

# 2Q 2016 Financial Results

20 July 2016

# Summary and key numbers

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# Operational drivers stabilising despite challenging market

- Slight pressure on service revenue; price competition continues but new plans are gaining traction
- YTD EBITDA stable adjusting for unrealised forex impact and one-off reversals
- Market leadership in 4G LTE network coverage and quality driving strong data uptake
- Continue to invest in the widest sales and service footprint and innovation
- Declared second interim dividend of 5 sen net per share; payable on 29 September 2016



# Key numbers

RM mn	2Q15	1Q16	2Q16	1H15	1H16	QoQ	YoY	YTD
Service revenue	2,089	2,122	2,055	4,211	4,177	-3.2%	-1.6%	-0.8%
EBITDA	1,110	1,156	1,006	2,193	2,162	-13.0%	-9.4%	-1.4%
EBITDA margin on service revenue	53.1%	54.5%	49.0%	52.1%	51.8%	-5.5pp	-4.1pp	-0.3pp
Profit after Tax	491	484	421	973	905	-13.0%	-14.3%	-7.0%
Free cash flow	350	288	561	819	849	94.8%	60.3%	3.7%
Prepaid revenue	1,012	1,013	959	2,061	1,972	-5.3%	-5.2%	-4.3%
Postpaid revenue	972	992	975	1,942	1,967	-1.7%	0.3%	1.3%
Capex	218	159	333	353	492			
Dividend per share (sen)	5	5	5	10	10			

*EBITDA, EBITDA margin and Profit After Tax on normalised basis*  
*Effective 2Q16, network income has been re-classified as non-service revenue*



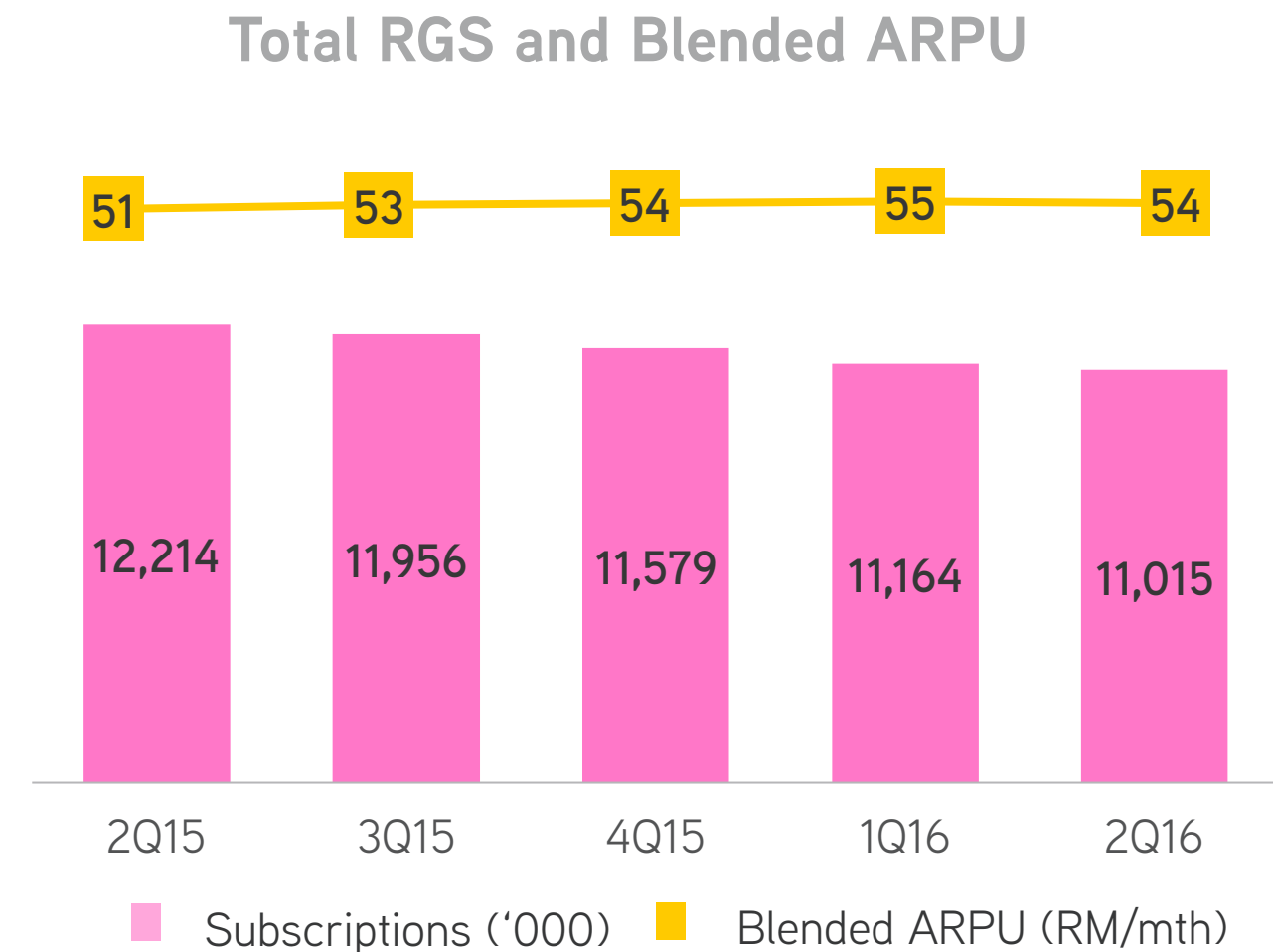
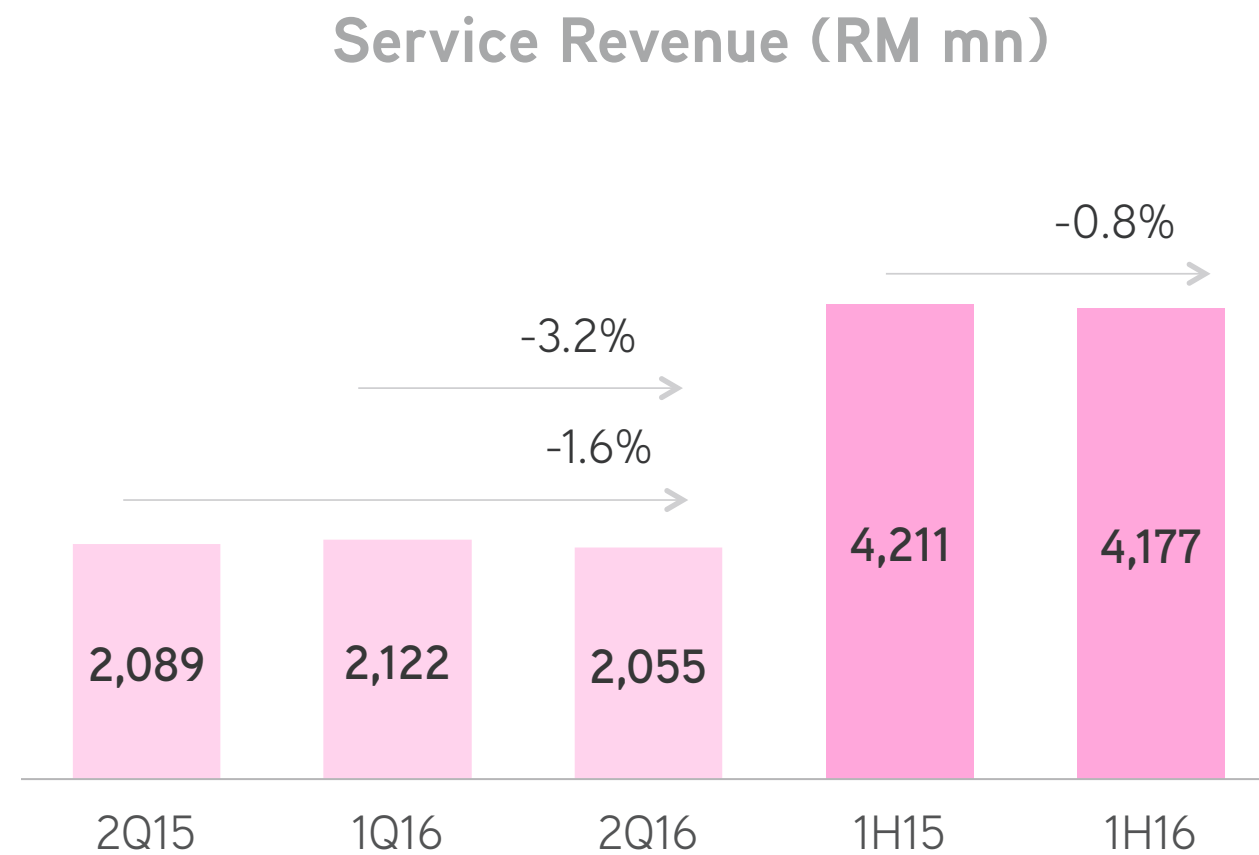


# Financial review

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# Service revenue impacted by price competition and lagging effects of new plans



- Service revenue decline driven by soft prepaid; postpaid stable
- Limited contribution from new plans this quarter; revenue recovery expected in coming quarters
- ARPU held up by enhanced customer propositions; attracting high ARPU data centric customers

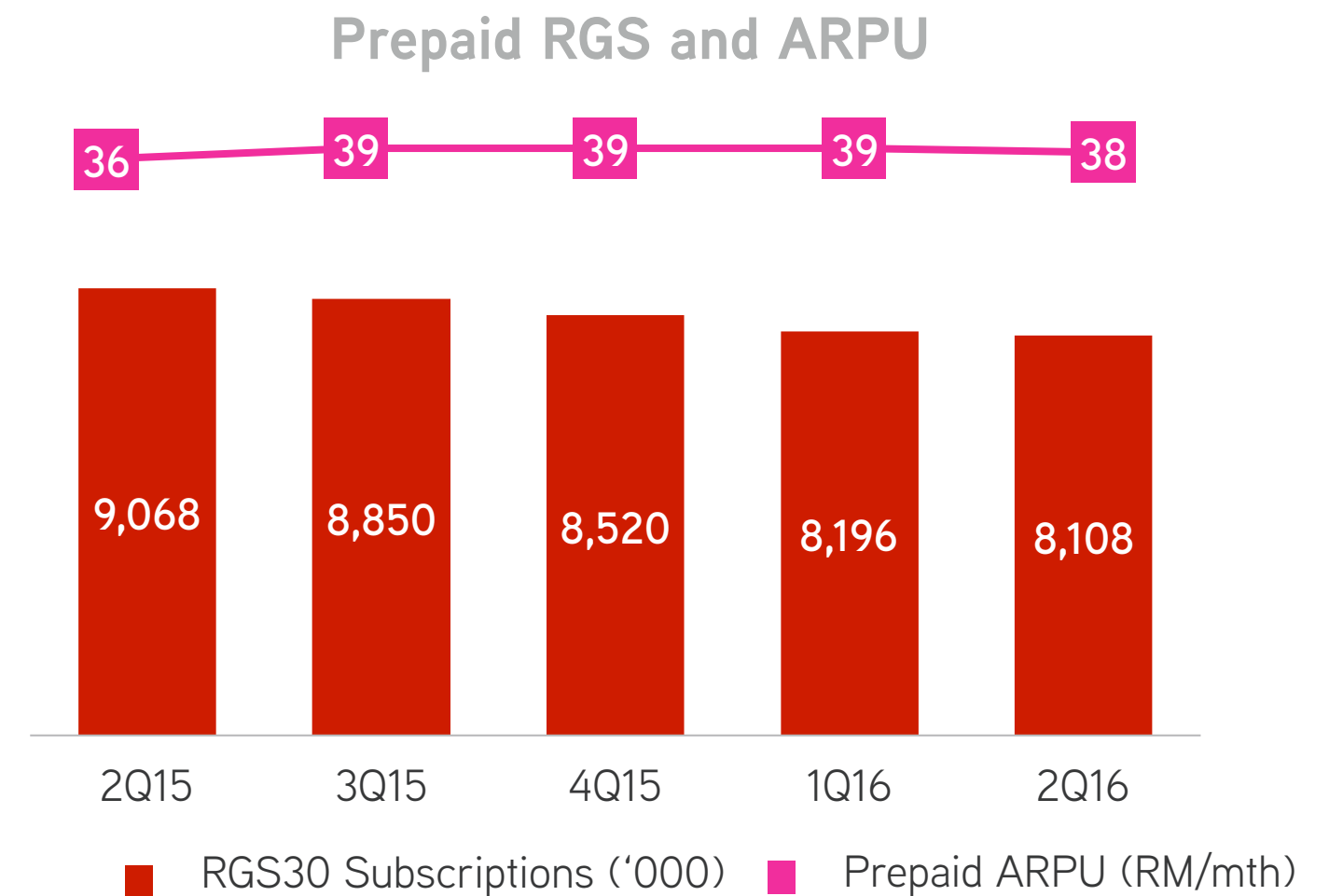
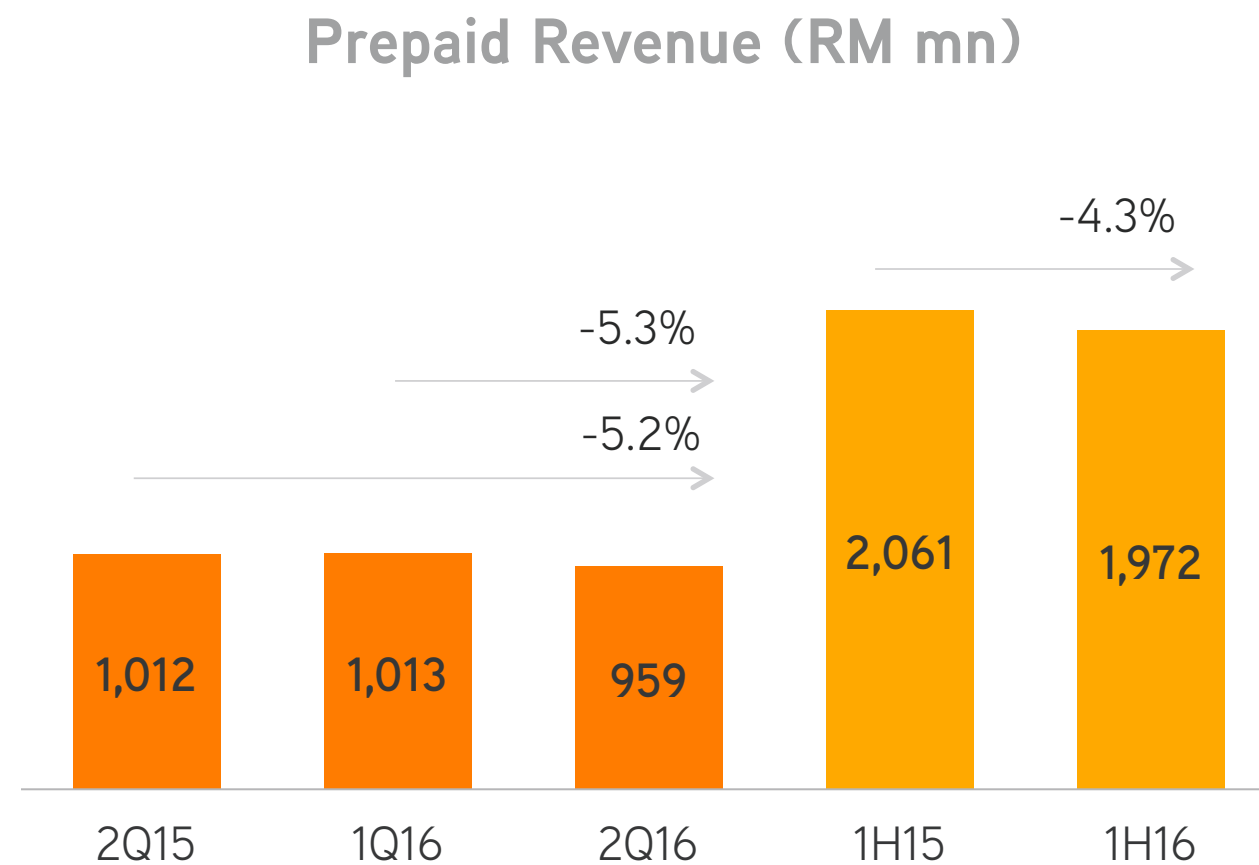


# Hotlink launched free '8GB/month for life'

- › Contributing to positive trajectory in subscriber acquisition, ARPU and Mobile Internet usage
- › Targeting 4G users with Malaysia's no. 1 4G network
- › Catalyst for migrating 3G users to 4G



# Hotlink FAST driving improved acquisition momentum

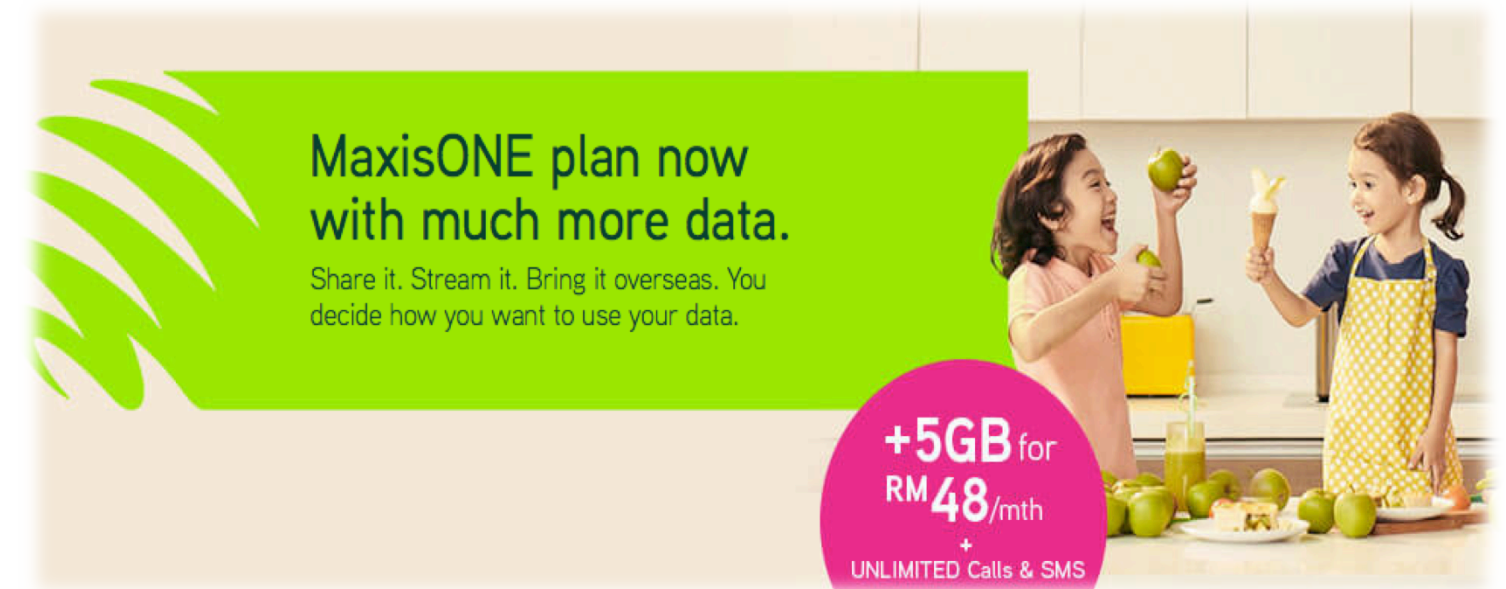


- MI ARPU mitigating continued voice and SMS decline
- MI penetration of prepaid RGS base approaching 52%
- Share of foreign worker segment stable; focus on stimulating MI ARPU



# Doing more for customers; over a million postpaid customers upgraded

- Subscriber acquisition momentum improving; base stabilising
- 80% increased in Mobile Internet usage post data upgrade
- MaxisONE Share a hit with customers; driven by Datapool™ feature
- 3x growth in MaxisONE Share subscribers; significantly increased ARPA (average revenue per account) for each acquisition

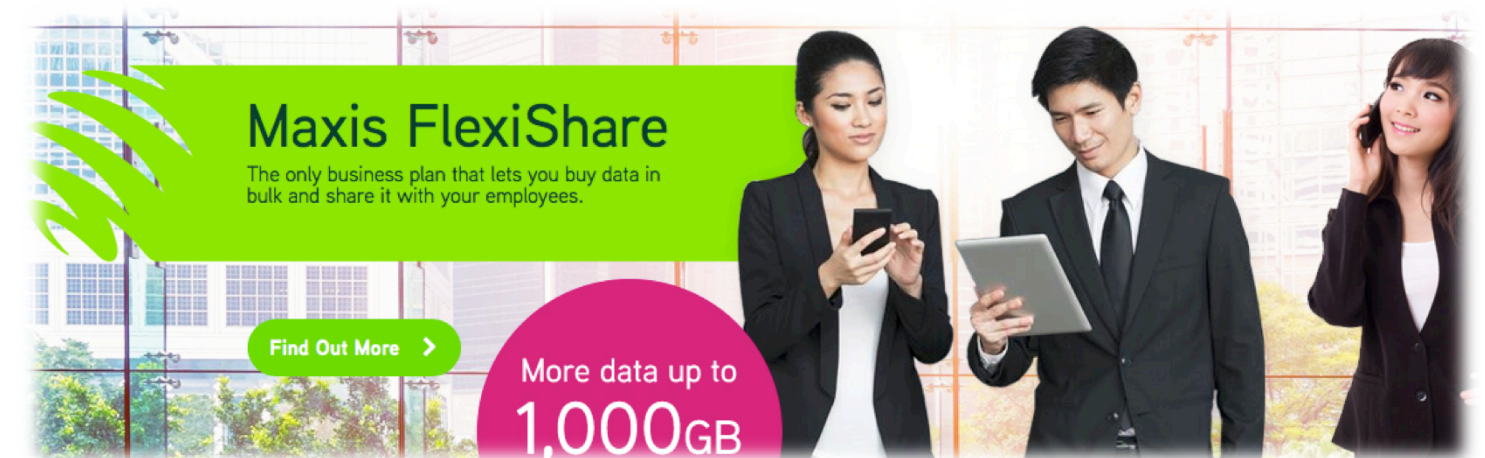


MaxisONE plan now with much more data.

Share it. Stream it. Bring it overseas. You decide how you want to use your data.

**+5GB** for **RM48/mth**  
+ UNLIMITED Calls & SMS

The advertisement features a green banner with white text and a background image of two young girls in a kitchen, one holding a green apple and the other a banana. A pink circular badge highlights the offer details.



Maxis FlexiShare

The only business plan that lets you buy data in bulk and share it with your employees.

[Find Out More >](#)

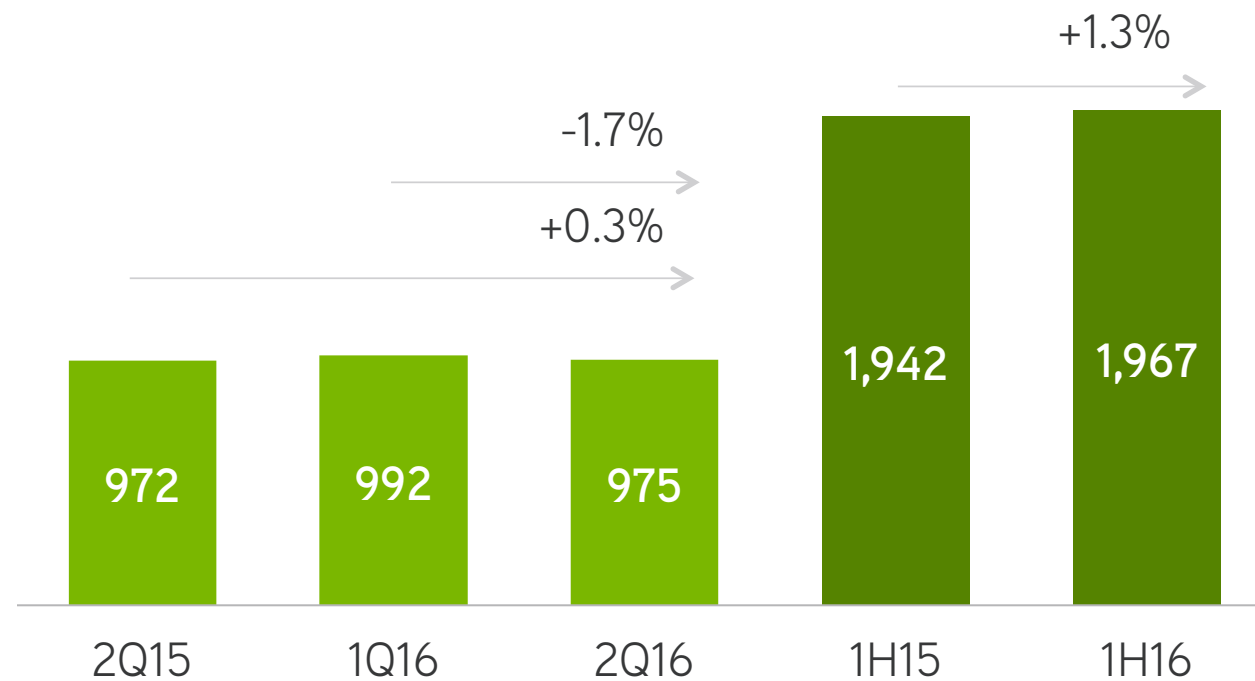
More data up to **1,000GB**

The advertisement features a green banner with white text and a background image of three business professionals (two women and one man) in an office setting, one holding a smartphone and another a tablet. A pink circular badge highlights the offer details.

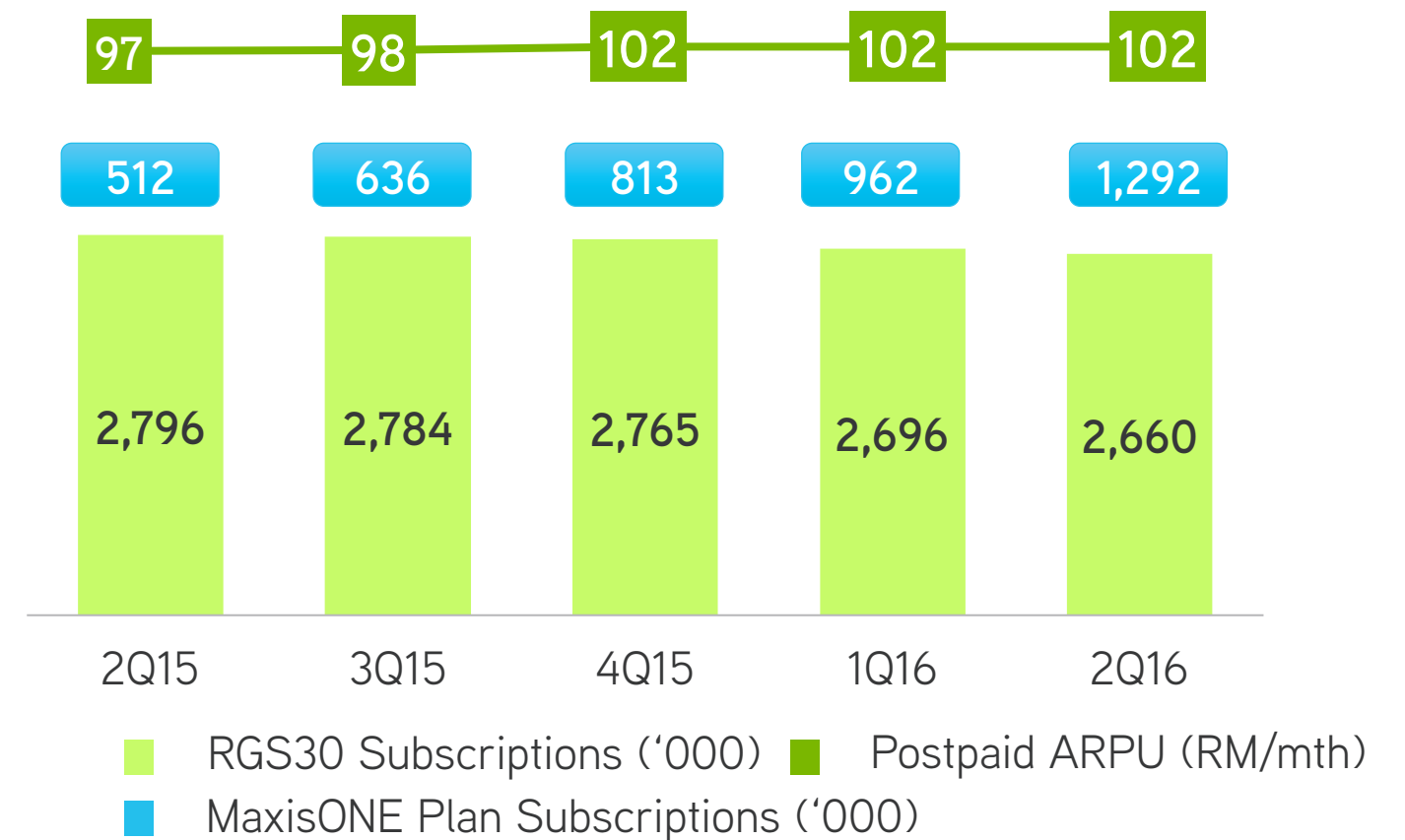


# Approaching 1.3 million MaxisONE Plan subscriptions

Postpaid Revenue (RM mn)



Postpaid RGS and ARPU



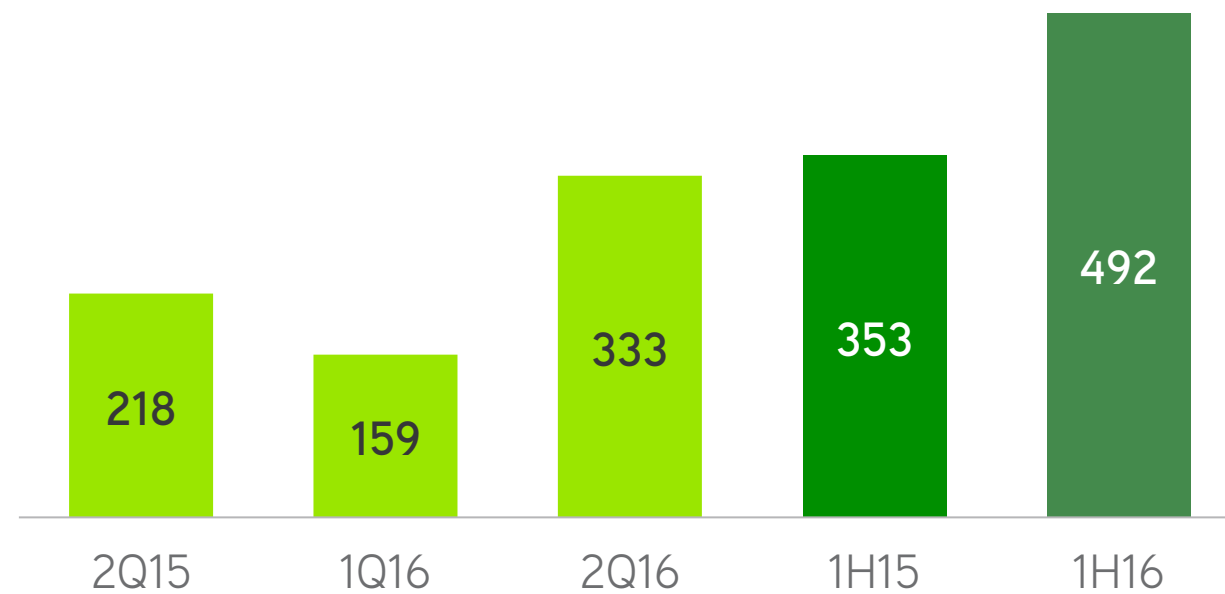
- Subscription base stabilising since launch of upgraded MaxisONE Plan plus high attachment rate of share lines
- Surpassed 1 million MaxisONE Plan subscriptions; ARPU at RM143/month
- Bundled revenue now at more than 60% of total postpaid revenue





# Clear leadership in 4G LTE network coverage

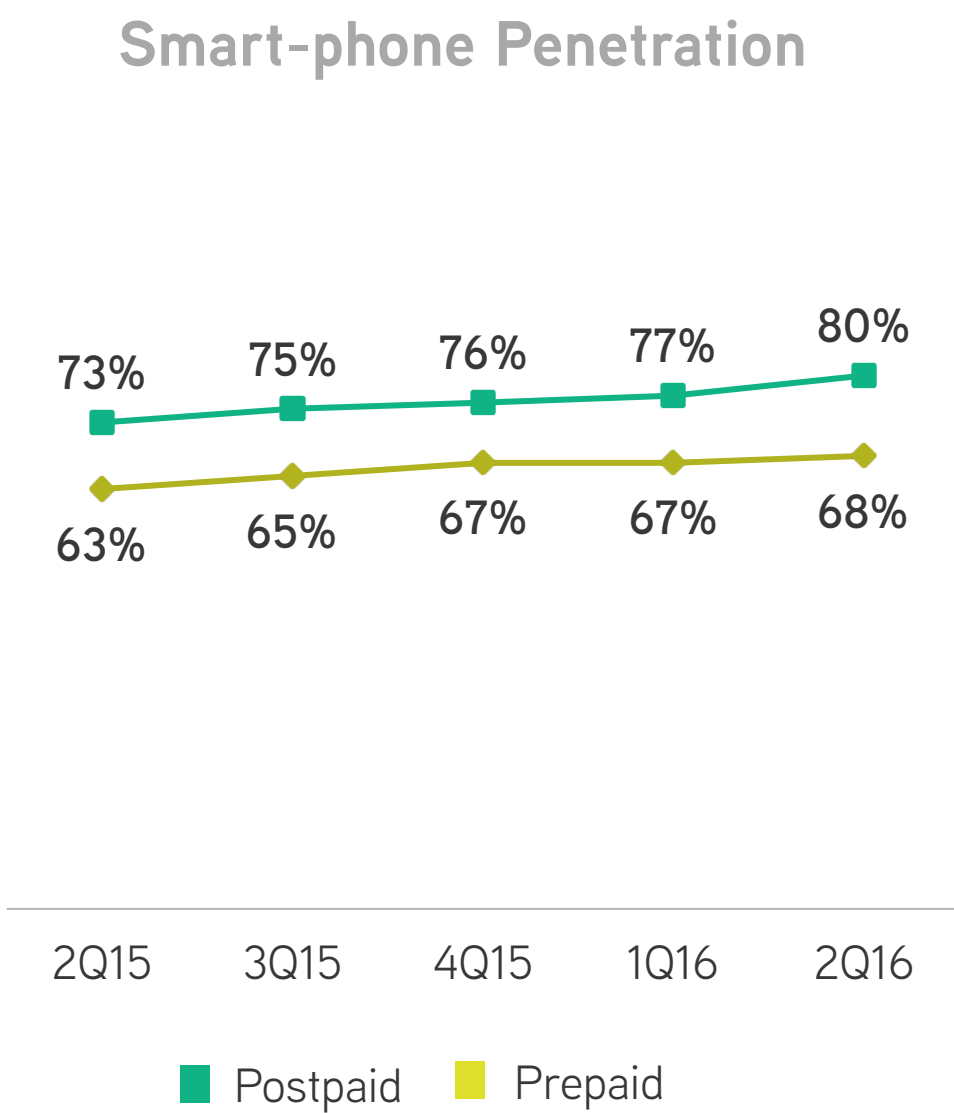
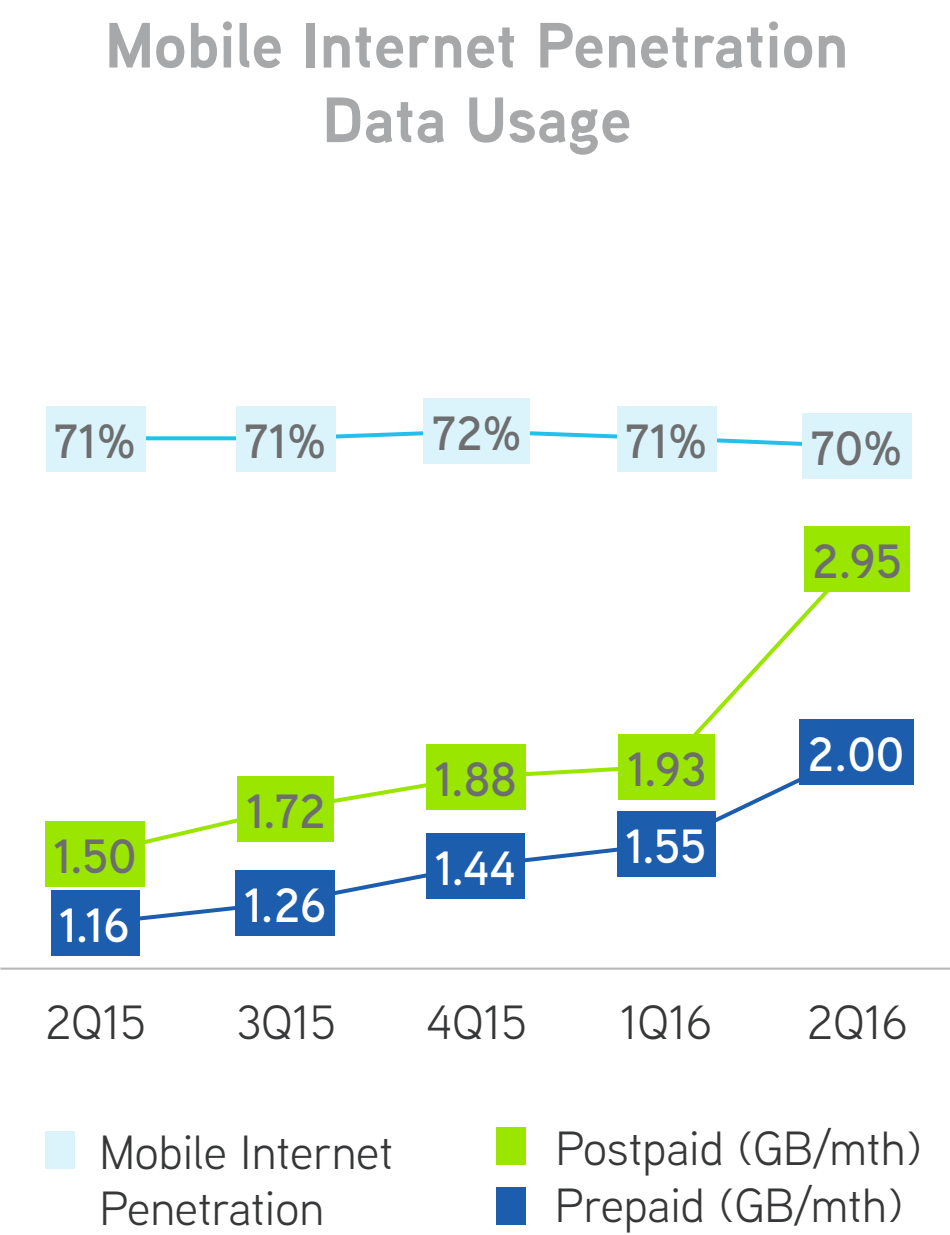
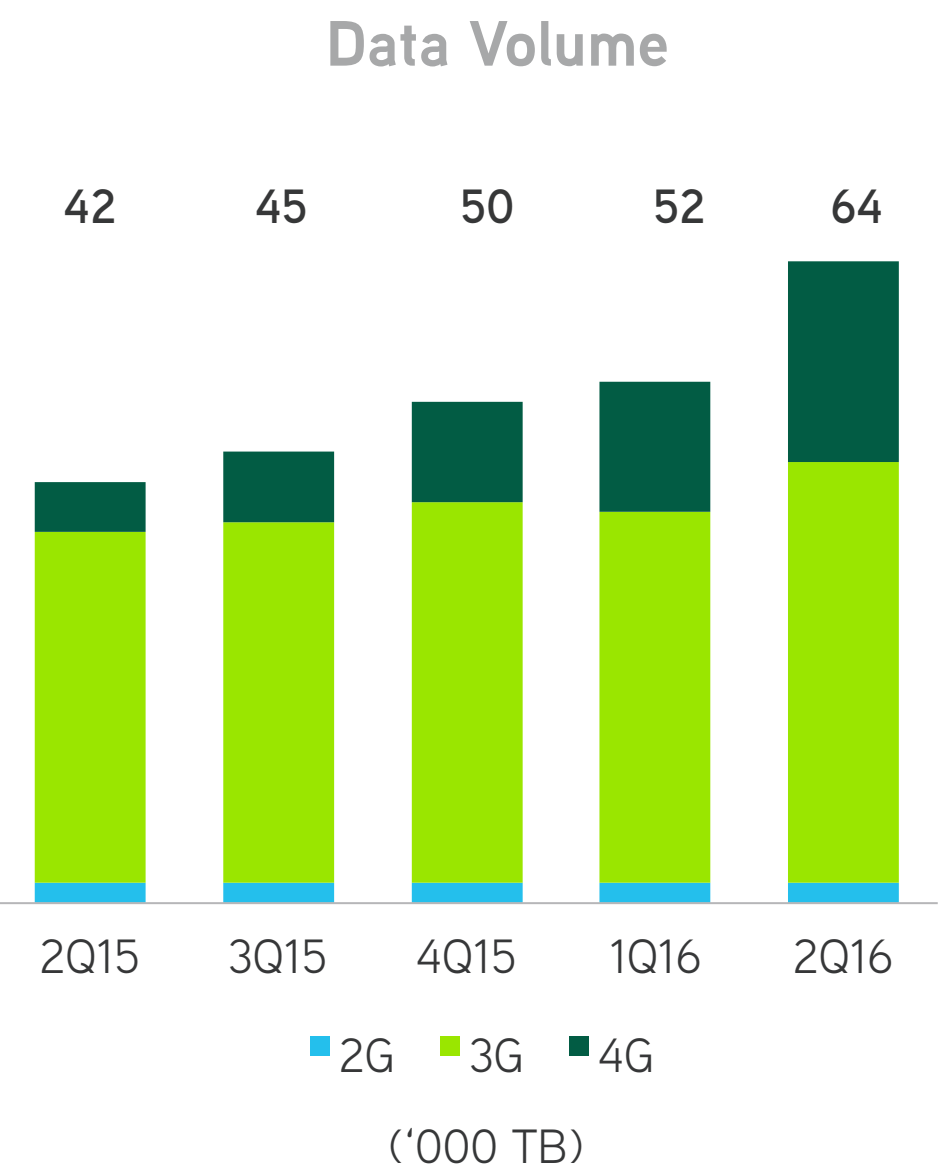
Capex (RM mn)



- Widest 4G LTE pop coverage nationwide at 87% on comparable basis to peers
- 4G LTE coverage now available in more than 220 cities and towns; supported by >13,000 km fiber
- Network capacity expansion supporting 2x data usage growth in last 12 months



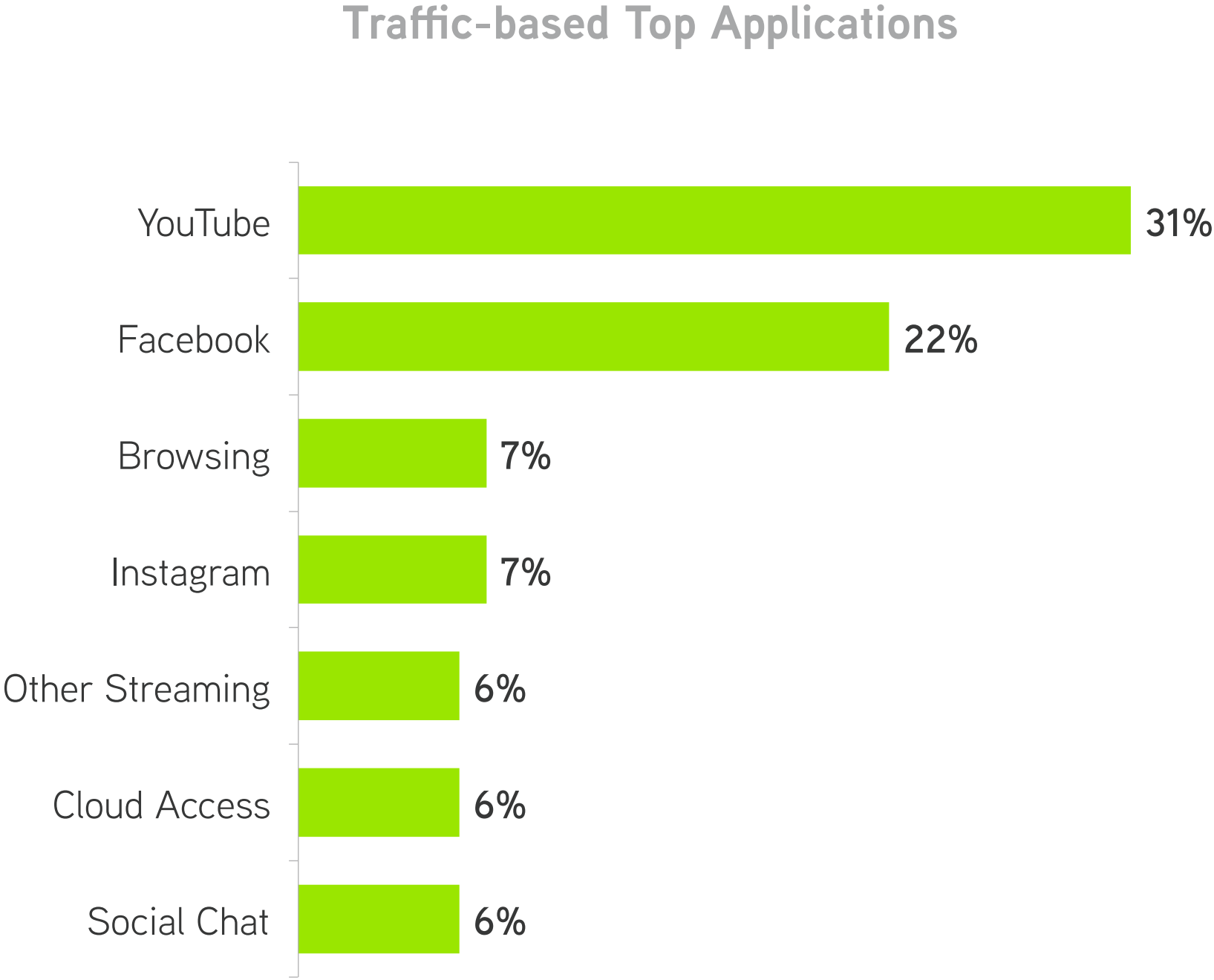
# 300% LTE traffic growth, blended data usage surpassing 2.5GB/mth





# Continue to deliver widest LTE network leadership with 2X population coverage

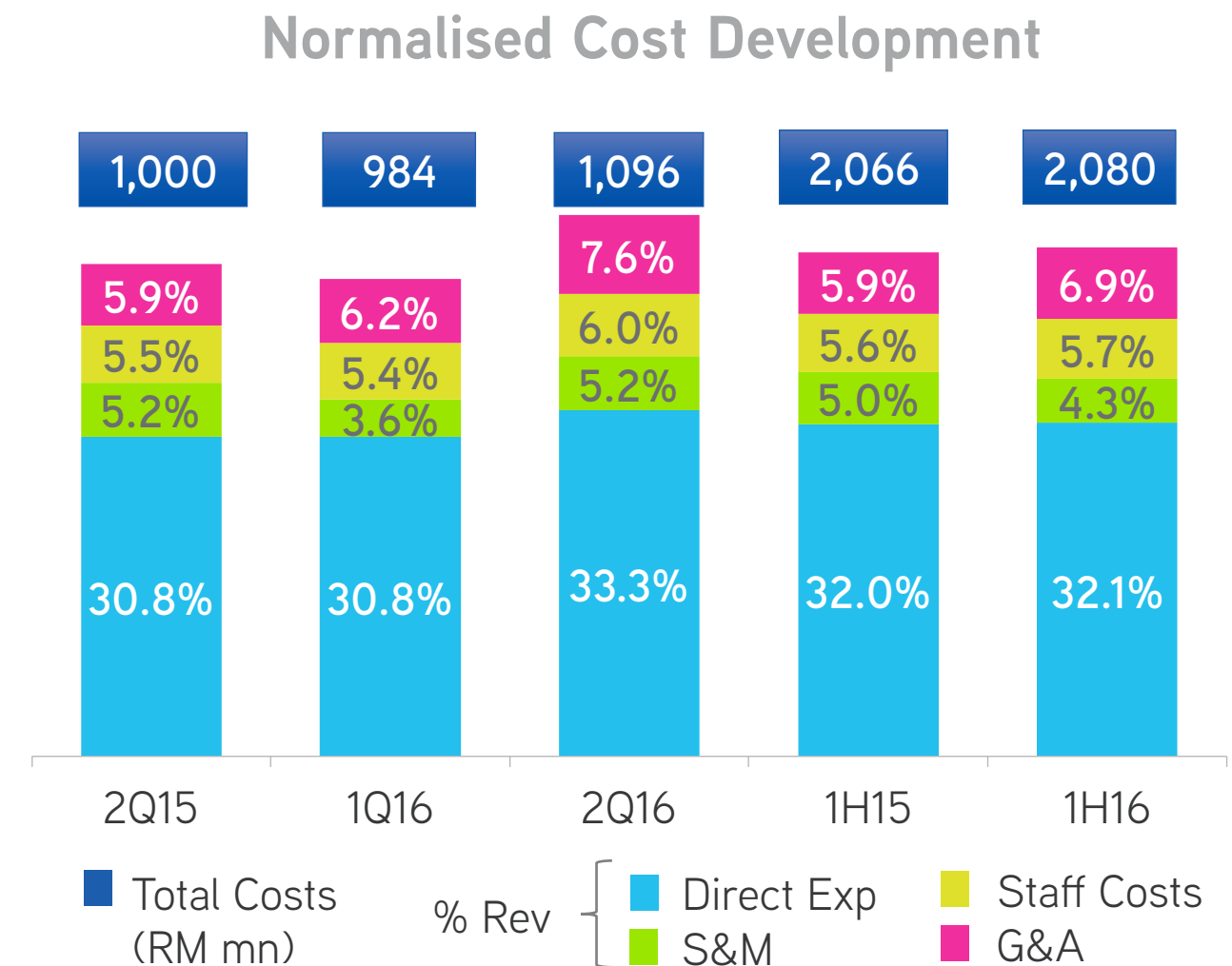
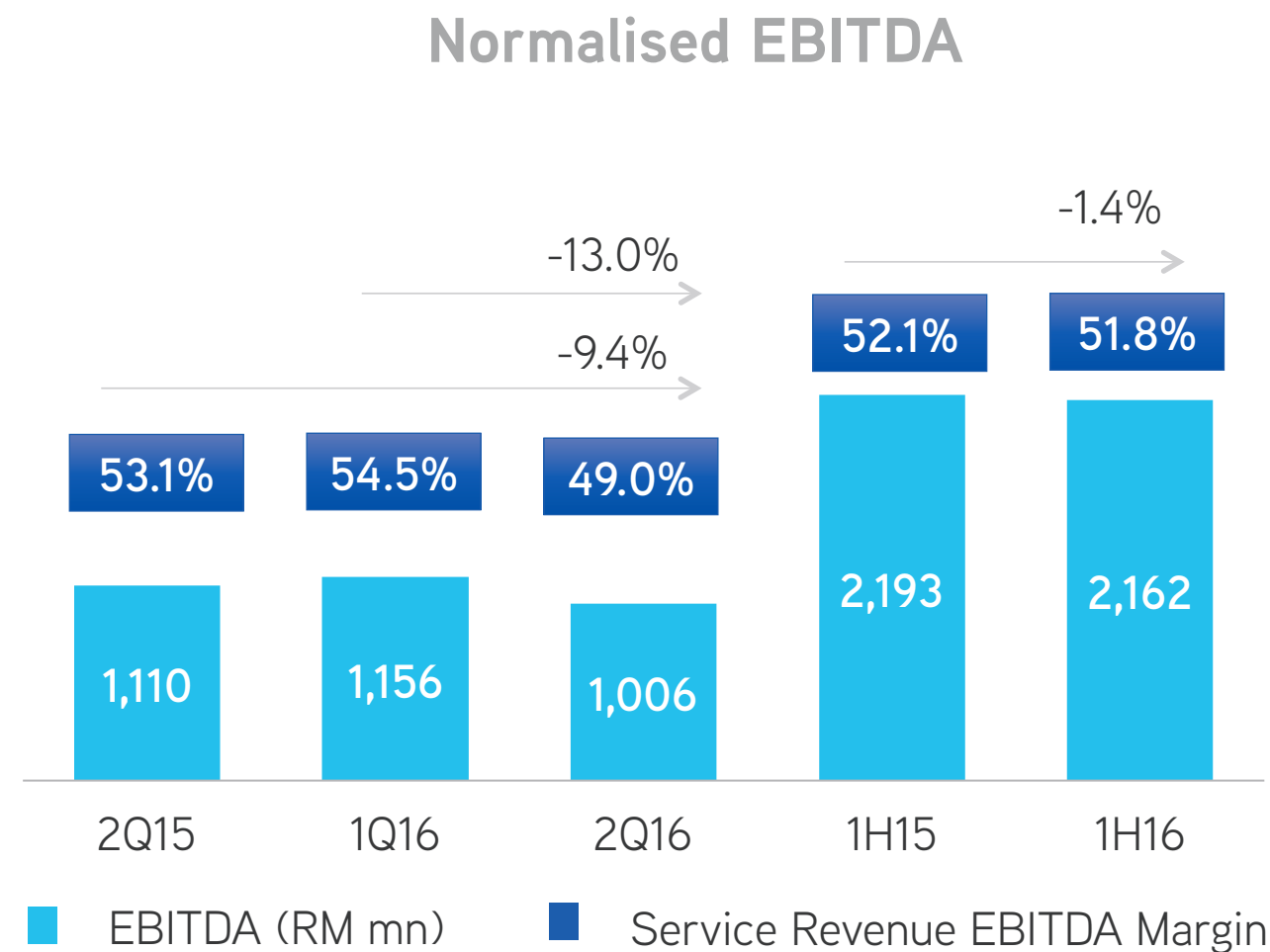
	<u>2Q15</u>	<u>2Q16</u>
<b>Pop Coverage</b>		
2G	95%	96%
3G	88%	94%
4G	41%	80%
<b>Network modernisation</b>	81%	93%
<b>4G Devices</b>	1.9 million	3.6 million
<b>4G Average Data Usage</b>	2.2GB/mth	3.7GB/mth



\* 4G population coverage based on stringent -98dBm quality criteria; comparable peer basis at 87%



# Underlying EBITDA stable excluding unrealised forex impact and one-off reversals

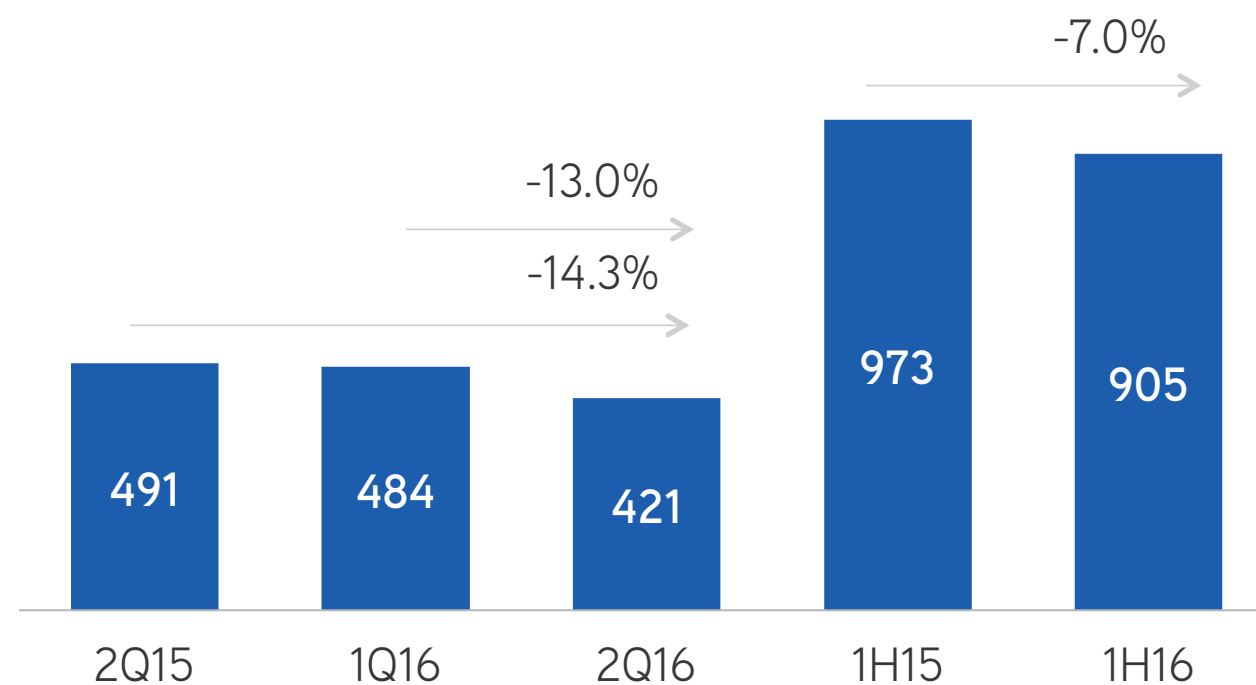


- YTD overall costs stable
- QoQ costs increased driven by higher traffic-related expenses, higher sales and marketing expenses and realised forex losses

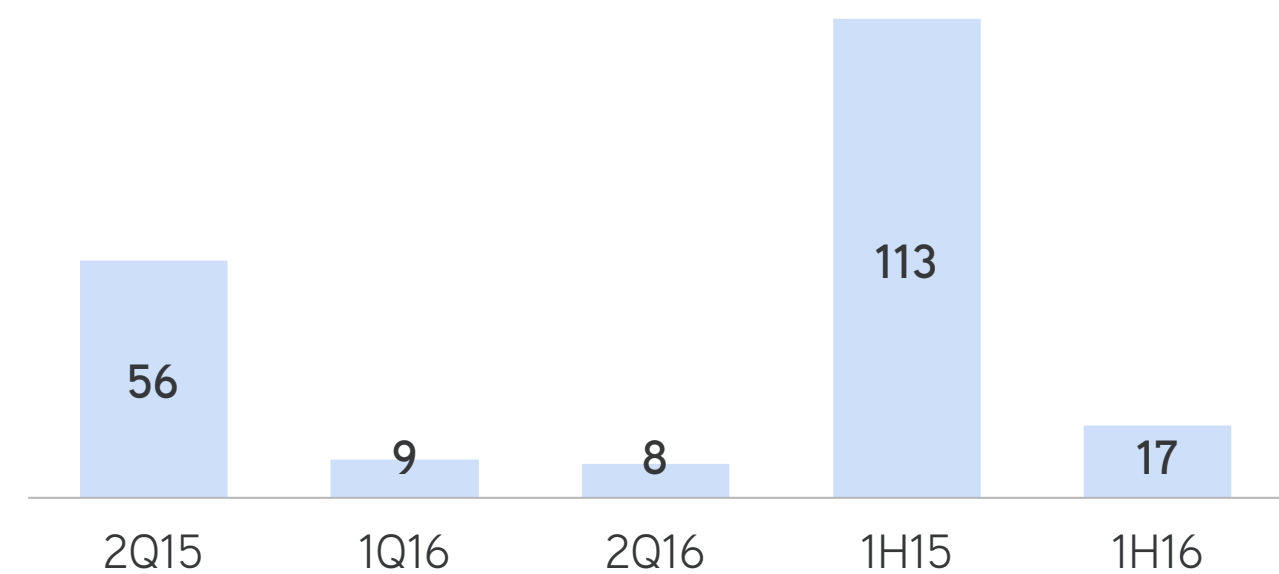


# Profit after Tax in-line with revenue development

Normalised Profit after Tax (RM mn)



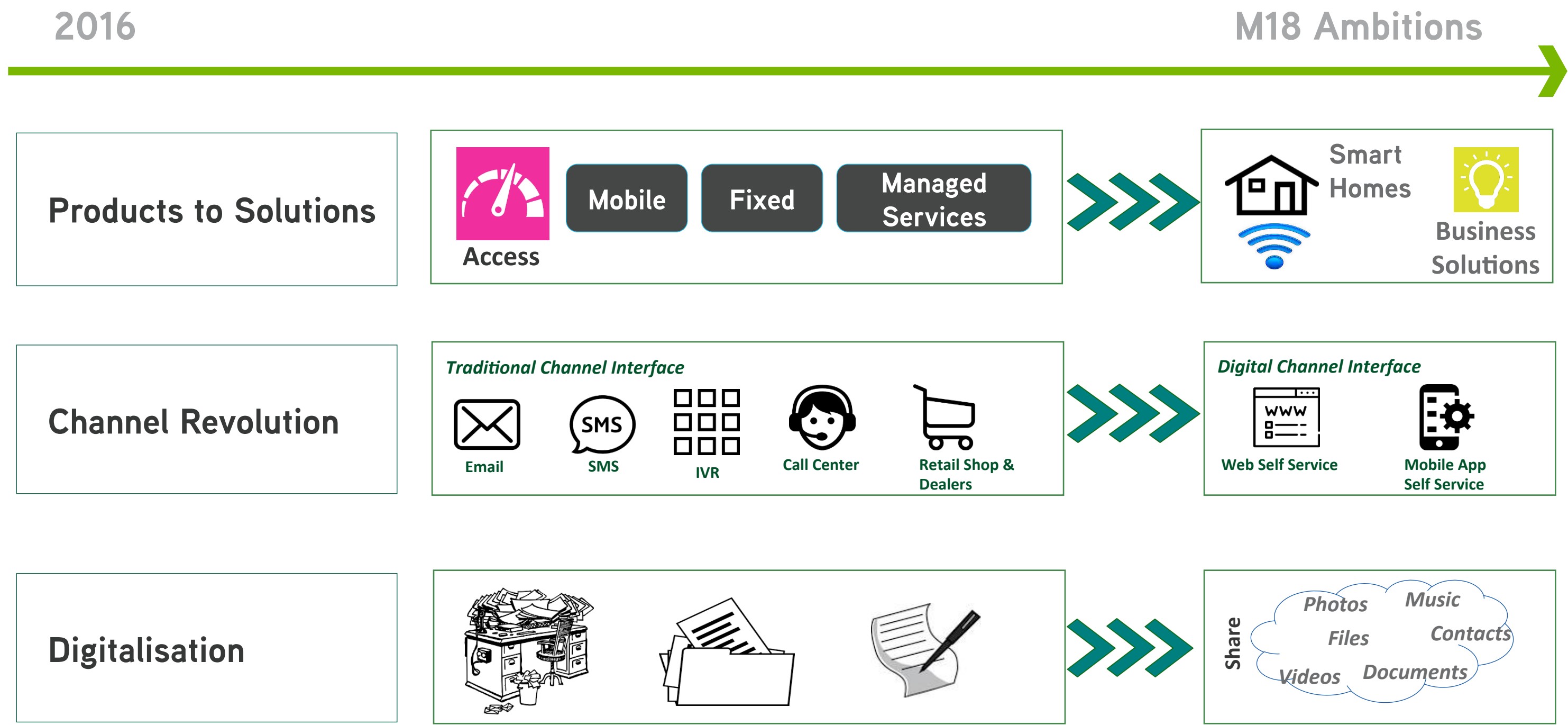
Accelerated Depreciation (RM mn)



- YTD PAT excludes RM71 million Home-related contract obligations reversal and asset impairments, RM41 million unrealised forex gains (YTD15: RM34 million unrealised forex losses) and RM12 million accelerated depreciation net of tax (YTD15: RM84 million)
- YTD lower accelerated depreciation reflecting near completion of network modernisation programmes



# Digital transformation under way



# Continue to invest in the widest sales and service footprint and innovation



<b>Own channels</b>	
- Maxis Centres	>50
<b>Third Party channels</b>	
- Maxis exclusive partners	>200
- Maxis non-exclusive partners	>26k
<b>Modernised stores</b>	
>170	
<b>Dedicated team of internet experts for a total home broadband and WiFi set-up</b>	



Hotlink Red App  
(prepaid)



MyMaxis App  
(postpaid)



Self-serve portal  
(enterprise)





# Summary – On a positive trajectory

## Business overview

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- Operational drivers stabilising; expects lagging financials to catch up
- Innovative offers launched; more in the pipeline
- Continuous investment to provide best 4G LTE network connectivity and digital experience
- Strong focus on expanding sales and service footprint; and innovation
- Digital transformation under way

## Guidance

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- Service revenue, absolute EBITDA and base capex at similar levels to FY2015



# Q & A

Experience the best of video-on-demand with Maxis, whenever and wherever.



## Available on-the-go

Bring all your entertainment with you wherever you go, so long as you have data.



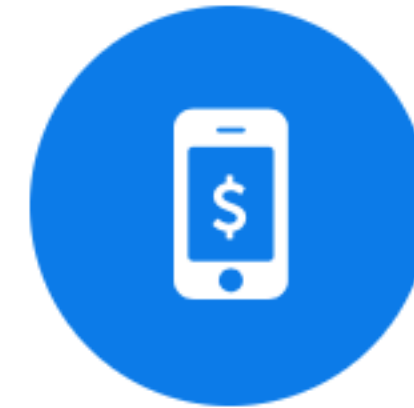
## On all your devices

Get your video-on-demand fix via your phone, tablet, and everywhere else you can think of.



## Best LTE network in Malaysia

By the community in LowYat's Community Choice Awards 2015



## Pay all in One Bill

Get all your favourite channels and manage your subscriptions easily with just one bill, your Maxis bill.



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# Thank you

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Top Up



Check Account & Internet  
Balance



Buy Internet Passes



Latest Promotion



# Appendices

And we can prove it. We believe it's important that when any telco claims to be 'No.1 for 4G', they have measurable results to back it up. These facts will show you why our 4G LTE network stays a step ahead of the rest.



**Zero buffering** when watching HD YouTube videos 96% of the time



**20Mbps** average speed indoors & outdoors



**82%** 4G population coverage nationwide



First Malaysian telco to roll-out LTE-Advanced technology which offers speeds up to **225Mbps**



Winner of the Low Yat Community Choice Awards 2014 & 2015, and a leading choice in 2016!



# Important definitions/notations

- **Service Revenue:** Group revenue excluding network income, device & hubbing revenues
- **EBITDA margin on Service Revenue:** EBITDA as percentage of service revenue
- **Normalised PAT:** Adjusting for net of tax effects: (i) accelerated depreciation of RM41 million in 2Q15; RM7 million in 1Q16 and RM5 million in 2Q16; (ii) impairment of assets of RM36 million in 2Q16; (iii) reversal for contract obligations of RM35 million in 2Q16; (iv) unrealised forex losses of RM7 million in 2Q15 and RM2 million in 2Q16; and (v) unrealised forex gains of RM43 million in 1Q16
- **Free Cash Flow:** Cash Flow from Operations – Cash Flow from Investing Activities – Interest paid – Finance lease repayment
- **Revenue generating subscriber/subscription (RGS30):** Defined as active line subscriptions and exclude those that does not have any revenue generating activities for more than 30 days
- **WBB subscription:** Subscriptions on data plans using USB modems and tablets
- **FBI:** Free basic Internet
- **Smart-phone:** Any devices with growing apps stores and active developers



# Normalised Consolidated Income Statement

Normalised (RM mn)	1Q15	2Q15	1H15	1Q16	2Q16	1H16	QoQ chg	YoY chg	YTD chg
<b>REVENUE</b>	<b>2,149</b>	<b>2,110</b>	<b>4,259</b>	<b>2,140</b>	<b>2,102</b>	<b>4,242</b>	<b>-1.8%</b>	<b>-0.4%</b>	<b>-0.4%</b>
Direct Expenses	(713)	(650)	(1,363)	(660)	(700)	(1,360)	+6.1%	+7.7%	-0.2%
Indirect Expenses	(353)	(350)	(703)	(324)	(396)	(720)	+22.2%	+13.1%	+2.4%
<b>Total Expenses</b>	<b>(1,066)</b>	<b>(1,000)</b>	<b>(2,066)</b>	<b>(984)</b>	<b>(1,096)</b>	<b>(2,080)</b>	<b>+11.4%</b>	<b>+9.6%</b>	<b>+0.7%</b>
<b>EBITDA</b>	<b>1,083</b>	<b>1,110</b>	<b>2,193</b>	<b>1,156</b>	<b>1,006</b>	<b>2,162</b>	<b>-13.0%</b>	<b>-9.4%</b>	<b>-1.4%</b>
Margin	50.4%	52.6%	51.5%	54.0%	47.9%	51.0%	-6.1pp	-4.7pp	-0.5pp
Depreciation	(237)	(240)	(477)	(260)	(254)	(514)			
Amortisation	(61)	(67)	(128)	(86)	(82)	(168)			
Others	(6)	(2)	(8)	(18)	(3)	(21)			
<b>EBIT</b>	<b>779</b>	<b>801</b>	<b>1,580</b>	<b>792</b>	<b>667</b>	<b>1,459</b>	<b>-15.8%</b>	<b>-16.7%</b>	<b>-7.7%</b>
Interest Expense	(110)	(117)	(227)	(120)	(116)	(236)			
Interest Income	14	12	26	14	14	28			
<b>PBT</b>	<b>683</b>	<b>696</b>	<b>1,379</b>	<b>686</b>	<b>565</b>	<b>1,251</b>	<b>-17.6%</b>	<b>-18.8%</b>	<b>-9.3%</b>
Tax	(201)	(205)	(406)	(202)	(144)	(346)			
<b>PAT</b>	<b>482</b>	<b>491</b>	<b>973</b>	<b>484</b>	<b>421</b>	<b>905</b>	<b>-13.0%</b>	<b>-14.3%</b>	<b>-7.0%</b>



# Reported Consolidated Income Statement

Reported (RM mn)	1Q15	2Q15	1H15	1Q16	2Q16	1H16	QoQ chg	YoY chg	YTD chg
<b>REVENUE</b>	<b>2,149</b>	<b>2,110</b>	<b>4,259</b>	<b>2,140</b>	<b>2,102</b>	<b>4,242</b>	<b>-1.8%</b>	<b>-0.4%</b>	<b>-0.4%</b>
Direct Expenses	(713)	(650)	(1,363)	(656)	(700)	(1,356)	+6.7%	+7.7%	-0.5%
Indirect Expenses	(389)	(359)	(748)	(271)	(352)	(623)	+29.9%	-1.9%	-16.7%
<b>Total Expenses</b>	<b>(1,102)</b>	<b>(1,009)</b>	<b>(2,111)</b>	<b>(927)</b>	<b>(1,052)</b>	<b>(1,979)</b>	<b>+13.5%</b>	<b>+4.3%</b>	<b>-6.3%</b>
<b>EBITDA</b>	<b>1,047</b>	<b>1,101</b>	<b>2,148</b>	<b>1,213</b>	<b>1,050</b>	<b>2,263</b>	<b>-13.4%</b>	<b>-4.6%</b>	<b>+5.4%</b>
<b>Margin</b>	<b>48.7%</b>	<b>52.2%</b>	<b>50.4%</b>	<b>56.7%</b>	<b>50.0%</b>	<b>53.3%</b>	<b>-6.7pp</b>	<b>-2.2pp</b>	<b>+2.9pp</b>
Depreciation	(294)	(296)	(590)	(269)	(262)	(531)			
Amortisation	(61)	(67)	(128)	(86)	(82)	(168)			
Others	(6)	(2)	(8)	(18)	44	26			
<b>EBIT</b>	<b>686</b>	<b>736</b>	<b>1,422</b>	<b>840</b>	<b>750</b>	<b>1,590</b>	<b>-10.7%</b>	<b>+1.9%</b>	<b>+11.8%</b>
Interest Expense	(110)	(117)	(227)	(120)	(116)	(236)			
Interest Income	14	12	26	14	14	28			
<b>PBT</b>	<b>590</b>	<b>631</b>	<b>1,221</b>	<b>734</b>	<b>648</b>	<b>1,382</b>	<b>-11.7%</b>	<b>+2.7%</b>	<b>+13.2%</b>
Tax	(178)	(188)	(366)	(214)	(165)	(379)			
<b>PAT</b>	<b>412</b>	<b>443</b>	<b>855</b>	<b>520</b>	<b>483</b>	<b>1,003</b>	<b>-7.1%</b>	<b>+9.0%</b>	<b>+17.3%</b>



# Cash Flow Statement

RM mn	2Q15	3Q15	4Q15	1Q16	2Q16
Cash flow from operating activities	841	1,109	1,267	705	1,129
Cash flow used in investing activities	(398)	(429)	(796)	(259)	(486)
Purchase of property, plant & equipment	(317)	(357)	(692)	(183)	(417)
Proceeds from disposal of PPE	1	-	1	2	-
Purchase of intangible assets	(82)	(72)	(105)	(78)	(69)
Cash flow before financing activities	443	680	471	446	643
Cash flow used in financing activities	(221)	(934)	(478)	(956)	(456)
Dividends paid	(976)	(375)	(376)	(376)	(375)
Debt drawdown	840	-	-	-	3,500
Debt repayment	-	(421)	-	(421)	(3,500)
Payment of finance costs	(92)	(139)	(101)	(156)	(80)
Others	7	1	(1)	(3)	(1)
Net change in cash	222	(254)	(7)	(510)	187
Opening Cash Balance	1,335	1,557	1,303	1,296	786
Closing Cash Balance	1,557	1,303	1,296	786	973

RM mn	1Q16	2Q16
Debt#	8,695	8,751
Cash	786	973
Net Debt	7,909	7,778
Total Equity	4,340	4,438

Ratios	1Q16	2Q16
Net debt to EBITDA*	1.63x	1.72x
Net debt to Equity	1.82x	1.75x

# Includes derivative financial instruments designated for hedging relationship on borrowings; excludes vendor financing

\* EBITDA calculated as annualised YTD EBITDA



# Revenue Composition

(RM mn)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
<b>Total Revenue</b>	<b>2,082</b>	<b>2,065</b>	<b>2,123</b>	<b>2,149</b>	<b>2,110</b>	<b>2,166</b>	<b>2,176</b>	<b>2,140</b>	<b>2,102</b>
- <b>Service</b>	<b>2,046</b>	<b>2,041</b>	<b>2,090</b>	<b>2,122</b>	<b>2,089</b>	<b>2,154</b>	<b>2,155</b>	<b>2,122</b>	<b>2,055</b>
- <i>Mobile</i>	<i>1,955</i>	<i>1,946</i>	<i>1,988</i>	<i>2,019</i>	<i>1,984</i>	<i>2,046</i>	<i>2,047</i>	<i>2,005</i>	<i>1,934</i>
- <i>EntFixed</i>	<i>62</i>	<i>64</i>	<i>68</i>	<i>65</i>	<i>64</i>	<i>63</i>	<i>61</i>	<i>67</i>	<i>67</i>
- <i>Integrated Services</i>	<i>29</i>	<i>31</i>	<i>34</i>	<i>38</i>	<i>41</i>	<i>45</i>	<i>47</i>	<i>50</i>	<i>54</i>
- <b>Non-Service</b>	<b>36</b>	<b>24</b>	<b>33</b>	<b>27</b>	<b>21</b>	<b>12</b>	<b>21</b>	<b>18</b>	<b>47</b>
- <i>Device</i>	<i>5</i>	<i>2</i>	<i>7</i>	<i>9</i>	<i>6</i>	<i>4</i>	<i>12</i>	<i>12</i>	<i>12</i>
- <i>Hubbing</i>	<i>28</i>	<i>14</i>	<i>22</i>	<i>13</i>	<i>10</i>	<i>4</i>	<i>4</i>	<i>2</i>	<i>-</i>
- <i>Network income</i>	<i>3</i>	<i>8</i>	<i>4</i>	<i>5</i>	<i>5</i>	<i>4</i>	<i>5</i>	<i>4</i>	<i>35</i>
<b>Normalised EBITDA Margin on Service Revenue</b>	<b>52.0%</b>	<b>52.9%</b>	<b>49.5%</b>	<b>51.0%</b>	<b>53.1%</b>	<b>51.6%</b>	<b>52.0%</b>	<b>54.5%</b>	<b>49.0%</b>

('000)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
<b>Mobile Revenue</b>	<b>1,955</b>	<b>1,946</b>	<b>1,988</b>	<b>2,019</b>	<b>1,984</b>	<b>2,046</b>	<b>2,047</b>	<b>2,005</b>	<b>1,934</b>
- <i>Prepaid</i>	<i>971</i>	<i>988</i>	<i>1,005</i>	<i>1,049</i>	<i>1,012</i>	<i>1,074</i>	<i>1,038</i>	<i>1,013</i>	<i>959</i>
- <i>Postpaid</i>	<i>984</i>	<i>958</i>	<i>983</i>	<i>970</i>	<i>972</i>	<i>972</i>	<i>1,009</i>	<i>992</i>	<i>975</i>

**Note:**

Commencing 1Q15, further breakdowns of mobile revenue are not disclosed as we are not applying fair value to new bundled plans including the MaxisONE Plan

Commencing 2Q16, retrospectively, network income has been re-classified as non-service revenue. Adjusted service, mobile, prepaid and postpaid revenues are tabled above





# Normalised Financials and Costs

(RM mn)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
Total Revenue	2,082	2,065	2,123	2,149	2,110	2,166	2,176	2,140	2,102
Total Expenses	1,019	986	1,089	1,066	1,000	1,055	1,055	984	1,096
- Direct	652	652	696	713	650	687	678	660	700
- Indirect	367	334	393	353	350	368	377	324	396
EBITDA	1,063	1,079	1,034	1,083	1,110	1,111	1,121	1,156	1,006
PBT	671	709	649	683	696	683	682	686	565
PAT	479	500	445	482	491	510	477	484	421
EBITDA Margin	51.1%	52.3%	48.7%	50.4%	52.6%	51.3%	51.5%	54.0%	47.9%
PAT Margin	23.0%	24.2%	21.0%	22.4%	23.3%	23.5%	21.9%	22.6%	20.0%

(RM mn)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
Total Expenses	1,019	986	1,089	1,066	1,000	1,055	1,055	984	1,096
Direct Expenses	652	652	696	713	650	687	678	660	700
Indirect Expenses	367	334	393	353	350	368	377	324	396
- S&M	100	107	122	103	110	94	98	76	109
- Staff Costs	115	66	116	124	115	124	117	116	126
- Bad Debts	9	15	18	4	10	9	6	19	25
- G&A	143	146	137	122	115	141	156	113	136





# Reported Financials and Costs

(RM mn)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
Total Revenue	2,082	2,065	2,123	2,149	2,110	2,166	2,176	2,140	2,102
Total Expenses	996	995	1,123	1,102	1,009	1,145	1,014	927	1,052
- Direct	652	652	696	713	650	689	676	656	700
- Indirect	344	343	427	389	359	456	338	271	352
EBITDA	1,086	1,070	1,000	1,047	1,101	1,021	1,162	1,213	1,050
PBT	634	643	502	590	631	566	673	734	648
PAT	451	451	335	412	443	422	470	520	483
EBITDA Margin	52.2%	51.8%	47.1%	48.7%	52.2%	47.1%	53.4%	56.7%	50.0%
PAT Margin	21.7%	21.8%	15.8%	19.2%	21.0%	19.5%	21.6%	24.3%	23.0%

(RM mn)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
Total Expenses	996	995	1,123	1,102	1,009	1,145	1,014	927	1,052
Direct Expenses	652	652	696	713	650	689	676	656	700
Indirect Expenses	344	343	427	389	359	456	338	271	352
- S&M	100	107	122	103	110	94	98	76	109
- Staff Costs	115	66	116	124	115	124	117	116	126
- Bad Debts	9	15	18	4	10	9	6	19	25
- G&A	120	155	171	158	124	229	117	60	92



# RGS30, ARPU and Smart-phone penetration

('000)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
<b>Mobile Subs</b>	<b>11,146</b>	<b>11,338</b>	<b>11,864</b>	<b>12,192</b>	<b>12,214</b>	<b>11,956</b>	<b>11,579</b>	<b>11,164</b>	<b>11,015</b>
- Prepaid	7,903	8,120	8,656	8,992	9,068	8,850	8,520	8,196	8,108
- Postpaid	2,781	2,786	2,809	2,823	2,796	2,784	2,765	2,696	2,660
- WBB	462	432	398	377	350	322	294	272	247

<b>ARPU (RM/mth)</b>	<b>2Q14</b>	<b>3Q14</b>	<b>4Q14</b>	<b>1Q15</b>	<b>2Q15</b>	<b>3Q15</b>	<b>4Q15</b>	<b>1Q16</b>	<b>2Q16</b>
<b>Blended</b>	<b>56</b>	<b>55</b>	<b>54</b>	<b>53</b>	<b>51</b>	<b>53</b>	<b>54</b>	<b>55</b>	<b>54</b>
- Prepaid	40	40	39	38	36	39	39	39	38
- Postpaid	98	95	98	96	97	98	102	102	102

<b>Smartphone Penetration (%)</b>	<b>2Q14</b>	<b>3Q14</b>	<b>4Q14</b>	<b>1Q15</b>	<b>2Q15</b>	<b>3Q15</b>	<b>4Q15</b>	<b>1Q16</b>	<b>2Q16</b>
<b>Blended</b>	<b>48</b>	<b>54</b>	<b>57</b>	<b>62</b>	<b>65</b>	<b>67</b>	<b>69</b>	<b>70</b>	<b>70</b>
- Prepaid	43	50	54	60	63	65	67	67	68
- Postpaid	64	67	67	72	73	75	76	77	80

## Notes:

WBB subscriptions defined as subscriptions on data plans using USB modems and tablets

Commencing 1Q15, postpaid MOU is no longer disclosed as we are not applying fair value to new bundled plans including the MaxisONE Plan

Smart-phone defined as any devices with growing apps store and active developers



# Market Definition Subscriptions, ARPU and MOU

('000)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
<b>Mobile Subs</b>	<b>12,401</b>	<b>12,415</b>	<b>12,913</b>	<b>13,260</b>	<b>13,269</b>	<b>13,110</b>	<b>12,694</b>	<b>12,310</b>	<b>12,249</b>
- Prepaid	9,042	9,081	9,624	9,979	10,051	9,927	9,567	9,279	9,273
- Postpaid	3,359	3,334	3,289	3,280	3,218	3,174	3,127	3,031	2,976
<b>WBB</b>	<b>532</b>	<b>495</b>	<b>440</b>	<b>412</b>	<b>385</b>	<b>357</b>	<b>325</b>	<b>302</b>	<b>276</b>
<b>Mobile Internet Users</b>	<b>7,500</b>	<b>7,600</b>	<b>8,800</b>	<b>9,000</b>	<b>9,100</b>	<b>9,000</b>	<b>8,800</b>	<b>8,500</b>	<b>8,400</b>
<b>Home Connections</b>	<b>66</b>	<b>72</b>	<b>80</b>	<b>89</b>	<b>99</b>	<b>107</b>	<b>118</b>	<b>126</b>	<b>133</b>

('000)	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
<b>Prepaid</b>									
- ARPU	34	35	35	35	33	35	35	35	34
- MOU (min/mth)	124	131	133	126	131	134	129	141	162
<b>Postpaid</b>	97	94	97	95	96	97	102	101	101
<b>Blended</b>	50	50	50	48	47	49	50	50	49

## Notes:

WBB subscriptions defined as subscriptions on data plans using USB modems and tablets – included in postpaid subscriptions

Commencing 1Q15, postpaid MOU is no longer disclosed as we are not applying fair value to new bundled plans including the MaxisONE Plan

