

# Q3 2021 PERFORMANCE GUIDE

26<sup>th</sup> NOVEMBER 2021

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


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## CONTINUED RESILIENCE THROUGH NATIONAL RECOVERY

### **CORE PERFORMANCE**

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Strong revenue across data and data centre, and in the Retail and Enterprise segments

### **EXPANDED CAPABILITIES**

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Cloud growth driving data centre segment

### **SOLID FUNDAMENTALS**

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Sustained profitability with effective cost control; strong balance sheet

## Special Interim Dividend of 8.22 sen per ordinary share or total payout of RM150.1 million

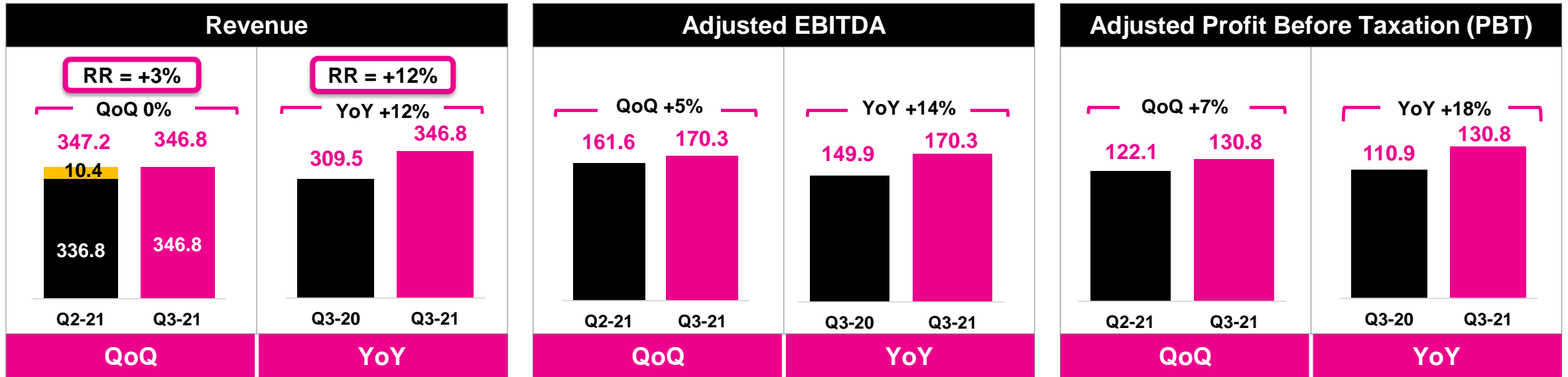
In light of the Group's strong profitability, balance sheet and healthy cash balance, the Board has declared a Special Interim Dividend of 8.22 sen per ordinary share.



# GROUP PERFORMANCE HIGHLIGHTS

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

# TIME Q3 2021: Financial Highlights



■ One-off non-recurring contracts
 RR Recurring revenues

## QoQ

- 3% increase in recurring revenue, led by data centre and data revenue
- 7% higher adjusted PBT due to lower provision for doubtful debts, higher share of profit from associates, higher dividend income and higher interest income

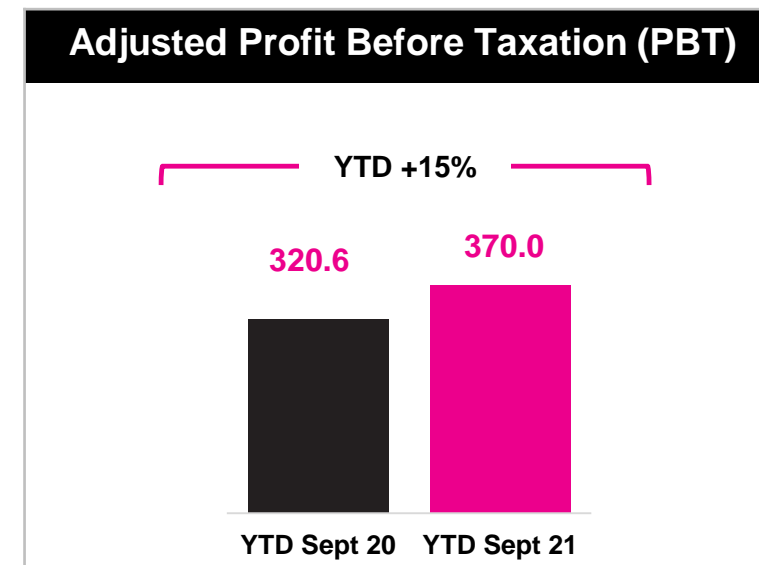
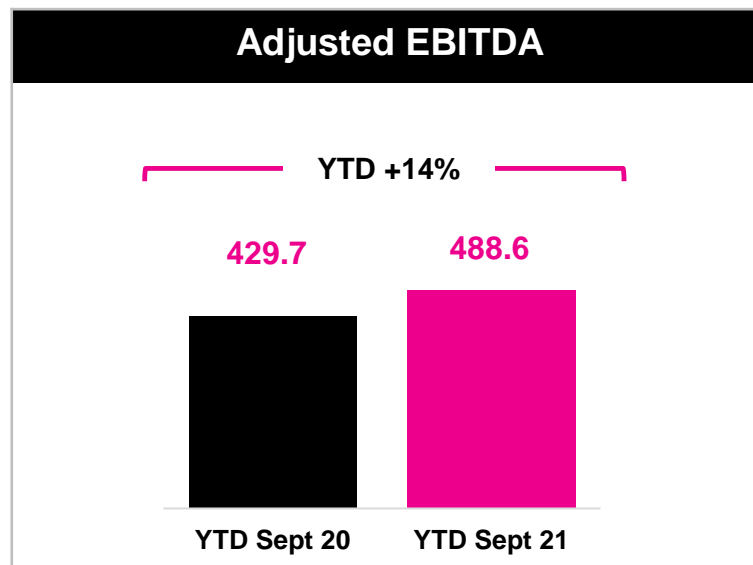
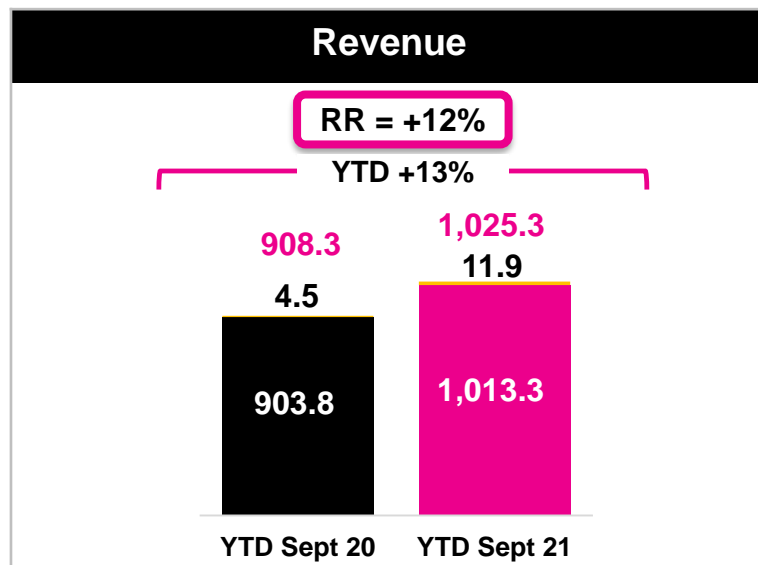
## YoY

- 12% higher recurring revenue led by data centre and data revenue
- 18% higher adjusted PBT due to higher overall revenue, higher interest income and higher share of profit from associates

Note: Numbers are in RM millions

# TIME YTD September 2021: Financial Highlights

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■ One-off non-recurring contracts RR Recurring revenues

## YTD

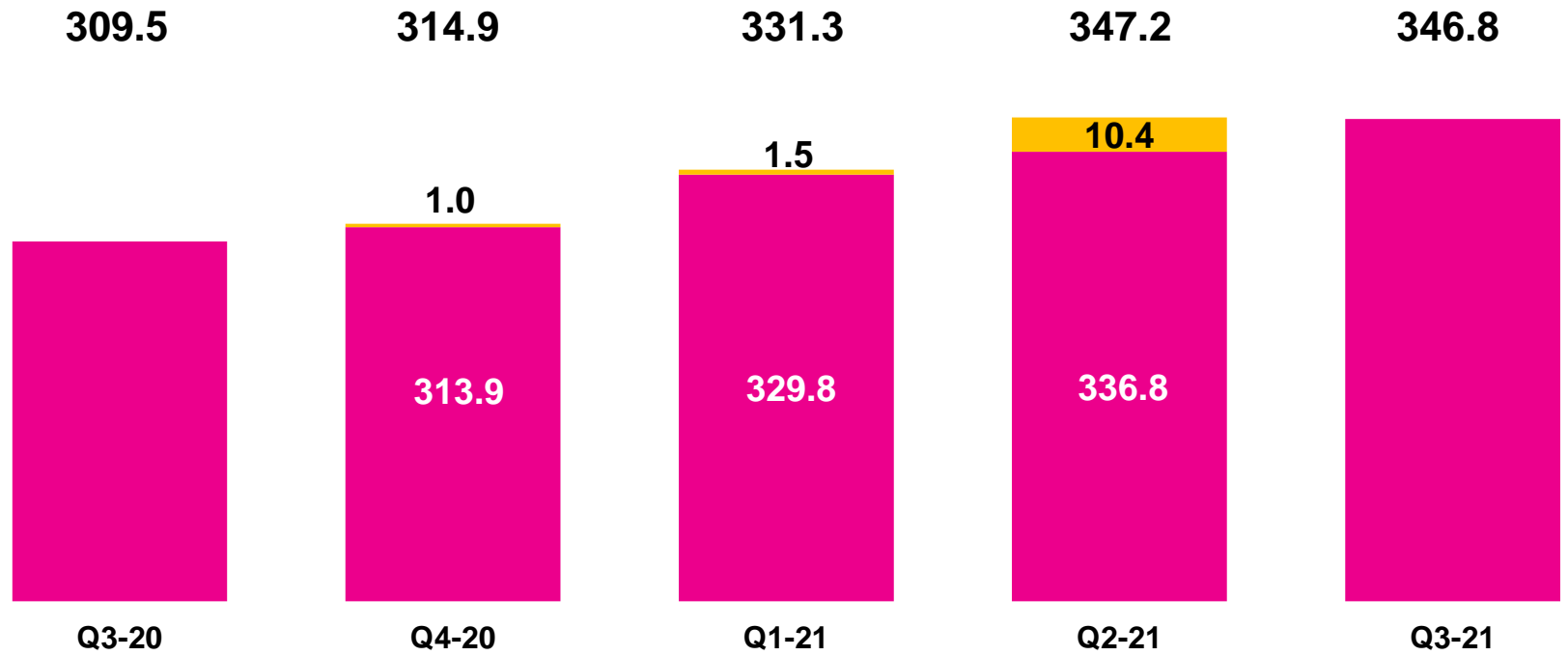
- 13% higher revenue driven by higher data centre sales and data revenue, led by contributions from Enterprise and Retail customers
- 15% higher adjusted PBT mainly due to higher overall revenue including revenue from one-off non recurring contracts, higher share of profit from associates and higher interest income

Note: Numbers are in RM millions

# Revenue Growth: Recurring By Quarter

YoY +12%      RR +12%

QoQ 0%      RR +3%

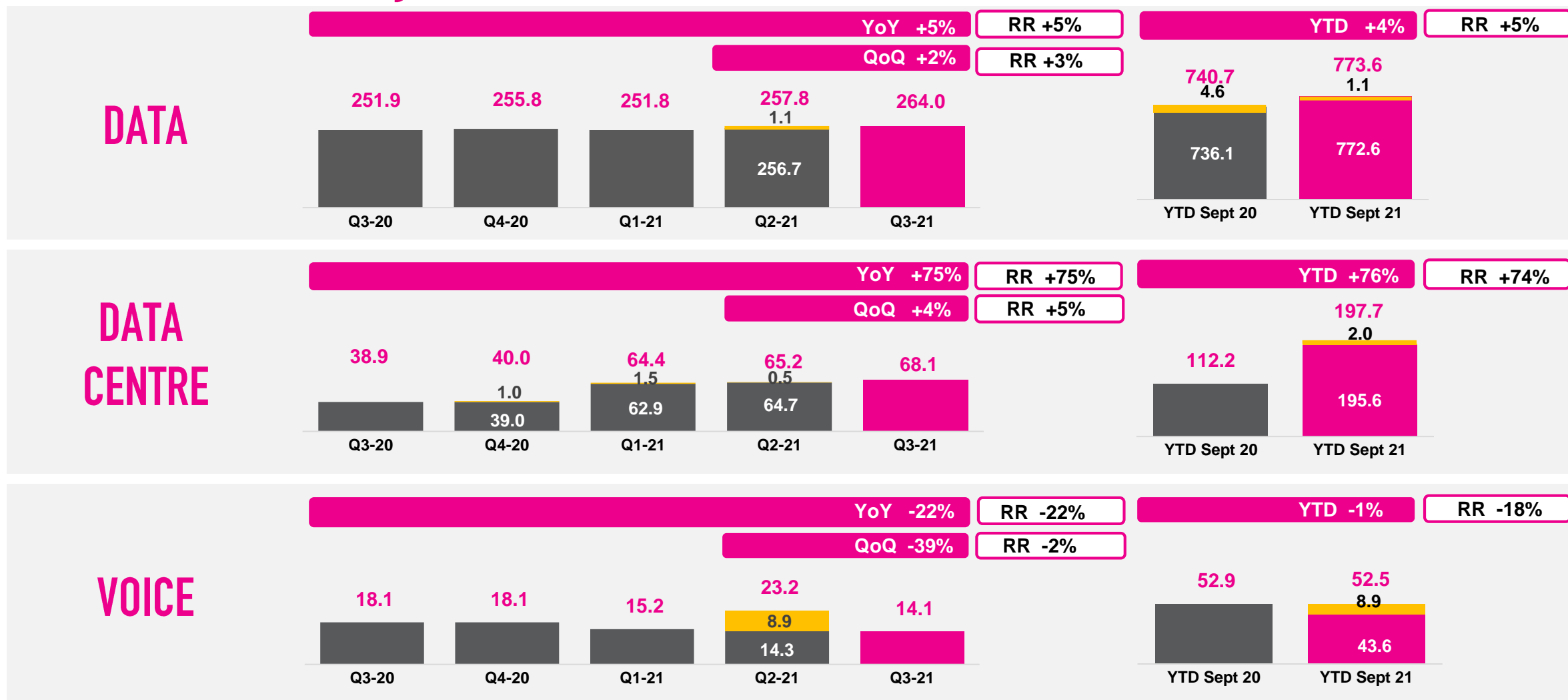


■ Data, Data Centre, Voice and Others    ■ One-off non-recurring contracts    RR Recurring revenues

Note: Numbers are in RM millions



# Revenue Growth: By Product

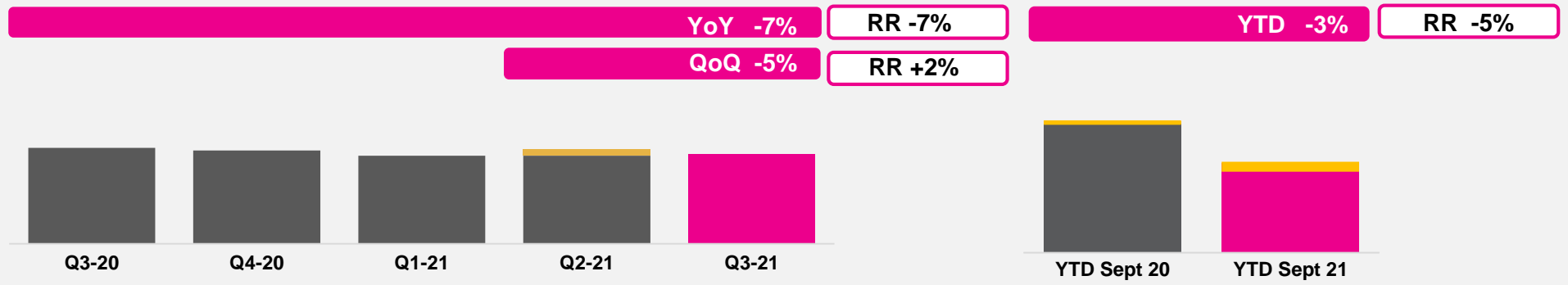


Note: Numbers are in RM millions

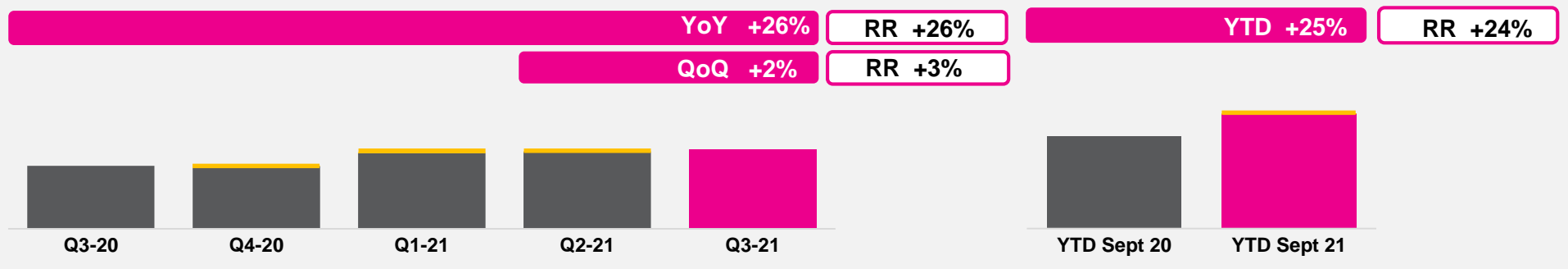
Recurring 
  Non-recurring 
 RR Recurring revenues

# Revenue Growth: By Segment

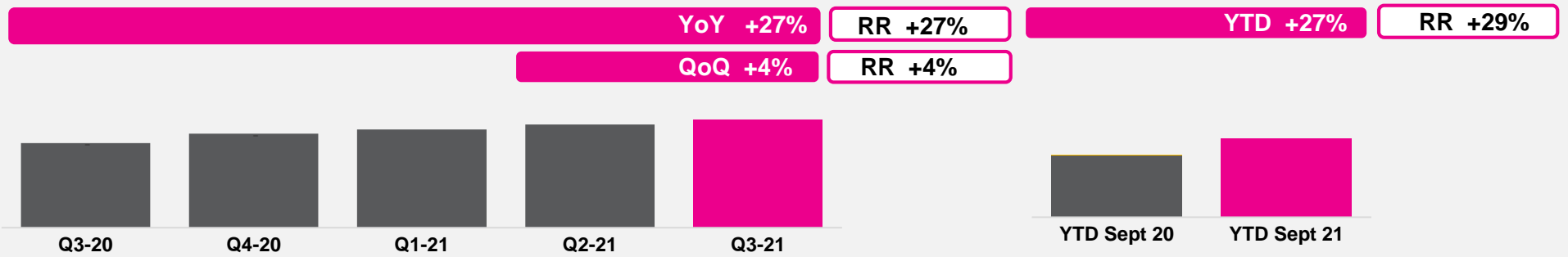
## WHOLESALE



## ENTERPRISE



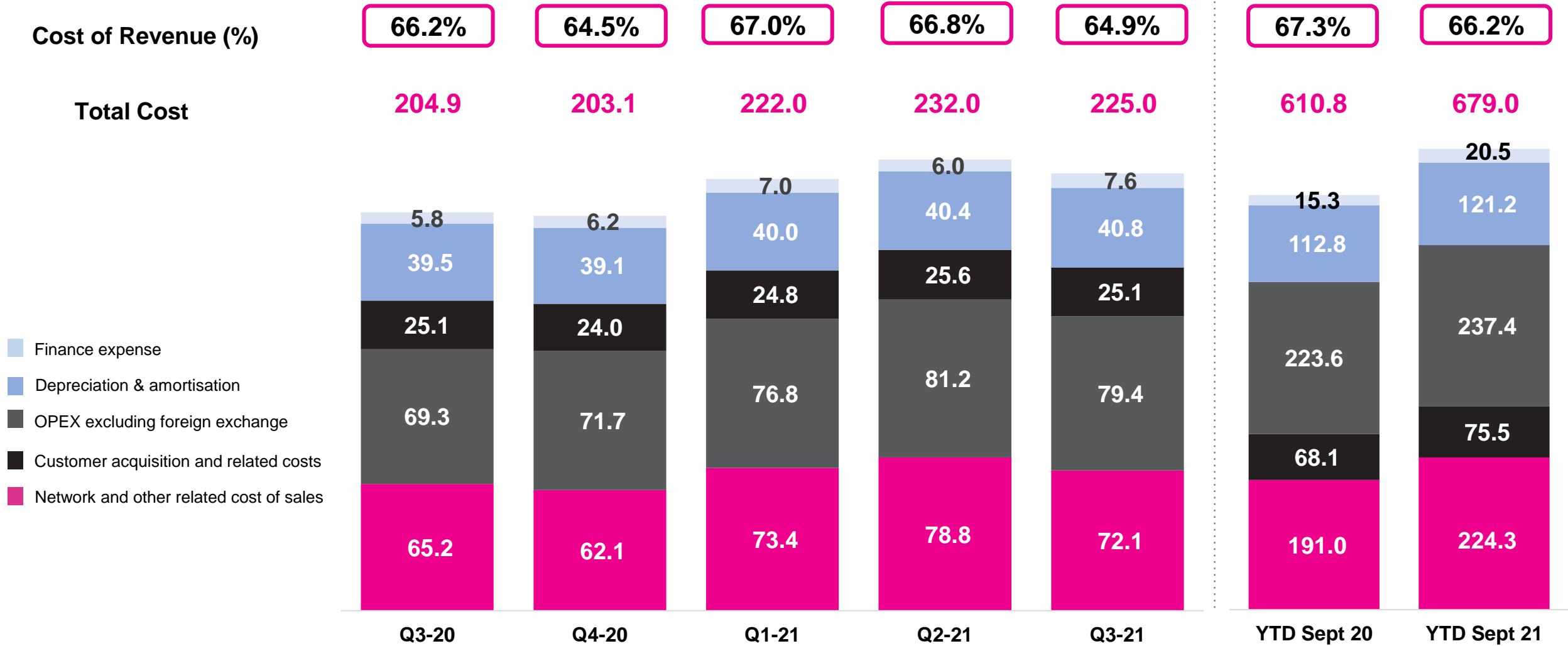
## RETAIL



Note: Numbers are in RM millions

Recurring
  Non-recurring
 RR Recurring revenues

# Expenses: By Category



Note: 1) The total cost excludes net foreign exchange loss  
 2) Numbers are in RM millions

# Summary Income Statement

| RM' million                                      | Q3-20 | Q2-21 | Q3-21 | QoQ % | YoY % |
|--|-------|-------|-------|-------|-------|
| <b>Revenue</b>                                   | 309.5 | 347.2 | 346.8 | 0%    | +12%  |
| <b>EBITDA</b>                                    | 129.2 | 165.0 | 176.2 | +7%   | +36%  |
| <b>Adjusted EBITDA</b>                           | 149.8 | 161.6 | 170.3 | +5%   | +14%  |
| <b>Profit Before Taxation (PBT)</b>              | 90.3  | 125.5 | 137.1 | +9%   | +52%  |
| <b>Adjusted PBT</b>                              | 110.9 | 122.1 | 130.8 | +7%   | +18%  |
| <b>Profit After Taxation (PAT) <sup>N1</sup></b> | 65.9  | 92.7  | 100.5 | +8%   | +53%  |
| <b>Adjusted PAT <sup>N1</sup></b>                | 86.5  | 89.3  | 94.2  | +5%   | +9%   |

| YTD Sept 20 | YTD Sept 21 | YTD % |
|-------------|-------------|-------|
| 908.3       | 1,025.3     | +13%  |
| 420.4       | 506.1       | +20%  |
| 429.8       | 488.6       | +14%  |
| 313.8       | 388.0       | +24%  |
| 320.6       | 370.0       | +15%  |
| 233.7       | 284.6       | +22%  |
| 240.5       | 266.6       | +11%  |

Note:

- 1) PAT refers to Profit After Taxation excluding Non-controlling interest
- 2) Refer to next page for EBITDA/PBT adjustments

# EBITDA, PBT & PAT Adjustments

| RM' million                                | Q3-20        | Q2-21        | Q3-21        | QoQ %      | YoY %       | YTD Sept 20  | YTD Sept 21   | YTD %       |
|--|--------------|--------------|--------------|------------|-------------|--------------|---------------|-------------|
| EBITDA                                     | 129.2        | 165.0        | 176.2        | +7%        | +36%        | 420.4        | 506.1         | +20%        |
| Profit Before Taxation (PBT)               | 90.3         | 125.5        | 137.1        | +9%        | +52%        | 313.8        | 388.0         | +24%        |
| Profit After Taxation (PAT) <sup>N1</sup>  | 65.9         | 92.7         | 100.5        | +8%        | +52%        | 233.7        | 284.6         | +22%        |
| <b>Adjustments on EBITDA</b>               |              |              |              |            |             |              |               |             |
| <i>Donation for fight against COVID-19</i> | -            | -            | -            |            |             | 1.7          |               |             |
| <i>PPE written off</i>                     | -            | -            | -            |            |             | 1.9          |               |             |
| <i>Forex (gain)/loss</i>                   | 20.6         | (3.4)        | (5.8)        |            |             | 5.8          | (17.6)        |             |
| <b>Total adjustments on EBITDA</b>         | <b>20.6</b>  | <b>(3.4)</b> | <b>(5.8)</b> |            |             | <b>9.4</b>   | <b>(17.6)</b> |             |
| <b>Adjustments on PBT/PAT</b>              |              |              |              |            |             |              |               |             |
| <i>Dividend income</i>                     | -            | -            | (0.4)        |            |             | (2.6)        | (0.4)         |             |
| <b>Total adjustment on PBT/PAT</b>         | <b>-</b>     | <b>-</b>     | <b>(0.4)</b> |            |             | <b>(2.6)</b> | <b>(0.4)</b>  |             |
| <b>Adjusted EBITDA</b>                     | <b>149.8</b> | <b>161.6</b> | <b>170.4</b> | <b>+5%</b> | <b>+14%</b> | <b>429.8</b> | <b>488.5</b>  | <b>+14%</b> |
| <b>Adjusted PBT</b>                        | <b>110.9</b> | <b>122.2</b> | <b>130.9</b> | <b>+7%</b> | <b>+18%</b> | <b>320.6</b> | <b>370.0</b>  | <b>+15%</b> |
| <b>Adjusted PAT<sup>N1</sup></b>           | <b>86.5</b>  | <b>89.3</b>  | <b>94.3</b>  | <b>+5%</b> | <b>+9%</b>  | <b>240.5</b> | <b>266.6</b>  | <b>+11%</b> |

Note: 1) PAT refers to Profit After Taxation excluding Non-controlling interest

# Summary of Margins & EPS

| Margins                                      | Q3-20    | Q2-21    | Q3-21    | QoQ %     | YoY %     |
|--|----------|----------|----------|-----------|-----------|
| <b>EBITDA %</b>                              | 42%      | 48%      | 51%      | +3 pps    | +9 pps    |
| <b>Adjusted EBITDA %</b>                     | 48%      | 47%      | 49%      | +2 pps    | +1 pps    |
| <b>Profit Before Taxation %</b>              | 29%      | 36%      | 40%      | +4 pps    | +11 pps   |
| <b>Adjusted PBT %</b>                        | 36%      | 35%      | 38%      | +3 pps    | +2 pps    |
| <b>Profit After Taxation %</b> <sup>N1</sup> | 21%      | 27%      | 29%      | +2 pps    | +8 pps    |
| <b>Adjusted PAT %</b> <sup>N1</sup>          | 28%      | 26%      | 27%      | +1 pps    | -1 pps    |
| <b>EPS</b> <sup>N2</sup>                     | 3.64 sen | 5.11 sen | 5.53 sen | +0.42 sen | +1.89 sen |
| <b>Adjusted EPS</b> <sup>N2</sup>            | 4.77 sen | 4.93 sen | 5.18 sen | +0.25 sen | +0.41 sen |

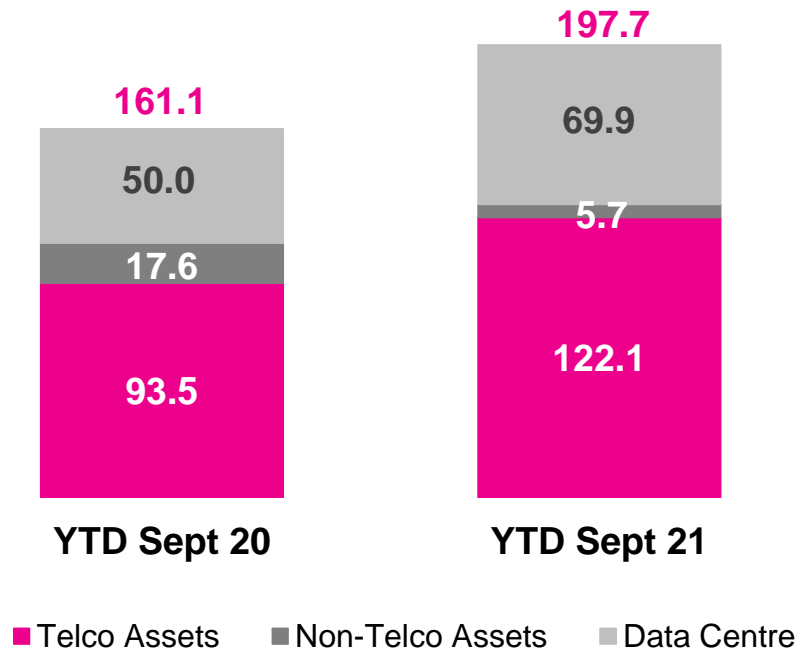
| YTD Sept 20 | YTD Sept 21 | YTD %     |
|-------------|-------------|-----------|
| 46%         | 49%         | +3 pps    |
| 47%         | 48%         | +1 pps    |
| 35%         | 38%         | +3 pps    |
| 35%         | 36%         | +1 pps    |
| 26%         | 28%         | +2 pps    |
| 26%         | 26%         | 0 pps     |
| 13.06 sen   | 15.68 sen   | +2.62 sen |
| 13.44 sen   | 14.69 sen   | +1.25 sen |

Note: 1) PAT refers to Profit After Taxation excluding Non-controlling interest

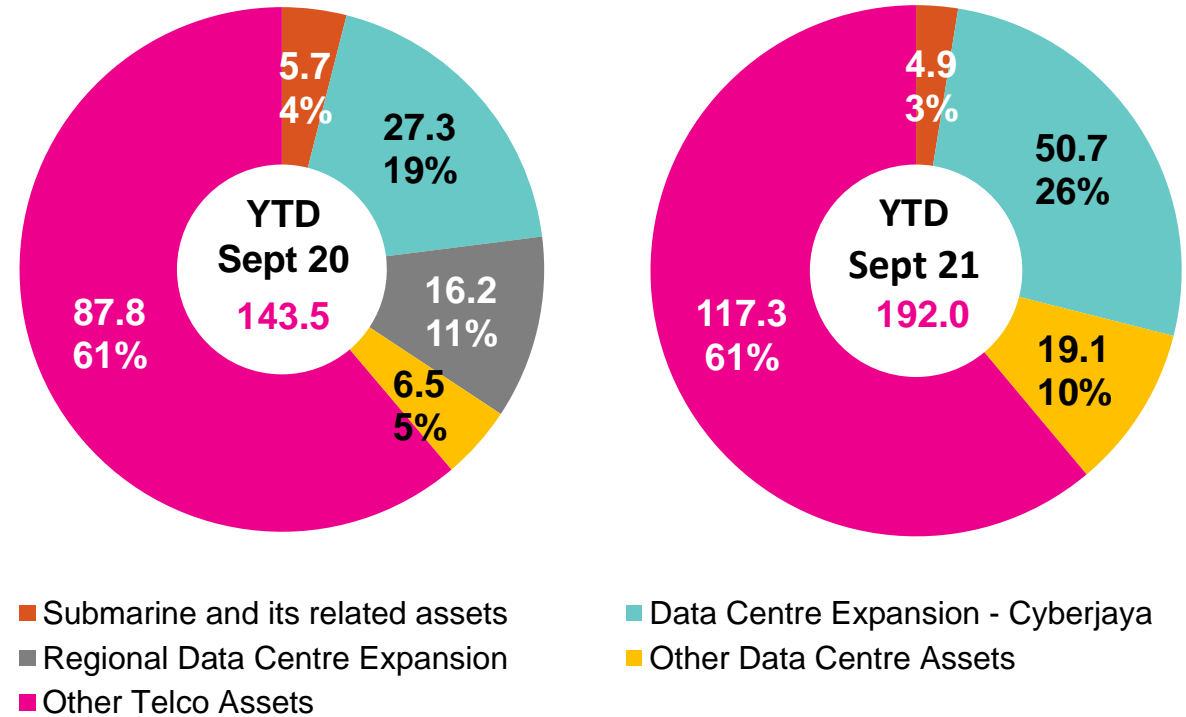
2) On 6 August 2021, the Company completed a bonus issue exercise on the basis of two (2) bonus shares for every one (1) existing ordinary shares held. The figures shown have been adjusted for the change in number of shares for comparative periods

# Capital Expenditure

Capex Breakdown



Breakdown of Telco Assets and Data Centre Assets



- 64% of capital expenditure was spent on telco assets to expand domestic network coverage and upgrade TIME’s existing network infrastructure including submarine cable related investments
- 36% was spent on Data Centre assets, namely on AIMS Cyberjaya

Note: Numbers are in RM millions

# Cash Flow Statement

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| CASH FLOW  |              |              |
|--|--------------|--------------|
| RM' million  | YTD Sept 20  | YTD Sept 21  |
| Net cash inflow from Operating Activities                      | 437.3        | 420.2        |
| Net cash used in Investing Activities                          | (171.3)      | (261.6)      |
| <b>Net cash inflow from operating and investing activities</b> | <b>266.0</b> | <b>158.6</b> |
| Net cash used in Financing Activities                          | (123.0)      | (100.3)      |
| <b>Net decrease in cash balance</b>                            | <b>143.0</b> | <b>58.3</b>  |
| Exchange effects on cash balance                               | (1.9)        | 3.9          |
| Cash balance at beginning of period                            | 507.0        | 748.8        |
| <b>Cash balance at end of period</b>                           | <b>648.1</b> | <b>811.0</b> |
| Acquisition of Capex   | (181.6)      | (225.3)      |
| Free Cash Flow (Operating CF - Capex)                          | 255.7        | 194.9        |

Note : 1) Included in financing activities are RM200.0 million of dividend paid out in Q1 2021 and RM170.0 million in Q1 2020  
 2) Included in investing activities is RM40.2 million for AVM Cloud acquisition in Q1 2021



# Balance Sheet And Ratios

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TIME

| BALANCE SHEET   |                 |                  |
|---|-----------------|------------------|
| RM' million   | As at 31 Dec 20 | As at 30 Sept 21 |
| <b>ASSETS</b>   |                 |                  |
| Non-current assets  | 2,698.2         | 2,773.4          |
| Current assets (exclude cash)                             | 453.6           | 564.9            |
| Cash  | 748.8           | 811.0            |
| <b>Total assets</b>                                       | <b>3,900.6</b>  | <b>4,149.3</b>   |
| <b>EQUITY AND LIABILITIES</b>                             |                 |                  |
| Share capital   | 1,340.5         | 1,379.1          |
| Reserves  | 1,704.4         | 1,788.9          |
| <b>Total equity attributable to owners of the Company</b> | <b>3,044.9</b>  | <b>3,168.0</b>   |
| Non-controlling interest                                  | 5.4             | 20.7             |
| <b>Total equity</b>                                       | <b>3,050.3</b>  | <b>3,188.7</b>   |
| Non-current liabilities                                   | 463.8           | 554.3            |
| Current liabilities                                       | 386.5           | 406.3            |
| <b>Total liabilities</b>                                  | <b>850.3</b>    | <b>960.6</b>     |
| <b>Total equity and liabilities</b>                       | <b>3,900.6</b>  | <b>4,149.3</b>   |
| EBITDA <sup>N1</sup>                                      | 567.1           | 652.9            |
| Total Debt  | 46.8            | 135.9            |
| Net Cash Position   | 702.0           | 675.1            |
| Debt / EBITDA (times)                                     | 0.1x            | 0.2x             |
| Debt / Equity (times)                                     | 0.0x            | 0.0x             |
| Current ratio (times)                                     | 3.1x            | 3.4x             |

Note: 1) Based on EBITDA for last 12 months

|   |  | VIETNAM | THAILAND        |        |
|---|--|---------|-----------------|--------|
|   |  |         |                 |        |
| YTD Sept 2021                                     |  | 45.27%  | 49.00%          | 46.84% |
| As reported by investee                           | Revenue  | 254.8   | 29.6            | 141.2  |
|   | Profit/(Loss) After Tax & Other comprehensive Income | 22.2    | 18.7            | 12.7   |
| TIME's shares in proportion to its interest       | Share of Profit on Investment of Associates          | 10.0    | - <sup>N1</sup> | 6.0    |
| Total Share of Profit on Investment of Associates |  | 16.0    |                 |        |

Note: 1) The Group no longer shares losses from KIRZ since Q2 2018 when the investment value was fully impaired



# OUTLOOK & PRIORITIES

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

1

## Resilience as the Nation Recovers

- Optimistic of further growth prospect resulting from most of the nation entering Phase 4 of the National Recovery Plan
- Continue to monitor conditions to mitigate any potential risks

2

## Operational Priorities for Continued Stability

- Network availability and stability remains top priority alongside health and safety of employees and stakeholders
- Committed to further expand network footprint and innovate to offer high quality products and services

3

## Commitment to Our Strategic Focus Areas

- Continue to support the Government's broadband coverage and digital economy objectives
- AIMS Cyberjaya now operational and poised to meet demand
- Continued focus on meeting cross-border connectivity and data centre demand in ASEAN

# THANK YOU

Should you have any queries, please contact:  
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