





**Key Highlights**



**Operational &  
Performance Review**



**2018 Outlook**



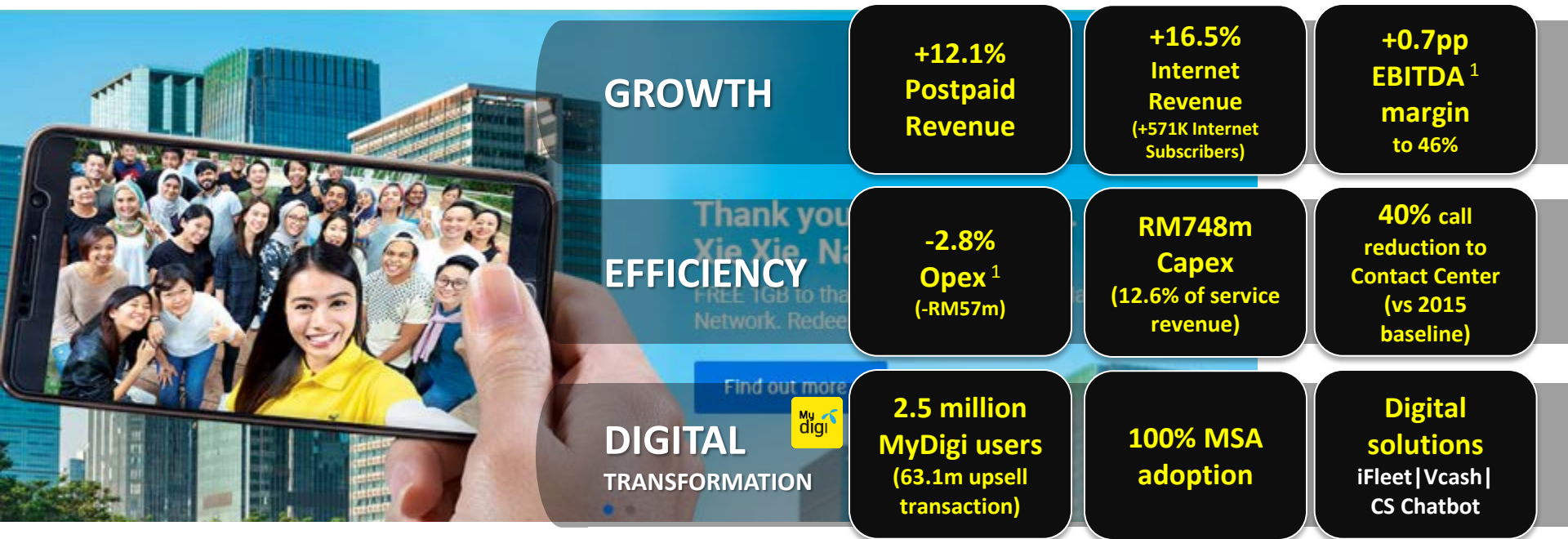
**Q&A**





# SOLID FOUNDATIONS IN 2017

## to enable future growth opportunities



<sup>1</sup> Exclude settlement costs and exit fee of RM6 million

# STRONGER SEQUENTIAL PERFORMANCE

supported by robust internet growth and monetisation



## FINANCIAL HIGHLIGHTS

+2.5% Q-Q  
Service Revenue

+1.5% Q-Q  
Prepaid Revenue

+4.1% Q-Q  
Postpaid Revenue

+0.6% Q-Q  
EBITDA <sup>1</sup>  
to RM731m

## OPERATIONAL HIGHLIGHTS

4G Plus Network  
87% 4G-LTE  
55% LTE-A

6,187K  
4G Subscribers

72.7%  
Smartphone Users

+121K  
Internet Subscribers  
to 8.7m

<sup>1</sup> Exclude settlement costs and exit fee of RM6 million

# NETWORK OPTIMISATION AND NATIONWIDE 4G UPGRADES to deliver consistent internet experience

## E2E NETWORK OPTIMIZATION



**>91%**

of the time on 4G for subs with LTE enabled devices

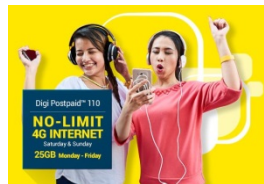
## MASSIVE 4G UPGRADES



**4,100**

sites with LTE upgrades in 4Q 2017

## SERVING A HIGHLY ACTIVE INTERNET SUBSCRIBER BASE

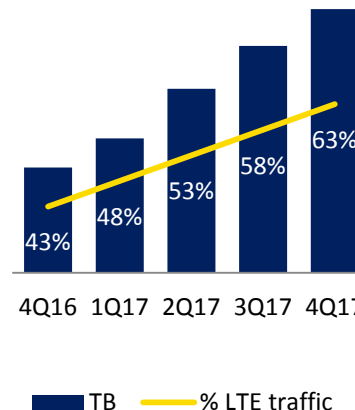


## CONSISTENT INTERNET EXPERIENCE

Consistent LTE speed **~10Mbps, 80%** of the time

## HIGHER DATA TRAFFIC

**16.2% Q-Q AND 149.8% Y-Y DATA TRAFFIC GROWTH**



# ROBUST GROWTH ON INTERNET REVENUE

on the back of increasing active internet subscribers and usage

## INCREASING ACTIVE INTERNET USERS



**73.7%**

of 11.7 million subscribers

## GROWING 4G SUBSCRIBERS



**74%**

4G subscribers among smartphone users

## HIGHLY ENGAGED USERS



**2.5 million**

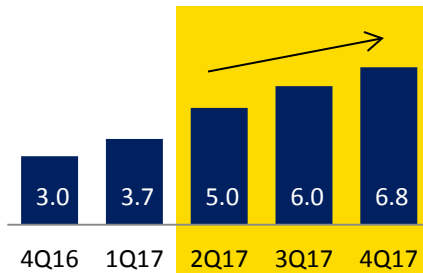
Monthly active MyDigi users



**20.7 million**

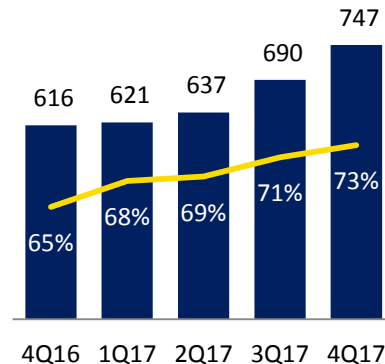
Upsell transactions in 4Q17

## HIGHER AVERAGE DATA PER USER (GB)



## STRONGER MONETISATION

**8.3% Q-Q AND 21.3% Y-Y**  
INTERNET REVENUE GROWTH



Internet Rev    SmartPh %

# DRIVING STRONGER INTERNET SUBSCRIPTIONS

## across prepaid and postpaid



### Prepaid

- Streamlined prepaid internet portfolio with stronger monetisation and recurring internet revenue
  - Super Tererrr RM38 or RM58 Internet + Call monthly plans
  - BiGBonus Internet plans and one time internet passes for daily, weekly and monthly
- Higher prepaid internet subscriptions

### Postpaid

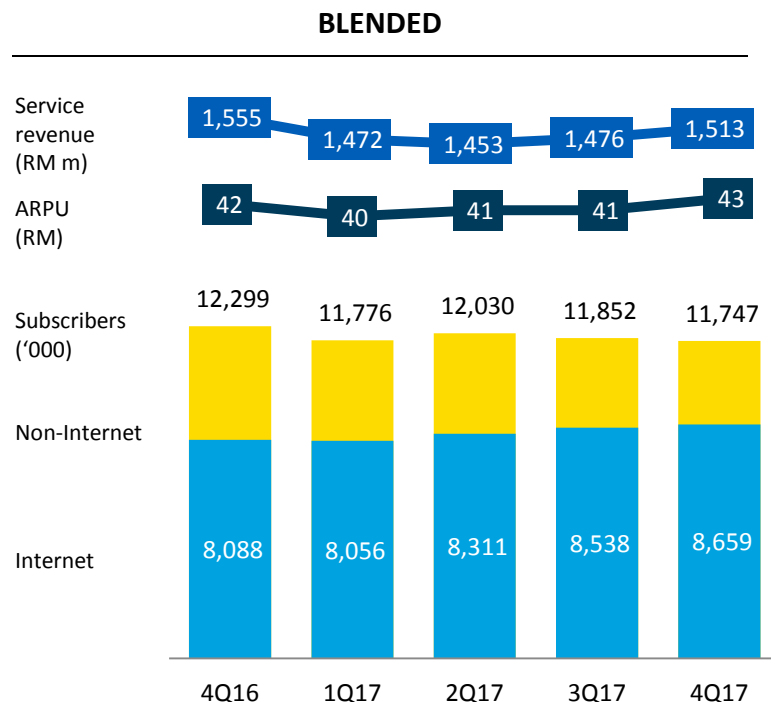
- Solid demand for innovative Digi Family Postpaid and Infinite plans value propositions
- Continued acquisition momentum with sharper internet focus and easy 4G entry plans
- Leveraged on higher demand for new device launches for postpaid device bundles re-contracting and acquisitions

### Others

- Tactical online campaigns to capitalize on 11.11 and 12.12 Cybersales and exclusive deals

## 2.5% HIGHER Q-Q SERVICE REVENUE

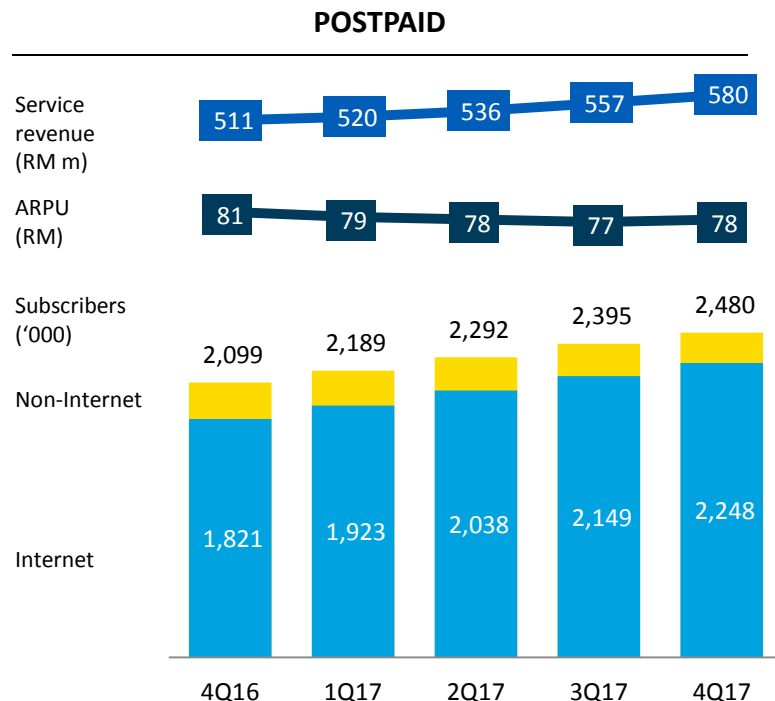
backed by continued postpaid growth and stronger prepaid revenue



- Sequential service revenue climbed 2.5% while Y-Y decline narrowed to 2.7%
  - Solid postpaid revenue growth coupled with stronger sequential prepaid revenue
  - Robust internet revenue growth of 8.3% Q-Q and 21.3% Y-Y to RM747 million
- Active internet subscribers climbed to 8.7 million or 73.7% while smartphone users surged to 72.7%
  - 4G subscribers rose another 453K to 6.2 million
  - Increasing active subscriber base and seasonally higher usage led to stronger ARPU of RM43 and stronger Q-Q service revenue
- FY2017 service revenue summed up to RM5.91 billion, a decline of 5.0% mainly due to
  - Lower revenues from prepaid legacy services while strategically gained momentum on stronger internet revenue growth and improved margins
- Internet revenue for year surged 16.5% to RM2.70 billion or 45.6% of service revenue



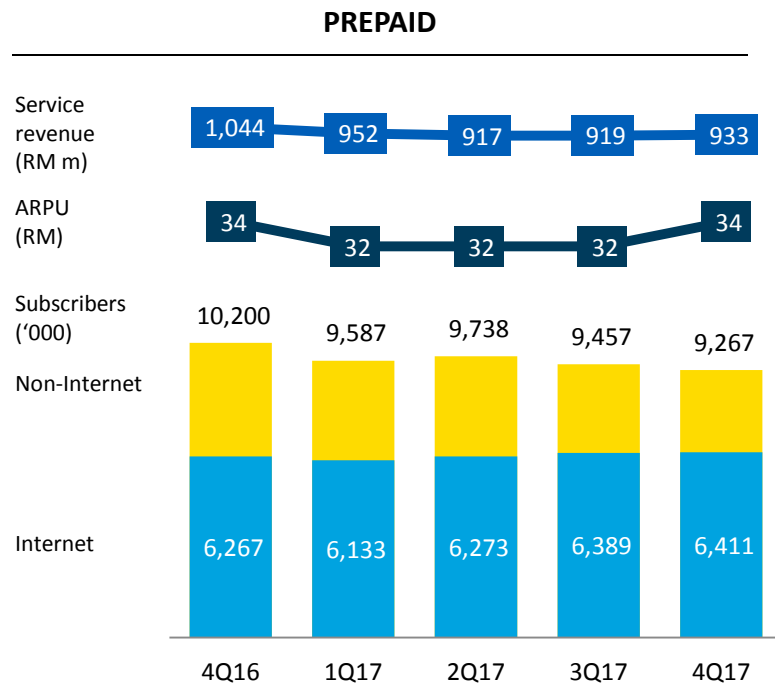
## SOLID POSTPAID GROWTH Q-Q AND Y-Y led by stronger postpaid subscribers



- Stronger network capabilities now enhanced with LTE 900Mhz continued to fuel solid postpaid acquisitions, internet usage and subscriptions
- Net adds of 85K to almost 2.5 million postpaid subscribers
  - Postpaid internet subscribers surged 4.6% Q-Q and 23.4% Y-Y to 2.2 million or 90.6%
- Postpaid revenue rose 4.1% Q-Q and 13.5% Y-Y to a record high of RM580 million with continued solid demand for Digi's affordable internet plans
  - Postpaid internet revenue increased 7.1% Q-Q and 29.7% Y-Y to RM349 million
- Postpaid ARPU stood resilient at RM78 over a larger postpaid subscriber base with continued solid demand for Digi's postpaid plans
- Solid postpaid revenue growth of 12.1% in FY2017 to RM2.19 billion with overall postpaid internet revenue increased 31.0% to 57.6% of postpaid revenue

# 1.5% Q-Q PREPAID REVENUE GROWTH

## anchored on solid prepaid internet revenue growth

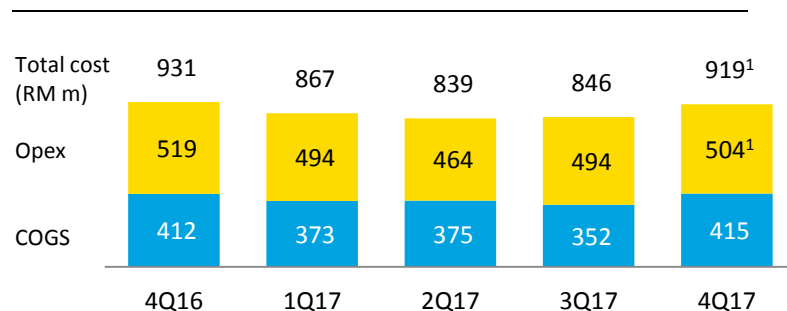


- Stronger demand for Digi's prepaid internet passes among the growing active prepaid internet subscribers of 6.4 million or 69.2%
  - Prepaid internet revenue surged 9.3% Q-Q and 14.7% Y-Y growth to RM398 million or 42.7% of prepaid revenue
- Consequentially, prepaid revenue rose 1.5% Q-Q despite continued moderation of legacy prepaid voice, IDD and messaging revenue Q-Q and Y-Y
- Prepaid ARPU improved RM34 mainly boosted by seasonally higher demand as well as stronger internet monetization from higher active subscriber base, albeit overall contraction of prepaid subscribers
- FY2017 prepaid revenue trimmed 12.9% to RM3.72 billion mainly due to significant decline in prepaid legacy revenues but compensated with 6.1% stronger prepaid internet revenue and improved prepaid profitability

# CONTINUED EFFICIENT COST MANAGEMENT

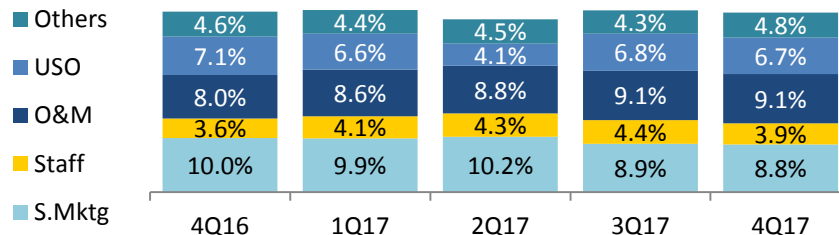
## with 2.9% Y-Y OPEX<sup>1</sup> reduction

### TOTAL COST (RM m)



### OPEX - % OF SERVICE REVENUE

Net opex <sup>2</sup>	33.2%	33.3%	31.7%	33.3%	33.0%
Opex	33.3%	33.6%	31.9%	33.5%	33.3%



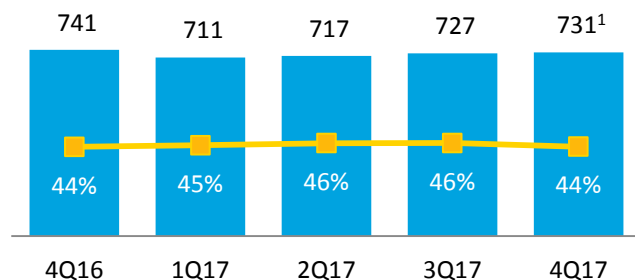
- Cost of goods sold (COGS) increased 17.9% Q-Q mainly due to higher year end device bundled sales as well as higher demand for new device launches
- On the back of stronger sequential service revenue and well-managed COGS, gross profit improved 1.0% Q-Q to RM1.23 billion
- COGS for the year improved 7.7% mainly due to
  - 18.9% lower traffic costs from reduction in volumes and costs from legacy prepaid services
- Opex<sup>1</sup> to service revenue improved slightly to 33.3% for the quarter
- FY2017 Opex<sup>1</sup> improved 2.8% or RM57 million, reflecting solid cost management and operational efficiency in delivering robust 4G Plus network expansion and supporting aggressive data traffic growth

<sup>1</sup> Exclude settlement costs and exit fee of RM6 million

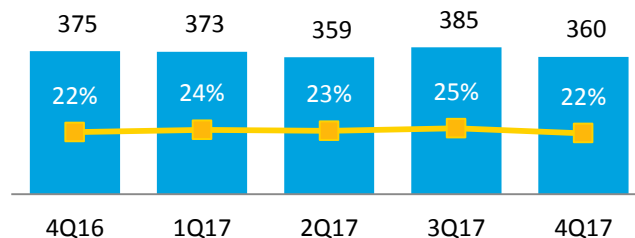
<sup>2</sup> Net opex = Opex + Forex/FV changes + Other income

## STEADY Q-Q EBITDA WITH HEALTHY MARGIN on the back of higher demand for device bundles

**EBITDA AND MARGIN** (RM m and %)



**PAT AND MARGIN** (RM m and %)



- EBITDA strengthened 0.6% Q-Q to RM731 million with margin of 44%, supported by stronger service revenue and efficient cost management
- FY2017 EBITDA margin strengthened to 46% margin while absolute EBITDA remained resilient at RM2.89 billion
- Profit before tax declined 6.1% Q-Q to RM480 million and profit after tax fell 6.5% Q-Q to RM360 million despite sequentially stronger EBITDA mainly due to
  - Higher Q-Q finance cost from FV loss on IRS of RM12 million (3Q17: FV gain of RM14 million)
  - One off restructuring cost of RM6 million
- PAT for the year leveled to RM1.48 billion after accounting for RM135 million higher depreciation cost from robust network and digital capabilities investments in addition to spectrum assets

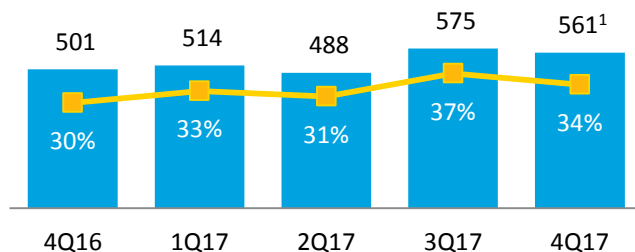
<sup>1</sup> Exclude settlement costs and exit fee of RM6 million



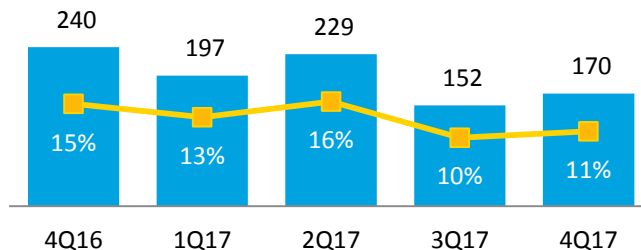
# HEALTHY OPS CASH FLOW

## backed by efficient capex management

**OPS CASH FLOW AND MARGIN** (RM m and %)



**CAPEX (EX-SPECTRUM) AND MARGIN**  
(RM m and % of service revenue)

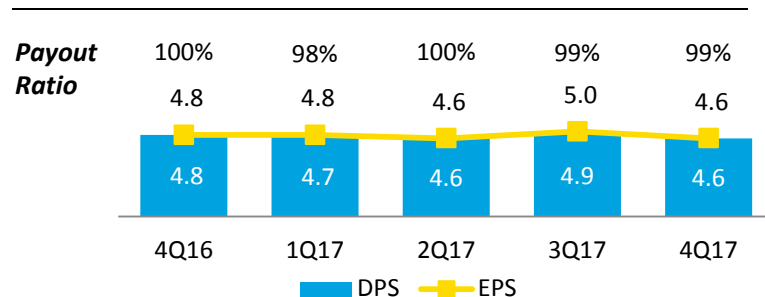


- Ops cashflow<sup>1</sup> remained healthy at RM561m or 34% margin, as a flow through from resilient EBITDA and supported by acceleration of network deployment in 1H 2017
- FY2017 Ops cashflow<sup>1</sup> sustained at RM2.14 billion or 34% margin (FY2016: RM2.18 billion or 34% margin)
- Digi invested RM170 million Capex in the final quarter of the year, as planned, with full year cumulative Capex at RM748 million or 12.6% of service revenue
- 4G LTE and LTE-A network coverage reached 87% and 55% of population backed by robust Fiber network nationwide
  - Continued deployment of LTE 900Mhz sites to strengthen indoor 4G network
  - Delivered capabilities to support growing data demand and Y-Y data traffic growth of 146%.
- Expansion of Fiber network to 8,000KM from 7,600KM, a year ago

<sup>1</sup> Exclude settlement costs and exit fee of RM6 million

# HEALTHY SHAREHOLDERS RETURN and strong balance sheet

## EPS AND DPS (sen)



## BALANCE SHEET (RM m)

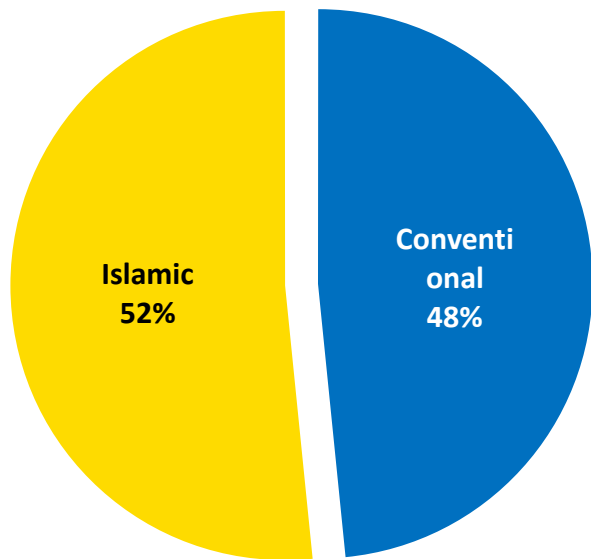
	4Q16	1Q17	2Q17	3Q17	4Q17
Total Assets	5,498	5,729	5,996	5,869	5,834
Total Equity	519	519	513	540	519
Interest-bearing debts	2,282	2,558	1,810	1,802	1,313
Islamic debts	0	0	899	899	1,391
Cash & cash equivalents	377	479	628	661	575

- Earnings per share (EPS) trimmed to 4.6 sen with cumulative EPS for the financial year at 19.0 sen (FY2016: 21.0 sen)
- The Board of Directors declared 4<sup>th</sup> interim dividend of 4.6 sen per share equivalent to RM358 million, payable to shareholders on 23 March 2018
  - Cumulative dividend for FY2017 amounted to 18.8 sen per share equivalent to RM1.46 billion
- Total assets marginally lower Q-Q while Y-Y increase mainly contributed by continued Capex investments
- Digi's net debt to EBITDA ratio remained healthy at 0.7 times while conventional debt over total asset trimmed to 22% after converting RM500 million of the outstanding debt to Islamic loans during the quarter
- Balance sheet continued to demonstrate solid financial capability and flexibility to fund immediate as well as future investments and operational commitments

# SOLID DEBT PROFILE

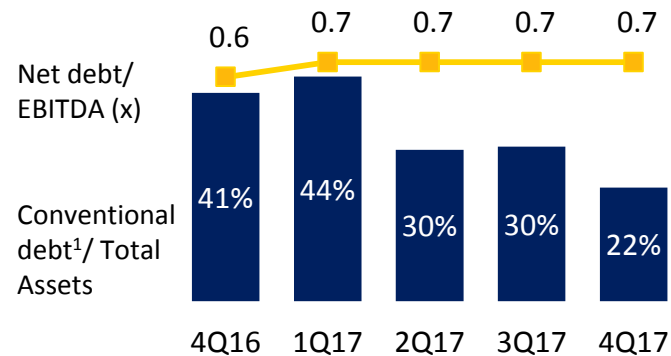
with conventional debt trimmed 22% of total assets

DEBT<sup>1</sup> PROFILE (RM m)



<sup>1</sup> Exclude finance lease

DEBT RATIOS



**4Q16 and 1Q17** Drawdown of existing loan facility for 900Mhz and 1800Mhz spectrum fees

**2Q17** Establishment of RM5 billion Islamic bond facilities (Sukuk) to enhance funding flexibility to support the business and growth opportunities (**Issued: RM900 million; Available Funds: RM4.1 billion**)

**4Q17** Conversion of RM500 million of existing conventional debt to Islamic facilities

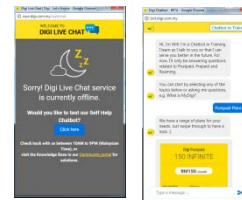
# DIGITIZING OUR CORE BUSINESSES and enabling digital solutions to drive growth opportunities



Utilizing MyDigi to move beyond self care by providing personalized in-app experiences to each subscriber



Using Mobile Sales App (MSA) to empower dealers with the ability to do business, anytime, anywhere and converting manual process to seamless digital experience



Enabling digital customer interactions with MyDigi LiveChat and Digi Chatbot support

## DIGITAL SOLUTIONS: CONNECTED VEHICLES

All-in-one fleet tracking solution for commercial vehicles which includes comprehensive data insights and actionable options to increase fleet's efficiency

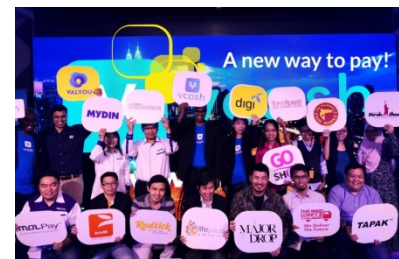
Won over 60 corporates in a short span (since June)

- Haulier operator / Grocery retailer / Vehicle leasing services

Evaluating entering private vehicles space in 2018



## FINTECH



Commercially launched vcash mobile payment app

Growing active users and merchant base



# UPDATES ON MFRS 15 AND NEW MTR

## application from 1 Jan 2018 onwards

### MFRS 15: REVENUE FROM CONTRACTS WITH CUSTOMERS

*...Sale of device bundles with discounts will affect the timing of revenue recognition, depending on the amount of discount, length of contract and whether the deferred payment is seen as an instalment plan or not*

*...Capitalisation of subscribers' acquisition cost (commission)*

### CHANGES TO MOBILE TERMINATION RATES (MTR)

Sen	2017 (current)	2018	2019	2020
Local	3.65	2.92	1.96	0.99
National	3.88	2.92	1.96	0.99
Sub-marine	15.73	2.92	1.96	0.99

- Effective 1 Jan 2018
  - Comparisons for 2017 will not be restated and all communication relating to the development will be based on old accounting principles
  - Financial statements for 2018 will be based on both old and new accounting principles
- 
- On 20 Dec 2017, MCMC issued Determination 1, 2017 of Mandatory Standard on Access Pricing
  - New MTR effective from 1 Jan 2018 onwards
  - Application of single rate across local/national/submarine termination traffic

**DELIVERED 2017 GUIDANCE****with improved EBITDA margin and strong foundations into 2018**

	<b>2017 Guidance</b>	<b>FY2017</b>
Service revenue growth	Low - mid single digit decline	-5.0%
EBITDA margin	Around 2016 level (45%)	46%
Capex to service revenue ratio	11% - 13%	12.6%

- Strategic shift and transition away from legacy IDD services to more sustainable internet revenue usage and monetisation
- Solid postpaid and internet revenue growth of 12.1% and 16.5%, respectively
- Gross profit stood relatively resilient at RM4.83 billion, at a lower decline of 2.6% compared to service revenue development
- 2.8% Opex improvement alongside with stronger EBITDA margin at 46%
- Capex to service revenue at 12.6% as planned and guided

# SHARPER FOCUS INTO 2018

anchored on connecting our customers to what matters most

## Deliver profitable growth

- Defend core telco revenue streams
- Digitize the core
- Grow new digital businesses and revenue streams

## Build future-ready talents and culture that inspires Everyday Innovation

- Attract, engage and retain Digital Front-Runners
- Accelerate existing platforms to inspire, equip and enable Digizens to embrace Innovation360 culture



## Focus on cash flow improvement and drive lowest production cost

- Open, agile and intelligent network and IT ecosystems
- New network and IT operating models focused on common/shared platforms
- Improve spectrum utilization and cost efficiency

## Position Digi as an exemplary corporate citizen

- Continue strengthening integrity, governance and compliance
- Proactively influence business environment to secure positive outcomes
- Reduce inequalities through our presence and services

# DELIVERING SUSTAINABLE GROWTH OPPORTUNITIES

with efficient operations and digital transformation

## 2018 PRIORITIES & GUIDANCE

- Drive sustainable growth from core telco revenue streams and performance resilience
- Continue to deliver on cost agenda with sustainable and efficient cost structure
- Continue the transformation journey to digitize core business
- Build and grow new digital revenue stream



	2018 Guidance <sup>1</sup>
Service revenue growth	Flat - low single digit decline
EBITDA	Around 2017 level
Capex to service revenue ratio	10% - 12%

<sup>1</sup> FY 2018 Guidance based on old accounting principles

## Key Growth Focus

1

**Accelerate Consumer Postpaid and Enterprise revenue growth**

2

**Grow Malaysian subscriber base** across Prepaid and Postpaid

3

**Grow data adoption and usage among Migrant segment**

4

**Monetize data and grow Mobile Internet revenue**



# Q&A

## DIGI BORDERLESS EXPERIENCE

ROAMING FREEDOM™

### Borderless roaming in 10 countries

Sign up for Digi Postpaid to enjoy 5GB + 60 mins  
in these countries:

Australia | Philippines | China | Hong Kong | Taiwan |  
Singapore | Myanmar | Indonesia | Brunei | Thailand



## Disclaimer

This presentation and the following discussion may contain forward looking statements by Digi.Com Berhad (Digi) related to financial trends for future periods. Some of the statements contained in this presentation or arising from this discussion which are not of historical facts are statements of future expectations with respect to financial conditions, results of operations and businesses, and related plans and objectives. Such forward looking statements are based on Digi's current views and assumptions including, but not limited to, prevailing economic and market conditions and currently available information. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not and, should not be construed, as a representation as to future performance or achievements of Digi. In particular, such statements should not be regarded as a forecast or projection of future performance of Digi. It should be noted that the actual performance or achievements of Digi may vary significantly from such statements.



# THANK YOU

See you next quarter!



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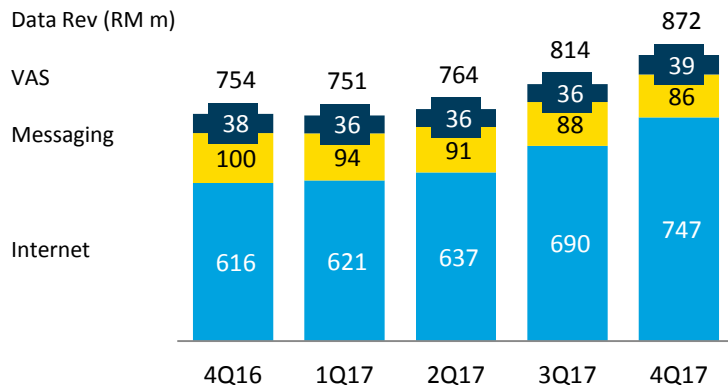
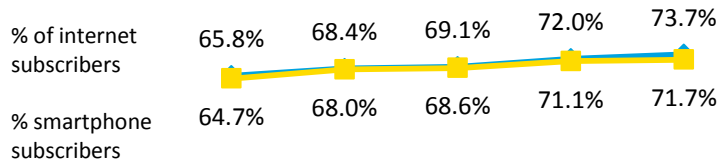


# Appendix

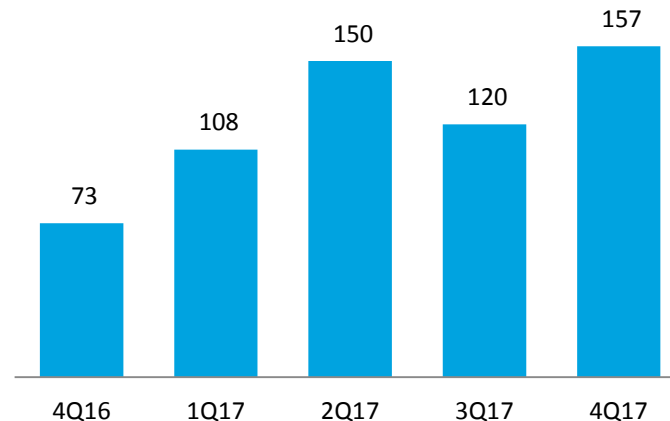
# 21.3% Y-Y INTERNET REVENUE GROWTH

backed by stronger active internet users and monetisation

DATA REVENUE AND PENETRATION



NO. OF DEVICES SOLD



## REPORTED KEY PERFORMANCE INDICATORS

(RM m)	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	Q-Q	Y-Y
Subscribers ('000)	11,747	11,852	12,030	11,776	12,299	12,249	12,347	12,336	12,125	-0.9%	-4.5%
Internet subscribers ('000)	8,659	8,538	8,311	8,056	8,088	7,961	7,965	7,917	7,502	1.4%	7.1%
MOU	177	175	176	173	179	182	203	217	221	1.1%	-1.1%
Revenue	1,645	1,570	1,552	1,574	1,670	1,619	1,655	1,653	1,725	4.8%	-1.5%
Mobile serv. revenue	1,513	1,476	1,453	1,472	1,555	1,554	1,557	1,560	1,587	2.5%	-2.7%
EBITDA	725	727	717	711	741	775	735	704	701	-0.3%	-2.2%
<i>EBITDA margin</i>	44%	46%	46%	45%	44%	48%	44%	43%	41%	-2.2pp	-0.3pp
Depreciation	(210)	(206)	(194)	(176)	(178)	(174)	(143)	(156)	(169)	1.9%	18.0%
EBIT	515	521	523	535	563	601	592	548	532	-1.2%	-8.5%
Net finance (costs)/income	(35)	(10)	(40)	(25)	(19)	(16)	(16)	(14)	(13)	250.0%	84.2%
Profit Before Tax	480	511	483	510	544	585	576	534	519	-6.1%	-11.8%
Taxation	120	126	124	137	169	147	155	135	137	-4.8%	-29.0%
Profit After Tax	360	385	359	373	375	438	421	399	382	-6.5%	-4.0%
EPS (sen)	4.6	5.0	4.6	4.8	4.8	5.6	5.4	5.1	4.9	-8.0%	-4.2%
Prepaid ARPU (RM)	34	32	32	32	34	34	34	35	38	4.9%	-1.2%
Postpaid ARPU (RM)	78	77	78	79	81	80	82	80	80	0.8%	-4.2%
Blended ARPU (RM)	43	41	41	40	42	41	42	42	44	4.3%	1.8%

## REVENUE COMPOSITION

(RM m)	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	Q-Q	Y-Y
<b>REVENUE</b>	<b>1,645</b>	<b>1,570</b>	<b>1,552</b>	<b>1,574</b>	<b>1,670</b>	<b>1,619</b>	<b>1,655</b>	<b>1,653</b>	<b>1,725</b>	4.8%	-1.5%
<b>Mobile serv. revenue</b>	<b>1,513</b>	<b>1,476</b>	<b>1,453</b>	<b>1,472</b>	<b>1,555</b>	<b>1,554</b>	<b>1,557</b>	<b>1,560</b>	<b>1,587</b>	2.5%	-2.7%
<b>Voice revenue</b>	<b>641</b>	<b>662</b>	<b>689</b>	<b>721</b>	<b>801</b>	<b>819</b>	<b>849</b>	<b>866</b>	<b>891</b>	-3.2%	-20.0%
<b>Data revenue</b>	<b>872</b>	<b>814</b>	<b>764</b>	<b>751</b>	<b>754</b>	<b>735</b>	<b>708</b>	<b>694</b>	<b>696</b>	7.1%	15.6%
Internet	747	690	637	621	616	597	562	539	535	8.3%	21.3%
Messaging	86	88	91	94	100	104	110	117	119	-2.3%	-14.0%
VAS	39	36	36	36	38	34	36	38	42	8.3%	2.6%
<b>Device and other revenue</b>	<b>132</b>	<b>94</b>	<b>99</b>	<b>102</b>	<b>115</b>	<b>65</b>	<b>98</b>	<b>93</b>	<b>138</b>	40.4%	14.8%
<b>Prepaid Revenue</b>	<b>933</b>	<b>919</b>	<b>917</b>	<b>952</b>	<b>1,044</b>	<b>1,065</b>	<b>1,065</b>	<b>1,096</b>	<b>1,137</b>	1.6%	-10.6%
Voice revenue	464	485	511	541	613	631	655	680	708	-4.3%	-24.3%
Data revenue	470	434	406	411	431	434	410	416	429	8.3%	9.0%
<b>Postpaid Revenue</b>	<b>580</b>	<b>557</b>	<b>536</b>	<b>520</b>	<b>511</b>	<b>489</b>	<b>492</b>	<b>464</b>	<b>450</b>	4.1%	13.5%
Voice revenue	177	177	178	180	188	188	194	186	183	0.0%	-5.9%
Data revenue	403	380	358	340	323	301	298	278	267	6.1%	24.8%



## COGS AND OPEX

(RM m)	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	Q-Q	Y-Y
<b>COGS</b>	<b>415</b>	<b>352</b>	<b>375</b>	<b>373</b>	<b>412</b>	<b>345</b>	<b>403</b>	<b>481</b>	<b>537</b>	<b>17.9%</b>	<b>0.7%</b>
Cost of materials	155	100	120	116	113	72	91	103	156	55.0%	37.2%
Traffic charges	260	252	255	257	299	273	312	378	381	3.2%	-13.0%
<b>OPEX</b>	<b>504</b>	<b>494</b>	<b>464</b>	<b>494</b>	<b>519</b>	<b>503</b>	<b>509</b>	<b>482</b>	<b>490</b>	<b>2.0%</b>	<b>-2.9%</b>
Sales & marketing	133	131	149	145	156	137	134	144	157	1.5%	-14.7%
Staff costs	58	65	63	61	56	64	72	64	63	-10.8%	3.6%
Operations & maintenance	138	134	128	127	125	122	124	96	96	3.0%	10.4%
Other expenses	175	164	124	161	182	180	179	178	174	6.7%	-3.8%
<i>USP fund and license fees</i>	<i>102</i>	<i>101</i>	<i>59</i>	<i>97</i>	<i>111</i>	<i>120</i>	<i>116</i>	<i>116</i>	<i>112</i>	<i>1.0%</i>	<i>-8.1%</i>
<i>Credit loss allowances</i>	<i>16</i>	<i>10</i>	<i>9</i>	<i>10</i>	<i>12</i>	<i>12</i>	<i>13</i>	<i>14</i>	<i>14</i>	<i>60.0%</i>	<i>33.3%</i>
<i>Others</i>	<i>57</i>	<i>53</i>	<i>56</i>	<i>54</i>	<i>59</i>	<i>48</i>	<i>50</i>	<i>48</i>	<i>48</i>	<i>7.5%</i>	<i>-3.4%</i>
<b>TOTAL</b>	<b>919</b>	<b>846</b>	<b>839</b>	<b>867</b>	<b>931</b>	<b>848</b>	<b>912</b>	<b>963</b>	<b>1,027</b>	<b>8.6%</b>	<b>-1.3%</b>

## CASH FLOW STATEMENT

(RM m)	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	Q-Q	Y-Y
<b>Cash at start</b>	<b>661</b>	<b>628</b>	<b>479</b>	<b>377</b>	<b>331</b>	<b>366</b>	<b>503</b>	<b>234</b>	<b>306</b>	<b>5.3%</b>	<b>99.7%</b>
Cash flow from operations	522	625	664	518	524	738	728	546	535		
Changes in working capital	(67)	514	(73)	(127)	(634)	(190)	(103)	(77)	72		
Cash flow used in investing activities	(163)	(743)	(224)	(190)	(232)	(199)	(162)	(168)	(280)		
Cash flow used in financing activities	(378)	(363)	(218)	(98)	387	(384)	(599)	(31)	(396)		
Net change in cash	(86)	33	149	103	45	(35)	(136)	270	(69)		
Effect of exchange rate changes on cash and cash equivalents	-	-	-	(1)	1	0	(1)	(1)	(3)		
<b>Cash at end</b>	<b>575</b>	<b>661</b>	<b>628</b>	<b>479</b>	<b>377</b>	<b>331</b>	<b>366</b>	<b>503</b>	<b>234</b>	<b>-13.0%</b>	<b>52.5%</b>
Capex (ex-spectrum)	170	152	229	197	240	202	167	171	288	11.8%	-29.2%
Ops cash flow (EBITDA – Capex)	561	575	488	514	501	573	568	533	413	-1.9%	12.6%
<i>Ops cash flow margin</i>	<i>34%</i>	<i>37%</i>	<i>31%</i>	<i>33%</i>	<i>30%</i>	<i>35%</i>	<i>34%</i>	<i>32%</i>	<i>24%</i>	<i>-2.5pp</i>	<i>4.1pp</i>

## EBITDA RECONCILIATION

(RM m)	1Q17	2Q17	3Q17	4Q17	FY2016	FY2017
<b>EBITDA</b> <b>(Local definition)</b>	<b>711</b>	<b>717</b>	<b>727</b>	<b>725</b>	<b>2,955</b>	<b>2,880</b>
Exclude:						
Forex (gain)/loss	2	0	2	0	7	4
Settlement costs and exit fee	0	0	0	6	0	6
<b>EBITDA</b> <b>(Telenor definition)</b>	<b>713</b>	<b>717</b>	<b>729</b>	<b>731</b>	<b>2,962</b>	<b>2,890</b>