

APPENDIX A (II): Information Requirements for an IoT-NSP Licence Application

1. VISION

- 1.1 The applicant shall describe its vision of its IoT business operations, and how it relates to Brunei Darussalam. The description should include both domestic and international perspectives, if any.

2. ORGANISATIONAL STRUCTURE

- 2.1 The contact information (contact person, address, telephone, fax, email) for the applicant shall be stated.
- 2.2 Applicant shall describe its nature (private or public entity, and if listed, details of public listing), its corporate shareholding structure, composition of the board of directors and the management team. The ultimate ownership, whether direct or indirect, is to be indicated. Related companies (subsidiary, sibling, parents, associated companies, joint ventures, etc.) of the applicants are to be described.
- 2.3 Where the shareholders are foreign parties, details of the corporate structure of the shareholders are to be provided, together with details on voting rights and control possessed by the foreign parties.
- 2.4 Where the applicant will be engaging principal external consultants, the particulars of such consultants and the scope of their consultancy and services shall be provided.
- 2.5 Supporting documentation such as company incorporation information, memorandum and articles of association, latest annual reports are to be submitted as documentary evidence.
- 2.6 Where there are any relevant trust arrangements, all such arrangements shall be disclosed. If there are no such trust arrangements, a declaration should be made stating that such trust arrangements do not exist.

3. FINANCIAL CAPABILITY AND STRENGTH

- 3.1 The applicant shall submit information and documentary evidence regarding:
- 3.1.1 Authorised, issued and paid-up capital;
 - 3.1.2 Credit facilities;
 - 3.1.3 Audited accounts (including profit and loss accounts, balance sheets, cash flow statements and auditor's reports) for the past three years;
 - 3.1.4 Latest interim results;
 - 3.1.5 Budgeted projections (including profit and loss accounts, balance sheets and cash flow statements) for the next three years; and
 - 3.1.6 Details of financial debts, obligations and contingent liabilities for the next three years.
- 3.2 The applicant shall submit its business, financial and funding plans of its proposed investment for the first five years of operation, including:

- 3.2.1 Detailed business plans, with a clear statement and explanation of all assumptions used (e.g., asset depreciation policies, subscriber projections, annual increase/decrease in operating expenditure);
- 3.2.2 Financial ratios including return on assets, return on equity, operating profit margin, net profit margin, current ratio, quick ratio and debt-equity ratio. The formula used in computing each ratio should be provided;
- 3.2.3 Forecasts of the internal rate of return, net present value (NPV) and payback period of the investment. The rate of return normally required by the applicant for capital invested shall also be provided (i.e., the hurdle rate);
- 3.2.4 Detailed plan of all capital expenditure and working capital requirements; and
- 3.2.5 Detailed financing plan with supporting documentary evidence, including the proposed sources of funding and the amounts from each source, the timing of funding initiatives and injection of funds, the planned repayment terms and schedule for loans, loan stock and debentures, credit facilities available, and provisions made for contingent sources of funds.

4. COMPETITION STRATEGIES

- 4.1 The applicant shall describe the strategies that it will deploy to compete in the Brunei Darussalam market in relation to its offered IoT network and services that it intends to provide.
- 4.2 Where relevant, the applicant shall provide descriptions of prior experiences, expertise and track records in relation to providing the network and services, highlighting how they will be translated into competitive advantage.

5. TECHNICAL PLANS

- 5.1 The applicant shall provide the technical details of its deployment plans:
 - 5.1.1 The IoT network configuration to be deployed shall be described. Details of how the IoT network will be connected to the existing InTi and/or SeTi Licensees should be provided.
 - 5.1.2 The IoT network facilities or equipment that will be deployed shall be described in relation to the network configuration.
 - 5.1.3 The IoT network coverage and capacity shall be described, together with expansion and improvement plans over a five-year period.
 - 5.1.4 The IoT network interconnection proposals with other licensees, including interconnection configuration, point of interconnection interface requirements and diversity arrangements shall be stated.
 - 5.1.5 The applicable codes of practices, guidelines and standards that will be adopted to ensure quality of service, security and protection shall be furnished.
 - 5.1.6 The IoT network technologies to be deployed shall be described.
 - 5.1.7 The IoT network rollout plan shall be described.

6. TECHNICAL CAPABILITY

6.1 The applicant shall describe the capability of its technical team, including their expertise, past experience and track record.

7. COMMITMENTS

7.1 The applicant shall describe its commitment for the IoT network and services rollout over the first five (5) years of operations.

8. BENEFITS TO THE CONSUMER AND INDUSTRY

8.1 The applicant shall describe the benefits that it will bring to the consumers and industry in Brunei Darussalam through the IoT network and services to be provided

9. ENHANCEMENT TO THE IOT SYSTEM, CAPABILITY, CAPACITY AND CONNECTIVITY

9.1 The applicant shall describe its plans to enhance its IoT network or system for the long term.

10. TECHNOLOGICAL AND SERVICE INNOVATION

10.1 The applicant shall describe its plans and strategies for technological and service innovation for the long term.

11. MECHANISM FOR CUSTOMER TO ACCESS SERVICES

11.1 The applicant shall describe the mechanisms on how the subscribers will be accessing its services, with a clear statement and explanations, clear diagrams if required;

12. PARTNERS IN PROVIDING THE NETWORK AND SERVICES

12.1 The applicant shall provide the list of partners involve and their roles in providing the services.

13. COMPETITIVE PRICING

13.1 The applicant shall state its pricing plans for the services offered.

14. QUALITY OF SERVICE

14.1 The applicant shall state the quality of service that it intends to deliver through the IoT network and services.

15. CUSTOMER SUPPORT

15.1 The applicant shall describe the customer support that it will be providing in relation to its IoT network and services.

16. RESOURCE LIMITATION AND PHYSICAL CONSTRAINTS

16.1 The applicant shall state any resource limitation or physical constraints that it may face in deploying its IoT network and services.

17. OTHER INFORMATION

17.1 The applicant may submit to the regulator any other relevant information that should be taken into consideration in relation to the licence application.

18. DECLARATION

18.1 The applicant shall make a declaration as to the truth, accuracy and completeness of the information submitted.

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