

## Financial Highlights

	2016	2015 <sup>(1)</sup>	2014 <sup>(1)</sup>	2015-2016 YoY Change
<b>FINANCIAL RESULTS</b>				
<b>Financial Indicators (RM mn)</b>				
Revenue	8,612	8,601	8,389	0.1%
Service revenue	8,455	8,520	8,209	-0.8%
EBITDA <sup>(2)</sup>	4,551	4,331	4,229	5.1%
Normalised EBITDA <sup>(3)</sup>	4,484	4,425	4,251	1.3%
Profit from operations	3,152	2,872	2,816	9.7%
Profit Before Tax ("PBT")	2,737	2,460	2,436	11.2%
Profit After Tax ("PAT")	2,013	1,747	1,725	15.2%
Normalised PAT <sup>(4)</sup>	1,963	1,960	1,943	0.2%
Profit attributable to equity holders of the Company	2,013	1,739	1,718	15.8%
<b>Financial Ratios</b>				
EBITDA margin (%)	52.8	50.4	50.4	
Normalised EBITDA margin (%)	52.1	51.5	50.7	
PBT margin (%)	31.8	28.6	29.0	
PAT margin (%)	23.4	20.3	20.6	
Normalised PAT margin (%)	22.8	22.8	23.2	
Interest cover ratio	6.7	6.1	6.6	
Earnings per share (sen)				
- basic	26.8	23.2	22.9	
- fully diluted	26.8	23.2	22.9	
Dividends per share (sen) <sup>(5)</sup>	20.0	20.0	40.0	
<b>FINANCIAL POSITIONS</b>				
<b>Financial Indicators (RM mn)</b>				
Equity attributable to equity holders of the Company	4,721	4,190	4,716	
Total assets	19,643	18,984	18,109	
Total borrowings	9,253	9,130	8,798	
<b>Financial Ratios</b>				
Return on invested capital (%)	18.9	17.9	16.9	
Return on average equity (%)	45.2	39.1	32.1	
Return on average assets (%)	12.6	11.8	12.0	
Gearing ratio	1.82	1.86	1.53	
Net assets per share attributable to equity holders of the Company (RM)	0.63	0.56	0.63	

### Notes

<sup>(1)</sup> The comparative results were restated to provide more comparable information with the current year

<sup>(2)</sup> Defined as Earnings Before Interest, Taxes, Depreciation and Amortisation

<sup>(3)</sup> Exclude below items for the respective years:

(a) Year 2016 - RM67 million comprising reversal of contract obligations provision of RM47 million and unrealised foreign exchange gains of RM20 million

(b) Year 2015 - unrealised foreign exchange losses of RM94 million

(c) Year 2014 - RM22 million comprising unrealised foreign exchange losses of RM44 million offset by reversal of contract obligations provision of RM22 million

<sup>(4)</sup> Exclude below items (after tax effects) for the respective years:

(a) Year 2016 - RM50 million comprising accelerated depreciation of RM37 million offset by reversals of asset impairment and contract obligations provision of RM71 million and unrealised foreign exchange gains of RM16 million

(b) Year 2015 - RM213 million comprising accelerated depreciation of RM143 million and unrealised foreign exchange losses of RM70 million

(c) Year 2014 - RM218 million comprising accelerated depreciation of RM201 million and unrealised foreign exchange losses of RM33 million offset by reversal of contract obligations provision of RM16 million

<sup>(5)</sup> Dividends per share consist of interim and final dividends declared and proposed in respect of the designated financial years