

**RANGKAIAN
KITA**
RANGKAIAN MALAYSIA

4Q FY2022 Financial Results

Briefing on Thursday 23rd February 2023



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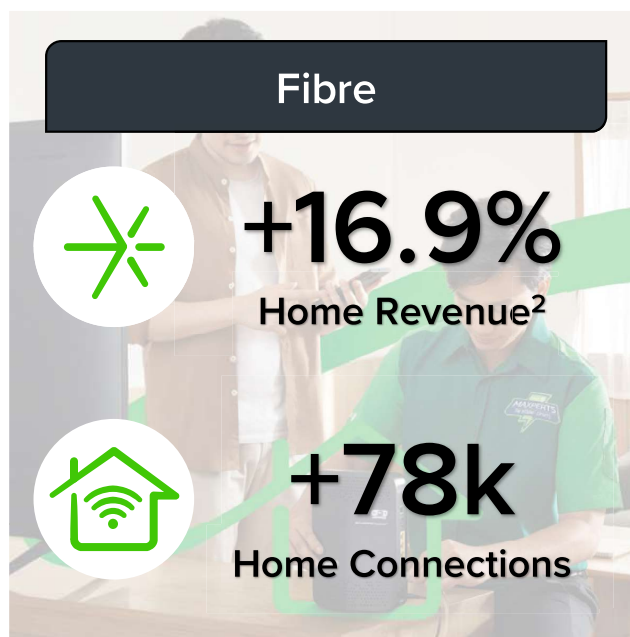
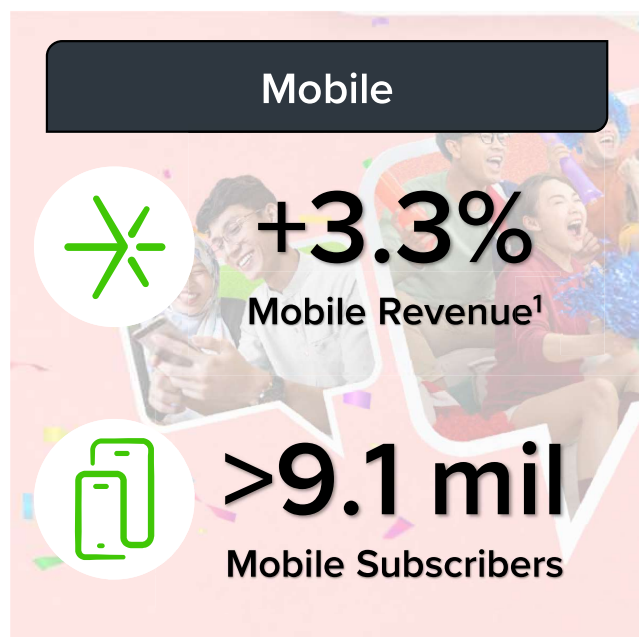
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2022 Recap



Malaysia's Leading Converged Solutions Provider



Note:

1 Mobile Revenue = Consumer Postpaid + Consumer Prepaid revenue (FY21: RM5,779 mn; FY22: RM5,968 mn)







2 Home Revenue = Fibre + WBB revenue (FY21: RM721 mn; FY22: RM843 mn)

3 Enterprise Revenue = Enterprise Mobile + Fixed & Solutions, excluding wholesale voice revenue (FY21: 1,302 mn; FY22: RM1,417 mn)

4Q22

PERFORMANCE HIGHLIGHTS



		QoQ	YoY	
	Consumer Postpaid Subscribers	3,343 k	+2.2%	+6.5%
	Consumer Fibre & WBB Connections	669 k	+2.6%	+13.2%
	Consumer Prepaid Subscribers	5,785 k	-0.7%	-2.9%
	Enterprise BRNs	90.7 k	+0.8%	+3.1%
	TP-NPS	+68	+1 pt	+5 pts
	Digital Care (vs total contacts)	24%		

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

4Q22

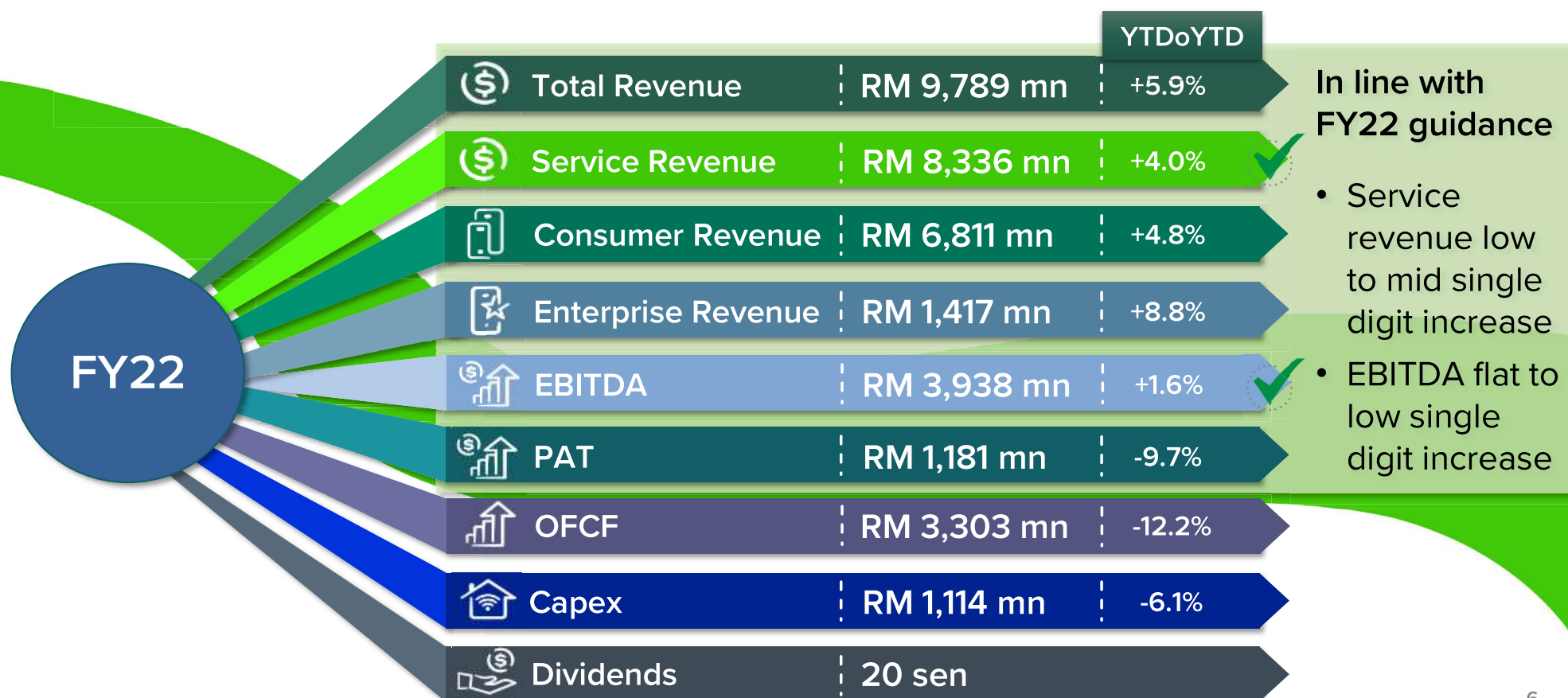
FINANCIAL HIGHLIGHTS



Note 1: Enterprise Revenue excludes wholesale voice

FY22

FINANCIAL HIGHLIGHTS



Note 1: Enterprise Revenue excludes wholesale voice

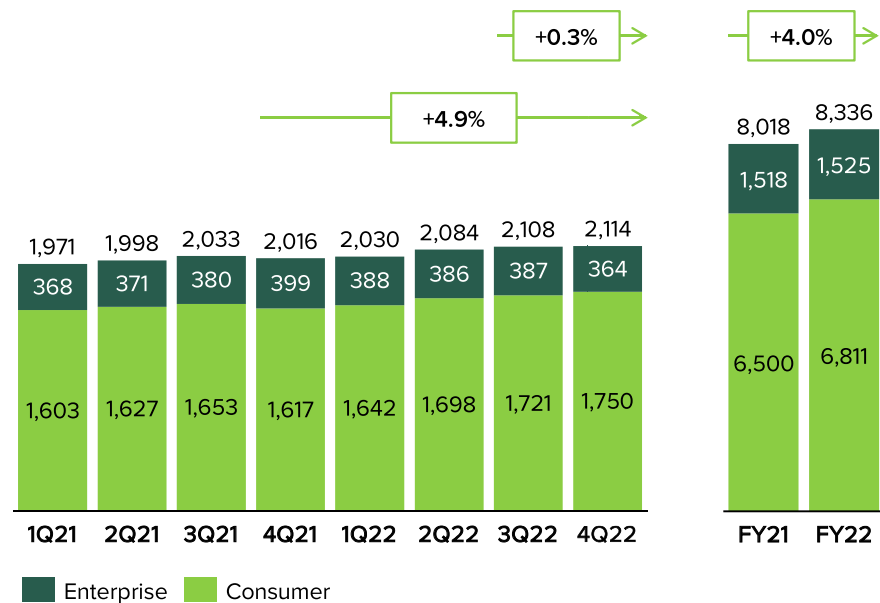
4Q22

SERVICE REVENUE

Growth in both Consumer and Enterprise business in FY22



Service Revenue (RM mn)



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

- **Service Revenue for 4Q22 at RM2,114mn:**
 - Up RM6mn, +0.3% QoQ
 - Up RM98mn, +4.9% YoY
- **Service Revenue for FY22 at RM8,336mn, up RM318mn +4.0% YoY**
- **Consumer** growth in all areas: Postpaid, Prepaid and Home Connectivity
- **Enterprise** growth in core mobile connectivity, re-prioritising of fixed & solutions product offering as a rebase for future growth

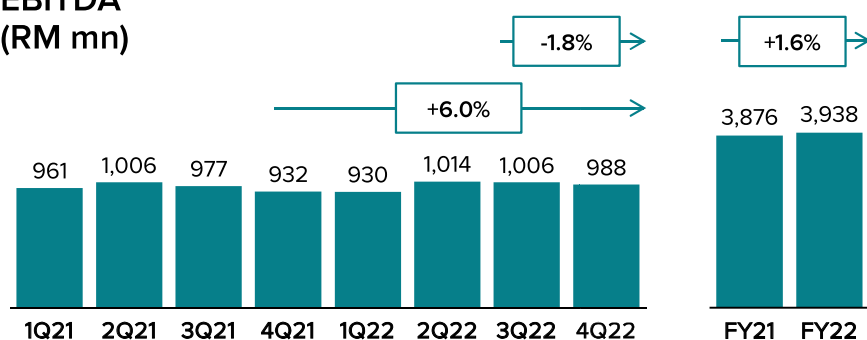
4Q22

EARNINGS

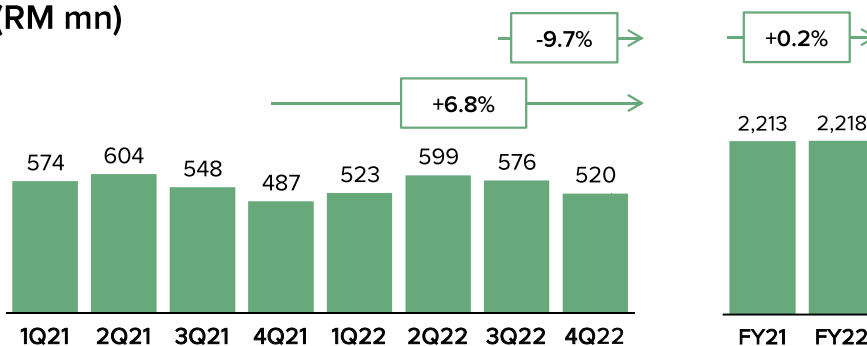
Resilient EBITDA and EBIT driven by strong growth in revenue



EBITDA (RM mn)



EBIT (RM mn)



FY22 Revenue growth of +5.9% drives EBITDA growth of +1.6% and EBIT growth of +0.2%

- Traffic, commissions and other direct costs increase in tandem with revenue growth
- Higher device costs driven by growth in increased contracted Postpaid revenue, securing service revenue for 2-3 year time horizon
- Higher spectrum license fees and amortisation costs from 2600Mhz awarded in FY22
- Investments in resource capabilities to drive convergence revenue growth

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

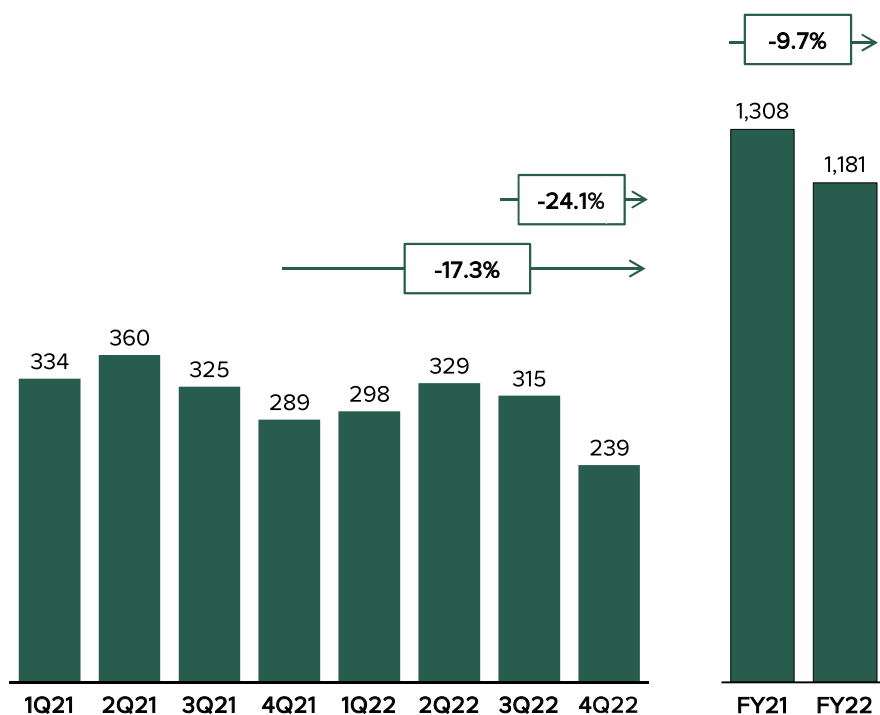
4Q22

PROFIT AFTER TAX

PAT affected by higher Prosperity Tax,
underlying PAT stable YoY



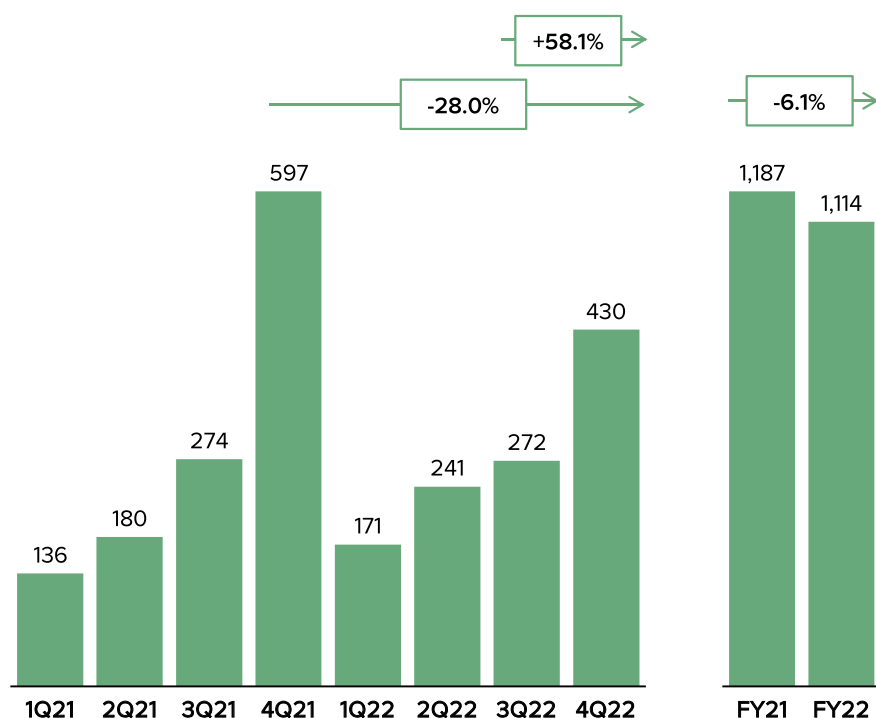
Profit After Tax
(RM mn)



- Profit After Tax down by RM127 mn (-9.7%) due to Prosperity Tax charged in FY22, excluding which PAT is relatively flat YoY



Commercial Capex Profile QoQ (RM mn)



Commercial Capex spend relatively in line with FY21:

- Peak spend of capex in 4Q21 due to increased investments in 4G capacity leading up to 3G sunset in early 2022

FY22 Commercial Capex spend therefore focused on other areas for growth in converged services:

- Executing fibre build strategy**
 - Strategic increase of fibre footprint in targeted areas, utilizing Maxis' extensive existing transmission fibre connected to sites
- Increased 4G population coverage**
 - In line with nation's digital ambitions to provide internet access for all Malaysians

FY22 USP Capex investment amounting to RM466 mn

- Increase +RM31 mn (7.1%) vs YTD21 USP Capex of RM435 mn
- On target with JENDELA base station upgrades and new tower builds

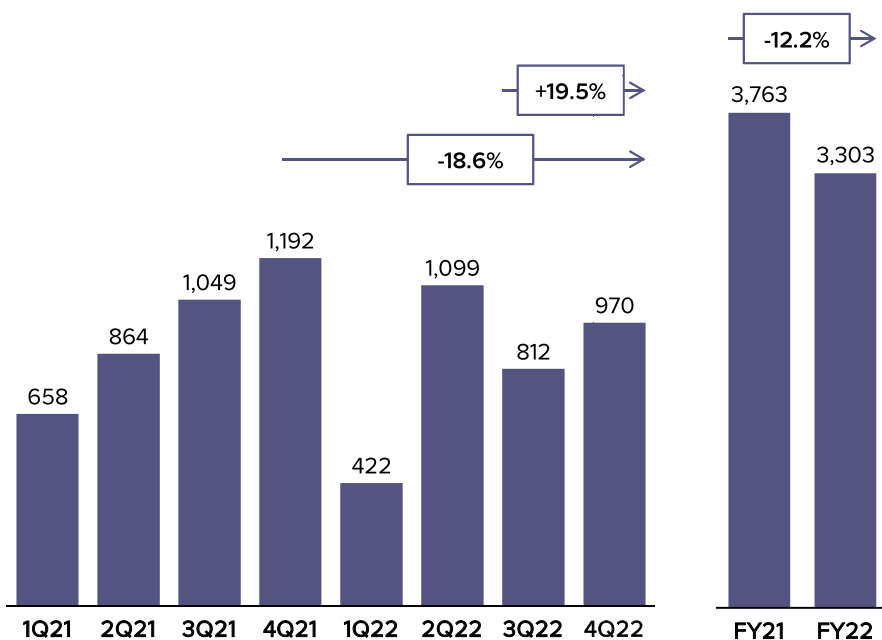
4Q22

OPERATING FREE CASH FLOW

Strong focus on working capital management



Operating Free Cash Flow (RM mn)



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

OFCF reduction mainly due to:

- Variation of cash profile for capex spend and government grants received
- Implementation of behavioural-analytics based collection strategies, enabling recovery of prior year bad debts in FY21, normalizing in FY22
- Tax payments attributed to Prosperity Tax

4Q22 Dividends: 5 Sen (total payout of RM392mn)

4Q22

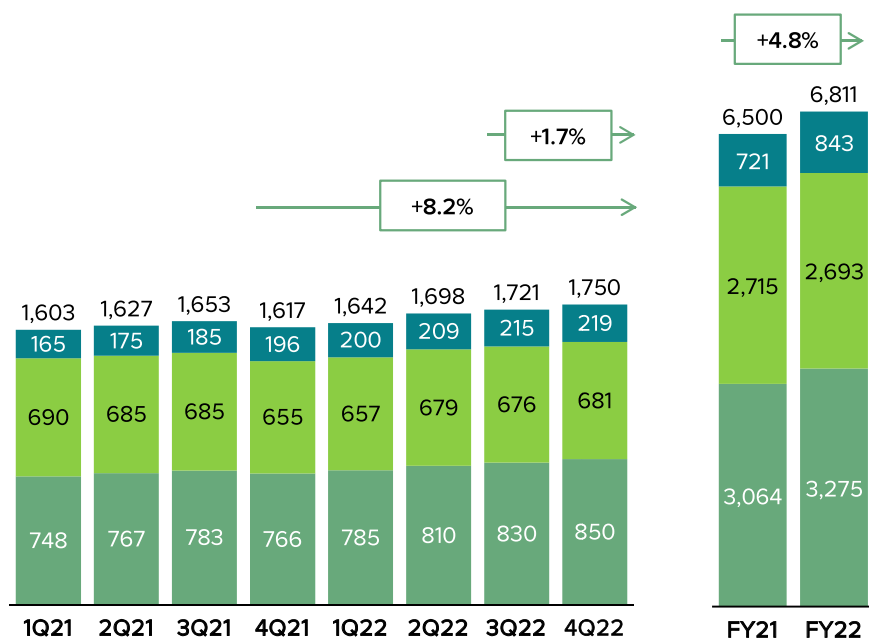
MAXIS CONSUMER

Growth in revenue and subscriptions across all core connectivity services



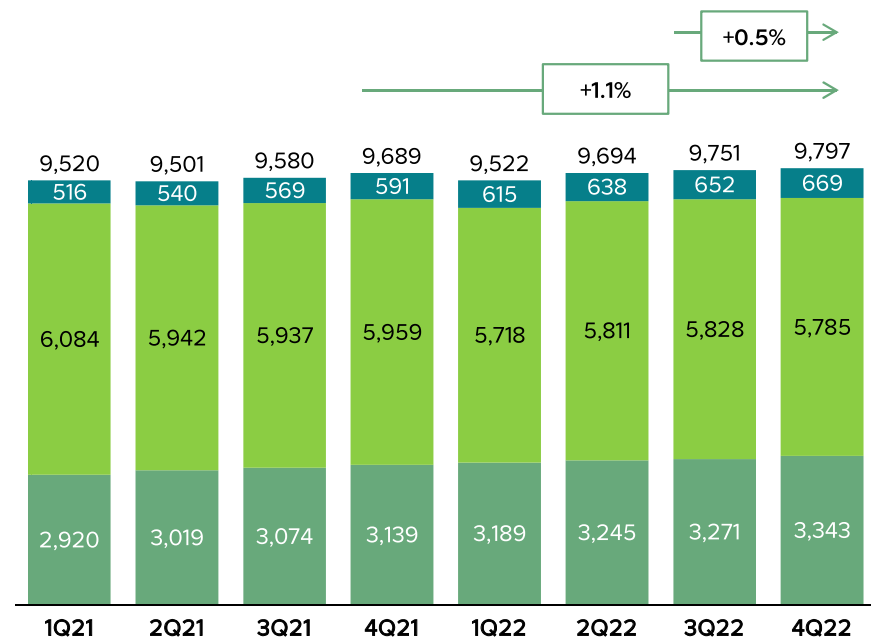
Consumer Revenue (RM mn)

Home Connectivity Consumer Prepaid Consumer Postpaid



Consumer Subscription ('000)

Home Connectivity Consumer Prepaid Consumer Postpaid



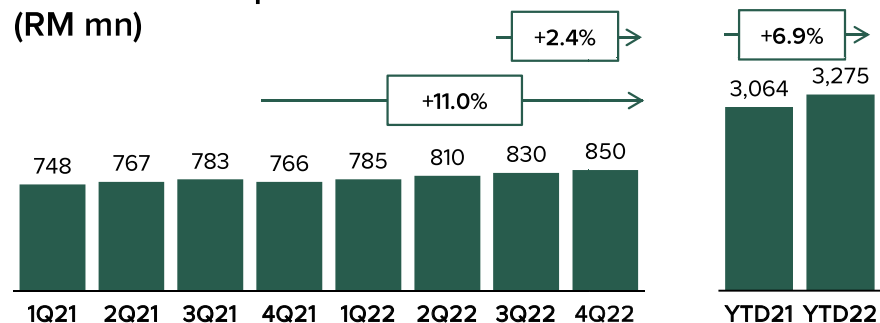
4Q22

CONSUMER POSTPAID

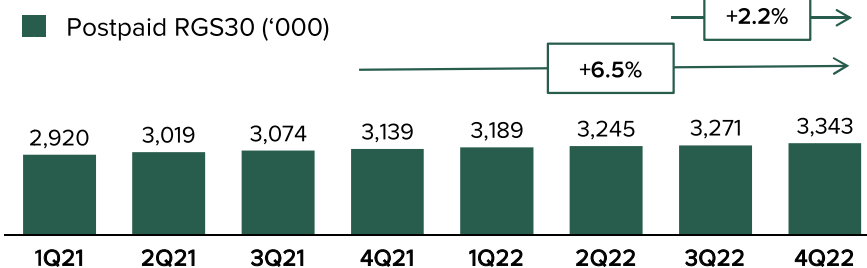
YoY growth in revenue driven by strong growth in number of Postpaid subscriptions



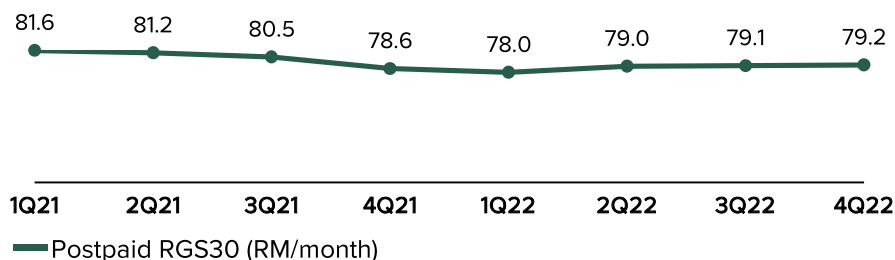
Consumer Postpaid Revenue¹ (RM mn)



Consumer Subscription (‘000)



Consumer Postpaid ARPU¹ (RM)



Higher Postpaid revenue driven by increase in contracted devices 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

Note 1: Comparatives were restated

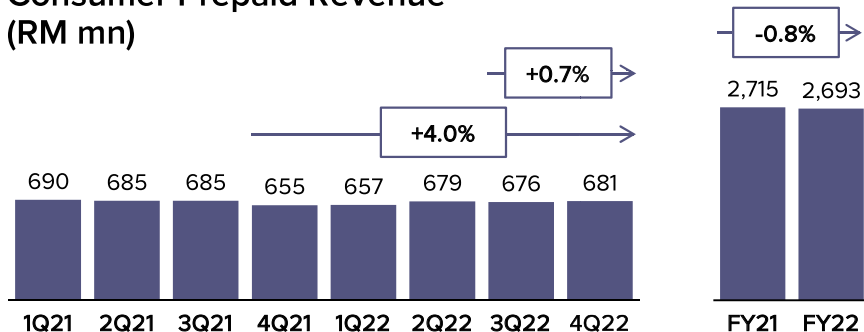
4Q22

CONSUMER PREPAID

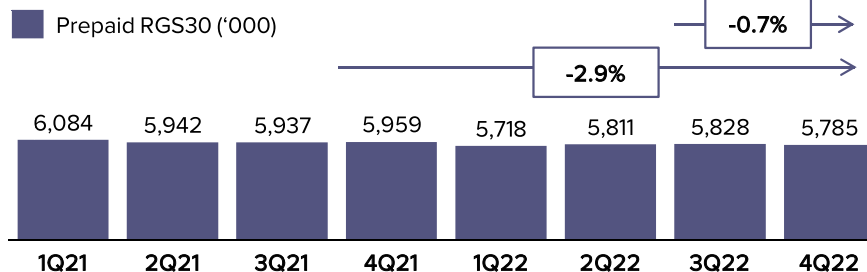
Prepaid revenue grows in 4Q22 as ARPU grows due to introduction of new packages & personalised promotions



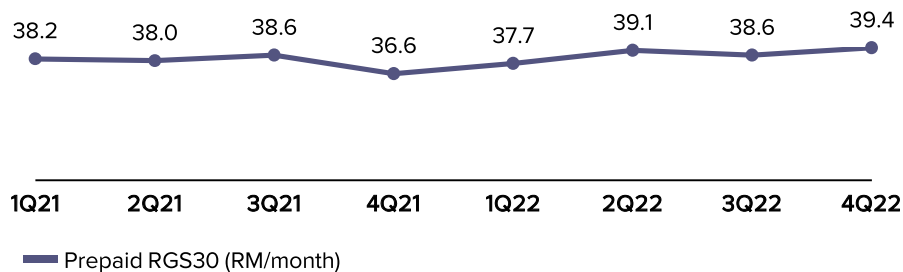
Consumer Prepaid Revenue (RM mn)



Consumer Subscription ('000)



Consumer Prepaid ARPU (RM)



Resilient Prepaid Subscriptions

- Continued adoption of Hotlink Prepaid Plans compensating pre-to-post subscriber movements, Q4 subs decline from subscriber normalization post Jaringan Prihatin program ending
- YoY subscribers lower due to periodic clean-out of non-revenue SIM cards impacting RGS in 1Q22

Growth in Prepaid ARPU

- Strong ARPU growth through HotlinkMu personalized promotions & introduction of new packages

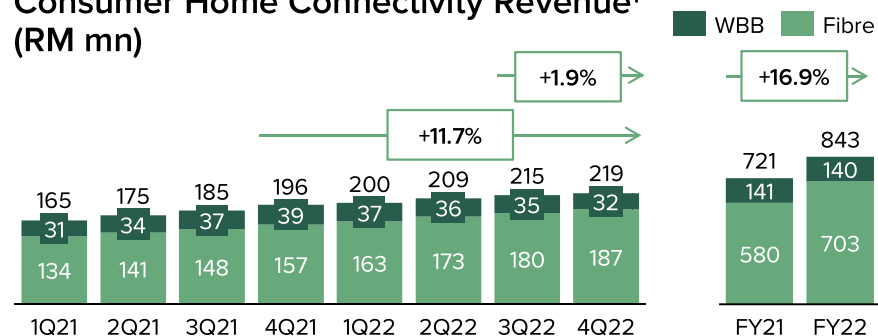
4Q22

CONSUMER HOME CONNECTIVITY

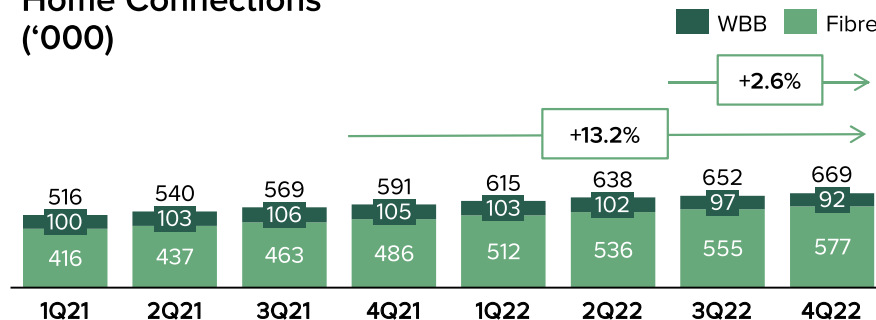
Converged services grows, evident from growth in Home Connectivity



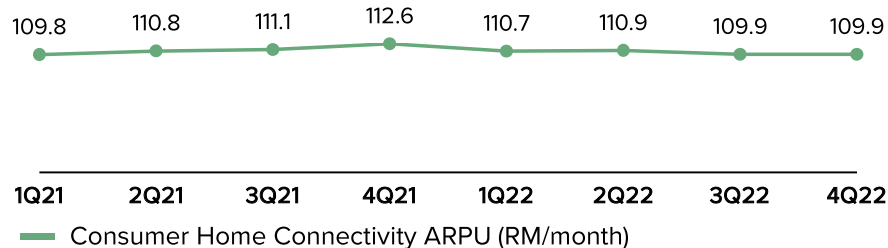
Consumer Home Connectivity Revenue¹
(RM mn)



Home Connections
(‘000)



Home Blended (Fibre and WBB) ARPU
(RM)



Home Connectivity continues to deliver healthy customer growth

- Active conversion of WBB customers to fibre customers
- Overall growth in home connectivity connections and revenue

Home Blended ARPU remains relatively flat

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

4Q22

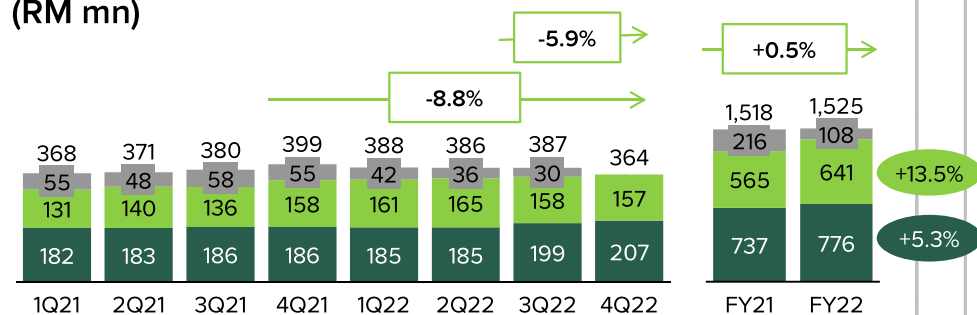
ENTERPRISE BUSINESS

Core Enterprise Business Revenue
grew 8.8% YoY

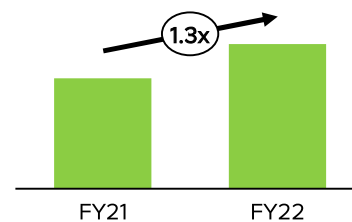


Enterprise Revenue (RM mn)

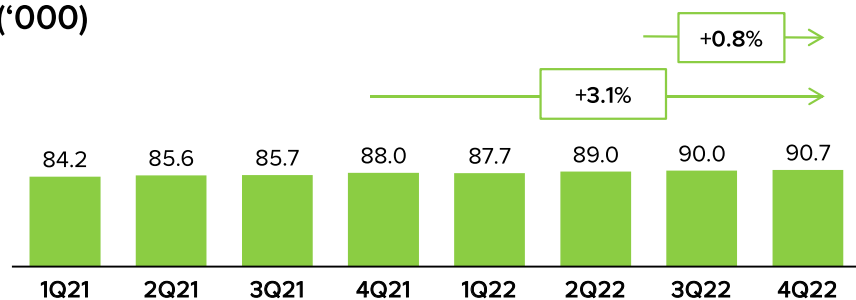
Wholesale voice Fixed & Solutions Mobile



Underlying ICT Solutions Revenue (RM mn)



Enterprise BRNs (‘000)



- Tapping on core strength in connectivity, Enterprise mobile shows promising growth in revenue
- Continuous review of enterprise customer offerings to focus on higher margin products and services
- Stable Enterprise BRNs

Note 1: Enterprise Revenue includes WBB revenue, classified within Fixed & Solutions

Note 2: Underlying ICT Solutions Revenue includes managed services, IoT, cloud, etc, and excludes revenue acquired through acquisitions



Focus Areas in 2023

- Maintaining Maxis' position as the **leading converged solutions provider in Malaysia**
- Accelerating **converged fibre offerings**, focusing on growth and productivity
- Strong focus on execution for the next evolution of **Maxis Enterprise Business**
- Investing in **digital capabilities** to be a key differentiator
- Focus on **ESG**, bringing together the best of technology to help people, businesses and the nation

Guidance for FY23

Please refer to the Bursa 4Q22 quarterly report on consolidated financial results, Note 17 for full details

Service
Revenue

Flat to low single
digit growth

A group of people in a modern office setting, with a semi-transparent text box overlaid in the center. The background shows a man in a light-colored shirt and glasses looking at a laptop, and a woman in a dark blazer standing and talking. There are other people seated at a table with laptops and red mugs. The office has a brick wall and a black metal shelving unit with plants.

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

4Q22

REPORTED CONSOLIDATED INCOME STATEMENT



(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY		FY21	FY22	YTD	
									RM mn	%	RM mn	%			RM mn	%
Revenue	2,240	2,274	2,271	2,456	2,406	2,424	2,405	2,554	149	6.2%	98	4.0%	9,241	9,789	548	5.9%
Expenses	(1,279)	(1,268)	(1,294)	(1,524)	(1,476)	(1,410)	(1,399)	(1,566)	(167)	11.9%	(42)	2.8%	(5,365)	(5,851)	(486)	9.1%
- Traffic, commissions & other direct costs	(464)	(453)	(516)	(477)	(477)	(505)	(510)	(495)	15	-2.9%	(18)	3.8%	(1,910)	(1,987)	(77)	4.0%
- Device costs	(328)	(376)	(290)	(568)	(492)	(412)	(381)	(550)	(169)	44.4%	18	-3.2%	(1,562)	(1,835)	(273)	17.5%
- Spectrum licence fees	(70)	(62)	(68)	(71)	(66)	(67)	(63)	(63)	0	0.0%	8	-11.3%	(271)	(259)	12	-4.4%
- Network costs	(118)	(117)	(125)	(119)	(132)	(134)	(129)	(123)	6	-4.7%	(4)	3.4%	(479)	(518)	(39)	8.1%
- Staff and resource costs	(183)	(178)	(183)	(191)	(210)	(194)	(193)	(216)	(23)	11.9%	(25)	13.1%	(735)	(813)	(78)	10.6%
- Operation and maintenance costs	(99)	(86)	(102)	(114)	(87)	(96)	(102)	(109)	(7)	6.9%	5	-4.4%	(401)	(394)	7	-1.7%
- Marketing costs	(41)	(42)	(49)	(48)	(39)	(50)	(48)	(52)	(4)	8.3%	(4)	8.3%	(180)	(189)	(9)	5.0%
- Allowance for doubtful debts, net	(13)	(6)	0	2	(34)	(26)	(25)	(22)	3	-12.0%	(24)	->100%	(17)	(107)	(90)	+>100%
- Government grants & other income, net	37	52	39	62	61	74	52	64	12	23.1%	2	3.2%	190	251	61	32.1%
EBITDA	961	1,006	977	932	930	1,014	1,006	988	(18)	-1.8%	56	6.0%	3,876	3,938	62	1.6%
EBITDA Margin	48.8%	50.4%	48.1%	46.2%	45.8%	48.7%	47.7%	46.7%		-1ppt		0.5ppt	48.3%	47.2%		-1.1ppt
Depreciation	(365)	(362)	(369)	(372)	(350)	(343)	(343)	(372)	(29)	8.5%	0	0.0%	(1,468)	(1,408)	60	-4.1%
Amortisation	(21)	(31)	(66)	(63)	(67)	(69)	(84)	(93)	(9)	10.7%	(30)	47.6%	(181)	(313)	(132)	72.9%
Others	(1)	(9)	6	(10)	10	(3)	(3)	(3)	0	0.0%	7	-70.0%	(14)	1	15	->100%
EBIT	574	604	548	487	523	599	576	520	(56)	-9.7%	33	6.8%	2,213	2,218	5	0.2%
Interest Expenses	(125)	(125)	(112)	(111)	(99)	(104)	(114)	(120)	(6)	5.3%	(9)	8.1%	(473)	(437)	36	-7.6%
Interest Revenue	4	5	5	8	8	5	8	9	1	12.5%	1	12.5%	22	30	8	36.4%
PBT	453	484	441	384	432	500	470	409	(61)	-13.0%	25	6.5%	1,762	1,811	49	2.8%
Tax	(119)	(124)	(116)	(95)	(134)	(171)	(155)	(170)	(15)	9.7%	(75)	78.9%	(454)	(630)	(176)	38.8%
PAT	334	360	325	289	298	329	315	239	(76)	-24.1%	(50)	-17.3%	1,308	1,181	(127)	-9.7%
Capex	136	180	274	597	171	241	272	430	158	58.1%	(167)	-28.0%	1,187	1,114	(73)	-6.1%
Dividend per share (sen)	4	4	4	5	5	5	5	5					17	20		

Note: Comparatives were restated (please refer to Bursa for refined presentation)
 * FY22 includes a one-off Prosperity Tax charged to Tax expense and Profit After Tax

4Q22

CASH FLOW STATEMENT



(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY		FY21	FY22	YTD	
									RM mn	%	RM mn	%			RM mn	%
Cash flow from operating activities	658	864	1,049	1,192	422	1,099	812	970	158	19.5%	(222)	-18.6%	3,763	3,303	(460)	-12.2%
Cash flow used in investing activities	(145)	(206)	(413)	(733)	(344)	(218)	(350)	(384)	(34)	9.7%	349	-47.6%	(1,497)	(1,296)	201	-13.4%
- Purchase of PPE and intangible assets	(154)	(236)	(422)	(821)	(299)	(355)	(529)	(537)	(8)	1.5%	284	-34.6%	(1,633)	(1,720)	(87)	5.3%
- Government grant related to the purchase of assets	9	30	18	86	62	137	180	156	(24)	-13.3%	70	81.4%	143	535	392	+>100%
- Consideration paid for business combinations	0	0	(10)	0	(107)	(1)	0	(3)	(3)	-100.0%	(3)	+>100%	(10)	(111)	(101)	+>100%
- Proceeds from disposal of PPE	0	1	0	(1)	0	1	(1)	0	1	-100.0%	1	-100.0%	0	0	0	0.0%
- Placement of deposits with maturity of more than three months	0	(1)	1	3	0	0	0	0	0	0.0%	(3)	0.0%	3	0	(3)	0.0%
Cash flow before financing activities	513	658	636	459	78	881	462	586	124	26.8%	127	27.7%	2,266	2,007	(259)	-11.4%
Cash flow used in financing activities	(297)	(241)	(791)	(478)	(738)	(559)	(173)	(1,100)	(927)	+>100%	(622)	130.1%	(1,807)	(2,570)	(763)	42.2%
- Dividends paid	(391)	(313)	(313)	(313)	(391)	(391)	(392)	(392)	0	0.0%	(79)	25.2%	(1,330)	(1,566)	(236)	17.7%
- Debt drawdown	700	900	700	0	1,100	0	400	0	(400)	-100.0%	0	0.0%	2,300	1,500	(800)	-34.8%
- Debt repayment	(400)	(650)	(1,000)	0	(1,250)	0	0	(500)	(500)	-	(500)	-	(2,050)	(1,750)	300	-14.6%
- Payment of finance costs	(139)	(113)	(100)	(104)	(99)	(101)	(104)	(124)	(20)	19.2%	(20)	19.2%	(456)	(428)	28	-6.1%
- Shares acquired pursuant to incentive arrangement	0	0	(7)	0	0	0	(7)	0	7	-100.0%	0	0.0%	(7)	(7)	0	0.0%
- Others	(67)	(65)	(71)	(61)	(98)	(67)	(70)	(84)	(14)	20.0%	(23)	37.7%	(264)	(319)	(55)	20.8%
Net change in cash & cash equivalents	216	417	(155)	(19)	(660)	322	289	(514)	(803)	->100%	(495)	+>100%	459	(563)	(1,022)	->100%
Opening cash & cash equivalents	705	921	1,338	1,183	1,164	504	826	1,115	289	35.0%	(68)	-5.7%	705	1,164	459	65.1%
Closing cash & cash equivalents*	921	1,338	1,183	1,164	504	826	1,115	601	(514)	-46.1%	(563)	-48.4%	1,164	601	(563)	-48.4%

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

4Q22

FINANCIAL RATIOS



(RM mn)	4Q21	3Q22	4Q22	QoQ	
				RM mn	%
Debt ¹	10,098	10,285	9,865	(420)	-4.1%
Deposits, cash & bank balances ²	1,191	1,142	628	(514)	-45.0%
Net debt	8,907	9,143	9,237	94	1.0%
Total equity	6,725	6,520	6,369	(151)	-2.3%

(RM mn)	4Q21	3Q22	4Q22
Net debt to EBITDA ³	2.3x	2.36x	2.35x
Net debt to Equity	1.32x	1.4x	1.45x

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

4Q22

REVENUE COMPOSITION



(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY		FY21	FY22	YTD	
									RM mn	%	RM mn	%			RM mn	%
Total Revenue	2,240	2,274	2,271	2,456	2,406	2,424	2,405	2,554	149	6.2%	98	4.0%	9,241	9,789	548	5.9%
Service Revenue	1,971	1,998	2,033	2,016	2,030	2,084	2,108	2,114	6	0.3%	98	4.9%	8,018	8,336	318	4.0%
Consumer converged revenue	1,603	1,627	1,653	1,617	1,642	1,698	1,721	1,750	29	1.7%	133	8.2%	6,500	6,811	311	4.8%
- Postpaid	748	767	783	766	785	810	830	850	20	2.4%	84	11.0%	3,064	3,275	211	6.9%
- Prepaid	690	685	685	655	657	679	676	681	5	0.7%	26	4.0%	2,715	2,693	(22)	-0.8%
- Fibre	134	141	148	157	163	173	180	187	7	3.9%	30	19.1%	580	703	123	21.2%
- WBB	31	34	37	39	37	36	35	32	(3)	-8.6%	(7)	-17.9%	141	140	(1)	-0.7%
Enterprise converged revenue	368	371	380	399	388	386	387	364	(23)	-5.9%	(35)	-8.8%	1,518	1,525	7	0.5%
Non Service Revenue	269	276	238	440	376	340	297	440	143	48.1%	0	0.0%	1,223	1,453	230	18.8%
- Device	269	276	238	440	376	340	297	440	143	48.1%	0	0.0%	1,223	1,453	230	18.8%

Revenue composition based on previous classification:

(RM mn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY		FY21	FY22	YTD	
									RM mn	%	RM mn	%			RM mn	%
Service Revenue	1,971	1,998	2,033	2,016	2,030	2,084	2,108	2,114	6	0.3%	98	4.9%	8,018	8,336	318	4.0%
Mobile	1,675	1,696	1,721	1,681	1,698	1,748	1,768	1,793	25	1.4%	112	6.7%	6,773	7,007	234	3.5%
- Postpaid	985	1,011	1,036	1,026	1,041	1,069	1,092	1,112	20	1.8%	86	8.4%	4,058	4,314	256	6.3%
- Prepaid	690	685	685	655	657	679	676	681	5	0.7%	26	4.0%	2,715	2,693	(22)	-0.8%
Enterprise Services	136	135	138	151	141	135	131	103	(28)	-21.4%	(48)	-31.8%	560	510	(50)	-8.9%
Home Fibre	136	143	150	160	166	177	184	191	7	3.8%	31	19.4%	589	718	129	21.9%
Network Income	24	24	24	24	25	24	25	27	2	8.0%	3	12.5%	96	101	5	5.2%

4Q22

RGS30 AND ARPU



Maxis Consumer	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY	
									Δ	%	Δ	%
Total Consumer Subscriptions ('000)	9,520	9,501	9,580	9,689	9,522	9,694	9,751	9,797	46	0.5%	108	1.1%
- Consumer Postpaid	2,920	3,019	3,074	3,139	3,189	3,245	3,271	3,343	72	2.2%	204	6.5%
- Consumer Prepaid	6,084	5,942	5,937	5,959	5,718	5,811	5,828	5,785	(43)	-0.7%	(174)	-2.9%
- Consumer Fibre	416	437	463	486	512	536	555	577	22	4.0%	91	18.7%
- Consumer WBB	100	103	106	105	103	102	97	92	(5)	-5.2%	(13)	-12.4%
Consumer ARPU (RM/month)												
- Consumer Postpaid	81.6	81.2	80.5	78.6	78.0	79.0	79.1	79.2	0.1	0.1%	0.6	0.8%
- Consumer Prepaid	38.2	38.0	38.6	36.6	37.7	39.1	38.6	39.4	0.8	2.1%	2.8	7.7%
- Consumer Home Connectivity	109.8	110.8	111.1	112.6	110.7	110.9	109.9	109.9	0.0	0.0%	(2.7)	-2.4%

RGS30 and ARPU based on previous classification:

Maxis Consumer and Enterprise	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY	
									Δ	%	Δ	%
Total Mobile Subscriptions (incl. M2M) ('000)	10,092	10,090	10,188	10,353	10,138	10,296	10,376	10,356	(20)	-0.2%	3	0.0%
- Postpaid (incl. M2M)	3,870	3,981	4,054	4,182	4,213	4,279	4,348	4,436	88	2.0%	254	6.1%
- Prepaid	6,084	5,942	5,937	5,959	5,718	5,811	5,828	5,785	(43)	-0.7%	(174)	-2.9%
- WBB*	138	167	197	212	207	206	200	135	(65)	-32.5%	(77)	-36.3%
ARPU (RM/month)												
Blended ARPU (excl. M2M)	54.8	54.8	55.3	53.5	54.3	55.6	55.5	56.4	0.9	1.6%	2.9	5.4%
- Postpaid (excl. M2M)	81.8	81.2	80.5	78.9	78.1	79.1	79.7	80.0	0.3	0.4%	1.1	1.4%
- Prepaid	38.2	38.0	38.6	36.6	37.7	39.1	38.6	39.4	0.8	2.1%	2.8	7.7%

4Q22

MARKET DEFINITION SUBSCRIPTION AND ARPU



	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	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	11,879	2	0.0%	36	0.3%
- Postpaid (incl. M2M)	4,006	4,133	4,107	4,259	4,324	4,398	4,478	4,591	113	2.5%	332	7.8%
- Prepaid	7,365	7,360	7,334	7,359	7,092	7,149	7,188	7,147	(41)	-0.6%	(212)	-2.9%
- WBB*	145	178	210	225	224	220	211	141	(70)	-33.2%	(84)	-37.3%
Home Connections ('000)	423	444	470	494	520	545	564	587	23	4.1%	93	18.8%
Biz Fibre Connections ('000)	42	43	42	42	40	41	41	40	(1)	-2.4%	(2)	-4.8%
ARPU (RM/month)												
Blended ARPU (excl. M2M)	47.4	47.0	46.6	45.9	46.2	47.7	47.3	47.8	0.5	1.1%	1.9	4.1%
- Postpaid (excl. M2M)	76.0	75.4	75.0	73.4	72.5	72.7	72.8	72.7	(0.1)	-0.1%	(0.7)	-1.0%
- Prepaid	31.6	31.0	30.5	29.7	30.2	31.8	31.3	31.8	0.5	1.6%	2.1	7.1%
Home Fibre	108.1	108.9	108.4	109.5	107.8	108.3	108.0	108.5	0.5	0.5%	(1.0)	-0.9%

4Q22

DATA USAGE



	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ		YoY	
									Δ	%	Δ	%
Data Usage (GB/month)												
Blended	21.6	24.4	25.0	24.4	24.9	24.9	26.3	26.6	0.3	1.2%	2.2	9.0%
- Postpaid	22.8	25.6	28.0	27.4	28.2	27.9	29.1	29.3	0.2	0.7%	1.9	6.9%
- Prepaid	20.9	23.7	23.2	22.6	22.9	23.2	24.6	24.9	0.3	1.2%	2.3	10.1%

Thank You



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