ONEASIA ENEWSLETTER
2017 SUMMER EDITION

COVER STORY

Groundbreaking: OneAsia pioneers its Asia Pacific IT Infrastructure blueprint in anticipation of the huge business potential from the "One Belt, One Road" and "Greater Bay" policies.

Transportation infrastructure should always be carefully planned way ahead of the development of urban areas. The "One Belt, One Road" initiative introduced by President Xi Jinping implies that an IT infrastructure blueprint for the region will be needed to cater to its growth and development in the 21st century.

In addition, the building of the Guangdong-Hong Kong-Macau Greater Bay Area has extended the needs for network coverage to support inter-cities' communication and business activities. Hong Kong has always acted as a global gateway for the Greater Pearl River Delta (PRD) region, leading the PRD to "Go Out" and facilitating the internationalization of the regional

economy. Its IT Industry has played a major part in making the regional cluster the most vibrant and internationally competitive conurbation in Asia Pacific.

OneAsia's vision has always been to be the leading holistic Cloud Solution provider in Asia Pacific and the company believes it can ride on the One Belt, One Road Initiative to further strengthen its business presence in the region and offer its valuable clients a comprehensive range of services.

OneAsia understands that the Big Data storage, and fast, reliable connectivity between business territories are two keys to success for enterprises. Since 2016, OneAsia has built two new Data Centers in Eastern China: a six-storey Data Center in Shanghai's WaiGaoQiao Free Trade Zone, covering an area 26,000m2 and boasting a capacity of up to 6,000 standard racks; and a Data Center in NanTong, just around 30 minutes away from Shanghai, covering an area of 120,000m2 and housing up to 18,000 standard racks. As it completes these projects this year, OneAsia finalizes its Data Center blueprint along the Chinese Coast with other Data Centers in Suqian in Jiangsu Province and Qianhaiin Shenzhen, and completes a chain of Data Centers from Beijing to Indonesia, passing along the "21st Century Maritime Silk Road" route to cover Greater Bay Area, Taiwan, Vietnam, Singapore, Malaysia and Indonesia.

Enterprises often face connectivity issues when they manage a large amount of data in the Cloud. Clients choosing OneAsia's connectivity solution no longer struggle with such issues. OneAsia's Layer 2 SDN technology has been fully deployed onto its fiber network to provide reliable carrier-neutral, cross-border connectivity for different types of real-time and mission-critical applications including data, voice and video. Furthermore, all of OneAsia self-owned data centers are interconnected with Layer 2 SDN capacity. Layer2 SDN makes network easily managed where customers can oversee the overall network status, monitoring and expansion in a single interface which results with fast deployment, secure and reliable network tunnel.

At application side, OneAsia now can

direct connect OneAsia's clients to its strategic partners, AWS and AZURE's cloud platform for common applications access. Moreover, OneAsia offers customized cloud solutions such as Digital Workplace, Hybrid Storage to support both local and international enterprises in response to dynamic business environment.
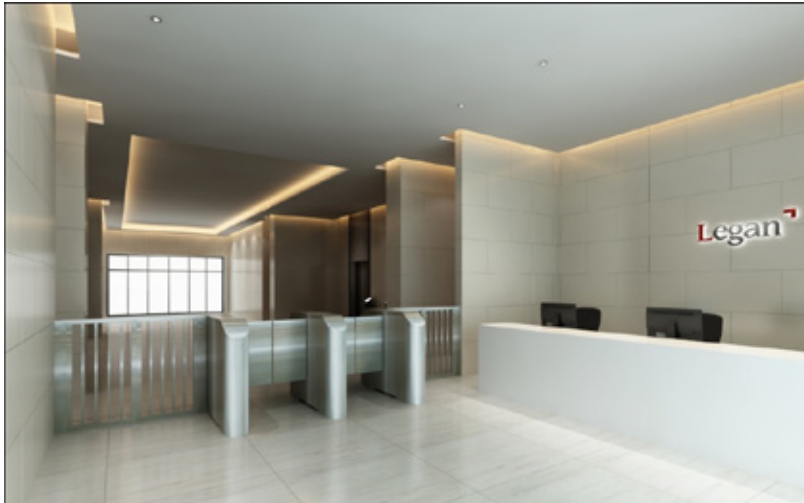
On 24 – 25 of May 2017, OneAsia participated in Cloud Expo Asia 2017 to demonstrate its ambitious business expansion conducted a Keynote Speech in Data Centre World Asia Keynote Theatre.

2017, OneAsia is Ready!

COMPANY UPDATES

OneAsia welcomes 1st VIP tenant move in its new Data Center Farm in Shanghai

Early this year, OneAsia welcomes its 1st VIP tenant for its newly established 6-story data center which can locate up to 6,000 standard racks at WaiGaoQiao Free Trade Zone in Shanghai. The tenant is one of the largest foreign telecom giant with current market value over US$230 billion. The client rents one whole floor to host IT/Telecom equipment for its business expansion in China.

WaiGaoQiao data center is only a part of OneAsia's China colocation blueprint. OneAsia is constructing brand new Data Center Campus at NanTong, where is 30 minutes travel from Shanghai, with capacity supporting 18,000 standard racks. Together with other presences in different cities of China such as Beijing, Suqian and Qianhai of Shenzhen, OneAsia has built a Data Center Chain along China coastal area linking the world to China.

NEW PROJECTS

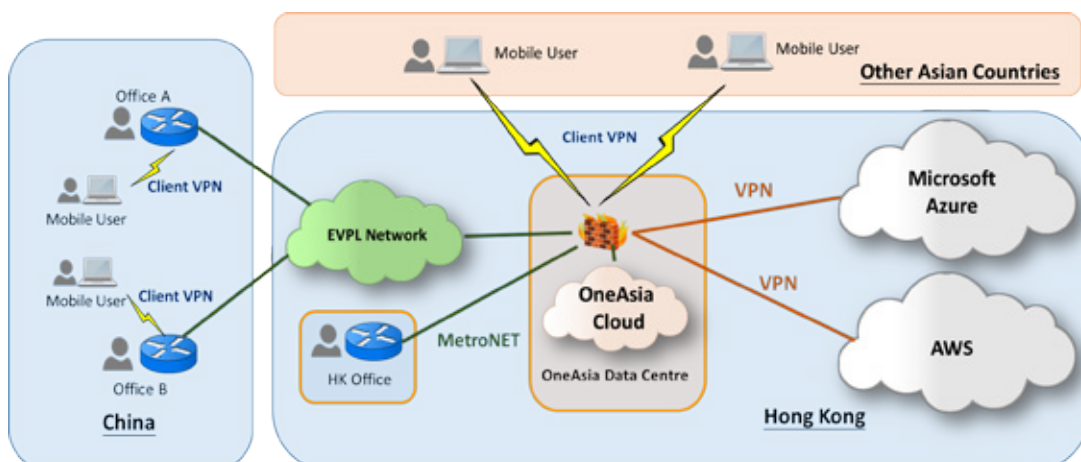## *JKS is on its Fast Track of Cloud and Connectivity*

Specializing in end-to-end logistics services connecting China to the world, JKS met a swell of its IT expenditure following a number of challenges ranging from data loss and network outage among Asia region.

In view of the competitive price, stable connectivity, reliable data security and fast response time, OneAsia was selected as JKS's service provider eventually and the Hybrid Cloud Management with Ethernet Virtual Private Line (EVPL) Solution was deployed.

With support of OneAsia, JKS improves its business efficiency and can deploy its full effort on future Greater China logistics business expansion.
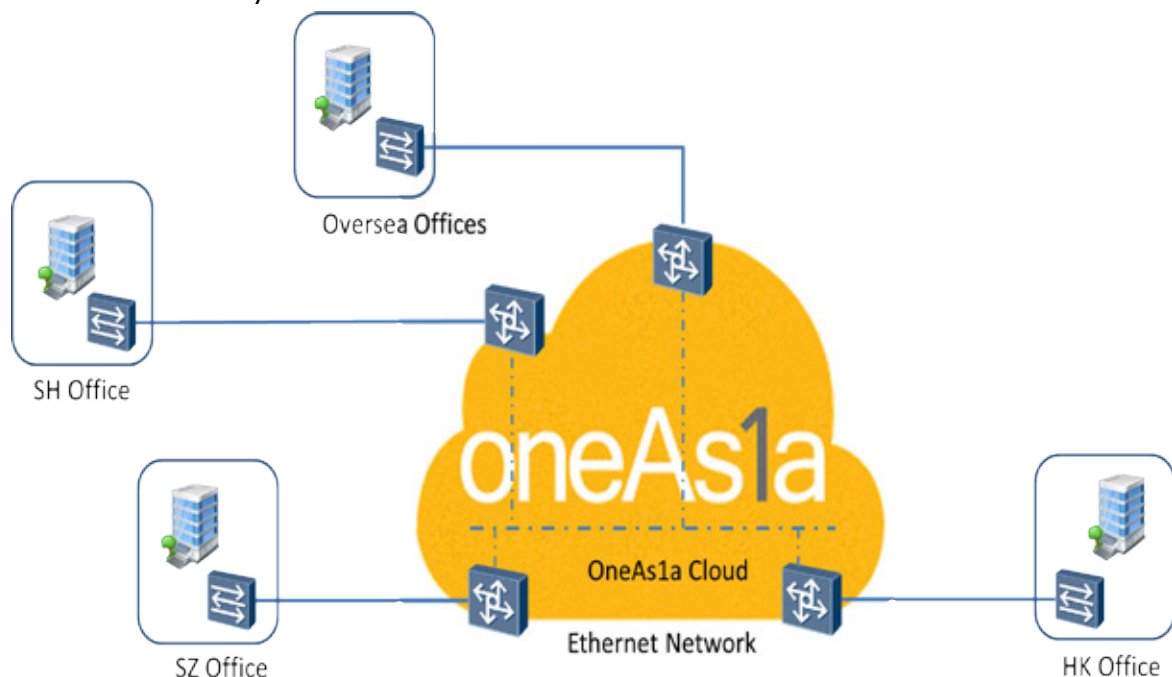
An integrated branding and packaging service provider centralizes its IT resources with IEPL solution and Public Cloud Services

An integrated branding and packaging service provider with global presence used to contract services from different vendors to manage carriers, hardware and integrators. However, its IT group had to make service calls to the vendors separately to identify root symptom when problems arose. Even so, issues could not be solved or even identified.

OneAsia identified the difficulties that the integrated branding and packaging service provider faced and offered its Multipoint to Multipoint IEPL Connectivity Solution particularly for connecting China offices in different cities to international. At the same time, OneAsia helped it to recycle existing resources, including hardware and broadband, instead of replacing all its equipment.

On top of that, OneAsia's cross-border services leveraging its strong data centre hub and network coverage in Asia-Pacific, guaranteed the accuracy and efficiency of the services provider's ordering, reporting, RFID commercialization and inventory tracking and control processes, thereby smoothening its entire order system under secure and reliable conditions.
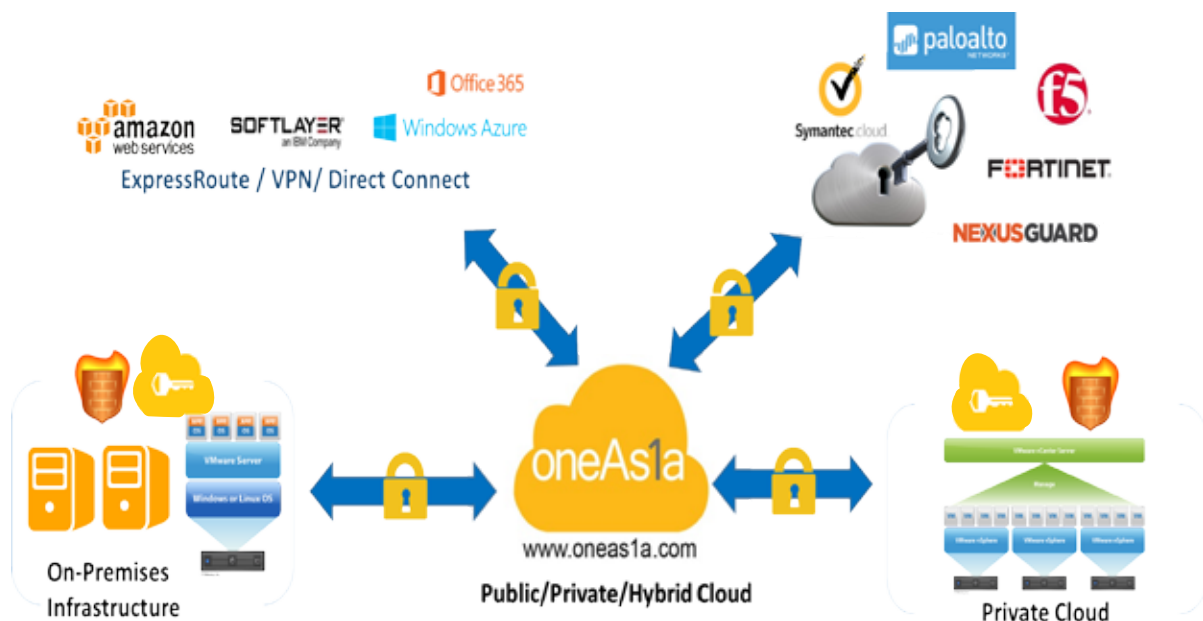
A Bullion Supplier Elevates Its Cloud Tactics

Headquartered in Hong Kong, the bullion supplier transacts gold, silver and base metals to the Far East. Amidst the expansion of its footprints and the establishment of new trading platforms, the bullion supplier realized that the set up and IT hiring costs were too expensive while a two-in-one solution inclusive of co-location and managed cloud services at a competitive price is difficult to find.

Considering the pay-as-you-go model, 7x24 IT team support and impressive lead time, the bullion supplier chose OneAsia as its managed cloud service provider. On top of that, OneAsia also provided the bullion supplier with stable cross-border connectivity to link all of its offices at multiple locations and guaranteed data security, which is of utmost importance to the corporate operations.

Leveraging OneAsia's Managed Cloud solutions, the bullion supplier was able to achieve substantial savings on its investment.
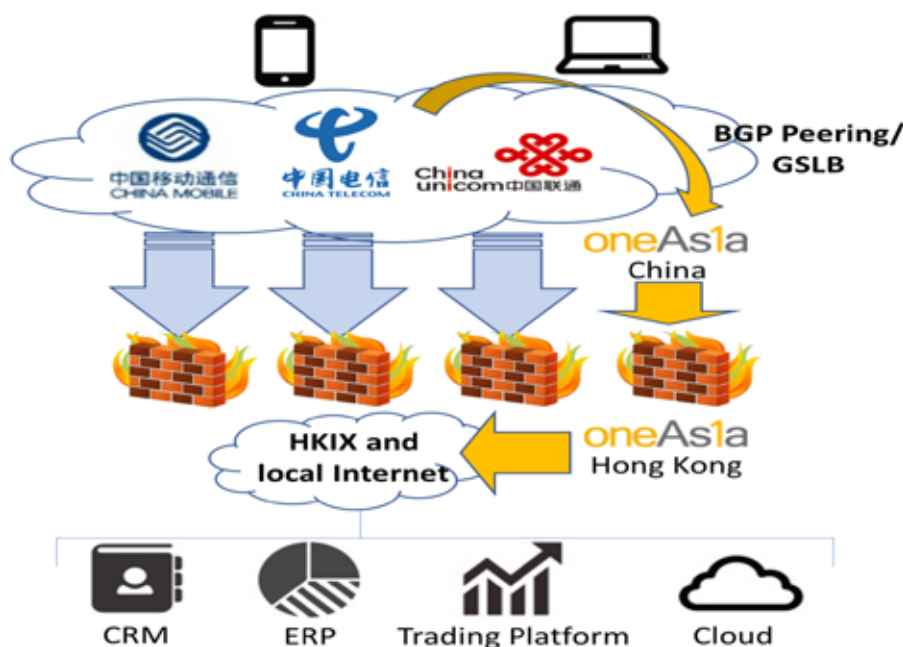
As the extensive operations coverage of the company across China, reliable and stable connectivity is crucial. However, the company suffered from unstable cross-border connectivity since all International Route had to be through "The Great Firewall" where traffic jam caused high packet loss and latency. This severely affected the clients' experience. The company finally seizes its strait by choosing OneAsia's Application Acceleration Network (AAN) solution.

AAN is a solution completely transparent to the end user as no additional software is needed. Any traffic that is destined to the specific application under this service will be directed to OneAsia's gateway. Once the traffic has entered into OA IP backbone, it will go OA Internet Resource and direct the traffic into the customer's on-premise, public cloud or some other hosting platform.

After the migration was completed, the web and cloud hosting customers in Hong Kong enjoy a much more reliable connection and faster response time. They no longer encounter the difficulties they were facing prior to the change.

EVENTS

OneAsia participated in DataCloud Asia

OneAsia attended The Data-Cloud Asia 2017 in Capella Singapore – Sentosa Island on February 23rd. Hosted by BroadGroup, DataCloud Asia was a unique forum bringing operating companies, service providers, network owner and enterprises together. OneAsia was invited to a panel discussion to share insights on the trend, development and competitiveness of cloud and data centre in the APAC and China market.

Newtech x OneAsia organized an Annual Chill-out Party

Collaborated with Newtech, OneAsia and Newtech organized an Annual Chill-out Party in the Hong Kong Jockey Club Happy Valley Stand on March 8th. Customers were invited to enjoy the buffet dinner and exciting horse racing there. Thank you for supporting OneAsia for years.

AWARDS

Founder and CEO of OneAsia wins at Asia Pacific DCD Awards for the " Business Leader of the Year"

Mr. Charles Lee, Founder and CEO of OneAsia has been awarded the Asia Pacific DCD Awards (Business Leader of the Year). aims to recognize companies or individuals who in the view of the judges has done the most over the past 12 months, who has built the profile of the data center industry to key stakeholder groups - investors, shareholders, financiers, owners, operators, the media and/or government. Charles was selected amongst the large nomination pool and a rigorous judging process by some of the most respected minds in the industry.

OneAsia wins at the Cyber Security Professional Award

OneAsia's Raymond Wong and KK Wong have both been awarded "Cyber Security Professional Award (Bronze Award). The award aims to bring together the cyber security experience and the good practices of various prominent sectors in Hong Kong including Banking & Finance, Transportation, Communications and Public Utilities, to jointly tackle the cyber threats. Raymond and KK were selected among the large nomination pool and a rigorous judging process by some of the most respected minds in the industry, which in turns reflected the strong IT team in protecting cyber security in OneAsia.

Founder and CEO of OneAsia wins at DataCloud Asia Awards 2017

Mr. Charles Lee, Founder and CEO of OneAsia has been awarded the DataCloud Asia Awards 2017 (Cloud Leadership Award). The awards aim to recognize the continuing digital transformation and evolution of the sector. This award acknowledged OneAsia's achievement in the cloud and data centre market and boost the confidence to strive for excellence.

OneAsia wins at HKICT Awards 2017 for the Best Business Solution Award

OneAsia is honored to announce the winning of "Hong Kong ICT Awards 2017 (Best Business Solution Award – Product and Service) Bronze Award", underscoring the success and the capabilities of its latest solutions: OneAsia Smart Cloud – Managed Cloud Solutions.

OneAsia Smart Cloud – Managed Cloud Solutions was selected among the large pool of IT Solu-

tion and a rigorous judging process by some of the most respected minds in the industry. OneAsia Smart Cloud aims to provide a cloud neutral environment that can seamlessly integrate with Enterprises' existing IT infrastructure by using a centralized management platform.

The Award Ceremony was held on 31 Mar at The Hong Kong Club Building. Find out more about OneAsia smart Could at http://www.oneas1a.com/solution01.html

CHARITY

Sponsored HKFYG for A-cappella Musical Dinner

OneAsia always treasures opportunities in supporting CSR. This year we are pleased to be a part of the Hong Kong Federation of Youth Groups (HKFYG)'s donor family and support them an a-cappella Musical Dinner. Our donation will go a long way to help the disadvantaged young people at WL Residence, which provides short term residential services with life planning guidance and career skills training for 18-24 year-olds facing personal challenges or family problems. And OneAsia will keep supporting HKFYG and all sorts of charity events to make contributions to the society.

Sponsored Orbis for Walk for Sight 2017

In order to support the Flying Eye Hospital of Orbis, our team went for a 10km hiking in Tai Tam Country Park in Orbis Walk for Sight 2017. The event aims to keep Orbis's Flying Eye Hospital flying high and fighting the global curse of needless blindness