

4th Quarter FY25 Results

25 March 2025

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4Q FY25 key financial highlights

Quarter-on-quarter 3Q FY25 | 4Q FY25

Revenue

RM 750mn | RM 766mn

Revenue +2%, driven by adex, licensing income, films and production services

Adex

RM 80mn | RM 93mn

Adex +17%, mainly driven by our local signatures and shows, and major festivities

EBITDA

RM 158mn | RM 171mn EBITDA margin of 22%

Normalised PATAMI (1)

RM 1mn | RM 13mn

Normalised PATAMI margin of 2%

FCF of RM 77mn

6x Normalised PATAMI

NB:

Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 4Q FY25: (RM 2mn), 3Q FY25: RM 46mn due to mark-to-market revaluation of transponder lease liabilities

⁽²⁾ Results are being reported for Continuing Operations per MFRS 5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly

4Q FY25 key financial highlights

Year-on-year 4Q FY24 | 4Q FY25

Revenue

RM 820mn | RM 766mn

Revenue impacted by lower subscription and adex

Adex

RM 110mn | RM 93mn

TV adex impacted by global brands' cost cuts

EBITDA

RM 236mn | RM 171mn

EBITDA margin of 22%

Normalised PATAMI (1)

RM 35mn | RM 13mn

Normalised PATAMI margin of 2%

FCF of RM 77mn

6x Normalised PATAMI

NB:

Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) 4Q FY25: (RM 2mn), 4Q FY24: RM 9mn due to mark-to-market revaluation of transponder lease liabilities

⁽²⁾ Results are being reported for Continuing Operations per MFRS 5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly

4Q FY25: Key highlights











Content

Astro Shaw led the Malaysian box office and surpassed Hollywood blockbusters with RM121mn GBO collection and 71% local film market share, having been involved in all Top • Pay-TV ARPU down RM1.20 5 local films in 2024

- Gegar Vaganza S11 became Malaysia's No.1 TV show in 2024, reaching over 8.8mn TV viewers and 2.1 peak ratings
- Astro produced the nation's Top 3 dramas, led by Megadrama Andai Tiada Dia that emerged as Malaysia's No.1 drama in 2024, with peak ratings of 1.9mn for its finale
- Strong performance of Astro Originals Project; Exit and Vinmeen Exclusive Pasanga S2 on VOD

Business

- FY25, contributing to net video customer losses (across Pay TV, sooka and NJOI) shrinking by 83% in FY25
- YoY and RM0.70 QoQ to Renewed RM98.50, in line with strategy to grow new customers
- FY25 as segment focus sharpens
- sooka MAU +12% to 1.1mn and VIP paying base doubled in FY25 driven by strong local content and sports tentpoles
- Broadband customers +7% in FY25 driven by value bundles

Key news

- Pay TV gross adds +52% in Launched new Astro One TV Adex +17% QoQ, with broad Free Cash Flow of RM77mn packs (Entertainment, Sports and Epic Packs) for compelling content value including the best global streaming apps integrated into our U-Boxes
 - exclusive our Premier League broadcast rights for 3 years to 2027/28
- Enterprise revenue +10% in Anti-piracy action value of over RM1mn in FY25 against digital piracy and first ever statutory damages awarded by court without prior settlement
 - New Communications and Multimedia Act 1998 effective amendment Feb 2025 criminalises piracy using any illicit streaming device (ISD)

Adex

- based recovery seen across TV, Radio and Digital adex
- Astro Radio records 17.1mn Cash and bank balance of weekly listeners (on FM and online), cementing position as No.1 audio network in Malaysia across all key languages
- Harnessing Astro's integrated address ecosystem to advertisers by running unified campaians all across platforms through Watch. Listen, Experience and Read Online
- Adex performed better in H2FY25, spurred by major sporting events. popular original local signatures and shows, and festivities

Financials

- and RM509mn in Q4FY25 and FY25 respectively
- RM825mn
- Net Debt/EBITDA ratio at 2.9x

FY25 overview

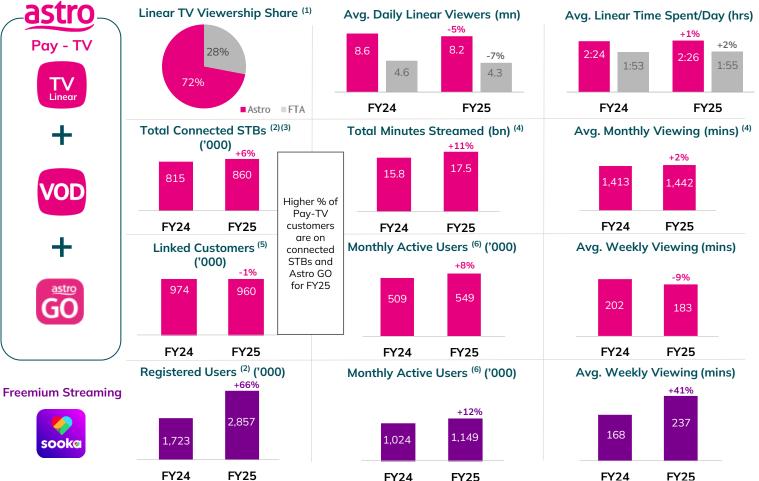
	FY24	FY25	Change
Total TV households in Malaysia ('000) (1)	8,024	8,134	1%
TV household penetration (2)	67%	65%	(2 p.p.)
TV customer base ('000)	5,337	5,258	(1%)
Pay TV ARPU (RM)	99.7	98.5	(1%)
Astro TV viewership share (3)	71%	72%	1 p.p.
Radio listeners weekly (FM and online) (mn) (4)	18.2	17.1	(6%)
Connected box MAU ('000) (5)(6)	815	860	6%

	FY24	FY25	Change
Revenue (RM mn)	3,343	3,076	(8%)
Adex (RM mn)	394	329	(16%)
EBITDA (RM mn)	897	723	(19%)
EBITDA margin	27%	23%	(4 p.p.)
Normalised PATAMI (RM mn) (7)	181	66	(64%)
FCF (RM mn)	649	509	(22%)
EPS (RM sen)	0.8	2.5	>100%

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 RadioActive for online
- (5) STBs connected to WiFi in the last 30 days
- (6) Connected set-top boxes (STBs) are internetready with recording functionality and have access to Astro's On Demand library of content
- (7) Normalised PATAMI excludes post-tax impact unrealised forex gain/(loss) FY25: RM 63mn, FY24: (RM 99mn) due to mark-to-market revaluation of transponder lease liabilities and post-tax impact of cost VSS in 3Q FY24 of RM40mn
- (8) Results are being reported for Continuing Operations per MFRS 5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly
- (9) Numbers may not add up due to rounding differences

Shifting trend towards streaming (vo + c + c + c)



NB:

- 1) Target Audience:
 Kantar Media,
 Dynamic TV Audience
 Measurement (DTAM).
 All Astro Pay-TV
 viewers
- STBs connected in the last 30 days
- (3) Connected set-top boxes (STBs) are internet-ready with recording functionality and have access to Astro's On Demand library of content
- (4) Includes third-party apps integrated onto our Ultra and Ulti Boxes
- (5) Pay-TV customers who have linked their account to Astro GO for seamless viewing
- (6) Average monthly active users for Astro GO and sooka at account level

79% of watch time on vernacular, reaffirms Astro's strategic focus on local and sports



<u>astro</u>

138 (2) channels

126

HD channels

47

Astro-branded channels

2

Ultra HD channels

- + 107.000 OD videos
- + 4K Ultra HD VOD
- + 2 Astro GO access
- + Streaming services



19

free channels

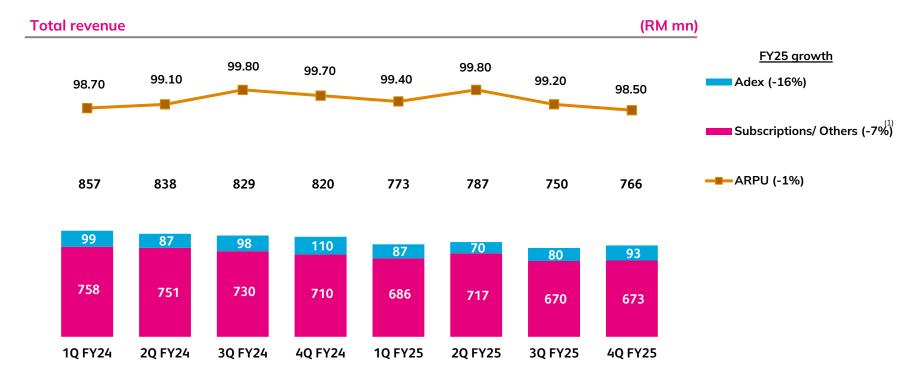
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prepaid packs

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

⁽²⁾ Number of channels as of 31 Jan 2025

ARPU moderated, in line with creating more value for consumers



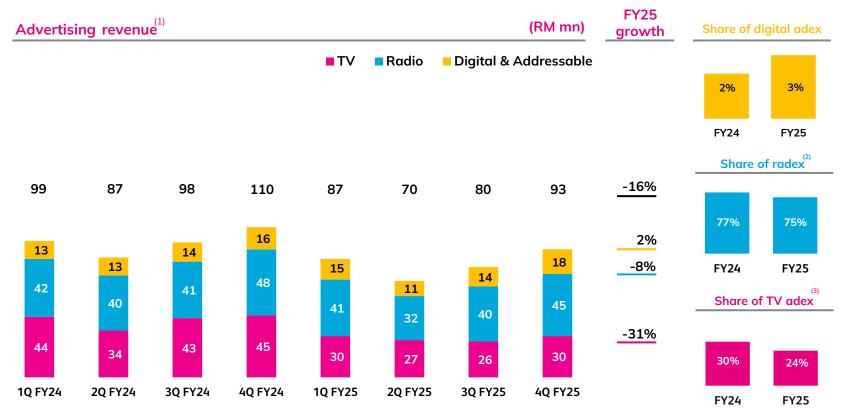
NB

⁽¹⁾ Disclosed as Subscription revenue and Other revenue in our financial statements, includes revenue streams such as TV subscription, licensing income, programme sales, NIOI revenue and theatrical revenue

⁽²⁾ Results are being reported for Continuing Operations per MFRS5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly

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

Adex: +17% QoQ, growth across all platform



NB

⁽¹⁾ Advertising income is net of commissions and discounts

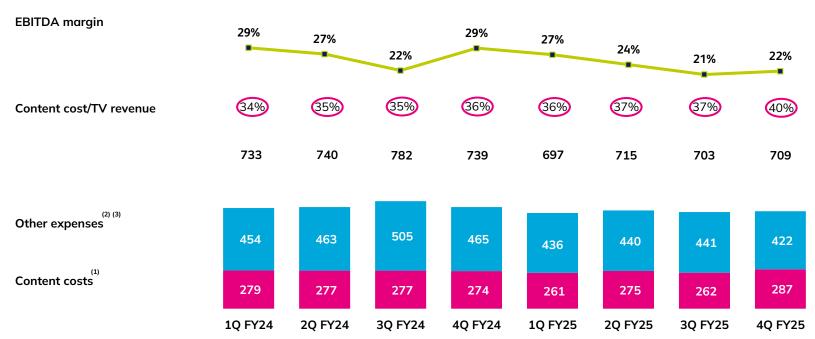
⁽²⁾ Share of radex is based on Astro and Mindshare's estimates (with Nielsen gross adex as base)

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

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

Focused on operational efficiencies

Total cost (RM mn)



NB

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

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

⁽³⁾ Results are being reported for Continuing Operations per MFRS 5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly

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

Disciplined capex spends

as % of revenue 5% 4% 138





Key capex investments in FY25 include:

FY24

Technology infrastructure across OTT & digital, TV and VOD

FY25

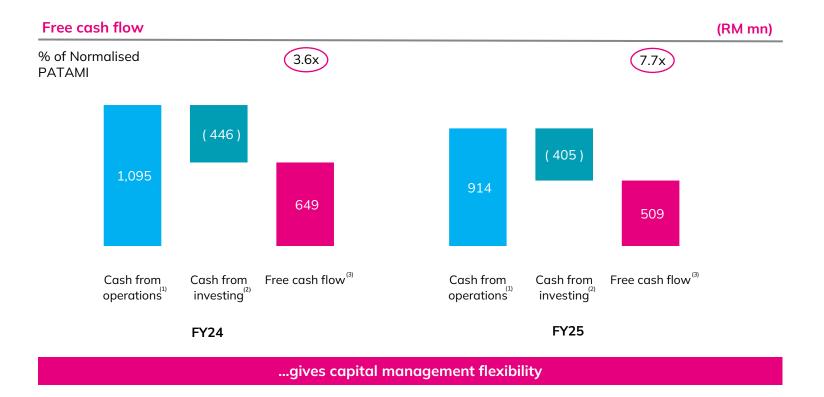
- Customer experience
- Product and service upgrading

- STBs/ODUs/CPEs are owned by Astro, and are capitalised
- STBs/ODUs/CPEs are conservatively amortised over 5 years; note that actual useful life is typically greater than 5 years
- Discretionary 36-month bullet payment vendor financing is available for Astro for STBs/ODUs/CPEs purchases
- As at end of 4Q FY25, vendor financing stood at RM385mn, of which RM106mn is current and RM279mn is non-current

NΒ

- (1) STBs refer to Astro Pay-TV's Set-top box and ODUs refer to Pay-TV's Outdoor Unit
- (2) CPEs refer to Astro Fibre's customer premises equipment
- (3) Results are being reported for Continuing Operations per MFRS 5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly
- (4) Numbers may not add up due to rounding differences

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
-) 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











Pa@Ma

keluarga

astro

ulagam



ER4

hitz

MY

raaga

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 class production services

TV

NJOI Prepaid

astro

- operator in SEA
- Serving 5.3mn households
- 65% penetration
- 9.1K enterprise customers
- 24% TV adex share

BROADBAND

- Largest Pay-TV Over 7mn home passed 14 through partnership with Telekom Malavsia
 - Speeds of up to 800Mbps
 - household WiFi 6 router as • standard and mesh. Astro Fibre app for full control of your in-home WiFi performance
 - Available to homes and enterprises as standalone or bundled for areater value

STREAMING

- streamina services integrated into our flaaship **U-Boxes**
- Strengthened sooka. now featuring 18K OD hours 75 and channels

DIGITAL

- Over **25** digital brands
- Gempak is the Malaysian No.1 digital entertainment brand
- AWANI is the No.1 news brand on social media
- 3% diaital 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
- 17.1mn radio weekly listeners (FM and online)
- 75% radex share

Transformation journey: FY25 Strategic priorities



Grow new customers

via better content offering and better value packs



Strengthen adjacent businesses

including sooka,
Addressable Advertising,
Astro Fibre and
Astro Studios



Reduce legacy costs

to remain competitive against global peers

Content: Winning Malaysian audiences across all platforms

Malaysia No.1 TV show in 2024



8.8 mn TV viewers 2.1 mn Peak ratings 1 bn TikTok views

Malaysia No.1 TV drama in 2024

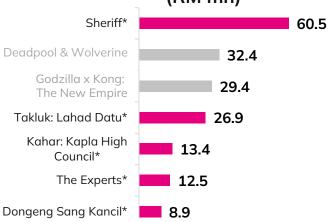


7.7 mn TV viewers 1.9 mn Peak ratings 2 bn TikTok views

Content: Astro movies surpass Hollywood blockbusters

FY 2025: A year of box office hits

Malaysia's Top 5 local films in 2024 (RM mn)



RM121mn GBO +10% in FY25

71% Local film market share

FY 2026: Strong film lineup













Content: Solid local pipeline to engage viewers

The best of live shows & signatures









The best of local series & Astro Originals

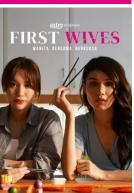












Content: Malaysia's Home of Sports – local & global







10.1mn 532K

Total TV viewers

Peak ratings for for Premier League Man Utd vs Liverpool match

9.2mn

Total TV viewers for MFL

465K

Peak ratings for Terengganu vs IDT Piala Malaysia match 11.1mn 259K

Total TV viewers for BWF

Peak ratings for Malaysian doubles final





















Serving Malaysians via 3 distinct 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 130 linear channels
- 107K OD videos
- 4K Ultra HD and HD
- Starting from under RM50
- Broadband bundle available



Freemium Streaming

For pure streamers and cord-nevers

- Free content tier with ads
- 18K OD hours and 75 channels
- Premium live sports and Astro's winning local content from RM13 per month
- On the big screen from RM27 per month



Freemium TV

For those who want a no-frills prepaid content service

- No home internet required (pure satellite service)
- 19 free TV channels
- 6 distinct prepaid packs from RM15 to RM45 per month

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

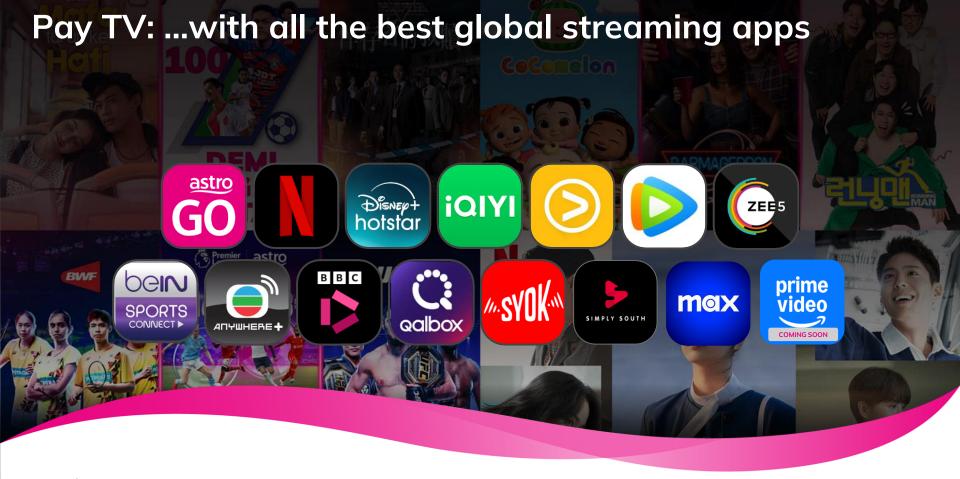
Witness every major league and live sports events, plus family entertainment



Epic Pack

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







sooka: MAU +12%, VIP paying base doubled in FY25





- Launched sooka TV stick, a plug & play streaming device powered by Android TV, that is 4K UHD and Dolby Atmos audio ready
- Provides instant access to sooka's content on any TV, enhancing versatility for users
- Retails at RM349 or free with a 12-month sooka Premium Plan bundle at RM499
- Available through online purchase







NJOI: Providing more value to customers



Broadband: Customers +7% in FY25





Adex: Astro's integrated ecosystem connects clients to consumers

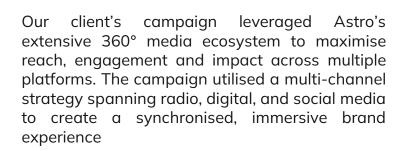
















Radio: Capturing 17.1mn Malaysians weekly



sinar raaga Gegar menny zavan coxuan







⁽¹⁾ Weekly audience measurement is based on GfK for FM and RadioActive for online

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

Landmark legal cases

In FY25, Astro collaborated with PDRM and MCMC to raid and shut down an illicit streaming server farm in KL. The suspects were criminally prosecuted within the same year. Separately, Malaysia courts awarded statutory damages to Astro for the first time, and heftier fines against ISD sellers and F&B operators who pirate content

More than RM1m total action value in FY25

Total action value from 14 Criminal and 17 Civil cases resulting in fines, settlements and prosecutions of ISD sellers and illegitimate subscription gains

Over 580k illegal links removed

580k illegal links have been taken down across digital platforms including 327 Telegram groups with a combined 12mn subscribers

Over 26k e-Commerce listing removed

Astro has removed 26.7k listings on various e-Commerce platforms selling ISD and apps



Pasangan kekasih disyaki dalang tiga aplikasi penstriman haram Astro ditahan

Satu sindiket yang disyaki menyediakan pakej siaran Astro mengggunakan ladang penstriman haram tumpas dengan penahanan sepasang kekasih berusia 53 dan 57 tahun menerusi beberapa serbuan berasingan di sekitar Lembah Klang, dua minggu lalu.

ESG: Committed to be Carbon Neutral by 2040



- Governance is an integral part our business, providing business confidence and assurance to our stakeholders while driving long-term value creation
- Corporate Our strona Governance framework is crucial in ensuring compliance with applicable laws and regulations while enabling effective risk management
- Beyond MCCG and MMLR, we also focus on cyber security and data privacy, tax integrity transparency, diversity and inclusion, as well as . workplace safety
- · A member of the United Global Compact Nation Malaysia and Brunei • (UNGCMYB), supporting call to shape a sustainable future
- · Constituent of FTSE4Good Bursa Malavsia Index since December 2013, latest ESG score puts us in the Top 1 % of media companies globally



Caring for our **Environment**



Voice for Good



Education for All



Community **Development**

- in Nov 2024 gathered over 1,300 participants support environmental causes and promote sustainable livina
 - Executing Climate Roadmap to quide our businesses decarbonising
 - Reduced Scope 1 and 2 GHG emissions by 2.5% in FY25
 - · Generated 1.6 million kWh of electricity from renewable resources in FY25 which is equivalent to 7.8% of total consumption at AABC
 - Solar energy harvested achieved carbon avoidance of 1.240 tCO2e (equivalent to planting 31,000 trees) in FY25
 - Latest decoders reduced in size and minimised usage of plastic packaging in Ultra Box and Astro Fibre router

- Astro's 2nd annual Rimba Kita run Aired over 12.000 hours of Providing Public Service Announcements (PSAs) in FY25 to amplify positive messages
 - · Launched the 'Forward Faster Louder' Programme with **UNGCMYB** increase accountability & transparency, guiding companies on where they can make the biggest impact by 2030
 - AWANI Green Action fostered a strategic partnership with UN Habitat, the United Nations human programme for settlements and sustainable urban development, and the World Economic Forum (WEF)

- over 10.000 educational On Demand assets in FY25
- Invested RM140mn in learning content since 2012
- Our 3 student hostels in Sabah and Sarawak save students over 170,000 hours p.a. in daily commute
- Support 5 additional hostels and 1 youth centre under partnership with Starfish Malaysia Foundation
- Awarded a total of 13 scholarships in FY25 for B40 tertiary students pursuing their degree in local private and public universities
- Partnered Teach for with (TFM) to support Malaysia educational equity and nurture students in driving positive social impact

- Astro Kem Badminton has trained 21.300 kids since 2012 in camps run by professional coaches to date
- Klinik Sepak Takraw League (STL) reached 2.000 kids in nationwide clinics in 5 different states in FY25
- Klinik Netball Super League (NSL) engaged with more than 600 students in the month-long series of 4 clinics in Feb 2025
- Donated over RM1mn emergency relief and humanitarian efforts
- Donated 300 care packs through the Assalamualaikum events for Ramadan 2025
- Team Astro emplovees contributed over 10.000 volunteer hours in FY25 through various engagements





Appendix

PAT reconciliation

(RM mn)	FY24	FY25
EBITDA	897	723
Margin %	27%	23%
Depreciation and amortisation ⁽¹⁾	(535)	(465)
EBIT	361	258
Margin %	11%	8%
Finance income	25	30
Finance cost	(323)	(108)
PBT	63	180
Tax expense	(22)	(53)
Tax rate %	35%	29%
PAT	41	128
PATAMI	42	129
Margin %	1%	4%
Normalised PATAMI ⁽²⁾	181	66
Margin %	5%	2%

NB

- 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) FY25: RM 63mn, FY24: (RM 99mn) due to mark-to-market of transponder lease liabilities and post-tax impact of VSS cost in 3Q FY24 of RM40mn
- (3) Results are being reported for Continuing Operations per MFRS 5. Go Shop ceased operations in October 2023. Comparative figures have been restated accordingly
- (4) Numbers may not add up due to rounding differences

Balance sheet overview

(RM mn)	FY24	FY25	(RM mn)	FY24	FY25
Non-current assets	4,200	3,992	Non-current liabilities	3,255	2,824
Property, plant and equipment and right-of-use assets	2,095	1,919	Borrowings	2,910	2,440
Other non-current assets	2,105	2,073	Other financial liabilities	258	279
Other non-current assets	2,105	2,073	Other non-current liabilities	87	106
Current assets	1,464	1,508	Current liabilities	1,258	1,402
Receivables and contract assets	541	583	Borrowings	290	508
Cash and bank balances ⁽¹⁾	771	825	Payables, contract & other financial liabilities	962	875
Other current assets	152	100	Other current liabilities	6	19
			Shareholders' equity	1,151	1,274
	5,664	5,500		5,664	5,500

Net debt / LTM EBITDA: 2.9x* (FY24: 2.7x)

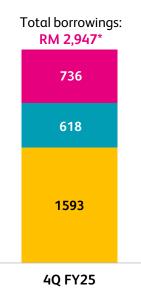
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¹⁾ Includes investment in unit trusts

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

⁽³⁾ LTM EBITDA is for Continuing Operations per MFRS 5. Comparative has been restated accordingly

Debt profile



*Includes accrued interest of RM12.0mn and net DIC of RM5.8m

As of 31 Jan 2025, total outstanding principal stood at RM735mn. The breakdown of the amount are as follows:

- SMBC-RM400mn 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 5.05% p.a. as of 31 January 2025, with quarterly interest payment. This is a principal amortisation facility with the first instalment commencing 24 months from the first drawdown. The full amount is fixed until the loan maturity at an all-in rate of 5.11% p.a.
- AMB-RM140mn 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 5.39% p.a. as of 31 January 2025, with quarterly interest payment. This is a principal amortization facility with the first instalment commencing 6 months from the first drawdown
- RHB-RM195mn 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. The remaining loan amount is fixed at an all-in rate of 4.28% p.a. with quarterly interest payment

Synthetic Foreign Currency Loan (SFCL)

RM term loan

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 5.19% p.a. Principal repayment is by 5 equal annual instalments starting on the 36th month from the first drawdown date

50% (RM306.4 million) of the SFCL floating interest rate was swapped into 3 years fixed rate. Post-swap, RM306mn of the term loan is fixed at an all-in rate of 5.48% p.a. and meanwhile, the balance RM306mn remained at a floating rate of 5.19% p.a. as of 31 January 2025 with quarterly interest payment

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 USD192.2mn
- Effective interest rate: 5.6% p.a. and 5.8% p.a. for M3B and M3D respectively



Thank you