



Gilbert Leung, Sales Director, ACS

Nowadays, various types of smart card readers have generated a variety of smart card applications. Technological advancements and increasing competitiveness in the smart card market are beneficial to the end-users. Economies of scale can be reached as higher quantities are distributed. This trend makes smart card technology more and more affordable to a huge number of end-users, including small establishments.

Without doubt, the advantage of smart cards is their flexibility. Moreover, smart cards can be electronic key rings, giving the bearer ability to access information and physical places without the need for online connections. They are encryption devices, so that the user can encrypt and decrypt information without relying on unknown, and therefore potentially untrustworthy, appliances such as ATMs.

The smart card reader is playing one of the key roles in the industry. ACS is progressing with its R&D work as scheduled. In 2011, we obtained for the first time in our history, EMV Level I & II certifications for a mobile payment terminal. We are one of the very few companies in the world to have a mobile payment terminal certified against such demanding standards.

We now have 160 R&D engineers representing some two-thirds of the total headcount. Such a high percentage is unusual even for a technology-intensive company in the smart card industry. In our 16th year after our establishment, we continue to initiate and develop a wide range of technologies in security, smart card OS, smart card readers & terminals, web-based software & payment solutions. Particularly in the last 5 years, we have brought our technology levels to new heights.

Furthermore, with the strengthened R&D teams, we envision a faster launching of products and solutions long awaited by customers. Major growths in sales revenue and in profits in 2012 can be foreseen. We believe our smart card products will make a positive impact in improving life.