

Maxis Berhad: 3Q24 Financial Results

Briefing on Friday, 8 November 2024

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Maxis, Malaysia's Leading Integrated Telco



Pillar 1



Sustainable and Predictable Growth

- Consistent go-to-market strategy, focused on profitable growth
- Generate value for customers through speed and data upgrades
- Expand converged customer opportunities

Pillar 2



Consistently Good Customer Experience

- One of only eight recipients awarded the Silver Jubilee Hall of Fame: Legend of the Industry Award from the Contact Centre Association of Malaysia
- TP-NPS score of +70

Pillar 3



Operating Excellence

- Higher efficiency in working capital through an improved collection system
- Deliberate allocation of Capex investment for long-term growth

Pillar 4



High Performing Organisation

- Launched 2024 Maxis Scholarship Programme, as part of our commitment to cultivate future leaders
- Won the Coursera 2024 Maximizing Impact Award for Asia Pacific Region, recognising Maxis' efforts in strengthening capabilities



Service Revenue

RM 2,213 m

▼ 0.1% QoQ | ▲ 3.2% YoY

EBITDA

RM 1,048 m

▲ 0.2% QoQ | ▲ 12.8% YoY

Profit After Tax

RM 366 m

▲ 2.8% QoQ | ▲ 27.5% YoY

Capex

RM 140 m

Operating Free Cash Flow

RM 753 m

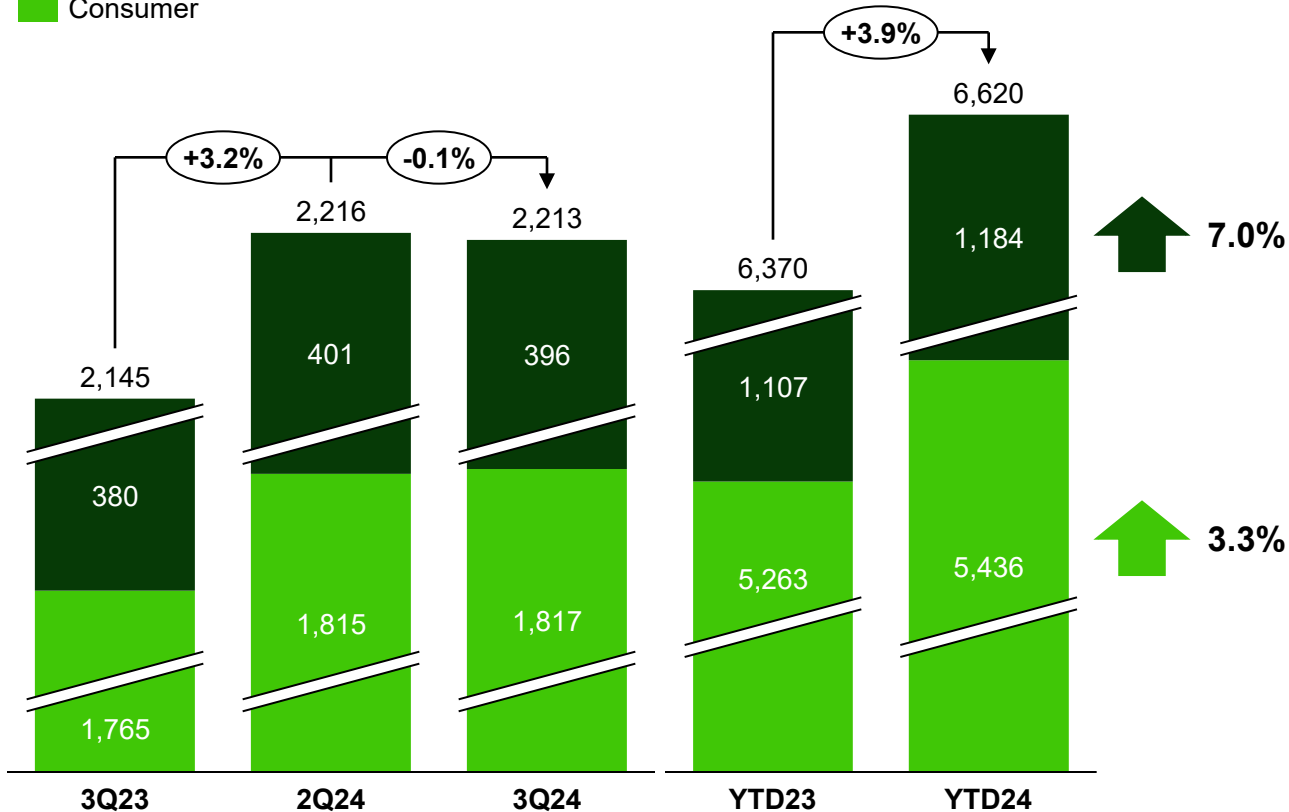
Dividends

4 sen



Service Revenue (RM'm)

- Enterprise
- Consumer



ALL-NEW
HOTLINK POSTPAID 5G

NOW UP TO
300GB
INTERNET

FROM ONLY
RM30/MTH

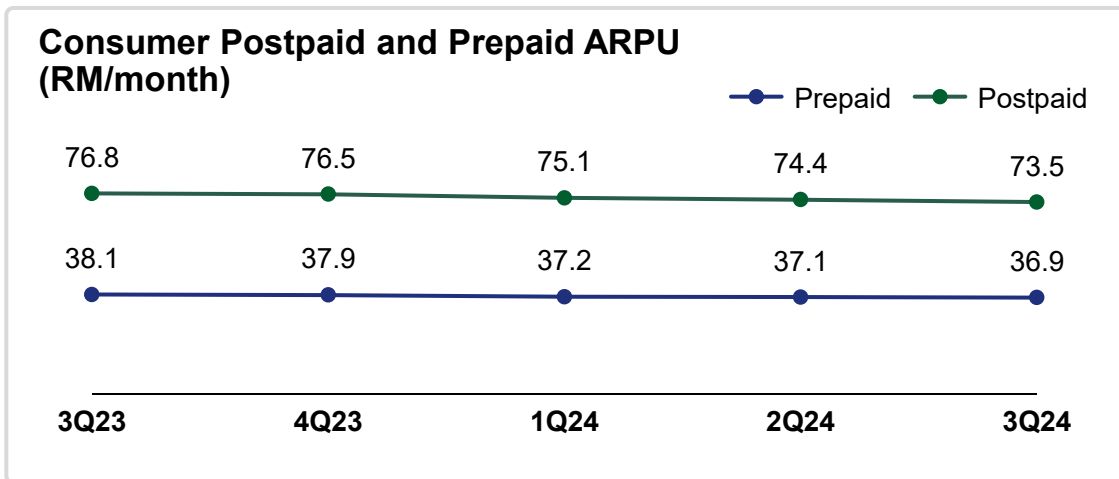
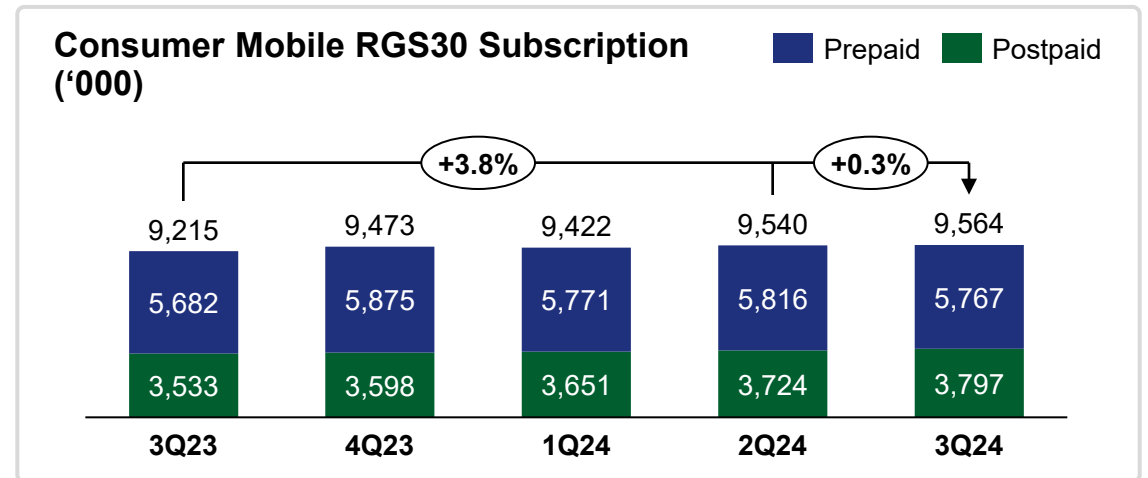
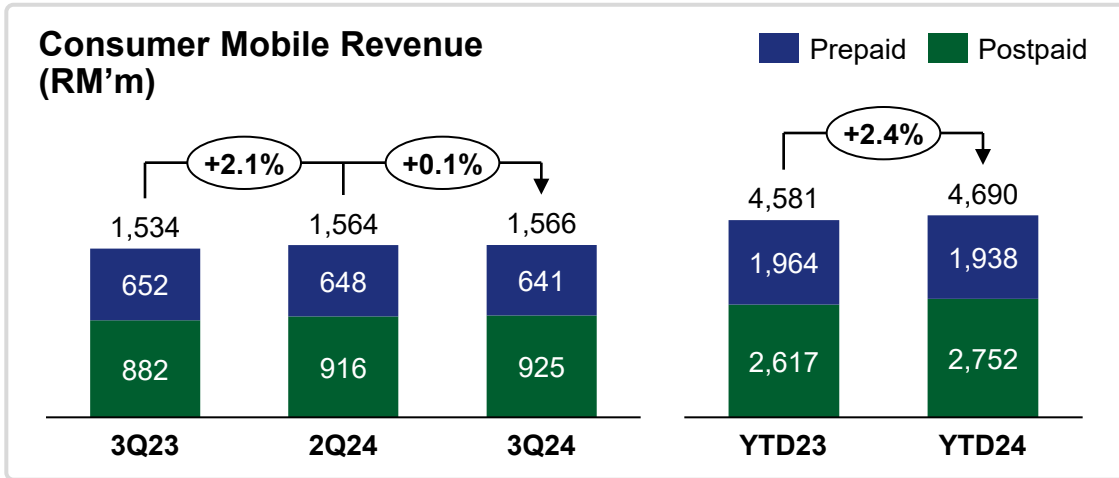
MOST SAVINGS, MAX VALUE!

hotlink

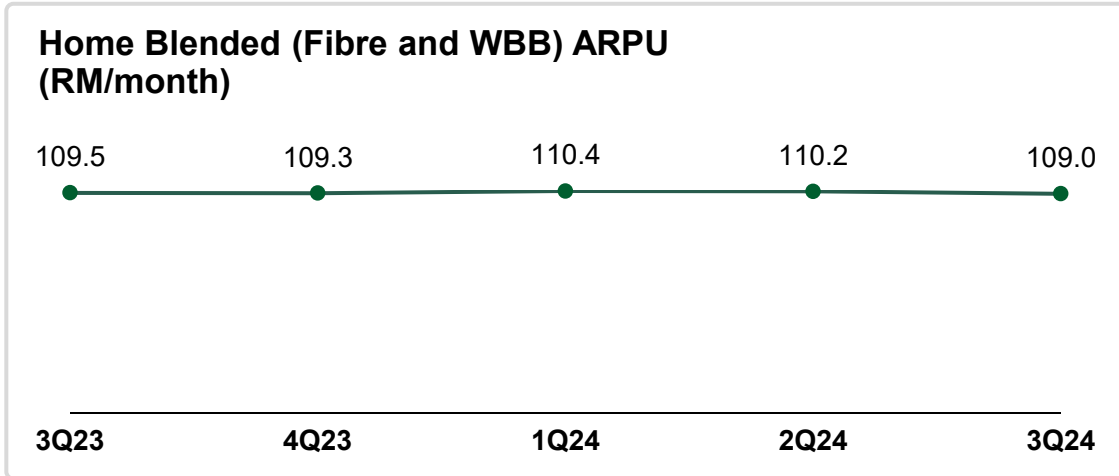
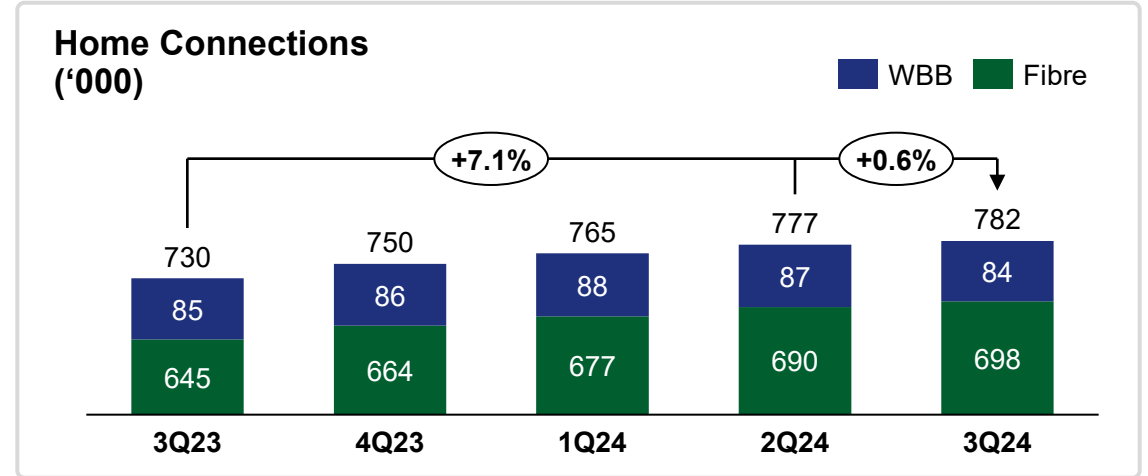
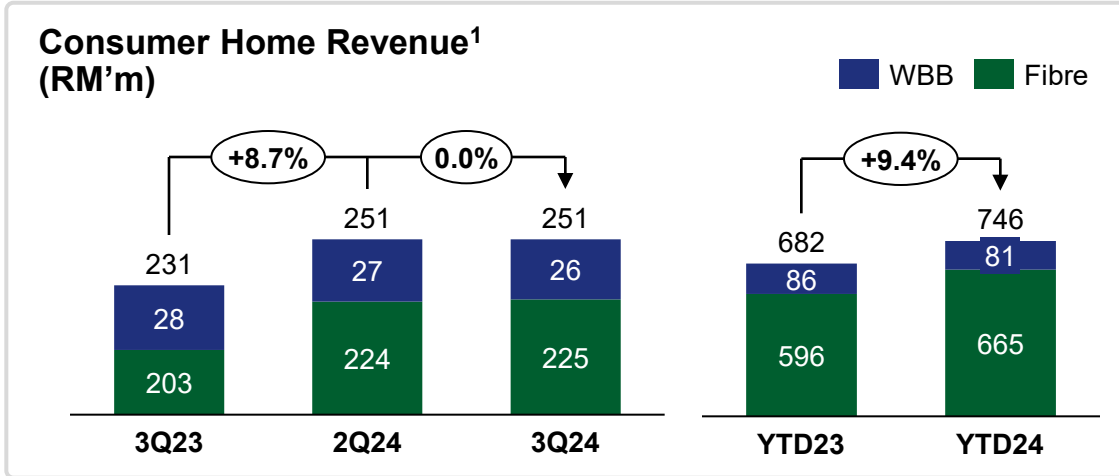
Maxis Postpaid
Own every moment

Get unlimited 5G & 4G data on a truly fast and reliable 5G network.

maxis



- Focus on segmentation and enhanced value propositions to drive consistent subscriber growth
- Continued push for pre-to-post migration to grow revenue with high-quality subscribers
- Faster speed and upgraded internet quota, creating more value for customers

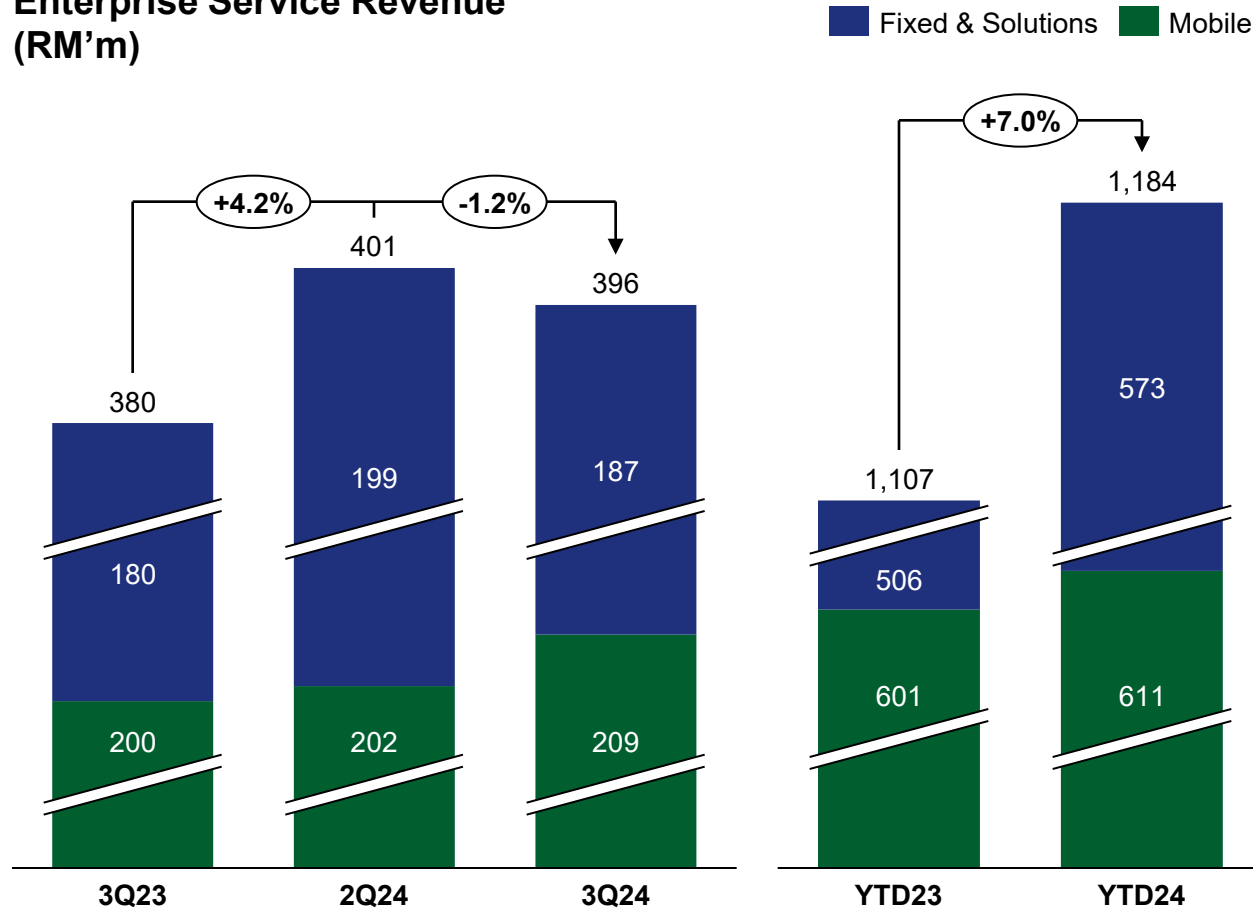


- Positive 8k net adds in home fibre connectivity, in a competitive market
- Focused on “positive discounting” to enhance value proposition to customers

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

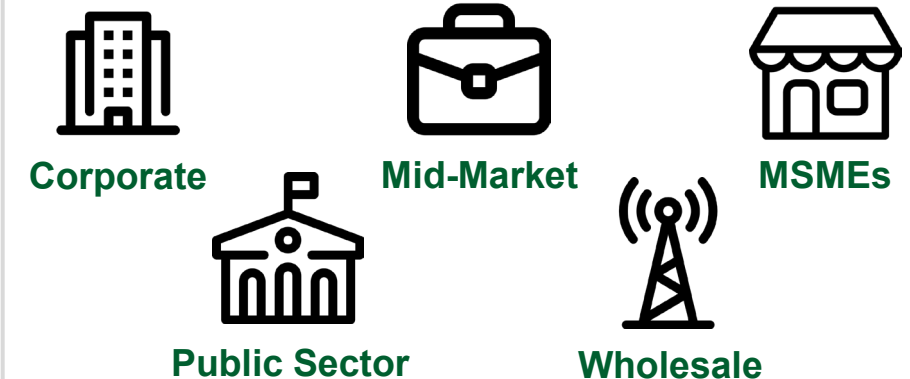


Enterprise Service Revenue (RM'm)



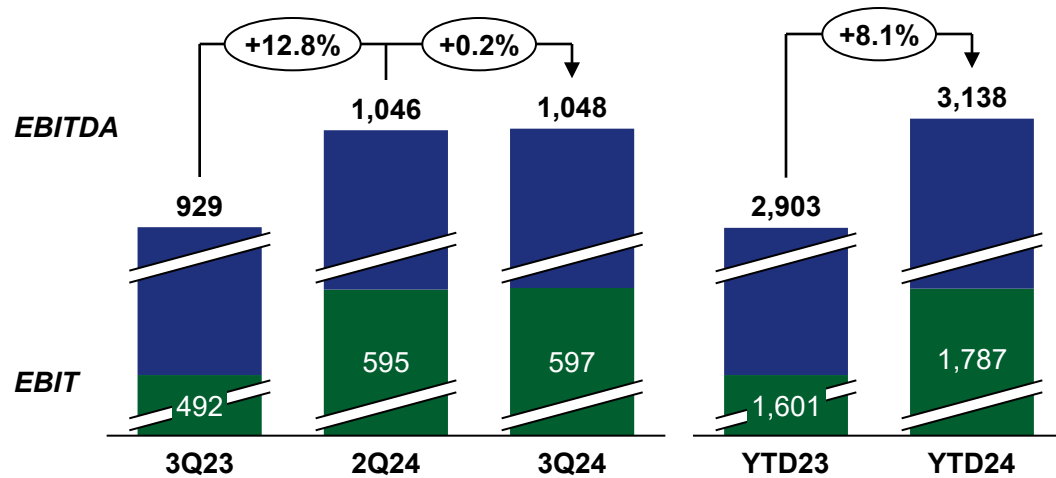
- Higher project milestones completion in 2Q24
- Cautious growth in mobile from increased subscription, likely offset by decline in legacy messaging products
- Continued focus on customer segmentation, and their tailored needs for connectivity and connectivity-plus services

Enterprise Customers



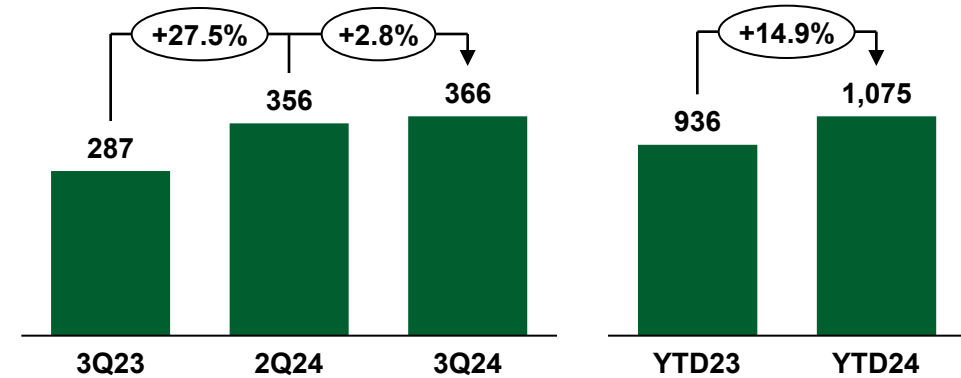


Reported EBIT / EBITDA (RM'm)



- **QoQ** earnings held flat, lower device revenue offset by lower device costs
- **YoY** higher in line with service revenue and due to one-off manpower rationalisation costs in 3Q23

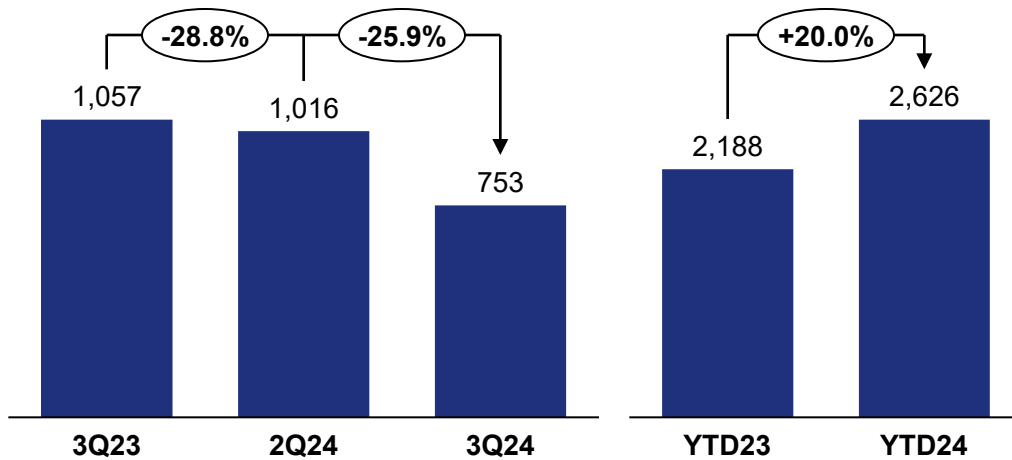
Reported Profit After Tax (RM'm)



- Profit after tax in line with EBIT / EBITDA
- Improvement in net profit margin to 13.8% (YTD23: 12.6%)

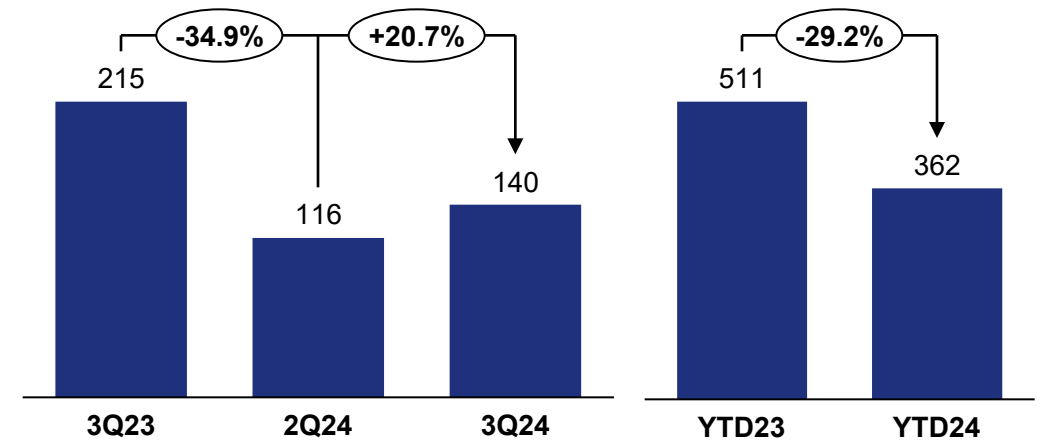


Operating Free Cash Flow (RM'm)



- 3Q24 lower due to higher tax paid
- YTD24 OFCF higher from better 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

Low single digit growth

Capex*

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

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 | 3Q24 | QoQ | | YoY | | YTD23 | YTD24 | YTD | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-------------|--------------|-------------|--------------|----------------|----------------|-------------|--------------|
| | | | | | | | | RM mn | % | RM mn | % | | | RM mn | % |
| Revenue | 2,526 | 2,470 | 2,442 | 2,742 | 2,603 | 2,586 | 2,576 | (10) | -0.4% | 134 | 5.5% | 7,438 | 7,765 | 327 | 4.4% |
| Expenses | (1,554) | (1,468) | (1,513) | (1,685) | (1,559) | (1,540) | (1,528) | 12 | -0.8% | (15) | 1.0% | (4,535) | (4,627) | (92) | 2.0% |
| - Traffic, commissions & other direct costs | (1,023) | (938) | (895) | (1,175) | (1,037) | (996) | (971) | 25 | -2.5% | (76) | 8.5% | (2,856) | (3,004) | (148) | 5.2% |
| - Spectrum licence fees | (61) | (62) | (62) | (62) | (62) | (62) | (62) | - | 0.0% | 0 | 0.0% | (185) | (186) | (1) | 0.5% |
| - Network costs | (138) | (144) | (139) | (136) | (138) | (139) | (149) | (10) | 7.2% | (10) | 7.2% | (421) | (426) | (5) | 1.2% |
| - Staff and resource costs | (200) | (202) | (277) | (201) | (202) | (208) | (204) | 4 | -1.9% | 73 | -26.4% | (679) | (614) | 65 | -9.6% |
| - Operation and maintenance costs | (106) | (94) | (102) | (126) | (102) | (109) | (128) | (19) | 17.4% | (26) | 25.5% | (302) | (339) | (37) | 12.3% |
| - Marketing costs | (38) | (43) | (44) | (38) | (39) | (47) | (43) | 4 | -8.5% | 1 | -2.3% | (125) | (129) | (4) | 3.2% |
| - Allowance for doubtful debts, net | (34) | (37) | (32) | (26) | (40) | (38) | (27) | 11 | -28.9% | 5 | -15.6% | (103) | (105) | (2) | 1.9% |
| - Government grants & other income, net | 46 | 52 | 38 | 79 | 61 | 59 | 56 | (3) | -5.1% | 18 | 47.4% | 136 | 176 | 40 | 29.4% |
| EBITDA | 972 | 1,002 | 929 | 1,057 | 1,044 | 1,046 | 1,048 | 2 | 0.2% | 119 | 12.8% | 2,903 | 3,138 | 235 | 8.1% |
| EBITDA Margin on Service Revenue | 46.0% | 47.4% | 43.3% | 48.0% | 47.6% | 47.2% | 47.4% | | 0.2ppt | | 4.1ppt | 45.6% | 47.4% | | 1.8ppt |
| Depreciation | (349) | (346) | (350) | (480) | (367) | (364) | (362) | 2 | -0.5% | (12) | 3.4% | (1,045) | (1,093) | (48) | 4.6% |
| Amortisation | (82) | (85) | (82) | (129) | (81) | (75) | (81) | (6) | 8.0% | 1 | -1.2% | (249) | (237) | 12 | -4.8% |
| Others | - | (3) | (5) | (159) | (1) | (12) | (8) | 4 | -33.3% | (3) | 60.0% | (8) | (21) | (13) | >100% |
| EBIT | 541 | 568 | 492 | 289 | 595 | 595 | 597 | 2 | 0.3% | 105 | 21.3% | 1,601 | 1,787 | 186 | 11.6% |
| EBIT Margin on Service Revenue | 25.6% | 26.9% | 22.9% | 13.1% | 27.2% | 26.9% | 27.0% | | 0.1ppt | | 4.1ppt | 25.1% | 27.0% | | 1.9ppt |
| Finance Costs | (117) | (123) | (113) | (120) | (125) | (119) | (118) | 1 | -0.8% | (5) | 4.4% | (353) | (362) | (9) | 2.5% |
| Finance Income | 5 | 8 | 5 | 9 | 9 | 7 | 8 | 1 | 14.3% | 3 | 60.0% | 18 | 24 | 6 | 33.3% |
| PBT | 429 | 453 | 384 | 178 | 479 | 483 | 487 | 4 | 0.8% | 103 | 26.8% | 1,266 | 1,449 | 183 | 14.5% |
| Tax | (109) | (124) | (97) | (122) | (126) | (127) | (121) | 6 | -4.7% | (24) | 24.7% | (330) | (374) | (44) | 13.3% |
| PAT | 320 | 329 | 287 | 56 | 353 | 356 | 366 | 10 | 2.8% | 79 | 27.5% | 936 | 1,075 | 139 | 14.9% |
| Capex | 130 | 166 | 215 | 302 | 106 | 116 | 140 | 24 | 20.7% | (75) | -34.9% | 511 | 362 | (149) | -29.2% |
| Dividend per share (sen) | 4 | 4 | 4 | 4 | 4 | 4 | 4 | | | | | 12 | 12 | | |

| (RM mn) | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | | YTD23 | YTD24 | YTD | |
|--|------------|------------|------------|------------|------------|------------|------------|-----------|-------------|-----------|--------------|------------|--------------|------------|--------------|
| | | | | | | | | RM mn | % | RM mn | % | | | RM mn | % |
| PAT | 320 | 329 | 287 | 56 | 353 | 356 | 366 | 10 | 2.8% | 79 | 27.5% | 936 | 1,075 | 139 | 14.9% |
| One-off adjustments: | | | | | | | | | | | | | | | |
| Cost optimisation initiative | - | - | 57 | - | - | - | - | | | | | 57 | - | | |
| Non-cash accelerated depreciation and assets write-off | - | - | - | 231 | - | - | - | | | | | - | - | | |
| Tax settlement | - | - | - | 73 | - | - | - | | | | | - | - | | |
| Adjusted PAT | 320 | 329 | 344 | 360 | 353 | 356 | 366 | 10 | 2.8% | 22 | 6.4% | 993 | 1,075 | 82 | 8.3% |



CASH FLOW STATEMENT

| (RM mn) | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | | YTD23 | YTD24 | YTD | |
|---|--------------|--------------|--------------|--------------|--------------|----------------|--------------|--------------|------------------|--------------|---------------|----------------|----------------|--------------|------------------|
| | | | | | | | | RM mn | % | RM mn | % | | | RM mn | % |
| Cash flow from operating activities | 181 | 950 | 1,057 | 628 | 857 | 1,016 | 753 | (263) | -25.9% | (304) | -28.8% | 2,188 | 2,626 | 438 | 20.0% |
| Cash flow used in investing activities | (186) | (202) | (109) | (267) | (59) | (129) | (160) | (31) | 24.0% | (51) | 46.8% | (497) | (348) | 149 | -30.0% |
| - Purchase of PPE and intangible assets | (210) | (262) | (273) | (396) | (137) | (200) | (270) | (70) | 35.0% | 3 | -1.1% | (745) | (607) | 138 | -18.5% |
| - Government grant related to the purchase of assets | 32 | 64 | 164 | 131 | 83 | 51 | 113 | 62 | +>100% | (51) | -31.1% | 260 | 247 | (13) | -5.0% |
| - Contingent consideration paid for business combinations | (8) | (5) | - | - | (5) | - | (2) | (2) | -100.0% | (2) | -100.0% | (13) | (7) | 6 | -46.2% |
| - 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 | (1) | (20) | ->100% | (1) | -100.0% | - | 18 | 18 | 100.0% |
| Cash flow before financing activities | (5) | 748 | 948 | 361 | 798 | 887 | 593 | (294) | -33.1% | (355) | -37.4% | 1,691 | 2,278 | 587 | 34.7% |
| Cash flow used in financing activities | (284) | (572) | (768) | (489) | (199) | (1,310) | (493) | 817 | -62.4% | 275 | -35.8% | (1,624) | (2,002) | (378) | 23.3% |
| - Dividends paid | (392) | (313) | (313) | (313) | (313) | (313) | (314) | (1) | 0.3% | (1) | 0.3% | (1,018) | (940) | 78 | -7.7% |
| - Debt drawdown | 500 | 900 | - | - | 300 | - | - | - | 0.0% | - | 0.0% | 1,400 | 300 | (1,100) | -78.6% |
| - Debt repayment | (200) | (975) | (265) | - | - | (800) | - | 800 | -100.0% | 265 | -100.0% | (1,440) | (800) | 640 | -44.4% |
| - Payment of finance costs | (114) | (109) | (106) | (90) | (114) | (126) | (107) | 19 | -15.1% | (1) | 0.9% | (329) | (347) | (18) | 5.5% |
| - Shares acquired pursuant to incentive arrangement, net | - | - | (1) | - | - | - | 1 | 1 | 100.0% | 2 | ->100% | (1) | 1 | 2 | ->100% |
| - Others | (78) | (75) | (83) | (86) | (72) | (71) | (73) | (2) | 2.8% | 10 | -12.0% | (236) | (216) | 20 | -8.5% |
| Net change in cash & cash equivalents | (289) | 176 | 180 | (128) | 599 | (423) | 100 | 523 | ->100% | (80) | -44.4% | 67 | 276 | 209 | +>100% |
| Opening cash & cash equivalents | 601 | 312 | 488 | 668 | 540 | 1,139 | 716 | (423) | -37.1% | 228 | 46.7% | 601 | 540 | (61) | -10.1% |
| Closing cash & cash equivalents* | 312 | 488 | 668 | 540 | 1,139 | 716 | 816 | 100 | 14.0% | 148 | 22.2% | 668 | 816 | 148 | 22.2% |

* 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



FINANCIAL RATIOS

| (RM mn) | 3Q23 | 2Q24 | 3Q24 | QoQ | |
|--|-------|-------|-------|-------|-------|
| | | | | RM mn | % |
| Debt | 9,768 | 9,249 | 9,290 | 41 | 0.4% |
| Deposits, cash & bank balances¹ | 695 | 727 | 827 | 100 | 13.8% |
| Net debt | 9,073 | 8,522 | 8,463 | (59) | -0.7% |
| Total equity attributable to equity owners of the Company | 6,010 | 5,833 | 5,881 | 48 | 0.8% |

| | 3Q23 | 2Q24 | 3Q24 |
|---|------|------|------|
| Net debt to EBITDA² (x) | 2.33 | 2.09 | 2.02 |
| Net debt to Equity (x) | 1.51 | 1.46 | 1.44 |

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 | 3Q24 | QoQ | | YoY | | YTD23 | YTD24 | YTD | |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|------------|--------------|--------------|--------------|------------|-------------|
| | | | | | | | | RM mn | % | RM mn | % | | | RM mn | % |
| Total Revenue | 2,526 | 2,470 | 2,442 | 2,742 | 2,603 | 2,586 | 2,576 | (10) | -0.4% | 134 | 5.5% | 7,438 | 7,765 | 327 | 4.4% |
| Service Revenue | 2,112 | 2,113 | 2,145 | 2,202 | 2,191 | 2,216 | 2,213 | (3) | -0.1% | 68 | 3.2% | 6,370 | 6,620 | 250 | 3.9% |
| Consumer converged revenue | 1,747 | 1,751 | 1,765 | 1,801 | 1,804 | 1,815 | 1,817 | 2 | 0.1% | 52 | 2.9% | 5,263 | 5,436 | 173 | 3.3% |
| - Postpaid | 864 | 871 | 882 | 903 | 911 | 916 | 925 | 9 | 1.0% | 43 | 4.9% | 2,617 | 2,752 | 135 | 5.2% |
| - Prepaid | 661 | 651 | 652 | 655 | 649 | 648 | 641 | (7) | -1.1% | (11) | -1.7% | 1,964 | 1,938 | (26) | -1.3% |
| - Fibre | 192 | 201 | 203 | 215 | 216 | 224 | 225 | 1 | 0.4% | 22 | 10.8% | 596 | 665 | 69 | 11.6% |
| - WBB | 30 | 28 | 28 | 28 | 28 | 27 | 26 | (1) | -3.7% | (2) | -7.1% | 86 | 81 | (5) | -5.8% |
| Enterprise converged revenue | 365 | 362 | 380 | 401 | 387 | 401 | 396 | (5) | -1.2% | 16 | 4.2% | 1,107 | 1,184 | 77 | 7.0% |
| - Mobile | 200 | 201 | 200 | 205 | 200 | 202 | 209 | 7 | 3.5% | 9 | 4.5% | 601 | 611 | 10 | 1.7% |
| - Fixed & Solutions | 165 | 161 | 180 | 196 | 187 | 199 | 187 | (12) | -6.0% | 7 | 3.9% | 506 | 573 | 67 | 13.2% |
| Non Service Revenue | 414 | 357 | 297 | 540 | 412 | 370 | 363 | (7) | -1.9% | 66 | 22.2% | 1,068 | 1,145 | 77 | 7.2% |
| - Device | 414 | 357 | 297 | 540 | 412 | 370 | 363 | (7) | -1.9% | 66 | 22.2% | 1,068 | 1,145 | 77 | 7.2% |

Revenue composition based on previous classification:

| (RM mn) | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | | YTD23 | YTD24 | YTD | |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|-----------|-------------|--------------|--------------|------------|-------------|
| | | | | | | | | RM mn | % | RM mn | % | | | RM mn | % |
| Service Revenue | 2,112 | 2,113 | 2,145 | 2,202 | 2,191 | 2,216 | 2,213 | (3) | -0.1% | 68 | 3.2% | 6,370 | 6,620 | 250 | 3.9% |
| Mobile | 1,784 | 1,779 | 1,806 | 1,841 | 1,839 | 1,849 | 1,853 | 4 | 0.2% | 47 | 2.6% | 5,369 | 5,541 | 172 | 3.2% |
| - Postpaid | 1,123 | 1,128 | 1,154 | 1,186 | 1,190 | 1,201 | 1,212 | 11 | 0.9% | 58 | 5.0% | 3,405 | 3,603 | 198 | 5.8% |
| - Prepaid | 661 | 651 | 652 | 655 | 649 | 648 | 641 | (7) | -1.1% | (11) | -1.7% | 1,964 | 1,938 | (26) | -1.3% |
| Enterprise Services | 106 | 106 | 106 | 117 | 107 | 115 | 106 | (9) | -7.8% | - | 0.0% | 318 | 328 | 10 | 3.1% |
| Home Fibre | 196 | 205 | 208 | 219 | 221 | 228 | 230 | 2 | 0.9% | 22 | 10.6% | 609 | 679 | 70 | 11.5% |
| Network Income | 26 | 23 | 25 | 25 | 24 | 24 | 24 | - | 0.0% | (1) | -4.0% | 74 | 72 | (2) | -2.7% |



RGS30 AND ARPU

| Maxis Consumer | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | |
|--|--------------|--------------|--------------|---------------|---------------|---------------|---------------|-----------|-------------|------------|-------------|
| | | | | | | | | Δ | % | Δ | % |
| Total Consumer Subscriptions ('000) | 9,771 | 9,839 | 9,945 | 10,223 | 10,187 | 10,317 | 10,346 | 29 | 0.3% | 401 | 4.0% |
| - Consumer Postpaid | 3,397 | 3,449 | 3,533 | 3,598 | 3,651 | 3,724 | 3,797 | 73 | 2.0% | 264 | 7.5% |
| - Consumer Prepaid | 5,686 | 5,684 | 5,682 | 5,875 | 5,771 | 5,816 | 5,767 | (49) | -0.8% | 85 | 1.5% |
| - Consumer Fibre | 601 | 622 | 645 | 664 | 677 | 690 | 698 | 8 | 1.2% | 53 | 8.2% |
| - Consumer WBB | 87 | 84 | 85 | 86 | 88 | 87 | 84 | (3) | -3.4% | (1) | -1.2% |
| Consumer ARPU (RM/month) | | | | | | | | | | | |
| - Consumer Postpaid | 78.4 | 77.9 | 76.8 | 76.5 | 75.1 | 74.4 | 73.5 | (0.9) | -1.2% | (3.3) | -4.3% |
| - Consumer Prepaid | 38.4 | 38.2 | 38.1 | 37.9 | 37.2 | 37.1 | 36.9 | (0.2) | -0.5% | (1.2) | -3.1% |
| - Consumer Home Connectivity | 108.4 | 108.2 | 109.5 | 109.3 | 110.4 | 110.2 | 109.0 | (1.2) | -1.1% | (0.5) | -0.5% |

RGS30 and ARPU based on previous classification:

| Maxis Consumer and Enterprise | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------|-------------|------------|-------------|
| | | | | | | | | Δ | % | Δ | % |
| Total Mobile Subscriptions (incl. M2M) ('000) | 10,323 | 10,377 | 10,486 | 10,773 | 10,755 | 10,897 | 10,966 | 69 | 0.6% | 480 | 4.6% |
| - Postpaid (incl. M2M) | 4,513 | 4,573 | 4,684 | 4,778 | 4,861 | 4,960 | 5,079 | 119 | 2.4% | 395 | 8.4% |
| - Prepaid | 5,686 | 5,684 | 5,682 | 5,875 | 5,771 | 5,816 | 5,767 | (49) | -0.8% | 85 | 1.5% |
| - WBB* | 124 | 120 | 120 | 120 | 123 | 121 | 120 | (1) | -0.8% | 0 | 0.0% |
| ARPU (RM/month) | | | | | | | | | | | |
| Blended ARPU (excl. M2M) | 55.6 | 55.6 | 55.2 | 55.0 | 54.1 | 53.7 | 53.5 | (0.2) | -0.4% | (1.7) | -3.1% |
| - Postpaid (excl. M2M) | 78.7 | 78.5 | 77.5 | 77.1 | 75.6 | 74.7 | 74.0 | (0.7) | -0.9% | (3.5) | -4.5% |
| - Prepaid | 38.4 | 38.2 | 38.1 | 37.9 | 37.2 | 37.1 | 36.9 | (0.2) | -0.5% | (1.2) | -3.1% |



MARKET DEFINITION SUBSCRIPTION AND ARPU

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | |
|--|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|
| | | | | | | | | Δ | % | Δ | % |
| Mobile Subscriptions ('000) | | | | | | | | | | | |
| Total Mobile Subscriptions (incl. M2M) | 11,920 | 11,879 | 12,135 | 12,636 | 12,558 | 12,753 | 12,862 | 109 | 0.9% | 727 | 6.0% |
| - Postpaid (incl. M2M) | 4,663 | 4,721 | 4,825 | 4,922 | 5,033 | 5,129 | 5,243 | 114 | 2.2% | 418 | 8.7% |
| - Prepaid | 7,126 | 7,032 | 7,185 | 7,589 | 7,397 | 7,497 | 7,494 | (3) | 0.0% | 309 | 4.3% |
| - WBB* | 131 | 126 | 125 | 125 | 128 | 127 | 125 | (2) | -1.6% | 0 | 0.0% |
| Home Connections ('000) | 612 | 634 | 658 | 678 | 692 | 707 | 716 | 9 | 1.3% | 58 | 8.8% |
| Biz Fibre Connections ('000) | 39 | 39 | 40 | 41 | 41 | 41 | 43 | 2 | 4.9% | 3 | 7.5% |
| ARPU (RM/month) | | | | | | | | | | | |
| Blended ARPU (excl. M2M) | 46.9 | 47.0 | 46.7 | 45.8 | 44.7 | 44.7 | 44.2 | (0.5) | -1.1% | (2.5) | -5.4% |
| - Postpaid (excl. M2M) | 71.3 | 71.0 | 70.2 | 69.8 | 68.3 | 67.5 | 67.0 | (0.5) | -0.7% | (3.2) | -4.6% |
| - Prepaid | 30.7 | 30.8 | 30.7 | 29.6 | 28.7 | 28.9 | 28.4 | (0.5) | -1.7% | (2.3) | -7.5% |
| Home Fibre | 107.1 | 107.4 | 108.9 | 108.3 | 109.6 | 109.9 | 108.6 | (1.3) | -1.2% | (0.3) | -0.3% |



| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | QoQ | | YoY | |
|------------------------------|------|------|------|------|------|------|------|-----|------|-----|-------|
| | | | | | | | | Δ | % | Δ | % |
| Data Usage (GB/month) | | | | | | | | | | | |
| Blended | 25.2 | 26.1 | 26.9 | 27.8 | 29.5 | 29.7 | 30.1 | 0.4 | 1.3% | 3.2 | 11.9% |
| - Postpaid | 27.5 | 28.4 | 29.5 | 30.4 | 32.0 | 32.5 | 32.8 | 0.3 | 0.9% | 3.3 | 11.2% |
| - Prepaid | 23.7 | 24.7 | 25.2 | 26.2 | 27.9 | 27.9 | 28.2 | 0.3 | 1.1% | 3.0 | 11.9% |

Thank You



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