# **CHAIRMAN'S STATEMENT**



### Dear Valued Shareholders,

As Group Chairman of OCK Group Berhad ("OCK" or the "Group), it gives me great pleasure to present to you the Annual Report and Financial Statement of the Group for the financial year ended 31 December 2014.

## **CHAIRMAN'S STATEMENT**

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Despite market challenges, the telecommunication industry during the financial year remained to be a safe haven for both investors and service providers. Leveraging on the industry positive performance and government initiatives, OCK delivered a revenue of RM185.9 million for FYE 2014 translating to a 22% increase compared to FYE 2013. The Group also achieved a strong growth in profit before tax ("PBT") and profit after tax ("PAT") of RM23.8 million and RM17.1 million, representing an increase of 12.3% and 11.5% respectively.

#### FOCUS AND IMPLEMENTATION

OCK's strong and steady financial growth is a result of the Group's disciplined focus and strategic planning to ensure that the Group is in a position to capitalise on industry growth and opportunities.

During FYE 2014, OCK expanded its regional presence in various emerging markets and positioned itself to capitalise on the region exponential growth of the telecommunication industry. We successfully acquired 85% equity of PT Putra Mulia Telecommunications ("PMT"), a telecommunication managed services company in Indonesia. As at 31 December 2014, PMT provides managed services for more than 11,000 telco sites across Indonesia. Another new subsidiary, OCK Telco Infra Pte Ltd was incorporated in Singapore to capture the opportunities to act as the platform in invest in regional tower leasing business.

#### **EXPANDING OUR SERVICE OFFERINGS**

Domestically, OCK has been continuously working on on-going LTE deployments. In addition to that, we have been expanding our service offering into managed services and fibre installation in order to build our recurring income stream while simultaneously meeting growing industry demands. Under our managed services in Malaysia, OCK manages more than 4,000 telecommunication sites for leading telecommunication service providers.

OCK foresees that managed service offerings will be one of the key growth driver to the Group's revenue as many telecommunication service providers are paying strong emphasis on operational efficiency and cost management. Hence, the decision to move towards outsourcing their managed services for these players.

Further enhancing the Group's recurring income stream is OCK's green energy and power solutions segment. As a qualified engineering, procurement and construction (EPC) contractor, for FYE 2014



OCK completed EPC project works for 3 rooftop solar farms.

In line with the Group's expansion plans, OCK has also been heavily investing in growing the number of professional expertise and talents. Our philosophy has always been to be prepared for our future undertakings. In view of an optimistic year ahead and equipping ourselves for future expansions, we believe that it is essential to have the right people to support our potential growth.

Thus, I would like take this opportunity to welcome Dr. Yap Wai Khee who was appointed as our Group CEO on the 5th January 2015. Dr. Yap brings 21 years of experience in strategy and commercials, with 16 years of experience in the telecommunication industry. OCK believes that, Dr. Yaps leadership will further enhance and support the Group's strategic growth moving forward.

#### **CORPORATE DEVELOPMENTS**

Marking a golden corporate milestone for OCK Group Berhad in 2014 was the successful transfer and listing on the Main Market of Bursa Malaysia Securities Berhad. In light of our Main Market listing, OCK hopes that this will be a recognition of OCK's success in the industry and a testament of the Group's execution capabilities moving forward.

The Group has further strengthened its capital structure by undertaking new shares issuance in 2014. On the 26th June 2014, OCK completed a 20% private placement in two tranches of 28,490,000 shares each raising RM74.07 million. Further to that, on 27th November 2014, OCK issued a total of 176,053,636 bonus shares on a basis of 1 bonus share for every 2 existing shares as a reward to our faithful shareholders.

## **CHAIRMAN'S STATEMENT**

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#### MOVING FORWARD

Moving onwards, we are looking forward for telecommunications service providers to invest heavily to upgrade their networks to be able to support LTE to accommodate the escalating demand for broadband in Malaysia.

As announced in Budget 2014 and Budget 2015, the Government has an investment commitment of RM3.0 billion to build 2,000 telecommunication towers in rural areas. The first phase of towers amounting to 400 towers has been awarded, and the Group will continuously bid for the next few phases of towers that will be awarded in the coming months.

OCK will also be seeking future opportunities in building and leasing more telecommunication sites to increase our recurring income stream to sustain our strong balance sheet.

Apart from focusing on telecommunication network services, the Group will be looking at expanding the contribution from its renewable energy division to build and potentially own more solar farms or other renewable energy plants to strengthen the Group's recurring income.

#### **APPRECIATION**

On behalf of the Board of Directors, I would like to express our heart-felt thanks to all our customers, vendors, suppliers, consultants, associates, bankers and business partners for their continued business, support, loyalty, advice, cooperation and trust. Most importantly, to one of the most important and valued assets of our Group, our management and staff – I wish to take this opportunity to express our gratitude and appreciation for your continued hard work and commitment to the OCK.

To our valued Shareholders and the Board of Directors, I thank you for your endless support, confidence and trust in us. We will continue to work hard in the creation and preservation of shareholders value in the Group.

**Dato' Syed Norulzaman Bin Syed Kamarulzaman** Senior Independent Non-Executive Chairman