



THE DIGITAL BACKBONE



THE COMPANY

CORPORATE INFO

Name of Co	Lautan Variasi Sdn Bhd (1155177-W)
Date of Incorporation	Year 2015
Website	Lvsat.com
Shareholding Structure	Datuk Syed Nasir Hussin : 70% Datin Norhayati Jarlill : 30% Total Paid up Capital: RM 3.9mil
Directors	1. Datuk Syed Nasir Hussin – Founder/MD 2. Datin Norhayati Jarlill – Founder/ED
Auditors	Aftaas
Last Audited	2020



CURRENT BUSINESS- VSAT

A Telco service provider holding the license from MCMC, Malaysia. (NFP & NSP)

VSAT Services

VSAT – the satellite-based internet services, to provide connectivity to remote locations. Niche collective form of Star topology ensuring mesh topologies for small networks using our satellite network.

The Geo-Synchronous satellites are used for WAN/ broadband Internet connectivity to provide a permanent coverage over a fixed area. After C- and Ku-bands, it is the Ka- band which is hogging the limelight for its high throughput performance capabilities (excess of 100 Gbps per satellite).

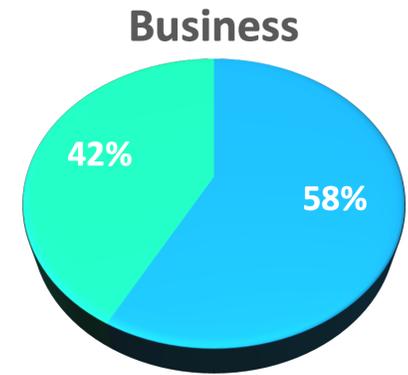
Coverage Footprint



Land Area Service Coverage (Ku-Band only)

- The satellite is Geo orbit satellite with Bent Pipe payload configuration.
- Offering customers from both East/West Malaysia throughout 6 beams.

Customer Footfall



● East Malaysia ● West Malaysia

Customer Base

East Malaysia	West Malaysia
50 customers GLC's	30 customers including GLC's

CURRENT BUSINESS



CONSULTING & SERVICE OFFERINGS

20+

20Mil

30++

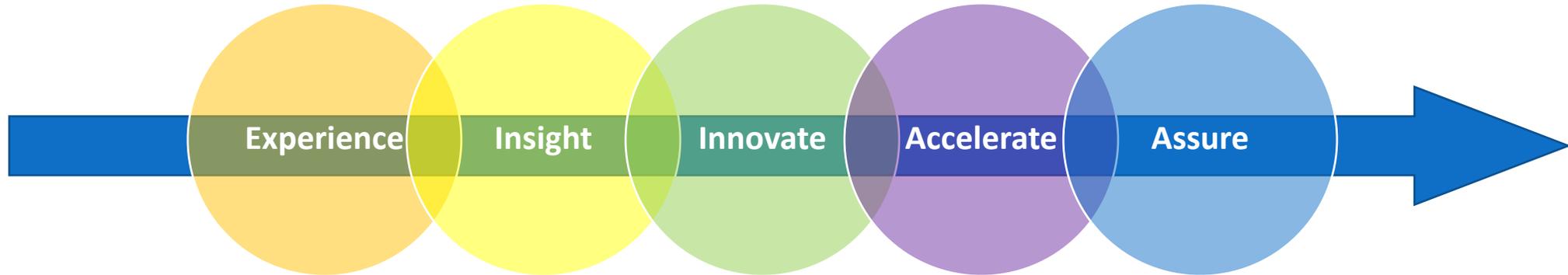
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Clients

Revenue Generated

New Innovations

Professionals



Development center

- Strategic partnerships with telecom & IT companies providing solutions to meet our client requirements
- Deep relations with domain expertise across for R&D
- Revenue sharing

Core Competencies

- Manage legacy landscapes to quickly transform to evolve
- Develop digital capabilities to leverage deep insights
- Drive towards continuous improvements by transferring digital skills.

Offerings

- Digital Commerce
- Digital Process Automation
- Service Experience Transformation
- Integrated Mobile Platform
- Engineering Services



Digital Backbone

THE PROBLEM

Key challenges that are put forward

- Borneo being the key tourist attractions, yet it has challenges like vast, deep and dense terrain which includes jungles, oceans, where network connectivity is unavailable or if available not stable which hampers the growth of the local communities, business in the region together safe guarding the health and safety of the tourists.
- Telcos and Broadband service providers find difficulty in justifying investments due to high capex and operational cost to build terrestrial fibre network across including the maintenance cost.
- Some of the locations are under national and world heritage which makes it difficult or impossible to install heavy network infrastructure.
- Lack of skilled workers in rural communities unlike the urban areas
- During and Post COVID-19 pandemic lot of new challenges has now become visible specially addressing and tracking & monitoring the health updates of the communities



Devices & Solutions Secured Project

Tracker Buddy

- Tracking & Monitoring Solutions



THE PROJECT UNDER

MINISTRY OF SABAH (STATE) TOURISM

THE BOARD OF TRUSTEES OF THE SABAH PARK



10X

- ✓ Multi-service - 4G, 5G, WiFi, IoT
- ✓ Software Upgradeable to 5G
- ✓ Scalable & Flexible
- ✓ AI based predictive maintenance
- ✓ Remote management

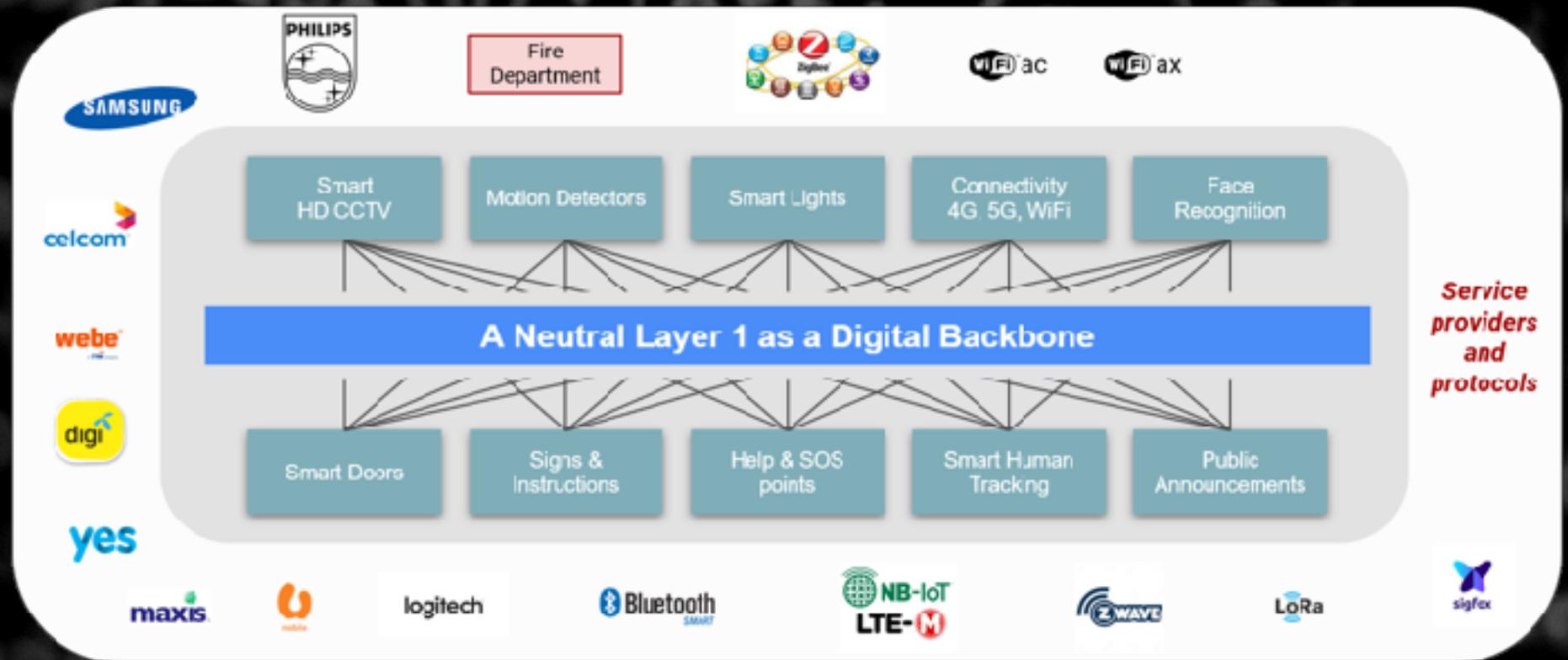


THE DIGITAL BACKBONE
NETWORKING SOLUTION

ALL WIRELESS SERVICES, ONE ACCESS POINT

-50% CapEx

- ✓ Off the Shelf Hardware
- ✓ Single Cabling for multiple services
- ✓ Massive bandwidth per \$ invested



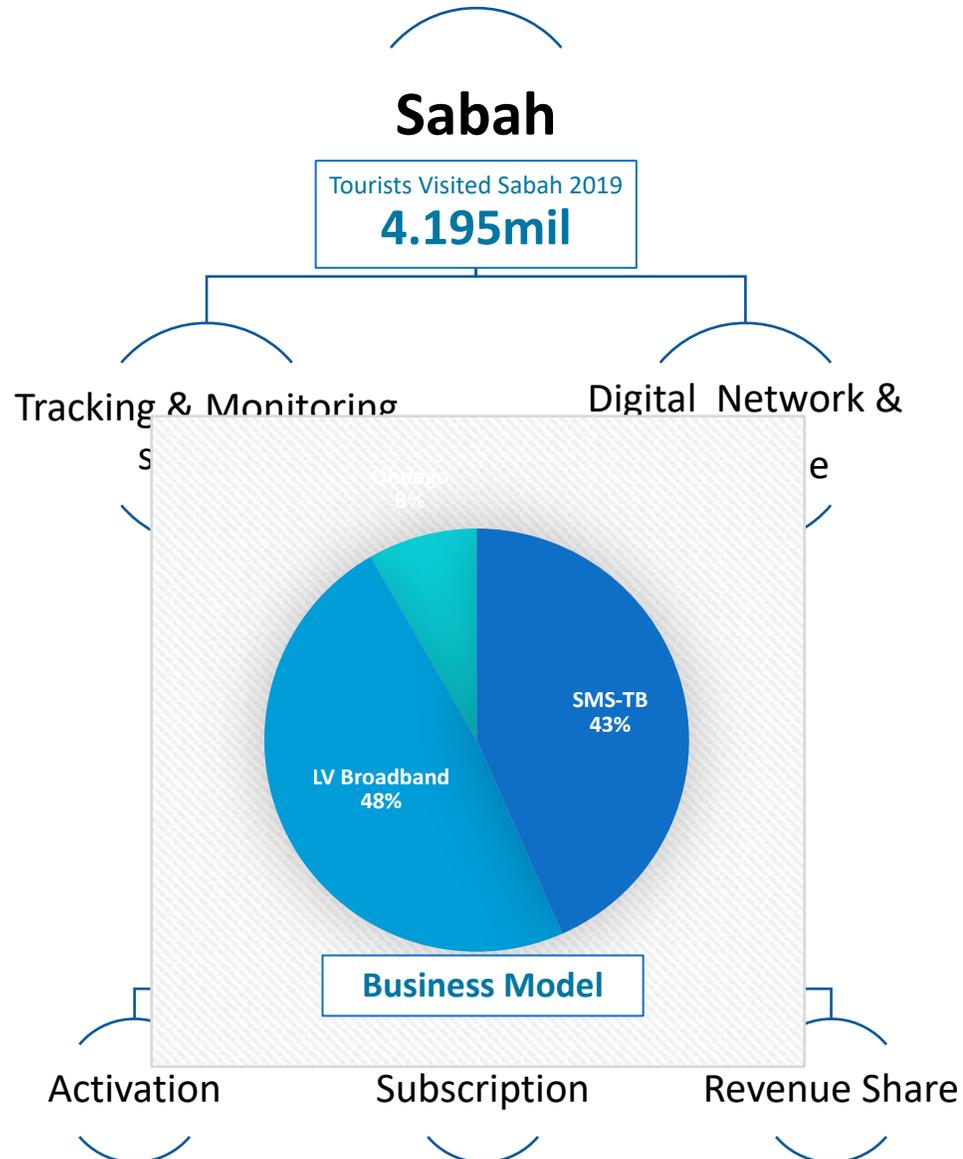
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THE BUSINESS MODEL

LET'S DIVE IN

BUSINESS MODELING & STRATEGY

REVENUE MODEL



PROJECT	TRACK & MONITORING SERVICES	INTERNET SERVICES
BUSINESS MODEL	RM 40 entry level Market Footfall : 3-5 million tourists per annum Retail Broadband services RM 10 entry level Market Footfall: 500k users per month (including locals and tourists)	Hotels & Tourist attraction facilities RM 600 entry level Market footfall: 1000 over installations Retail broadband services RM 30 entry level Market footfall: 500k to 700mil users per month (including locals and tourists)

Projects	2022	2023	2024	2025	2026
TB	114	136	203	268	270
LVConnect	129	237	241	246	250
Net Services	3	24	41	54	68
Gross	246	397	485	568	588



IPO JOURNEY

Completion Jan 2023 Submission & approval
3rd Quarter 2023 4th Quarter 2023 1st Quarter 2024



THANK YOU



DATUK SYED NASIR



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LAUTAN VARIASI SDN BHD