at Invest Malaysia
13 April 2016
TIME AT A GLANCE

- Listed on the Main Market of Bursa Malaysia since 2001
- Market capitalisation of RM4.16 billion as at 6 April 2016
- A telecommunications provider primarily focused on the wholesale and enterprise segments
- Focused on expanding network footprint in Malaysia and ASEAN
- Owns four integrated international subsea cable systems connecting Malaysia to the United States and Europe
WHAT WE DO (AND DON’T)

**Telecom Segment**
- Fixed Line
- Mobile
- Towers

**Customer Type**
- Wholesale
- Enterprise
- Government
- SME
- Consumer

**Network**
- Fibre Optics (Land)
- Fibre Optics (Subsea)
- Copper
- Mobile

**Services**
- Data
- Internet
- Co-location Services
- Managed Services
- Voice

(Note: Wholesale refers to other telecom operators and Internet Service Providers)

Core business focus  Secondary business focus  No presence
OUR JOURNEY THUS FAR

Key Market Statistics

<table>
<thead>
<tr>
<th>Last closing price</th>
<th>RM7.22 (6 Apr 16)</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-Year High</td>
<td>RM7.80 (26 Jan 16)</td>
</tr>
<tr>
<td>5-Year Low</td>
<td>RM1.63 (26 Sept 11)</td>
</tr>
</tbody>
</table>

Total number of issued shares: 575,600,468
Current Market Cap: RM4.156 billion (6 Apr 16)
Total Shareholder Equity: RM2.083 billion (31 Dec 2015)
Malaysian Fixed Line
100% fibre optics-based domestic fixed-line telecommunication provider.

International Bandwidth
International bandwidth provider with a global footprint stretching from North America to Japan, with further expansion to Europe via Africa.

Data Centres
Carrier neutral data centre provider with world class data storage facilities and ancillary services.

ASEAN
Strategic acquisitions/joint ventures/partnerships with telecommunication providers and data centre businesses within ASEAN.
MALAYSIAN FIXED LINE
OVERVIEW

Business Focus: Wholesale | Enterprise | Retail

15,000km of dedicated fibre optics traversing Malaysia, from Thailand to Singapore

FIBRE ROUTES | BORDER-TO-BORDER CAPACITY | DWDM TECHNOLOGY | UPTIME AVAILIBILITY | LANDING STATIONS
---|---|---|---|---
5 | 8.8Tbps | 100G | 100% | 2

First Malaysian telco to own fibre network infrastructure in Malaysia and Singapore
CORE FOCUS

- Sale of bandwidth services to customers:
  - Enterprise
  - Wholesale
  - Government
  - SME
  - Consumer

- Monthly charges based on bandwidth utilised

Note: It costs approximately RM100,000 to lay one kilometer of fibre
CORE PRODUCTS

Data
Point-to-point domestic and international connectivity regardless of connection or termination point – Leased Lines, International Private Leased Circuits (IPLC) and International Ethernet Private Lines (IEPL).

Internet
Scalable and customisable high-speed Internet access solutions ranging from dedicated point-to-point Internet connectivity to extensive multi-peering IP Transit.

Managed Services
Fully outsourced network-related functions so that focus can remain on core operational requirements.

Voice
A wide spectrum of high-quality voice offerings for all our customer segments, including fixed and mobile termination.

A comprehensive suite of fixed-line products and services that serve the wholesale, enterprise and retail (SME & Consumer) segments.
SEGMENT UPDATE: RETAIL

**THIS CHANGES EVERYTHING**

<table>
<thead>
<tr>
<th>Speed</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>100Mbps</td>
<td>RM149</td>
</tr>
<tr>
<td>300Mbps</td>
<td>RM189</td>
</tr>
<tr>
<td>500Mbps</td>
<td>RM299</td>
</tr>
</tbody>
</table>

- Launched on 23 March 2016
- **Fastest** and **most competitively priced** fibre home broadband service in Malaysia
- Available in 250,000 homes and growing
IN NUMBERS

CAGR 7%

2010 2011 2012 2013 2014 2015

CAGR 18%

2010 2011 2012 2013 2014 2015

REVENUE

EBITDA

PRODUCT MIX

CUSTOMER MIX

Note: All numbers are netted off with interco elimination
INTERNATIONAL BANDWIDTH
GLOBAL NETWORK

ASIA-PACIFIC GATEWAY

FASTER

UNITY

ASIA-AFRICA-EUROPE-1
## SUBSEA CABLE ASSETS

<table>
<thead>
<tr>
<th>Cable name/status</th>
<th>UNITY</th>
<th>APG</th>
<th>AAE-1</th>
<th>FASTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cable readiness</td>
<td>Operational since 2010</td>
<td>Completion in 2016</td>
<td>Completion in 2017</td>
<td>Completion in 2016</td>
</tr>
<tr>
<td>Capacity owned</td>
<td>1.04 Tbps</td>
<td>4.00 Tbps</td>
<td>1.88 Tbps</td>
<td>10.0 Tbps</td>
</tr>
<tr>
<td>Ownership</td>
<td>10.0%</td>
<td>7.3%</td>
<td>4.7%</td>
<td>16.6%</td>
</tr>
</tbody>
</table>

### In brief
- **UNITY**
  - 9,620km
  - Trans-Pacific submarine cable system with direct cable route linking the U.S. and Japan

- **APG**
  - 10,400km
  - Intra-Asia cable into 9 countries in Asia Pacific

- **AAE-1**
  - 25,000km
  - Connects 17 countries in Asia to Europe through the Middle-East

- **FASTER**
  - 9,000km
  - Trans-Pacific cable connecting Japan to the US

### Consortium
- **UNITY**
  - 6 consortium members: Bharti Airtel, Google, KDDI Corp, GTL, Pacnet and Singtel

- **APG**
  - 13 consortium members: China Telecom, China Unicom, China Mobile, StarHub, Facebook, Viettel, VNPT, KT Corporation, Chunghwa Telecom, LG U+, NTT Comm, GT3 and CAT

- **AAE-1**
  - 19 consortium members: China Unicom, Reliance Jio, PCCW Global, Retelit, Djibouti Telecom, Mobily, Omantel, Ooredoo, HyalRoute, OTEGlobal, Metphone, TeleYemen, Viettel, TOT, Etisalat, PTCL, Telecom Egypt and GT5

- **FASTER**
  - 6 consortium members: China Mobile International, China Telecom, KDDI, GT2, Google and SingTel
• Since integrating with TIME in May 2012, GT Group’s revenue and EBITDA CAGRs have grown 53% and 43% respectively.

• GT Group’s sales have mainly been to other global carriers requiring large cross border connectivity and include customers from Thailand, China, Philippines etc.

Note: All numbers are netted off with interco elimination
DATA CENTRES
OVERVIEW

One of the most interconnected sites in Malaysia and SEA

Host to all domestic and > 20 foreign operators

Host to various global MNCs and large local corporations

Home to the Malaysian Internet Exchange (MyIX)

Carrier-neutral

Industry certified

Strategically located in central business districts

> 43,000 net square feet of data centre space
CORE BUSINESSES

Co-location
Server rental spaces with guaranteed power availability to safeguard mission critical data

Managed Services
Outsource core and critical IT requirements

Network Services
A wide range of carriers and ISPs

Carrier Management
One stop shop solution for local and global carriers, and cable owners

Disaster Recovery
A wide range of options for disaster recovery service and business continuity planning

Cloud Services
Provides a flexible and easy to use cloud infrastructure
STANDARDS & COMPLIANCE


ISO 9001/2008 Quality Management System

ISO 20000-1: 2011 IT Service Management System

PCI DSS Payment Card Industry Data Security Standard

EPI TIA-942:2010 Tier 3 Compliant Architectural, Telecommunication, Electrical, Mechanical

Green Building Index (GBI) Certified

Uptime Institute Certified Tier III Design

TVRA Compliant Threats Vulnerabilities Risk Assessment
IN NUMBERS

CAGR 33%

REVENUE

CAGR 19%

EBITDA

2012

2015

Data Centre, 100%

Non-Data Centre, 4%

REVENUE MIX

<table>
<thead>
<tr>
<th>Location</th>
<th>Data Centre (Net Lettable Area Sq. Ft.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Menara AIMS</td>
<td>30,000</td>
</tr>
<tr>
<td>Cyberjaya</td>
<td>12,720</td>
</tr>
<tr>
<td>Others*</td>
<td>985</td>
</tr>
<tr>
<td>Total</td>
<td>43,705</td>
</tr>
</tbody>
</table>

Note: 1. All numbers are netted off with interco elimination
2. Others* includes data centres in Penang, Johor and Sabah
ASEAN
BACKDROP: DATA DEMAND

Total ASEAN population > 643.47 million

Current Average BB penetration 38.7%
VS
S. Korea (92.3%)
Japan (90.6%)
Singapore (82.0%)
Hong Kong (80.5%)

Note: Figure as at 30th Nov 2015
Source: Internetworldstats.com

Asia Internet Bandwidth Growth (Gbps)*

International Internet Bandwidth Growth (Gbps)*

* Sourced from Telegeography, Q4 2015
VIETNAM

43.8%

Direct TIME interest

• No. 4 fixed line telco in Vietnam
• Focused on Enterprise and Wholesale markets
• Data centre presence in Hanoi and Ho Chi Minh
• Nationwide fibre network
• Investor in the APG submarine cable system

Financial Snapshot (as of 31 December 2015)

<table>
<thead>
<tr>
<th>Revenue</th>
<th>EBITDA</th>
<th>Operating Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>VND801.4b</td>
<td>VND174.7b</td>
<td>VND64.9b</td>
</tr>
<tr>
<td>c. RM142.8m</td>
<td>c. RM31.3m</td>
<td>c. RM11.7m</td>
</tr>
</tbody>
</table>
49%

Direct TIME interest
- No. 8 infrastructure ISP in Thailand
- Fibre coverage across Bangkok, connected via 6 fibre rings
- Enterprise focused
- Data centre presence in Bangkok CBD
- Well-positioned for a business turnaround

Financial Snapshot (as of 31 December 2015)

<table>
<thead>
<tr>
<th>Revenue</th>
<th>LBITDA</th>
<th>Operating Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>THB191.2m</td>
<td>-THB2.5m</td>
<td>-THB30.3m</td>
</tr>
<tr>
<td>c. RM21.5m</td>
<td>c. -RM0.3m</td>
<td>c. –RM3.5m</td>
</tr>
</tbody>
</table>
GROUP FINANCIALS
Note: 1. All numbers are in RM (million)
2. Core PBT excludes dividend income and realisation of fair value gain on AFS reserve
## 6-Year Highlights

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>321</td>
<td>314</td>
<td>419</td>
<td>548</td>
<td>596</td>
<td>682</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>36</td>
<td>70</td>
<td>74</td>
<td>118</td>
<td>144</td>
<td>171</td>
<td>36%</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>107</td>
<td>117</td>
<td>194</td>
<td>292</td>
<td>172</td>
<td>191</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Total Shareholders’ Equity</strong></td>
<td>1,250</td>
<td>1,758</td>
<td>2,480</td>
<td>2,004</td>
<td>2,358</td>
<td>2,083</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>1,436</td>
<td>1,951</td>
<td>2,860</td>
<td>2,352</td>
<td>2,745</td>
<td>2,610</td>
<td>13%</td>
</tr>
<tr>
<td><strong>Net Tangible Assets Per Share (RM)</strong></td>
<td>2.47</td>
<td>3.47</td>
<td>3.95</td>
<td>3.12</td>
<td>3.74</td>
<td>3.25</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Return on Assets</strong></td>
<td>7%</td>
<td>6%</td>
<td>7%</td>
<td>12%</td>
<td>6%</td>
<td>7%</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Return on Equity</strong></td>
<td>9%</td>
<td>7%</td>
<td>8%</td>
<td>15%</td>
<td>7%</td>
<td>9%</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Revenue Growth</strong></td>
<td>12%</td>
<td>-2%</td>
<td>34%</td>
<td>31%</td>
<td>9%</td>
<td>14%</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Basic Earnings per Ordinary Share (sen)</strong></td>
<td>21.15</td>
<td>23.19</td>
<td>35.39</td>
<td>50.95</td>
<td>30.34</td>
<td>33.55</td>
<td>10%</td>
</tr>
</tbody>
</table>

**Note:**
1. All numbers are in RM (million)
2. PAT/earnings excludes realisation of fair value gain on AFS reserve
EXPECTATIONS
2016 AND BEYOND

Expect 2016 to be challenging for overall telecommunications industry amidst intense competition and an uncertain global economic environment.

Nonetheless, we remain confident as there are still many expansion and growth opportunities yet untapped domestically and within ASEAN, which will provided further sustainability to the Group.

We are excited about APG and FASTER cable systems completing in 2016, which will introduce new sources of revenue to the Group.

Domestically, we will continue to intensify efforts to gain market share while improving our product offerings.
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