



# DotAsia Annual General Meeting

## DotAsia AGM 2016

2016.02.21 | APRICOT | Auckland, NZ

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**from.Asia / for.Asia**

# DotAsia AGM Agenda

1. Welcome Remarks
2. DotAsia Operations in 2015
3. Community Works Highlight 2015
4. .Asia Registry Technical Updates
5. Financials (Fiscal Year 2014-2015)
6. Strategic & Operation Plans 2016
7. Member Resolutions (Ratification of Board Elections)
8. Open Discussion

- **Joint Dinner with AP\***
- @ Tony's Lord Nelson Restaurant
- @18:30: gather at SkyCity Grand Hotel Lobby





# DotAsia Operations 2015

*ASEAN – the new engine  
of growth for Asia  
and the World*

*-- Philip Kotler*

# THINK NEW ASEAN!

RETHINKING  
MARKETING TOWARDS  
ASEAN ECONOMIC COMMUNITY

**PHILIP KOTLER  
HERMAWAN KARTAJAYA  
HOOI DEN HUAN**

[www.mheducation.asia](http://www.mheducation.asia)

# 2015 ASEAN Economic Community (AEC)

Population:  
**600+**  
Million

**No.7**  
Largest Economy by GDP

No.6: 

No.8: 

No.9: 

**US\$2.4 Trillion**  
Annual trade exceeding US\$1.4 trillion



**+1**

**96%**  
of enterprises are SMEs

# Top 10 of 12 .Asia from Asia Pacific (by New Creates in 2013-2014)



# Top Economies for .Asia

2015

1. China
- 2. India**
3. Japan
- 4. Indonesia**
5. Australia
- 6. Malaysia**
7. Korea
8. USA
- 9. Singapore**
10. Viet Nam

2014

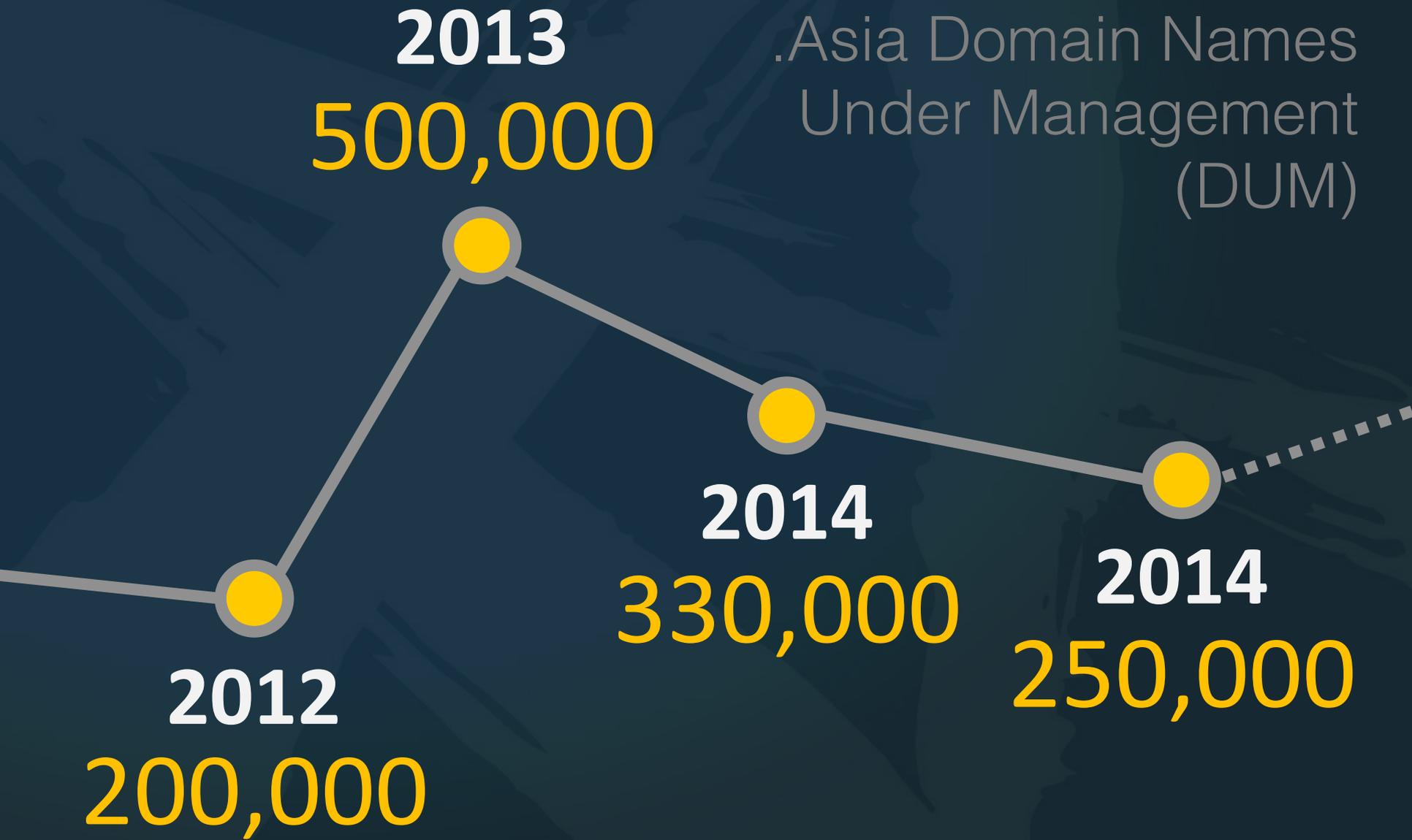
1. Japan
2. China
- 3. India**
4. USA
5. Australia
- 6. Indonesia**
7. Korea
8. Singapore
- 9. Malaysia**
10. Hong Kong

2013

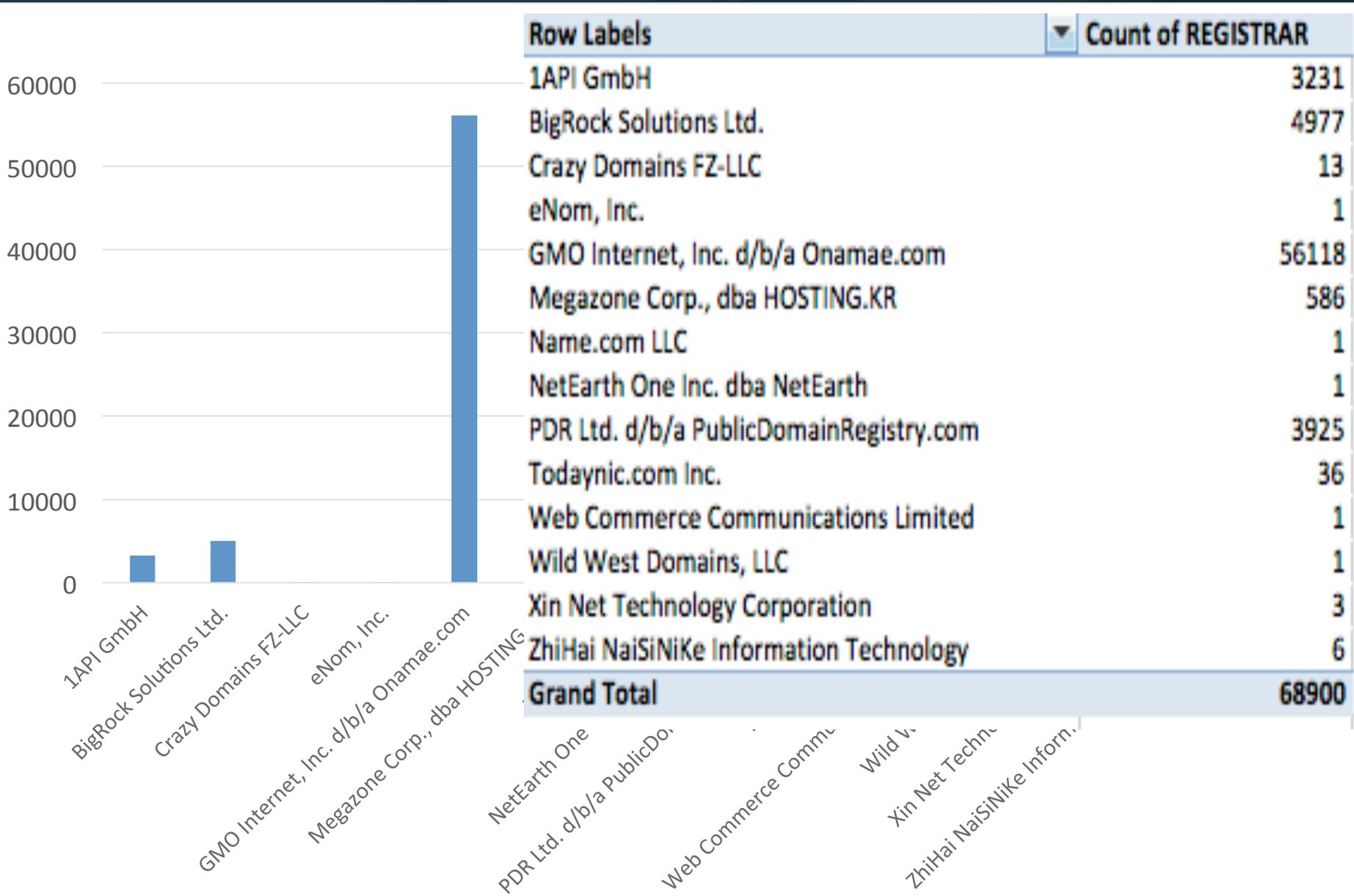
1. Japan
2. China
3. Australia
4. USA
5. India
6. Korea
7. Viet Nam
8. Singapore
9. Hong Kong
10. Germany



.Asia Domain Names  
Under Management  
(DUM)



# Suspended Domains by Registrar







Namesphere 名天科建

[www.namesphere.asia](http://www.namesphere.asia)

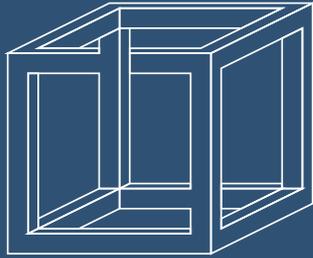




means the world.

.shijie {cn中} | .sekai {jp日} | .segye {kr韓}





**.box**

Internet Things.



**.网站**

Chinese Web.

# Internet of Things

**fridge.john.box**

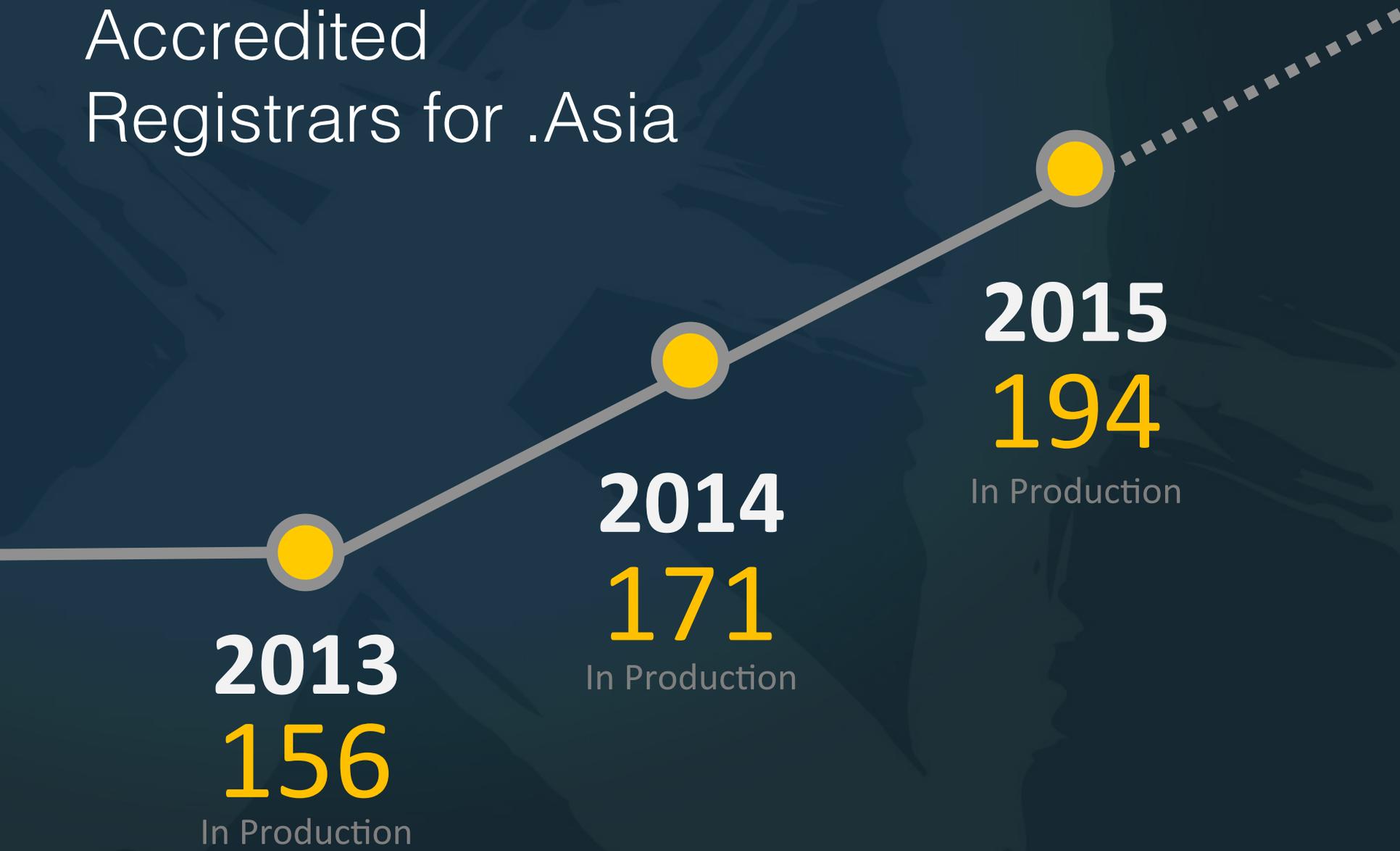
**tv.john.box**

**sink.john.box**

**oven.john.box**

**Internet of Names**

# Accredited Registrars for .Asia



# Recently Accredited Registrars:

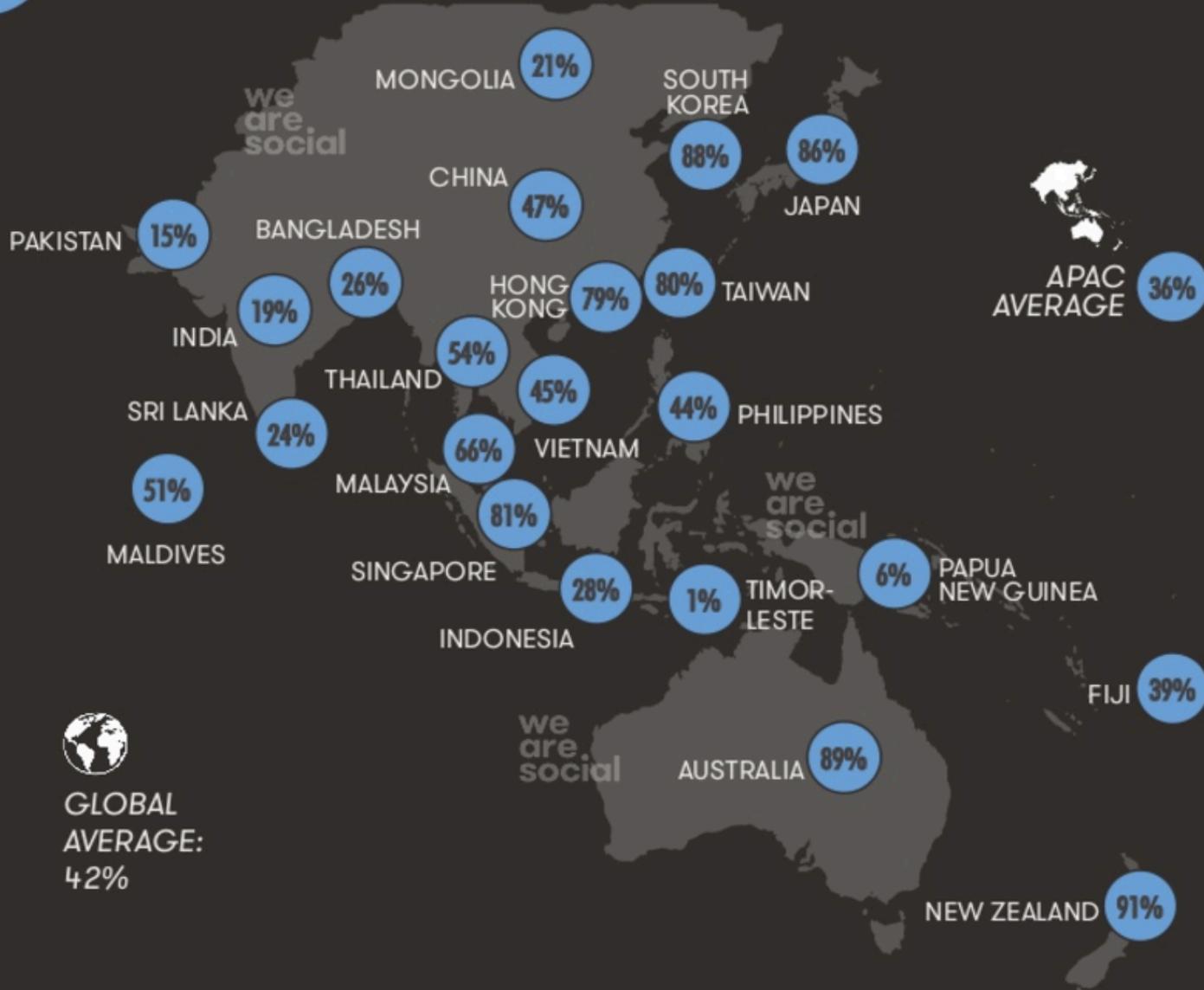
Newly Accredited Registrar	cc	Domains
P.A. Viet Nam Company Limited	<b>VN</b>	540
BR domain Inc.	<b>JP</b>	1
CV. Rumahweb Indonesia	<b>ID</b>	391
Emerald Global Registrar Services Limited	IE	#N/A
Emerald Registrar Limited	IE	4
Epik, Inc.	US	28
Global Village GmbH	DE	107
Intracom Middle East FZE	<b>UAE</b>	#N/A
LogicBoxes Naming Services Ltd	<b>UAE</b>	4
NameCentral, Inc.	US	#N/A
OpenTLD B.V.	NL	1
TLD Registrar Solutions Ltd.	UK	752
Vodien Internet Solutions Pte Ltd	<b>SG</b>	28
Xiamen Nawang Technology Co., Ltd	<b>CN</b>	13



MAR  
2015

# APAC INTERNET USE

NATIONAL INTERNET PENETRATION FIGURES

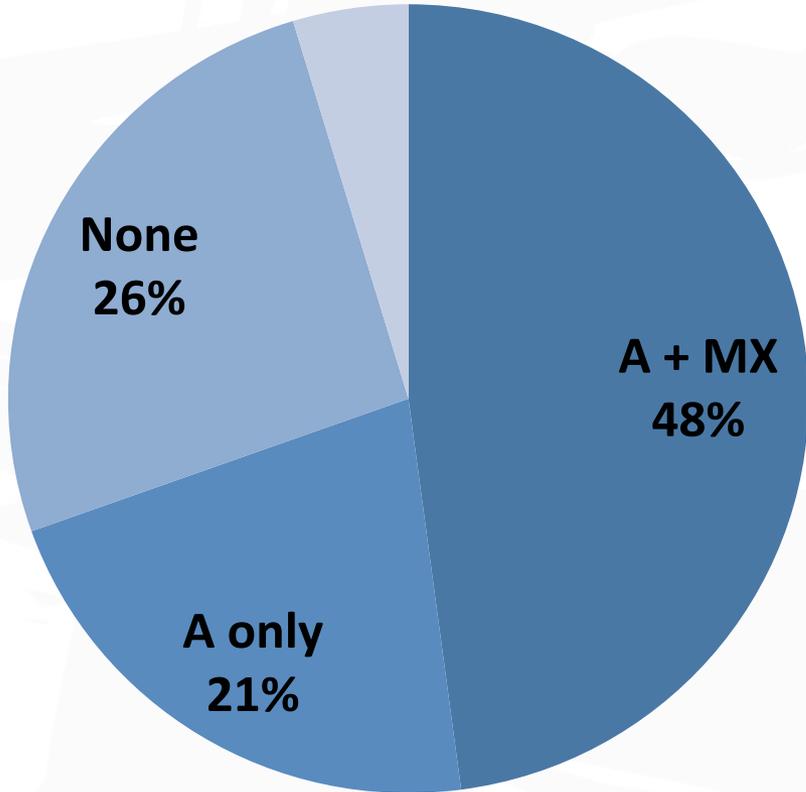


GLOBAL  
AVERAGE:  
42%

# Nov+Dec 2015 Renewal Statistics

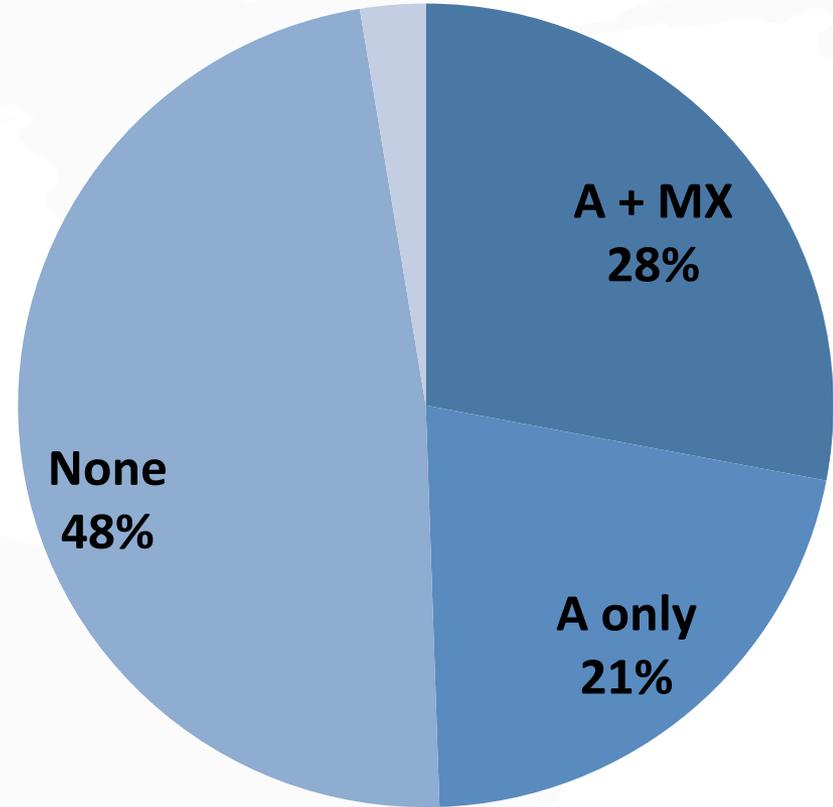
Renewed

MX only  
5%



Deleted

MX only  
3%



**MX: 5+48=53% vs. 3+28=31%  $\Delta=22\%$**

**NONE: 26% vs. 48%  $\Delta=22\%$**



# Keyword Trends in .Asia

SEP 2015

Rank	3-char	4-char	5-char	6-char	7-char	8-char	9-char	10-char
1	alt	poke	poker	safety	deliver	bookmark	projector	settlement
2	ark	link	trave	secret	premier	thinking	lightning	everywhere
3	mar	mark	think	vision	cycling	delivery	direction	expedition
4	tec	book	start	invest	fitness	prestige	interpret	artificial
5		tech	ravel	career	austral	solution	structure	filtration
6		free	point	charge	develop	vestment	associate	handicraft
7		care	craft	united	partner	discover	developer	australian
8		rave	green	travel	natural	logistic	logistics	investment
9		vest	nance	expert	perform	magazine	australia	experience
10		ring	right	select	classic	chemical	sociation	electrical

DEC 2015

Rank	3-char	4-char	5-char	6-char	7-char	8-char	9-char	10-char
1	air	time	ridge	orient	instant	imperial	vegetable	stationery
2		poke	poker	cruise	advance	elevator	schneider	millennial
3		auto	smart	system	digital	european	wonderful	demoiselle
4		stem	digit	dation	capital	prestige	workplace	convention
5		mart	franc	gaming	manager	thinking	intellect	foundation
6			event	safety	freight	oriental	wallpaper	automobile
7			terne	retail	chinese	shipping	celebrity	everything
8			think	coffee	connect	aviation	executive	supplement
9			yahoo	nature	perform	location	franchise	relocation
10				virgin			conciierge	california



# DOMAINFEST 2015

## ASIA 亚洲域名盛会

PRODUCED BY THE WINNING TEAM OF 由以下企业联合策划

NamesCon  
DOMAINFEST

.asia  
Connecting Asia with the World

ALLEGRAVITA  
意大利公共法律服务  
IN A STRATEGIC FORMATION FOR LOCAL AND THE WORLD  
立足全球 服务全球

Welcome from NamesCon, .Asia & Allegravita!



亚洲域名盛会

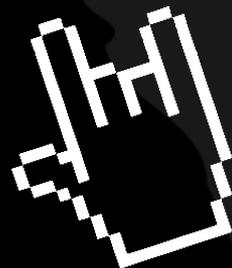
# DOMAINfest.Asia 2016

Sep 19-22 | Cyberport, Hong Kong



Every .Asia Domain  
Contributes to Internet  
Development in Asia







## IANA Stewardship Transition Coordination Group (ICG) Overview

Welcome to the IANA Stewardship Transition Coordination Group (ICG) website, a comprehensive destination for discussion, contribution, and collaboration related to the NTIA's announcement and request of 14 March 2014. The ICG is comprised of 30 individuals representing 13 communities. It was created in July 2014 as a result of community discussions and input provided as part of [ICANN's Process to Develop the Proposal and Next Steps](#).

The community is encouraged to view the [ICG](#) links located in the navigation table to the right to access the most up-to-date information on the IANA Stewardship Transition Coordination Group.



### IANA Stewardship Transition Coordination Group (ICG) Links

- [Documents](#)
- [Call and Meeting Archives](#)
- [Development of Community Proposals for the ICG Request for Transition Proposals](#)
- [Correspondence](#)
- [Public Drop Box](#)
- [Group Members](#)
- [Transition Resources](#)

### Community Feedback Forum

- [Live Forum Archives](#)
- [Old Forum Archives](#)

## Recent Developments

[ICG – IANA Stewardship Transition Engagement Session at ICANN 54 Dublin](#)

### News

# Asia Pacific Regional Internet Governance Forum (APrIGF)

- 2010: Hong Kong
- 2011: Singapore
- 2012: Tokyo
- 2013: Seoul
- 2014: Delhi
- 2015: Macau
- **2016: Taipei – July 27-29**



**APSIG**

Asia Pacific School of Internet Governance



NetMission.Asia





LAC YOUTH@IGF



X#)  
NextGen@icann  
www.ngi.asia

Youth  
IGFCamp  
WWW.YIGF.ASIA

NET  
MISSION  
.ASIA



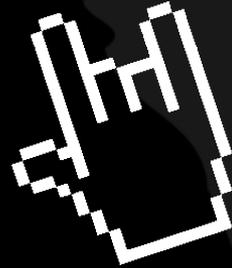
Alumnus: **Bianca Caroline Ho** (NMA1.0)

IGF 2014 Istanbul Turkey

Main Hall  
Language: Floor

Elected as a member of the Multi-Stakeholders Advisory  
Group (MAG) of UNIGF 2015





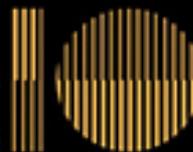
Love.from.Asia



ASIAN FILM AWARDS  
ACADEMY  
WWW.AFAACADEMY.ASI



ASIAN  
FILM AWARDS



# THE 10TH ASIAN FILM AWARDS

CELEBRATING EXCELLENCE IN ASIAN CINEMA

## 第十屆亞洲電影大獎

MARCH 17TH, 2016  
THE VENETIAN MACAO, MACAU

Organizer

ASIAN FILM AWARDS  
ACADEMY  
WWW.AFAACADEMY.ASI



Founding Organizations



21st **BUSAN**  
International Film Festival  
6-15 October, 2016

International  
**HK** Film Festival







Go.Asia





**Mandela Day on 18th July 2014**

The United Nations in partnership with the Nelson Mandela Foundation is calling on people everywhere to mark Mandela Day on 18th July by uploading a 30 second clip of themselves reading / singing / acting the

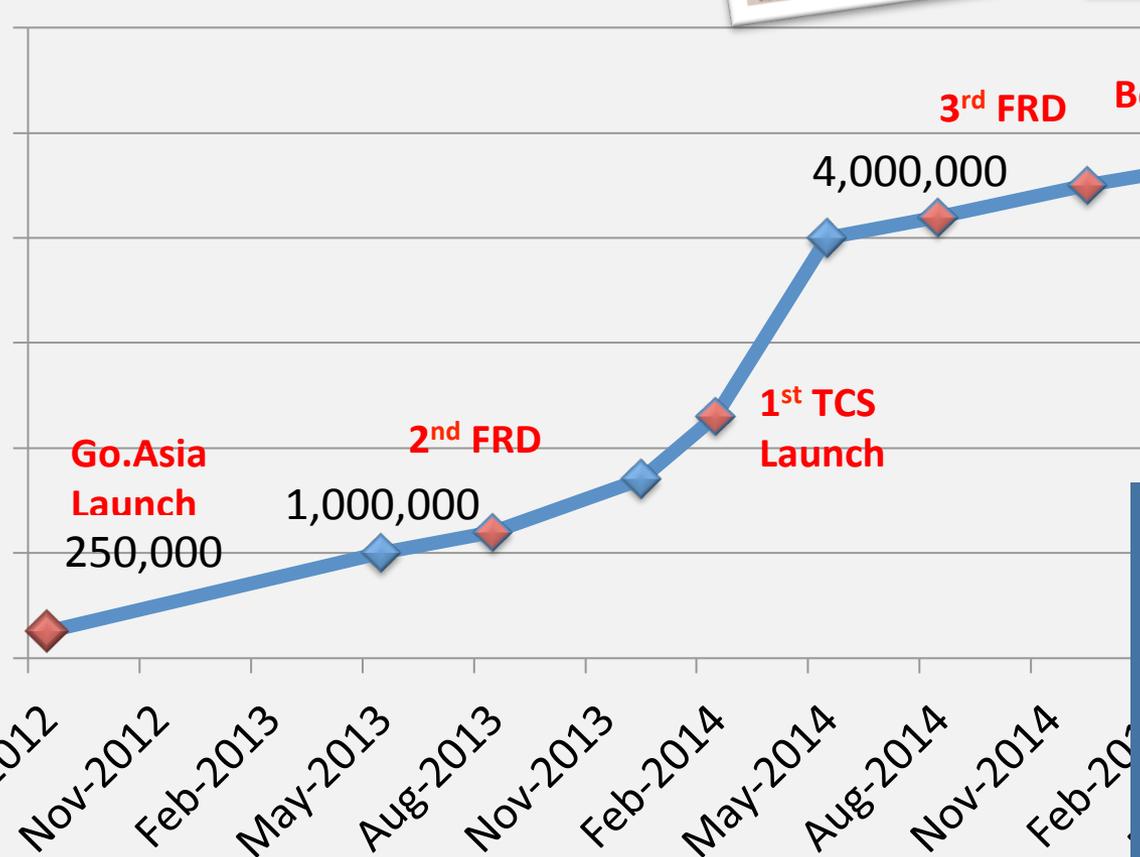
**TAKE EVERY DAY A MANDELA DAY. TAKE ACTION. VOTE NOW.**

**LANGUAGES**

English  
繁體中文 (Chinese (Traditional))

**親子Play Kitcher**  
教出樂於思考的孩子  
Educating Kids to Think, Cook, Save Our Food

6,000,000  
5,000,000  
4,000,000  
3,000,000  
2,000,000  
1,000,000  
0



**5,200,000**  
Page Views

**20x**  
growth over 3 years



give  
asia

**健康飲食教育計劃**  
<http://frd.asia>  
 「我.惜.食.」講座透過活動教學模式及烹飪活動，讓學生認識食物、學習健康飲食、珍惜食物。  
 2015-16年度 現已接受網上申請 <http://i.go.asia/TCS-form>

課程指南  
**首席顧問**  
**沈祖堯**  
 教授

**重點配合教育局**  
 七大學習宗旨及健康校園政策

兩年間參與人數  
 超過200間學校及  
 10,000名學童



合作項目  
**Jaime Oliver**  
 《為食起革命》  
 及  
**聯合國活動**  
 (想前·食後·履行節約)



**費用全免**

**go.asia**  
**FOOD REVOLUTION**  
 A WORLD KITCHEN & A  
 聯絡我們 [info@go.asia](http://info@go.asia)



---

**1** in **7** PEOPLE  
are **HUNGRY**



**1/3** of FOOD  
is **WASTED**



**Every 3.6 seconds**  
**a child dies**  
**because of**  
**hunger**



From Asia. For Asia.

Saving Our Tigers.

One Asia. One Internet.

Sustainable Eco-System.

Connecting Asia.

A Collaborative Asia.

Tiger (*Panthera tigris*)



Data Sources: Walston et al. (2010)  
Hole-filled, seamless SRTM data V4 (CIAT)  
VMAP Level 0  
WCS  
IUCN Red List  
© 2014 Panthera



APCERT

Asia Pacific Computer Emergency Response Team



APIA

Asia & Pacific Internet Association



APNG

Asia Pacific Networking Group



APNIC

Asia Pacific Network Information Centre



APRALO

Asia Pacific Regional AI-Large Organisation



APTLD

Asia Pacific Top Level Domain Association



PAN

Pan Asia Networking, Information and Communications Centre



SANOG

South Asian Network Operators





# 3,200 TIGERS LEFT

A hundred years ago there were 100,000 tigers in the wild. Today there are as few as 3,200.

Why are tigers disappearing?



Now is a global campaign by Wildlife Fund and Leonardo DiCaprio.

to build political, financial and

## ILLEGAL TRADE

Poaching to feed consumer demand for tiger body parts, mostly for use in traditional Asian medicines and folk remedies.

## DEFORESTATION

As more and more forests are cleared for paper and palm oil, tiger habitat

**AS FEW AS 3200  
WILD TIGERS REMAIN**



BE CAREFUL WHEN SHARING  
PHOTOS ON SOCIAL MEDIA.  
THEY CAN LEAD POACHERS  
TO OUR TIGERS.



**TURN OFF  
GEOTAG**

AND DO NOT DISCLOSE  
WHERE PHOTO WAS TAKEN.





Page

Messages

Notifications 2

Insights

Publishing Tools



ajitora.asia

.asia



# Ajitora 小虎亞吉

Community

Shop Now

Liked

Message



Timeline

About

Photos

Likes

More



100% response rate, 35-mins response time  
Respond faster to turn on the badge



311 likes +96 this week  
June Lau and 97 other friends



19,073 post reach this week

Status

Photo / Video

Offer, Event +



Write something...



1 Draft

Modified Tuesday, December 8 at 1:33pm. See draft



Page

Messages

Notifications 2

Insights

Publishing Tools



ajitora.asia

.asia



# Ajitora 小虎亞吉

Community

Shop Now

Liked

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311 likes +96 this week  
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Status Photo / Video Offer, Event +



Write something...

1 Draft

Modified Tuesday, December 8 at 1:33pm See draft



अजीतोरा

アジトラ

أجيطره

小虎亞吉

ଅଜିତ୍ରା

আজিজেরা

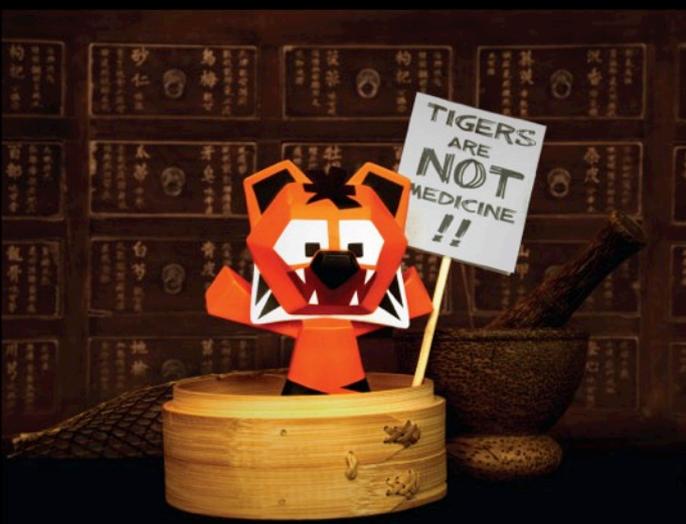
АжиТора

아지호랑

小虎亞吉







U P R R R O A R !





小虎亞吉  
全人敬賀



【年初四：接財神】



【正月初五：破五】



【正月十五：元宵】

想事成





 .asia

~~simplyfriendly.is.asia~~





**13 tiger range countries (China, India, Malaysia, Indonesia, Thailand, Cambodia, Vietnam, Nepal, Laos, Bhutan, Bangladesh, Myanmar and Russia)**



A horizontal banner with a dark blue background. On the left, there is a glowing blue globe showing the Americas. A stream of white binary code (0s and 1s) flows from the globe towards the right. The text ".ASIA AGM 2016" is written in large, white, bold, sans-serif font across the center of the banner.

# .ASIA AGM 2016

A faint, light-colored world map is visible in the background of the lower half of the slide, showing the continents of North America, South America, Africa, Europe, and Asia.

Auckland, New Zealand  
February 21, 2016

Joseph Yee  
[jyee@afilias.info](mailto:jyee@afilias.info)



# Agenda

- .Asia in 2015 Review
- System Update: Registry, WHOIS, DNS, Registrars
- Anti-Abuse highlight
- Security Enhancement
- Compliance
- Plan in 2016



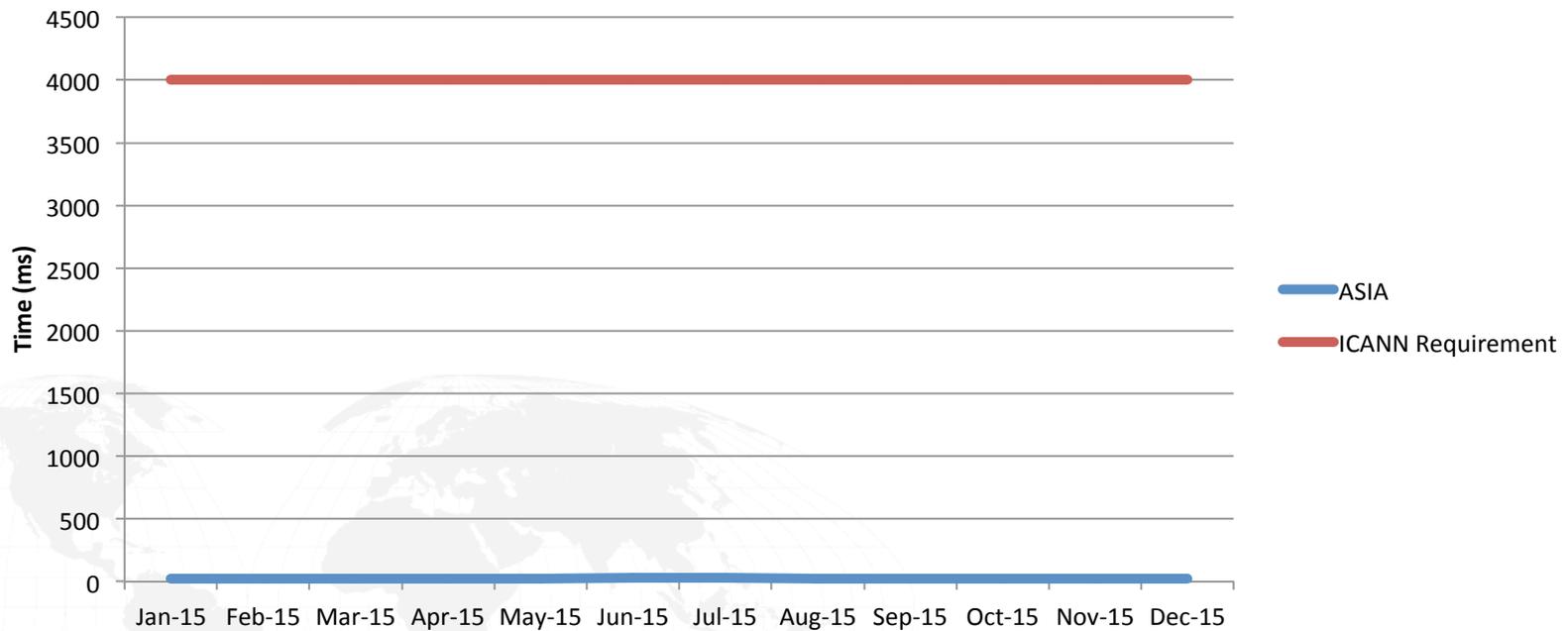
# 2015 Review

- Congratulations to DotAsia on your 8 year anniversary in 2015! Afilias is honored to be your technical service provider and a part of your exciting journey.
- There is no unplanned outage in 2015
- Great uptake on new registrars (8 in total) in 2015, all utilize Afilias' onboarding platform ORMS
- Successful promotion in 2015
- Continued joint effort between DotAsia and Afilias on anti-abuse

# System Update

- Systems for .ASIA Stay Nimble & Scalable

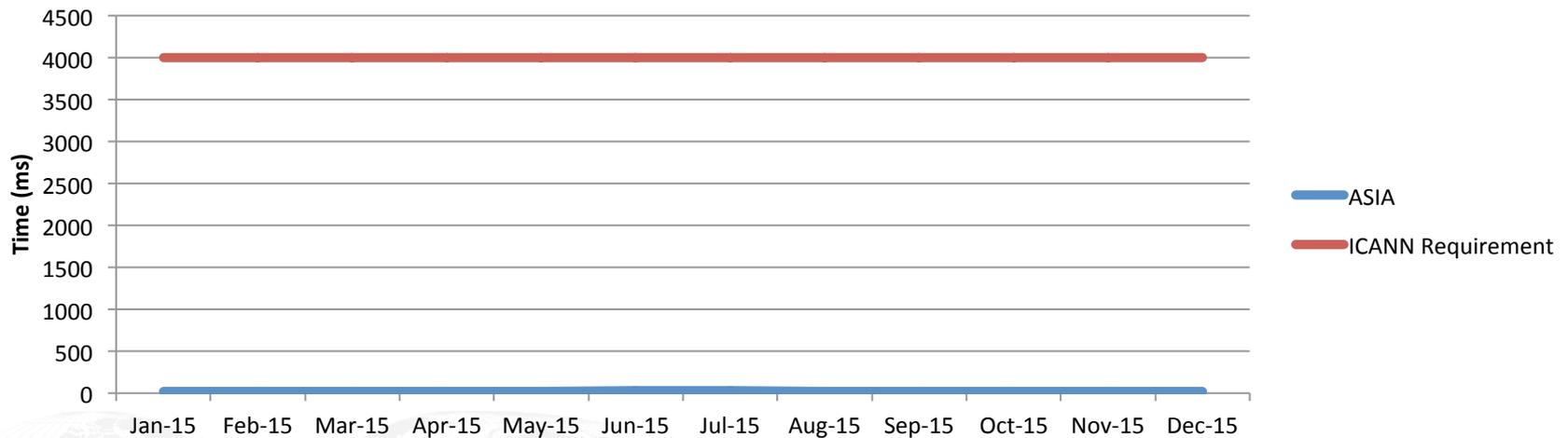
Average Domain Create



- .ASIA Domain Create Average: 26ms

# System Update

## Average Domain Delete

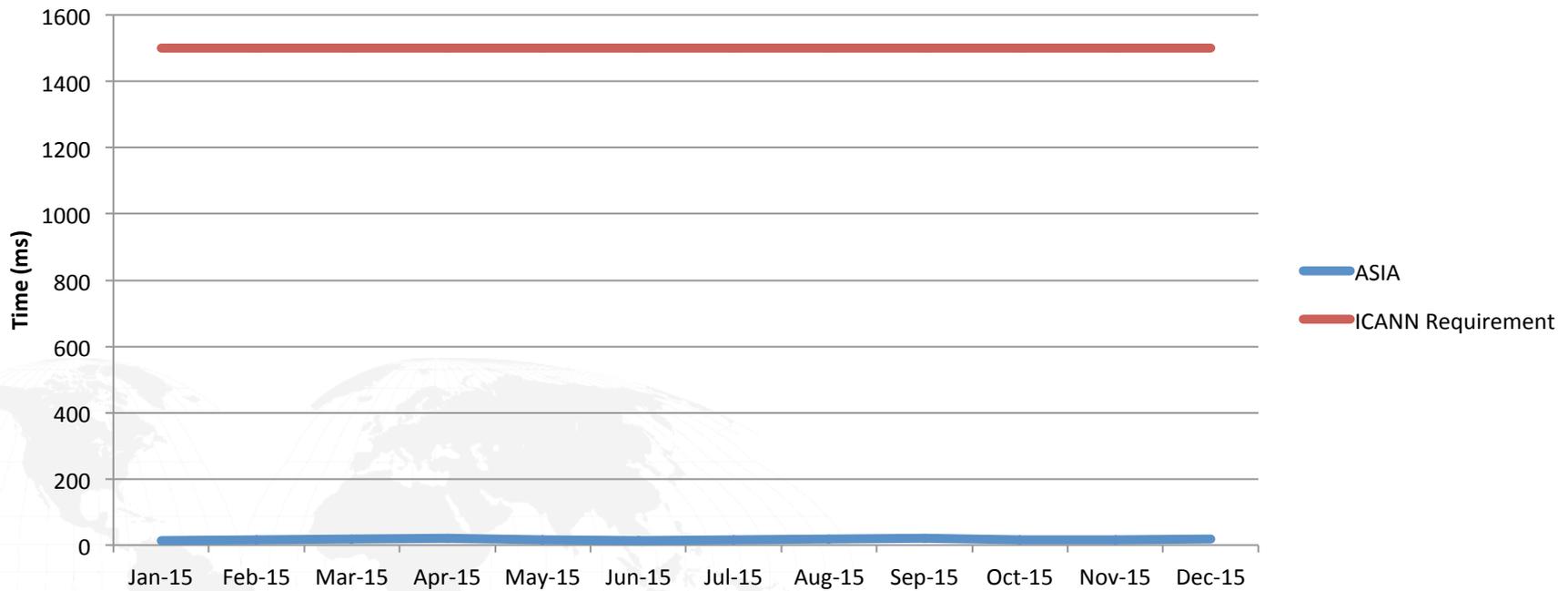


- .ASIA Domain Delete Average: 23ms

# System Update

- WHOIS is fast!

WHOIS Response Time

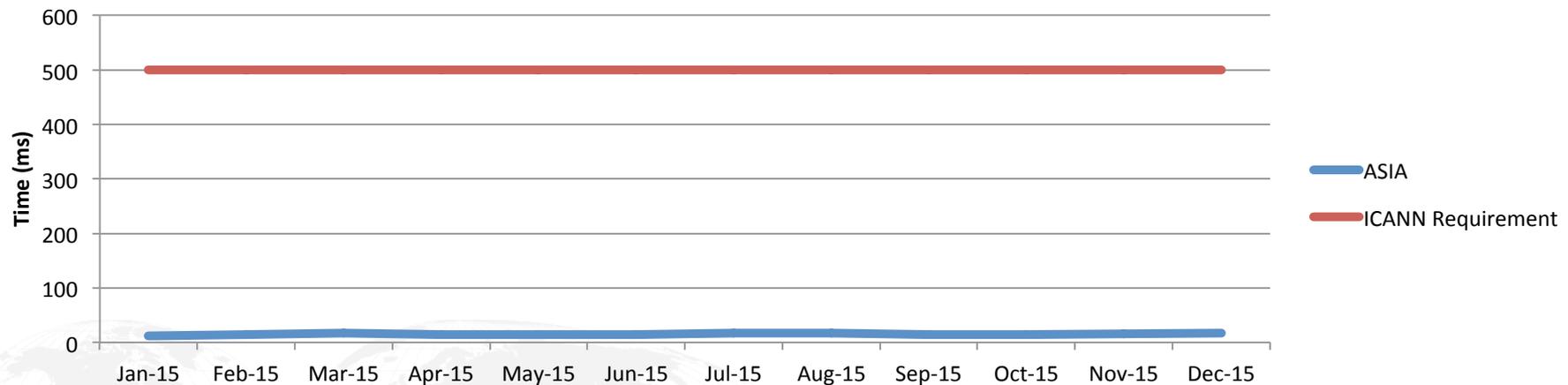


- Average: 17.25ms ICANN Requirement: 1500ms

# System Update

- DNS stays up 100%

## DNS Queries Response Time

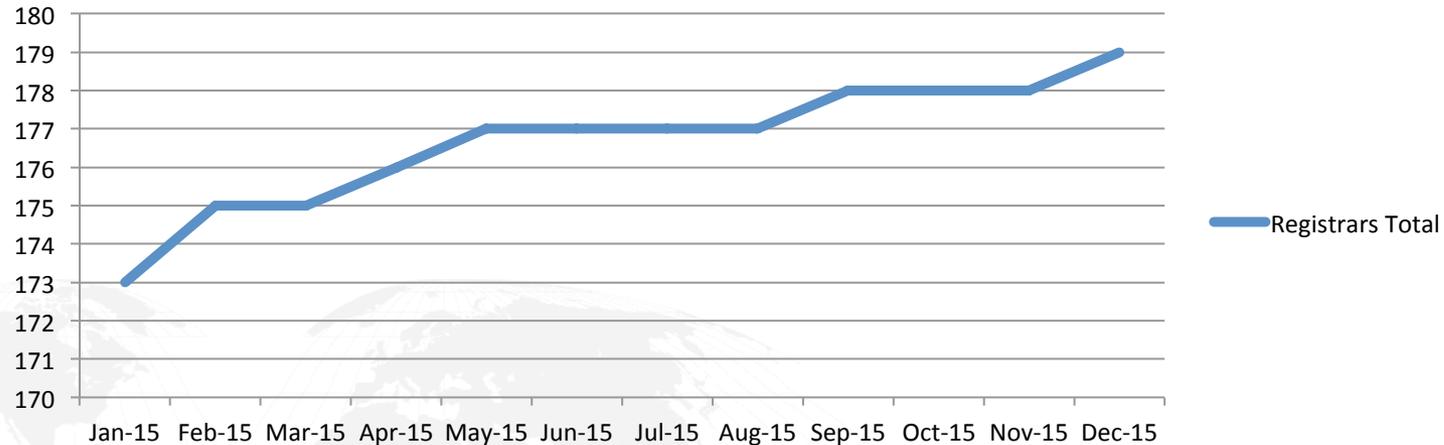


- Average: 15.33ms ICANN requirement on UDP DNS: 500ms

# System Update

- 8 new registrars in 2015, 119 in pipeline

Registrars Total





# Anti-Abuse Highlight

- In 2015, there are 10,110 domains confirmed
  - Spam: 10057
  - Malware: 0 (WOW!)
  - Phishing: 50
  - Botnet C&C: 2
  - Fraud: 1
- Significant spam cases dropped, with effort from .ASIA Security Team, .ASIA, and .ASIA registrars
- But sophisticated attack utilizing .ASIA domains remains or increases



# Anti-Abuse Highlight

## .ASIA Spamhaus Ranking

- In the beginning of 2014, .ASIA ranks 20<sup>th</sup>
- In mid 2014, during the promotion, .ASIA rank rises to 13<sup>th</sup> at peak
- By end of 2014, .ASIA ranks 30<sup>th</sup>
- In Jan 2015, .ASIA drops to 32<sup>nd</sup>
- In Dec 2015, .ASIA drops to 65<sup>th</sup>



# Security Enhancement

- We always make sure .ASIA systems and users running in secure manner
- In 2015, we upgrade the VPN for .ASIA's users connecting to Afilias which provides higher flexibility
- We also upgrade the digital certificate (commonly known as SSL) for connections between registrars and registry system
  - Enabling new hashing algorithm SHA-2
  - Use Industry recommended encryption: Cipher upgrade



# AWIP Compliance

- We always make sure .ASIA is compliance when ICANN introduces new policy.
- ICANN announced WHOIS Additional Information Policy (AWIP) in late 2014.
- ICANN mandated all registry must implement AWIP by Jan 31, 2016
- .ASIA is AWIP compliance since February 10, 2015



# Plan in 2016

- Registry Excellence – continue to beat SLA
- DNS – 100% uptime despite continuous attack, no interruption to end user
- Anti-abuse: Drive abuse out with active monitoring and daily intervention
- Security: Constantly enhance system and user environment
- Partnership: sharing the cost of promotions to drive growth as we had in the past
- We are providing new hosting environment to .ASIA that has higher capacity, more flexibility, and more secure (Already started)



# Thank You!



**.asia**  
Connecting Asia with One Domain



***Questions?***

# Financial Report 2015

Fiscal Year Ending September 30, 2015  
October 2014 – September 2015



# Financial Report

- Fiscal Period
  - Oct 1, 2014 – Sep 30, 2015
- Auditor
  - RSM Hong Kong (name changed from RSM Nelson Wheeler)
- Currency
  - Expressed in USD



# Financial Report

- Consolidated financials for the DotAsia Organisation group
- Including subsidiaries and associates
  - .MO (HNET.Asia - associate)
  - New gTLD Application Entities (Namesphere - subsidiary)



# Financial Report

- Financial Statements
- Operating Expenses (DotAsia Organisation)
- Profit & Loss Statement (DotAsia Foundation)
- Investment Portfolio



# Income Statement (Oct 1, 2014 to Sep 30, 2015)

	<u>2015</u>	<u>2014</u>
Income (Recognized)	2,916,880	3,271,281
Cost of Sales (Recognized)	-1,363,859	-1,542,657
Gross Profit	1,553,021	1,728,624
Other Income*	2,872,651	94,257
Administrative Expenses	-2,087,530	-2,455,795
<b>Profit/Loss from Operations</b>	<b>2,338,142</b>	<b>-632,914</b>
Finance Costs	-62,204	-51,099
Share on Profits of Associate	35,011	31,746
<b>Profit/Loss for the year</b>	<b>2,310,951</b>	<b>-652,267</b>



## \* Other Income (Breakdown)

Investment Income	129,072
Expiration of SCP Funds	429,066
Expiration of Pioneer Deposits	580,000
Compensation received on give-up of application	1,500,000
Consultancy and advisory service fee	210,792
Other service fee	23,721
<b>Total Other Income:</b>	<b>2,872,651</b>



# Income Statement (Cont'd)

	<u>2015</u>	<u>2014</u>
Gain on Property Revaluation	359,512	348,492
Fair Value Changes of Available-for-sale Financial Assets	-143,568	3,617
Other Comprehensive Income	215,944	352,109
<b>Total Comprehensive Income</b>	<b>2,526,895</b>	<b>-300,158</b>



# Balance Sheet (as at Sep 30, 2015)

	<u>2015</u>	<u>2014</u>
<b>Non-Current Assets</b>		
Property, plant & equipment	3,204,486	2,913,570
Investments in Associates	<u>136,759</u>	<u>117,075</u>
<b>Total Non-Current Assets</b>	<b>3,341,245</b>	<b>3,030,645</b>



# Balance Sheet (Cont'd)

	<u>2015</u>	<u>2014</u>
<b>Current Assets</b>		
Available-for-sale Financial Assets	3,104,656	4,380,213
Prepayments, Deposits and Other Receivables	2,692,317	1,626,440
Due from Subsidiaries/Associates	346,462	339,559
Pledged Bank Deposits	961,297	0
Bank and Cash Balances	211,204	193,192
<b>Total Current Assets</b>	<b>7,315,936</b>	<b>6,539,404</b>



# Balance Sheet (Cont'd)

<b>Current Liabilities</b>	<b><u>2015</u></b>	<b><u>2014</u></b>
Trade Payables	414,171	218,548
Accruals & Other Payables	661,447	1,119,358
Deposits Received	1,120,177	1,869,344
Deferred Revenue	2,191,130	2,625,184
Due to Directors	9,745	7,627
Due to Associates	15,322	33,222
Due to Related Companies	500,000	500,000
Bank Loans	4,235,050	4,213,522
<b>Total Current Liabilities</b>	<b><u>9,147,042</u></b>	<b><u>10,586,805</u></b>



# Balance Sheet (Cont'd)

	<u>2015</u>	<u>2014</u>
<b>Net Current Liabilities</b>	<b>-1,831,106</b>	<b>-4,047,401</b>
<b>NET ASSETS/(LIABILITIES)</b>	<b>1,510,139</b>	<b>-1,016,756</b>



# Equity

<b>Reserves</b>	<b><u>2015</u></b>	<b><u>2014</u></b>
Investment Revaluation Reserve	-85,054	58,514
Property Revaluation Reserve	1,218,671	859,159
Accumulated Losses / Retained Profits	-1,934,429	-1,282,162
Profit/Loss for the Year	<u>2,310,951</u>	<u>-652,267</u>
<b>Total Equity</b>	<b>1,510,139</b>	<b>-1,016,756</b>



# DotAsia Organisation Operating Expenses

	<u>2015</u>		<u>2014</u>	
Salaries & Professional Fees	815,955	58%	1,023,414	54%
Marketing & Promotion	82,203	6%	220,876	12%
Travel & Outreach	167,057	12%	230,809	12%
Funding Community Projects*	48,066	3%	115,111	6%
Other Expenses	290,243	21%	298,175	16%
<b>Total Operating Expenses</b>	<b>1,403,524</b>		<b>1,888,384</b>	



# DotAsia Foundation

- DotAsia Foundation (DF) is the charity arm of DotAsia Organisation (DO)
- For the fiscal year, separate accounts are prepared for DF to account for costs attributable to community
- DO inject funds into DF to fund its operation and to cover any deficit
- Staff costs and office expenses attributable to community projects are allocated/billed from DO to DF



# DotAsia Foundation

## *Profit & Loss Statement*

### Income

**2015**

Secretariat Service, sponsorship etc.

77,691

### Expenses

Staff / Personel

90,363

Office & Other Expenses

12,074

Community Contributions

23,319

### **Total Expenses**

**125,756**

Surplus / Deficit

-48,066

**DotAsia Organisation Contribution**

**48,066**

# Investment Portfolio (Current)

- Investment Portfolio at JP Morgan
- Total Assets: USD3,879,667
- Total Net Asset (incl. loan): USD 579,691
- Conservative portfolio aiming at long-term investment
- Invests in a balanced fashion with focus in fixed income funds and a healthy allocation in conservative equity and balanced funds, in order to generate return via both income and capital appreciation with controlled volatility



# Credit Facility with JPM

- JPM credit line: amount up to round 75% of portfolio value
- Investments as collateral
- Low borrowing rate, currently at 1.43% p.a. (increased by 0.25% compared to previous year)



# Investment Portfolio (Breakdown)

	Value	%	Yield
Cash & Cash Equiv.	\$1,696,507	44%	0%
Fixed Income (Bond Funds)	\$842,445	22%	6.26%
Equity Funds	\$457,263	12%	5.56%
Balanced Funds	\$883,451	23%	5.04%
<b>Total</b>	<b>\$3,879,667</b>	<b>100%</b>	<b>5.69%</b>
Credit Line Drawn	-\$3,299,976		
<b>Net Funds at JPM</b>	<b>\$579,691</b>		



# Investment Portfolio (Current)

- Significant drop in portfolio value due to recent market crash
- Total Wealth Loss since Jan 1, 2014 (~26 months): \$153,834 (21%)



# Investment Portfolio (Current)

- JPM Comment:
  - believe the majority of portfolio decline is due to temporary dislocation in the global equity markets, exacerbated by leverage
  - believe the dislocation is not here to stay as the current market does not reflect the US and Europe economies
  - expect a market rebound between now and mid-2016
  - but not outright bullish on equity markets this year, and continue to prefer sizeable allocation in high-quality fixed income assets



# Strategic Plan 2016



# 2007-2010: .Asia Launch

Sunrise, Landrush, Auctions

Pioneer Domains

2010: Community  
Contributions

2013: Year of  
Consolidation

2011: Year of  
Exploration

2014: Year of  
Development

2012: Year of  
Investments

2014: Rebalancing



**Cost Containment**

**Income Growth**

# Continue Financial Developments



- Cost Structures
- Supply Chain Management
- Community Contribution Adjustments

- .Asia Market Development
- Grants, Sponsorships & others
  - New gTLDs and related opportunities

# CORE VALUES: WHAT WE STAND FOR



## From.Asia/For.Asia

To be an economically successful community organization exemplifying Asia collaboration.

### Strategic Priorities:

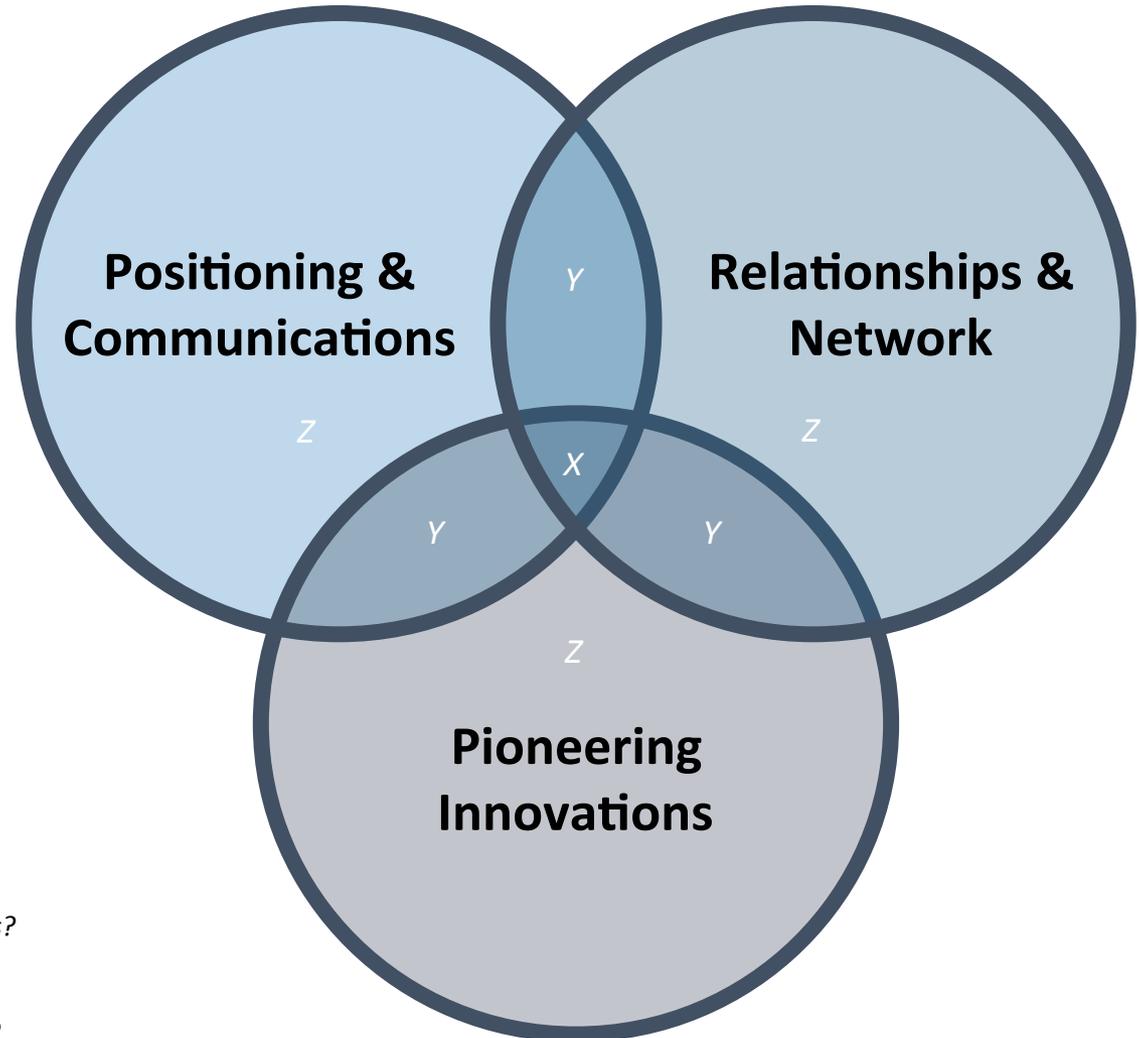
1. *Centerpiece*
2. *Asia Business*
3. *Internet Business*
4. *Asia Internet*
5. *Single Aspect*



# CORE COMPETENCE: KNOWN FOR

(& WHAT WE WANT TO BE KNOWN FOR)

www.asia



## Strategic Priorities:

*X: Leverages / Enhances All Core Competences*

*Y: Leverages / Enhances Two Core Competences*

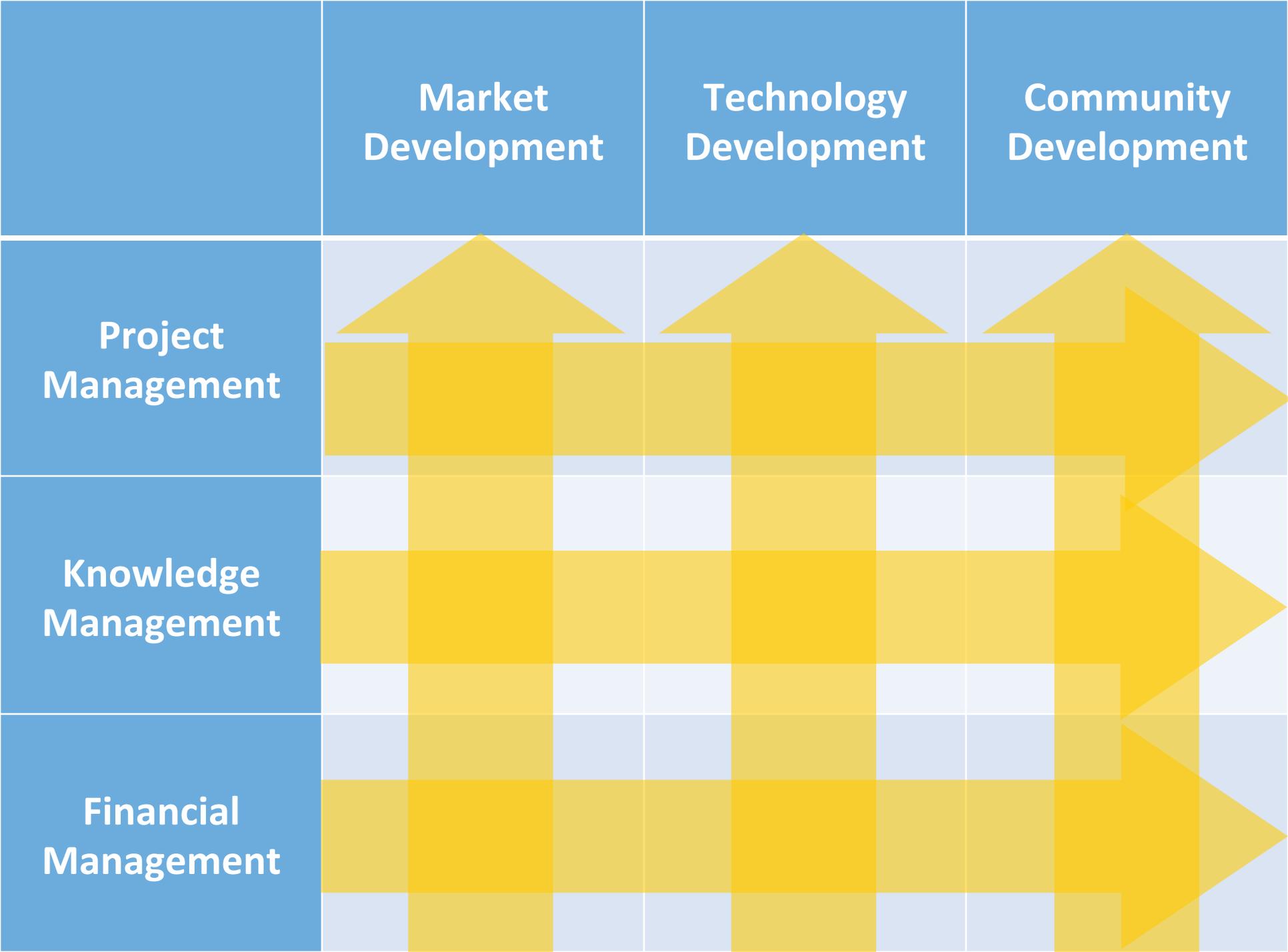
*Z: Leverages / Enhances One of Core Competences*

## Strategic Principles:

- *Does this enhance our relationships / networks?*
- *Does this exemplify our innovativeness?*
- *Does this improve our communications capabilities?*
- *Are we convening a collaborative effort?*
- *Are we leading a pioneering effort?*
- *Are we communicating an advantageous position?*

# Composite Strategic Priority Level

Core Values Core Competence	1	2	3	4	5
	Economic Opportunity + Asia + Community	Asia + Economic Opportunity	Economic Opportunity + Community	Asia + Community	Economic Opportunity / Asia / Community
X All 3: Position + Innovation + Relationship	X1  A	X2  B	X3  B	X4  C	X5  D
Y 2 of 3: Position +Innovation / Position + Relationship / Relationship + Innovation	Y1  A	Y2  B	Y3  B/C	Y4  C	Y5  D
Z 1 of 3: Position / Innovation / Relationship	Z1  A	Z2  B	Z3  C	Z4  C	Z5  D



**Market  
Development**

**Technology  
Development**

**Community  
Development**

**Project  
Management**

**Knowledge  
Management**

**Financial  
Management**

# Function

- **Market Development**
  - .Asia TLD
  - Other TLDs
  - Other Income
- **Technology Development**
  - Corporate Systems
  - Data Analytics
  - Product & Services
- **Community Development**
  - Flagship Projects
  - Secretariat Support
  - Other Support

# Component

- **Project Management**
  - Schedules & Priorities
  - Personnel Involvement
  - Measurements & KPI
- **Knowledge Management**
  - Processes & Plans
  - Corporate Knowledge & IPR
  - Business Intelligence
- **Financial Management**
  - Budgeting
  - Project Based Accounting
  - Income Development

# Other Income Development

**.asia**

.box

.网站

**.mo**

.世界  
.健康

.pccw

.hkt

.ph

.spa

.kids

Sponsorships / Grants / Fees / etc.

# 2016: Tech Startup

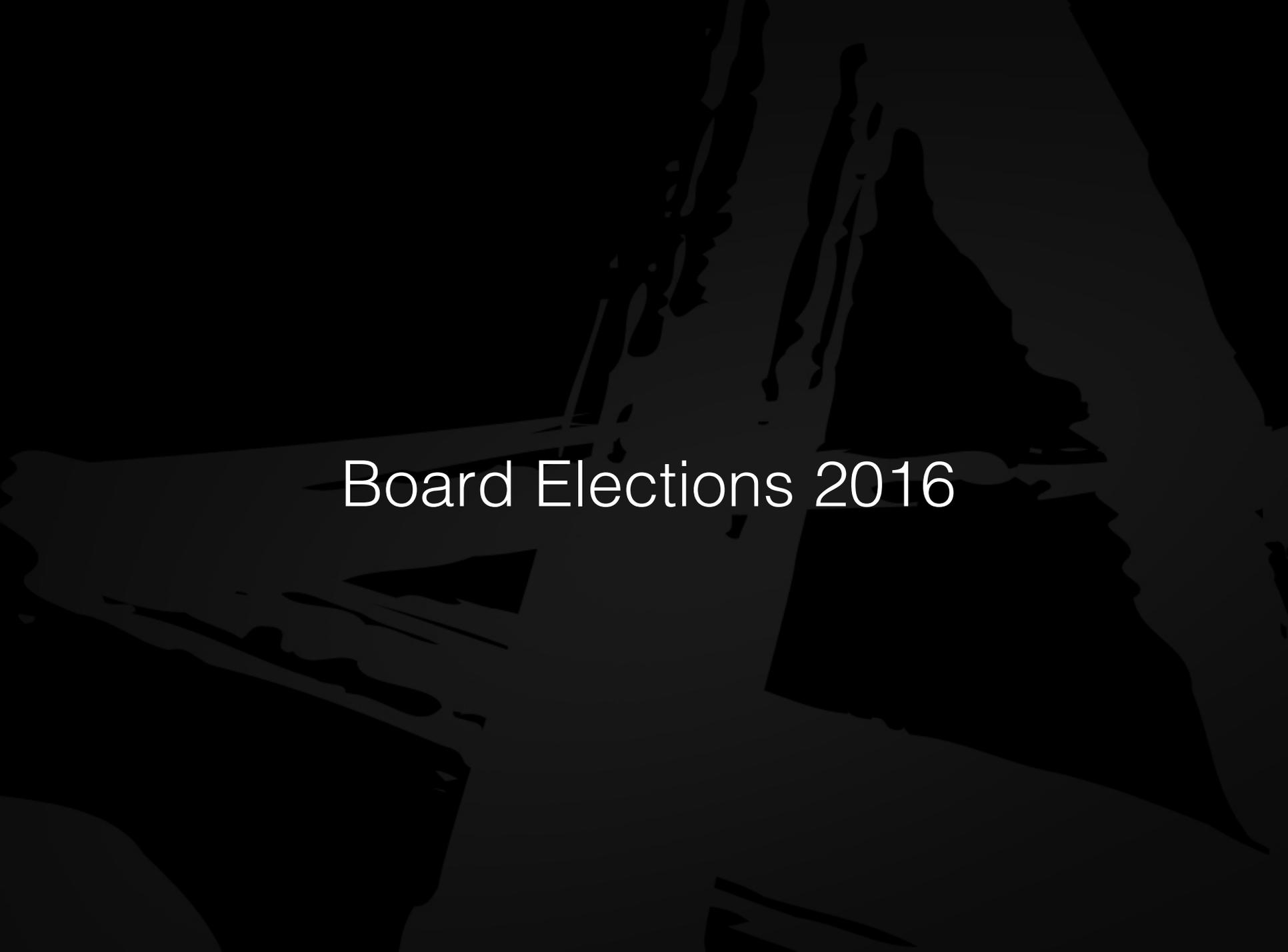
Data Analytics & Relations Management Systems  
Development, Technology & Innovation  
Towards Economic Development





# DOT.ASIA ORGANISATION

DotAsia as a not-for-profit organisation with a mandate to **promote Internet development and adoption in Asia.**



# Board Elections 2016

# Board Elections 2016

- Seats up for election
  - 4 seats from Sponsor Member Category
  - 1 seat from Co-Sponsor Member Category
- Development of Election Procedures
  - First Draft Posted: Nov 11, 2015
  - Final Board Elections Procedures: Nov 30, 2015
- Nominations Period (5 weeks)
  - Dec 2, 2015 (Wed) – Nomination Period Begins
  - Jan 6, 2016 (Wed) – Nomination Period Ends



# Highlights of Procedures

- Sub-Regions (Sponsor Category):
  - **At least 1 member from each of the 4 Sub-Regions**
    - North and Northeast Asia • Already met by continuing board member
    - South and Southeast Asia • Already met by continuing board member
    - Middle East, Asia Minor and Eurasia
    - Australia and Pacific Asia
- Vacant Seats for Co-Sponsor Category
  - 1 Seats vacant



# Nominations Received (@ close on Jan 6, 2016)

- Sponsor Category: 3 (of 4 vacant seats)

Candidate	Nominated by:	Seconded by:	Sub-region
Dr. SIR Jae-Chul	JPRS (.JP)	KISA (.KR)	N&NE Asia
Joel DISINI	IRNIC (.IR)	JPRS (.JP)	S&SE Asia
Alireza SALEH	JPRS (.JP)	DotPH (.PH)	ME&W Asia

- Geographical Diversity Requirement Not Met
  - Australasia & Pacific Asia

- Co-Sponsor Category: 2 (of 1 vacant seat)

Candidate	Nominated by:	Seconded by:
Maureen HILYARD	APRALO	APNIC
Kanchana KANCHANASUT	APTLD	APNG



# Geographical Diversity Requirement

- Board Elections Procedures ([http://www.dot.asia/policies/DotAsia-BoardElections2016\\_FINAL--2015-11-30.pdf](http://www.dot.asia/policies/DotAsia-BoardElections2016_FINAL--2015-11-30.pdf)), section 2.4 Geographical Diversity Requirement (last paragraph):
  - =====  
=
  - In the case where no candidate is nominated from one (or both) of these Sub-Regions by the close of the nomination period, **the Board shall make a suggestion of an individual satisfying the Geographical Diversity Requirement to Sponsor Members for their consideration.** Thereupon, and before the close of the voting period, an eligible Sponsor Member should propose and another eligible Sponsor Member should second the nomination for a candidate who must also accept such nomination to allow for the candidate to be officially accepted.
  - =====  
=



# Board Suggested Candidate for Fulfilling Geographical Diversity Requirement

- Observations
  - 2 nominations for the 1 vacant seat in the Co-Sponsor Member Category
  - Of which Maureen Hilyard from the Cook Islands would satisfy the Geographical Diversity requirement (Australasia and Pacific sub-region)
- Suggested Candidate: **Maureen HILYARD**
  - Nominated By: **THNIC Foundation (.TH)**
  - Seconded By: **IUSN Foundation (.NU)**



# Nominations (After Board Suggested Candidate Process)

- Sponsor Category: 4 (of 4 vacant seats)

Candidate	Nominated by:	Seconded by:	Sub-region
Joel DISINI	IRNIC (.IR)	JPRS (.JP)	S&SE Asia
Maureen HILYARD	THNIC (.TH)	IUSN (.NU)	Australasia & Pacific
Alireza SALEH	JPRS (.JP)	DotPH (.PH)	ME&W Asia
Dr. SIR Jae-Chul	JPRS (.JP)	KISA (.KR)	N&NE Asia

- Co-Sponsor Category: 1 (of 1 vacant seat)

Candidate	Nominated by:	Seconded by:
Maureen HILYARD	APRALO	APNIC
Kanchana KANCHANASUT	APTLD	APNG



# Voting Process

- Sponsor Members
  - Number of candidates (4) standing for election in the Sponsor Member category is equal to the number of vacancies in the category (4)
  - **No voting required**
- Co-Sponsor Members
  - Number of candidates (1) standing for election in the Sponsor Member category is equal to the number of vacancies in the category (1)
  - **No voting required**



# Complete Board Elections 2016 Results

- **Elected Board Members:** (serving until AGM 2018)
  - Joel DISINI – South & South East Asia
  - Maureen HILYARD – Australasia and Pacific
  - Alireza SALEH – Middle East, Asia Minor, Eurasia
  - Dr. SIR Jae-Chul – North & North East Asia
  - Kanchana KANCHANASUT
- **Continuing Board Members:** (serving until AGM 2017)
  - Atsushi ENDO – North & North East Asia
  - Xiaodong LEE – North & North East Asia
  - LIM Choon Sai – South & South East Asia
  - Dr. THAM Yiu Kwok – North & North East Asia
  - Tommy MATSUMOTO



**APCERT**  
Asia Pacific Computer Emergency Response Team



**APIA**  
Asia & Pacific Internet Association



**APNG**  
Asia Pacific Networking Group



**APNIC**  
Asia Pacific Network Information Centre



**APRALO**  
Asia Pacific Regional At-Large Organisation



**APTLD**  
Asia Pacific Top Level Domain Association



**PAN**  
Pan Asia Networking, International Development Research Centre



**SANOG**  
South Asian Network Operators Group

# DotAsia Advisory Council Members

- Izumi AIZU
- Khaled FATTAL (Acting Executive Director AINC)
- Prof. Kanchana KANCHANASUT (Co-Chair, APNG)
- Prof. Kilnam CHON (Professor Emeritus, KAIST and Visiting Professor, Keio University)
- Leonid Todorov (General Manager, APTLD)
- Hirofumi HOTTA (Board of Directors, APTLD)
- Dr. Kenny HUANG (Advisor, CDNC)
- Ole JACOBSEN (Secretary, APIA)
- SC LEUNG (Senior Consultant, HKCERT for APCERT)
- Phet SAYO (Senior Program Officer, IDRC)
- Gaurab Raj UPADHAYA (Core Committee Member SANOG)
- Paul WILSON (Director General, APNIC)
- Prof. XUE Hong (Member APRALO)



Thank you Everyone for your  
Continued Support

**Joint Dinner with AP\***

@ Tony's Lord Nelson Restaurant

@18:30: gather at SkyCity Grand Hotel Lobby





# Every .Asia Domain Contributes to Internet Development in Asia

Edmon Chung

<edmon@registry.asia>

from.Asia / for.Asia