

TINETM

2Q 2015

Performance Guide

August 2015

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Q2 2015 PERFORMANCE OVERVIEW

QUARTER ON QUARTER

Q2 2015 Revenue was **RM163.8m**, including non-recurring revenues from global bandwidth sales and non-recurring contracts of RM11.0m (Q1 2015;RM31.6m).

Excluding the above non-recurring revenues, **adjusted revenue is up 9%** due to **higher revenues** from **all other product segments**.

PBT was **RM317.0m**, including RM274.0m from realisation of FV gain reclassified from AFS reserve.

Core PBT* closed **RM38.3m** compared to RM47.7m in Q1 2015 due to higher contributions from non-recurring revenues in the last quarter and higher forex gains recognised.

YEAR ON YEAR

Revenue increased 5% due to **higher revenue growth** from Data, Voice and Data Centre, despite lower non-recurring revenues from global bandwidth sales and non-recurring contracts.

Core PBT* up 5% from higher overall revenues, forex gains and gain on disposal of land.

*Note: * Core PBT excludes dividend income and realisation of fair value gain on AFS reserve.*

YTD JUN 2015 PERFORMANCE OVERVIEW

YEAR ON YEAR

Revenue **increased 17% YoY** mainly due to **higher revenue** from **all product segments**, particularly revenues from non-recurring contracts and global bandwidth sales.

YTD Jun 2015 **PBT** closed at **RM374.5m**, including RM274.0m from the realisation of fair value gain reclassified from AFS reserve.

Core PBT* grew 46%, on higher overall revenue contribution, net gain on foreign exchange, gain on disposal of land and higher income, offset by higher depreciation costs

*Note: * Core PBT excludes dividend income and realisation of fair value gain on AFS reserve.*

Q2 2015 PERFORMANCE

RM 'million	Q2, 2015	Q2, 2014	Y-o-Y	Q1, 2015	Q-o-Q
Revenue	163.8	155.7	5%	171.7	-5%
EBITDA	59.7	58.3	2%	69.5	-14%
Operating Profit	36.4	36.8	-1%	47.1	-23%
PBT	317.0	45.3	> 100%	57.5	> 100%
Core PBT ^{Note 1}	38.8	36.8	5%	47.6	-18%
EBITDA Margin	36%	37%	-1 pps	40%	-4 pps
Op Profit Margin	22%	24%	-2 pps	27%	-5 pps
PBT Margin	194%	29%	165 pps	33%	161 pps
Core PBT Margin	24%	24%	0 pps	28%	-4 pps
EPS (Sen)	54.97	7.68	47.29 sen	9.86	45.11 sen
Core EPS (Sen) ^{Note 1}	6.49	6.19	0.30 sen	8.13	-1.64 sen

Note 1: Core PBT and Core EPS excludes dividend income and realisation of fair value gain on AFS reserve

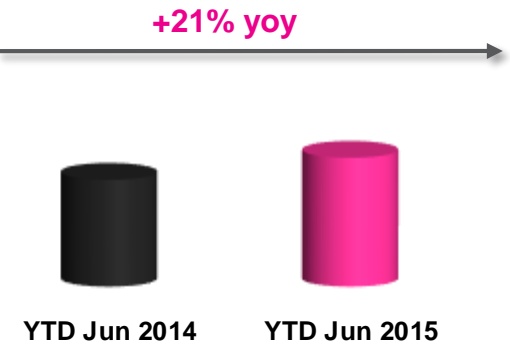
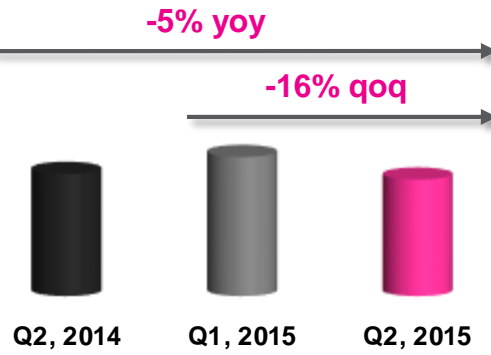
YTD JUN 2015 PERFORMANCE

RM 'million	YTD Jun 2015	YTD Jun 2014	Y-o-Y
Revenue	335.5	287.6	17%
EBITDA	129.2	101.1	28%
Operating Profit	83.6	59.4	41%
PBT	374.5	77.1	> 100%
Core PBT ^{Note 1}	86.4	59.0	46%
EBITDA Margin	39%	35%	4 pps
Op Profit Margin	25%	21%	4 pps
PBT Margin	112%	27%	85 pps
Core PBT Margin	26%	21%	5 pps
EPS (Sen)	64.83	12.81	52.02 sen
Core EPS (Sen) ^{Note 1}	14.62	9.64	4.98 sen

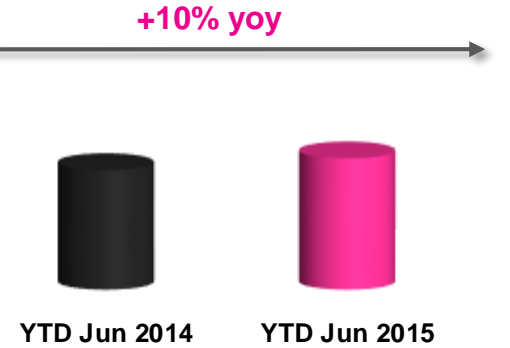
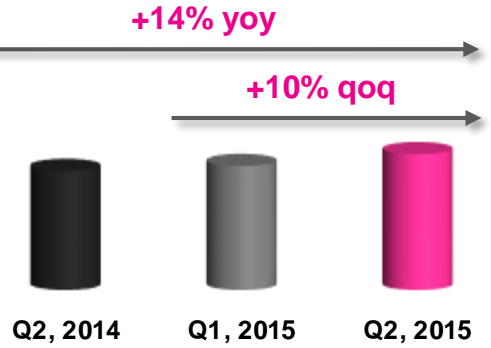
Note 1: Core PBT and Core EPS excludes dividend income and realisation of fair value gain on AFS reserve

CONSOLIDATED REVENUE BY SEGMENT

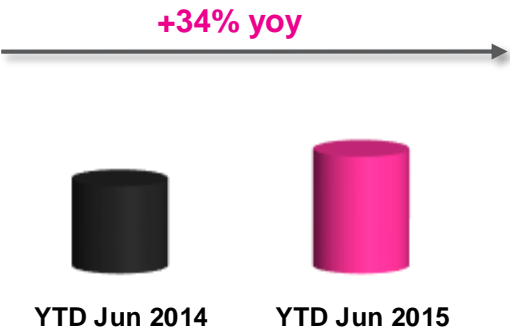
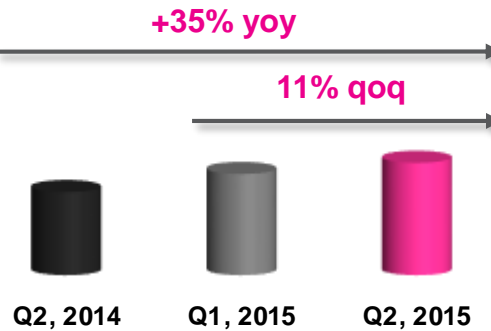
Wholesale



Enterprise

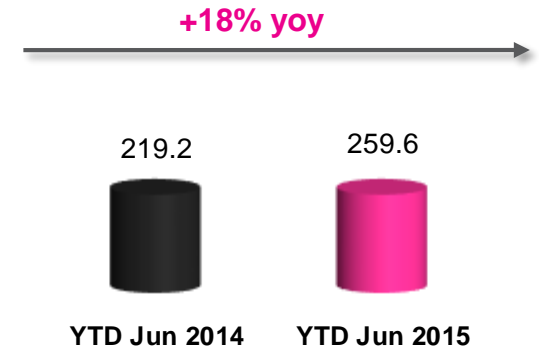
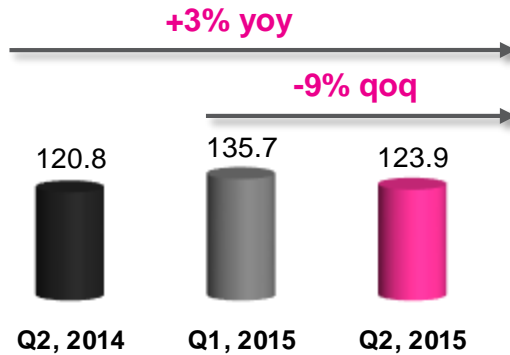


Retail

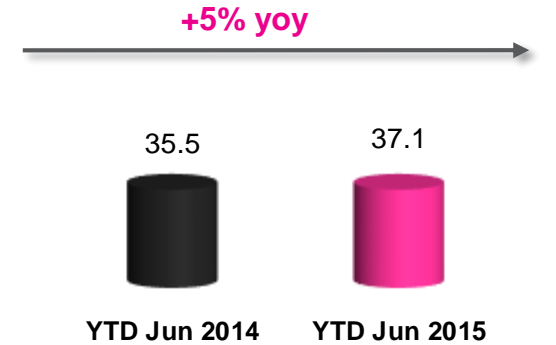
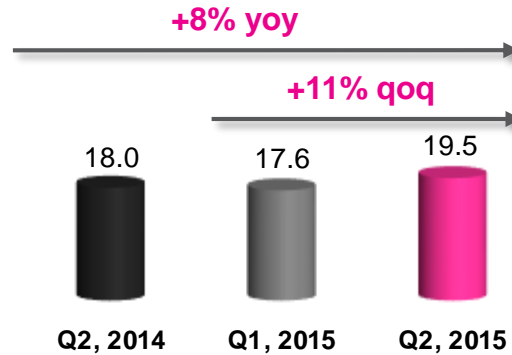


CONSOLIDATED REVENUE BY PRODUCT

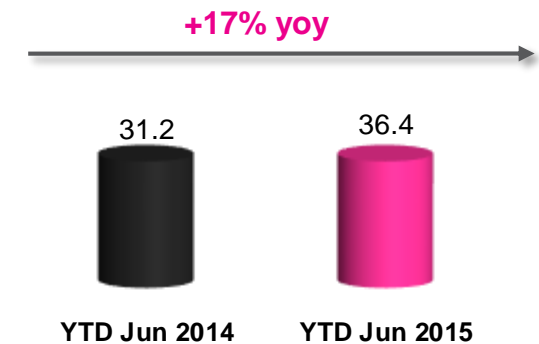
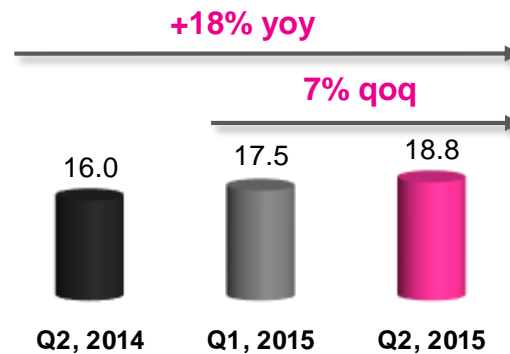
Data



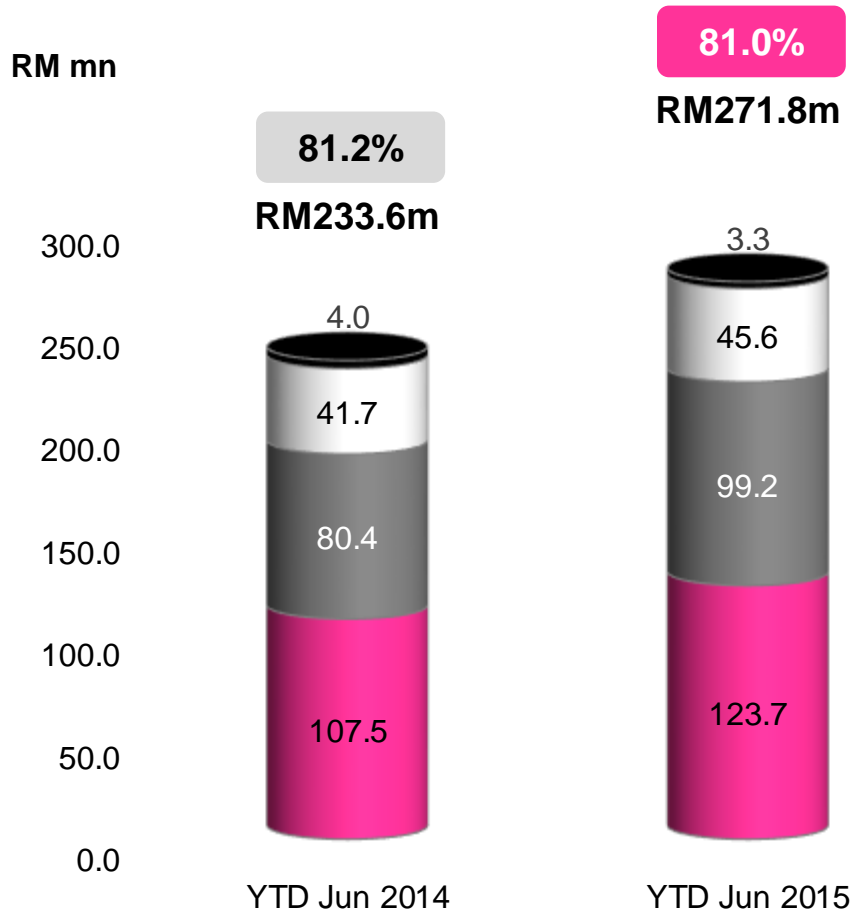
Voice



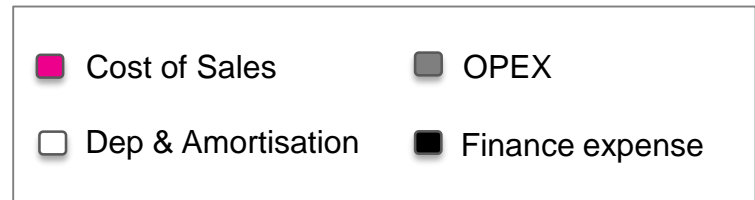
Data Centre



CONSOLIDATED COST % OF REVENUE

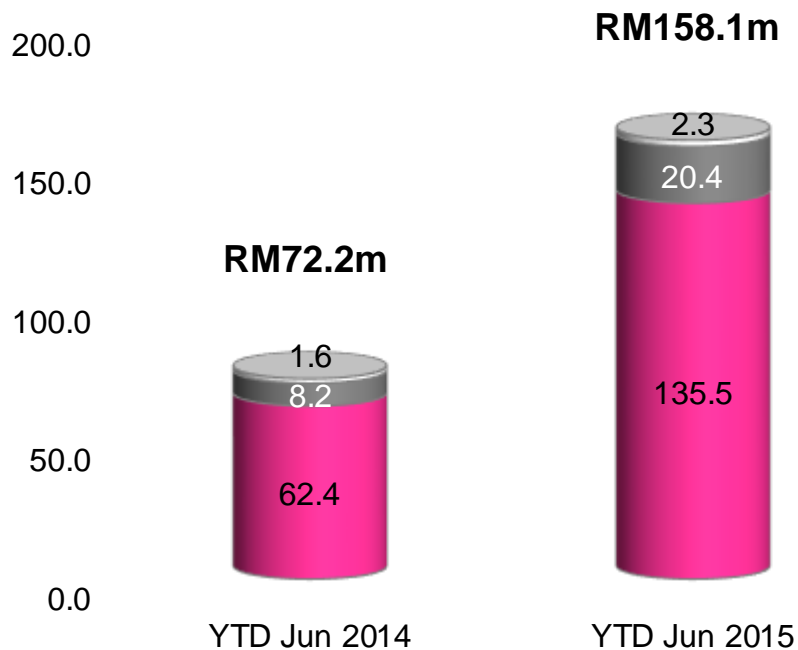


YTD Jun 2015 Cost-to-Revenue % improved on operational efficiencies and the back of higher revenue contribution from higher yield products. E.g. global bandwidth sales and non-recurring contracts.



GROUP CAPITAL EXPENDITURE

RM mn



Telco Assets

Non-telco Assets

Data Centre

Continued spending on Telco Assets for:

- expansion of coverage to spur segmental growth;
- CAPEX for APG, AAE-1 and FASTER cable systems comprised approx. 55% of Telco Assets in YTD Jun 2015.
- CAPEX for non-telco spending comprised mainly of land purchase in Cyberjaya for approx. RM15.5m in Q1 2015.

CORPORATE UPDATES

Acquisition of CMC Telecommunication Infrastructure Corporation (“CMC Telco”)

- Completed the acquisition via subscription of 25.37% stake for VND255 billion on 1 July 2015

Special Interim Tax Exempt (single tier) Dividend

- Declared a special interim tax exempt (single tier) dividend of 73.50 sen. The special interim tax exempt (single tier) dividend was paid on 29 July 2015

Award of Share Grant Plan

- On 14 July 2015, the Group vested and issued 1,736,878 ordinary shares of RM0.50 each to eligible employees under the Annual Restricted Share Plan and Annual Performance Share Plan portion of the Company's Share Grant Plan (“SGP”)

Proposed Share Option Grant to CEO

- On 21 July 2015, the Proposed Share Option was completed and granted to CEO.
- Exercise Price was fixed at RM5.99, which represents a discount of approximately 10% to the 5-day volume weighted average market price of the TdC Shares.

KEY DEVELOPMENTS FOR 2015

Strengthened ASEAN foothold through strategic acquisitions, partnerships and joint ventures.

To deliver high performance connectivity, flexible product and solution offerings and responsive customer service.

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

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