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Q3, 2014 Performance Overview

QUARTER ON QUARTER

Revenue for Q3 2014 was RM150.6m. Included in this quarter was revenue from global bandwidth sales and income from non-recurring contracts totaling RM13.6m (Q2 2014: RM21.0m).

Excluding revenue from global bandwidth sales and non-recurring contracts, revenue would have increased RM2.3m or 1.7% QoQ on the back of higher revenues from data and data centre sales.

Ops Profits and Core PBT* up 15%.

YEAR ON YEAR

Revenue up 14% to RM150.6m on the back of higher sales recorded from all market segments.

Ops Profit and Core PBT* up 71% and 75% respectively, on improved revenues from higher data and data centre sales.

Note: * Core PBT excludes dividend income.
YTD Sept, 2014 Performance Overview

YEAR ON YEAR

YTD Sept 2014 revenue up 10% YoY mainly due to strong growth in Data revenue from global bandwidth sales and Data Centre revenue.

• Ops Profits grew 14%
• Core PBT* grew 15%

on higher revenue from global bandwidth sales despite higher depreciation and net loss on forex in YTD Sept 2014 vs net gain in YTD Sept 2013.

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.
## Q3, 2014 Performance

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>150.6</td>
<td>131.9</td>
<td>14%</td>
<td>155.7</td>
<td>-3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>63.7</td>
<td>43.5</td>
<td>46%</td>
<td>58.3</td>
<td>9%</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>42.4</td>
<td>24.8</td>
<td>71%</td>
<td>36.8</td>
<td>15%</td>
</tr>
<tr>
<td>PBT</td>
<td>51.3</td>
<td>30.9</td>
<td>66%</td>
<td>45.3</td>
<td>13%</td>
</tr>
<tr>
<td>Core PBT</td>
<td>42.5</td>
<td>24.3</td>
<td>75%</td>
<td>36.8</td>
<td>15%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>42%</td>
<td>33%</td>
<td>9 pps</td>
<td>37%</td>
<td>5 pps</td>
</tr>
<tr>
<td>Op Profit Margin</td>
<td>28%</td>
<td>19%</td>
<td>9 pps</td>
<td>24%</td>
<td>4 pps</td>
</tr>
<tr>
<td>PBT Margin</td>
<td>34%</td>
<td>23%</td>
<td>11 pps</td>
<td>29%</td>
<td>5 pps</td>
</tr>
<tr>
<td>Core PBT Margin</td>
<td>28%</td>
<td>18%</td>
<td>10 pps</td>
<td>24%</td>
<td>4 pps</td>
</tr>
<tr>
<td>EPS (Sen)</td>
<td>8.72</td>
<td>4.93</td>
<td>77%</td>
<td>7.68</td>
<td>14%</td>
</tr>
<tr>
<td>Core EPS (Sen)</td>
<td>7.19</td>
<td>3.78</td>
<td>90%</td>
<td>6.19</td>
<td>16%</td>
</tr>
</tbody>
</table>

Note: Core PBT and EPS excludes dividend income.
# YTD Sept, 2014 Performance

<table>
<thead>
<tr>
<th></th>
<th>YTD Sept 2014</th>
<th>YTD Sept 2013</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>438.2</td>
<td>399.0</td>
<td>10%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>164.8</td>
<td>143.3</td>
<td>15%</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>101.8</td>
<td>89.3</td>
<td>14%</td>
</tr>
<tr>
<td>PBT</td>
<td>128.4</td>
<td>461.2</td>
<td>-72%</td>
</tr>
<tr>
<td>Core PBT</td>
<td>101.4</td>
<td>87.9</td>
<td>15%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>38%</td>
<td>36%</td>
<td>2 pps</td>
</tr>
<tr>
<td>Op Profit Margin</td>
<td>23%</td>
<td>22%</td>
<td>1 pps</td>
</tr>
<tr>
<td>PBT Margin</td>
<td>29%</td>
<td>116%</td>
<td>-87 pps</td>
</tr>
<tr>
<td>Core PBT Margin</td>
<td>23%</td>
<td>22%</td>
<td>1 pps</td>
</tr>
<tr>
<td>EPS (Sen)</td>
<td>21.53</td>
<td>79.34</td>
<td>-73%</td>
</tr>
<tr>
<td>Core EPS (Sen)</td>
<td>16.83</td>
<td>14.20</td>
<td>19%</td>
</tr>
</tbody>
</table>

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
- Q3, 2013
- Q2, 2014
- Q3, 2014
- +24% yoy
- -8% qoq
- +12% yoy

Enterprise
- Q3, 2013
- Q2, 2014
- Q3, 2014
- +3% yoy
- +2% qoq
- +6% yoy

SME & Consumer
- Q3, 2013
- Q2, 2014
- Q3, 2014
- +26% yoy
- +7% qoq
- +24% yoy
Data
RM mn

Voice
RM mn

Data Centre
RM mn

Note: The comparative information has been reclassified to be consistent with the current period/year presentation.
Consolidated Cost % of Revenue

YTD Sept, 2014 margin improved on one-off reversal of provision and higher revenue from non-recurring contracts.

Note: * Included in finance expense in the preceding year nine month period is amortisation of borrowings costs of RM248k 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 spur segmental growth;
- CAPEX for APG, AAE-1 and FASTER cable systems.

RM195.3m

RM125.5m

YTD Sept 2013

Telco Assets
Non-telco Assets
Data Centre

YTD Sept 2014

105.7
10.8
9.0
180.8
3.3
11.2
Corporate updates

5 November 2014

• TIME dotCom Berhad issued 770,200 ordinary shares of RM0.50 each in the Company to eligible employees under the Annual Restricted Share Plan and Annual Performance Share Plan portion of the Company’s Share Grant Plan scheme established on 28 June 2012.

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

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