

# TIME.

4Q and FYE 2014

Performance Guide

February 2015

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TIME

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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

RM 'million	Q4, 2014	Q4, 2013	Y-o-Y	Q3, 2014	Q-o-Q
Revenue	158.1	149.2	6%	150.6	5%
EBITDA	64.1	49.9	28%	63.7	1%
Operating Profit	42.1	28.7	47%	42.4	-1%
PBT	50.9	36.2	41%	51.3	-1%
Core PBT	42.4	28.3	50%	42.5	0%
EBITDA Margin	41%	33%	8 pps	42%	-1 pps
Op Profit Margin	27%	19%	8 pps	28%	-1 pps
PBT Margin	32%	24%	8 pps	34%	-2 pps
Core PBT Margin	27%	19%	8 pps	28%	-1 pps
EPS (Sen)	8.81	32.57	-73%	8.72	1%
Core EPS (Sen)	7.32	31.20	-77%	7.19	2%

Note: Core PBT and EPS excludes dividend income.

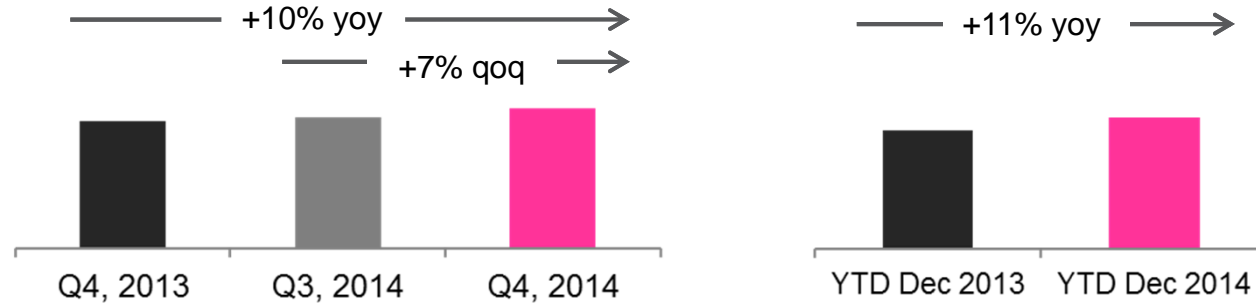
# FYE Dec, 2014 Performance

RM 'million	YTD Dec 2014	YTD Dec 2013	Y-o-Y
Revenue	596.3	548.3	9%
EBITDA	228.9	193.2	18%
Operating Profit	143.9	118.0	22%
PBT	179.3	497.3	-64%
Core PBT	143.9	116.2	24%
EBITDA Margin	38%	35%	3 pps
Op Profit Margin	24%	22%	2 pps
PBT Margin	30%	91%	-61 pps
Core PBT Margin	24%	21%	3 pps
EPS (Sen)	30.34	111.91	-73%
Core EPS (Sen)	24.16	45.41	-47%

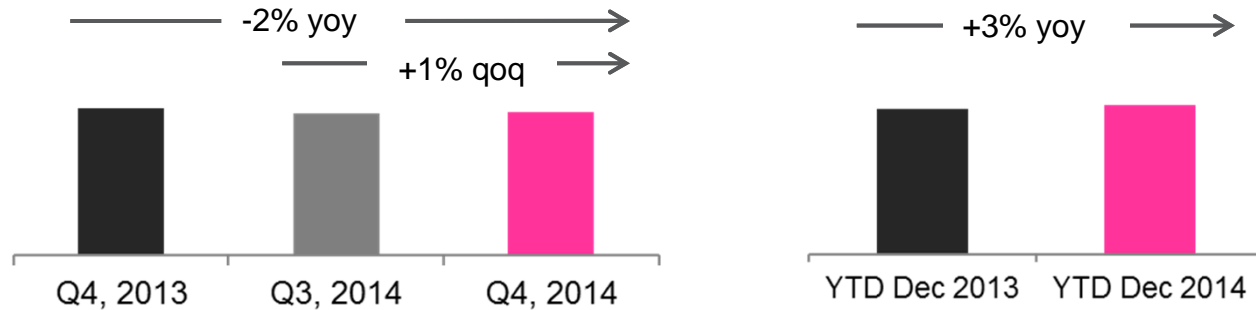
Note: Core PBT and EPS excludes realisation of fair value gain on AFS reserve as a result of the dividend-in-specie exercise completed in Q2, 2013 and dividend income.

# Consolidated Revenue by Segment

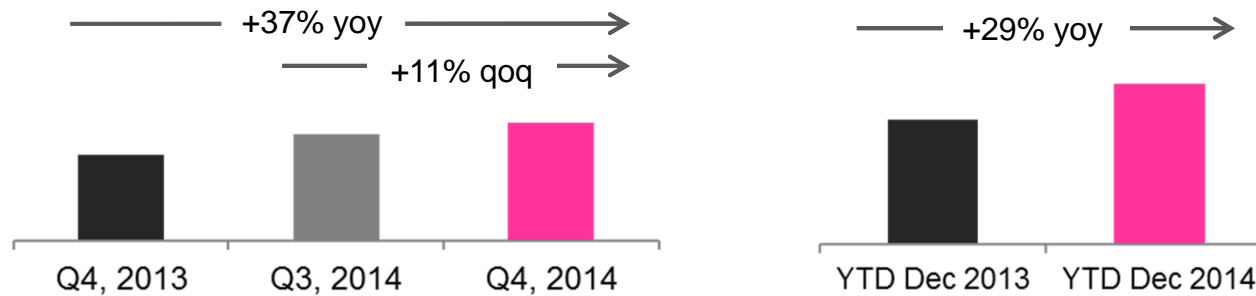
## Wholesale



## Enterprise



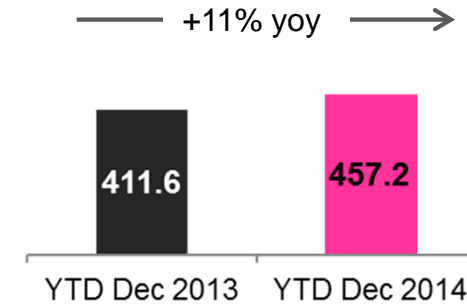
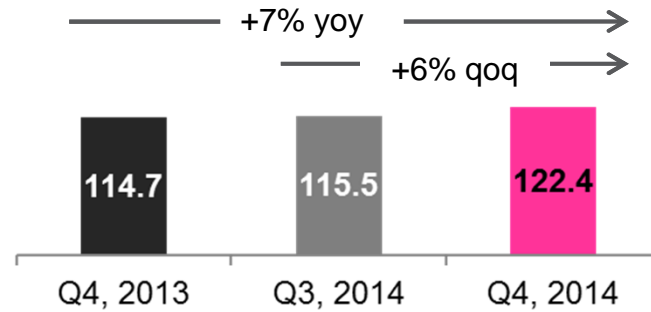
## SME & Consumer



# Consolidated Revenue by Product

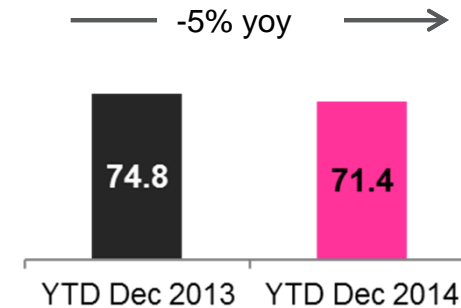
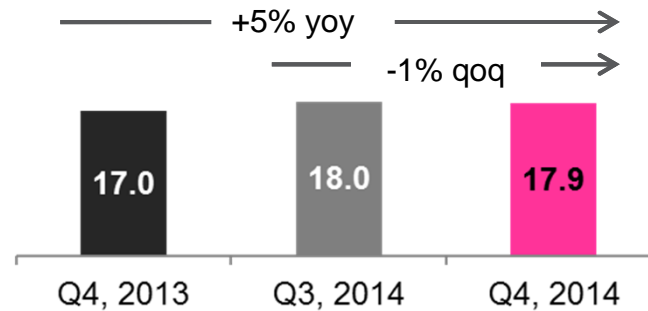
## Data

RM mn



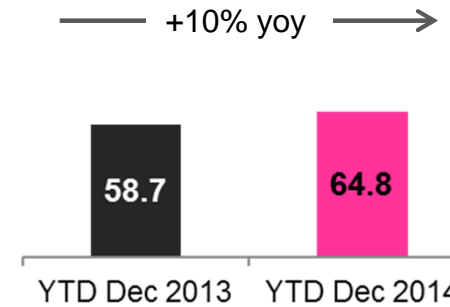
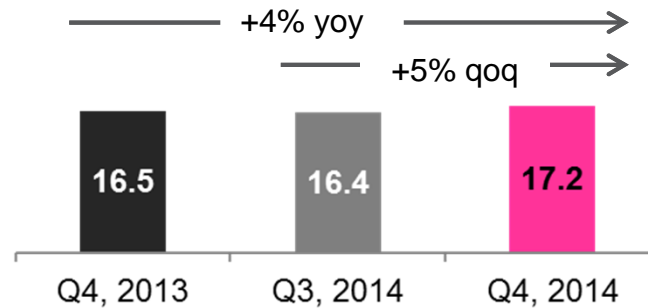
## Voice

RM mn



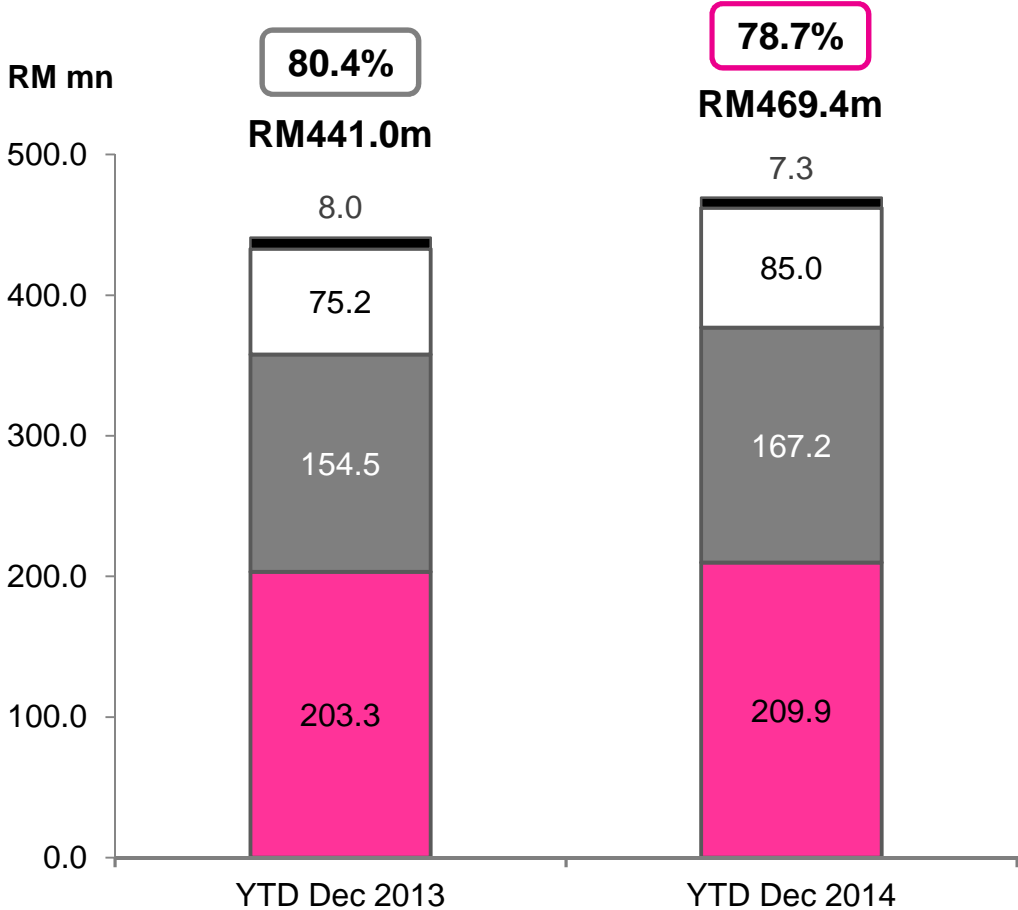
## Data Centre

RM mn

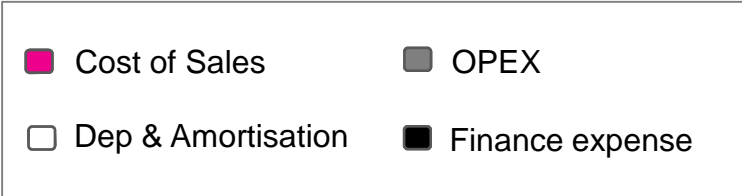




# Consolidated Cost % of Revenue

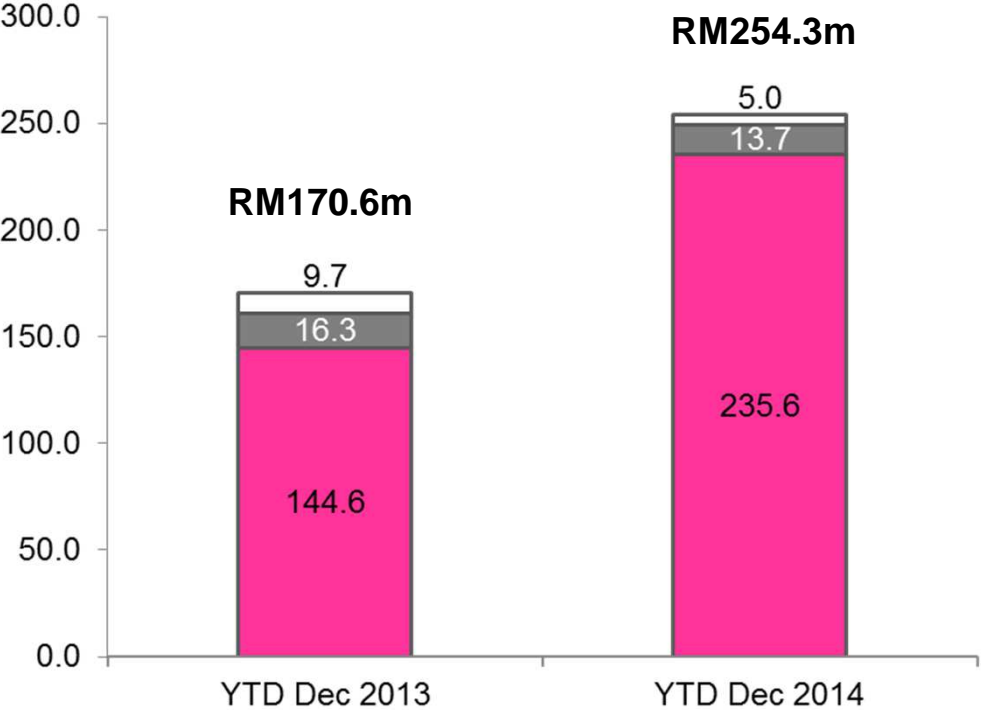


YTD Dec 2014 Cost-to-Revenue % improved on operational efficiencies and contributions from non-recurring revenues.



# Group Capital Expenditure

RM mn



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

Should you have any queries, please contact::

**[investor.relations@time.com.my](mailto: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 | Fax: +603-5032 6100 | [www.time.com.my](http://www.time.com.my)