CORPORATE MISSION

* To provide modern and high quality Telecommunication services,
  - timely
  - affordable
  - competitive price

* To operate viable business entity

* To maintain good corporate citizenship
TELEKOM MALAYSIA

THE TELECOMMUNICATION COMPANY

* Corporatised in 1987
* Privatised in Nov 1990
* 28,000 employees
* Operating revenue M$ 2 billion
# PRODUCTS AND SERVICES

## VOICE

<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telephone</td>
<td></td>
</tr>
<tr>
<td>Toll Free</td>
<td></td>
</tr>
<tr>
<td>Direct Dialing In</td>
<td></td>
</tr>
<tr>
<td>Leased speech</td>
<td></td>
</tr>
<tr>
<td>PABX tie-line</td>
<td></td>
</tr>
<tr>
<td>International Subscriber Dialing</td>
<td></td>
</tr>
<tr>
<td>Public Payphone</td>
<td></td>
</tr>
<tr>
<td>Rented Payphone</td>
<td></td>
</tr>
<tr>
<td>Kadfon</td>
<td></td>
</tr>
<tr>
<td>Enhanced facilities</td>
<td></td>
</tr>
</tbody>
</table>
PRODUCTS AND SERVICES

DATA COMMUNICATIONS
- Datel
- Leased Lines
- Maycis
- Maypac
- Digitaline

VALUE ADDED
- Telita
- Telemail

TEXT
- Telex
- Telefax
- Telegram
<table>
<thead>
<tr>
<th>Waktu</th>
<th>Aktiviti</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.30 - 9.00</td>
<td>Pendaftaran</td>
</tr>
<tr>
<td>9.00 - 9.05</td>
<td>Kata-kata aluan oleh Dr. Gareth Howell, Director, The British Council</td>
</tr>
<tr>
<td>9.05 - 9.10</td>
<td>Kata-kata aluan oleh Puan Mdm Abdul Kadir, Ketua Pengarah Perpustakaan Negara Malaysia</td>
</tr>
<tr>
<td>9.10 - 10.30</td>
<td>Tinjauan mengenai rangkaian bibliografi di UK - perkembangan dan masalah oleh Encik Bruce Royan, Director of Information Services, University of Stirling, United Kingdom - Pertimbangan</td>
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<tr>
<td>10.30 - 10.45</td>
<td>Rehat</td>
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<td>10.45-12.30</td>
<td>Rangkaian Bibliografi antarabangsa - perkembangan masa kini dan trend masa hadapan oleh Encik Bruce Royan, Director of Information Services, University of Stirling, United Kingdom - Pertimbangan</td>
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<td>12.30 - 2.00</td>
<td>Makan Tengah Hari</td>
</tr>
<tr>
<td>2.00 - 4.30</td>
<td>Keperluan untuk rangkaian bibliografi oleh Encik Bruce Royan, Director of Information Services, University of Stirling, United Kingdom - Pertimbangan</td>
</tr>
<tr>
<td>4.30 -</td>
<td>Rehat</td>
</tr>
</tbody>
</table>
PRODUCTS AND SERVICES

RADIO AND MOBILE
- Atur 450
- Radio Leased Channel

INTERNATIONAL SERVICES
- Maritime Voicecast
- International Leased Circuits
- Telecast

BUREAU SERVICES
- Birofon
- Public Telex
- Birofeks
- Bureaucard
- Home Country Direct Service
PRODUCTS AND SERVICES

SPECIALISED SERVICES

Radio & TV Broadcasting
Telemetry and Scada systems
Private Optical Fibre Cable
Civil Aviation
Radar and General Private Radio System
Operations and maintenance services
TVRO/Satellite
# KEY STATISTICS

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CUSTOMERS BASE (’000)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TELEPHONE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth</td>
<td>8.5%</td>
<td>10.2%</td>
<td>11.3%</td>
<td>14.2%</td>
</tr>
<tr>
<td><strong>TELEX</strong></td>
<td>11</td>
<td>10</td>
<td>9</td>
<td>8.4</td>
</tr>
<tr>
<td>Growth</td>
<td>1.4%</td>
<td>11.6%</td>
<td>11.2%</td>
<td>5.1%</td>
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<tr>
<td><strong>LEASED CIRCUITS</strong></td>
<td>6.7</td>
<td>8.2</td>
<td>10.9</td>
<td>15.5</td>
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<tr>
<td>Growth</td>
<td>15%</td>
<td>22%</td>
<td>34%</td>
<td>42%</td>
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</table>
### KEY STATISTICS

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>CUSTOMERS BASE ('000)</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>MOBILE</td>
<td>17</td>
<td>27</td>
<td>39</td>
<td>55</td>
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<tr>
<td>Growth</td>
<td>61%</td>
<td>57%</td>
<td>44%</td>
<td>39%</td>
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<tr>
<td>MAYPAC</td>
<td>0.5</td>
<td>0.8</td>
<td>0.9</td>
<td>1.1</td>
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<tr>
<td>Growth</td>
<td>139%</td>
<td>44%</td>
<td>19%</td>
<td>27%</td>
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<tr>
<td>TEL/100 POPULATION</td>
<td>6.8</td>
<td>7.3</td>
<td>8.0</td>
<td>8.9</td>
</tr>
<tr>
<td>POPULATION (Mill)</td>
<td>16.5</td>
<td>16.9</td>
<td>17.3</td>
<td>17.7</td>
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</tbody>
</table>
**COMPARISON OF TELEPHONE CHARGES**

*(ONE MINUTE CALL)*

<table>
<thead>
<tr>
<th>CALLS FROM</th>
<th>TO</th>
<th>NEW YORK</th>
<th>LONDON</th>
<th>TOKYO</th>
</tr>
</thead>
<tbody>
<tr>
<td>BANGKOK</td>
<td>$2.40</td>
<td>$2.40</td>
<td></td>
<td>$2.00</td>
</tr>
<tr>
<td>JAKARTA</td>
<td>$2.44</td>
<td>$2.78</td>
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<td>$2.44</td>
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<tr>
<td>KUALA LUMPUR</td>
<td>$1.85</td>
<td>$1.48</td>
<td></td>
<td>$2.00</td>
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<tr>
<td>HONGKONG</td>
<td>$1.58</td>
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<tr>
<td>SEOUL</td>
<td>$2.38</td>
<td>$2.80</td>
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<td>$1.82</td>
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<tr>
<td>MANILA</td>
<td>$2.50</td>
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<td>$1.86</td>
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<td>SINGAPORE</td>
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<td>$1.52</td>
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<td>$1.76</td>
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<tr>
<td>TAIPEI</td>
<td>$3.58</td>
<td>$3.92</td>
<td></td>
<td>$2.43</td>
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<tr>
<td>TOKYO</td>
<td>$2.66</td>
<td>$3.52</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CHARGES ARE IN US$

SOURCE ASIAWEEK NOV 90
PDN INT’L CHARGES COMPARISON

CHARGES ARE BASED ON THE ASSUMPTIONS
DURATION: 30 MIN/DAY VOLUME: 1MB/DAY
DAY PER MONTH: 22 DAYS
TRUNK OPTICAL FIBRE AND DIGITAL MICROWAVE NETWORK

----- MICROWAVE (DIGITAL)
---- OPTICAL FIBRE (PLAN)
------ OPTICAL FIBRE (OPERATION) TOTAL DIGITAL MICROWAVE STATIONS : 235

TELEKOM MALAYSIA
** DIGITALISATION ADVANTAGES **

- Economical
- Increased Efficiency
- Voice/Data Integration
- Quality
- Flexibility

TELEKOM MALAYSIA
CONCLUSIONS

* Wide range of facilities available from Telekom Malaysia to meet networking requirement

* Infrastructure is continually upgraded and extended to meet user needs
INTELSAT SATELLITE STATIONS IN M'SIA
ANALOG SUBMARINE CABLES

Europe
- Saudi Arabia
- Indonesia
- India
- Brunei

Thailand

Canada

Japan

Taiwan

Philippines

Hong Kong

Indonesia

Australia

New Zealand

DSPP22

TELEKOM MALAYSIA
ANALOG SUBMARINE CABLES

Europe

Saudi Arabia

Indonesia

India

Brunei

Malaysia

Thailand

Canada

Japan

Taiwan

Singapore

Phillipines

Hong Kong

Indonesia

Australia

New Zealand

DSPP22

TELEKOM MALAYSIA

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INTERNATIONAL LEASED CIRCUITS (USING IBS)

* Digital Leased Circuits to International destinations via Satellite
* Using dedicated earth stations near to customer premise
* Available to USA, Europe and Japan
INTERNATIONAL LEASED CIRCUITS
(USING IBS)

* There are four (4) IBS earth stations:
  - two in Kuala Lumpur
  - two in P. Pinang

* Catering for destinations within Indian Ocean and Pacific Ocean Regions
NEW SERVICES PLANNED AND UNDER DEVELOPMENT

* Managed Leased Circuit Network (MLCN)
* VSAT
* Store and Forward Fax
* Video Conferencing
* Centrex
* ISDN
MANAGED LEASED CIRCUIT NETWORK (MLCN)

* MLCN comprises network elements which will be managed and controlled by integrated network management system (INMS), equipped with comprehensive testing facilities, automatic synchronisation and automatic rerouting.

* Provide speeds from 1.2KBPS to 2 MBPS.

* Expected to be ready by September 1992
MLCN APPLICATIONS

* Private Network and Corporate Network
* Video - Conferencing
* Voice / Data Integration
* Value Added Service Applications
* Computer Disaster Backup