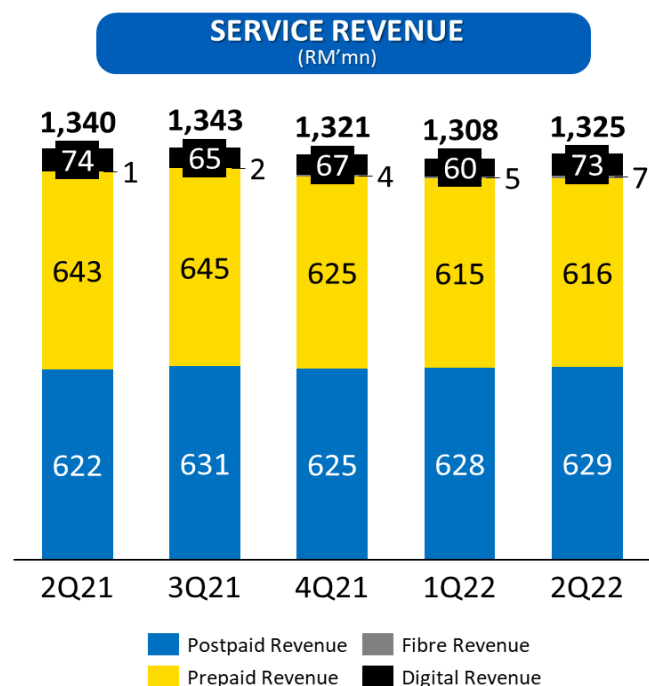


## SEQUENTIAL SERVICE REVENUE GROWTH AND HEALTHY MARGINS, CONTINUED INVESTMENTS IN LEADING NETWORK POSITION

- Service revenue grew 1.3% Q-Q to RM1,325 million, reflecting underlying positive trend in all segments
- Postpaid subscriber grew for seventh consecutive quarter and Prepaid subscriber base back to growth reflecting strong Digi value proposition
- Continued strong demand for B2B solutions and consumer fibre, contributing increasingly to growth agenda and capitalising on strong Digi brand
- EBITDA (boi) of RM742 million stable Q-Q and Y-Y at healthy 48.2% margin thanks to continuous modernisation and digitalisation to future-proof customer touchpoints and organisational processes
- Continued investments in reliable, high-speed connections for businesses to sustain leading network position, whilst supporting JENDELA
- Investment in next generation digital platform to support advanced digital customer journeys and modernisation well underway
- Second interim dividend of 2.8 sen per share, equivalent to RM218 million of dividend pay-out

### 2Q 2022 FINANCIAL SUMMARY



#### Quarter-on-Quarter (Q-Q)

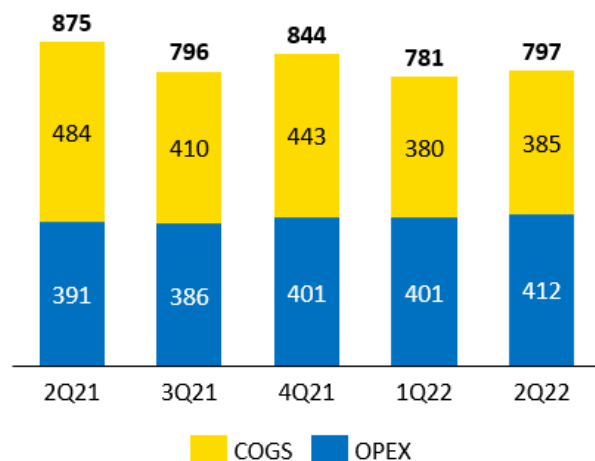
- Service revenue improved 1.3% supported by growth in all segments
- Postpaid revenue up 0.2% on healthy demands for smart bundles, B2B and broadband
- Prepaid recovered 0.2% for the first time after 3 quarters supported by resilience in Malaysian segment, stabilisation of Migrant segment and higher data demands
- Fibre and digital revenue up 40.0% and 21.7%, respectively, fuelled by high demand for faster connectivity and gaming activities through trusted Digi brand
- Device revenue at healthy level of RM214 million to drive sustainable postpaid growth

#### Year-on-Year (Y-Y)

- Service revenue down -1.1% Y-Y as steady postpaid, B2B and fibre growth from quality acquisitions and attractive bundles unable to offset weaker Prepaid in 2021
- Postpaid growth of 1.1% supported by +183K in mobile subscriber base while fibre base up 17k Y-Y more than offsetting lower ARPU
- Prepaid revenue down -4.2% as improvements in Malaysian segment unable to offset conscious exit of low-end rotational migrant segment which has fully completed

**COGS & OPEX**

(RM'mn)



**Quarter-on-Quarter (Q-Q)**

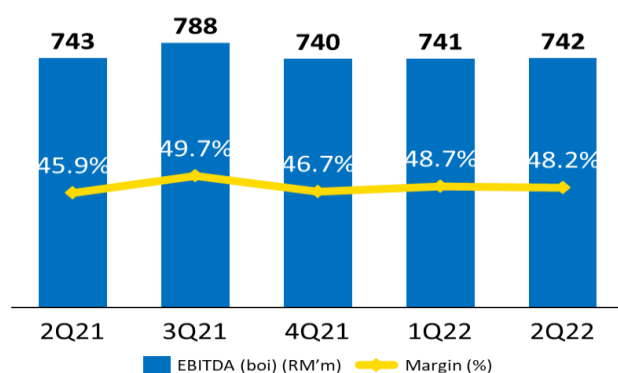
- COGS increased marginally by 1.3% driven by high Q-Q growth in high-speed fibre connectivity and broad range of digital services
- Underlying OPEX up 2.7% on continued efforts to digitalise customer journeys, effects from higher traffic, network expansion and merger related costs, partly offset by continuous modernisation initiatives
- OPEX to service revenue remained healthy at 31.1%, up marginally from 30.7% last quarter on improved efficiencies

**Year-on-Year (Y-Y)**

- COGS reduced -20.5% Y-Y on lower traffic and material costs
- Shift in revenue mix and improved operating model for digital business led to strengthening Gross Profit Margin from 70.1% to 75.0%
- OPEX up 5.4% on underlying inflation effects, investments in expanding leading network, IT cloud and security solutions as well as merger related costs

**EBITDA BEFORE OTHER ITEMS**

(RM'mn)



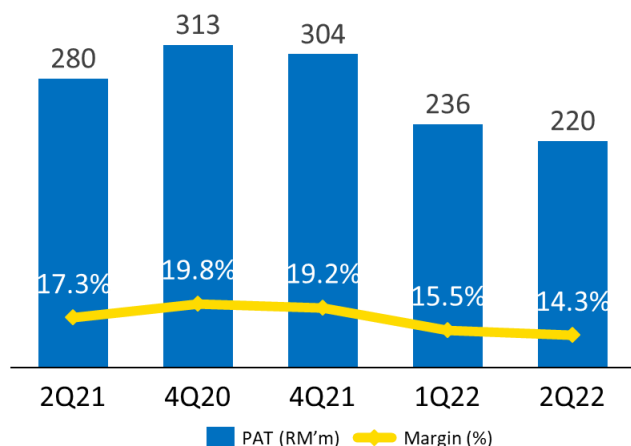
**Quarter-on-Quarter (Q-Q)**

- EBITDA up marginally 0.1% on topline growth, disciplined handset subsidies and efficient cost containment

**Year-on-Year (Y-Y)**

- Stable EBITDA Y-Y down marginally by -RM1 million as flow through from softer topline and increased Opex from modernisation and digitalisation initiatives offset by higher Gross Profit
- EBITDA margin strengthened by 2.3% percentage points underscored by our disciplined OE approach

**PROFIT AFTER TAX**  
(RM'mn)



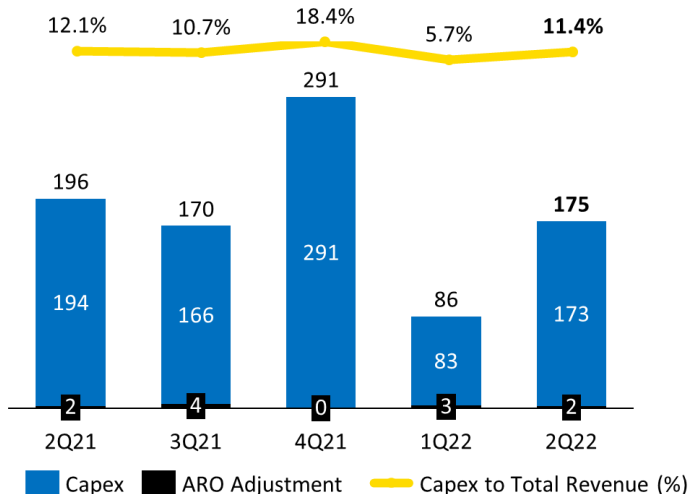
**Quarter-on-Quarter (Q-Q)**

- PAT down -6.8% on higher net finance costs from non-cash hedge accounting and deferred tax effects
- Taxation rose from RM138 million in the preceding quarter to RM142 million due to deferred tax effects

**Year-on-Year (Y-Y)**

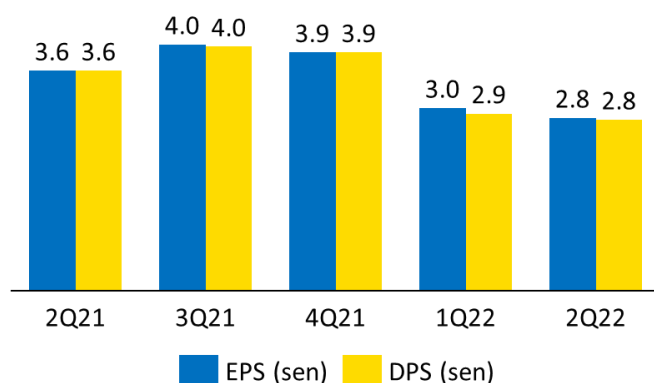
- PAT down -21.4%, or -RM60 million following higher net finance costs and higher tax provision due to Cukai Makmur
- PAT margin still at a healthy 14.3%

**CAPEX**  
(RM'mn)



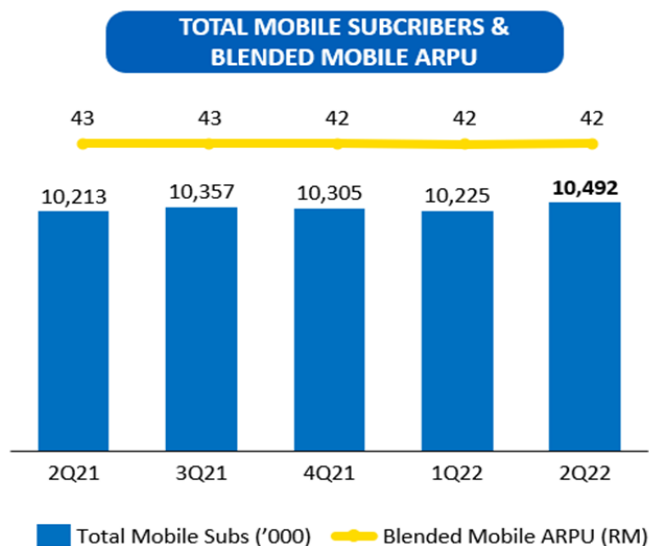
- High investment activity to support network expansion, upgrade of IT security and customer-facing platforms as well as modernisation
- Capex amounts Q-Q vary according to stages and completion of main projects
- Deep culture for operational performance and focused investment program over time led to sustainable healthy Operating Cash Flow (OCF) margin of around 35%

### SHAREHOLDER RETURN



- 2Q2022 earnings per share (EPS) of 2.8 sen, down -2 sen Q-Q and -8sen Y-Y
- Board of Directors declared second interim dividend of 2.8 sen per share, equivalent to RM218 million of dividend pay-out
- Attractive dividend pay-out ratio of 98.9% to valued shareholders
- The proposed declaration will be payable to shareholders on 30 September 2022

### 2Q 2022 OPERATIONAL METRICS



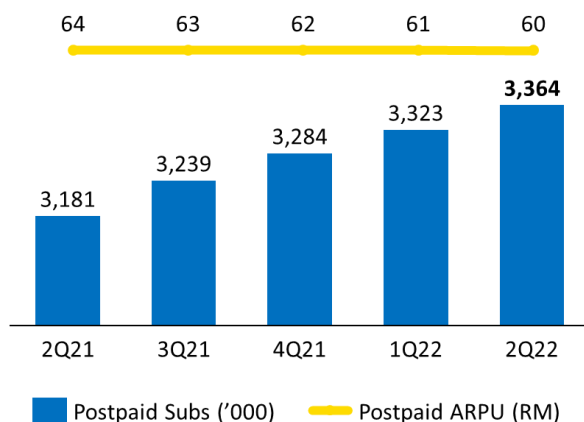
#### Quarter-on-Quarter (Q-Q)

- Net additions of +267k (+127k excluding 140k technical adjustment)
- Postpaid mobile subscriber base including broadband of 3,364K up +41k, 7<sup>th</sup> quarter in a row with subscriber growth
- Prepaid mobile subscriber base up +226K on good trends both in Malaysian and migrant segments as effect from exit of low-value high-rotational end of migrant segment largely removed
- Blended mobile ARPU sustained at RM42 sequentially on healthy demands for data and VAS

#### Year-on-Year (Y-Y)

- +279K net additions, of which +183K in Postpaid and +96K in Prepaid
- Blended mobile ARPU –RM1 partly attributed to shift in subscriber mix

**POSTPAID SUBSCRIBERS AND ARPU**



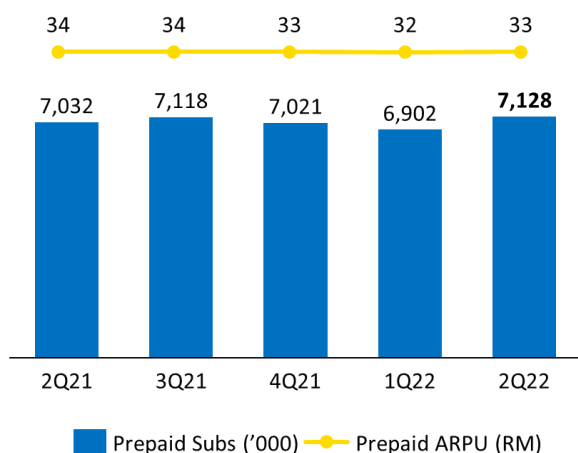
**Quarter-on-Quarter (Q-Q)**

- Net mobile base additions of +41K for 7<sup>th</sup> quarter in a row
- Demand was driven by high-speed value proposition and attractive bundles to secure customer loyalty and reduced churn
- ARPU down marginally –RM1 due to higher entry-level plan take-ups

**Year-on-Year (Y-Y)**

- Net additions of +183K, or 5.8% from higher demand for high-speed subscriptions and attractive for bundling offers including family lines, fibre, handset plans and smart content bundles
- ARPU down –RM4 on higher entry-level subs, larger data packages and bundle effects while churn rate decline from bundling

**PREPAID SUBSCRIBERS AND ARPU**



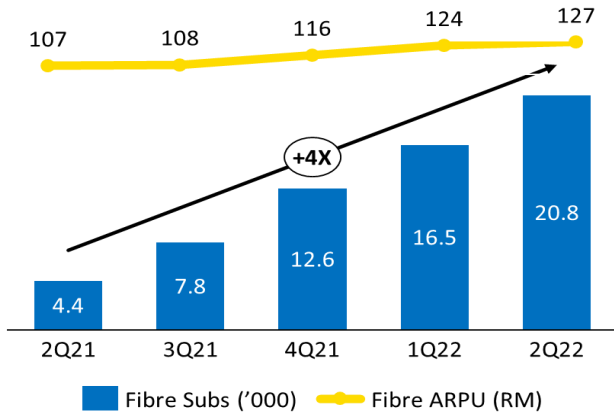
**Quarter-on-Quarter (Q-Q)**

- Solid recovery with positive net additions of +226K (86K excluding technical adjustment)
- Positive trend both in Malaysian and migrant segments
- Effect from exit of low-value high rotational end of migrant segment largely taken out
- ARPU strengthened +RM1 to RM33, at industry-leading position reflecting improved subscriber base quality

**Year-on-Year (Y-Y)**

- Net additions of +96K (or decline of -44k if excluding +140k technical adjustments)
- Substantially improved through higher proportion of Malaysian subscribers
- Quality of remaining migrant base stronger after exit of price sensitive and high rotational end subscribers
- ARPU down –RM1 on softer voice usages

**FIBRE SUBSCRIBERS AND ARPU**



**Quarter-on-Quarter (Q-Q)**

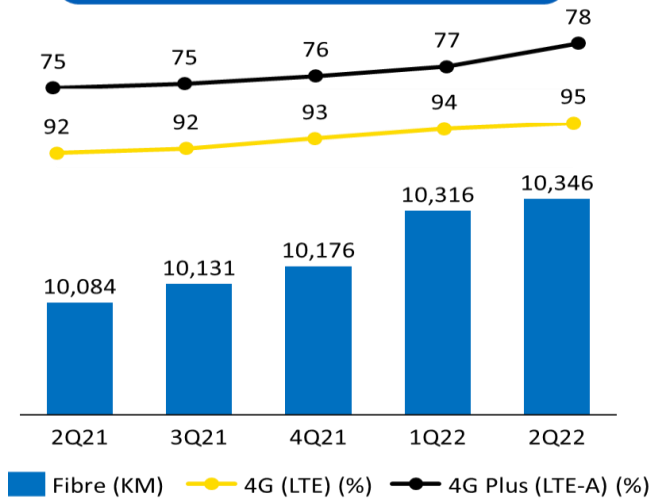
- Solid trajectory with subscriber additions of +4.3K through upselling activities and attractive offers to existing Digi mobile subscriber base
- ARPU uplifted +RM3 to RM127

**Year-on-Year (Y-Y)**

- Continued growth in customer demand to yield net additions of +16.4K
- ARPU up +RM20 underlining healthy contracting activities and take-ups from existing base

**2Q2022 NETWORK UPDATES**

**INCREASING POPULATION COVERAGE**



- Continued commitment to provide consistent and fastest 4G LTE and LTE-A network with wider population nationwide, whilst sustaining #1 best network leadership position
- Accelerating Malaysia’s 4G connectivity and coverage to support JENDELA
- Recorded superior average download speeds of 44.1 Mbps in 2Q2022, record-high speed since the start of pandemic
- Total data traffic rose 4.9% Q-Q and Y-Y, or equivalent to average data per user of 21.9GB

**PROSPECTS FOR THE FINANCIAL YEAR ENDING 31 DECEMBER 2022**

The first half of the year saw robust domestic economic growth largely driven by rising demand as economic activities normalised with the easing of containment measures. As one of the largest telecommunication and digital service providers in Malaysia, we remain focused and committed to meet the needs of all our customers and to provide Malaysians with reliable access to the best network nationwide. We continue to execute our strategic priorities to deliver on our 2022 guidance, while accelerating modernization and digitalisation of internal processes, increasing investments in network improvements, and deepening responsible business commitments.

Our 2022 guidance is revised after taking into consideration the global inflation outlook and rising interest rates.

Drivers	Growth
Service revenue	Return to growth
Normalised EBITDA	Low single-digit decline
Capex-to-total revenue ratio	Around FY2021 level (12.8%)