

**TINE**<sup>TM</sup>

**1Q 2015**  
**Performance Guide**  
May 2015

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# Q1, 2015 PERFORMANCE OVERVIEW

## QUARTER ON QUARTER

Revenue **increased 9%** QoQ  
mainly due to higher Data revenues coming from non-recurring contracts and higher global bandwidth sales. Data Centre sales also contributed to the increase with a growth of 1.8% QoQ.

Core PBT\* **up 15%**  
on improved sales performance, lower write-offs and allowances made despite higher depreciation and doubtful debts.

## YEAR ON YEAR

Revenue **up 30%** to RM171.7m mainly due to revenue growth from all market segments with the highest growth rates recorded in data and data centre sales.

Core PBT\* **up 71%** respectively, on higher global bandwidth sales and non-recurring contracts revenues.

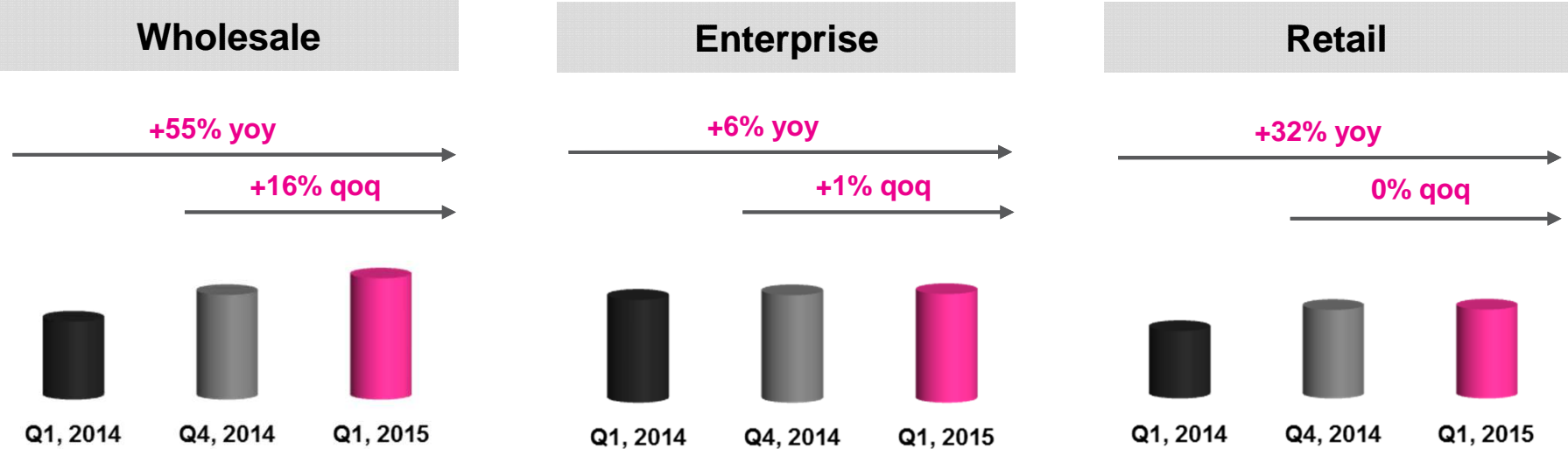
*Note: \* Core PBT excludes dividend income and net gain/(loss) on foreign exchange.*

# Q1, 2015 PERFORMANCE

RM 'million	Q1, 2015	Q1, 2014	Y-o-Y	Q4, 2014	Q-o-Q
Revenue	171.7	131.9	30%	158.1	9%
EBITDA	69.5	42.8	62%	64.1	8%
Operating Profit	47.1	22.5	>100%	42.1	12%
PBT	57.5	31.8	81%	50.9	13%
Core PBT	38.7	22.6	71%	33.6	15%
EBITDA Margin	40%	32%	8 pps	41%	-1 pps
Op Profit Margin	27%	17%	10 pps	27%	0 pps
PBT Margin	33%	24%	9 pps	32%	1 pps
Core PBT Margin	23%	17%	6 pps	21%	2 pps
EPS (Sen)	9.86	5.13	4.73 sen	8.81	1.05 sen
Core EPS (Sen)	6.57	3.53	3.04 sen	5.78	0.79 sen

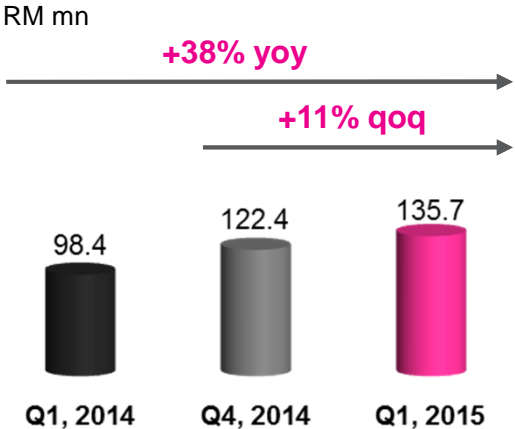
Note: Core PBT and EPS excludes dividend income and net gain/(loss) on foreign exchange.

# CONSOLIDATED REVENUE BY SEGMENT

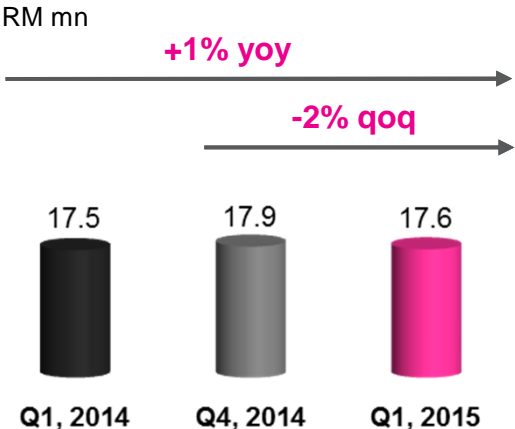


# CONSOLIDATED REVENUE BY PRODUCT

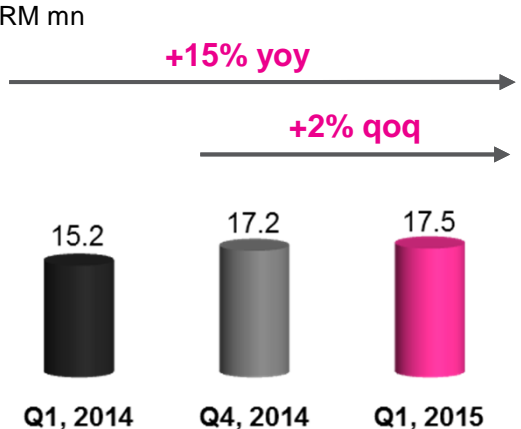
## Data



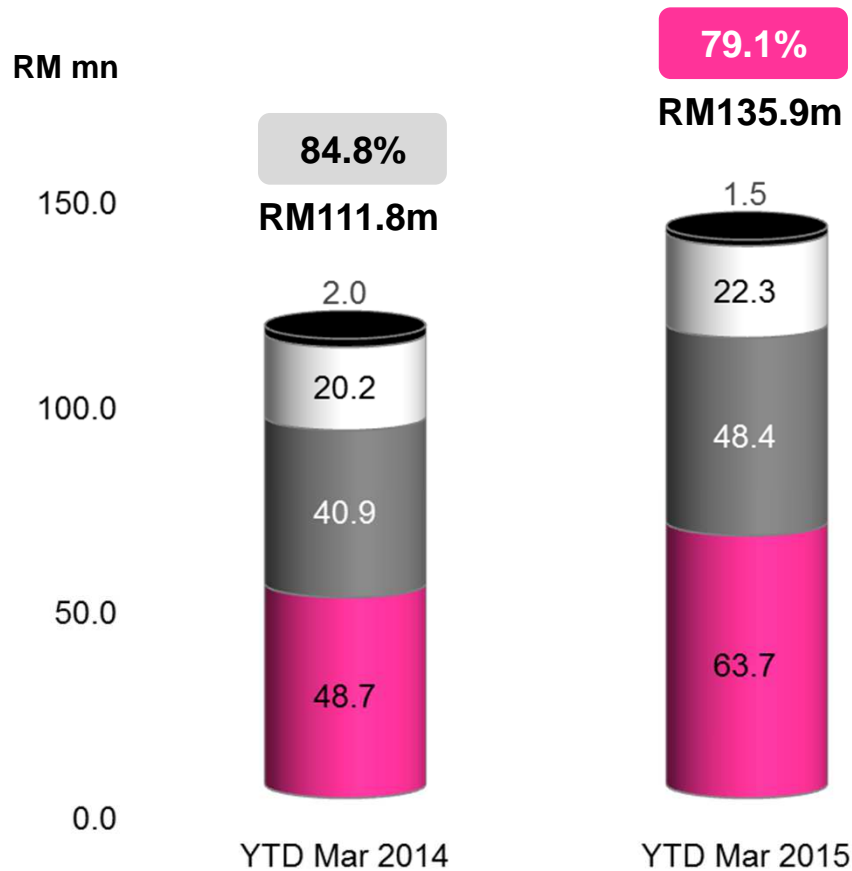
## Voice



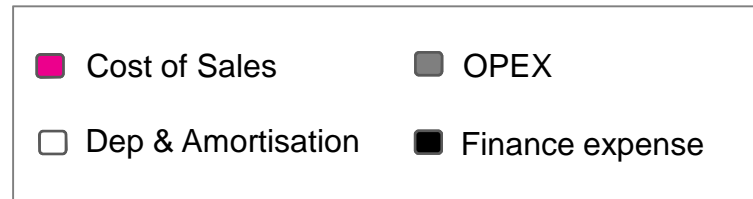
## Data Centre



# CONSOLIDATED COST % OF REVENUE

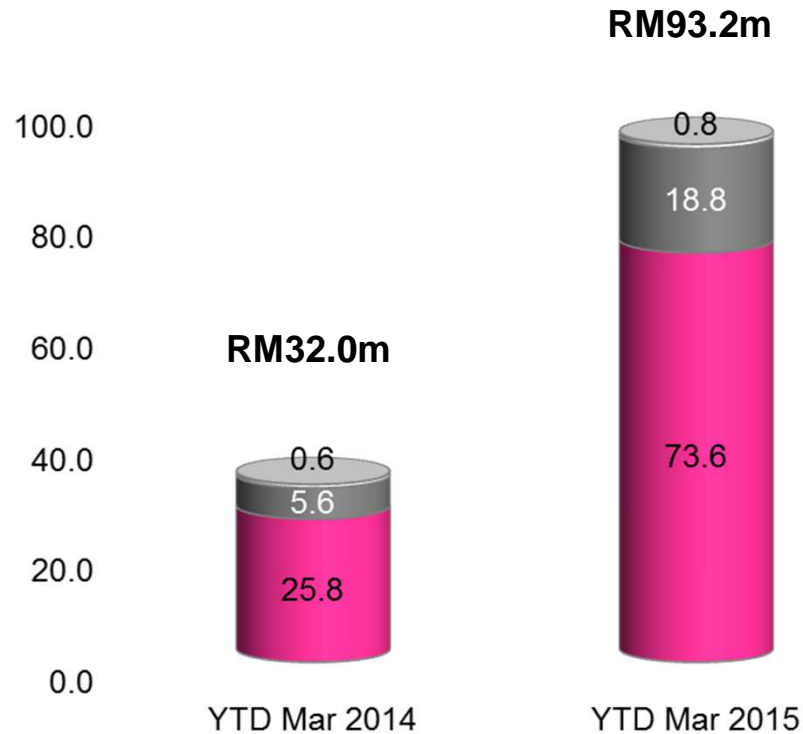


YTD Mar 2015 Cost-to-Revenue % improved on the back of higher revenue contribution from higher yield products. E.g. global bandwidth sales and non-recurring contracts.



# 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 comprised approx. 60% of Telco Assets in Q1 2015.
- CAPEX for non-telco spending comprised mainly of a land purchase in Cyberjaya for approx. RM15.0m in Q1 2015.



# CORPORATE UPDATES

## **Disposal of DiGi Shares:**

- Disposal of a total 68.7m DiGi shares at an average price of RM6.17/share on 10 April and 12 May 2015.
- Total gross proceeds received from disposal amounted to RM423.9m.
- Realised a total fair value gain on disposal of RM274.0m.

## **Proposed acquisition of CMC Telecommunication Infrastructure Corporation (“CMC Telco”):**

- Signed a conditional agreement to acquire a 25.37% stake of CMC Telco for approx. USD\$12m.
- Expected completion in mid-2015.

## **Sistem Kabel Rakyat 1 Malaysia (“SKR1M”):**

- Execution of Memorandum of Understanding for the Development of SKR1M cable system on 3 March 2015.

# KEY DEVELOPMENTS FOR 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.

# Thank You

Should you have any queries, please contact::

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