

4th Quarter FY23 Results

27 March 2023



Disclaimer

This document contains certain forward-looking statements with respect to Astro Malaysia Holdings Berhad's ("Astro") financial condition, results of operations and business, and management's strategy, plans and objectives for Astro. These statements include, without limitation, those that express forecasts, expectations and projections such as forecasts, expectations and projections in relation to new products and services, revenue, profit, cash flow, operational metrics etc.

These statements (and all other forward-looking statements contained in this document) are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond Astro's control, are difficult to predict and could cause actual results to differ materially from those expressed or implied or forecast in the forward-looking statements. These factors include, but are not limited to, the fact that Astro operates in a competitive environment that is subject to rapid change, the effects of laws and government regulation upon Astro's activities, its reliance on technology which is subject to risk of failure, change and development, the fact that Astro is reliant on encryption and other technologies to restrict unauthorised access to its services, failure of key suppliers, risks inherent in the implementation of large-scale capital expenditure projects, and the fact that Astro relies on intellectual property and proprietary rights which may not be adequately protected under current laws or which may be subject to unauthorised use.

All forward-looking statements in this presentation are based on information known to Astro on the date hereof. Astro undertakes no obligation publicly to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation has been prepared by Astro. The information in this presentation, including forward-looking statements, has not been independently verified. Without limiting any of the foregoing in this disclaimer, no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy or completeness of such information. Astro and its subsidiaries, affiliates, representatives and advisers shall have no liability whatsoever (whether in negligence or otherwise) for any loss, damage, costs or expenses howsoever arising out of or in connection with this presentation.

4Q FY23 key performance highlights

Quarter-on-quarter financial highlights

3Q FY23 | 4Q FY23

Revenue

RM926mn | RM 991mn

Revenue up 7% supported by stronger subscription and adex

Commerce

RM 41mn | RM 41mn

Stable QoQ

Adex

RM 110mn | RM 126mn

Up 14% driven by World Cup 2022 and year end festivities

EBITDA

RM 265mn | RM 183mn

EBITDA margin of 18% impacted by sports cost

Normalised PATAMI/(LATAMI) ⁽¹⁾

RM 73mn | (RM 25mn)

Normalised LATAMI due to higher sports cost from World Cup

FCF of RM223mn

4.1x of PATAMI,
No dividend declared

NB:

(1) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 4Q FY23: RM 113mn, 3Q FY23: (RM 67mn) due to mark-to-market revaluation of transponder-related lease liabilities and exceptional item

4Q FY23 key performance highlights

Year-on-year financial highlights

4Q FY22 | 4Q FY23

Revenue

RM 1,031mn | RM 991mn

Revenue impacted by softer subscription and commerce

Commerce

RM 67mn | RM 41mn

Moderated due to offline shopping recovery, consumers also impacted by cost of living challenges

Adex

RM 146mn | RM 126mn

Impacted by cautious advertiser spends due to ongoing macro headwinds

EBITDA

RM 306mn | RM 183mn

EBITDA margin of 18% impacted by sports cost

Normalised PATAMI/(LATAMI) ⁽¹⁾

RM 131mn | (RM 25mn)

Normalised LATAMI due to higher sports cost from World Cup

FCF of RM 223mn

4.1x of PATAMI,
No dividend declared

NB:

(1) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 4Q FY23: RM113mn, 4Q FY22: RM (4mn) due to mark-to-market revaluation of transponder-related lease liabilities and exceptional item

4Q FY23: Key highlights



Content

- Championing local sports as the official broadcaster of Liga Malaysia until 2025 with all 244 matches live in HD, new feature shows and much more
- Astro Original *Projek: High Council* is now the No.1 show On Demand of all time with huge fanbase
- *Mechamoto* achieved RM36mn GBO and emerged as the No.1 local animation film of all time
- World Cup 2022 reached 10.6mn TV viewers, digital viewing tripled versus Russia 2018. Strong take up across NJOI, sooka, enterprise & adex.



Business

- ARPU up by RM1.0 YoY to RM98.2
- Broadband customers up 34% YoY driven by value bundles
- Over 820k Ultra and Ulti boxes rolled out to date
- On Demand shows streamed grew 25% YoY to 660mn
- Commitment towards Carbon Neutrality by 2040, developing Climate Roadmap



New launches

- Integrated Viu and ZEE5 onto the Ultra Box and Ulti Box and completed BBC Player integration onto the Ulti Box, more services to follow
- Launched Astro's largest flagship experience store in IOI City Mall for customers to experience Astro's new products and services
- Bringing the new Astro experience closer to customers through on-ground events in KLCC, Putrajaya and Shah Alam



Adex

- Strongest adex quarter in FY23 with revenue up 14% QoQ supported by World Cup 2022 and year end festivities
- Expanding audience measurement to include On Demand, Astro GO and Commercial Establishments to strengthen addressable advertising
- Astro Radio grew listenership on FM and online to 17.7mn weekly, cementing position as unrivalled #1 audio network in Malaysia



Financials

- Free Cash Flow of RM223mn in Q4 and RM784mn year-to-date
- Cash and cash equivalent at RM669mn
- Refinanced RM613mn term loan due in Nov 2022 for a tenure of 7 years
- Net Debt/EBITDA ratio at 2.5x including finance lease liabilities for M3D

FY23 overview

	FY22	FY23	Change
Total TV households in Malaysia ('000) ⁽¹⁾	7,809	7,915	1%
TV household penetration ⁽²⁾	72%	69%	(3 p.p.)
TV customer base ('000)	5,588	5,490	(2%)
Pay TV ARPU (RM)	97.2	98.2	1%
Astro TV viewership share ⁽³⁾	72%	72%	-
Radio listeners weekly (FM and online) (mn) ⁽⁴⁾	17.5	17.7	1%
Digital MUV (mn) ⁽⁵⁾	14.0	8.4	(40%)
Connected STBs ('000) ⁽⁶⁾	1,088	1,123	3%

	FY22	FY23	Change
Revenue (RM mn)	4,176	3,800	(9%)
Commerce (RM mn)	381	183	(52%)
Adex (RM mn)	449	435	(3%)
EBITDA (RM mn)	1,286	1,046	(19%)
EBITDA margin	31%	28%	(3 p.p.)
Exceptional Item (RM mn)	-	(74)	>100%
Profit before tax (RM mn)	591	289	(51%)
Normalised PATAMI (RM mn) ⁽⁷⁾	474	272	(43%)
FCF (RM mn)	692	784	13%
EPS (RM sen)	8.8	5.0	(43%)

Impairment charges on intellectual property and goodwill pertaining to a non-wholly owned subsidiary

NB

- (1) TV household data sourced from the Department of Statistics Malaysia and Media Partners Asia
- (2) Household penetration comprises residential Pay-TV customers and NJOI customers
- (3) Viewership share is based on DTAM deployed by Kantar Media DTAM
- (4) Weekly audience measurement is based on GfK for FM and RadioActive for online
- (5) Digital monthly unique visitors ("MUV") to Astro's digital brands, averaged over the last 12 months as sourced from comScore
- (6) Connected set-top boxes (STBs) are internet-ready with recording functionality and have access to Astro's On Demand library of content
- (7) Normalised PATAMI excludes post-tax impact of unrealised forex gain/(loss) FY23: RM 21mn, FY22: (RM 14mn) due to mark-to-market revaluation of transponder-related lease liabilities and exceptional item
- (8) Numbers may not add up due to rounding differences

Shifting trend towards streaming (VOD + astro GO)

astro



TV

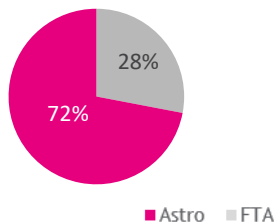


On Demand

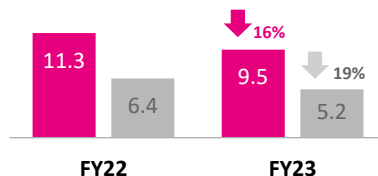


Streaming Service

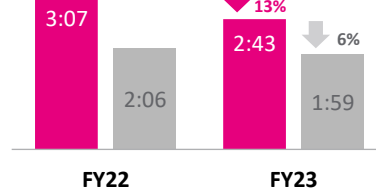
TV Viewership Share ⁽¹⁾



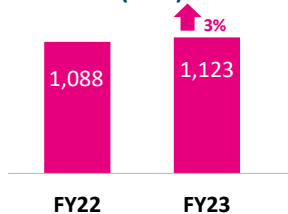
Avg. Daily Viewers (mn)



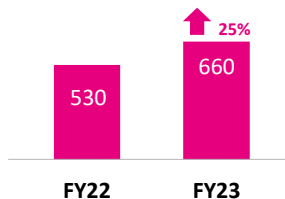
Avg. Time Spent/Day (hrs)



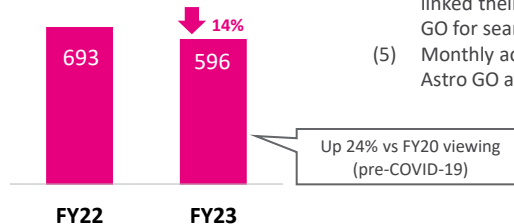
Total Connected STBs ⁽²⁾⁽³⁾
(‘000)



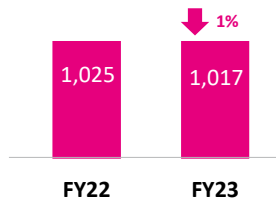
On Demand Shows Streamed (mn)



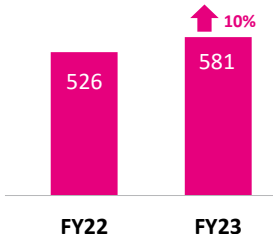
Avg. Weekly Viewing (mins)



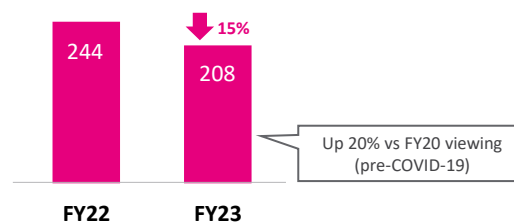
Linked Customers ⁽⁴⁾ (‘000)



Monthly Active Users ⁽⁵⁾ (‘000)



Avg. Weekly Viewing (mins)



NB:

- (1) Target Audience: Kantar Media, Dynamic TV Audience Measurement (DTAM). All Astro Pay-TV viewers YTD
- (2) Cumulative since inception
- (3) Connected set-top boxes (STBs) are internet-ready with recording functionality and have access to Astro's On Demand library of content
- (4) Pay-TV customers who have linked their account to Astro GO for seamless viewing
- (5) Monthly active users for Astro GO at account level

75% of customers' time spent on vernacular, up 5 p.p. YoY

TV Viewership share ⁽¹⁾



astro

146 ⁽²⁾
channels

135
HD channels

48
Astro-branded
channels

2
Ultra HD channels

+ 110,000 OD shows
+ 4K Ultra HD VOD
+ 2 Astro GO access
+ Streaming services

HD
nJOI
Prepaid

17
free channels

>60
prepaid channels
& packs

TV TV viewership
VOD On Demand streams on STB
astro GO Streams on Astro GO

NB

(1) Target Audience: Kantar Media, Dynamic TV Audience Measurement (DTAM). All Astro Pay-TV viewers

(2) Number of channels as of 31 January 2023

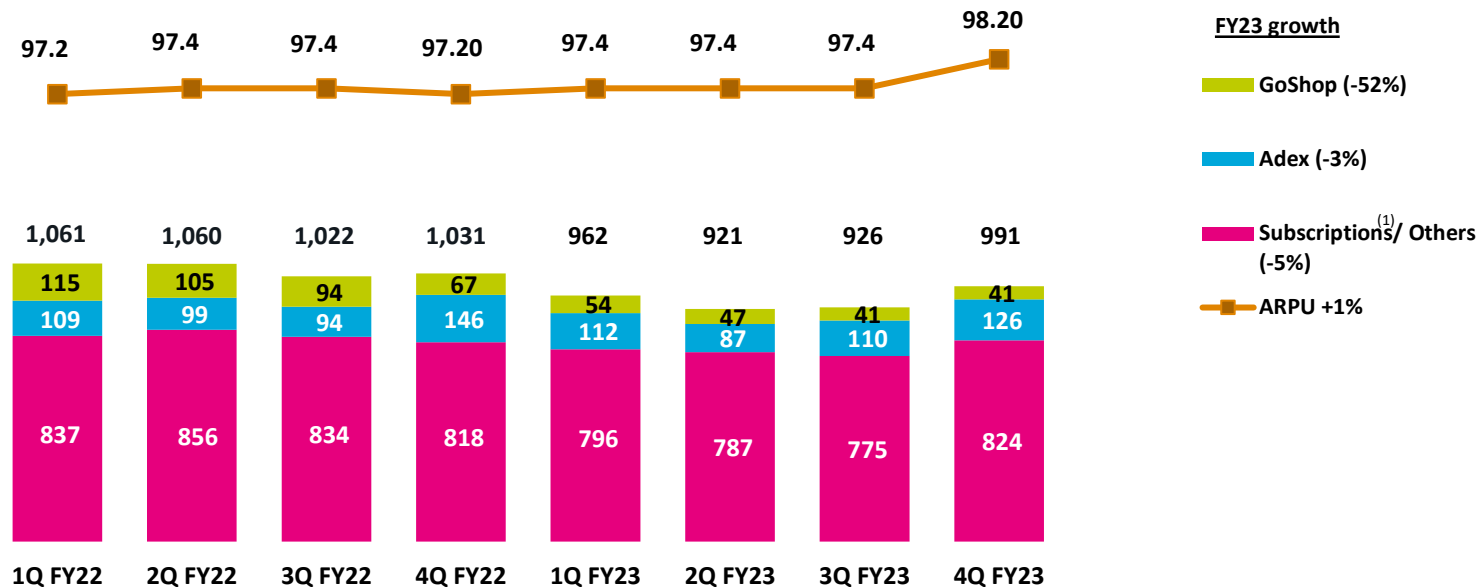
(3) Others include Sports, English and International content

Go Beyond™

Revenue and ARPU up QoQ

Total revenue

(RM mn)



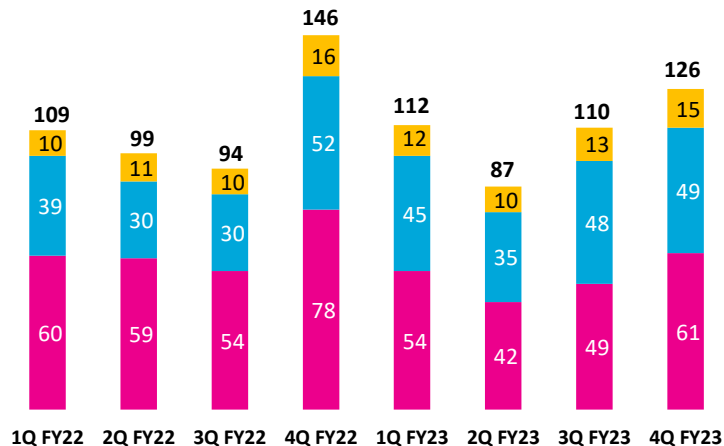
NB
 (1) Disclosed as Subscription revenue and Other revenue in our financial statements, includes revenue streams such as TV subscription, licensing income, programme sales, NJOI revenue and theatrical revenue
 (2) Numbers may not add up due to rounding differences

Adex: 4QFY23 revenue up 14% QoQ

Advertising revenue ⁽¹⁾

(RM mn)

■ TV ■ Radio ■ Digital & Addressable ⁽⁵⁾



FY23 Growth

-3%

+7%

+17%

-18%

Total Malaysia gross ADEX growth ⁽²⁾⁽⁵⁾

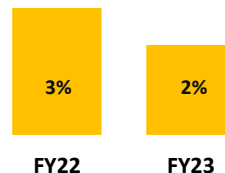
OVERALL ADEX +10%

DIGITAL +19%

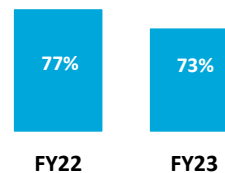
RADIO +24%

TV -11%

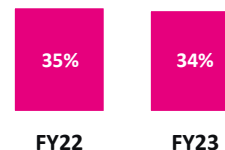
Share of digital adex



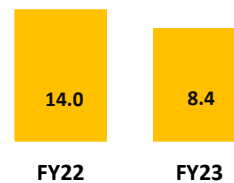
Share of radex



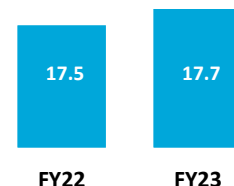
Share of TV adex



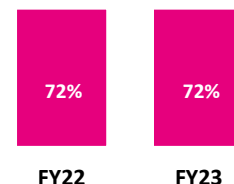
Digital MUV (mn)



Radio listeners weekly (FM and online) (mn)



TV viewership share ⁽⁴⁾



NB

(1) Advertising income is net of commissions and discounts

(2) Malaysia gross adex figures (covering TV, print, radio, cinema, in store media, outdoor and digital) are based on Nielsen gross adex and Mindshare's estimates

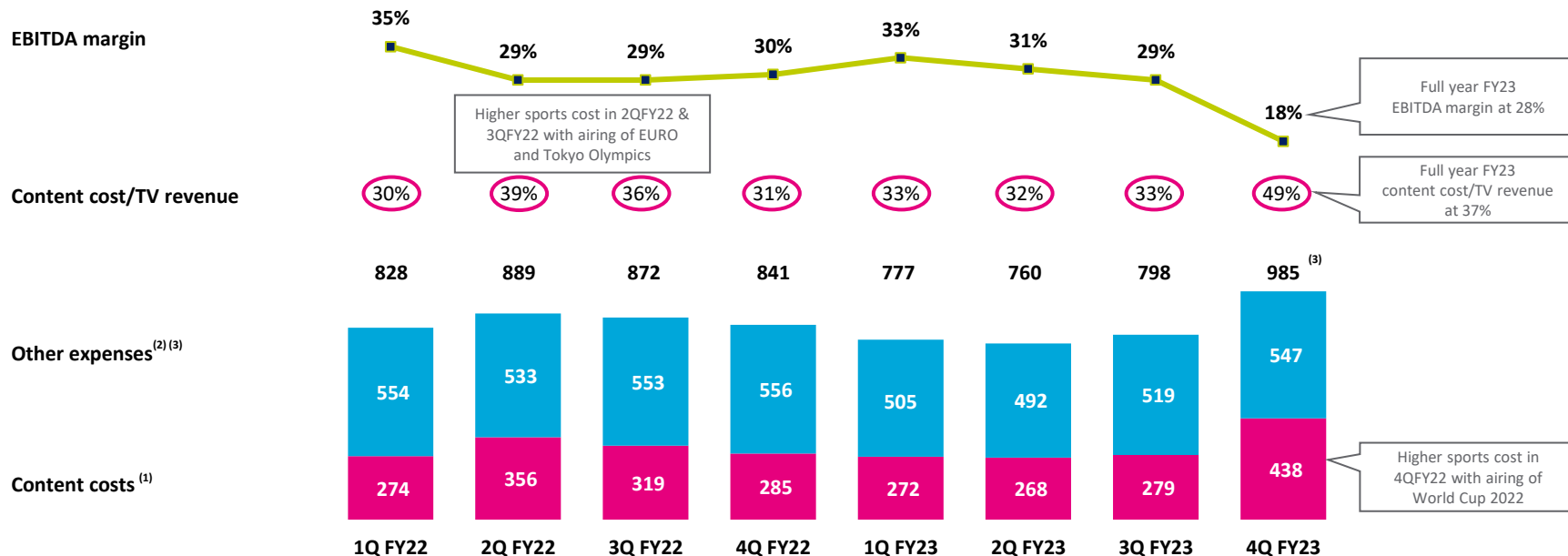
(3) Share of radex is based on Astro and Mindshare's estimates (with Nielsen gross adex as base). Weekly audience measurement is based on GfK for FM and RadioActive for online Share of TV adex is based on Astro and Mindshare's estimates (with Nielsen gross adex as base). Viewership share is based on DTAM deployed by Kantar

(4) Numbers may not add up due to rounding differences

Focused on operational efficiencies

Total cost

(RM mn)



NB

(1) Content costs are disclosed as part of cost of sales in our financial statements

(2) Other expenses include marketing and distribution costs, administrative expenses, STB installation and smartcard costs, depreciation and amortisation, as well as maintenance costs

(3) Excludes exceptional item

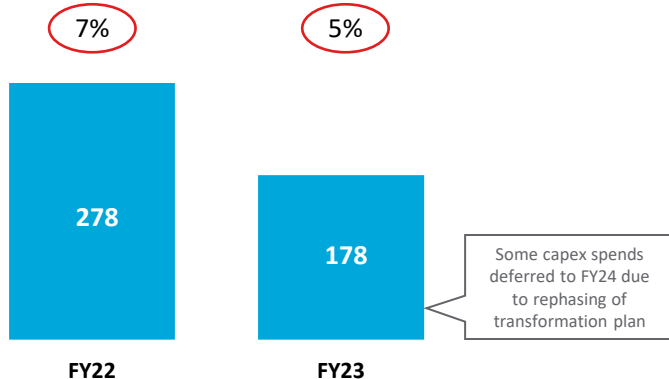
(4) Numbers may not add up due to rounding differences

Disciplined capex spends

Cash capex

(RM mn)

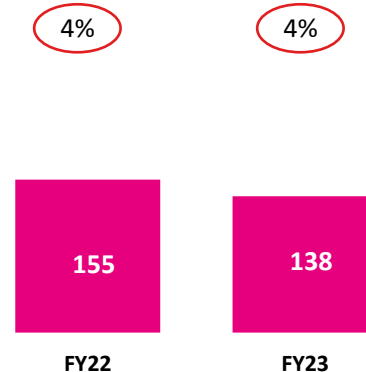
as % of
revenue



Non-cash capex

(RM mn)

as % of
revenue



Key capex investments in FY23 include:

- Technology infrastructure across OTT & digital, TV and VOD
- Customer experience
- Product and service upgrading

- STBs/ODUs/CPEs are owned by Astro, and are capitalised
- STBs/ODUs/CPEs are conservatively amortised over 5 years ; note that actual useful life is typically greater than 5 years ⁽¹⁾
- Discretionary 36-month bullet payment vendor financing is available for Astro for STBs/ODUs/CPEs purchases
- As at end of Q4FY23, vendor financing stood at RM294mn, of which RM74mn is current and RM220mn is non-current

NB

(1) In Q2FY23, Astro revised its estimates in relation to the depreciation of set-top boxes based on the useful life from 3 years to 5 years

(2) STBs refer to Astro Pay-TV's Set-top box and ODUs refer to Pay-TV's Outdoor Unit

(3) CPEs refer to Astro Fibre's customer premises equipment

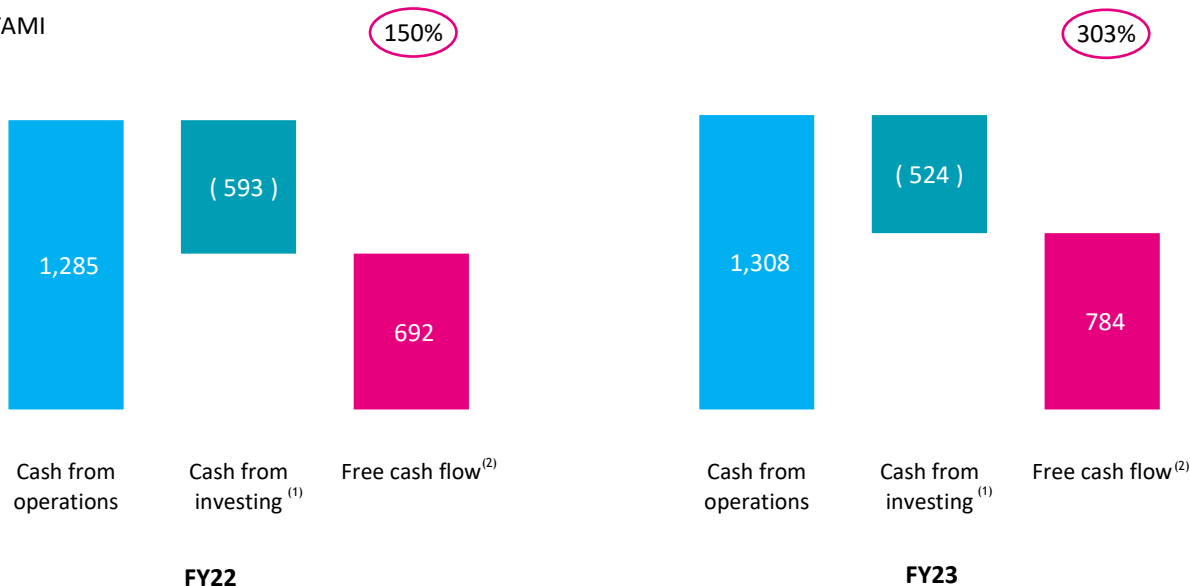
(4) Numbers may not add up due to rounding differences

Strong cash generation capabilities

Free cash flow

(RM mn)

as % of PATAMI



...enabling flexibility on capital management and dividend policy

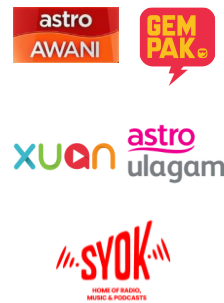
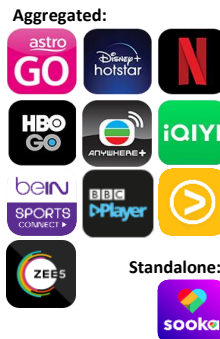
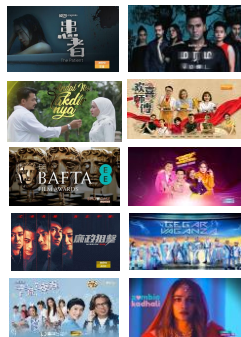
NB

- (1) Excludes investments, disposals and maturities of unit trust and money market funds
- (2) Excludes repayments of vendor financing and payments of finance leases, which are categorised as cash from financing for consistency with Bursa disclosure
- (3) Numbers may not add up due to rounding differences

Dividend updates

- Leveraging on invested capital, AMH continues to be cash generative.
- Amid macro and industry challenges, in this quarter the AMH legal entity recognised a non-cash impairment of RM763mn in respect of its historical cost of investments in subsidiaries. This impairment is an accounting adjustment and has no impact on the Group's consolidated PATAMI, nor any bearing on the entity or Group's current or future cash position.
- The Group recorded a full year PATAMI of RM259mn in FY23. Given the non-cash impairment no interim or final dividends will be paid this quarter.
- The dividend declared in respect of FY23 amounts to **3.0 sen** per share, equating to **a 60%** payout ratio.
- This represents a departure from AMH's dividend policy of paying at least 75% of consolidated profits for the financial year provided that such distribution will not be detrimental to the Group's cash requirements, or to any plans approved by our Board.

Malaysia's No.1 Entertainment Destination



Content

- Malaysia's leading **content** creator & aggregator
- Produced and commissioned over **10.3k hours** of local content in FY23
- Rich On Demand library featuring over **110k titles**

TV

- Largest **Paid-TV** operator in SEA
- **Serving 5.5mn** households
- **69%** household penetration
- **2.4mn** connected STBs
- **8.9k** enterprise customers
- **34%** TV adex share

Broadband

- Over **6mn** home passed through partnership with Telekom Malaysia
- Speeds of up to **800Mbps**
- **WiFi 6 router** as standard and mesh, **Astro Fibre app** for full control of your in-home WiFi performance
- Available to homes and enterprises as **standalone** or **bundled** for greater value

Streaming

- Largest aggregator of the best global and regional streaming services, integrated into our STBs with bundle package options
- **Launched sooka**, our own standalone streaming service on mobile first, now including big screen platforms

Digital

- **8.4mn** digital MUV across over **25** digital brands
- **Gempak** is the No.1 Malaysian digital entertainment brand
- **AWANI** is the No.1 news brand on social media
- **2%** digital adex share

Radio

- **SYOK app** aggregates live radio, podcast, videos with **60 new online radio stations**
- **#1 radio brand** in every language- English, Malay, Chinese, Tamil
- **17.7mn** radio listeners weekly (FM and online)
- **73%** radex share

Commerce

- **Multilanguage** shopping experience
- **Three dedicated 24/7 channels** in Malay and Mandarin
- On TV, web and mobile
- **3.3mn** registered customers

FY24 Strategic priorities



Content **Pay-TV** **NJOI** **Broadband** **Streaming**

Produce more premium Astro Originals and signature shows
Drive premium viewing experience and delight customers
Expand prepaid content choice and ease path to purchase
Grow broadband bundle take-up as an ISP
Integrate more streaming & lifestyle apps onto our Ultra and Ulti Boxes



Streaming **Radio** **Digital brands** **Commerce**

Aggregate more streaming & lifestyle apps and accelerate sooka
Reinvent audio for the digital future
Leverage digital traffic to grow digital adex
Leverage growing customer base to drive new shopping opportunities



Adex **Enterprise**

Strengthen adex proposition with addressable advertising
Support businesses with flexible content and connectivity solutions



Cost

Continue to reset legacy cost base

FY23 highlights

1 Content Slides #18 to #21

- ✓ Official broadcaster of Liga Malaysia from 2023 to 2025
- ✓ Premiered slate of new, contemporary Astro Originals including *Projek High Council* and return of signatures and live shows like *The Masked Singer* and *Gegar Vaganza*, strong pipeline ahead
- ✓ Top movies back in cinemas including *Air Force the Movie*, *Mechamoto*, *Abang Long Fadil 3*, *Qodrat* and *Talbis Iblis*
- ✓ Renewed Premier League exclusive rights for 3 more seasons until 2024/25

2 Pay-TV Slide #23 to #25

- ✓ Launched Viu and ZEE5 on the Ultra Box and Ulti Box, offering customers a unified, seamless big screen experience with more services to follow
- ✓ Integrated 8 streaming services onto the Ultra Box and Ulti Box so far
- ✓ Launched new features including multi-user profile, thumbnail viewing, enhanced search capability for greater viewing experience
- ✓ Launched new multiroom offering, so customers can watch Astro via a Smart TV app

3 Broadband Slide #26

- ✓ Broadband customers increased by 34% YoY, with new TV packs offering greater bundled value
- ✓ Expanded broadband offering to Enterprise customers via Astro Bizfibre
- ✓ Introduced app Astro Fibre app to manage data usage and parental control, making kids' viewing safer
- ✓ Launched Astro Fibre, our new internet service with speeds of up to 800Mbps for Astro and NJOI customers
- ✓ Access to over 6mn homes passed in partnership with Telekom Malaysia

4 NJOI Slide #27

- ✓ Launched Astro Fibre for NJOI customers
- ✓ Over 60 prepaid a-la-carte channels and packs for purchase

5 Adex Slides #30

- ✓ Rollout of addressable advertising on linear TV, On Demand and Astro GO
- ✓ Expanding audience measurement to include On Demand, Astro GO and Commercial Establishments to strengthen addressable advertising
- ✓ Strongest adex quarter in FY23 with revenue up 14% QoQ driven by World Cup 2022 and year end festivities

6 Streaming services Slides #24, #25 and #29

- ✓ Launched Viu and ZEE5 this quarter
- ✓ 10 streaming services now onboard including Astro GO, HBO GO, Netflix, BBC Player, Disney+ Hotstar, beIN SPORTS CONNECT, iQIYI, TVB Anywhere+, Viu and ZEE5
- ✓ Our own streaming service, sooka serves live sports and vernacular content to digital natives on mobile and Smart TVs

7 Radio Slide #32

- ✓ No.1 radio brand across all major languages in Malaysia
- ✓ 60 online radio stations on SYOK
- ✓ Launched YOU Streaming, our first online Chinese news radio brand
- ✓ 17.7mn weekly listeners across FM and online
- ✓ Reinventing radio - including podcasts and customised audio content delivered through online

8 Digital brands Slide #31

- ✓ 8.4mn monthly unique visitors (MUVs) across our digital brands
- ✓ AWANI is No.1 news brand on social media
- ✓ Astro AWANI emerged as the No.1 news destination and the most-watched TV channel on Election and post-Election Days
- ✓ Gempak, Xuan, Ulagam are Malaysia's top digital brands

9 Commerce Slide #33

- ✓ Registered customers grew to 3.3mn
- ✓ Revenue stable QoQ

10 Enterprise Slide #28

- ✓ Serving 8.9k customers, up 16% YoY
- ✓ Launched Astro Bizfibre offering enterprises flexible content and connectivity solutions
- ✓ Special adex packages for SME and microbusinesses

Content: *Projek:High Council* comes out top

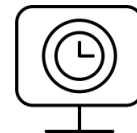


Enormous support from massive fanbase during on ground events...



No.1

On Demand show
of all time



155mn

Minutes watched
across On Demand
and Astro GO



>1bn

Views on TikTok
with >23mn social
media reach

... while generating rave reviews & huge followings online

"I gotta say this series is certified masterpiece, never expected that this would be the best TV series from Malaysia so far or even Asia for me!" - (@eidmirul)

"Gonna be straight, give Projek High Council an award already! Actors, cinematography, scripts, best OST, every category that exist. GIVE EM ALL!!! I SAID IT! TOP NOTCH SERIES - (@nabiljamil)

Rarely watch Astro and had plans to cancel subscription but because of High Council series, I've opted not to so that I can watch PHC legally - (sakurahamaniii)

Content: Strong local pipeline to engage viewers

The Best of Local Series & Astro Originals



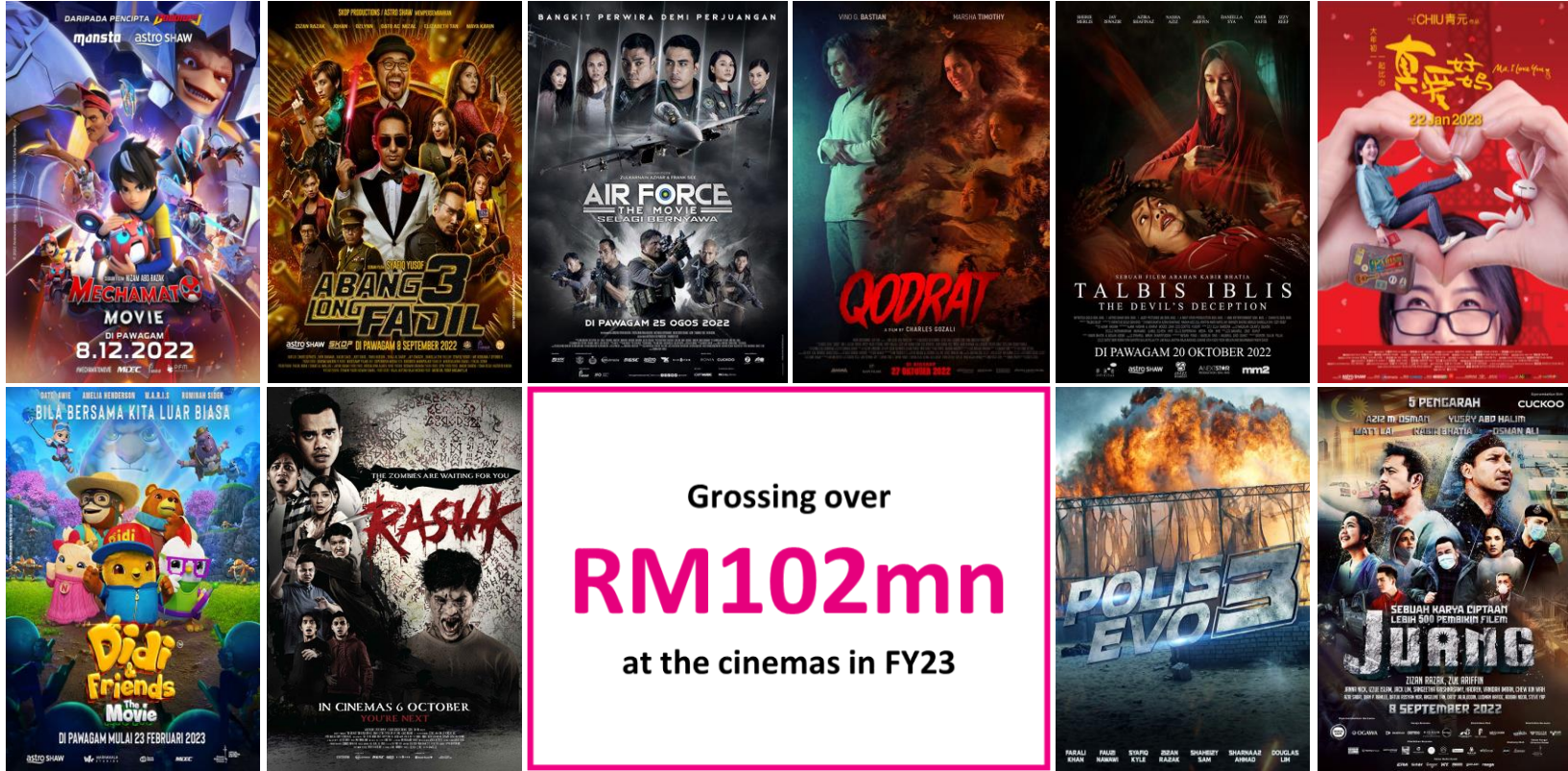
The Best of Signatures & Live Shows



Available in English, Bahasa & Tamil



Content: No.1 film producer in Malaysia



Content: Malaysia's Home of Sports, now with Liga Malaysia



4.5mn

Total TV reach*



848

Total live matches
across 3 seasons



13

New supporting content
on linear & digital



9mn

Views on Astro Arena's
social media*



10.6mn

Total TV reach



3x

Viewing on Astro GO
versus Russia 2018



63mn

Total views on Social
Media - YouTube



115k

Highest linear UHD
ratings all-time

* Within the first 3 weeks of the new Liga Malaysia season starting 24 Feb 2023

Serving Malaysians via 3 distinct services



Pay-TV

**For those who
want it all**

- 11 TV Packs to choose from
- Over 140 linear channels
- Over 110,000 OD shows
- 4K Ultra HD
- Access to Astro GO and the best streaming services globally
- Broadband bundle available



Freemium TV

**For those who prefer
prepaid content**

- 17 free TV channels
- HD option at RM15 for 30 days
- Over 60 channels and packs for purchase
- Broadband bundle available




Freemium Streaming

**For pure streamers
and cord-nevers**

- Free content tier with ads
- Premium live sports and Astro's winning local content from RM15.90 per month, renewable monthly
- VIP TV Plan at RM62.90 for the big screen

Pay-TV: Stream everything in one place...



The image shows a television screen displaying the Astro app interface. The interface includes a navigation bar at the top with options like Guide, Home, Catch Up, Boxsets, Movies, Kids, Store, Sports, and My Library. The main content area features a large movie poster for 'JESNITA' and a section for 'Top 10 Today' with various show thumbnails. Below the TV, an Astro Ultra streaming device is shown.

Stream with the all-new Astro. Sleeker, faster, easier.

Also available on Ulti Box.



Ultra Box **4K UHD**



ULTRA PLUG & PLAY



Ulti Box **HD**



ULTI PLUG & PLAY

Over

820,000

installs to date

astro

Featuring



Plug & Play

Connect and stream Astro via home broadband without a satellite dish



Multi-user profile

5 distinct user profiles for personalised content recommendations & watchlist



Continuous Viewing

Continue to enjoy Astro without interruption during heavy rainfall



Cloud Recording

Record all your favourite shows with 200 free hours



Discover VOD

Stream over 110,000 Videos On Demand



Play From Start

Restart the show if you've missed the beginning



New Home Screen

Navigate your world of Astro with ease



Search

Find what you are looking for faster and easier

Go Beyond™

Pay-TV: ... including the best global apps, on our boxes

Malaysia's #1 Aggregator of Top Streaming Services

Streaming made easy, all in one place

Pay-TV: Stream Viu and ZEE5 on the Ultra and Ulti Box



Stream **viu** with the New **astro**

FREE Viu Premium for 3 months!
Available now until 8 June 2023.
Eligible for existing and new customers. *T&C apply

astro.com.my/Viu

The banner features a collage of Viu Original content including 'BONGKOK TIGA' and 'TAXI DRIVER II'. Two purple Astro Ultra and Ulti boxes are shown at the bottom.



- Up to 5 concurrent devices
- Over 4,500 hours of premium Asian content from Korea, Japan, Thailand, Hong Kong, China and many more with English & Chinese subtitles
- Featuring shows such as *Taxi Driver 2* and *Delivery Man*, Thai and Indonesian dramas, Viu Original series, Korean variety shows, local titles and many more



Stream **ZEE5** with the New Astro!

astro.com.my/Zee5

The banner features a collage of ZEE5 content including 'GURU DUTTA', 'LOST', and 'THE GREAT INDIAN KITCHEN'. Two purple Astro Ultra and Ulti boxes are shown at the bottom.



- Up to 5 concurrent devices
- Featuring over 170,000 hours of content from originals, movies, TV shows, music and more across 18 languages including English, Tamil, Hindi, Tamil and Punjabi and others
- Astro customers enjoy privileged subscription pricing for ZEE5 Premium for seamless ad-free experience

Broadband: Introducing Astro Fibre app for more control

astrofibre

Customers

↑ 34%
YoY

POWER OF
KENCANG
in the palm of your hand

Speeds of
50 Mbps to 800 Mbps

Available through:

- **Bundling with content**
- **Standalone broadband**



NJOI: More content for purchase



The advertisement features a family of five cheering enthusiastically at a football match. The father is holding a soccer ball, the mother is holding a megaphone, and the children are also cheering. They are all wearing team scarves. In the foreground, there is a large black NJOI remote control and a black NJOI set-top box. The background is a football stadium at night with bright lights.

MALAYSIAN FOOTBALL LEAGUE
Dibawakan oleh **nJOI Prepaid**

SORAK BOLA LIGA MALAYSIA, SATU FAMILY NJOI

Dari RM 399*

JIMAT FLEKSIBEL
TIADA KONTRAK

* Tertakluk pada terma & syarat



over
60 prepaid channels & packs

17 free TV channels

26 free radio channels

Enterprise: Content and connectivity in one value bundle

Delight your customers with Astro-exclusive content such as sports, news, entertainment and more with these awesome plans.



BIZfibre
powered by Astro Fibre

SPORTS

- astro SUPERSPORT
- astro SUPERSPORT 4
- astro SUPERSPORT 2
- astro SUPERSPORT 5
- astro SUPERSPORT 3
- astro ARENA HD

NEWS

- astro AWANI
- BBC WORLD NEWS
- Bloomberg TELEVISION

ENTERTAINMENT

- astro RIA
- astro AEC
- BBC WORLD NEWS
- earth
- AXN
- ofn
- Discovery
- sky NEWS
- MTV
- Blue
- A
- TV

WiFi KENCANG™
BISNES SENANG!

FREE BIZFibre up to 2 years
Sign up for the VIP Plus Pack now!

astroBIZ

8.9k
Customers
↑ 16% YoY

Streaming: Stream the best local content and live sports



Serving digital natives



22,000

Hours of content and
growing

1.1bn

Minutes watched
to date

82%

Mobile users

Adex: Audience-based advertising solutions for all



The graphic features a light pink background with wavy lines. In the top left is the 'astro addressable advertising' logo. The main text reads '2023 TV & Addressable Advertising Packages'. Below this are three circles of increasing size labeled 'LITE', 'STANDARD', and 'MEGA'. A measuring tape is draped around the circles, with numbers like 134, 135, 136, 137, 138, 115, 116, 117, 118, 119, 120, 40, and 41 visible. A banner at the bottom says 'Tailored to businesses of all sizes.' In the bottom right, it says 'Available across:' followed by icons for TV, VOD, and astro GO.

astro addressable advertising

2023

TV & Addressable Advertising Packages

LITE

STANDARD

MEGA

Tailored to businesses of all sizes.

Available across: TV VOD astro GO



First in Southeast Asia

- Available across Linear TV, Video On Demand and Astro GO
- Leverage first-party data and technology to offer advertisers digital-style targeting which includes location, demographics, affluence, lifestyle, interest and more
- Able to simultaneously serve different ads to different households watching the same show
- Expanding audience measurement to include On Demand, Astro GO and Commercial Establishments to strengthen addressable advertising

Digital brands: Leverage 8.4mn MUV to grow digidex



No.1
News brand on social media

4.7mn MUV



No.1
Parenting media brand

1.4mn MUV



No.1
Digital entertainment
brand

1.9mn MUV



No.1
Recipes and cooking
media brand

1.3mn MUV



No.1
Chinese digital
entertainment brand

1.4mn MUV



No.1
Women lifestyle portal

1.2mn MUV



No.1
Indian digital brand

108k MUV



Empowering youth
through inspiring content

1.1mn MUV



Malaysia's most popular
audio multilingual
entertainment app

1.2mn MUV



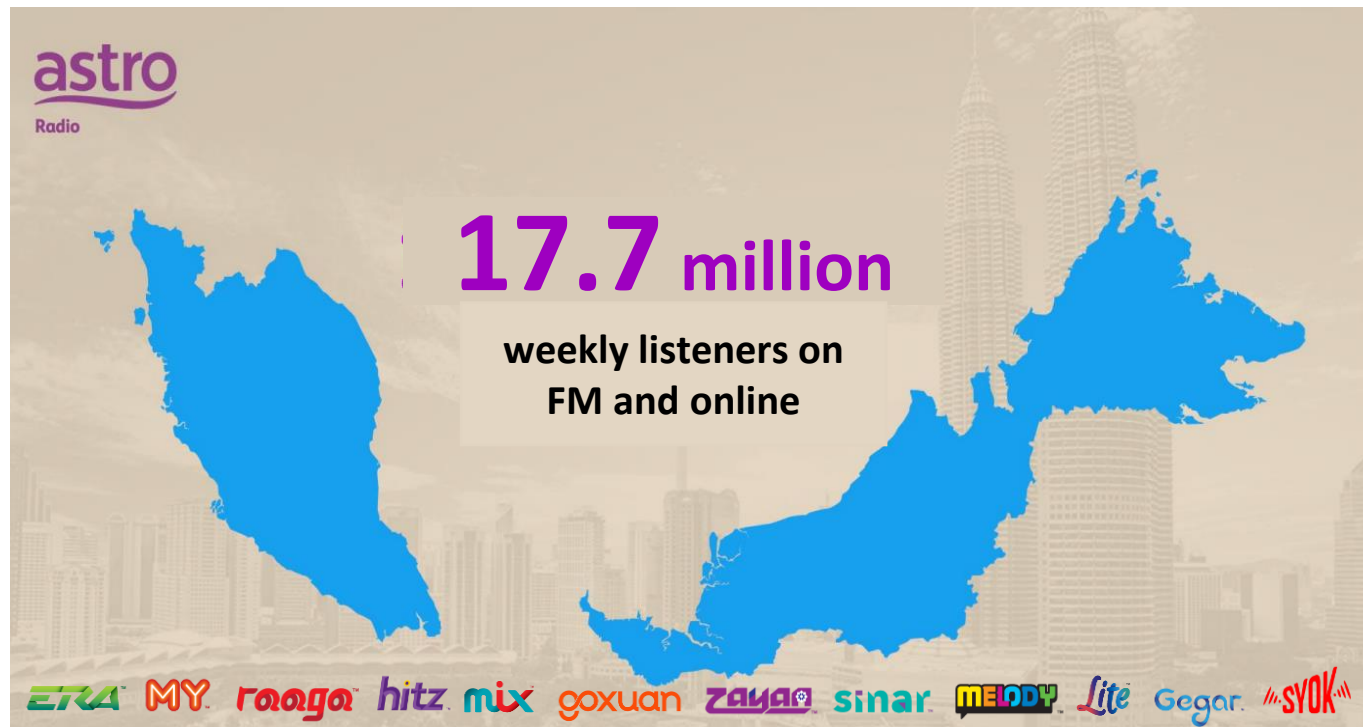
No.1
Family media brand

985k MUV

NB

Digital monthly unique visitors ("MUV") to Astro's digital brands, average over 12 months (Feb 22 – Jan 23) based on Google Analytics

Radio: No.1 radio brand across all languages



NB

- (1) Weekly audience measurement is based on GfK for FM and RadioActive for online
- (2) Total listens averaged over 3 months (Nov 2022 – Jan 2023) based on Whooshkaa Analytics

Commerce: Gearing up for Ramadhan and Raya



Registered Customers

3.3 mn

↑ 4% YoY

**GO
SHOP™**

Special Ramadhan and Raya offerings

 <p>Fgwaleet Kurma Muhammad Yusuf RM129 Beli Sekarang</p>	 <p>Aurasia 34cm Super Wok Set (ASAS Series) RM149 RM169 Beli Sekarang</p>	 <p>Leanen Tunic Sabrina Set RM139 RM149 Beli Sekarang</p>
---	--	--

RM1 from selected products purchased during our live shows and reruns will be donated to selected charity homes

Available across



NB

- (1) Cumulative as of 31 January 2023
- (2) Data presented for financial period ended 31 January 2023

Go Beyond™

ESG: Commitment towards Carbon Neutrality by 2040



Our ESG Pillars:



Education for All

- Provide access to learning channels to up to 5.1mn students annually through Kampus Astro platform including Astro Tutor TV channels with fresh educational content, such as *SPM PRO+*. RM131mn invested in learning content since inception in FY12
- Astro Kasih ESG's Walk For Education raised awareness and contributed RM140,000 in support of education for students living in Astro Hostels and remote areas of East Malaysia
- Support 8 student hostels and a community youth centre in East Malaysia, saving students a total of 125,000 hours in daily school commute
- Supported World Vision Malaysia with RM30,000 towards education initiatives for local communities in Tulid and Tatalaan districts in Sabah

Voice for Good

- Aired over 8,000 hours of PSAs across TV, radio and digital to amplify community messages, educating and raising awareness on national unity, climate change and good governance, including combating corruption and piracy
- Green Action Pillar by AWANI promotes ESG conversations among companies
- JIWA SME produces content and organises workshops as well as seminars to help SMEs be digital savvy in overcoming business challenges
- Encouraging constructive conversations and debate on policy-making among youth through AWANI's Youth Xtion Movement
- Advocating for participation of youth in the process of democracy with coverage and discussion on Undi18 on AWANI

Community Development

- Kem Badminton returns to unearth the next generation of badminton talents with over 1,500 promising young players participating in camps nationwide in FY23
- Astro First partners local film producers to premiere first run films directly to homes. Collaborate with FINAS on TV/OTT Programme Fund to aid local film companies in the production, distribution & marketing of local films
- Channelled financial aid and daily essentials to the families affected by fire in Kampung Landung Ayang, Kudat, Sabah
- Presented food essentials to 250 B40 communities and 240 children from various underprivileged homes in Klang Valley during Ramadan 2022
- Expanded staff volunteer programme to create more opportunities for Team Astro to participate in community programmes

Caring for our Environment

- Developing a Climate Roadmap which will be completed by FY24
- Supported WWF Malaysia's Earth Hour initiative by switching off main lights at our facilities and helping to create environmental awareness across our platforms
- In conjunction with World Environment Day, Team Astro collected over 1 tonne of e-waste for recycling
- Improved our carbon footprint with a 5.4% reduction in GHG emissions in 2022 to 22,713 tCO₂e due to installation of refrigerant leakage monitoring system and consolidation of 2 operations back to our main premise
- Renewable energy generated by solar power system in 2022 resulted in a significant carbon avoidance of 887 tCO₂e, equivalent to planting 26,975 trees

NB:

1) Copyright ©2022 Sustainalytics. All rights reserved. <https://www.sustainalytics.com/legal-disclaimers>

2) Astro Malaysia Holdings has been independently assessed by global index provider FTSE Russell according to the FTSE4Good criteria and has satisfied the requirements to become a constituent of the FTSE4Good Index Series. For more information, please refer to FTSE4Good website at <https://www.ftserussell.com/products/indices/FTSE4Good>



Appendix

PAT reconciliation

(RM mn)	FY22	FY23
EBITDA	1,286	1,046
Margin %	31%	28%
Depreciation and amortisation ⁽¹⁾	(532)	(629)
EBIT	754	417
Margin %	18%	11%
Finance income	17	19
Finance cost	(181)	(147)
PBT	591	289
Tax expense	(130)	(79)
Tax rate %	22%	27%
PAT	461	210
PATAMI	461	259
Margin %	11%	7%
Normalised PATAMI⁽²⁾	475	272
Margin %	11%	7%

NB

- (1) Depreciation and amortisation excludes the amortisation of film library and programme rights which is expensed as part of content costs (cost of sales)
- (2) Normalised PATAMI excludes post-tax impact of unrealised forex gain/(loss) FY23: RM 21mn, FY22: (RM 14mn) due to mark-to-market revaluation of transponder-related lease liabilities and exceptional item
- (3) Numbers may not add up due to rounding differences

Balance sheet overview

(RM mn)	FY22	FY23
Non-current assets	3,807	4,362
Property, plant and equipment and right-of-use assets	1,563	2,238
Other non-current assets	2,244	2,124
Current assets	1,518	1,339
Receivables and contract assets	740	560
Cash and bank balances ⁽¹⁾	727	669
Other current assets	52	110
	5,325	5,701

(RM mn)	FY22	FY23
Non-current liabilities	2,094	2,930
Borrowings	1,816	2,601
Other financial liabilities	190	220
Other non-current liabilities	89	109
Current liabilities	2,027	1,673
Borrowings	894	712
Payables, contract & other financial liabilities	1,122	920
Other current liabilities	11	40
Shareholders' equity	1,204	1,098
	5,325	5,701

Net debt / LTM EBITDA: 2.5x* (FY22: 1.5x)

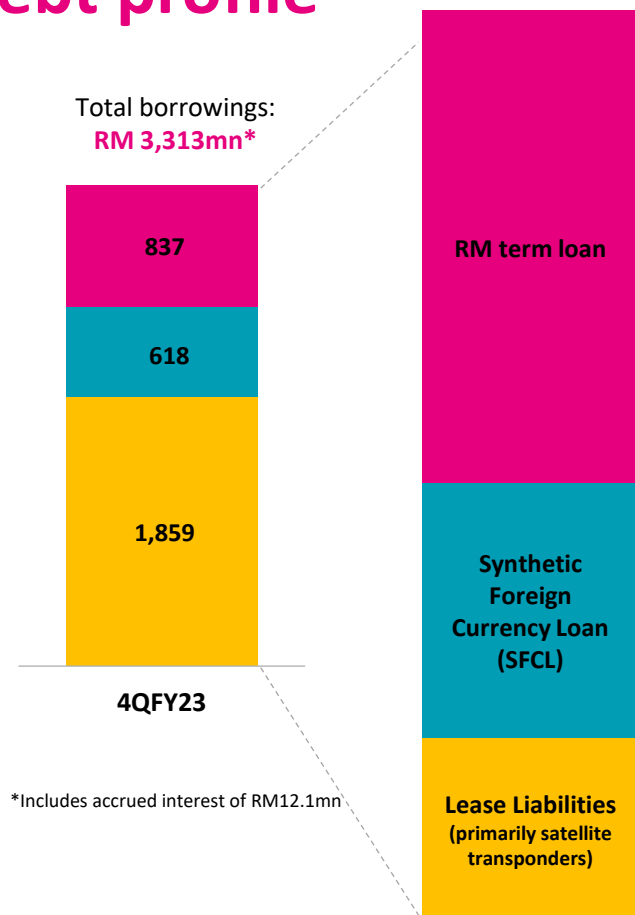
*Net Debt/EBITDA ratio at 2.5x with recognition of new finance lease liabilities for M3D transponders (operationalised in July 2022)

NB

(1) Includes investment in unit trusts

(2) Numbers may not add up due to rounding differences

Debt profile



- As of 31 January 2023, total outstanding principal stood at RM830mn. The breakdown of the amount are as follows:
 - RM380mn is a term loan facility with a 5-year tenure fully drawn down on 23 August 2018, at a fixed rate of 5.18% p.a. with quarterly interest payment. The first principal repayment of RM50mn was made on 23 February 2023 and the remaining amount RM330mn will be fully repaid on 23 August 2023.
 - RM180mn is from an original limit of RM300mn term loan facility with a 5-year tenor drawn down in 2 tranches of RM50mn on 28 March 2019 and RM250mn on 28 June 2019. It is a floating rate facility (based on cost of funds) of 5.11% p.a. as of 31 January 2023, with quarterly interest payment. Principal repayment will be in 5 equal semi-annual installments, commencing 36 months from the first drawdown. The second principal repayment of RM60mn was paid on 28 September 2022.
 - RM270mn is from an original limit of RM300mn term loan facility with a 6-year tenor fully drawn down on 2 September 2020. This has an amortised semi-annual principal repayment schedule with final maturity date on 2 September 2026 (Average life: 4.45 years). RM195mn of the longer end maturities of the term loan are fixed at an all-in rate of 4.28% p.a. and meanwhile, the balance RM75mn remained at floating rate (based on cost of funds) of 4.84% p.a. as of 31 January 2023 with quarterly interest payment. The fifth principal repayment of RM15mn was paid on 2 March 2023.
-
- The SFCL of up to USD150mn was refinanced on its maturity date on 29 November 2022.
 - The new SFCL has a tenure of 7 years and was drawn down at an all-in rate of 5.08% p.a. (floating rate of 3m KLIBOR + 1.57% p.a.). Principal repayment is by 5 equal annual instalments starting on the 36th month from the first drawdown date (Average life 4.5 years).
 - 50% (RM306.4 million) of the SFCL floating interest rate was swapped into 3 years fixed rate. Post hedging, RM306mn of the longer end maturities of the term loan are fixed at an all-in rate of 5.48% p.a. and meanwhile, the balance RM306mn remained at floating rate (based on cost of funds) of 5.20% p.a. as of 31 January 2023 with quarterly interest payment.
-
- Lease liabilities related to lease of Ku-band transponders on MEASAT-3A, MEASAT-3B and MEASAT-3D. Payment arrangement for the remaining contractual years for M3A have been redenominated into Ringgit at USD/RM3.0445 w.e.f. 21 May 2013.
 - The unhedged portion of the lease liabilities related to M3B and M3D is USD281mn.
 - Effective interest rate: 12.5%, 5.6% p.a. and 5.8% p.a. for M3A, M3B and M3D respectively, average life: 15 years.

Thank you