

# TIME.

2Q and HY 2014

Performance Guide

August 2014

---

TIME

# Disclaimer

This presentation and the discussion following may contain forward looking statements by TIME dotCom Berhad (“TIME”) related to financial, market or industry trends for future period.

These forward looking statements involve known and unknown risks and uncertainties which may cause the actual performance, results and outcome to be different than that expressed in this presentation.

The statements are made based on facts and information available to TIME at the date of the presentation and merely represent an expression of TIME management’s views, targets and expirations of future events. They do not in anyway represent a forecast, projection, estimate or guarantee of TIME’s future performance and neither have they been independently verified.

Accordingly no representation or warranty, express or implied is made to, and no reliance should be placed on the fairness, accuracy and completeness of such information. TIME and its subsidiaries, representatives and officers shall have no liability whatsoever for any loss, damage, costs and expenses arising out of or in connection with this presentation.

# Q2, 2014 Performance Overview

## QUARTER ON QUARTER

Revenue **increased 18%** QoQ mainly due to higher Data revenues from global bandwidth sales and non-recurring contracts totaling RM21.0m.

Ops Profits and Core PBT\* **up 64%** and **66%** respectively, on improved sales performance.

## YEAR ON YEAR

Revenue **up 16%** on the back of higher sales recorded from all market segments.

Ops Profit and Core PBT\* **up 11%** and **13%** respectively, on improved revenues from higher margin products (e.g. global bandwidth sales).

*Note: Core PBT excludes realisation of fair value gain on AFS reserve as a result of the dividend-in-specie exercise completed in Q2, 2013 and dividend income.*

# YTD Jun, 2014 Performance Overview

## YEAR ON YEAR

YTD Jun 2014 revenue **up 8%** YoY mainly due to higher Data revenue from global bandwidth sales and Data Centre revenue notwithstanding the decline in revenue from non-recurring contracts from RM12.8m in YTD Jun 2013 to RM3.3m in YTD Jun 2014.

Group recorded a PBT of RM77.1m in YTD Jun 2014.

Excluding the fair value gain in AFS reserve of RM349.4m in YTD Jun 2013 and income from non-recurring contracts,

**comparable PBT** would have shown an **increase of RM5.7m** or **8% growth**.

# Q2, 2014 Performance

RM 'million	Q2, 2014	Q2, 2013	Y-o-Y	Q1, 2014	Q-o-Q
Revenue	155.7	134.1	16%	131.9	18%
EBITDA	58.3	50.9	15%	42.8	36%
Operating Profit	36.8	33.1	11%	22.5	64%
PBT	45.3	392.4	-88%	31.8	43%
Core PBT	36.8	32.6	13%	22.2	66%
EBITDA Margin	37%	38%	-1 pps	32%	5 pps
Op Profit Margin	24%	25%	-1 pps	17%	7 pps
PBT Margin	29%	293%	-264 pps	24%	5 pps
Core PBT Margin	24%	24%	0 pps	17%	7 pps
Core EPS (Sen)	6.19	5.33	0.86	3.45	2.74

Note: Core PBT and EPS excludes realisation of fair value gain on AFS reserve as a result of the dividend-in-specie exercise completed in Q2, 2013 and dividend income.

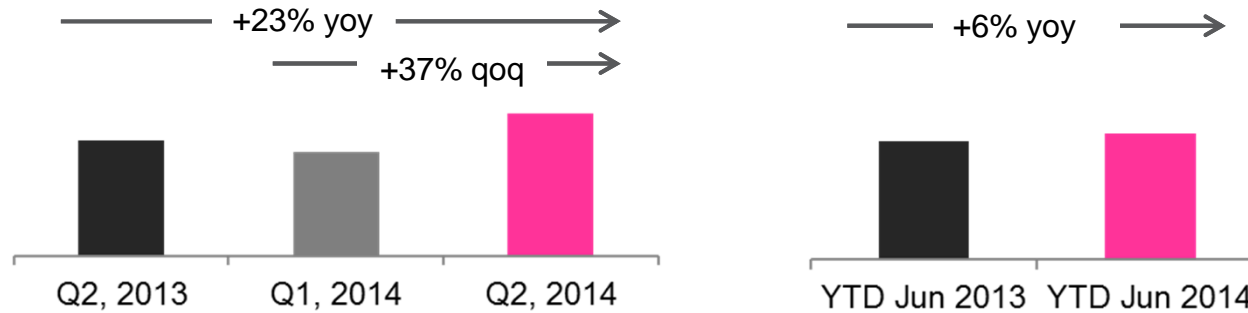
# YTD Jun, 2014 Performance

RM 'million	YTD Jun 2014	YTD Jun 2013	Y-o-Y
Revenue	287.6	267.1	8%
EBITDA	101.1	99.9	1%
Operating Profit	59.4	64.6	-8%
PBT	77.1	430.3	-82%
Core PBT	59.0	63.6	-7%
EBITDA Margin	35%	37%	-2 pps
Op Profit Margin	21%	24%	-3 pps
PBT Margin	27%	161%	-134 pps
Core PBT Margin	21%	24%	-3 pps
Core EPS (Sen)	9.64	10.43	-0.79

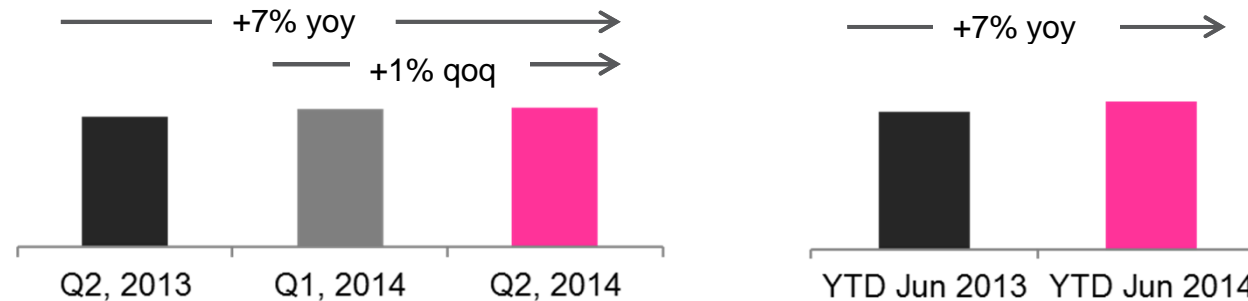
Note: Core PBT and EPS excludes realisation of fair value gain on AFS reserve as a result of the dividend-in-specie exercise completed in Q2, 2013 and dividend income.

# Consolidated Revenue by Segment

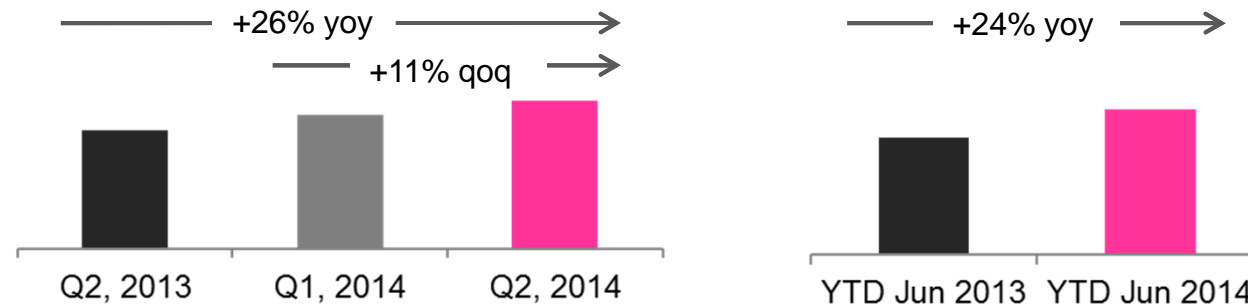
## Wholesale



## Enterprise



## SME & Consumer

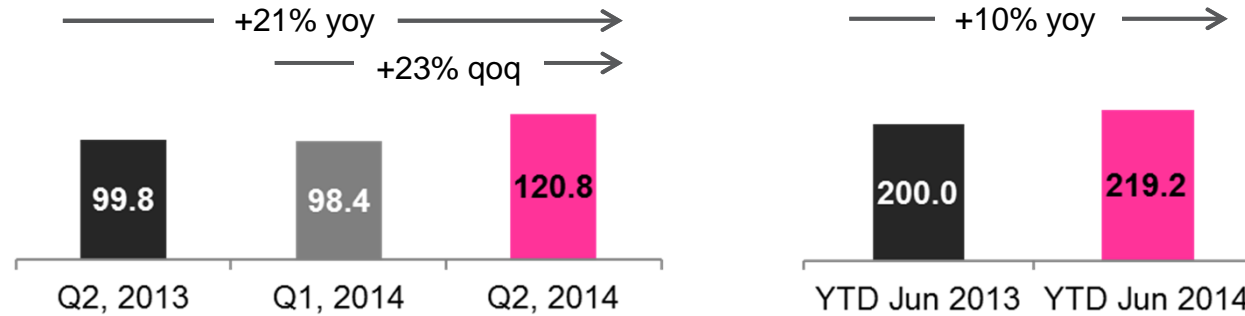


Note: Enterprise segment includes revenue from AIMS Group of Companies.

# Consolidated Revenue by Product

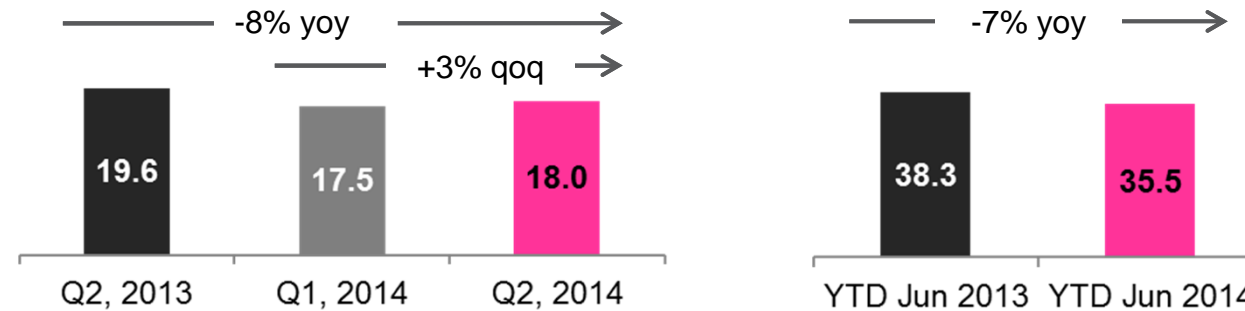
## Data

RM mn



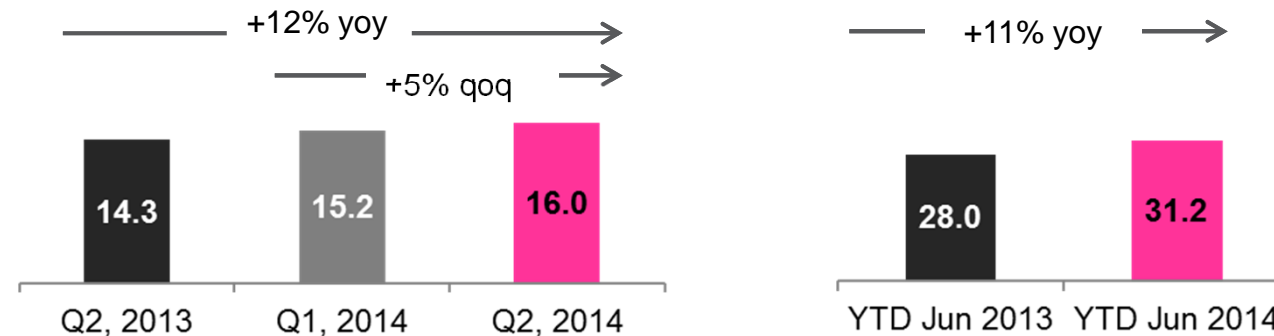
## Voice

RM mn



## Data Centre

RM mn

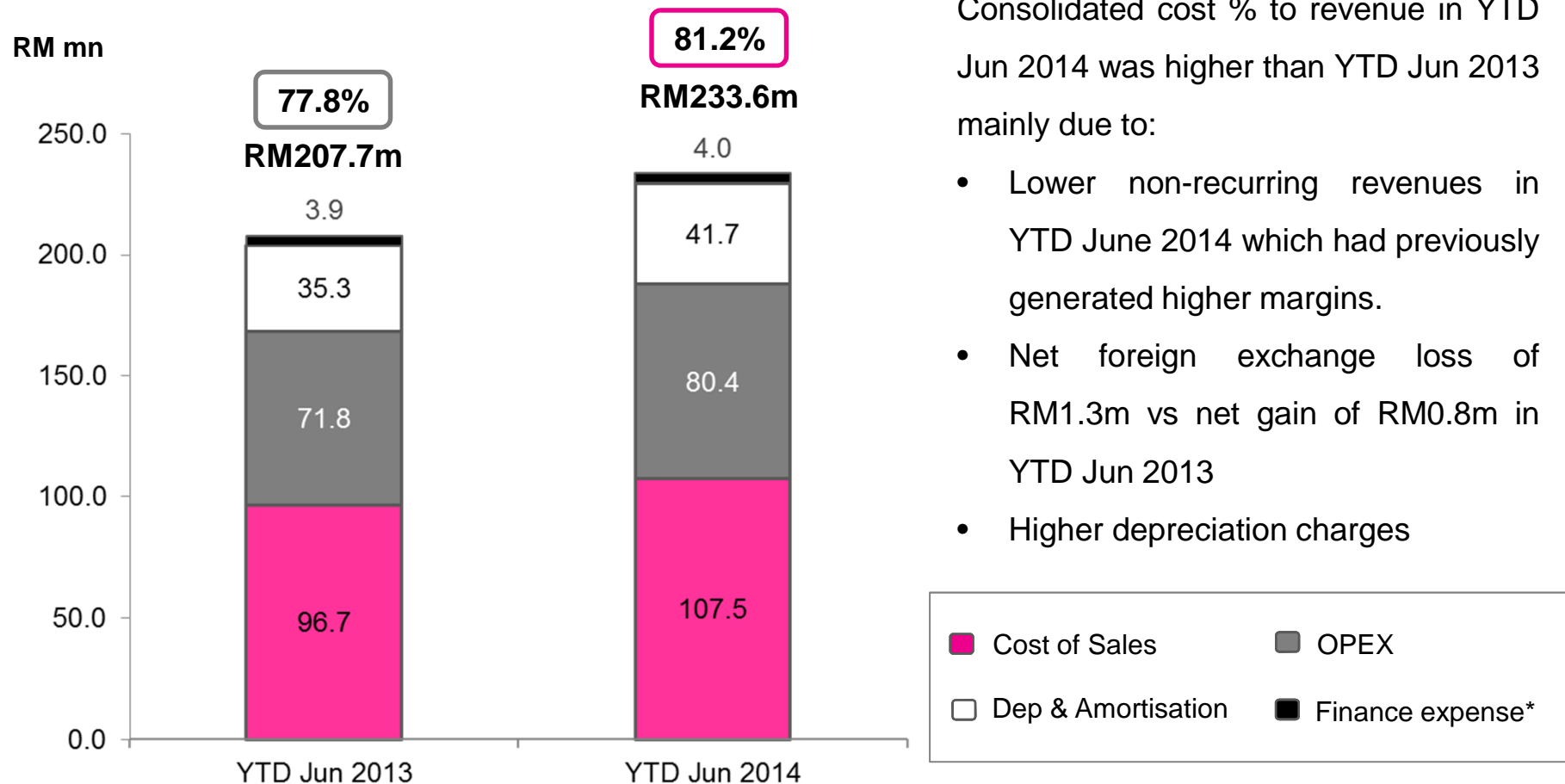


Note: Data includes revenue from Global Transit Companies.

The comparative revenue segment by product has been reclassified to be consistent with the current period/year presentation.

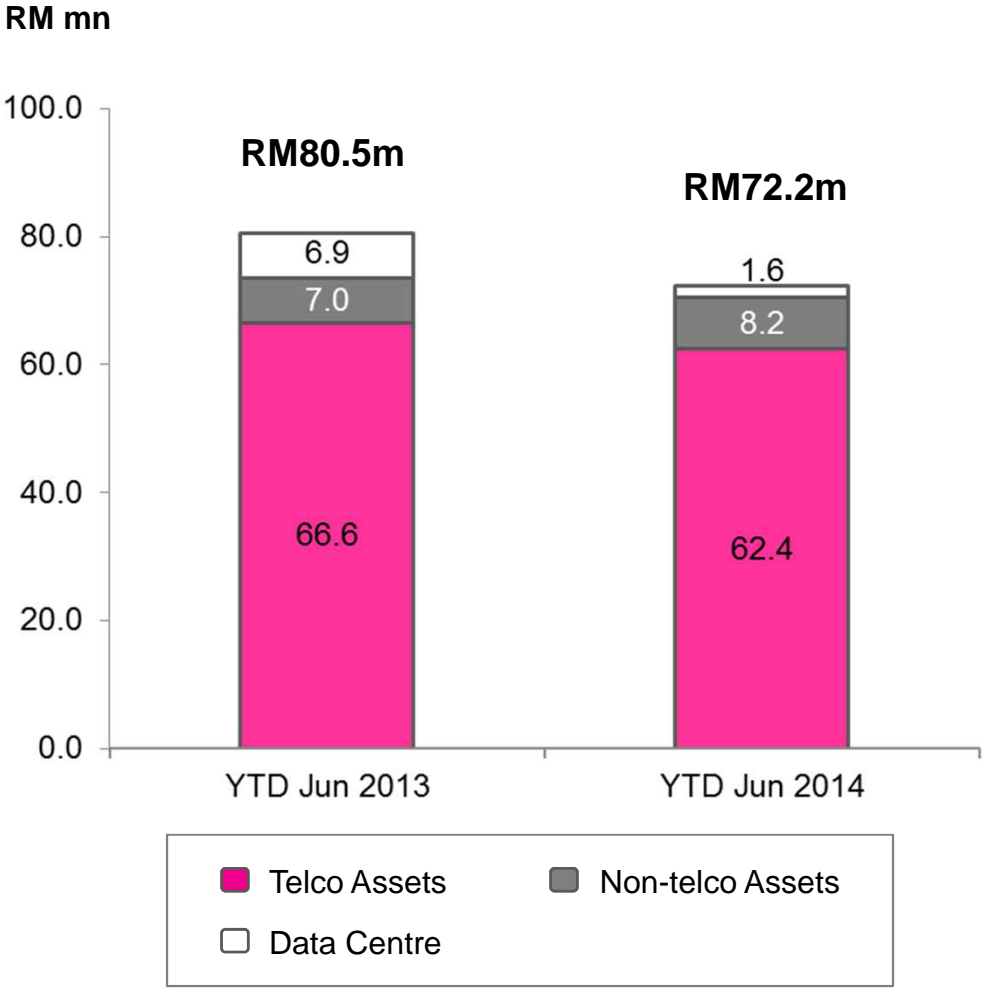


# Consolidated Cost % of Revenue



*Note: \* Included in finance expense in the preceding year corresponding quarter is amortisation of borrowings costs of RM88k (HY2013: RM166k) which had been previously classified under "other operating expenses". The comparative figures has been reclassified to conform with current period's presentation.*

# Group Capital Expenditure



Continued spending on Telco Assets for:

- expansion of coverage to spear segmental growth;
- CAPEX for APG and AAE-1 cable systems.

# Corporate updates

- TIME dotCom Berhad announced its participation in FASTER cable system (“FASTER”) on 11 August 2014, via the signing of the Joint Build Agreement with the FASTER’s consortium members. It’s the Group’s second Trans-Pacific submarine cable system that will connect Asia and North America in support of its global expansion initiatives.

## Remaining year expectations

- Continuing demand expected from mobile operators for their network modernization and LTE network rollouts.
- Data Centre and Global Bandwidth sales continue to be key focus areas for growth.
- Initiatives planned to continue expansion regionally.

# Thank You

Should you have any queries, please contact::

**[investor.relations@time.com.my](mailto:investor.relations@time.com.my)**

TIME dotCom Berhad  
No.14, Jalan Majistret U1/26, Hicom Glenmarie Industrial Park,  
40150 Shah Alam, Selangor, MALAYSIA  
Tel: +603-5032 6000 | Fax: +603-5032 6100 | [www.time.com.my](http://www.time.com.my)