

**5**TREN**9**TH  
IN **18<sup>th</sup> Annual General Meeting**  
NUM**63**RS

TIME™

# FINANCIAL SNAPSHOTS

# PERFORMANCE INDICATORS

REVENUE OF **RM**  
.....  
**596.3**  
.....  
**MILLION** FYE'14  
UP 9% FROM RM548.3M IN FYE'13

EBITDA OF **RM**  
.....  
**228.8**  
.....  
**MILLION** FYE'14  
UP 18% FROM RM193.2M IN FYE'13

OPERATING PROFIT OF **RM**  
.....  
**143.9**  
.....  
**MILLION** FYE'14  
UP 22% FROM RM118.0M IN FYE'13

EARNINGS PER SHARE (EPS) **RM**  
.....  
**0.30**  
.....  
FYE'14

TOTAL SHAREHOLDERS' EQUITY **RM**  
.....  
**2,358.4**  
.....  
**MILLION** FYE'14  
UP 18% FROM RM2,003.6M IN FYE'13

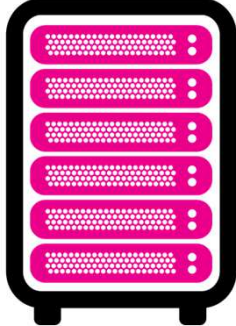
NET TANGIBLE ASSETS PER SHARE **RM**  
.....  
**↑** **0.62**  
.....  
FROM RM3.12 IN FYE'13 TO RM3.74 IN FYE'14

# REVENUE BY PRODUCT



**Data +11%**  
YoY

**Data Centre**  
**+10%**  
YoY



**Voice**  
**-5%**  
YoY



**DELIVERING SHAREHOLDER VALUE**

# 2014: FINANCIAL MILESTONE

First-ever dividend  
from internally-  
generated funds.

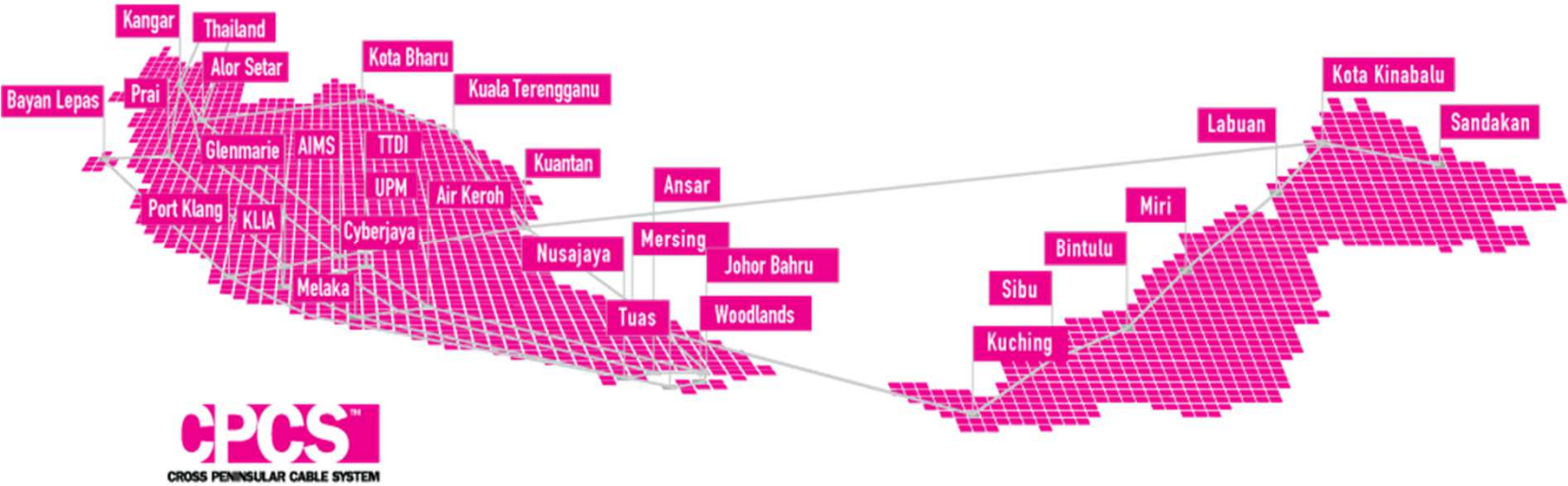
Interim dividend of  
5.6 sen per ordinary  
share.

Paid out on  
31 March 2015.

In line with the Group's dividend policy to pay out up to 25% of normalised profit after tax.

# 2014 AT A GLANCE

# MALAYSIAN FIXED LINE



9,000km of dedicated fibre optics traversing Malaysia, from Thailand to Singapore.

CPCS™ network now equipped with 100G-coherent technology.

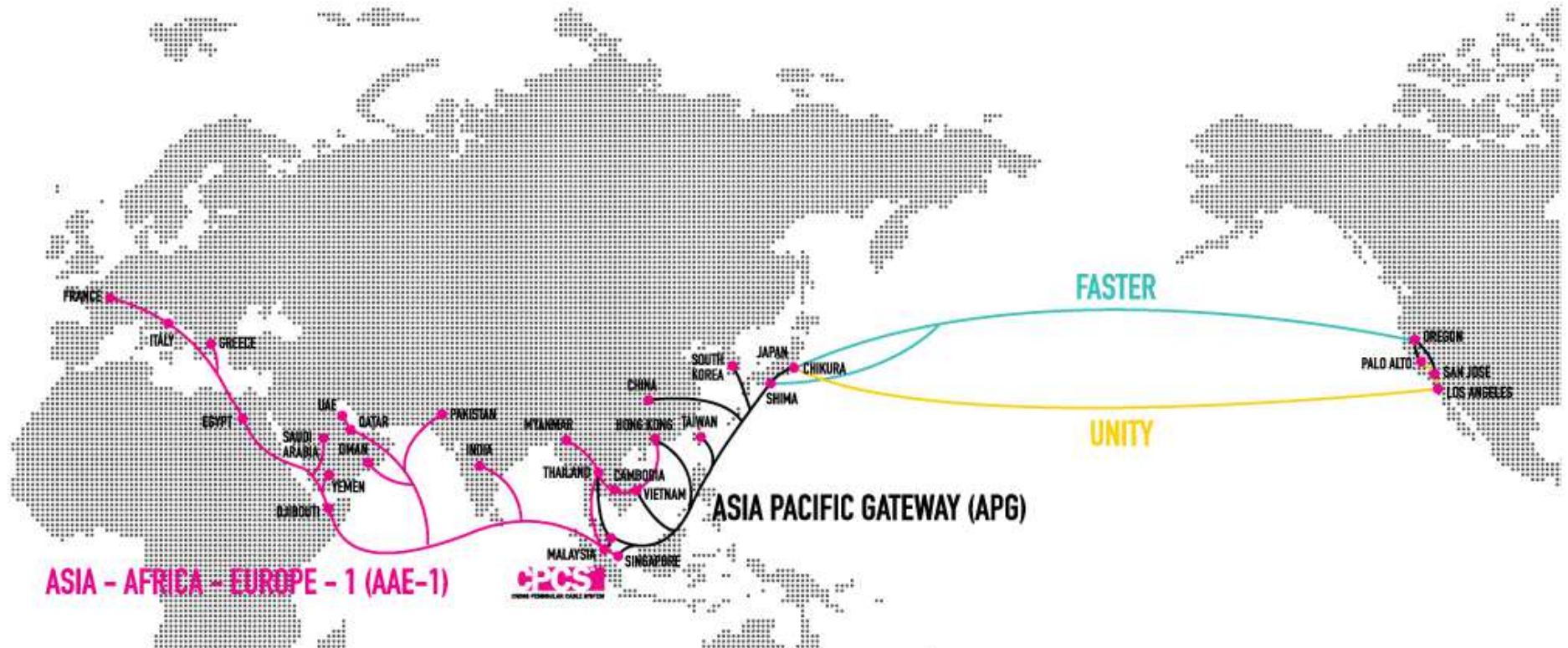
Domestic reach to over 197,000 premises.

Grew customer base across all Enterprise verticals.

Expanded presence in retail segment.



# INTERNATIONAL BANDWIDTH



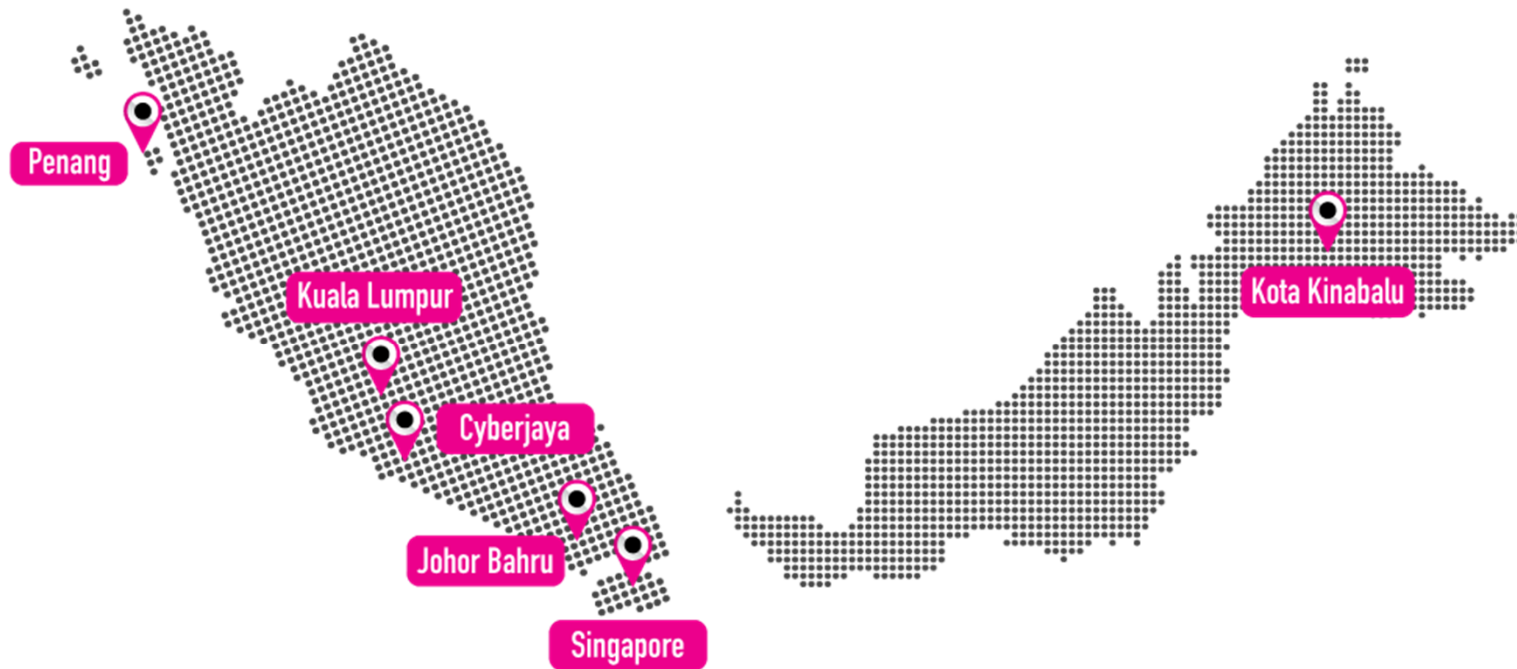
Extended global network reach via investments in the AAE-1 and FASTER international submarine cable systems.

APG, AAE-1 and FASTER are expected to be ready for service progressively from mid-2016 onwards.

Truly global connectivity through owned undersea cable systems covering over 2/3 of the planet.

Added a Point of Presence (PoP) in Indonesia.

# DATA CENTRE



Added data centre presence in Singapore.

Expanded into the Enterprise segment and added customers including FSIs and Malaysia's leading Oil & Gas companies.

Secured Payment Card Industry Data Security Standard (PCI DSS) certification.

Awarded Data Centre Service Provider of the Year by Frost & Sullivan.

**EXPECTATIONS**

# LOOKING TO 2015

Strengthened ASEAN foothold through strategic acquisitions, partnerships and joint ventures.

International submarine cable investments will anchor our global network expansion plans.

Extending our domestic reach to new territories and improving our presence in the retail segment.

Continued demand to support nationwide network modernisation initiatives.

## MSWG Q&A

# QUESTION 1

The Chairman in his statement, stated that “in particular, we are very supportive of the government’s call for higher nationwide broadband penetration by introducing more affordable broadband charges”. He also added “We expect that this initiative will drive increased broadband adoption among Malaysians in the lower-income bracket, and we will do what we can to help meet the nation’s goals of more broadband for everyone”.

How confident is the Board that TIME would be able to capitalise on the decrease of the Broadband prices?

## QUESTION 1 – cont.

- a. TIME will continue to support the government's efforts to make broadband more accessible to the masses. TIME has shown its commitment to this initiative by reducing prices for a basic fixed broadband package to as low as only RM38. With the broadband prices becoming more affordable, the Board expects that this would allow for more Malaysians to be connected to the internet. This in turn should generate a corresponding increase in demand for TIME's fixed broadband internet services.

## QUESTION 2

Could the Board update shareholders on the progress of the Asia Pacific Gateway (APG) cable?

- a. APG cable is currently under construction and is expected to be completed by mid-2016.



## QUESTION 3

The revenue for the voice segment had declined from RM74.8 million for FY2013 to RM71.4 million in FY2014 compared to RM74.8 million for FY2013.

Would TIME expect the declining trend to continue in FY2015?

- a. Yes, the revenue for fixed line voice business is on a declining trend and is expected to remain subdued under intense competition. The Group will continue to manage the rate of decline so as to reduce the impact to the Group, where possible.

## QUESTION 4

What was the 2014 subscriber growth rate and churn rate for the Broadband segment compared to the previous year?

- a. The Group showed a strong broadband growth (predominantly from SME and Consumer segments) of 29% in 2014. The churn rate in 2014 was fairly stable and is in line with the increase revenue.

# Thank You

Should you have any queries, please contact::

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