

TINE™

at Invest Malaysia 2015

THE GROUP

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.



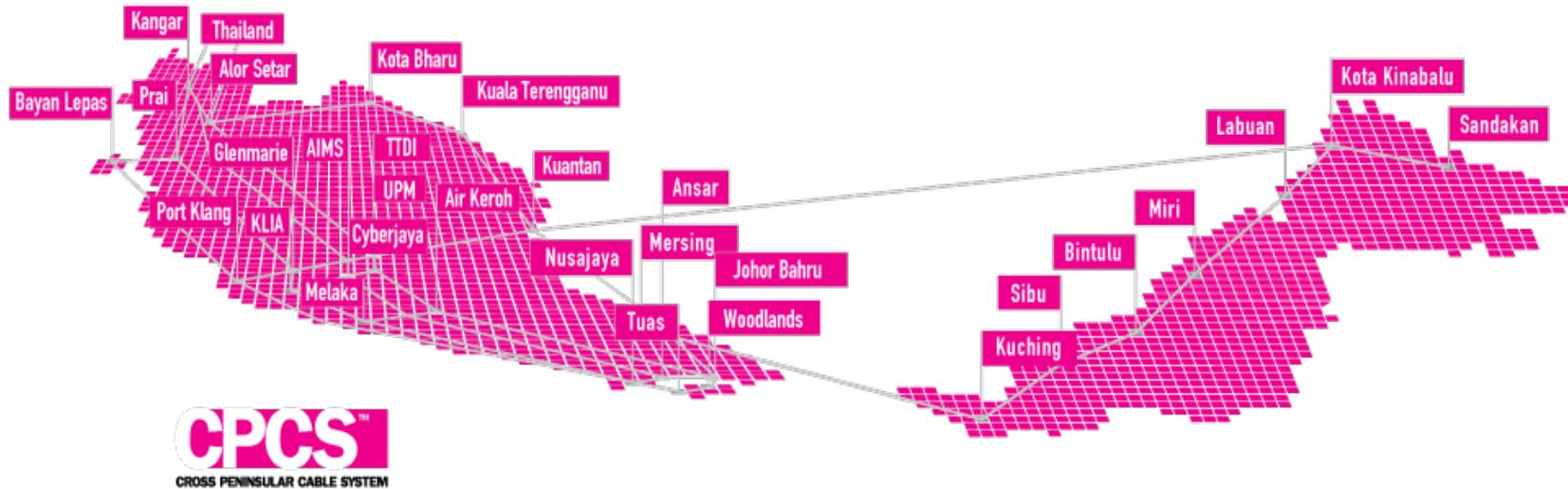
Data Centre

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

MALAYSIAN FIXED LINE

AT A GLANCE

Business Focus: Wholesale | Enterprise | Government | SME | Consumer



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

FIBRE ROUTES



5

BORDER-TO-BORDER CAPACITY



8.8Tbps

DWDM TECHNOLOGY



100G

UPTIME AVAILABILITY

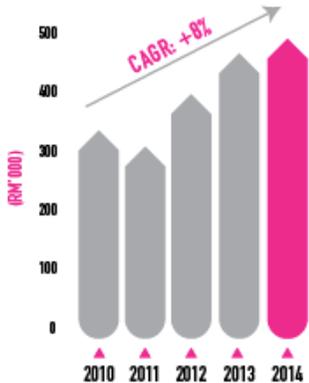


100%

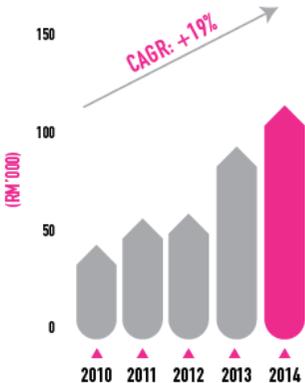
Domestic reach to more than 197,000 multi-dwelling units in metropolitan areas.

IN NUMBERS

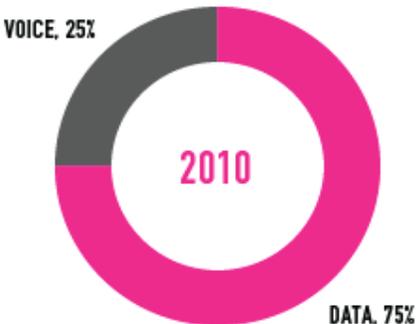
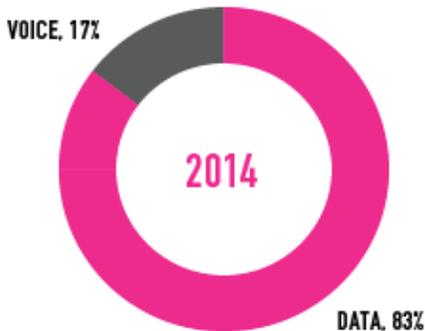
REVENUE



EBITDA



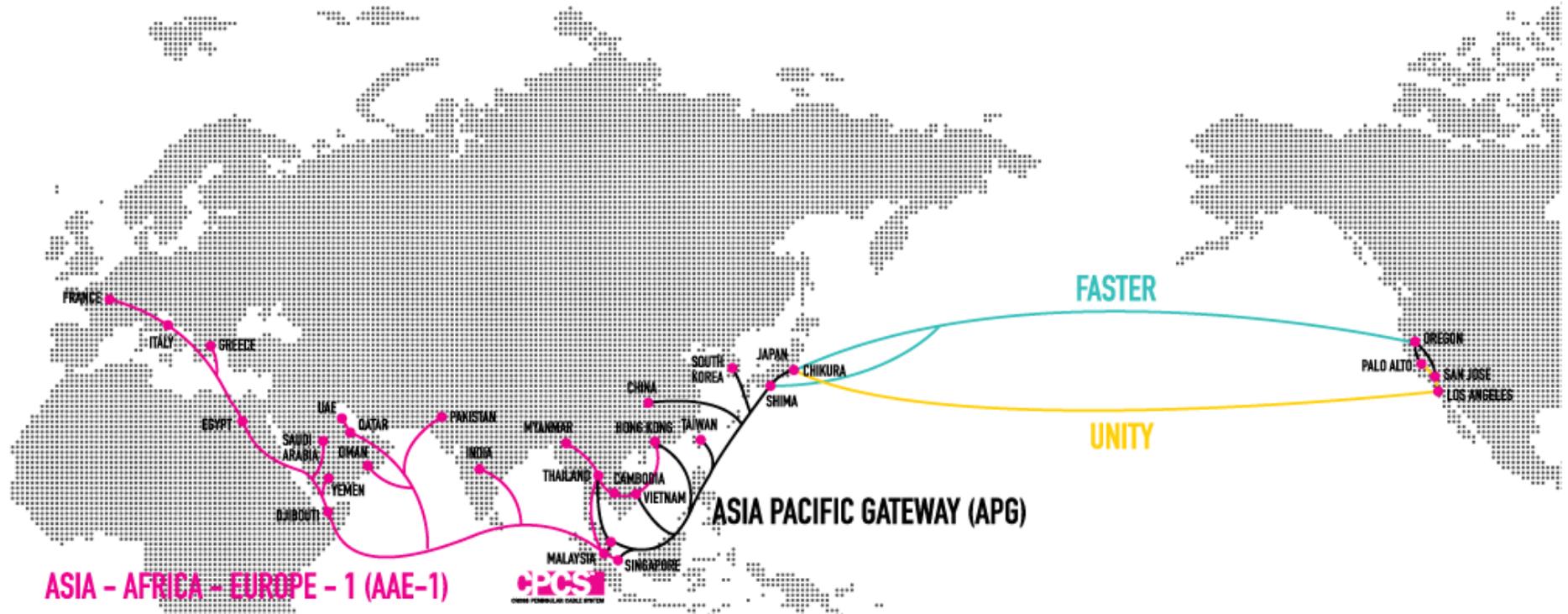
Revenue Composition



- **Second largest** fixed line telecommunications provider in Malaysia.
- Resilient and reliable **metro fibre in all key cities**.
- Products include **Data** (including **Internet**), **Voice** and **Managed Services**.
- Stronghold in **Wholesale** and **Enterprise** markets.
- **Effective** and **efficient yield / cost management** initiatives have led to higher EBITDA margins.

INTERNATIONAL BANDWIDTH

AT A GLANCE



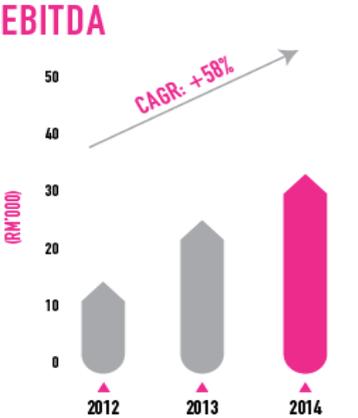
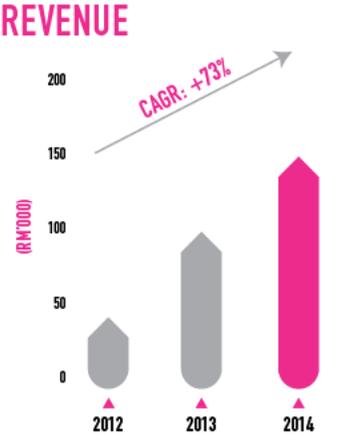
≈ USD200 million investment in 4 international submarine cable systems.

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

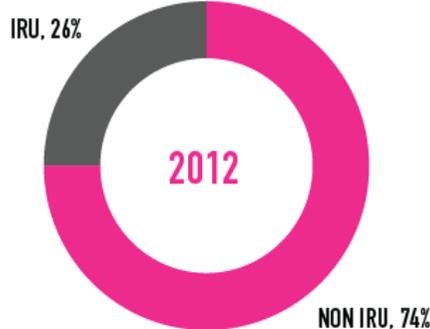
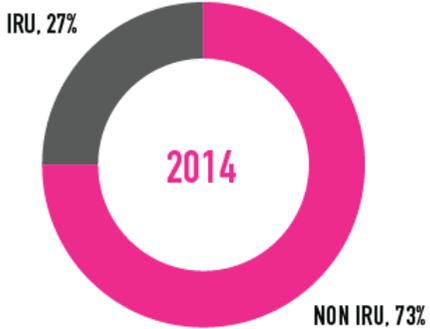
UNITY cable system is fully operational. APG, AAE-1 and FASTER are expected to be ready for service progressively from mid-2016 onwards.

Collectively owns ≈ 16.6Tbps capacity in international submarine cable systems.

IN NUMBERS

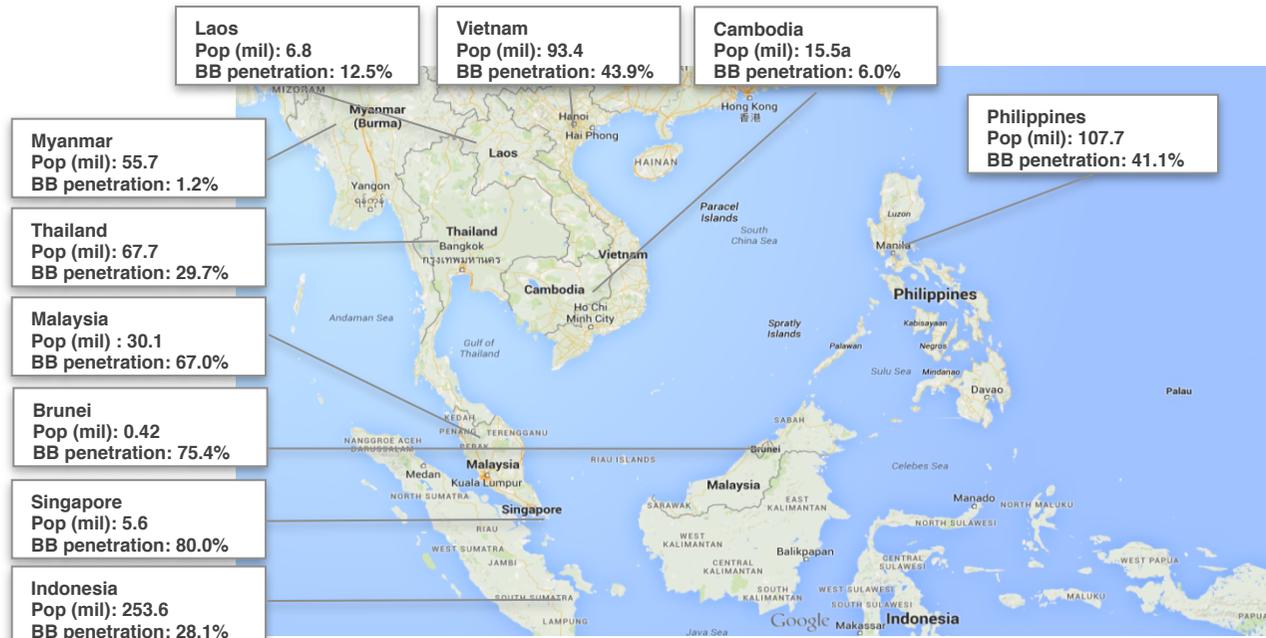


Revenue Composition



- Since integrating with TIME in May 2012, Global Transit's **Revenue** and **EBITDA CAGR** grew **73%** and **58%** respectively.
- Telecom customers include **TOT**, **Jastel** and **China Telecom**.
- Connectivity sold on annual **lease** basis or **Indefeasible Right of use (IRU)**. IRU revenue in the past predominantly from UNITY cable system.
- Able to extract **higher margins** through ownership of submarine cable assets.

ASEAN DATA DEMAND



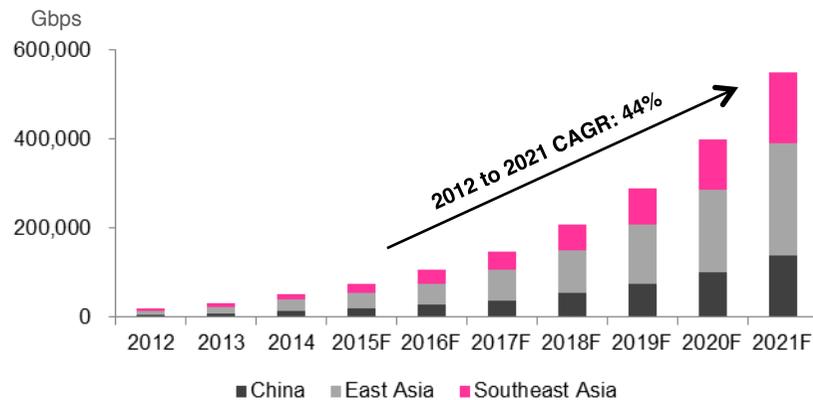
Total ASEAN population
637 million

Average broadband penetration
32.0%

VS
S. Korea (92.4%)
Japan (86.2%)
Singapore (80.0%)
Hong Kong (80.9%)

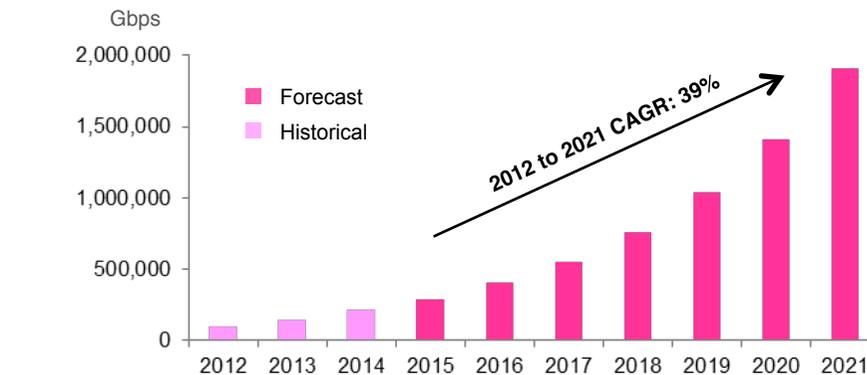
Note : Figures as at 30th June 2014
Source : Internetworldstats.com

Asia Internet Bandwidth Growth (Gbps)



Source: Q4, 2014, Telegeography.com

International Internet Bandwidth Growth (Gbps)



Source: Q4, 2014, Telegeography.com

DATA CENTRE

AT A GLANCE

Carrier-neutral.

Industry certified.

Strategically located in central business districts.

> 50,000 square feet of data centre space.

Penang

Kuala Lumpur

Cyberjaya

Johor Bahru

Singapore

Kota Kinabalu

One of the most interconnected sites in Malaysia and SEA.

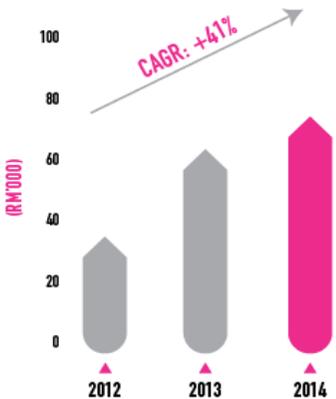
Host to all domestic and > 20 foreign operators.

Host to various global MNCs and large local corporations.

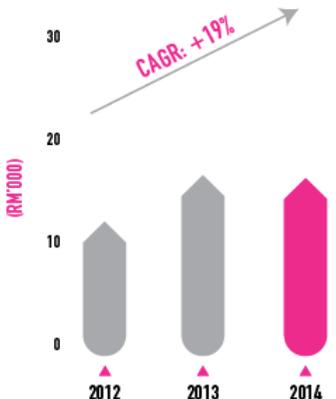
Home to the Malaysian Internet Exchange (MyIX).

IN NUMBERS

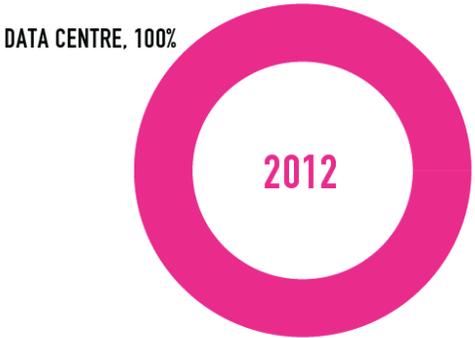
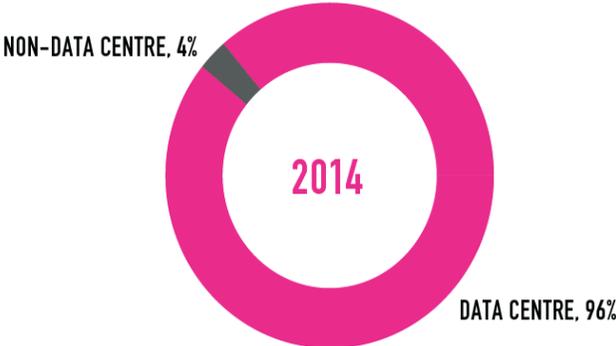
REVENUE



EBITDA



Revenue Composition

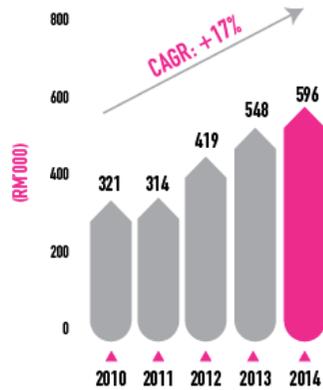


- Since integrating with TIME in May 2012, AIMS' **Revenue** and **EBITDA CAGR** grew **41%** and **19%** respectively.
- Formerly a carrier centric data centre before penetrating the **Enterprise** market in 2013.
- Data centre's revenue comprises of a **diversified product mix** which includes co-location, network services, managed services, disaster recovery, cloud, carrier management and others to increase **"customer stickiness"**.

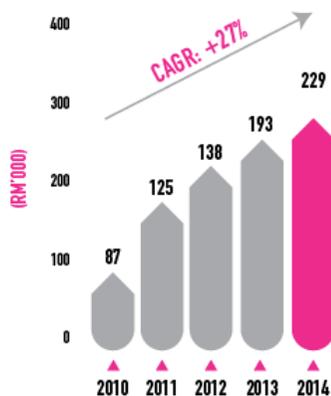
GROUP FINANCIAL SNAPSHOTS

AS A GROUP

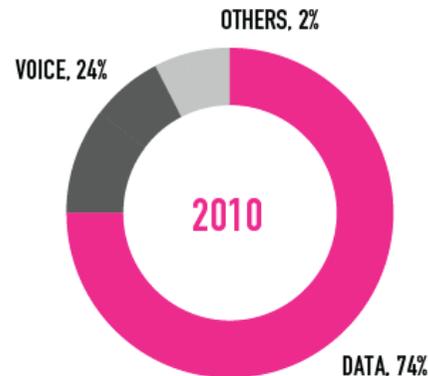
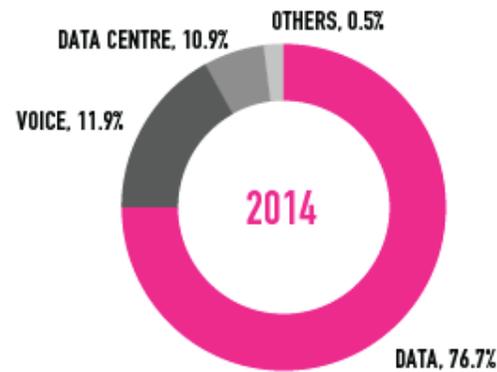
REVENUE



EBITDA



Revenue Composition



- Data revenue from **Wholesale** and **Enterprise** segments are main revenue **growth contributors**.
- Leverage on **effective synergy** across all businesses within the Group (i.e. Malaysian Fixed Line + International Bandwidth + Data Centre) to **provide complete telecommunications solutions**.

FINANCIAL POSITION AND CASH FLOW

| RM' million | As at 31 Dec 2014 | As at 31 Dec 2013 |
|-------------------------|------------------------------|------------------------------|
| Non Current Assets | 2,249 | 1,931 |
| Working Capital | 225 | 208 |
| Shareholders Funds | 2,358 | 2,003 |
| Non Current Liabilities | 116 | 136 |
| | YTD Dec 2014 | YTD Dec 2013 |
| Net Operating Cash Flow | 291 | 144 |
| Net Investing Cash Flow | (179) | (139) |
| Net Financing Cash Flow | (35) | (1) |
| Net Cash | 77 | 4 |
| Cash Balance | 308 | 228 |

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.

THE YEAR AHEAD

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.

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Thank You

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