



VST Holdings obtains Tender of China Mobile’s 2014 Centralized Procurement of PC Server Products and To Be the Asia Pacific Distribution Agent of Ubiquiti Networks

(Hong Kong, 14 October 2014) **VST Holdings Limited** (“**VST**” or the “**Company**,” together with its subsidiaries collectively known as the “**Group**,” HKSE stock code: 00856.HK), one of the leading IT product distributors in the Asia Pacific, is pleased to announce today that ECS Technology (China) Limited (“**VST ECS**”), its subsidiaries, is among the best in several stages of tender in 2014 Centralized Procurement Project of PC Server Products (PC Server Project) of China Mobile Communications Corporation (“**China Mobile**”). At the same time, VST ECS has signed a contract with Ubiquiti Networks, Inc. (NASDAQ stock code: UBNT) recently, to be UBNT’s distribution agent in Asia Pacific to distribute its products.

On October 9, 2014, China Mobile announced the result of its PC Server Project. The Project consisted of five stages of tender, covering rack-mounted server, blade server, MAS server, high-end application server and multi-node server. VST ECS is among the best in these stages, of which the tender award share of the second stage (blade servers) and the fifth stage (multi-node server) were 19.35% and 40% respectively.

VST ECS has cooperated with China Mobile since 2007. At that time, VST ECS acted as the agent of HP to enter into Chinese Mobile’s server providers list and provide China Mobile Fulfillment service for almost a year. After China Mobile has started the first phase of formal centralized procurement in 2008, VST ECS, being the sole tenderer of HP, became one of the shortlisted suppliers of China Mobile’s centralized procurement by virtue of its supply foundation with China Mobile as well as the well long-term cooperation relationship with HP. Also, VST ECS provided HP’s server products for China Mobile.

Mr. Li Jialin, Chairman and Chief Executive Officer VST Holdings Limited said, “Since 2008, VST ECS’s tender award for the HP’s server products of China Mobile has amounted to about RMB 350 million each year. With the continuous cooperation with China Mobile, our leading advantages have been expanded gradually in some regions, including China Mobile Group, North China, East China and South China. The standards for evaluating tenders of China Mobile are very high, of which the pricing part accounted for 40%, technical part accounted

for 40% and commercial terms accounted for 20% and we are all among the best in these three parts.”

In order to provide better service quality for China Mobile, VST ECS, as agent between China Mobile and HP, offers services to China Mobile, including DEMO test machines, spare parts replacement, and coordination with engineers in addition to HP’s Gold Services, so as to achieve seamless connection between HP and China Mobile. This has guaranteed a long-term cooperation with China Mobile.

In 2014, the scale of China Mobile’s centralized procurement of PC server products is up to over RMB 1 billion while the total amount of server is up to over 20,000 sets. Among these, VST ECS has continued to maintain a high proportion. Presently, the number of staff in China Mobile’s Centralized Procurement Centre has been increased to over hundred and the Centralized Procurement Centre will be solely responsible for centralized procurement in China in the future. Meanwhile, VST ECS has been the centralized procurement supplier of PC and notebook for China Mobile and has business scale over RMB 100 million.

Mr. Li added, “VST ECS will provide China Mobile, our important direct customer, with higher service quality in the future. We believe that the scale of cooperation will continue to grow.”

Apart from this, VST ECS has signed a contract with UBNT recently, to become UBNT’s agent in Asia Pacific to distribute its products. All types of UBNT’s product can provide many functions, such as Wi-Fi access point, Point-to-Point (PtP), Point-to-MultiPoint (PtMP), and WiFi client (CPE). The farthest transmission distance of UBNT’s product is over 50KM and the maximum transmission bandwidth is over 150Mbps. The multipoint can accommodate up to more than 300 clients and all products can be interconnected.

Mr. Li said, “The Group values the cooperation with international manufacturer, Ubiquiti Networks, Inc. By virtue of our distribution experience and leading position in IT products, as well as the well-known research and development technology of UBNT product, we believe that we can enhance UBNT’s product coverage and sales volume in Asia Pacific.”

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About VST Holdings Limited (Hong Kong Stock Code: 0856.HK)

VST Holdings Limited was incorporated in 1991 and became listed on the main board of the Stock Exchange of Hong Kong Limited in 2002 (HKSE: 856.HK). In the Year of 2013, the turnover of the Group amounted to 40.2 billion Hong Kong dollars. It is a leading IT products and services supplier in Asia Pacific, which integrates global information industry resources to create value-added services to more than one hundred global top IT brands. The Group's business system consists of IT supply chain financial services, planning and implementation of enterprise-class systems, IT value-added services and distribution. Its products includes cloud computing, mobile Internet, digital peripherals, network infrastructure, storage solutions, software and services, information security, IT products and distribution of related accessories. The Group has over 30,000 channel partners serving a wide regional customer base and 81 offices in nine countries, namely China, Thailand, Malaysia, Singapore, Indonesia, Cambodia, Myanmar, Laos and the Philippines. For more information, please visit the Company's website: www.vst.com.hk.

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For and on behalf of VST Holdings Limited

For further information, please contact:

Financial PR (HK) Limited

Ms. Cara Pang

Email: carapang@financialpr.hk

Tel: (852) 2610-0846

Fax: (852) 2610-0842



Financial PR (HK) Limited
Unit A, 10th Floor
Two Chinachem Plaza
135 Des Voeux Road Central,
Central, Hong Kong