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Corporate Overview

Our Business
Enterprise mobile solutions
Our Market
PRC government agencies and enterprises
Our Locations
Headquartered in Xi'an with branch offices in Beijing, Chengdu and Lhasa
Our Team
227 employees with 133 engineers and 35 sales reps


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Equity Snapshot

NASDAQ: KONE	FYE: 9/30
Price (as of 08/18/11)	\$1.26
Basic/ Fully Diluted Shares Outstanding	14.0MM
Market Cap	\$17.58MM
Revenue (TTM as of 03/31/11)	\$11.94MM
Net Income (TTM as of 03/31/11)	\$5.22MM
EPS (TTM as of 03/31/11)	\$0.41

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Proprietary Mobile Enterprise Solutions

- ◆ Seamless communication between corporate information systems and mobile devices
- ◆ Scalable platform and software applications
- ◆ Standardized as well as customized high value-added modules

Mobile Devices

Mobile phones
PDAs
Notebooks
Portable
Cameras

Kingtone Mobile Enterprise Solutions

Kingtone Mobile Enterprise Applications

Kingtone Mobile Enterprise Middleware Platform

Corporate Information Systems

Office Automation (OA) System

Industrial Automation System

Enterprise Resource Planning (ERP) System

Enterprise Asset Management (EAM) System


Supply Chain Management (SCM) System

.

Customer Relation Management (CRM)

Security and Video Surveillance System

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Proven Flexible Platform

- ◆ Standardized modules
- ◆ Customized value-added modules
- ◆ Scalable applications developed by us or third parties

General Purpose Layer

- Information Processing and Distribution
- Messaging
- Flow Engine
- Stream Media
- Reporting

Basic Layer

- Unified Data Center
- Information Security
- Signal Dispatch
- Information Exchange
- Integration Interface

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Modular Software Applications

ICT-Converged Applications	Terminal-End	<ul style="list-style-type: none"> RFID service Location-based service Stream media service Information exchange Management and configuration Information security 	Server-End	<ul style="list-style-type: none"> RFID service Location-based service Stream media service Resource planning Gateway service Statistics and analysis
	Terminal-End	<ul style="list-style-type: none"> Police Emergency response Administration of industry and commerce Environmental protection Automation telematics 	Server-End	<ul style="list-style-type: none"> Police Emergency response Administration of industry and commerce Environmental protection Automation telematics


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Addressable Market


- ✦ Enterprise mobility market to reach US\$15.6bn in 2011; 6% CAGR since 2007⁽¹⁾
- ✦ China aimed to have 150 million 3G mobile users ⁽³⁾ with sales of mobile applications to exceed \$35 billion in 2014⁽¹⁾
- ✦ Government spent RMB 53.65bn on IT in 2009; expect RMB 73.36bn in 2013⁽¹⁾
- ✦ Big 3 telcos to invest US\$44.0bn between 2009 and 2011⁽²⁾
- ✦ Kingtone is supplier/joint marketer with China's Big 3 telcos



China
unicom 中国联通



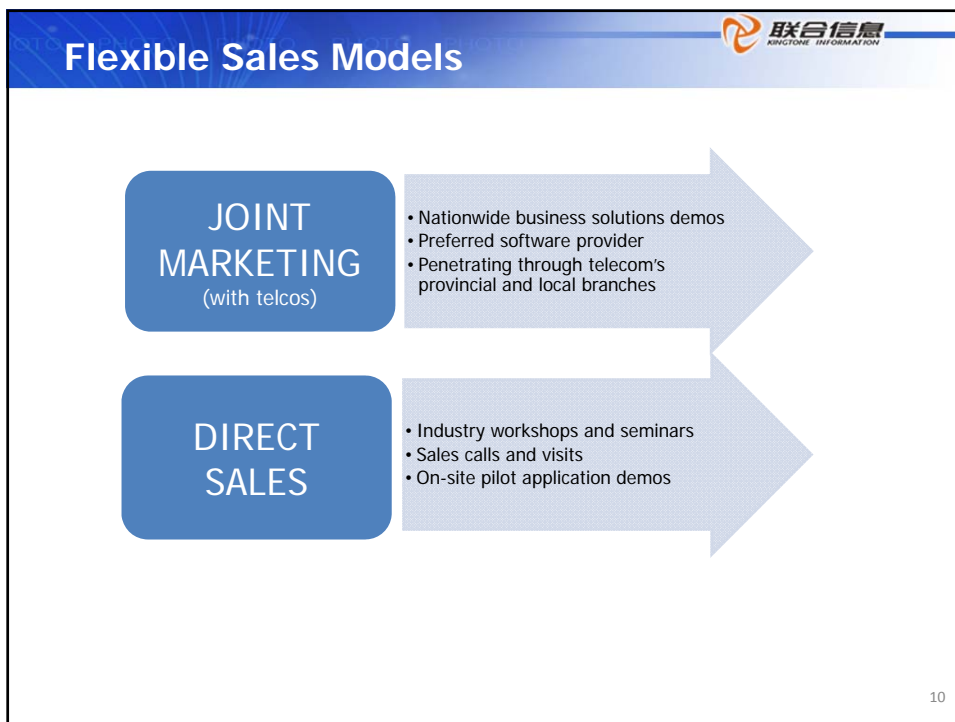
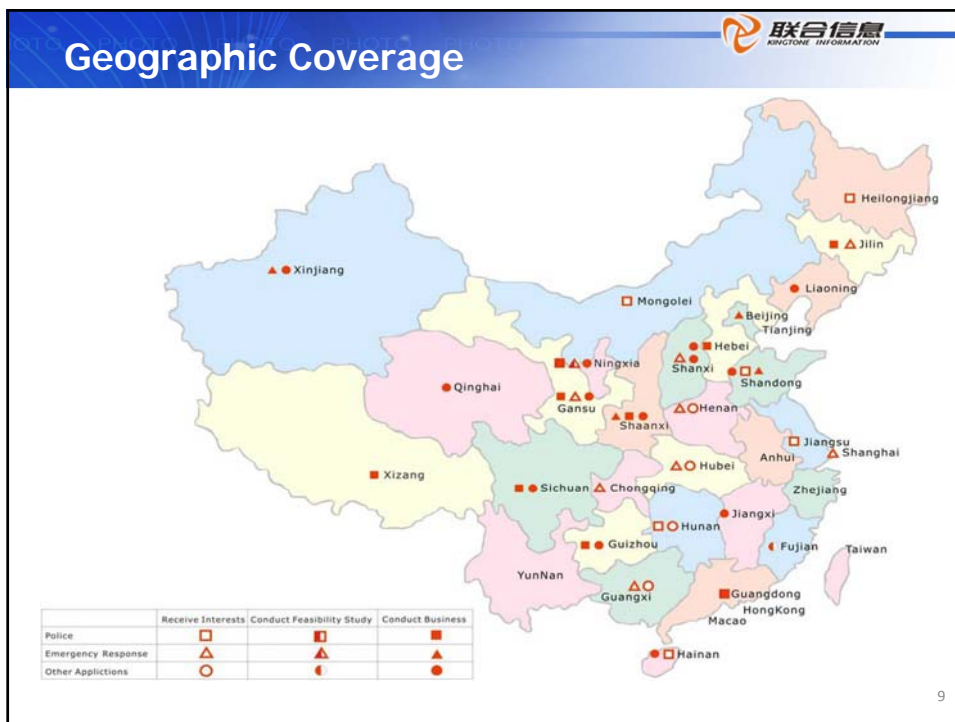
中国电信
CHINA TELECOM




中国移动通信
CHINA MOBILE

(1) According to IDC report on January 2008 report and October 2009
 (2) CITIC Jiantou Securities 2009 Jan report
 (3) According to a MIIT report on November 26, 2010

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Market Segment

Public Service Sector and Service Industry

- General business and government agencies
- Active cooperation with China's Big 3 telcos and direct sales

Police	Emergency Response	Environmental Protection
News Agencies	Insurance Claims	City Management Administration

Manufacturing Industry

- Factory production automation and mobile solutions
- Open bid via direct sales


Oil & Gas	Coal Mining
Water Management	Tobacco

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Case Study: Yan'An Police Department


Yan' An Police Department is a national model for law enforcement with over 5,000 police officers for highway patrols, public security, community and crime investigations.




Clients Challenges	Kington Solutions	Results
<ul style="list-style-type: none"> ➢ Substantial amount of emergencies ➢ Lack of interaction between police forces ➢ Intensive field work 	<ul style="list-style-type: none"> ➢ Fast, accurate information sharing ➢ Enhanced multi-type comprehensive inquiries ➢ On-site law enforcement 	<ul style="list-style-type: none"> ➢ Increased effectiveness of patrolling and case reporting ➢ Improved cooperation between various police forces ➢ Expedited case processing

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Case Study: Yanchang Petroleum



Yanchang Petroleum is the oldest and a top 5 oil company in China, with 27 subsidiaries covering refinery, transportation and oil blending business.



Client's Challenges

- Huge labor costs in dangerous areas of operations
- Inefficient oil transportation
- Low quality and huge waste from blending oil

Kingtone Solutions

- Automated delivery system and loading of vehicle transportation
- Real-time inquiry and monitoring functions
- Alert system to prevent incidents

Results


- Reduced labor costs and accidents
- Improved transportation accuracy and efficiency
- Guaranteed oil quality and waste reduction

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Case Study: Xi' An Municipal Engineering Facilities Bureau



The Xi'an Municipal Engineering Facilities Bureau implements national and provincial laws and regulations on municipal facilities, participates in the formulation of urban roads, bridges, drainage lines and other technical regulations and management practices.



Client's Challenges

- Slow information capture
- Inefficient management and lack of supervision
- High investment cost

Kingtone Solutions

- Information sharing at all levels of city administration bureau
- Real-time case processing system
- Integrated management of all city administration databases

Results

- Improved efficiency of case processing
- Shortened processing time by two thirds
- Guaranteed safety and effectiveness of city administration management

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Competitive Advantages in China

Vs. Domestic Competitors

- First mover in China
- Broader product range
- Platform versatility
- Technical standard setting
- High switching cost
- Responsive customer support
- Publicly traded with access to capital

Vs. International Competitors

- Instant customer support
- Affordable cost
- Cultural alignment
- Customer knowledge
- Data sensitivity

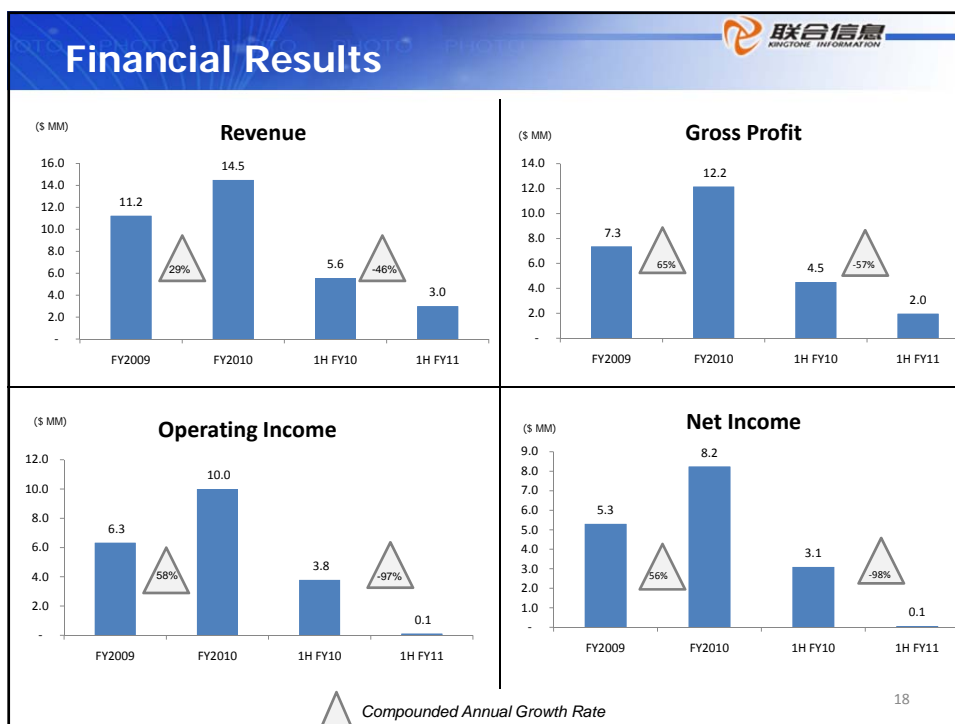
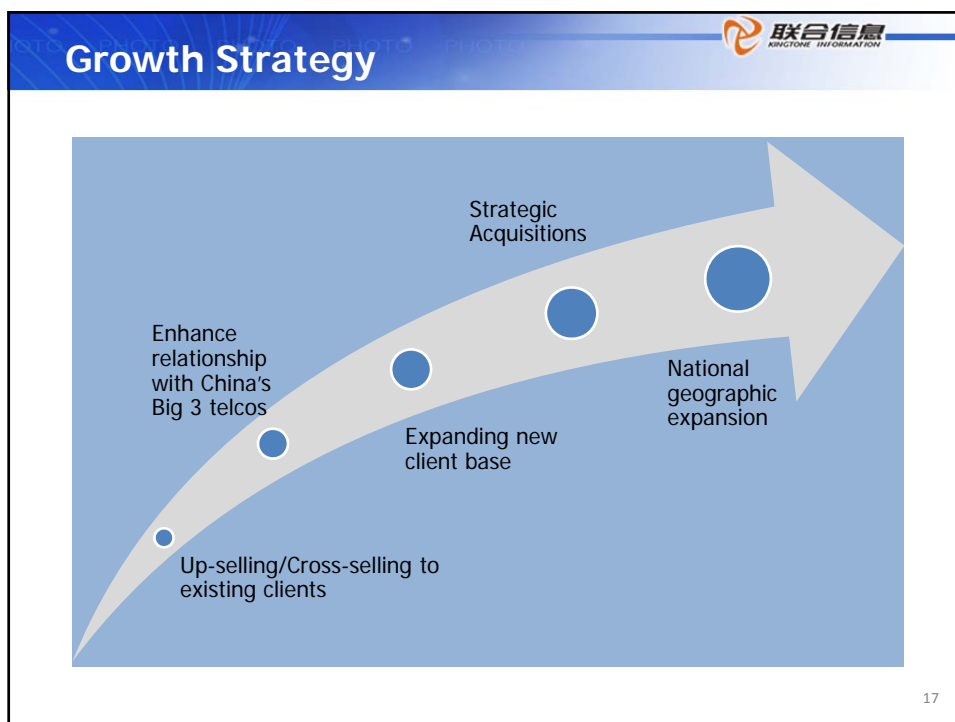
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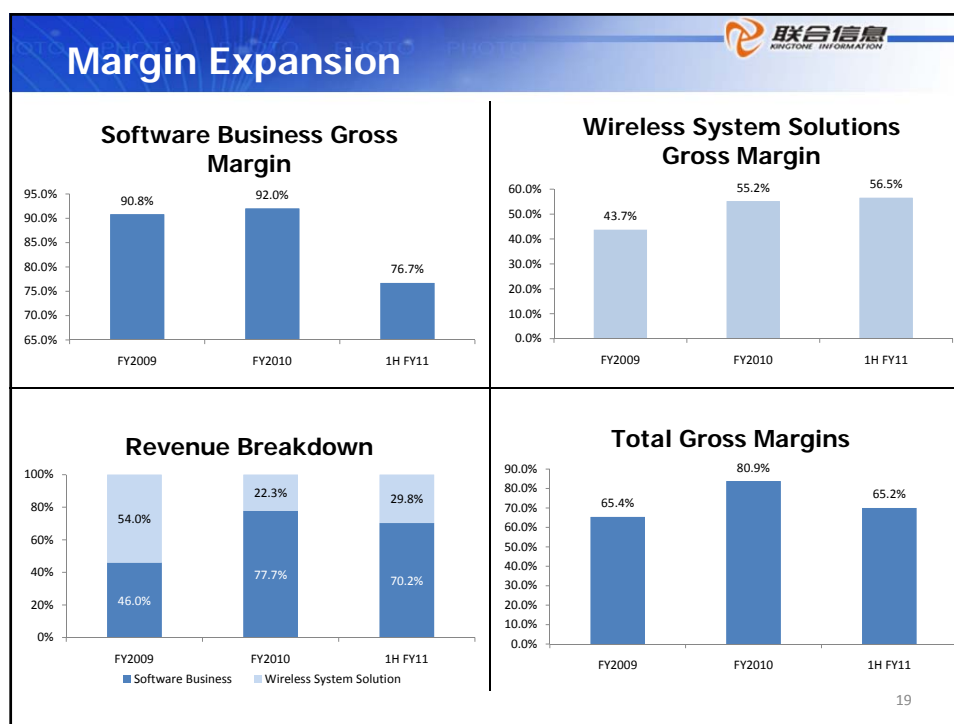
Valuation Comps


	Companies	Ticker	Market Cap (06/22/2011)	P/E Ratio (TTM)	Gross Margin (TTM)	EBITDA Margin (TTM)
	KONE Wirelessinfo Solution	KONE	\$14M	2.37	80.5%	2.8%
Domestic Peers	Asiainfo-Linkage	ASIA	\$1.04B	15.1	50.01%	---
	China Information Technology	CNIT	\$102M	2.79	42.51%	35.02%
	China Transinfo Technology	CTFO	\$82.1M	4.90	33.73%	18.33%
	Yucheng Technologies	YTEC	\$82.5M	44.63	46.53%	2.49%
Global Peers	Smith Micro Software Inc	SMSI	\$149M	48.26	82.56%	12.02%
	Brightpoint Inc	CELL	\$545.6M	15.0	7.98%	2.55%
	Cogo Group Inc	COGO	\$188.5M	11.29	13.16%	6.30%

KONE TTM = Trailing twelve months as of March 31, 2011
Other Peers TTM= Trailing twelve months as of March 31, 2010

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Balance Sheet Summary

(US\$ in MM)	FY2008	FY2009	FY2010	1H FY11
Cash	\$0.0	\$0.3	\$14.9	\$11.3
Accounts Receivable	0.5	2.4	6.7	9.6
Total Current Assets	12.9	4.0	23.8	23.1
Total Assets	14.7	17.9	38.0	37.5
Total Debt	3.7	3.4	0.0	0.0
Total Liabilities	7.0	8.8	5.3	3.7
Shareholders' Equity	7.7	9.1	32.8	33.8

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Dedicated Management



 Tao Li Chairman	<ul style="list-style-type: none"> ➢ Chairman since December 2007 ➢ Chairman & CEO China Green Agriculture, Inc. (NYSE: CGA) ➢ Northwest Polytechnic University Master in heat and metal treatment
 Peng Zhang CEO	<ul style="list-style-type: none"> ➢ CEO since December 2009 ➢ Joined August 2001 as engineer; diverse management positions ➢ Chongqing Petroleum Technical School
 Li Wu CFO	<ul style="list-style-type: none"> ➢ Director of Kingtone since April 2010 ➢ Finance Director of Kingtone Information since 2004 ➢ Shaanxi Finance and Economics College
 Xianying Chen VP, AP	<ul style="list-style-type: none"> ➢ Software system analyst since 2001 ➢ Shanghai Jiaotong University Master in Computer Science

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Investment Summary



- 1

First mover with over 140 installations
- 2

Proven technology with wide commercial applications
- 3

Strategic partnership with key high-end customers
- 4

Rapid growth opportunities with 3G roll out in China
- 5

Continuous R&D breakthroughs and excellent customer support
- 6

Dedicated and experienced management team

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Notes



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