



HANAFI NASIR

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HEAD OF REGULATORY & GOVERNMENT AFFAIRS

Hanafi has been involved in the regulatory and government affairs space since 2010. His early career started at Malaysian Communication and Multimedia Commission (MCMC) where he gained experience working in the government sector in Malaysia. His role in MCMC started with a technical role and he moved to a policy development role that allows him to see the telecommunication sector in a wider perspective. He was then offered a role in YTL Communications Sdn Bhd as Regulatory Affairs Manager before moving on to BT Group and Heading the Regulatory and Government Affairs for BT in SEA, ME and ANZ. In his career in the private sector, with his advantage knowing the culture of government officials making it easier for him to adapt dealing with Ministries, Embassies, Trade Associations and Regulators. Hanafi is an experience Regulatory & Government affairs executive, where he creates and build strong relationship with regulators and senior government officials for BT. With his experience, he is also able to identify any risk on new policies to the business and present possible options to mitigate the risk as well as proposing alternatives to the regulators/government with facts. He can manage multiple internal and external stakeholders in order to achieve his objective in delivering the task in hand. Hanafi is a dynamic, determined, and focused professional who can be counted to deliver results to the organization. He is motivated and committed person who consistently seek for new challenges in his career development. Area of expertise includes:

- Stakeholder Management
- Risk Management
- Government Engagement
- Crisis Management
- Strategic Leadership
- Policy Impact
- Policy Development
- Regulatory Compliance
- Strategic Comms

PROFESSIONAL EXPERIENCE

BT

March 2016 – Present

Head of Regulatory & Government Affairs (SEA, Australasia & Middle East)

Heading regulatory & Government engagement of BT for SEA, Australasia and Middle East. Skills to recognize and drive commercial opportunities through in-depth business understanding. Engaging with government policy makers and national regulators, to develop key regulatory enablers to encourage market opening and to promote a positive environment for BT and economically viable access to be aligned with internal BT Policy. Regulatory cost reductions and revenue generation opportunities for the business. Able to identify commercial risks arising from activities providing appropriate solutions and

alternatives. Supporting enterprise customer request as well as ensuring that customer needs are fulfilled and always aligned to customer protection rules set by the NRA. Crisis management to ensure business continuity and minimum customer impact. Representing BT as a committee member of Asia Pacific Carrier Coalition (APCC) and Business Carrier Coalition (BCC).

Key Contributions & Accomplishments

- Turkey: Crisis Management for BT Telecom license in Turkey, 2022-2023
- Malaysia: License exemption for Cloud Services, 2021-2022
- Bahrain: Lead in the submission of public consultation on Privacy & Data protection regulation issued by the TRA in December 2017. Submission to TRA Bahrain was done through BCC platform and successfully led the whole discussion.
- Malaysia: Risk of non-compliance to license condition identified. Resolved and BT Malaysia is in compliance to the license condition. License condition successfully amended.
- Thailand: New product launch outside the license scope of BT Siam. Negotiation with local regulators and new conditions apply for BT Siam's operation. Product successfully launch and revenue generated for BT Siam opening new opportunities in the Thai market.
- Indonesia: BT Indonesia commitment to MOCI is unrealizable. Group decision to limit the investment in Indonesia. Appealed for variation of commitment, accepted and approved by MOCI. Successful cost saving for BT Group caGBP6mil saving.
- Other policy paper drafted and adopted for BT in AMEA including BT position on indirect model, Cross Border Billing, and Encrypted Services.

YTL COMMUNICATIONS SDN BHD

December 2014 – February 2016

Manager, Regulatory Affairs

Managing and protecting company's interest from the regulatory perspective and ensure compliance to regulatory requirements. Serve as technical and commercial liaison between internal resources and regulatory bodies as well as other relevant stakeholders. Analyze details and strategize best decision to improve efficiency, enhance operations of day-to-day work and to reduce unnecessary cost to the company.

Key Contributions & Accomplishments

- Represent YTL Comms in the meetings with Local Authorities where YTL Comms have interest.
- Introduced new internal spectrum license fees system & policy in compliance to the requirement of the CMA98
- Betterment of existing microwave clearance procedures to enhance working between YTL group of companies to maximize profit
- Participate in all MCMC's working groups in relation to the telecommunication sector in Malaysia
- Lead working groups initiatives among industry players to mitigate impact to regulatory requirements introduced by the regulator. This includes MTFSB and MAFB and other industry Working Groups.
- Analyze and prepare company response to Public Inquiry and Public Consultation papers issued by MCMC

- Support relevant internal departments in the implementation of new technologies including trial implementation, reporting and related regulatory matters

MALAYSIAN COMMUNICATIONS AND MULTIMEDIA COMMISSION (MCMC)

August 2010 – November 2014

- **Deputy Director, Policy Initiatives Department, Policy Development Division**
(August 2013 – November 2014)

Covering the areas on formulating and drafting new policies which ever relevant to the Communication & Multimedia Industry. Understanding and analyze the requirement of the industry to aid telecommunication industry growth in Malaysia. Pursuing among the objective of the Act to promote long term benefit of the user an increasing consumer confidence in service delivery from the industry. Foster and maintain mutually beneficial relationships with industry stakeholders, including but not limited to Ministries, government agencies and international counterparts.

Key Contributions & Accomplishments

- Reviewing the MVNO framework in Malaysia by introduction of new standards and guidelines for the business segment
 - Developing the framework of fiber optic communication in Malaysia by setting up new policies for the industry
 - Implementation of available framework in CMA98 in conjunction to Installation of Network Facilities
 - Leading industry and internal MCMC working Groups and closely working with other ministries and government agencies including KPKT, KKM, and state governments.
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- **Spectrum Engineer, International Spectrum Coordination Department, Spectrum and Numbering Planning Division**
(August 2010 – August 2013)

Manage the spectrum used along Malaysian common border areas to ensure spectrum are used efficiently along the common border areas. Participate in international meetings held by ITU and securing the interest of Malaysia and the Malaysian operators.

Key Contributions & Accomplishments

- Resolve aeronautical interference cases along common border areas involving Malaysia Airlines in Langkawi International Airport
- Establishment of frequency database used along Malaysia and Thailand common border areas
- Representing Malaysia in international meetings and contributing ideas to improve efficient use of spectrum and securing national interest

EDUCATION

Bachelor of Science in Electrical Engineering (Hons.) Telecommunication (First Class Honor) - Universiti Teknologi MARA, Shah Alam, Malaysia