

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

**19<sup>th</sup> Annual General Meeting**

**2 June 2016**

# 2015 AT A GLANCE

Strong revenue growth across Wholesale, Enterprise and SME & Consumer businesses.

Ventured into ASEAN via acquisitions in Vietnam and Thailand.

Increased number of premises passed in Malaysia by 25%.

Building connectivity to East Malaysia via Sistem Kabel Rakyat 1 Malaysia (SKR1M).

Market capitalisation grew 54% from RM2.84b (2 Jan 2015) to RM4.37b (31 Dec 2015).

# FINANCIAL SNAPSHOT

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# PERFORMANCE INDICATORS

FY 2015

FY 2014

REVENUE

RM **682.4** MILLION

 **14%**

RM **596.3** MILLION

EBITDA

RM **263.9** MILLION

 **15%**

RM **228.8** MILLION

OPS PROFIT

RM **170.6** MILLION

 **19%**

RM **143.9** MILLION

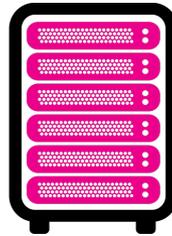
# REVENUE BY PRODUCT

DATA



↑ 15% YEAR-ON-YEAR

DATA CENTRE



↑ 18% YEAR-ON-YEAR

VOICE



↑ 7% YEAR-ON-YEAR

# SHAREHOLDER VALUE

FY 2015

EARNINGS PER SHARE

**81** SEN

UP FROM 30 SEN IN FY2014

TOTAL MARKET CAPITALISATION

**RM4.37** BILLION

UP FROM RM2.82 BILLION AS AT 31 DEC 2014

DIVIDENDS

FY 2015 Special Interim

**73.5** SEN

PAID ON 29 JULY 2015

FY 2015 Interim

**6.7** SEN

PAID ON 31 MARCH 2016

SHARE PRICE

31 DECEMBER 2015

RM **7.60**

 **54%**

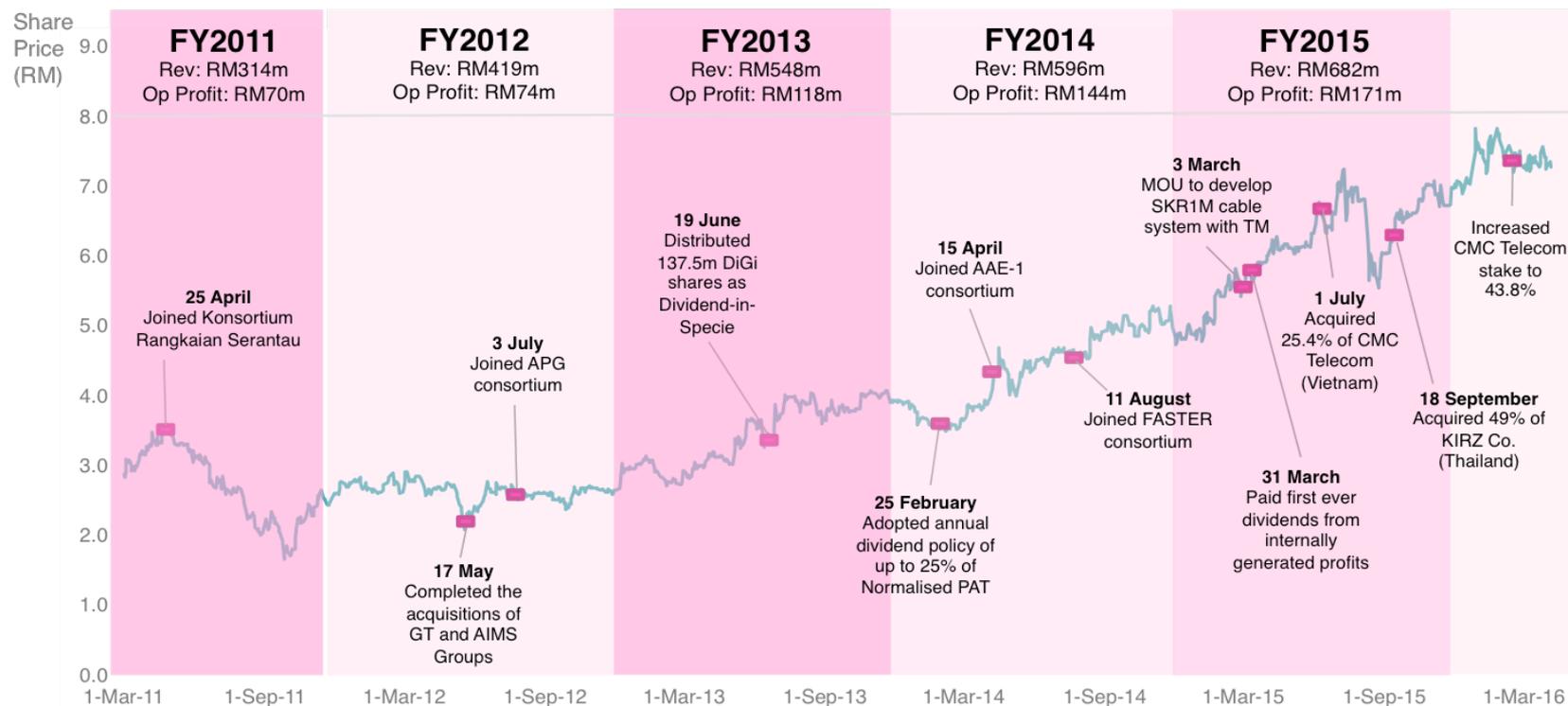
2 JANUARY 2015

RM **4.94**

**WE HAVE COME A LONG WAY**

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# OUR JOURNEY THUS FAR



## Key Market Statistics

Last closing price	RM7.28 (31 March 16)	Total number of issued shares	575,600,468
5-Year High	RM7.80 (26 Jan 16)	Current Market Cap	RM4.190 billion (31 March 16)
5-Year Low	RM1.63 (26 Sept 11)	Total Shareholder Equity	RM2.045 billion (31 March 16)

# THE GROUP TODAY

## TIME dotCom Berhad



### 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

Expansion of TIME across ASEAN through strategic acquisitions/ joint ventures/ partnerships with telco providers and data centre businesses within ASEAN.

# REVIEW OF 2015

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# MALAYSIAN FIXED LINE



## Grew across all segments

Thanks to our stable network, strong product portfolio and good user experience.



## Expanded network

Nationwide fibre optic network now spans over 15,000 kilometres.



## Extended reach

Premises passed grew by more than 25% compared to 2014.



## Developing connectivity

Construction of SKR1M undersea cable between Peninsular and East Malaysia.



## Building infrastructure

Began construction of second cable landing station that can accommodate up to 4 cable systems.



## Crossing borders

First domestic telco with license to operate in Malaysia and Singapore.

# INTERNATIONAL BANDWIDTH



## Strengthened turnover

10% increment in revenue compared to the financial year ended 31 Dec 2014.



## Improved presence

ASEAN PoPs – Malaysia, Singapore, Thailand, Cambodia and Indonesia.



## Grew market share

11.5% share of the ASEAN market – target 20% by 2019.



## Sold more bandwidth

In excess of 670Gbps in 2015 alone with a total of 1.4Tbps since 2012.



## Increased penetration

Supplying a significant portion Of the bandwidth requirements Of the IndoChina market.



## Gained recognition

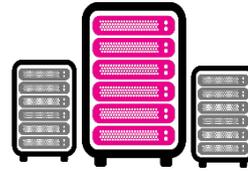
On our way to becoming the *carrier's carrier* in the region.

# DATA CENTRE



## Outperformed the industry

Exceeded data centre Industry average revenue growth of 4.6% in 2015.



## Linked major DCs

In partnership with MDEC, initiative to reduce bandwidth cost among major DCs in Cyberjaya.



## Increased capacity

Added 10,000 square feet of data centre space at Menara AIMS.



## Industry certified

Commitment towards providing quality data centre and related services.



## Expanded portfolio

Improved product and services portfolio – well positioned for entry into the Enterprise market.



## Acquired assets

Rights to DC, Broadband and Access, and Cloud and Managed Services.

# ASEAN UPDATE

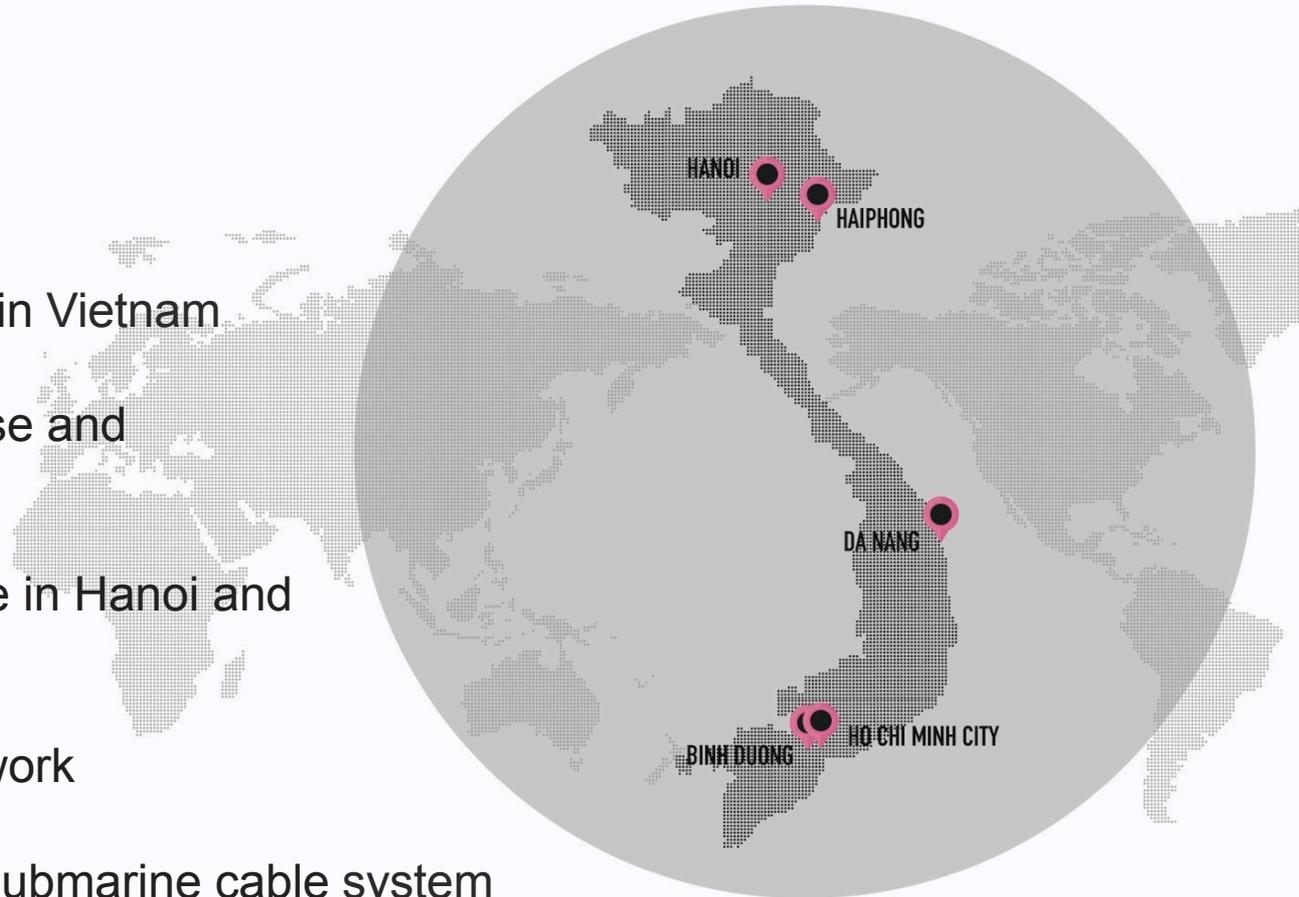
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## 25.4%\*

### 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



\* Direct TIME interest as at 31 December 2015. This increased to 45.3% on 13 April 2016.

# THAILAND



# KIRZ

## 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

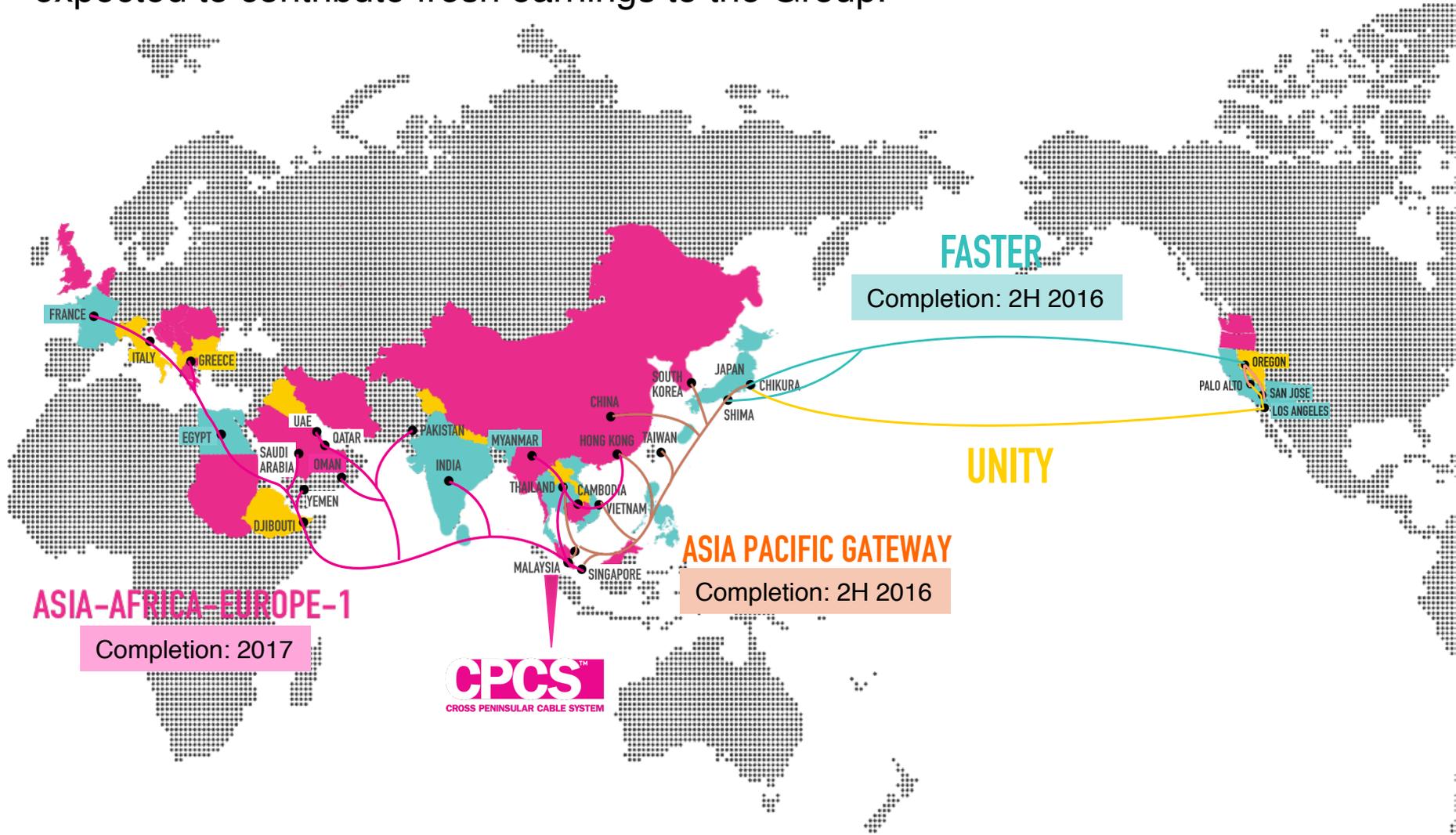


# OUTLOOK

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# INTERNATIONAL SUBSEA CABLE ASSETS

expected to contribute fresh earnings to the Group.



# 2016 AND BEYOND

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

Extending our domestic reach to new territories and improving our presence in the retail segment.

Expanding connectivity to East Malaysia when SKR1M is completed in 2017.

Improving products and services offerings to tap new segments of the market.

Enhancing operational and cost efficiencies throughout the Group.

# MSWG Q&A

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# STRATEGIC & FINANCIAL

1. The Chairman in his statement, stated that during the year, the Group had acquired CMC Telecom and KIRZ Co. Ltd in Vietnam and Thailand respectively.
  - i. Could the Board share details about the operations of KIRZ Co Ltd and how would this acquisition benefit the Group?

KIRZ Co Ltd (“KIRZ”) is a small telecommunications and data center provider in Thailand. At present, KIRZ owns an estimated 300 km fibre network connected via 6 fibre rings in the central business district of Bangkok. The investment in KIRZ forms part of the Group’s plan to expand its presence across ASEAN. The investment allows the Group to immediately leverage on KIRZ’s existing licenses and network footprint and to tap into the fast growing market in Thailand. We believe that ASEAN remains a massive growth market with huge potential given the fairly low broadband penetration rates.

# STRATEGIC & FINANCIAL

*Continued*

1. The Chairman in his statement, stated that during the year, the Group had acquired CMC Telecom and KIRZ Co. Ltd in Vietnam and Thailand respectively.
  - ii. When does the board expect these companies to contribute positively to the earning of the Group.

The investment in CMC Telecom has already contributed RM1.85 million as part of the Group's share of profits in 2015. The Board expects KIRZ to turnaround and start to contribute positively within the next 24 months.

# STRATEGIC & FINANCIAL

2. Under Note 17 on page 10 of the Annual Report, what was the nature of the reversal of provision made pursuant to a dispute settlement with a supplier amounting to RM11 million in the previous financial year?

The reversal of provision in 2014 was in relation to the resolution of a dispute with a telecommunications supplier for services which the Group had long been disputing. The Group had previously provided for these disputes based on the claims made by the said telecommunications supplier and on grounds of prudence. The disputes were finally settled in late-2014 resulting in the Group reversing the excess amount provided in earlier years of RM11 million.

# CORPORATE GOVERNANCE

1. Under Note 24 on page 116 of the Annual Report, the range of remuneration has been disclosed by band. According to the requirements under Chapter 9, Appendix 9C, Part A, 11(b) of the Main Market Listing Requirements, the remuneration must be disclosed by band of RM50,000. Please explain.

The remuneration by bands of RM50,000 would be as follows:

Range of remuneration	Executive Directors	Non-Executive Directors
RM50,000 – RM100,000	1	1
RM100,001 – RM150,000	-	1
RM150,001 – RM200,000	-	2
RM200,001 – RM250,000	-	2
RM7,450,001 – RM7,500,000	*1	-

\*Including CEO share options

# CORPORATE GOVERNANCE

2. The recent amendments to Chapter 9, Paragraph 9.21(2) of the Main Market Listing Requirements requires companies to publish the summary of key matters discussed at the AGMs onto the companies' website for AGMs held on or after 1 July 2016. In line with this, we hope the Board would publish the summary of proceedings for this AGM on the Company's website.

The Board of Directors will consider publishing the summary of key matters on the Company's website for the forthcoming AGM to be held on 2 June 2016.

3. We also hope the Board would publish the Company's Memorandum and Articles of Association on the Company's website for the benefit of all shareholders.

The Company's Memorandum and Articles of Association will be published on the Company's website.

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# Thank You

Should you have any queries, please contact::

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