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**MEDIA CLIPPING**

<b>Client :</b>	<b>Privasia Technology Berhad</b>	<b>Date :</b>	<b>24 June 2013</b>
<b>Media :</b>	<b>Bernama (online)</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>English</b>		

## **Privasia Aims To Double Revenue From Telecommunication Business**

KUALA LUMPUR, June 24 (Bernama) -- Privasia Technology Bhd intends to double revenue contribution from its telecommunications segment in the next two years, from RM10 million recorded last year.

The local player in the Information Communication Technology (ICT) outsourcing and consulting, intends to double the contribution from last year's 22 per cent, by building up its distributorship of telecommunication devices portfolio.

"Over the years, we continued to evolve from a niche IT player in the outsourcing and consulting space, to become a technology partner to not only business enterprises but also telecommunication service providers.

"Our partnership with ZTE Corporation will certainly enhance our profile, as we extend our expertise to newer markets," Privasia Chief Executive Officer and Managing Director Puvanesan Subenthiran said in a statement.

Recently, Privasia's wholly-owned subsidiary, Spring Reach Distribution Sdn Bhd, signed an exclusive distributorship agreement with ZTE (Malaysia) Corporation to oversee the distribution and systems integration of its enterprise products in Malaysia and Singapore.

For the financial year ended Dec 31, 2012, Privasia recorded a group revenue of RM60.6 million compared with RM44.1 million registered last year.

The 38 per cent revenue increase was driven by growth in most of the group's business segments, as more companies increased their IT spending.

-- BERNAMA

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<b>Client :</b>	<b>Privasia Technology Berhad</b>	<b>Date :</b>	<b>24 June 2013</b>
<b>Media :</b>	<b>Yahoo News (online)</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>Malay</b>		

**“Privasia sasar ganda pendapatan daripada daripada  
perniagaan telekomunikasi”**

KUALA LUMPUR, 24 Jun (Bernama): Privasia Technology Bhd berhasrat menggandakan sumbangan pendapatan daripada segmen telekomunikasinya dalam tempoh dua tahun akan datang, daripada RM10 juta yang dicatatkan tahun lepas.

Peserta tempatan dalam penyumberan luar dan perundingan teknologi komunikasi dan maklumat (ICT) itu berhasrat menggandakan sumbangan daripada 22 peratus tahun lepas dengan membangunkan pengedaran portfolio peranti telekomunikasinya.

"Sejak beberapa tahun ini, kami terus berkembang perlahan-lahan daripada peserta khusus IT dalam bahagian penyumberan luar dan perundingan, menjadi rakan kongsi teknologi kepada bukan hanya perusahaan perniagaan tetapi juga penyedia perkhidmatan telekomunikasi.

"Perkongsiannya kami dengan ZTE Corporation sudah pastinya akan meningkatkan profil kami, ketika kami mengembangkan kepakaran kami ke pasaran baharu," kata Ketua Pegawai Eksekutif dan Pengarah Urusan Privasia Puvanesan Subenthiran dalam satu kenyataan.

Baru-baru ini, anak syarikat milik penuh Privasia, Spring Reach Distribution Sdn Bhd, memeterai perjanjian pengedaran eksklusif dengan ZTE (Malaysia) Corporation untuk menyelia pengedaran dan penyepaduan sistem produk perusahaannya di Malaysia dan Singapura.

Bagi tahun kewangan yang berakhir pada 31 Dis, 2012, Privasia mencatatkan pendapatan kumpulan RM60.6 juta berbanding RM44.1 juta yang dicatatkan tahun lepas.

Peningkatan pendapatan 38 peratus itu dipacu oleh pertumbuhan dalam kebanyakan segmen perniagaan kumpulan kerana lebih banyak syarikat meningkatkan perbelanjaan IT mereka.

-- BERNAMA

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<b>Client :</b>	<b>Privasia Technology Berhad</b>	<b>Date :</b>	<b>25 June 2013</b>
<b>Media :</b>	<b>The Star</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>English</b>		

**Privasia aims to double revenue from telecom segment**

**Privasia aims to double revenue from telecom segment**

**KUALA LUMPUR:** Privasia Technology Bhd intends to double revenue contribution from its telecommunications segment in the next two years, from the RM10mil recorded last year.

The local player in the information and communications technology (ICT) outsourcing and consulting sector intends to double the contribution from last year's 22% by build-

ing up its distributorship of telecommunication devices portfolio.

"Over the years, we have continued to evolve from a niche IT player in the outsourcing and consulting space to become a technology partner to not only business enterprises but also telecommunication service providers.

"Our partnership with ZTE Corp will certainly enhance our profile as

we extend our expertise to newer markets," Privasia chief executive officer and managing director Puvanesan Subenthiran said in a statement.

Recently, Privasia's wholly owned subsidiary, Spring Reach Distribution Sdn Bhd, signed an exclusive distributorship agreement with ZTE (M) Corp to oversee the distribution and systems integration of its enterprise

products in Malaysia and Singapore.

For the financial year ended Dec 31, 2012, Privasia recorded a group revenue of RM60.6mil compared with RM44.1mil in the previous year.

The 38% revenue growth was driven by expansion in most of the group's business segments as more companies increased their IT spending. — Bernama

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<b>Client :</b>	<b>Privasia Technology Berhad</b>	<b>Date :</b>	<b>25 June 2013</b>
<b>Media :</b>	<b>The Edge (online)</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>English</b>		

## **Privasia eyes doubling revenue from telecommunications sector in 2 years**

KUALA LUMPUR (June 25): Information communication TECHNOLOGY (ICT) outsourcing and consulting firm PRIVASIA TECHNOLOGY BERHAD aims to double revenue contributions from telecommunications sector in two years, by building up its portfolio of distributorship of telecommunications devices.

To that end, Privasia's wholly owned subsidiary, Spring Reach Distribution Sdn Bhd recently signed an exclusive distributorship agreement with ZTE (Malaysia) Corporation (ZTE Corporation) to oversee the distribution and systems integration of its enterprise products in Malaysia and Singapore.

In 2012, Privasia only had 22%, or RM10.0 million of its group revenue coming from the telecommunications sector.

In a statement June 24, its chief executive officer and managing director Puvanesan Subenthiran said the company had evolved from a niche IT player in the outsourcing and consulting space, to become a technology partner to not only business enterprises but also telecommunications service providers.

"Our partnership with ZTE Corporation will certainly enhance our profile, as we extend our expertise to newer markets," he said.

He added that in 2012, Privasia only had 22%, or RM10 million of its group revenue coming from the telecommunications sector.

Puvanesan said that going forward, the company was are confident of sustaining similar results in the current year.

"We will also continue to identify areas of growth, either via Merger and Acquisitions or new businesses, that will elevate us into newer heights," he said.

Puvanesand said Privasia's clientele base to date included government agencies such as the Royal Customs Department, as well as blue-chips corporations and institutions including Westports, Malaysia Airports Holdings Berhad, DRB-Hicom Berhad, RHB Bank Berhad, and University Sabah Malaysia.

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<b>Client :</b>	<b>Privasia Technology Berhad</b>	<b>Date :</b>	<b>25 June 2013</b>
<b>Media :</b>	<b>The Sun</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>English</b>		

**Privasia to widen reach**

## Privasia to widen reach

**KUALA LUMPUR:** Privasia Technology Bhd intends to double the revenue contribution from its telecommunications segment in the next two years from 22%, or RM10 million, recorded last year.

The local player in information and communication technology outsourcing and consulting intends to do this by building up its distributorship of telecommunication devices portfolio.

“Our partnership with ZTE Corporation will certainly enhance our profile, as we extend our expertise to newer markets,” Privasia CEO and managing director Puvanesan Subenthiran said in a statement.

Recently, Privasia’s wholly-owned subsidiary, Spring Reach Distribution Sdn Bhd, signed an exclusive distributorship agreement with ZTE (Malaysia) Corp to oversee the distribution and systems integration of its enterprise products in Malaysia and Singapore.

For the financial year ended Dec 31, 2012, Privasia recorded a revenue of RM60.6 million compared with RM44.1 million last year, up 38%. - Bernama



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<b>Client :</b>	<b>Privasia Technology Berhad</b>	<b>Date :</b>	<b>25 June 2013</b>
<b>Media :</b>	<b>Business Times</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>English</b>		

**Privasia aims to double revenue from telecom ops**

**Privasia  
aims to  
double  
revenue  
from  
telecoms ops**

**KUALA LUMPUR:** Information, communications and technology firm Privasia Technology Bhd aims to double its revenue contribution from the telecommunications sector by 2015.

Chief executive officer and managing director Puvanesan Subenthiran said this will be supported by the company's plan to enhance its distributorship of telecommunications devices portfolio.

In 2012, telecommunications sector contributed about 22 per cent, or RM10 million, of the group's revenue.

Puvanesan said Privasia recently signed an exclusive distributorship agreement with ZTE (Malaysia) Corporation to oversee the distribution and systems integration of its enterprise products in Malaysia and Singapore.

Speaking at the group's annual general meeting yesterday, he said the distributorship deal is timely with the group's expansion plans.

"We are confident that this deal will contribute positively to our topline in the long run," Puvanesan said, adding that the partnership is a win-win situation for both parties.

Privasia's business segments encompass outsourcing and consulting (OCD), E-Procurement (E-Proc), ICT distribution (CDIST), ICT services (CSERV) and satellite-based network services (SAT).

Last year the company's group revenue jumped by 38 per cent to RM60.6 million from RM44.1 million in 2011.

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<b>Media :</b>	<b>Sin Chew</b>	<b>Section :</b>	<b>Business</b>
<b>Language :</b>	<b>Chinese</b>		

**“Priva pushes telecommunications business;  
Aims to double sector revenue within 2 years”**

**PRIVA力推通訊業務  
放眼營收2年內倍增**

(吉隆坡24日讯)资讯科技外包及谘询供应商PRIVA科技 (PRIVA, 0123, 创业板科技组) 放眼通讯业务营业额于2年内双倍增长, 与资讯科技业务贡献达到平均比例。

该公司首席执行官苏巴迪兰在股东大会后表示, 将设立通讯器材分销网络, 于2年内双倍提升通讯业务营业额至2千万令吉, 2年后料与资讯科技业务达到50:50或60:40比例。

2012年, 通讯业务贡献该公司22%营业额或1千万令吉, 近期其旗下子公司亦与ZTE中兴通讯(马)签署独家经销权协议, 分销企业产品至大马及新加坡市场。

他预见将从通讯商缩减开支及大型企业寻求更具效率的通讯方案中受惠, 放眼获取更多长期合约, 谨慎录取双倍数额的经销商及伙

伴, 同时也在积极竞标多项合约。

“目前以促进内部成长为目标, 包括通过并购及强化内部人才计划。”

**手握1.5亿订单**

过去该公司拥有30个经销商及伙伴, 目前订单企于1亿5千万令吉, 可忙碌至2020年。至于是否进军4G市场, 他认为每当通讯领域转换新平台, 市场将涌现新商机, 未来将放眼该领域相关的采购及分销机会。

并购方面, 他表示在还初步阶段, 会持续探讨可辅助现有业务的机会, 并专注在资讯科技领域。

对于业务展望, 他乐观看待公司业绩将持续增长, 因大马资讯科技领域还在成长阶段, 新需求崛起, 供应还不足以应付市场需求, 商机有待发掘。