



Altigen Communications Corporate Overview

May 12, 2020

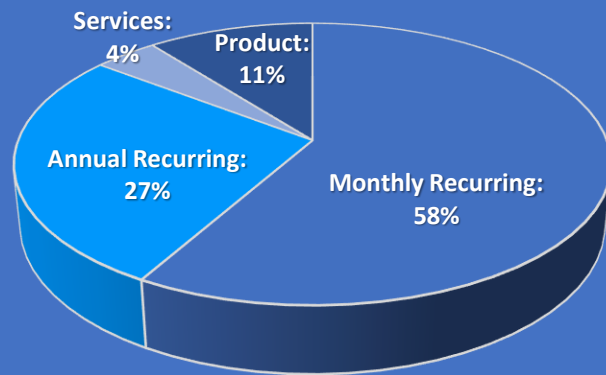


OTCQB
ATGN

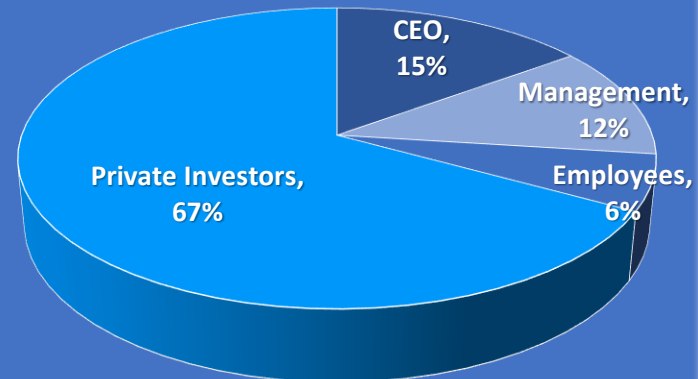
Altigen Communications Overview

Completing our Transition from an On-Premises Provider of Software-based Phone Systems to a Provider of Unified Communications as a Service (UCaaS) Solutions based on the Microsoft Platform

FY19 % Revenue by Category



Stock Ownership



Employees by Category



- Headquartered in Silicon Valley, California
 - In Business for 20+ Years
- More than 2,500 Current Customers



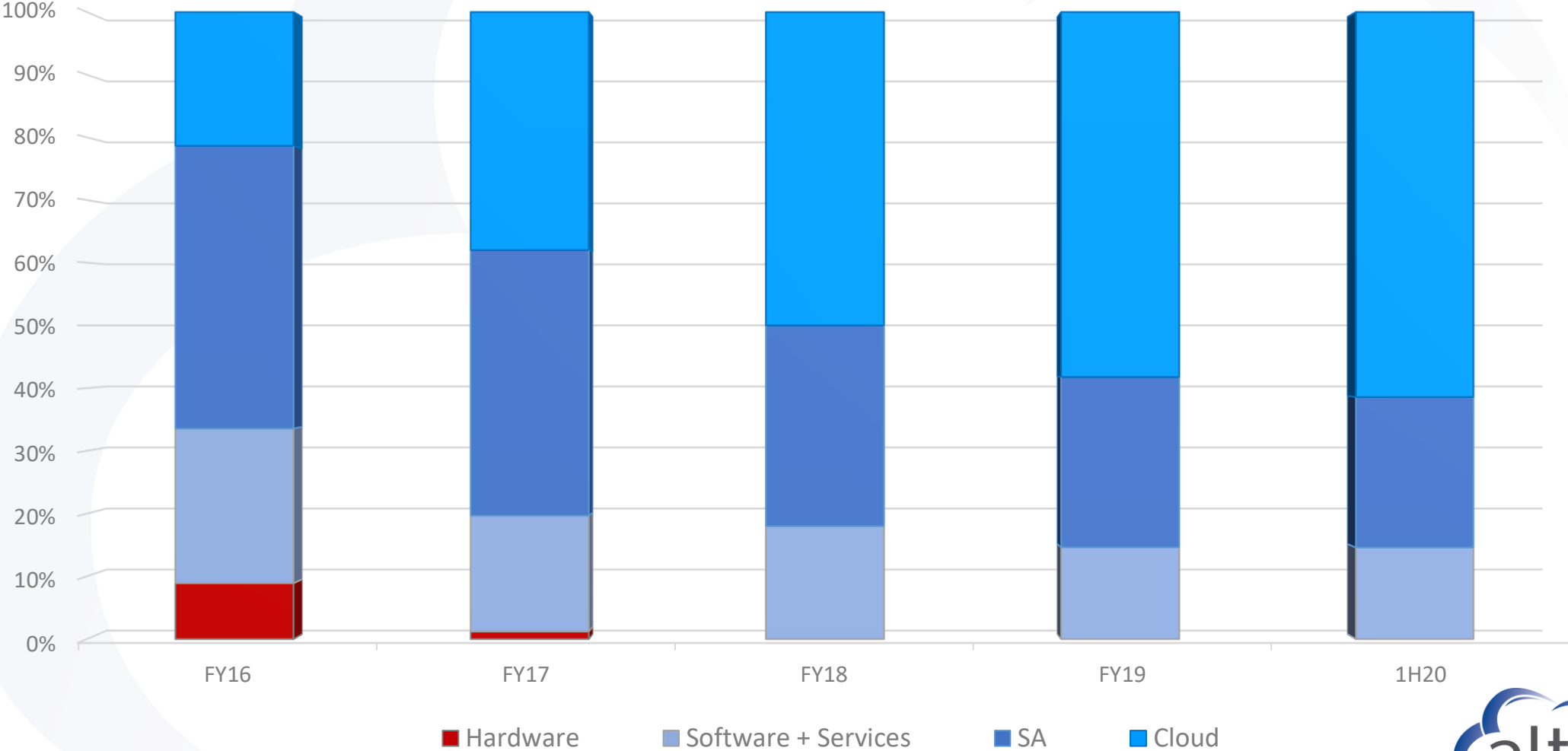
ATGN Summary Financials

Category	FY16	FY17	FY18	FY19	1H20
Revenues	\$8,431	\$8,388	\$10,002	\$10,632	\$5,777
Cost of Revenues	\$1,451	\$1,270	\$1,645	\$1,979	\$1,341
Gross Margin	82.8%	84.9%	83.6%	81.4%	76.8%
Operating Expenses	\$7,812	\$6,729	\$7,208	\$6,505	\$3,449
EBITDA	\$58	\$555	\$1,831	\$2,421	\$1,236
Net Income	(\$835)	\$379	\$9,840*	\$1,917	\$999
Net Cash	\$4,490	\$3,876	\$3,080	\$4,357	\$4,860

*One Time non-cash benefit due to assessed value of NOL's

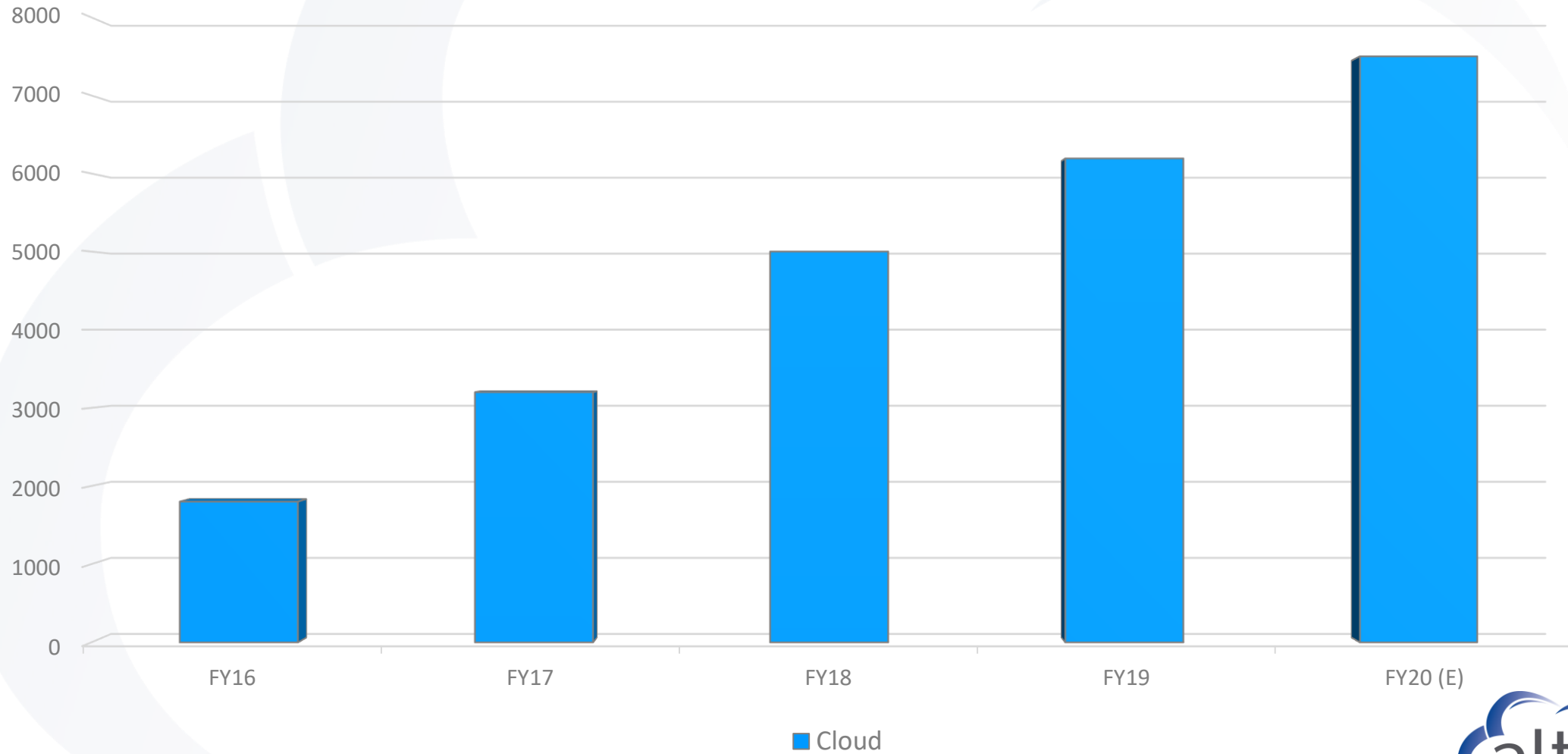


Altigen Percentage of Revenue by Category



Altigen Cloud Revenue

300+% Cloud Revenue Growth in Last 4 Years



Altigen Go to Market Strategies

Segmented by Line of Business

Altigen MaxCS IP PBX Line of Business:

- Migrate ATGN's On Premises PBX Customer Base to the Cloud
- Leverage Fiserv to Deliver ATGN Hosted PBX + Contact Center to the Fiserv Customer Base
- Add Additional Applications to ATGN SIP Services to Drive New Customer Sales

Microsoft Teams Phone System Line of Business:

- Drive New Customer Acquisitions with New Direct Routing (SIP Services) for Teams
- Integrate FrontStage Contact Center to Teams for Mid-Size and Enterprise Customers
- Acquire / Partner with Tech Companies to Enhance ATGN's Teams Solutions & Services



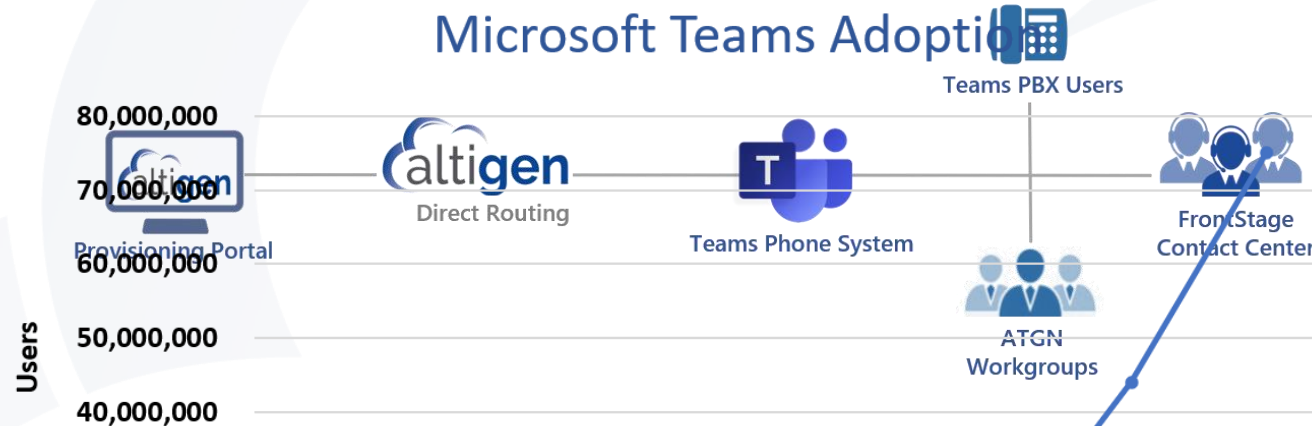
Altigen's IP PBX Line of Business



Altigen MaxCS Solution Delivery Model:

- Altigen Provisioning Portal Enables Simple Setup of Users and SIP Services
- Altigen SIP Communications Services are Required; Priced per Minute
- MaxCS PBX Hosted by Altigen and Fiserv in our respective Clouds
- MaxCS PBX Users and Applications are priced on a per User per Month Basis
- Entire Solution is Sold and Supported by Altigen, Altigen Partners or Fiserv

Altigen's Microsoft Teams Line of Business



Altigen Teams Phone System Solution Delivery Model:

- Altigen Provisioning Portal Enables Simple Setup of Users and SIP Services
- Altigen Direct Routing (SIP Communications Services) are Required; Priced per Minute
- Teams Phone System is Hosted by Microsoft in Azure
- Altigen Applications are Hosted by Altigen in Azure
- Altigen Applications are priced on a per User per Month Basis
- Entire Solution is Sold by Altigen or our Microsoft Partners; Supported by Altigen

500,000+ organizations have deployed Teams
 75,000,000 active Teams business users
 150 average number of users per Teams customer
 150 companies have 10K or more active users



Altigen Business Growth Strategy Summary

Key Strategies:

- Monetize Altigen's On Premises PBX Customer Base (Cloud Conversion)
- Partner with Fiserv to Establish Leadership Position in Financial Services Vertical
- Leverage Altigen's Cloud Solutions and Services for both MaxCS and Teams Phone System
- Focus on Microsoft Teams to Drive Cloud Growth (SIP Service, Applications & Support Services)
- Build / Acquire / Partner with Technologies able to Enhance Altigen's Teams Solutions & Services



Thank You!

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