



Financial Highlights

	2017	2016 ⁽⁷⁾	2015 ⁽⁷⁾	2016-2017 YoY Change
FINANCIAL RESULTS				
Financial Indicators (RM'mn)				
Revenue	8,696	8,612	8,601	1.0%
Service revenue ⁽¹⁾	8,525	8,455	8,520	0.8%
EBITDA ⁽²⁾	4,709	4,551	4,331	3.5%
Normalised EBITDA ⁽³⁾	4,597	4,502	4,445	2.1%
Profit Before Tax ("PBT")	2,894	2,737	2,460	5.7%
Profit After Tax ("PAT")	2,192	2,013	1,747	8.9%
Normalised PAT ⁽⁴⁾	2,086	1,977	1,975	5.5%
Profit attributable to equity holders of the Company	2,192	2,013	1,739	8.9%
Financial Ratios				
EBITDA margin (%)	54.2	52.8	50.4	
Normalised EBITDA margin on service revenue (%)	53.9	53.2	52.2	
PBT margin (%)	33.3	31.8	28.6	
PAT margin (%)	25.2	23.4	20.3	
Normalised PAT margin on service revenue (%)	24.5	23.4	23.2	
Interest cover ratio	7.4	6.7	6.1	
Earnings per share (sen)				
- basic	28.6	26.8	23.2	
- fully diluted	28.6	26.8	23.2	
Dividends per share (sen) ⁽⁵⁾	20.0	20.0	20.0	
FINANCIAL POSITIONS				
Financial Indicators (RM'mn)				
Equity attributable to equity holders of the Company	7,042	4,721	4,190	
Total assets	19,249	19,643	18,984	
Total borrowings ⁽⁶⁾	7,642	9,253	9,130	
Financial Ratios				
Return on Invested Capital (%)	18.3	18.9	17.9	
Return on Average Equity (%)	37.3	45.2	39.1	
Return on Average Assets (%)	13.1	12.6	11.8	
Net gearing ratio	1.00	1.82	1.86	
Net assets per share attributable to equity holders of the Company (RM)	0.90	0.63	0.56	

Notes:

⁽¹⁾ Service revenue is defined as Group revenue excluding device, hubbing revenues and network income

⁽²⁾ Defined as Earnings Before Interest, Taxes, Depreciation and Amortisation and allowance for write down of identified network cost

⁽³⁾ Exclude below items for the respective years:

(a) Year 2017 - RM112 million comprising unrealised foreign exchange gains of RM78 million and prior years' service fees reduction of RM62 million offset by upfront spectrum assignment fees charged out of RM28 million

(b) Year 2016 - RM49 million comprising unrealised foreign exchange gains of RM20 million and reversal of contract obligations provision of RM47 million offset by service fees charged of RM18 million

(c) Year 2015 - RM114 million comprising unrealised foreign exchange losses of RM94 million and service fees charged of RM20 million

⁽⁴⁾ Exclude below items (after tax effects) for the respective years:

(a) Year 2017 - RM106 million comprising unrealised foreign exchange gains of RM59 million and prior years' service fees reduction of RM47 million

(b) Year 2016 - RM36 million comprising accelerated depreciation of RM37 million and service fees charged of RM14 million offset by reversals of asset impairment and contract obligations provision of RM71 million and unrealised foreign exchange gains of RM16 million

(c) Year 2015 - RM228 million comprising accelerated depreciation of RM143 million, unrealised foreign exchange losses of RM70 million and service fees charged of RM15 million

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

⁽⁶⁾ Include derivative financial instruments designated for hedging relationship on borrowings but exclude vendor financing

⁽⁷⁾ The comparative results were restated to provide more comparable information with the current year