

3rd Quarter FY22 Results

9 December 2021

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3Q FY22 key performance highlights

COVID-19
updates

Quarter-on-quarter financial highlights

2Q FY22 | 3Q FY22

Revenue

RM 1.06bn | RM 1.02bn

Revenue moderated due to ongoing pandemic and protracted lockdowns which impacted Adex and Enterprise

Commerce

RM 105mn | RM 94mn

Performance impacted due to lower consumer spending

Adex

RM 99mn | RM 94mn

Adex moderated 5% QoQ, limited by lockdowns. Recovery seen beginning October as lockdowns eased

EBITDA

RM 310mn | RM 296mn

EBITDA margin of 29%, impacted by sports cost as guided

Normalised PATAMI ⁽¹⁾

RM 101mn | RM 96mn

Normalised PATAMI margin of 9%

FCF of RM 207mn

195% of PATAMI,
1.5 sen interim dividend declared

NB:

(1) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 3Q FY22: RM 10mn, 2Q FY21: (RM 14mn) due to mark-to-market revaluation of transponder-related lease liabilities

BETTER TOGETHER

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3Q FY22: Business momentum up towards quarter end



Content

- Premiered fresh, edgy Astro Originals including *i-Tanggung* and *The Hotel*
- Most shoots and live shows halted amid imposition of full lockdown since June, resumed only in mid-Sep 2021
- Kicked off new season of Premier League
- Aired Tokyo Olympics so jump in sports cost seen as guided



Business highlights

- Inked deals with Telekom Malaysia to deliver high quality digital experience to Malaysians, laying foundation for Astro to be an ISP
- Broadband customers up 83% YTD driven by value bundles
- Enterprise customers returned starting mid-Oct, up 17% QoQ as economic activities resumed under MCO Phase 4, boosted by interstate travel
- NJOI prepaid revenue YTD up 34% underpinned by HD Pack and prepaid offerings



New launches

- Launched the new Astro experience and integrated Netflix on the Ultra Box in Nov, more services to follow
- Launched simple, new TV packs bundled with apps in Nov
- Launched 60 new online radio stations on SYOK, growing digital presence in the audio space



Adex

- Adex improved in October, supported by the economic reopening and resumption of Astro's signature shows
- Astro Radio grows listener base on FM and digital up 3% to 17.2mn weekly, cementing position as the unrivalled #1 radio and audio network in Malaysia
- Flexible adex packages to help SMEs and microbusinesses



Financial position

- Free Cash Flow of RM545mn YTD
- Net Debt/EBITDA ratio at 1.5x
- Cash and cash equivalent at RM825mn

3Q FY22 key performance highlights

Year-on-year financial highlights

3Q FY21 | 3Q FY22

Revenue

RM 1.11bn | RM 1.02bn

Revenue impacted by ongoing pandemic and protracted lockdowns which impacted Adex and Enterprise

EBITDA

RM 402mn | RM 296mn

EBITDA margin of 29%, impacted by sports cost as guided

Commerce

RM 111mn | RM 94mn

Performance impacted due to lower consumer spending

Normalised PATAMI ⁽¹⁾

RM 152mn | RM 96mn

Normalised PATAMI margin of 9%

Adex

RM 127mn | RM 94mn

Adex down 26% YoY, limited by MCO 3.0. Recovery seen beginning October as lockdowns eased

FCF of RM 207mn

195% of PATAMI,
1.5 sen interim dividend declared

NB:
(1) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 3Q FY22: RM 10mn, 3Q FY21: RM 13mn due to mark-to-market revaluation of transponder-related lease liabilities

FY22 year to date overview

	YTD FY21	YTD FY22	Change
Total TV households in Malaysia ('000) ⁽¹⁾	7,650	7,777	2%
TV household penetration ⁽²⁾	74%	72%	(2 p.p.)
TV customer base ('000)	5,691	5,633	(1%)
Pay TV ARPU (RM)	97.6	97.4	(0.2%)
Astro TV viewership share ⁽³⁾	73%	73%	-
Radio listeners weekly (FM and digital) (mn) ⁽⁴⁾	16.7	17.2	3%
Digital MUV (mn) ⁽⁵⁾	13.4	14.7	10%
Connected STBs ('000) ⁽⁶⁾	1,012	1,082	7%

	YTD FY21	YTD FY22	Change
Revenue (RM mn)	3,251	3,144	(3%)
Commerce (RM mn)	351	314	(10%)
Adex (RM mn)	298	303	2%
EBITDA (RM mn)	1,104	980	(11%)
EBITDA margin	34%	31%	(3 p.p.)
Normalised PATAMI (RM mn) ⁽⁷⁾	380	344	(9%)
FCF (RM mn)	1,078	545	(49%)
EPS (RM sen)	7.1	6.4	(10%)

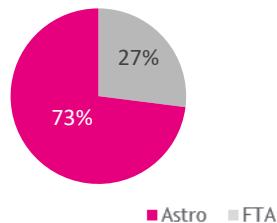
NB

- (1) TV household data sourced from the Department of Statistics Malaysia and Media Partners Asia
- (2) Household penetration comprises residential Pay-TV customers and NJOI customers
- (3) Viewership share is based on DTAM deployed by Kantar Media DTAM
- (4) Weekly audience measurement is based on GfK for FM and RadioActive for digital
- (5) Digital monthly unique visitors ("MUV") to Astro's digital brands, averaged over the last 12 months as sourced from comScore
- (6) Connected set-top boxes (STBs) are internet-ready with recording functionality and have access to Astro's On Demand library of content
- (7) Normalised PATAMI excludes post-tax impact of unrealised forex gain/(loss) YTD FY22: (RM 10mn), YTD FY21: (RM 8mn) due to mark-to-market revaluation of transponder-related lease liabilities
- (8) Numbers may not add up due to rounding differences

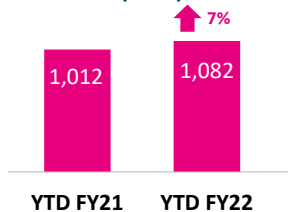
On Demand and Astro GO key in engaging customers



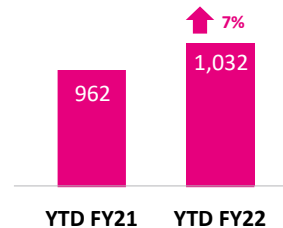
TV Viewership Share ⁽¹⁾



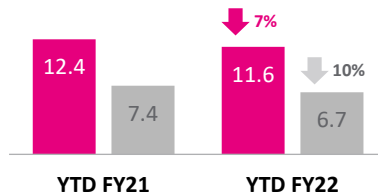
Total Connected STBs ⁽²⁾⁽³⁾ ('000)



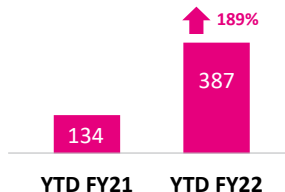
Linked Customers ⁽⁴⁾ ('000)



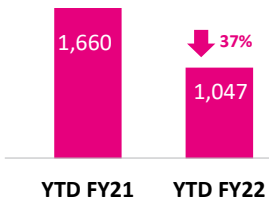
Avg. Daily Viewers (mn)



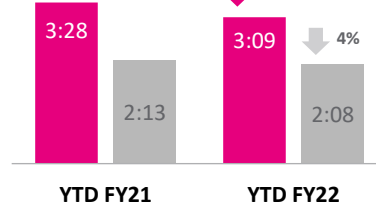
On Demand Shows Streamed (mn)



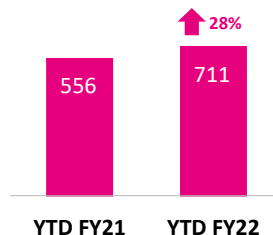
Monthly Active Users ⁽⁵⁾ ('000)



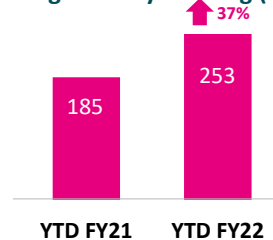
Avg. Time Spent/Day (hrs)



Avg. Weekly Viewing (mins)



Avg. Weekly Viewing (mins)

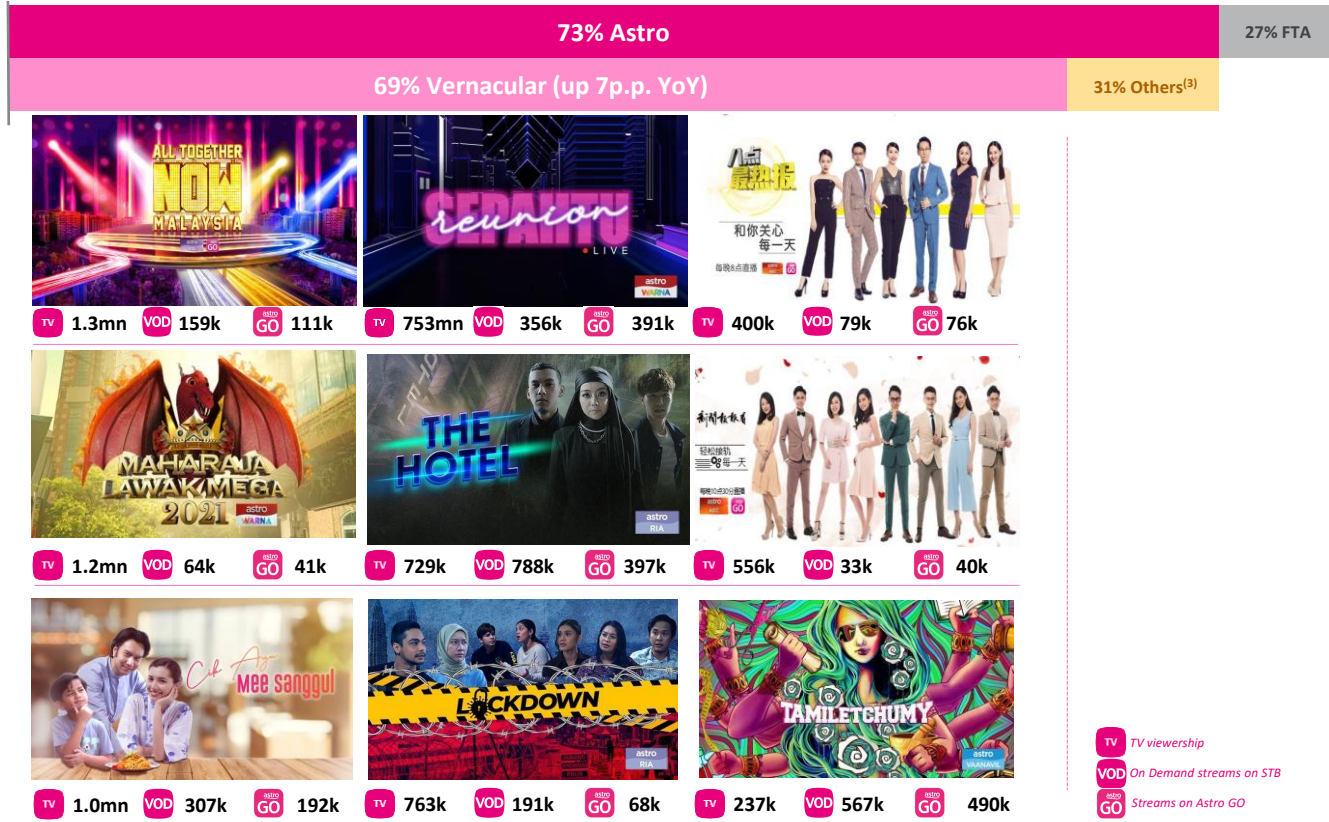


NB:

- (1) Target Audience: Kantar Media, Dynamic TV Audience Measurement (DTAM). All Astro Pay-TV viewers YTD
- (2) Cumulative since inception
- (3) Connected set-top boxes (STBs) are internet-ready with recording functionality and have access to Astro's On Demand library of content
- (4) Pay-TV customers who have linked their account to Astro GO for seamless viewing
- (5) Source: App Annie as of 31 October at device level

c.70% of customers' time spent on vernacular, up 7 p.p.

TV Viewership share⁽¹⁾



astro

152⁽²⁾
channels

130
HD channels

58
Astro-branded
channels

1
Ultra HD channel

+ 65,000 OD shows
+ 4K Ultra HD VOD
2 Astro GO access

nJOI
Prepaid

18
free channels

>60
prepaid channels
& packs

TV TV viewership

VOD On Demand streams on STB

Astro GO Streams on Astro GO

NB

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

(2) Number of channels as of 31 October 2021

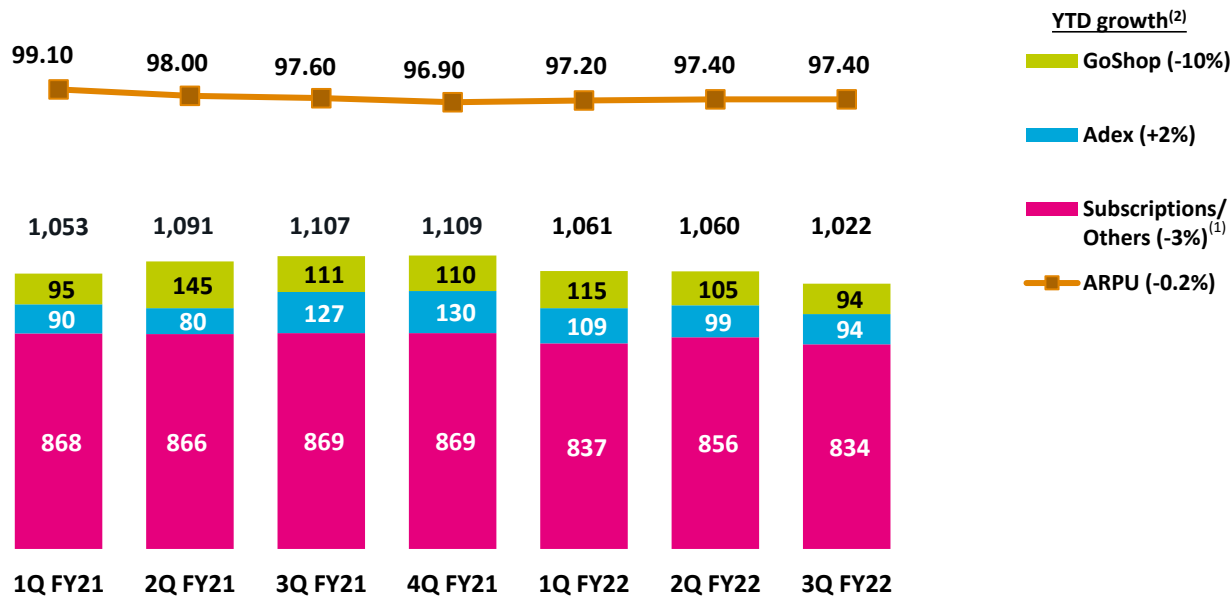
(3) Others include Sports, English and International content

BETTER TOGETHER astro

Revenue and ARPU resilient amid protracted lockdowns

Total revenue

(RM mn)



NB
 (1) Disclosed as Subscription revenue and Other revenue in our financial statements, includes revenue streams such as TV subscription, licensing income, programme sales, NJOI revenue and theatrical revenue
 (2) YTD refers to 9 months ended 31 October
 (3) Numbers may not add up due to rounding differences

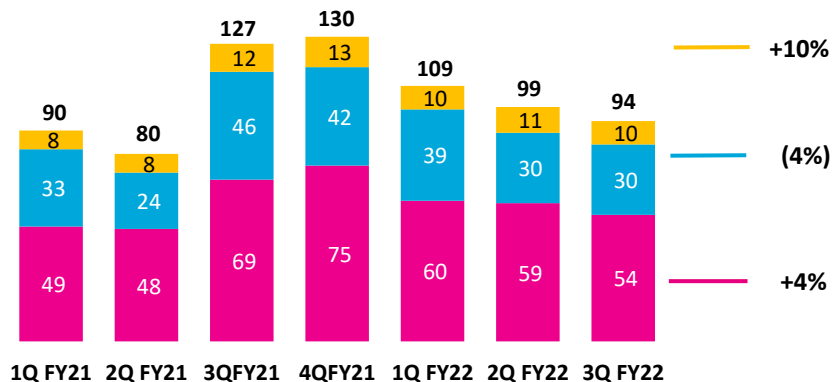
Adex: impacted by lockdowns, recovery seen in Oct 21

Advertising revenue⁽¹⁾

(RM mn)

YTD Growth

■ TV ■ Radio ■ Digital



Total Malaysia
gross ADEX
growth⁽²⁾⁽⁵⁾

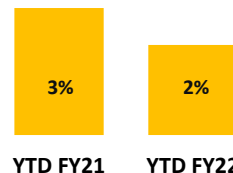
OVERALL ADEX
11%

DIGITAL
14%

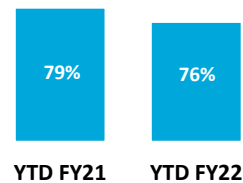
RADIO
0.2%

TV
26%

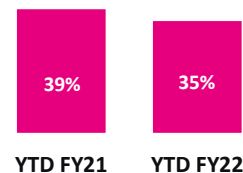
Share of digital adex



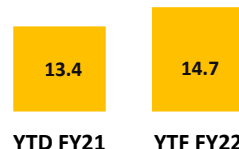
Share of radex



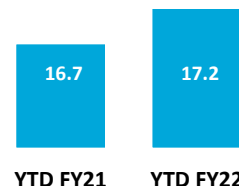
Share of TV adex



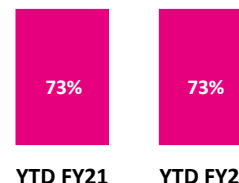
Digital MUV (mn)



Radio listeners weekly (FM and digital) (mn)



TV viewership share⁽⁴⁾



NB

(1) Advertising income is net of commissions and discounts

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

(3) Share of radex is based on Astro and IPG's estimates (with Nielsen gross adex as base). Weekly audience measurement is based on GfK for FM and RadioActive for digital

(4) Share of TV adex is based on Astro and IPG's estimates (with Nielsen gross adex as base). Viewership share is based on DTAM deployed by Kantar

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

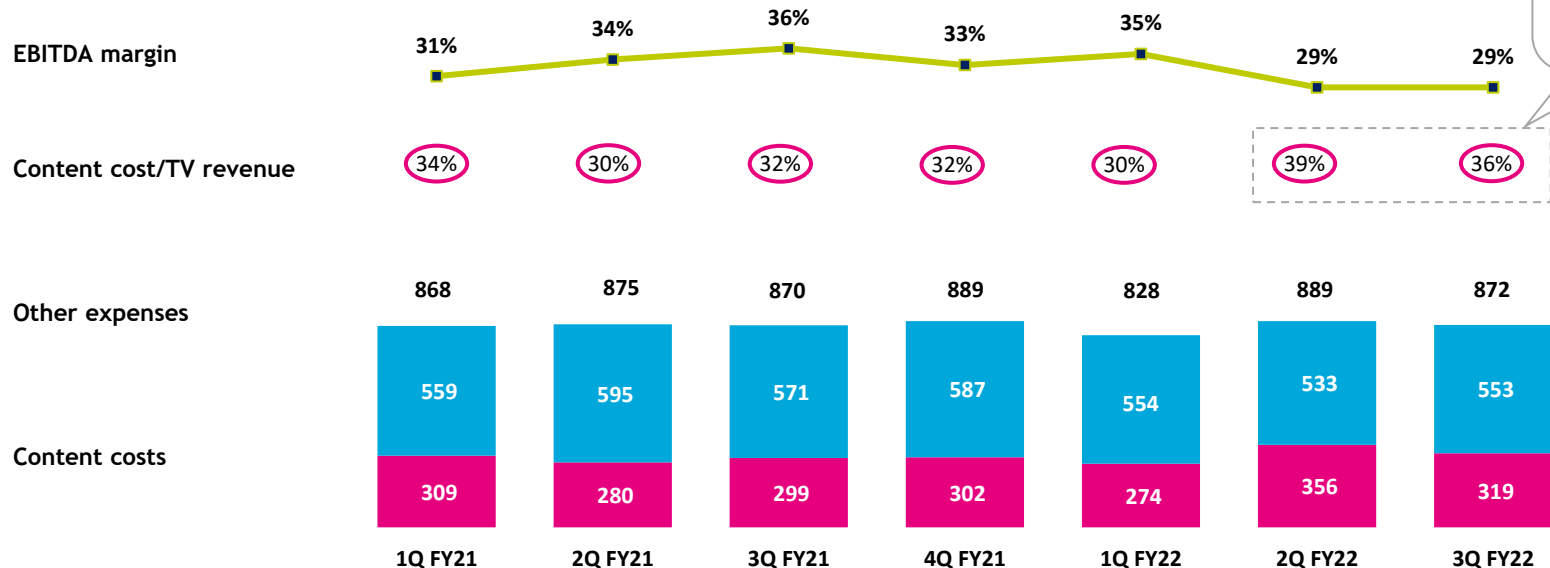
BETTER TOGETHER

astro

Focused on operational efficiencies

Total cost

(RM mn)



Higher sports cost as guided in 2QFY22 & 3QFY22 with airing of EURO and Tokyo Olympics

NB

- (1) Content costs are disclosed as part of cost of sales in our financial statements
- (2) Other expenses include marketing and distribution costs, administrative expenses, STB installation and smartcard costs, depreciation and amortisation, as well as maintenance costs
- (3) Numbers may not add up due to rounding differences

BETTER TOGETHER

astro

Disciplined capex spend

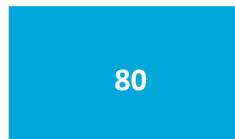
Cash capex

(RM mn)

as % of
revenue

2%

4%



YTD FY21



YTD FY22

Key capex investments in FY22 include:

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

Cash capex set to accelerate for the remainder of FY22 as guided as investments are made in support of ongoing Technology refresh

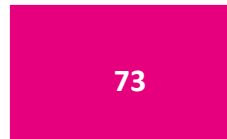
Set-top box (STB) capex

(RM mn)

as % of
revenue

2%

4%



YTD FY21



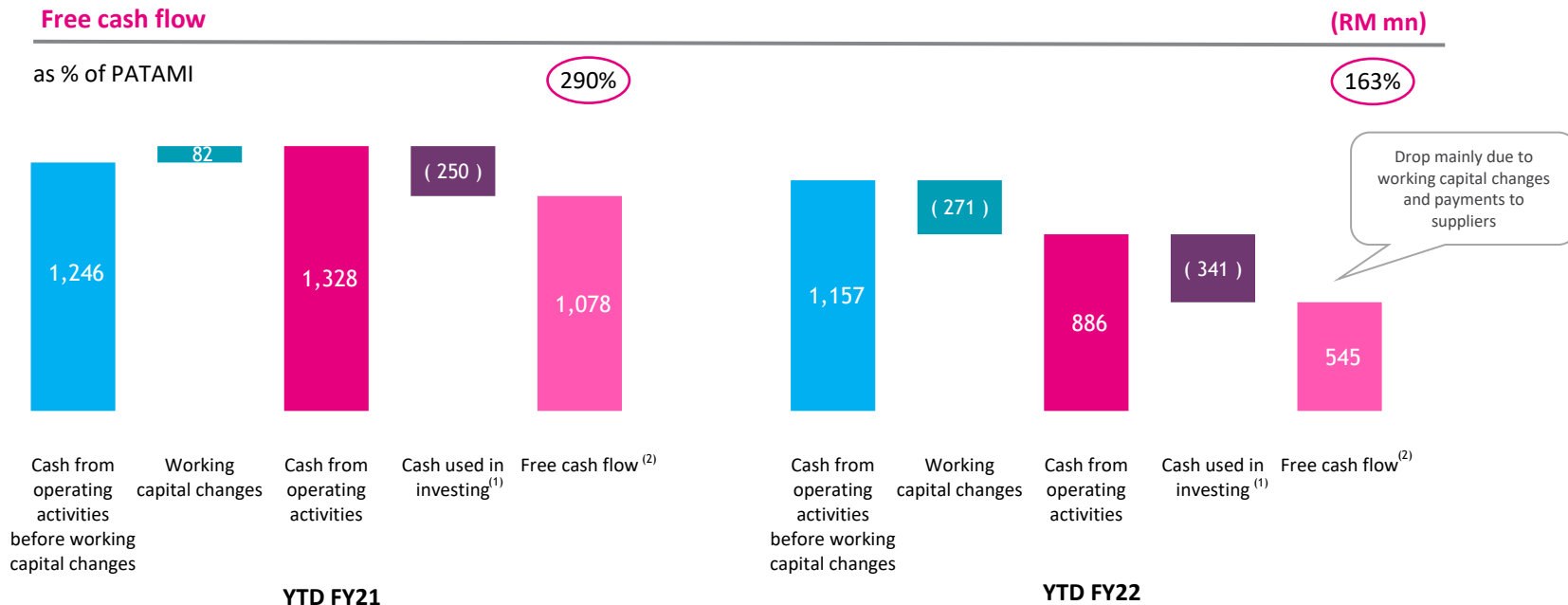
YTD FY22

- STBs/ODUs are owned by Astro, and are capitalised
- STBs/ODUs are conservatively amortised over 3 years; note that actual useful life is typically greater than 5 years
- Discretionary 36-month bullet payment vendor financing is available for Astro for STB/ODU purchases
- As at end of Q3FY22, vendor financing stood at RM337mn, of which RM144mn is current and RM194mn is non-current

NB

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

Strong cash generation capabilities



...enabling significant flexibility on capital management and dividend policy

NB

(1) Excludes investments, disposals and maturities of unit trust and money market funds

(2) Excludes repayments of vendor financing and payments of finance leases, which are categorised as cash from financing for consistency with Bursa disclosure

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

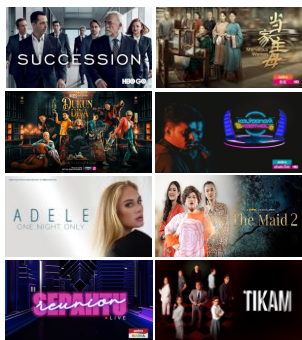
BETTER TOGETHER

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Quarterly dividend announcement

- Leveraging on invested capital, AMH continues to be highly cash generative
- The Board of Directors of AMH has declared a quarterly dividend of **1.5 sen** per share for 3Q FY22
- Quarterly dividend entitlement and payment dates are **24 December 2021** and **7 January 2022** respectively

Malaysia's #1 Entertainment Destination



CONTENT

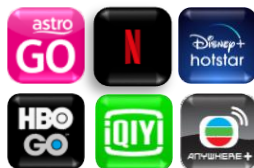
- Malaysia's leading content creator & aggregator
- Produced and commissioned over **9k hours** of local content in FY21
- Rich On Demand library of over **65,000 titles**



TV

- **Largest Pay-TV** operator in SEA
- **Serving 5.7mn** households
- **72%** household penetration
- **7.5k** enterprise customers
- **35%** TV adex share
- **1.1mn** connected STBs

Aggregated:



Standalone:



STREAMING

- **Largest aggregator** of the best global and local streaming services, for eventual integration onto STBs
- **Privileged rates** for streaming services for Astro customers
- **Launched sooka**, our own standalone streaming service catering to millennials



DIGITAL

- **14.7mn** digital MUV across over **25** digital brands
- **Gempak** is the #1 Malaysian digital entertainment brand
- **AWANI** is the Most followed news brand on social media
- **2%** digital adex share



RADIO

- **SYOK app** aggregates live radio, podcast, videos with **60 new online radio stations**
- **#1 radio brand** in every language- English, Malay, Chinese, Tamil
- **17.2mn** radio listeners weekly (FM and digital)
- **76%** radex share



COMMERCE

- **24/7 multilanguage** shopping experience
- **Five 24/7 dedicated channels** in Malay and Mandarin
- **Multiplatform:** TV, web and mobile
- **3.1mn** registered customers

FY22 Strategic priorities



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

Provide customers the best viewing experience at home
Increase content choice and ease path to purchase
Grow broadband bundle take-up
OTT aggregation on app and onto our Ultra and Ulti boxes
Produce more premium Astro Originals



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

Launch our own standalone, snacking, streaming product for millennials
Reinvent radio for the digital future
Serve growing appetite for vernacular digital content
Drive home shopping business



Adex **Enterprise**

Refresh adex proposition with better targeting capabilities
Support businesses, adding value through our content solutions

YTD FY22 Brief

1

Content Slides #27 to #29

- ✓ Astro First home cinema revenue jumped 7% YTD
- ✓ No.1 destination during Raya, EURO and Olympics
- ✓ Celebrating Merdeka and Astro25 with special offerings
- ✓ Premiered new Astro originals including The Hotel and i-Tanggang
- ✓ Adding more new content- local and international- for customers

2

Pay-TV Slide #19 to #21

- ✓ Launched the new Astro experience and made available Netflix on the Ultra Box, more services to follow
- ✓ Launched new TV packs for greater value and convenience
- ✓ Introduced Plug & Play Ultra and Ulti Box
- ✓ Introduced 4K HDR and Dolby Atmos viewing experience
- ✓ Introduced continuous viewing on Ultra Box

3

Broadband Slide # 22 to #23

- ✓ Inked deals with Telekom Malaysia Berhad (TM) to collaborate in delivering high quality digital experience to all Malaysians, laying foundation for Astro to be an ISP
- ✓ Broadband customers increased by 83% YoY
- ✓ Greater bundled value with new TV packs
- ✓ Speeds of up to 1Gbps, with greater value and convenience

4

NJOI Slide #26

- ✓ Prepaid revenue increased by 34% YTD
- ✓ Over 60 prepaid a-la-carte channels and packs for purchase
- ✓ Introduced NJOI HD Pack offering 12 HD channels
- ✓ Launched My NJOI app and 2021 Sports Pass for EURO and Olympics

5

Adex Slides #30

- ✓ Launched addressable advertising on Astro GO and On Demand across Ultra and Ulti boxes

6

Streaming services Slides #24 to #25

- ✓ Launched sooka, our own standalone streaming service
- ✓ Added Netflix, Disney+Hotstar and TVB Anywhere+ to our streaming family, more to come
- ✓ Launched Interactive mode on Astro GO for an immersive sporting experience

7

Radio Slide #31

- ✓ Launched 60 new online radio stations on SYOK
- ✓ No.1 radio brand across all major languages in Malaysia
- ✓ 17.2mn weekly listeners across FM and digital, up 3%
- ✓ Reinventing radio - including podcasts and customised audio content delivered through digital

8

Digital brands Slide #32

- ✓ Monthly MUVs of 14.7mn across all digital brands
- ✓ AWANI is No.1 news brand on social media
- ✓ Gempak, Xuan, Ulagam are Malaysia's Top digital brands

9

Commerce Slide #33

- ✓ Customer grew 16% YoY, performance impacted due to lower consumer spending
- ✓ Expanded product offering to meet rising demand for health and wellness during the pandemic
- ✓ Special festive shows to engage customers and drive sales momentum

10

Enterprise Slide #34

- ✓ Enterprise customers returned as economy reopened, customers up 17% QoQ
- ✓ Flexible content solutions for businesses
- ✓ Special adex packages for SME and microbusinesses

Serving all Malaysians via 3 distinct services

For those who want
the best entertainment



Pay-TV

TV Packs bundled with:

- The best global and local streaming services
- Broadband

For those who prefer
prepaid content



Freemium TV

with:

- 18 free TV channels
- HD option at RM15 for 30 days
- Many prepaid content packs to choose from

For pure streamers
and cord-nevers



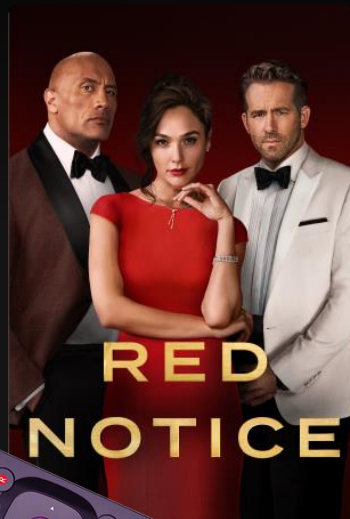
Freemium Streaming

with:

- Free content tier
- Premium live sports and Astro's winning local content from RM15.90 per month, renewable monthly

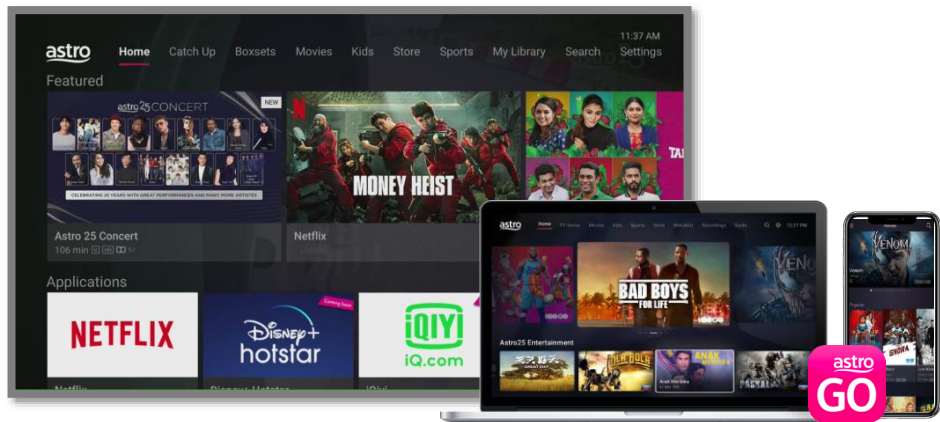
Pay-TV: Welcoming Netflix onto our connected boxes

NETFLIX



Enjoy more content, greater savings & convenience with Astro and Netflix bundle

Pay-TV: The new Astro experience



500,000

Installs to date



Ulti Box HD



Ultra Box 4K UHD

PLUG & PLAY BOX



Plug & Play Ultra and Ulti Box variants

Connect and stream Astro via home broadband without a satellite dish at home



Continuous Viewing on Ultra Box

Continue to watch shows without interruption during heavy rainfall



Cloud Recording

Record all the programmes you want at the same time



Discover VOD

Stream over 65,000 of videos anytime, anywhere



Play From Start

Missed the beginning? Just restart whenever you want



New Home Screen

Explore all programmes based on your subscription



Search

Find what you are looking for faster and easier

Pay-TV: 7 new Astro packs launched, bundled with apps



Primary

Sports

Movies

Entertainment

Entertainment +

Premium (1,2,3)

Platinum

90+ channels

1 app



From
RM59.99/month

100+ channels

1 app



From
RM89.99/month

100+ channels

3 apps



From
RM94.99/month

105+ channels

2 apps



From
RM89.99/month

110+ channels

Up to
3 apps



From
RM129.99/month

From
105+ channels
Up to
5 apps



From
RM124.99/month

145+ channels

Up to
5 apps



From
RM194.99/month

Switch to fast fibre and enjoy greater bundle value with *astro & broadband* priced from RM80 for 30mbps & RM90 for 100mbps

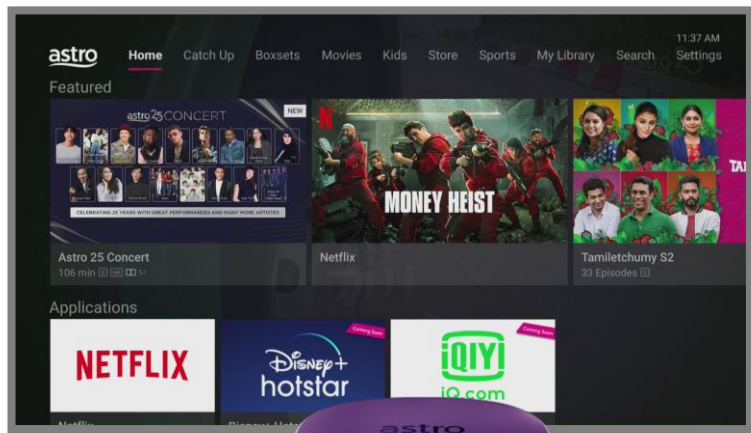
NB

- (1) TVB Anywhere+ app is only applicable for Chinese Favourites selection
- (2) Prices are based on 24 months contract period. Separate pricing applicable for 0,12 months contracts
- (3) Prices are subject to 6% Service Tax

BETTER TOGETHER

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Broadband: Bundling drives customer growth, up 83% YTD



astro & *broadband*



Now with WiFi 6 Router



Speeds of up to 1Gbps

In partnership with



BETTER TOGETHER

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Broadband: Laying the foundation to be an ISP



- Inked deals with Telekom Malaysia Berhad (TM) to collaborate in delivering high quality digital experience to all Malaysians in September 2021
- Strategic partnership enable Astro to gain access to TM's full suite of infrastructure and connectivity solutions that comprises wholesale services inclusive of high-speed broadband, bandwidth, backhaul and Internet access
- Lays the foundation for Astro to be an internet service provider (ISP), to provide Malaysians with the best entertainment experience and broadband

Streaming: Malaysia's #1 Aggregator of Streaming Services



Coming soon



Coming soon



Coming soon



Coming soon

& more

NOW YOU CAN STREAM IT ALL IN ONE PLACE

BETTER TOGETHER

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Streaming: sooka, our standalone service for millennials



sooka
serving the young

10,300

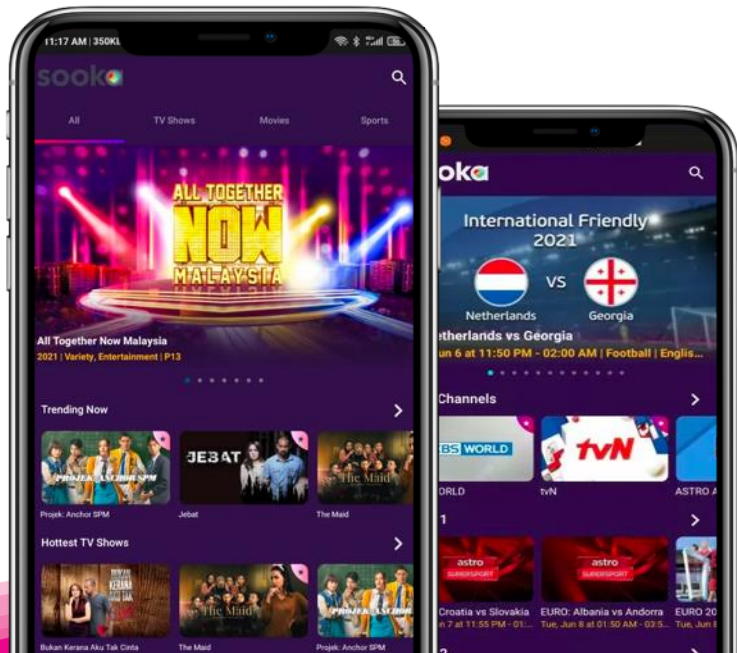
Hours of content
and growing

2.1mn

Users
to date

273mn

Minutes watched
to date



Catch live sporting events & premium local content



- Freemium streaming service targeted at Malaysian millennials, launched in June 2021
- Featuring premium live sports, the best local entertainment and sooka exclusives
- Stream for free with ads or sign up for ad-free VIP plans from RM15.90 per month, renewable monthly

NJOI: Prepaid revenue up 34% YTD, driven by new HD packs

TIADA
BIL
BULANAN

TIADA
KONTRAK

BAYAR
APA
YANG
ANDA
SAKSIKAN



~~RM399~~
RM 384*

PERCUMA
 Kredit Top Up bernilai
RM30



*Terms and conditions apply

SENANGNYA NAK NJOI HIBURAN TERHANGAT

18 free TV channels



26 free radio channels



NJOI HD for only RM15 for 30 days



BETTER TOGETHER

astro

Content: Astro First revenue up 7% YTD

BEST PLATFORM FOR LOCAL FILM PRODUCERS TO PREMIERE THEIR MOVIES



#1 Local Movie Franchise in Malaysia 2021

RM 5.1mn
revenue to date



RM 2.7mn
revenue to date



RM 1.7mn
revenue to date
and counting



RM 1.3mn
revenue to date
and counting



A film that centers
around the drift
motor sports



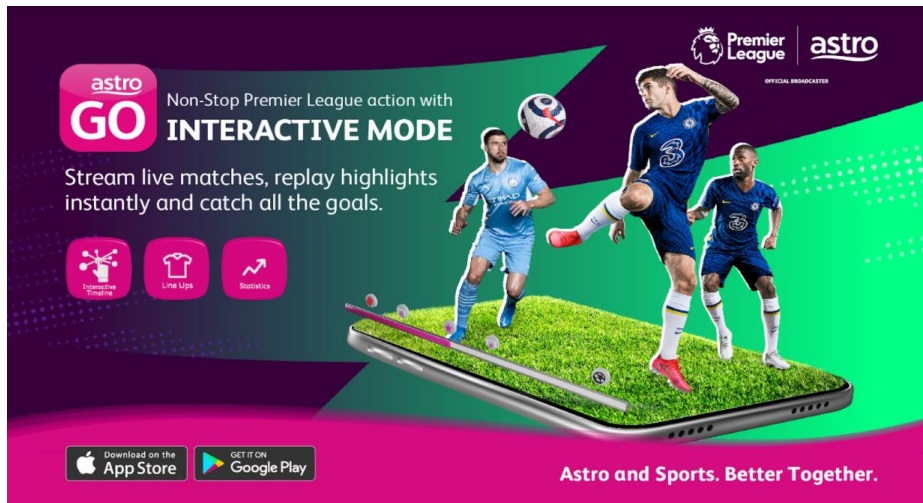
2nd film produced under
grant collaboration with
FINAS for Astro First

astro first

MALAYSIA'S LARGEST HOME CINEMA

Content: No.1 Sporting destination

KICKING OFF THE LATEST 2021/22 SEASON



astro
GO

Non-Stop Premier League action with
INTERACTIVE MODE

Stream live matches, replay highlights
instantly and catch all the goals.

Interactive
Timeline

Line Ups

Statistics

Premier League astro
OFFICIAL BROADCASTER

Astro and Sports. Better Together.

Download on the
App Store

GET IT ON
Google Play



Catch all
380 matches
Live exclusively on Astro

THE BEST LIVE SPORTS IS ON ASTRO



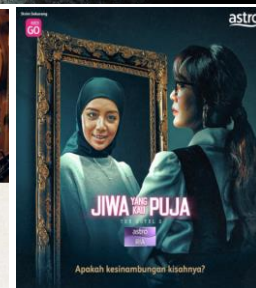
AND MANY MORE ...

Content: Bringing the best local originals to our audiences

FAN-FAVOURITE LIVE SIGNATURES



THE BEST OF LOCAL SERIES



Addressable Advertising: Revolutionising TV Advertising

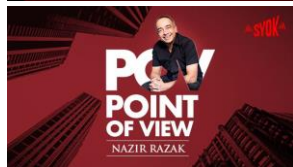
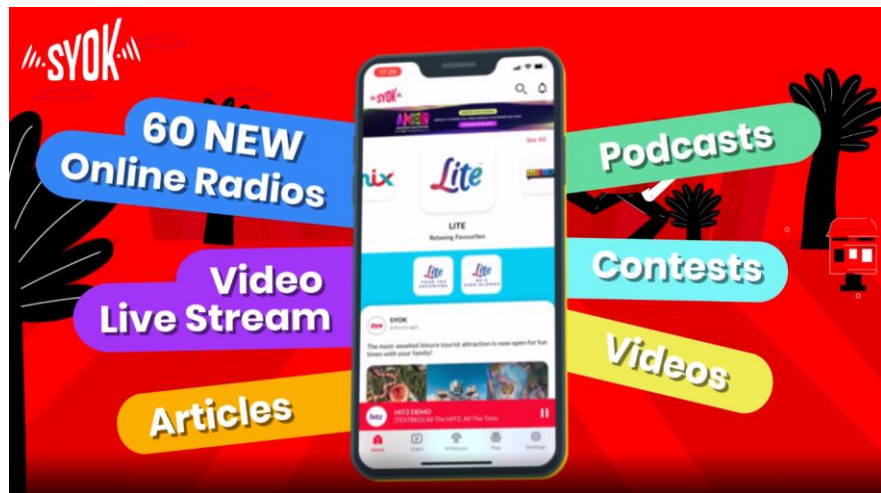


First in Southeast Asia



- Launched addressable advertising in December 2021 for Video On Demand on Astro GO, Ultra and Ulti boxes.
- Plans underway to roll out the service on linear TV across all Astro home by in FY23
- Leveraging data and technology, Addressable advertising offers advertisers greater digital-style targeting and accountability capabilities

Radio: 60 new online radio stations on the new SYOK!



761k ↑ 27% YoY
Podcast listens
monthly

17.2mn
Radio listeners weekly
on FM and digital

76%
Radex share

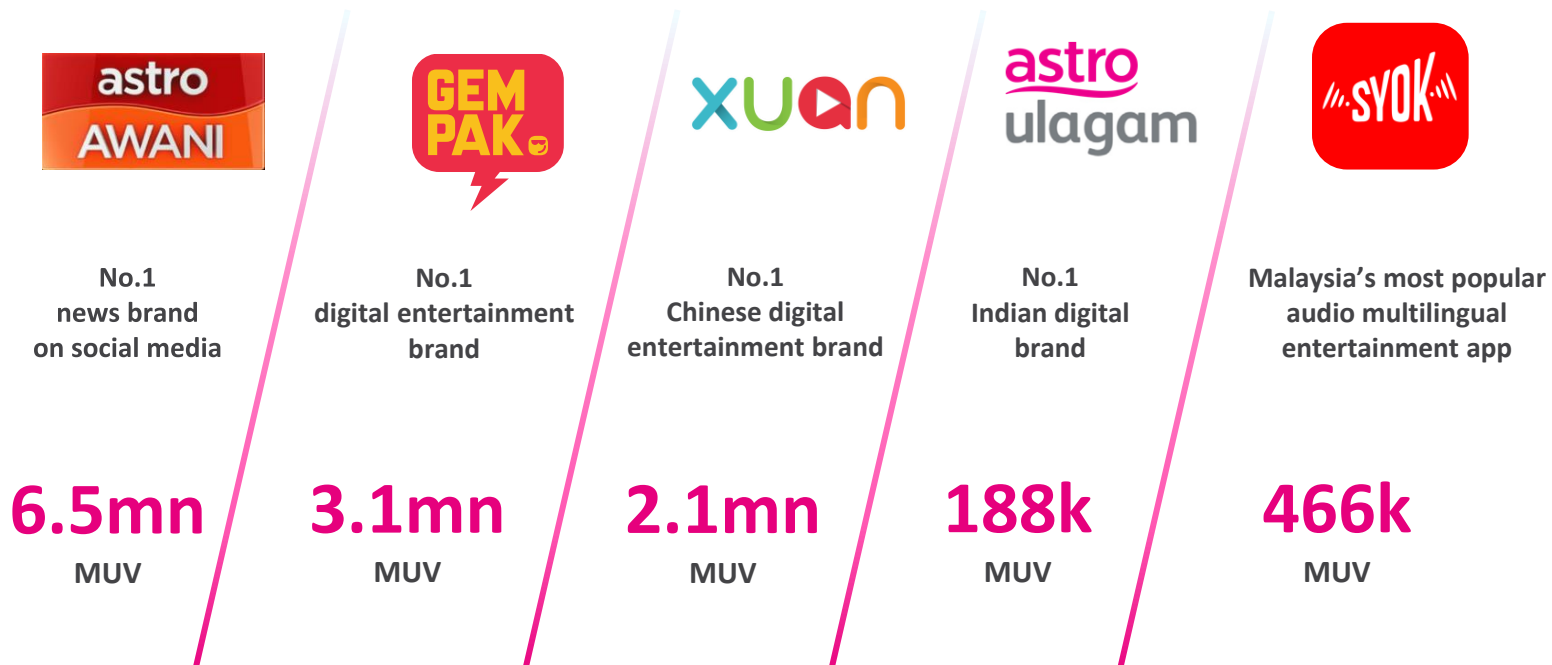
NB

- (1) Weekly audience measurement is based on GfK for FM and RadioActive for digital
- (2) Total listens averaged over 3 months (Aug – Oct 2021) based on Whooshkaa Analytics

BETTER TOGETHER

astro

Digital brands: Serving 14.7mn monthly visitors...



... to meet growing demand for vernacular digital content

Commerce: Customers up 16% amid lower spending



No.1 Home Shopping brand in Malaysia

- Five 24/7 dedicated Go Shop channels in Malay and Mandarin
- Hourly slots across Astro channels in multiple languages and dialects
- Harness social media to reach younger customers
- Brand trust, quality products and value bundles continue to attract customers

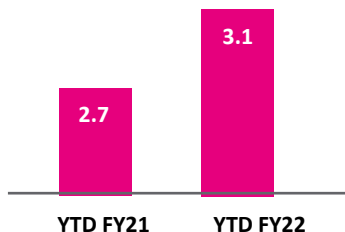


Available across all platforms:

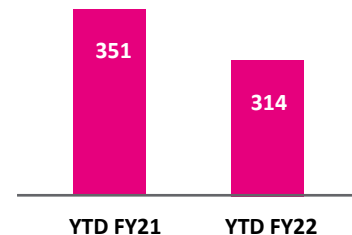
astro



Registered Customers ⁽¹⁾ (mn)



Revenue ⁽²⁾ (RM mn)



NB

(1) Cumulative as of 31 January

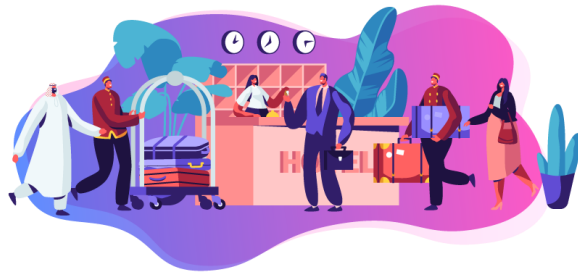
(2) Data presented for financial period ended 31 October

Enterprise: Serving 7.5k customers, up 17% QoQ



COMMERCIAL

Flexi Packs designed to give commercial businesses a competitive edge with a wide choice of content



HOSPITALITY

Hospitality Packs provides entertainment solution designed for hospitality-focused businesses with greater content flexibility and choices



ASTRO SINI

Astro SINI keeps your customers entertained with Astro content on their personal devices at your business outlet without using mobile data or internet bandwidth

Key Social impact in FY22



Education for all

- Reach over 5mn students annually through 3 Astro Tutor TV channels on Astro and NJOI, providing fresh educational content, such as Pelan A+ SPM. RM120mn invested in learning content over the last decade including RM7mn in FY21
- Launched new learning series, SPM Pro+, featuring a virtual teacher who helps students to revise core subjects
- Collaborated with Universiti Malaya, Unimas and Universiti Malaysia Sabah on #BetterTogether University Challenge to support projects by tertiary students towards realising sustainable communities
- Contributed laptops for students at SK Magandai and SK Malinsau in Sabah; and SK Sungai Paku in Sarawak to make online education content accessible

Voice for good

- Aired over 9,500 hours of PSAs across TV, radio and digital as an agent for positivity to amplify community messages

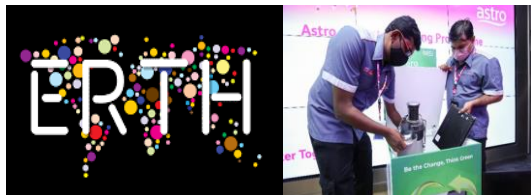
Helping communities and businesses

- Astro First partners local film producers to premiere first run films directly to homes
- Collaborate with FINAS on TV/OTT Programme Fund to aid local film companies in production, distribution & marketing of local films
- Supports the needy through #KAMICARE community programmes, blood donation and COVID-19 vaccination drives
- Astro Radio supports microbusinesses by offering radio and social media advertising slots through #KAMICAREMBIZ initiatives
- Go Shop spearheaded Kita Sayang Malaysia campaign during Merdeka Day period to promote local brands, enterprises and entrepreneurs; and partner them to aid families in need



Caring for the Environment

- Partnered ERTH (E-Waste Recycling Through Heroes) to launch an e-waste recycling campaign, where e-waste collections are channeled towards providing students in the B40 community with laptops to facilitate online learning



Appendix

PAT reconciliation

(RM mn)	YTD FY21	YTD FY22
EBITDA	1,104	980
Margin %	34%	31%
Depreciation and amortisation ⁽¹⁾	(452)	(414)
EBIT	652	566
Margin %	20%	18%
Finance income	19	13
Finance cost	(180)	(141)
PBT	491	438
Tax expense	(115)	(103)
Tax rate %	24%	24%
PAT	376	336
PATAMI	372	334
Margin %	11%	11%
Normalised PATAMI⁽²⁾	380	344
Margin %	12%	9%

NB

- (1) Depreciation and amortisation excludes the amortisation of film library and programme rights which is expensed as part of content costs (cost of sales)
- (2) Normalised PATAMI excludes post-tax impact of unrealised forex gain/(loss) YTD FY22: (RM 10mn), YTD FY21: (RM 8mn) due to mark-to-market revaluation of transponder-related lease liabilities
- (3) Numbers may not add up due to rounding differences

Balance sheet overview

(RM mn)	FY21	3Q FY22
Non-current assets	4,044	3,946
Property, plant and equipment and right-of-use assets	1,725	1,556
Other non-current assets	2,319	2,390
Current assets	1,741	1,357
Receivables and contract assets	583	496
Cash and bank balances ⁽¹⁾	1,107	825
Other current assets	51	36
	5,785	5,303

(RM mn)	FY21	3Q FY22
Non-current liabilities	2,996	2,737
Other financial liabilities	209	194
Borrowings	2,691	2,453
Other non-current liabilities	96	90
Current liabilities	1,641	1,408
Payables, contract & other financial liabilities	1,247	1,006
Borrowings	322	342
Other current liabilities	71	60
Shareholders' equity	1,149	1,158
	5,785	5,303

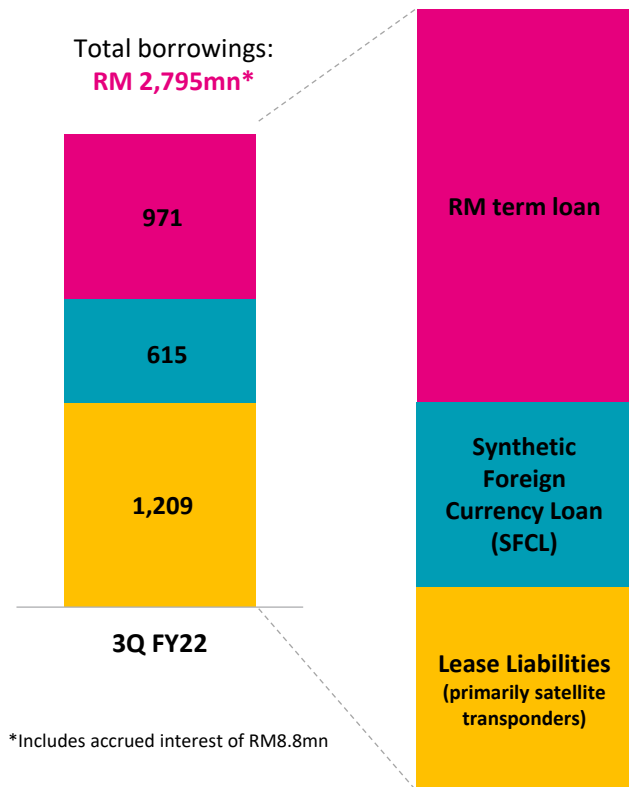
Net debt / LTM EBITDA: 1.5x (FY21: 1.3x)

NB

(1) Includes investment in unit trusts

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

Debt profile



- As of 31 October 2021, total outstanding principal stood at RM965mn.
 - RM380mn is a term loan facility with a 5-year tenor fully drawn down on 23 August 2018, at a fixed rate of 5.18% p.a. with quarterly interest payment. Repayment will be in 2 tranches i.e. RM50mn on 23 February 2023 and RM330mn on 23 August 2023..
 - RM300mn is a term loan with a 5-year tenor drawn down in 2 tranches of RM50mn on 28 March 2019 and RM250mn on 28 June 2019. Floating rate facility (based on cost of funds) of 3.37% p.a. as of 31 October 2021, with quarterly interest payment. Repayment will be in 5 equal semi-annual installments, commencing 36 months from the first drawdown i.e. 28 March 2022.
 - RM285mn is from a RM300mn term loan facility with a 6-year tenor fully drawn down on 2 September 2020. This has an amortized semi-annual repayment schedule with final maturity date on 2 September 2026 (Average life: 4.45 years), at a floating rate (based on cost of funds) of 3.24% p.a. as of 31 October 2021, with quarterly interest payment. The third principal repayment of RM7.5mn will be paid on 2 March 2022.
-
- The USD150mn SFCL facility of 4 years 11 months tenor amounted to RM612.7mn upon conversion at the agreed exchange rate of USD/RM4.0850.
 - Drawn in 2 tranches of RM306.4mn each on 29 December 2017 and 28 February 2018 respectively, at a fixed rate of 4.80% p.a. with quarterly interest payment.
 - Bullet repayment on 29 November 2022.
-
- Lease liabilities related to lease of Ku-band transponders on MEASAT-3, MEASAT-3A and MEASAT-3B. Payment arrangement for the remaining contractual years for M3 and M3A have been redenominated into Ringgit at USD/RM3.0445 w.e.f. 21 May 2013. The unhedged portion of the lease liabilities related to M3B is USD141.9mn.
 - Effective interest rate: 6.2%, 4.6%, 12.5% and 5.6% p.a. for M3, M3-T11, M3A and M3B respectively, average life: 15 years.

Thank you