

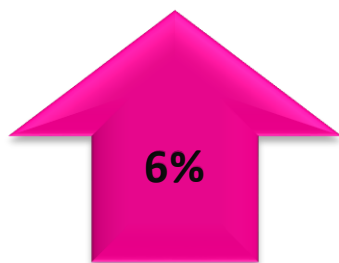


**3Q 2015**  
**Performance Guide**  
**November 2015**

# HIGHLIGHTS **QUARTER ON QUARTER (QoQ)**

**Q3 2015: RM173.4m**

**Q2 2015: RM163.8m**

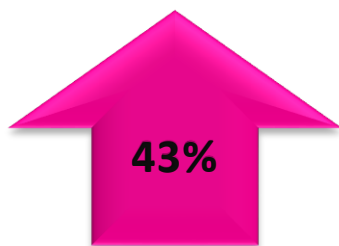


**Revenue**

Better overall sales performance from all core product segments led by data and data centre sales. Non-recurring revenues from global bandwidth sales and one-off contracts amounted to RM12.6m (Q2 2015: RM11.0m).

**Q3 2015: RM55.6m**

**Q2 2015: RM38.8m**



**Core PBT\***

Increase in Core PBT due to higher sales margins from global bandwidth sales, net forex gains and share of profits from investment in associates offset by gain on compulsory land acquisition in Q2 2015 and lower interest income. A net forex gain of RM19.0m was recorded in Q3 2015 (Q2 2015: RM3.9m).

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

# HIGHLIGHTS YEAR ON YEAR (YoY)

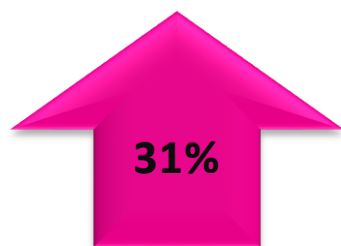


**Revenue**

**Q3 2015: RM173.4m**

**Q3 2014: RM150.6m**

Strong revenue growth from data, data centre and voice sales albeit lower global bandwidth sales and income from non-recurring contracts in Q3 2015 of RM12.6m (Q3 2014: RM13.6m).



**Core PBT\***

**Q3 2015: RM55.6m**

**Q3 2014: RM42.5m**

Core PBT increased 31% YoY due to higher sales and net forex gains offset by higher depreciation and one-off reversal of a RM11.0m provision made pursuant to the settlement of a dispute with a supplier in Q3 2014. A net forex gain of RM19.0m was recorded in Q3 2015 compared to a net forex loss of RM0.1m in Q3 2014.

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

# Q3 2015 PERFORMANCE

RM 'million	Q3, 2015	Q3, 2014	Y-o-Y	Q2, 2015	Q-o-Q
Revenue	173.4	150.6	15%	163.8	6%
EBITDA	78.1	63.7	23%	59.7	31%
Operating Profit	54.2	42.4	28%	36.4	49%
PBT	59.7	51.3	16%	317.0	-81%
Core PBT <sup>Note 1</sup>	55.6	42.5	31%	38.8	43%
EBITDA Margin	45%	42%	3 pps	36%	9 pps
Op Profit Margin	31%	28%	3 pps	22%	9 pps
PBT Margin	34%	34%	0 pps	194%	-160 pps
Core PBT Margin	32%	28%	4 pps	24%	8 pps
EPS (Sen)	10.26	8.72	1.54 sen	54.97	-44.71 sen
Core EPS (Sen) <sup>Note 1</sup>	9.56	7.19	2.37 sen	6.49	3.07 sen

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

# HIGHLIGHTS YEAR-TO-DATE (YTD Sep)

**YTD Sep 2015: RM508.8m    YTD Sep 2014: RM438.2m**



**Revenue**

Strong revenue growth from all core product segments, led by data and data centre sales. Higher global bandwidth sales and non-recurring contracts of RM55.2m also helped to contribute to overall revenue growth (YTD Sep 2014: RM34.6m).

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**YTD Sep 2015: RM142.1m    YTD Sep 2014: RM101.4m**



**Core PBT\***

Core PBT increased due to higher sales and net forex gains offset by higher depreciation and one-off reversal of a RM11.0m provision made pursuant to the settlement of a dispute with a supplier in YTD Sep 2014. A net forex gain of RM31.8m was recorded in YTD Sep 2015 compared to a net forex loss of RM1.5m in YTD Sep 2014.

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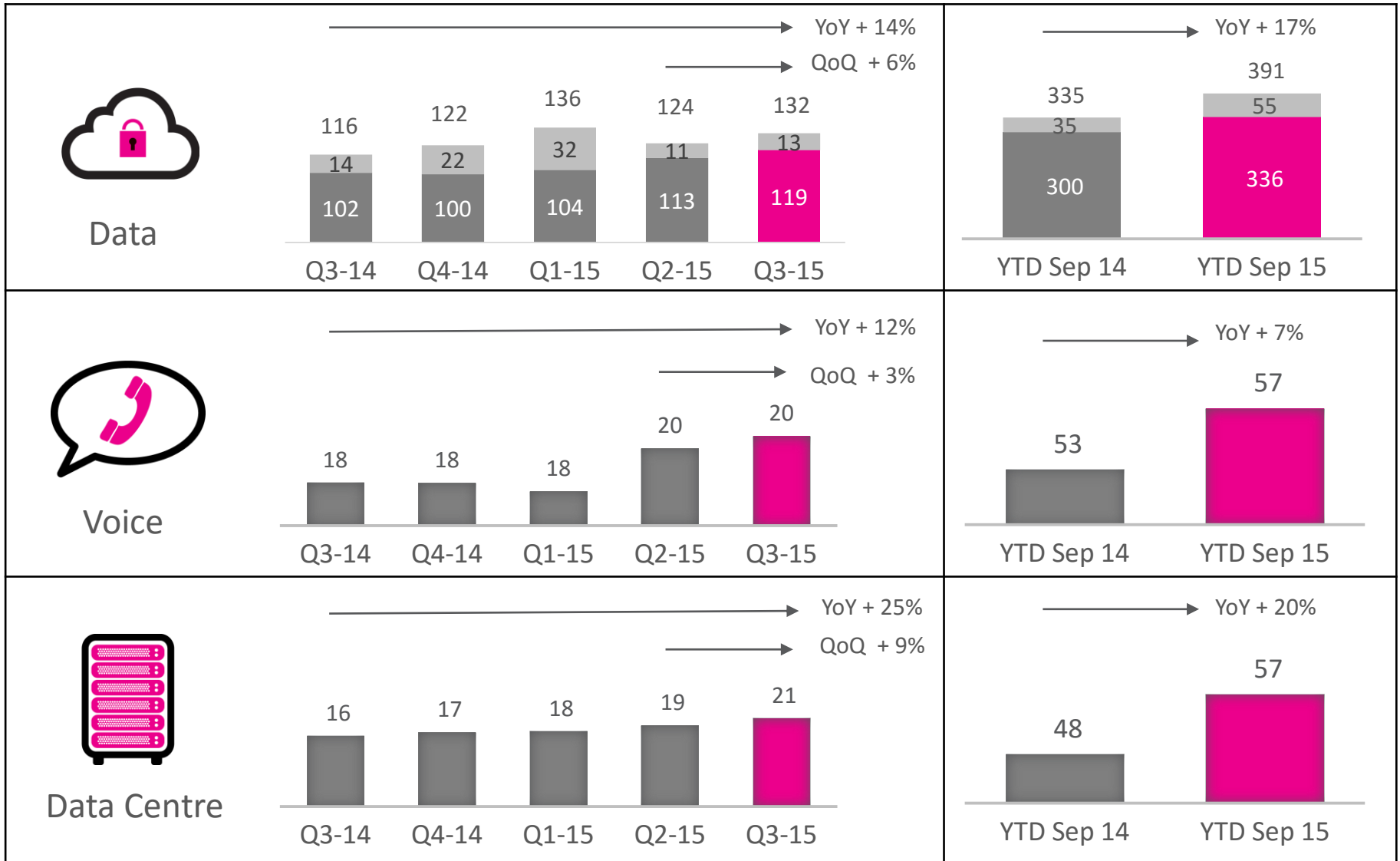
*Note: \* Core PBT excludes dividend income and realisation of fair value gain on AFS reserve.*

# YTD SEP 2015 PERFORMANCE

RM 'million	YTD Sep 2015	YTD Sep 2014	Y-o-Y
Revenue	508.8	438.2	16%
EBITDA	207.2	164.8	26%
Operating Profit	137.8	101.8	35%
PBT	434.2	128.4	> 100%
Core PBT <sup>Note 1</sup>	142.1	101.4	40%
EBITDA Margin	41%	38%	3 pps
Op Profit Margin	27%	23%	4 pps
PBT Margin	85%	29%	56 pps
Core PBT Margin	28%	23%	5 pps
EPS (Sen)	75.05	21.53	53.52 sen
Core EPS (Sen) <sup>Note 1</sup>	24.18	16.83	7.35 sen

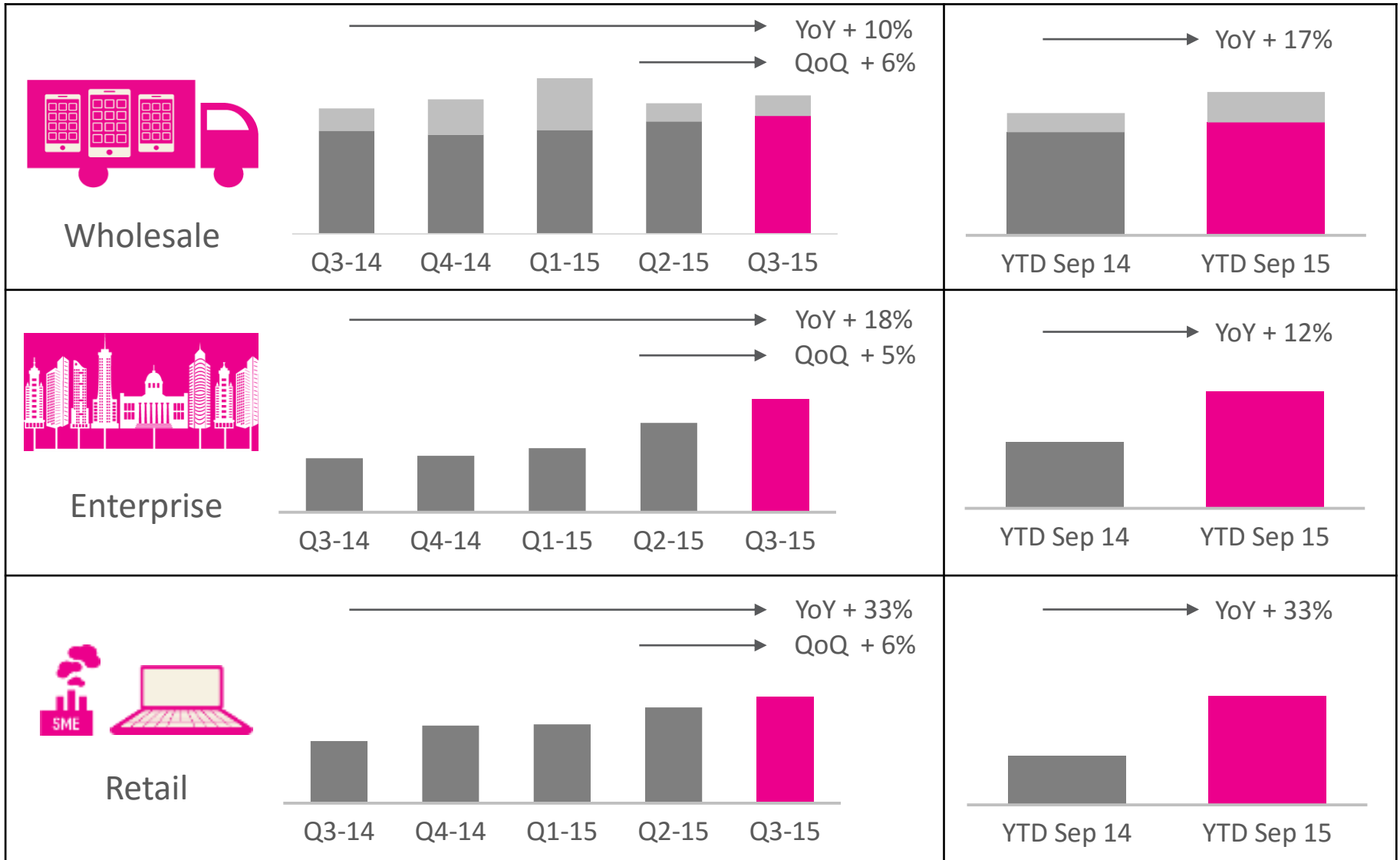
Note 1: Core PBT and Core EPS excludes dividend income and realisation of fair value gain on AFS reserve

# REVENUE GROWTH BY PRODUCT



Note : Numbers are in RM million  
 Legend : ■ Recurring ■ Non-recurring

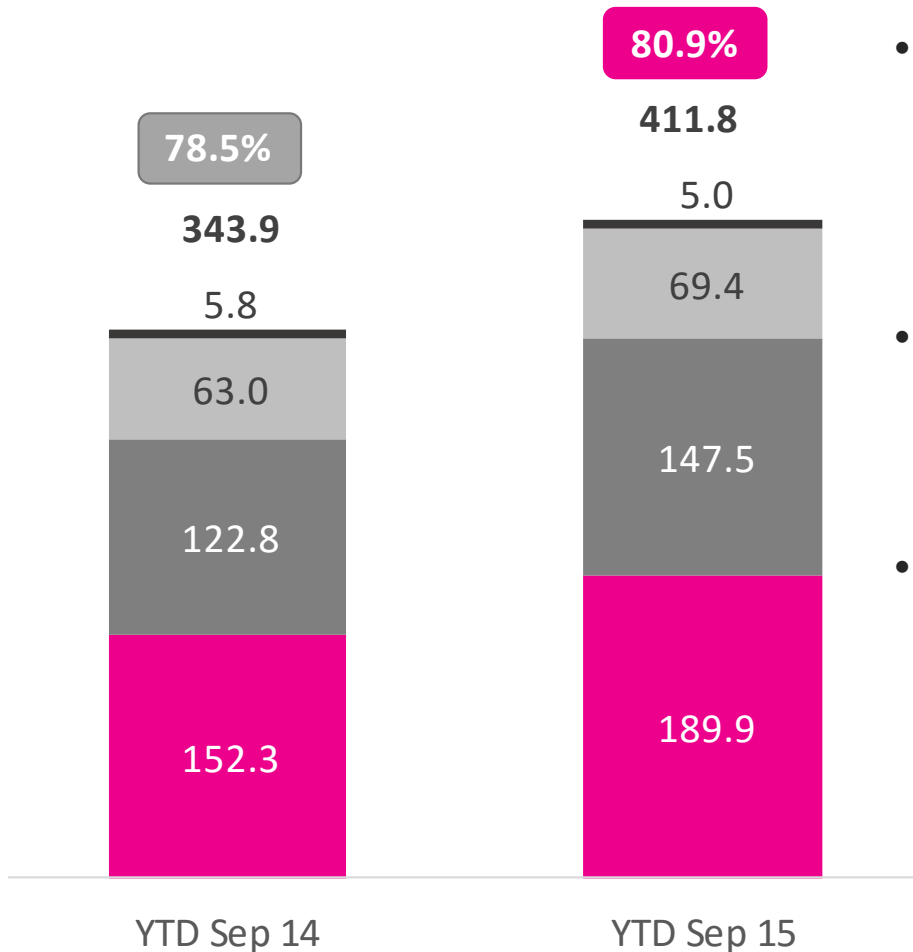
# REVENUE GROWTH BY SEGMENT



Legend : ■ Recurring ■ Non-recurring



# CONSOLIDATED COST-TO-REVENUE %

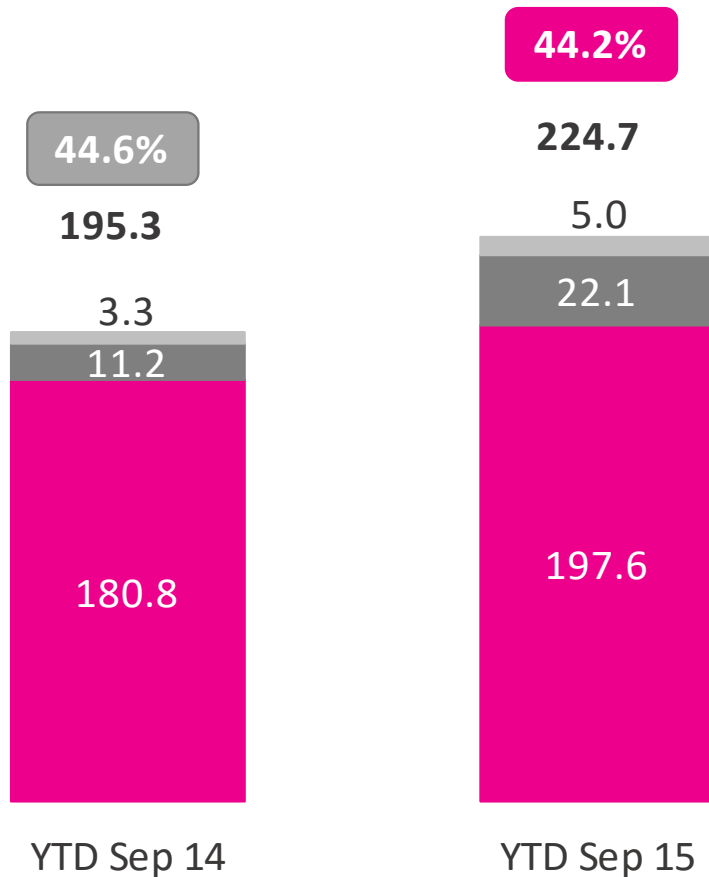


- Included in OPEX in YTD Sep 2014 was a RM11.0m reversal of a provision made pursuant to a dispute settlement with a supplier.
- Excluding this, the Cost-to-Revenue % for YTD Sep 2014 would have been 81.0%.
- The increase in overall cost in YTD Sep 2015 is therefore in line with revenue growth for the period.

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

Note: Numbers are in RM million

# YTD SEP 2015 CAPITAL EXPENDITURE



- Expenditure incurred on telco assets is mainly to extend network coverage (domestic and international) as well as upgrading of existing network infrastructure.
- 88% of total YTD Sep 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 Sep 2015 comprised mainly of land purchase in Cyberjaya for approx. RM15.5m.

■ Telco Assets ■ Non-Telco Assets ■ Data Centre

# KEY INVESTMENTS MADE IN 2015



Completed the acquisition of a 25.37% stake in CMC Telecommunication Infrastructure Corporation via subscription of for VND255 billion (c. RM45.9m) on 1 July 2015.



Completed the acquisition of 49.0% stake in KIRZ co, Ltd for THB54.2m (c. RM6.8m) on 18 September 2015. KIRZ Co., Ltd is a telecommunications provider in Thailand.

Completed the acquisition of 45.79% stake in KIRZ Holdings Co., Ltd for THB25.9m (c. RM3.2m) in October 2015. KIRZ Holdings Co., Ltd is an investment holding company incorporated in Thailand.

# CORPORATE UPDATES

## Share Grant Plan

On 14 July 2015, the Group vested and issued 1,736,878 ordinary shares of RM0.50 each to eligible employees under the Annual Restricted Share Plan and Annual Performance Share Plan portion of the Company's Share Grant Plan.

## Interim Dividend

A special interim tax exempt (single tier) dividend of 73.50 sen was paid on 29 July 2015.

## Share Option to CEO

On 21 July 2015, the Company granted an option to the Commander-in-Chief (CIC) to subscribe for up to 17,215,907 new ordinary shares of RM0.50 each. The exercise price was fixed at RM5.99. The option may be exercised by the CIC at any time during the 5 year option period up to a maximum of 20% of the total option shares per year. Unexercised options may be carried forward to the next period.

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# Thank You

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