

# Q1 2021 PERFORMANCE GUIDE

28<sup>th</sup> MAY 2021




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## STEADY START TO THE YEAR, WITH EXPANDED PROPOSITION AND SOLID FUNDAMENTALS

### **STEADY PERFORMANCE**

Steady performance  
across core data and  
data centre revenues,  
across both  
Retail and Enterprise  
segments

### **EXPANDED PROPOSITION**

New AVM Cloud  
strategic acquisition  
strengthens data  
centre and Enterprise  
proposition

### **SOLID FUNDAMENTALS**

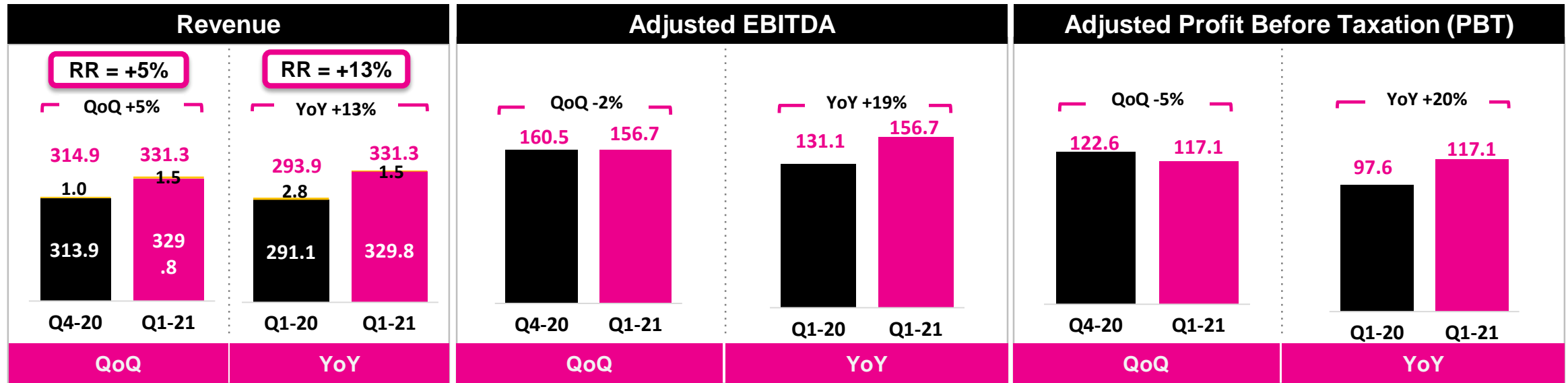
Sustained  
profitability, strong  
balance sheet

- Proposed 2-for-1 bonus issue announced on 16 March 2021 will be tabled at the EGM on 16 June 2021

# TIME Q1 2021: Financial Highlights

4

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■ One-off non-recurring contracts ■ RR Recurring revenues

## QoQ

- 5% higher revenue driven by higher data centre sales and Retail segment
- 5% lower adjusted PBT mainly due to higher personnel costs, interest expense and depreciation of PPE

## YoY

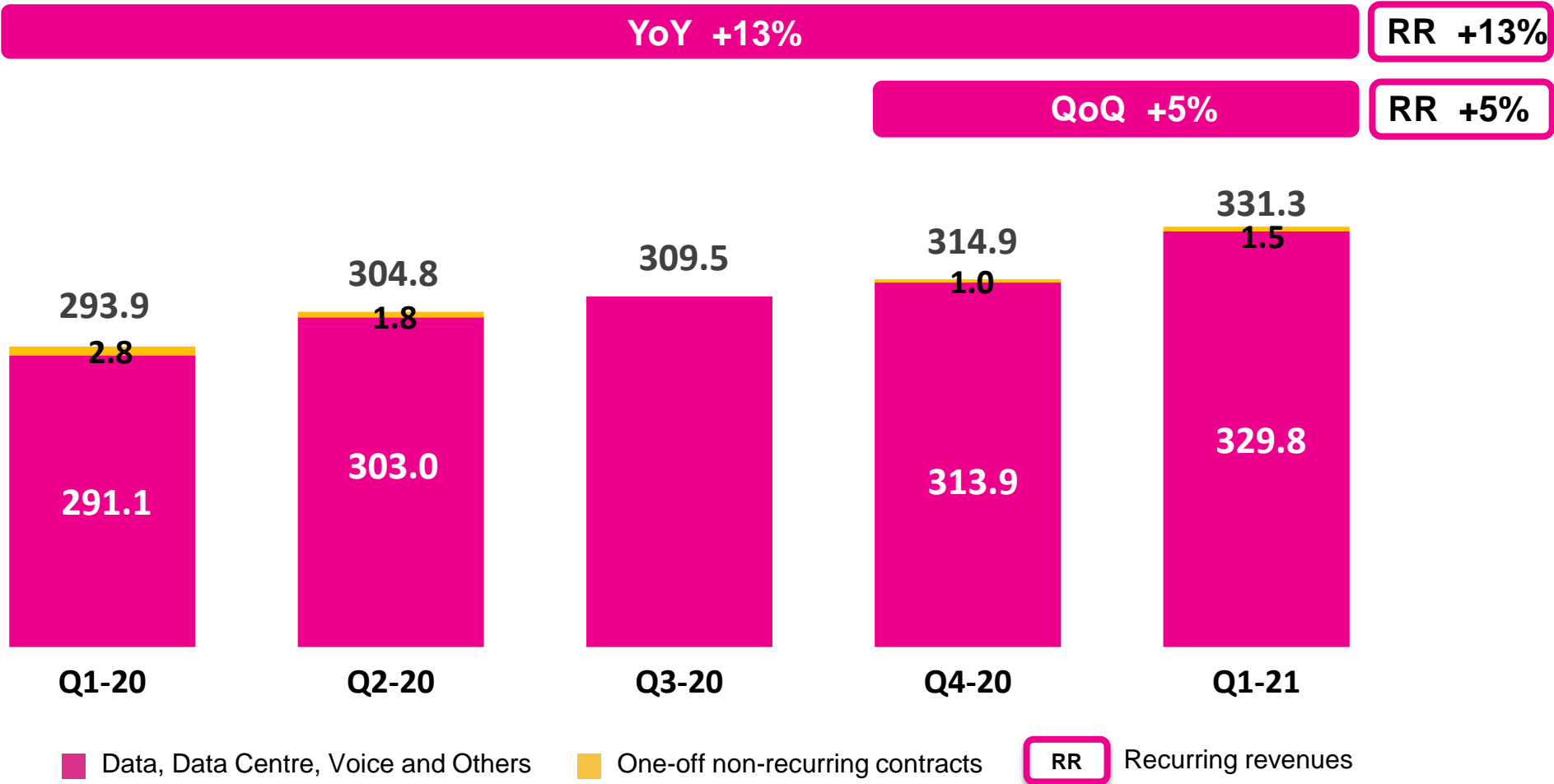
- 13% higher revenue driven by strong data and data centre sales
- 20% higher adjusted PBT due to higher overall revenue growth from data and data centre which is attributed to Enterprise and Retail customers, set off with higher interest expense and higher depreciation & amortisation

Note: Numbers are in RM millions

# GROUP PERFORMANCE HIGHLIGHTS

**TIME**<sup>TM</sup>

# Revenue Growth: Recurring By Quarter



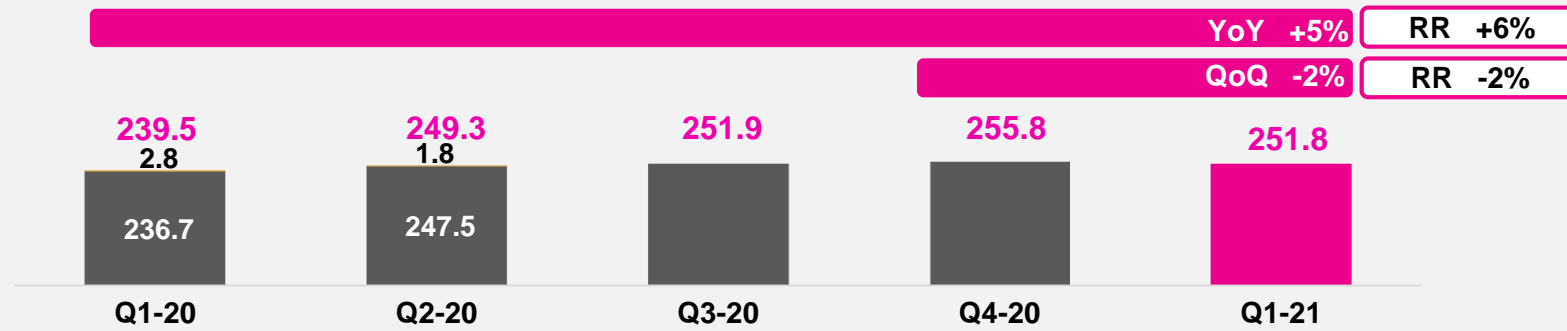
Note: Numbers are in RM millions

# Revenue Growth: By Product

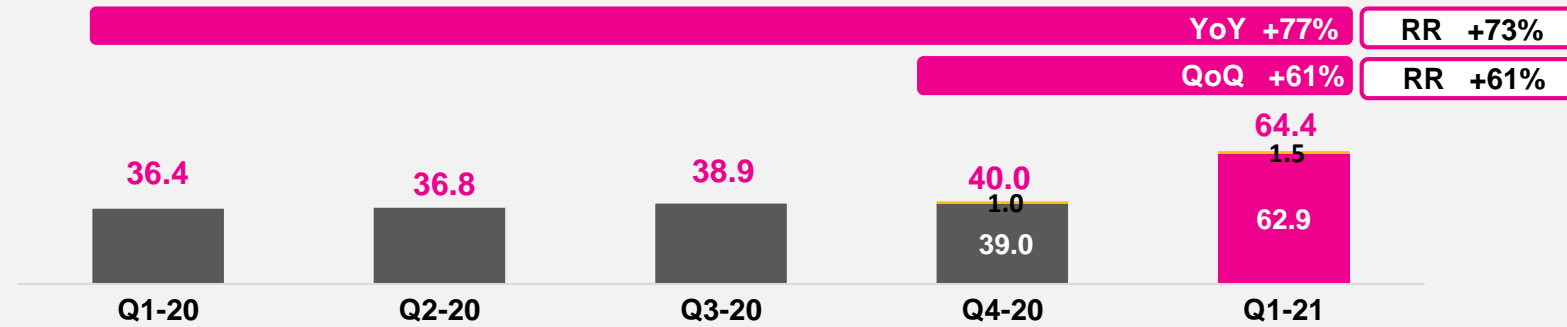
7

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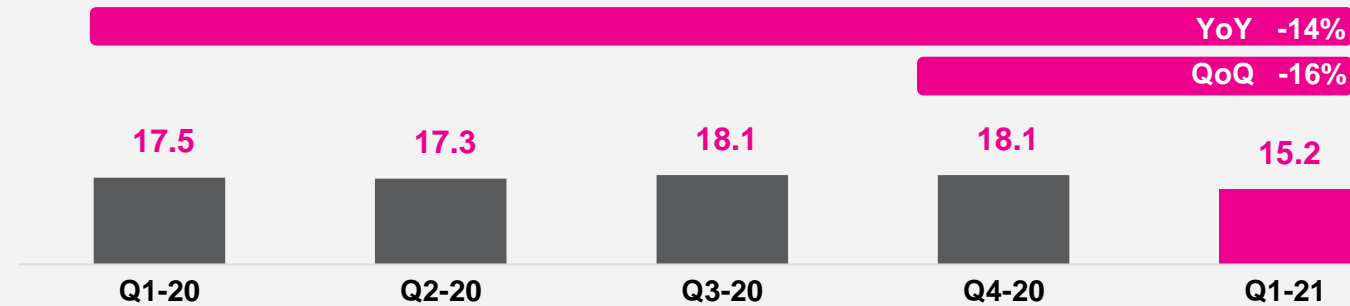
## DATA



## DATA CENTRE



## VOICE



Note: Numbers are in RM millions

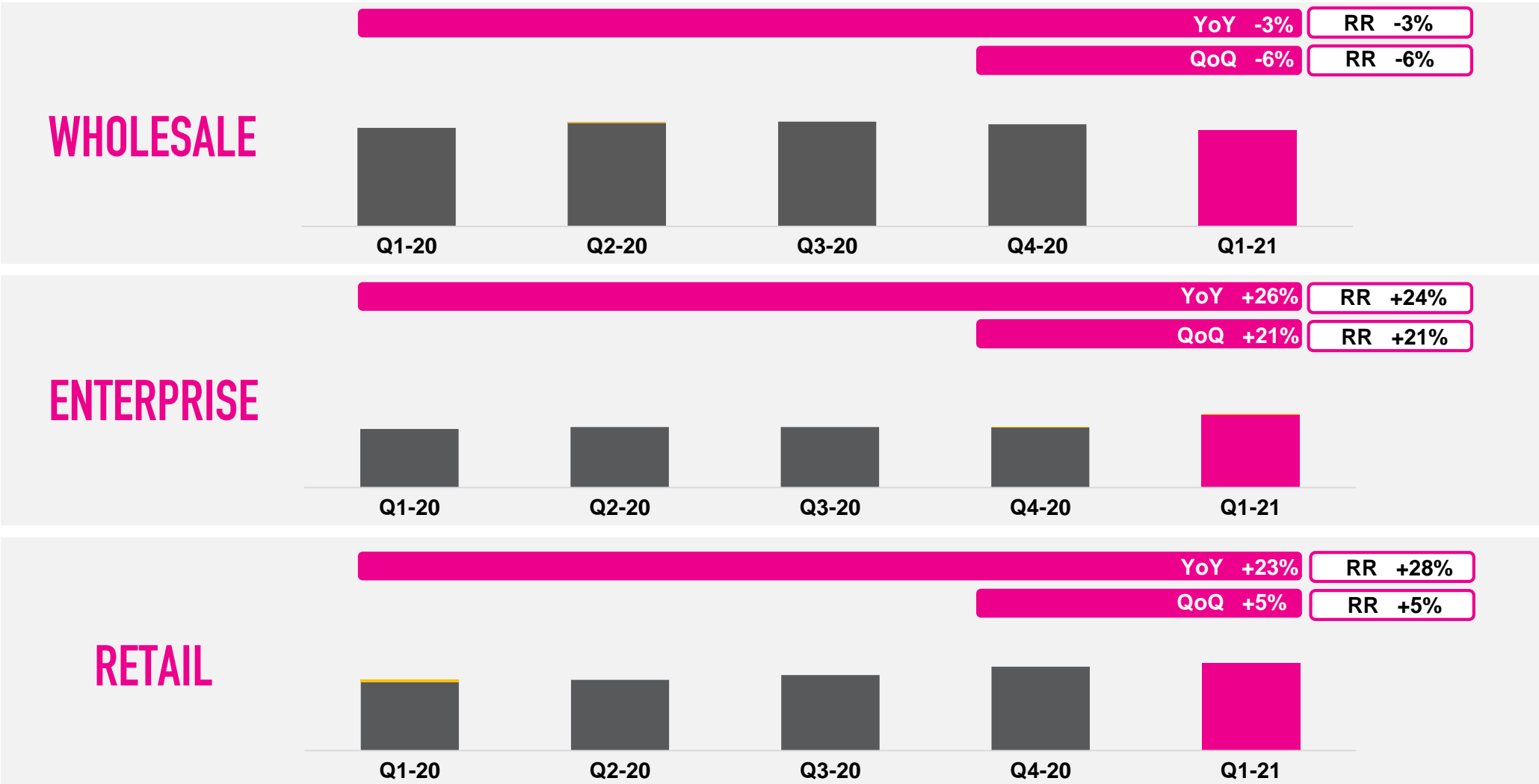
■ Recurring

■ Non-recurring

RR

Recurring revenues

# Revenue Growth: By Segment



Note: Numbers are in RM millions

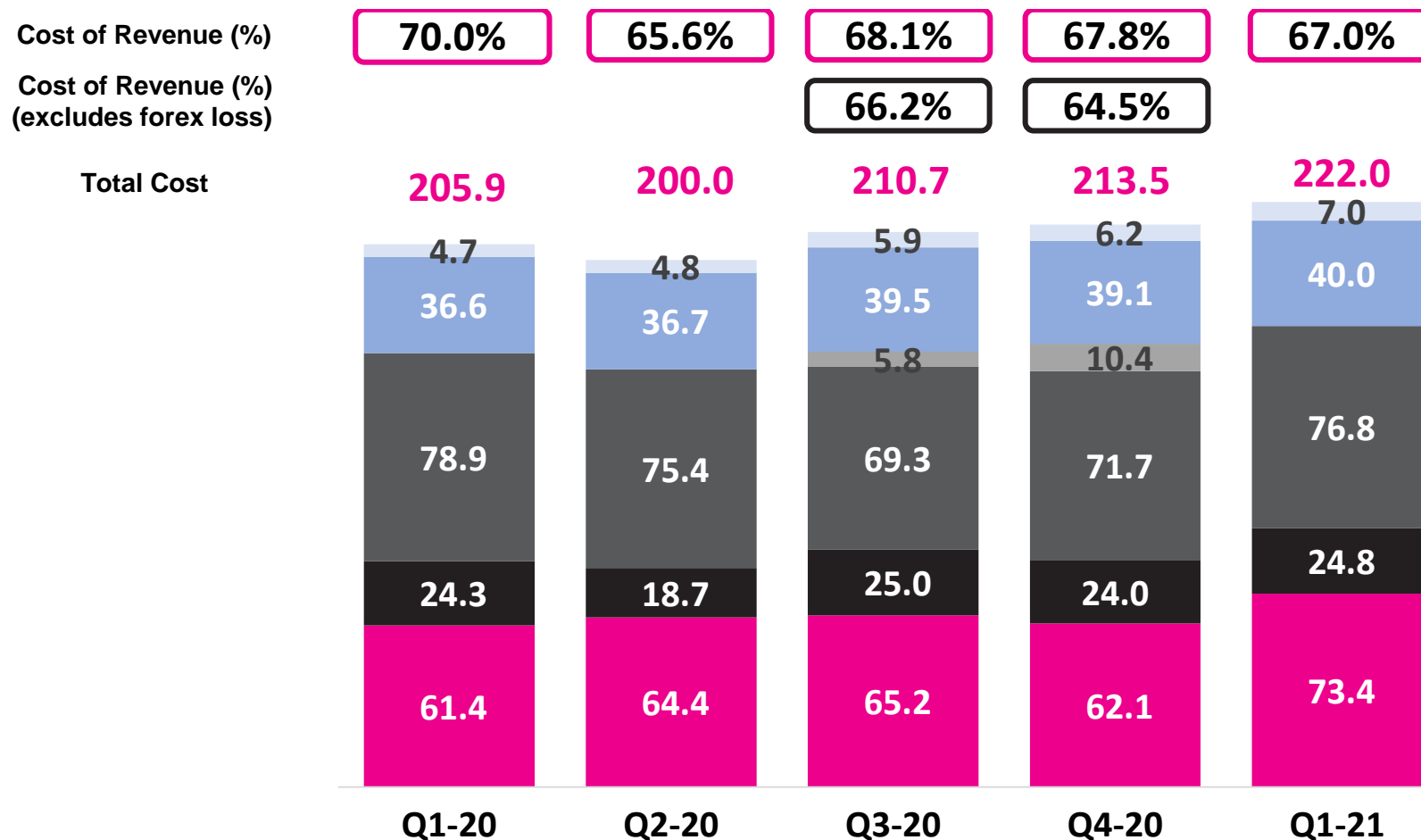
■ Recurring   ■ Non-recurring   **RR** Recurring revenues



# Expenses: By Category

9

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- Cost control trends remain intact.

- Finance expense
- Depreciation & amortisation
- Net foreign exchange loss
- OPEX excluding foreign exchange
- Customer acquisition and related costs
- Network and other related cost of sales

Note: Numbers are in RM millions

# Summary Income Statement

10

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RM' million	Q1-20	Q4-20	Q1-21	QoQ %	YoY%
Revenue	293.9	314.9	331.3	+5%	+13%
EBITDA	156.5	146.7	165.0	+12%	+5%
Adjusted EBITDA	131.1	160.5	156.7	-2%	+19%
Profit Before Taxation (PBT)	125.6	109.3	125.4	+15%	0%
Adjusted PBT	97.6	122.6	117.1	-5%	+20%
Profit After Taxation (PAT) <sup>N1</sup>	98.0	94.4	91.4	-3%	-7%
Adjusted PAT <sup>N1</sup>	70.0	107.6	83.1	-23%	+19%

Note:

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

# EBITDA, PBT & PAT Adjustments

11

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RM' million	Q1-20	Q4-20	Q1-21	QoQ %	YoY%
<b>EBITDA</b>	<b>156.5</b>	<b>146.7</b>	<b>165.0</b>	<b>+12%</b>	<b>+5%</b>
<b>Profit Before Taxation (PBT)</b>	<b>125.6</b>	<b>109.3</b>	<b>125.4</b>	<b>+15%</b>	<b>+0%</b>
<b>Profit After Taxation (PAT)<sup>N1</sup></b>	<b>98.0</b>	<b>94.4</b>	<b>91.4</b>	<b>-3%</b>	<b>-7%</b>
<b>Adjustments on EBITDA</b>					
<i>Donation for fight against COVID-19</i>	<i>1.7</i>	<i>1.0</i>	<i>-</i>		
<i>Construction deposit &amp; PPE written off</i>	<i>-</i>	<i>2.4</i>	<i>-</i>		
<i>Forex (gain)/loss</i>	<i>(27.1)</i>	<i>10.4</i>	<i>(8.3)</i>		
<b>Total adjustments on EBITDA</b>	<b>(25.4)</b>	<b>13.8</b>	<b>(8.3)</b>		
<b>Adjustment on PBT/PAT</b>					
<i>Dividend income</i>	<i>(2.6)</i>	<i>(0.5)</i>	<i>-</i>		
<b>Total adjustment on PBT/PAT</b>	<b>(2.6)</b>	<b>(0.5)</b>	<b>-</b>		
<b>Adjusted EBITDA</b>	<b>131.1</b>	<b>160.5</b>	<b>156.7</b>	<b>-2%</b>	<b>+19%</b>
<b>Adjusted PBT</b>	<b>97.6</b>	<b>122.6</b>	<b>117.1</b>	<b>-4%</b>	<b>+20%</b>
<b>Adjusted PAT<sup>N1</sup></b>	<b>70.0</b>	<b>107.6</b>	<b>83.1</b>	<b>-23%</b>	<b>+19%</b>

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

# Summary of Margins & EPS

12

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Margins	Q1-20	Q4-20	Q1-21	QoQ %	YoY%
EBITDA %	53%	47%	50%	+3 pps	-3 pps
Adjusted EBITDA %	45%	51%	47%	-4 pps	+2 pps
Profit Before Taxation %	43%	35%	38%	+3 pps	-5 pps
Adjusted PBT %	33%	39%	35%	-4 pps	+2 pps
Profit After Taxation % <sup>N1</sup>	33%	30%	28%	-2 pps	-5 pps
Adjusted PAT % <sup>N1</sup>	24%	34%	25%	-9 pps	+1 pps
EPS	16.73 sen	15.61 sen	15.12 sen	-0.49 sen	-1.61 sen
Adjusted EPS	11.96 sen	17.81 sen	13.74 sen	-4.07 sen	+1.78 sen

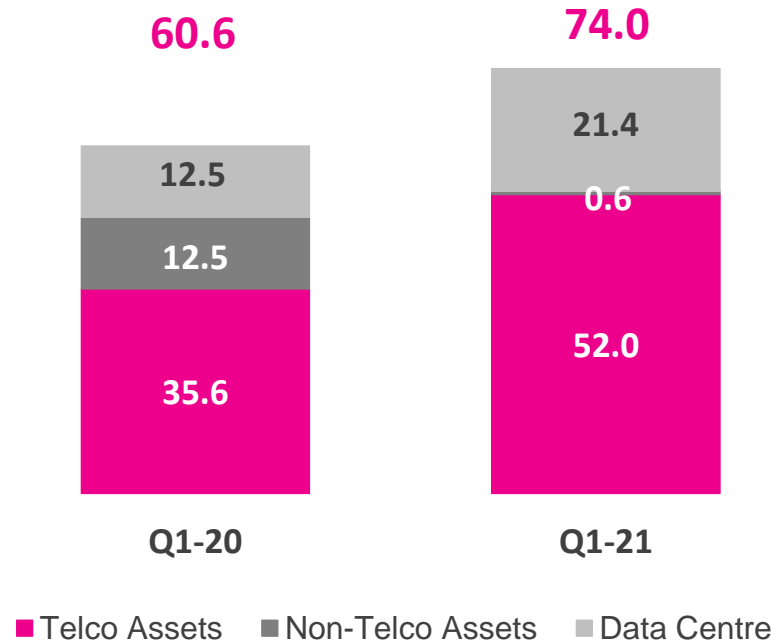
Note: 1) PAT refers to Profit After Taxation excluding Non-controlling interests

# Capital Expenditure

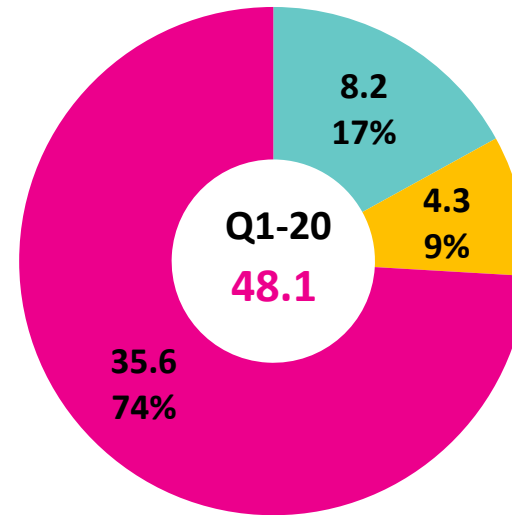
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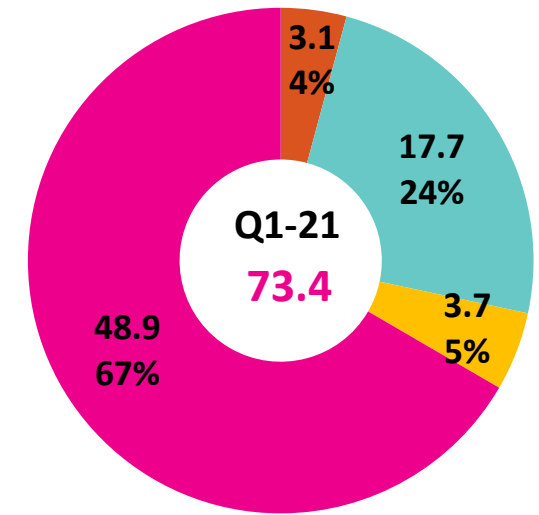
## Capex Breakdown



## Breakdown of Telco Assets and Data Centre Assets



■ Submarine and its related assets  
■ Other Data Centre Assets



■ Data Centre Expansion - Cyberjaya  
■ Other Telco Assets

- 70% 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
- 29% was spent on Data Centre assets, namely on AIMS @ Cyberjaya

Note: Numbers are in RM millions

# Cashflow Statement

14

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CASH FLOW		
RM' million	Q1-20	Q1-21
Net cash inflow from Operating Activities	91.8	137.3
Net cash used in Investing Activities	(67.6)	(133.6)
<b>Net cash inflow from operating and investing activities</b>	<b>24.2</b>	<b>3.7</b>
Net cash used in Financing Activities	(187.1)	(102.8)
<b>Net decrease in cash balance</b>	<b>(162.9)</b>	<b>(99.1)</b>
Exchange effects on cash balance	4.6	1.8
Cash balance at beginning of period	507.0	748.8
<b>Cash balance at end of period</b>	<b>348.7</b>	<b>651.5</b>
Acquisition of capex	(72.9)	(96.1)
Free Cash Flow (Operating CF - Capex)	18.9	41.2

Note : 1) Included in financing activities are RM200.0 million of dividend paid out in Q1 2021 and RM170.0 million in Q1 2020

# Balance Sheet And Ratios

15

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BALANCE SHEET		
RM' million	As at 31 Dec 20	As at 31 Mar 21
<b>ASSETS</b>		
Non-current assets	2,698.2	2,769.2
Current assets (exclude cash)	453.6	547.4
Cash	748.8	651.5
<b>Total assets</b>	<b>3,900.6</b>	<b>3,968.1</b>
<b>EQUITY AND LIABILITIES</b>		
Share capital	1,340.5	1,340.5
Reserves	1,704.4	1,601.8
<b>Total equity attributable to owners of the Company</b>	<b>3,044.9</b>	<b>2,942.3</b>
Non-controlling interest	5.4	22.1
<b>Total equity</b>	<b>3,050.3</b>	<b>2,964.4</b>
Non-current liabilities	463.8	572.9
Current liabilities	386.5	430.8
<b>Total liabilities</b>	<b>850.3</b>	<b>1,003.7</b>
<b>Total equity and liabilities</b>	<b>3,900.6</b>	<b>3,968.1</b>
EBITDA <sup>N1</sup>	567.1	575.6
Total Debt	46.8	144.9
Net Cash Position	702.0	506.6
Debt / EBITDA (times)	0.1x	0.3x
Debt / Equity (times)	0.0x	0.0x
Current ratio (times)	3.1x	2.8x

Note: 1) Based on EBITDA for last 12 months

## VIETNAM

## THAILAND



KIRZ



Q1-21		45.27%	49.00%	46.84%
As reported by investee	Revenue	86.9	3.1	45.9
	Profit/(Loss) After Tax & Other comprehensive Income	6.0	(1.1)	4.7
TIME's shares in proportion to its interest	Share of Profit on Investment of Associates	2.7	- <sup>N1</sup>	2.2
Total Share of Profit on Investment of Associates		4.9		

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



# OUTLOOK

TIME<sup>TM</sup>

**1**

## **Covid-19 Pandemic: Continued Vigilance**

- External challenges expected to persist in the short term
- Continued vigilance on the impact of the pandemic on the larger economy, especially to SME and its knock-on effects

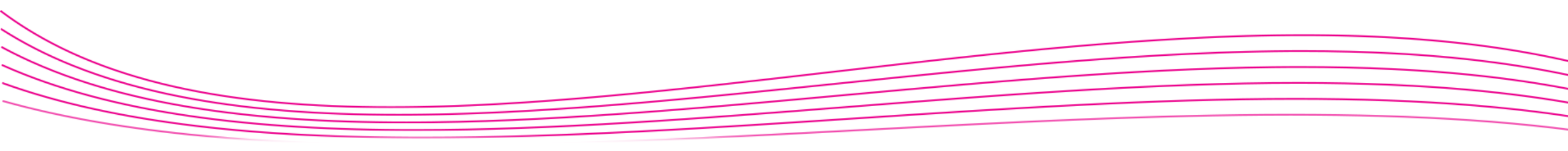
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## **Operational Priorities For Continued Sustainability**

- Continued operation with high health and safety standards for the wellbeing of employees and stakeholders
- Network availability and stability remains top priority
- Continued provision of high quality and meaningful solutions & services across all segments

**3**

## **Focused Priorities**

- Strengthen domestic fibre network infrastructure and expand coverage footprint - support of JENDELA and MyDIGITAL Blueprint
  - Enhance the Group's strategic position in the cloud and data centre segments through the new data centre and AVM Cloud acquisition
  - Focus on tapping into regional demand for cross-border connectivity and data centres in ASEAN
- 

# THANK YOU

Should you have any queries, please contact::

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