DotAsia AGM 2020

2020.02.17  |  DotAsia AGM @ APRICOT Melbourne

WWW.asia

Asian #InspirAsian
AGM (Monday, Feb 17 16:30-18:00)

1. Welcome Remarks by CEO (time allocation considering late start)
2. Board Meeting Chair Remarks
3. DotAsia Highlights 2019 & Strategic Plans 2020
4. .Asia Registry Technical Updates (Afilias)
5. Board Governance Committee Chair Remarks
6. Board Finance Committee Chair Remarks
7. Board Community Projects Committee Chair Remarks
9. Member Resolutions (Ratification of Board Elections & Reappointment of Auditors)
10. Open Discussions

11. 1830 Joint Dinner with AP* (Meet @ Hotel Lobby / The Atlantic Restaurant)
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DotAsia Board Elections 2020

https://www.dot.asia/board-elections-2020/
Board Elections 2020

- Seats up for election
  - 4 seats from Sponsor Member Category
  - 1 seat from Co-Sponsor Member Category

- Board members with term ending at AGM 2020
  - Satish BABU (Co-Sponsor Member seat)
  - Joel DISINI
  - Maureen HILYARD
  - Alireza SALEH
  - Note: Yong Wan JU resigned on May 20, 2019
Board Elections 2020 Schedule

Drafting & Finalization of Elections Procedures
• Draft Circulated to Board: Oct 23, 2019 (Wed)
• Posting of Draft of Board Elections Procedure: Nov 13, 2019 (Wed)
• Posting of Final Board Elections Procedure: Nov 27, 2019 (Wed)

Elections & Ratification Process
• Nomination Period (5 weeks): Dec 4, 2019 (Wed) – Jan 8, 2020 (Wed)
• Voting Period (if req. 2 weeks): Jan 15 (Wed) – Jan 29, 2020 (Wed)
• Call AGM: Jan 24, 2020 (Fri)
• Table Members Resolution: Jan 31, 2020 (Fri)
• Ratification at AGM: Feb 17, 2020 (Mon)
Highlights of Procedures

• Sub-Regions (Sponsor Category):
  • 4 Seats vacant
  • **At least 1 member from each of the 4 Sub-Regions**
    • North and Northeast Asia
    • South and Southeast Asia
    • Middle East, Asia Minor and Eurasia
    • Australasia and Pacific Asia
  • Already met by continuing board member
  • Already met by continuing board member
  • Already met by continuing board member
  • **At Least one Candidate in Sub-Region to be Elected from Board Elections 2020**

• Vacant Seats for Co-Sponsor Category
  • 1 Seat vacant
# Nomination Results (Board Elections 2020)

<table>
<thead>
<tr>
<th></th>
<th>Candidate</th>
<th>Nominated By</th>
<th>Seconded By</th>
<th>Sub-Region</th>
<th>Member Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Nicole CHAN</td>
<td>TWNIC (.TW)</td>
<td>SGNIC (.SG)</td>
<td>North &amp; North East Asia</td>
<td>Sponsor Member</td>
</tr>
<tr>
<td>3</td>
<td>Satish BABU</td>
<td>APRALO</td>
<td>APIA</td>
<td>Co-Sponsor Member Candidate</td>
<td>Co-Sponsor Member</td>
</tr>
<tr>
<td>4</td>
<td>Alireza SALEH</td>
<td>JPRS (.JP)</td>
<td>IRNIC (.IR)</td>
<td>Middle East, Asia Minor &amp; Eurasia</td>
<td>Sponsor Member</td>
</tr>
<tr>
<td>5</td>
<td>Maureen HILYARD</td>
<td>JPRS (.JP)</td>
<td>IUSN Foundation (.NU)</td>
<td>Australasia &amp; Pacific Asia</td>
<td>Sponsor Member</td>
</tr>
<tr>
<td>6</td>
<td>J Emmanuel DISINI</td>
<td>DotPH (.PH)</td>
<td>IUSN Foundation (.NU)</td>
<td>Candidacy Accepted</td>
<td>Sponsor Member</td>
</tr>
<tr>
<td>7</td>
<td>Billy Mooho CHEON</td>
<td>KISA (.KR)</td>
<td>JPRS (.JP)</td>
<td>North &amp; North East Asia</td>
<td>Sponsor Member</td>
</tr>
<tr>
<td>8</td>
<td>Jim HIGGINS</td>
<td>DotPH (.PH)</td>
<td>THNIC (.TH)</td>
<td>Australasia &amp; Pacific Asia</td>
<td>Sponsor Member</td>
</tr>
<tr>
<td>9</td>
<td>Christopher TO</td>
<td>DotPH (.PH)</td>
<td>IUSN Foundation (.NU)</td>
<td>North &amp; North East Asia</td>
<td>Sponsor Member</td>
</tr>
</tbody>
</table>

Voting Period (Jan 15 – Jan 29, 2020)

• In accordance with the geographical diversity requirement specified in Article 33 of the M&A, there shall be at least 1 Director elected for the sub-region of Australia and Pacific, and the 2 candidates from that sub-region are:
  • Jim HIGGINS
  • Maureen HILYARD

• After voting, if neither of the above 2 candidates received the top 4 highest number of votes amongst all candidates, then the one who received the higher number of votes will be deemed elected, and the rest of the 3 vacancies will be filled by the top 3 candidates from the original voting.
Voting Results (Board Elections 2020)

• Ballots Issued (23):
  - 144871
  - 154935
  - 221200
  - 240780
  - 260140
  - 260140
  - 352962
  - 388740
  - 399746
  - 409230
  - 593032
  - 602945
  - 650374
  - 704566
  - 747317
  - 758352
  - 770650
  - 829660
  - 908150
  - 912512
  - 942793
  - 942793

• Ballots Received (14):
  - 144871
  - 240780
  - 260140
  - 388740
  - 409230
  - 593032
  - 602945
  - 670825
  - 704566
  - 747317
  - 770650
  - 829660
  - 908150
  - 912512
  - 942793

<table>
<thead>
<tr>
<th>Candidate</th>
<th>Sub-Region</th>
<th>Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nicole CHAN</td>
<td>North &amp; North East Asia</td>
<td>10</td>
</tr>
<tr>
<td>Billy Mooho CHEON</td>
<td>North &amp; North East Asia</td>
<td>8</td>
</tr>
<tr>
<td>J Emmanuel DISINI</td>
<td>Candidacy Accepted</td>
<td>7</td>
</tr>
<tr>
<td>Jim HIGGINS</td>
<td>Australasia &amp; Pacific Asia</td>
<td>⭐️4</td>
</tr>
<tr>
<td>Maureen HILYARD</td>
<td>Australasia &amp; Pacific Asia</td>
<td>⭐️7</td>
</tr>
<tr>
<td>Alireza SALEH</td>
<td>Middle East, Asia Minor &amp; Eurasia</td>
<td>8</td>
</tr>
<tr>
<td>Christopher TO</td>
<td>North &amp; North East Asia</td>
<td>7</td>
</tr>
</tbody>
</table>

Votes Casted: 51
Redacted in accordance with the engagement requirements from RSM. Audit report was circulated onsite at the AGM with no further distribution.
Voting Results Audited by RSM

Redacted in accordance with the engagement requirements from RSM. Audit report was circulated onsite at the AGM with no further distribution.
Complete Board Elections 2020 Results

**Elected Board Members:** (serving until AGM 2022)
- Nicole CHAN – North & North East Asia
- Billy Mooho CHEON – North & North East Asia
- Maureen HILYARD – Australia and Pacific Asia
- Alireza SALEH – Middle East, Asia Minor, Eurasia
- Satish BABU – Co-Sponsor Member Seat

**Other Remaining Board Members:** (serving until AGM 2021)
- Atsushi ENDO – North & North East Asia
- Lianna GALSTYAN – Middle East, Asia Minor, Eurasia
- LIM Choon Sai – South & South East Asia
- Dr. THAM Yiu Kwok – North & North East Asia
- Tommy MATSUMOTO – Co-Sponsor Member Seat
Thank You

• Joel DISINI  DotAsia Board Member: 2008-2020
• Yong Wan JU  DotAsia Board Member: 2018-2019
Reappointment of Auditors RSM

Since 2011
Reappointment of Auditors RSM
Board Meeting Chair Remarks

Atsushi Endo
DotAsia Governance Development

• Significant Reform of DotAsia Governance since May 2019
  • In response to challenges to previous Board & management decisions
  • Formal Board minutes prepared and posted
  • Board structural enhancements & enhanced involvement in DotAsia work

• Formalizing Statement of Interest (SOI)
  • SOI of Board Members posted to the DotAsia website
  • Requirement of SOI updates at each Board Meeting

• Appointment of Legal Counsel
  • Agnes Wong & Co. in association with Dundons

• Development of Board & Organizational Policies
Formation of Board Committees

• **DotAsia Board Committees**
  • Board Governance Committee (BGC)
  • Board Finance Committee (BFC)
  • Board Community Projects Committee (BCC)

• **DotAsia Board Executive Committee**
  • Formed by Chair of each Board Committee
  • Along with Chair of Board Meetings
  • Ability to respond in between regularly scheduled Board Meetings

• **DotAsia Team Support**
  • DotAsia CEO included as a member of each Board Committee as an ex officio
  • Board Secretariat formed from DotAsia team to serve Board
Follow our work: https://www.dot.asia/dotasia-organisation/agm-and-board-meetings/
Board Governance Committee (BGC) Chair Remarks

Maureen Hilyard
Board Governance Framework

• Upon Formation of Board Committees

• Roles and Responsibilities needed to be better defined
  • Between Board, Board Chair, Board Directors, Board Committees, CEO and Staff
  • Delegation of work, recommendations, decision and action

• Board Governance Questionnaire
  • Better define Scope as well as Roles & Responsibilities
  • Collective input from the Board

• Adoption of Board Governance Framework
  • Structure, Roles & Responsibilities for Board, Board Chair, Board Committees, etc.
  • Obtained legal advice to ensure compliance with laws and Articles of Association
Other Documents Under Development

- **DotAsia Onboarding Program**
  - Brief History of DotAsia
  - DotAsia Corporate Relationships
  - DotAsia Operations
  - DotAsia Board Administrative Matters

- **DotAsia Code of Conduct**
  - Fiduciary and Duties of Care
  - Respectful, Ethical and Integrity
  - Confidentiality
  - Conflict of Interest
  - Acceptance of Advantages
  - Refraining from Harassment
  - Complaints and Remedial Processes

  - To bring new Board Members up to speed with the history, operations and directions of DotAsia

  - To foster a culture of ethical behaviour and accountability
References & Acknowledgements

- Comparison of Existing Codes & Programs
  - Learning from Best Practices
  - In Accordance with Local Laws in HK
- Customized for DotAsia’s Purposes
Board Finance Committee (BFC) Chair Remarks

Lim Choon Sai
Standard Operating Procedures

• **Approach & Purpose**
  • Fits in with existing operating approaches at DotAsia to ensure smooth implementation
  • Improving governance by maintaining proper financial control through consistent application of rules and procedures, and to ensure funds are optimized on a fair basis

• **Components in the SOP on Finance & Procurement**
  • Operating & Capital Expenditure
  • Bank Accounts Operations
  • Procurement Guidelines & Procedures
  • Approving Authorities

• ** Adopted at October 2019 DotAsia Board Meeting**
  • Developed between Jun-Oct 2019
Process to Deal with Requests for Information

• Purpose
  • To guide the Board to consistently consider requests to inspect company documents
  • To align with the right accorded in DotAsia Articles of Association for inspecting company documents pursuant to a request, while safeguarding the interest of DotAsia against any abuse of such request or usage of documents so inspected

• Components
  • Inspection of documents in respect of payment authorization by an individual Director
  • Inspection of other documents of the Company
  • Procedures for Inspection of documents at the registered office of the Company
  • Handling and Returning of Confidential information
Budget 2020 Development

- New Format Developed (project based allocation)
- Budget Cycle Frequency Adjusted

**Budget Allocation**

- Salaries & Consultants: 44.3%
- Community Contributions: 10.7%
- Administrative Overhead: 7.1%
- Promotion Rebates: 81.6%
- Out of Pocket: 18.4%
- Service Providers & ICANN Fees: 23.6%

**Income Projection**

- .Asia Registry: 87.8%
- HNET.Asia (.MO): 5.2%
- NetMission.Asia: 14.7%
- APrlGF: 37.3%
- Secretariat Support: 13.9%
- Other Contributions: 31.9%
- Direct Contributions: 2.3%
Board Community Projects Committee (BCC) Chair Remarks

Satish Babu
DotAsia Vision & Mission Reaffirmed

• **DotAsia Vision**
  • The vision of DotAsia is to create a globally visible domain that embodies the successful, cooperative atmosphere established within the Pan-Asia and Asia-Pacific Internet community to accelerate the overall growth of the region.

• **DotAsia Mission**
  • To sponsor, establish and operate a regional Internet namespace with global recognition and regional significance, dedicated to the needs of the Pan-Asia and Asia-Pacific Internet community.
  • To reinvest surpluses in socio-technological advancement initiatives relevant to the Pan-Asia and Asia-Pacific Internet community; and,
  • To operate a viable not-for-profit initiative that is a technically advanced, world-class TLD registry for the Pan-Asia and Asia-Pacific community.

• **Reaffirmed at Oct 2019 Board Meeting**
  • Reviewed between May and October 2019
DotAsia Core Values & Core Competence

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

Economically Successful
Community Driven
Asia At Heart

Positioning & Communications
Pioneering Innovations
Relationships & Network

• Core Values & Core Competence Framework developed by Staff in 2015
• Reviewed between Oct 2019 – Jan 2020
Ongoing Community Works @ DotAsia

• **Stocktaking of Community Projects**
  - List of current and past Community Projects reviewed
  - Dashboard for community project status being explored

• **Social Impact Assessment (SIA) approach being developed**
  - Theory of Change Worksheet being developed taking into consideration the dual goal of DotAsia for the .Asia Registry and its Community development mandate
  - Metrics and Measurements considered

• **Purpose of SIA**
  - Aim is to systematize a methodology to review the success and impact of a DotAsia project, as well as to better present projects to other grants providing organizations and foundations to scale the projects
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Last year...
PopBox Teams Up With Lazada e-Logistics For Better Delivery Services | LiveatPC.com - Home of PC.com Malaysia

RedCargo.Asia

Teleport.Asia
We transport things from A to B, Magically

[UPDATED Travel Advisory: AirAsia extends period of credit account or refund for flights to mainland China, Hong Kong & Macao]
AirAsia is extending the period to obtain credit account or full refund for guests with flight bookings to/from mainland China, Hong Kong and Macao until 1 March 2020. All AirAsia flights to and from Wuhan remain suspended until 28th February 2020.
Multiple options on how to get your ticket are affected by the flight changes, or who wish to make changes to their flight, more details at: https://air.asia/k3bP6

Shall you need any assistance, our Customer Support can be reached via:
2. Facebook - https://www.facebook.com/air.asia
3. Twitter - https://www.twitter.com/air.asia
4. Instagram - https://www.instagram.com/air.asia
5. Google+ - https://plus.google.com/11234567890
.Asia Total Domain Names Under Management (DUM)

- 2012: 200,000
- 2013: 500,000
- 2014: 330,000
- 2015: 250,000
- 2016: 230,000
- 2017: 240,000
- 2018: 280,000
- 2019: 303,000
Get a strong regional presence with .asia

Connecting Asia with One Domain
Number of workshop proposal evaluated: 60
Number of sessions: 22 workshops & 3 plenaries
Number of on-site participants: 186
OPEN INPUT PERIOD FOR THE 2019 APRIGF VLADIVOSTOK SYNTHESIS DOCUMENT

1. Safer Internet, Cybersecurity and Regulation

   The growing concerns on issues such as misinformation, fake news, hate speech and harassment, online violence and terrorism, organized cybercrimes, data breaches result in a decrease of trust as well as a wave of state regulations to mitigate the cybersecurity risks. To maintain cyber hygiene, what kind of policies and governance model shall be adopted to tackle these issues and achieve a safer Internet? What should be the key considerations for states when creating these regulations? How shall we maintain legal interoperability of laws and extraterritorial data protection on the Internet? Should the Internet be regulated by the states solely and what is the impact of these existing regulations on the Internet? How
NetMission Academy 2020

33 Ambassadors-in-training
From 19 economies in Asia-Pacific

Bangladesh | Bhutan | Cambodia | China | Hong Kong | India | Indonesia
Japan | Malaysia | Nepal | Pakistan | Papua New Guinea | Singapore
South Korea | Sri Lanka | Taiwan | Thailand | The Philippines | Russia

121 Eligible applications
40 Selected participants
21 Female
19 Male
85% Average attendance
12 Article published
20 Social media posts
WHAT IS YOUTH4IG?

Youth are future leaders. They have an important role to play in Internet Governance (IG) thus engaging them is essential. Youth4IG is a home for youth in the Asia-Pacific region (APAC) to meet, share ideas, and contribute to the multi-stakeholder policy-making process for IG.

OUR STORY

Born over casual conversations on how to keep the Asian youth community engaged in Internet governance, Youth4IG was founded by former Netmission Ambassador Mili Sarmiani after ICANN Kobe meeting. With a simple goal to unite and strengthen the voice of Asian youth in IG, this dynamic coalition was started with the help of the vibrant fellows community in Asia and support from DotAsia and APNIC.
February 2020

Joseph Yee
jyee@afilias.info
Agenda

◆ 2019 overview
◆ Exceeding ICANN SLAs
◆ Registrar overview
◆ China License and marketing promotions
◆ Security and Anti-abuse update
◆ Plans for 2020
2019 Review

◆ Celebrating 12 years of .asia!

◆ .ASIA is licensed in China and China based registrations are compliant with MIIT regulations

◆ RDAP for .ASIA RDAP launched in August 2019
  ◆ Compliant with RFC7482 and mandated by ICANN

◆ Continue to work together to promote .ASIA
  ◆ Afilias worked together with dotASIA on China license application to get .asia licensed in China
  ◆ Afilias partnered with DotAsia on promotions to registrars

◆ Continue to work together on anti-abuse
  ◆ Identified threats with security communities (Europol, Paypal, etc) to take action on abusive .asia domain names

◆ Enhance security and performance on registry system
  ◆ No unplanned outages in 2019
Continuing to exceed ICANN SLAs: EPP Create (1 of 4)

EPP Create (time in ms)

Average: 57.25ms
ICANN SLA: 4000ms
Continuing to exceed ICANN SLAs: EPP Delete (2 of 4)

EPP Delete (Time in ms)

Average: 58.2ms
ICANN SLA: 4000ms
Continuing to exceed ICANN SLAs: WHOIS response (3 of 4)

WHOIS Response Time

Average: 12ms
ICANN SLA: 1500ms
Continuing to exceed ICANN SLAs: DNS performance (4 of 4)

DNS Queries Response Time

Uptime: 100%  Average: 54ms  ICANN SLA: 500ms
2019 Registrar overview

ASIA Registrars in Production 2019

 Registrars

In early 2019, .ASIA was licensed for operation in China!

As of mid 2019, .ASIA domain registrations in China are fully compliant

- Deadline for compliance originally scheduled in April, moved to July after close coordination with MIIT and China based registrars to minimize disruption
- In the first day of full integration and enforcement, we helped registrars to validate requests on more than thousands of domain names

Promotions in 2019 (COG3.0, COG 3.5)

<table>
<thead>
<tr>
<th>Registrar</th>
<th>Creates during promotion</th>
<th>Impact on DUM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Namecheap</td>
<td>4093 in May</td>
<td>Doubled DUM from 2018</td>
</tr>
<tr>
<td>HiChina</td>
<td>Notable months - 6399 (Nov), 27411 (Dec)</td>
<td>Increase by 9.6 times</td>
</tr>
<tr>
<td>GoDaddy</td>
<td>6865 creates total</td>
<td>Slight drop by 1%, continue to maintain #3 spot</td>
</tr>
</tbody>
</table>
Anti-abuse Highlights

😁ASIA Spamhaus Ranking

.asia Takedown summary - 2019

- Spam: 68687
- Phishing: 208
- Malware: 10
- Botnet: 5
- CP: 0
- Fast Flux: 0
- Other (hacking, DDoS, etc): 5
Continued working with dotASIA, law enforcement, major corporations (Apple, Paypal, etc), threat intelligence communities to identify and suspend names for bad behavior

As expected, increase in registrations during promotion period led to a high number of abusive names, over 66K domains were suspended in May 2019. GMO is biggest offender

Continue to work with law enforcement on keeping botnets down: Avalanche, Andromeda

- In August, over 100k domains across multiple TLDs were suspended simultaneously to stop large scale botnet
- .ASIA domains were involved (less than 10) in the operation to help take down botnet
General Security Trends - 2019

- **Phishing URLs, and Business Email Comprise (BEC) attacks rise**
  - The number of phishing attack rose to a level not seen since 2016
  - 40% of attacks use domains registered by the criminals
  - SSL detection via browsers is not safe anymore - More than 2/3rd of phishing sites have SSL protection

- **Ransomware**
  - Targeted attack surges against local government and facilities (cities office, hospital)
  - Robbinhood ransomware crippled government computer systems in May 2019

- **New form of attack on horizon – utilizing AI**
  - Deep Fake impersonation for wire fraud
  - In March 2019, CEO of energy company was scammed to sending $243K to scammer.

- **Attack to Internet resources still persists**
  - One of the worst attack happened in July, an IoT botnet (similar to Mirai) hit a streaming service with application level attack for 13 days
DDoS Attack by Country – Q3 vs Q4

DDoS Attack Duration

Multi-Vector DDoS Attack

Source: https://securelist.com
Rate Limiting on EPP command type
- Continue to enhance performance by limiting the number of commands to the registry system per registrar to minimize one registrar’s impact on the registry system.

RDAP
- .ASIA RDAP launched in 2019
- New Requirement Status depends on ICANN RDAP working group
- Afilias monitors ICANN ePDP discussion closely on policy, privacy, access for law enforcement group, etc.

Bulk Registration Data Update as required for ICANN Contractual Compliance
To facilitate compliance with the upcoming Registry Agreement renewal
- To support 10+ new IDN languages for .ASIA
- To support new report mechanism adopted by new gTLD agreement
- Target to finish the work by end of Q1 2020

To ensure China based registrations continue to remain in compliance with MIIT regulations
- Work closely with MIIT on yearly audit and provide reports as needed

To continue to enhance security and stability of the registry system
- Upgrades to TLS 1.2 for all interfaces, reject support on legacy versions of TLS/SSL

Continue to support .asia’s growth
- Partner with DotAsia to do promotions for registrars and grow the .asia TLD
Thank You!

Questions?
THANK YOU!
Financial Report

• Fiscal Period
  • Oct 1, 2018 – Sep 30, 2019
• Auditor
  • RSM Hong Kong
• Currency
  • Expressed in USD
• Consolidation
  • Consolidated financials on the DotAsia Group including DotAsia Organisation and all its associates/subsidiaries
Financial Report

• Financials Statements
• Operating Expenses of DotAsia Organisation
• Income & Expense for DotAsia Foundation
## Income Statement  (Oct 1, 2018 to Sep 30, 2019)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income (Recognized)</td>
<td>2,212,736</td>
<td>2,079,185</td>
</tr>
<tr>
<td>Cost of Sales (Recognized)</td>
<td>-769,885</td>
<td>-745,761</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>1,442,851</td>
<td>1,333,424</td>
</tr>
<tr>
<td>Other Income</td>
<td>338,814</td>
<td>563,805</td>
</tr>
<tr>
<td>Administrative Expenses*</td>
<td>-1,719,709</td>
<td>-1,884,050</td>
</tr>
<tr>
<td>Profit/Loss from Operations</td>
<td>61,956</td>
<td>13,719</td>
</tr>
</tbody>
</table>

*Admin Expenses include $219,319 contribution to community
### Income Statement (Cont’d)

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share on Profits of Associate</td>
<td>21,024</td>
<td>18,295</td>
</tr>
<tr>
<td>Finance Costs</td>
<td>-12,355</td>
<td>-64,996</td>
</tr>
<tr>
<td>Provision for litigation</td>
<td>-69,893</td>
<td>-</td>
</tr>
<tr>
<td>Impairment on due from JV</td>
<td>-21,773</td>
<td>-23,592</td>
</tr>
<tr>
<td>Gain on disposal of available-for-sale financial assets</td>
<td></td>
<td>118,237</td>
</tr>
<tr>
<td><strong>Profit/Loss for the Year</strong></td>
<td><strong>-21,041</strong></td>
<td><strong>61,123</strong></td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>2019</td>
<td>2018</td>
</tr>
<tr>
<td>----------------------------------------------------------------</td>
<td>----------</td>
<td>----------</td>
</tr>
<tr>
<td>Gain/Loss on property valuation</td>
<td>-111,431</td>
<td>383,832</td>
</tr>
<tr>
<td>Fair value changes on disposal on JPM Portfolio</td>
<td>-</td>
<td>2,974</td>
</tr>
<tr>
<td>Fair value changes realized on disposal of JPM Portfolio</td>
<td></td>
<td>-118,238</td>
</tr>
<tr>
<td><strong>Total Comprehensive Income for the Year</strong></td>
<td>-132,472</td>
<td>329,691</td>
</tr>
</tbody>
</table>
# Balance Sheet (As at Sep 30, 2019)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non-Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant &amp; equipment</td>
<td>3,342,906</td>
<td>3,613,699</td>
</tr>
<tr>
<td>Investment in Associates</td>
<td>154,174</td>
<td>152,941</td>
</tr>
<tr>
<td><strong>Total Non-Current Assets</strong></td>
<td>3,497,080</td>
<td>3,766,640</td>
</tr>
</tbody>
</table>
## Balance Sheet (Cont’d)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Available-for-sale Financial Assets</td>
<td>-</td>
<td>550,000</td>
</tr>
<tr>
<td>Prepayments, Deposits and Other Receivables</td>
<td>723,995</td>
<td>766,245</td>
</tr>
<tr>
<td>Due from Associates / Related Co.</td>
<td>253,443</td>
<td>237,794</td>
</tr>
<tr>
<td>Bank and Cash Balances</td>
<td>394,699</td>
<td>320,884</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>1,372,137</td>
<td>1,874,923</td>
</tr>
</tbody>
</table>
## Balance Sheet (Cont’d)

<table>
<thead>
<tr>
<th>Current Liabilities</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade Payables</td>
<td>129,160</td>
<td>144,240</td>
</tr>
<tr>
<td>Accruals &amp; Other Payables</td>
<td>1,170,935</td>
<td>1,152,264</td>
</tr>
<tr>
<td>Promissory Note Payable</td>
<td>-</td>
<td>750,000</td>
</tr>
<tr>
<td>Deposits Received</td>
<td>852,216</td>
<td>727,054</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>1,561,507</td>
<td>1,730,546</td>
</tr>
<tr>
<td>Due to a Director</td>
<td>217</td>
<td>17,645</td>
</tr>
<tr>
<td>Due to related companies</td>
<td>460,000</td>
<td>460,000</td>
</tr>
<tr>
<td>Bank Loan</td>
<td>527,275</td>
<td>559,434</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>4,701,310</td>
<td>5,541,183</td>
</tr>
</tbody>
</table>
## Balance Sheet (Cont’d)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Current Liabilities</td>
<td>-3,329,173</td>
<td>-3,666,260</td>
</tr>
<tr>
<td>NET ASSETS</td>
<td>167,907</td>
<td>100,380</td>
</tr>
</tbody>
</table>
## Balance Sheet (Cont’d)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Reserves</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property Revaluation Reserve</td>
<td>1,989,577</td>
<td>2,101,008</td>
</tr>
<tr>
<td>Accumulated Losses / Retained Profits</td>
<td>-1,800,629</td>
<td>-2,061,751</td>
</tr>
<tr>
<td>Profit/Loss for the Year</td>
<td>-21,041</td>
<td>61,123</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>167,907</td>
<td>100,379</td>
</tr>
</tbody>
</table>
# DotAsia Organisation - Operating Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>2019</th>
<th>Percentage</th>
<th>2018</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries &amp; Professional Fees</td>
<td>632,833</td>
<td>55%</td>
<td>871,887</td>
<td>62%</td>
</tr>
<tr>
<td>Marketing &amp; Promotion</td>
<td>40,777</td>
<td>4%</td>
<td>77,008</td>
<td>5%</td>
</tr>
<tr>
<td>Travel &amp; Outreach</td>
<td>53,053</td>
<td>5%</td>
<td>97,495</td>
<td>7%</td>
</tr>
<tr>
<td>Funding Community Projects*</td>
<td>219,319</td>
<td>19%</td>
<td>192,706</td>
<td>14%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>198,967</td>
<td>17%</td>
<td>170,182</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>1,144,949</td>
<td></td>
<td>1,409,278</td>
<td></td>
</tr>
</tbody>
</table>
DotAsia Foundation

• DotAsia Foundation (DAF) is the charity arm of DotAsia Organisation (DAO)

• For the fiscal year, separate accounts are prepared for DAF to account for costs attributable to community

• DAO inject funds into DAF to fund its operation and to cover any deficit

• Staff costs and office expenses attributable to community projects are allocated/billed from DAO to DAF
### DotAsia Foundation – Income & Expense

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DotAsia Organisation Subsidy</td>
<td>219,319</td>
<td>192,706</td>
</tr>
<tr>
<td>Secretariat, Sponsorship &amp; Donations etc.</td>
<td>24,996</td>
<td>50,571</td>
</tr>
<tr>
<td><strong>Admin Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Staff / Personnel</td>
<td>178,002</td>
<td>144,943</td>
</tr>
<tr>
<td>Office &amp; Other Expenses</td>
<td>11,990</td>
<td>15,988</td>
</tr>
<tr>
<td><strong>Community Projects Contribution</strong></td>
<td>53,137</td>
<td>82,346</td>
</tr>
<tr>
<td>Community Projects</td>
<td>Out-of-Pocket Expenses</td>
<td>Salary Allocation</td>
</tr>
<tr>
<td>----------------------</td>
<td>------------------------</td>
<td>------------------</td>
</tr>
<tr>
<td>APrIGF</td>
<td>40,848</td>
<td>70,611</td>
</tr>
<tr>
<td>NetMission</td>
<td>6,113</td>
<td>25,034</td>
</tr>
<tr>
<td>Other Projects</td>
<td></td>
<td></td>
</tr>
<tr>
<td>APIGA</td>
<td>2,314</td>
<td></td>
</tr>
<tr>
<td>Ajitora</td>
<td>1,731</td>
<td></td>
</tr>
<tr>
<td>IGF</td>
<td>1,246</td>
<td></td>
</tr>
<tr>
<td>APRALO</td>
<td>626</td>
<td></td>
</tr>
<tr>
<td>Sec &amp; Others</td>
<td>260</td>
<td></td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>6,177</strong></td>
<td><strong>82,357</strong></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>53,137</strong></td>
<td><strong>178,002</strong></td>
</tr>
</tbody>
</table>
DotAsia Strategic Plan 2020

Building Fundamentals
Draft Budget 2020 Allocations

- **Salaries & Consultants**: 44.3%
- **Community Contributions**: 10.7%
  - NetMission.Asia: 14.7%
  - APrIGF: 37.3%
  - Secretariat Support: 13.9%
  - Other Contributions: 31.9%
  - Direct Contributions: 2.3%

- **Administrative Overhead**: 7.1%
- **Market Development & Travel**: 23.5%
  - Promotion Rebates: 81.6%
  - Out of Pocket: 18.4%
- **Service Providers & ICANN Fees**: 23.6%
2007-2010: .Asia Launch
Sunrise, Landrush, Auctions | Pioneer Domains

2010: Community Contributions

2011: Year of Exploration

2012: Year of Investments

2013: Year of Consolidation

2014: Year of Development

2015: Rebalancing

2016: Startup

2017: Launch

2018 & 2019: Growth
Reprioritization

Asia Pacific at heart, Economically Viable, Community Driven
Completion of Historical Mission of DotAsia @ Namesphere
DotAsia Works
Every .Asia Domain Contributes to Internet Development in Asia

Thank You! | info@dot.asia

1830 Joint DotAsia-AP* Dinner
(Meet @ Hotel Lobby / The Atlantic Restaurant)