Astro Malaysia Holdings Berhad

(Company No. 201101004392 (932533-V)) (Incorporated in Malaysia)

Minutes of the Thirteenth Annual General Meeting of ASTRO MALAYSIA HOLDINGS BERHAD ("AMH" or "Company" or "Astro") held at Nexus, Connexion Conference & Event Centre, Grand Nexus Ballroom (Level 3A), Bangsar South City, No. 7, Jalan Kerinchi, 59200 Kuala Lumpur, Malaysia on Wednesday, 18 June 2025 at 2.00 p.m.

PRESENT : Yang Amat Mulia Tunku Ali Redhauddin Ibni Tuanku Muhriz

(Independent Non-Executive Chairman)

Mr. Renzo Christopher Viegas

(Senior Independent Non-Executive Director)

Ms. Nicola Mary Bamford

(Independent Non-Executive Director)

Mr. Prashant Kumar

(Independent Non-Executive Director)

Mr. Lim Ghee Keong

(Non-Independent Non-Executive Director)

Mr. Simon Cathcart

(Non-Independent Non-Executive Director)

Pn. Mazita binti Mokty

(Non-Independent Non-Executive Director)

Mr. Kenneth Shen

(Non-Independent Non-Executive Director)

SHAREHOLDERS, PROXIES AND CORPORATE REPRESENTATIVES 1,313 Shareholders, Proxies or Corporate Representatives as per the

Attendance List participated in person.

BY INVITATION : Mr. Euan Daryl Smith (Group Chief Executive Officer)

Dr. Grace Lee Hwee Ling (Group Chief Financial Officer)

Representatives of PricewaterhouseCoopers PLT (Independent Auditors)

Representatives of Boardroom Share Registrars Sdn. Bhd. (Poll

Administrator)

Representatives of Deloitte Business Advisory Sdn. Bhd. (Independent

Scrutineer)

Representatives of Messrs Kadir, Andri & Partners (Legal Advisor)

Senior Leadership Team

IN ATTENDANCE : Ms. Liew Wei Yee Sharon (Company Secretary)

1.0 CHAIRMAN'S OPENING REMARK

- 1.1 Yang Amat Mulia Tunku Ali Redhauddin Ibni Tuanku Muhriz welcomed the Shareholders, Proxies and Corporate Representatives to the Thirteenth Annual General Meeting ("13th AGM" or "Meeting") of the Company.
- 1.2 Tunku Chairman informed that this was the first physical Meeting since the end of COVID. The Board of Directors of the Company ("Board") and Management had decided to hold the 13th AGM physically after five years in accordance with the requirements of the Securities Commission.
- 1.3 On behalf of the Board and Management, Tunku Chairman called for a moment of silence in remembrance of the late Mr. Ananda Krishnan Tatparanandam, the Founder and a substantial shareholder of Astro, who had passed away last year. The Meeting accordingly observed a moment of silence as a mark of respect.
- 1.4 It was recorded that Shareholders, Proxies and Corporate Representatives were invited to collect their sooka TV sticks as a token of appreciation for attending this Meeting, and to visit the product demonstration booths showcasing sooka and the new streaming services such as Prime Video and Max among others. The Chairman further noted a "Meet & Greet" session had been organised for the Shareholders, Proxies and Corporate Representatives to engage with Astro's 'Evening Edition' news anchor, Mr. Gan Jiang Han and Rocketfuel talent and television ("TV") host, Mr. Hayden Wong.
- 1.5 Tunku Chairman introduced each member of the Board and in particular, welcomed Mr. Prashant Kumar ("PK") to his first annual general meeting ("AGM") with the Company. PK was appointed as an Independent Non-Executive Director of the Company on 1 July 2024 and has brought with him extensive knowledge and experience across digital, marketing, and advertising, being key components of the AMH group ("Group")'s strategic direction.
- 1.6 Tunku Chairman also introduced the Group Chief Executive Officer ("GCEO") and Group Chief Financial Officer ("GCFO"), as well as the Company Secretary, representatives from the independent Auditors, PricewaterhouseCoopers ("PwC") and the Senior Leadership Team of the Company who were all present at the Meeting.
- 1.7 Tunku Chairman, on behalf of the Board, expressed gratitude to the Shareholders, customers, and business partners as well as the Ministry of Communications, the Ministry of Digital, the Ministry of Domestic Trade and Costs of Living, the Malaysian Communications and Multimedia Commission and the Royal Malaysian Police for their support of the Company. The Shareholders, appointed proxies or authorised representatives were then reminded that audio and video recording of the proceedings is strictly prohibited without the Company's consent.

2.0 QUORUM

- 2.1 The Secretary confirmed that at the commencement of the Meeting at 2:00 p.m., 1,011 individuals representing 67.86% of the total issued share capital of the Company were present at the Meeting. There were 457 shareholders holding 81.24% of the total issued share capital who had appointed proxies or authorised representatives within the stipulated timeframe, of which 516 members holding 4.62% of the total issued share capital had appointed the Chairman of the Meeting to be their proxy.
- 2.2 The Meeting therefore fulfilled the quorum requirement stipulated under Rule 92 of the Company's Constitution of two members present in person or by proxy or by authorised representatives.
- 2.3 Upon confirmation of quorum, Tunku Chairman declared the 13th AGM of the Company duly convened.

3.0 COMMENCEMENT OF VOTING

The voting session commenced at this juncture. Tunku Chairman informed that the voting session would end at such time that he declared the session to be closed.

4.0 GROUP CHIEF EXECUTIVE OFFICER'S REPORT

- 4.1 Tunku Chairman then invited Mr. Euan Daryl Smith, the GCEO of Astro to deliver his presentation on the Group's key performance and financial highlights for the financial year ended 31 January 2025 ("FY25").
- 4.2 The Meeting took note of the presentation by the GCEO, the details of which are appended hereto and marked as **Appendix I**.

5.0 NOTICE OF MEETING

- 5.1 Tunku Chairman informed that the Notice of the 13th AGM was issued on 20 May 2025, which was 28 clear days prior to the Meeting. The said Notice, Integrated Annual Report 2025 and Circular to Shareholders were also published and made available for download from Astro's corporate website on the same day.
- Tunku Chairman explained that in accordance with Paragraph 8.29A of the Main Market Listing Requirements ("MMLR") of Bursa Malaysia Securities Berhad, all 17 ordinary resolutions as set out in the Notice of the 13th AGM would be voted by way of poll, via the electronic voting system ("e-voting") administered by Boardroom Share Registrars Sdn. Bhd., as the Poll Administrator and Deloitte Business Advisory Sdn. Bhd. as the independent Scrutineer to verify the e-voting process.
- 5.3 Tunku Chairman further explained the voting procedures and rights of Shareholders to vote pursuant to Rule 106.2 of the Company's Constitution. The Shareholders were also informed that the voting session had already opened for the Shareholders to cast their votes electronically until the closure of the voting session which would be announced later.
- 5.4 Tunku Chairman proceeded to table the resolutions set out under the Ordinary Business in the Notice and Agenda of the 13th AGM.

6.0 <u>AGENDA 1</u>

AUDITED FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED 31 JANUARY 2025 AND THE REPORTS OF THE DIRECTORS AND AUDITORS

- Agenda item 1 was to receive the Audited Financial Statements of the Company for FY25 and the Reports of the Directors and Auditors thereon.
- 6.2 Tunku Chairman explained that this agenda item is for discussion only and would not be put forward for voting under the Companies Act 2016.

7.0 <u>AGENDA 2</u>

TO RE-ELECT A DIRECTOR WHO RETIRES PURSUANT TO RULE 115 OF THE CONSTITUTION OF THE COMPANY

7.1 Agenda item 2 was related to the proposed re-election of a Director who has retired by rotation in accordance with Rule 115 of the Company's Constitution as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION 1

RE-ELECTION OF MR. PRASHANT KUMAR

The re-election of Mr. Prashant Kumar, who retired by rotation in accordance with Rule 115 of the Company's Constitution and, being eligible, has offered himself for re-election as a Director of the Company.

8.0 AGENDA 3

TO RE-ELECT DIRECTORS WHO RETIRE PURSUANT TO RULE 126 OF THE CONSTITUTION OF THE COMPANY

- 8.1 Agenda item 3 on Ordinary Resolutions 2, 3 and 4 were related to re-election of the Directors, who have retired by rotation in accordance with Rule 126 of the Company's Constitution.
- 8.2 Tunku Chairman handed over the proceedings to Mr. Renzo Christopher Viegas, the Senior Independent Director and Chairman of the Nomination, Remuneration and Corporate Governance Committee ("NRCGC"), to table the Ordinary Resolutions 2, 3 and 4 relating to his re-election as well as the re-election of Ms. Nicola Mary Bamford and Mr. Simon Cathcart, respectively, as Directors of the Company, pursuant to Rule 126 of the Company's Constitution.
- 8.3 Mr. Renzo Christopher Viegas thanked Tunku Chairman, and proceeded to inform that the Board and the NRCGC have taken into consideration the assessment of the performance and contributions of the retiring Directors based on the outcome of the Board Effectiveness Evaluation 2025 and the Directors' Fit and Proper Policy. On this basis, the Board, had recommended the re-election of Mr. Prashant Kumar, Yang Amat Mulia Tunku Ali Redhauddin Ibni Tuanku Muhriz, Ms. Nicola Mary Bamford and Mr. Simon Cathcart as Directors of the Company, as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION 2

RE-ELECTION OF YANG AMAT MULIA TUNKU ALI REDHAUDDIN IBNI TUANKU MUHRIZ The re-election of Yang Amat Mulia Tunku Ali Redhauddin Ibni Tuanku Muhriz, who retired by rotation in accordance with Rule 126 of the Company's Constitution and being eligible, has offered himself for re-election as a Director of the Company.

ORDINARY RESOLUTION 3

RE-ELECTION OF MS. NICOLA MARY BAMFORD

The re-election of Ms. Nicola Mary Bamford, who retired by rotation in accordance with Rule 126 of the Company's Constitution and being eligible, has offered herself for re-election as a Director of the Company.

ORDINARY RESOLUTION 4

RE-ELECTION OF MR. SIMON CATHCART

The re-election of Mr. Simon Cathcart, who retired by rotation in accordance with Rule 126 of the Company's Constitution and being eligible, has offered himself for re-election as a Director of the Company.

9.0 AGENDA 4

PAYMENT OF FEES AND BENEFITS TO THE NON-EXECUTIVE DIRECTORS

9.1 Ordinary Resolution 5 was in relation to the payment of fees and benefits to the Non-Executive Directors of the Company for the period from 19 June 2025 until the next AGM to be held in 2026 in accordance with the indicative remuneration structure set out below, as well as under Explanatory Note 3, page 187 of the IAR2025, up to a maximum amount of RM3.81 million. The fees and benefits are payable to the Directors of the Company on a monthly basis and/or as and when incurred.

Remuneration	Rates (RM)
Board Chairman Non-Executive Director	600,000 per annum 280,000 per annum
Audit and Risk Committee Chairman Member	50,000 per annum 25,000 per annum
Nomination, Remuneration and Corporate Governance Committee	40,000 per annum 20,000 per annum

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Remuneration	Rates (RM)
Strategy and Business Transformation Committee Chairman Member	40,000 per annum 20,000 per annum
New Board committee(s) (if any) Chairman Member	40,000 per annum 20,000 per annum
Meeting Allowance	1,000 per day
Car Allowance for Board Chairman	12,000 per month

9.2 In accordance with Guidance 7.2 of the Malaysian Code on Corporate Governance 2021, Directors who are Shareholders of the Company abstained from voting on Ordinary Resolution 5 as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION NO. 5

PAYMENT OF DIRECTORS' FEES AND BENEFITS

The payment of fees and benefits to the Non-Executive Directors of the Company for the period from 19 June 2025 until the next AGM of the Company to be held in 2026.

10.0 AGENDA 5

RE-APPOINTMENT OF PRICEWATERHOUSECOOPERS PLT AS AUDITORS OF THE COMPANY

- 10.1 Agenda item 5 was in relation to the re-appointment of PwC as auditors of the Company and to authorise the Directors of the Company to fix their remuneration. An auditor of a public company shall be appointed for each financial year to hold office until the conclusion of the next AGM of the company.
- 10.2 Tunku Chairman stated that the Board, through the Audit and Risk Committee, had reviewed PwC's performance and assessed their independence during the last financial year. Having satisfied themselves with the outcome of the said evaluation, the Board recommended their reappointment for Shareholders' approval at this Meeting as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION NO. 6

RE-APPOINTMENT OF PRICEWATERHOUSECOOPERS PLT AS AUDITORS OF THE COMPANY

The appointment of PwC as auditors of the Company, to hold office until the conclusion of the next AGM and to authorise the Directors to fix their remuneration.

11.0 AGENDA 6

PROPOSED OFFER, ISSUANCE, ALLOTMENT AND/OR TRANSFER OF ORDINARY SHARES IN THE COMPANY TO THE GROUP CHIEF EXECUTIVE OFFICER OF THE COMPANY, PURSUANT TO THE ASTRO MALAYSIA HOLDINGS BERHAD LONG TERM INCENTIVE PLAN

11.1 Agenda item 6 relating to the proposed offer of ordinary shares in the Company to the GCEO of the Company is in accordance with the terms of his employment contract, and the By-laws governing the Long Term Incentive Plan as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION NO. 7

PROPOSED OFFER, ISSUANCE, ALLOTMENT AND/OR TRANSFER OF ORDINARY SHARES IN THE COMPANY TO THE GROUP CHIEF EXECUTIVE OFFICER

The proposed offer, issuance, allotment and/or transfer of ordinary shares in the Company to the GCEO of the Company pursuant to the AMH Long Term Incentive Plan.

12.0 AGENDA 7

AUTHORITY TO ISSUE SHARES PURSUANT TO SECTIONS 75 AND 76 OF THE COMPANIES ACT 2016

- Agenda item 7 was in relation to a proposal to grant authority to the Directors of the Company, pursuant to Sections 75 and 76 of the Companies Act 2016, to issue and allot ordinary shares in the Company ("Shares") of up to an aggregate number not exceeding 10% of the total number of issued shares of the Company for the time being, for such purposes as the Directors may in their absolute discretion deem fit.
- 12.2 Ordinary Resolution 8, if passed, would renew the authority that was granted at the Twelfth AGM of the Company held on 26 June 2024 and continue to empower the Directors of the Company to issue Shares in the Company as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION NO. 8

<u>AUTHORITY TO ISSUE SHARES PURSUANT TO SECTIONS 75 AND 76 OF THE COMPANIES ACT 2016</u>

The grant of authority to the Directors of the Company pursuant to Sections 75 and 76 of the Companies Act 2016 to issue ordinary shares in the Company.

12.3 Further details of the proposal had been set out in Part B of the Statement Accompanying the Notice of the 13th AGM.

13.0 AGENDA 8

RENEWAL OF AUTHORITY FOR THE COMPANY TO ISSUE SHARES PURSUANT TO THE DIVIDEND REINVESTMENT PLAN

- Agenda item 8 was in relation to the renewal of authority for the Company to allot and issue Shares pursuant to the Dividend Reinvestment Plan ("DRP"). The DRP was approved at the Seventh AGM of the Company held on 27 June 2019, to provide the Shareholders with an option to reinvest their cash dividends in new Shares.
- Ordinary Resolution 9, if passed, would renew the authority and continue to empower the Directors of the Company to issue new Shares in respect of any dividends to be declared to the intended allottees as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTION NO. 9

RENEWAL OF AUTHORITY FOR THE COMPANY TO ISSUE SHARES PURSUANT TO THE DIVIDEND REINVESTMENT PLAN

The renewal of authority for the Company to allot and issue Shares pursuant to the DRP.

14.0 AGENDA 9

PROPOSED MANDATE FOR RECURRENT RELATED PARTY TRANSACTIONS OF A REVENUE OR TRADING NATURE

- 14.1 Agenda item 9 was in relation to the proposed mandate for the Group to enter into recurrent related party transactions of a revenue or trading nature in the ordinary course of business ("RRPTs") with the following related parties:
 - (i) Usaha Tegas Sdn Bhd and/or its affiliates (Ordinary Resolution 10)
 - (ii) Maxis Berhad and/or its affiliates (Ordinary Resolution 11)
 - (iii) MEASAT Global Berhad and/or its affiliates (Ordinary Resolution 12)
 - (iv) Astro Holdings Sdn Bhd and/or its affiliates (Ordinary Resolution 13)
 - (v) Sun TV Network Limited and/or its affiliates (Ordinary Resolution 14)
 - (vi) SRG Asia Pacific Sdn Bhd and/or its affiliates (Ordinary Resolution 15)
 - (vii) Legasi Hussamuddin Yaacub Sdn Bhd, Ultimate Technologies Sdn Bhd, Kotamar Holdings Sdn Bhd, Warisan Hussamuddin Yaacub Sdn Bhd and/or their respective affiliates (Ordinary Resolution 16)
 - (viii) Telekom Malaysia Berhad and/or its affiliates (Ordinary Resolution 17)

- 14.2 Ordinary Resolutions 10 to 17, if passed, would enable the Group to enter into RRPTs which are necessary for the Group's day-to-day operations, and based on terms that are not more favourable to the related parties than those generally available to the public. Such mandate shall lapse at the conclusion of the AGM in 2026 unless authority for its renewal is obtained from the Shareholders of the Company at a general meeting.
- 14.3 Interested Directors of the Company have abstained from deliberating and voting on the resolutions in which they are deemed interested, in accordance with Paragraph 10.08(7) of the MMLR. Such Directors and persons connected to them have also undertaken to abstain from voting on such resolutions at the 13th AGM as set out below and in the Notice of the 13th AGM:

ORDINARY RESOLUTIONS NO. 10 TO 17

PROPOSED SHAREHOLDERS' MANDATE FOR THE COMPANY AND/OR ITS
SUBSIDIARIES TO ENTER INTO RECURRENT RELATED PARTY TRANSACTIONS OF A
REVENUE OR TRADING NATURE

Proposed shareholders' mandate for the Group to enter into RRPTs with each of the related parties under Section 14.1 above, the details of which are set out in the Company's Circular to Shareholders dated 20 May 2025.

15.0 QUESTIONS AND ANSWERS

- Tunku Chairman informed that written questions from the Minority Shareholders' Watch Group ("MSWG") and Permodalan Nasional Berhad ("PNB") were received prior to this Meeting. The said questions and the corresponding answers from the Company were published during the Meeting.
- 15.2 The answers for MSWG's questions no. 1 to 4 were read out by the GCFO whiled question 5 was read out by the Chairman of the NRCGC. Then the questions and corresponding answers for PNB were read out by the GCFO. The complete list of questions received from MSWG prior to the 13th AGM together with the answers for the same are appended hereto and marked as **Appendix II**.
- 15.3 This was followed by the Company's responses to the questions submitted by the Shareholders, Proxies and Corporate Representatives prior to the 13th AGM. Tunku Chairman responded to the questions in relation to the AGM door gift and privatisation. The GCEO then read out the Company's responses to the rest of the questions at the request of Tunku Chairman.
- 15.4 The list of questions received from the Shareholders, Proxies and Corporate Representatives prior to this Meeting together with the answers for the same are appended hereto and marked as **Appendix III**.
- Thereafter, Tunku Chairman invited questions from the Shareholders, Proxies, and Corporate Representatives who were present at the Meeting. Upon addressing all questions, Tunku Chairman expressed his appreciation to the Shareholders, Proxies, and Corporate Representatives for their participation. Attendees were advised to direct any further questions to the Company's Investor Relations team via email at IR@astro.com.my. The Questions and Answers session was then declared closed after 1 hour 24 minutes at approximately 4.40 p.m. The Company's responses to the live questions submitted during the 13th AGM are enclosed herewith as **Appendix IV**.

16.0 CLOSURE OF POLLING

Tunku Chairman announced that the voting session would be ending within the next 10 minutes, followed by a verification of the polling results by the independent Scrutineer, estimated to take 15 minutes. The Meeting was adjourned at this juncture.

17.0 POLL RESULTS

At approximately 5.05 p.m., the 13th AGM was re-convened by Tunku Chairman. Tunku Chairman declared that Ordinary Resolutions 1 to 17 as set out in the Notice of the 13th AGM were all duly carried after the completion of the polling, and verification of the poll results by the independent Scrutineer. A summary of the polling results is attached herewith as **Appendix V**.

18.0 CLOSURE

On behalf of the Board and Management, Tunku Chairman thanked the Shareholders, Proxies and Corporate Representatives for their support once again.

There being no other business, the 13th AGM of the Company declared closed at 5.09 p.m.

Confirmed by,

Yang Amat Mulia Tunku Ali Redhauddin Ibni Tuanku Muhriz Chairman of the Board of Directors Astro Malaysia Holdings Berhad

Date:



TOGETHER AS ONE

Industry experiencing seismic shifts



Comcast's customers are dropping like flies, just like Verizon's

SportsPro

Sky's annual losses double to UK£224m

after increased sports spend

October 1, 202-



Murdoch's News Corp to sell Foxtel to DAZN for \$2.1 billion

MONITOR

The piracy cancer eating up pay TV companies

₩Moneyweb

MultiChoice reports headline loss as DStv subscribers dwindle

THE AFRICAN EXPONENT

Canal+ Launches \$2.9 Billion Mandatory

Offer to Acquire MultiChoice



Warner Bros Discovery moving towards splitting company, CNBC reports

cOntentasia

True Corp online & pay-TV subs fall

October 9, 2024

NEXT TV

U.S. Pay TV Loses 1.62 Million Subscribers in Q2, 10th Consecutive Quarter of Double-Digit Percentage Losses for Linear

FY25 Key Priorities





Pay TVFor those who want it all

sook

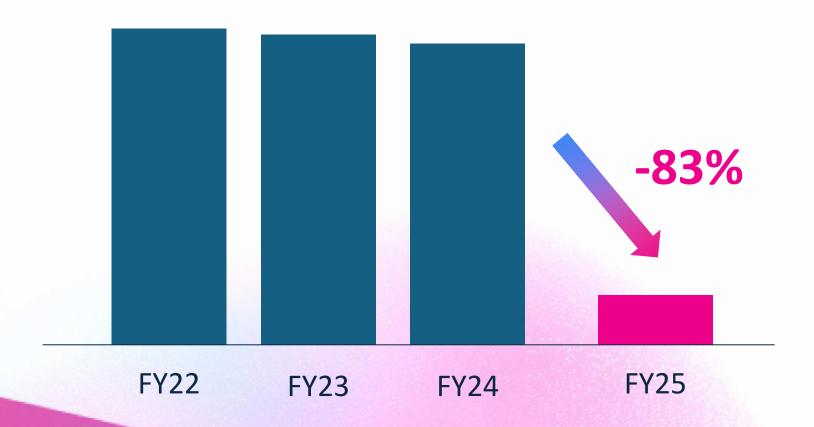
Freemium Streaming
For pure streamers and cord-nevers

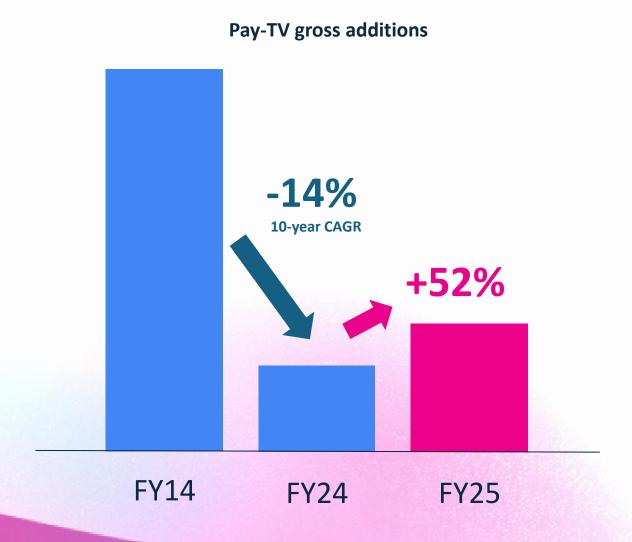
NJOI

Freemium TV

For those who want a no-frills prepaid content service

Net video customer losses (across Pay-TV, sooka and NJOI)





Astro One offers 3 simple TV packs...



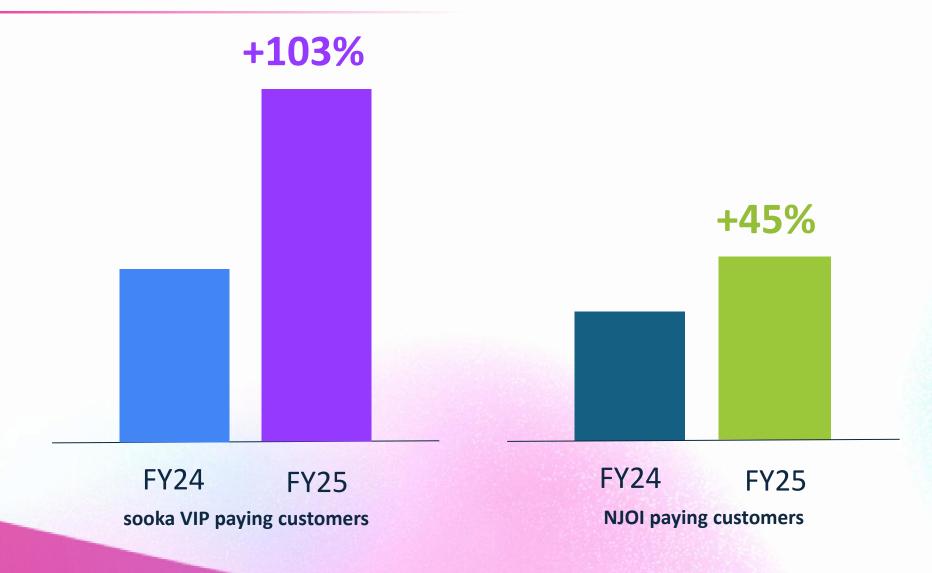
Entertainment Pack RM 49.99 /mth

Sports Pack
RM 99.99 /mth

Epic PackRM **199.99** /mth

... bundled with global apps and On Demand





Priority 2: Accelerate adjacent businesses





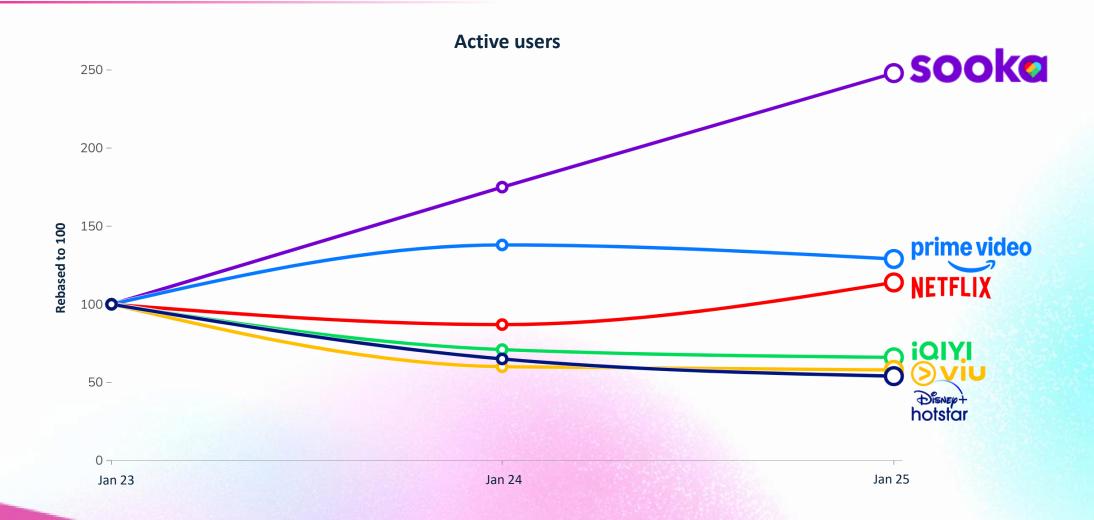




Priority 2: sooka is our play for the future...



... Malaysia's fastest growing OTT



Priority 2: BizOne packs drive Enterprise uptake



Revenue

+10%

ARPU

+2%

Customers

+8%

Priority 2: Astro Fibre bundling fuels growth



Priority 2: Delivering new Advertising solutions



Priority 2: Delivering new Advertising solutions





FY25 cost base

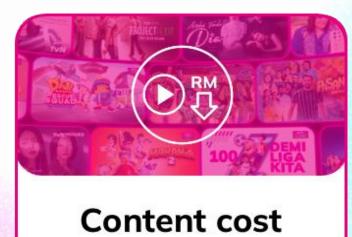
-8%



Employee cost

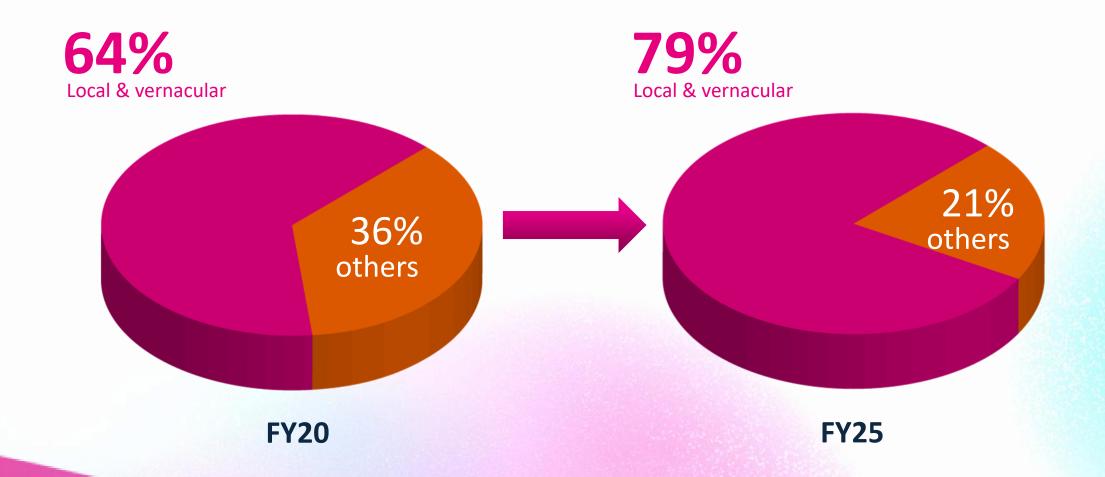


Cost to serve





Local viewing share growing...



... across all genres and vernaculars































Local delivers highest engagement levels

Malaysia's No.1 TV show in 2024



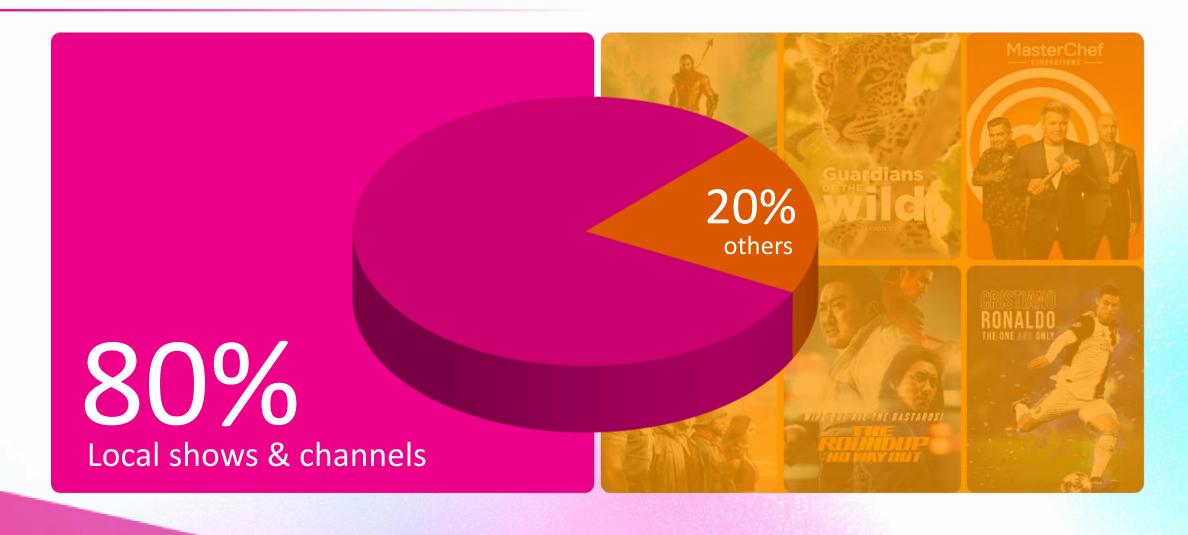


astro astro Andai Tiada

8.8mn TV viewers

7.7mn TV viewers

Local is the biggest adex driver



Local drives box office success...







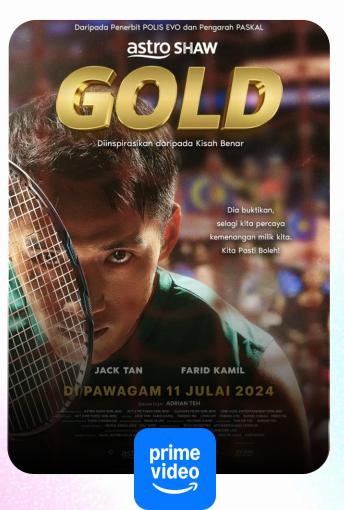
RM **121**mn GBO +10% in FY25

71%Local film market share

... and opportunities to sell to global players







Local gives us bargaining edge





Local enables experiences that cannot be pirated













Malaysia's Home of Sports, Global...



... and Local



Building new sports IPs





RM 3.1_b

RM
723m
EBITDA

RM
129_m
PATAMI

RM
509m

Free Cash Flow



ESG wins



Top 1%

of media companies globally

 $\begin{array}{c} \text{Carbon Neutral} & \text{Net Zero} \\ \textbf{2040} & \textbf{2050} \end{array}$

Piracy crackdown gains momentum

Landmark legal cases

STRAITSTIMES

Astro awarded RM175k after 2 outlets found guilty of illegal EPL streaming

BUSINESS TIMES

Astro to take tough measures against anyone found guilty of piracy

February 20, 2024



Nasi kandar chain to pay Astro over RM221k for unauthorised

Push for stricter laws



Dewan Rakyat passes Communications and Multimedia (Amendment) Bill 2024

The Dewan Rakyat has passed amendments to the Communications and Multimedia Act (CMA), paving the way for social media companies to be more proactive and accountable for harms occurring on their platforms. The bill to amend the CMA was passed with 59 MPs voting in favour, 40 against and one abstaining after a bloc vote was called by the opposition.

December 9, 2024

Gaining ground on piracy crackdown

Published Antipiracy report & over RM1mn total action value in FY25

in fines, settlements, and legitimate subscription gains from legal actions

Over 580,000 illegal links removed

across digital platforms including 327 Telegram groups with a combined 12mn subscribers sharing pirated shows Over 26,000 e-commerce listings removed

on various e-commerce platforms selling ISD and apps



TOGETHER AS ONE



THANK YOU



Annual General Meeting 2025

MSWG Questions

Q1 The Group increased its local content spending over two years from RM308 million in FY23 to RM379 million in FY25. (Source: Page 7 of Integrated Annual Report (IAR) 2025)

a) Given this increase, what was the financial return on local content investment in FY2025? Did it grow year-on-year and meet the Group's internal target?

Overall amount of engagement and traction on local content increased, driving local viewing share up to 79% in FY25 (from 77% in FY24). Local content was key to growing new customers in FY25 as we bundled more of this into our entry-level packs to fulfil whole family viewing. While margins for local content investment is c.15% lower than in FY24, this is still far superior to the margins derived from foreign content spends.

(Q1 cont'd)

b) Of the RM379 million spent, how much was allocated to local sports content? Between local and foreign sports IPs, which delivered better financial returns and audience engagement in FY2025?

c.20% of the local spend is allocated for local sports, which continues to deliver better financial returns versus foreign sports. In terms of audience engagement, in FY25 the Premier League and Badminton World Federation (foreign IPs) emerged ahead, with local IPs Liga Malaysia and Sepak Takraw League not far behind. However, financial returns are higher for local IPs given that rights are much less expensive, and that we have greater creative and commercial control over the IPs.

(Q1 cont'd)

c) Despite spending more on local content, the Group's subscription revenue and advertising expenditure (adex) both declined. How is management evaluating the effectiveness of this investment strategy moving forward? What is the planned local content investment for FY2026?

While we acknowledge that revenue declined due to industry challenges, the soft consumer climate and piracy, fundamentally local content remains the best strategic option for us. Local is a key differentiator for Astro and provides the greatest ROI, in terms of financial returns, audience reach and engagement. Moreover, it provides exclusivity and control (as we own the IPs). A strong local slate also improves our bargaining power in negotiations with content partners. We expect local content investments to be broadly stable in FY2026 on the back of disciplined, judicious spends.

- Q2 The Group reported a 1.2% decline in Pay-TV ARPU to RM98.50 in FY2025, attributed to the Rakyat-friendly packs. As a result, Pay-TV gross customer additions grew by 52%, marking the highest level in four years and the first time in 11 years that gross additions are trending upwards. (Source: Page 148 of IAR2025)
- a) Has the subscriber growth sufficiently offset the slight decline in ARPU to sustain or improve Pay-TV profitability?

The volume of gross customer additions is higher than the ARPU decline, and thus we expect Pay-TV profitability to improve over time as our customer base stabilises.

b) What were Pay-TV's revenue and profit contributions in FY2025? Did this represent an improvement over FY2024, and meet the Group's internal benchmarks?

For FY25, the revenue for the TV segment contributed 94% and 49% of the Group's total revenue and profitability respectively. The profitability for TV segment improved from FY24 on the back of cost optimisation efforts and unrealised forex gains. We continue to set ambitious internal benchmarks for our teams to drive performance.

(Q2 cont'd)

c) Does the Group expect further ARPU dilution in FY2026? If so, what are the strategic plans to balance affordability with sustainable revenue and margin performance?

Yes, we expect a slight ARPU dilution in FY2026 as we focus on our Priority 1, i.e., growing new customers through increased value and more affordable pricing points, amid the muted consumer climate. Meanwhile, efforts to rebase our legacy cost structure will help deliver better margins over time.

- Q3 Astro Fibre broadband subscriber growth slowed to 7.3% in FY2025, down sharply from 34% two years ago. (Source: Page 51 of IAR2025)
- a) At the 12th AGM, the Group stated that only ~5% of Pay-TV customers were also Astro Fibre subscribers. Has this proportion improved in FY2025?

Yes. c.8% of Pay-TV customers are now Astro Fibre subscribers.

- b) Please disclose Astro Fibre revenue and profitability contribution, and what are the key strategies in place to scale this business segment more effectively amid intense internet service providers (ISPs) competition?
- Broadband now contributes c.5% to Astro's revenue. Consistent with other Pay-TV operators globally, we offer broadband to meet the demand for a high value, convenient content and connectivity bundled proposition. A broadband connection increases engagement, allowing customers to access over 100,000 shows On Demand and 16 integrated streaming apps on our flagship U-Boxes. We will continue to advocate for bundling broadband to our existing Pay-TV customers as it builds higher ARPU, increasing the long-term 'stickiness' and profitability of our base.

Q4 While the Group highlights positive responses to BizOne packs, ARPU growth, and sectoral recovery in F&B and tourism, enterprise revenue growth continued to slow to 10% in FY2025, despite an 8% increase in customer base. (Source: Page 52 of IAR2025)

What are the underlying factors behind the slower revenue momentum, and is the current strategy driving meaningful, long-term revenue growth for the Enterprise segment?

The exceptional Enterprise revenue growth of 55% in FY2023 which you alluded to was from a relatively small base and coincided with overall resumption of business activities as lockdown restrictions eased; there had been a higher downward trend during COVID. The current strategy of having customisable BizOne commercial packs that price based on outlet type and footfall is indeed driving meaningful revenue growth, with both the customer base and ARPU trending positively.

Corporate Governance Matters

Q5 Under Ordinary Resolution 7, the Group proposed granting the GCEO, Euan Smith shares worth up to RM5.88 million each in FY2026 and FY2027 under its Long Term Incentive Plan (LTIP). The number of shares depends on market price and will only be awarded if performance targets set by the Nomination, Remuneration, Corporate Governance Committee (NRCGC) are met during the respective financial years.

a) The Group's financial performance under the GCEO's tenure has declined significantly, with revenue falling from RM4.36 billion in FY2021 to RM3.08 billion in FY2025 and normalised PATAMI dropping from RM534 million to just RM66 million in FY2025. What is the rationale for granting up to RM11.76 million in shares to the GCEO under the LTIP, given that both the Group's topline and bottom line have continued to deteriorate during his tenure?

Euan Smith joined Astro as GCOO in April 2020, and was appointed as GCEO effective February 2023. He has been instrumental in leading the team to deliver Astro's ongoing reset and was responsible for the launch of all our new businesses (sooka, Astro Fibre, Addressable Advertising) together with a full overhaul of our technical stack and studio operations. Just to note, the GCEO's past three LTIP awards have paid out at 35%, 0% and 37.5%, respectively.

Corporate Governance Matters

(Q5 cont'd)

To name a few recent FY25 milestones:

- 83% decline in our net video customer losses (across Pay TV + sooka + NJOI);
- Record high local content viewing of 79% (up 15 p.p. since FY2020);
- Double-digit increase in Net Promoter Score (NPS) since Euan took over as GCEO;
- Successful migration of Astro's core 20-year-old Customer Relationship Management (CRM) system, to a new modern, robust, flexible and scalable CRM system that delivers 64% cost savings; and
- Higher box office monetisation as our films grossed RM121mn in FY2025 (up 17% YoY) with a 71% share of the market (up 1 p.p. YoY).

Corporate Governance Matters

(Q5 cont'd)

b) What are the specific performance targets or KPIs tied to the GCEO's RM11.76 million share grant under the LTIP?

The new LTIP grant to the GCEO for FY26 and FY27 has not been awarded as yet and is pending shareholders' approval at this AGM. As with previous awards, the LTIP grant is forward-looking, and vesting is subject to the Company meeting performance targets set by our Board over a 3-year horizon. This is intended to motivate the GCEO to pursue sustainable growth and drive long-term value creation.

Typically, the performance targets consist of total shareholder return, revenue, operating costs, and free cash flow on a 3-year cumulative basis.



Annual General Meeting 2025

PNB Questions

Strategic Questions

Q1 To disclose the Total Shareholders' Returns (TSR) of Astro Malaysia Holdings Berhad for the past 1, 3, and 5 years up to the end of the financial year ended 2024. What would the Board attribute the performance to.

Astro's TSR for the past 1,3 and 5 years is -38%, -75% and -78%, respectively.

The TSR trend is largely driven by our media industry's challenging operating environment due to:

- proliferation of piracy amid expansive connectivity;
- cautious spending by consumers amid growing cost of living concerns; and
- structural industry changes resulting from global OTTs and free user-generated competition, fragmentation, and shifts in customer preference; and
- global changes in brand expectations from advertising delivery platforms.

We are actively transforming towards a lean, on-demand, digital and streaming business, building new revenue streams and transitioning away from our linear, satellite, legacy operations. This playbook is in line with that of Pay-TV peers globally.

Strategic Questions

Q2 The Board's views on what are the one or two key critical drivers of TSR for the Company. Would this be return on equity, EPS growth or any other metric? If so, what was the performance of these metrics for the past 1, 3 and 5 years?

The critical driver for Astro's TSR is Normalised EPS growth, which measures our underlying operating performance and excludes the impact of unrealised forex gains/losses from the revaluation of transponder lease liabilities, among others.

Performance of Normalised EPS growth is as follows:

Past 1 year: -63%

Past 3 years: -86%

• Past 5 years: -90%

This metric has been affected as a result of media's challenging operating environment, as our GCEO presented earlier.

Strategic Questions

Q3 What are the strategic initiatives that are being put in place by the Company to improve these key drivers and enhance TSR for the next three years.

Strategic initiatives to improve key drivers are as follows:

- Priority 1: Grow new, paying customers via our 3 video products, namely Pay-TV, sooka and NJOI, to stabilise and grow our subscriber base to support revenue and advertising growth. This is being achieved through increased value and more affordable pricing points;
- Priority 2: Accelerate adjacent business, including enterprise, advertising and broadband, and exploring new businesses over time to expand the revenue base; and
- Priority 3: Maximise cost efficiencies. This involves ongoing efforts to rebase our legacy cost structure to deliver better margins over time.

Q4 Astro continues to face structural decline in its Pay-TV subscriber base, driven by global consumer shift towards OTT streaming platforms. What strategic initiatives is Astro undertaking to counter the structural decline in its Pay-TV subscriber base amid the growing shift towards OTT streaming platforms?

Our strategic initiative to counter the structural changes is to grow new customers under Priority 1 by improving affordability, value and accessibility. As an example, we launched our Astro One TV Packs in December 2025, featuring a simplified menu, lower entry price points, and 16 integrated global OTT streaming services to date.

- FY25 Pay-TV gross customer additions (gross adds) are up 52%, marking the first time in over a decade that our Pay TV gross adds are growing year-on-year. Meanwhile, sooka's VIP paying customers doubled in FY25, while NJOI's paying customers have increased by over 40%.
- Overall, in FY25 we recorded an 83% reduction in net video customer losses (across all 3 video products) - signalling our strategies are starting to work.
- Based on the trajectory, we are optimistic that our video customer base will soon stabilise.

(Q4 cont'd)

As a platform Astro enjoys good relationships with all of the important global OTTs, who value Astro as a distribution and bundling partner. We reiterate that the biggest threat to Astro is actually piracy, which limits monetisation and devalues content by making it available illegally at virtually no cost. This is a serious problem faced by the media industry globally, but especially acute in Malaysia.

- As shared earlier, we have made significant progress on the anti-piracy front in the judicial and legislative spaces, and are not shying from the fight. FY25 saw the courts awarding Astro statutory damages for the first time in landmark decisions, heftier fines against errant pirates and the passing of stricter antipiracy laws.
- For transparency, Astro also published our inaugural anti-piracy report card in FY25, and removed 580,000 illegal links and 26,000 e-commerce links.

Q5 Advertising spending has been steadily migrating towards digital and social media platforms. These platforms offer better audience targeting, real-time performance tracking and broader reach. With advertisers increasingly shifting budgets to digital and social media platforms that offer better targeting and ROI, what is Astro's roadmap to defend and grow its share of advertising spend? Is there a plan to deepen integration with digital ecosystems or enhance Astro's digital advertising capabilities?

- Astro's debuted our Addressable Advertising product 3 years ago, enabling digital-style audience targeting across TV and OTT. Revenue of the service grew 17% in FY25 underpinned by an increase in inventory, awareness and interest by advertisers including government agencies.
- We also recognise that marketing requires nuanced approaches to ensure reach, amplification, and retention. With that, we will soon launch Astro's digital-first evolution — rooted in our legacy of audience connection — to bridge premium digital media inventory across platforms and channels with advanced audience targeting, performance-led an AI tools, thus delivering real business outcomes for brands and agencies.

(Q5 cont'd)

- As presented earlier, our other strategies to defend and grow advertising spend is to capture more SMEs, local brands and government accounts by exploiting our strength to execute unified campaigns, creatively leverage our own strong IPs, and enter a new 'out-of-home' (OOH) segment, allowing clients to target the captive audience at F&B outlets, mamaks, restaurants and the like.
- Moreover, there is increasing evidence globally that brand recall, engagement and retention, and Attention, is strongest on TV and radio vs other advertising mediums, and we believe the market will readjust into these mediums, which Astro is known for. Astro is also capable of delivering significant 'on ground' campaigns using our talent and scale, which the global platforms do not provide to clients.
- Ultimately, the aim is to position Astro as an Attention Company, and the
 preferred advertising ecosystem with the right advertising assets and capabilities
 to serve the broadest range of needs across all platforms on screens, on air,
 online and on ground.

Q6 Despite declining revenues, Astro's content costs have remained elevated. This mismatch between rising input costs and falling topline has put further pressure on margins.

Given the persistent revenue decline, can the Board explain the rationale behind maintaining elevated content costs? Are there initiatives underway to renegotiate content contracts or move towards more cost-flexible content to protect margins?

- As an entertainment company, content is our main product offering, and the reason why customers come to, and stay with, Astro. As such, we carefully balance the need for cost prudence against the risk of frustrating customers through a weaker entertainment experience.
- Content cost has declined by 24% over the past 5 years (from RM1.42bn in FY20 to RM1.09bn in FY25) even as the USD has appreciated by 8% against the MYR in these 5 years (and by up to 17% at its peak).

(Q6 cont'd)

- This was achieved through ongoing, disciplined, and at times difficult, negotiations with our content partners, as well as improvements in our own costs of production. Our biggest bargaining chip is the increasing popularity of Astro's own local content with viewers.
- We continue to pursue these negotiations, including more variable/flexible content cost structures, as contracts are renewed.

Q7 Astro's suspension of dividend payments over recent quarters has been disappointing to long-term shareholders.

Could the Board clarify the conditions under which dividend payments may resume, and how capital allocation priorities are being managed during this period of free cash flow constraints?

- We acknowledge shareholders' disappointment that Astro did not declare a dividend in FY25. Our industry is struggling globally and Astro's challenge mirrors Pay-TV operators around the world.
- Cashflows are currently prioritised to fund customer investments per Priorities 1
 and 2 for long-term business sustainability. Given prevailing market uncertainties,
 we also deem it prudent to conserve liquidity to strengthen our balance sheet.
- We continue to evaluate dividend payments periodically based on actual trading conditions as we progress along our transformation journey.



Annual General Meeting 2025

Pre-submitted Questions

Pre-submitted Questions: Door Gift

Q1 [LEE CHEW FOONG] We, as shareholders, have worked hard but our efforts have not been appreciated and valued in the past few years.

We request our most respected Board of directors to give generous door gift to shareholders who had given a lot of time, efforts, participation, contribution, involvement during the past 3 years AGM and in this 2025 AGM. Thank you.

Q2 [YONG JOON FAH] Is the company giving any doorgift to shareholders attending this AGM

We deeply appreciate our shareholders loyal support and commitment to Astro over the years. Our 2025 AGM door gift comprises a sooka TV stick with 3 months' complimentary sooka premium access, valued at over RM300.

FREE SOOKA TV STICK

WITH 3 MONTHS PREMIUM ACCESS





STEP 2

G G G



STEP 3



THE ULTIMATE VIEWING EXPERIENCE

Powered by Android 12 for a superior streaming experience with a quadcore 2.6GHz CPU and 1047 MHz GPU



Plug and Play

Connect to any HD TV with a HDMI connection. No installation required. Bring it with you anywhere.



4K and Dolby Atmos

Enjoy an immersive experience with 4K resolution and Dolby Atmos audio. *For selected apps and content only



Google Play and Chromecast enabled

Enjoy thousands of apps and games via the Google Play Store and Chromecast capabilities

Pre-submitted Questions: Others

Q3 [WONG CHIE KHEONG] Since Astro share price drops from over rm2 to now less than rm0.20, will Astro go for privatisation for good? Otherwise how to compensate long loyal share holders?

Privatisation remains a shareholder matter, and the company has not received any privatisation proposal to date.

Since the IPO in 2012 Astro has delivered returns over the years in the form of dividends, with RM5.0 billion paid out to date.

Pre-submitted Questions: Business outlook

Q4 [TEO CHER MING] Astro One was launched in Dec 2024 with a more flexible and value for money offerings.

- 1. How many % of the existing subscribers has migrated to these new packs?
- 2. What is the proportion of new subscribers and existing subscribers are on Astro One. For example: 100 customers on Astro one, it's 50 new subscriber and 50 existing subscribers?
- 3. It was mentioned in the annual report that Astro sees the highest growth in new Chinese subscribers in the last 4 years, is it attributed to Astro one or the compelling bundled packages or other reasons?
- 1. c.4% of our existing subscribers have migrated to Astro One packs to date
- 2. Astro One subscribers are about evenly split between new and existing subscribers.
- Growth in Chinese subscriber gross adds has been driven by the inclusion of vernacular content such as TVB into our entry-level packages, and ongoing efforts to acquire customers in new suburban areas and townships such as Sekinchan and Pandamaran.

Pre-submitted Questions: Business outlook

Q5 [TEO CHER MING] On Astro studios, can the company share more about the performance, financial contributions and outlook?

Overall, Astro Studios performed better in FY25 with revenue up 10%. Having ramped up internal capabilities, the end-to-end production of Liga Malaysia is now fully conducted in-house. As the only Dolby Atmos certified post-production facility in Malaysia, we successfully completed post-production work for two global giants, paving the way for future work.

Regional competition remains stiff as our neighbours are serious about attracting global producers to their shores e.g. Singapore offers a higher film rebate incentive, while Thailand went all out to secure Netflix's White Lotus 3. Malaysia's Film in Malaysia Incentive (FIMI) allocation was halved in Budget 2025, which has increased the challenge of bringing external partners to our shores.

Q6 [TEO CHER MING] In the CEO review, it was mentioned local and vernacular shows contribute to 79% of watchtime and 80% of adex. I hope good quality astro originals such as All the Good things will continue to be produced

1.how was this year(calendar year 2025) Ramadan and Raya season for astro in terms of adex. Is it comparable to prior years. Can management provide some colour on this

We are currently in a closed period and unable to comment much on this; we will be releasing our Q1FY26 results by month end.

Q7 [MOEY GIAN FUNG] How Astro's management can bring in more advertisement income in this year 2025? Any strategic?

We hope we have answered this earlier as part of the PNB Questions (No. 5). In a nutshell, we are positioning Astro as an Attention Company, and the preferred advertising ecosystem with the right advertising assets and capabilities to serve the broadest range of needs across all platforms - on screens, on air, online and on ground.

Q8 [KOW LIH SHI] How was future business of company? Profit revenue have. Possible increase 30%? What reasons why company profit revenue drop every years in average?

Q9 [KHOO SUAN PHAIK] The financial performance of this company is dismal to say the least. My paper loss is nearly 93%, the worst performing counter in my portfolio. It's too late to cut loss but is there any hope? What strategy is the company adopting to counter the slide in investor confidence and improve its results?

Q10 [TEH KIAN LANG] will 2026 be better than 2025?

We have answered this earlier as part of PNB's Questions (No. 1 to 3). Our industry continues to struggle globally with the rise of piracy, free alternatives and global players with 'deep pockets'. Astro's challenge mirrors Pay-TV operators around the world and our response is similar. Broadly, we will focus on our three Priorities as I shared earlier to build revenue streams and transition away from our linear, satellite, legacy operations.

Q11 From the IAR, it is noted that net video losses across Pay TV,Sooka,NJOI and churn rate reduce significantly

- 1. Is this momentum expected to continue in FY26?
- 2. Recently MYTV Mana-mana app launched its premium offerings which had some very interesting channels and contents. Is sooka expected to be significantly affected by this?
- Yes, based on the increased value and more affordable pricing points on offer, which should resonate with customers amid growing cost of living concerns.
- 2. We do not expect sooka to be significantly affected. sooka has a far richer, exclusive content offering focused on live sports and our local shows, versus the limited paid content on the abovementioned app.

Pre-submitted Questions: Dividend

Q12 [TEO CHER MING] From the IAR, it was noted that no dividend was proposed for FY25 despite higher profits compared to FY24 and quite a strong FCF, and it is also noted that Astro intend to invest more in adjacent business hence no dividend

- 1. Shareholders (major and minority/retail) has been experiencing pains of no dividend/low 0.25 sen in FY24. When do the management expect the transformation to bear fruits?
- 2. Additionally it is noted that on the tax dispute, astro has reached a RM 115 million settlement with LHDN. Was this the main reason why no dividend was declared for FY25?

Q13 [KOW LIH SHI] Does company have hope to pay dividends?

Pre-submitted Questions: Dividend

(Q12-Q13 cont'd)

As I shared earlier, our transformation is beginning to bear fruit, taking place as it were against the backdrop of structural industry changes, muted consumer sentiments and rampant piracy.

While the tax dispute was a consideration in not declaring a dividend in FY25, the reality is that we are prioritising cashflows to fund Priorities 1 and 2 for our business sustainability. We will evaluate dividend payments periodically based on actual trading conditions as we progress along our transformation journey.

Pre-submitted Questions: Others

Q14 [TEO CHER MING] Astro share price has been trending even lower since the last AGM. This would be impacting TSR.

- 1. Is Astro open to bringing in a new equity strategic partner from overseas (for example a media/entertainment company, streaming service provider, telecom)?
- 2. Is there any Malaysian law that prohibits this?

We are always open to discussions with any partner, equity or otherwise, who can provide strategic value-add to Astro. If we were to pursue such an option, then we would work within the legislative and regulatory framework as it exists at that time.

Pre-submitted Questions: Others

Q15 [PREM KUMAR A/L HUKAM GOPAL CHAND] How come it's not online this year, with the increase of COVID cases! I believe Bursa had a requirement for hybrid AGM?

Q16 [MOEY GIAN FUNG] Why Astro AGM 2024 can't have hybrid meeting?? It is unfair to some shareholders who could not attend physical meeting. Please explain it.

Q17 [ENG BENG WENG] Kindly hold your agms/egms via hybrid mode to allow more shareholders to attend them.

Q18 [ENG BENG BEE] Kindly hold your agms/egms via hybrid mode to allow more shareholders to attend them. Thanks.

We are holding a physical AGM this year after receiving multiple requests to do so by shareholders last year. The majority of our mid-sized local peers have also opted for a physical AGM. Nevertheless, the Board and Management will continuously review the optimal AGM engagement mode, taking into account factors including engagement levels, accessibility, cost and resources.

ASTRO MALAYSIA HOLDINGS BERHAD

Minutes of 13th Annual General Meeting held on 18 June 2025

Appendix IV - Summary of key questions received during the meeting

SOOKA PERFORMANCE & STRATEGY **MSWG - NUR AMIRAH** 1. (a) sooka monthly active users ("MAU") monthly active users grew by 12% to over 1.1 million in the financial year ended 31 January 2025 ("FY25") and the paying VIP base has almost doubled. If the lower pricing strategy has led to much improved subscription revenue and profit contribution from sooka in FY25 versus the financial year ended 31 January 2024 ("FY24"), could you please disclose the total subscription revenue and also the bottom-line contribution from sooka to the Group in FY25? (b) If sooka remains loss making, how does the Group assess the commercial effectiveness of this pricing strategy and when is breakeven expected? (c) sooka Adex is reportedly up by 5-fold as mentioned on page 12 of the Annual Report. How much does it contribute to the Group's Adex in FY25? (d) What is sooka MAU target for the financial year ending 31 January 2026 ("FY26")? **GCEO** Management responded that both the MAUs and paying base for sooka had shown significant growth, confirming that the business is currently breaking even at an operating level. It was explained that while operations are managed by a lean team with its own product and partial support functions, sooka primarily leverages on the Group's existing Pay-TV infrastructure. sooka does not currently bear content costs, which are instead allocated under the Astro Pay-TV structure, as the Group views sooka as an additional distribution platform. As such, while sooka contributes positively to the Group's subscription and advertising revenues, it does not yet carry the full cost base associated with content acquisition. Regarding strategy, Management highlighted that sooka targets a different customer segment i.e., individual users who prefer mobile consumption over a full household solution. The pricing model reflects this, with lower subscription fees compared to the traditional Astro service, thus requiring a larger user base to generate comparable revenue. The Group intends to grow sooka's customer base significantly, in line with evolving market trends where streaming platforms are expected to overtake traditional Pay-TV. Management cited the example of Foxtel, which transitioned from 2.2 million Pay-TV subscribers and a small streaming base to circa 4 million streaming users and 1.2 million Pay-TV base over 5 years, noting that Astro is undergoing a similar migration path of moving customers to the new streaming world, whether streaming on sooka or via the Astro set-top-box. **GCFO** The growth of sooka reflects a broader shift in consumer preferences. It was acknowledged that while sooka's revenue contribution to the Group remains relatively small, including Adex, its revenue figures are growing steadily, increasing in tandem with the growth in its VIP paying customer base.

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Α.

SOOKA PERFORMANCE & STRATEGY

2. HANIF MARZUKI MOHD SAUPI

- (a) The reason why I use sooka is because, as you mentioned, there is an increase in high-quality local content, especially the ones that are produced by Astro. I would like to understand the future for this local content. We saw that you are trying to increase the investment into local content and if we look at the trajectory or the kind of contents shown, most of it are box office or Hollywood-level content. I would like to understand if there is a diversification in genres.
- (b) Will you diversify more on genres, playing with more experimental genres? It is noted that Astro is investing a lot in local intellectual properties ("IPs") such as *Keluang Man* and personally, it is a great strategy. From a marketing strategy perspective, *Keluang Man* was launched at the same time when another big studio is launching something similar, although in the form of animation. I would also like to see some sort of collaborative efforts with our competitors because the market in Malaysia is very small. Astro needs to strategically launch your movies and please continue doing *Keluang Man* 2.

GCEO

Management thanked the shareholder for his feedback and expressed appreciation for his support towards *Keluang Man* as well as other locally produced content. The Group is pleased with the progress and reception of local IPs, especially Astro Originals, which are developed in response to strong local demand and rising content expectations.

Management affirmed that high-quality local productions are central to Astro's content strategy, and serve to showcase the capability of Malaysian content creators to produce work on par with international standards. In terms of genre diversity, the Group is broadening its content range beyond premium titles and blockbuster-style productions. Astro-produced dramas have consistently led the market in terms of viewership and in fact, the top 3 dramas in Malaysia over the course of 2024 were all produced by Astro.

Management reiterated its commitment to further invest in local content and confirmed that future content budget will see an increased allocation to local productions, with sports content roughly at parity and a reduction in international content spend. It has been observed that the customers' overall viewing hours of local content have increased year-on-year, pivoting away from Hollywood content. Management concluded that the Group's strategic focus is aligned with both audience demand and long-term content economics. Further elaboration on the content strategy was handed over to Ms. Agnes Rozario, Chief Content Officer.

CHIEF CONTENT OFFICER

The Group places strong emphasis on innovation and the creation of new IPs. In the past year, several new signature IPs were launched, including *TikTok x Astro Give Me the Mic* and *The Hardest Singing Show*. Astro also leveraged existing content rights to innovate across formats, a notable example was *From KL to PL*, which was a comedy reality show created around Astro's access to the English Premier League. This initiative is an example of Astro's development of a new genre termed as "sportainment", blending entertainment and sports-based storytelling.

Regarding *Keluang Man*, the release was carefully timed to coincide with the school holiday period, a peak window for movie launches. While there was overlapping with other similar genre releases, this is within acceptable market dynamics.

On collaborations, the Group has a track record of such partnerships, including the successful co-production of *Sangkar* with Media Prima in 2018. Astro remains open to working with its industry peers.

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. DIVIDEND, OUTLOOK AND AI

3. NG SIEW SUN

- (a) Astro has half a billion Ringgit in cash. Please explain the planned usage, especially to increase revenue.
- (b) On related party transactions, please share the measures in place to ensure that the major shareholders will not benefit at the expense of minority shareholders.

GCFO

- (a) As shared earlier in the GCEO's presentation, the focus is on using the reserve cash to support two key priorities namely, growing the customer base and investing in ancillary businesses. These efforts are aimed at improving revenue over time.
- (b) On related party transactions, the Group follows strict corporate governance guidelines. All related party transactions are vetted by Internal Audit and go through a rigorous procurement process before any award is made.

CHAIRMAN OF ARC

The Group has a rigorous scrutiny process led by the Audit and Risk Committee, which comprises a majority of independent directors. This ensures that independence and governance are strictly maintained in all related party dealings.

4. OOI CHENG KOOI

- (a) Would Astro venture into other businesses, servicing and generating revenues globally? When is the Company going to be profitable and start to declare dividends to the shareholders?
- (b) Would the Board consider employing artificial intelligence ("Al") to create new business models, to bring in profits and other benefits?

GCEO

- (a) The Group is pivoting from a cost-heavy legacy operation based around satellites and set-top boxes to build new businesses, and to create new revenue lines in response to a challenging Pay-TV environment. These include sooka, Astro Fibre, Addressable Advertising and Astro Studios. The Group remains profitable, and resources are being deployed to fund the new growth opportunities, including re-investing savings from the legacy cost base into the new business trajectories and towards making more high quality content that customers are willing to pay for.
- (b) Management has built an internal AI team and identified opportunities from AI, many of which are either being implemented or are in proof-of-concept ("POC") stage across the businesses. These POCs include collaborations with major players such as Huawei, Microsoft and Amazon. To give a few examples, sooka has implemented an AI-powered chatbot to assist with customer troubleshooting, resulting in significant improvements in handling time and customer satisfaction. AI is also deployed in performing compliance checks for content scheduling. Management has conducted a POC using AI-generated content, including the development of client advertisements through tools such as Google's VEO 3. Awani utilises AI-powered fact-checking tools which have helped Awani maintain its status as Malaysia's most trusted news source for 8 consecutive years. These tools ensure accuracy in a world increasingly challenged by misinformation.

B. DIVIDEND, OUTLOOK AND AI

5. HO YUEH WENG

- (a) What is the dividend policy and will the Company declare dividends in the coming financial year?
- (b) What is the rationale for Resolution 9 given that the Company is not declaring dividends and has borrowings with accumulated losses?

GCFO

- (a) The dividend policy was revised in FY24. Dividends will be paid annually out of consolidated Profits after taxation and minority interests, subject to a review of the Company's performance notwithstanding that there are available profits. At the beginning of FY25, there were also additional considerations including the income tax issue, which has since been resolved. While the Group maintains a healthy cash balance, the priority is to focus on growing the customer base and adjacent businesses, which are aimed at boosting revenues and profitability in the near term. In so far as dividends for FY26 is concerned, the Board and Management will review the Company's performance prior to making any declaration.
- (b) Resolution 9 is in relation to the Dividend Reinvestment Plan ("DRP"). This resolution provides flexibility for the issuance of new shares should the Company choose to implement the DRP during the year.

GCEO

As the GCFO mentioned, dividend payout cannot be determined until the financial year has concluded. The decision would depend on the performance of newly developed business segments and the strength of the underlying Pay-TV revenue base, among others. Once these factors are assessed, the Board and Management would be in a better position to decide how much capital should be reinvested into growth initiatives and if there is an opportunity to declare a dividend, which is a standard corporate process.

6. **TEO KHIAN AIK**

- (a) Astro One TV packs were launched in December 2024. What is the take-up rate compared to the same period last year?
- (b) The overall cost base is down by 8% in FY25. What is the target for FY26?
- (c) The Communications and Multimedia (Amendment) Act became effective in February 2025, criminalising piracy using illicit streaming devices.
- (d) In the past few years, the first quarter's results were announced before the annual general meeting ("AGM"), which is a good practice. Why has this changed?

GCEO

(a) Astro One was launched 5 months ago and has been performing well. Approximately 4% of existing customers have migrated to the new packages, and the uptake has continued to grow. The entry price has been reduced to below RM50, making the Pay-TV service more accessible to lower income households. Of course, this pricing strategy requires a larger customer base to maintain the current revenue levels. Management is encouraged by the current trend that is showing higher levels of customer acquisition.

Customer growth is significant not only for direct revenue, but also for enhancing Astro's advertising reach. A larger and more engaged customer base strengthens Astro's market position and appeal to its Adex clients. This strategy of lowering prices for Pay-TV and expanding sooka is designed to increase overall viewership, thereby boosting advertising revenues through a more compelling value proposition to advertisers.

B. DIVIDEND, OUTLOOK AND AI

- (b) Management shared that the target is to maintain a consistent cost reduction curve throughout the reporting period. Nevertheless, the actual reductions may appear uneven due to the timing of contract expirations. For example, the transition from the previous customer relationship management operating system, which was a five-year contract, had resulted in a significant cost savings of 64% upon its conclusion last year. These types of transitions contribute to the "lumpy" nature of cost reductions. Management expects legacy costs to continue tapering down as more customers migrate to newer streaming platforms, such as the Ultra and Ulti Boxes as well as sooka. This strategy is central to maintaining cost efficiency while supporting the shift toward digital services.
- (c) There are several approaches that Management has been actively pursuing with the relevant ministries which have proven to be effective in other countries to reduce piracy. First, is the implementation of dynamic internet service provider ("ISP") blocking, to be mandated across all ISPs. While this might not stop all forms of piracy especially by huge organisations that are running piracy operations, it would significantly reduce opportunistic piracy. Second, the introduction of a digital tax would level the playing field between local content providers and global content platforms that are operating in Malaysia without contributing taxes or employing local talent. Such a tax could help to create a fund to support national anti-piracy efforts.

Management highlighted the broader consequences of piracy, including the economic harm to legitimate producers and content creators in Malaysia as well as the risks to consumers, particularly the exposure to malware and identity theft through illegal streaming content apps/websites and devices. Management stressed the need for greater public education and awareness, noting that many users are unaware of the dangers they and their families face when engaging with pirated content. With affordable legal content streaming options available, the Company urged customers and shareholders to collectively denounce content piracy, which is theft.

(d) Management clarified that the timing of the Quarter 1 ended 30 April 2025 ("Q1FY26") results release was solely due to logistical constraints involving the availability of certain Directors, who were unable to be in the country earlier in the week. The decision to delay was made to ensure full attendance at the AGM and the Board meeting before proceeding with the Q1FY26 results announcement. There is nothing unusual or concerning about the delay, it was purely a scheduling matter related to Director availability.

7. MUNIANDY A/L KARISHNAN

We understand because the Company is not making money, so shareholders are not given dividends, but please ensure that the Company sets a timeframe for dividend payment.

GCEO

As reported prior, there were external challenges that have disrupted the Group's three-year strategic plan. Despite a promising start early last year, the media industry was severely impacted by a major boycott that led to a sharp decline in Adex spend from agencies and international clients. This unexpected shift forced the Company to spend the remainder of the year navigating a highly volatile market. These external challenges and complex matters such as the tax issue make it very difficult to set a timeline for dividends. The Board has nevertheless set clear expectations for Management to deliver a measured recovery over time.

and relevant in this disruptive environment?

Page 6 of 9 **DIVIDEND, OUTLOOK AND AI** MUNIANDY A/L KARISHNAN and LEO ANN PUAT 8. Kindly consider making hard copies of the Annual Report available to shareholders. TUNKU CHAIRMAN The Board acknowledged certain Shareholders' preference for receiving hard copies of the Annual Report and agreed to look into this for AGMs in the future. It was explained that the Company is actively pursuing its environmental, social and governance ("ESG") roadmap which includes reducing paper usage. Additionally, Shareholders who prefer a physical copy of the Annual Report may submit their request to the share registrars prior to this Meeting. 9. **DAVID GAN** (a) Considering the evolving digital landscape, what is the strategic rationale for investing in local influencers, instead of celebrities and how is the effectiveness being measured in driving audience and audience growth and engagement in local content? (b) With the rapid rise of Al-powered platform and tools such as Google Flow which was

GCEO

(a) The Group prioritises investing in local talent through its own talent business, Rocketfuel, because it delivers a strong return on investment. With 79% of Astro's viewership focused on local content (which uses local talents), it is clear that local talent is a key driver of engagement. This strategy not only boosts viewership, but also generates significant buzz in the market, for e.g. they have the capability to pull audiences to fill an entire stadium when performing a concert. The Group works with a diverse pool of talent and social influencers, sometimes exclusively and sometimes in collaboration with other platforms. Nurturing this talent pool ensures that the Group's content remains compelling and continues to attract and retain audiences.

launched a couple weeks ago, how does Astro view the impact of AI on the traditional media and content creation industry? What steps are the Company taking to remain competitive

(b) The Group is increasingly embracing AI in the operations. Tools like Google VEO 3 are proving powerful for creating content for Astro, but also advertisements for Astro's clients. The essence of great content lies in storytelling, which AI has not mastered yet as it often misses the nuances and subtlety that a human creative would naturally catch. AI can execute ideas, but it remains reliant on humans to give the instructions and provide the creativity.

C. AUDITED FINANCIAL STATEMENTS 10. LEW TUCK WAI What is the borrowings cost of the Group as a whole? The finance cost last year (FY24) was RM322 million compared to the current financial year under review (FY25) of RM108 million, representing a reduction of nearly RM200 million. Based on Note 9(b) of the Audited Financial Statements, the reduction was mainly due to unrealised foreign exchange gains of RM176 million. The interest expense for continuing operations is RM196 million. The Statements of Cash Flows disclosed that the interest paid is RM90 million. This question is relevant to the Company's ability to declare dividends. I believe there are big loan repayments due in the next 2 years.

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C.	AUDITED FINANCIAL STATEMENTS
	Management clarified that total bank borrowings for FY25 stood at approximately RM1.3 billion and the all-in cost of borrowing was slightly over 5%. In terms of cash impact, the interest expense amounted to just under RM200 million (including transponder lease liabilities), representing the actual cash outflow for finance cost payments.

D. **PIRACY & LEGISLATION** 11. **CHUA SONG YUN** (a) In relation to ISP mandatory blocking, the GCEO had mentioned earlier that the Company has been pushing the authorities for the past 2 years. Please share the response from the authorities. If the ISP blocks, please clarify if the pirated TV boxes will no longer work. (b) Revenue and profits are on a downtrend despite adding more new customers. Based on this trajectory, will the business stabilise soon? The overall customer base continues to reduce, indicating that more customers are churning. What are the reasons for churn, apart from piracy and pricing issues? Please advise the target for turning around revenue and profitability. (c) On declining ARPU, the GCEO had mentioned that the new customers are taking up the lower-priced packages. If the customers who are churning are from the higher-priced packages, this will eventually become another issue. Does lower-priced packages cannibalise the existing higher-priced packages? **GCEO** (a) Studies indicate that between 3 to 6 houses out of 10 houses in Malaysia are watching content illegally, which is a huge number. There is a need for stronger enforcement and industry-wide cooperation to make anti-piracy measures more effective. For dynamic ISP blocking to work, all ISPs must agree, which is what has happened in other countries, with the government authorities tracking and monitoring the ISPs to block and remove illegal apps/sites. Making such changes to the legislative framework is expected to take time, but there has been some progress from the authorities, e.g. the licensing of social media platforms which have over 8 million users. These platforms are now required to comply with Malaysian laws, including copyright protection, although enforcement remains a challenge as seen with Telegram and other platforms that still allow thousands of illegally obtained assets to be accessed. Management stressed the importance of increasing statutory damages and fines for sellers of

illegal devices and apps. Previously, fines were minimal, allowing offenders to resume operations quickly. However, recent enforcement has seen fines rise significantly, with one case reaching RM221,000. When the penalties are comparable to European jurisdictions, there will be a stronger effect to deter piracy. In the meantime, the Company continues to engage with various ministries

and regulators to advocate for stronger protection and a unified industry response.

D. PIRACY & LEGISLATION

(b) There is a strong momentum in adding new customers, which is seen from the reduction in losses in the Pay-TV segment and growth in the sooka platform. While the exact inflection point for net customer growth is difficult to determine due to fluctuating customer sentiments and market conditions, the Group is on the right path. The strategy includes removing legacy costs in order to lower price points, making Astro's offerings more affordable, especially in a market saturated with free user-generated content like YouTube and Tiktok, as well as pirated material. Competing with platforms that offer content at zero cost is challenging, but Astro focused on delivering value while reducing prices. Management addressed the comparison often drawn between Astro's costs and foreign Over-the-top ("OTT") players such as Netflix and Disney+. These platforms benefit from global monetisation and do not carry the same legacy costs as Pay-TV operators. OTT players have been increasing prices annually in recent years while Astro has consistently reduced prices and improved value over the past 5 years. This trend will positively create a more balanced competitive landscape. Additionally, implementing a digital tax, similar to the 12% tax in the Philippines would help level the playing field.

On understanding why customers churn, Management has done various detailed analysis. Churn can be mainly attributed to several reasons namely, piracy and free content, weakened consumer sentiment owing to cost of living pressures, as well as competitive pressures from lower-priced OTTs. On the third point, the `outflow' to third party OTTs has slowed down as people come to realise that consuming several of these OTTs on a standalone basis costs more than taking up Astro's bundled packages. Additionally, sooka has become a key driver in the growth of OTT streaming in the country.

Dilution in ARPU is expected as the strategy is towards making Astro more affordable and accessible, particularly for families and individuals using sooka at the lower pricing tiers. While ARPU may decline, the broader objective is to increase overall customer numbers by lowering the cost entry barrier.

12. **LEO ANN PUAT**

Astro is operating in a very challenging media industry, with issues that are mainly external and the share price has dropped significantly. Is Management confident on recovery and when is the turnaround?

GCEO

The media business is not a "sunset business" as some parties would have people believe. This is evident from the increase in Astro content viewership share by 8% year-on-year, and the simple fact that video content consumption continues to rise globally.

It is also true that, similar to other Pay-TV companies around the globe, Astro faces cost challenges due to its legacy infrastructure of satellites and set-top boxes and that unlike global competitors Astro can only primarily monetise its local content in one country.

That said, Astro is uniquely positioned in Malaysia, offering both great content and connectivity (through Astro Fibre), making it the only provider delivering a fully integrated experience. Looking ahead, as progress continues to be made in reducing piracy, potentially in future through technologies like blockchain, the role for local content engines will remain. Astro has the capabilities to produce local content for Malaysians, whether in Bahasa Malaysia, Tamil and Chinese dialects, and is differentiated from what global platforms can offer.

Management acknowledged the difficulty of predicting the future but emphasised the dedication and efforts of the entire organisation towards recovery. There are signs of progress, with key indicators showing an 83% reduction in Pay-TV customer losses compared to the previous year, and growth across new business segments such as Enterprise services, Astro Fibre, and sooka. While the pace of growth is not yet where it needed to be, Management remains encouraged and confident that the strategies and efforts are gaining traction.

conducted for interested Shareholders.

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AGM MATTERS YEAP HONG JIN 13. What is the cost of holding the AGM at this venue and why was this venue selected instead of holding it at Astro's premise to save cost? Is it possible to have a tour of the premises for shareholders? TUNKU CHAIRMAN Several factors were considered when selecting the venue for the AGM, and one of the primary reasons was accessibility via public transportation and its location in the city centre. Additionally, the chosen venue offers a larger space to house people than what is available at the Astro office. While the office building is sizable, it does not have a hall of sufficient capacity to host a seated event of this scale. Cost is a significant consideration when organising a physical AGM. The estimated cost for hosting such an event, as provided by the team, ranges between RM250,000 to RM300,000 inclusive of expenses for the venue rental, food and beverages and other associated costs. GCEO Management added that while Astro's largest studio is comparable in size to the current venue, it is fully equipped with cameras and production equipment, leaving insufficient floor space to accommodate the number of attendees present at this Meeting. Astro campus tours can be

Astro Malaysia Holdings Berhad 13th Annual General Meeting

Resolution	Voted For		Voted Against	
	No. of Shares	%	No. of Shares	%
Ordinary Resolution 1	4,242,113,581	99.9409	2,508,037	0.0591
Ordinary Resolution 2	4,243,191,356	99.9664	1,428,262	0.0336
Ordinary Resolution 3	4,241,957,281	99.9373	2,662,337	0.0627
Ordinary Resolution 4	4,241,337,586	99.9233	3,257,032	0.0767
Ordinary Resolution 5	4,239,101,886	99.9124	3,716,531	0.0876
Ordinary Resolution 6	4,242,925,535	99.9608	1,662,083	0.0392
Ordinary Resolution 7	4,232,680,635	99.7413	10,977,782	0.2587
Ordinary Resolution 8	2,868,398,221	67.5749	1,376,370,196	32.4251
Ordinary Resolution 9	3,165,841,804	74.5825	1,078,909,910	25.4175
Ordinary Resolution 10	2,089,122,975	99.9238	1,593,917	0.0762

Astro Malaysia Holdings Berhad 13th Annual General Meeting

Resolution	Voted For		Voted Against	
	No. of Shares	%	No. of Shares	%
Ordinary Resolution 11	1,793,772,275	99.9809	342,117	0.0191
Ordinary Resolution 12	2,089,189,425	99.9268	1,529,967	0.0732
Ordinary Resolution 13	1,012,624,403	99.9646	359,062	0.0354
Ordinary Resolution 14	1,012,644,248	99.9668	336,217	0.0332
Ordinary Resolution 15	2,089,908,620	99.9614	807,772	0.0386
Ordinary Resolution 16	4,242,766,481	99.9572	1,818,137	0.0428
Ordinary Resolution 17	2,869,755,324	99.9829	491,367	0.0171