zero Aids Charity  
Run event by Unicef Hong  
Kong



2018,  
Hytera Supports Rescue  
Operations after Dam  
Collapse in Laos



2017,  
Provided radio communi-  
cations to Columbian slide  
disaster areas



2015,  
Provided radio communi-  
cation for El Cambray II landslide  
in Guatemala



2015,  
Joined hands with China Blue  
Sky Rescue team for Earth-  
quake Rescue in Nepal



Further information can be found at:  
[www.hytera-mobilfunk.com](http://www.hytera-mobilfunk.com)

Keep up to date with Hytera on social media.



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SGS Certificate DE11/81829313

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