

## News Release

### **REDTONE SIGNS MOU WITH TELKOMSIGMA TO PROVIDE MANAGED VALUE-ADDED SERVICES IN INDONESIA**

*Partnership marks REDtone's expansion into South-East Asia and enables it to tap into growing demand for such services in the region*

**Kuala Lumpur, Monday (April 13, 2015)** – REDtone International Bhd (REDtone) is set to expand its footprint to South-East Asia starting with Indonesia following a Memorandum of Understanding (MOU) inked by its subsidiary REDtone Data Centre Sdn Bhd with PT Sigma Cipta Caraka (TelkomSigma), a leading end-to-end IT solutions and data centre services company in Indonesia.

The partnership marks a commitment by both parties to offer managed ICT value-added services and solutions for the Indonesian market where such services are seeing a big increase in demand.

REDtone's tie-up with TelkomSigma is in line with the group's strategy of building a presence in South-East Asia and strengthening its managed value-added services which is one of its four core business pillars.

In Malaysia, amongst the managed value-added services offered by REDtone are data centre services, cloud services and application solutions, teleradiology services and Internet-of-Things (IOT) services.

REDtone said in a statement to the media today that it expects the collaboration with TelkomSigma which is a part of PT Telekomunikasi Indonesia Tbk, to accelerate the growth of its managed value-added services and to pave the way for it to widen its business to other countries in the region.

"Managed value-added services is expected to be one of REDtone's main growth drivers moving forward and we target to increase contribution from this segment to group revenue to 30% in the next three to four years.

“As a start for our tie-up with TelkomSigma, we will look into jointly establishing a Teleradiology Exchange in Indonesia,” said its Group CEO Lau Bik Soon who also added that REDtone is optimistic the partnership will pave the way for other collaborations for the group in South-East Asia.

When set up in Indonesia, the Teleradiology Exchange is expected to help Indonesian hospitals to strengthen radiology service delivery and create cost savings in health care delivery. The teleradiology reporting services will assist in overcoming potentially limited professional resources, shorten the time in providing radiology reports and allow radiology departments to extend their services to remote areas effectively and economically.

Judi Achmadi, TelkomSigma’s President Director said the strategic tie-up with REDtone will facilitate its intention of taking TelkomSigma which already has its own data centre business to a new level of growth. “We will work with REDtone on its proven managed value-added services, starting with solutions for the healthcare services industry. Currently, we are exploring the possibility of jointly establishing a Teleradiology Exchange in Indonesia.

“There’s a clear need for a teleradiology hub in Indonesia to provide a 24-hour reporting service that benefits not only hospitals but patients as well. The hub will allow easy access and real-time sharing of quality medical images and clinical information over the Internet, and we can tap on REDtone’s expertise in this area,” he said.

REDtone has its own Teleradiology Exchange located in Damansara Perdana to serve hospitals in Malaysia and the region with teleradiology reporting services. The Teleradiology Exchange, implemented with cutting-edge technology, allows anytime, anywhere access of medical images via mobile devices and networks securely with no loss of medical grade quality.

REDtone also has two data centres in Malaysia focusing on offering high-value services such as business continuity, disaster recovery and managed data centre services to niche segments namely the corporate, media and entertainment, government and SME/SMI sectors.

Besides managed value-added services, REDtone’s three other key business pillars are telecommunications services, managed telecommunications network services and mobile services.

## **About REDtone International Bhd**

REDtone International Bhd is an integrated telecommunications solutions provider catering to niche market segments. It is listed on Bursa Malaysia. A well respected home-grown brand founded in 1996, REDtone has evolved from a voice provider to one that offers an extensive range of services under four main categories: (i) ***telecommunications services*** – it offers data and voice services to government, enterprises and SMEs. REDtone is the only service provider in the industry to provide infrastructure integration expertise. Its access to a unique suite of last mile technologies also enables it to offer broadband-on-demand. (ii) ***managed telecommunications network services*** – this includes building, maintaining and operating large scale WiFi hotspots, base stations and fiber infrastructure. (iii) ***managed value-added services*** – it offers data centre services, cloud services and applications and healthcare solutions to enterprises, government and healthcare industry. (iv) ***mobile services***.

Beyond Malaysia, REDtone operates in Shanghai, China under REDtone Asia Inc, a US OTC Bulletin Board-listed company. Its China business is discounted call services and mobile reload.

REDtone's strong commitment in R & D has yielded technological innovations that have won the Multimedia Super Corridor (MSC) status company over 22 awards in Malaysia and abroad. It currently has eight patents pending for its technological breakthroughs. For more information, please visit [www.redtone.com](http://www.redtone.com).

Issued by : NexusPR Sdn Bhd

On behalf of: REDtone International Bhd

For further information, please contact BG Tay at Tel: (03) 7725 1908 or 012-202 5898;

email: [bgnexuspr@pd.jaring.my](mailto:bgnexuspr@pd.jaring.my)