

time™

ANALYST DAY

12 JUNE 2025



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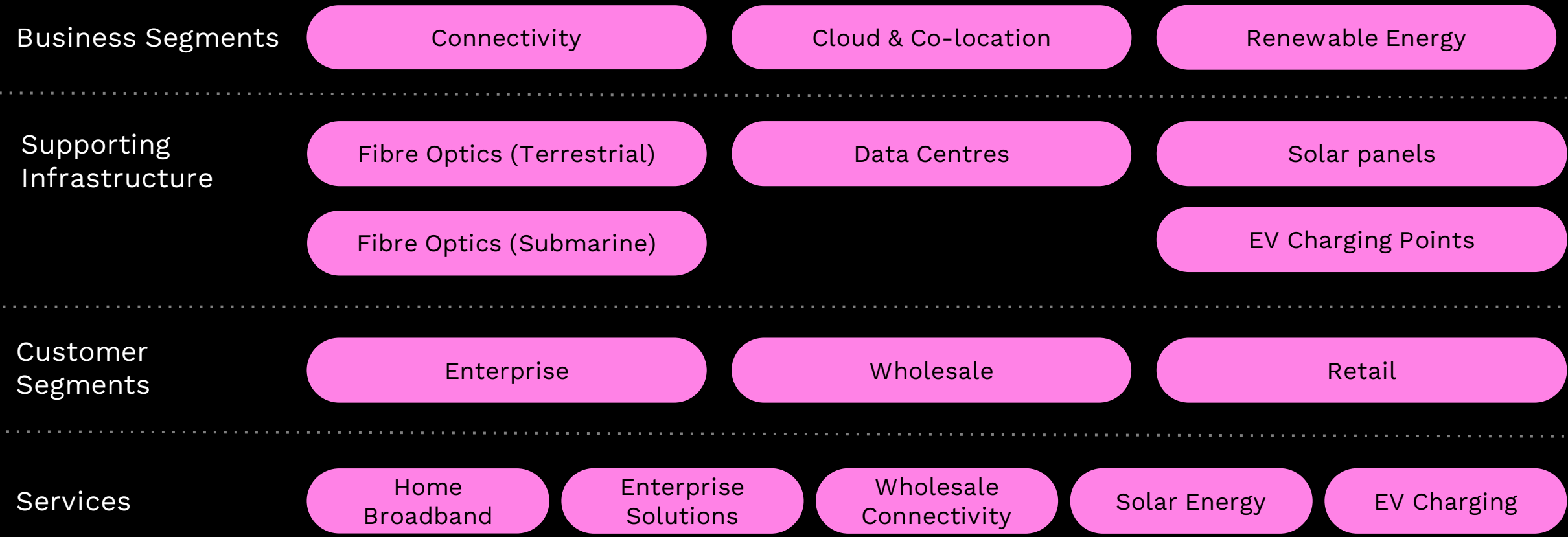
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A QUICK RECAP OF OUR BUSINESS



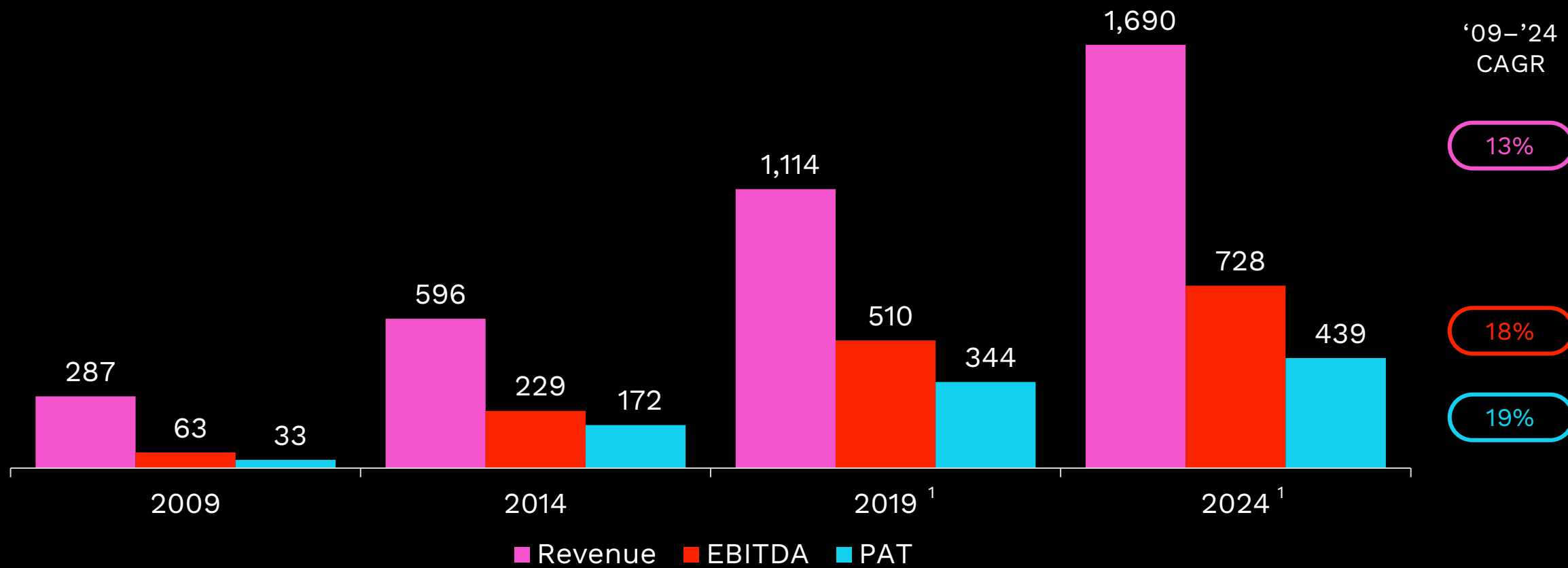
Note: Wholesale refers to other telecommunications service providers, over-the-top content providers (“OTT”) and Internet Service Providers (“ISP”), both domestic and international

Since incorporation in 1996, we have grown both organically and via partnerships & acquisitions

2001	2008	2011	2012	2015	2017	2019	2021	2022	2023	2024	2025
Listed on Bursa Malaysia	Appointed new Commander-in-Chief	Launched Consumer FTTH business	 <p>Acquired AIMS & Global Transit</p> 	 <p>Acquired stake in CMC Telecom, VN</p>	 <p>Acquired stake in Symphony Communication Public Company Limited, TH</p>	Launched Time Cloud	 <p>Acquired stake in AVM Cloud Sdn Bhd</p> <p>Updated dividend policy to annually pay an ordinary dividend up to 50% of the Group's Normalised PAT</p>	 <p>Launched new Time branding</p>	 <p>Completed AIMS partnership with Digital Bridge</p>	 <p>Acquired stake in Charge N Go</p>  <p>Launched Time Energy</p>	Announced Net Zero Ambition

We have delivered continuous and strong growth while sustaining healthy margins over the years

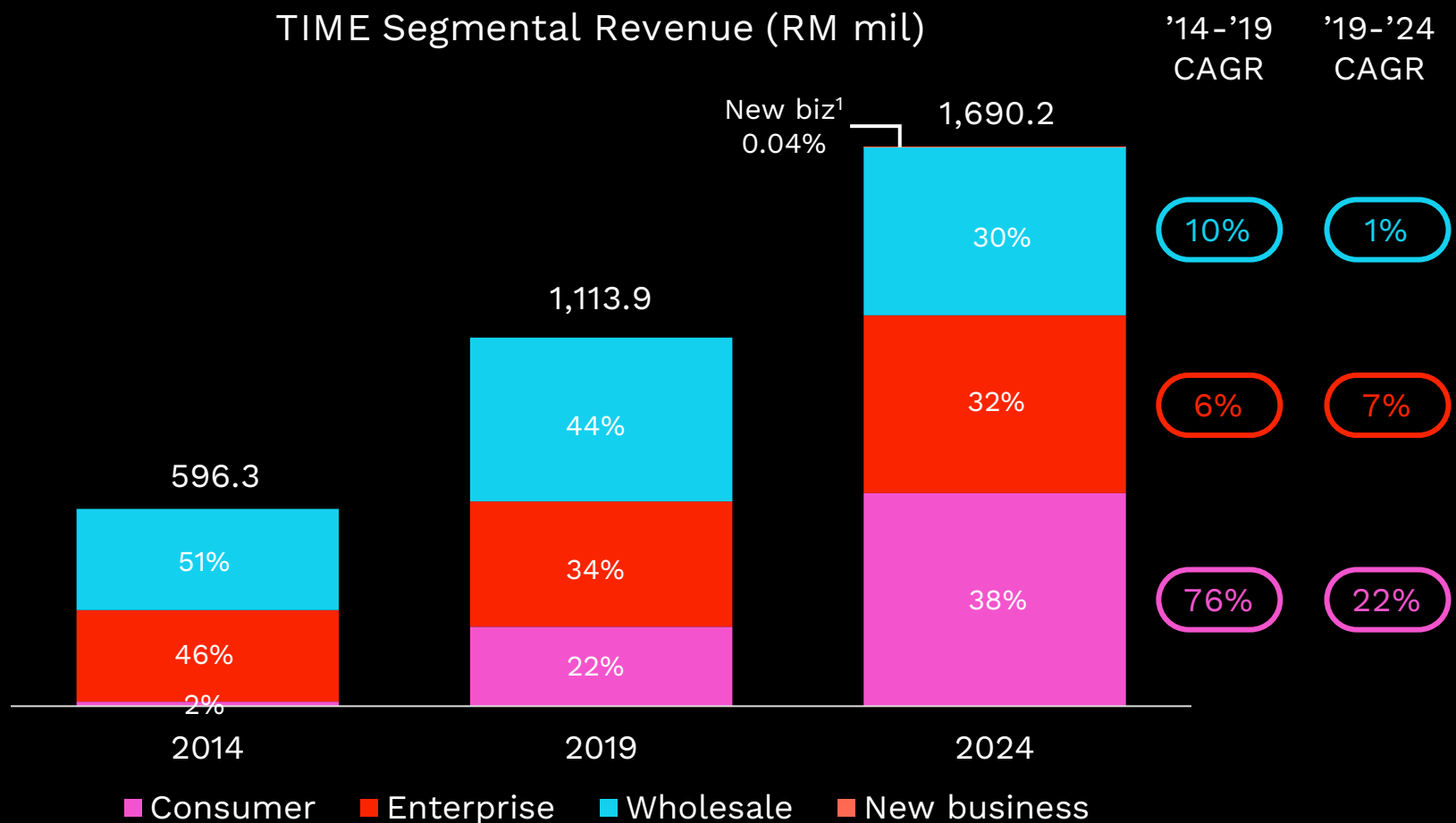
Financial Performance since 2009 (in RM mil)



Note: 1. 2019 & 2024 earnings data uses Adjusted EBITDA and Adjusted PAT - details of adjustments can be found in the Company's Performance Guides on <https://www.time.com.my/about-us/investor-relations/overview>

Source: TIME Internal Data

The composition of our business has changed significantly over the years



- Consumer continues to add significantly to our topline growth
- Shifts in global and domestic trends across Enterprise and Wholesale segments resulting in modest growth
- Solar and CNG currently make up <1% of our total revenue but they are our long-term bets on a utility play

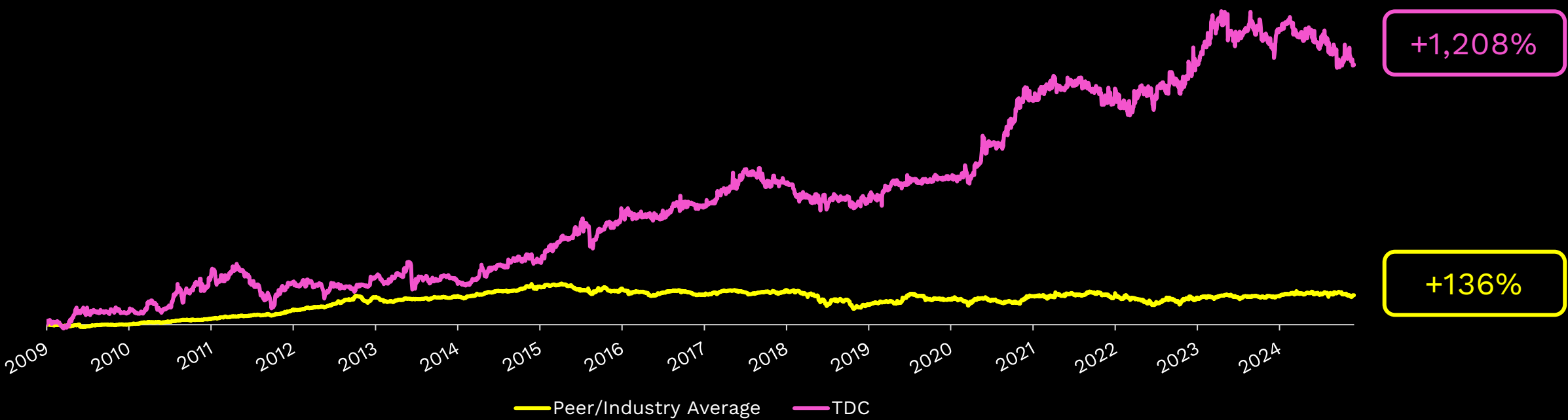
7 Note: 1. New biz refers to Solar and Charge N Go revenues

Source: TIME internal data

We have outperformed the industry in terms of total shareholder return over a 15-year horizon

Cumulative TSR 2009 - 2024

15Y TSR

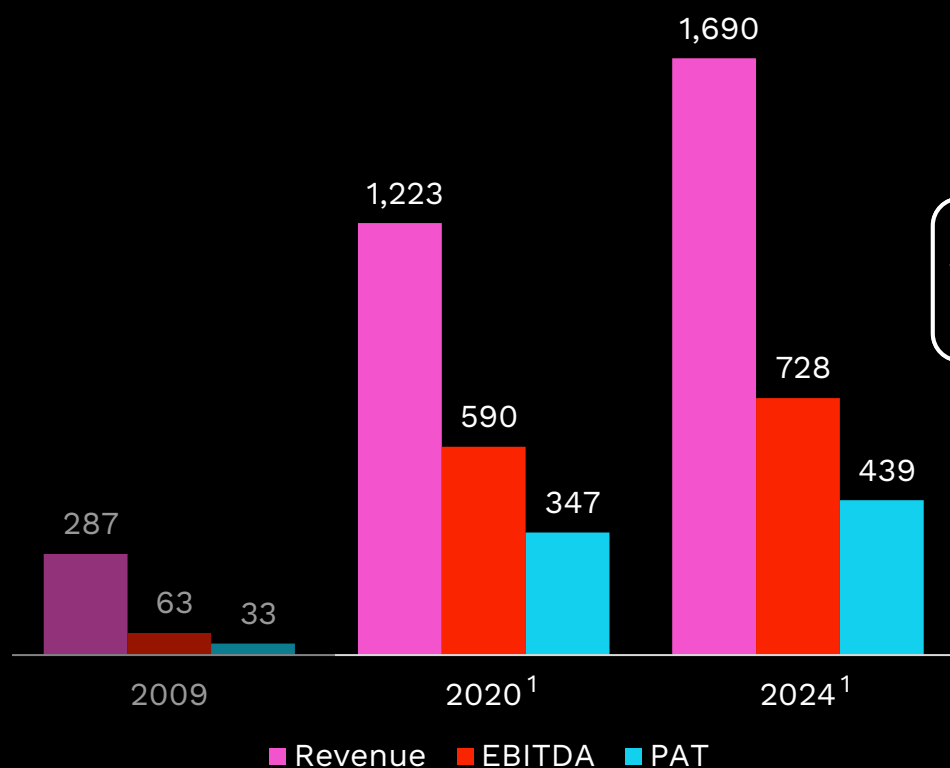


Note: Peers used for TSR comparison refer to selected domestic public listed telecommunications peers i.e. TM, Maxis, Axiata and CelcomDigi



However, zooming in on the last 4 years, we can see a slow down in the growth rate; This is our new reality

TIME Financial Performance (RM mil)



'09-'20 CAGR '20-'24 CAGR

14% 8%

Single-digit growth rate a new reality

23% 5%

24% 6%

TSR 2020 - 2024



Notes:

- 2020 & 2024 earnings data uses Adjusted EBITDA and Adjusted PAT - details of adjustments can be found in the Company's Performance Guides on <https://www.time.com.my/about-us/investor-relations/overview>
- Peers used for TSR comparison refer to selected domestic public listed telecommunications peers i.e. TM, Maxis, Axiata and CelcomDigi

Source: TIME internal data; Bloomberg

The reality of the industry today

What is going well with the industry?

- Fibre players produce relatively stable returns
- Mature industry with limited new entrants (*high CAPEX a barrier of entry*)
- Technology replacement risk remains low
- Telcos are increasingly focused on enhancing operational efficiency improvement to optimise returns

What are the challenges?

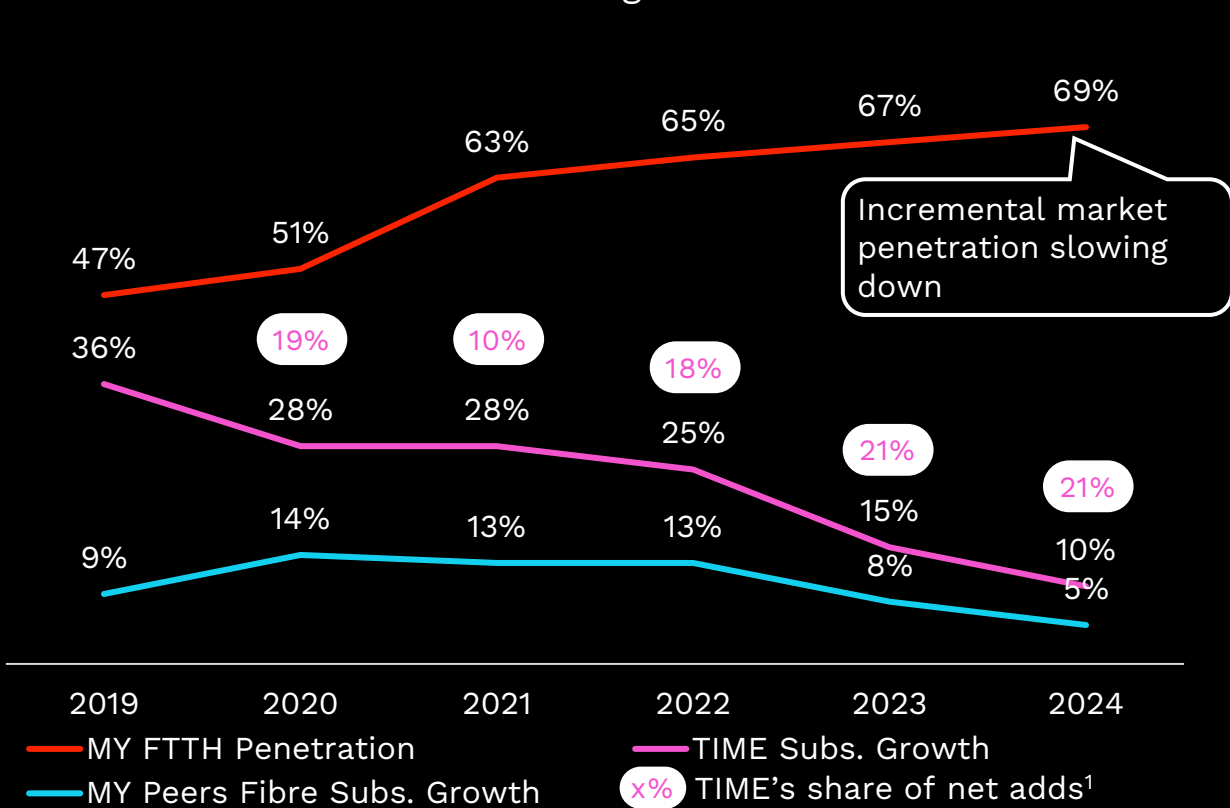
- The fibre broadband market is nearing saturation - limited growth in first time users to capture
- Global shifts in enterprise and wholesale trends demands new approach to remain successful
- Innovation & differentiation is increasingly challenging – there is very little to differentiate players in the market

The most RELIABLE and HELPFUL player will ultimately thrive

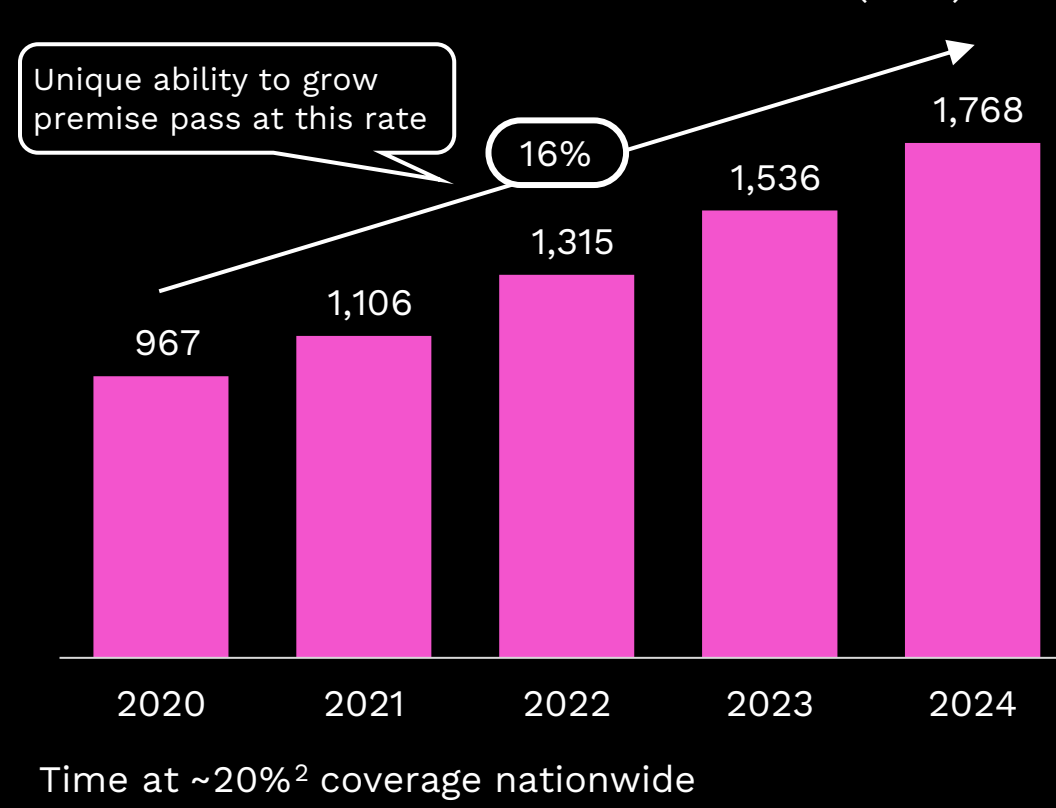
CONSUMER

We continue to outperform the industry by ~2x, despite a smaller network footprint and a slowing growth in the FTTH market

Y-o-Y Subscriber Growth Against FTTH Penetration

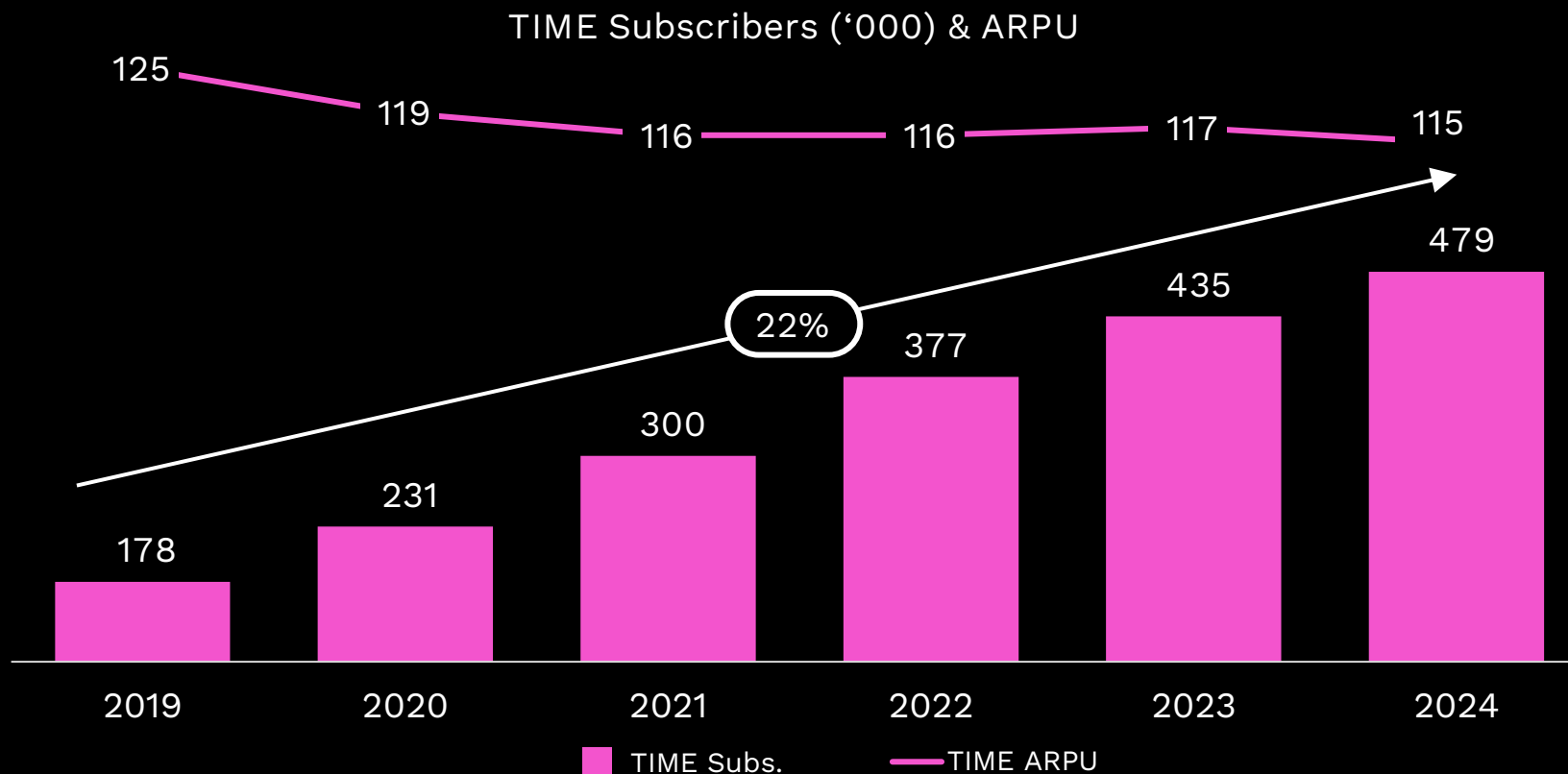


TIME Network Reach - Premise Pass ('000)



Notes:
 1. Share of net adds calculated using only top 4 fixed broadband operators in Malaysia
 2. Premise coverage is calculated against the 9 mil premises passed target nationwide (residential & commercial) set by the Malaysian government under the Jendela program.
 Premises passed refers to combined total of residential & non-residential buildings covered by network expansion

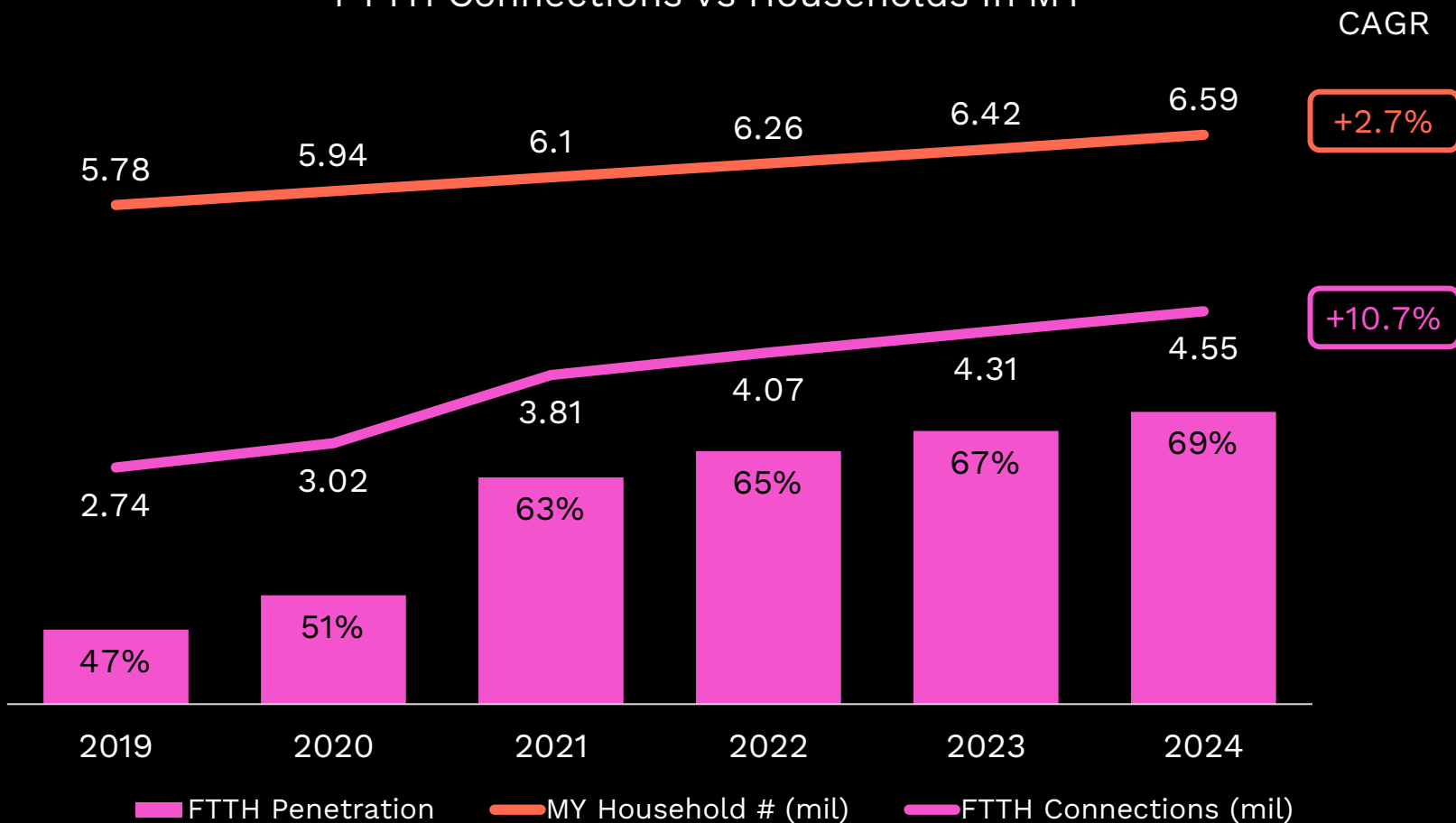
Our continued coverage expansion has translated to a strong subscriber base growth while keeping our ARPU steady



- We have achieved consistent growth with our subscriber base while keeping ARPU steady
- This was possible as our continued coverage expansion organically drives subscriber growth

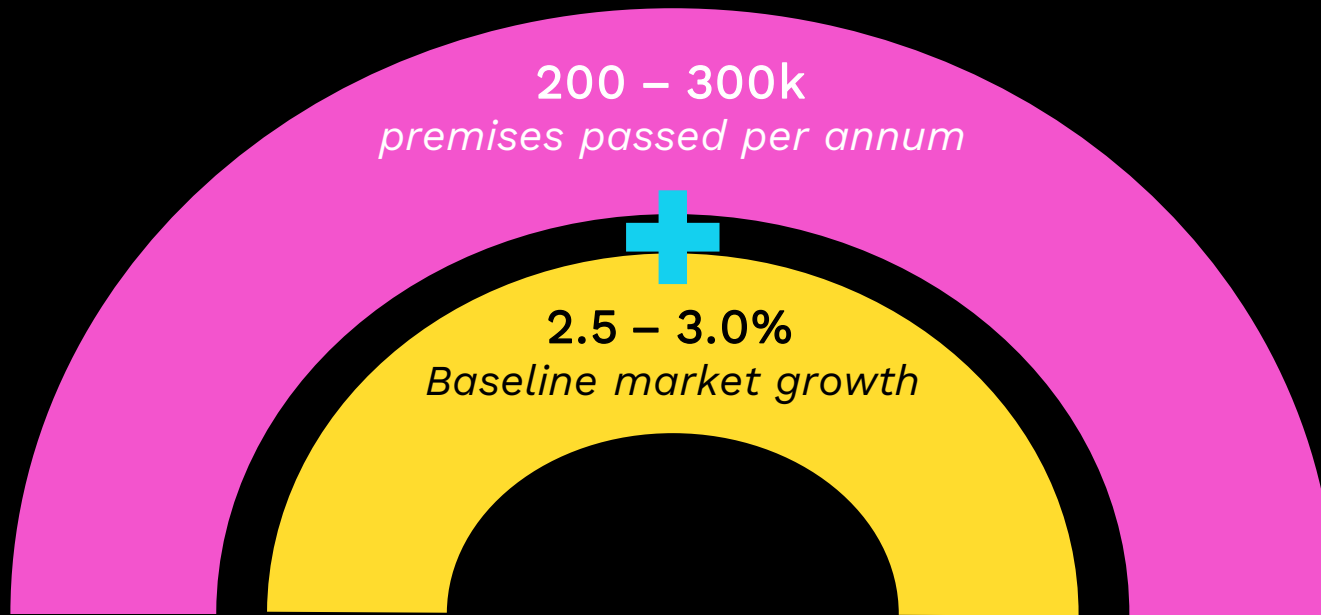
Fiberisation has outpaced household growth in MY, driven by a number of factors

FTTH Connections vs Households in MY



- We can treat MY household growth (2.7% per annum) as the baseline growth for FTTH penetration
- We believe FTTH penetration is driven by:
 - Access to fibre network
 - Baseline affordability
 - 5G as a replacement tech

Our continued coverage expansion confers us with a unique ability to grow at a higher rate vs the industry



A

Baseline growth: 2.5 – 3.0%
(benchmarked to MY HH growth)

+

B

TIME network expansion driven
growth: 200 – 300k premises
passed¹

We will continue to gain market share as we invest in our network expansion to cover more premises – an advantage unique to TIME

15 Note:
1. Premises passed refers to combined total of residential & non-residential buildings covered by network expansion

ENTERPRISE

Our 3C value proposition brings together the best of Time’s connectivity with its cloud and security infrastructure to offer enterprise clients a reliable & secure service

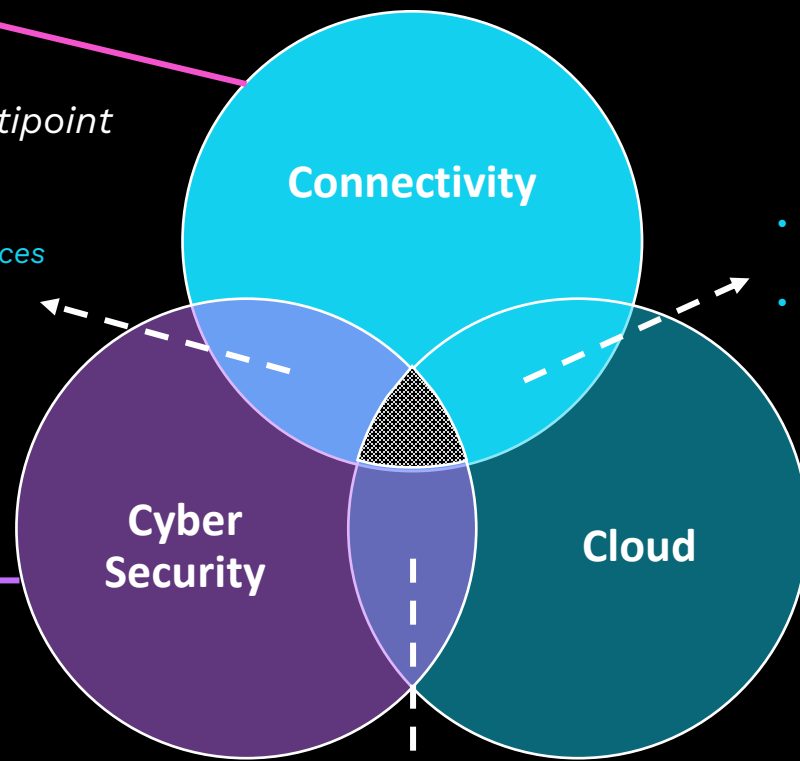
Reliable connection with high availability for digital first operations

- Internet
- Point-to-Point, Multipoint-to-Multipoint
- Private line

- Provide secure network services
- Improve leverage for Cyber Security handling

NCII-Grade security service provider for an **integrated security view**

- Network & Cloud Security
- SOC-as-a-Service



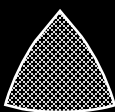
- Increase performance with better connection to cloud
- Enable cloud solution

Sovereign cloud service provider supporting your data infrastructure

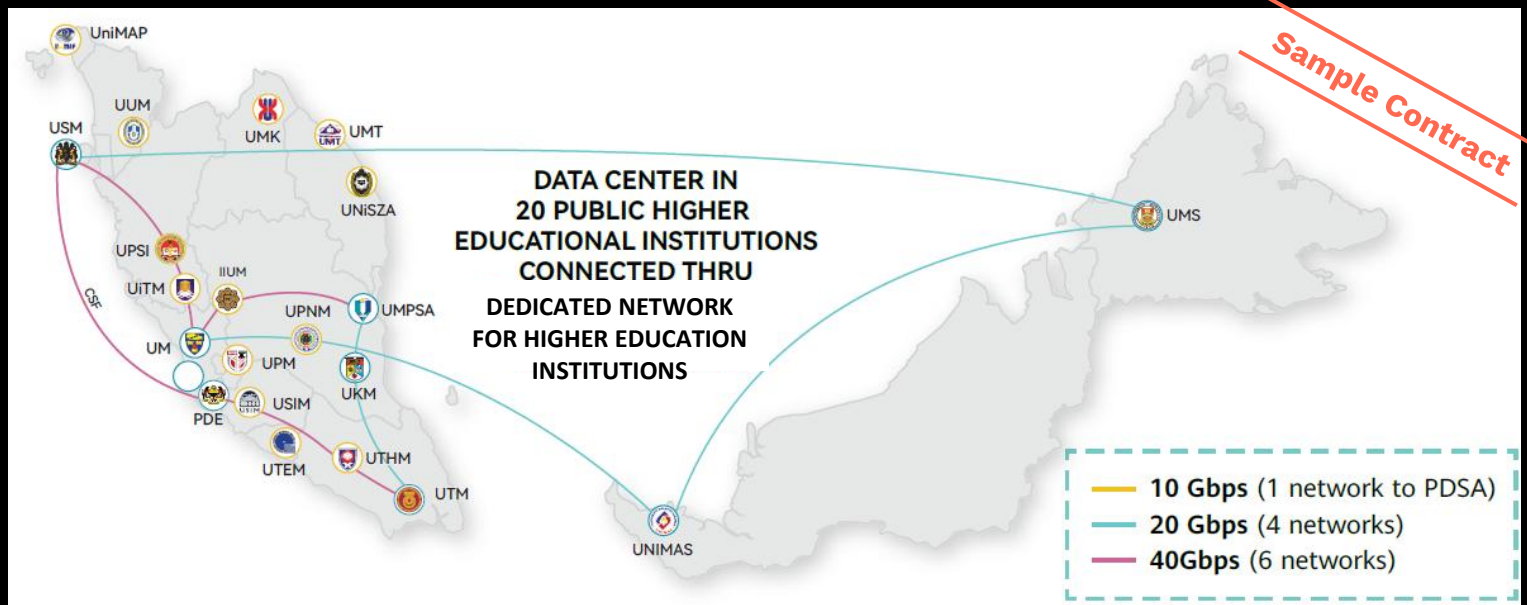
- Cloud infrastructure
- Multi-cloud management
- Disaster Recovery as a service

- Provide secure cloud services
- Manage cybersecurity platforms & logs

- High availability connectivity
- Sovereign cloud
- Cyber Resiliency



Connectivity remains a key driver for Enterprise; our market share has room for growth as we continue to expand our network coverage



Large enterprise contracts further support our investments in network expansion

For the 1st time, TIME has coverage in the following areas:

- Kota Iskandar
- Tanjung Malim
- Sg Besi
- Bangi
- Pagoh

This will allow us to service new enterprise and consumer subs. in the long-term

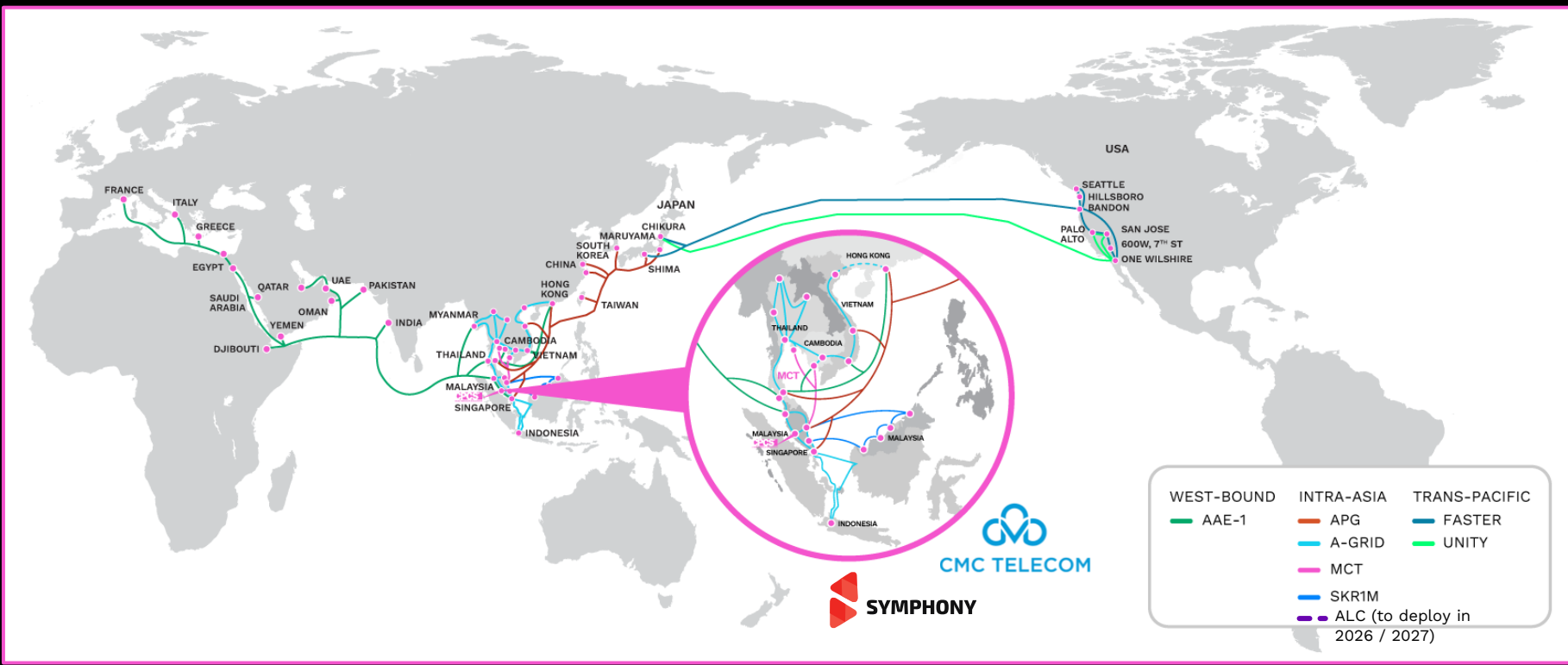
 **20**
IPTAs

 **5**
Institutional offices

 **2**
Data Centres

WHOLESALE

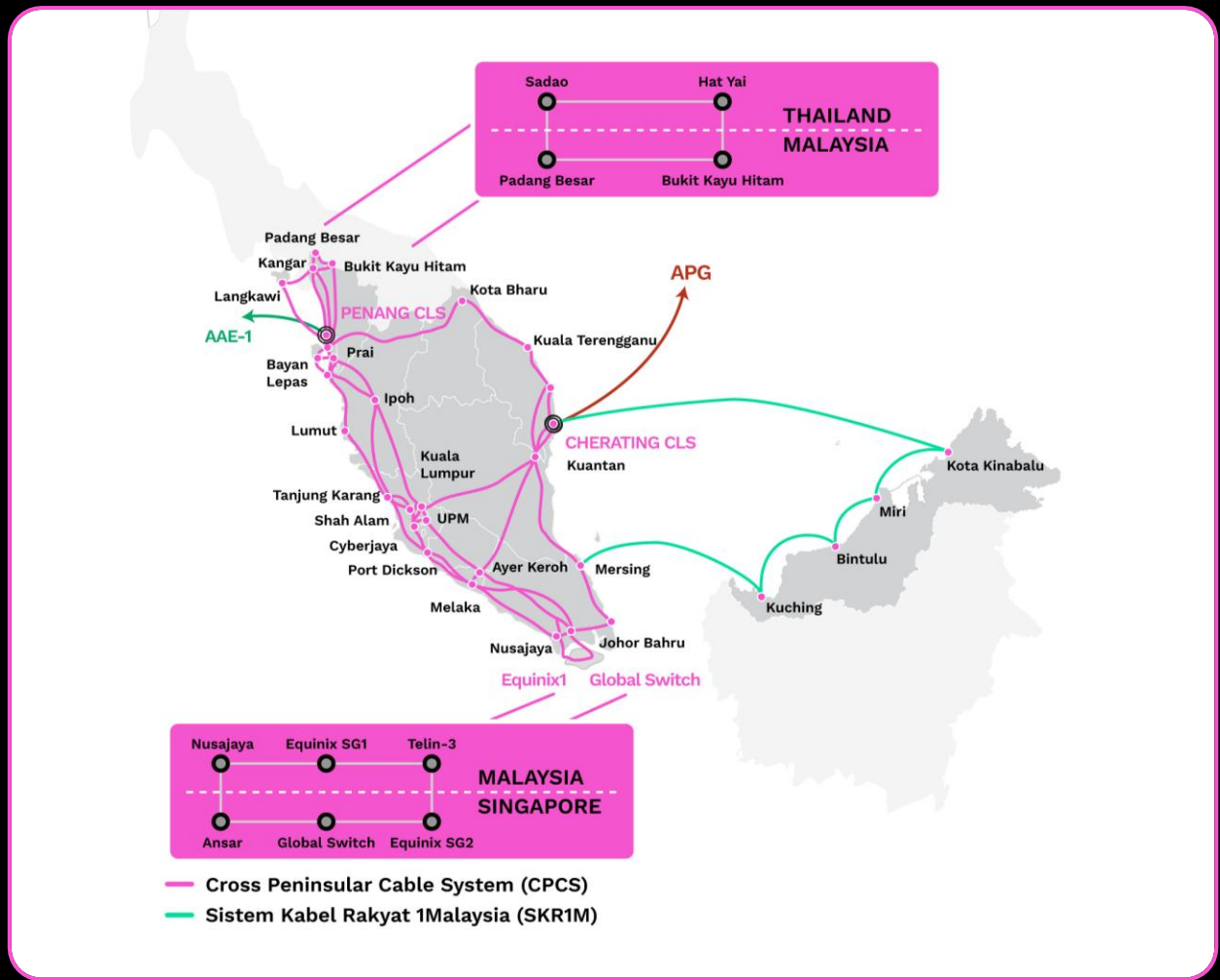
Our extensive global infrastructure has enabled us to build a sizeable international presence & client base



Maximising utility

- Our focus is on maximising utilisation of global submarine infrastructure coupled with stronger SLAs
- Regional terrestrial connectivity is our next priority, enabled by the assets of our associate companies across ASEAN





Our domestic infrastructure allows us to be a serious contender for new wholesale opportunities



Data Centre Growth Opportunity
 Rapid growth in data centers to drive up demand for faster and more reliable connectivity

HSBA
 A catalyst to monetize TIME’s fiber infrastructure via partnerships with MNOs

TIME has a robust network infra to capture both international & domestic wholesale opportunities

Segment	International		Domestic	
Supporting infra	<ul style="list-style-type: none"> • Submarine cables • Regional terrestrial network 		<ul style="list-style-type: none"> • Domestic terrestrial network 	
Services	 <p>Global carrier connectivity</p>	 <p>OTT & Hyperscaler connectivity</p>	 <p>Mobile node fiberisation</p>	 <p>HSBA & Others</p>
Demand drivers	<ul style="list-style-type: none"> • Demand shifting from private leased lines to Internet access with increasing SDWAN and cloud services adoption • Higher half-circuit connectivity demand to Singapore & Malaysia from increased Hyperscaler & OTT presence in ASEAN 		<ul style="list-style-type: none"> • Hyperscalers and OTTs actively investing in own submarine cables • Terrestrial connectivity (including data centre-to-data centre and Cable Landing Stations) remains highly regulated and requires local presence to operate • Continued demand for mobile node fiberisation to keep up with technology evolution and customer demands for higher speed connectivity • Fixed-mobile convergence play to increase demand for wholesale access • Reseller market & in-building solutions to present pockets of opportunities 	

DATA CENTRE

We continue to be strategically invested in the Data Centre space through our associates / JV partners



AIMS

- A national carrier neutral internet exchange with direct connectivity to all local telcos, a majority of international carriers and most major hyperscalers in the region
- AIMS has maintained utilization rates of over 90%
- AIMS Cyberjaya Phase 3 and a new DC build CJ12 is underway with expected completion in 2025
- Total data centre capacity is expected to increase to >40MW by the end of 2025

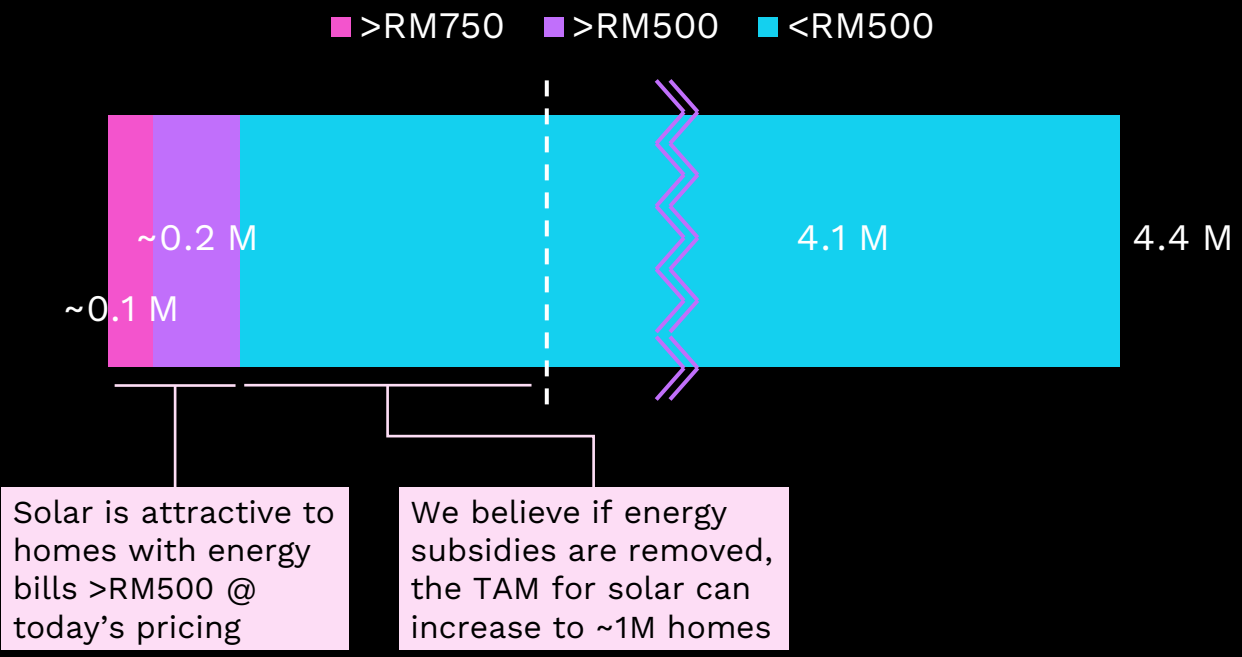
Regional DC network

- Access of up to 7MW of additional data centre capacity through our associate in Vietnam

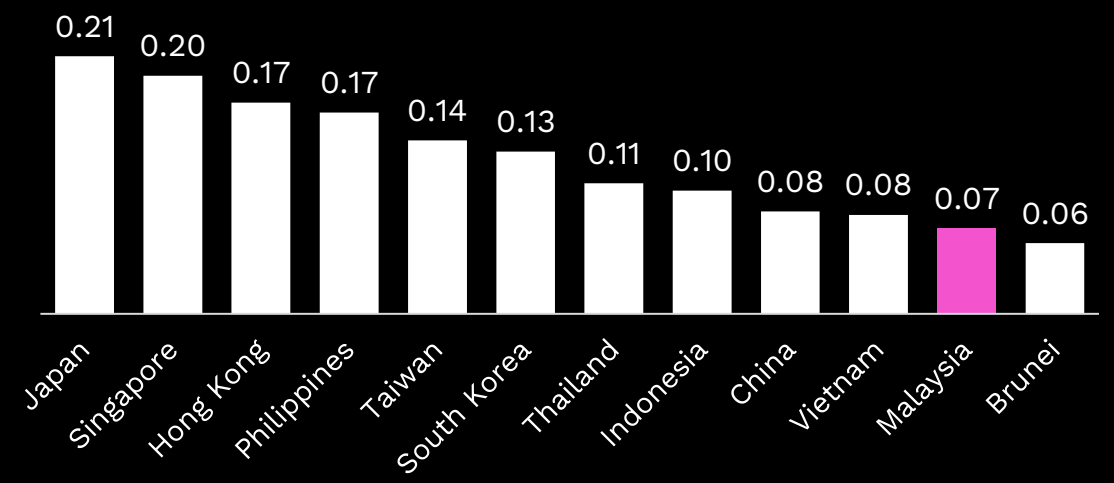
RENEWABLE ENERGY

The potential for rooftop solar remains huge – addressable market today is ~300k homes in Malaysia; increase in energy tariffs can unlock more potential subscribers

Distribution of landed households by energy bill size



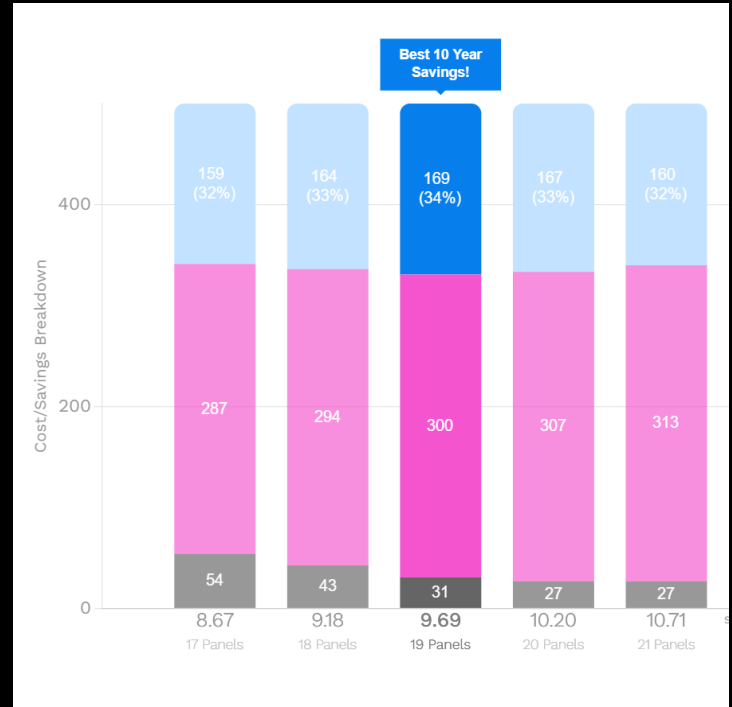
APAC electricity unit price per kWh (USD)



- Malaysia has one of the lowest electricity tariffs in the region
- An increase in tariffs can lead to a sizeable increase in addressable homes for rooftop solar

We offer customers both rent-to-own and outright purchase options

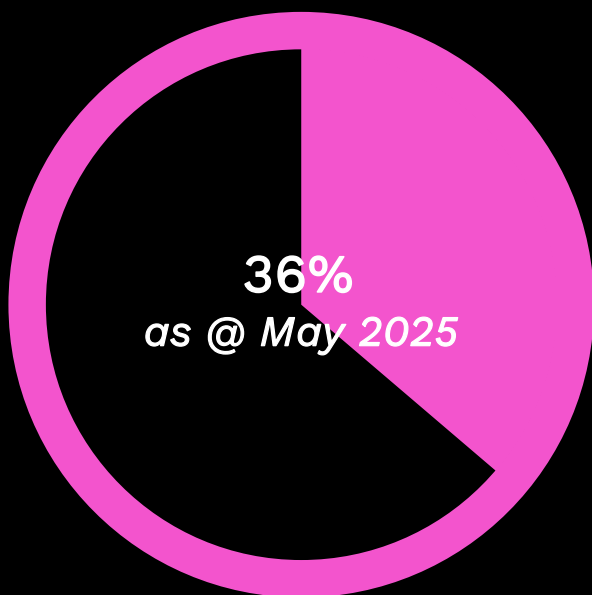
RECOMMENDED	
Rent-to-Own	Outright Purchase
<ul style="list-style-type: none">✓ Savings start as early as the first month✓ Low monthly payments✓ No financing needed✓ 24/7 proactive monitoring✓ 10-year comprehensive maintenance✓ Solar performance guarantee	<ul style="list-style-type: none">✓ Savings start after payback period✓ One-time upfront payment✓ Optional credit card Easy Payment Plan✓ Self-monitoring



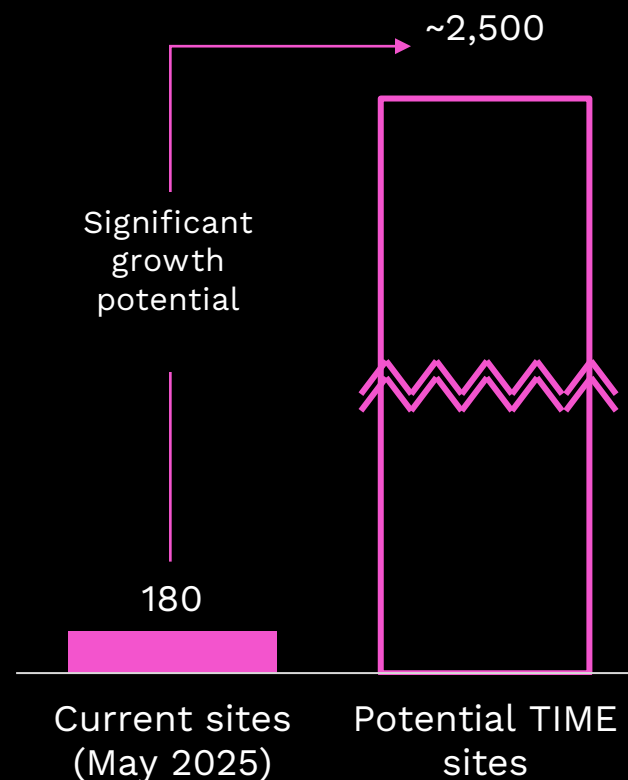
- We have rolled out an outright purchase model as an alternative to the original rent-to-own subscription model
- Customers can estimate their energy savings using an interactive calculator on our website. Pricing delivers substantial savings nett of the monthly cost

The growth in EV usage demands better access to EV charging facilities – particularly in residential and office buildings (where users spend most of their time)

MEVNet¹ targets 10,000 public EV chargers by 2025



Charge N Go sites



Why are we confident of Charge N Go?

- 1 **Focused strategy**
We primarily target high-rise residential units & high occupancy office buildings
- 2 **Competitive rates**
Our pricing is commercially viable for the long run while remaining attractive
- 3 **Leverage TIME's footprint**
Opportunity to leverage TIME's existing relationships with building gatekeepers and residents

Note: 1. MEVNet is a joint initiative by the Ministry of Housing & Local Government and the Malaysian Green Technology and Climate Change Corporation to map and oversee the advancement of EV charging stations rollout around Malaysia

Source: MEVNet

There are long-term synergy opportunities to be realized from our renewable energy investments – we can potentially bundle fibre and renewable energy services to our customers

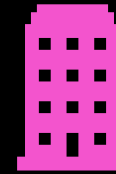


Single Dwelling Units (SDU)
Fibre



Subscribe with TIME for your home fibre broadband & rooftop solar subscription

- ✓ Enjoy high-speed broadband
- ✓ Save on electricity bills



Multi Dwelling Units (MDU)
Fibre



Subscribe with TIME for your home fibre broadband & EV charging membership

- ✓ Enjoy high-speed broadband
- ✓ Charge your EV at member rates

- Our current focus is to scale the renewable utilities investments and acquire subscribers organically
- Unified billing with fibre broadband is a long-term opportunity

SUSTAINABILITY

Environmental



Innovation & Efficiency

Driving technological advancements and operational excellence while minimising environmental impact.

Our Climate Action & Responsibility

- ✓ Implementing sustainable resource management and clean technology solutions.
- ✓ Reducing energy consumption, improving water management and enhancing waste recycling initiatives.
- ✓ Moving towards Net Zero ambitions by 2050 through operational efficiencies and responsible procurement.

Social



Connectivity & Accessibility

Expanding reliable, high-speed connectivity to empower individuals, businesses and communities.

Our Digital Inclusion & Workforce Excellence

- ✓ Ensuring customer satisfaction through network expansion and service quality.
- ✓ Building a skilled and diverse workforce through talent development and equal opportunity initiatives.
- ✓ Foster community development via connectivity-driven empowerment programmes.

Governance



Transparency & Accountability

Upholding governance, ethical business practices and stakeholder trust.

Our Governance & Compliance

- ✓ Maintaining full transparency and accountability.
- ✓ Strengthening data protection, cybersecurity and anti-corruption measures.
- ✓ Adhering to regulatory standards and best practices while promoting fair procurement.

The Group is committed to decarbonise its operations to achieve Net Zero GHG emissions by 2050



Near-term Ambitions by 2030

- Reduce Scope 1 & 2 GHG emissions by 45% by 2030, from a 2024 base year.
- Collaborate with supply chain partners to develop initiatives to reduce emissions.
- Adapt and refine initiatives to achieve our near-term ambitions.

Long-term Ambitions by 2050

- Commit to new strategies and operational changes to reach Net Zero emissions by 2050, while maximising shareholder value.
- Maintain strong collaboration with the broader supply chain to reduce emissions sustainably on the path to Net Zero.

CONCLUSION

We want to be a tech infrastructure investment company with a strong focus on returns & asset yields



Our North Star

1. Leverage our unique advantage to sustain above market-rate growth
2. Deliver long-term and sustainable returns
3. Maximise asset yields

Become a Tech Infrastructure Investment Company

- Deploy capital efficiently to build a formidable domestic & regional utility asset base
- Disciplined asset management to maximise primary returns on assets
- Portfolio management approach to traditional and new utility assets

Maximise network infrastructure returns

- Grow segmental market share
- Keep operating costs lean
- Maintain exceptional customer service and product quality

Consumer

Enterprise

Wholesale

Incubate and scale new investments

- Acquire market share rapidly
- Scale operations to maturity and instil process discipline
- Grow the market and explore synergies

Solar

EV Charging

Other investments

New operating model and governance framework to enable returns-based approach to management and foster innovation

TIME has unique advantages to continue its growth story

TIME yet to maximise its TAM

- We only have ~20% nationwide premise coverage today – with each network roll-out, TIME can **increase its TAM in a way no other fibre player can**
- Strong potential for growth in consumer segment – we expect our **subscriber growth to continue outpacing the industry**
- We have **significant room for growth in the Enterprise and Wholesale segments**, building on present wins and future HSBA opportunities
- There is a **symbiotic effect to subscriber growth with network expansion** for any one of our core segments

TIME has a strong regional asset base

- We are one of few regional players with **assets spanning the length of continental ASEAN** via our associate companies – enabling greater connectivity & cost competitiveness for our global customers
- We intend to continue **generating value in the data centre space** through our AIMS partnership while leveraging insights for **continued connectivity growth**
- We will continue to **deploy capital opportunistically for regional connectivity growth** to generate long-term returns from the hyperscaler and OTT demand

AND THAT'S TIME

time™

ANY QUESTIONS?

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