



PRESS RELEASE

## **ATEN International Accelerates Growth, Looks to the Future with Opening of New Office in India**

**Bengaluru, India (September 22, 2017)** – ATEN International, the leading provider of IT connectivity and total management solutions, expects 30% growth in this fiscal year ending December 31st, 2017 from its India and South Asia markets. Making this announcement at a press conference held to mark the grand opening of the new ATEN India office and demo room, which provides India customers to experience the future connection of ATEN's AV and IT convergence solutions.

Hector Lin, Sales Division Associate Vice President, ATEN International said, "India and South Asia contributes to 10% of total revenues of the company. We have seen a 30-40% growth in India and South Asia market over the last 3-4 years. India and South Asia are important markets for ATEN and we expect to strengthen the connection with South Asia market by our new India office".

ATEN now intends to vigorously promote two of its main product lines – enterprise KVM solutions and Professional A/V solutions – through the new ATEN India office and demo room in Bengaluru, India.

"India is one of the fastest growing markets in Asia Pacific and ATEN is very pleased to be part of India's continued growth. ATEN India is looking forward to bringing more local support and even quicker service to help India to reach its smart city goals through ATEN's A/V and IT convergence solutions", said Hank Lee, Manager of South Asia Sales, ATEN International.

The company's new demo room, which opened in the city as a part of its ATEN India launch, will provide systems integrators with hands-on experience of ATEN's A/V and IT convergence solutions and gain valuable insight into the company's vision for the future of connectivity. The Bengaluru center, besides offering workshops and training to systems integrators, will also create brand awareness and promote ATEN's products among potential partners. The Bengaluru operations will further serve as an epicenter for the rest of India as well as South Asia, where ATEN has already made a mark.

ATEN India recently implemented a major systems integration projector for a major retail chain. Its other major customers include Siemens, L&T, Cognizant, NTPC, CISCO, IBM, Apple, Tech Mahindra, TCS, amongst others, in addition to major government projects including Metro, Defense and Aerospace.

Having established global operations in 1979, ATEN entered the India market in 1997 through partnership with CUBIX Microsystems and has successfully undertaken several significant projects in India relating to the fundamental facilities of smart cities, such as data centers, control rooms, digital signage, collaborative meeting rooms and classrooms.

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### **About ATEN**

ATEN International Co., Ltd. (TWSE: 6277), established in 1979, is the leading provider of IT connectivity and management solutions. Offering integrated KVM, Professional Audiovisual, and Intelligent Power solutions, ATEN products connect, manage, and optimize electronics in corporate, government, industrial, educational, and retail environments. ATEN has 500+ issued international patents and a global R&D team that produces a constant stream of innovative solutions, resulting in a comprehensive portfolio of products available worldwide. Headquartered in Taiwan, ATEN International Co., Ltd. has grown to include subsidiaries and regional offices in China, Japan, Korea, Belgium, Australia, the U.S., the U.K., Russia, Turkey and India – with R&D centers in Taiwan, China, and Canada.