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Q4, 2014 Performance Overview

QUARTER ON QUARTER

Revenue **increased 5%** QoQ mainly due to higher Data revenues from global bandwidth sales, non-recurring contracts and Data Centre sales.

PBT and **Core PBT*** for Q4 2014 was **RM50.9m** and **RM42.4m** respectively.

**Excluding** the one-off adjustment in the previous quarter, PBT and **Core PBT*** would have **increased 26%** and **35%** respectively, mainly due to higher Data and Data Centre sales and higher forex gain.

YEAR ON YEAR

Revenue **up 6%** to RM158.1m mainly due to revenue growth from all product categories driven primarily by strong Data revenues from higher global bandwidth sales and non-recurring contracts.

PBT and **Core PBT*** **up 41%** and **50%** respectively, on improved revenues from higher Data and Data Centre sales and higher forex gain.

*Note: * Core PBT excludes dividend income.*
FYE Dec, 2014 Performance Overview

YEAR ON YEAR

FYE Dec 2014 revenue up 9% YoY mainly due to strong growth in Data and Data Centre revenues.

Data revenues was supported by high demand on the Group’s Trans-Pacific submarine cable infrastructure.

• FYE Dec 2014 PBT closed at RM179.3m
• Core PBT* grew 24%

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.
## Q4, 2014 Performance

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td></td>
<td>158.1</td>
<td>149.2</td>
<td>6%</td>
<td>150.6</td>
<td>5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>64.1</td>
<td>49.9</td>
<td>28%</td>
<td>63.7</td>
<td>1%</td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td>42.1</td>
<td>28.7</td>
<td>47%</td>
<td>42.4</td>
<td>-1%</td>
</tr>
<tr>
<td>PBT</td>
<td></td>
<td>50.9</td>
<td>36.2</td>
<td>41%</td>
<td>51.3</td>
<td>-1%</td>
</tr>
<tr>
<td>Core PBT</td>
<td></td>
<td>42.4</td>
<td>28.3</td>
<td>50%</td>
<td>42.5</td>
<td>0%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td></td>
<td>41%</td>
<td>33%</td>
<td>8 pps</td>
<td>42%</td>
<td>-1 pps</td>
</tr>
<tr>
<td>Op Profit Margin</td>
<td></td>
<td>27%</td>
<td>19%</td>
<td>8 pps</td>
<td>28%</td>
<td>-1 pps</td>
</tr>
<tr>
<td>PBT Margin</td>
<td></td>
<td>32%</td>
<td>24%</td>
<td>8 pps</td>
<td>34%</td>
<td>-2 pps</td>
</tr>
<tr>
<td>Core PBT Margin</td>
<td></td>
<td>27%</td>
<td>19%</td>
<td>8 pps</td>
<td>28%</td>
<td>-1 pps</td>
</tr>
<tr>
<td>EPS (Sen)</td>
<td></td>
<td>8.81</td>
<td>32.57</td>
<td>-73%</td>
<td>8.72</td>
<td>1%</td>
</tr>
<tr>
<td>Core EPS (Sen)</td>
<td></td>
<td>7.32</td>
<td>31.20</td>
<td>-77%</td>
<td>7.19</td>
<td>2%</td>
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</table>

**Note:** Core PBT and EPS excludes dividend income.
## FYE Dec, 2014 Performance

<table>
<thead>
<tr>
<th>RM 'million</th>
<th>YTD Dec 2014</th>
<th>YTD Dec 2013</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>596.3</td>
<td>548.3</td>
<td>9%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>228.9</td>
<td>193.2</td>
<td>18%</td>
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<tr>
<td>Operating Profit</td>
<td>143.9</td>
<td>118.0</td>
<td>22%</td>
</tr>
<tr>
<td>PBT</td>
<td>179.3</td>
<td>497.3</td>
<td>-64%</td>
</tr>
<tr>
<td>Core PBT</td>
<td>143.9</td>
<td>116.2</td>
<td>24%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>38%</td>
<td>35%</td>
<td>3 pps</td>
</tr>
<tr>
<td>Op Profit Margin</td>
<td>24%</td>
<td>22%</td>
<td>2 pps</td>
</tr>
<tr>
<td>PBT Margin</td>
<td>30%</td>
<td>91%</td>
<td>-61 pps</td>
</tr>
<tr>
<td>Core PBT Margin</td>
<td>24%</td>
<td>21%</td>
<td>3 pps</td>
</tr>
<tr>
<td>EPS (Sen)</td>
<td>30.34</td>
<td>111.91</td>
<td>-73%</td>
</tr>
<tr>
<td>Core EPS (Sen)</td>
<td>24.16</td>
<td>45.41</td>
<td>-47%</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**
- +10% yoy
- +7% qoq

Q4, 2013 | Q3, 2014 | Q4, 2014

YTD Dec 2013 | YTD Dec 2014

**Enterprise**
- -2% yoy
- +1% qoq

Q4, 2013 | Q3, 2014 | Q4, 2014

YTD Dec 2013 | YTD Dec 2014

**SME & Consumer**
- +37% yoy
- +11% qoq

Q4, 2013 | Q3, 2014 | Q4, 2014

YTD Dec 2013 | YTD Dec 2014
Consolidated Revenue by Product

**Data**
- RM mn
- Q4, 2013: 114.7
- Q3, 2014: 115.5
- Q4, 2014: 122.4
- +6% qoq
- +7% yoy
- +11% yoy

**Voice**
- RM mn
- Q4, 2013: 17.0
- Q3, 2014: 18.0
- Q4, 2014: 17.9
- -1% qoq
- +5% yoy
- -5% yoy

**Data Centre**
- RM mn
- Q4, 2013: 16.5
- Q3, 2014: 16.4
- Q4, 2014: 17.2
- +5% qoq
- +4% yoy
- +10% yoy

**YTD Dec 2013**
- Data: 411.6
- Voice: 74.8
- Data Centre: 58.7

**YTD Dec 2014**
- Data: 457.2
- Voice: 71.4
- Data Centre: 64.8
YTD Dec 2014 Cost-to-Revenue % improved on operational efficiencies and contributions from non-recurring revenues.
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 amounting to RM138.6m or 58.8% of Telco Assets for YTD Dec 2014.
Corporate updates

• TIME dotCom Berhad declared an interim tax exempt (single-tier) dividend of 5.60 sen per ordinary share in respect of the financial year ended 31 December 2014. The dividend will be paid on 31 March 2015.

2015 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.

• Expansion and growth opportunities on both domestic and regional fronts.
Thank You

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