

Financial & Operational Performance

Quarterly Financial Ended 30th June 2015



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Highlights of Quarter ended 30 June'15

- *Our continuing operating business pillars registered +8.1% higher quarterly revenue YoY*
- *Solutions pillar - The business unit shipped 21.5% more units of devices in the quarter YoY.*
- *Communications pillar – Revenue increase by +17% quarter sales YoY*
- *Loss after tax for the quarter has improved 52.2% YoY*



Contents

A. Solution Pillar

B. Communication Pillar

C. Group Financial Performance

A. Solution Pillar

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Sales Review

a. Customer Base

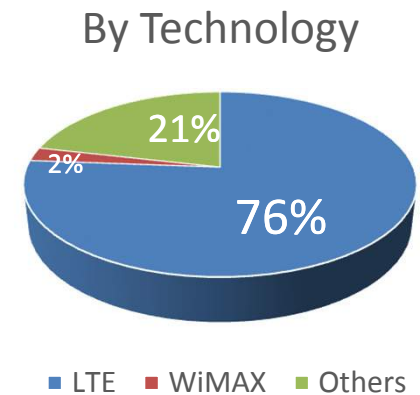
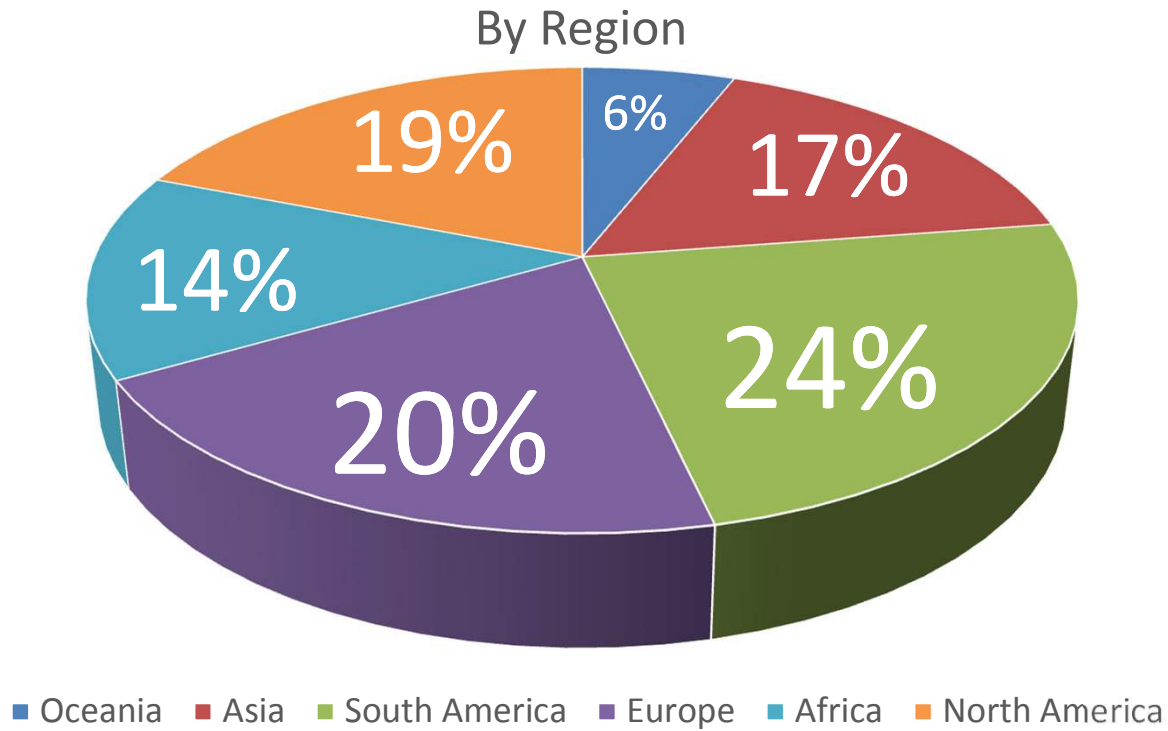
b. Technology Update

c. Shipments

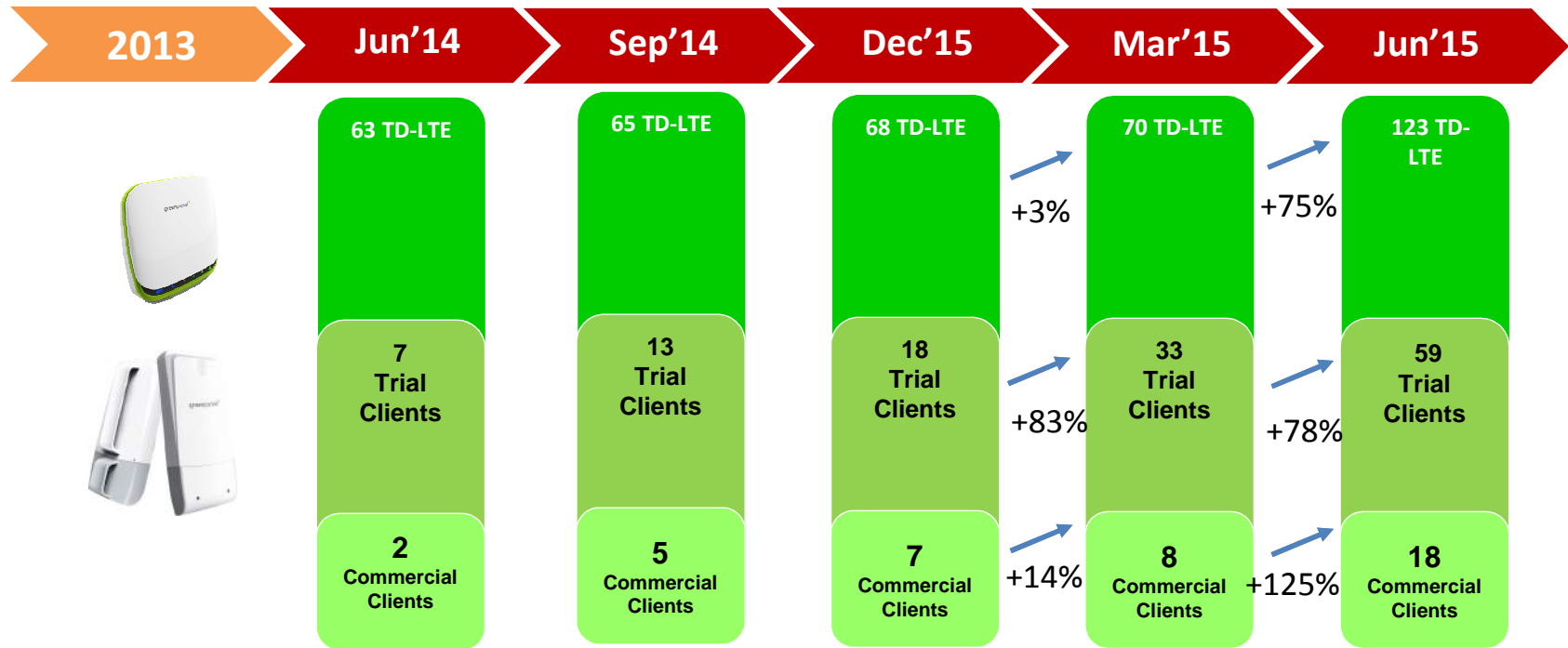
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Financials

Customer Base



LTE Adoption



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

➤ Devices Shipments in Qtr- June 2015

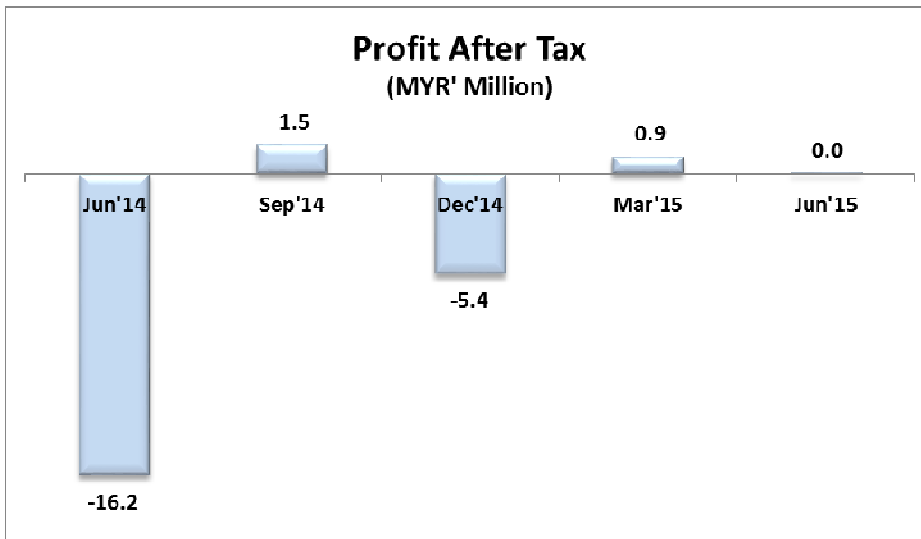
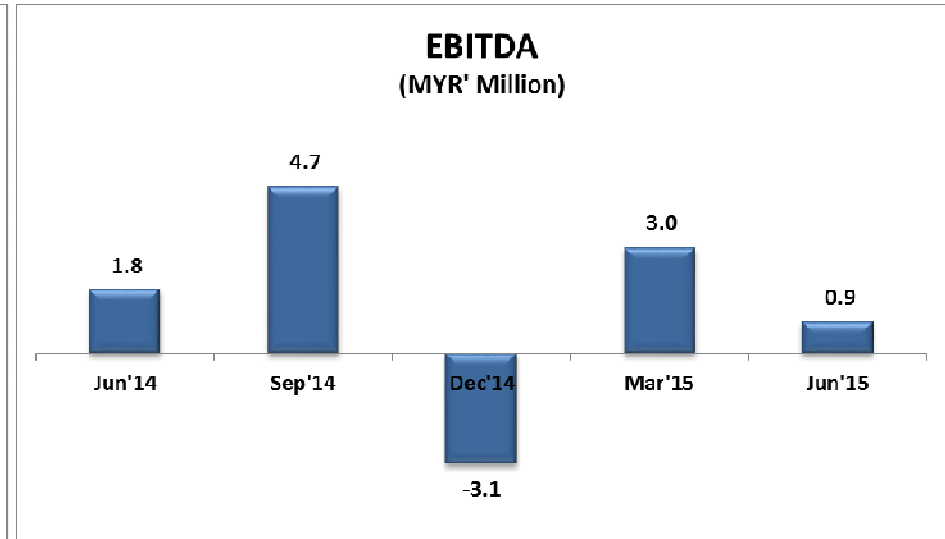
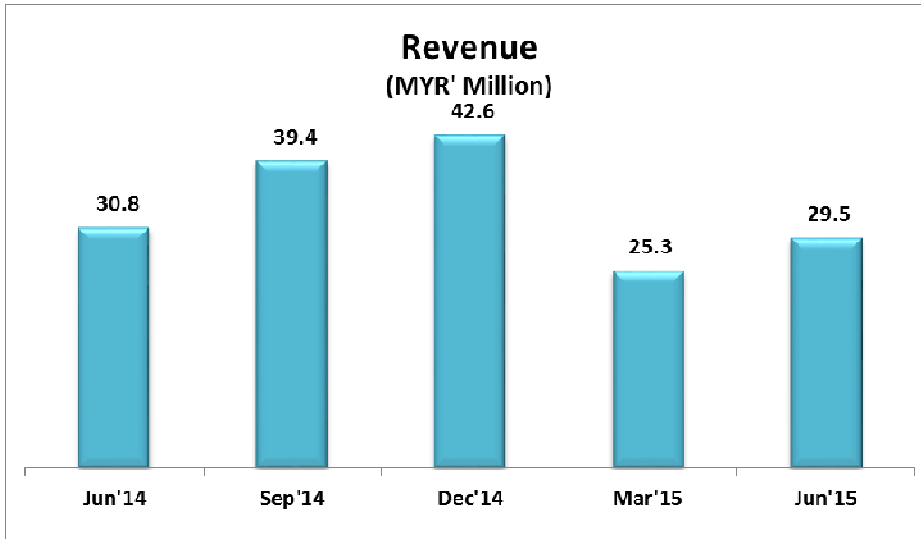


99,445 units
+21.5% YoY **+17.2 % QoQ**

* Restated quarter as change in financial year ended 31 Dec 2015.



Quarterly financial ended June'15



- Revenue +16.6% higher QoQ, contributed by higher sales from Asia and Europe

➤ B. Communication Pillar

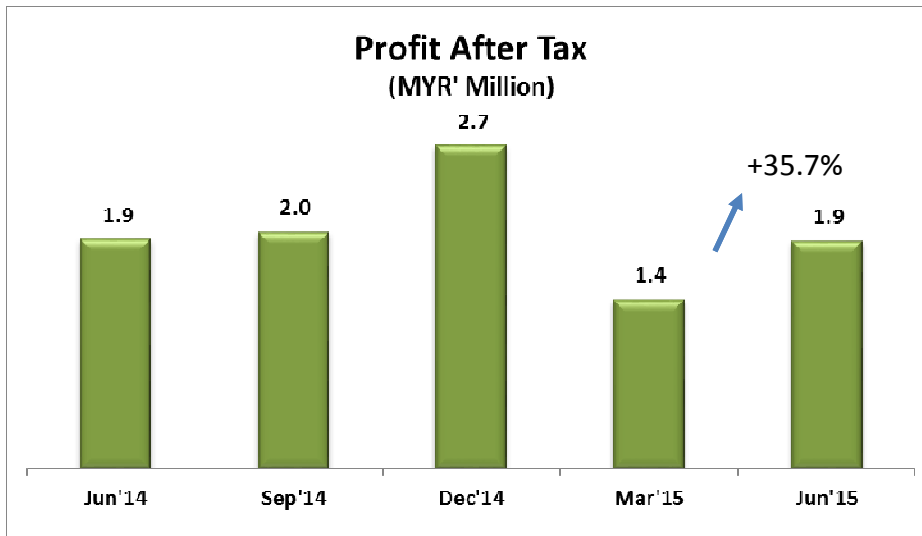
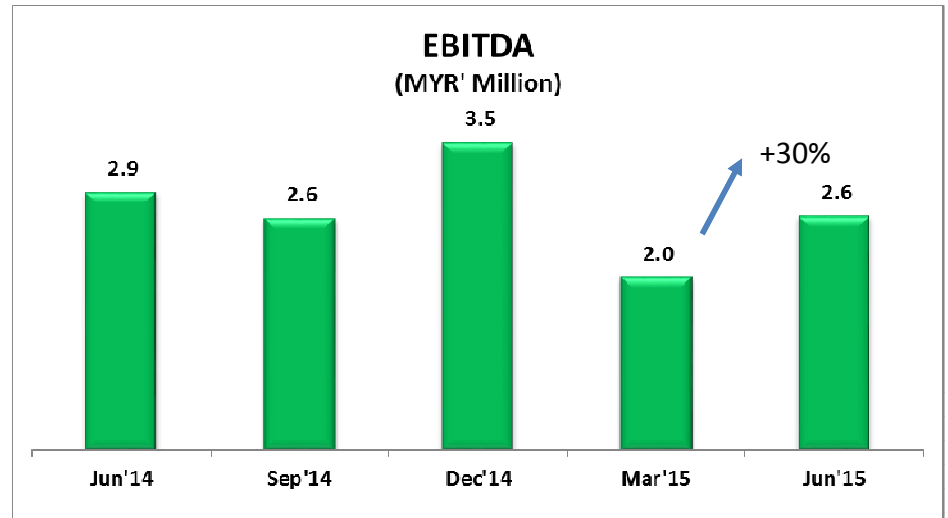
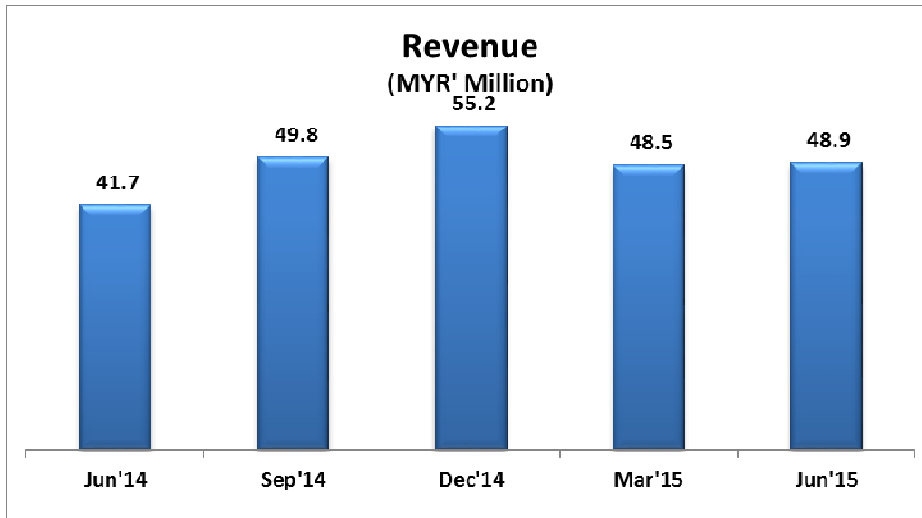
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Financials

- Revenue, EBITDA & PAT



Financials for quarter ended June 2015



- Revenue was +0.8% higher QoQ. However, YOY sales was +17.3% higher
- EBITDA & PAT were +30% and 35.7% higher than QoQ due to improved margin

Group Financial Performance

Operational Results

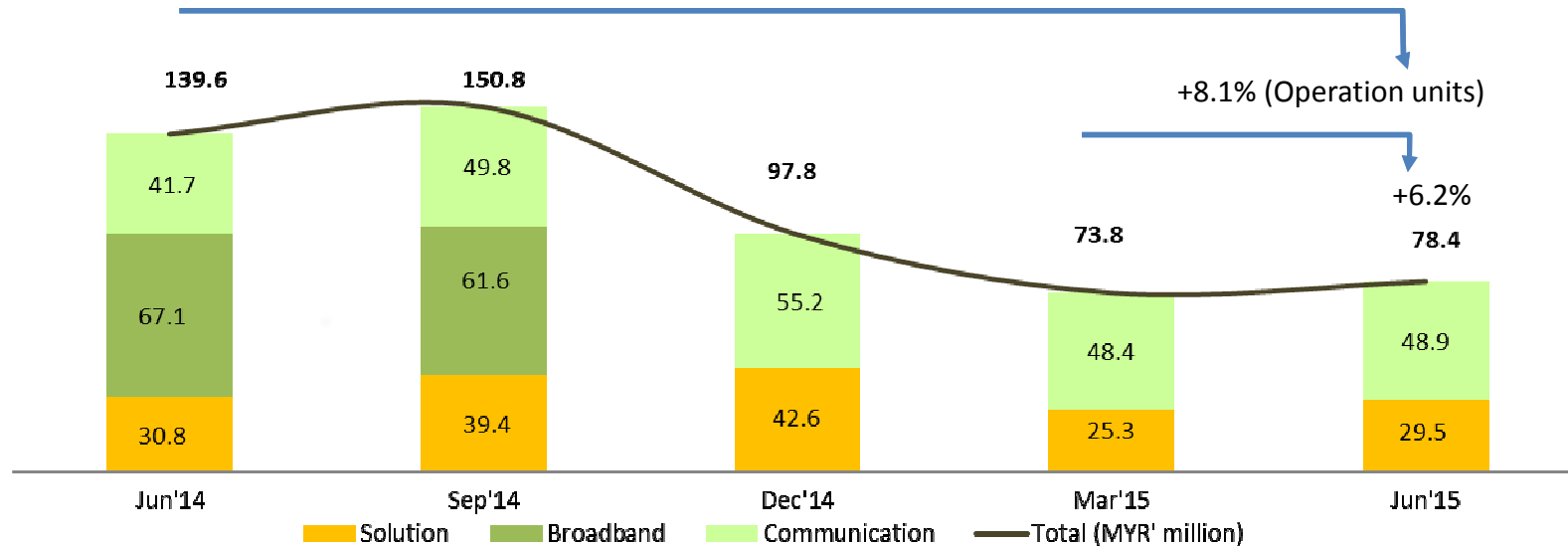
a. Revenue

b. EBITDA

c. Consolidated Profit After Tax

➤ Revenue by Operational Units

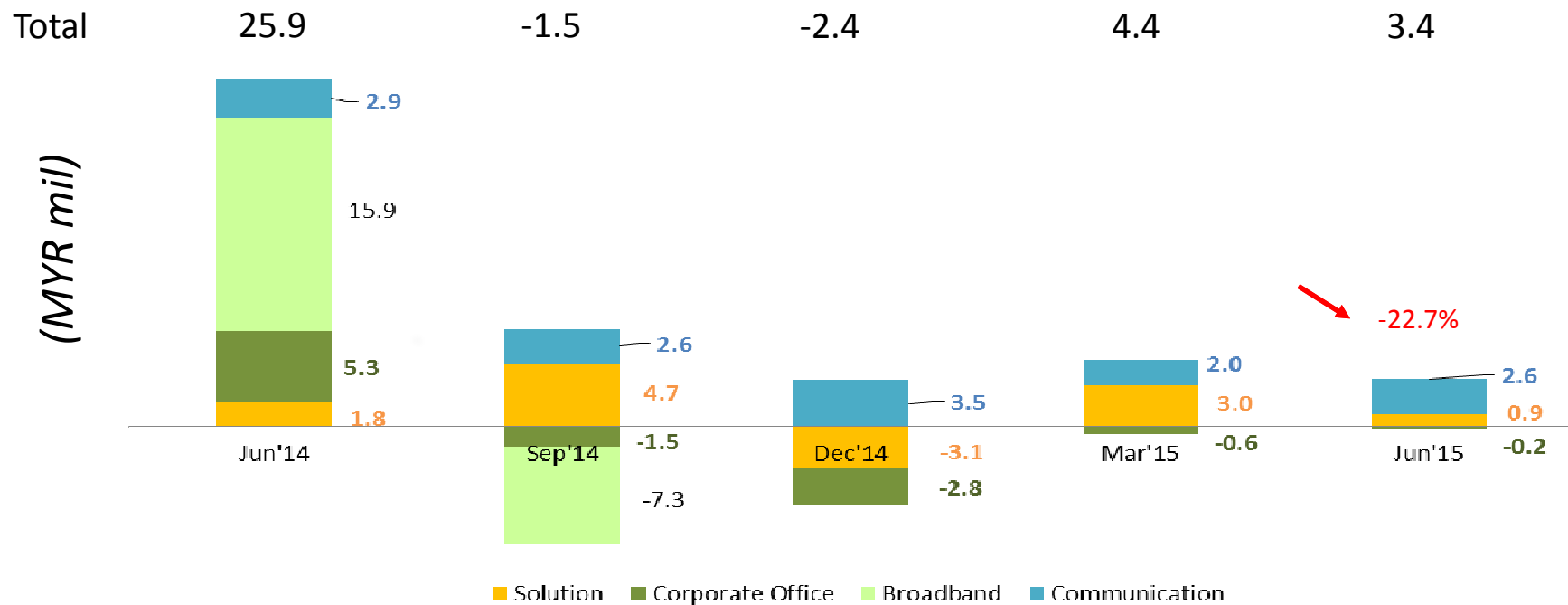
Revenue (MYR Mil)



- Higher revenue (+6.2%) on Q on Q and +8.1% on YoY in our Operating Units (exclude Broadband)

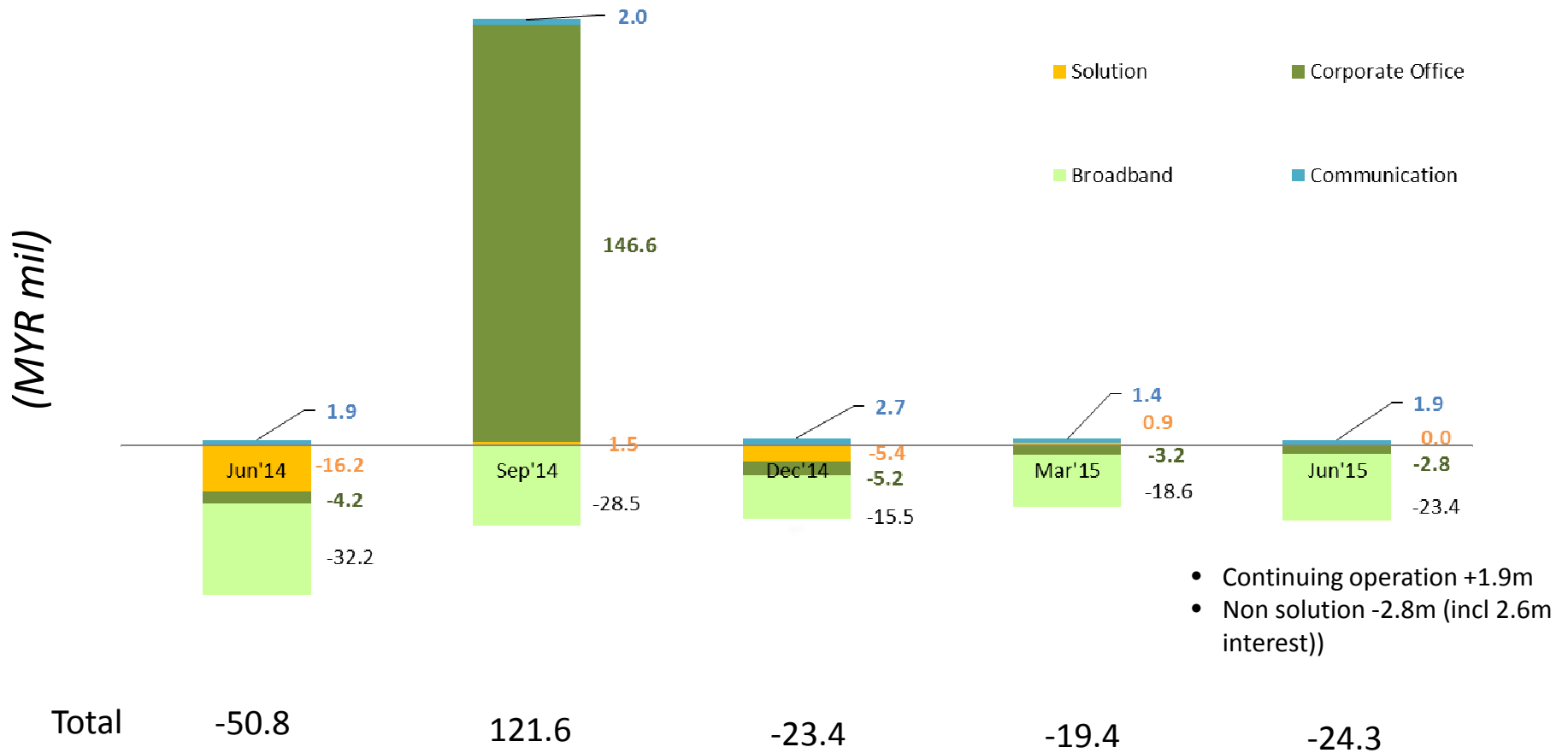


Result from Operational Units- EBITDA



- Lower Q on Q result due to lower gross margin from Solution business unit
- Operational units result YoY was lower due to inclusion of BB result and forex in Corporate office

➤ Profit After Tax result



Thank you

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