

**RANGKAIAN
KITA**
RANGKAIAN MALAYSIA

3Q FY2022 Financial Results

Briefing on Friday 4th November 2022



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Our Sustainability Strategy (MAX+ Plan) integrates with our Corporate Strategy (MAX Plan) to deliver on our Vision and Purpose



Corporate Strategy



Sustainability Strategy



Our Sustainability Strategy (MAX+ Plan) integrates with our Corporate Strategy (MAX Plan) to deliver on our Vision and Purpose



Corporate Strategy

M

MAXIS FOR ALL

Converged Solutions Leader for Individuals, Homes & Businesses

A

ACHIEVE UPE

Differentiated & Digital “Unmatched Personalised Experience” (UPE)

X

MAXIS WAY

World Class Effective & Efficient Organisation

Our Vision

Be the **Leading Converged Solutions Provider** in Malaysia

Our Purpose

We exist to bring together the best of technology to help people, businesses and the nation to *Always Be Ahead* in a changing world

Sustainability Strategy

Digitally Inclusive Society

- Provide Connectivity and Digital Solutions for Underserved Segments
- Capitalise on Technology to Drive Greater Access to Quality Education
- Support SME Transformation & Digital Economy Entrepreneurship

M+

MAXIS FOR ALL

Green Operations & Sustainable Living

- Promote Sustainable Offerings that Provide Environmental, Social & Economic Benefit
- Strengthen Climate Action & Resiliency and Minimise our Environmental Footprint
- Advocate for Responsible Digital Citizenship

A+

ACHIEVE UPE

People Empowerment & Organisational Integrity

- Achieve an Inclusive, Diverse & Empowered Workforce
- Implement Sustainable Supply Chain Management
- Uphold Ethical Business Practices

X+

MAXIS WAY

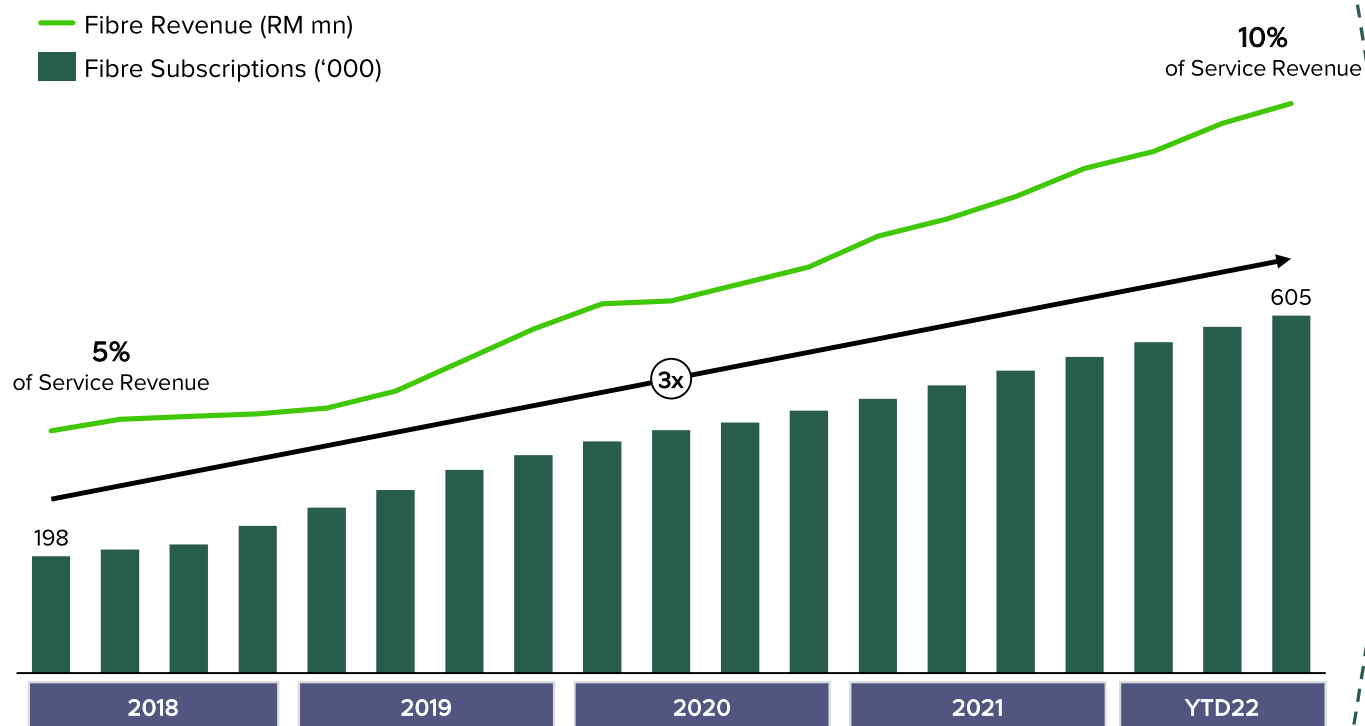
3Q22

CONVERGENCE

Fibre subscriptions tripled since 2018, solidifying Maxis' position as a leader in convergence



Maxis Fibre Revenue & Fibre Subscriptions, by quarter



Emerging #2 Fibre Player

>16% market share as of 1Q22¹

Leader in Fibre CX²

Fibre TP-NPS +60 as of 1Q22

Improved Service

30% increased Maxpert utilization since 2020







¹ Based on MCMC published report "Communications and Multimedia : Facts and Figures, 1Q 2022". Market share: TM 76.6%, Maxis 16.3%, Others 7.1%

² CX refers to customer experience

3Q22

PERFORMANCE HIGHLIGHTS



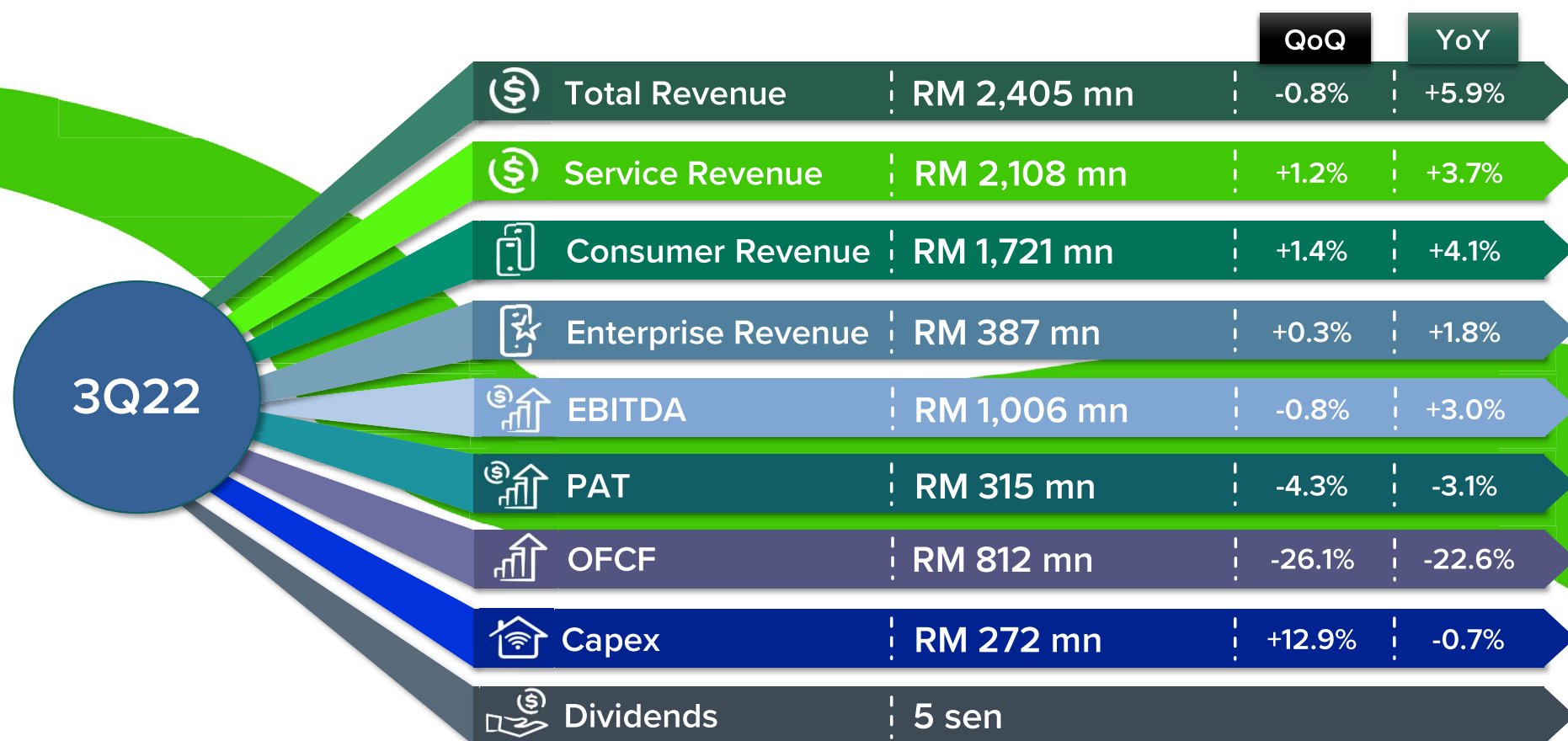
		QoQ	YoY
	Consumer Postpaid Subscribers	3,271 k	+0.8% +6.4%
	Consumer Fibre & WBB Connections	652 k	+2.2% +14.6%
	Consumer Prepaid Subscribers	5,828 k	+0.3% -1.8%
	Enterprise BRNs	90 k	+1.1% +5.0%
	TP-NPS	+67	+3 pts +5 pts
	Digital Care (vs total contacts)	23%	

Note:
1 Digital Care refers to customer interactions taken through non-human interactions, including Virtual Interactive Voice Responder, and MaxBOT interactions



3Q22

FINANCIAL HIGHLIGHTS



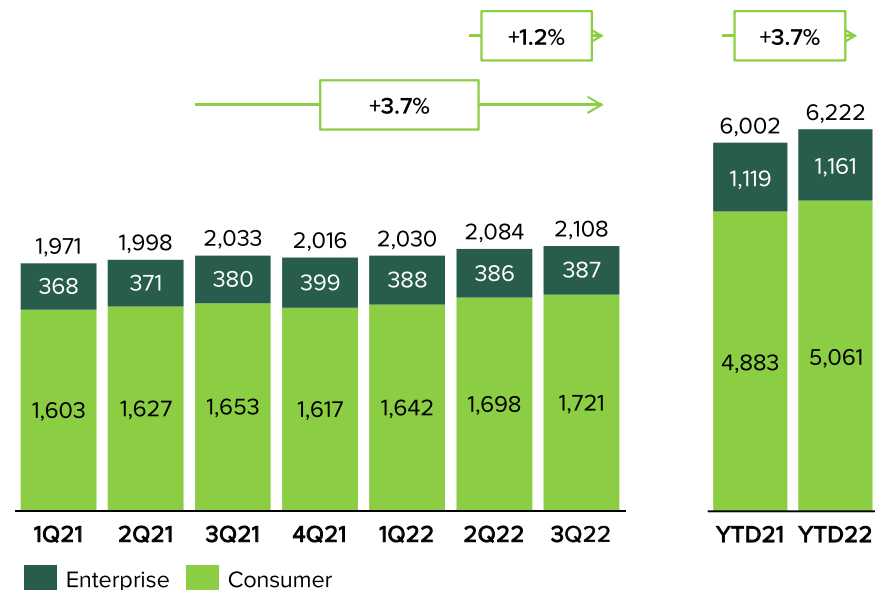
3Q22

SERVICE REVENUE

Steady growth in core business increases Service Revenue by 3.7%, YTD22 vs YTD21



Service Revenue (RM mn)

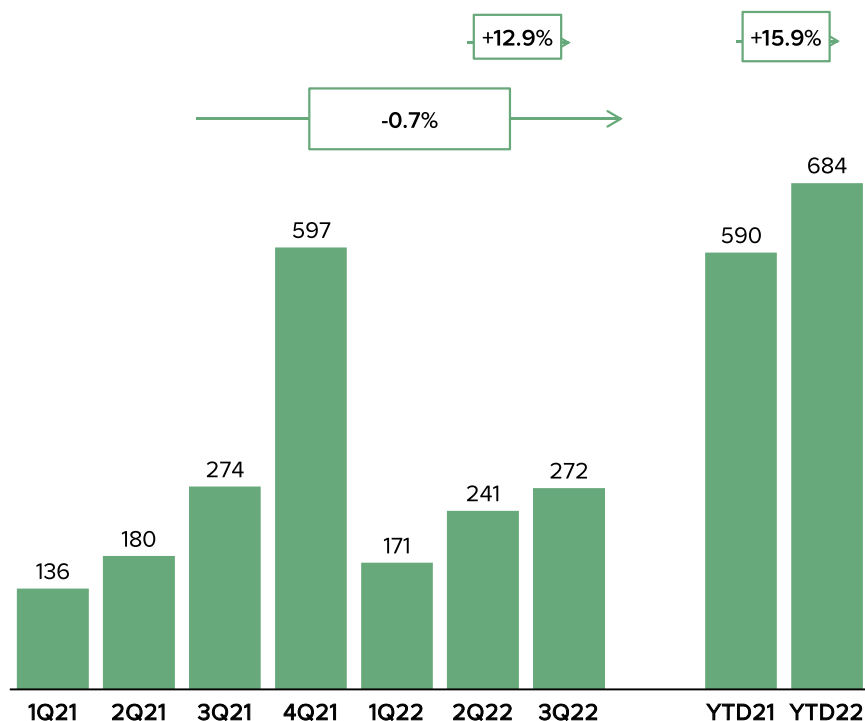


Note: Comparatives were restated (please refer to Bursa for refined presentation)

- Service Revenue for YTD22 at RM6,222mn up 3.7%
- Service Revenue for 3Q22 at RM2,108mn:
 - Up RM24mn, +1.2% QoQ
 - Up RM75mn, +3.7% YoY
- Growth in Service Revenue YoY and QoQ driven by:
 - **Consumer Business:**
 - Steady growth in all areas: Postpaid, Home Connectivity (Fibre & Wireless Broadband); and
 - Resilient Prepaid even in shrinking prepaid market; and
 - **Enterprise Business:**
 - Steady growth in core mobile; and
 - Accelerating growth in newly introduced ICT & Cloud Solutions



Commercial Capex Profile QoQ (RM mn)



Executing fibre build strategy

- Combined investments from both JENDELA USP Capex and Commercial Capex
- On target with JENDELA fiberisation plans for premises passed with fibre connectivity

Core network capacity investment for better network performance and customer experience

- On target with JENDELA base station upgrades and new tower builds to support nation's digital ambitions
- Capex is targeted using big data analytics for each base station, for network differentiation and competitive advantage

YTD22 USP Capex investment amounting to RM354 million

- Increase +RM147m (71.0%) vs YTD21 USP Capex of RM207 million

Investing in future proof IT systems

- Investments in IT system capabilities, promoting digitisation and efficiencies
- Enhance cybersecurity and data protection capabilities

Built-to-order Enterprise solutions

- Incremental Enterprise capex driven by corporate deals

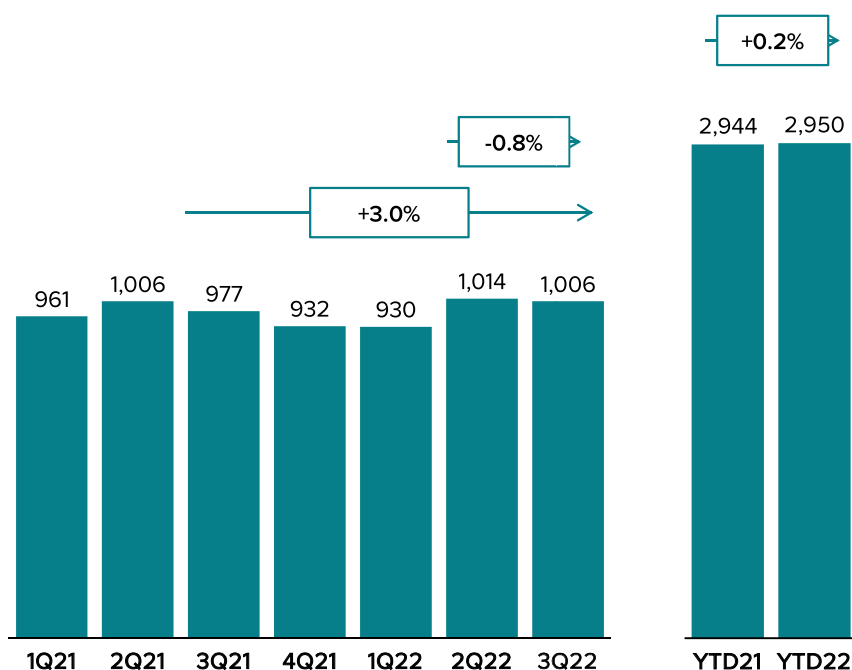
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EBITDA

Resilient YTD EBITDA: higher Postpaid contracts supporting sustainable revenue growth



EBITDA
(RM mn)



EBITDA up +0.2% YTD22 vs YTD21:

- Total revenue increased from solid growth across all segments, especially device sales: RM1,013mn:YTD22 vs RM783mn:YTD21
- In tandem, cost increased for direct costs and device costs, driven by growth in contracted revenue
- Allowance for doubtful debts reverts to pre-pandemic levels, RM85mn:YTD22 vs RM19mn:YTD21 (RM91mn:YTD19, pre-pandemic levels)
- EBITDA Margin 47.4%:YTD22 vs 49.1%:YTD21

3Q22 EBITDA higher by +3.0% YoY

- Good cost management despite increased device costs
- EBITDA margin at 47.7%:3Q22 vs 48.1%:3Q21

3Q22 EBITDA relatively flat at -0.8% QoQ

- EBITDA margin at 47.7%:3Q22 vs 48.7%:2Q22

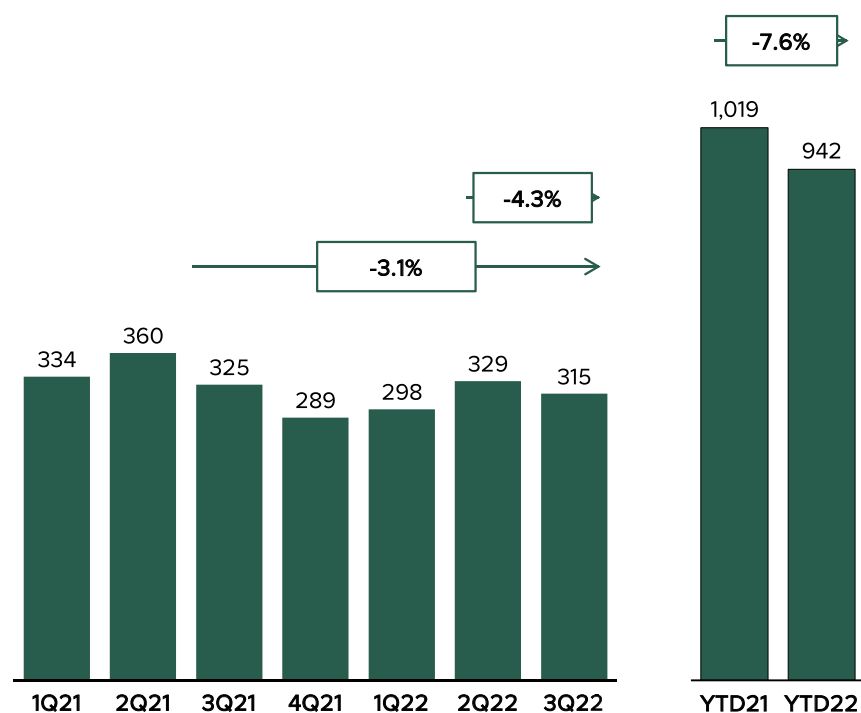
3Q22

PROFIT AFTER TAX

PAT relatively stable, in line with
resilient EBITDA



Profit After Tax
(RM mn)



YTD Profit Before Tax up by RM24mn, +1.7%
RM1,402mn:YTD22 vs RM1,378mn:YTD21

YTD Profit After Tax down by RM77mn, -7.6%

Declined due to the one-off tax measure of 33% tax rate on chargeable income that exceeds RM100mn for YA2022 (Prosperity Tax)

3Q22 Profit After Tax down by QoQ by RM14mn, -4.3%

Declined due to lower EBITDA and higher amortisation costs as compared to the previous quarter

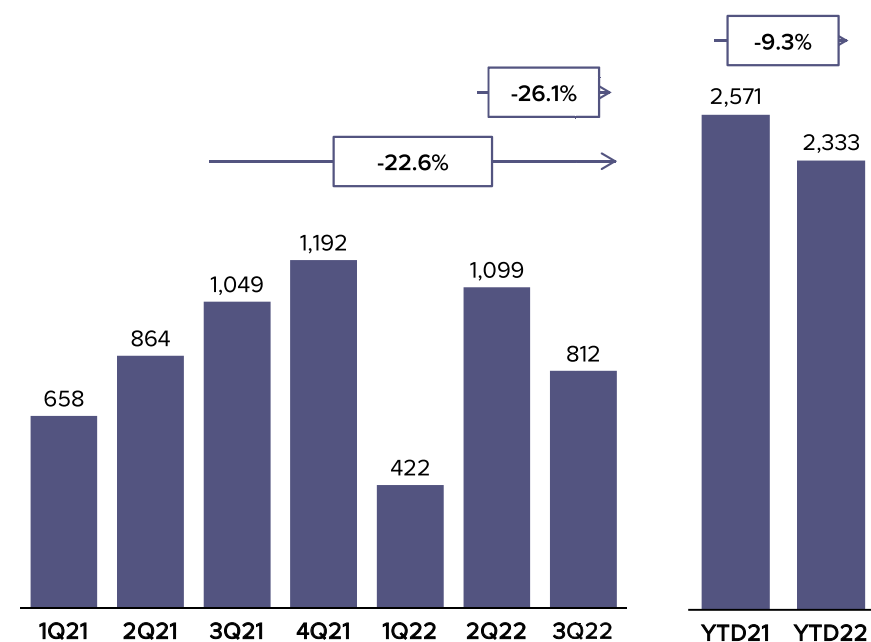
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OPERATING FREE CASH FLOW

Strong cash balance of over RM1 billion
despite slight decline in OFCF



Operating Free Cash Flow
(RM mn)



Note: Comparatives were restated (please refer to Bursa for refined presentation)

Operating Free Cash Flow ("OFCF") down by 9.3%:
RM2,333mn:YTD22 vs RM2,571mn:YTD21 due to higher payment to
suppliers, which is expected to normalise during the year.

3Q22 Dividends: 5 Sen (total payout of RM392mn)



Cost Management Programme

Cost optimization program on track:

- Accelerate **network operational efficiency towards zero touch network** with analytics-based network deployment and modernisations
- **Rationalize software licenses subscriptions** and decommissioning of legacy platforms
- Drive **strategic negotiation savings** on network and IT related contracts



Collection Transformation

Embarking on Collection Technology Integration Phase:

- Integrating and uplifting credit and collection capabilities as part of the **new collection system upgrade** to drive efficient E2E collections management
- Established governance framework with regular **reviews of controls and policies**



Digital Transformation

Customer-focused digital effort:

- **Digital Customer Value Management:** Focusing on building end-to-end capabilities to drive digital acquisition and customer lifetime value
- **Digital Enterprise Experience:** Focusing on elevating Enterprise' CX maturity via customers insights, customer journey mapping and CX design

3Q22

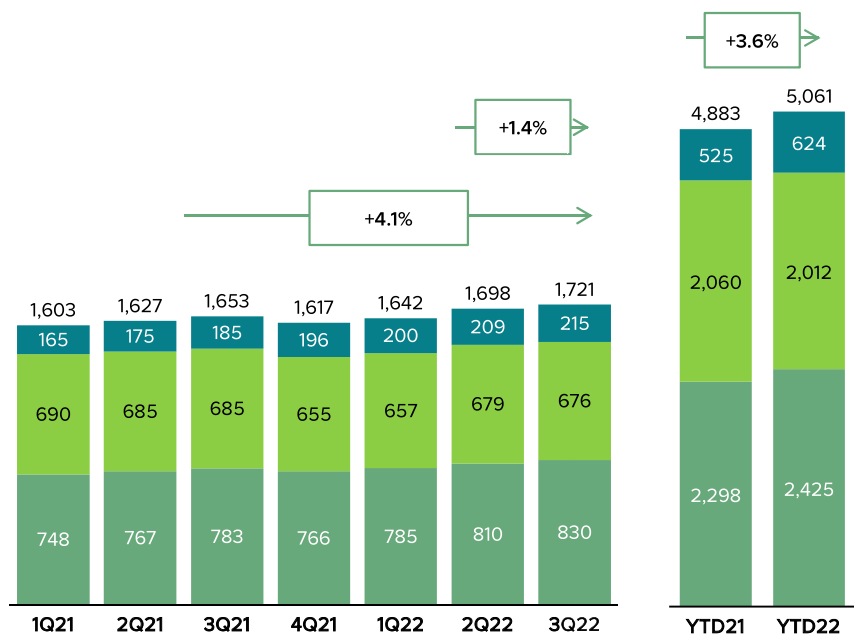
MAXIS CONSUMER

Encouraging subscriber growth in all areas –
postpaid, prepaid and home connectivity



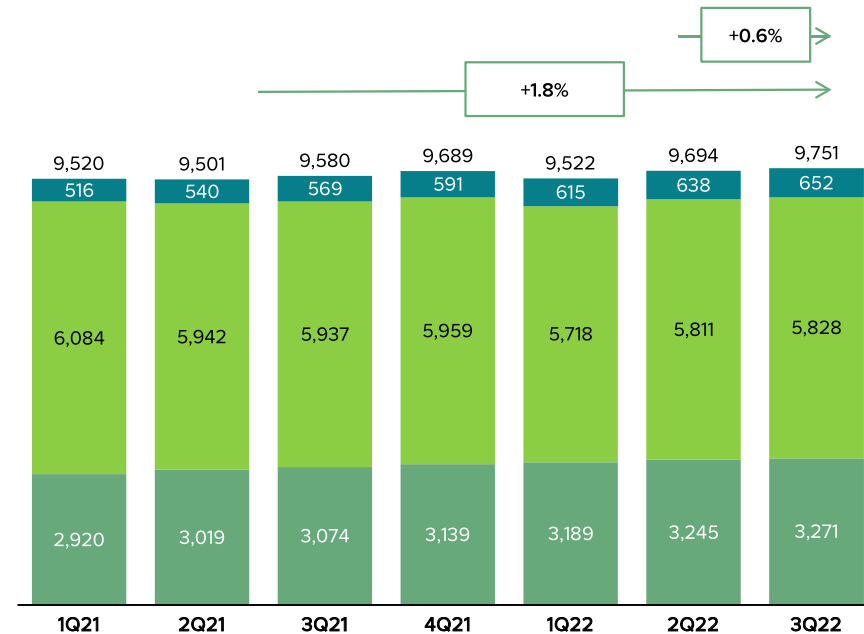
Consumer Revenue (RM mn)

Home Connectivity Consumer Prepaid Consumer Postpaid



Consumer Subscription (‘000)

Home Connectivity Consumer Prepaid Consumer Postpaid



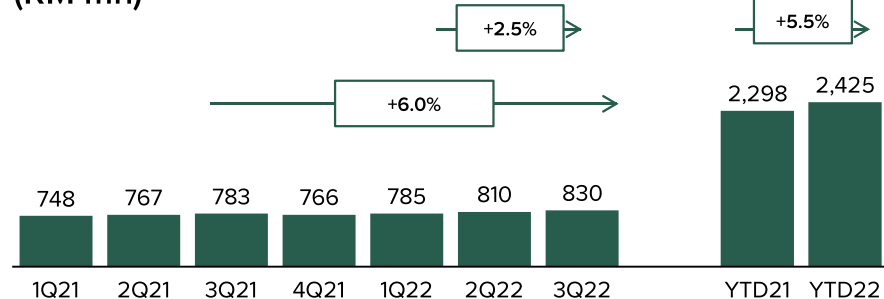
3Q22

CONSUMER POSTPAID

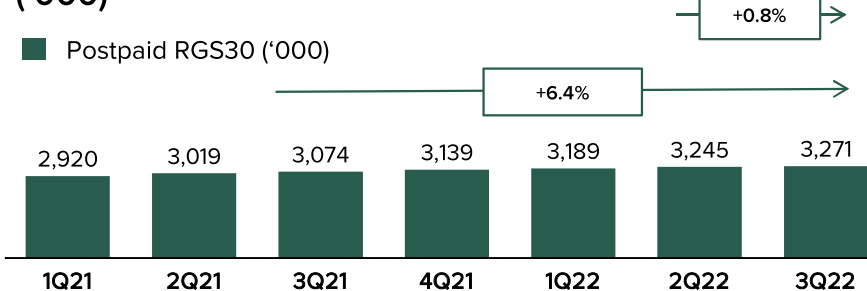
YoY growth in subscribers of 6.4% and higher ARPU leading to YoY revenue growth of 6.0%



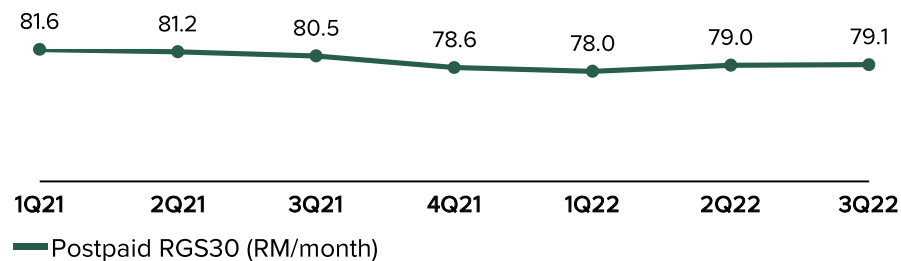
Consumer Postpaid Revenue¹ (RM mn)



Consumer Subscription (‘000)



Consumer Postpaid ARPU¹ (RM)



Higher Postpaid revenue QoQ and YoY

Growth in Maxis Postpaid, both primary and shared lines, and Hotlink Postpaid

Stable Postpaid ARPU

- QoQ growth of RM0.1 from increased international outbound roaming, albeit still not back to pre-pandemic levels
- YoY dilution of RM1.4 due to Hotlink Postpaid and increased shared lines

Note 1: Comparatives were restated

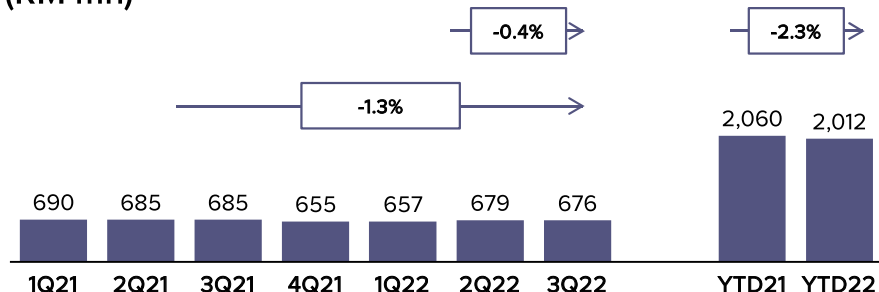
3Q22

CONSUMER PREPAID

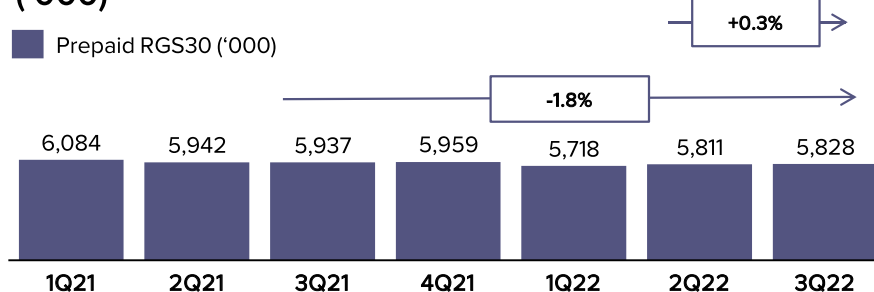
Stable Prepaid revenue in 3Q22
through resilient ARPU management



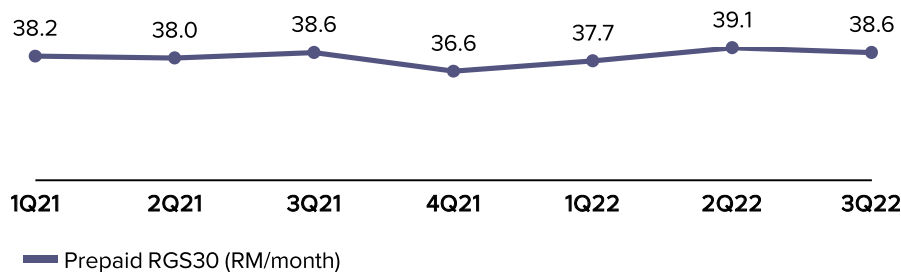
Consumer Prepaid Revenue
(RM mn)



Consumer Subscription
(‘000)



Consumer Prepaid ARPU
(RM)



Growth in Prepaid Subscriptions

- Continued adoption of Hotlink Unlimited, growing adoption of Hotlink Prepaid Pantas from new segments and returning migrants compensating pre-to-post subscriber movements
- YoY subscribers lower due to periodic clean-out of non-revenue SIM cards impacting RGS in 1Q22

Resilient Prepaid ARPU

- Resilient ARPU management through HotlinkMu personalized promotions
- Slight reduction QoQ due to higher demand during Raya festivities

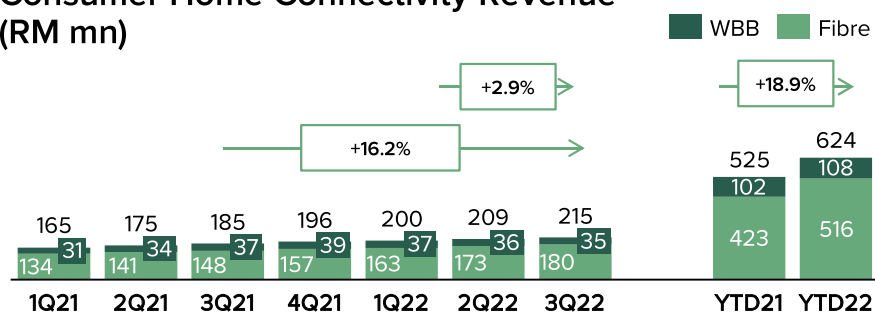
3Q22

CONSUMER HOME CONNECTIVITY

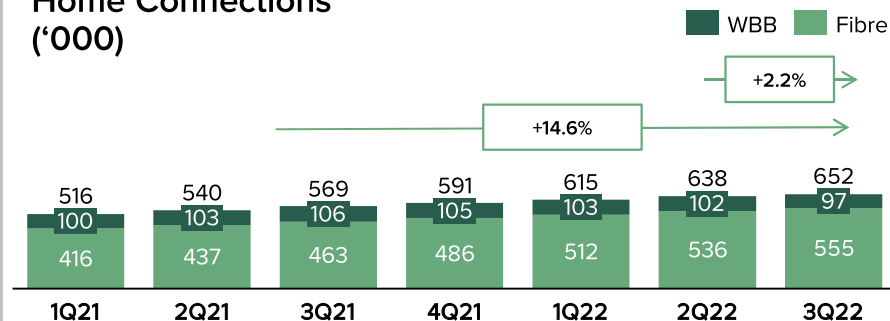
YoY Home Connections up 14.6% and Revenue up 16.2%, double digit growth



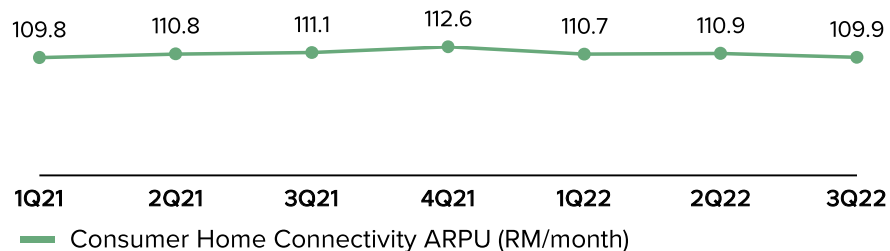
Consumer Home Connectivity Revenue¹
(RM mn)



Home Connections
(‘000)



Home Blended (Fibre and WBB) ARPU
(RM)



Home Connectivity continues to deliver healthy customer growth

- Home connections up +2.2% QoQ representing +14k additional connections
- WBB connections gradual decline is in line with our expectations, demand has declined as Malaysian employees are now returning to office

Home Blended ARPU remains stable

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

3Q22

MAXIS BUSINESS

Maxis Business remains committed in
inspiring digitalisation across Malaysian businesses



Orchestrating the ecosystem with industry thought leadership

Maxis 5G Alliance has **gained momentum and expanded to 23 members** with the addition of 7 new partners

GAMUDA LAND
NOKIA

goruda
robotics

ITXOTIC

LINK UP

ZTE
NVIDIA



- Leveraging the Maxis 5G Alliance Programme, we held our 1st thought leadership virtual forum with **GSMA APAC** on ecosystem building in the 5G era. Welcomed more than 200 participants.
- The forum also featured our partners from Huawei and OMRON as well as other regional 5G ecosystem leaders

Industry-leading network performance and reliability conforming to global standards

Strengthening our Maxis Programmable Network proposition with **best of breed technology and certifications**



- **Only Malaysian service provider** to acquire MEF 3.0 SDWAN certification for IPv4, IPv6 and Dual Stack
- Certification validates our SDWAN solution is **world-class** and conforms to rigorous specifications defined by MEF



- Coupled with MEF 3.0 Carrier Ethernet certification, Maxis offers the **gold standard for high-speed connectivity services**

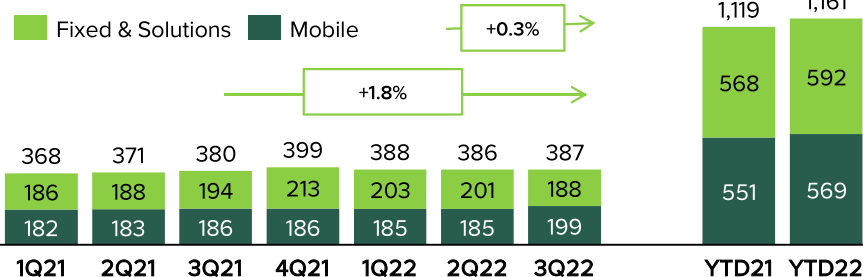
3Q22

ENTERPRISE BUSINESS

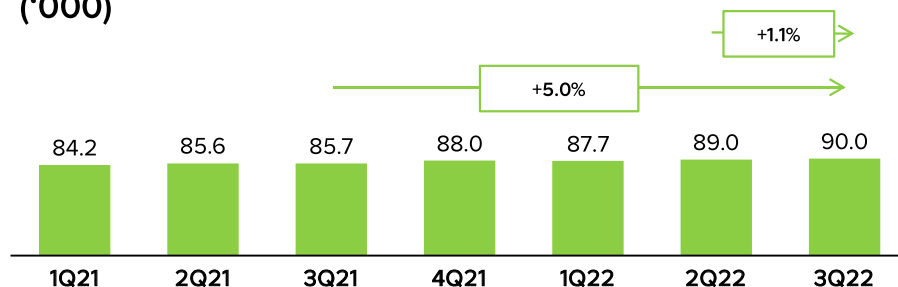
Focusing on execution of the Enterprise convergence strategy



Enterprise Revenue¹ (RM mn)



Enterprise BRNs (‘000)



YTD22 vs YTD21 Enterprise Revenue YoY up 3.8%

- Growing Fixed & Solutions stack as part of Enterprise convergence strategy, increasing +4.2% YoY (YTD22: RM592mn vs YTD21: RM568mn)
- Supported by expanding capabilities through organic in-house training and inorganic acqui-hires
- Enterprise BRNs continue to grow, increasing YoY 5.0% and QoQ 1.1%, opportunity for revenue uplift

Note 1: Enterprise Fixed & Solutions revenue includes WBB



Guidance for FY22 maintained

Service
Revenue

Low to mid single digit increase

EBITDA

Flat to low single digit increase



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 Paul Zaman
Head of IR: paulzaman@maxis.com.my & HP +60 14 7212 986

Appendix





- **BRNs:** Enterprise Business Registration Numbers refers to number of companies with billable services in the quarter
- **Digital Care:** refers to customer interactions taken through non-human interactions, including Virtual Interactive Voice Responder and MaxBOT interactions
- **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
- **Operating Free Cash Flow:** Cash Flow from Operating Activities
- **Revenue:** Service Revenue plus device, network income and others
- **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
- **Service Revenue:** Group revenue excluding sale of devices
- **SOP:** Standard Operating Procedure



- **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 24 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

3Q22

REPORTED CONSOLIDATED INCOME STATEMENT



(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY		YTD21	YTD22	YTD	
								RM mn	%	RM mn	%			RM mn	%
Revenue	2,240	2,274	2,271	2,456	2,406	2,424	2,405	(19)	-0.8%	134	5.9%	6,785	7,235	450	6.6%
Expenses	(1,279)	(1,268)	(1,294)	(1,524)	(1,476)	(1,410)	(1,399)	11	-0.8%	(105)	8.1%	(3,841)	(4,285)	(444)	11.6%
- Traffic, commissions & other direct costs	(464)	(453)	(516)	(477)	(477)	(505)	(510)	(5)	1.0%	6	-1.2%	(1,433)	(1,492)	(59)	4.1%
- Device costs	(328)	(376)	(290)	(568)	(492)	(412)	(381)	31	-7.5%	(91)	31.4%	(994)	(1,285)	(291)	29.3%
- Spectrum licence fees	(70)	(62)	(68)	(71)	(66)	(67)	(63)	4	-6.0%	5	-7.4%	(200)	(196)	4	-2.0%
- Network costs	(118)	(117)	(125)	(119)	(132)	(134)	(129)	5	-3.7%	(4)	3.2%	(360)	(395)	(35)	9.7%
- Staff and resource costs	(183)	(178)	(183)	(191)	(210)	(194)	(193)	1	-0.5%	(10)	5.5%	(544)	(597)	(53)	9.7%
- Operation and maintenance costs	(99)	(86)	(102)	(114)	(87)	(96)	(102)	(6)	6.3%	0	0.0%	(287)	(285)	2	-0.7%
- Marketing costs	(41)	(42)	(49)	(48)	(39)	(50)	(48)	2	-4.0%	1	-2.0%	(132)	(137)	(5)	3.8%
- Others	24	46	39	64	27	48	27	(21)	-43.8%	(12)	-30.8%	109	102	(7)	-6.4%
- Allowance for doubtful debts, net	(13)	(6)	0	2	(34)	(26)	(25)	1	-3.8%	(25)	->100%	(19)	(85)	(66)	+>100%
- Government grants & other income, net	37	52	39	62	61	74	52	(22)	-29.7%	13	33.3%	128	187	59	46.1%
EBITDA	961	1,006	977	932	930	1,014	1,006	(8)	-0.8%	29	3.0%	2,944	2,950	6	0.2%
EBITDA Margin	48.8%	50.4%	48.1%	46.2%	45.8%	48.7%	47.7%		-1.0ppt		-0.4ppt	49.1%	47.4%		-1.7ppt
Depreciation	(365)	(362)	(369)	(372)	(350)	(343)	(343)	0	0.0%	26	-7.0%	(1,096)	(1,036)	60	-5.5%
Amortisation	(21)	(31)	(66)	(63)	(67)	(69)	(84)	(15)	21.7%	(18)	27.3%	(118)	(220)	(102)	86.4%
Others	(1)	(9)	6	(10)	10	(3)	(3)	0	0.0%	(9)	-150.0%	(4)	4	8	->100%
EBIT	574	604	548	487	523	599	576	(23)	-3.8%	28	5.1%	1,726	1,698	(28)	-1.6%
Interest Expenses	(125)	(125)	(112)	(111)	(99)	(104)	(114)	(10)	9.6%	(2)	1.8%	(362)	(317)	45	-12.4%
Interest Revenue	4	5	5	8	8	5	8	3	60.0%	3	60.0%	14	21	7	50.0%
PBT	453	484	441	384	432	500	470	(30)	-6.0%	29	6.6%	1,378	1,402	24	1.7%
Tax	(119)	(124)	(116)	(95)	(134)	(171)	(155)	16	-9.4%	(39)	33.6%	(359)	(460)	(101)	28.1%
PAT	334	360	325	289	298	329	315	(14)	-4.3%	(10)	-3.1%	1,019	942	(77)	-7.6%
Capex	136	180	274	597	171	241	272	31	12.9%	(2)	-0.7%	590	684	94	15.9%
Dividend per share (sen)	4	4	4	5	5	5	5					12	15		

Note: Comparatives were restated (please refer to Bursa for refined presentation)

3Q22

CASH FLOW STATEMENT



(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY		YTD21	YTD22	YTD	
								RM mn	%	RM mn	%			RM mn	%
Cash flow from operating activities	658	864	1,049	1,192	422	1,099	812	(287)	-26.1%	(237)	-22.6%	2,571	2,333	(238)	-9.3%
Cash flow used in investing activities	(145)	(206)	(413)	(733)	(344)	(218)	(350)	(132)	60.6%	63	-15.3%	(764)	(912)	(148)	19.4%
- Purchase of PPE and intangible assets	(154)	(236)	(422)	(821)	(299)	(355)	(529)	(174)	49.0%	(107)	25.4%	(812)	(1,183)	(371)	45.7%
- Government grant related to the purchase of assets	9	30	18	86	62	137	180	43	31.4%	162	+>100%	57	379	322	+>100%
- Consideration paid for business combinations	0	0	(10)	0	(107)	(1)	0	1	-100.0%	10	-100.0%	(10)	(108)	(98)	+>100%
- Proceeds from disposal of PPE	0	1	0	(1)	0	1	(1)	(2)	->100%	(1)	->100%	1	0	(1)	-100.0%
- Placement of deposits with maturity of more than three months	0	(1)	1	3	0	0	0	0	+>100%	(1)	-100%	0	0	0	+>100%
Cash flow before financing activities	513	658	636	459	78	881	462	(419)	-47.6%	(174)	-27.4%	1,807	1,421	(386)	-21.4%
Cash flow used in financing activities	(297)	(241)	(791)	(478)	(738)	(559)	(173)	386	-69.1%	618	-78.1%	(1,329)	(1,470)	(141)	10.6%
- Dividends paid	(391)	(313)	(313)	(313)	(391)	(391)	(392)	(1)	0.3%	(79)	25.2%	(1,017)	(1,174)	(157)	15.4%
- Debt drawdown	700	900	700	0	1,100	0	400	400	+>100%	(300)	-43%	2,300	1,500	(800)	-34.8%
- Debt repayment	(400)	(650)	(1,000)	0	(1,250)	0	0	0	0.0%	1,000	-100%	(2,050)	(1,250)	800	-39.0%
- Payment of finance costs	(139)	(113)	(100)	(104)	(99)	(101)	(104)	(3)	3.0%	(4)	4.0%	(352)	(304)	48	-13.6%
- Shares acquired pursuant to incentive arrangement	0	0	(7)	0	0	0	(7)	(7)	0.0%	0	0.0%	(7)	(7)	0	0.0%
- Others	(67)	(65)	(71)	(61)	(98)	(67)	(70)	(3)	4.5%	1	-1.4%	(203)	(235)	(32)	15.8%
Net change in cash & cash equivalents	216	417	(155)	(19)	(660)	322	289	(33)	-10.2%	444	->100%	478	(49)	(527)	-110.3%
Opening cash & cash equivalents	705	921	1,338	1,183	1,164	504	826	322	63.9%	(512)	-38.3%	705	1,164	459	65.1%
Closing cash & cash equivalents*	921	1,338	1,183	1,164	504	826	1,115	289	35.0%	(68)	-5.7%	1,183	1,115	(68)	-5.7%

Note: Comparatives were restated (please refer to Bursa for refined presentation)

* 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

3Q22

FINANCIAL RATIOS



(RM mn)	2Q22	3Q22	QoQ	
			RM mn	%
Debt ¹	9,895	10,285	390	3.9%
Deposits, cash & bank balances ²	853	1,142	289	33.9%
Net debt	9,042	9,143	101	1.1%
Total equity	6,593	6,520	(73)	-1.1%

(RM mn)	2Q22	3Q22
Net debt to EBITDA ³	2.35x	2.36x
Net debt to Equity	1.37x	1.4x

Note 1: Includes derivative financial instruments designated for hedging relationship on borrowings

Note 2: 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 3: EBITDA calculated using rolling 12 months reported EBITDA

3Q22

REVENUE COMPOSITION



(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY		YTD21	YTD22	YTD	
								RM mn	%	RM mn	%			RM mn	%
Total Revenue	2,240	2,274	2,271	2,456	2,406	2,424	2,405	(19)	-0.8%	134	5.9%	6,785	7,235	450	6.6%
Service Revenue	1,971	1,998	2,033	2,016	2,030	2,084	2,108	24	1.2%	75	3.7%	6,002	6,222	220	3.7%
Consumer converged revenue	1,603	1,627	1,653	1,617	1,642	1,698	1,721	23	1.4%	68	4.1%	4,883	5,061	178	3.6%
- Postpaid	748	767	783	766	785	810	830	20	2.5%	47	6.0%	2,298	2,425	127	5.5%
- Prepaid	690	685	685	655	657	679	676	(3)	-0.4%	(9)	-1.3%	2,060	2,012	(48)	-2.3%
- Fibre	134	141	148	157	163	173	180	7	4.0%	32	21.6%	423	516	93	22.0%
- WBB	31	34	37	39	37	36	35	(1)	-2.8%	(2)	-5.4%	102	108	6	5.9%
Enterprise converged revenue	368	371	380	399	388	386	387	1	0.3%	7	1.8%	1,119	1,161	42	3.8%
Non Service Revenue	269	276	238	440	376	340	297	(43)	-12.6%	59	24.8%	783	1,013	230	29.4%
- Device	269	276	238	440	376	340	297	(43)	-12.6%	59	24.8%	783	1,013	230	29.4%

Revenue composition based on previous classification:

(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY		YTD21	YTD22	YTD	
								RM mn	%	RM mn	%			RM mn	%
Service Revenue	1,971	1,998	2,033	2,016	2,030	2,084	2,108	24	1.2%	75	3.7%	6,002	6,222	220	3.7%
Mobile	1,675	1,696	1,721	1,681	1,698	1,748	1,768	20	1.1%	47	2.7%	5,092	5,214	122	2.4%
- Postpaid	985	1,011	1,036	1,026	1,041	1,069	1,092	23	2.2%	56	5.4%	3,032	3,202	170	5.6%
- Prepaid	690	685	685	655	657	679	676	(3)	-0.4%	(9)	-1.3%	2,060	2,012	(48)	-2.3%
Enterprise Services	136	135	138	151	141	135	131	(4)	-3.0%	(7)	-5.1%	409	407	(2)	-0.5%
Home Fibre	136	143	150	160	166	177	184	7	4.0%	34	22.7%	429	527	98	22.8%
Network Income	24	24	24	24	25	24	25	1	4.2%	1	4.2%	72	74	2	2.8%

3Q22

RGS30 AND ARPU



Maxis Consumer	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY	
								Δ	%	Δ	%
Total Consumer Subscriptions ('000)	9,520	9,501	9,580	9,689	9,522	9,694	9,751	57	0.6%	171	1.8%
- Consumer Postpaid	2,920	3,019	3,074	3,139	3,189	3,245	3,271	26	0.8%	197	6.4%
- Consumer Prepaid	6,084	5,942	5,937	5,959	5,718	5,811	5,828	17	0.3%	(109)	-1.8%
- Consumer Fibre	416	437	463	486	512	536	555	19	3.5%	92	19.9%
- Consumer WBB	100	103	106	105	103	102	97	(5)	-4.9%	(9)	-8.5%
Consumer ARPU (RM/month)											
- Consumer Postpaid	81.6	81.2	80.5	78.6	78.0	79.0	79.1	0.1	0.1%	(1.4)	-1.7%
- Consumer Prepaid	38.2	38.0	38.6	36.6	37.7	39.1	38.6	(0.5)	-1.3%	0.0	0.0%
- Consumer Home Connectivity	109.8	110.8	111.1	112.6	110.7	110.9	109.9	(1.0)	-0.9%	(1.2)	-1.1%

RGS30 and ARPU based on previous classification:

Maxis Consumer and Enterprise	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY	
								Δ	%	Δ	%
Total Mobile Subscriptions (incl. M2M) ('000)	10,092	10,090	10,188	10,353	10,138	10,296	10,376	80	0.8%	188	1.8%
- Postpaid (incl. M2M)	3,870	3,981	4,054	4,182	4,213	4,279	4,348	69	1.6%	294	7.3%
- Prepaid	6,084	5,942	5,937	5,959	5,718	5,811	5,828	17	0.3%	(109)	-1.8%
- WBB*	138	167	197	212	207	206	200	(6)	-2.9%	3	1.5%
ARPU (RM/month)											
Blended ARPU (excl. M2M)	54.8	54.8	55.3	53.5	54.3	55.6	55.5	(0.1)	-0.2%	0.2	0.4%
- Postpaid (excl. M2M)	81.8	81.2	80.5	78.9	78.1	79.1	79.7	0.6	0.8%	(0.8)	-1.0%
- Prepaid	38.2	38.0	38.6	36.6	37.7	39.1	38.6	(0.5)	-1.3%	0.0	0.0%

3Q22

MARKET DEFINITION SUBSCRIPTION AND ARPU



	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY	
								Δ	%	Δ	%
Mobile Subscriptions ('000)											
Total Mobile Subscriptions (incl. M2M)	11,516	11,671	11,651	11,843	11,640	11,767	11,877	110	0.9%	226	1.9%
- Postpaid (incl. M2M)	4,006	4,133	4,107	4,259	4,324	4,398	4,478	80	1.8%	371	9.0%
- Prepaid	7,365	7,360	7,334	7,359	7,092	7,149	7,188	39	0.5%	(146)	-2.0%
- WBB*	145	178	210	225	224	220	211	(9)	-4.1%	1	0.5%
Home Connections ('000)	423	444	470	494	520	545	564	19	3.5%	94	20.0%
Biz Fibre Connections ('000)	42	43	42	42	40	41	41	0	0.0%	(1)	-2.4%
ARPU (RM/month)											
Blended ARPU (excl. M2M)	47.4	47.0	46.6	45.9	46.2	47.7	47.3	(0.4)	-0.8%	0.7	1.5%
- Postpaid (excl. M2M)	76.0	75.4	75.0	73.4	72.5	72.7	72.8	0.1	0.1%	(2.2)	-2.9%
- Prepaid	31.6	31.0	30.5	29.7	30.2	31.8	31.3	(0.5)	-1.6%	0.8	2.6%
Home Fibre	108.1	108.9	108.4	109.5	107.8	108.3	108.0	(0.3)	-0.3%	(0.4)	-0.4%

3Q22

DATA USAGE



	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ		YoY	
								Δ	%	Δ	%
Data Usage (GB/month)											
Blended	21.6	24.4	25.0	24.4	24.9	24.9	26.3	1.3	5.3%	1.3	5.2%
- Postpaid	22.8	25.6	28.0	27.4	28.2	27.9	29.1	1.2	4.4%	1.1	3.8%
- Prepaid	20.9	23.7	23.2	22.6	22.9	23.2	24.6	1.4	6.1%	1.4	6.0%

Thank You



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