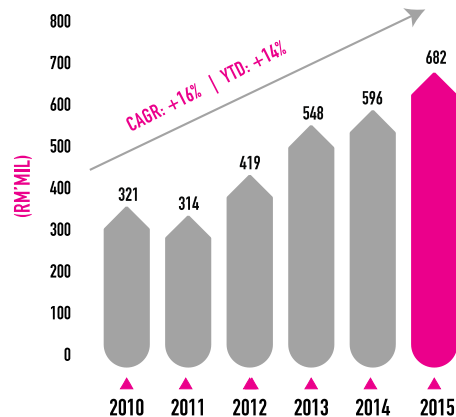




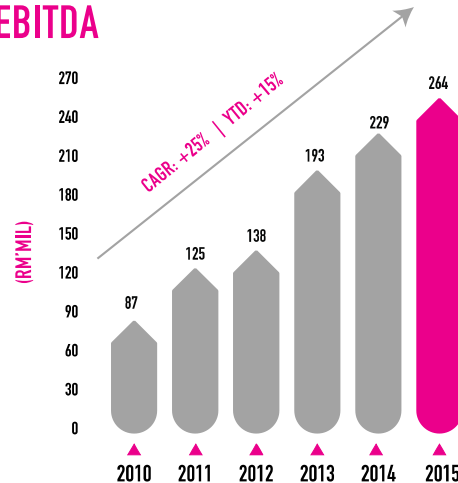
4Q 2015
Performance Guide
February 2016

THE JOURNEY THUS FAR

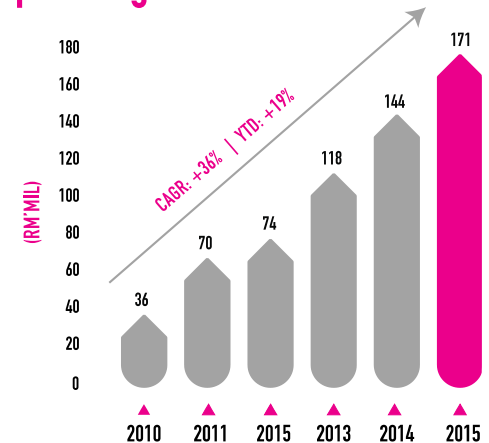
Revenue



EBITDA



Operating Profit



Market cap growth from RM784.5 million on 1 January 2010 to **RM4.37 billion** as at 31 December 2015.



TSR of approximately **RM4.78 billion** within the 6 year period.



Business today spans **Malaysian fixed line, data centres, global networks** and a growing **ASEAN** footprint.

ASEAN UPDATE: VIETNAM



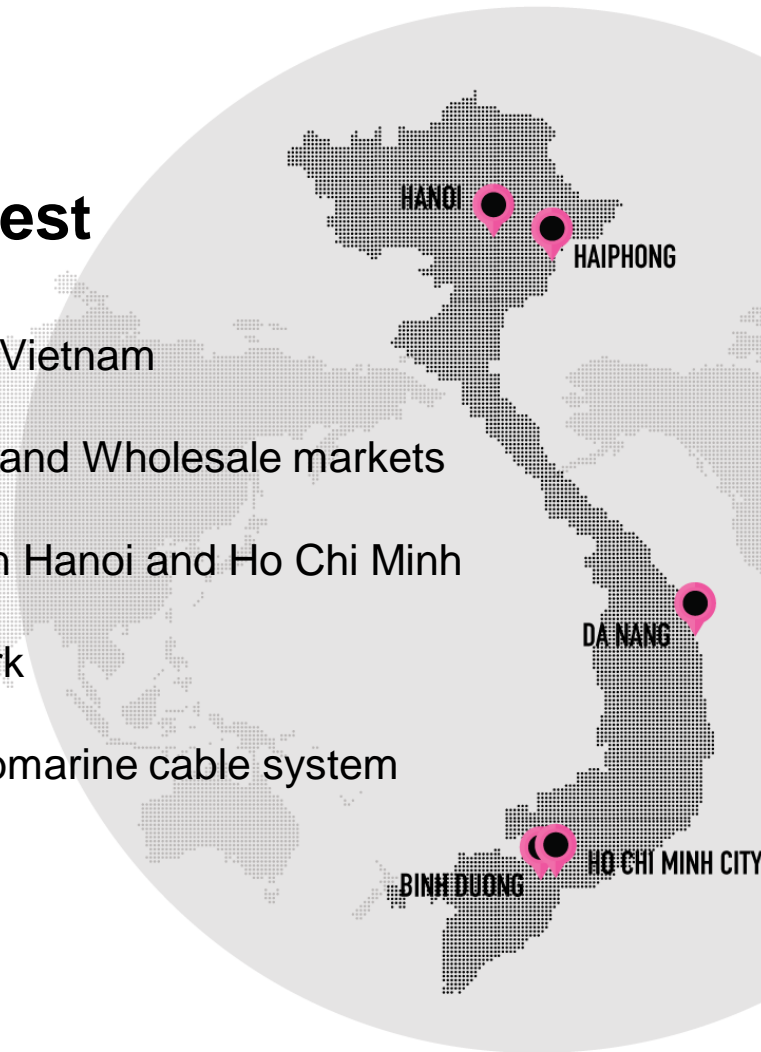
43.8%

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 (based on 12 months pro-forma data):

- Revenue
VND801.4b
c. RM142.8m
- EBITDA
VND174.7b
c. RM31.3m
- Operating Profit
VND64.9b
c. RM11.7m



ASEAN UPDATE: 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

Financial snapshot as of 31 December 2015 (based on management accounts):

- Revenue
THB 191.2m
c. RM21.5m
- LBITDA
- THB2.5m
c. - RM0.3m
- Operating Loss
- THB30.3m
c. - RM3.5m

GROUP FINANCIAL HIGHLIGHTS

PERFORMANCE: Q4, 2015

RM 'million	Q4, 2015	Q4, 2014	Y-o-Y	Q3, 2015	Q-o-Q
Revenue	173.5	158.1	10%	173.4	0%
EBITDA	56.6	64.1	-12%	78.1	-27%
Operating Profit	32.9	42.1	-22%	54.2	-39%
PBT	36.6	50.9	-28%	59.7	-39%
Core PBT <small>Note 1</small>	33.1	42.4	-22%	55.6	-41%
EBITDA Margin	33%	41%	-8 pps	45%	-12 pps
Op Profit Margin	19%	27%	-8 pps	31%	-12 pps
PBT Margin	21%	32%	-11 pps	34%	-13 pps
Core PBT Margin	19%	27%	-8 pps	32%	-13 pps
EPS (Sen)	6.22	8.81	-2.59 sen	10.26	-4.04 sen
Core EPS (Sen) <small>Note 1</small>	5.61	7.32	-1.71 sen	9.56	-3.95 sen

Note 1: Core PBT excludes dividend income and realisation of fair value gain on AFS reserve.

PERFORMANCE: YTD, DEC 2015

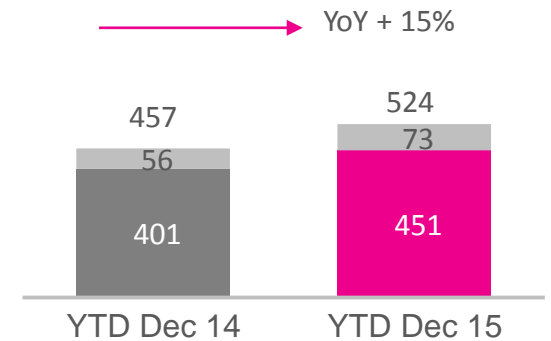
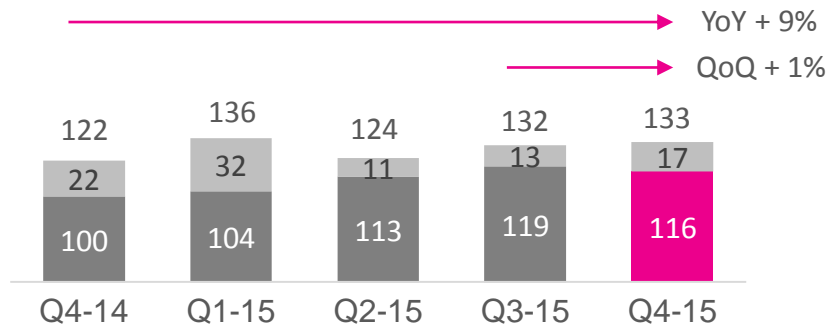
RM 'million	YTD Dec 2015	YTD Dec 2014	Y-o-Y
Revenue	682.4	596.3	14%
EBITDA	263.9	228.9	15%
Operating Profit	170.7	143.9	19%
PBT	470.8	179.3	> 100%
Core PBT ^{Note 1}	175.1	143.9	22%
EBITDA Margin	39%	38%	1 pps
Op Profit Margin	25%	24%	1 pps
PBT Margin	69%	30%	39 pps
Core PBT Margin	26%	24%	2 pps
EPS (Sen)	81.24	30.34	50.90 sen
Core EPS (Sen) ^{Note 1}	29.79	24.16	5.63 sen

Note 1: Core PBT excludes dividend income and realisation of fair value gain on AFS reserve.

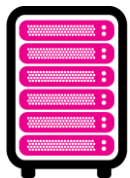
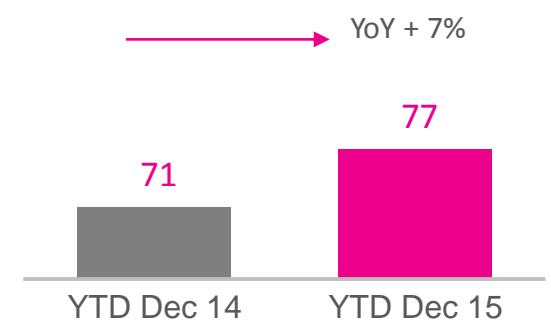
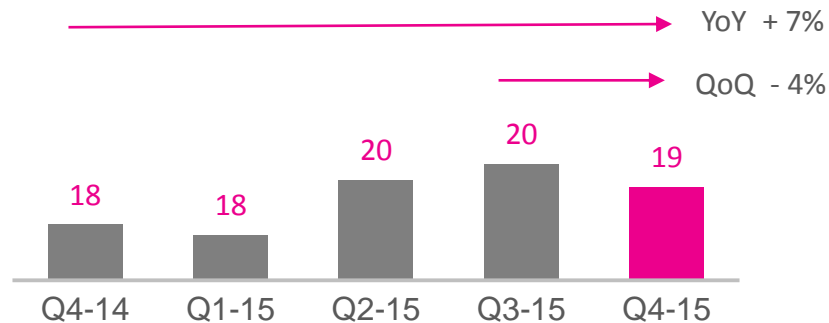
REVENUE GROWTH: BY PRODUCTS



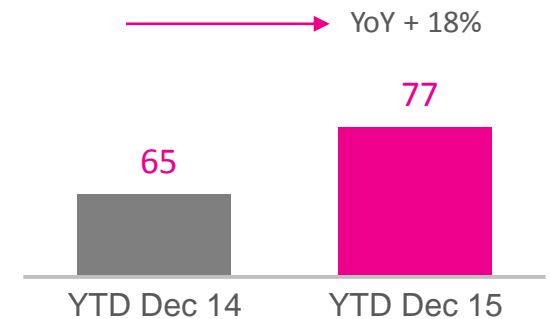
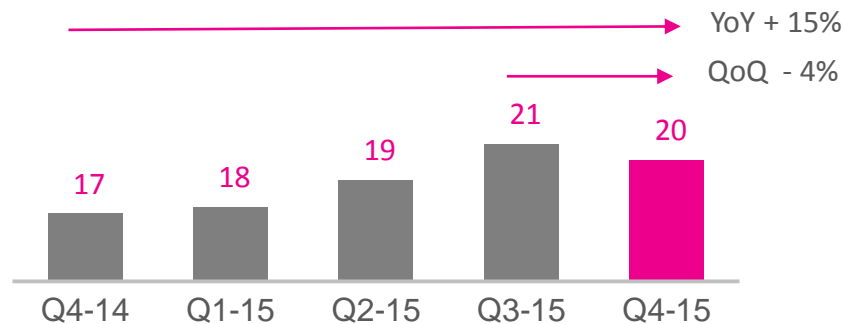
Data



Voice



Data Centre



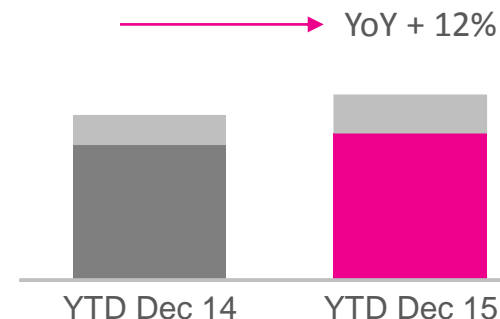
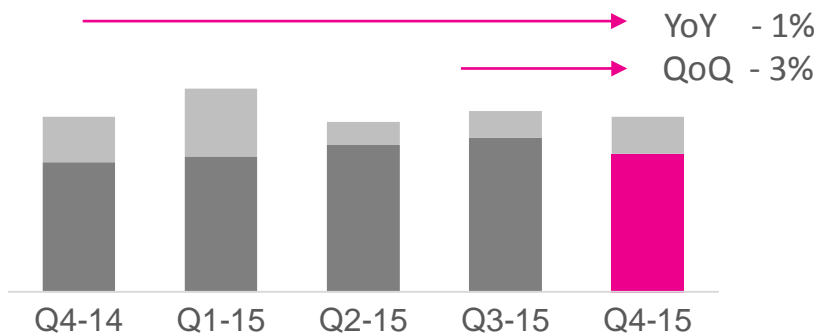
Note: Numbers are in RM million

Legend : Recurring Non-recurring

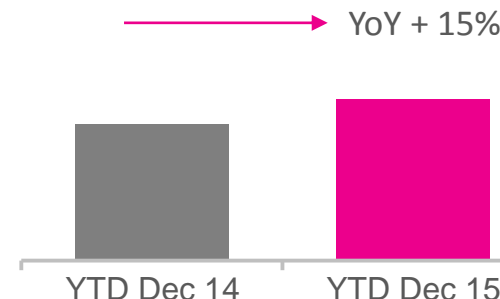
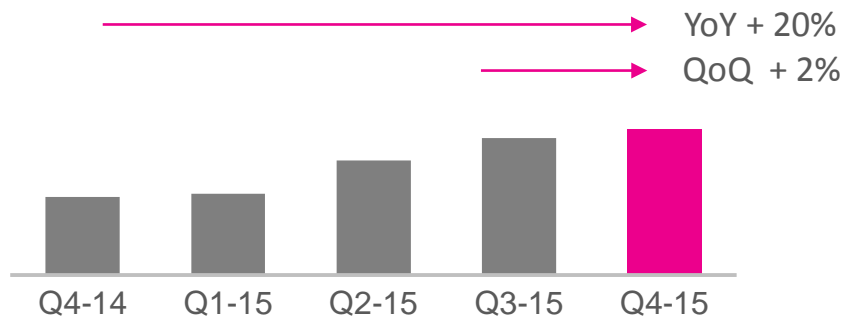
REVENUE GROWTH: BY SEGMENTS



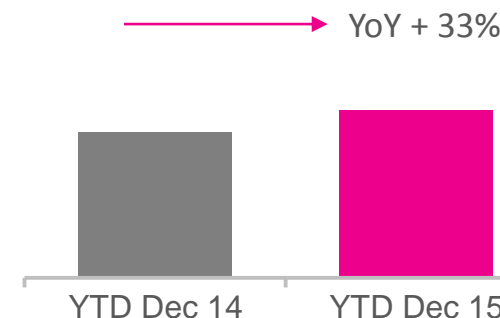
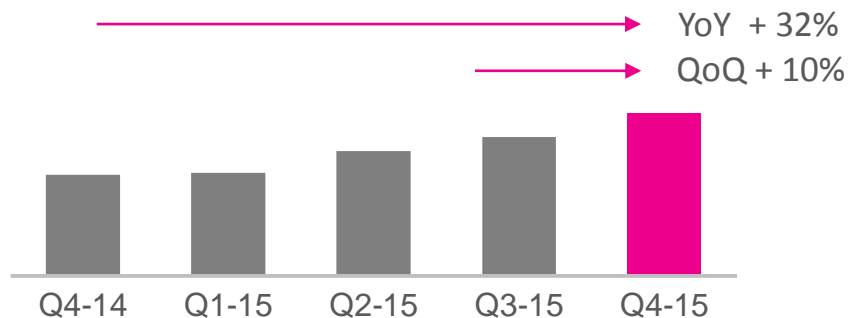
Wholesale



Enterprise



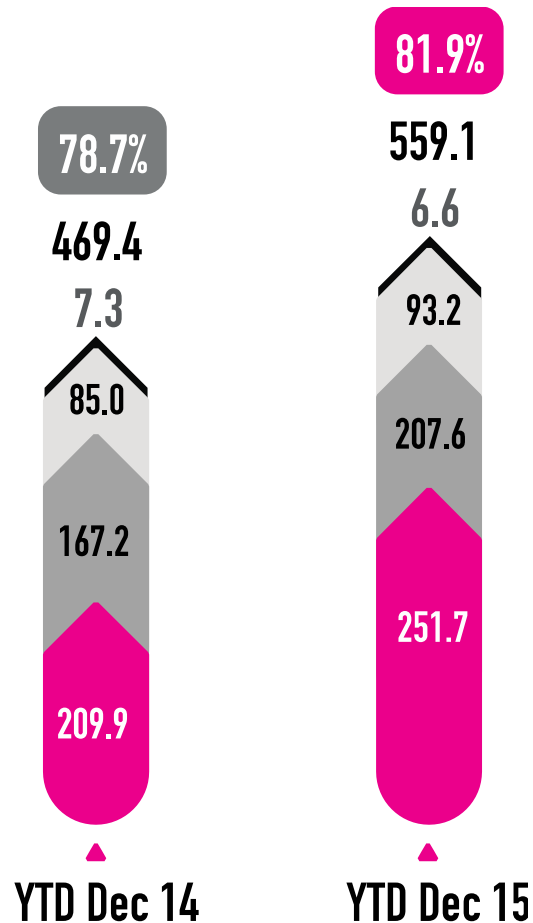
Retail



Note: Numbers are in RM million

Legend : Recurring Non-recurring

CONSOLIDATED COST-TO-REVENUE %

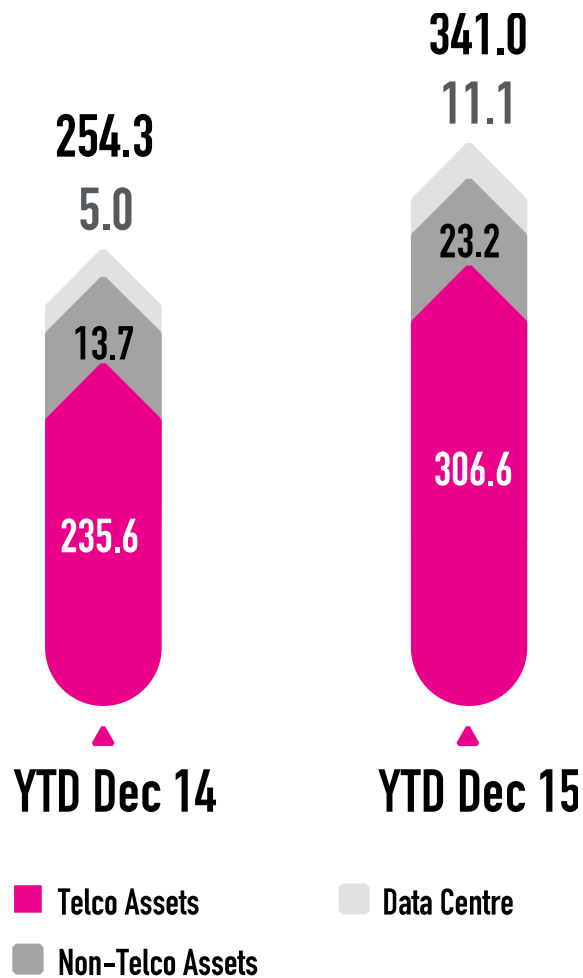


- Normalised Cost-to-Revenue % for YTD Dec 2015 stood at 80.6%.
- The increase in overall cost in YTD Dec 2015 was in line with revenue growth for the period.

■ Cost of Sales ■ OPEX
■ Depn & Amortisation ■ Finance Expense

Note: Numbers are in RM million.

YTD DEC 2015 CAPITAL EXPENDITURE



- Expenditure incurred on telco assets was mainly to extend network coverage (domestic and international) as well as upgrade existing network infrastructure.
- 90% of total YTD Dec 2015 capital expenditure was spent on international submarine cable systems (i.e. APG, AAE-1 and FASTER) and telco assets.
- Non-telco spending as at YTD Dec 2015 comprised mainly of land purchase in Cyberjaya for approximately RM15.5m.

CORPORATE UPDATES & PROSPECTS

An **interim tax exempt (single tier) dividend of 6.70 sen** in respect of the financial year ended 31 December 2015 was declared and will be paid on 31 March 2016.

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

APG and FASTER becoming operational in mid-2016 will introduce new sources of revenue to the Group.

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

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Thank You

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