

ONEFOX

B L A C K

ONEFOX
Out There We Are One

XOXTM
MOBILE

公司地址 / 公司联络方式 / 营业时间

客户服务：

1-300-888-010

XOX热线：

12273

联络号码：

+603 7882 5000

客户服务热线时间：

24小时包括公众假期

正常运行时间：

9.00 a.m. – 6.00 p.m.

总公司：

XOX COM SDN BHD (Co. No. 709922-X)

XOX MOBILE SDN BHD (Co. No. 813250-K)

**Lot 8.1, 8th Floor, Menara Lien Hoe, No. 8, Persiaran
Tropicana,**

**Tropicana Golf & Country Resort, 47410 Petaling
Jaya,**

Selangor Darul Ehsan.

ONE XOX SDN BHD (1072886-D)

**Lot 5.2, 5th Floor, Menara Lien Hoe, No 8, Persiaran
Tropicana,**

**Tropicana Golf & Country Resort, 47410 Petaling
Jaya,**

Selangor Darul Ehsan.

KEMENTERIAN PERDAGANGAN
DALAM NEGERI, KOPERASI DAN
KEPENGUNAAN



MINISTRY OF DOMESTIC TRADE,
CO-OPERATIVES AND
CONSUMERISM

Akta Jualan Langsung dan Skim Anti-Piramid 1993
Direct Sales and Anti-Pyramid Scheme Act 1993
(Peraturan 4)
(Regulation 4)

LESEN JUALAN LANGSUNG
DIRECT SALES LICENCE
(SATU TINGKAT)

No. Siri AJL: 000215
AJL Serial No.:

No. Lesen: AJL 932178
Licence No.:

Lesen adalah dengan ini diberi kepada:
Licence is hereby granted to:

Nama Perniagaan : **XOX COM SDN. BHD.**
Business Name
Alamat : **LOT 8.1, 8TH FLOOR, MENARA LIEN HOE, NO. 8, PERSIARAN**
Address
TROPICANA, TROPICANA GOLF & COUNTRY RESORT, 47410
PETALING JAYA, SELANGOR.

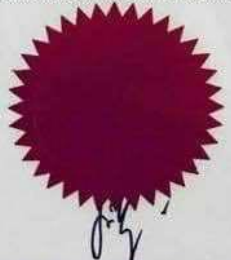
untuk menjalankan perniagaan jualan langsung dari **18 JULAI 2017** hingga **17 JULAI 2019**
to carry on a direct sales business from **18 JULAI 2017** *to* **17 JULAI 2019**

Tertakluk kepada peruntukan Akta Jualan Langsung dan Skim Anti-Piramid 1993 dan peraturan-peraturan yang dibuat dibawahnya, dan syarat-syarat yang dilampirkan bersama:
Subject to the provisions of the Direct Sales and Anti-Pyramid Scheme Act 1993 and the regulations made thereunder, and the conditions attached herewith:

Amaun: RM **1,000.00**
Amount: RM

No. Resit: **KPDNP17002508**
Receipt No.:

Bertarikh: **18 JULAI 2017**
Date:


DATO' SRI JAMIL BIN SALLEH
PENGAWAL JUALAN LANGSUNG
(CONTROLLER OF DIRECT SALES)

ONEXOX拥有正规的AJL
LICENSE (直销牌照)

- **ONEXOX有限公司是XOX新讯的附属子公司，ONEXOX新讯是马来西亚其中一家持有经营全面无线电讯服务的电讯公司，运作于2005年为玛雅移动网络运营商(MVNO)，并在2011年中被列入吉隆坡证券交易所(KLSE)，是个非常强大稳健的电讯公司。**
- 新讯与天地通(CELCOM)策略联盟，拥有全马最广阔的讯号覆盖网及超快的4G上网速度，简单说哪里有CELCOM覆盖网，就哪里有XOX覆盖网，加上ONEXOX与ONETELCO合作提供了全马最独特灵活性的ONEXOX电话服务，ONEXOX则以“超值又节省”为出发点，致力拟定新策略省去庞大的广告费用，换取以最低通话收费率连接至全马，为ONEXOX开拓市场，成为全城最好打的电讯服务。同时也为马来西亚ONEXOX用户提供了一个创业机会，实现财务自由。



你曾想过电讯业在马来西亚每年能够创造多少业绩吗？

又有多少过亿业绩的平台肯与你共享盈利？



	2017	2016 ⁽¹⁾	2015 ⁽¹⁾	2016-2017 YoY Change
FINANCIAL RESULTS				
Financial Indicators (RM'mn)				
Revenue	8,696	8,612	8,601	1.0%
Service Revenue	7,709	8,455	8,520	0.8%
EBITDA ⁽²⁾	4,709	4,551	4,331	3.5%
Normalised EBITDA ⁽³⁾	4,597	4,502	4,445	2.1%
Pro	2,894	2,737	2,460	5.7%
Pro	2,192	2,013	1,747	8.9%
Normalised PAT ⁽⁴⁾	2,086	1,977	1,975	5.5%
Profit attributable to equity holders of the Company	2,192	2,013	1,739	8.9%
Financial Ratios				
EBITDA margin (%)	54.2	52.8	50.4	
Normalised EBITDA margin on service revenue (%)	53.9	53.2	52.2	
PBT margin (%)	33.3	31.8	28.6	
PAT margin (%)	25.2	23.4	20.3	
Normalised PAT margin on service revenue (%)	24.5	23.4	23.2	
Interest cover ratio	7.4	6.7	6.1	
Earnings per share (sen)				
- basic	28.6	26.8	23.2	
- fully diluted	28.6	26.8	23.2	
Dividends per share (sen)	20.0	20.0	20.0	
FINANCIAL POSITIONS				
Financial Indicators (RM'mn)				
Equity attributable to equity holders of the Company	7,042	4,721	4,190	
Total assets	19,643	19,643	18,984	
Total liabilities	9,253	9,253	9,130	
Financial Ratios				
Return on Invested Capital (%)	16.3	18.9	17.9	
Return on Average Equity (%)	37.3	45.2	39.1	
Return on Average Assets (%)	13.1	12.6	11.8	
Net gearing ratio	1.00	1.82	1.86	

2017 年87亿销售额

PART B: EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF THE LISTING REQUIREMENTS OF BURSA SECURITIES

1. Review of Performance

(a) Quarter-on-Quarter (Q4'17 vs Q4'16)

	Current Year Quarter	Preceding Year Corresponding Quarter	Variance	
	31/12/2017	31/12/2016		
	RM'million	RM'million	RM'million	%
Revenue	6,261.1	5,789.4	471.7	8.1
EBITDA	2,325.2	1,979.6	345.6	17.5
PAT ¹	102.3	(272.1)	374.4	137.6
PATAMI ²	24.7	(309.5)	334.2	108.0

¹ PAT : Profit after tax

² PATAMI : Profit after tax and minority interest

Group Performance 6.26 Billions in a Year

Group revenue increased by 8.1% to RM6,261.1 million from RM5,789.4 million in Q4'16 on the back of strong performance in our core operating entities – Indonesia, Malaysia and the Philippines. This was supported by continued traction in the data revenue segment. EBITDA for the Group increased by 17.5% quarter-on-quarter driven by strong increase in revenue growth and cost optimisation drive across the Group.

2017 年62亿销售额

2017 年59亿销售额
INSPIRING 2017

5.91 billion in a Year

CONNECTING OUR CUSTOMERS TO WHAT MATTERS MOST TO THEM BY BEING A RESPONSIBLE, PEOPLE-ORIENTED COMPANY FOCUSED ON GROWTH AND INNOVATION.

11.7million
Customers

8.7million
Internet customers

6.8 GB
average monthly data usage by customers



Customers watch **1.5 million** hours of YouTube a day = 45 times round trip to the Sun and back!

#1
Net Promoter Score

#1
Telco Brand Insisted by Malaysians

RM5.91 billion
Service Revenue

46%
EBITDA Margin

RM1.48 billion
Profit After Tax

RM1.46 billion
Dividend Payout

XOX GROUP FINANCIAL SUMMARY

FINANCIAL RESULTS	FY 2018 RM	FY 2017 RM	FY 2016 RM	FY 2015 RM	FY 2014 RM
Revenue	200,959,634	191,648,275	160,750,055	90,953,086	57,049,972
(Loss)/Profit before tax ("LBT/PBT")	(6,015,098)	2,324,846	(9,050,724)	1,628,276	(1,598,506)
Normalised EBITDA*	655,471	2,355,852	2,530,925	1,628,276	(1,598,506)
(Loss)/Profit after tax ("LATI/PAT")	(6,220,974)	1,988,649	(9,384,581)	1,171,532	(1,576,472)
Depreciation & Amortisation	449,595	2,019,655	2,197,068	1,171,532	(1,576,472)
(Loss)/Profit attributable to Shareholders	(6,275,836)	2,027,090	(9,575,836)	756,511	(1,253,343)
Total Assets	159,672,786	148,247,197	112,797,522	77,739,927	66,104,296
Total Non-current Liabilities	1,496,547	1,739,486	452,672	415,649	101,190
Total Current Liabilities	39,190,612	36,837,723	33,672,646	58,353,924	48,242,378
Shareholders' Equity	118,325,657	109,064,880	78,028,655	18,821,769	18,065,258

FINANCIAL RATIOS

Net Assets Per Share (sen)	11.91	12.80	14.02	5.67	5.44
Net (Loss)/Earnings Per Share (sen)	(0.67)	0.30	(2.66)	0.23	(0.40)

传统电讯

VS

ONEXO

24 HOURS



UNLIMITED HOURS



ONEXOX



为什么选择ONEXO?

- 日常用品
- 循环消费



**TENAGA
NASIONAL**



LEMBAGA AIR PERAK



Shell

anexo

B L A C K

WITH ADVANCE CREDIT

PLAN B10

1GB

20min call

**WE WON'T BURN
YOUR DATA**

KEEP AND USE ANYTIME YOU WANT
UNLIKE OTHER TELCO!

ONEXOX
BLACK
RM10



XOX
MOBILE

PLAN B39

8GB

50min call
50sms

**WE WON'T BURN
YOUR DATA**

KEEP AND USE ANYTIME YOU WANT
UNLIKE OTHER TELCO!

ONEXOX
BLACK
RM39



XOX
MOBILE

PLAN B59

**Best
Seller**

12GB

*Unlimited call
100sms*

**WE WON'T BURN
YOUR DATA**

KEEP AND USE ANYTIME YOU WANT
UNLIKE OTHER TELCO!

ONEXOX
BLACK
RM59



XOX
MOBILE

UNLIKE OTHER TELCO!
KEEP AND USE ANYTIME YOU WANT

MOBILE
XOX

- 无限保留数据
(UNLIMITED CARRY FORWARD)
- 无限共享数据
(UNLIMITED SHARING DATA)
- 可以用回旧号码 (转台),
也可以选新号码
- 接受黑名单者 (ACCEPT
BLACKLIST)
- 没有合约 (NO CONTRACT)
- DATA 没有分周末, 周日
(SAME DATA QUOTA FOR ALL
DAYS)
- 全天候 4G+ 网速

ONEXOX
BLACK
的优势

UNLIMITED CARRY FORWARD

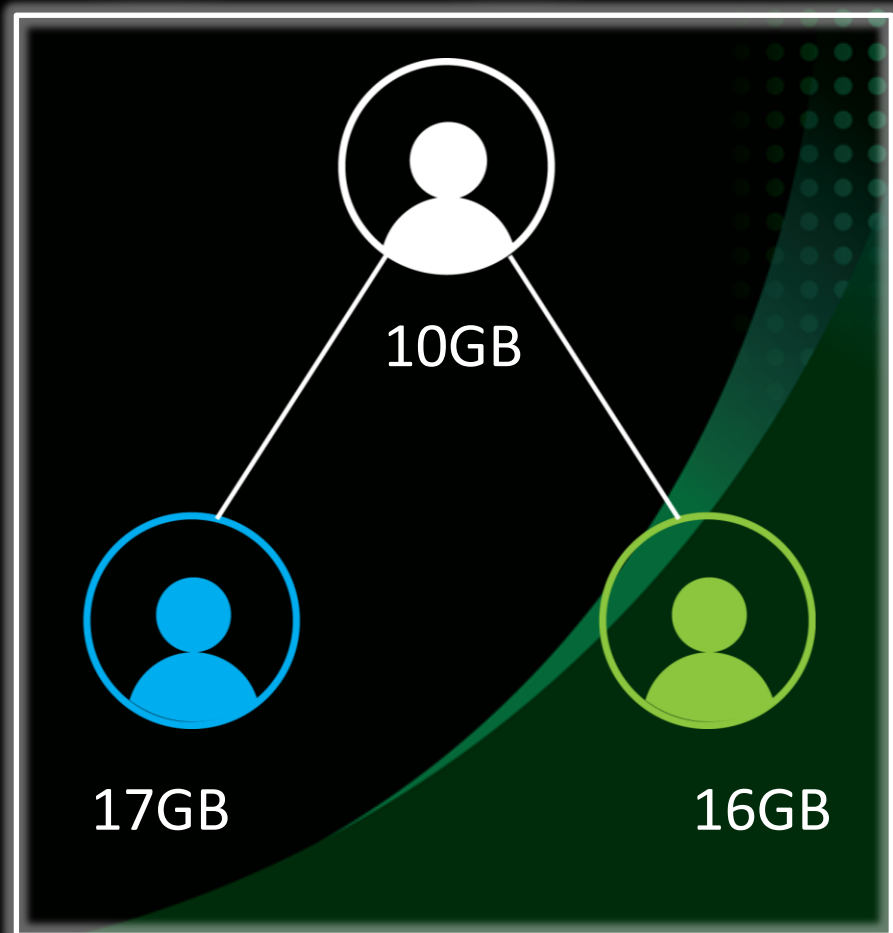
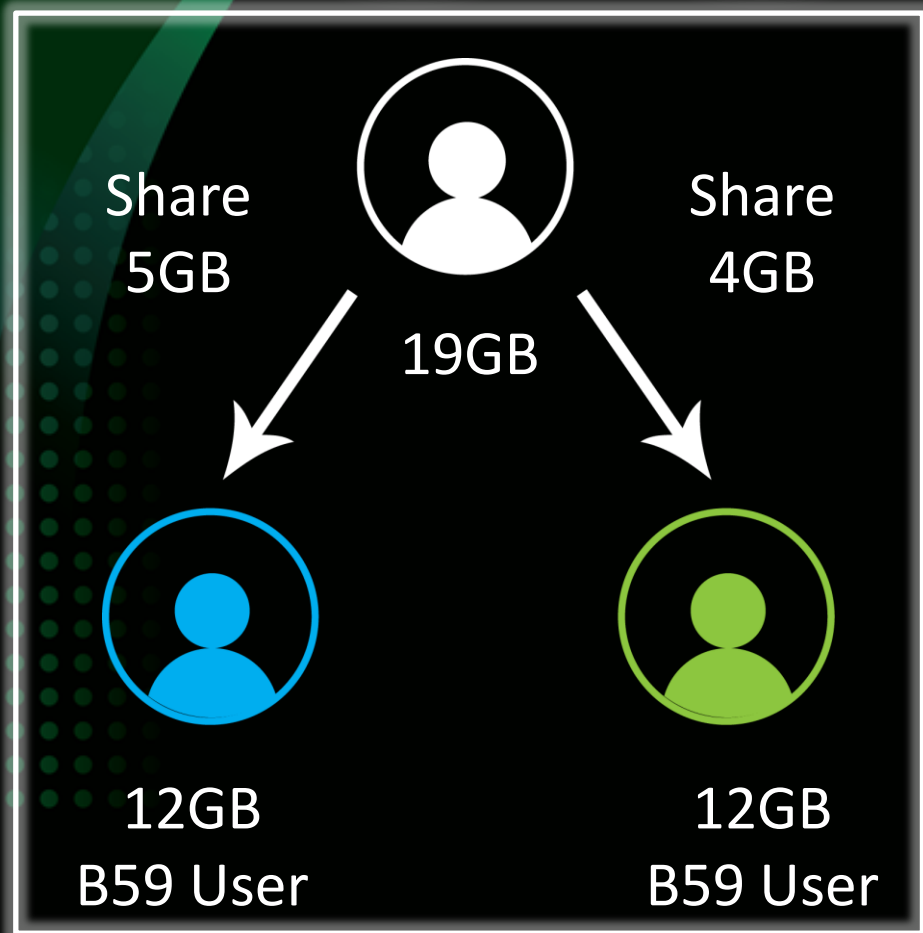


$$\begin{array}{rcl} \text{B39 PLUS 20} & = & 12\text{GB} \\ \text{1st month Used} & = & - 5\text{GB} \\ \hline \text{Bal} & = & 7\text{GB} \end{array}$$



$$\begin{array}{rcl} & \text{Bal} = & 7\text{GB} \\ \text{2nd month Renew Plan} & = & + 12\text{GB} \\ \hline \text{New Bal} & = & 19\text{GB} \end{array}$$

UNLIMITED SHARE



ONEXOX

全马独创电讯共享平台

—— 你准备好了吗? ——

ONEXO FULL-DEALER

加入只需

RM 478

- ✓ 包含10张SIM卡
- ✓ 包含E-CASH RM300
- ✓ 注册系统账户
- ✓ 4代充值佣金: 10% 2% 2% 1%
- ✓ 售卖SIM卡利润: 22%
- ✓ 售卖E-CASH利润: 5%
- ✓ 有权开通Full Dealer

*年满18岁或以上即可注册





欲成为代理条件:

- 年满**18岁**或以上的大马公民
- 必须是**ONEXOX**的活跃用户
- **Black Dealer**必须使用**Black plan (B39/B59)**
- 一个周期 (**6个月**) 必须达到**KPI**

KPI: 必须完成以下其中一个条件

- 完成**100张**注册量
- 售出 **RM500 Erecharge**



- SIM CARD零售利润
- E-CASH
- ACTIVATION INCENTIVE 【AI】 : 60%~120%
- ROYALTY INCENTIVE 【RI】 : 10%
- 代理推荐奖金: RM30

ONEXOX授权经销商的收入来源



SIM CARD 零售利润



**BUY, KEEP,
USE, SHARE**

DATA AND MINUTES
ALL DAY

1~199 PCS 【RM7.80】
200~499 PCS 【RM7.50】
500~以上 PCS 【RM7.30】



Erecharge



RM 21,925.57

Available eRecharge

RM100～RM199 【2%】

RM200～RM399 【4%】

RM400～以上 【5%】

ACTIVATION INCENTIVE (AI)

CAT.	Activation	Incentive (%)	B10	B39	B59	B89	B149
A	1 – 9	60%	RM 6	RM 24	RM 36	RM 54	RM 90
B	10 – 29	70%	RM 7	RM 28	RM 42	RM 63	RM 105
C	30 – 59	80%	RM 8	RM 32	RM 48	RM 72	RM 120
D	60 – 99	100%	RM 10	RM 40	RM 60	RM 90	RM 150
E	100 / above	120%	RM 12	RM 48	RM 72	RM 108	RM 180

佣金计算:

代理注册 1 单 B59, 99 单 B10。佣金算法就是

$1 \times \text{RM}60 (\text{B59}) \times 60\% = \text{RM}36$

$99 \times \text{RM}10 \times 100\% = \text{RM}990$

佣金总共是 RM1026

*** RM1026 分三次发放

第一次 ~ 40%

第二次 ~ 30%

第三次 ~ 30%

*** AI 佣金分三次发放

*** 用户必须还单，代理才能拿到AI佣金

30 天 = 100 条 B59

CAT	#ACTIVATION	B10	B39	B59	B89	B149
A	1 - 9	6	24	36	54	90
B	10 - 29	7	28	42	63	105
C	30 - 59	8	32	48	72	120
D	60 - 99	10	40	60	90	150
E	= > 100	12	48	72	108	180

RM72 × 100 = RM7,200 (AI)

RM59 × 10% × 100 = RM590 (RI) →

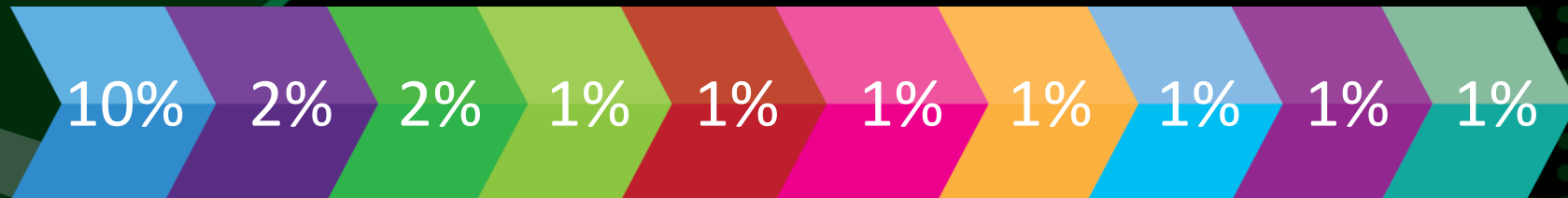
RM49 × 5% × 100 = RM245 (TOPUP)

RM2.20 × 100 = RM220 (SIM)

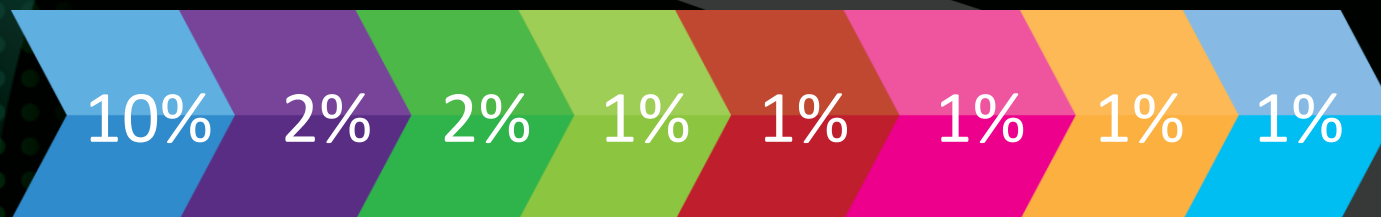
Passive Income

RM8,255.00

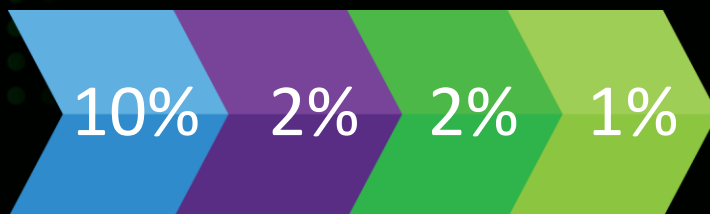
MD (Main Distributor) **21%**
(Tier 10)



AD (Area Distributor) **19%**
(Tier 8)



Full Dealer **15%**
(Tier 4)



月份	总用户	AI 佣金 (主动收入)	10% 佣金 (被动收入)	总收入
1	100	RM2,880.00	RM590.00	RM3,470.00
2	200	RM5,040.00	RM1,180.00	RM6,220.00
3	300	RM7,200.00	RM1,770.00	RM8,970.00
4	400	RM7,200.00	RM2,360.00	RM9,560.00
5	500	RM7,200.00	RM2,950.00	RM10,150.00
6	600	RM7,200.00	RM3,540.00	RM10,740.00
7	700	RM7,200.00	RM4,130.00	RM11,330.00
8	800	RM7,200.00	RM4,720.00	RM11,920.00
9	900	RM7,200.00	RM5,310.00	RM12,510.00
10	1000	RM7,200.00	RM5,900.00	RM13,100.00
11	1100	RM7,200.00	RM6,490.00	RM13,690.00
12	1200	RM7,200.00	RM7,080.00	RM14,280.00
年收入：				RM125,940.00



ONEX LEGION
SINCE 2014

ONEX LEGION 是由我们六位所联手打造的华人团队。从2014年至目前已经有第四个年头，而且我们也是ONEXOX在全马范围里面最大最广的华人团队，从当初的6人发展至今超过5000位代理的团队。除此之外，我们也背负着一种核心价值，就是敬业的去培训代理的精神。毕竟代理们都把时间与精神奉献了给ONEX LEGION的大家庭，我们领导群就有义务要把团队做好。除此之外，我们也无时无刻都开初学班，创业价值班，领导班，新代理培训班，新配套与利润教学，还有一对一领导训练，更有线上线下代理见面分享会。目的就是为了要打打造团队的粘性与凝聚力，让每一位代理都了解自己的愿景，也看懂ONEX LEGION带领下的发展趋势与前景。若我一人是滴水，我们联手是海洋—ONEX LEGION



自律

遵循法纪，自我约束。自律是一种不可或缺的人格力量，没有它，一切纪律都会变得形同虚设。真正的自律是一种信仰、一种自省、一种素质，一种觉悟，它会让你内心强大，永远充满积极向上的力量。

坚持

坚持，即意志坚强，坚韧不拔，持即持久，有耐性。坚持意思是不改变不动摇，始终如一。坚持是意志力的完美表现。坚持也是有毅力的一种表现。

整合

整合就是把一些零散的东西通过某种方式而彼此衔接，从而实现信息系统的资源共享和协同工作。其主要的精髓在于将零散的要素组合在一起，并最终形成有价值有效率的一个整体。







2015

EXOX







2017





2018

