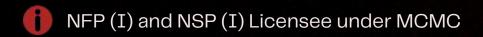
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# CORPORATE PRESENTATION

Enabling Connectivity, Advancing Boundries

www.eden-networks.com



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#### PROJECT OFFICE:

EDEN NETWORKS SDN BHD | PJBUMI BERHAD Unit 22-1, Level 22, MOF Inc. Tower, Platinum Park, No.9 Persiaran KLCC, 50088 Kuala Lumpur

#### **HEAD OFFICE:**

EDEN NETWORKS SDN BHD | COSHARE HOLDINGS BHD No 25-M, Pusat Perdagangan Kota Damansara Jalan PJU 5/20A, The STRAND, 47810 Petaling Jaya, Selangor

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Member Companies:











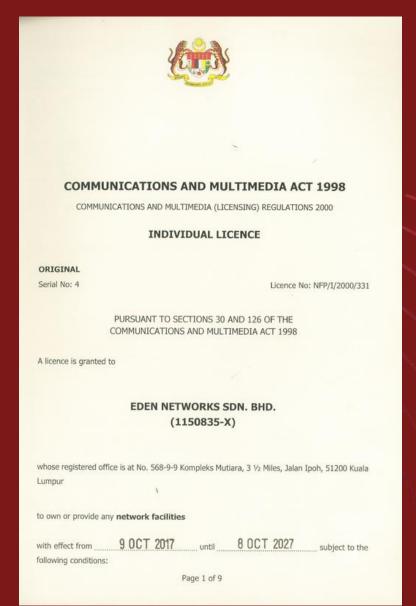


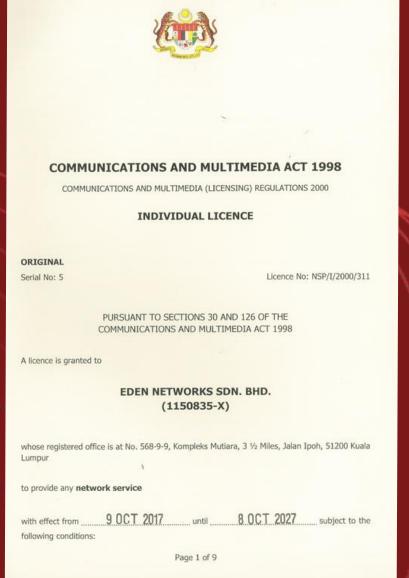


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# About the Company

Eden Networks is a service provider of communication services dedicated to high quality integrated system encompassing of all-in-one network solution. We are passionate in bringing the best values and technologies to our clients, while ensuring top-notch quality across our products.





We believe that our strength in virtual network space will allow us to empower our customers on a personalised, strong and robust position. Together with our partners, we want to improve the information delivery and connectivity of our clients as they prepare for the global challenges of the future.

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# OUR VISION

Eden Networks aims to establish itself as an innovative trailblazer in the domains of technology, telecommunications, satellite networks, and digital services, both domestically and internationally.

# Our Vision & Mission

# OUR MISSION >>

At Eden Networks, our mission is to provide cutting-edge telecommunications, satellite network, and digital services solutions that empower individuals, businesses, and communities to thrive in the digital era.

We strive to deliver superior services, foster strategic alliances, and drive technological advancements to enable seamless connectivity, enhance economic opportunities, and transform lives on a global scale.

Through our commitment to innovation, reliability, and customer-centricity, we aim to reshape the landscape of telecommunications and satellite networks while contributing to the growth and prosperity of our stakeholders.

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# Key Industry

EdenNetworks – Advancing Digital Landscapes with Innovative Networks





### **TELECOM & SATCOM**

Fixed & Mobile Telco End-to-end PMC \*
Planning team for Project Delivery \* Latest
Wireless Technology \* Satellite Services



### **DIGITAL SERVICES**

Fintel \* Single Sign On Digital ID (SSO-DID)

LMS – Land Management Solutions \* eSIM

New MNP \* BSS for MVNO \* Cybersecurity



### **TECHNOLOGY INVESTMENT**

TV White Space \* 5G/6G \* Satellite Tech



# Our Market

Back to Agenda

### Maritime:



**Energy Services:** 



Rural & Emerging market:



Experience unsurpassed maritime satellite internet

End-to-end distributed sites and assets management

Bridging Digital Gap in the unserved and underserved community

Our Solution:

- COTM
- Maritme Broadband, VMS
  - C-band Satellite link
- Satellite IoT+LoRaWAN
  - VSAT
- PTP/PTMP Air Fibre
- BTS & BTC for Remote areas
  - Private Lable MVNO
  - PTP/PTMP Air Fibre
- HTS Ka-Band Satellite Link



# Our Market

Back to Agenda

**Enterprise Solution:** 



Grow your network at the same pace as your business

viation

Aviation:



Commercial aviation solutions from a global visionary

Defense:



Enabling safer and more successful tactical and strategic operations

Our Solution:

- EDEN Cloud Solution
  - Fintel, SSO-DID
- Private Label MVNO
- PTP/PTMP Air Fibre
  - COTM
  - GPS & GNSS
- SatCom for UAV
- Manpack, COTP
- Tactical SatCom
- HTS Ka-Band Satellite Link

# Cenneworks

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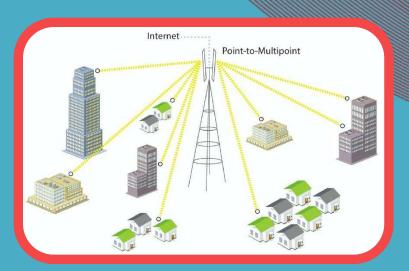
**Terrestrial-PTP/PTMP Air Fibre** 

# Our Solution:



Special Features:

Business
Model &
Revenue/
Customer:



- Support 200+ subscribers per radio
- Client speed up to 1.75Gbps
- Built-in GPS Synchronization
- Dual SFP+ 10Gbps fiber interface
- 5.150-6.425GHz operating frequency
- 90° sector dual linear X-pol antenna
- 24dBi adaptive beamforming antenna
- B2C: Monthly subscription model Private
   ISP (Revenue Sharing)
- B2B: Franchise Business Models COCO, FOCO, COFO, FICO, FOFO

8x8 MU-MIMO

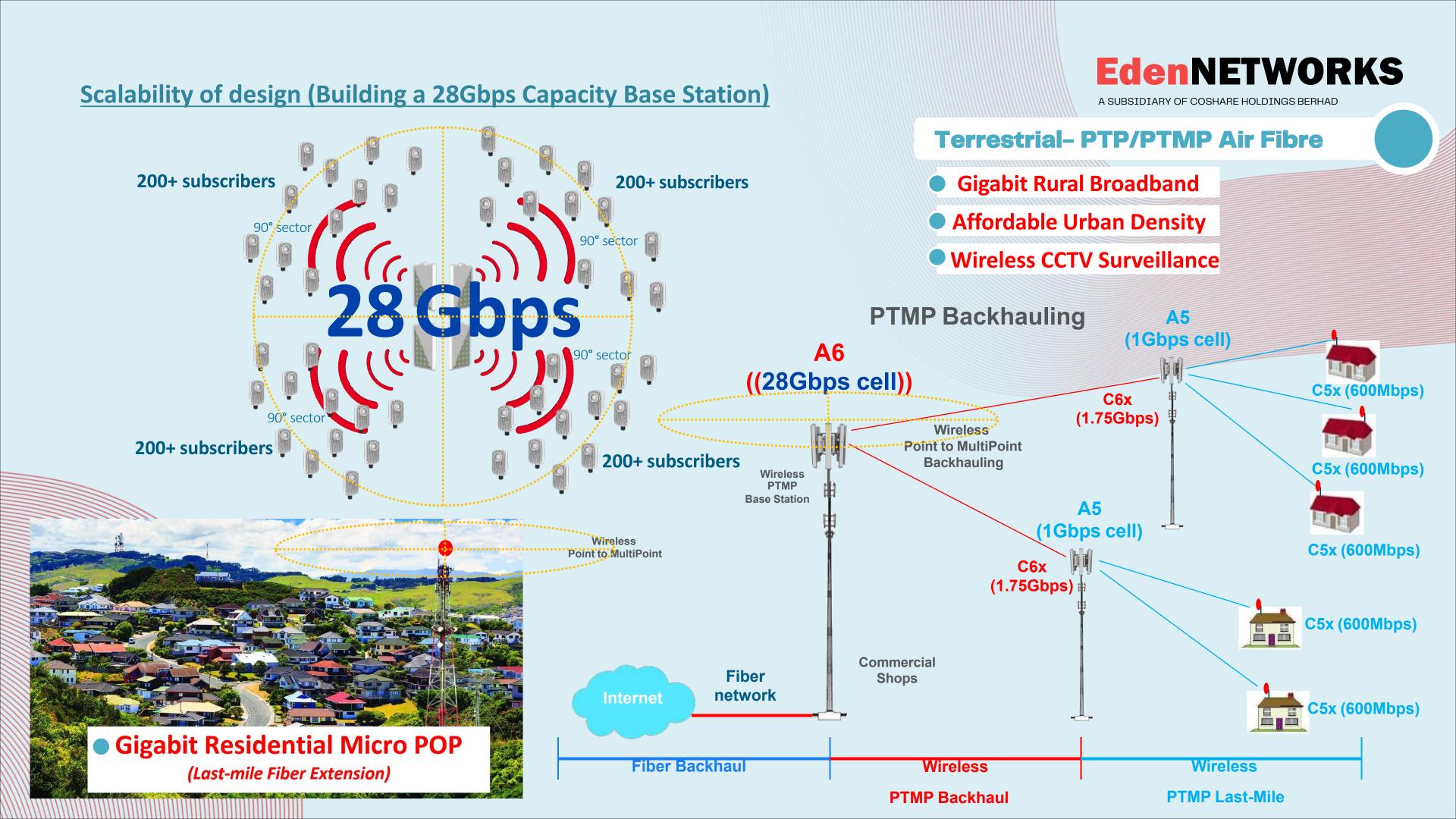


Beamforming Antenna 7 Gbps

OFDMA Scheduler

60 bps/Hz

"Breaking the Fixed Wireless Gigabit Barrier"



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**Mobile - MVNO/MVNE/MVNA** 

# Our Solution:



Special Features:

- A platform to provide digital lifestyle mobile network services to Private (Close User Group) members and staffs
- Will act as the gap filler that provides connectivity to Private community
- User coverage nationwide
- Can be customized to fit specific requirement by Private Label MVNO

EDU.Circle





..and many MORE opportunity for Private Lable MVNO!

Business
Model &
Revenue/
Customer:

Target Customer

- B2C: Monthly Data (Prepaid/Postpaid) subscription model - - - -
- B2B: Franchise Business Models COCO, FOCO, COFO, FICO, FOFO

• 200,000 Subscribers in 12 months

EduData Device Bundle Package

Details	EDU.Circle!'s EduData Packages	AMPLE
Monthly commitment	RM68	
Internet	60GB High Speed	Optional Group Takaful coverage (PTPTN takaful)  Airtime/Credit transfer  ZERO Deposit One Dongle  AirFibre WiFi Complimentary access (TBA)  Other benefit to be added in
Hotspot Data	Allowed, follow main quota	
Data Rollover	YES (next 1 month validity)	
Unlimited Calls	N/A	
SMS	100	progress
Free Device	YES (dongle)	
Roaming	N/A	
Contract period	min 36 months	

- Individual Package (Postpaid Main)
- A-la Carte Subscription Packages
- TKA Mobile Packages (prepaid/postpaid)
- Foreign Student/Workers (FW/TKA)

# Project #1: EDU.Circle - Students EduData Package

Infra Provider (MNO)

Solution Provider (MVNA/MVNE)

Private Label **MVNO** 

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**EdenNETWORKS** 

**EDU.Circle** 

**Eden NETWORKS** 

MOBILE VIRTUAL NETWORK OPERATOR

**Mobile - MVNO/MVNE/MVNA** 









**EDU.Circle** by KPT/MyREN

**Exclusive for KPT Group** members and staffs

- Business Model Concept: 60GB data priced at RM 68 per month for the students. Possibly this can be charged as part of their tuition fee, or PTPTN/KPT can subsidize via scholarship or loan program. A statement like "Apply PTPTN and get free Data Dongle with 60GB High Speed Data monthly" can be used as marketing tool too
- The market size we are looking at is around 1.2mil students all over Malaysia (IPTA, IPTS, Polytechnic, Colleges, Training Centres, etc), with over **380K intake yearly**

#### **Create a NEW** and STEADY revenue/income for the Group



#### Localization

• To 'Localize' EDEN's MVNE Product for KPT who will operate as **'Lightweight MVNO'** 

#### TelCo as a Service

 Providing Telecommunication facilities and services through SIM **Card and Applications** 

#### **Creating Values**

 Creating potential and qualified **KPT's** own home-grown outlet chain network in telecommunication business

### **EDU.Circle's Value Proposition**

- Product that are Honest, **Competitive, and Advanced**
- KPT's owned MVNO Brand (Postpaid, Prepaid, Hybrid):-
- KPT Pack, Special Pack (VIP) with auto reload, Commemorative Pack (Special Edition), CSR (share or donate data quota), etc
- Providing telecommunication facilities and services at competitive price, high quality, best value, and the first of it's kind for a Govt **Agency in Malaysia**
- Revenue sharing business model

**Deployment** nationwide, with **Group branch offices** could potentially be a service center

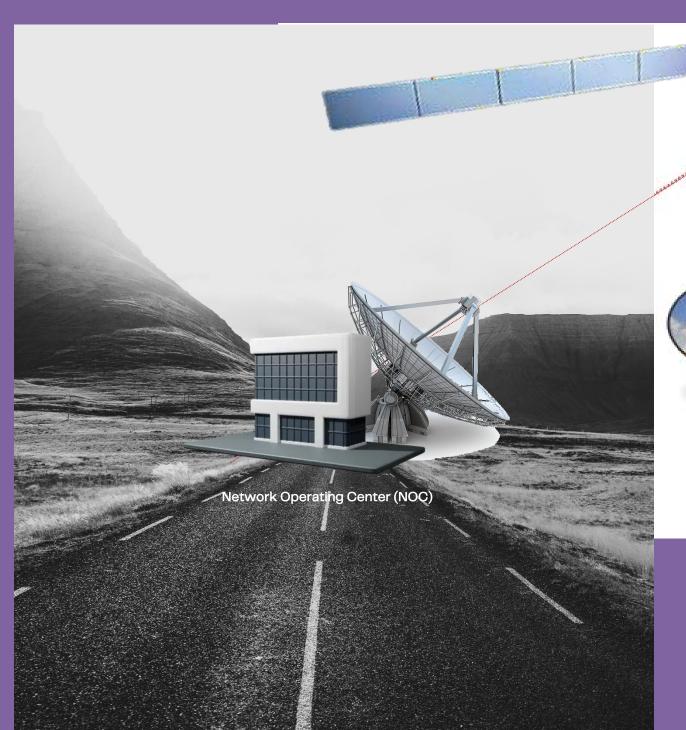
Roll out as **Private Label MVNO** 

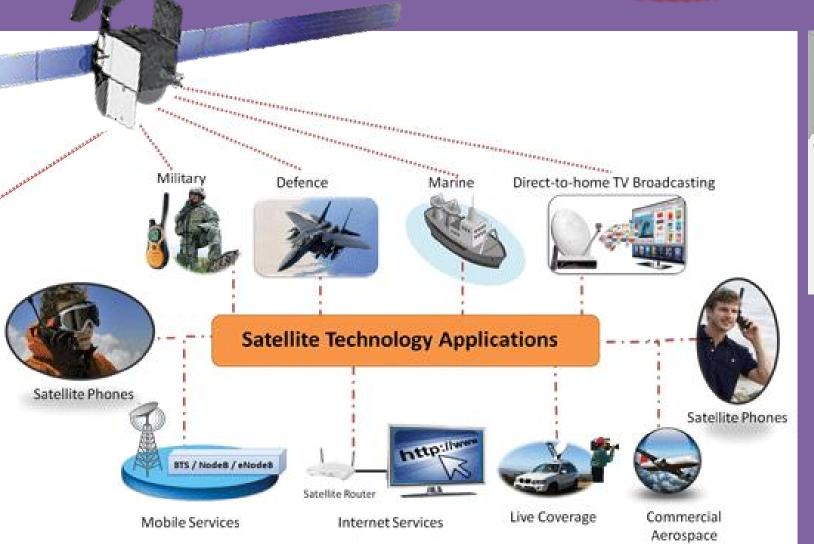
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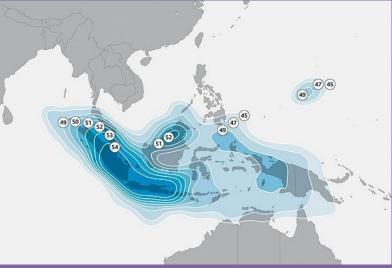
**Satellite- VSAT, COTM** 



Satellite - VSAT, COTM, HTS Ka/Ku Satellite Links

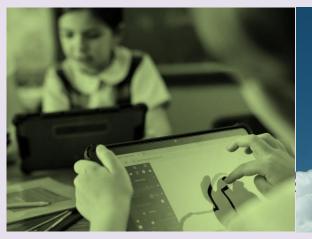






Satellite VSAT

Premium Satellite over
Malaysia Coverage using
High-Throughput (HTS) Satellite
Technology





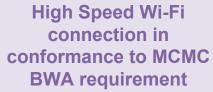


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Satellite- VSAT, COTM









**SLA of 99.3%** connection availability



100% readily Satellite **Broadband** coverage



It focuses on the area that does not have 4G data cellular broadband coverage.

Chatting / Messaging

e.g. WhatsApp, Facebook

Messenger, Viber, Telegram



**Cost-effective** deployment to remote and low populated areas.



Ready capacity to deliver within 5 days



#### 24/7 Network Montitoring Support

High-throughput Ka/Ku - band providing connectivity 99.3% according to SLA



#### **Smooth Onboarding Flow**

Less equipment (CPE) and plug & play VSAT connectivity



#### Specialize in Network & **Coverage Design**

Premium Satellite for better quality assurance



SAMPLE APPLICATION BANDWIDTH PROFILE OR REQUIREMENT





300 kbit/s

200 kbit/s



AT.

e.g. Dropbox, Google Drive, Box

e.g. Google, Yahoo!, Bing, News

Web browsing

File Sharing

Video streaming



2.0 Mbit/s

500 kbit/s



Social Media e.g. Facebook, LinkedIn, G+, Twitter, Instagram, Pinterest



500 kbit/s



e.g. Video streaming from the web, streaming media at standard resolution



3.0 Mbit/s



VoIP Calls e.g. VoIP Calls, Skype Calls, WhatsApp Calls



300 kbit/s



Video streaming HD e.g. Netflix, iTunes Video, Google Play Movies, Amazon Prime Video



5.0 Mbit/s



Video Calls e.g. Skype video calls, Facetime video calls,



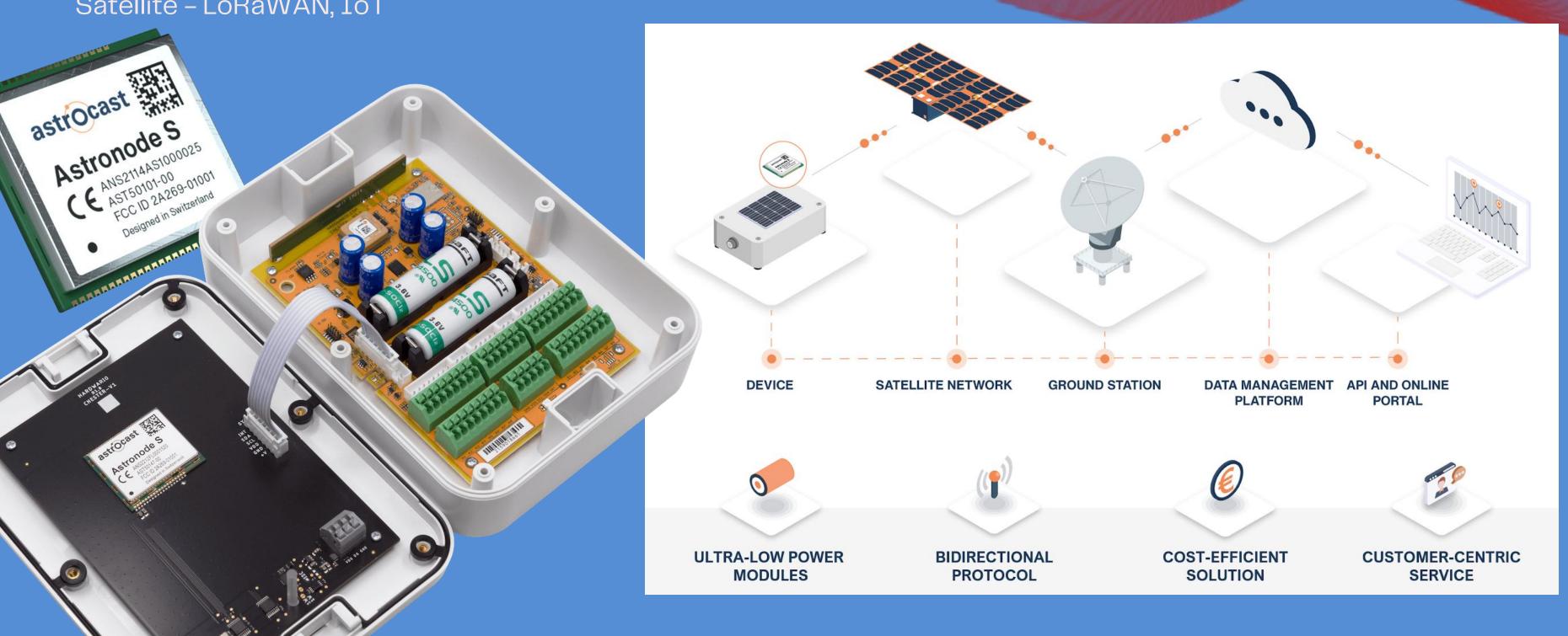
1.5 Mbit/s

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Satellite-IoT, LoRaWAN

# Our Solution:

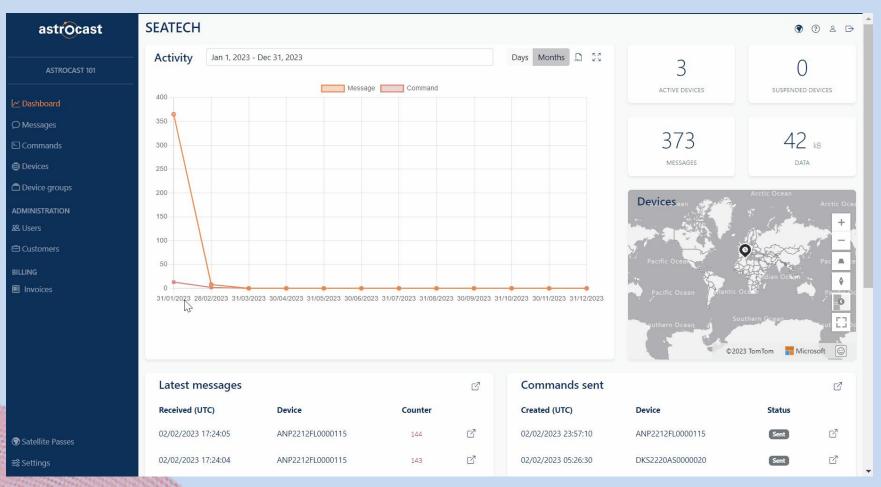
Satellite - LoRaWAN, IoT



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### Satellite- IoT, LoRaWAN

### The winning combination - Sensors to Data-driven descision:



"We track assets, monitor the environment, and save lives by building and operating the most advanced and sustainable satellite IoT network."

#### Reduction/Monitoring of Emissions and Leaks

- Fleet Management, route optimization
- Alternative to unnecessary inspection/delivery visits to remote locations
- Eliminating unnecessary fuel top ups
- Maritime sector Process and operational optimization to increase safety and reduce gas emissions









#### Water management

- Global monitoring of oceans
- Monitoring of glaciers, rivers and other water bodies
- Monitoring of water infrastructure
- Agriculture and Livestock













# NETWORKS

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**Digital - Fintel, SSO-DID, Cloud** 



# Our Solution:

Digital Applications - Fintel, SSO-DID, Cloud Solution

# **Cloud Services:**

edencloud edenPBX



### Single Sign-On (SSO):





### Minimal up-front investment

our OPEX-geared model enables you to deliver MVNO services built and hosted on our networkindependent MVNE platform



#### Best in-class technology

includes SCP, GGSN/PCRF, HLR/HSS, IN/OCS, VAS, SIM management, and OSS/BSS



#### Flexible operational management

for billing, business workflow, product set-up, service delivery, customer care, web service integration, and reporting



#### Easy integration

covers all systems and infrastructure including connections to 3rd party systems via open APIs



#### Robust Operations and Business Support Systems

complete control of your business and information on customer status via a secure, easy-to-use portal



#### Multi-tenant architecture

plus secure, carriergrade redundant infrastructure



# Diverse commercial models

from a brand extension, mobile loyalty and second brands to corporate propositions for employees



# Global reach and dependability

leverage Tata
Communications' global
mobile data and voice
network with regional
PoPs on five continents



### Technology agnostic connectivity supports

service deployment across WiFi, 2G, 3G, 4G, 5G



# Multiple service options

supports pre-pay, postpay and hybrid subscriptions, as well as multi-IMSI and M2M/IoT connectivity, plus multi-MSISDN and global WiFi roaming services



#### Launch on time and budget launch mobile services in

weeks instead of months.
Benefit from our worldclass, end-to- end, selfmanaged services to suit
your budget



managed help desk for first line CRM support – with 2nd and 3rd line support through a trouble ticketing

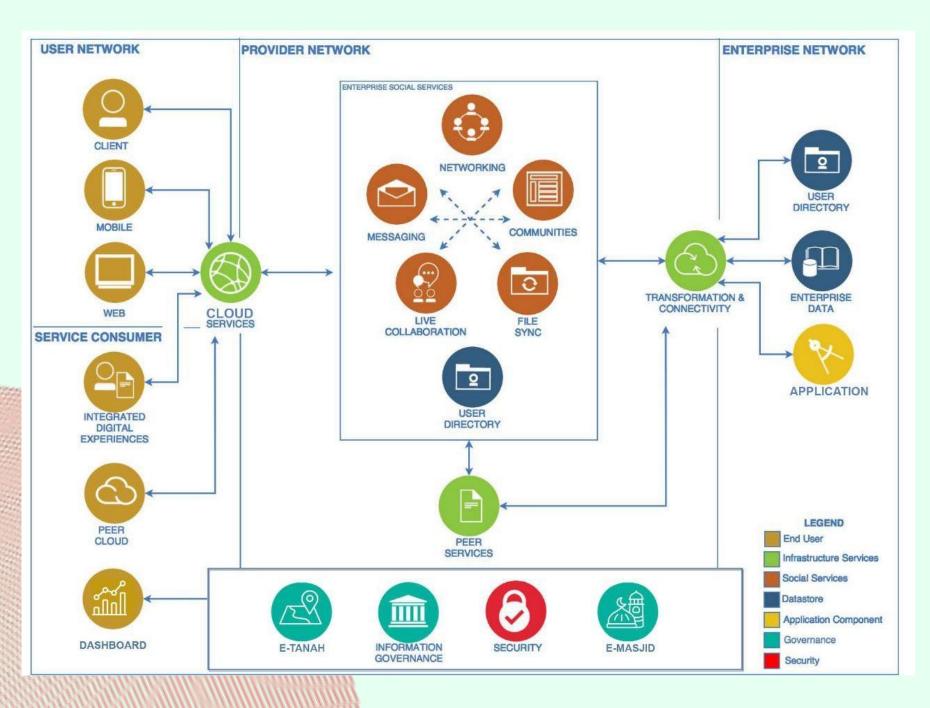
module

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## **Digital - Fintel, SSO-DID, Cloud**



## **SSO-DID Components:**







- One IC No. to One DID to access SSO services
- Exclusive access and privileges to J1 subs to the JLobby



# Mobile Telecommunication

- Thick MVNE/MVNO Platform
- Postpaid AND Prepaid services
- Voice, SMS, DATA, USSD, Content



# **Enterprise Social Network**

- ESN platform for cross agency communication
- Digital Market Place
- Airtime/Credit transfer

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# Investment in Technology

Eden Networks is a reliable partner for technology investments.

Eden Networks has been investing in the technology sector since its inception. Our investment department monitors and evaluates industry trends and recommends the size and composition of Eden Network's technology portfolio and partnership strategy. We handle most of our early-stage investments through venture capital funds, co-investments, and direct investment

#### **Our Investment**

Our investment strategy is based on integrated diversity. Our investment team focuses on the intrinsic value of core technologies and pricing discipline in structuring and pursuing investment opportunities across asset classes and capital structure.

In the high-tech space, we invest in the research, development and production of high-tech products, equipment and solutions that have the potential to generate high long-term real returns and the ability to diversify our portfolio. We leverage our extensive asset class expertise, technology, flexibility and global reach to pursue attractive and unique investment opportunities over the long term. Among our tech investment portfolio;

- TV White Space (TVWS)
- Smart Pole
- Micro-GEO HTS Satellite Technology
- IoT/LoRaWAN
- Fintel
- .. and more!

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# Our Experience

Key Expert from industries



Nurazmi Abas
Strategic Management &
International Cooperation



Suffian Shapiae
Business Development,
Government Procurement



Mohan Nerjoo Finance, Investment Sales & Marketing



Azman Salim
Operation & Product
Development

**Efandi Ramli** 

Technology &

Infrastructure



Asyraf Niza
Project Management

#### Experiences

- Background in Mechatronic and Electromechanical

  15+ years experiences in Strategic Management, Telecommunica
- 15+ years experiences in Strategic Management, Telecommunication, Satellite Technology, Commercial launch Program, G2G & Trade Negotiations and Space Policy & Development

#### **Experiences**

- Background in Construction & City Development, Risk & Financial Management
- 15+ years experiences in Business Development in various industry including FinTech, InsureTech, Construction & Government project development

#### Experiences

- Background in Financial Management, Sales and Operation, Logistic management, Customer Relation Management (CRM).
- 25+ years experiences in Education, Overseas Investment Funding, Total Logistic, Sales and Service

#### **Experiences**

- Background in Computer Science, Technology and Telecommunication 25+ years
- experiences in System Analyst, Network Engineering, telecommunication, Planning, Development & Optimization, Higher Education Sector

#### **Experiences**

- Background in Electrical Engineering, Electrical Communication
- 25+ years experiences in Telecommunication (Capacity Management, Frequency Management, and Wireless Technology & Fiber Optic), Planning and Implementation, Public Sector.

#### **Experiences**

- Background in Mechanical Oil and Gas and Project Management
- 10+ years in Project Management, Open Innovation, Venture Client Model, Technology Accelerator & Incubation

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# THEIKHOU

www.eden-networks.com

#### CONTACTS

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