

ASX Company Announcement



BQT Solutions Limited
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Further update on BQT UAE operations

BQT Solutions Limited, the leading provider of security, surveillance and smart card based technologies, is pleased to provide a further set of updates on the operations of its Dubai based subsidiary, BQT Solutions UAE (LLC). The main topics covered in this announcement follow:

- The BQT Solutions UAE Company (BQT UAE) has reached a challenging sales target, set for the first four months of its operations in the Middle East, India and Pakistan, and
- Additional detail on significant projects that BQT has won throughout the region.

Please find following an outline of those activities available for disclosure to the market.

Middle East on target to achieve sales targets

Set a challenging target by the Group CEO, BQT UAE is pleased to have achieved its designated targets each month since its formal opening in March 2008. From March 2008 to date, BQT UAE has secured more than \$1 M AUD of business. Each month has seen a substantial increase in the secured business, and with projects like the Dubai Sports City now starting to come online, the next few months should see continued strong growth

BQT's Group CEO, Anastasios Angeloglou said "Our strategic choice to focus on the Middle East region and transform BQT from a product technology provider to a turn-key solutions provider has quickly started to show positive results".

BQT establishes a foothold in Qatar

Following a short period of market development, BQT UAE has received contractual letters of intent for 2 major projects in Qatar.

The first is for a prestigious tower and the second a major hotel, both of which are in Doha City. Each project involves the installation and commissioning of SmaX access control, CCTV and Intercom. The hotel will include over 170 BQT readers connected to SmaX and will constitute the largest SmaX system so far installed in the Middle East region.

BQT integrates SmaX with DLI -IT's time and attendance package

In the Middle East, time and attendance (T&A) software is used extensively to record and audit the work attendance and payroll records for employees.

BQT has recently integrated their SmaX access control system with the major T&A player in the Region, DLI-IT Group (DLI) and DLI will now use SmaX as the preferred system for their customers, while reciprocally, BQT UAE will provide DLI as the preferred T&A solution for their customers.



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For further information, please visit our website www.bqtsolutions.com or contact one of our global offices.

The DLI General Manager, Mohannan Arath said he was delighted that BQT will now provide a cost effective, but powerful platform for DLI to offer in partnership with their T&A system throughout the region.

DLI works with more than 200 clients across 14 countries. For more information, please visit the DLI website at www.dli-it.com.

BQT and Mobotix integrate to provide a total security solution

Mobotix AG is a leading system provider of IP digital high-resolution, network based video security system technology, with some 300 distributors worldwide. The Mobotix IP based camera solution is an excellent complement to BQT's TCP/IP based SmaX technology. Due to its popularity, reliability and structured nature, IP technology is set for a business explosion in the next 24 months.

Of the integration exercise, Graham Wheeler, Mobotix's Sales Director for Australia, Asia, India and Pakistan, stated "Major projects these days invariably require a total security solution. Combining SmaX with Mobotix IP technology as an integrated solution will add greatly to our ability to provide such total solutions to our customers, opening up opportunities for both Mobotix, its distributors and BQT."

The BQT Group CEO, Anastasios Angeloglou remarked that "This initiative is in line with BQT's move to become a total solutions provider. Through Mobotix's international network of distributors, we will immediately have access to further opportunities to sell SmaX to those customers that require a combined access control and CCTV product. We look forward to completing the integration project during the next couple of months, and working with Mobotix to promote sales of the complete solution."

More information on Mobotix AG (listed on the German Stock Exchange) can be viewed via the Mobotix website at: www.mobotix.com.

BQT wins a Dubai factory project using Mobotix, integrated with SmaX

BQT UAE has just won phase one of a major project using Mobotix integrated with BQT SmaX.

After extensive evaluation by a UAE Government organisation, BQT was selected for its ability to provide the best integrated solution for the supply and commissioning of some 80 cameras for a new factory in Dubai.

Phase two involves full integration between the Mobotix CCTV product, with SmaX and the DLI integrated time and attendance system (referred to in more detail above).

Of the win, General Manager BQT UAE, Richard Lewis commented, "Customers demand one-stop-shops and our ability to integrate SmaX, Mobotix and DLI provided added value that others were unable to offer, winning BQT the project."

BQT's Group CEO, Anastasios Angeloglou said "We look forward to participating in more of these sorts of projects moving forward as they provide BQT with the ability to deliver a far greater portion of the project, and increase our underlying revenue prospects."

BQT on track with Dubai Sports City

BQT UAE has just been awarded a major turn-key project to design, supply, install, test and commission the access control and CCTV systems for the first six Falak Properties Towers in Dubai Sports City.

SmaX has been selected as the preferred access control system and the whole turn-key solution will be project managed from the BQT UAE Office in Dubai.

BQT UAE awarded next Foxconn stage

BQT UAE has just received a follow-on order from Foxconn, India, for CCTV for phase three of their manufacturing plant in Chennai. This follows successful installation of the first two phases.



BQT secures television production studio

BQT UAE has been awarded, and is in the process of executing, a turnkey project to provide integrated security for a three storey TV production studio owned by one of the UAE Royal Family.

SmaX was selected for the access control with all doors using BQT smart card readers and integrated with a CCTV system also being supplied and installed by BQT. The project has been designed and is being project managed by a BQT UAE based engineer.

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BQT is globally headquartered in Sydney, Australia

About BQT Solutions Limited

Headquartered in Sydney, Australia, BQT Solutions Limited engages in the development and marketing of smart card-based security access control systems. The company provides a single card-based solution for multiple applications that incorporates biometric access control, data encryption, closed-circuit television, and personal identification technology for physical and network security applications based on Mifare (13.56 megahertz contact less Smart Card) technology. For more information, visit our website at www.bqtsolutions.com.



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