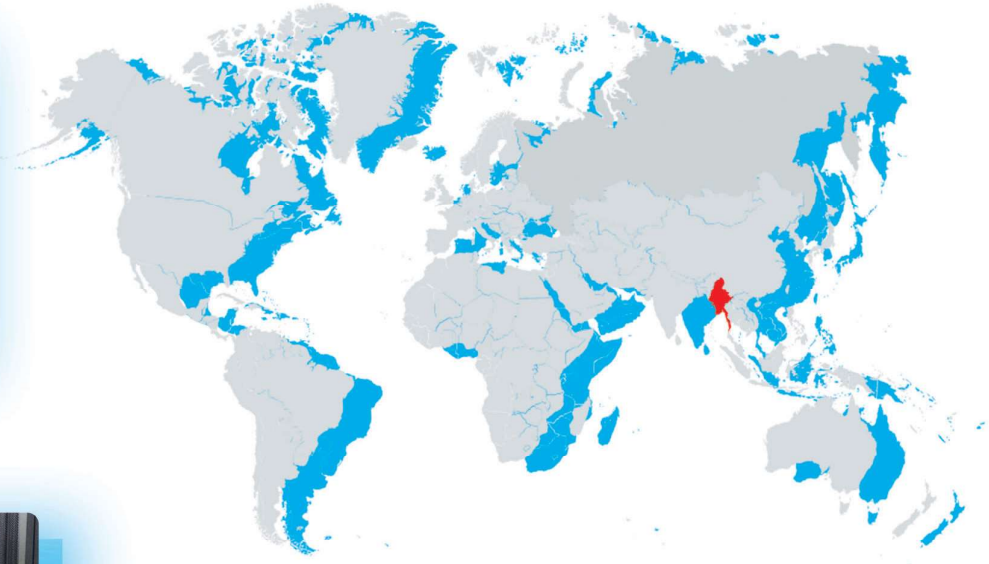
TrustNET solutions

TRUST NET Solutions Co., Ltd.

2016

COMPANY PROFILE

TRUST NET SOLUTIONS



Our Innovative-Tech for your business

OUR BUSINESS, AT A GLANCE

- Data Center Infrastructure Solutions
- VPN Communication Solutions
- Wi-Fi Solutions such as backhaul Solutions
- Hotel Wi-Fi controlling Solutions
- Fiber Cabling (Indoor & Outdoor) Solutions
- Fiber Outsite Plant Solutions
- Disaster Recovery Network Solutions
- DMZ Network Solutions
- Data Center Facility Solutions
- IT Outsourcing Services
- CCTV & Fire Alarm System Installation
- Voice over IP, 3G, PABX System Solutions

IT & Telecommunications Services

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TRUST NET SOLUTIONS

Company Profile

The Establishment

Founded in 2010, Trust Net Solutions was established a reputation for quality work and plans to continue to enhance its image in the industry. The company seeks to become a well-known and respected SI of advanced network solutions by:

- Increasing service offerings.
- Increasing availability and accessibility to current and future customers.
- Creating innovative, unique, and cost-effective solutions to problems currently faced by customers.
- Increase personnel to handle sales, service, and development efforts.

Trust Net Solutions is leading in one of System Integrators in Myanmar. We are specializing in high-performance network designs, Implementation of network infrastructure, IT outsourcing services with SLAs, High-speed fiber transmission networks and Consultant services for both Government sector, Private Sector and financial sector with high quality product and good service.

We have been providing Fiber network services including FTTX services for all over the citywide area, condominium and industries and fiber outside plant service and fiber backbone service because we are one of the Network Facilities (Class) and Network service (NS) licensed companies by Posts and Telecommunications Department, Ministry of Communications and Information Technology, REPUBLIC OF THE UNION OF MYANMAR.

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Company Profile

Vision and Mission

To guide our actions and to serve as an anchor for our company's pursuits, we have created the vision and mission.

Vision of Trust Net Solutions Company Limited

" We are No.1 Technology Centric and high value managed solution company in myanmar. "

Mission of Trust Net Solutions Company Limited

"We provide the best tailor-made infrastructure and data center solutions with our committed services and innovative technology to help our client in accelerating the growth of their business."

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Company Profile

Core Value

Core Value of Trust Net Solutions Company Limited

- 100 % Responsibility
- Discipline
- Positive Thinking
- Mutual Respect
- Team Work
- Continuous Improvement
- Empowerment

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Goals / Objectives

Objectives of Trust Net Solutions Company Limited

- Trust Net Solutions has been continuity in the professional engineers and skills workers.
- All of our customers will be satisfied with our solutions provided.

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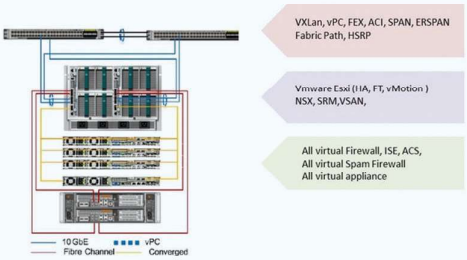
Company Profile

Critical Success Factor (CSF)

Trust Net have invested in below Cisco and VMware Lab room for training and workshop to achieve and sustain superior performance. We intended to focus on practicing Cisco Data Center and Unified Computing System.



Trust Net Solutions recruited and organized well-experienced Network Engineers and also have Cisco Certified engineers such as CCNA, CCNP and VMware engineers such as VCP Certified engineers, Peplink Certified Engineers and EMC Certified engineers.

Service engineers from IBM have been training our engineers once per month about new technology lab such as strategic Data Center, 7 layer security system, Change management about network policy and Engineer Operation Management System for SLA operations.

Having the strategic alliances is one of our CSFs in Fiber Infrastructure and Software Development fields.

Our proposed products are our strong and mutual relation with Trust Net as follow:

- Cisco
- VMware
- Peplink
- EMC
- NetApp
- Tyco Electronics AMP

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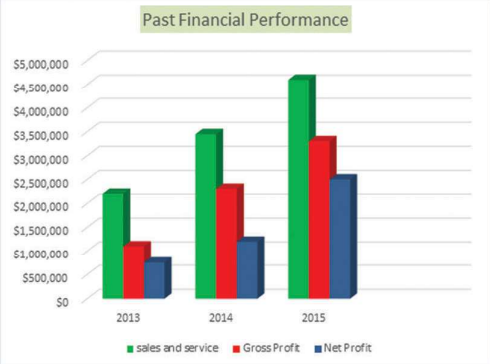
Revenue Streams

Financial Highlight

In our past years, we focused on financial sector, Enterprise companies, foreign factories, Hotels, Oil and gas and NGOs for fulfilling their needs.

- Sales and services through Trust Net's marketing channel ---- Revenues derived from our marketing team contributes up to 60% of total revenues.
- Direct sales and service : Revenues derived from our marketing channel comprises approximately 40% of total revenues.

The below chart titled past performance shows that we have had health growth in sales and service. The more detailed numbers in the past financial performance table include other indicators of some concern:



The main revenue of Trust Net Solutions came from the below solutions:

- Data Center facility
- Next Generation Data Center
- Fiber OSP and Transmission
- Enterprise Network and Security
- IT Outsourcing

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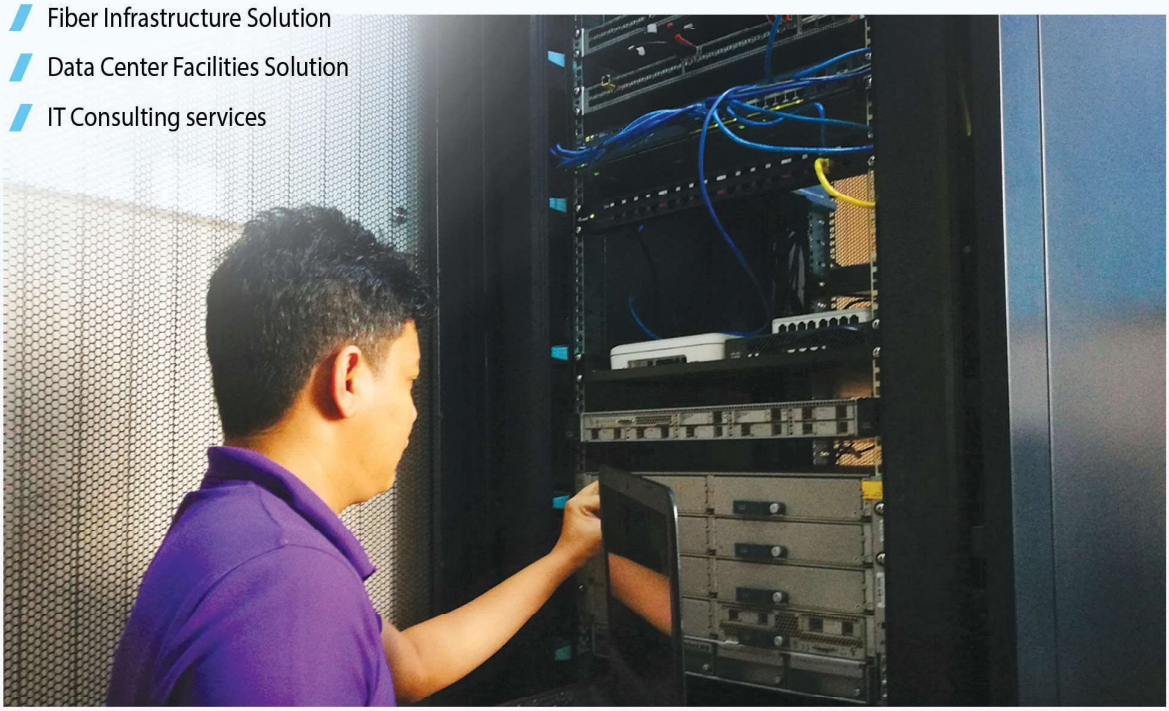
What we offer

Our Talented Solutions

We have achieved the trust of our customers because of our talent solutions with our innovative thinking. As our talented solutions:

- Data Center Core Network Solution
- Disaster Recovery Network Solution
- 3G, 4G Mobility VPN Communication Solution
- Wireless solutions such as backhaul solution, Hotel Wi-Fi controlling solution, Point to Multipoint solution
- IT outsourcing and maintenance services with SLAs
- Fiber outside Plant Solution
- Fiber Transmission Solution
- Fiber Infrastructure Solution
- Data Center Facilities Solution
- IT Consulting services



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What we offer

Data Center Facilities

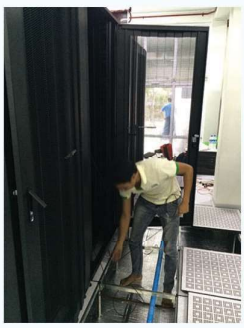
An efficient data center requires the right people and processes. In the Critical Environment Facility industry, you can be assured we offer the best products and services. The ability of an enterprise to achieve its business goals depends on how effective the data center operates. TNS Data Center Facilities Service helps clients develop and maintain well-run data center operations. It is dedicated to guiding enterprises toward highly efficient capacity utilization and high reliability throughout the facility's lifespan.

TNS Data Center Facilities service provides you based data center management processes and procedures that promote the highest levels of capacity, availability and efficiency. TNS will also help you leverage the processes you have, identify operational gaps, and provide governance processes and procedures to help ensure that your data center facility delivers business value.

The final piece of the complete data center facilities services that TNS provides – helps our customers design an environment to meet you space, power, and cooling needs at the desired availability level.

TNS is uniquely positioned to provide you with these below services.

- We have provided data center turnkey solution with cost-effective strategy through the foreign factories.
- Those project managers who meet professional skills in Data Center Facilities Service - implement the whole project in the short time.
- We have provided operational assessments and consulting on a custom basis.
- We have successfully operated our own major data centers.



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What we offer

Out Sourcing

We build IT capabilities that are more scalable, agile, reliable and responsive to business needs. Our infrastructure outsourcing services help clients reduce costs and gain efficiency, flexibility and scalability. We provide a model that allows them to move away from complex and inefficient IT environments. Most of infrastructure requires not only regular upkeep, but also new ways to do things better as well as more with less. Our outsourcing services can help clients for cost saving by reducing the scope, defining quality levels, re-pricing, re-negotiation and cost re-structuring. TNS can offer as the below points.

- To cut help desk costs, our desk outsourcing service helps clients reduce risk through multi-site support and introduce remote or self-service capabilities.
- To reduce total cost of IT ownership, our workplace outsourcing service helps clients provide a more secure and stable environment
- Data center outsourcing service helps reduce complexity, improve utilization, mitigate risks associated with staff turnover and reduce data center operating costs.
- To minimize network downtime and reduce network operating costs, our network outsourcing service helps clients establish a more secure and robust network infrastructure.

TNS Talented Outsourcing Services are as below:

- IT Support Onsite
- Service desk outsourcing
- System administrator Support
- Workplace outsourcing
- Network Outsourcing
- Data Center Outsourcing

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What we offer

Data Center Infrastructure

TNS infrastructure offerings deliver the secure, flexible, and reliable IT infrastructure. It provides the necessary engineering support to right size your infrastructure.

- Improved data center scalability and privacy: Enhance scalability and adaptability of your data center with regular project mentoring for new technologies and consolidation and virtualization and also ensure data security, integrity, and reliability.
- Provided Software Defined Data Center (SDDC): Customized Disaster Recovery Solutions and Active-Active Data Center Solutions based SDDC emerged the technology of 21st century as our customers' need.
- Strategic alliances: We are a partner of Global Vendors likely Cisco System, VMware, Paloalto, Trendmicro, NetApp, EMC and Veeam and co-operate with them for business initiatives.
- Increased competencies: We intended to offer the best solutions fulfilling competencies to TNS engineer team. As a result of that, Server virtualization, Storage, Network and Virtual Desktop Infrastructure became TNS professional offerings.
- Increased business agility: Align data center infrastructure and associated capabilities with business goals to help translate overall business objective into tangible IT services specific to the data center.

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Certified partner achievement

About Cisco

Cisco Systems, Inc. is the worldwide leader in networking for Da. Cisco hardware, software, and service offerings are used to create the Internet solutions that make these networks possible, giving individuals, companies, and countries easy access to information anywhere, at any time.

Specialties of Cisco Premier Certified Partner:

- Data Center: Unified Computing, Unified Fabric, and Unified Management
- Communications and Collaboration: Unified Communications, Collaboration Services, Customer Collaboration, TelePresence
- Network: Switching, routing, wireless, application optimization
- Security: Edge and branch, secure access and mobility, email, web
- Smart Solutions: Integrated, validated solutions that are easy and fast to deploy: BYOD, Virtualized Infrastructure, Virtual Desktop, and Industrial Networking

- Designing Cisco Data Center Unified Computing (DCUCD)
- Implementing Cisco Data Center Unified Computing (DCUCI)

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Certified partner achievement

About VMware

VMware Enterprise Partner

Specializations:

- Server virtualization
- Network virtualization
- Storage virtualization
- Desktop virtualization
- Hybrid Cloud
- Cloud Provider

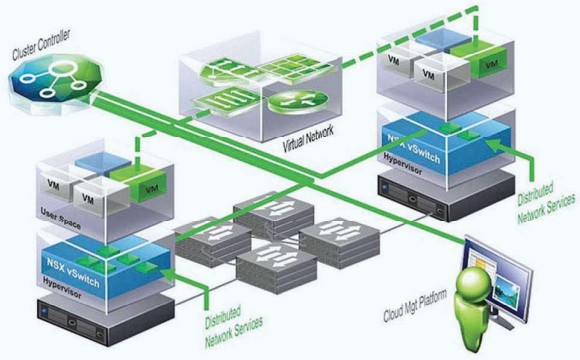
VMware Achhievement Award
Rising Star of the year 2015

vmware CERTIFIED PROFESSIONAL CLOUD

vmware CERTIFIED PROFESSIONAL DATA CENTER VIRTUALIZATION

vmware CERTIFIED PROFESSIONAL NETWORK VIRTUALIZATION

vmware ENTERPRISE PARTNER



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TRUST NET
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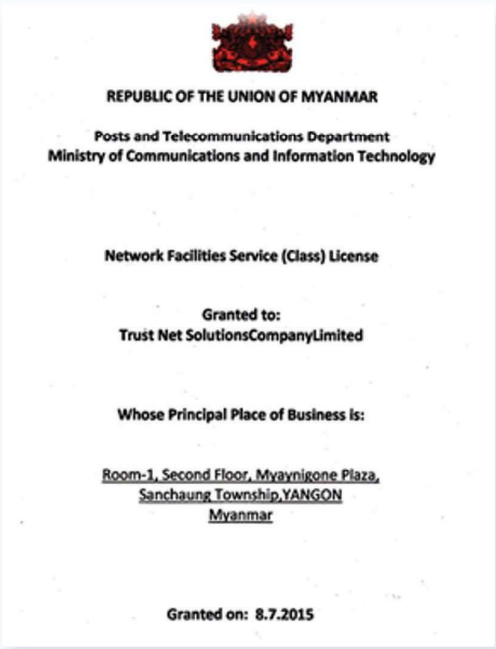
Licenses

NS License and C License



REPUBLIC OF THE UNION OF MYANMAR

Posts and Telecommunications Department
Ministry of Communications and Information Technology

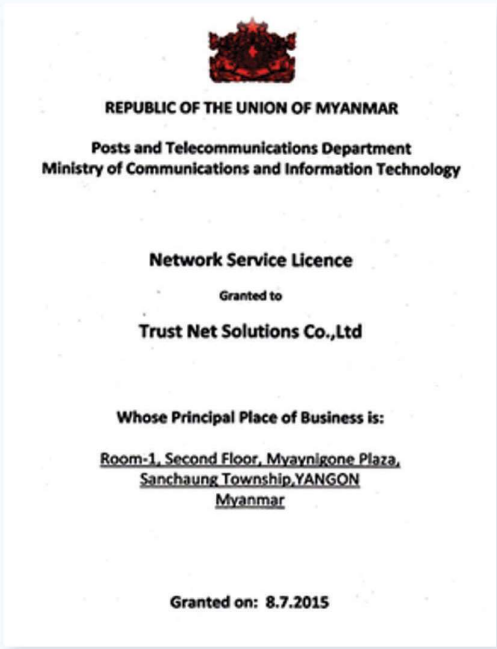
Network Facilities Service (Class) License

Granted to:
Trust Net SolutionsCompanyLimited

Whose Principal Place of Business is:

Room-1, Second Floor, Myaynigone Plaza,
Sanchaung Township,YANGON
Myanmar

Granted on: 8.7.2015



REPUBLIC OF THE UNION OF MYANMAR

Posts and Telecommunications Department
Ministry of Communications and Information Technology

Network Service Licence

Granted to

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Whose Principal Place of Business is:

Room-1, Second Floor, Myaynigone Plaza,
Sanchaung Township,YANGON
Myanmar

Granted on: 8.7.2015

TRUST NET SOLUTIONS

Business Partners

Our Strategic Partners

Cisco, EMC², NetApp, VMware, paloalto NETWORKS, Microsoft, Barracuda, KEMP TECHNOLOGIES, FORTINET, Juniper NETWORKS, WatchGuard, HUAWEI, hp, FUJITSU, peplink, Synology NEW NAS Experience, DELL, Panasonic ideas for life, D-Link, geneko, HIKVISION, PLANET Networking & Communication, FirstMile, CLEANLINE uninterruptible power supply

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Customers

Our Customers

UAB
KOSPA
psi Myanmar
University of Computer Studies
KBZ BANK
dot
UNOPS
SHWE BANK
GRAND GUARDIAN INSURANCE
GLOBAL TREASURE BANK
MYANMAR MICROFINANCE BANK
UMG
Best Western
FISCA
YOE YOE LAY HOTEL
C B BANK
MEGA We Care
SKYNET
BFE
CSL
Jhpiego
FD FAIR DEAL
unicef
I. E. M Company Limited
EAC

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Past Experiences

In the past, Trust Net Solutions had so many experiences in Data Center, Fiber Out site Plant, Fiber Transmission and Infrastructure and Data Center Facility projects for our focused markets such as financial sectors, enterprise companies, foreign factories, Hotels, NGOs, Oil and gas fields. Some of our past projects are as shown in the below tables:

Past Experiences

No.	Clients	Services & Solutions
1	CB Bank	Data Center Core Network Renovation at Head Office - 2012
		Data Center Core Network Renovation at Head Office - 2014
		Data Center Structure Cabling Solution at Head Office
		Centralized VPN Security Solution
		3G Mobile VPN Solution for ATM and branches
2	Myanmar Micro Finanace Bank	New Data Center Core Network Implementation Solution
		VPN Bonding Solution
		BOVPN Solutions
3	MFI Bank	Firewall Security and SSL VPN Solution
4	Global Treasure Bank	Ipsec VPN Security (Mesh Topology) Solution (2012)
		Implementation of AD, MS Exchange Mail and FTP (2012)
5	KBZ Bank	3G Mobile VPN Solution for ATM and branches
6	Central Bank of Myanmar	E-Clearance Network Implementation Solution (Nay Pyi Taw)
7	Central Bank of Myanmar	E-Clearance Network Implementation Solution (Yangon)
8	Central Bank of Myanmar	E-Clearance Network Implementation Solution (Mandalay)
9	YKKO	3G VPN Solutions
10	Thilawa Diary Factory	Factory Network infrastructure Solutions
11	PSI	ICT Data Centre Integrated with Virtualization Environment
12	Myawaddy Bank	3G Mobile VPN Solution for Branch Offices
13	Global Treasure Bank	Data Center facility Solutions
14	Fair Deal	Data Center facility Solutions

Fiber Out Site Plant Solutions

No	Clients	Region	Services & Solutions
1	MPT (KSGM) 1st Phase Project	Bagon Region	Trunk Cable Installation 32Km
2	MPT (KSGM) 1st Phase Project	Rakhine Region	Tower Link Feeder Cable Installa 18Km
3	MPT (KSGM) 2nd Phase Project	Bago Region	Fiber Cable Alignment 48km
4	MPT (KSGM) 2nd Phase Project	Rakhine Region	Fiber Cable Alignment 16km
5	MPT (KSGM) 2nd Phase Project	Oaktwin-TaungNgue	Fiber Cable Alignment 13km
6	MRTV 4	Myeik Region	CATV Project 52 Km
7	MPT (KSGM) 3rd Phase Project	Pathein-NgaPuTaw Link	Exchange to Exchange Trunk Link
8	MPT (KSGM) 3rd Phase Project	WakhaMa-KyoneMaNgay	Exchange to Exchange Trunk Link
9	MPT (KSGM) 4th Phase Project	ShwePyiThar	Fiber Cable Alignment 8km

Key Milestones

Past Experiences

In the past, Trust Net Solutions had so many experiences in Data Center, Fiber Out site Plant, Fiber Transmission and Infrastructure and Data Center Facility projects for our focused markets such as financial sectors, enterprise companies, foreign factories, Hotels, NGOs, Oil and gas fields. Some of our past projects are as shown in the below tables:

Fiber Transmission Solutions

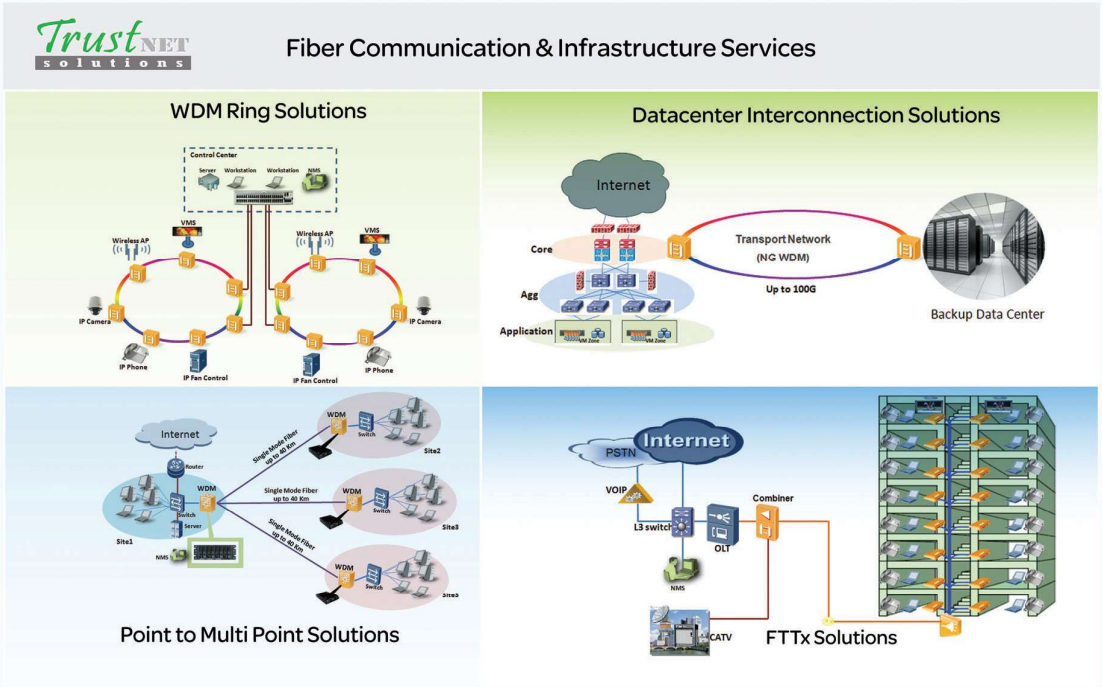
No	Clients	Services & Solutions
1	CB Bank	Fiber lease line and Local Loop FTTX Solution for Core Banking System of CB Bank's ATM, Branches and Money Exchange Provided the whole FTTx solution including OLT, ONU, Fiber cabling, monitoring and maintenance.
2	Myanmar Microfinance Bank	Fiber lease line for Core Banking System between Head Office and Brar
3	Global Treasure Bank	Fiber Lead-Line Solution for Head Office and 8 branches (2014)
4	Unified	Fiber Infra Network Solution
5	KDDI	Fiber Infra Network Solution
6	IEM Offices Building	Fiber Indoor Network Installation

Others IT Products Sales & Solutions

No.	Clients	Services & Solutions
1	MRCS	• CCTV and Fire Alarm Installation • IT Products Sales & Solutions • PABX and IP PABX Solutions • Wireless Solutions • Network Solutions • Fiber Indoor Solutions
2	Pact Global	
3	ILO Myanmar	
4	Win Theingi Co., Ltd.	
5	Plan International	
6	UNAIDS	
7	NEC Thailand	
8	Grand Guardian	
9	MIMU	
10	PTC System	
11	Pact Global Micro Finance	
12	Red Dot	
13	KDDI	
14	CVT Myanmar	
15	Sky Net	
16	Myanmar Advance Solutions	
17	Fair Deal	
18	Amazing Holiday Hotel -Mandalay	
19	UNICEF Field Office Myikyina	
20	UNICEF Field Office Mawlamyine	
21	UNICEF Field Office Lashio	
22	UNICEF Field Office Taunggyi	
23	UNICEF Field Office Hakha	
24	UNICEF Field Office Mandalay	
25	Dawei Development	
26	UNOPS	
27	Europe & Asia Commercial Co., Ltd.	
28	Amazing Holiday Hotel -Mandalay	
29	Fan Valley	
30	Jhpiego	
31	PPTEP	

Future Objectives

In the future, Trust Net Solutions will be building Fiber ISP Network for B2B and co-operating with other ISP providers. Then we will be co-operating with software alliance companies to increase market share. We will be holding "win-win strategy" for our business growth.

Besides, TNS will have proposed Data Center Network Infrastructure projects with the way of cost-effective strategy. We will have been so many ways to achieve competitive advantages than others. TNS will be standing for the most trusted and reliable company in the local and regional markets for our customers and business partners.

Please see the appendices for the photos of some of our project experiences.