

**TIME**<sup>TM</sup>

**at Invest Malaysia**

**13 April 2016**

# TIME AT A GLANCE



Listed on the Main Market of Bursa Malaysia since 2001



Market capitalisation of RM4.16 billion as at 6 April 2016



A telecommunications provider primarily focused on the wholesale and enterprise segments



Focused on expanding network footprint in Malaysia and ASEAN



Owns four integrated international subsea cable systems connecting Malaysia to the United States and Europe

# WHAT WE DO (AND DON'T)

## Telecom Segment

Fixed Line

Mobile

Towers

## Customer Type

Wholesale

Enterprise

Government

SME

Consumer

## Network

Fibre Optics  
(Land)

Fibre Optics  
(Subsea)

Copper

Mobile

## Services


Data

Internet


Co-location  
Services

Managed  
Services

Voice

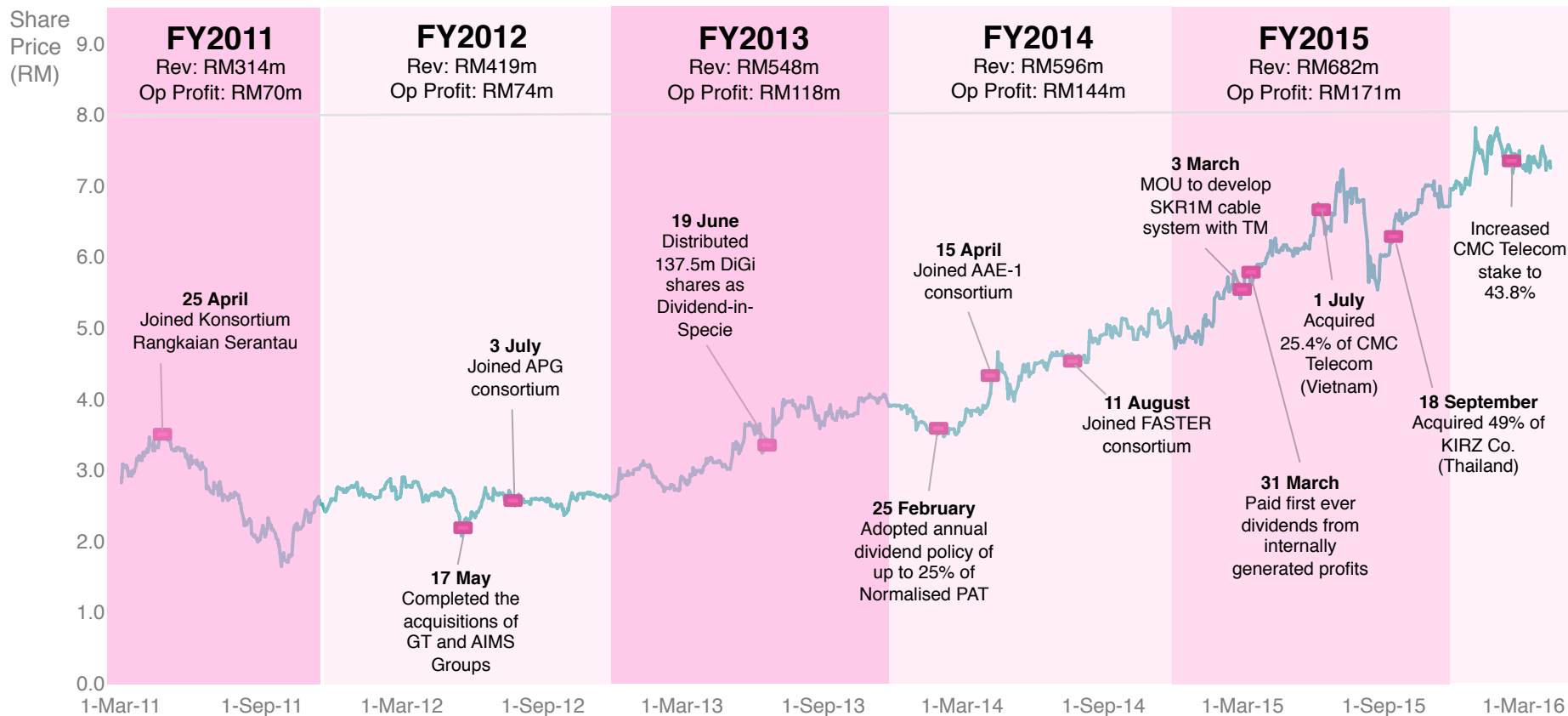
 Core business focus

 Secondary business focus

 No presence

Note: Wholesale refers to other telecom operators and Internet Service Providers

# OUR JOURNEY THUS FAR



## Key Market Statistics

Last closing price	RM7.22 (6 Apr 16)	Total number of issued shares	575,600,468
5-Year High	RM7.80 (26 Jan 16)	Current Market Cap	RM4.156 billion (6 Apr 16)
5-Year Low	RM1.63 (26 Sept 11)	Total Shareholder Equity	RM2.083 billion (31 Dec 2015)

# THE GROUP TODAY

## TIME dotCom Berhad



### Malaysian Fixed Line

100% fibre optics-based domestic fixed-line telecommunication provider.



### International Bandwidth

International bandwidth provider with a global footprint stretching from North America to Japan, with further expansion to Europe via Africa.



### Data Centres

Carrier neutral data centre provider with world class data storage facilities and ancillary services.



### ASEAN

Strategic acquisitions/ joint ventures/ partnerships with telecommunication providers and data centre businesses within ASEAN.

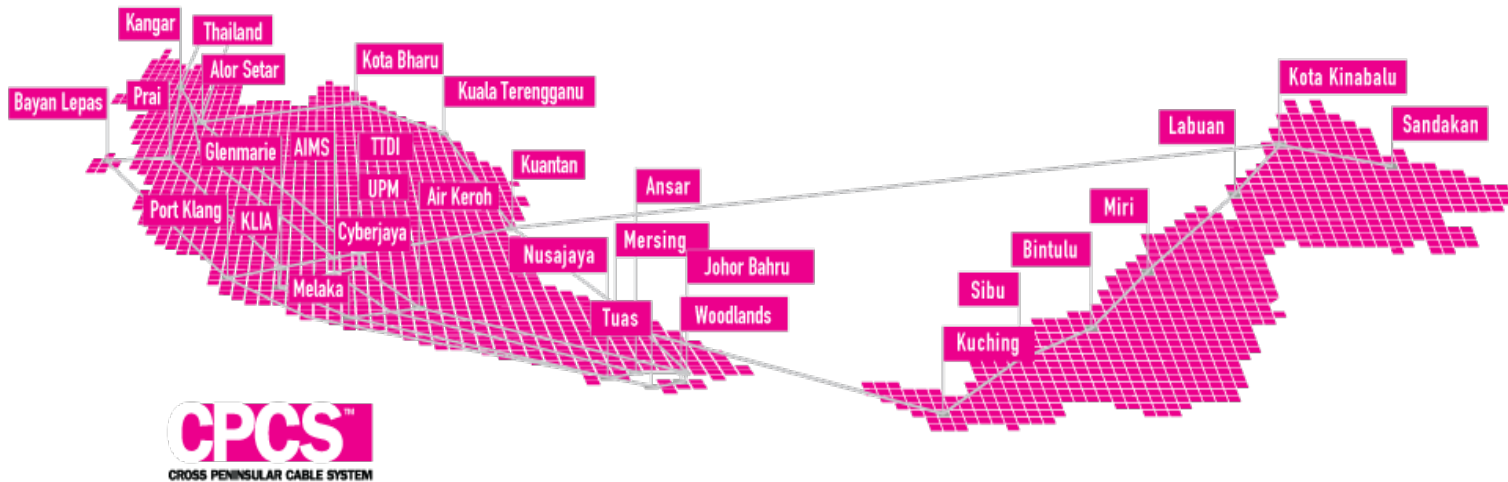
**TIME**<sup>TM</sup>

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**MALAYSIAN FIXED LINE**

# OVERVIEW

**Business Focus:** Wholesale | Enterprise | Retail



**15,000km** of dedicated fibre optics traversing Malaysia, from Thailand to Singapore

FIBRE ROUTES



**5**

BORDER-TO-BORDER CAPACITY



**8.8Tbps**

DWDM TECHNOLOGY



**100G**

UPTIME AVAILABILITY



**100%**

LANDING STATIONS

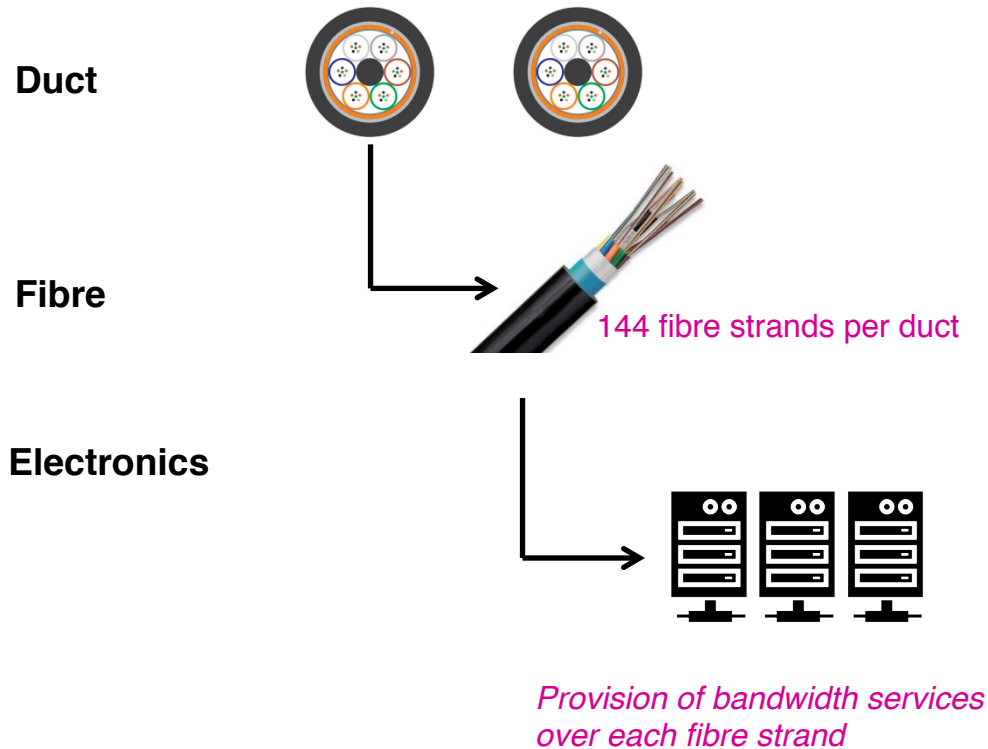


**2**

First Malaysian telco to **own** fibre network infrastructure in **Malaysia** and **Singapore**

# BUSINESS MODEL

## The Fibre Network



## Revenue Model

### CORE FOCUS

- Sale of bandwidth services to customers:
  - Enterprise
  - Wholesale
  - Government
  - SME
  - Consumer
- Monthly charges based on bandwidth utilised

Note: It costs approximately RM100,000 to lay one kilometer of fibre



# CORE PRODUCTS



## Data

Point-to-point domestic and international connectivity regardless of connection or termination point – Leased Lines, International Private Leased Circuits (IPLC) and International Ethernet Private Lines (IEPL).



## Internet

Scalable and customisable high-speed Internet access solutions ranging from dedicated point-to-point Internet connectivity to extensive multi-peering IP Transit.



## Managed Services

Fully outsourced network-related functions so that focus can remain on core operational requirements.

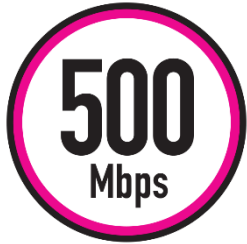


## Voice

A wide spectrum of high-quality voice offerings for all our customer segments, including fixed and mobile termination.

**A comprehensive suite of fixed-line products and services that serve the wholesale, enterprise and retail (SME & Consumer) segments.**

# SEGMENT UPDATE: RETAIL



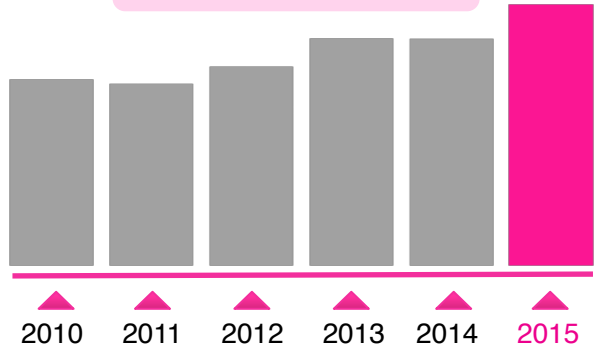
## THIS CHANGES EVERYTHING

100Mbps	300Mbps	500Mbps
RM149	RM189	RM299

- Launched on 23 March 2016
- **Fastest** and **most competitively priced** fibre home broadband service in Malaysia
- Available in 250,000 homes and growing

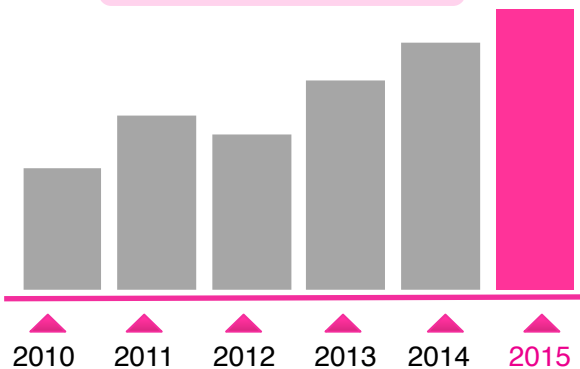
# IN NUMBERS

**CAGR 7%**

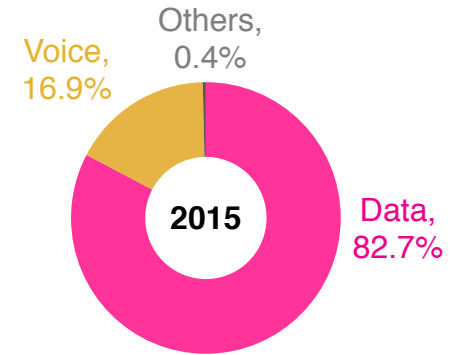
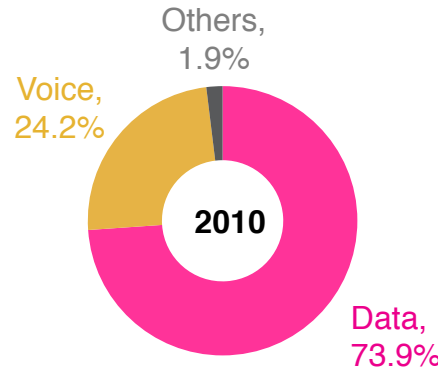


**REVENUE**

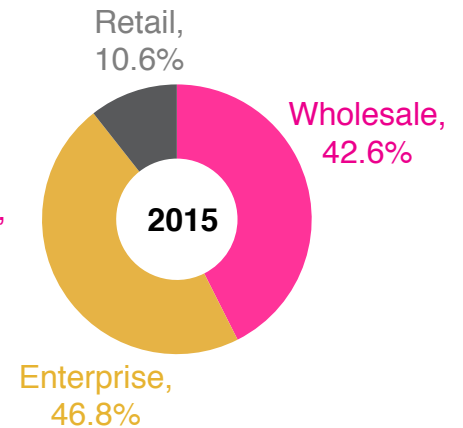
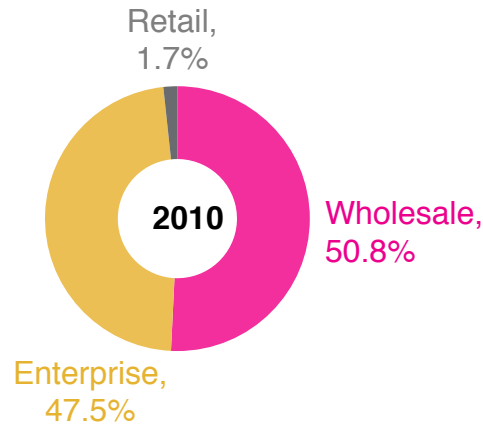
**CAGR 18%**



**EBITDA**



**PRODUCT MIX**



**CUSTOMER MIX**

Note: All numbers are netted off with interco elimination

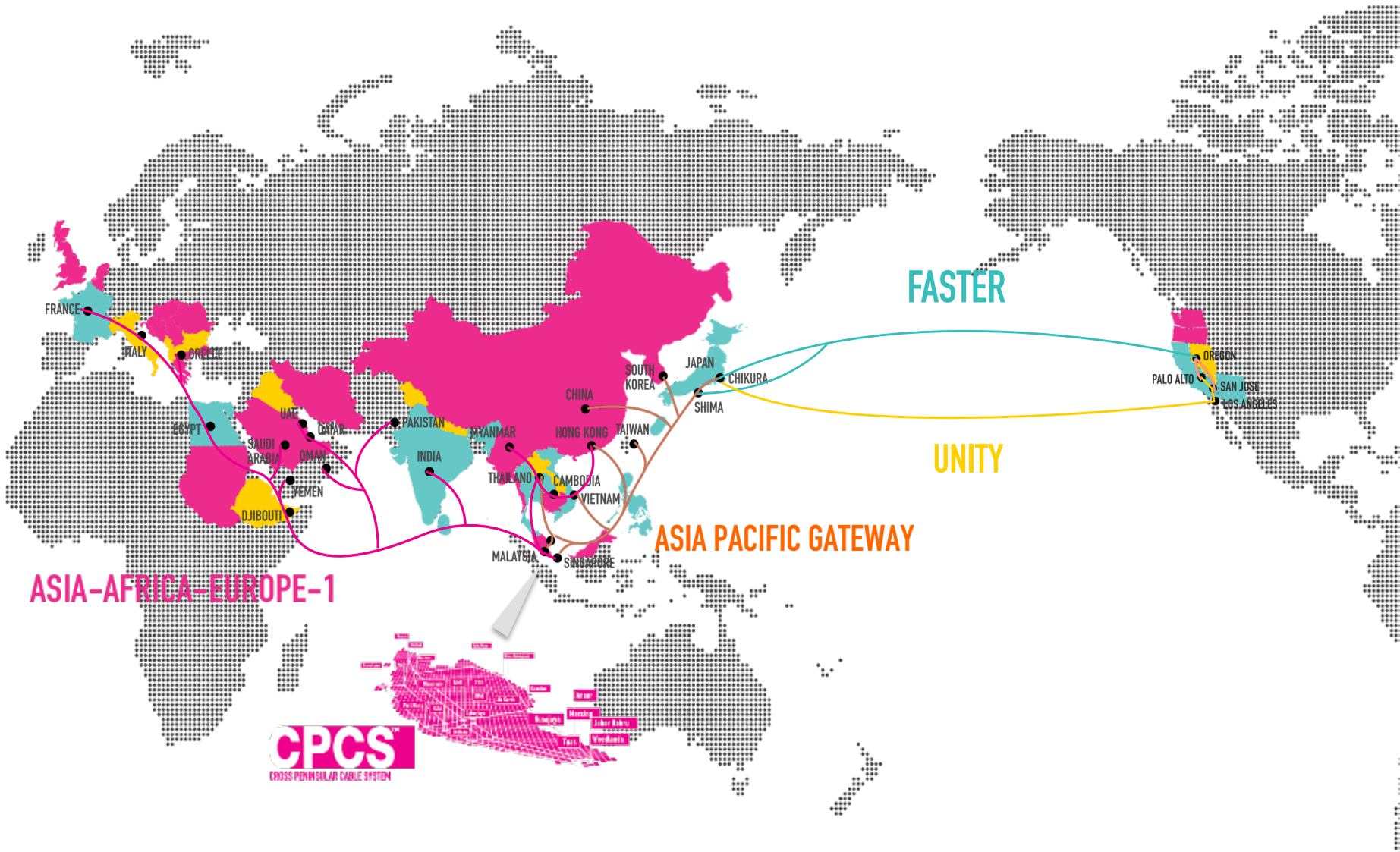


GLOBAL TRANSIT  
TIME

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# INTERNATIONAL BANDWIDTH

# GLOBAL NETWORK

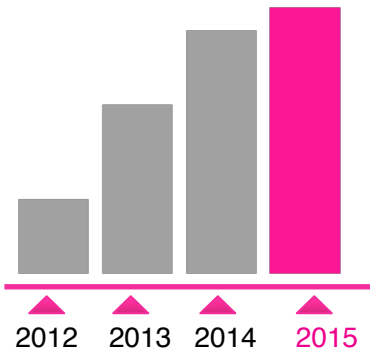


# SUBSEA CABLE ASSETS

Cable name/status	UNITY	APG	AAE-1	FASTER
Cable readiness	Operational since 2010	Completion in 2016	Completion in 2017	Completion in 2016
Capacity owned	1.04 Tbps	4.00 Tbps	1.88 Tbps	10.0 Tbps
Ownership	10.0%	7.3%	4.7%	16.6%
In brief	<ul style="list-style-type: none"> <li>• 9,620km</li> <li>• Trans-Pacific submarine cable system with direct cable route linking the U.S. and Japan</li> </ul>	<ul style="list-style-type: none"> <li>• 10,400km</li> <li>• Intra-Asia cable into 9 countries in Asia Pacific</li> </ul>	<ul style="list-style-type: none"> <li>• 25,000km</li> <li>• Connects 17 countries in Asia to Europe through the Middle-East</li> </ul>	<ul style="list-style-type: none"> <li>• 9,000km</li> <li>• Trans-Pacific cable connecting Japan to the US</li> </ul>
Consortium	<p>6 consortium members:</p> <p>Bharti Airtel, Google, KDDI Corp, GTL, Pacnet and Singtel</p>	<p>13 consortium members:</p> <p>China Telecom, China Unicom, China Mobile, StarHub, Facebook, Viettel, VNPT, KT Corporation, Chunghwa Telecom, LG U+, NTT Comm, GT3 and CAT</p>	<p>19 consortium members:</p> <p>China Unicom, Reliance Jio, PCCW Global, Retelit, Djibouti Telecom, Mobily, Omantel, Ooredoo, HyalRoute, OTEGlobal, Metphone, TeleYemen, Viettel, TOT, Etisalat, PTCL, Telecom Egypt and GT5</p>	<p>6 consortium members:</p> <p>China Mobile International, China Telecom, KDDI, GT2, Google and SingTel</p>

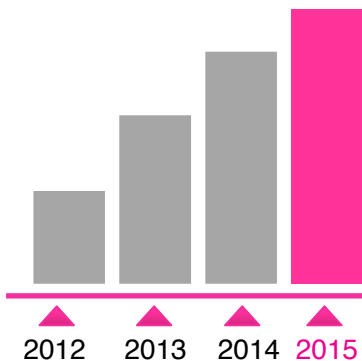
# IN NUMBERS

**CAGR 53%**

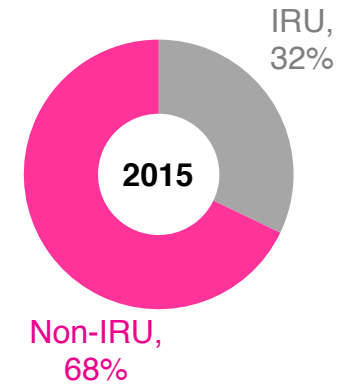
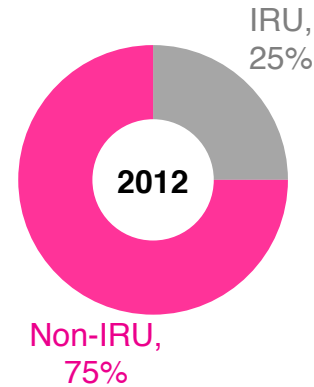


**REVENUE**

**CAGR 43%**



**EBITDA**



**REVENUE MIX**

- Since integrating with TIME in May 2012, GT Group's revenue and EBITDA CAGRs have grown 53% and 43% respectively.
- GT Group's sales have mainly been to other global carriers requiring large cross border connectivity and include customers from Thailand, China, Philippines etc.

*Note: All numbers are netted off with interco elimination*



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# DATA CENTRES



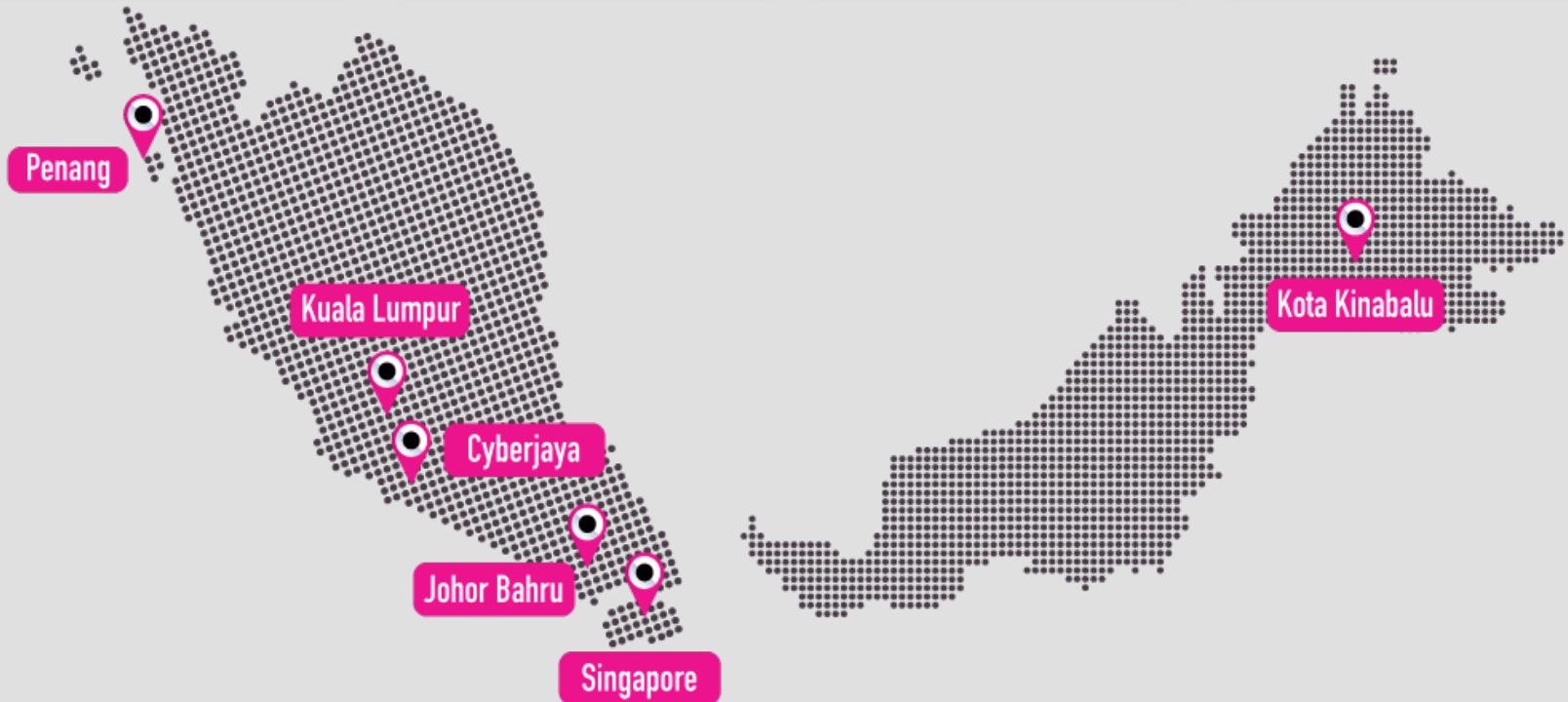
# OVERVIEW

Carrier-neutral

Industry certified

Strategically located in  
central business  
districts

> 43,000 net square  
feet of data centre  
space



One of the most  
interconnected sites in  
Malaysia and SEA

Host to all domestic and  
> 20 foreign operators

Host to various global  
MNCs and large local  
corporations

Home to the Malaysian  
Internet Exchange  
(MyIX)

# CORE BUSINESSES



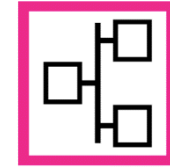
## Co-location

Server rental spaces with guaranteed power availability to safeguard mission critical data



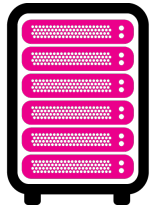
## Managed Services

Outsource core and critical IT requirements



## Network Services

A wide range of carriers and ISPs



## Carrier Management

One stop shop solution for local and global carriers, and cable owners



## Disaster Recovery

A wide range of options for disaster recovery service and business continuity planning



## Cloud Services

Provides a flexible and easy to use cloud infrastructure

# STANDARDS & COMPLIANCE

ISO/IEC  
27001: 2013  
Information Security  
Management  
System

ISO  
9001/2008  
Quality  
Management  
System

ISO  
20000-1: 2011  
IT Service  
Management  
System

PCI DSS  
Payment Card  
Industry Data  
Security  
Standard

EPI  
TIA-942:2010 Tier 3  
Compliant  
Architectural,  
Telecommunication,  
Electrical,  
Mechanical

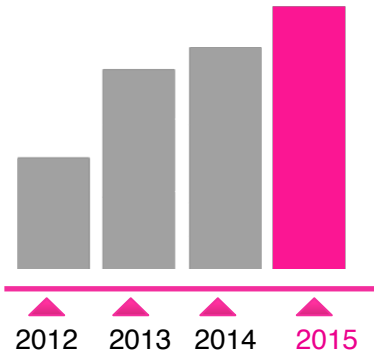
Green  
Building Index (GBI)  
Certified

Uptime  
Institute  
Certified  
Tier III Design

TVRA  
Compliant  
Threats  
Vulnerabilities Risk  
Assessment

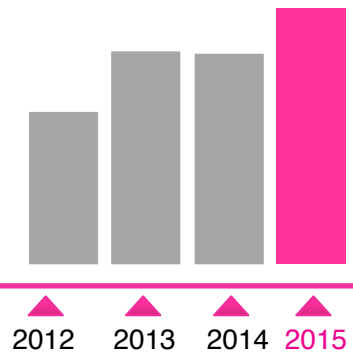
# IN NUMBERS

**CAGR 33%**



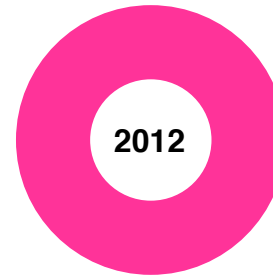
**REVENUE**

**CAGR 19%**

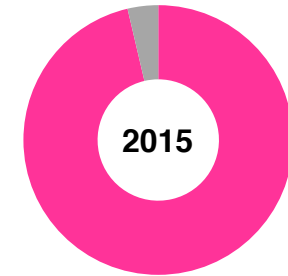


**EBITDA**

Non-Data Centre,  
4%



Data Centre,  
100%



Data Centre,  
96%

**REVENUE MIX**

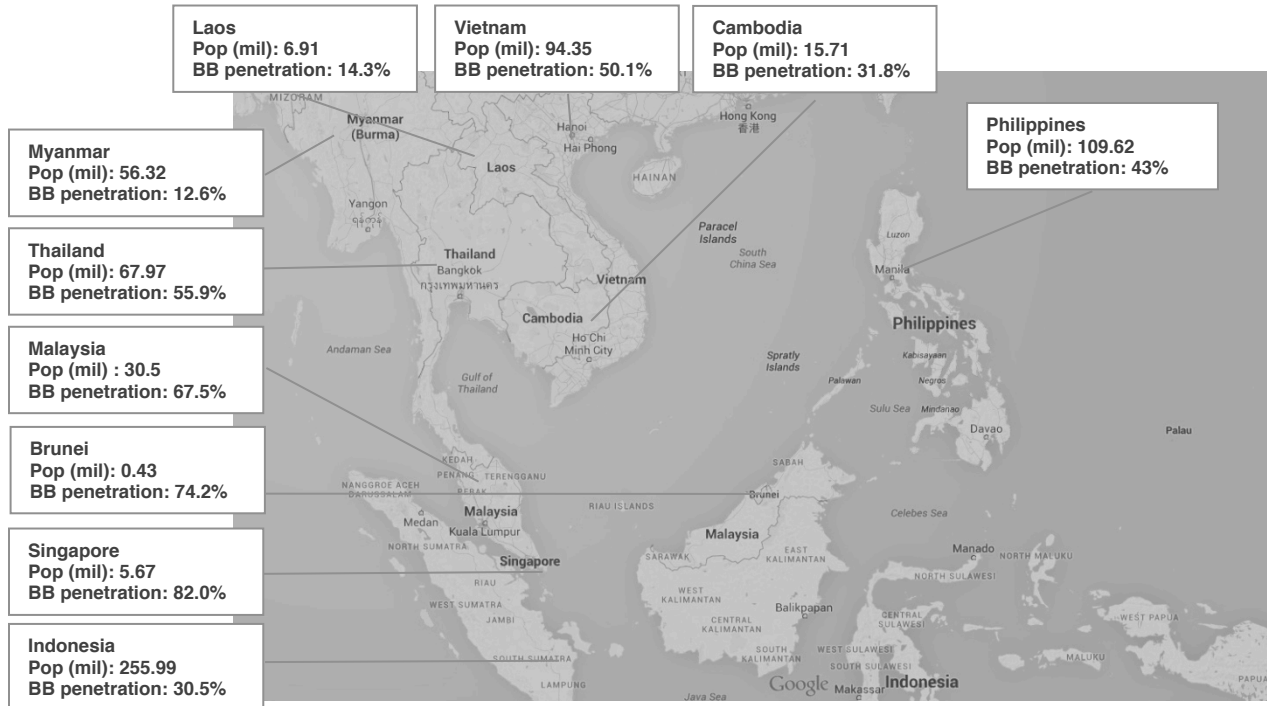
Location	Data Centre (Net Lettable Area Sq. Ft.)
Menara AIMS	30,000
Cyberjaya	12,720
Others*	985
<b>Total</b>	<b>43,705</b>

Note: 1. All numbers are netted off with interco elimination  
2. Others\* includes data centres in Penang, Johor and Sabah

# ASEAN

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# BACKDROP: DATA DEMAND



Total ASEAN population  
> 643.47 million

Current Average BB  
penetration

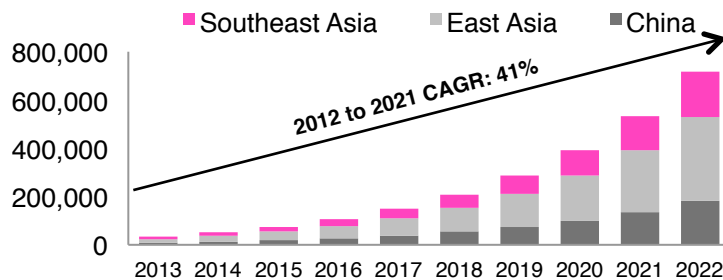
**38.7%**

VS

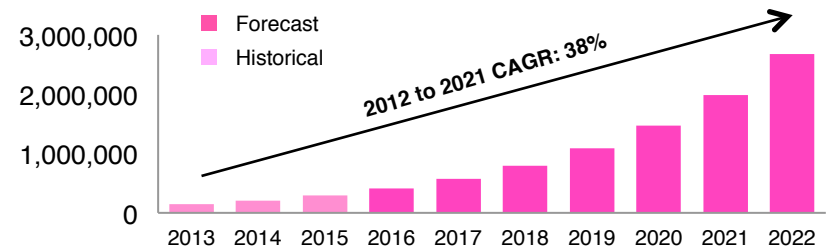
S. Korea (92.3%)  
Japan (90.6%)  
Singapore (82.0%)  
Hong Kong (80.5%)

Note : Figure as at 30<sup>th</sup> Nov 2015  
Source : Internetworldstats.com

Asia Internet Bandwidth Growth (Gbps)\*



International Internet Bandwidth Growth (Gbps)\*



\* Sourced from Telegeography, Q4 2015

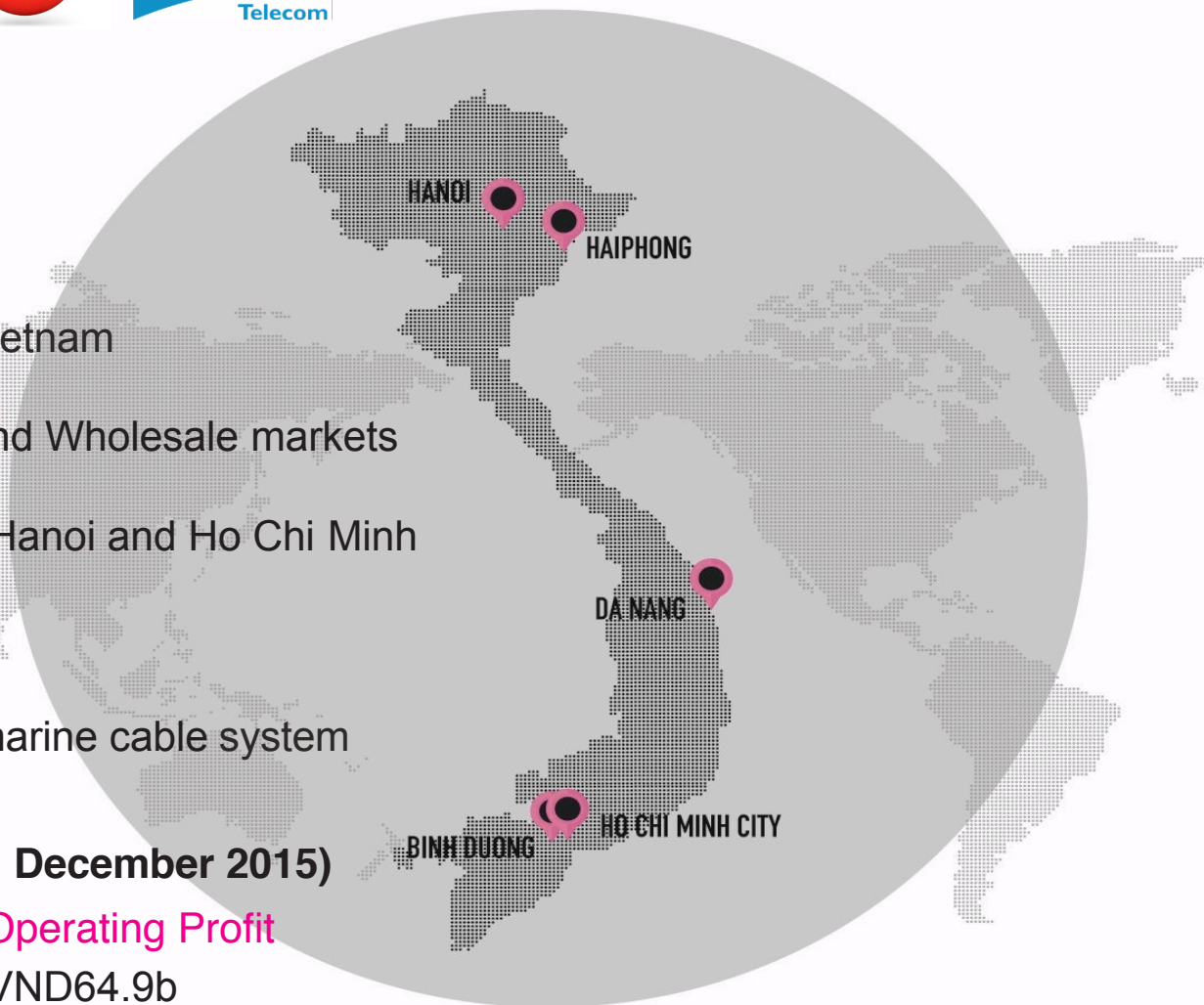
# VIETNAM



## 43.8%

### Direct TIME interest

- No. 4 fixed line telco in Vietnam
- Focused on Enterprise and Wholesale markets
- Data centre presence in Hanoi and Ho Chi Minh
- Nationwide fibre network
- Investor in the APG submarine cable system



### Financial Snapshot (as of 31 December 2015)

Revenue	EBITDA	Operating Profit
VND801.4b	VND174.7b	VND64.9b
c. RM142.8m	c. RM31.3m	c. RM11.7m

# THAILAND



# KIRZ

## 49%

### Direct TIME interest

- No. 8 infrastructure ISP in Thailand
- Fibre coverage across Bangkok, connected via 6 fibre rings
- Enterprise focused
- Data centre presence in Bangkok CBD
- Well-positioned for a business turnaround



### Financial Snapshot (as of 31 December 2015)

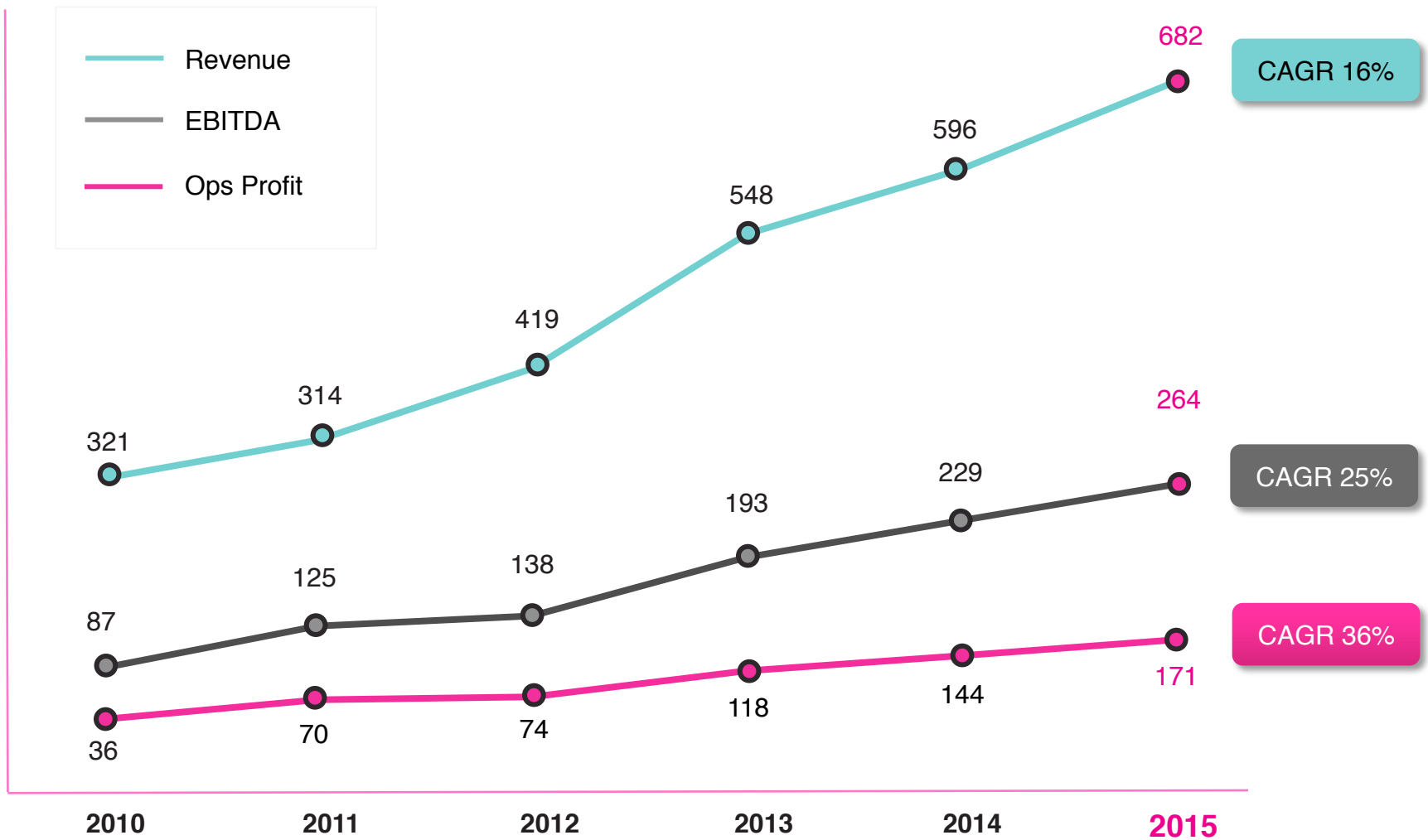
Revenue	LBITDA	Operating Loss
THB191.2m	-THB2.5m	-THB30.3m
c. RM21.5m	c. -RM0.3m	c. -RM3.5m



# GROUP FINANCIALS

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# OUR FINANCIAL JOURNEY



Note: 1. All numbers are in RM (million)

2. Core PBT excludes dividend income and realisation of fair value gain on AFS reserve

# 6-YEAR HIGHLIGHTS

	2010	2011	2012	2013	2014	2015	CAGR
Revenue	321	314	419	548	596	682	16%
Operating Profit	36	70	74	118	144	171	36%
Profit After Tax <sub>1,2</sub>	107	117	194	292	172	191	12%
Total Shareholders' Equity	1,250	1,758	2,480	2,004	2,358	2,083	11%
Total Assets	1,436	1,951	2,860	2,352	2,745	2,610	13%
Net Tangible Assets Per Share (RM)	2.47	3.47	3.95	3.12	3.74	3.25	6%
Return on Assets	7%	6%	7%	12%	6%	7%	N/A
Return on Equity	9%	7%	8%	15%	7%	9%	N/A
Revenue Growth	12%	-2%	34%	31%	9%	14%	N/A
Basic Earnings per Ordinary Share (sen) <sub>2</sub>	21.15	23.19	35.39	50.95	30.34	33.55	10%

Note: 1. All numbers are in RM (million)

2. PAT/earnings excludes realisation of fair value gain on AFS reserve

# EXPECTATIONS

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# 2016 AND BEYOND

Expect 2016 to be challenging for overall telecommunications industry amidst intense competition and an uncertain global economic environment.

Nonetheless, we remain confident as there are still many expansion and growth opportunities yet untapped domestically and within ASEAN, which will provided further sustainability to the Group.

We are excited about APG and FASTER cable systems completing in 2016, which will introduce new sources of revenue to the Group.

Domestically, we will continue to intensify efforts to gain market share while improving our product offerings.

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# Thank You

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