

# 3<sup>rd</sup> Quarter FY26 Results

**10 December 2025** 

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### **3Q FY26 key financial highlights**

# Quarter-on-quarter 2Q FY26 | 3Q FY26

#### Revenue

#### RM 683mn | RM 696mn

Revenue up 2%, mainly due to adex, production services and licensing

#### Adex

#### RM 61mn | RM 68mn

Adex ticks up, driven by radex and digidex

#### **EBITDA**

#### RM 169mn | RM 150mn

EBITDA margin of 22%, as we invest to grow new customers

#### Normalised PATAMI (1)

#### RM 3mn | RM 4mn

Normalised PATAMI margin of 0.6%

#### FCF of RM 78mn

Enabling flexibility on capital management

NB:

(1) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 3Q FY26: RM 5mn, 2Q FY26: RM 13mn due to mark-to-market revaluation of transponder lease liabilities

### **3Q FY26 key financial highlights**

### Year-on-year 3Q FY25 | 3Q FY26

#### Revenue

RM 750mn | RM 696mn

Revenue impacted by lower subscription and adex

#### Adex

RM 80mn | RM 68mn

Adex softened as brands remain cost conscious

#### **EBITDA**

RM 158mn | RM 150mn

EBITDA margin of 22%

#### Normalised PATAMI (1)

RM 1mn | RM 4mn

Normalised PATAMI margin of 0.6%

#### FCF of RM 78mn

Enabling flexibility on capital management

NB:

(1) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 3Q FY26: RM 5mn, 3Q FY25: RM 46mn due to mark-to-market revaluation of transponder lease liabilities

### 3Q FY26: Key highlights











#### Content

- Malaysia's No. new entertainment IP Talk To My Manager garnered 6.8mn TV viewers with over 309mn social • views
- Malam Terlarang emerged as the No. 1 local horror film of 2025 with over RM 12mn GBO while Banduan and Magik Rompak each garnered over • RM7mn GBO
- Engaging diverse. younger audience with titles such as Generasi: Perfect 10 and Tharia Ridzuwan: His Treasure
- Sepak Takraw League continues to drive consumption • sooka VIP paying base +76% on Astro GO and sponsorship revenue with 6.3mn TV viewers

#### **Business**

- Total paying video customers Won a RM135k piracy civil (across Pay-TV + sooka + NJOI) up in 3QFY26
- Pay-TV gross adds growing steadily since the launch • Partnered of Astro One TV packs last year. On a net adds basis, Pay TV subscriber losses continue to narrow
- Pay-TV ARPU down RM1.2 QoQ to RM95.1, consistent with strategy to grow new • Joined the Alliance customers through affordable price points
- Enterprise revenue +2% YoY as segment focus sharpens
- YoY driven by strong local content and sports tentpoles
- Broadband customers +12% YoY driven by value bundles

#### Key news

- suit against an entertainment outlet in PJ, our 4th court win this financial year
- with Premier Legaue on the 5th annual 'Boot Out Piracy' campaign in Malaysia, highlighting hidden risks of illegal streaming to fans such as malware, identity theft and scams
- for Creativity and Entertainment (ACE) - a major coalition of alobal entertainment companies and film studios aiming to stop piracy

#### Adex

- Digidex +19% QoQ, driven Free Cash Flow of RM78mn also by KULT, our digital adex arm launched in July. KULT uses Astro's digital inventory, assets, talent, influencers and know how to help adex clients make an impact on social media and digital advertising
- Radex +29% OoO. Radio leading the reach strong, at 72% in Pen. market Malaysia. Astro Audio records 16.2mn weekly listeners (on FM and online), cementing as No.1 audio position network in Malaysia across all key languages, with English and Chinese reach growing

#### **Financials**

- and YTD FY26 of RM351mn
- · Cash and bank balance of RM665mn
- Net Debt/EBITDA ratio at 2.9x

### FY26 YTD overview

	YTD FY25	YTD FY26	Change
Total TV households in Malaysia ('000) (1)	8,106	8,218	1%
TV household penetration (2)	65%	64%	(1 p.p.)
TV customer base ('000)	5,283	5,227	(1%)
Pay TV ARPU (RM)	99.2	95.1	(4%)
Astro TV viewership share (3)	71%	72%	1 p.p.
Radio listeners weekly (FM and online) (mn) (4)	17.4	16.2	(7%)
Connected box MAU ('000) (5)	838	891	6%

	YTD FY25	YTD FY26	Change
Revenue (RM mn)	2,310	2,082	(10%)
Subscription (RM mn)	1,872	1,716	(8%)
Adex (RM mn)	236	198	(16%)
EBITDA (RM mn)	551	476	(14%)
EBITDA margin	24%	23%	(1 p.p.)
Normalised PATAMI (RM mn) (6)	52	10	(81%)
FCF (RM mn) (7)	420	351	(16%)
EPS (RM sen)	2.3	0.7	(70%)

NB

- (1) TV household data sourced from the Department of Statistics Malaysia and Media Partners Asia
- (2) Household penetration comprises residential Pay-TV 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 Revma for online
- (5) Set-top boxes with access to Astro's On Demand video library that have been connected to WiFi in the last 30 days
- (6) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) YTD FY26: RM 29mn, YTD FY25: RM 67mn due to mark-tomarket revaluation of transponder lease liabilities
- (7) Includes non-cash dividends, fair value movements, and gains from disposal of unit trust. Comparative figure has been restated accordingly
- (8) Numbers may not add up due to rounding differences

### 



NB:

- 1) Target Audience:
  Kantar Media,
  Dynamic TV Audience
  Measurement (DTAM).
  All Astro Pay-TV
  viewers
- (2) Set-top boxes with access to Astro's On Demand video library that have been connected to WiFi in the last 30 days
- (3) Includes third-party apps integrated onto our Ultra and Ulti Boxes

### 82% of watch time on local & vernacular shows, up YoY



astro

160 (2)

123

**HD** channels

46

Astro-branded channels

#### sooka

**76** 

Total channels

4

VIP packs



98

**Prepaid channels** 

6

Prepaid packs

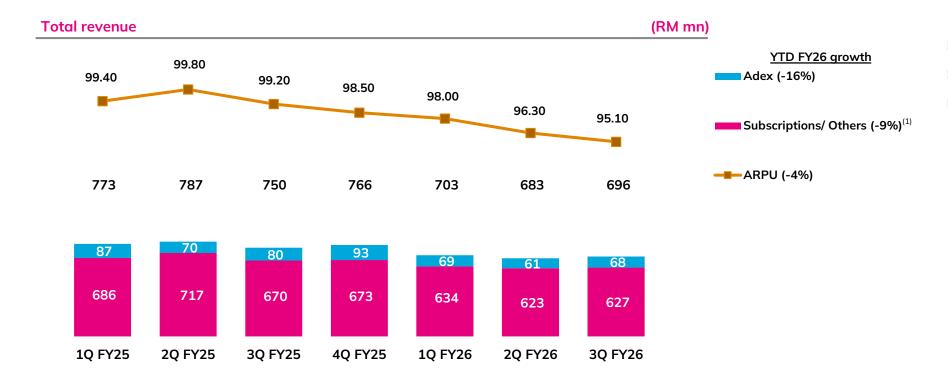
NB

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

(2) Number of channels as of 31 October 2025

Others include Sports, English and International content

### ARPU moderates by design, to grow new customers

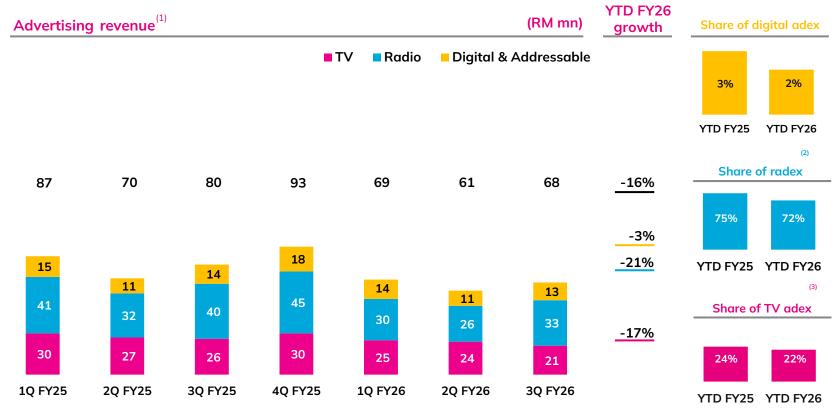


NB

<sup>(1)</sup> 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

<sup>(2)</sup> Numbers may not add up due to rounding differences

### Adex: Radex and Digidex tick up QoQ



NB

<sup>(1)</sup> Advertising income is net of commissions and discounts

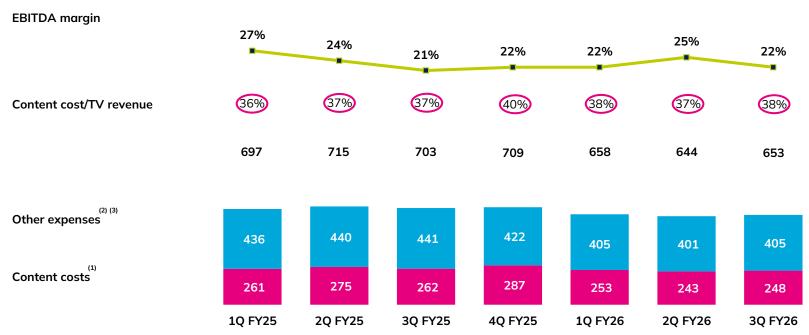
<sup>(2)</sup> Share of radex is based on Astro and Mindshare's estimates (with Nielsen gross adex as base)

<sup>(3)</sup> Share of TV adex is based on Astro and Mindshare's estimates (with Nielsen gross adex as base)

<sup>(4)</sup> Numbers may not add up due to rounding differences

### Focused on operational efficiencies

Total cost (RM mn)



NB

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

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

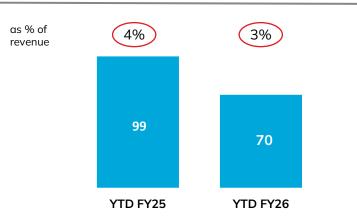
<sup>(3)</sup> Numbers may not add up due to rounding differences

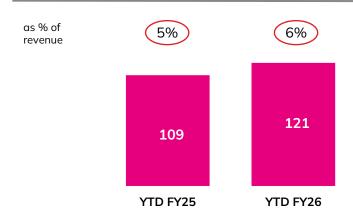
### Disciplined capex spends

Cash capex (RM mn)

#### Non-cash box capex

(RM mn)





Key capex investments in FY26 include:

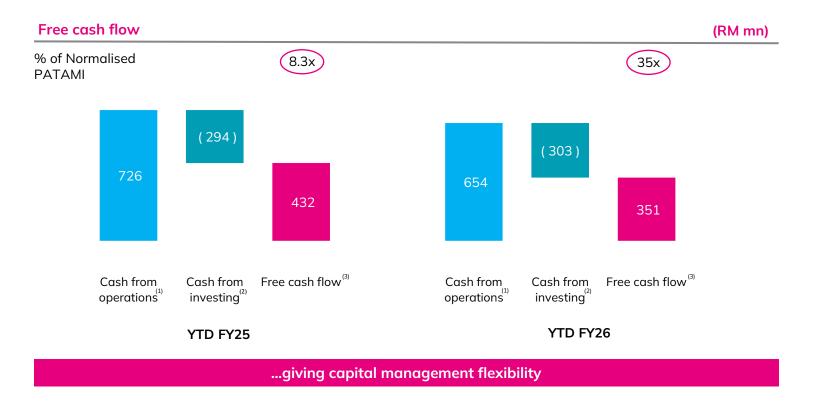
- Technology infrastructure across OTT & digital, TV and VOD
- Customer experience including UI/UX
- Product and service upgrading

- 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
- Discretionary 36-month bullet payment vendor financing is available for Astro for STBs/ODUs/CPEs purchases
- As at end of 3Q FY26, vendor financing stood at RM372mn, of which RM135mn is current and RM237mn is non-current

- 1) STBs refer to Astro Pay-TV's Set-top box and ODUs refer to Pay-TV's Outdoor Unit. Beginning FY26, STBs are capitalised upon customer activation
- 2) CPEs refer to Astro Fibre's customer premises equipment
- (3) Numbers may not add up due to rounding differences

NB

### Continue to be cash accretive



NB

- (1) Includes non-cash dividends, fair value movements, and gains from disposal of unit trust. Comparative figure has been restated accordingly
- (2) Excludes investments, disposals and maturities of unit trust and money market funds
- 8) Excludes repayments of vendor financing and payments of finance leases, which are categorised as cash from financing for consistency with Bursa disclosure
- (4) Numbers may not add up due to rounding differences

### Malaysia's No.1 Entertainment & Streaming Destination











ulagam



**T**asa

keluarga





raaga



THE ODY



sinar goxuan



Gegar.







#### CONTENT

- Malaysia's leading content creator and aggregator
- Produced 10.9K hours of local content in FY25
- Rich On Demand library featuring 107K videos
- Astro **Studios** worldprovides production class services

#### TV

**NJOI** Prepaid

astro

- operator in SEA
- Serving 5.2mn households
- 64% household • WiFi penetration
- 9.1K enterprise customers
- 22% TV adex share

#### **BROADBAND**

- Largest Pay-TV Over 7mn home passed 16 through partnership with Telekom Malavsia
  - Speeds of up to 800Mbps
  - 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 areater value

#### **STREAMING**

- streaming services integrated into our flagship **U-Boxes**
- Strengthened sooka. now featuring 21K OD hours 76 and channels

#### **DIGITAL**

**XUQ∩ Wanita** 

- Over 25 digital brands
- AWANI is the No.1 news brand on social media
- Gempak is the No.1 Malaysian digital entertainment brand
- 2% digital adex share

#### **RADIO**

- SYOK app live aggregates radio, podcast. videos with 13 online radio stations
- No.1 radio brand in every language-Enalish. Malay. Chinese, Tamil
- 16.2mn radio weeklv listeners (FM and online)
- 72% radex share

### **FY26 Strategic priorities**



### Content: Live signature shows continue to brighten up the weekends



## Malaysia's No. 1 New Entertainment IP

6.8 mn

1.8 mn 309 mn
OD Streams social views



**6.4mn** TV viewers

324k OD Streams

77mn social views



4.8mn
TV viewers

1.5mn
OD Streams

173mn social views

#### Content: Drawing in diverse, younger audience segments with quality shows

30% viewers streaming are non-Malays



Homegrown IP featuring rising talents elevates Astro's content and talent ecosystem

4.5 mn TV viewers

1.5 mn OD Streams

74 mn Social Views 26% viewers streaming are non-Malays



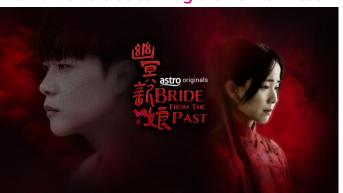
New pairing of two rising stars makes for the most-talked about drama of this quarter

4.8 mn
TV viewers

2.4 mn OD Streams

1.3 bn social views

#### 61% viewers streaming are non-Chinese



990k TV viewers

712k OD Streams

225k Social Views

### Content: Strong cinema showing in 3Q FY26

No. 1 2025 Local Horror Film



Haunting Malaysian horror film rooted in family secrets, grief and the dark rituals of Nusantara culture, garnering over RM12mil GBO

International adaptations resonating strongly with Malaysians



The first official Kollywood remake in Malaysia, adaptation of 2019 Tamil hit *Kaithi* earned critical acclaim and **RM7mil** GBO

#### Fresh Genres

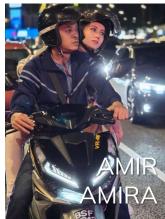


Malaysia's first magical heist film collected **RM7mil** GBO

#### **Upcoming Titles**







### Content: Solid local pipeline to engage viewers

#### The best of live shows & signatures







#### The best of local series & Astro Originals













### Content: Malaysia's Home of Sports – Local & Global



6.8mn

YTD Total TV viewers for Premier League 2025/26

Views on IG for a single clip. All time high (ladon Sancho sub)



9.1mn

YTD Total TV viewers for BWF 2025

Tik tok views on single clip of prize ceremony (Chen-Toh)



6.3mn

TV viewers for STL 2025 (equals previous edition)

328k

Peak Rating for Perak vs Kelantan in STL 2025 (all time high)





















### Serving Malaysians via 3 video services



#### Pay TV

For those who want it all

- 3 new Astro One TV packs, catering to different entertainment needs
- Access to Astro GO and the best streaming services globally via our U-Boxes with over 150 linear channels
- 107K OD videos
- 4K Ultra HD and HD
- Starting from under RM50
- · Broadband bundle available

### sooka

#### **Freemium Streaming**

### For pure streamers and cord-nevers

- Free content tier with ads
- 21K OD hours and 76 channels
- Premium live sports and Astro's winning local content from RM12 per month
- On the big screen from RM25 per month

### **nJol**

#### Freemium TV

### For those who want a no-frills prepaid content service

- No home internet required (pure satellite service)
- 20 free TV channels
- 6 distinct prepaid packs ranging from RM14-RM47 per month and new annual pass from RM148

### Pay TV: 3 new, simple Astro One packs to choose from...





**Entertainment Pack** 

Must watch local and international content made for everyone in the family



**Sports Pack** 

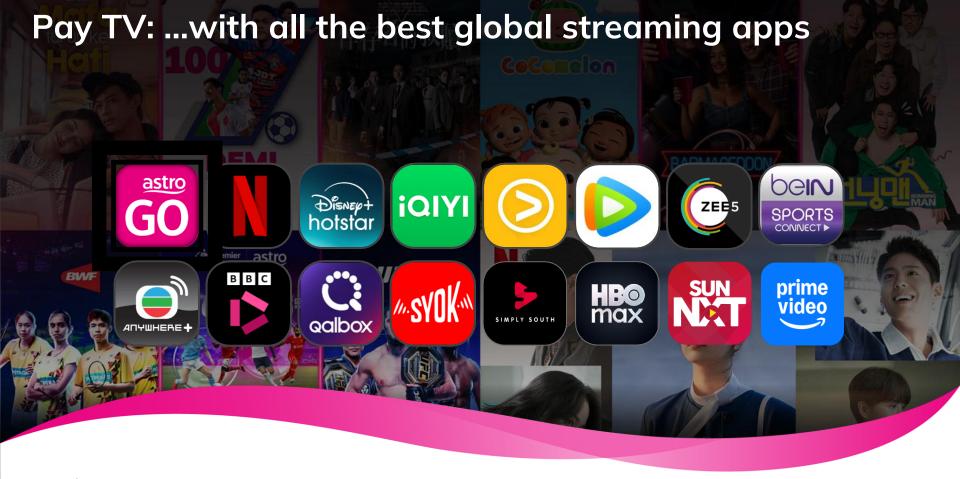
Witness every major league and live sports events, plus family entertainment



**Epic Pack** 

The ultimate all-in-one entertainment with movies, sports and variety of streaming apps







# sooka: Premium base\* grows 113% YoY, faster than overall VIP paying base





From stadium to screen, live sports anytime on sooka.

Strim best of live sports and entertainment



Enterprise: Rev +2% in YoY as segment focus sharpens





### NJOI: Prepaid revenue +2% QoQ



### **Broadband: Customers +12% YoY**



### Audio: No. 1 brand in Malaysia, with English and Chinese reach rising

Malay









No.1

No.3

No.5

No.10

**English** 







No.1

No.3

No.4

Chinese & Tamil









No.1

No.3

No.5

No.1

**13**<sup>(1)</sup>

16.2mn

408mn

5.3bn

38mn

brands

Weekly listeners

Social engagement

Video views

Social media followers

NB

<sup>1)</sup> The Era brand includes Era Sabah and Era Sarawak

### KULT: Bringing digital advertising to the next level







#### **KULT:**Stream

Branded video content that feels native and organic for streaming and content platforms.



#### **KULT:**Social

Stories crafted to match each platform and move naturally with digital culture.



#### **KULT:**Influence

Creators your audience trusts, delivering real stories with relevance and emotional impact.

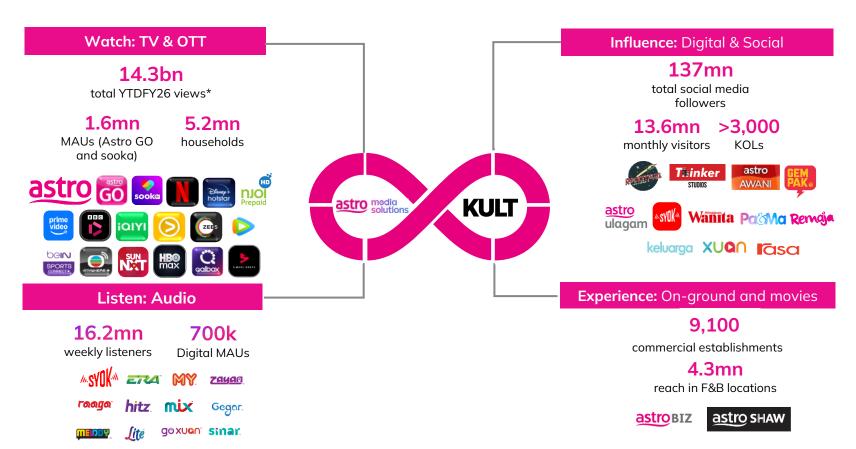


#### **KULT:**Drive

Commerce and performance tools built to turn cultural attention into real results.



### Adex: Astro captures audience Attention + Impression



<sup>\*</sup> Across Astro Pay-TV + sooka + NJOI

### Anti-piracy: Supports a biz-friendly content ecosystem

Push for stricter laws

New amendment to Communications and Multimedia Act 1998 effective Feb 2025 criminalises piracy using any illicit streaming devices (ISD), even if these devices are authority-approved

 Legal compensation & subscription of RM649k in YTD FY26

Anti-piracy enforcement ramps up with 12 commercial establishment cases enforced with wins in damages, costs and commercial subscription fees

 Over 550k illegal links removed in YTD FY26

552k illegal links have been taken down across digital platforms including removal of 582 Telegram groups with a combined 30.5mn subscribers

 c.20k e-Commerce listing removed in YTD FY26

Astro has removed 19.7k listings on various e-Commerce platforms selling ISD and apps

MALAYSIA

Lima restoran dikenakan bayaran RM182,000 gara-gara cetak rompak siaran Astro





### **ESG: Committed to Net Zero 2050**



### Responsible Business



#### Caring for our Environment



### Voice for Good



### Education for All



### **Community Development**

- As a responsible business, we maintain high standards of corporate governance, ethical conduct and risk management.
- Astro is a founding constituent of the FTSE4Good Bursa Malaysia Index, latest ESG score puts us in the Top 1% of media companies globally
- Beyond MCCG and MMLR, we also focus on cyber security and data privacy, tax integrity and transparency, diversity and inclusion, as well as workplace safety
- A member of the United Nation Global Compact Malaysia and Brunei (UNGCMYB) and recognized as a 2star lister (ESG breakthrough Innovation and Purposeful Partnership) in their ESG Select List for companies demonstrating credible, measurable progress in its sustainability agenda
- In ethical journalism, Astro AWANI wins most trusted brand for 8th year in a row, best use of AI in newsroom, and Best AI-powered Fact Checking Project

- Astro's Climate Roadmap outlines a phased decarbonisation strategy that currently focuses on Scope 1 and Scope 2 emissions, with clear reduction targets, and ongoing groundwork for Scope 3 emissions assessment, laying the foundation for a carbon footprint strategy across the entire value chain
- Our overall GHG emissions in FY25 decreased by 0.2% to 30,514 tCO2e. We reduced our Scope 1 and 2 GHG emissions by 3.0% in FY25
- Astro kicked off the next phase of the solar panel installation at AABC, aimed at expanding our use of clean energy and accelerating progress toward our sustainability goals
- Funds generated for Rimba Kita initiative channelled to support tree adoption at Taman Tugu and ongoing river care programme at SK Pomson, Hulu Langat

- Aired over 12,000 hours of Voice for Good content (comprising PSA and ESG-related content) in FY25 to amplify positive messages
- Launched two (2) case studies with UNGCMYB to help companies amplify their ESG stories
- Continue to champion ESG and climate awareness through impactful content. We also address pressing social issues like domestic abuse and infertility through powerful storytelling in productions such as Aadhira and Mandul Bukan Pilihan
- Kicked off Didi & Friends Story Time with added focus on accessibility and inclusivity by working with Malaysian Association for the Blind and Malaysian Federation of the Deaf on audiobooks and sign language interpretation
- Launched Inilah KITA campaign in conjunction with National and Malaysia Day celebrating the rich diversity and unity to positively shape the Malaysian society.

- Providing over 10,000 educational On Demand videos in FY25
- Invested RM140mn in learning content since 2012
- Awarded a total of 13 scholarships in FY25 for B40 tertiary students pursuing their degree in local private and public universities. In total, Astro currently sponsors 20 active scholars from B40 households with the intention to employ them upon graduation
- Partnering with Teach for Malaysia (TFM) to support educational equity and nurture students in driving positive social impact by introducing the Future of Work programme with SMK Sebukti in Klang. Curated a workshop for students with messaging on responsible content creation

- Astro Kem Badminton 2025 tour completed in five locations reaching 1,900 kids through camps run by professional coaches to-date
- Klinik Sepak Takraw League (STL) trained >1,500 kids in nationwide clinics in 6 different states in 2025
- Klinik Netball Super League (NSL) engaged >600 students in the month-long series of 4 clinics in Feb 2025
- Kicked off #IniPadangKita at Kampung Jawa, Hulu Langat to restore and rejuvenate the field and organize a football clinic for the community
- In FY25, Astro invested over RM1mn in the community, aligning these investments with business objectives and the needs of the community
- Team Astro recorded 10,075 volunteer hours in FY25 through multiple volunteering activities, including flood relief, tree planting sessions, and other activities





# **Appendix**

### **PAT** reconciliation

(RM mn)	YTD FY25	YTD FY26
EBITDA	551	476
Margin %	24%	23%
Depreciation and amortisation (1)	(352)	(344)
EBIT	199	132
Margin %	9%	6%
Finance income	22	22
Finance cost	(57)	(98)
РВТ	165	56
Tax expense	(49)	(17)
Tax rate %	30%	30%
PAT	117	38
PATAMI	119	39
Margin %	5%	2%
Normalised PATAMI (2)	52	10
Margin %	2%	0.5%

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 unrealised forex gain/(loss) YTD FY26: RM 29mn, YTD FY25: RM 67mn due to mark-to-market of transponder lease liabilities
- (3) Numbers may not add up due to rounding differences

### **Balance sheet overview**

FY25	3Q FY26	(RM mn)	FY25	3Q FY26
3,992	3,965	Non-current liabilities	2,824	2,330
1,919	1,789	Borrowings	2,440	1,978
2.072	2 176	Other financial liabilities	279	237
2,073	2,176	Other non-current liabilities	106	115
1,491	1,196	Current liabilities	1,385	1,511
566	490	Borrowings	508	587
825	665	Payables, contract & other financial liabilities	858	859
100	41	Other current liabilities	19	65
		Shareholders' equity	1,274	1,320
5,483	5,161		5,483	5,161
	3,992 1,919 2,073 1,491 566 825 100	1,919 1,789 2,073 2,176  1,491 1,196 566 490 825 665 100 41	3,992 3,965 Non-current liabilities  1,919 1,789 Borrowings  2,073 2,176 Other financial liabilities  Other non-current liabilities  1,491 1,196 Current liabilities  Borrowings  Borrowings  Payables, contract & other financial liabilities  100 41 Other current liabilities  Shareholders' equity	3,9923,965Non-current liabilities2,824 $1,919$ $1,789$ Borrowings2,440 $2,073$ $2,176$ Other financial liabilities279Other non-current liabilities106 $1,491$ $1,196$ Current liabilities $1,385$ $566$ $490$ Borrowings $508$ $825$ $665$ Payables, contract & other financial liabilities $858$ $100$ $41$ Other current liabilities $19$ Shareholders' equity $1,274$

Net debt / LTM EBITDA: 2.9x (FY25: 2.9x)

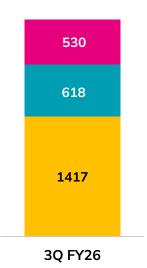
NB

<sup>(1)</sup> Includes investment in unit trusts

<sup>(2)</sup> Numbers may not add up due to rounding differences

### Debt profile

Total borrowings: RM 2,565\*



\*Includes accrued interest of RM9.4mn and net DIC of RM4.1m

RM term loan

- As of 31 October 2025, total outstanding principal stood at RM530mn. The breakdown of the amount are as follows:
- SMBC-RM310mn is a term loan facility with a 4-year tenure (with a 1-year option to extend), fully drawn down on 23 August 2023, at a floating rate (based on cost of funds) of 4.66% p.a. as of 31 October 2025, with quarterly interest payment. This is a principal amortisation facility with the first instalment commencing 24 months from the first drawdown. Floating rate of the remaining loan amount is swapped into a fixed rate until loan's maturity at an all-in post-swap rate of 5.13% p.a.
- AMB-RM100mn is from an original limit of RM160mn term loan facility with a 4-year tenure, fully drawn on 1 March 2024, at a floating rate (based on cost of funds) of 5.09% p.a. as of 31 October 2025, with quarterly interest payment. This is a principal amortization facility with the first instalment commencing 6 months from the first drawdown. Floating rate of the remaining loan amount is swapped into a fixed rate until loan's maturity at an all-in post-swap rate of 4.96% p.a.
- RHB-RM120mn 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 a final maturity date on 2 September 2026, with quarterly interest payment. The remaining loan amount is swapped into a fixed rate at an all-in post-swap rate of 4.28% p.a.

Synthetic Foreign Currency Loan (SFCL)

- The SFCL of USD150mn (RM613mn) has a tenure of 7 years and was drawn down at a floating rate, currently at an all-in rate of 4.78% p.a. with quarterly interest payments. Principal repayment is by 5 equal annual instalments starting on the 36th month from the first drawdown date
- 50% (RM306 million) is swapped into a fixed rate maturing in November 2025, while the remaining 50% (RM306 million) is swapped into a fixed rate aligned with the loan's maturity in November 2029. The average all-in post-swap rate as of 31 October 2025 stands at 5.09% p.a.

Lease
Liabilities
(primarily satellite
transponders)

- Lease liabilities related to lease of Ku-band transponders on MEASAT-3B and MEASAT-3D
- The unhedged portion of the lease liabilities related to M3B and M3D is USD159.0mn
- Effective interest rate: 5.6% p.a. and 5.8% p.a. for M3B and M3D respectively



# Thank you