

1.0 EXECUTIVE SUMMARY

1.1 THE COMPANY

DESABINA INDUSTRIES SDN. BHD. is known as state-backed company operates telecommunication facilities in state of Terengganu. Being a wholly owned bumiputera company in the construction, project management and engineering services in telecommunication and construction industry.

1.2 MISSION STATEMENT

- ❖ Established Malaysian Telecommunication service company for facilities provider & Communication Technology.
- ❖ Recognized independent telecommunications project management one-stop-center in advising government and private clients on telecommunications facilities.
- ❖ Diversifying the entity into other potential areas into the construction area.
- ❖ Promote Excellence thru Human Resource Development and Good Corporate Governance.

Our Customer Satisfaction Guidelines:

- ❖ Our customers determine the value of our services.
- ❖ Feedback from our customers is the source of improvement.
- ❖ Prices and quality are competitive.
- ❖ Promises to our customers deserve rapid response.
- ❖ Comply to the requirements and exceed expectation.

Our Team Spirit:

- ❖ Support each other to be successful.
- ❖ Enjoy the success of your colleagues.
- ❖ Search for solutions, not for excuses.
- ❖ Be active and courageous.
- ❖ Encourage others with your enthusiasm.
- ❖ Think positive and never give up.

2.0 THE COMPANY

2.1 COMPANY BACKGROUND

<i>Registered Name</i>	: Desabina Industries Sdn Bhd
<i>Date and Place Incorporated</i>	: 2 nd November 1993
<i>Business Registration No.</i>	: 280521-M
<i>Registered Address</i>	: <u>Head Office</u> Lot 5158 Blok B-2 Pusat Perniagaan KT Prima Jalan Sultan Sulaiman 20000 K Terengganu Tel No : 09-6244812 Fax : 09-6284811 <u>Branch Office</u> 3190K, Tingkat 2 Bangunan Permint Harmoni Jalan Batas Baru 20300 K Terengganu Tel No : 09-6311782 / 6311801 Fax : 09-6311750
<i>Authorized Capital</i>	: RM 1,000,000.00
<i>Paid Up Capital</i>	: RM 1,000,000.00
<i>Shareholders</i>	: Delcos System Sdn Bhd Noor Raihan Binti Ali @ Harun
<i>Board of Directors</i>	: Mohd Nasir bin Mohd Yusof Dato' Haji Basir bin Ismail Dato' Haji Muhammad Pehimi bin Haji Yusof Yusof bin Awang Hitam Hajjah Noor Raihan Ali @ Harun
<i>Principal Banker</i>	: RHB Bank Berhad <u>Cawangan Kuala Terengganu</u> A/C No : 21301000078523
<i>Company Secretary</i>	: Zool Management Services Sdn Bhd 80F Tingkat 2, Jalan Petani, 20000 Kuala Terengganu
<i>Auditor</i>	: Mohd Ali Abas & Co

2.2 COMPANY INFORMATION

The company structure, led by the chief executive officer, Datuk Haji Razali Idris is fully committed in playing a lead role especially in the telecommunication facility vendor. 80% of the senior management in the group comprise of strong technical support team which, all have been involved in the Telco industry in the last 10 years and are directly involved in the daily operations of the companies.

Our Human Resource Policy

We currently practice the following policy for HRM:-

10 % - permanent core management team

40 % - permanent engineering / development team

50 % - outsourced

Staff resources

As a group, we have the following breakdown:

Total staff : 25

Breakdown of permanent staff:

Engineers : 4

Management/HR : 6

Technical : 6

Support : 9

2.3 BOARD OF DIRECTORS

Mohd Nasir bin Mohd Yusof

Dato' Haji Basir bin Ismail

Dato' Haji Muhammad Pehimi bin Haji Yusof

Yusof bin Awang Hitam

Hajjah Noor Raihan Ali @ Harun

2.4 MANAGEMENT / EXECUTIVE TEAM

Datuk Haji Razali Idris

Chief Executive Officer, graduated with Diploma in Bussiness Study from Stanfford College. He has 20 years experience with consultant firm.

Tn. Haji Shikh Badrudden Shikh Ismail

Senior Account Manager, graduated with Master of Bussiness Administration from University of Technology MARA (UiTM) and has 16 years experience in Corporate and Telecommunication Industry.

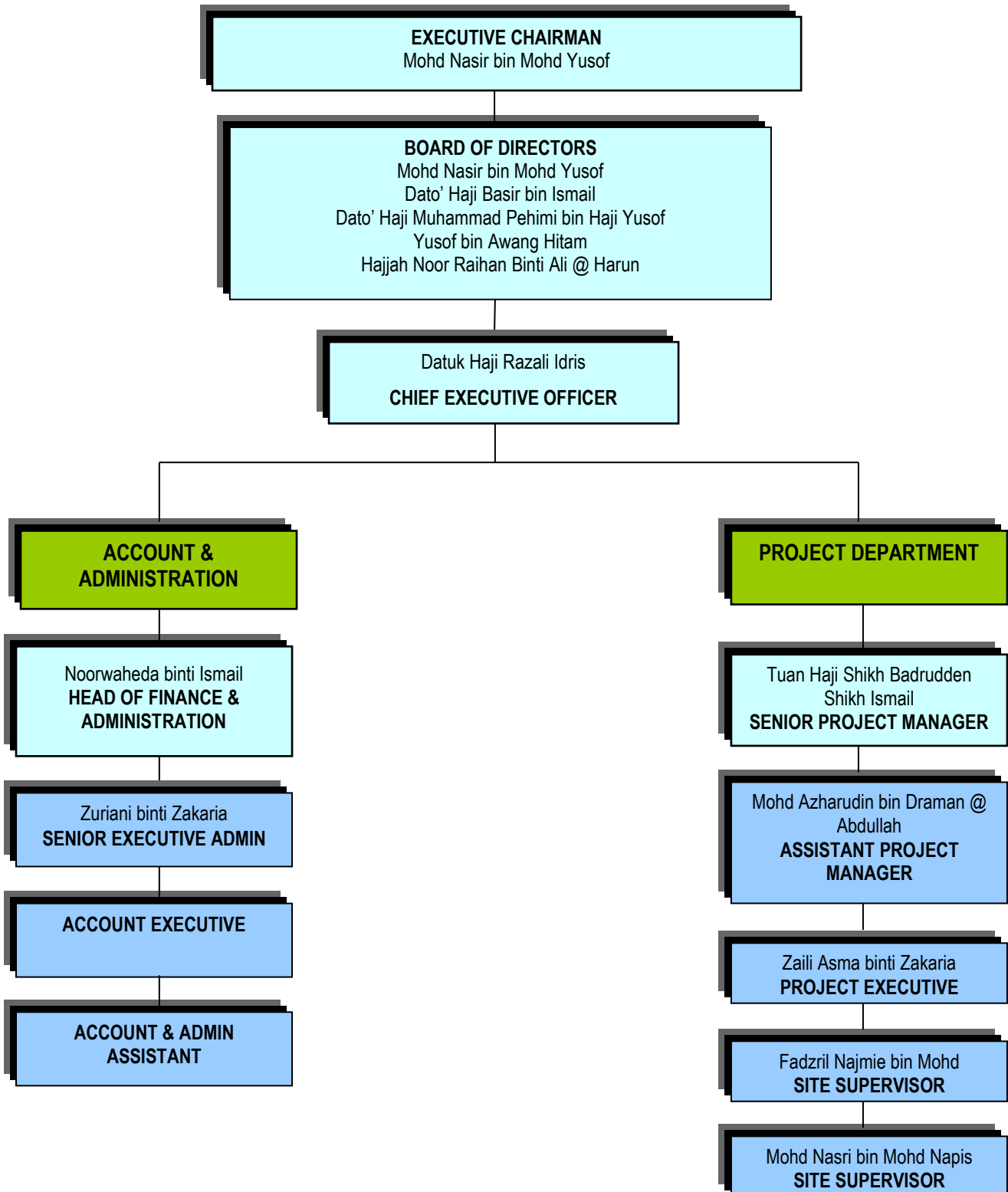
Norliana Bt Mohd Hanafi

Senior Contract Manager, graduated with B.Eng (Hons) Civil Engineering from University of Technology MARA (UiTM). She has worked in telecommunication industry for the past 7 years.

2.5 PROJECT TEAM

No	Name	Address	Contact No.	Position
1	Norliana Mohd Hanafi	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg	013-922 1373	Senior Contract Manager
2	Tengku Ahmad Tg Abdullah	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg.	09-6311801	Senior Liaison / Site Acquisition Executive
3	Ahmad Kamal Sulong	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K Trg.	019-938 9112	Logistic Manager
4	Mohd Azharuddin Deraman	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg	013-702 1405	Project Engineer
5	Mohd Yusri Abdul Halim	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg.	019-915 5448	Project Engineer
6	Maswadi Hamat	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg.	019-260 9902	Project Engineer
7	Mohd Nasri Mohd Napis	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg	012-997 6878	Project Supervisor
8	Tg Amzam Tg Ngah	3190K-2 Bgmn Permint Harmoni, Jln Batas Baru, 20300 K. Trg.	013-939 6233	Project Assistant

DESABINA ORGANISATION CHART



2.6 COMBINED EXPERIENCE AND EXPERTISE

- ❖ Currently project manage the telecommunication facilities in Terengganu. The tasks among others:
 - Conducting a site survey with Celcos (Celcom, Digi and Maxis) to the potential sites and produce report of at least three (3) candidates prior finalised by Celcos.
 - Acquiring land for rental for the selected sites either from State Government or individual landlord. Established a tenancy agreement prior commencing works.
 - Update the site rollout to MCMC (Malaysia Commission of Multimedia and Communication) and Celcos.
 - Ensuring the site design of the confirmed sites are compliance to the T2 Specifications and Local Authority requirement.
 - Simultaneously, submit documents to Local Council and follow up the status before commencing works.
 - Make arrangement to start construction works and project manage all the activities end-to-end and ensure site deliver according to allowable timeframe.
 - Once the site is ready, to inform Celcos to conduct the site acceptance.

- ❖ Supporting MCMC in conducting a “drive test” through out the state to identify the level of service quality of each Celcos in the particular area. Then generate report and submit to MCMC.

2.7 WAREHOUSE

Lot 632, Kg Surau Hj Mat Zin
Bukit Payong
21400 Marang
Terengganu

2.8 MACHINERIES

Machineries are used mainly for the the site implementation and project management purpose.

No	Description	Type	Registration No
1	Kancil	850cc	TAM 3519
2	Kelisa	1000cc	WME 7678
3	5 ton Lorry	Isuzu	WTH 4053
4	7 ton Lorry	Isuzu	BFE 2464
5	5 ton Lorry	Hino	TAY 616
6	Proton Wira	Aeroback	WFM 6431
7	Proton Persona		WSS 4223
8	4WD-Hilux	Toyota	WRA 7396
9	4WD-Pickup	Ford Ranger	TAF 456
10	4WD-DMax	Isuzu	TAS 6988
11	4WD-Rodeo	Isuzu	WJJ 6044
12	Excavator	EX200-Hitachi	ADG
13	Excavator	SK200-3 - Kobelco	JMM 1235
14	Excavator	Sumitomo	WEW 4181
15	Excavator	EX200-Hitachi	WEW 4176
16	Backhoe	Case 580M Series 2	TAJ 9599
17	Backhoe	Type L2-Case	CCA 1590
18	Backhoe	Super L2-Case	TAW 9266
19	Backhoe	Type L2-Case	WET 1912
20	Generator Set (2 nos)		
21	Concrete Mixer (4 nos)	7 Tonne	
22	Steel Bar Cutter (2 nos)		
23	Other working tools		

WAREHOUSE



Own Machineries



Excavator EX-200 Hitachi



Backhoe Case - L2



Backhoe Case 580M



Backhoe Case Super L



Kobelco SK200



Isuzu lorry – 5 ton.



Ford Ranger



Isuzu Rodeo

2.9 THE PROJECT REFERENCE

❖ **Desabina Industries Sdn Bhd – Design and build the Telecommunication Facilities for State of Terengganu (from April 05 – To date). The list of sites are as follows:**

No	Site Name	Pmship/ Client	Sharing Category	Equipment Type	Handover Date
1	Kustem	Celcom	3W (Celcom - Digi - Maxis)	Outdoor	2-Sep-05
2	Air Putih	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	15-Dec-05
3	Pasir Raja	Celcom	3W (Celcom - Digi - Maxis)	Outdoor	24-Apr-06
4	GPP5 Petronas	Celcom	3W (Celcom - Digi - Maxis)	Outdoor	3-Feb-06
5	Felda Neram	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	16-May-06
6	Padang Pulut	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	29-May-06
7	Kg Beladau	Celcom	3W (Celcom - Digi - Maxis)	Outdoor	25-May-06
8	Sg Bari	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	6-Jun-06
9	Tepoh	Digi	3W (Celcom - Digi - Maxis)	Outdoor	2-Feb-06
10	GFTER728_Tembila	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	2-Feb-06
11	Gap_469_Belara	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	3-Feb-06
12	GFTER735_Rasau	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	4-Apr-06
13	GFTER733_Kuala Ping	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	6-Jun-06
14	Paya Rawa	Digi	3W (Celcom - Digi - Maxis)	Outdoor	18-May-06
15	GFTER719_Ldg_Risda	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	28-Jun-06
16	Bdr Ketengah Jaya	Digi	3W (Celcom - Digi - Maxis)	Outdoor	30-Mar-06
17	GFTER723 Padang Kubu	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	29-Mar-06
18	Kuala Besut	Digi	2W (Digi - Maxis)	Cabin 14'x24'	2-Mar-06
19	Kg Guntung	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	7-Jun-06
20	Kg. Teris	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	23-May-06
21	Felda Belara	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	27-Apr-06
22	Kg Pasir Akar	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	12-Apr-06
23	Ladang Gajah Mati	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	24-May-06
24	Felda Mengkawang	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	29-May-06
25	Kg. Bukit Payong	Maxis	3W (Celcom - Digi - Maxis)	Outdoor	26-Apr-06

No	Site Name	Pmship/ Client	Sharing Category	Equipment Type	Handover Date
26	Kg. La	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	26-Apr-06
27	Kg Bukit Wan Lingai	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	27-Apr-06
28	Loji Air Petronas Dungun	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	26-Jul-06
29	Kg. Matang-Kg. Ceting	Maxis	3W (Celcom - Digi - Maxis)	Outdoor	22-May-06
30	Ldg. Ket. Perwira	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	27-Apr-06
31	Kg Sungai Pergam	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	28-Jun-06
32	Kg Gong	Maxis	3W (Celcom - Digi - Maxis)	Outdoor	12-Nov-06
33	Rusila	Maxis	2W (Digi - Maxis)	Outdoor	22-May-06
34	Binjai Rendah	Celcom	2W (Celcom - Maxis)	Outdoor	16-May-06
35	Hospital K Brang	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	15-Nov-06
36	Tajin	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	15-Nov-06
37	KEM K Brang / MRSM	Maxis	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	24-Nov-06
38	Matang K Brang	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	4-Dec-06
39	Cherol	Maxis	2W (Digi- Maxis)	Cabin 14'x24'	30-Dec-06
40	Bkt Bading	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	6-Dec-06
41	Tanggol	Digi	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	24-Dec-07
42	Kg. Rawai Pak Madah	Celcom	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	22-Jan-07
43	Alor Limbat	Digi	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	10-Feb-07
44	AMBS	Digi	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	15-Feb-07
45	Jenang, Bkt Jerong	Maxis	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	15-Feb-07
46	Bukit Diman	Celcom	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	26-Feb-07
47	Seberang Tayor	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	27-Feb-07
48	Semayor	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	20-Mar-07
49	Peng. Ajal	Maxis	3W (Celcom -Digi-Maxis)	Outdoor	22-Mar-07
50	Gong Terap	Celcom	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	26-Mar-07
51	Felda Jerangau Barat	Celcom	3W (Celcom -Digi-Maxis)	Cabin 14'x24'	19-May-07
52	Felda Chalok Barat	Maxis	2W (Digi- Maxis)	Outdoor	5-May-07
53	Felda Tersat	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	18-Jun-07
54	UiTM Dungun	Maxis	3W (Celcom-Digi- Maxis)	Cabin 14'x24'	10-Jun-07
55	Bukit Putera	Maxis	3W (Celcom - Digi - Maxis)	Outdoor	7-Jun-07
56	Kg Pulau Serai	Maxis	3W (Celcom - Digi-Maxis)	Outdoor	8-Ju n-07
57	Batu Buruk	Maxis	4W (Cel- Digi - Maxis-YTL)	Cabin 14'x24'	18-Jun-07
58	Kuala Telemong	Maxis	3W (Celcom - Digi - Maxis)	Outdoor	19-Aug-07
59	Polis HQ Permaisuri	Maxis	2W (Celcom - Maxis)	Outdoor	29-Sep-07
60	Kg Payoh	Maxis	3W (Celcom - Digi - Maxis)	Outdoor	22-Jun-07
61	Kg Pasir Gajah	Maxis	2W (Celcom - Maxis)	Outdoor	28-May-07
62	Kg Kuala Jengal	Maxis	2W (Celcom - Maxis)	Outdoor	6-Nov-07
63	Simpang Bukit Besi	Celcom	3W (Celcom - Digi - Maxis)	Cabin 14'x24'	6-Sep-07

No	Site Name	Pmship/ Client	Sharing Category	Equipment Type	Handover Date
64	Pulau Perhentian	Telekom	Single	RC Bldg 6m x 12m	18-Jun-07
65	Felda Jerangau	Maxis	2W(Digi-Maxis)	Outdoor	9-Jul-07
66	Kg Kepong	Maxis	3W (Celcom - Digi – Maxis)	Outdoor	12-Sep-07
67	Simpang Jeram	Celcom	4W (Celcom - Digi – Maxis-YTL)	Outdoor	11-Oct-07
68	Kg Kruak	Maxis	3W (Celcom - Digi – Maxis)	Outdoor	27-Sep-07
69	Kg Bahagia	Digi	3W (Cel-Digi – Maxis)	Outdoor	29-Dec-07
70	Taman Semarak	Digi	3W Digi – Maxis-YTL)	Outdoor	20-Nov-07
71	Masjid Geliga	Digi	2W(Digi-P1)	Outdoor	19-Nov-07
72	Renek	Digi	2W(Digi-Maxis)	Outdoor	4-Nov-07
73	Kg Pak Wong	Digi	3W (Celcom - Digi – Maxis)	Outdoor	20-Nov-07
74	Kolej Bistari	Digi	2W(Digi-Maxis)	Outdoor	25-Nov-07
75	Kg Chabang	Celcom	2W(Celcom-Maxis)	Outdoor	5-Sep-07
76	Telaga Papan	Celcom	3W (Celcom - Digi – Maxis)	Outdoor	13-Sep-07
77	Perasing Jaya	Celcom	2W(Celcom-Maxis)	Outdoor	18-Jul-07
78	Kem Bari	Celcom	3W(Celcom-Digi-Maxis)	Outdoor	13-Jan-08
79	Kg Kijal	Maxis	2W(Digi-Maxis)	Outdoor	28-Jan-08
80	Kg Tekah Belara	Maxis	2W(Digi-Maxis)	Outdoor	12-Feb-08
81	LPT2 No 1	Celcom	2W(Celcom-Maxis)	Cabin 14' x 24'	31-Mar-08
82	Pulau Musang	Celcom	3W(Celcom-Digi-Maxis)	Outdoor	5-May-08
83	Lubok Lesong	Celcom	3W(Celcom-Digi-Maxis)	Outdoor	1-Jul-08
84	Pgkln Sungai Como	Maxis	Single	Cabin 14' x 24'	16-Jun-08
85	Kg Pasir Dula	Maxis	Single	Cabin 14' x 24'	7-Jul-08
86	Rhu Tapai	Celcom	2W(Celcom-Maxis)	Outdoor	7-Jul-08
87	LPT2 No 7	Celcom	3W(Celcom-Digi-Maxis)	Cabin 14' x 24'	24-Jul-08
88	Risda Trg Tengah	Celcom	2W(Celcom-Maxis)	Outdoor	7-Jul-08
89	Simpang Rasau	Celcom	2W(Celcom-Maxis)	Cabin 14'x24'	24-Jul-08
90	Kg Wa	Digi	Single	Cabin 14' x 24'	17-April-08
91	Cheneh	Digi	2W(Celcom-Digi)	indoor	06-Feb-2008
92	Felda Tenang	Celcom	2W(Celcom-Maxis)	Outdoor	5-Feb-09
93	Merbau Menyusup	Celcom	2W(Celcom-Maxis)	Outdoor	28-Mac-09
94	Kg Peradong	Maxis	2W (Digi – Maxis)	Outdoor	28-Apr-09
95	Kg Tasek	Celcom	Single	Cabin 14' x 24'	28-Apr-09
96	Santong	Celcom	2W(Celcom-Maxis)	Outdoor	3-Aug-09
97	Kuala Menjing	Digi	2W(Digi-Maxis)	Outdoor	14-Jan-09
98	Kg Tok Lib	Celcom	Single	Outdoor	17-Apr-09
99	Payang Kayu	Digi	Single	Indoor	14-May-09
100	Jongok Batu	Celcom	2W(Celcom-Maxis)	Cabin 14' x 24'	16-Aug-09

No	Site Name	Pmship/ Client	Sharing Category	Equipment Type	Handover Date
101	Felcra Bkt. Kapah	Digi	Single	Indoor	29-Jul-09
102	Kolej Islam K Berang	Maxis	2W(Celcom-Maxis)	Indoor	15-Jul-09
103	Bukit Cempaka	Celcom	2W(Celcom-Maxis)	Indoor	5-Feb-09
104	Bukit Gerai	Sapura	Single	Outdoor	7-Apr-09
105	Binjai Stesen	Celcom	2W(Celcom-Maxis)	Indoor	7-Jan-09
106	Bukit Kesting	Maxis	Single	Indoor	13-Jan-09
107	Kg Darau	Maxis	2W(Celcom-Maxis)	Indoor	15-Jan-09
108	Six Villa Inn	Digi	2W(Digi-Celcom)	Indoor	14-Jan-09
109	RISDAM	Celcom	2W(Celcom-Maxis)	Cabin 14' x 24'	30-Dis-2009
110	Kg Air Terjun	Maxis	2W(Maxis-Digi)	Outdoor	05-Nov-09
111	TDM Sri Bandi	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	15-Sept-09
112	Kg Jong Berlabuh	Digi	2W(Digi-Cecom)	Cabin 14' x 24'	10-Sept-09
113	Desa Solehah	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	2-Sept-09
114	Kg Paman	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	25-Sept-09
115	Kg Teladas	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	2-Sept-09
116	Ldg Risda 6	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	20-Sept-09
117	Felda Neram 2	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	15-Sept-09
118	Mak Lagam	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	25-Oct-09
119	Felda Kerteh 4	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	12-Sept-09
120	Ladang Air Putih	Digi	2W(Digi-Celcom)	Cabin 14' x 24'	18-Sept-09
121	Masjid Wakaf Tembusu	Maxis	Single	30m Minaret	15-Jul-09
122	Kg Bukit Apit	Maxis	2W(Celcom-Maxis)	Outdoor	15-Dis-09
123	Mercang	Maxis	Single	Outdoor	15-Dis-09
124	Kg Dendang	Maxis	Single	Cabin 14' x 24'	03-Jan-10
125	Gong Bayor	Maxis	2W(Celcom-Maxis)	Cabin 14' x 24'	01-Apr-10
126	Kuar 2	Celcom	2W(Celcom-Maxis)	Cabin 14' x 24'	27-Jan-10
127	Kg Tengah	Maxis	2W(Celcom-Maxis)	30m lampole	6-Jul-10
128	Bukit Puteri	Maxis	2W(Celcom-Maxis)	30m lampole	7-Jul-10
129	Depu 2	Celcom	3W(Celcom-Maxis-YTL)	Outdoor	10-Ogos-10
130	Teluk Kalong	Celcom	2W(Celcom-Maxis)	Outdoor	07-Sept-10
131	Kg Banggol Tok Lib	Celcom	Single	45m Monopole	11-Nov-10
132	Balai Besar	Maxis	Single	45m Monopole	28-Okt-10
133	Kg Wakaf Mempelam	Maxis	2W(Maxis-YTL)	30m Lampole	28-Okt-10
134	Kg Tebakang	Celcom	Single	30m Lampole	12-April-11
135	Kg Pelung	Celcom	Single	Outdoor	21-Feb-11
136	Kg Oh	Celcom	Single	Outdoor	21-Feb-11
137	Kg Alur Lek Kasar	Celcom	Single	Outdoor	23-Feb-11

No	Site Name	Pmship/ Client	Sharing Category	Equipment Type	Handover Date
138	Lata Tembakah	Celcom	Single	Outdoor	21-Feb-11
139	Sapura Bari Besar	Celcom	Single	Outdoor	31-Mar-11
140	Kg Lubuk Buaya	Celcom	Single	Outdoor	16-Mar-11
141	Hulu Seladang	Celcom	Single	Outdoor	26-April-11
142	Kg Jelapang	Celcom	Single	Outdoor	09-Mar-11
143	Kg Gong Pak Abu	Celcom	Single	Outdoor	31-Mar-11
144	Kg Bukit	Celcom	Single	Outdoor	09-Mar-11
145	Kg Payang/Kg Fikri	Celcom	Single	Outdoor	31-Mar-11
146	Bukit Jeruk	Celcom	Single	Outdoor	09-Mar-11
147	Kg Pasir Badak	Celcom	Single	Outdoor	09-Mar-11
148	Lubok Teras	Celcom	Single	Outdoor	23-Feb-11
149	Kg Berangan	Celcom	Single	Outdoor	31-Mar-11
150	Padang Guntong	Celcom	Single	Outdoor	26-April-11
151	Bukit Marak Perhilitan	Celcom	Single	Outdoor	27-April-11
152	Ladang Tayor	Celcom	Single	Outdoor	27-April-11
153	Felcra Keruak	Celcom	Single	Outdoor	26-April-11
154	Kg Payong	Celcom	Single	Outdoor	10-Mei-11
155	Kg Pancor Merah	Celcom	Single	Outdoor	11-Mei-11
156	Sg Sayap	Celcom	Single	Outdoor	10-Mei-11
157	Long Beach	Celcom	Single	Outdoor	20-Jul-11
158	Telok Dalam	Celcom	Single	Outdoor	18-Mei-11
159	Kg Lubok Batang	Maxis	Single	Outdoor	22-Feb-11
160	Bukit Jetit	Maxis	Single	Outdoor	30-Mar-11
161	Kg Lentang	Maxis	Single	Outdoor	08-Feb-11
162	Kg Tepus	Maxis	Single	Outdoor	23-Feb-11
163	Kg Rantau Panjang	Maxis	Single	Outdoor	23-Feb-11
164	Bumbung Raja	Maxis	Single	Outdoor	28-April-11
165	Kg Taja/ Kuala Jengai 2	Maxis	Single	Outdoor	08-Mac-11
166	Kg Delong	Maxis	Single	Outdoor	22-Feb-11
167	Kg Serdang	Maxis	Single	Outdoor	22-Feb-11
168	Ldg Gajah Mati 2	Maxis	Single	Outdoor	08-Mac-11
169	Kg Talong	Maxis	Single	Outdoor	28-April-11
170	Kg Kawasan	Maxis	Single	Outdoor	16-Mac-11
171	Ladang Limau/Simpang AMBS	Maxis	Single	Outdoor	16-Mac-11
172	Kg Cemuak	Maxis	Single	Outdoor	30-Mac-11
173	Ldg Salak Tepus	Maxis	Single	Outdoor	12-April-11
174	Ladang Limau Madu	Maxis	Single	Outdoor	08-Mac-11

No	Site Name	Pmship/ Client	Sharing Category	Equipment Type	Handover Date
175	Felda Cador	Maxis	Single	Outdoor	12-April-11
176	Kg Shukor	Maxis	Single	Outdoor	28-April-11
177	Kg Minda	Maxis	Single	Outdoor	11-Mei-11
178	Seberang Takir	YTL	Single	30m PBTS	08-Mei-11
179	Tok Kaya	YTL	Single	30m PBTS	08-Mei-11
180	Masjid Losong	YTL	Single	30m PBTS	08-Mei-11
181	UDM Kusza	Maxis	Single	45m Monopole	21-Nov-11
182	Tebing Tembah	YTL	Single	45m Monopole	29-Nov-11
183	Kuala Kejir	Celcom	Single	Outdoor	19-Sept-12
184	Ter, Kuala Ibai	YTL	Single	45m Monopole	24-Feb-12
185	Mak Chili	P1	Single	30m Lampole	18-Jun-12
186	Tok Jamal	P1	Single	30m Lampole	19-Sept-12

Note: The built sites were shared between the Telcos company, either Celcom, Digi or Maxis, etc. Desabina will own the sites and maintain the facilities, while each telcos will responsible on the equipment respectively. There will be a monthly rental imposed to individual site on each Telco, that is duly formulated and agreed by between Telcos and Desabina.

◆ **PROJECT :**

Pelaksanaan Projek Jalan Chukai Air Putih, Km 18- KM 22 (Sg. Musang)
Kemaman, Terengganu Secara Rundingan Terus.

Contract Price : RM 5,691,590.80
Duration of Contract : 10 Feb 2003 - 9 Feb 2004

◆ **PROJECT :**

Cadangan Membina Dan Menyiapkan Ibu Pejabat Polis Daerah Gua Musang
Di Gua Musang, Kelantan. (Kerja-Kerja Bangunan) Sub-Con.

Contract Price : RM10,550.000.00
Duration of Contract : 1 Jul 2001 - 1 Mei 2002

◆ **PROJECT :**

Pembinaan Dan Penyiapan Jalan Masuk Ke Felcra Bukit Changkul Pak Abas,
Marang, Terengganu.

Contract Price : RM1,571.193.00
Duration of Contract : 28 Jan 1991 - 31 Dis1992

3.0 PROJECT MANAGEMENT

Desabina's experience is that Project Management is a key element necessary to ensure the success of the project.

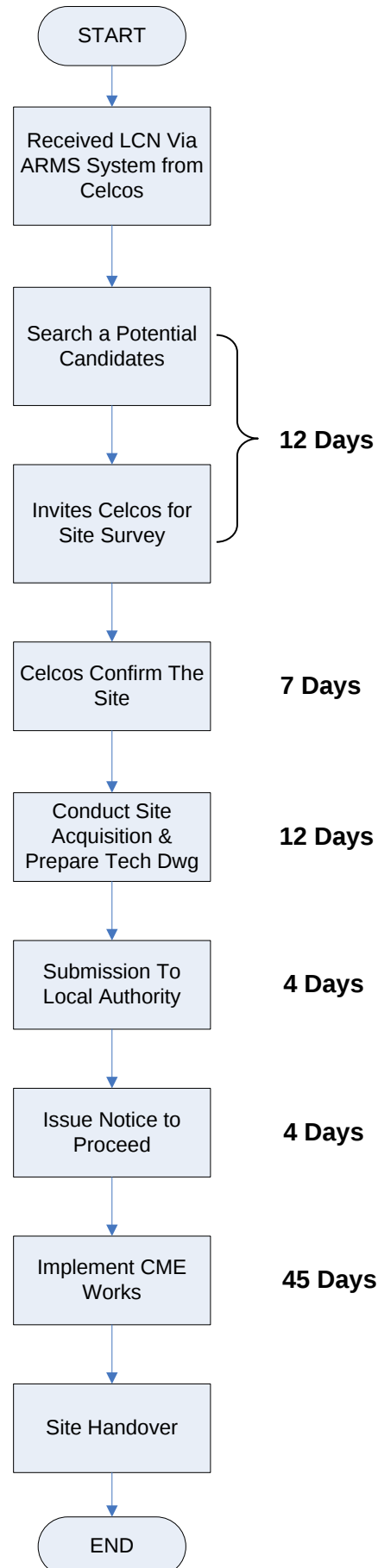
Therefore, Desabina understands, and is committed to, the application of proper Project Management controls. We will implement the necessary controls and techniques to ensure that the project is a quality installation, completed on time and within budget.

Thus, the organization is structured with three management levels and is organized to operate efficiently, with central leadership and sufficient field operating control to make effective daily decisions possible.

All teams will regularly report their implementation progress to the Program Management Team which leads by Project Engineer. They will use this information to assess total project implementation progress including meeting financial commitments and schedule dates. Each team will submit reports detailing progress, problem issues and proposed solutions to the Project Office. Solutions and corrective action support will be integrated by the Project office management group.

Next, the project engineer will advise the Project Manager for further information compilation which later to update in the meeting with MCMC. All the activities are controlled and teams to adhere the given Key Performance Indicator (KPI). The activities can be illustrated as below:

**TELECOMMUNICATION
FACILITY-BUILD PROCESS
(END-TO-END)**



3.1 BENEFITS DERIVED

- Trained staff with experience in a range of knowledge, will be able to deliver the site timely and efficiently;
- An operation capable of providing the resources necessary to ensure the timely commissioning and ready to use facility;
- In place support capability to ensure that optimum network operation and performance is achieved;
- A single point of contact for all the entire life span of the customer's network, sites are clustered assigned with a dedicated personnel for efficient monitoring and update;
- A partner committed to a long-term relationship.
- Ensure cost effective and optimization for every deliverable project. The thorough cost control could save client with significant amount of money.

4.0 VALUE-ADDED SERVICES

4.1 WAREHOUSING AND LOGISTICS

As part of a value-added service to its Clients, Desabina offers within its own premises equipment and facilities considered to be necessary for undertaking service contracts. Within a caged and racked area totaling approximately 1,500 sq ft, Desabina provides facilities for inventory storage suitable for major tools, equipment and other materials.

Desabina is in the process of enhancing the warehouse facility. Plan to acquire a land that locates its own building for the warehousing and logistics.

- ❖ Desabina's Warehousing & Logistics services provide for the following:
 - Sufficient human resources and materials handling equipment.
 - Responsibility for the accurate documenting and receiving of inventory from the Client/Purchaser's warehouse.
 - Responsibility for the proper storage incl. protection of inventory from contamination, excessive heat, and undue exposure to sunlight.
 - Responsibility for the issuing and loading of inventory for delivery per Client request.
 - Responsibility for maintenance of accurate records on storage, providing inventory reports periodically required for inventory control purposes.
 - Provision of 24-hour security against theft and pilferage.
 - Provision of insurance cover for the equipment at the logistics centre

4.2 SITE ACQUISITION

4.2.1 Perform Negotiation Job

- a. To push landlord to the lowest possible rental to protect company interest. Current Market Value (Land Value) Vs Prevailing Market Rate (Current Rental)
- b. To provide technical advise – land matter if Landlord face difficulties to understand the requirement such as category of land used (some might involve conversion from agriculture to industrial etc.), restriction in interest, encumbrances, endorsement etc.
- c. Consultation on property investment – Return of investment (ROI) , Discounted Cash Flow (DCF) to see NPV (Net Present Value) , Internal Rate of Return (IRR) etc. (The whole idea is to let the landlord knows by renting out the agriculture land to telecommunication company what sort of return they get instead of performing agriculture product.
- d. Company tenancy term – Try our best to make LL follow 100% tenant given by tenant.
- e. Personal touch and sense of belonging when dealing with difficult LL. Personal negotiation skills play a very important role.

4.2.2 Meeting with Landlord

- a. To view the property (Site inspection – suitable or not), legal assess (right of way), topography etc.
- b. To discuss tenancy term and explain to them in details
- c. To ask the owner to show Land Title to prove the ownership.
- d. To understand the status of the land – How many registered owner (still alive or passed away – to take necessary action)

4.2.3 Dealing With Government Agencies

- a. JUPEM (Jabatan Ukur Dan Pemetaan) – Buy RSS (Revenue Survey Sheet) – To trace the wanted land.
- b. Land Office and PTG (Pejabat Tanah dan Galian) – conduct title search, quit rent, PR with SO (Settlement Officer) to assist on land acquisition.
- c. Town Planning Department – To check zoning and current land use, land conversion etc.
- d. Local Authority – Assessment Plan and Layout approval etc.
- e. JKR – To verify legal access (right of way)
- f. Jabatan Hasil – Stamping

4.2.4 Telecommunication Survey

Conduct Site Survey with RF Engineers, Transmission (Microwave) Engineers and Civil Engineers. Discuss with them what need to be done, provide the best required spot for RF and transmission design (LoS). Advise in term of the site feasibility and commercial implication for the critical location.

5.0 PROJECT PHOTOS

Finished Sites - Several Sites from the List



Site GPP5, Paka



Site Bukit Bading



Site Jenang, Bukit Jerong



Site Bukit Diman

Work In Progress - Various Stages at Site



14' x 24' Cabin installation is in progress



Tower foundation works are in progress at site.



Materials being unload from barge at Pulau Perhentian



Transferring construction materials via 300 tones barge at Pulau Perhentian.



Workers preparing the formworks for the cabin plinth.



Cable gantry work is in progress.

- APPENDIX-