



THE COMPANY

CORPORATE INFO					
Name of Co		Lautan Variasi Sdn Bhd (1155177-W)			
Date of Incorpora		Year 2015			
Website		Lvsat.com			
Sharehold Structure		Datuk Syed Nasir Hussin: 70% Datin Norhayati Jarlill: 30% Total Paid up Capital: RM 3.9mil			
Directors		1.Datuk Syed Nasir Hussin – Founder/MD2.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 Kubands, it is the Ka- band which is hogging the limelight for its high throughput performance capabilities (excess of 100 Gbps per satellite).

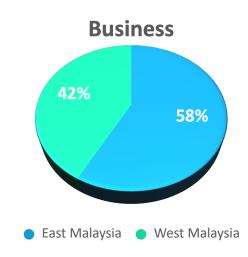
Coverage Footprint



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



Customer Base

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

CURRENT BUSINESS

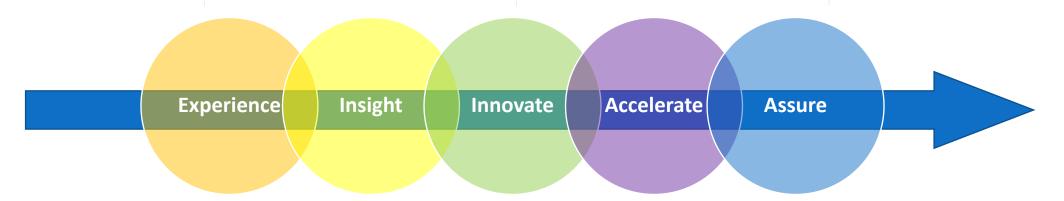
CONSULTING & SERVICE OFFERINGS 20+ 20Mil 30++ 50++

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



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

Tracker Buddy

• Tracking & Monitoring Solutions







THE PROJECT UNDER

MINISTRY OF SABAH (STATE) TOURISM THE BOARD OF TRUSTEES OF THE SABAH PARK

Devices & Solutions Secured Project



ERMRAGA PEMEGANG AMANAH TAMAN-TAMAN SABAH (THE BOARD OF TRUSTEES OF SARAH PARKS)

or 8" A 46 Tingle: 1-d, little Minimator Office, 4K Tican American neural lightery 38 too Korr Kinston's Super, MALAYPLA. NO SUM TOURS, ROBERT WAS REMARK, SINGLA MAYLANDER.

When purpose region to a series are assessment and

So, Knew TYSEPHON-1000 HALL

68 Skewise 5550

Pengarah Urusan Journal Set Bre No. F-2-11 Block F John GC 3 Gloride Cysenave, Dybyr 17 60200 Cyterjave, Bitterper Can I Filsen, Maleysta. (U.P. YBrg. Dato: Syed Nask Hosels)

SISTEM PENANTADAN KESELAMATAN-TRACKER BUDDY MENCRUSI DAPALAN INTERNET JALUR ETRAR BERKELAJUAN TINGGI MENERUSI TERNOLOGI VSAY DE HAWADAN PELANCONGAN DAN PERANGINAN DI TAMAN-TAMAN SABAH.

Designs her restrict number TTS/F3190, 10/0 det 3 bertanish 26 Mei 2015 velutar dirukt.

- D1. Until makk man pikak pengutusan Lautanyanan Rin Rin, pinak Lembaga. Perregary Alterest Toman-Tamon Salah tada belaspar aribit meneruskan projek Size of Portcasson Republication Tracker Buddy Managers Copper Internet Infor Letter Restauguar Teggi Menerus Teknologi VCAT Di Yawasan Pelancengan Dan Peronoman Temon-temon Sabah
- 02. Gion yang pensisas, arbatang Kinkidan dan sapite delebada binak progetitikan Laufterfab Leaf Son. Dird. J. Malt. McGestellan pedeksonian: Siebers Personasian Kesssamatan in classit direruskus sejejer rengan reperkum pitak Taman.

Seldan Invitor Rosth.

TERRITORAT UNTUK NEGARA

Lembaga Ferregory Amaran Tamon Taman Sases.

Penalton Research (TMTS/TPS) Tell Lembago Provinging Research Tamon Haratin Sabur

Modifier mentioners

"SABAH MAJU JAYA"

the street dark marrie and the proper manager of Adjustic and in

10X

Multi-service - 4G, 5G, WiFi, IoT Software Upgradeable to 5G Scalable & Flexible

Al based predictive maintenance

Remote management





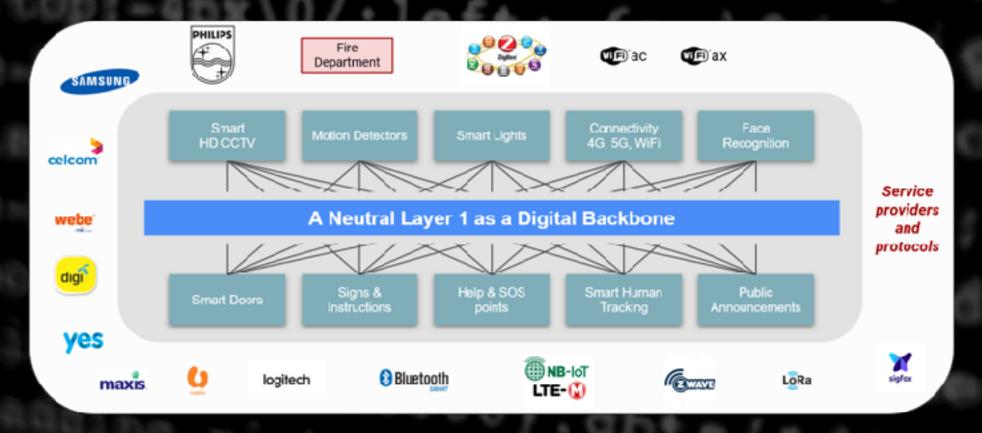
THE DIGITAL BACKBONE NETWORKING SOLUTION

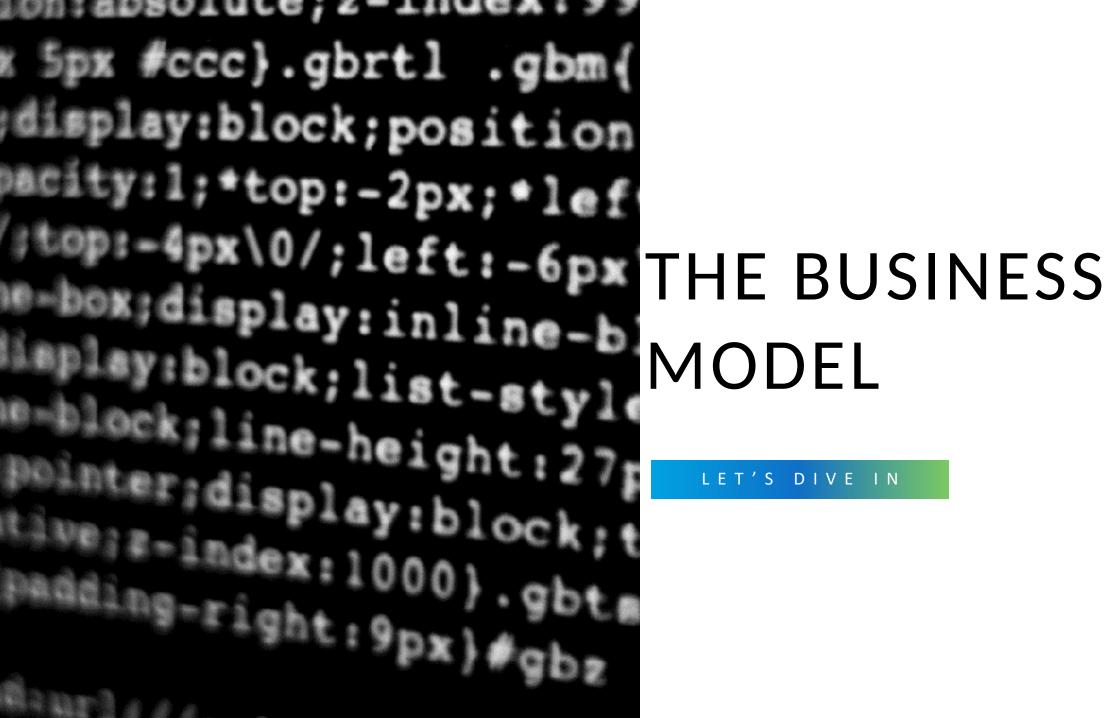
ALL WIRELESS SERVICES, ONE ACCESS POINT

-50% CapEx

Off the Shelf Hardware
Single Cabling for multiple services

Massive bandwidth per \$ invested

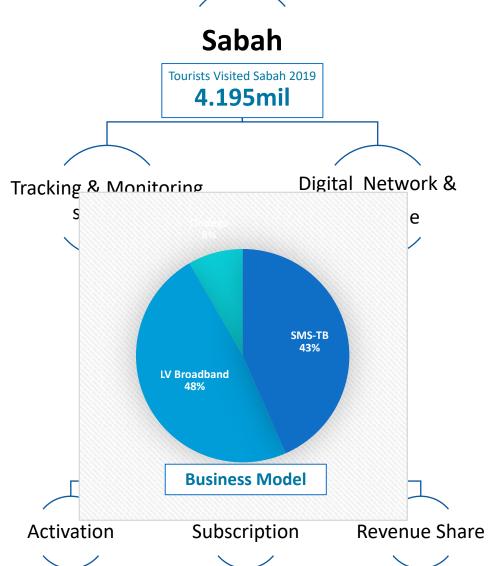




BUSINESS MODELING &

REVENUE MODEL





PROJECT	TRACK & MONITORING 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)

INTERNET SERVICES

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
ТВ	114	136	203	268	270
LVConnect	129	237	241	246	250
Net Services	3	24	41	54	68
Gross	246	397	485	568	588



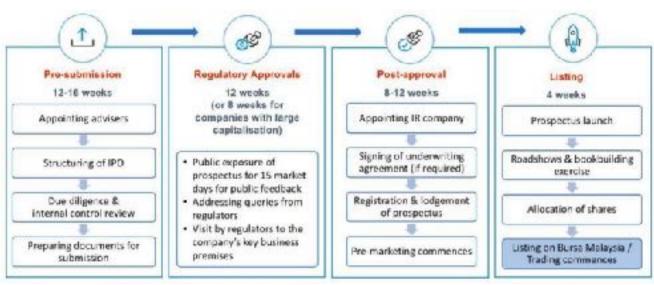
IPO JOURNEY

Completion Jan 2023

Submission & approval 3st Quarter 2023

4th Quarter 2023

1st Quarter 2024



THANK YOU



DATUK SYED NASIR



016-4146755



NASIR@lvsat.com

LAUTAN VARIASI SDN BHD