



Green Packet sees historic 2012 for its P1 unit

OPTIMISM: Company confident of reaching 500,000 subscribers as it expands 4G coverage nationwide

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GREEN Packet Bhd expects its unit, Packet One Networks (Malaysia) Sdn Bhd (P1), which is among the world's first 4G service providers, to rake in better earnings this year with the strengthening of its 4G service.

Its chief executive officer Michael Lai said 2012 was going to be a historic year for P1.

He said P1 was set to become one of the few telcos attaining profitability in a record time of under five years.

"We have garnered a solid and growing subscriber base of more than 356,000 users in Malaysia as of the third quarter of 2011. We are looking to cross the 500,000 mark this year," he said.

So far, P1 has pumped-in about RM700 million in capital expenditure for its 4G services rollout.

P1 expanded its coverage last year by adding another 650 new sites. With a total of 1,500 sites, it now covers 50 per cent of the population.

Lai said there would be a big coverage roll-out this year because of the good response to the P1 4G service.

P1 4G represents the first large-scale commercial 4G WiMAX deployment in Southeast Asia, and the first large-scale deployment of an 802.16e 2.3GHz WiMAX network outside of South Korea.

South Korea leading operator, SK Telecom, is the second largest shareholder of P1 telecommunications company.

"The rapid and efficient deployment of the P1 4G network is crucial to delivering our commitment to make broadband a right for all Malaysians. This year, we target to

increase coverage to 65 per cent of Peninsular Malaysia," Lai said.

According to Lai, voice service had been introduced as a value-added service for P1 customers.

"The implementation of voice services is a natural but significant step for us towards becoming a fully converged telco," he added.

Last year, P1 announced that it was the first 4G service provider in Southeast Asia to join the ranks of global operators in the Global TD-LTE Initiative (GTI) to champion Time-Division Long-Term Evolution (TD-LTE) technology.

P1 entered into strategic partnerships with Qualcomm and China Mobile to spearhead the technology movement to bring the new wave of 4G evolution to Malaysia.



Green Packet chief executive officer **Michael Lai** says P1 has pumped in RM700 million in capital expenditure for the 4G services rollout.