

## Tilgin takes the next step towards Smart Home and IoT with HKBN

**Stockholm, Sweden, October 24, 2017: Tilgin, a leading provider of gateway software and device management software for broadband access & Smart Home Solutions is proud to announce its next step towards Smart Home and IoT.**

HKBN Group (“HKBN”) is Hong Kong’s largest provider of residential high-speed fiber broadband services and a fast-growing enterprise solutions provider. The Group already offers a full range of telecommunications solutions for both the residential and enterprise markets and is now launching a complete smart home solution that includes smart home devices, a subscriber app and a support portal.

Last year HKBN rolled out a “3-in-1 Connected Home Solution” that puts internet connectivity (LAN and Wi-Fi), voice communication and smart services into one single Home Gateway. The gateway is manufactured by VTech and powered by Tilgin Open HGA software, transforming it into an IoT ready smart home hub.

All the deployed gateways are managed by Tilgin’s device management software, tGem, facilitating the provisioning and the monitoring of devices and giving HKBN the full control they need to maintain the high levels of satisfaction their subscribers are used to.

tGem in combination with Axiom’s IoT cloud applications and mobile apps complete the solution with an app for subscribers and an intuitive support portal for help desk personal & field engineers.

C.H. Tong, President of Telecommunication Products at VTech, said, “The Smart Home Gateway System we have developed with Tilgin and Axiom offers operators a complete, scalable and ready to use all-in-one solution that allows telecoms operators to offer their customers a multitude of new Smart Home services and Home Area Network sensor-based applications. It means a new era for home automation, house and activity monitoring.”

Lam Pang Ngean, MD of Axiom added, “We are excited to deliver a world class solution to Hong Kong Broadband Network, partnering with Tilgin and VTech. We work closely with HKBN to ensure that our applications are aligned to their product and operation needs while providing a simple interface for their end users. Our smart cloud and mobile applications bring a vital extra dimension to the Smart Home Gateway.”

For the operator, this opens the door for new services and revenue streams as well as increase the support quality thanks to the support portal.

HKBN Chief Technology Officer and Co-Owner Gary McLaren commented, “We are very pleased to partner with Tilgin, VTech and Axiom on this technology. With exquisite simplicity, it allows us to greatly enrich our customers’ experience of residential and small office telecom services via professional Wi-Fi services and consultancy, remote service support and maintenance, HD home telephone service, offering the potential of deploying ULE wireless IoT devices.” The HKBN set-up gives the subscriber a self-management possibility giving him the full control of the home devices and services from home or on the go.

“Tilgin is really proud of this set-up, we have worked hard with the development of Open HGA and now our Device Management Software, tGem is also going IoT. With this set-up, we bring HKBN a step closer to what we call the IoT connected Home,” said Jonny Wetterborn, CEO, Tilgin.

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#### About HKBN Group

HKBN Group ("HKBN") is Hong Kong's largest provider of residential high speed fibre broadband (symmetrical 100Mbps to 1,000Mbps) services by number of subscriptions, and a fast-growing enterprise solutions provider. The Group offers a full range of telecommunications solutions for both the residential and enterprise markets, encompassing broadband network services, cloud solutions, data connectivity, data facilities, system integration, mobile and voice communications. HKBN owns an extensive fibre network in Hong Kong, which covers over 2.2 million residential homes passed, representing approximately 79% of Hong Kong's total residential units, and more than 2,300 commercial buildings. HKBN embraces "Make our Hong Kong a Better Place to Live" as its core purpose, and takes great pride in developing its 3,000 plus Talents into a competitive advantage. The Group is managed by over 340 Co-Owners who have invested their own savings to buy HKBN shares, representing the majority of supervisory and management level Talents in the Group. HKBN Group is a subsidiary of HKBN Ltd (SEHK Stock Code: 1310).

For information about HKBN Group, please visit <http://www.hkbn.net>.

#### About Axiom IT Solutions Pte Ltd

Axiom focuses on delivering cloud based solutions and mobile apps targeting Internet of Things, Hosted Unified Communication, Enterprise Productivity and Vertical apps to Telco and Enterprise customers in Asia. Axiom's headquarter is in Singapore with offices in Hong Kong and Malaysia. Axiom's suite of IoT applications is our latest cloud offering for our Telco customers. With more than 20 years of Telco experiences, our R&D team develops carrier grade software application for our telco customers, and our system integration team has won multiple Microsoft Cloud Partner of the year awards in Asia Pacific Region and in Singapore. Our Cloud Based Fixed Mobile Convergence Solution for telco won TECS award administered by Spring Singapore and IDA Singapore, in 2014.

For more information, please visit [www.axiomitsolns.com](http://www.axiomitsolns.com).

#### About VTech

VTech knows that as the world changes, people are looking to technology to provide unprecedented peace of mind. That is why the company has developed a portfolio of wireless monitoring devices to help families stay connected with the most important people and places in their lives. These cost-effective, cutting-edge consumer products are powered by ULE technology, a protocol based on the highly successfully DECT platform used in its cordless phones. As a global leader in cordless phones and a founding member of the ULE Alliance, VTech is in a unique position to bring innovation to the smart home market.

Founded in 1976, VTech is the world's largest manufacturer of cordless phones and the global leader in electronic learning products from infancy through toddler and preschool. It also provides highly sought-after contract manufacturing services. VTech's mission is to design, manufacture and supply innovative and high-quality products in a manner that minimizes any impact on the environment while creating sustainable value for its stakeholders and the community.

For more information, please visit [www.vtech.com](http://www.vtech.com).

#### About Tilgin

Tilgin has more than 20 years of experience and expertise within the broadband industry which has generated a strong client base and a broad international reach which has generated that Tilgin's systems and solutions are deployed at more than 100 operators in more than 30 countries. Tilgin was founded in 1997 with headquarter located in Kista, Sweden.

Since the start, Tilgin has worked with its own gateway software as part of an overall delivery of premium gateway solutions, but has since 2014 a separate and dedicated business unit focusing upon the specific standalone software. Tilgin is now taking the next step forward by launching Open HGA, an open and modular software based platform for IoT and Smart Home solutions and services.

For more information around our new Open HGA platform, please visit [www.tilgin.com](http://www.tilgin.com).