

Green Packet Berhad

4th Quarter 2007
Fund Manager & Financial Analyst Briefing

28th February 2008



Cautionary Statement

This presentation and the following discussion may contain forward looking statements by Green Packet Berhad that reflect management's current expectation, beliefs, hopes, intentions or strategies regarding the future and assumptions in light of currently available information. These statements are subject to a number of risks & uncertainties that could cause actual results, performance or achievements to differ materially from those discussed in the forward looking statements. Such statements are not and should not be construed as a representation as to future performance or achievements of Green Packet Berhad and Green Packet Berhad assumes no obligation to update any such statements.

Agenda

- **Financial Review Q4 2007**
- Business Strategy & Moving Forward
 - Prong 1: Grow by Geographical expansion / diversification
 - Prong 2: Setting up of Converged Service Provider division
 - Prong 3: Customer Base Build Up
- 2008 Guidance



Revenue Growth

Q42007	Q42006	% growth
RM26.46M	RM43.13M	-38.6%
FY2007	FY2006	% growth
RM122.84M	RM98.93M	24.2%

Yr on Yr - revenue improved by 24.2%



Financial Review FY2007 Vs FY2006 - Revenue

Turnover	4Q2007 3 Mths	4Q2006 3 Mths	Growth %	FY2007 12 Mths	FY2006 12 Mths	Growth %
Total	26,460,192	43,127,648	-38.6%	122,836,651	98,931,136	24.2%

“ Reduced earnings in solution business in 2 H07 (pending 3G awards in 2H 2008) contributed to drop in full year revenue in solution business (-11.2%)

“ Bright spot coming from M ENA with significant pick up in sales (RM6M FY07)– momentum is expected to carry through to 2008

“ Yr on Yr revenue growth 24.2%



Financial Review FY2007 Vs FY2006 - PAT

Profit After Tax & MI

	Q42007 3 Mths	Q42006 3 Mths	Growth %	FY2007 12 Mths	FY2006 12 Mths	Growth %
Profit from core business	2,584,101	20,689,512	-87.5%	34,736,264	56,601,736	-38.6%
Gain on dilution			0.0%		5,191,841	-100.0%
Amortisation of ESOS	(563,016)	(742,869)	-24.2%	(2,015,885)	(1,238,115)	62.8%
Forex Loss/Gain	(1,743,493)	(4,171,316)	-58.2%	(2,560,930)	(4,825,257)	-46.9%
Total	277,592	15,775,327	-98.2%	30,159,449	55,730,205	-45.9%

With profit guarantee from Nextel, the total earnings would have been RM36.2M

Business/regulatory factor

- China regulators delayed 3G awards affecting orders for solution business in 4Q
- China regulators imposed stringent control on WVAS business affecting revenue

Strategic factor

- Ramping up investment in broadband business hence increase in start up costs
- Prudent provision of cost and debts (since final year of profit guarantee of RM8 M)

Underperform

- Provision of doubtful debts of RM3.76M written off.



Cash in Hand

Cash and Cash Equivalents

- Healthy cash flow and cash balance;
- Mainly spending in capex for the service provider division

Cash in Hand as at 31 December 2007

- RM 242.5 Million

Cash in Hand as at 31 September 2007

- RM 254.7 Million



Agenda

- Financial Review Q4 2007

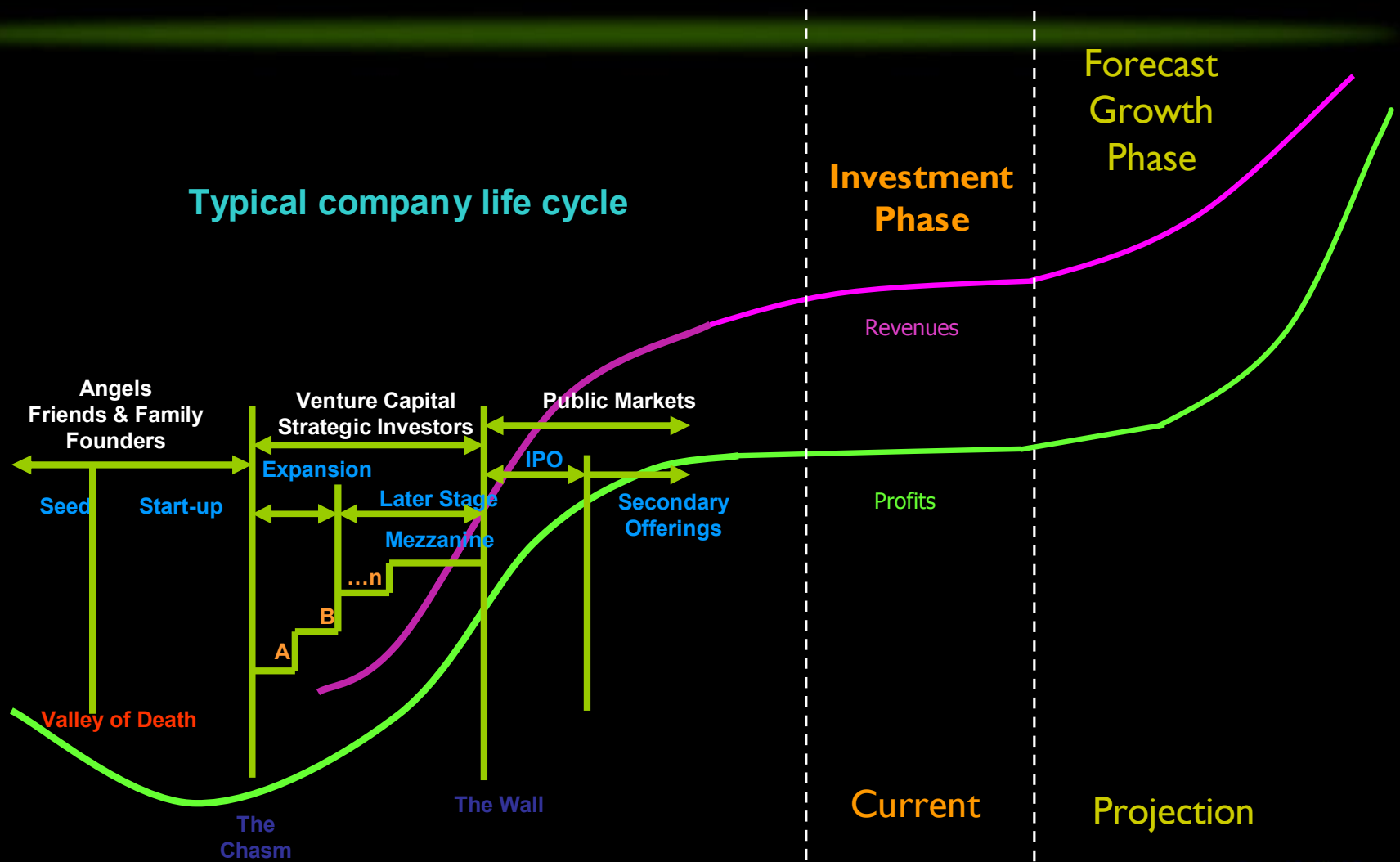
- Business Strategy & Moving Forward

- Prong 1: Grow by Geographical expansion / diversification
- Prong 2: Setting up of Converged Service Provider division
- Prong 3: Customer Base Build Up

- 2008 Guidance



Company Life Cycle



Two Key Business Pillars

Long Term Sustainable Growth Strategies

PRODUCT & SOLUTION COMPANY



1. Geographical and Market Diversification

CONVERGED TELECOMMUNICATIONS SERVICE PROVIDER

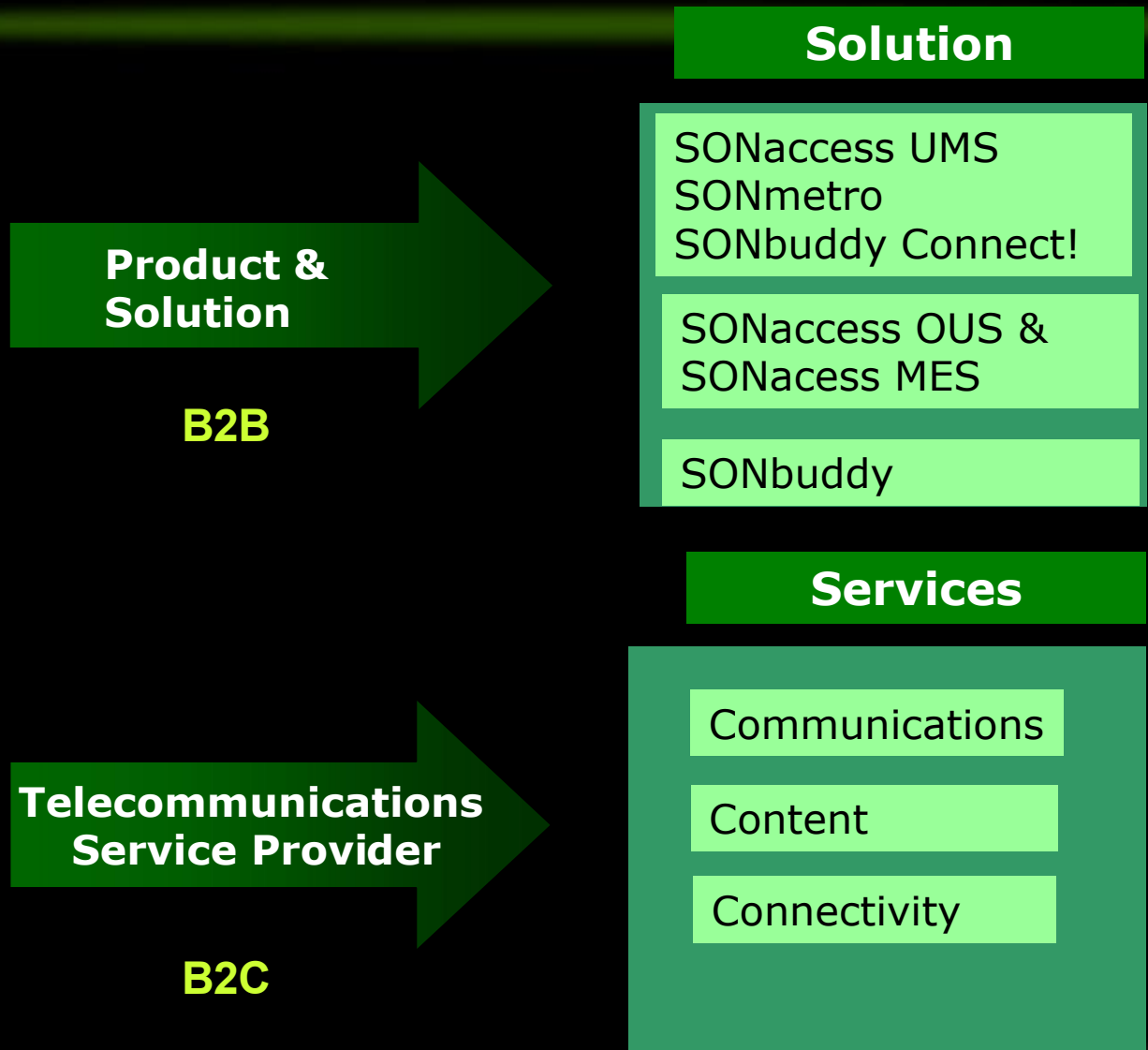


2. Invest in Long Term Sustainable Recurring Revenue

3. Customer Base Build Up (Nextel Acquisition, Wireless@KL, etc)



BUSINESS DIVISIONS



Agenda

- Financial Review Q4 2007
- Business Strategy & Moving Forward
 - Prong 1: Grow by Geographical expansion / diversification
 - Prong 2: Setting up of Converged Service Provider division
 - Prong 3: Customer Base Build Up
- 2008 Guidance



Prong I: Geographical / Market Diversification

Key growth regions: APAC and MENA regions

Rationale for diversification:

- ✓ To diversify revenue streams and cushion impact for immediate slow down at any one region
- ✓ In line with country risk management plan
- ✓ Tap on growing market

Regional Diversification

Development Activities in MENA

- Mar 07 Setting up of MENA office
- May 07 Appointment of Chairman
- July 07 Green Packet wireless broadband network is live in Bahrain in partnership with Kalaam Telecom
- July 07 Penetrating MENA region markets with Strategic Partnerships . organized 1st Partner Forum
- Sept 07 Participation in GiTEX event
- Dec 07 Partner training programme

Revenue Contributing more than 5% in 2007



MENA Partners Network



- “ Currently has 24 partners in total spanning across 15 countries in MENA
- “ Target to have 32 certified partners across 16 countries by 2008



Regional Diversification

Snapshot of happenings in APAC:



Revenue By Geographical Segments

By Revenue	2006	2007	2008 (forecast)
China market	60%	41%	26%
Middle East	0%	5%	16%
SEA	1%	5%	10%
Malaysia	35%	47%	47%
Others	4%	2%	1%

- *More balanced regional focus (Not ALL eggs in ONE basket)*



Agenda

- Financial Review Q4 2007
- Business Strategy & Moving Forward
 - Prong 1: Grow by Geographical expansion / diversification
 - Prong 2: Setting up of Converged Service Provider division
 - Prong 3: Customer Base Build Up
- 2008 Guidance





Prong 2: Setting up of Converged Service Provider Division



Converged Service Provider Division

Setting up of Converged Service Provider Division

Development Activities in P1 leading to commercial launch

- June 06 1st private placement raising total of RM90.7 M
- Dec 06 2nd private placement raising total of RM181.8M
- Mar 07 Award of WiMAX license
- Apr . Dec 07 Selection of WiMAX vendor 
- Jan 08 WiMAX contract to Alcatel-Lucent
- Mid 08 Expected commercial launch of WiMAX services 

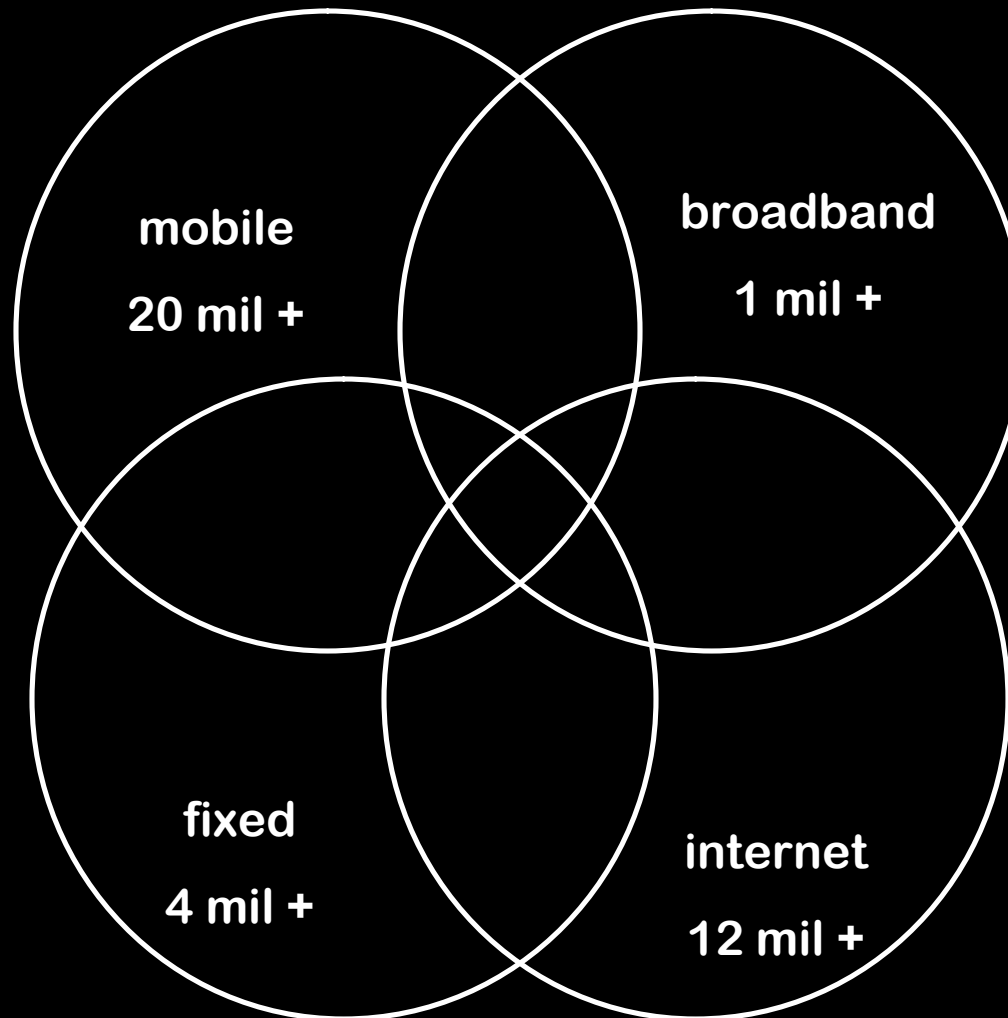
“ # 3 Hotspot in the country – More than 200, very soon to be #1, targeting more than 1500 by Sept 08

“ 60,000 sign-ups

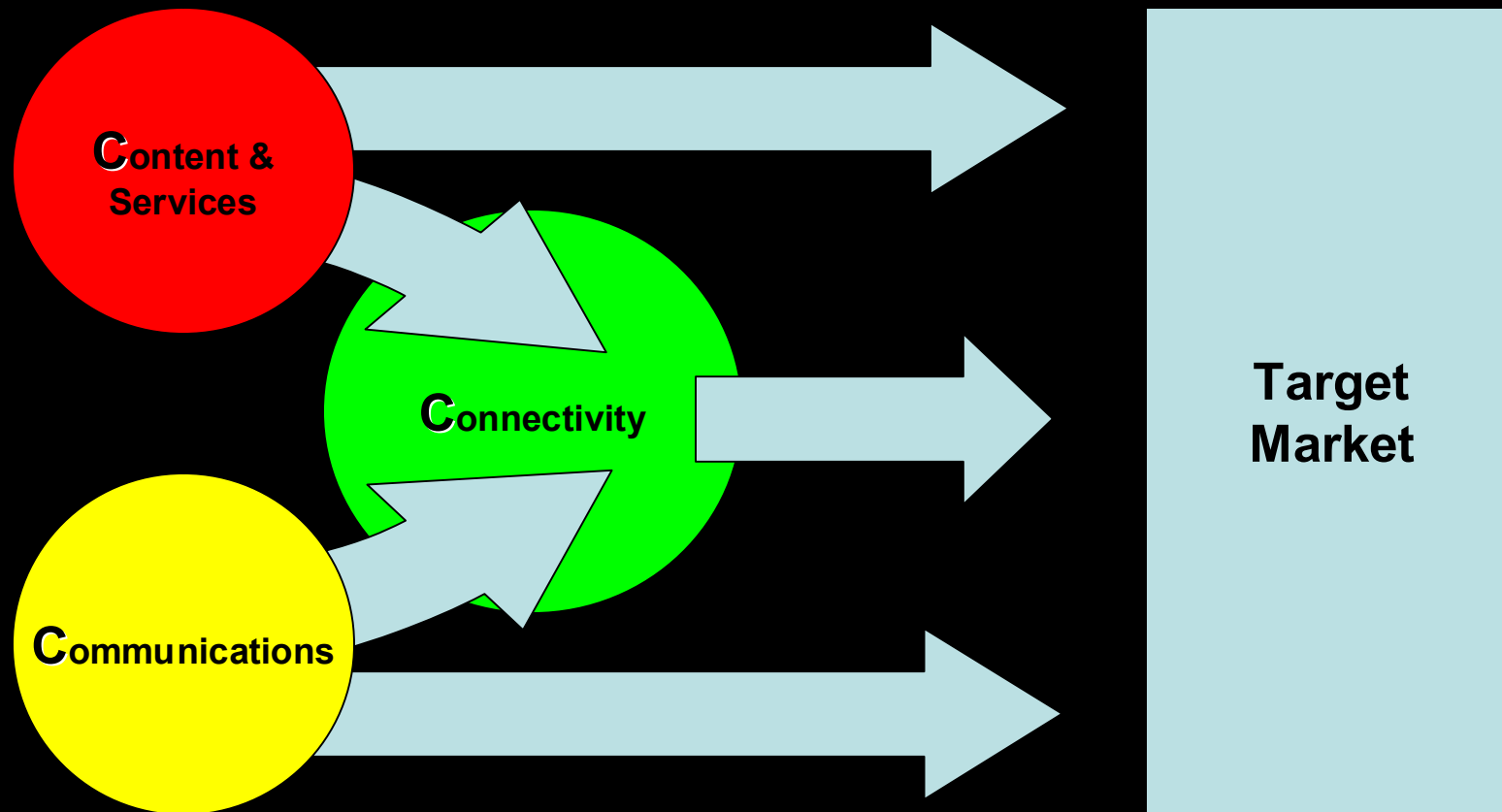
“ Interconnect ready – Voice and Site Sharing



The Potential WiMAX market in Malaysia



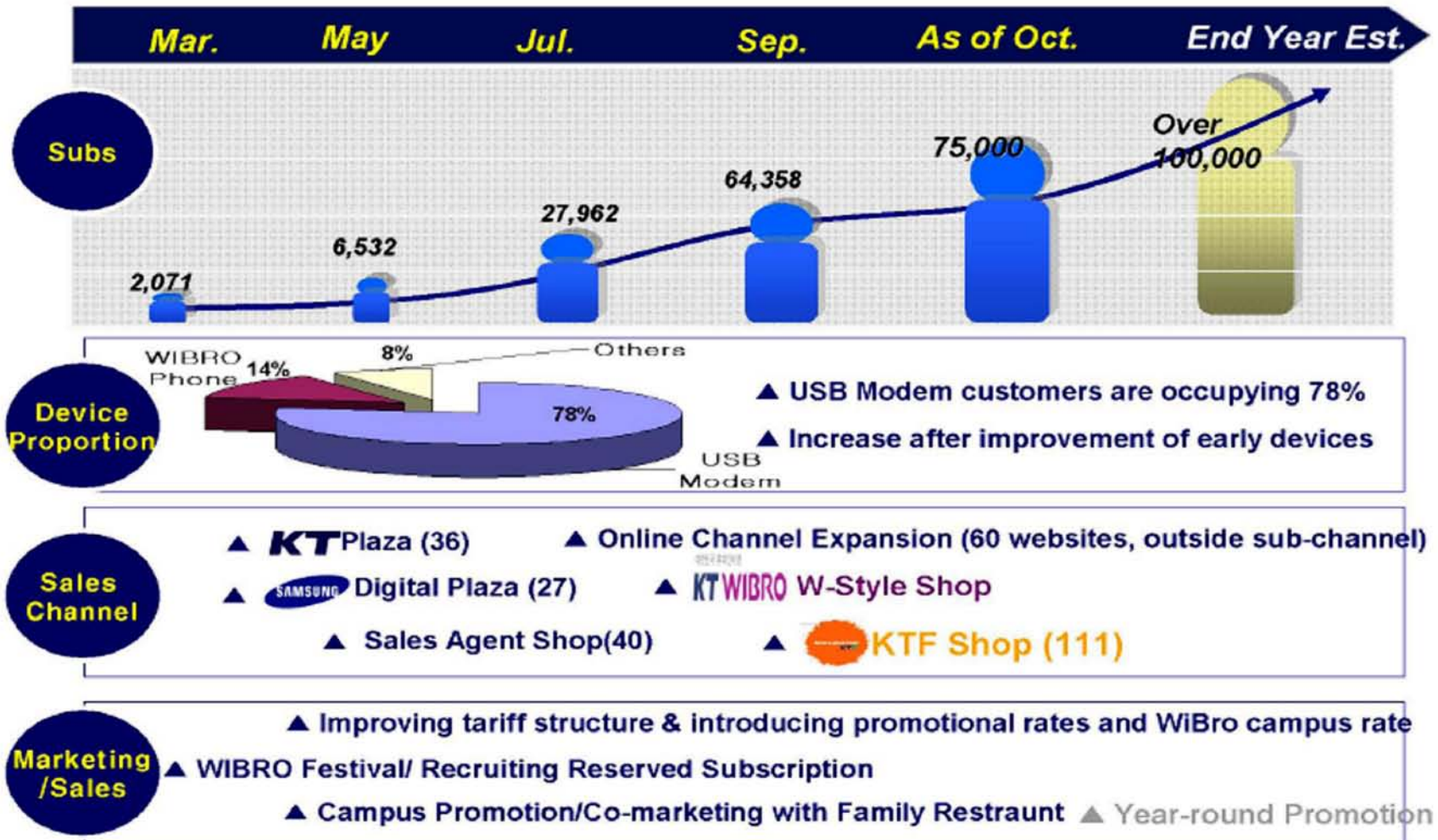
The 3Cs Strategy: the weapon



WiMAX Devices Roadmap



KT WIBRO Overview



Source: KT

Agenda

- **Financial Review Q4 2007**
- **Business Strategy & Moving Forward**
 - Prong 1: Grow by Geographical expansion / diversification
 - Prong 2: Setting up of Converged Service Provider division
 - **Prong 3: Customer Base Build Up**
- **2008 Guidance**



Strategy - Prong 3: Customer Base Build-up

- (1) Through Nextel integration w P1
 - “ acquired Nextel group in March 06
 - “ P1 & Nextel integration in Jan 08

- (2) Through Wireless@KL project
 - “ Awarded Phase 1 contract by DBKL in Dec 07



The power of 2

Nextel & P1 Integration



Total of 11 branches across Malaysia



Network of Branches



- ✓ Total of **11 branches** across Malaysia
- ✓ More than **100** dedicated staff across Malaysia – extensive & structured customer service & support
- ✓ More than **15,000** active corporate customers hence immediate customer base to upsell
- ✓ **Biggest** ASP in Malaysia in terms of postpaid – experienced & established



Wireless @ KL Project

P1 to make KL a wireless metropolis

Green Packet unit to invest RM50m in first phase deployment

by **Sharmila Ganapathy**
#D@btzedge.com

KUALA LUMPUR: Green Packet Bhd has secured a significant contract to deploy 1,500 WiFi hotspots here by May 2008 towards making Kuala Lumpur a wireless city by 2010.

Its subsidiary Packet One Networks (Malaysia) Sdn Bhd (P1), a WiMAX licensee, will invest RM50 million to deploy the WiFi hotspots. P1 was one of four companies that won the 2.3GHz WiMAX spectrum licence in April this year.

P1 chief executive officer Michael

Lai told *The Edge Financial Daily* that the company would invest RM50 million of the RM60 million cost for the first phase of the project, due to be implemented between January and September next year.

The WiMAX operator yesterday signed a memorandum of understanding with Kuala Lumpur City Hall (DBKL) and Malaysian Communications and Multimedia Commission (MCMC) in conjunction with the "KL Wireless Metropolitan Project."

"We will invest RM50 million, funded by internally generated

CONTINUES ON PAGE 4 >>



From left: MCMC chairman Datuk Dr Shafie Halim, KL mayor Datuk Abdul Hakim Borhan and Lai at the signing ceremony.

DBKL, MCMC to bear balance of RM10m cost

FROM PAGE 1 >>

funds," he said, adding that P1 had received the green light from the authorities late last month. It is understood that the balance of RM10 million costs will be borne by the DBKL and the MCMC.

Lai added that P1 would work with DBKL and MCMC to promote the usage of the services.

The KL Wireless Metropolitan Project aims to provide KL citizens with free wireless broadband services for two years. It will be the first in the world to be deployed on the WiMAX 2.3GHz backhaul infrastructure.

It would be implemented in three phases, said Lai, the first of which would result in the rollout of 1,500 WiFi hotspots in the Golden Triangle, and community areas as identified by the DBKL as well as DBKL offices. The project is expected to be completed in 2010.

According to Lai, the project is the first among MCMC's Klang Valley

Broadband Push (KVBP90) that P1 has undertaken in a major way.

Prior to this, P1 had contributed to the deployment of free WiFi services at the Raja Tun Uda Public Library in Shah Alam, another initiative under the KVBP90. The KVBP90 has four other main projects under its umbrella.

Aside from offering free 512Kbps broadband connectivity for KLites and tourists for two years when fully deployed, the project hopes to help boost tourism, economic capabilities and social and education opportunities for the city.

The WiFi services will enable 80% of KL's 1.5 million residents to have broadband internet access when fully deployed, Datuk Bandar Abdul Hakim Borhan said in a *Bernama* report yesterday.

Bernama also quoted Abdul Hakim as saying that the project aimed to increase broadband coverage in the Klang Valley to 90% of the population by 2010.

- " Conversion of subscribers into higher bandwidth users
- " Upsell value added services
- " Free site from DBKL public buildings



Agenda

- **Financial Review Q4 2007**
- **Business Strategy & Moving Forward**
 - Prong 1: Grow by Geographical expansion / diversification
 - Prong 2: Setting up of Converged Service Provider division
 - Prong 3: Customer Base Build Up

- **2008 Guidance**



2008 Guidance

Outlook for Year 2008 :

- **Product & Solution Division** – solution sales from China is expected to regain momentum in 2H08 ; increase in sales contribution from ASEAN and MENA market
- **Converged Telecommunication Service Provider Division** – Ramping up of investment activities; Substantial increase in revenue upon commercialisation of WiMAX services targeted by mid 2008

Thank You

