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| [http://www.greenpacket.com/images/logo.jpg](http://www.greenpacket.com/) |
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| |  | | --- | | **GPB NARROW LOSSES** *Executes next-phase of growth activities* | | **Key Highlights of Green Packet Berhad Performance:**   * **The Group’s losses narrowed by 26% Q-o-Q and 48% Y-o-Y to RM18.9m** * **The Group’s EBITDA improved 7% Q-o-Q and 62% Y-o-Y to RM19.5m.** **- Solution Pillar’s EBITDA increased by 241% Q-o-Q to RM15.0m** * **P1 Pillar continues to register stronger ARPU of RM88 and lower churn rate of 2.9%.** * ***Solution Pillar triples its trial engagement and doubles its commercial contract on LTE.***   **KUALA LUMPUR, 21 May 2014 :** Green Packet Berhad (“GPB/ The Group/ Group”) for the three months period ended 31 March 2014 posted its smallest quarterly loss since 2008.   Group Managing Director, CC Puan said “we entered 2014 knowing that we needed to set the tone for growth across all business divisions within the Group in a strategic and disciplined manner. This quarter proved that we can.”   **Key Results** The Group’s quarterly revenue fell short by 19% Q-o-Q and 12% Y-o-Y to RM131.2m.   P1, the broadband pillar contributed RM71.4m to the Group for the quarter and registered a lower positive Earnings Before Interest, Taxes, Depreciation and Amortization (“EBITDA”) of RM2.9m.   “On an expected slower quarter, P1 wanted to set its growth pace for future business on the right foot. Malaysia’s communication scene in this 4G race will require some endurance and P1 is injecting higher investment to focus on customer experience and to gain quality subscribers to ensure healthy growth,” said Puan.   For the quarter, P1 continued to strengthen its ARPU to RM88 compared to RM83 a year ago; while its churn reduced to 2.9% for its prepaid paying subscribers, surpassing industry average performance by more than half.   Meanwhile, the Group’s Solutions’ pillar contributed lower revenue of RM19.5m, but delivered a stronger EBITDA of RM15.0m to the Group, a 241% Q-o-Q improvement.   “In line with stronger global market shift from WiMAX to LTE, the revenue gained from the disposal of a non-core asset will be heavily reinvested on innovation to grow our LTE device portfolio,” added Puan   GP tripled its LTE trial engagement from 13 to 33 while adding ZTE, SMART Communications of The Philippines and Afrimax Group of Africa to its stable of 3 existing commercial LTE clients within the quarter.   The Group’s Alternative Service arm, NGT Networks, delivered another quarter of solid revenue of RM40.4m and Profit After Tax (“PAT”) of RM1.3m.  **INCOME STATEMENT**   |  | | --- | | **http://www.greenpacket.com/news_room/img/INCOME_STATEMENT_21-5-2014.png** |   **Forward Looking Statements** *This news release 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.*  **About Green Packet Berhad** *Listed on the Main Board of the Malaysian Bourse, Green Packet Berhad (“The Group”) aims to be the visionary global leader providing best connectivity to enrich lives. It provides best-of-class technologies, devices and services to simplify and enhance connectivity and communications. The Group offers a wide array of 4G products and services through its two main business pillars:s:*  ***The Greenpacket Solutions pillar*** *Greenpacket Solutions is a leading developer of next generation mobile broadband and networking solutions, providing 4G LTE and WiMAX network access devices and Connectivity Software Solutions.*  ***The P1 pillar*** *Packet One Networks (Malaysia) Sdn Bhd serves as the 4G operator and service provider arm, comprising of other companies or subsidiaries.*  For more information, visit: [www.greenpacket.com](http://www.greenpacket.com) | |