

# FY2022 PERFORMANCE GUIDE

28 February 2023

time™

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## Strong Demand Underpins Time's Solid Performance

### Sustained Growth

- Strong revenue growth across core data and data centre products
- Growth driven by strong momentum of the Retail segment, followed by Wholesale and Enterprise segments

### Solid Fundamentals and Shareholder Returns

- Higher shareholder return on the back of healthy profitability and solid fundamentals

With the Group's solid profitability, healthy cash balance, and balance sheet optimisation programme, the Board is pleased to declare the following dividends for FY2022:

- An Ordinary Interim tax exempt (single-tier) dividend of 12.33 sen per ordinary share
- A Special Interim tax exempt (single-tier) dividend of 2.36 sen per ordinary share
- The combined payout of the Ordinary and Special Interim Dividends amounts to RM270.1 million
- Together with the special dividend paid on 27 September 2022, total dividend payout for FY2022 is 31.03 sen per ordinary share or RM570.2 million



Note: The above mentioned special dividends declared is not the proposed special dividend from the proceeds of the AIMS divestment

- On 22 November 2022, Time announced a strategic partnership with DigitalBridge to boost the regional expansion of its AIMS data centre business
- Time obtained shareholders' approval on 15 February 2023. On track to achieve completion by early May 2023



### Summary of Partnership Terms

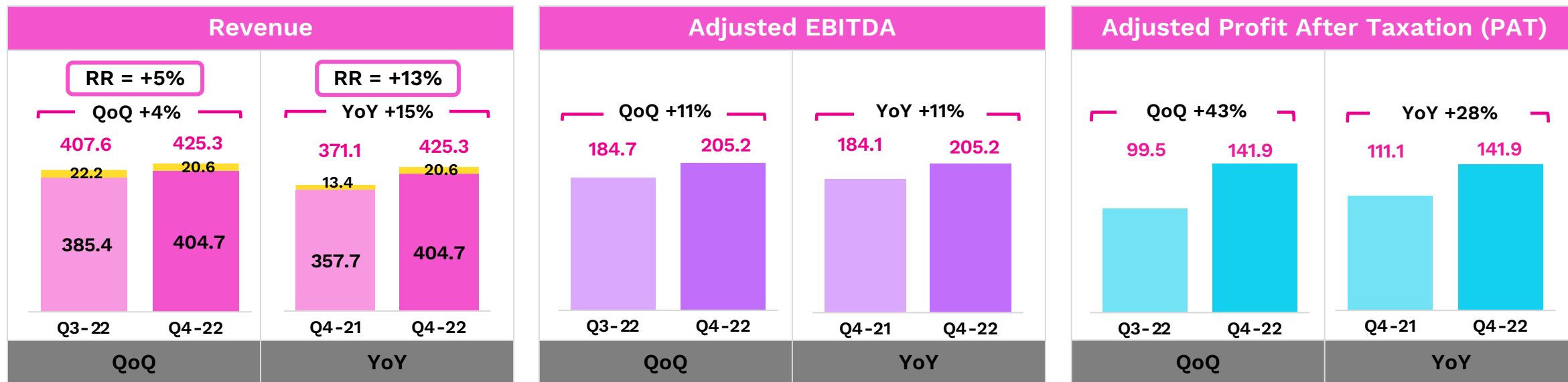
Key terms	Summary
Partnership Structure	DigitalBridge acquires stakes in AIMS HoldCo (Malaysia and Singapore) and AIMS Thailand
Valuation	RM3.2 billion (100% enterprise value)
Proceeds to Time	Approx. RM2.0 billion <sup>N1</sup>
Use of Proceeds	(1) Special dividend of approximately RM1.0 billion; and (2) Remainder to be re-invested into Time group for further shareholder value creation

Note: 1) Subject to customary net debt, working capital and other closing adjustments

## Before we proceed, we wish to highlight the following:

- Due to the announced and impending divestment of stakes in AIMS Data Centre Holdings Sdn Bhd and AIMS Thailand, and according to MFRS 5 (Non-current Assets Held for Sale and Discontinued Operations), AIMS is to be treated as assets held for sale and thus required to be disclosed as discontinued operations separately from continuing operations in the financial statements of the Time Group
- However, for purposes of comparability, this Performance Guide will show the financial performance of the Time Group on a fully consolidated basis

# GROUP PERFORMANCE HIGHLIGHTS



■ One-off non-recurring revenues

RR Recurring revenues

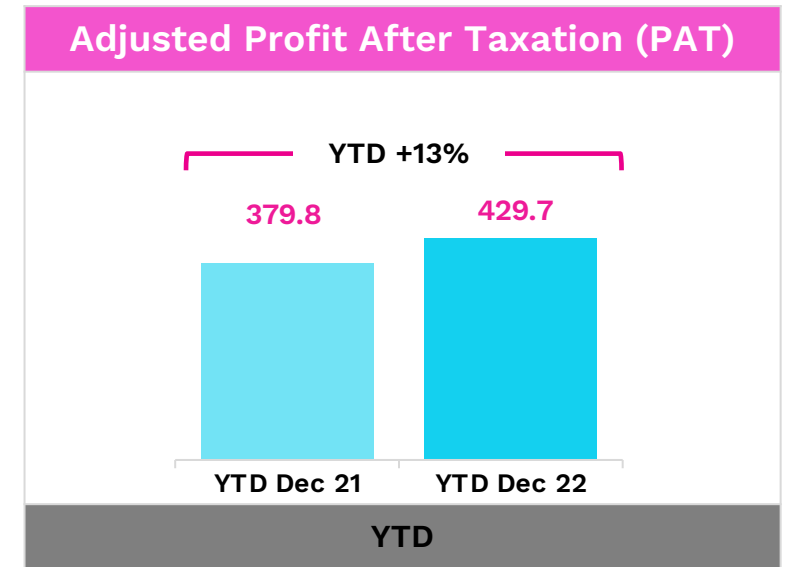
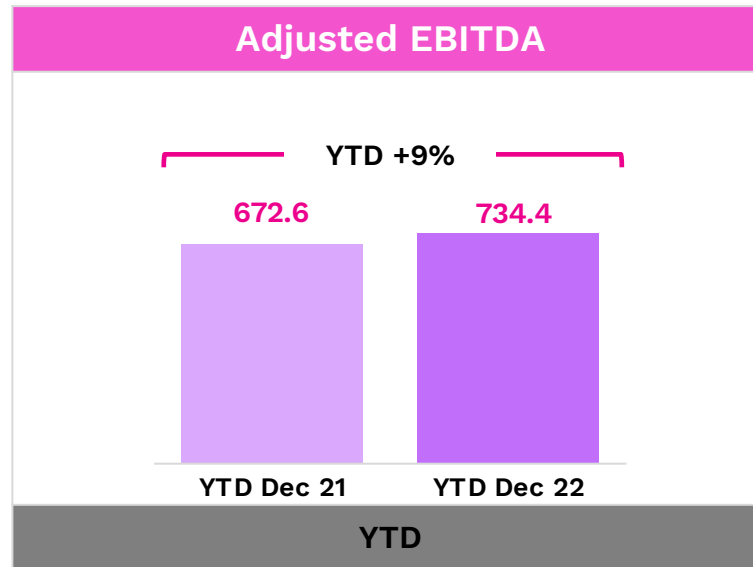
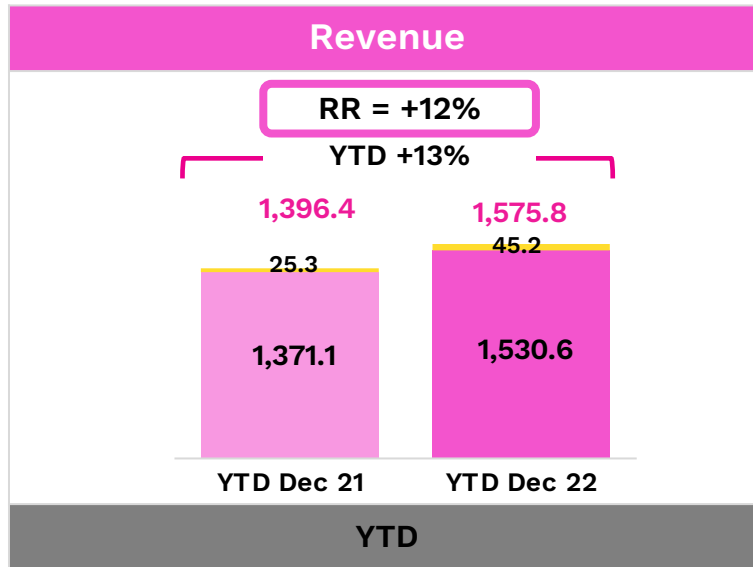
### QoQ

- 5% increase in recurring revenue mainly attributable to the increase in data and data centre sales, across wholesale, and retail customers
- Adjusted PAT is higher mainly due to higher revenue growth, lower finance costs, lower provision for doubtful debts, and lower tax expense, offset by higher depreciation on property, plant and equipment, higher professional fee and higher staff cost

### YoY

- 13% increase in recurring revenue due to higher recurring data, and data centre revenue across all segments
- Adjusted PAT is higher mainly due to higher overall revenue growth, lower finance costs, and lower tax expense, offset by higher depreciation on property, plant, and equipment, higher provision for doubtful debts, higher professional fee and lower share of profit from associates



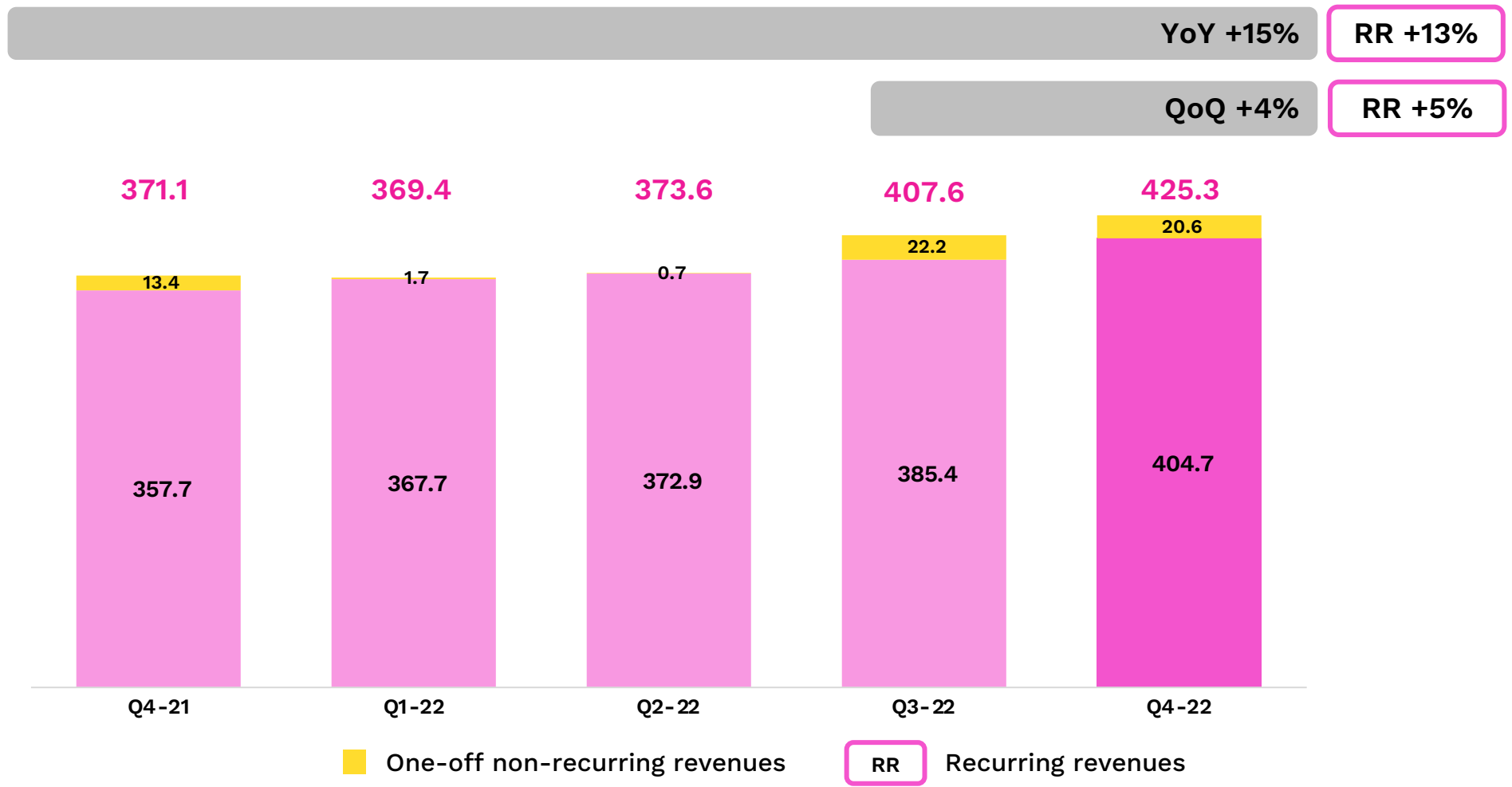


■ One-off non-recurring revenues

RR Recurring revenues

### YTD

- 12% increase in recurring revenue mainly contributed by data and data centre products. All core customer groups contributed positively to overall revenue growth, led by contributions from Retail and Wholesale followed by Enterprise
- Adjusted PAT is higher mainly due to higher overall revenue, higher gain on disposal of property, plant and equipment, lower net impairment of construction deposits, and lower tax expense, offset by lower share of profit from associates, higher staff related costs, higher advertising expenses, higher allowance for doubtful debts and higher depreciation on property, plant and equipment



YoY +15%

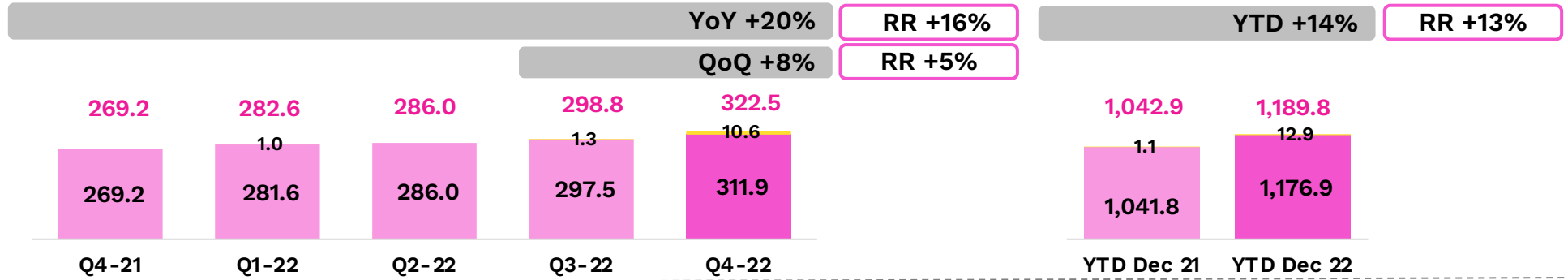
RR +13%

QoQ +4%

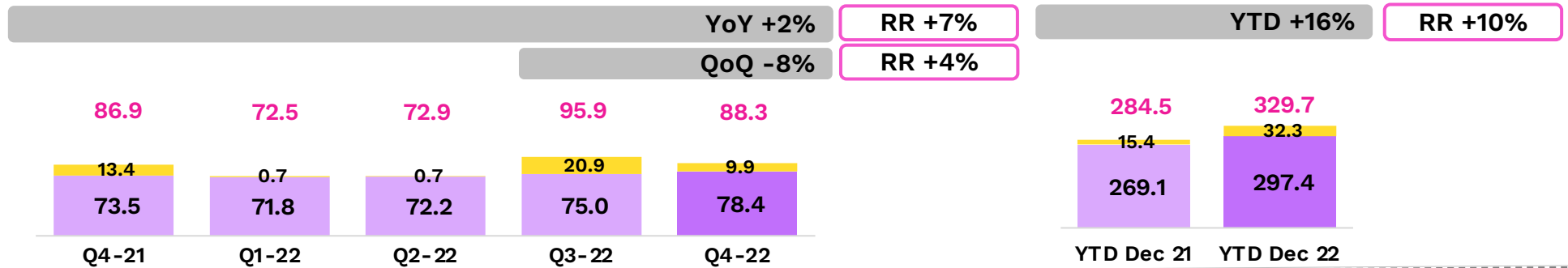
RR +5%

Note: Numbers are in RM millions

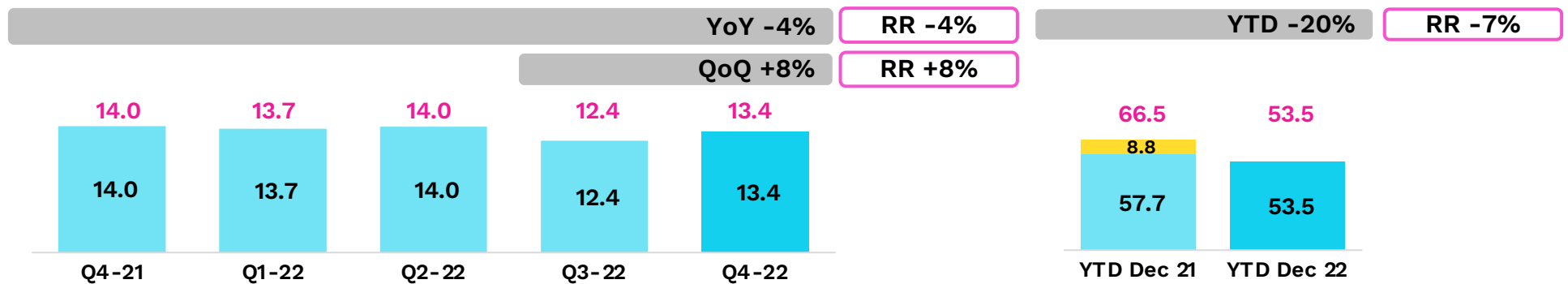
DATA



DATA CENTRE



VOICE

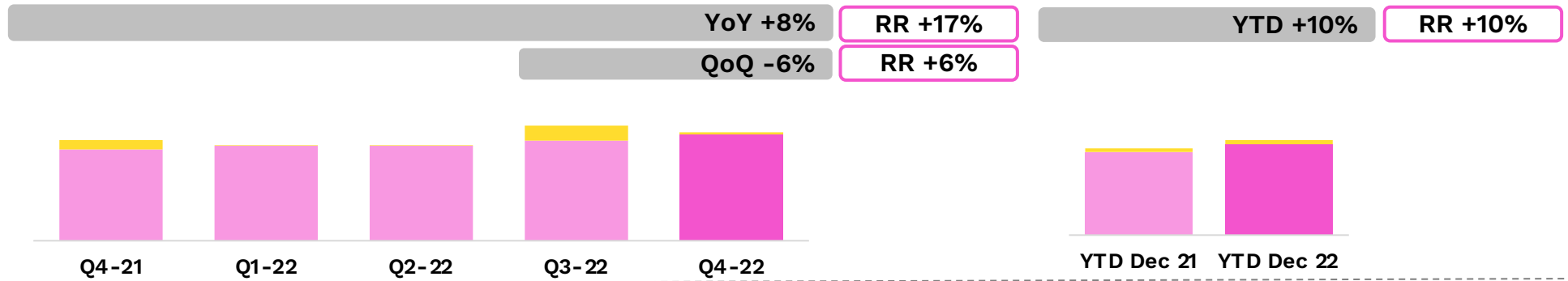


Note: Numbers are in RM millions

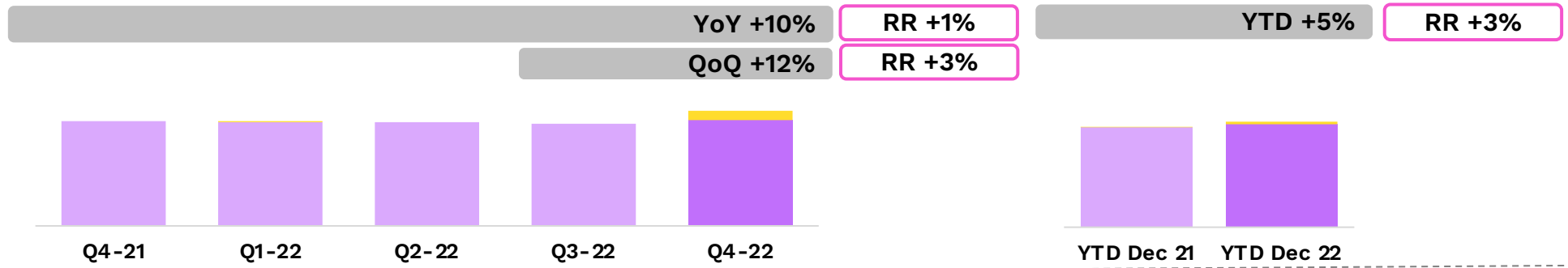
■ One-off non-recurring revenues

RR Recurring revenues

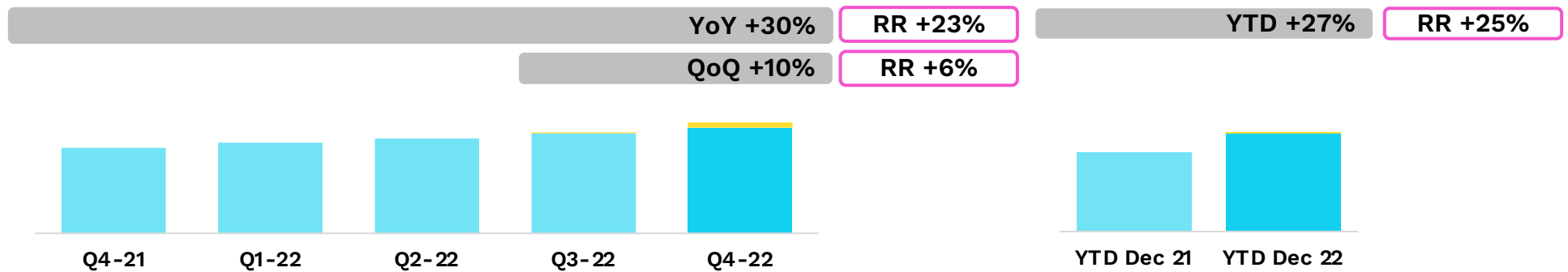
## WHOLESALE



## ENTERPRISE



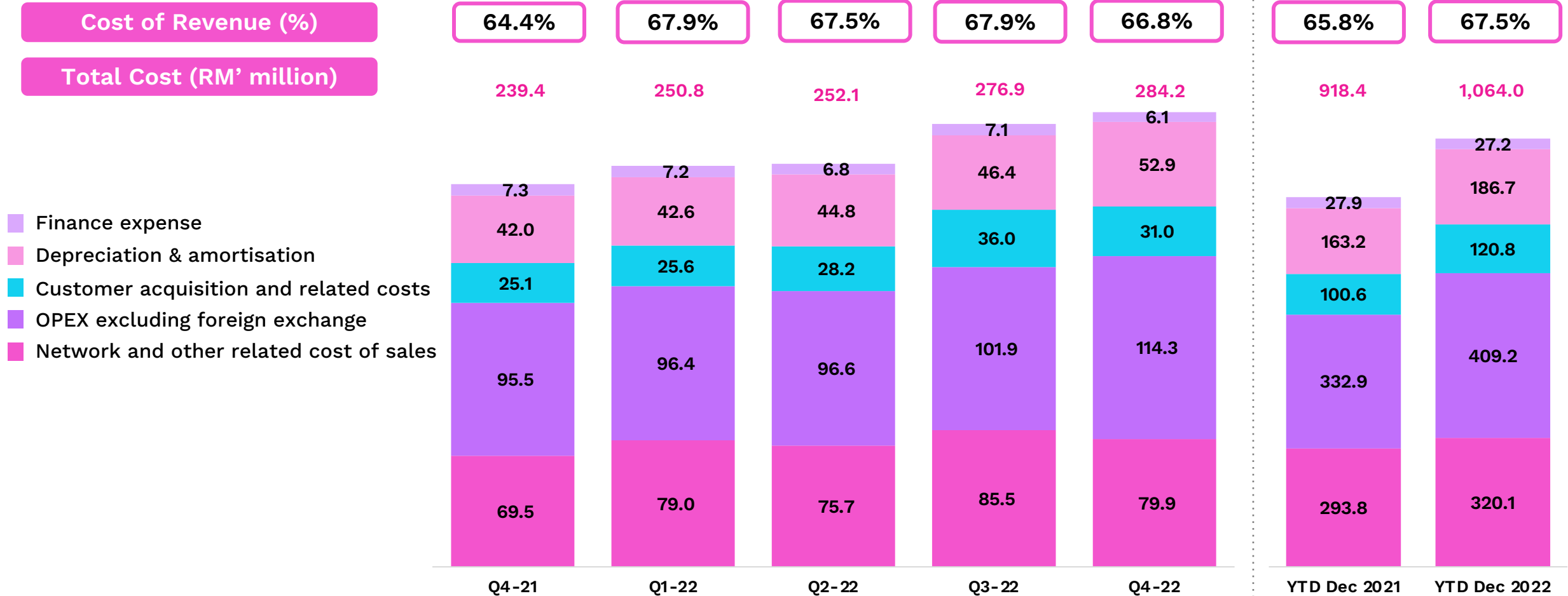
## RETAIL



Note: Numbers are in RM millions

■ One-off non-recurring revenues

RR Recurring revenues



Notes:

- 1) The total cost excludes net foreign exchange loss/(gain)
- 2) Numbers are in RM millions

RM' million	Q4-21	Q3-22	Q4-22	QoQ %	YoY%	YTD Dec 21	YTD Dec 22	YTD%
Revenue	371.1	407.6	425.3	+4%	+15%	1,396.4	1,575.8	+13%
EBITDA	183.1	204.0	187.6	-8%	+2%	689.2	758.1	+10%
Adjusted EBITDA	184.1	184.7	205.2	+11%	+11%	672.6	734.4	+9%
PBT	144.7	160.0	136.6	-15%	-6%	532.7	577.1	+8%
Adjusted PBT	145.7	140.7	154.2	+10%	+6%	515.7	553.2	+7%
PAT	110.1	118.8	124.3	+5%	+13%	396.8	453.6	+14%
Adjusted PAT	111.1	99.5	141.9	+43%	+28%	379.8	429.7	+13%

Note: Refer to next page for EBITDA, PBT and PAT adjustments

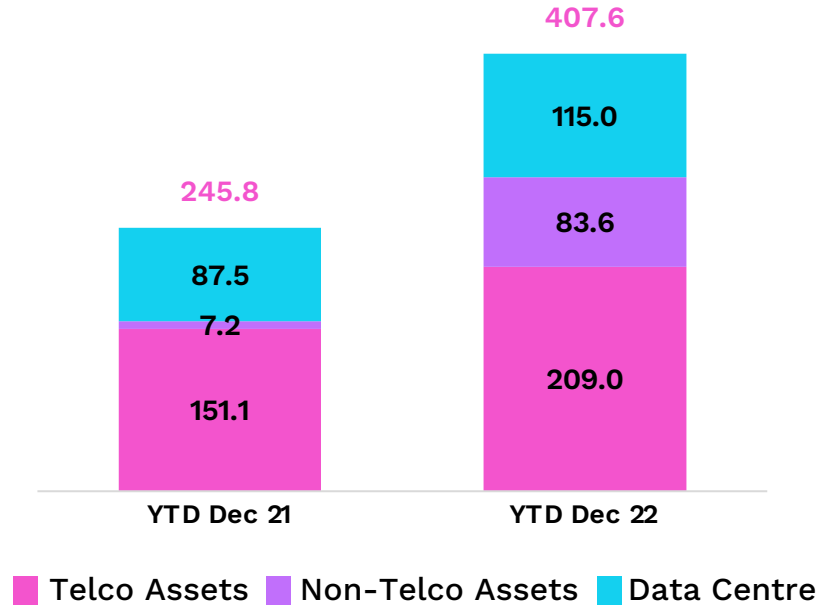
RM' million	Q4-21	Q3-22	Q4-22	QoQ %	YoY%	YTD Dec 21	YTD Dec 22	YTD%
<b>EBITDA</b>	183.1	204.0	187.6	-8%	+2%	689.2	758.1	+10%
<b>Profit Before Taxation (PBT)</b>	144.7	160.0	136.6	-15%	-6%	532.7	577.1	+8%
<b>Profit After Taxation (PAT)</b>	110.1	118.8	124.3	+5%	+13%	396.8	453.6	+14%
<b>Adjustments on EBITDA</b>								
<i>Donation for flood relief</i>	-	-	-			-	1.3	
<i>Reversal of overprovision for financial guarantee</i>	(1.0)	-	-			(1.0)	-	
<i>Forex (gain)/loss</i>	(1.5)	(19.3)	13.6			(19.1)	(28.8)	
<i>Construction deposit and PPE written off</i>	3.5	-	1.6			3.5	2.7	
<i>Gain on disposal of PPE</i>	-	-	-			-	(1.3)	
<i>AIMS Transaction Related Fees</i>	-	-	2.4			-	2.4	
<b>Total adjustments on EBITDA</b>	1.0	(19.3)	17.6			(16.6)	(23.7)	
<b>Adjustment on PBT/PAT</b>								
<i>Dividend income</i>	-	-	-			(0.4)	(0.2)	
<b>Total adjustment on PBT/PAT</b>	-	-	-			(0.4)	(0.2)	
<b>Adjusted EBITDA</b>	184.1	184.7	205.2	+11%	+11%	672.6	734.4	+9%
<b>Adjusted PBT</b>	145.7	140.7	154.2	+10%	+6%	515.7	553.2	+7%
<b>Adjusted PAT</b>	111.1	99.5	141.9	+43%	+28%	379.8	429.7	+13%

Margins	Q4-21	Q3-22	Q4-22	QoQ %	YoY %
<b>EBITDA %</b>	49%	50%	44%	-6 pps	-5 pps
<b>Adjusted EBITDA %</b>	50%	45%	48%	3 pps	-2 pps
<b>Profit Before Taxation %</b>	39%	39%	32%	-7 pps	-7 pps
<b>Adjusted PBT %</b>	39%	35%	36%	+1 pps	-3 pps
<b>Profit After Taxation %</b>	30%	29%	29%	0 pps	-1 pps
<b>Adjusted PAT %</b>	30%	24%	33%	+9 pps	+3 pps
<b>EPS</b>	6.01 sen	6.49 sen	6.66 sen	+0.17 sen	+0.65 sen
<b>Adjusted EPS</b>	6.07 sen	5.43 sen	7.61 sen	+2.18 sen	+1.54 sen

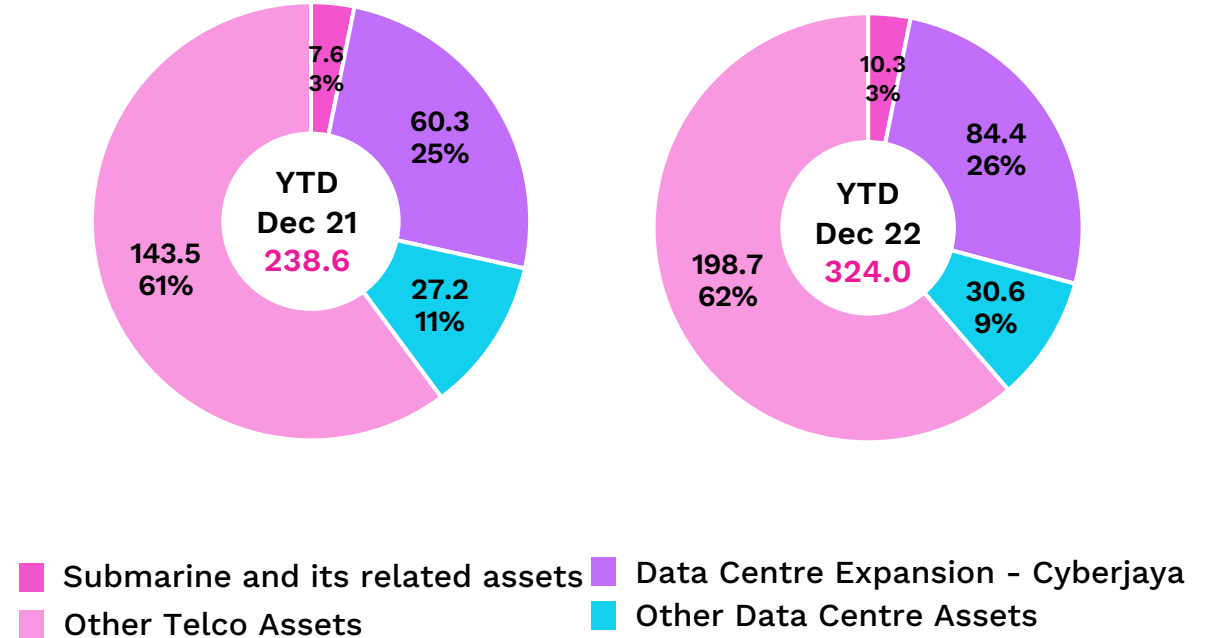
YTD Dec 21	YTD Dec 22	YTD %
49%	48%	-1 pps
48%	47%	-1 pps
38%	37%	-1 pps
37%	35%	-2 pps
28%	29%	+1 pps
27%	27%	0 pps
21.63 sen	24.58 sen	+2.95 sen
20.70 sen	23.28 sen	+2.58 sen



Capex Breakdown



Breakdown of Telco Assets and Data Centre Assets



- 65% 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
- 35% was spent on data centre, namely on AIMS Cyberjaya and other data centre assets

Note: Numbers are in RM millions



RM' million	YTD Dec 21	YTD Dec 22
Net cash inflow from Operating Activities	672.0	755.8
Net cash used in Investing Activities	(333.4)	(442.9)
<b>Net cash inflow from operating and investing activities</b>	<b>338.6</b>	<b>312.9</b>
Net cash used in Financing Activities	(295.4)	(588.1) <sup>N1</sup>
<b>Net increase/(decrease) in cash balance</b>	<b>43.2</b>	<b>(275.2)</b>
Exchange effects on cash balance	4.1	4.1
Cash balance at beginning of period	748.8	796.1
<b>Cash balance at end of period</b>	<b>796.1</b>	<b>525.0</b> <sup>N2</sup>
Acquisition of capex	(300.5)	(452.0)
Free Cash Flow (Operating CF - Capex)	371.5	303.8

## Notes:

1) Included in financing activities are dividends paid out in Q1 2022 (RM240.1 million), and Q3 2022 (RM300.1 million)

2) Cash balance for 2022 includes RM40.36 million from assets held for sale

RM' million	As at 31 Dec 21	As at 31 Dec 22
<b>ASSETS</b>		
Non-current assets	2,775.8	3,035.5
Current assets (exclude cash)	549.4	628.9
Cash	796.1	525.0
<b>Total assets</b>	<b>4,121.3</b>	<b>4,189.4</b>
<b>EQUITY AND LIABILITIES</b>		
Share capital	1,379.1	1,418.6
Reserves	1,762.2	1,683.2
<b>Total equity attributable to owners of the Company</b>	<b>3,141.3</b>	<b>3,101.8</b>
Non-controlling interest	22.2	25.9
<b>Total equity</b>	<b>3,163.5</b>	<b>3,127.7</b>
Non-current liabilities	556.9	613.5
Current liabilities	400.9	448.2
<b>Total liabilities</b>	<b>957.8</b>	<b>1,061.7</b>
<b>Total equity and liabilities</b>	<b>4,121.3</b>	<b>4,189.4</b>
RM' million	As at 31 Dec 21	As at 31 Dec 22
EBITDA <sup>N1</sup>	689.2	758.1
Total Debt	130.5	120.2
Net Cash Position	665.6	404.8
Debt / EBITDA (times)	0.2x	0.2x
Debt / Equity (times)	0.0x	0.0x
Current ratio (times)	3.4x	2.6x

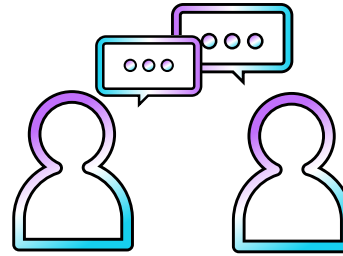
		VIETNAM	THAILAND
			
<b>YTD Dec 2022</b>		<b>45.27%</b>	<b>46.84%</b>
<b>As Reported by Investee</b>	<b>Revenue</b>	443.1	213.1
	<b>Profit/(Loss) After Tax and Other Comprehensive Income</b>	30.6	19.5
<b>Time's Shares in Proportion To Its Interest</b>	<b>Share of Profit on Investment of Associates</b>	13.8	9.1
<b>Total Share of Profit on Investment of Associates</b>		<b>22.9</b>	



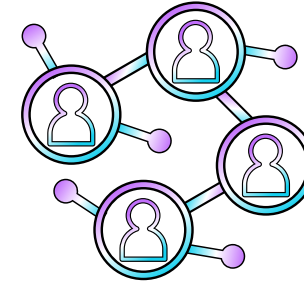
**Customers**



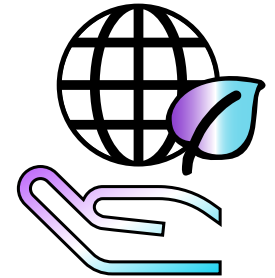
**Governance**



**People**



**Community**



**Environment**

- MEF 3.0 SD-WAN certified network, making Time one of only two providers in the world with all three headlining certifications from MEF
- Malaysia's Most Consistent Broadband Provider by Ookla® for Q1-Q4 2022

- Launched Pakej MyKabel in November 2022 to cater to Program Perumahan Rakyat residents as part of the Group's efforts to make gigabit access available to more Malaysians

# OUTLOOK & PRIORITIES

### Continued Focus on Execution

- Continue to strengthen network quality and expansion of footprint to meet demand
- Focus on product and service innovation, enhancing overall customer experience
- Vigilance on external risks and impact on operations as well as competitive landscape

### Refining Strategic Direction

- On track to completion of the strategic partnership for AIMS' regional expansion
- Ongoing refinement of Group business strategic direction post-completion

**ANY QUESTIONS?**



# THANK YOU

Should you have any queries, please contact: [investor.relations@time.com.my](mailto:investor.relations@time.com.my)

# APPENDIX

RM' million	YTD Dec 21	YTD Dec 22	YTD %
Revenue	181.6	207.7	+14%
EBITDA	85.8	106.0	+24%
Profit Before Tax (PBT)	48.6	59.8	+23%
Tax Expense	(10.9)	7.6	+170%
Profit After Tax (PAT)	37.7	67.4	+79%

Note: The above numbers are on gross basis for the AIMS Group