

# Maxis Berhad: 2Q24 Financial Results

Briefing on Wednesday, 21 August 2024

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2Q24

# FINANCIAL HIGHLIGHTS



Service Revenue

**RM 2,216 m**

▲ 1.1% QoQ | ▲ 4.9% YoY

EBITDA

**RM 1,046 m**

▲ 0.2% QoQ | ▲ 4.4% YoY

Profit After Tax

**RM 356 m**

▲ 0.8% QoQ | ▲ 8.2% YoY

Capex

**RM 116 m**

Operating Free Cash Flow

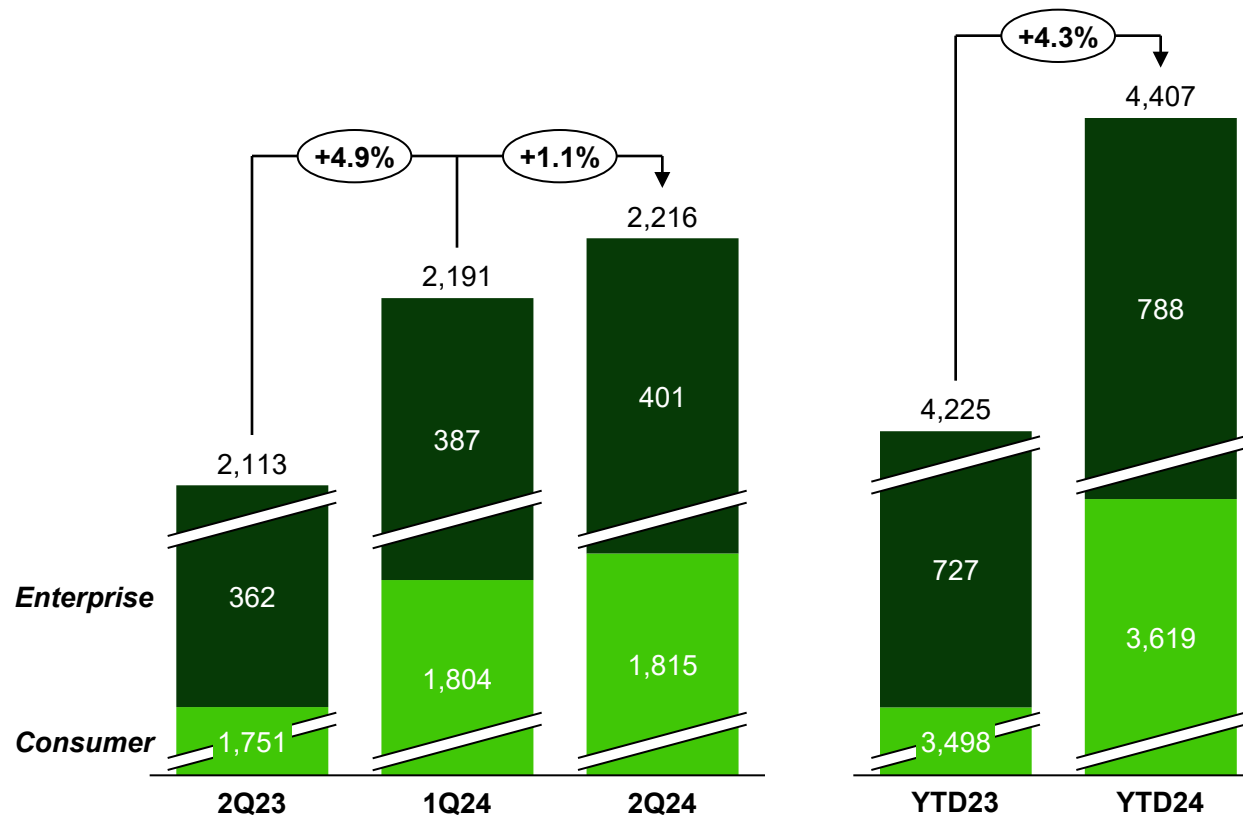
**RM 1,016 m**

Dividends

**4 sen**



### Service Revenue (RM'm)



#### Steady YTD growth across all areas:

- ▲ 3.5% Consumer (+RM121m)
- ▲ 8.4% Enterprise (+RM61m)

#### Consumer business:

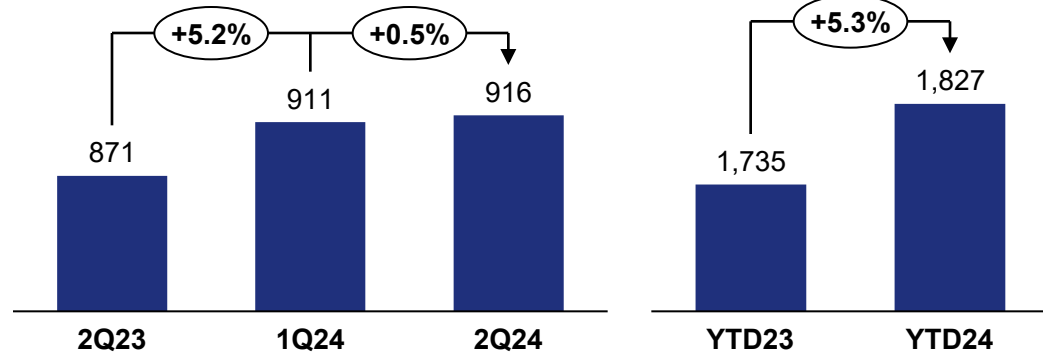
- Acquiring new customers through compelling offerings and wide sales ecosystem
- Fortify existing customer base by promoting convergence and bundling

#### Enterprise business:

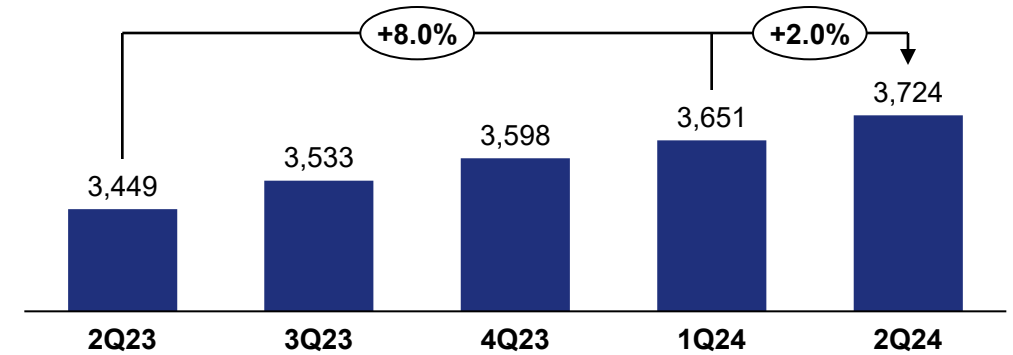
- Segment-focused business to provide enterprise customers what they really need
- Expand core connectivity business, while growing ICT and solutions, in line with enterprise customers' increasing focus on digitalisation



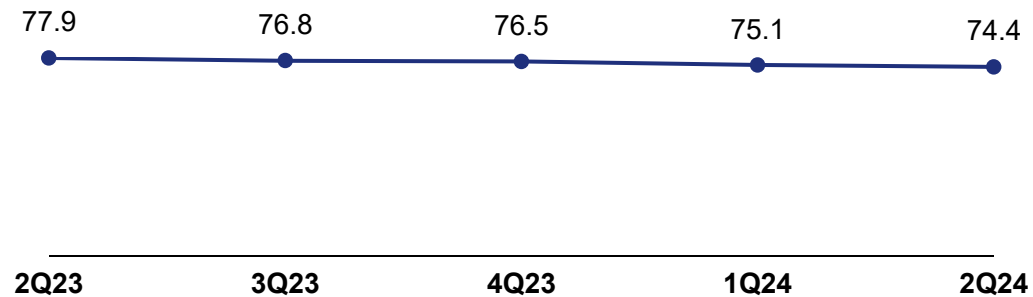
Consumer Postpaid Revenue (RM'm)



Consumer Postpaid RGS30 Subscription ('000)



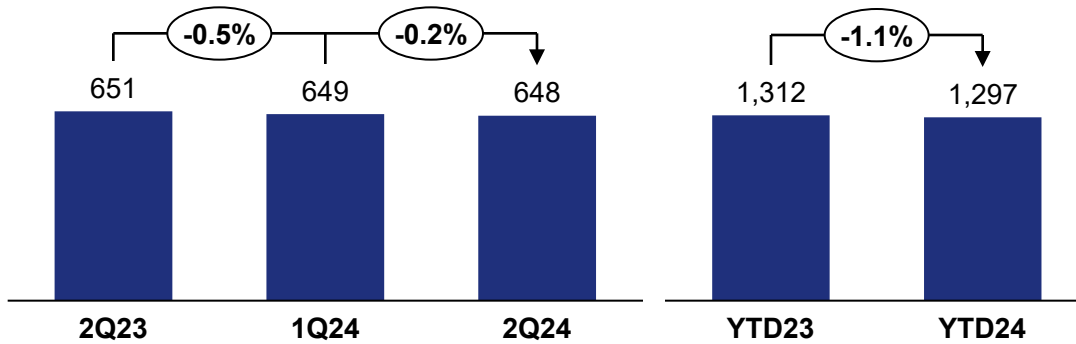
Consumer Postpaid ARPU (RM/month)



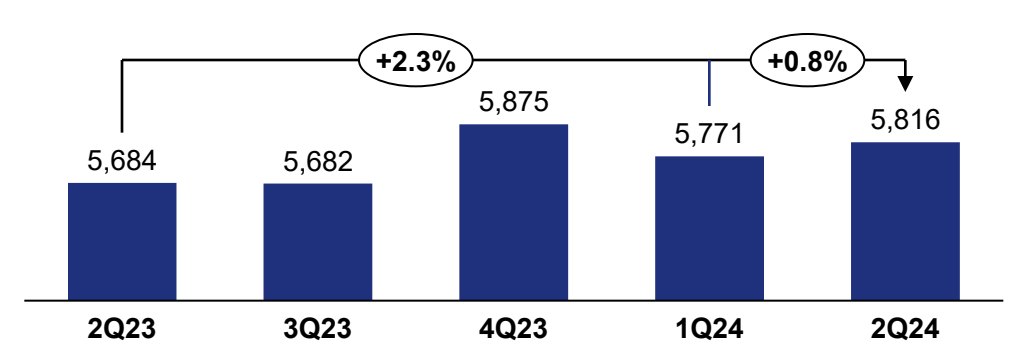
- **Growing 8% in Postpaid subscribers YoY:**
  - Wider price range of Postpaid plans, addressing the needs for all customer segments
  - Prioritising customer experience as a key differentiator
- **Actively promoting pre-to-post migration** for more sustainable and predictable revenue base



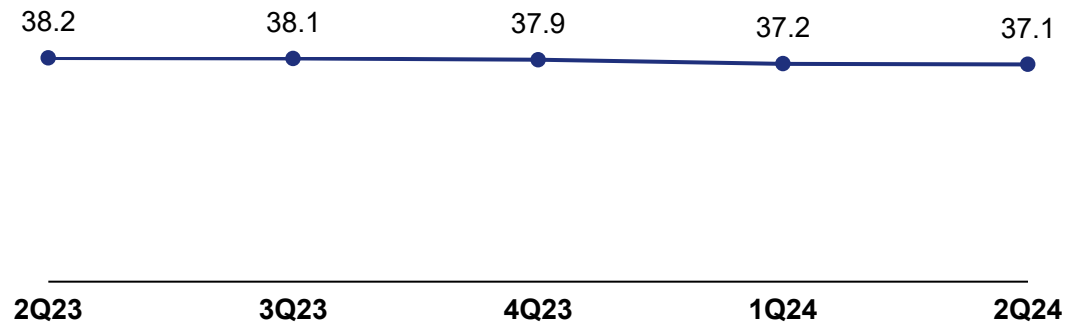
Consumer Prepaid Revenue  
(RM'm)



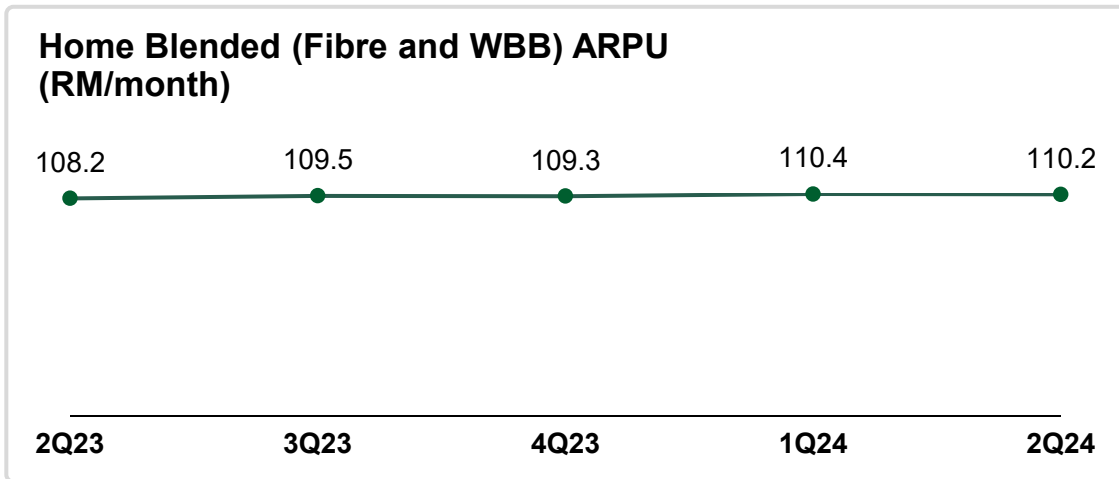
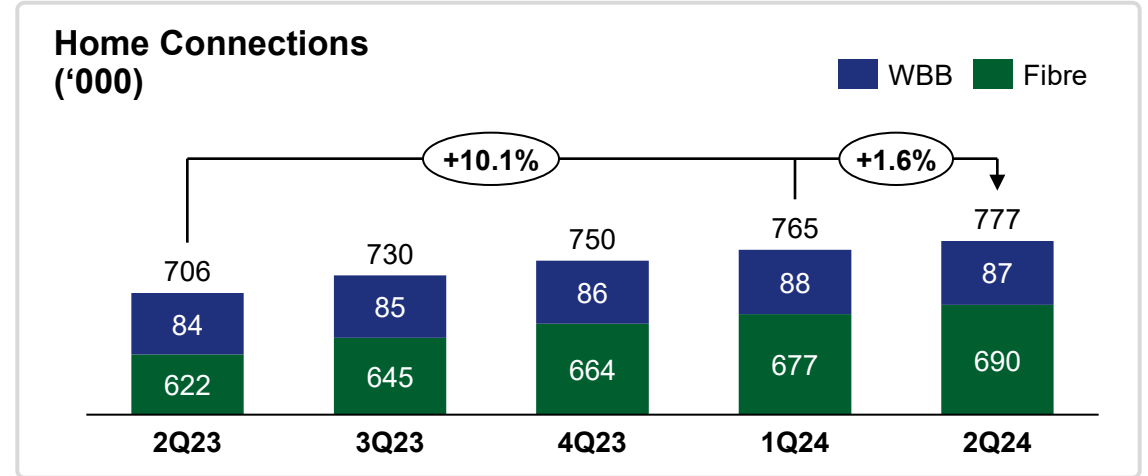
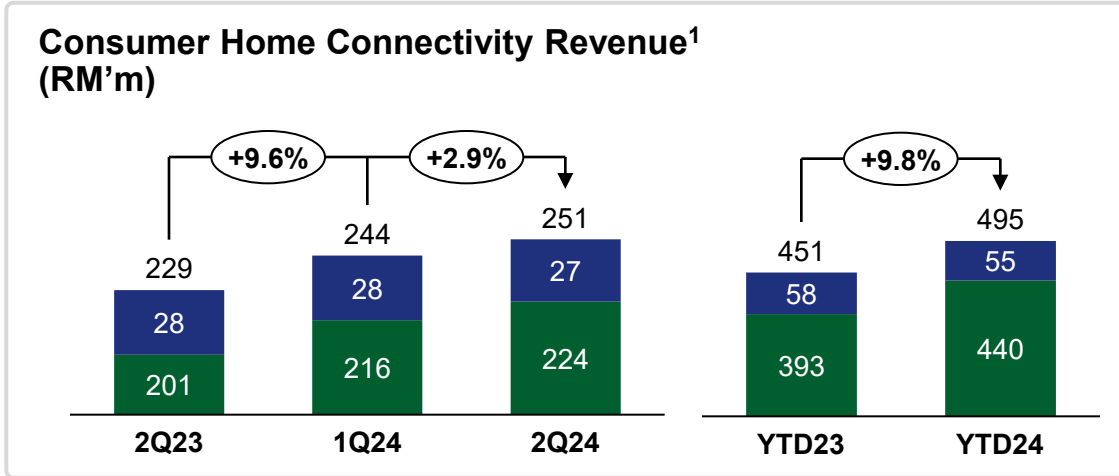
Consumer Prepaid RGS30 Subscription  
('000)



Consumer Prepaid ARPU  
(RM/month)



- **Exclusive perks via Hotlink app to attract youths:**
  - Personalised daily deals and internet passes with 5G
  - Lifestyle vouchers and rewards (food and drinks, movie tickets, daily amenities, gaming, etc.)
- **>10,000 touch points selling Hotlink Prepaid**



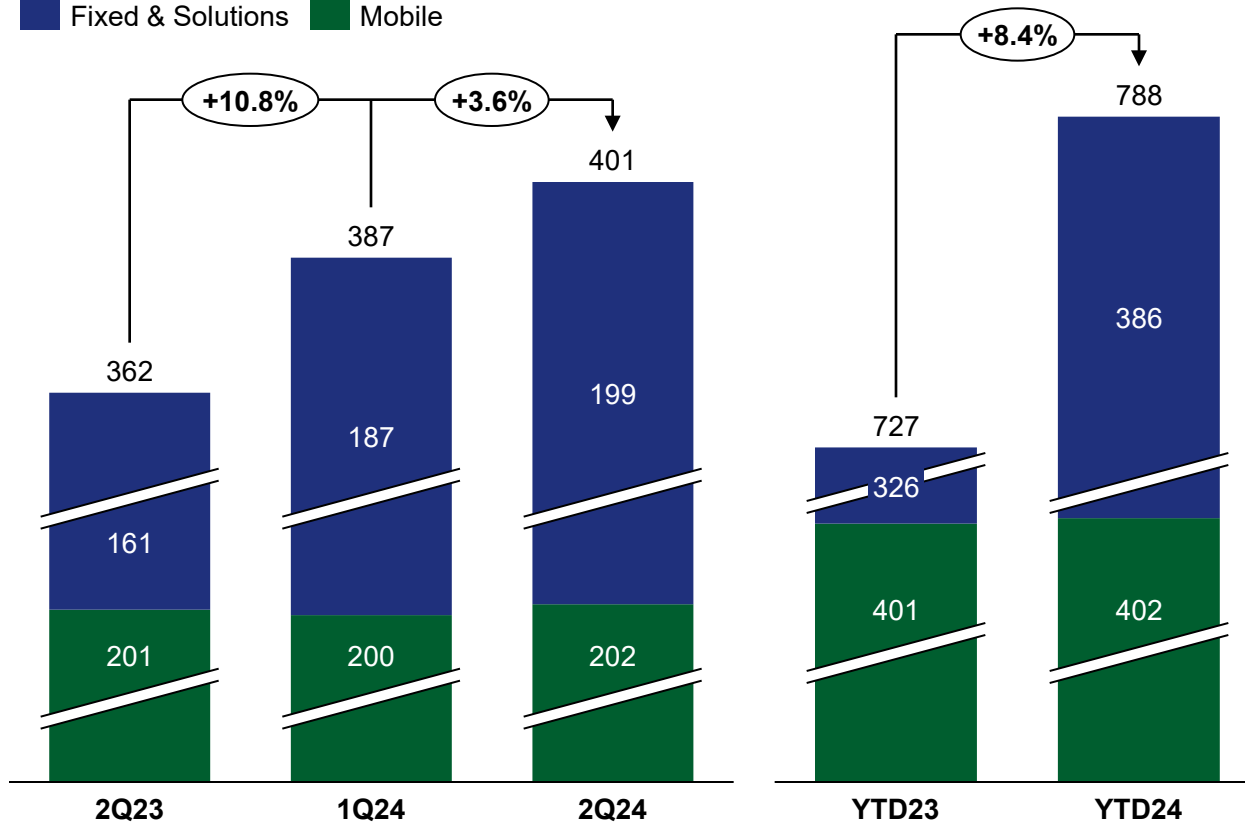
- **Solid 12k net adds in a competitive market:**
  - Fortify Postpaid customer base through attractive bundled deals with fibre
- **Focused go-to-market strategy for better value creation at each segment**

Note 1: Home connectivity includes home fibre & wireless broadband (WBB)



### Maxis Enterprise Service Revenue (RM'm)

■ Fixed & Solutions ■ Mobile

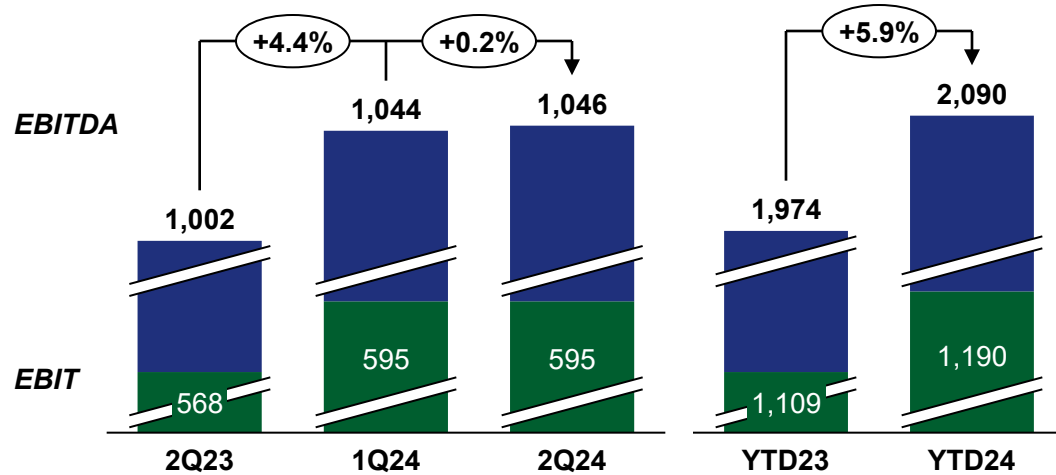


- Growth across all segments: corporate, public sectors, mid-markets, small medium business, and wholesale. Focused execution to deliver reliable connectivity.
- Opportunities to provide fixed connectivity services for data centres. Currently providing links to multiple data centres nationwide.
- Continued effort to partner Small Medium Businesses in their digitisation journey through collaborations with financial institutions and state governments.



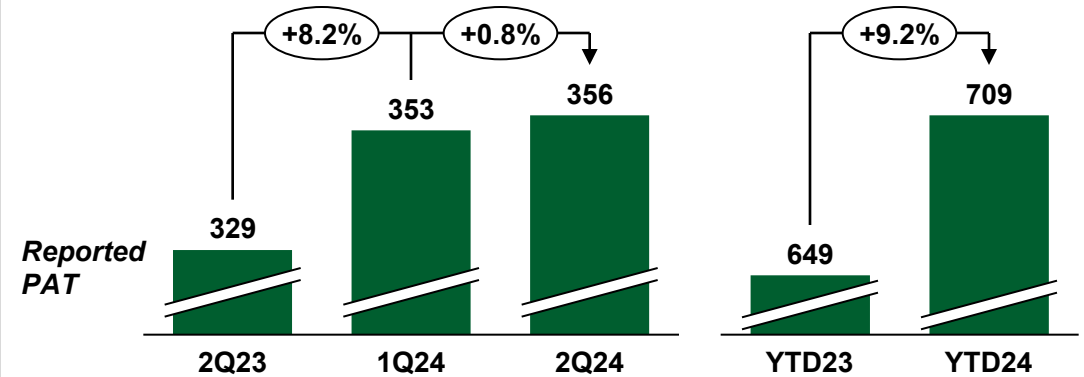


Reported EBIT / EBITDA (RM'm)



- **QoQ** earnings held flat
- **YoY** higher earnings from strong top-line revenue across Postpaid, Fibre and Enterprise, paired with strict cost discipline

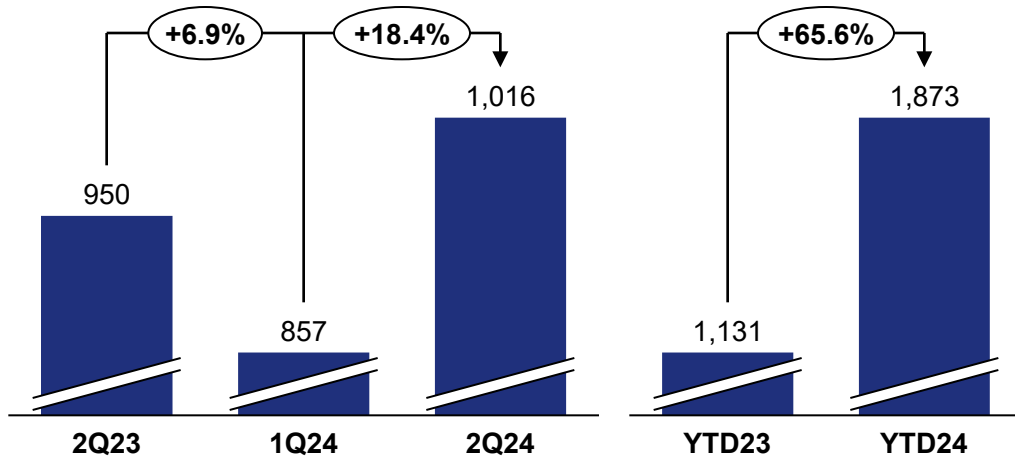
Reported Profit After Tax (RM'm)



- Profit after tax QoQ and YoY trend in line with EBIT / EBITDA
- Improvement in net profit margin to 13.7% (YTD23: 13.0%)

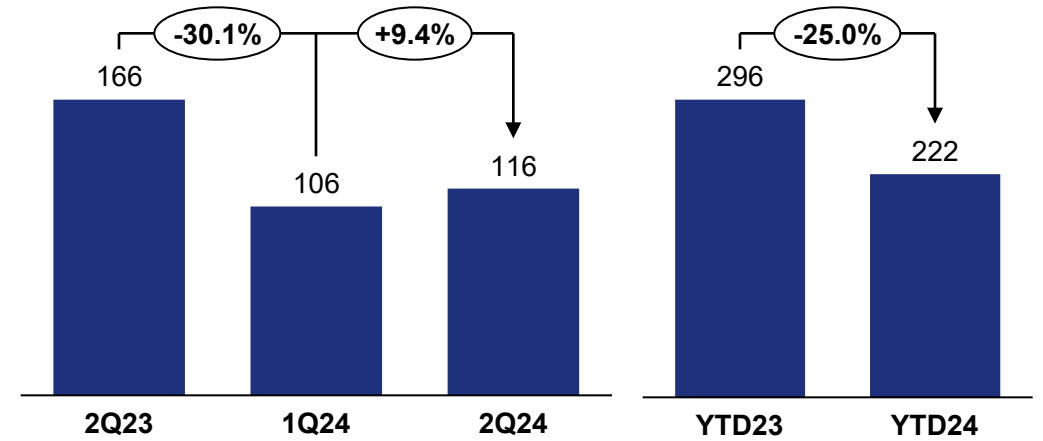


Operating Free Cash Flow (RM'm)



- 2Q24 continues to report strong cash flow from efficient working capital management

Capex (RM'm)



- Strategic and targeted investment in Capex aimed at future-proofing:
  - Fortify transmission backbone
  - Increase fibre footprint
  - Digitise internal processes



## Guidance for FY24

**Service  
Revenue**

**Low single digit growth**

**EBITDA**

**Marginal to low single digit growth**

*(Disclosed in 1Q24: Remain relatively unchanged to FY23)*

**Capex\***

**Remain less than RM1 billion**

\* Before any potential impact for 5G

# Q&A

## Instructions:

Please raise your virtual hand.

We will manage the Q&A queue and unmute you when it is your turn.

Please announce your name and then ask the question(s).

Thank you.

After this session, for any clarifications please contact IR:

[ir@maxis.com.my](mailto:ir@maxis.com.my)

# Appendix



## IMPORTANT DEFINITIONS / NOTATIONS

- **EBITDA:** Earnings before interest, taxes, depreciation and amortisation, defined as profit after including government grant income but before finance income, finance costs, tax, depreciation (including ROU depreciation), amortisation and allowance for write down of identified network costs
- **EBITDA margin on Service Revenue:** EBITDA as percentage of service revenue
- **EBIT:** Earnings before interest and taxes
- **Operating Free Cash Flow:** Cash Flow from Operating Activities
- **Revenue:** Service Revenue plus device, network income and others
- **Service Revenue:** Group total revenue excluding sale of devices
- **Revenue generating subscriber/subscription (RGS30):** Defined as active line subscriptions and exclude those that do not have any revenue generating activities for more than 30 days



## PRODUCT LIST DEFINITIONS / NOTATIONS

- **Maxis Postpaid:** The Internet Plan which offer limitless voice, SMS and bundle with Mobile Internet for Maxis postpaid customers
- **Maxis Unlimited Postpaid:** A Maxis Home Fibre Plan layered with Maxis Postpaid that offers endless internet for both home and mobile
- **Maxperts:** A group of highly skilled tech support team that offers solution expertise such as the end-to-end resolution of issues, basic setup and configurations, password resets, product navigational assistance and remote troubleshooting for our range of selected Maxis solutions
- **Zerolution:** A programme that allows customers to purchase a device with RM0 upfront payment and pay over 12 to 36 monthly payments at 0% interest
- **Machine to Machine (M2M):** A direct communication between devices using a wireless network
- **FWA:** Fixed Wireless Access
- **WBB:** Wireless Broadband
- **USP:** Universal Service Provision programme



# REPORTED CONSOLIDATED INCOME STATEMENT

(RM mn)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY		YTD23	YTD24	YTD	
							RM mn	%	RM mn	%			RM mn	%
<b>Revenue</b>	<b>2,526</b>	<b>2,470</b>	<b>2,442</b>	<b>2,742</b>	<b>2,603</b>	<b>2,586</b>	(17)	-0.7%	116	4.7%	<b>4,996</b>	<b>5,189</b>	<b>193</b>	<b>3.9%</b>
<b>Expenses</b>	<b>(1,554)</b>	<b>(1,468)</b>	<b>(1,513)</b>	<b>(1,685)</b>	<b>(1,559)</b>	<b>(1,540)</b>	19	-1.2%	(72)	4.9%	<b>(3,022)</b>	<b>(3,099)</b>	<b>(77)</b>	<b>2.5%</b>
- Traffic, commissions & other direct costs	(1,023)	(938)	(895)	(1,175)	(1,037)	(996)	41	-4.0%	(58)	6.2%	(1,961)	(2,033)	(72)	3.7%
- Spectrum licence fees	(61)	(62)	(62)	(62)	(62)	(62)	-	0.0%	0	0.0%	(123)	(124)	(1)	0.8%
- Network costs	(138)	(144)	(139)	(136)	(138)	(139)	(1)	0.7%	5	-3.5%	(282)	(277)	5	-1.8%
- Staff and resource costs	(200)	(202)	(277)	(201)	(202)	(208)	(6)	3.0%	(6)	3.0%	(402)	(410)	(8)	2.0%
- Operation and maintenance costs	(106)	(94)	(102)	(126)	(102)	(109)	(7)	6.9%	(15)	16.0%	(200)	(211)	(11)	5.5%
- Marketing costs	(38)	(43)	(44)	(38)	(39)	(47)	(8)	20.5%	(4)	9.3%	(81)	(86)	(5)	6.2%
- Allowance for doubtful debts, net	(34)	(37)	(32)	(26)	(40)	(38)	2	-5.0%	(1)	2.7%	(71)	(78)	(7)	9.9%
- Government grants & other income, net	46	52	38	79	61	59	(2)	-3.3%	7	13.5%	98	120	22	22.4%
<b>EBITDA</b>	<b>972</b>	<b>1,002</b>	<b>929</b>	<b>1,057</b>	<b>1,044</b>	<b>1,046</b>	2	0.2%	44	4.4%	<b>1,974</b>	<b>2,090</b>	<b>116</b>	<b>5.9%</b>
EBITDA Margin on Service Revenue	46.0%	47.4%	43.3%	48.0%	47.6%	47.2%		-0.4ppt		-0.2ppt	46.7%	47.4%		0.7ppt
Depreciation	(349)	(346)	(350)	(480)	(367)	(364)	3	-0.8%	(18)	5.2%	(695)	(731)	(36)	5.2%
Amortisation	(82)	(85)	(82)	(129)	(81)	(75)	6	-7.4%	10	-11.8%	(167)	(156)	11	-6.6%
Others	-	(3)	(5)	(159)	(1)	(12)	(11)	>100%	(9)	>100%	(3)	(13)	(10)	>100%
<b>EBIT</b>	<b>541</b>	<b>568</b>	<b>492</b>	<b>289</b>	<b>595</b>	<b>595</b>	-	0.0%	27	4.8%	<b>1,109</b>	<b>1,190</b>	<b>81</b>	<b>7.3%</b>
EBIT Margin on Service Revenue	25.6%	26.9%	22.9%	13.1%	27.2%	26.9%		-0.3ppt		0ppt	26.2%	27.0%		0.8ppt
Finance Costs	(117)	(123)	(113)	(120)	(125)	(119)	6	-4.8%	4	-3.3%	(240)	(244)	(4)	1.7%
Finance Income	5	8	5	9	9	7	(2)	-22.2%	(1)	-12.5%	13	16	3	23.1%
<b>PBT</b>	<b>429</b>	<b>453</b>	<b>384</b>	<b>178</b>	<b>479</b>	<b>483</b>	4	0.8%	30	6.6%	<b>882</b>	<b>962</b>	<b>80</b>	<b>9.1%</b>
Tax	(109)	(124)	(97)	(122)	(126)	(127)	(1)	0.8%	(3)	2.4%	(233)	(253)	(20)	8.6%
<b>PAT</b>	<b>320</b>	<b>329</b>	<b>287</b>	<b>56</b>	<b>353</b>	<b>356</b>	3	0.8%	27	8.2%	<b>649</b>	<b>709</b>	<b>60</b>	<b>9.2%</b>
Capex	130	166	215	302	106	116	10	9.4%	(50)	-30.1%	296	222	(74)	-25.0%
Dividend per share (sen)	4	4	4	4	4	4					8	8		

(RM mn)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY		YTD23	YTD24	YTD	
							RM mn	%	RM mn	%			RM mn	%
<b>PAT</b>	<b>320</b>	<b>329</b>	<b>287</b>	<b>56</b>	<b>353</b>	<b>356</b>	3	0.8%	27	8.2%	<b>649</b>	<b>709</b>	<b>60</b>	<b>9.2%</b>
One-off adjustments:														
Cost optimisation initiative	-	-	57	-	-	-					-	-		
Non-cash accelerated depreciation and assets write-off	-	-	-	231	-	-					-	-		
Tax settlement	-	-	-	73	-	-					-	-		
<b>Adjusted PAT</b>	<b>320</b>	<b>329</b>	<b>344</b>	<b>360</b>	<b>353</b>	<b>356</b>	3	0.8%	27	8.2%	<b>649</b>	<b>709</b>	<b>60</b>	<b>9.2%</b>



## CASH FLOW STATEMENT



(RM mn)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY		YTD23	YTD24	YTD	
							RM mn	%	RM mn	%			RM mn	%
<b>Cash flow from operating activities</b>	<b>181</b>	<b>950</b>	<b>1,057</b>	<b>628</b>	<b>857</b>	<b>1,016</b>	<b>159</b>	<b>18.6%</b>	<b>66</b>	<b>6.9%</b>	<b>1,131</b>	<b>1,873</b>	<b>742</b>	<b>65.6%</b>
<b>Cash flow used in investing activities</b>	<b>(186)</b>	<b>(202)</b>	<b>(109)</b>	<b>(267)</b>	<b>(59)</b>	<b>(129)</b>	<b>(70)</b>	<b>118.6%</b>	<b>73</b>	<b>-36.1%</b>	<b>(388)</b>	<b>(188)</b>	<b>200</b>	<b>-51.5%</b>
- Purchase of PPE and intangible assets	(210)	(262)	(273)	(396)	(137)	(200)	(63)	46.0%	62	-23.7%	(472)	(337)	135	-28.6%
- Government grant related to the purchase of assets	32	64	164	131	83	51	(32)	-38.6%	(13)	-20.3%	96	134	38	39.6%
- Consideration paid for business combinations	(8)	(5)	-	-	(5)	-	5	-100.0%	5	-100.0%	(13)	(5)	8	-61.5%
- Proceeds from disposal of PPE	-	1	-	-	-	1	1	100.0%	-	0.0%	1	1	-	0.0%
- Placement of deposits with maturity of more than three months	-	-	-	(2)	-	19	19	100.0%	19	100.0%	-	19	19	100.0%
Cash flow before financing activities	<b>(5)</b>	<b>748</b>	<b>948</b>	<b>361</b>	<b>798</b>	<b>887</b>	<b>89</b>	<b>11.2%</b>	<b>139</b>	<b>18.6%</b>	<b>743</b>	<b>1,685</b>	<b>942</b>	<b>126.8%</b>
<b>Cash flow used in financing activities</b>	<b>(284)</b>	<b>(572)</b>	<b>(768)</b>	<b>(489)</b>	<b>(199)</b>	<b>(1,310)</b>	<b>(1,111)</b>	<b>558.3%</b>	<b>(738)</b>	<b>129.0%</b>	<b>(856)</b>	<b>(1,509)</b>	<b>(653)</b>	<b>76.3%</b>
- Dividends paid	(392)	(313)	(313)	(313)	(313)	(313)	-	0.0%	-	0.0%	(705)	(626)	79	-11.2%
- Debt drawdown	500	900	-	-	300	-	(300)	-100.0%	(900)	-100.0%	1,400	300	(1,100)	-78.6%
- Debt repayment	(200)	(975)	(265)	-	-	(800)	(800)	-100.0%	175	-17.9%	(1,175)	(800)	375	-31.9%
- Payment of finance costs	(114)	(109)	(106)	(90)	(114)	(126)	(12)	10.5%	(17)	15.6%	(223)	(240)	(17)	7.6%
- Shares acquired pursuant to incentive arrangement, net	-	-	(1)	-	-	-	-	0.0%	-	0.0%	-	-	-	0.0%
- Others	(78)	(75)	(83)	(86)	(72)	(71)	1	-1.4%	4	-5.3%	(153)	(143)	10	-6.5%
Net change in cash & cash equivalents	<b>(289)</b>	<b>176</b>	<b>180</b>	<b>(128)</b>	<b>599</b>	<b>(423)</b>	<b>(1,022)</b>	<b>-170.6%</b>	<b>(599)</b>	<b>-340.3%</b>	<b>(113)</b>	<b>176</b>	<b>289</b>	<b>-255.8%</b>
Opening cash & cash equivalents	<b>601</b>	<b>312</b>	<b>488</b>	<b>668</b>	<b>540</b>	<b>1,139</b>	<b>599</b>	<b>110.9%</b>	<b>827</b>	<b>265.1%</b>	<b>601</b>	<b>540</b>	<b>(61)</b>	<b>-10.1%</b>
Closing cash & cash equivalents*	<b>312</b>	<b>488</b>	<b>668</b>	<b>540</b>	<b>1,139</b>	<b>716</b>	<b>(423)</b>	<b>-37.1%</b>	<b>228</b>	<b>46.7%</b>	<b>488</b>	<b>716</b>	<b>228</b>	<b>46.7%</b>

\* The difference between cash & cash equivalents and deposits, cash and bank balances represent deposits with banks that have maturity periods of more than 3 months

## FINANCIAL RATIOS



(RM mn)	2Q23	1Q24	2Q24	QoQ	
				RM mn	%
<b>Debt</b>	10,056	10,065	9,249	(816)	-8.1%
<b>Deposits, cash &amp; bank balances<sup>1</sup></b>	515	1,168	727	(441)	-37.8%
<b>Net debt</b>	9,541	8,897	8,522	(375)	-4.2%
<b>Total equity attributable to equity owners of the Company</b>	6,034	5,791	5,833	42	0.7%

	2Q23	1Q24	2Q24
<b>Net debt to EBITDA<sup>2</sup> (x)</b>	2.41	2.21	2.09
<b>Net debt to Equity (x)</b>	1.58	1.54	1.46

Note 1: The difference between cash & cash equivalents and deposits, cash and bank balances represent deposits with banks that have maturity periods of more than 3 months

Note 2: EBITDA calculated using rolling 12 months reported EBITDA



## REVENUE COMPOSITION

(RM mn)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY		YTD23	YTD24	YTD	
							RM mn	%	RM mn	%			RM mn	%
<b>Total Revenue</b>	<b>2,526</b>	<b>2,470</b>	<b>2,442</b>	<b>2,742</b>	<b>2,603</b>	<b>2,586</b>	<b>(17)</b>	<b>-0.7%</b>	<b>116</b>	<b>4.7%</b>	<b>4,996</b>	<b>5,189</b>	<b>193</b>	<b>3.9%</b>
<b>Service Revenue</b>	<b>2,112</b>	<b>2,113</b>	<b>2,145</b>	<b>2,202</b>	<b>2,191</b>	<b>2,216</b>	<b>25</b>	<b>1.1%</b>	<b>103</b>	<b>4.9%</b>	<b>4,225</b>	<b>4,407</b>	<b>182</b>	<b>4.3%</b>
<b>Consumer converged revenue</b>	<b>1,747</b>	<b>1,751</b>	<b>1,765</b>	<b>1,801</b>	<b>1,804</b>	<b>1,815</b>	<b>11</b>	<b>0.6%</b>	<b>64</b>	<b>3.7%</b>	<b>3,498</b>	<b>3,619</b>	<b>121</b>	<b>3.5%</b>
- Postpaid	864	871	882	903	911	916	5	0.5%	45	5.2%	1,735	1,827	92	5.3%
- Prepaid	661	651	652	655	649	648	(1)	-0.2%	(3)	-0.5%	1,312	1,297	(15)	-1.1%
- Fibre	192	201	203	215	216	224	8	3.7%	23	11.4%	393	440	47	12.0%
- WBB	30	28	28	28	28	27	(1)	-3.6%	(1)	-3.6%	58	55	(3)	-5.2%
<b>Enterprise converged revenue</b>	<b>365</b>	<b>362</b>	<b>380</b>	<b>401</b>	<b>387</b>	<b>401</b>	<b>14</b>	<b>3.6%</b>	<b>39</b>	<b>10.8%</b>	<b>727</b>	<b>788</b>	<b>61</b>	<b>8.4%</b>
- Mobile	200	201	200	205	200	202	2	1.0%	1	0.5%	401	402	1	0.2%
- Fixed & Solutions	165	161	180	196	187	199	12	6.4%	38	23.6%	326	386	60	18.4%
<b>Non Service Revenue</b>	<b>414</b>	<b>357</b>	<b>297</b>	<b>540</b>	<b>412</b>	<b>370</b>	<b>(42)</b>	<b>-10.2%</b>	<b>13</b>	<b>3.6%</b>	<b>771</b>	<b>782</b>	<b>11</b>	<b>1.4%</b>
- Device	414	357	297	540	412	370	(42)	-10.2%	13	3.6%	771	782	11	1.4%

Revenue composition based on previous classification:

(RM mn)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY		YTD23	YTD24	YTD	
							RM mn	%	RM mn	%			RM mn	%
<b>Service Revenue</b>	<b>2,112</b>	<b>2,113</b>	<b>2,145</b>	<b>2,202</b>	<b>2,191</b>	<b>2,216</b>	<b>25</b>	<b>1.1%</b>	<b>103</b>	<b>4.9%</b>	<b>4,225</b>	<b>4,407</b>	<b>182</b>	<b>4.3%</b>
Mobile	1,784	1,779	1,806	1,841	1,839	1,849	10	0.5%	70	3.9%	3,563	3,688	125	3.5%
- Postpaid	1,123	1,128	1,154	1,186	1,190	1,201	11	0.9%	73	6.5%	2,251	2,391	140	6.2%
- Prepaid	661	651	652	655	649	648	(1)	-0.2%	(3)	-0.5%	1,312	1,297	(15)	-1.1%
Enterprise Services	106	106	106	117	107	115	8	7.5%	9	8.5%	212	222	10	4.7%
Home Fibre	196	205	208	219	221	228	7	3.2%	23	11.2%	401	449	48	12.0%
Network Income	26	23	25	25	23	23	-	0.0%	-	0.0%	49	46	(3)	-6.1%

## RGS30 AND ARPU



Maxis Consumer	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY	
							Δ	%	Δ	%
<b>Total Consumer Subscriptions ('000)</b>	<b>9,771</b>	<b>9,839</b>	<b>9,945</b>	<b>10,223</b>	<b>10,187</b>	<b>10,317</b>	<b>130</b>	<b>1.3%</b>	<b>478</b>	<b>4.9%</b>
- Consumer Postpaid	3,397	3,449	3,533	3,598	3,651	3,724	73	2.0%	275	8.0%
- Consumer Prepaid	5,686	5,684	5,682	5,875	5,771	5,816	45	0.8%	132	2.3%
- Consumer Fibre	601	622	645	664	677	690	13	1.9%	68	10.9%
- Consumer WBB	87	84	85	86	88	87	(1)	-1.1%	3	3.6%
<b>Consumer ARPU (RM/month)</b>										
- Consumer Postpaid	78.4	77.9	76.8	76.5	75.1	74.4	(0.7)	-0.9%	(3.5)	-4.5%
- Consumer Prepaid	38.4	38.2	38.1	37.9	37.2	37.1	(0.1)	-0.3%	(1.1)	-2.9%
- Consumer Home Connectivity	108.4	108.2	109.5	109.3	110.4	110.2	(0.2)	-0.2%	2.0	1.8%

RGS30 and ARPU based on previous classification:

Maxis Consumer and Enterprise	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY	
							Δ	%	Δ	%
<b>Total Mobile Subscriptions (incl. M2M) ('000)</b>	<b>10,323</b>	<b>10,377</b>	<b>10,486</b>	<b>10,773</b>	<b>10,755</b>	<b>10,897</b>	<b>142</b>	<b>1.3%</b>	<b>520</b>	<b>5.0%</b>
- Postpaid (incl. M2M)	4,513	4,573	4,684	4,778	4,861	4,960	99	2.0%	387	8.5%
- Prepaid	5,686	5,684	5,682	5,875	5,771	5,816	45	0.8%	132	2.3%
- WBB*	124	120	120	120	123	121	(2)	-1.6%	1	0.8%
<b>ARPU (RM/month)</b>										
Blended ARPU (excl. M2M)	55.6	55.6	55.2	55.0	54.1	53.7	(0.4)	-0.7%	(1.9)	-3.4%
- Postpaid (excl. M2M)	78.7	78.5	77.5	77.1	75.6	74.7	(0.9)	-1.2%	(3.8)	-4.8%
- Prepaid	38.4	38.2	38.1	37.9	37.2	37.1	(0.1)	-0.3%	(1.1)	-2.9%



## MARKET DEFINITION SUBSCRIPTION AND ARPU

	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY	
							Δ	%	Δ	%
<b>Mobile Subscriptions ('000)</b>										
Total Mobile Subscriptions (incl. M2M)	11,920	11,879	12,135	12,636	12,558	12,753	195	1.6%	874	7.4%
- Postpaid (incl. M2M)	4,663	4,721	4,825	4,922	5,033	5,129	96	1.9%	408	8.6%
- Prepaid	7,126	7,032	7,185	7,589	7,397	7,497	100	1.4%	465	6.6%
- WBB*	131	126	125	125	128	127	(1)	-0.8%	1	0.8%
Home Connections ('000)	612	634	658	678	692	707	15	2.2%	73	11.5%
Biz Fibre Connections ('000)	39	39	40	41	41	41	-	0.0%	2	5.1%
<b>ARPU (RM/month)</b>										
Blended ARPU (excl. M2M)	46.9	47.0	46.7	45.8	44.7	44.7	0.0	0.0%	(2.3)	-4.9%
- Postpaid (excl. M2M)	71.3	71.0	70.2	69.8	68.3	67.5	(0.8)	-1.2%	(3.5)	-4.9%
- Prepaid	30.7	30.8	30.7	29.6	28.7	28.9	0.2	0.7%	(1.9)	-6.2%
Home Fibre	107.1	107.4	108.9	108.3	109.6	109.9	0.3	0.3%	2.5	2.3%



	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	QoQ		YoY	
							Δ	%	Δ	%
<b>Data Usage (GB/month)</b>										
Blended	25.2	26.1	26.9	27.8	29.5	29.7	0.2	0.7%	3.6	13.8%
- Postpaid	27.5	28.4	29.5	30.4	32.0	32.5	0.5	1.6%	4.1	14.4%
- Prepaid	23.7	24.7	25.2	26.2	27.9	27.9	0.0	0.0%	3.2	13.0%

# Thank You



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