



REDtone offers Starlink satellite broadband services to government and enterprise customers

Kuala Lumpur (27th November 2023): REDtone Digital Berhad (REDtone) and SpaceX inked an authorised reseller agreement to offer Starlink satellite-based high speed internet services across Malaysia.

With REDtone's team of more than 150 dedicated engineers across the country, the company can quickly deploy Starlink's broadband services to users in remote locations as well as areas with geographical and environmental constraints.

REDtone's Chief Executive Officer, Lau Bik Soon said, "Our strength as a network integrator will enable us to offer seamless satellite-based services to government and enterprise customers.

"We are targeting sectors which are showing an increasing reliance on satellite services such as oil and gas, telecommunications, shipping and maritime, financial services and plantations. These are expected to be a significant driver of market growth in the country and will enhance the company's profitability."

The satellite market in Malaysia is estimated to be worth US\$4.2 billion (RM19.7 billion) by 2025, growing at a compound annual growth rate of 10.9%.¹

He also said, "Today, we also take another step forward to help realise the government's vision to achieve 100 per cent internet access in populated areas. About 3% of Malaysia's population are residing in areas with little or no internet connectivity. This is where we come in to fill the broadband gap via satellite, to enable economic growth, provide access to education and healthcare, and enhance public safety."

REDtone is one of the leading providers of Universal Service Provision. The company is assisting the Malaysian Communications and Multimedia Commission (MCMC) to deploy Starlink satellite broadband services to connect various rural communities across the country.

Currently, there are some 5,000 Starlink satellites in orbit and Starlink has started launching the Gen 2 satellites which promise enhanced speeds. This will enable Starlink to provide digital support to every corner: connecting the unconnected and bridging the digital divide in Malaysia.

¹ [Malaysia Satellite Communication Equipment Market \(2021 - 2027\) | Trends, Outlook & Forecast \(6wresearch.com\)](https://www.6wresearch.com)



As of September 2023, Starlink connects more than 2 million active customers in over 60 countries.

- End -

About REDtone Digital Berhad

REDtone Digital Berhad is a subsidiary of Berjaya Corporation Berhad. Listed on Bursa Malaysia, Main Market, REDtone is a leading integrated telecommunications and digital infrastructure services provider. 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 three main categories:

- (i) **telecommunications services** – it offers data, voice, mobile and managed cyber security 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 telco engineering projects, WiFi hotspots, base stations and fiber infrastructure; and
- (iii) **Cloud & IoT** – it offers smart farming, Internet of Things (IoT), cloud services and applications and data centre services to enterprises and Government.

For more information, please visit www.redtone.com.

About Starlink by SpaceX

Starlink delivers high-speed, low-latency internet to users all over the world. As the world's first and largest satellite constellation using a low Earth orbit, Starlink delivers broadband internet capable of supporting streaming, online gaming, video calls and more. Starlink is engineered and operated by SpaceX. As the world's leading provider of launch services, SpaceX is leveraging its deep experience with both spacecraft and on-orbit operations to deploy the world's most advanced broadband internet system.