



**for Financial Period Ended  
30 September 2013**

greenpacket

# Forward Looking Statements

This presentation and the following discussion may contain forward looking statements by Green Packet Berhad that reflect management's current expectation, beliefs, hopes, intentions or strategies regarding the future and assumptions in light of currently available information. These statements are subject to a number of risks and uncertainties that could cause actual results, performance or achievements to differ materially from those discussed in the forward looking statements. Such statements are not and should not be construed as a representation as to the future performance or achievements of Green Packet Berhad and Green Packet Berhad assumes no obligation to update any such statements.



# UNLIMITED QUOTA

Kuota Tanpa Had

For Only (Malaysia Only) **RM99**



Also Available: On-The-Go Broadband with Triple Quota.  
Juga Tersedia: Broadband di Mana Aja dengan Kuota Tiga Kali Ganda.

## Highlights of 3Q13

- Green Packet Group's 3Q13 EBITDA grew 30% YoY and 28% QoQ to RM12million, 8<sup>th</sup> consecutive EBITDA positive quarter.
- Positive EBITDA growth across business pillars:
  - Solution Pillar: RM1.7million, increased by 750% YoY and 667% QoQ.
  - P1 Pillar: RM8.8million, increased by 5% YoY and 4% QoQ.
  - Alternative Services: RM1.5million, increased by 114% YoY and 25% QoQ.



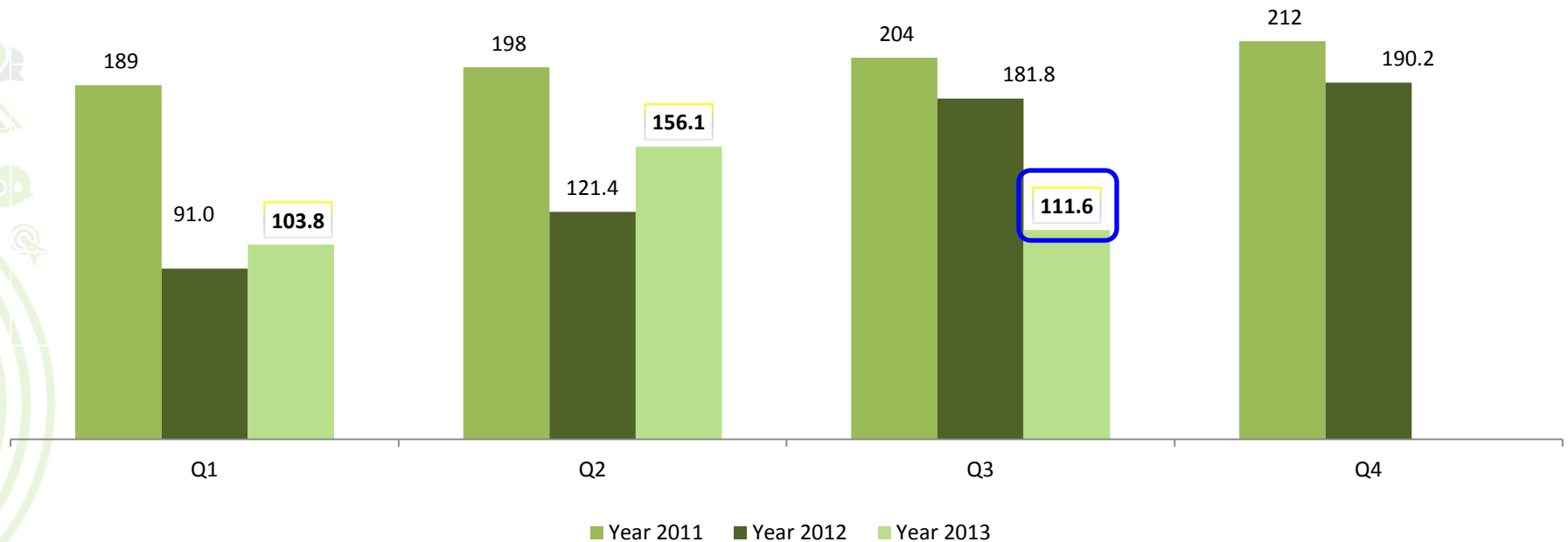
# Solution Pillar

## Operational Performance



**TECHNOLOGY**  
Innovating To Improve Lives

# Device Shipments in 3Q13



**Q313: 111,582 units**

> -39% YoY Increase

> -29% QoQ Increase

**WiMAX Device Shipments  
Slows as LTE Picks Up Steam.**



# LTE Gaining Traction

*From Trial To Commercial*

2012

Q1-Q2 2013

Q3 2013

46 TD-LTE

15  
WiMAX  
+ LTE

8  
Trials  
Clients

51 TD-LTE

20  
WiMAX  
+ LTE

11  
Trial  
Clients

60 TD-LTE

21  
WiMAX  
+ LTE

13  
Trial  
Clients

61 TD-LTE

21  
WiMAX  
+ LTE

13  
Trial  
Clients

**2 Commercial Clients**



**menatelecom**  
BAHRAIN'S MOST POWERFUL INTERNET

Preview Launch of  
Green Packet's 1<sup>st</sup>  
LTE Device @ MWC  
Barcelona

Soft Launch of  
Green Packet's and  
the industry's 1<sup>st</sup>  
LTE+WiMAX Device  
@ Singapore

Commercial Launch  
of the Green Packet  
POD and OD  
portfolio

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*\*GSA, WiMAX Forum, Green Packet Records  
- Includes commercial, committed and planned networks*

# Continues to Supply to Leading WiMAX Operators

**Digicel**  
group

Digicel  
Jamaica  
~US\$0.8 mil



ARIA Telecom  
Italy  
~US\$2.3 mil



SMART Communications  
Philippines  
~US\$1.5 mil



IPI-9  
Gabon  
~US\$0.5 mil

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*\*Selective PO Obtained In Q3 2013*

# 4Q13 Focus

## MAINTAIN WIMAX

Close  
>150K  
Wimax  
Orders

## GROW LTE

Obtain  
significant  
orders for LTE  
devices

Launch LiTE™  
series  
Modems

Single Mode ,  
Single Band  
Modems



# P1 Pillar

## Operational Performance

A promotional banner for P1. The central element is a large purple rounded rectangle with the text "Built for More™" in white, followed by "4G • Fiber • Voice & More™" in a smaller white font. To the left of the rectangle, a man in a cap and a woman are shown in a dynamic pose, surrounded by colorful social media icons. To the right, a man in a white shirt and orange trousers stands holding a tablet. The background features a city skyline. The P1 logo is in the top right corner, and the website and phone number are in the bottom right corner.

**Built  
for More™**

**4G • Fiber • Voice & More™**

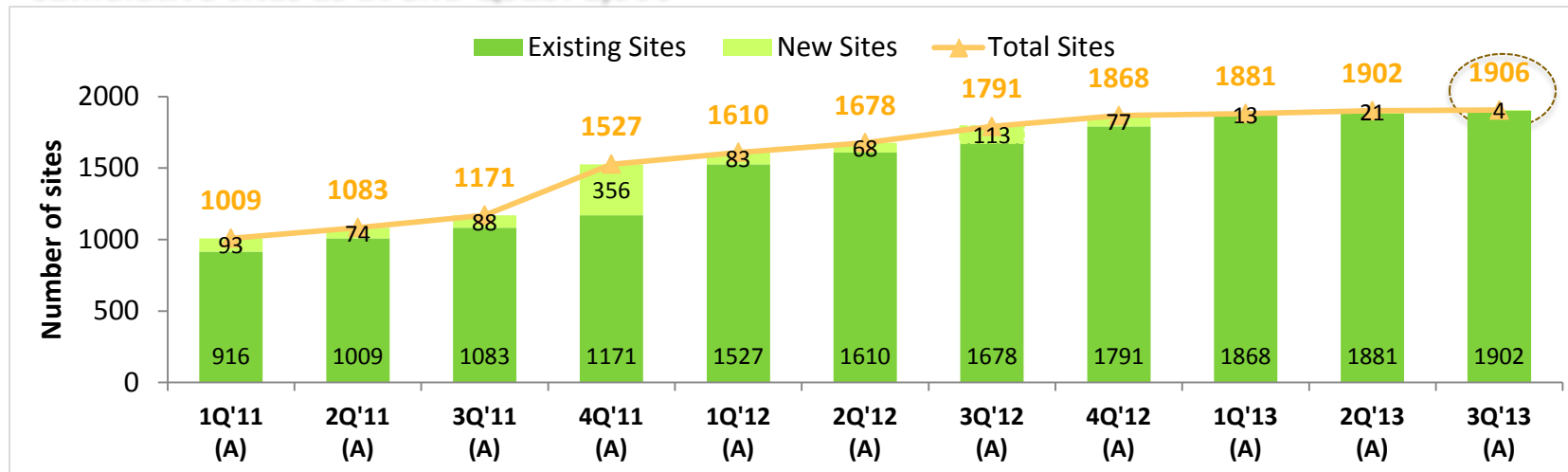
**P1™**

**p1.com.my | 1300 03 8883**

# Total Sites as of 3Q13

## Minimal New WiMAX Capacity Sites in View of LTE Migration in 2014

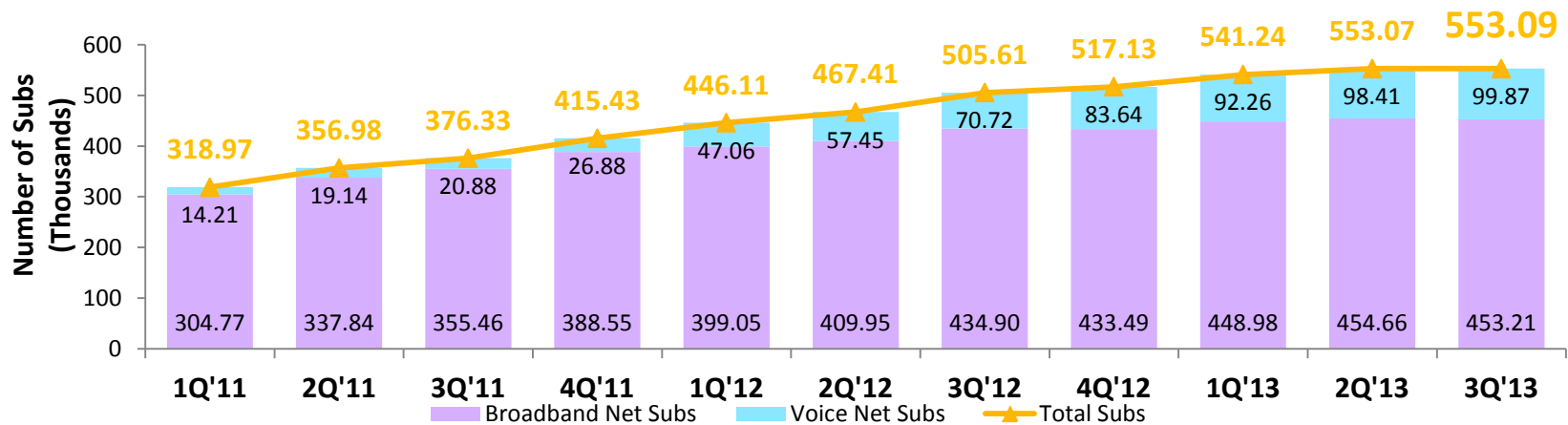
Cumulative sites as at end Q313: 1,906



# Total Subscribers as of 3Q13

Marginal Net Adds In Line with Tapering Investment in New WiMAX sites.

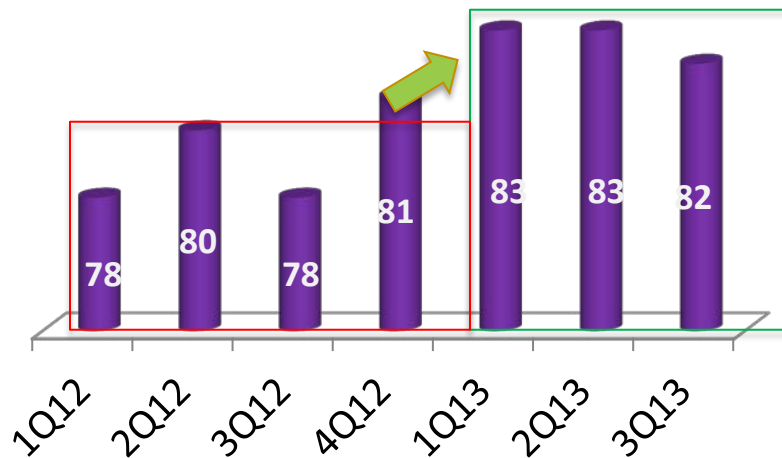
Q313 Total Net Subscribers (broadband & voice): 553.09K



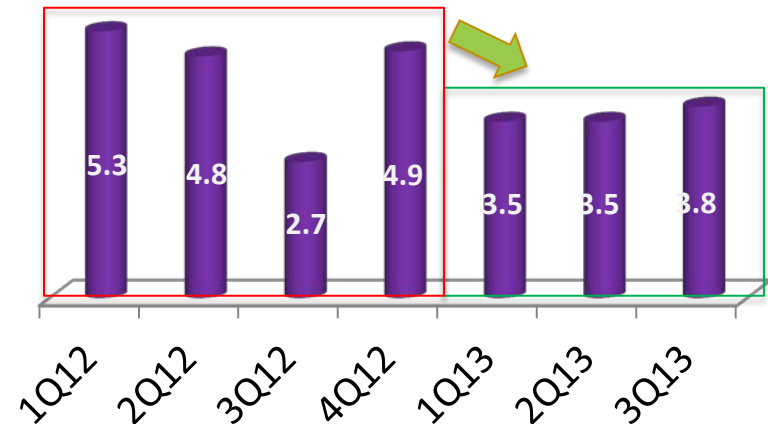
# ARPU & Churns

## 2013 Focus on Improving ARPU & Churn Pays Off

ARPU (Postpaid, RM)



Churn (%)



### Voice

- BizVoice™ Basic
- BizVoice™ Hosted

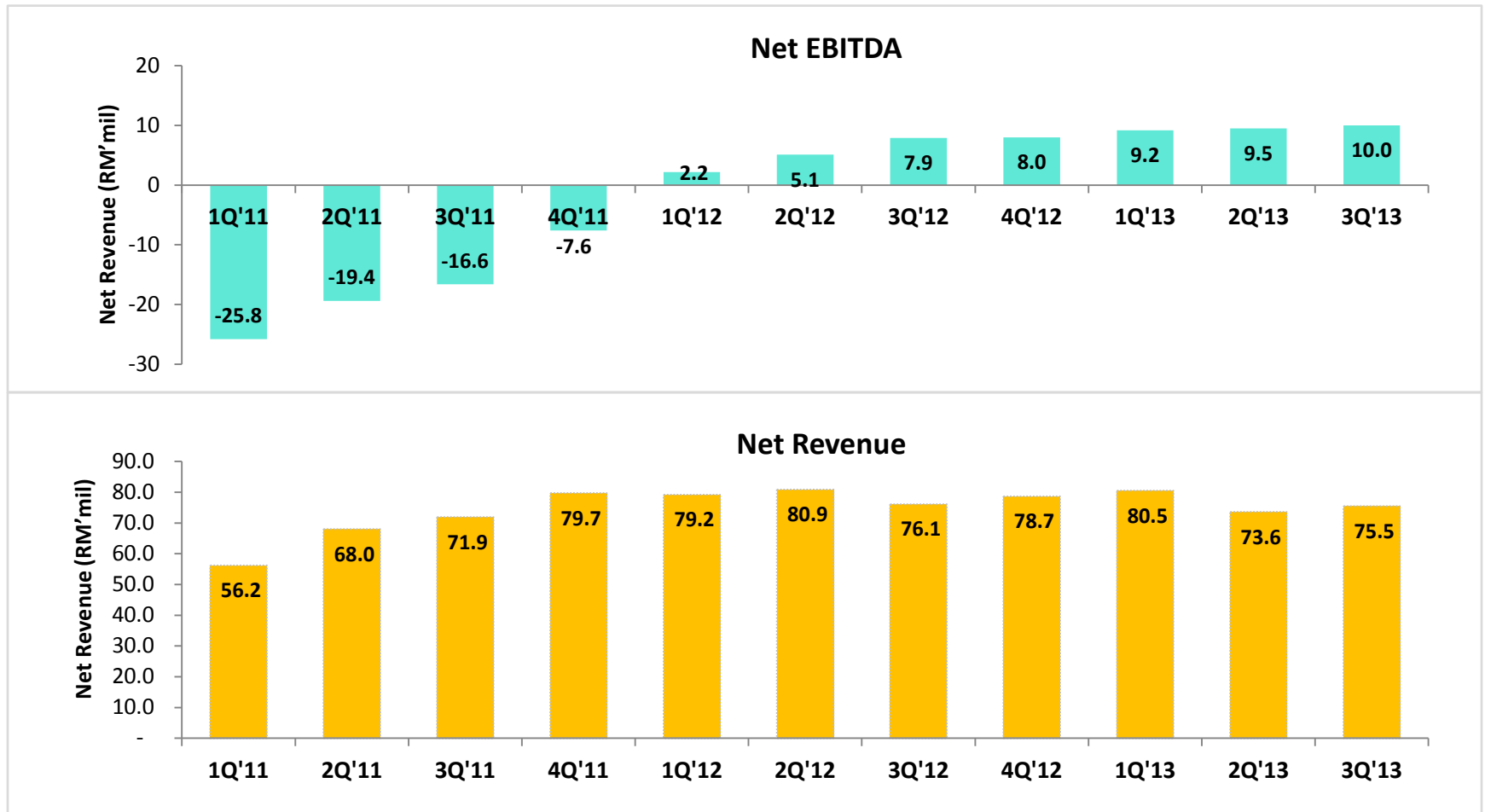
Next Generation Voice service that is highly flexible and scalable for your business communications today and tomorrow.

Click for more [+](#)



# Revenue & EBITDA as of 3Q13

## EBITDA-driven Business Transformation Strategy Delivers





# 3Q13 Marketing Campaigns Target Quality Subs

**P1**  
**1 2 3**  
**Top Up Made Easy**

Hi <<<CustomerName>>>

Effective from August 28, 2013, we have simplified the usage quota top up journey to ease your top up process.

Upon receiving a quota depletion notification on your browser when you run out of your monthly quota, please follow the 3 simple steps below to purchase a Usage Quota top-up.

**STEP 1 SELECT YOUR PLAN :**

- Upon receiving the "Usage Quota Depleted" notification, please select your desired Top-Up Plan and click **Top Up Now** to continue.

**STEP 2 CONFIRM YOUR PURCHASE :**

- As a security enhancement, you are required to enter the last 4 digits of your mobile phone number (which you provided to us upon your subscription with us in the past).
- Click **Confirm** to continue.

**STEP 3 COMPLETE YOUR PURCHASE :**

- Your purchase is now being processed. An SMS will be sent to you once the transaction is successful. You will regain your full quota in 15 minutes time.
- You can now close this notification by clicking on the **Close** button.

Alternatively you can still purchase your top up plan via your **Self Care** account.

Please feel free to contact us via our online customer support channel (select "Self Care" under the Enquiry Type, and "Unable to Purchase PUP" under the Sub-Enquiry Type) should you encounter any issue on your top-up.

Yours Sincerely,  
P1 Team

Increase ARPU  
per subscriber

**P1**

**Pemenang Anugerah Broadband ForHome™**

Dari RM79

**Permudahkan dengan ToGo™ MIFI**

Dari RM39

**Dapatkan P1 dengan KUOTA EKSTRA PERCUMA Sekarang!**

- Percuma kuota tambahan sehingga 480 GB bermula RM4,800
- 300 minit panggilan percuma bermula RM720
- Percuma modem MIFI untuk dikongsi
- Rabat online RM50
- Percuma kuota tambahan sehingga 120 GB bermula RM1,200
- Percuma modem MIFI
- Rabat online RM50
- Pembinaan percuma 7 hari

Klik Untuk ForHome™

Klik Untuk ToGo™

Tertakluk kepada terma dan syarat.

**P1**

**ForHome™ 获奖的居家宽频。**

**立即获取P1. 如今付送更高的Extra配额!**

**ToGo™ 简易的便携式宽频。**

- 免费高达480 GB配额, 价值RM4,800
- 免费300分钟通话, 价值RM720
- 免费数据MIFI
- 免费数据MIFI
- 免费高达120 GB配额, 价值RM1,200
- 免费MIFI便携式宽频
- 免费数据MIFI
- 7天试用期

只需 RM79起

只需 RM39起

点击查看详情

必须符合资格

**P1**

Join me for the soft launch of  
**MALAYSIA'S 1ST HOSTED IP-PBX SERVICE**

Wednesday,  
**3 JULY 2013** 10:00 am-2:00 pm  
Armada Hotel, P.J.

**Yealink** **Netregy**

By invitation only and limited seats. To RSVP, reply to this email or call 603-8070 7770, no later than 18 JUN 2013.

**BUY the Latest HD IP DECT Phone NOW! Setup your office telephony instantly.**

Communicate over existing broadband. Comes with call transfer, extension, conference, voicemail features and many more.

**2nd set 50% off**

**EXCLUSIVE! Subscribe NOW to P1 BizVoice™**

- 12 sen/min
- No line rental
- No contract

**Yealink** **P1**

CONTACT US AT Tel: +603-8070 7770 | Fax: +603-8070 7700 | Email: enquiry@netregy.com | www.netregy.com | www.facebook.com/Netregy

Targeted marketing through  
strategic partnerships

Customer education  
through radio tie-ups



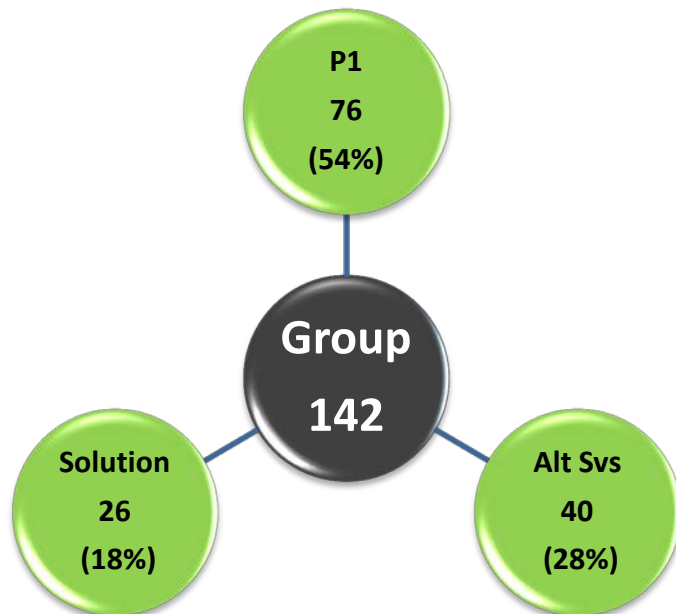
# Group Financial Performance

For the period ended

30 September 2013

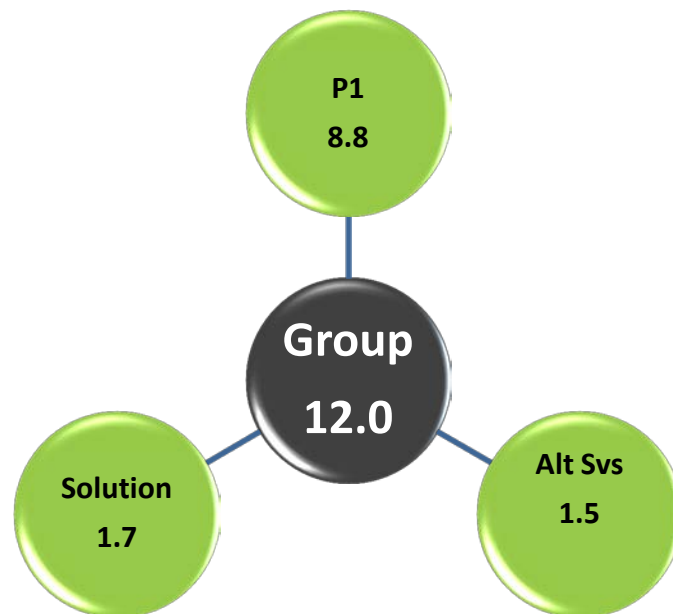
# Key Financial Highlights 3Q 2013

## Revenue ('million)



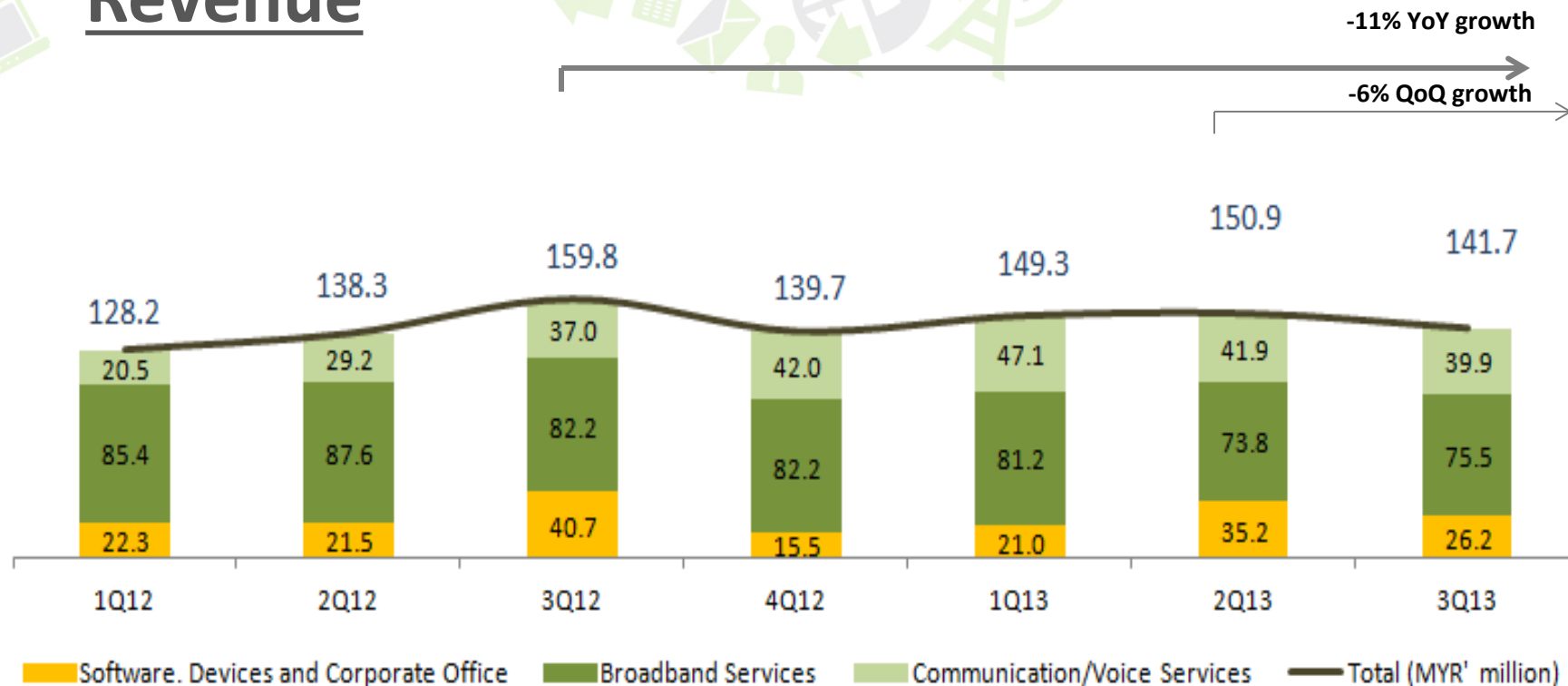
Revenue  
**RM142m**  
Decreases by 11% YoY

## EBITDA ('million)



EBITDA  
**RM12m**  
Improves by 30% YoY

# Revenue

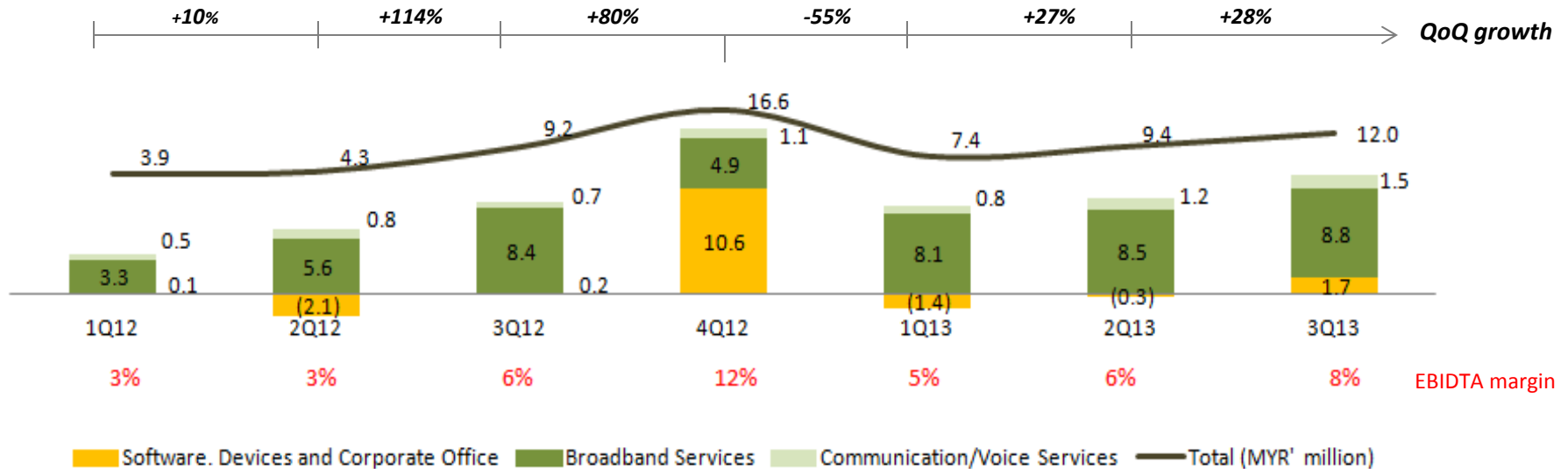


## 3Q13 Vs. 3Q12 :

- **Software & Devices:** declines RM14.5million with slow down in WiMAX device shipment
- **Broadband Services:** declines RM6.7million attributed to marginal growth and a strong 3Q12 due to bulk project deals and Universal Service Provision project revenue.
- **Communication/Voice Services:** increases RM2.9m

# Results from Operational Units

## EBITDA



YoY Group EBITDA margin improves 30% due to higher communication services revenue; and cost and operational efficiency which resulted in:

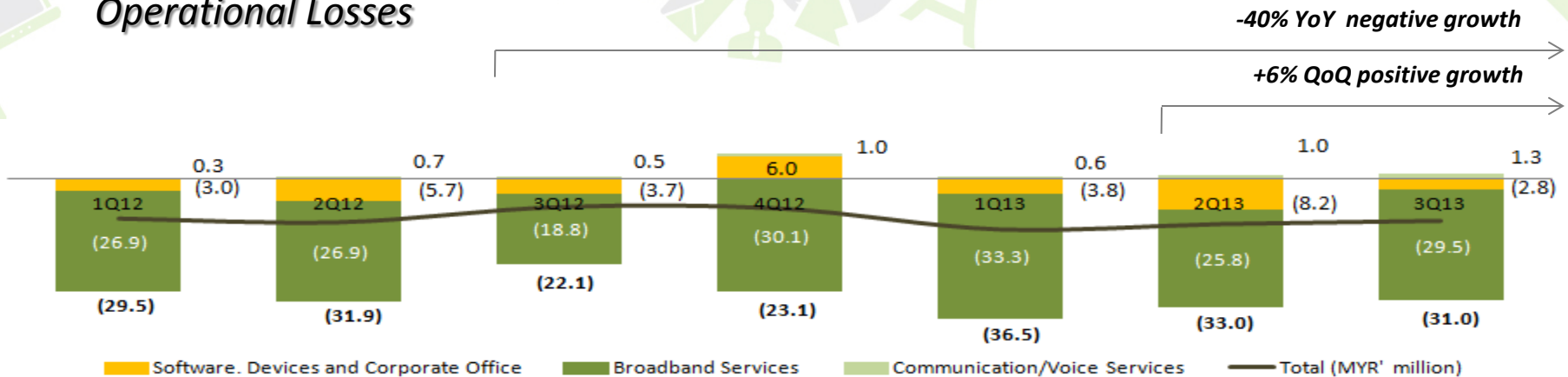
- Lower overall operating expenses in P1 & GP
- Lower sales & marketing costs in P1 & GP
- Lower direct costs in P1

*EBITDA is before depreciation of PPE and amortisation of modem*

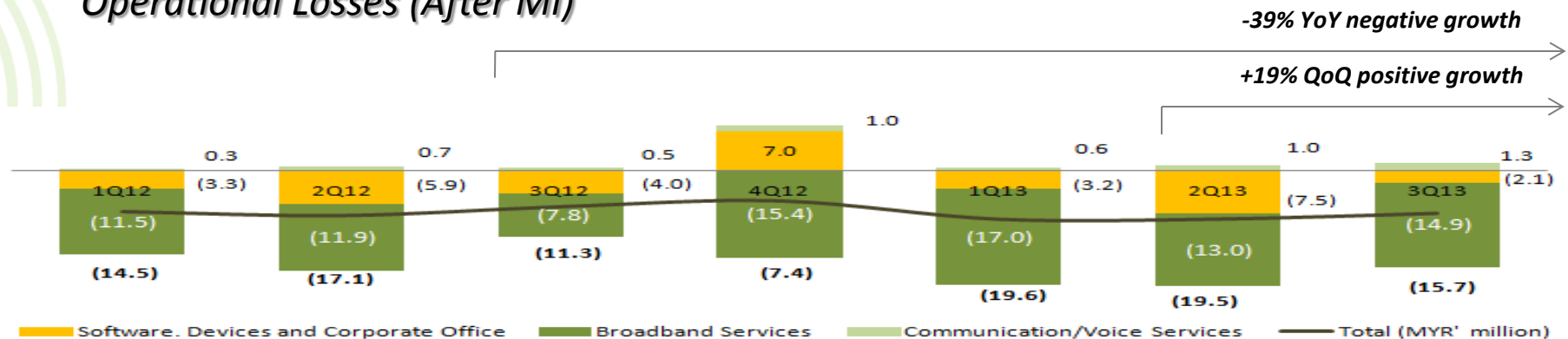


# Results from Operational Units

## Operational Losses



## Operational Losses (After MI)



- Losses decrease in 3Q13 as a result of cost optimization measures.
- Broadband services losses increase for 3Q13 mainly due to higher interest costs from Kendall Court and MDV financing amounting to a total of RM5.4 million.



**Thank You**