



Press release

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Newly formed Aptilo Networks to develop Axis's solution for local mobile networks

Aptilo Networks is owned and managed by members of the former management group for Axis Communications' Mobile Internet division. The new company is taking over the Mobile Access Server product and its development from Axis.

Aptilo Networks is based in Stockholm and also has an office in Kuala Lumpur, Malaysia. The CEO is Torbjörn Wård and everyone in the management team is a partner and co-founder. All have many years' experience of the telecom and data industries in Sweden and internationally.

Aptilo is further developing a number of strategic collaborations initiated under Axis. These include alliances with AU-System in Singapore in navigation systems, with Columbitech in roaming services, with Starcus for map applications, with BlueSolid for multicasting and with Perwinas Telecommunications in Malaysia. Aptilo Networks has close relations with Axis Communications and both companies sell each other's products. Axis has also subscribed for a convertible debenture that corresponds to a potential ownership share in Aptilo.

Aptilo's principal product, the Mobile Access Server, enables the creation of local mobile networks by connecting a number of access points for unlicensed wireless standards, namely Bluetooth and WLAN (802.11). These complement today's GSM networks (2G) and tomorrow's 3G networks. Aptilo's Mobile Access Server is an effective, easy-to-install tool for network operation that is easily configured and highly scalable. It has a high security level and enables network owners to tailor services and information depending where the user is and his/her preferences. Payment-handling specifications include interfaces for external invoicing and CRM systems, enabling the Mobile Access Server to accept payments made via credit card and mobile telephone subscriptions. Several customers are already testing the Mobile Access Server commercially.

Aptilo identifies three main customer groups for this type of system solution: 1) Telecom operators and ISPs that want to expand their product range with mobile services, 2) Owners of public places such as business centres, airports and hotels, and 3) A new breed of competition-neutral companies that handle agreements, contacts and revenue-sharing between mobile ISPs and mobile operators.

About Aptilo Networks

Aptilo Networks provides system solutions to operators of unlicensed local mobile networks such as Bluetooth and WLAN (802.11). The company is Stockholm-based, with an office also in Malaysia, and was founded in July 2001 after being spun off from the Mobile Internet division of Axis Communications. Aptilo's Mobile Access Server offers operators a convenient and effective way to integrate access points in an advanced public local mobile network. It also allows for integration with mobile operators to enable payments via credit cards or mobile phone subscriptions. You can find more information about Aptilo Networks on our website: www.aptilo.com

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