

FY2023 PERFORMANCE GUIDE

29 February 2024

time™

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Sustained momentum - healthy growth and profitability

Sustained Growth

- Revenue growth across all customer groups led by Retail with double digit growth
- Continued strong contribution from Data

Strong Fundamentals

- Sustained profitability with focus on expansion and efficiency
- Solid balance sheet with robust cash flow
- Strong shareholder return

With the Group’s solid profitability, healthy cash balance, and balance sheet optimisation programme, the Board is pleased to declare the following dividends for FY2023:

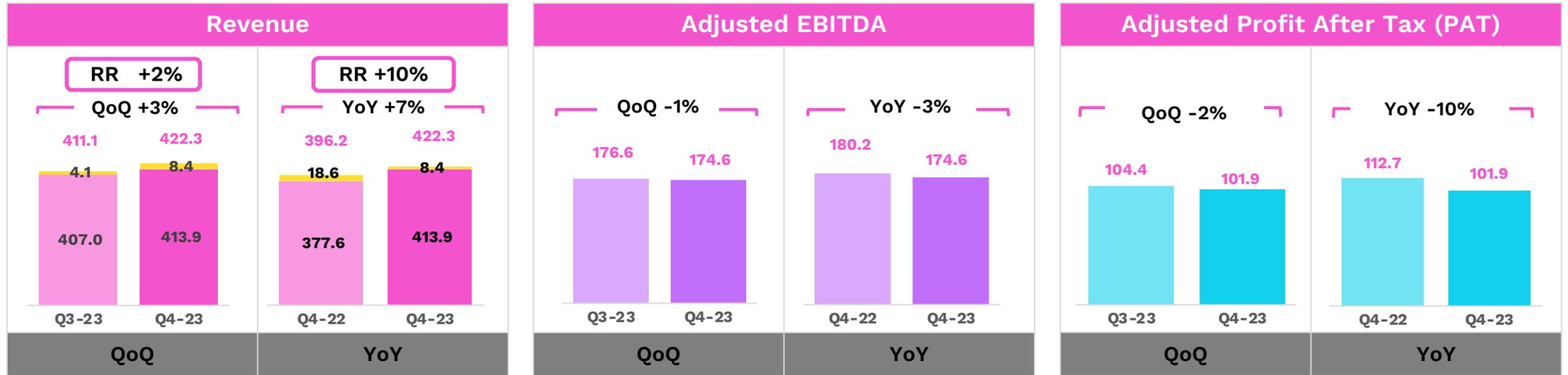
- An Interim Ordinary tax exempt (single-tier) dividend of 8.25 sen per ordinary share
- A Special Interim tax exempt (single-tier) dividend of 6.90 sen per ordinary share
- The combined payout of the Ordinary and Special Interim Dividends amounts to RM280.1 million



GROUP PERFORMANCE HIGHLIGHTS

Something to note:

- Pursuant to the completion of divestment of stakes in AIMS Data Centre Holdings Sdn Bhd and AIMS Thailand (“AIMS”), the Group reports the financial results of AIMS up to 20 April 2023 as Discontinued Operations and thereafter as a share of profits in a joint venture for its remaining 30% economic interests in AIMS Group.
- For purposes of better comparability, all Adjusted Profit After Tax has been adjusted and prior periods restated to account for AIMS at 30% share of profits across all periods.
- Our basis of presentation therefore differs from the prior periods for the results of AIMS.



■ One-off non-recurring revenues RR Recurring revenues

QoQ

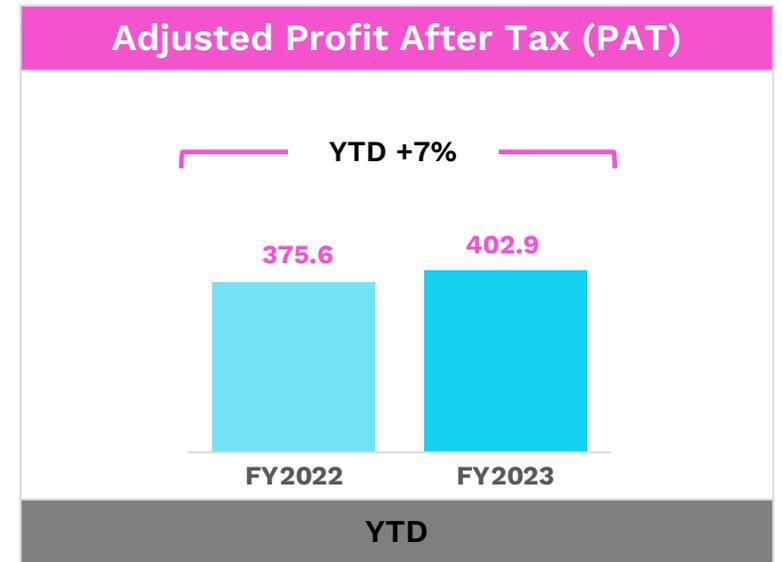
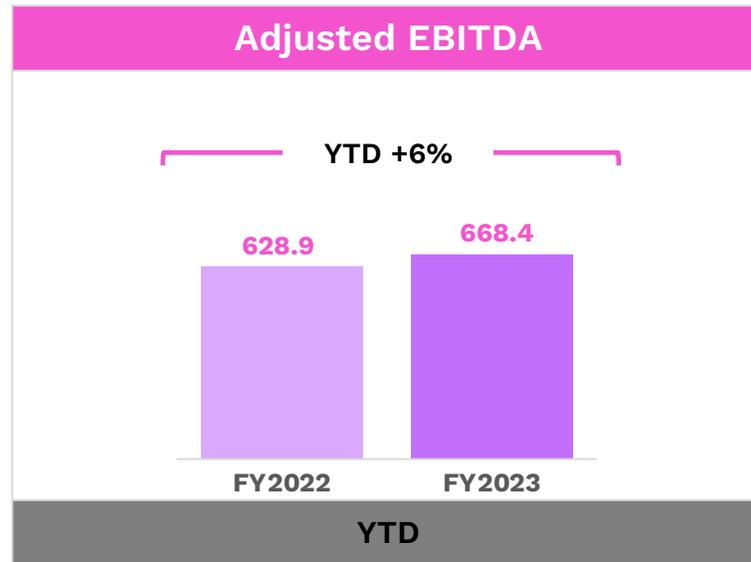
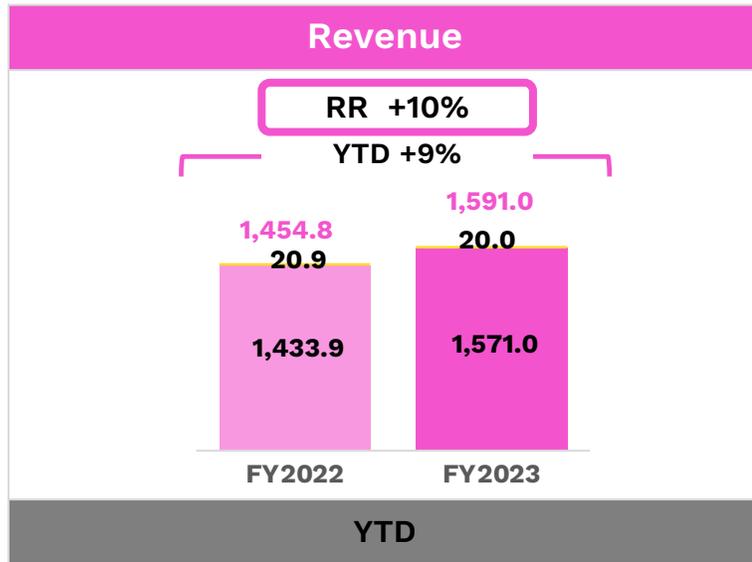
- 3% increase in overall revenue with growth across all customer groups
- Adjusted PAT slightly decreased by 2% mainly due to higher network cost, and higher depreciation & amortisation as the Company continues to invest in network and coverage

YoY

- 7% increase in overall revenue with growth across all customer groups
- Adjusted PAT decreased by 10% due to higher sales & acquisition cost, higher network cost and higher depreciation & amortisation

Notes:

- 1) Q4-22 comparative figures have been restated for MFRS 5 for discontinued operation, adjusted for one-offs and to account for AIMS Group at 30% share of profits for comparability
- 2) Numbers are in RM million



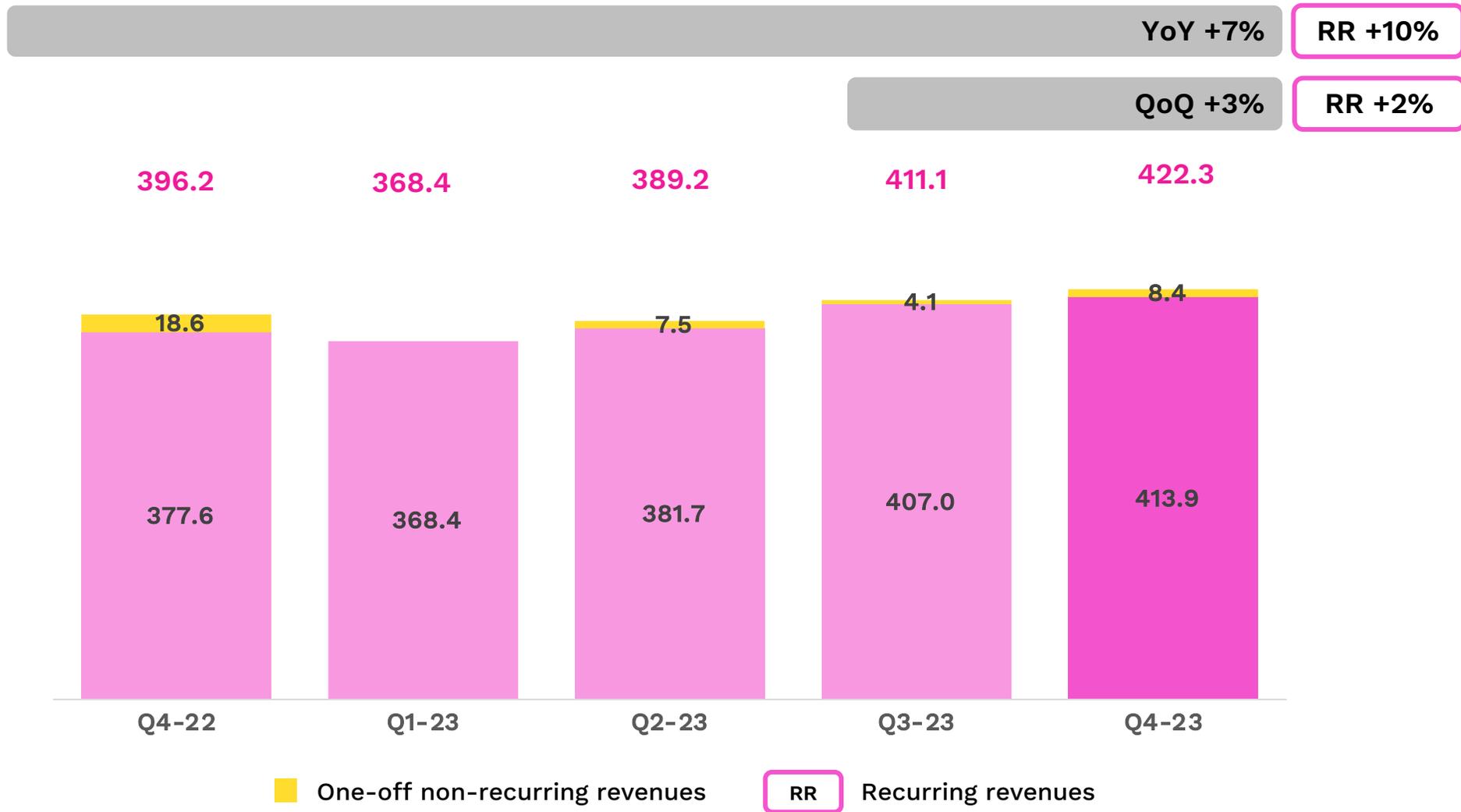
■ One-off non-recurring revenues
 RR Recurring revenues

YTD

- 9% increase in overall revenue primarily driven by Retail, followed by Enterprise and Wholesale customers
- Adjusted PAT increased by 7% mainly due to higher revenue, higher interest income and share profit from associates

Notes:

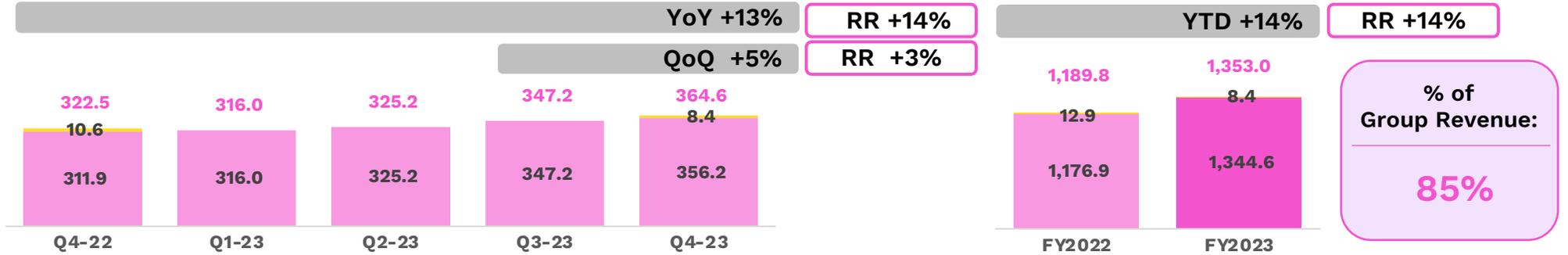
- 1) FY2022 comparative figures have been restated for MFRS 5 for discontinued operation, adjusted for one-offs and to account for AIMS at 30% share of profits for comparability
- 2) Numbers are in RM million



Revenue Growth: By Product

FY2023 Performance Guide

DATA

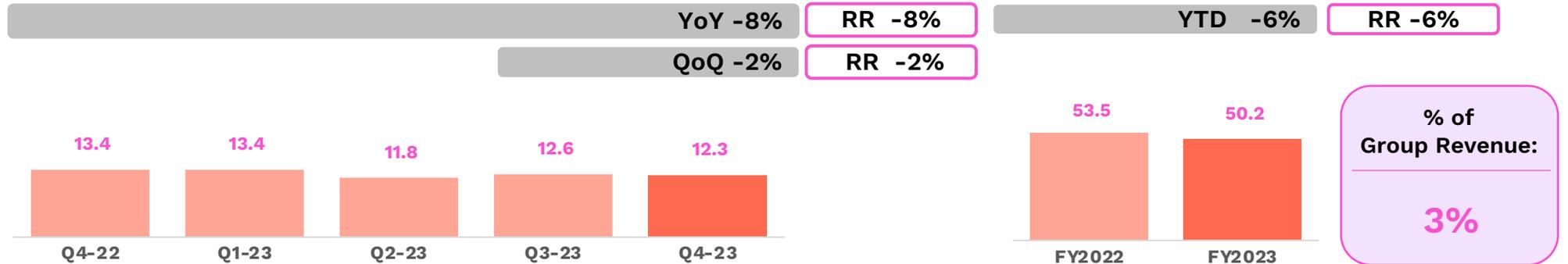


CLOUD & OTHER SOLUTIONS

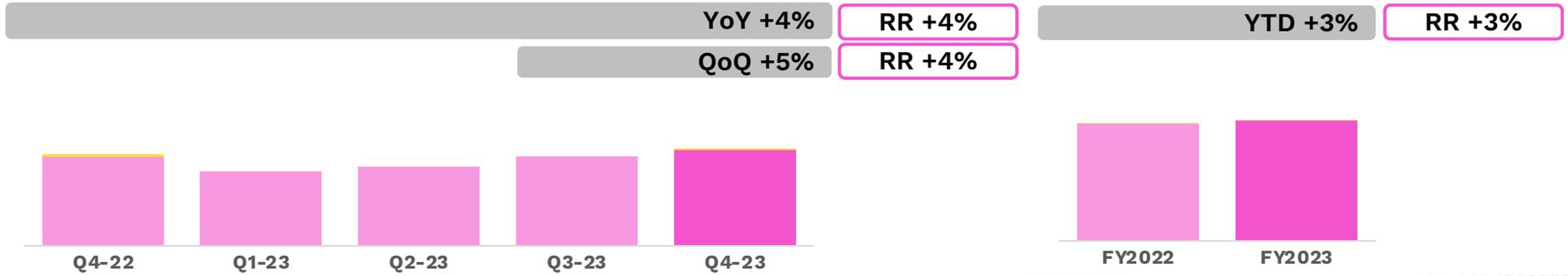


*Q4-22 figures have been restated due to reclassification adjustment

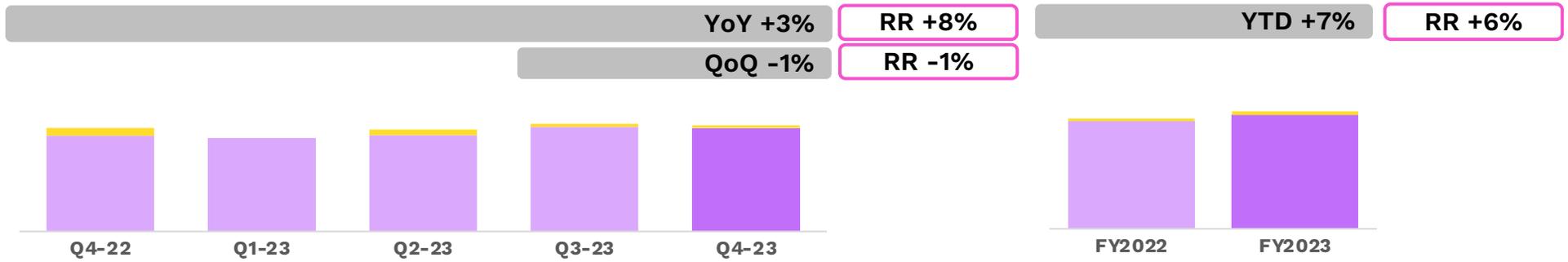
VOICE



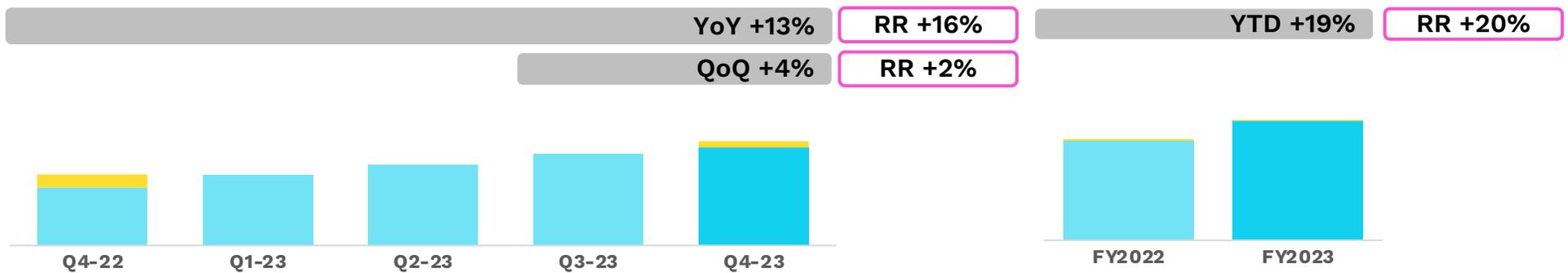
WHOLESALE



ENTERPRISE



RETAIL

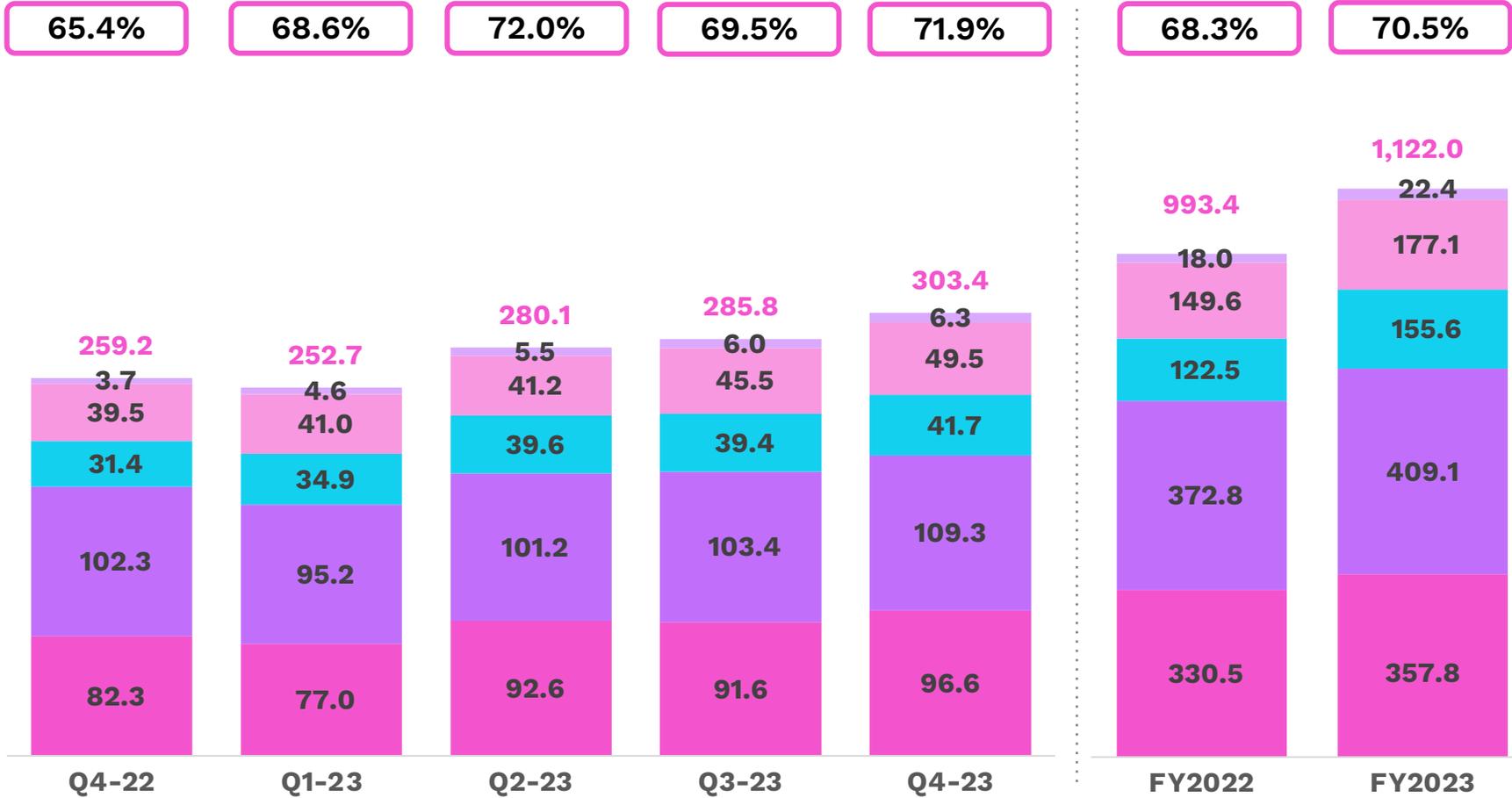


Expenses: By Category

FY2023 Performance Guide

Cost/Revenue (%)

Total Cost (RM million)



Notes:

- 1) The total cost excludes significant one-offs and foreign exchange loss/(gain)
- 2) Numbers are in RM million

RM million	Q4-22	Q3-23	Q4-23	QoQ%	YoY%	FY2022	FY2023	YTD%
Revenue	396.2	411.1	422.3	+3%	+7%	1,454.8	1,591.0	+9%
EBITDA	162.7	180.7	149.7	-17%	-8%	652.1	567.3	-13%
Adjusted EBITDA	180.2	176.6	174.6	-1%	-3%	628.9	668.4	+6%
Profit Before Tax	127.5	149.8	118.2	-21%	-7%	517.3	435.4	-16%
Adjusted PBT	145.0	145.7	143.0	-2%	-1%	493.9	542.5	+10%
Profit After Tax	124.3	108.5	87.4	-19%	-30%	453.6	2,574.9	+>100%
Adjusted PAT (pre-normalisation of AIMS)	117.2	104.4	101.9	-2%	-13%	405.6	412.3	+2%
Adjusted PAT	112.7	104.4	101.9	-2%	-10%	375.6	402.9	+7%

Notes:

- 1) Refer to next page for EBITDA, PBT and PAT adjustments
- 2) Q4-22 and FY2022 comparative figures have been restated for MFRS 5 for discontinued operation and adjusted for one-offs and to account for AIMS at 30% share of profits for comparability

RM million	Q4-22	Q3-23	Q4-23	QoQ%	YoY%	FY2022	FY2023	YTD%
EBITDA	162.7	180.7	149.7	-17%	-8%	652.1	567.3	-13%
Adjustments on EBITDA								
<i>Forex loss/(gain)</i>	13.5	(4.1)	1.2			(28.3)	(25.5)	
<i>Donation for flood relief</i>	-	-	-			1.3	-	
<i>Construction deposit/PPE/inventory written off</i>	1.6	-	20.3			2.7	42.2	
<i>Submarine cable adjustments</i>	-	-	3.4			-	31.0	
<i>Adjustment for expired share grant scheme</i>	-	-	-			-	27.3	
<i>AIMS transaction related one-offs</i>	2.4	-	-			2.4	26.1	
<i>Gain on disposal of PPE</i>	-	-	-			(1.3)	-	
Total adjustments on EBITDA	17.5	(4.1)	24.9			(23.2)	101.1	
Adjusted EBITDA	180.2	176.6	174.6	-1%	-3%	628.9	668.4	+6%

Note: Q4-22 and FY2022 comparative figures have been restated for MFRS 5 for discontinued operation and adjusted for one-offs and to account for AIMS at 30% share of profits for comparability

RM' million	Q4-22	Q3-23	Q4-23	QoQ%	YoY%	FY2022	FY2023	YTD%
Profit Before Tax (PBT)	127.5	149.8	118.2	-21%	-7%	517.3	435.4	-16%
Adjustments on PBT								
<i>Dividend income</i>	-	-	(0.1)			(0.2)	(0.1)	
<i>Accelerated depreciation</i>	-	-	-			-	6.1	
Total adjustments on PBT	-	-	(0.1)			(0.2)	6.0	
Adjusted PBT	145.0	145.7	143.0	-2%	-1%	493.9	542.5	+10%

Note: Q4-22 and FY2022 comparative figures have been restated for MFRS 5 for discontinued operation and adjusted for one-offs and to account for AIMS at 30% share of profits for comparability

RM' million	Q4-22	Q3-23	Q4-23	QoQ%	YoY%	FY2022	FY2023	YTD%
Profit After Tax (PAT)	124.3	108.5	87.4	-19%	-30%	453.6	2,574.9	+>100%
Adjustments on PAT								
<i>AIMS transaction related fees</i>	-	-	-			-	40.2	
<i>Gain from divestment of AIMS</i>	-	-	(10.3)			-	(2,309.9)	
<i>One-off tax adjustments</i>	(24.6)	-	-			(24.6)	-	
Total adjustments on PAT	(24.6)	-	(10.3)			(24.6)	(2,269.7)	
Further Adjustments on PAT								
<i>Adjustments for share of AIMS</i>	(4.5)	-	-			(30.0)	(9.4)	
Total further adjustments on PAT	(4.5)	-	-			(30.0)	(9.4)	
Adjusted PAT (pre-normalisation of AIMS)	117.2	104.4	101.9	-2%	-13%	405.6	412.3	+2%
Adjusted PAT	112.7	104.4	101.9	-2%	-10%	375.6	402.9	+7%

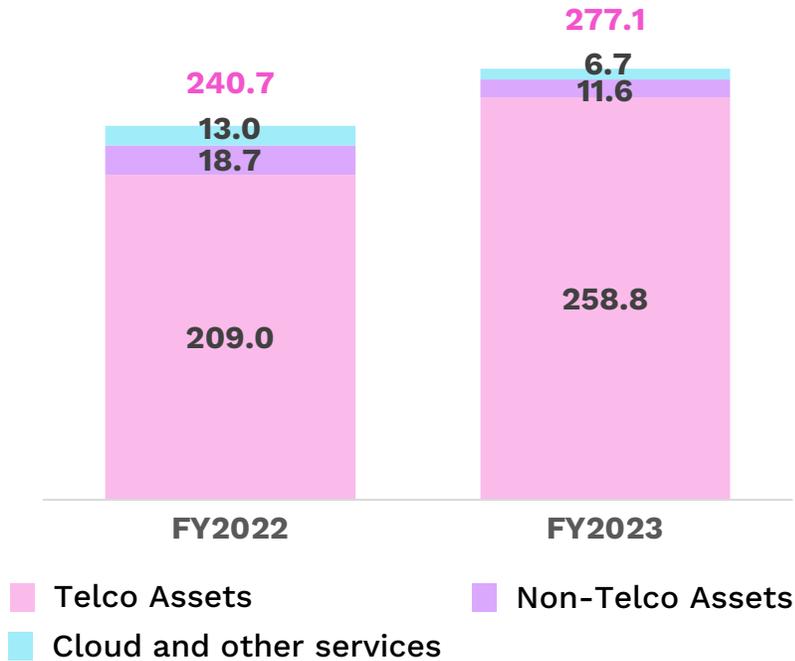
Note: Q4-22 and FY2022 comparative figures have been restated for MFRS 5 for discontinued operation and adjusted for one-offs and to account for AIMS at 30% share of profits for comparability

Margins	Q4-22	Q3-23	Q4-23	QoQ%	YoY%
EBITDA %	41%	44%	35%	-9 pps	-6 pps
Adjusted EBITDA %	45%	43%	41%	-2 pps	-4 pps
Profit Before Tax %	32%	36%	28%	-8 pps	-4 pps
Adjusted PBT %	37%	35%	34%	-1 pps	-3 pps
Profit After Tax %	31%	26%	21%	-5 pps	-10 pps
Adjusted PAT % (pre-normalisation of AIMS)	30%	25%	24%	-1 pps	-6 pps
Adjusted PAT %	28%	25%	24%	-1 pps	-4 pps
EPS	6.66 sen	5.78 sen	4.60 sen	-1.18 sen	-2.06 sen
Adjusted EPS	6.02 sen	5.56 sen	5.38 sen	-0.18 sen	-0.64 sen

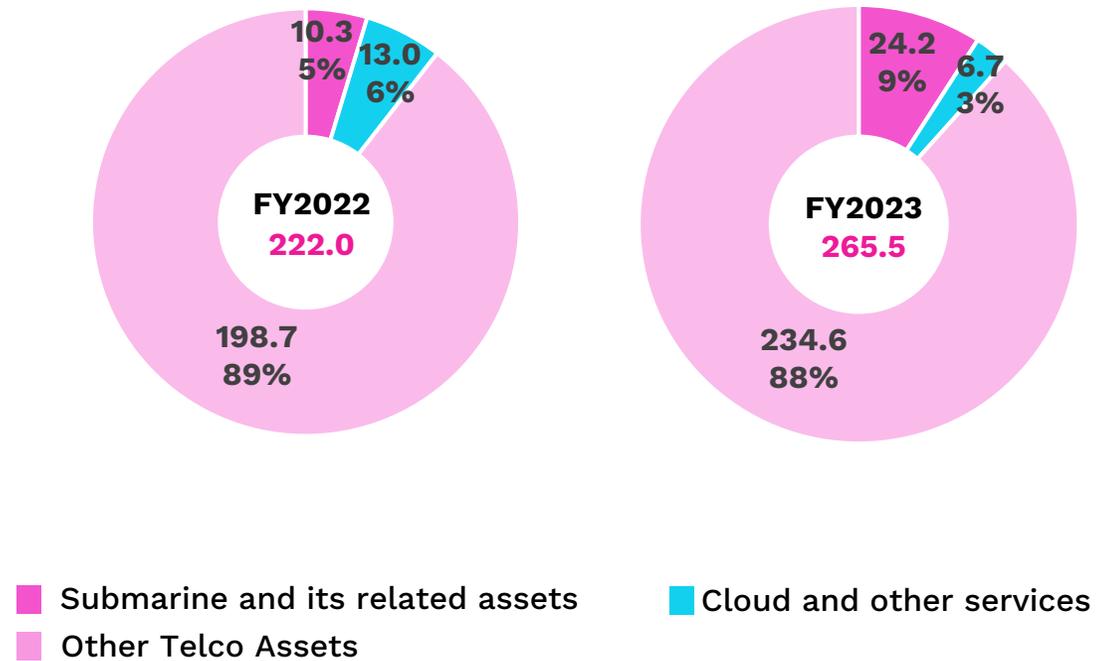
FY2022	FY2023	YTD%
45%	36%	-9 pps
43%	42%	-1 pps
36%	27%	-9 pps
34%	34%	0 pps
31%	162%	+>100 pps
28%	26%	-2 pps
26%	25%	-1 pps
24.58 sen	139.47 sen	+114.89 sen
20.32 sen	21.55 sen	+1.23 sen

Note: Q4-22 and FY2022 comparative figures have been restated for MFRS 5 for discontinued operation and adjusted for one-offs and to account for AIMS at 30% share of profits for comparability

Capex Breakdown



Breakdown of Telco Assets



- 88% of capital expenditure was allocated to telco assets to expand domestic and regional network coverage and upgrade Time’s existing network infrastructure
- 9% was dedicated to submarine cables and related investments
- 3% was allocated to Cloud and other services

RM million	As at 31 Dec 22	As at 31 Dec 23
Net cash inflow from Operating Activities	755.8	767.9
Net cash (used in)/generated from Investing Activities ^{N1}	(442.9)	1,851.5
Net cash inflow from Operating and Investing Activities	312.9	2,619.4
Net cash used in Financing Activities ^{N2}	(588.1)	(1,613.1)
Net (decrease)/increase in cash balance	(275.2)	1,006.3
Exchange effects on cash balance	4.1	3.8
Cash balance at beginning of period	796.1	524.9
Transfer to asset held for sale	(40.4)	-
Cash balance at end of period	484.6	1,535.0
Acquisition of capex	(452.0)	(350.2)
Free Cash Flow (Operating CF - Capex)	303.8	417.7

Note:

- 1) Included in investing activities are cash used for placement of deposits maturing more than three months of RM300.0 million which is part of the cash balance as at the period end
- 2) Included in financing activities are dividends paid to shareholders and NCI in 2022 (RM540.1 million) and 2023 (RM 1,572.3 million)

RM million	As at 31 Dec 22	As at 31 Dec 23
ASSETS		
Non-current assets	2,380.3	3,303.8
Current assets (exclude cash)	1,324.5	476.1
Cash	484.6	1,535.0
Total assets	4,189.4	5,314.9
EQUITY		
Share capital	1,418.6	1,467.4
Reserves	1,683.2	2,672.2
Total equity attributable to owners of the Company	3,101.8	4,139.6
Non-controlling interest	25.9	36.0
Total equity	3,127.7	4,175.6
LIABILITIES		
Non-current liabilities	499.3	611.8
Current liabilities	562.4	527.5
Total liabilities	1,061.7	1,139.3
Total equity and liabilities	4,189.4	5,314.9
RATIOS		
RM million	As at 31 Dec 22	As at 31 Dec 23
EBITDA ^{N1}	652.1	567.3
Total Debt	29.6	10.9
Net Cash Position	455.0	1,524.1
Debt / EBITDA (times)	0.0x	0.0x
Debt / Equity (times)	0.0x	0.0x
Current ratio (times)	3.2x	3.8x

		 N1		
FY2023		30.00%	45.27%	46.84%
As Reported by Investee	Revenue	238.9	469.7	258.4
	Profit/(Loss) After Tax and Other Comprehensive Income	30.1	31.0	31.1
Time's Shares in Proportion To Its Interest	Share of Profit on Investment of Associates	5.0	14.0	14.6
Total Share of Profit on Investment of Associates		33.6		

Notes:

1) Regarding AIMS:

- Following the divestment of stakes in AIMS Data Centre Holdings Sdn Bhd and AIMS Thailand, the Group reports AIMS' financial results up to 20 April 2023 as discontinued operations. Thereafter, reported as a share of profits in a joint venture. AIMS's share of profits only reflects from May 2023 onwards
- The 30% holding is the underlying economic interest of Time in AIMS

2) Numbers are in RM millions

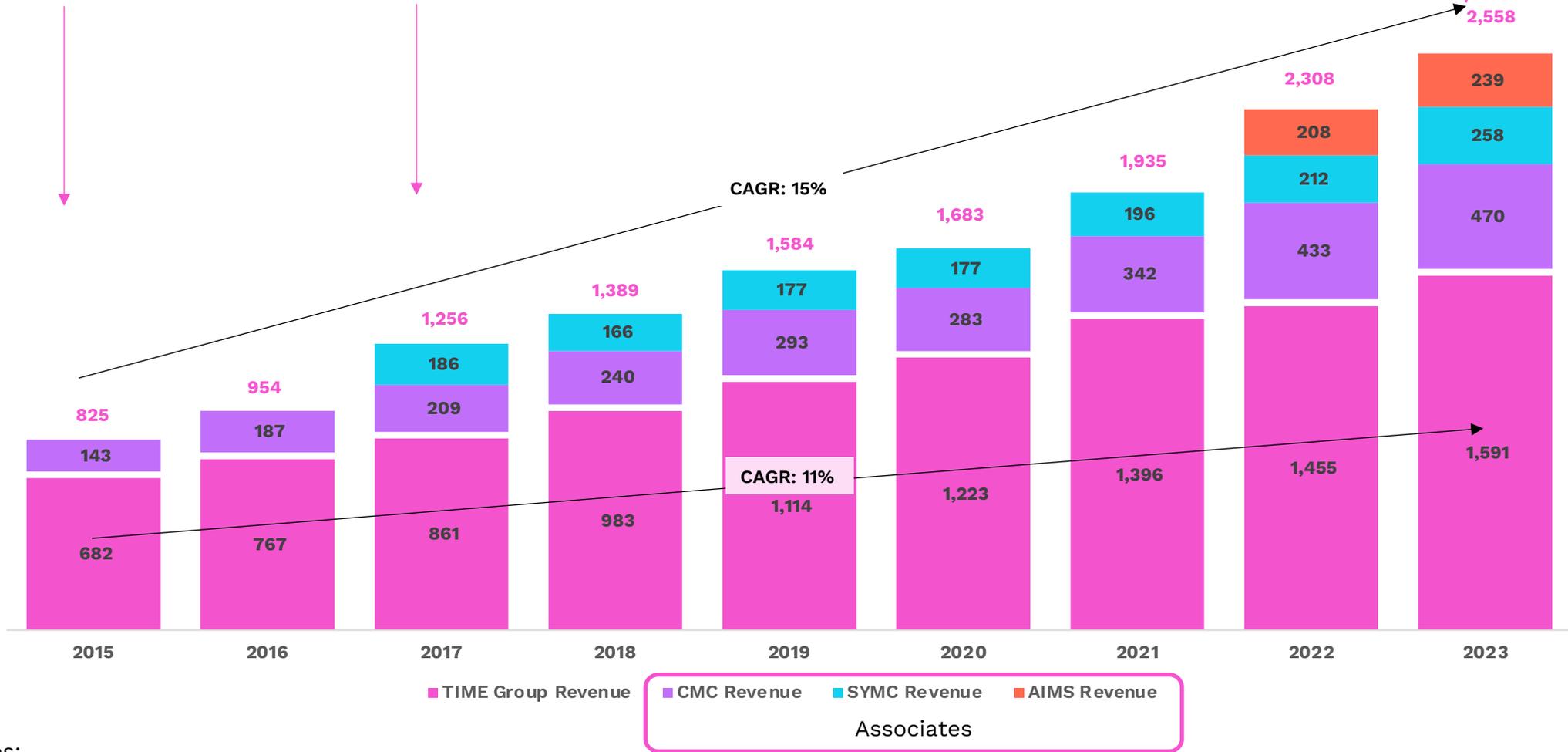
Revenue Performance - Associate revenues added as illustration for Time's portfolio performance

FY2023 Performance Guide

2015
Acquisition of stake in CMC Telecoms

2017
Acquisition of stake in Symphony

2023
Divestment of stake in AIMS



Notes:

- 1) All associate revenues are presented as full year figures regardless of acquisition dates
- 2) AVM was acquired in 2021 as a subsidiary and consolidated as part of Time Group numbers
- 3) Numbers are in RM million

OUTLOOK & PRIORITIES

Key Priorities

- Expanding network footprint to meet sustained customer demand
- Enhance operational efficiency and innovation to deliver the highest quality products and services

Refining Strategic Direction

- Streamlining Group's organisation to ramp up core business
- Exploring new venture opportunities

ANY QUESTIONS?

THANK YOU

Should you have any queries, please contact: investor.relations@time.com.my