



# **Press Release**

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## **BINASAT RECORDS NORMALISED YEARLY NET PROFIT OF RM10.4 MILLION DECLARED 0.5 SEN INTERIM DIVIDEND IN THE CURRENT QUARTER**

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**KUALA LUMPUR, 29 AUGUST 2018 – Binasat Communications Berhad (“Binacom”),** a provider of telecommunication support services for satellite, mobile and fibre optic networks, today reported its fourth quarter results for the financial year ended 30 June 2018 (“Q4FYE2018”).

### **FINANCIAL RESULTS**

|  | <u>Quarter-on-Quarter</u> |                      | <u>Year-on-Year</u>       |                           |
|--|---------------------------|----------------------|---------------------------|---------------------------|
|  | <b>Q4<br/>RM'000</b>      | <b>Q3<br/>RM'000</b> | <b>FYE2018<br/>RM'000</b> | <b>FYE2017<br/>RM'000</b> |
| Revenue  | 17,677                    | 16,019               | 57,189                    | 54,519                    |
| IPO listing expenses                               | -                         | 201                  | 1,355                     | 412                       |
| Profit After Tax & Minority Interest<br>("PATAMI") | 2,324                     | 3,110                | 9,033                     | 10,027                    |
| Normalised PATAMI*                                 | 2,324                     | 3,311                | 10,388                    | 10,439                    |

(\* excluding IPO listing expenses)

For the quarter under review, the Group recorded a higher revenue of RM17.67 million, translating into a 10.3% increase as compared to Q3FYE2018. The increase in revenue was contributed by completion of new fiber optic installation and commissioning projects. However, the Group recognized a lower PATAMI of RM2.32 million, down 25.2% as compared to Q3FYE2018. The lower profit was due to higher direct costs and administrative expenses, mainly due to higher staff related costs and increase in allowance for impairment loss on trade receivables.

For the full year under review, the Group registered a record revenue of RM57.19 million which was 4.9% higher as compared to RM54.52 million in FYE2017. The increase in revenue was contributed by new fiber optic installation and commissioning projects and higher recurring revenue from network operation activities during the year. However, PATAMI for FYE2018 of RM9.03 million was lower against previous year, affected by IPO listing expenses of RM1.36 million incurred in the current financial year. Adjusting for IPO expenses, the core PATAMI for FYE2018 would stand at RM10.39 million, which was marginally lower than FYE2017.



Pursuant to the above, the Group has declared a second interim dividend of 0.5 sen per share for the financial year ended 30 June 2018, amounting to RM1.30 million. The book closure and payment dates for the aforesaid dividend are 19 September 2018 and 8 October 2018 respectively.

### **Comments by Mr Na Boon Aik, Managing Director of Binasat Communications Berhad**

“In this year, the Group has achieved a record revenue with year-on-year growth of 4.9% contributed by higher recurring revenue from managed services operations. This momentum will increase as we forge ahead with our post-listing expansion plans.”

“The Group will continue to grow its recurring revenue business via the post-IPO expansion plans to explore new sources of revenue and business opportunities, both in Malaysia and in other ASEAN countries. The Group is expected to benefit from the new satellite teleport facility in Technology Park Malaysia in Bukit Jalil, Kuala Lumpur. In addition, the Group is currently enhancing our engineering and operations capability in providing more quality service to our customers. ”

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### **ABOUT BINASAT COMMUNICATIONS BERHAD**

We operate within the support services for the telecommunication network industry in Malaysia. The Group is involved in the provision of:

- a) Installation & commissioning (“**I&C**”) services, which involves setting up, aligning and configuring satellite ground stations and satellite hubs, I&C of mobile network equipment and I&C of fibre optic cables and related network equipment; and
- b) Operations & maintenance (“**O&M**”) services, comprising scheduled and unscheduled maintenance at VSAT ground station sites and satellite hubs, base transceiver stations (BTS) and fibre optic network equipment. We are also involved in providing uplink and downlink services for live telecasts sporting event and on-location news broadcast.

With more than 350 employees and a proven track record of more than 13 years, Binacom strives to deliver timely and quality services to our customers in Malaysia. The group is currently servicing c.1,750 VSAT (Very Small Aperture Terminal) ground stations installed at petrol stations, 4,500 overall VSAT ground stations, and 11,000 mobile BTS sites, representing a market share of 57%, 64% and 28% in the respective area. The Group’s recurring income makes up of c.49% of total revenue on average, widely owing to its operations and maintenance services for the satellite (including uplink and downlink services), mobile and fibre-optic segments.

For more information about Binacom, please visit [www.binacom.com.my](http://www.binacom.com.my)

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