

## MALAYSIA'S MANAGED INTERNET SERVICE PROVIDER

**MYKRIS LIMITED**  
IN NEW ZEALAND STOCK EXCHANGE (NZX)



# Welcome to Mykris Limited's 3<sup>rd</sup> Annual Meeting

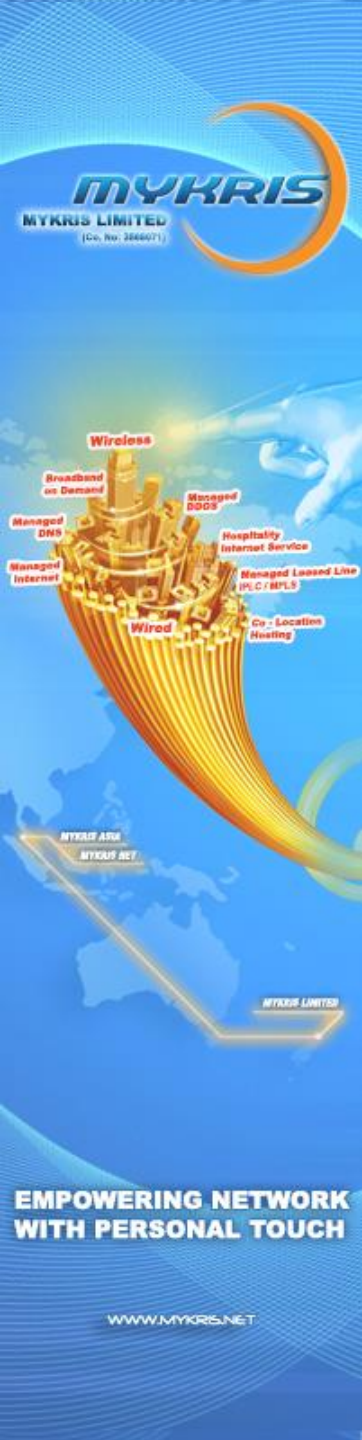
Friday, 15<sup>th</sup> August 2014



# Chairman of the Meeting



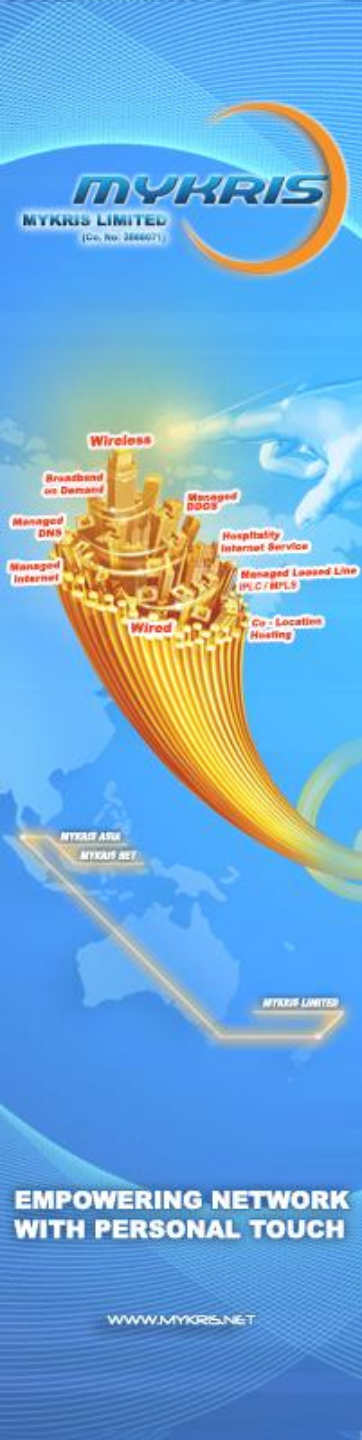
**Mr. Brent D. King**



# Agenda



- ❖ Chairman of the Meeting; Introduction and Opening
- ❖ Executive Chairman Presentation
- ❖ Resolution
  - Resolution 1: Annual Report
  - Resolution 2: Auditor
  - Resolution 3: Re-election of Directors
  - Resolution 4: Re-election of Directors
- ❖ General Business
- ❖ Close





# Board of Directors



**Brent D. King**

Independent  
Non-Executive  
Director

**Lyn Lim Huei Min**

Independent  
Non-Executive  
Director

**Siow Hock Lee**

Audit Committee Chairman  
Independent Non-Executive  
Director

**Chew Choo Soon**

Executive Chairman

**Chang Wai Hoong**

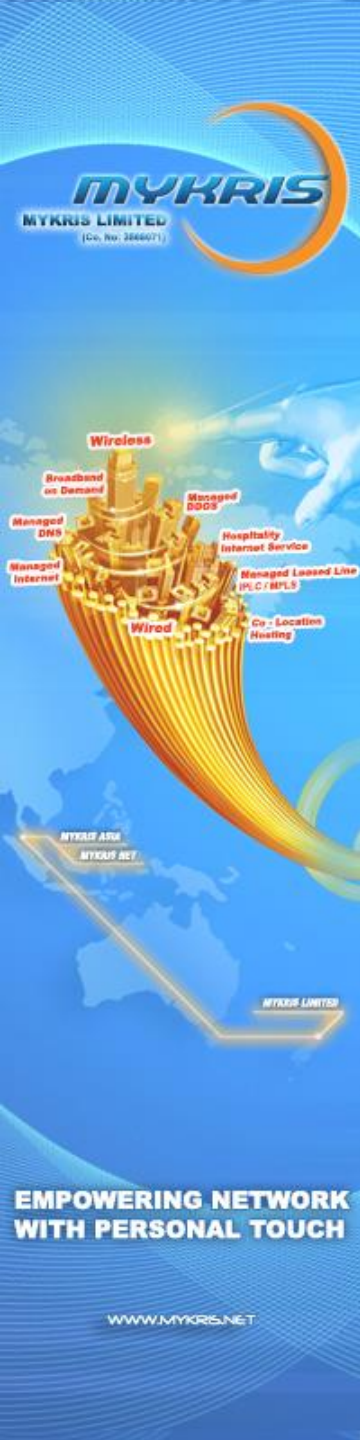
Executive Director



# Executive Chairman Presentation

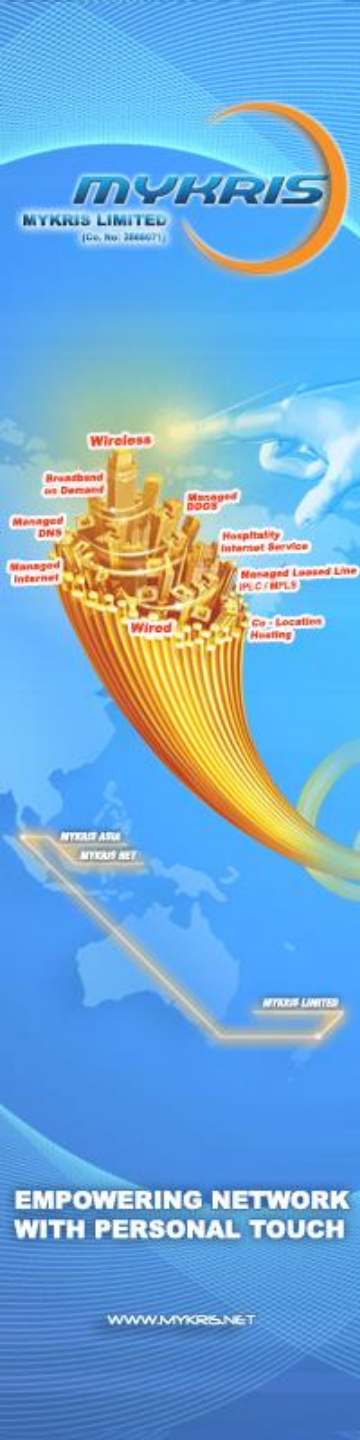


Mr. Chew Choo Soon



# Financial Performance

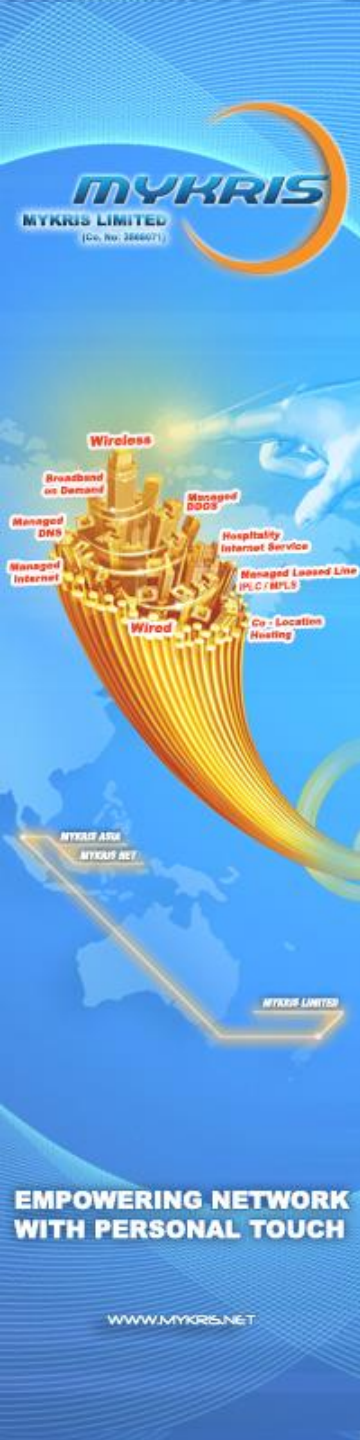
- ■ ■
- Total Revenue \$7,328,612
- NPAT \$ 96,974
- EBITDA \$1,570,903
- Revenue
  - 84.03% (\$6,158,549) from Managed Internet Services
  - 8.21% (\$601,908) from Project Sales
  - 7.34% (\$537,787) from IT-based Products and Services
  - 0.42% (\$30,368) from Royalties Fees
- Managed Internet Services revenue continue to grow





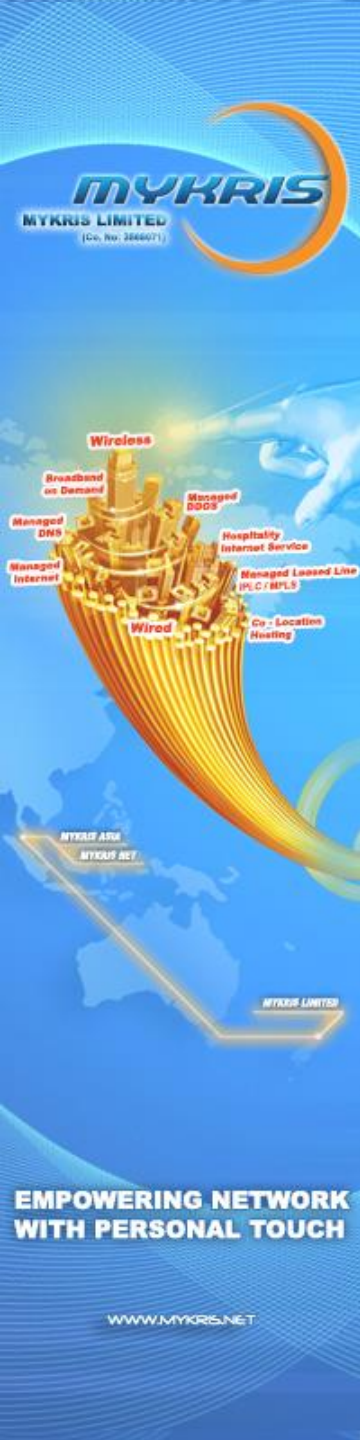
# Financial Performance

- ■ ■ —————
- ✎ The Statement of Financial Position shows minimal debt of \$80,577
- ✎ The Statement of Financial Position shows healthy cash deposits of \$1,148,215
- ✎ Significant increase in Human Resource & R&D costs and Network expansion of \$396,592 and \$608,021, respectively.
- ✎ Significant Non Cash Item ITDA : \$1,476,829
- ✎ Significant Impact of Exchange Rate: Malaysian currency worth 20% less



# Operation Review

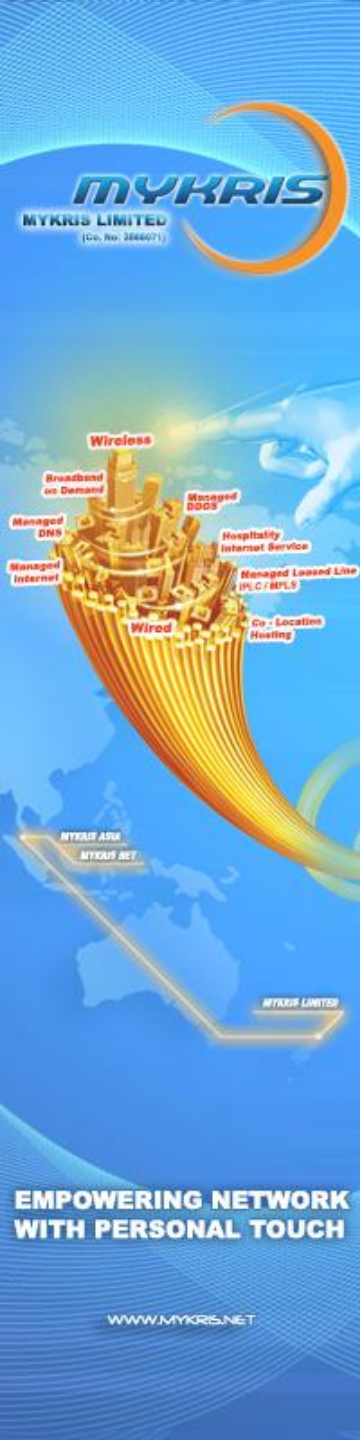
- Successfully deployed hybrid infrastructure Wired (Fiber) and Wireless to give customers “best of both worlds” benefits
- Won major contract for its managed network solution over Wide Area Network covering 74 branches throughout Malaysia for Courts Mammoth
- Designed and built E-Commerce portal for cloud service “Software as a Service” (SaaS) to capitalize on E-Commerce trends.
- Designed and Built Location Based Service for cloud base “Platform as a Service” (PaaS) to tap on NZ\$4.8 billion of potential market
- Successfully pass the ISO9001 yearly assessment audit.
- Embarked on 5S (Sort, Systematize, Shine, Standardize and Self-Discipline) program to improve quality of service





# Industry Trend & Development

- Malaysia Government pledged further support on High Speed Broadband (HSBB) with additional NZ\$1.21B investment
- Demand for data services, particularly high-speed Intranet in urban areas, is expected to grow in tandem
- Strong demand of Intranet/Internet data services further spurred and stimulated by Cloud base services and E-Commerce

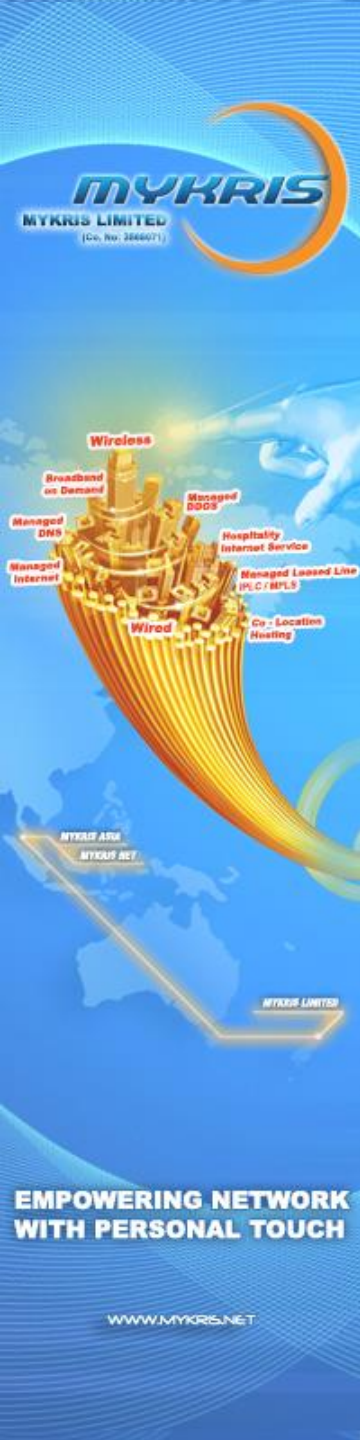
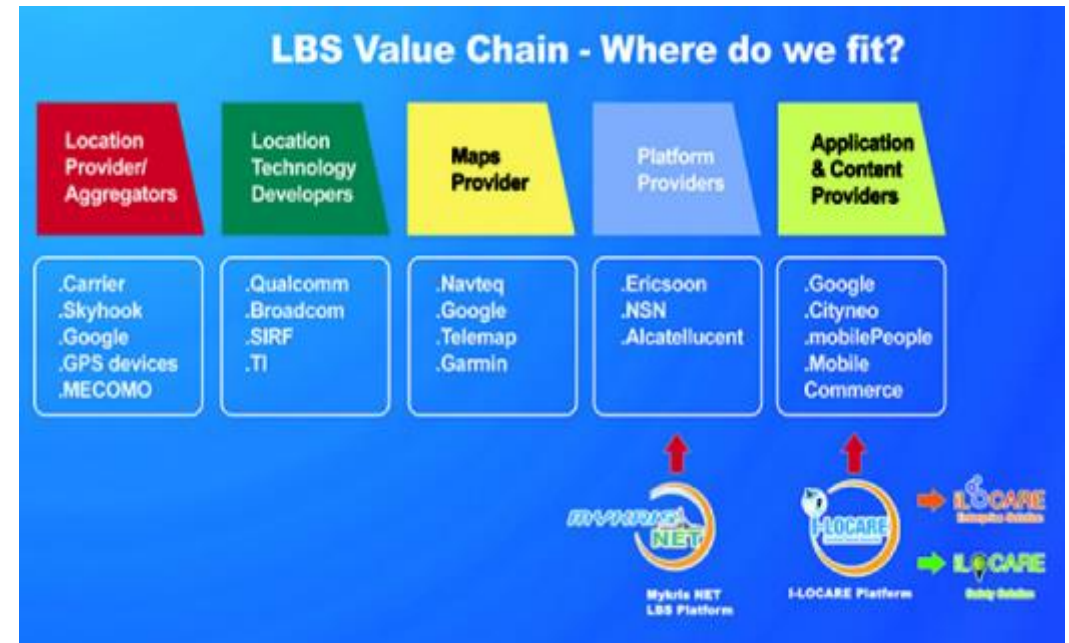


**EMPOWERING NETWORK  
WITH PERSONAL TOUCH**

# Product Development



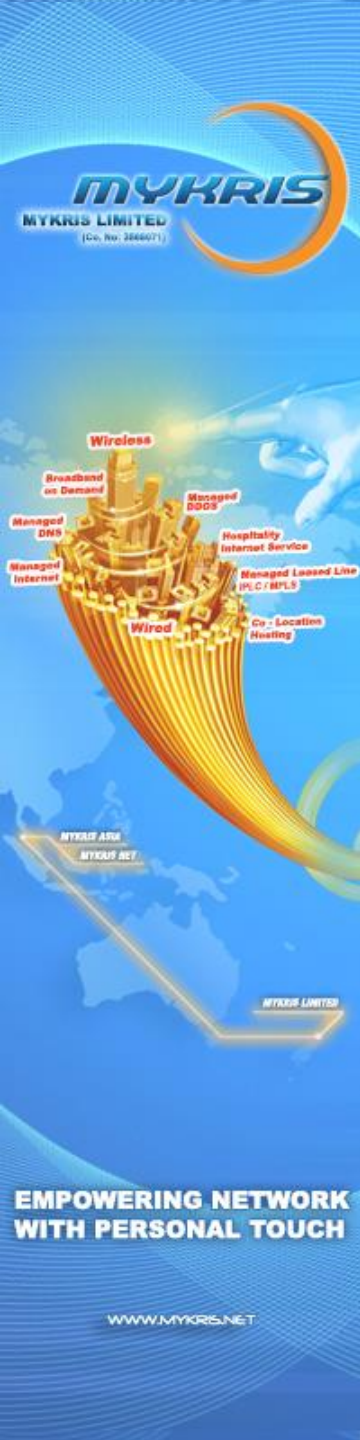
- ❑ Maturing of Location Based Service (LBS) eco system opens up large windows of opportunity.
- ❑ Location aware services that ride on our location based service platform via any GPS enabled device, mobile devices and location aware services
- ❑ Cloud based “Platform as a Service” model for specific services in different industries
- ❑ Successful pilot run on the Child Monitoring and Safety application in 2013
- ❑ Emerged as the best LBS solution platform after evaluating by one of Malaysia largest mobile operators





# Product Development

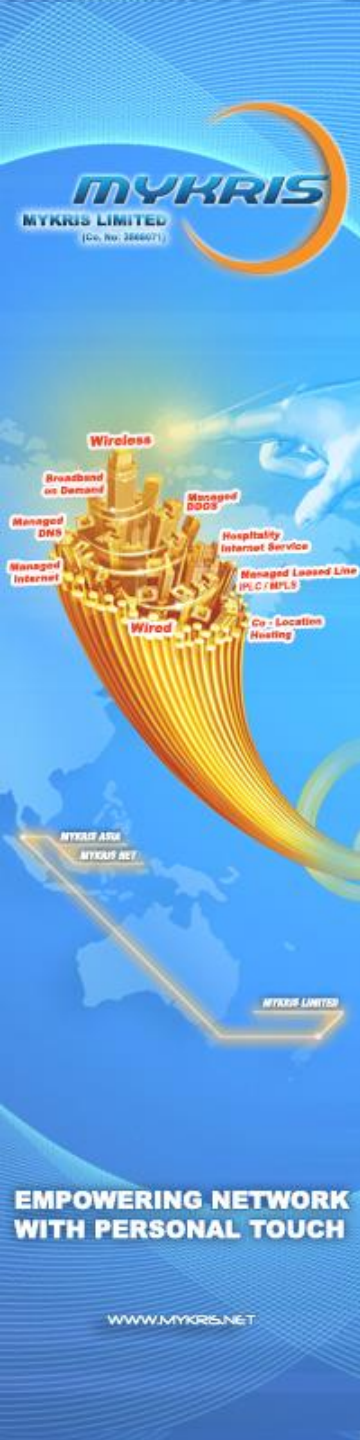
- ❏ Mykris started to venture into E-Commerce as early as 2008 and operated an email from 2008-2010
- ❏ E-Commerce market place is an upcoming trend with vast potential to be tapped
- ❏ Mykris E-Commerce solution is a cutting edge social commerce multi vendor shopping cart software
- ❏ Mykris is currently working with one of the biggest Chinese media company to customize the solution
- ❏ Rollout of the E-Commerce is envisaged to take place in November 2014
- ❏ Mykris will offer the solution base on “Software as a Service” SaaS cloud strategy

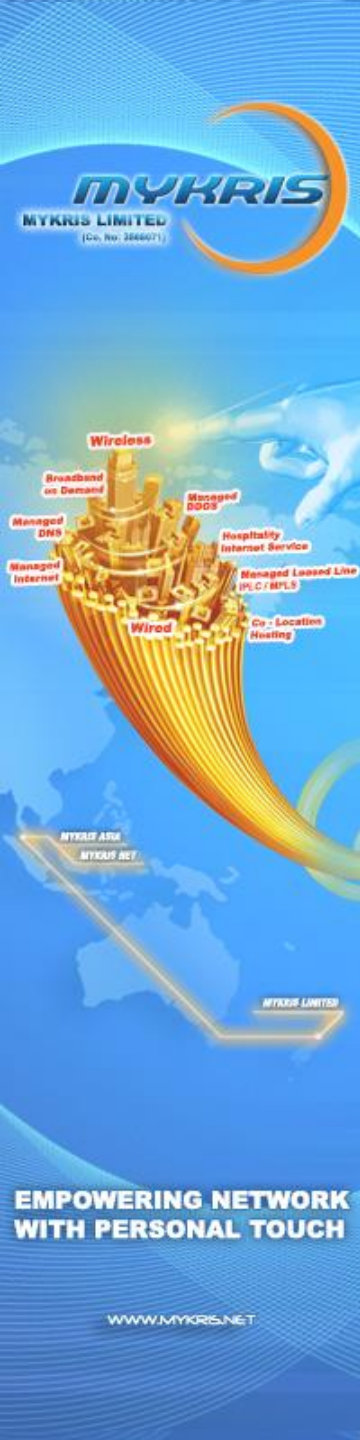




# Prospect for the Group

- ■ ■ —————
- ❏ Demand of quality data services will continue to grow spurred by E-Commerce and Cloud Computing. Telekom Malaysia, the incumbent Telco forecasted the data services market in Malaysia to exceed NZ\$1 billion for year 2014-2015.
- ❏ Mykris business strategies to band on Hybrid Internet/Intranet “best of both worlds” reaffirmed by the winning of Courts project
- ❏ Continue with marketing branding programs to create market awareness. Hybrid approach (Online + traditional media) to increase market penetration
- ❏ Strategic business unit to increase market share by focusing on One-stop Managed Converged triple-play service collaborating with one of the top notch satellite content provider.
- ❏ Continue looking for synergistic partners in New Zealand so that we can explore strategic and synergistic alliances and possible Merger and Acquisition (M&A) exercise to acquire good companies to complement Mykris business and to bring our technology to New Zealand market





For more information, please visit us at:

[www.mykris.net](http://www.mykris.net)

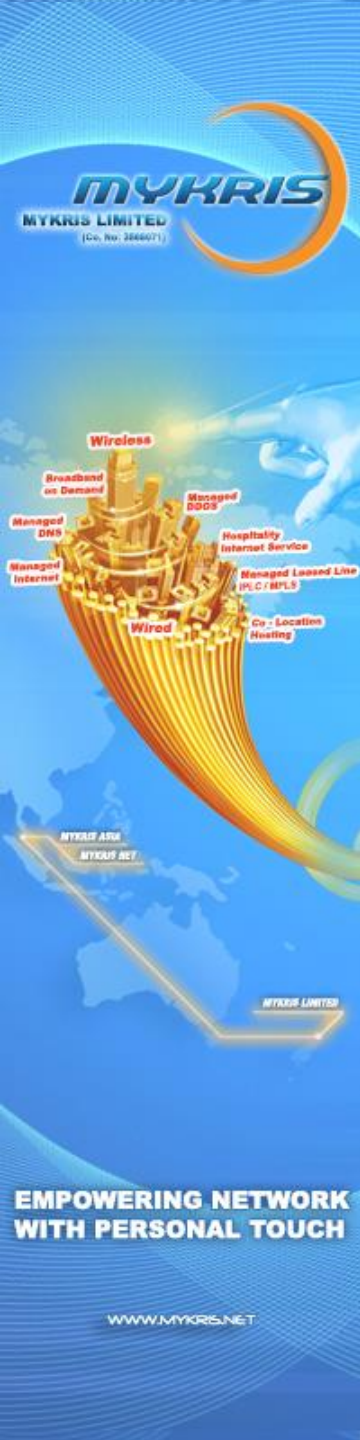


# Resolution

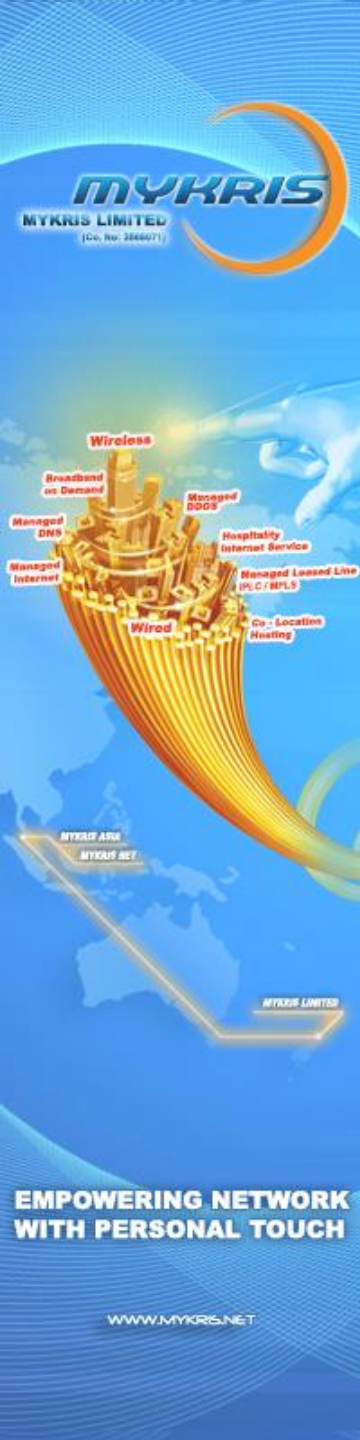
## Resolution 1: Annual Report

To receive and consider the Annual Report, including the audit report and financial statements, for the year ended 31 March 2014.

*“That the Annual Report be received.”*







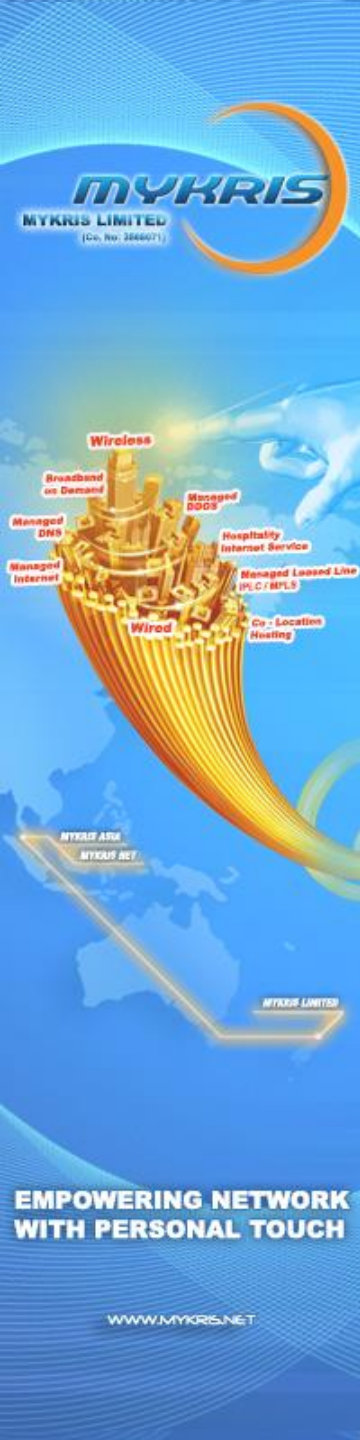
# Resolution



## Resolution 2: Auditors

To record that the Company's Auditors, Crowe Horwath New Zealand Audit Partnership, are automatically reappointed as auditors pursuant to section 200 of the Companies Act 1993 and to consider, and if thought fit, to pass the following ordinary resolution :

*“That the directors of the Company be authorized to fix the remuneration of the auditors of the Company for the ensuing year.”*



# Resolution



## Resolution 3: Re-election of Director

To consider and, if thought fit, to pass the following ordinary resolution:

*“That Ms. Huei Min Lim, who retires by rotation and is eligible for re-election, be elected as a director of the Company.”*

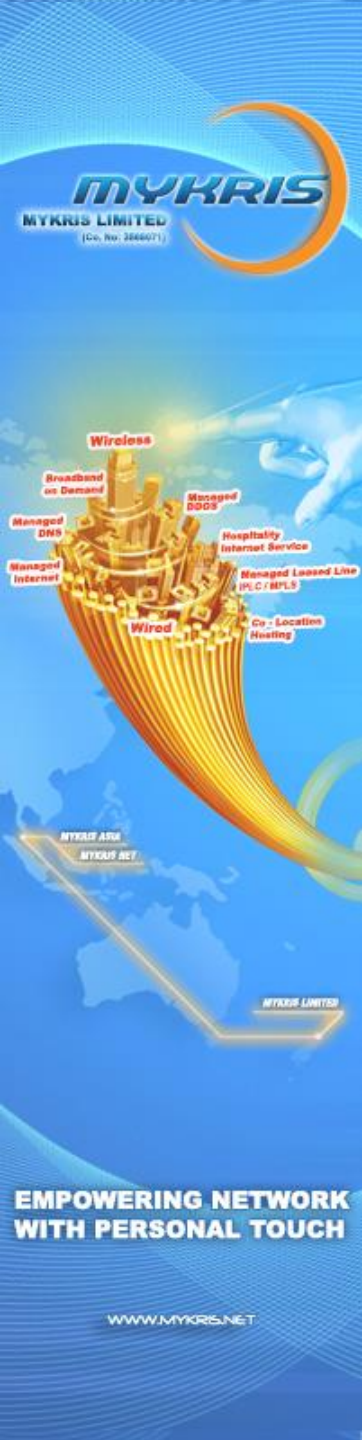
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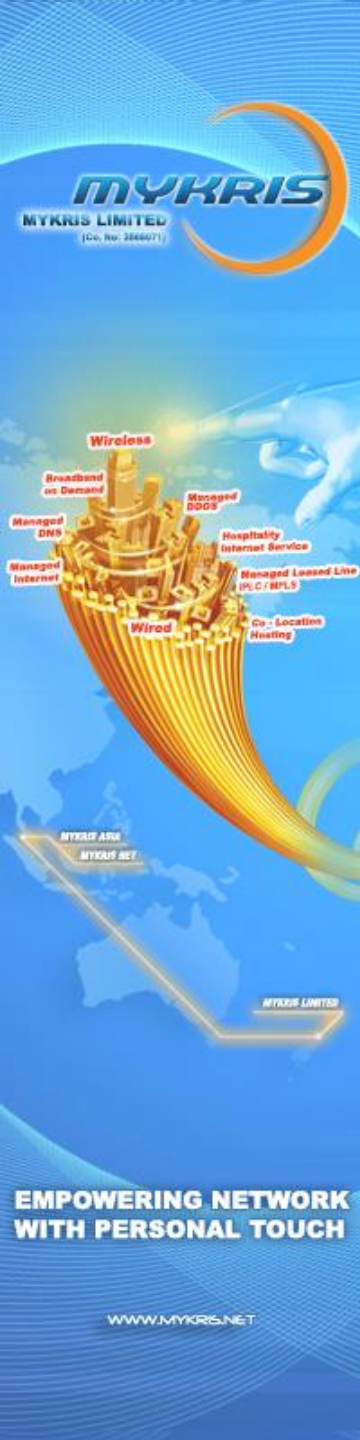
## Resolution 4: Re-election of Director

To consider and, if thought fit, to pass the following ordinary resolution:

***“That Mr. Chew Choo Soon, who retires by rotation and is eligible for re-election, be elected as a director of the Company.”***

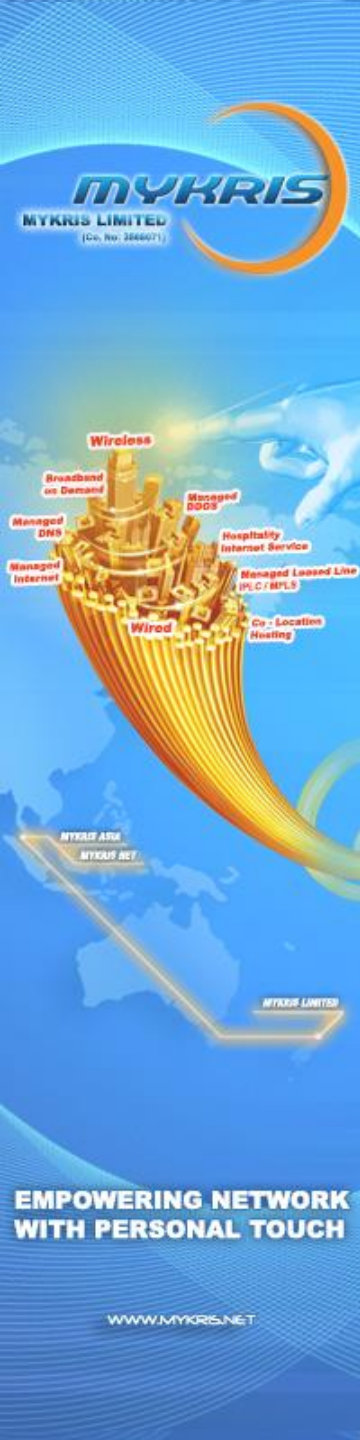






# General Business Questions & Answers (Q&A) Session





**Thank you for attending  
Mykris Limited's  
3<sup>rd</sup> Annual Meeting**

