

Digi.Com Berhad

Registration No. 199701009694 (425190-X)



25th Annual General Meeting

Friday, 13 May 2022 | 10:00AM

Stronger Together

Solid Financials

Sustainable Future





Empowering Societies

Connecting You To What Matters Most

Movement of Digi's share price against Bursa Malaysia's KLCI & peers

Indexed to 100

3/1/21

7 Apr'21: Announced proposed merger with Celcom Axiata Berhad

Mar'22 onwards: 5G uncertainties

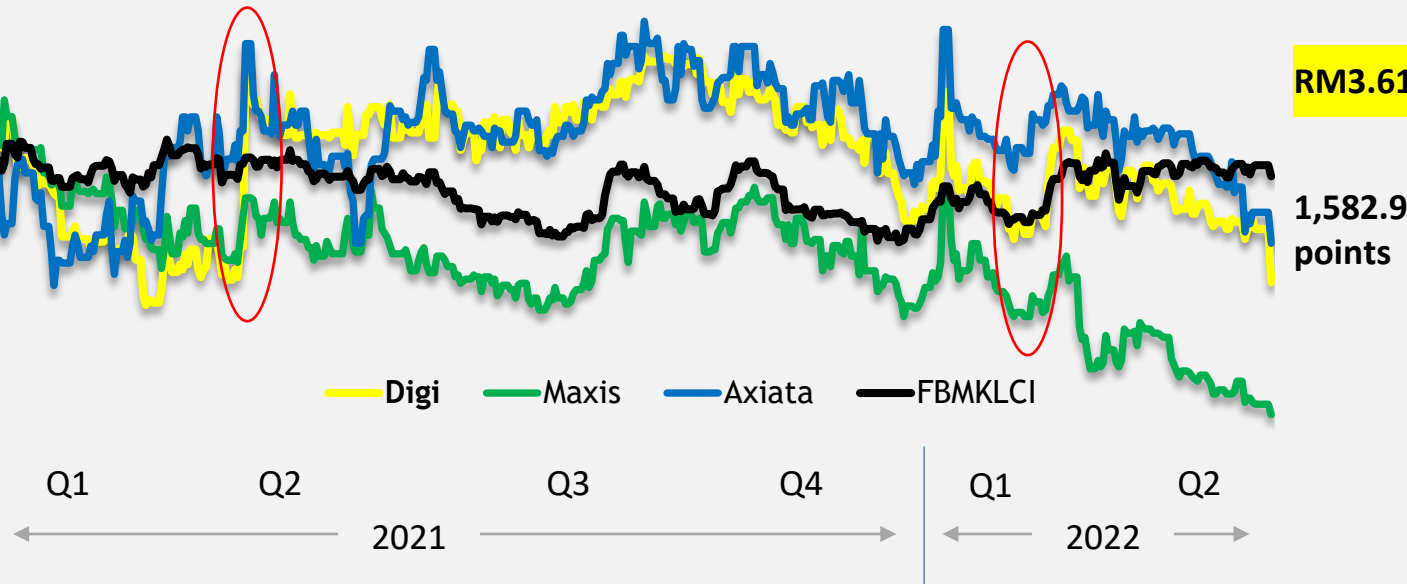
5/5/22

RM4.14

RM3.61

1,627.2 points

1,582.9 points



Share price +5.3% Y-Y growth in 2021 driven by merger news

Decline in 1Q22 due to sector uncertainty and low growth

Lowest: RM3.52, Highest: RM4.50

#16

Listed on KLCI

RM29.7b

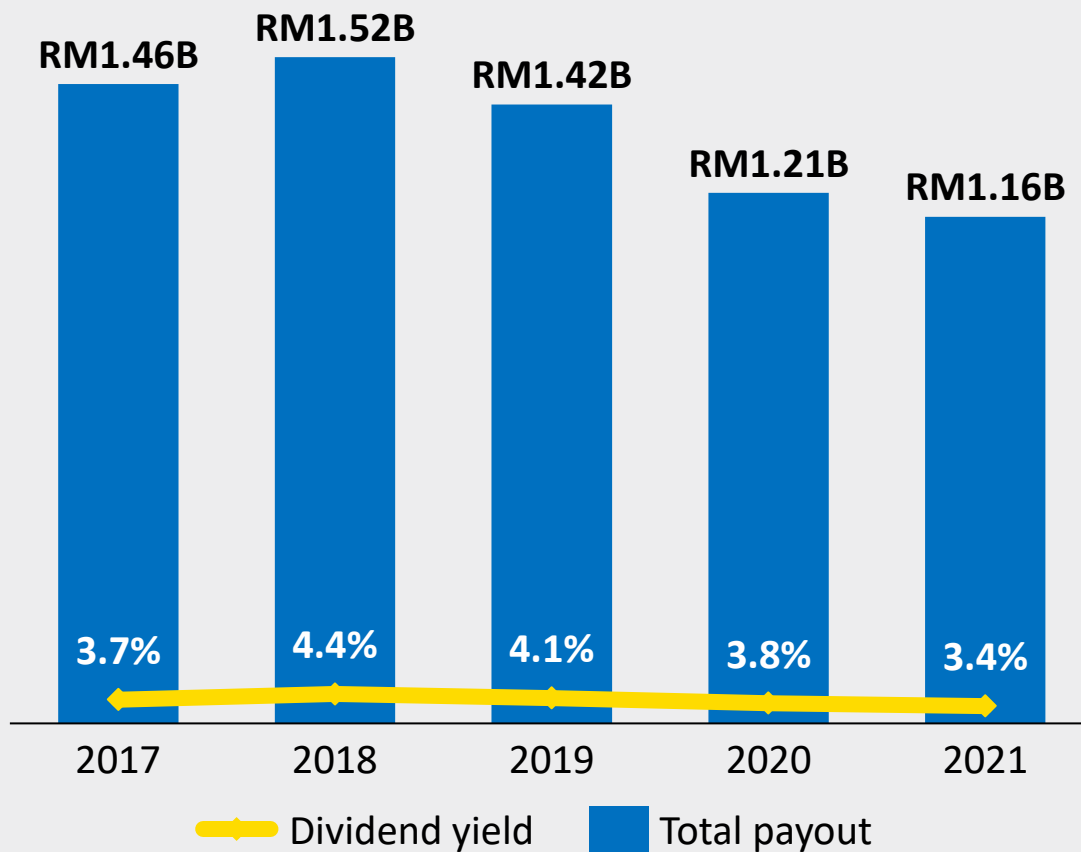
Market Cap

24.8x

P/E Ratio

10.7x

EV/EBITDA Ratio

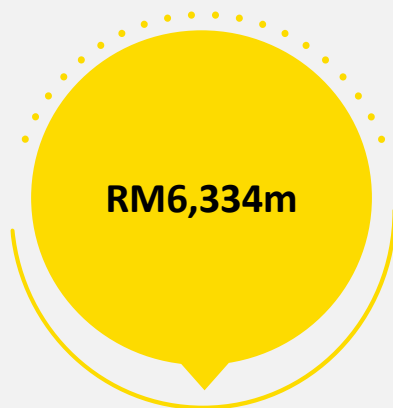
**3.88%**

Average 5-year dividend yield

**RM6.77 bil**Cumulative 5-year dividends
For shareholders**Near 100%**

Dividend payout ratio

FY2021 REVIEW – STEADY FINANCIAL RESULTS WITHIN GUIDANCE



TOTAL REVENUE

+3.0% Y-Y

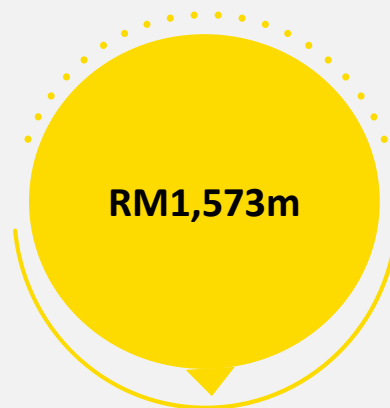
Revenue growth from core segment alongside stronger handset sales to support postpaid growth



SERVICE REVENUE

-1.6% Y-Y

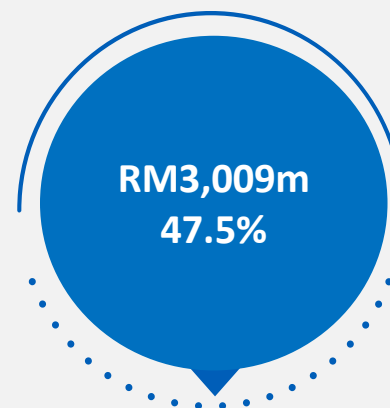
Solid momentum in Postpaid, B2B & Fibre and Malaysian Prepaid offset by exit from low end Migrant Prepaid segment



OPEX

+2.5% Y-Y

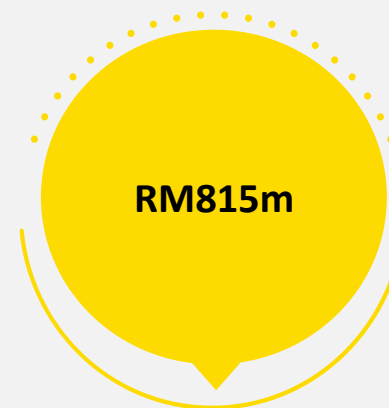
Modest increase due to 4G network coverage expansion, site upgrade work and higher NW traffic



EBITDA

-2.3% Y-Y

Resilient margins in a competitive market and challenging economy recovering from Covid



CAPEX

+5.3% Y-Y

Disciplined capital allocation process to prioritising investments supporting national digitalisation plan

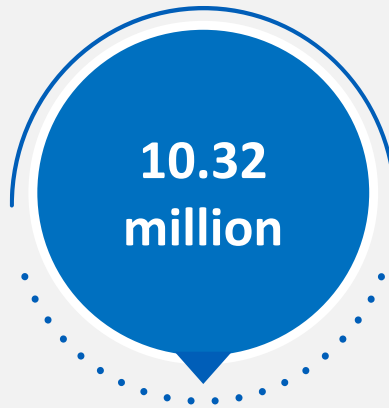
FY2021 OPERATIONAL HIGHLIGHTS – POSITIVE UNDERLYING TRENDS



BLENDED ARPU

+0.5% Y-Y

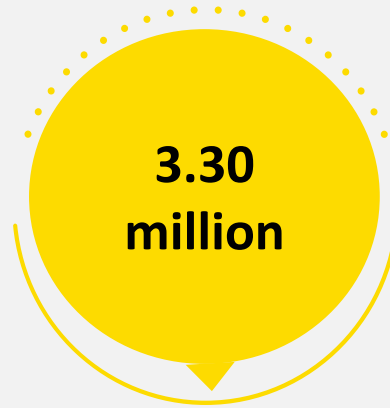
Quality improvement of the Prepaid base and growing fibre subscribers



TOTAL SUBSCRIBERS

-123k Y-Y

Grew active Malaysian base reducing reliance on low-quality subs



POSTPAID SUBS

+253K Y-Y

Targeted acquisition and contracting efforts



BUSINESS SUBS

+9.8% Y-Y

Stronger digitalisation bundles and higher take-ups for fibre-to-the-office (FTTO) packages



GB/SUBSCRIBER

+6.6% Y-Y

Acceleration of mobile internet adoption



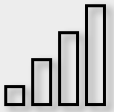
#1

Download speed*
(42.2 Mbps)



94.0%

4G LTE network coverage



100%

3G shutdown



100%

JENDELA Phase 1 targets





Climate Data Integrity Exercise

Strengthened controls on environmental data collection and reporting

+13.7% Y-Y

Improvements in carbon intensity per data usage (tCO²e)

> 4,000 sites

Equipped with *Site Battery Autonomy Prediction Tool* to reduce downtime

High standard ESG reporting

Certificate of excellence for Best Materiality and ESG Reporting in SEA 2021



100%
vaccinated
All retail frontliners



**Bloomberg
Gender
Equality
Index 2021/22**

Recognition in gender reporting and advancing women's equality



45%
Female in leadership positions



52.6 hours
Annual average learning hours per employee



**100%
Completion**
Mandatory health and safety courses

2022 GUIDANCE



**Service
Revenue**

Return to growth



**Normalised
EBITDA**

**Around FY2021 level
(RM3,009million)**



**Capex-total
revenue**

**Around FY2021 level
(12.8%)**

First Quarter FY2022

**RM 1,308 million
(-2.2% Y-Y)**

**RM741 million
(+0.4% Y-Y)**

**5.7%
(RM86 million)**





Proposed Merger with Celcom Axiata

Proceeding as planned

Full completion of the transaction expected
within the second half of 2022



Discussion on single wholesale network model

Committed to realising **national ambition**

Constructive dialogues



NOTE OF APPRECIATION



To our **Heroes** on the frontlines,
Thank you for your dedication in serving
our customers and the nation.

To our **Customers, Business Partners,
Investors and the Community,**
Thank you for your continued support.

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.