3rd quarter FY14 results

5th December 2013

Go Beyond

Disclaimer

This document contains certain forward-looking statements with respect to Astro Malaysia Holdings Berhad's ("Astro") financial condition, results of operations and business, and management's strategy, plans and objectives for Astro. These statements include, without limitation, those that express forecasts, expectations and projections such as forecasts, expectations and projections in relation to new products and services, revenue, profit, cash flow, operational metrics etc.

These statements (and all other forward-looking statements contained in this document) are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond Astro's control, are difficult to predict and could cause actual results to differ materially from those expressed or implied or forecast in the forward-looking statements. These factors include, but are not limited to, the fact that Astro operates in a competitive environment that is subject to rapid change, the effects of laws and government regulation upon Astro's activities, its reliance on technology which is subject to risk of failure, change and development, the fact that Astro is reliant on encryption and other technologies to restrict unauthorised access to its services, failure of key suppliers, risks inherent in the implementation of large-scale capital expenditure projects, and the fact that Astro relies on intellectual property and proprietary rights which may not be adequately protected under current laws or which may be subject to unauthorised use.

All forward-looking statements in this presentation are based on information known to Astro on the date hereof. Astro undertakes no obligation publicly to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation has been prepared by Astro. The information in this presentation, including forward-looking statements, has not been independently verified. Without limiting any of the foregoing in this disclaimer, no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy or completeness of such information. Astro and its subsidiaries, affiliates, representatives and advisers shall have no liability whatsoever (whether in negligence or otherwise) for any loss, damage, costs or expenses howsoever arising out of or in connection with this presentation.

Key highlights of Q3 FY14 performance

GROW

50% to 55%
HH penetration

LEAD

80% on B.yond STBs, 60% on HD
Price Increase
Launch of A-List and Vinmeen HD

MONETISE

RM92.3 to RM95.6 ARPU
26% to 30% TV adex
53% to 55% Radex

INVEST

STBs
Transponder capacity
Operational efficiencies

Revenue +13%
RM3.13bn to RM3.53bn

EBITDA +15%
RM1.04bn to RM1.20bn

Adex +17%
RM362mn to RM425mn

FCF of RM710mn
211% of PAT

astro

Q3'FY14 snapshot — executing on growth strategy

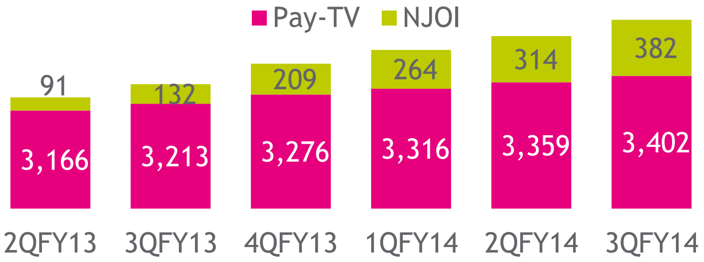
Highlights	FY13	FY14	Growth
TV households (000s)[1]	6,701	6,863	2%
TV household penetration[2]	50%	55%	5pp
TV household penetration (000s)	3,345	3,784	13%
Pay TV households (000s)	*3,213*	*3,402*	*6%*
NJOI households (000s)	*132*	*382*	*189%*
Pay TV gross adds (000s)	335	373	11%
MAT churn	8%	9%	1pp
Net adds (000s)	278	299	8%
Pay TV households (000s)	*146*	*126*	*(14%)*
NJOI households (000s)	*132*	*173*	*31%*
B.yond STB swapout (000s)	547	637	16%
ARPU (RM)	92.3	95.6	4%
Astro TV viewership share	42%	46%	4pp
Radio listenership (000s)	12,344	12,193	(1%)
Adex (RM mn)	362	425	17%
Revenue (RM mn)	3,133	3,531	13%
EBITDA (RM mn)	1,042	1,203	15%
EBITDA margin	33%	34%	1pp

NB
(1) TV household data sourced from Value Partners Management Consulting, the Independent Market Research consultant to the company during the IPO
(2) Household penetration includes both residential pay-TV customers and NJOI customers
(3) Data presented are for the 9 months ended 31 October, with the exception of ARPU and churn which are 12-month moving averages

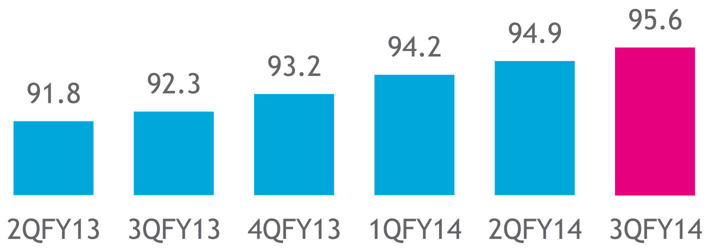
astro

Key customer metrics continue to be on track

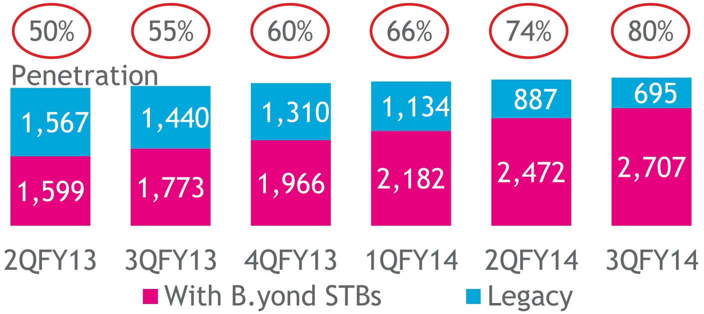
Residential customers (000s)



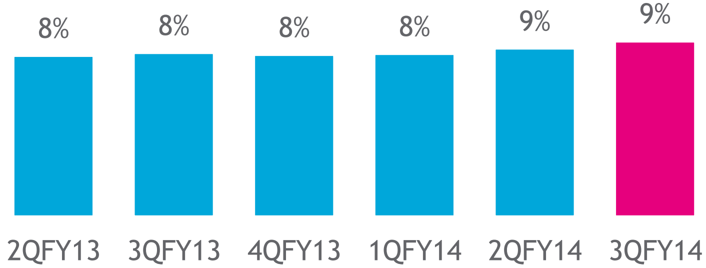
ARPU (RM)



Customers with B.yond STBs (000s)



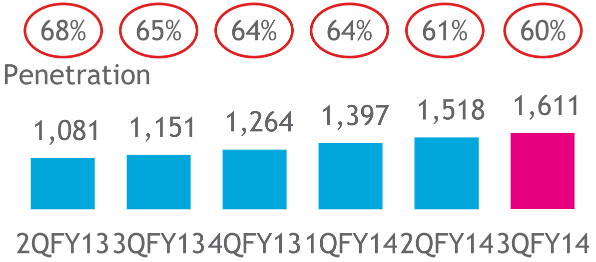
Churn (%)



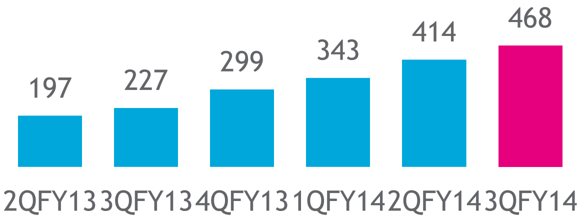
astro

Upsell of value-added products and services highlights ongoing success of Astro B.yond swapout strategy

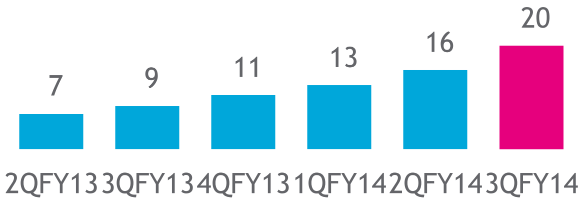
B.yond HD (000s)



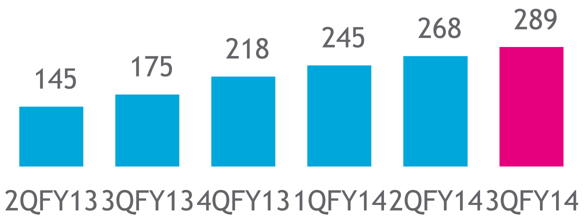
B.yond PVR (000s)



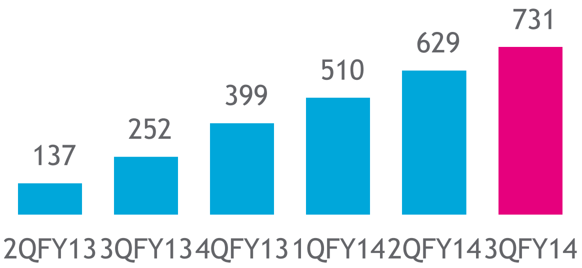
B.yond IPTV (000s)



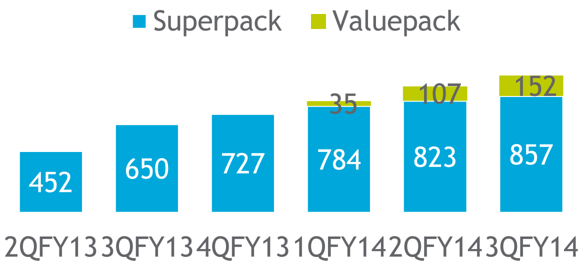
Multiroom (000s)



astro ON-THE-GO downloads (000s)



SUPERPACK & VALUEPACK (000s)



Focused content differentiation offers choice and value to customers

171
total channels

39
HD channels

68
Astro-branded channels

Price increase

+RM2
Family Pack

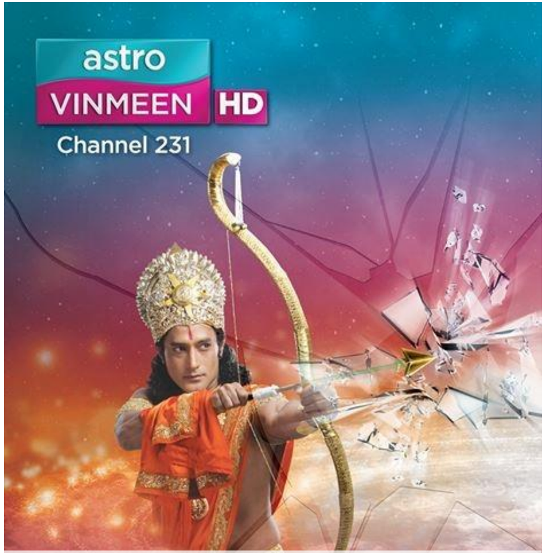
+RM6
Sports Pack

Valuepack and Superpack 3 customers price protected

A-List channel

Awarded and acclaimed films. RM15/month

Vinmeen HD channel



South East Asia's first Tamil General Entertainment HD channel

stadium astro is the home of sports

FIFA WORLD CUP Brasil

- Live coverage of world class sporting events and up-to-date sports news, including major global sporting leagues, F1, Moto GP, golf, and badminton
- 24/7 coverage of local sports via Astro Arena
- All BPL and World Cup 2014 matches available on AOTG
- Sports news, scores and fantasy football available on Stadium Astro

HD

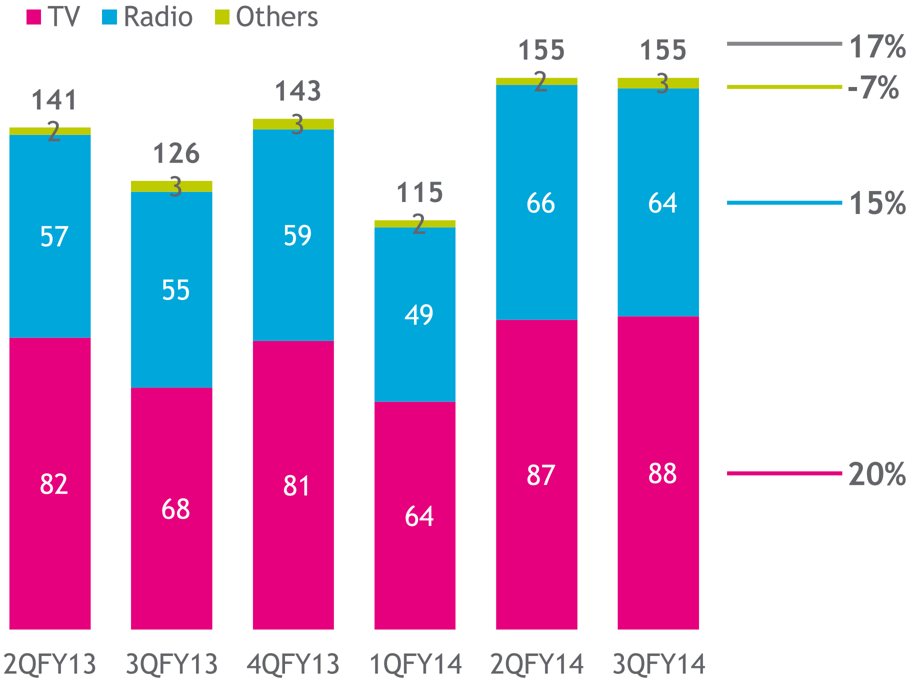
LIVE

ON THE GO

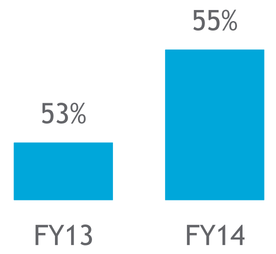
astro

Adex continues to outperform the industry

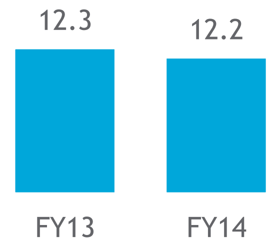
Adex revenue (RM mn) | YoY growth (2)



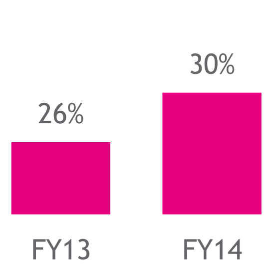
Share of radex



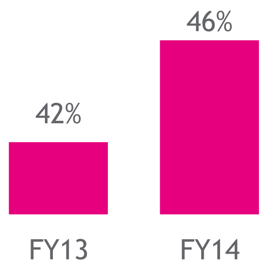
Radio listeners (mn)



Share of TV adex

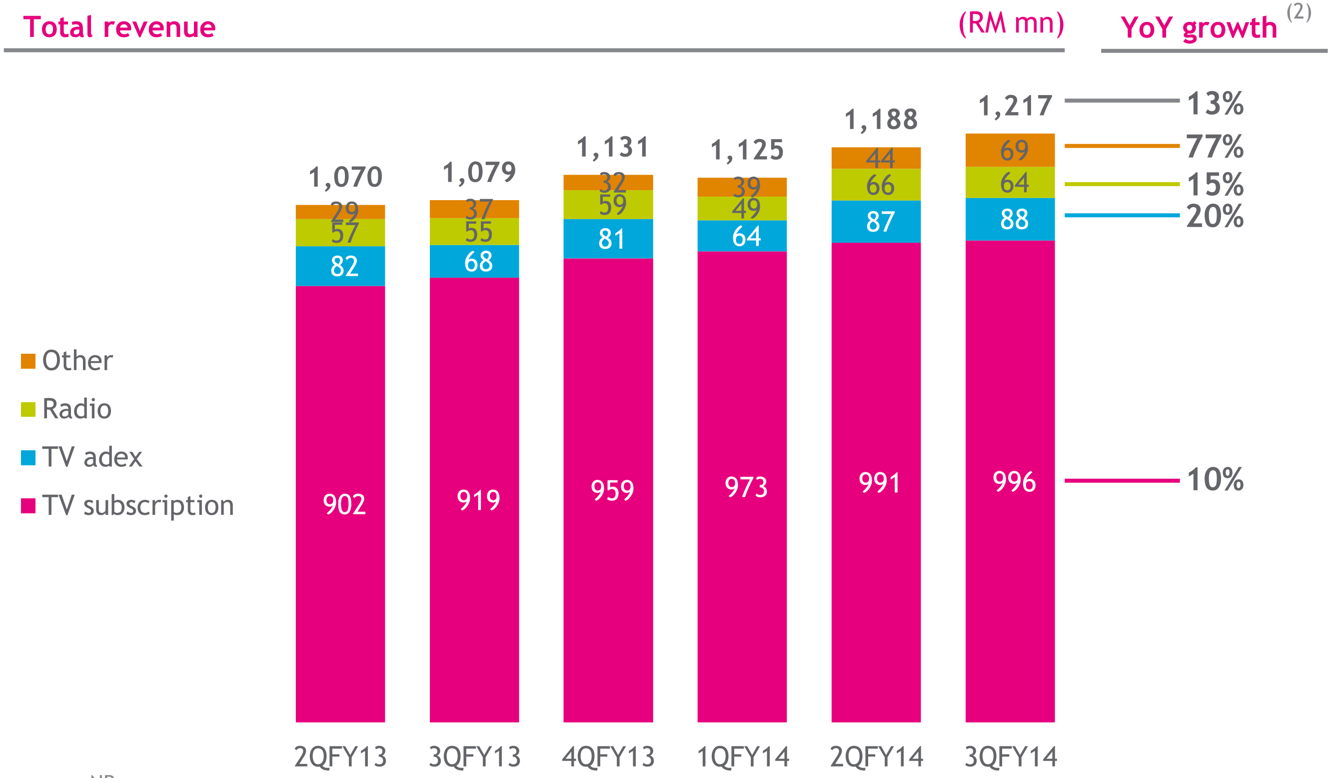


Astro TV viewership share



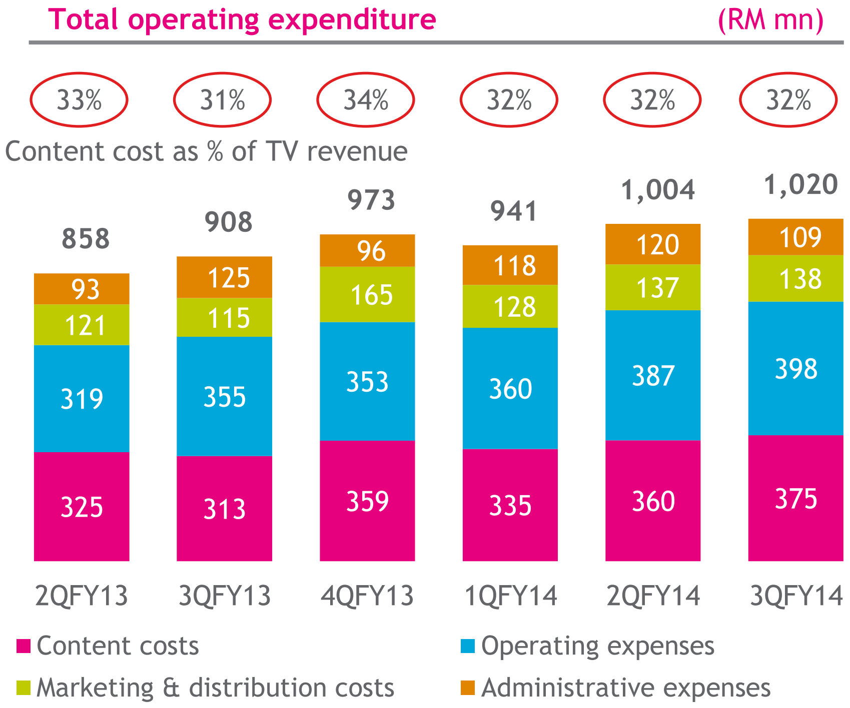
NB
(1) Listenership and viewership shares, as well as share of Radex is sourced from Nielsen. Share of TV Adex is based on Astro analysis
(2) YoY refers to YTD Q3'FY14 vs. YTD Q3'FY13

Increasing value proposition underpins double digit revenue growth



NB
(1) Other revenue includes programme sales and theatrical revenue.
(2) YoY refers to YTD Q3'FY14 vs. YTD Q3'FY13

Operating expenses will peak in FY14 as we focus on reinvesting for growth

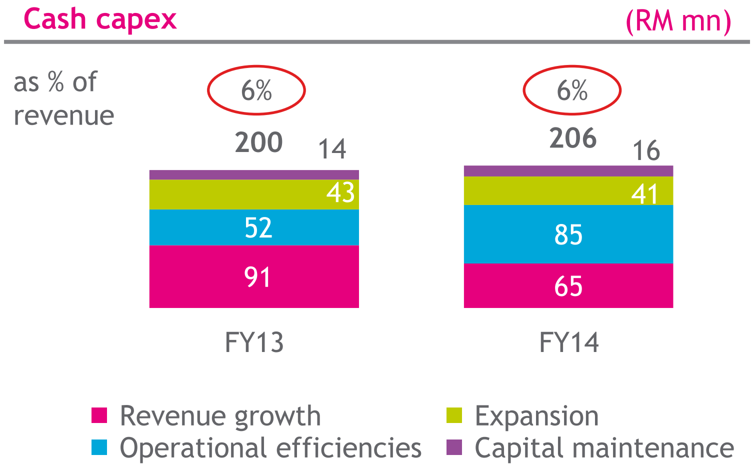


Continuous investment in content offerings to provide an enriching experience for our customers whilst managing content costs within 32 – 35% of TV revenue

Increase in operating expenses, particularly STB/ODU depreciation (c.RM132mn) as well as selling, installation, distribution and logistics costs driven by higher Astro B.yond STB conversions

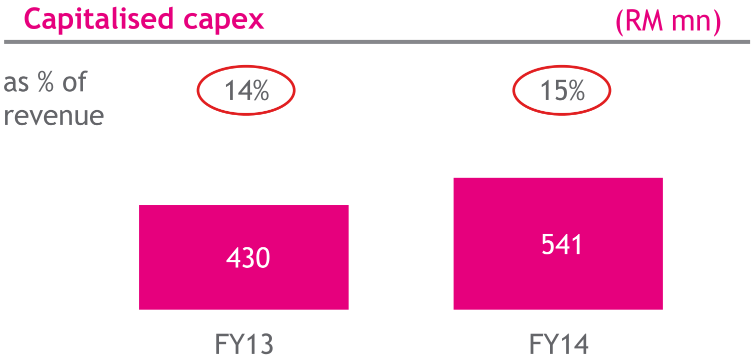
NB
(1) Operating expenses include STB installation and smartcard costs, depreciation and amortisation, as well as maintenance costs
(2) Content costs and operating expenses are jointly disclosed as cost of sales in our financial statements

Disciplined capex to drive growth; peaks in FY15



Key capex investments in FY14 include:

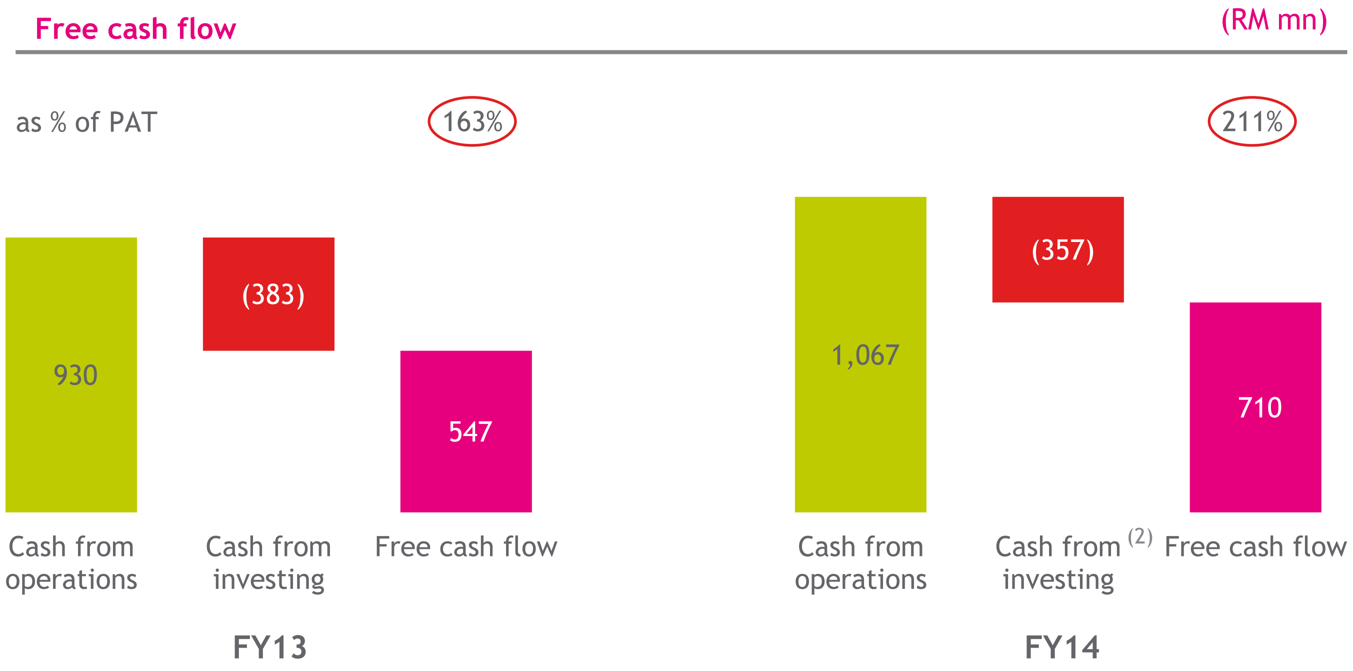
- Hardware for Astro Select on Astro B.yond IPTV
- Call center efficiency upgrade
- Product improvements
- CRM enhancements
- Building expansions



- Capitalised capex will peak in FY14 as we complete the majority of the Astro B.yond swapout
- 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
- RM1,303 mn of vendor financing recorded in payables, of which RM124 mn is current and RM1,179 mn is non-current

NB Data presented are for the 9 months ended 31 October 2013

Consistently strong free cash generation exceeds PAT…



…enabling significant flexibility on capital management and adoption of progressive dividend policy

NB
(1) Data presented are for the 9 months ended 31 October 2013
(2) Excludes investments in unit trust cash and money market funds

Quarterly dividend announcement

- Leveraging on invested capital, AMH will continue to be highly cash generative enabling the adoption of a progressive dividend policy
- AMH Board of Directors is pleased to declare a quarterly dividend of 2.0 sen per share
- Entitlement and payment dates: 20 December 2013 / 10 January 2013

astro

Appendix

Go Beyond

PAT reconciliation

(RM mn)	FY13	FY14
EBITDA	**1,042**	**1,203**
Margin %	*33.2%*	*34.1%*
Depreciation and amortisation	(424)	(613)
EBIT	**618**	**590**
Finance income	46	48
Finance cost	(208)	(197)
Share of post tax results from investments	4	1
PBT	**460**	**442**
Tax expense	(124)	(106)
Tax rate %	*27%*	*24%*
PAT	**336**	**336**
Margin %	***10.7%***	***9.5%***

Increase in D&A due to increased cumulative STBs/ODUs capitalised and depreciated

Reduction in finance cost due to lower interest cost

Reduction in tax rate due to reversal of over-provision for tax

NB Depreciation and amortisation excludes the amortisation of film library and programme rights (RM241mn in YTD Q3 FY13 and RM253mn in YTD Q3 FY14) which is expensed as part of content costs (cost of sales)

Group balance sheet overview

(RM mn)	FY13	FY14
Non-current assets	**3,874**	**4,072**
Property, plant and equipment	1,829	2,040
Other non-current assets	2,045	2,032
Current assets	**2,955**	**2,778**
Receivables and prepayments	760	946
Cash and investments in unit trusts	2,177	1,804
Other current assets	18	28
	6,829	6,850

(RM mn)	FY13	FY14
Non-current liabilities	**4,444**	**4,766**
Payables	602	1,179
Borrowings	3,629	3,467
Other non-current liabilities	213	120
Current liabilities	**1,931**	**1,560**
Payables	1,303	1,292
Borrowings	557	205
Other current liabilities	71	63
Shareholders' equity	**454**	**524**
	6,829	6,850

Net debt / LTM EBITDA: 1.2x

NB Data presented are as at 31 October 2013

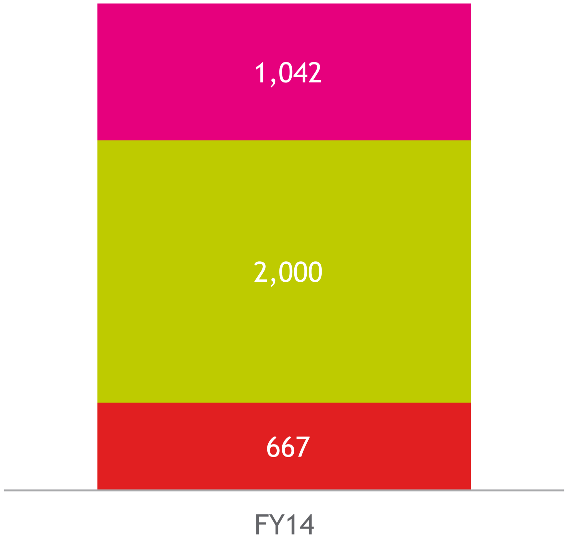
Debt profile

Total borrowings

(RM mn)

Finance lease ■ RM term loan ■ USD term loan

Total borrowings net of debt issuance costs of RM38 mn ▶ 3,671



Details of borrowings

USD term loan

- US dollar term loan of US$330mn swapped into Ringgit (c.RM1.0bn), fully drawn on 10 June 2011 and maturing on 8 June 2021
- Fully hedged at exchange rate of USD/RM3.0189
- All-in interest rate (post-hedging): 4.19% (as at 31 October 2013)
- Back ended amortisation schedule, with average life of 7 years. The first principal repayment amounting to USD8.25mn (RM24.9mn) is scheduled to be paid on 9 December 2013

RM term loan

- Ringgit term loan of RM2.01bn, fully drawn on 10 June 2011. RM510mn of RM2.01 bn was prepaid on 19 November 2012, leaving balance of RM1.5 bn. Floating KLIBOR under this portion is hedged
- Additional RM500mn was drawn down on 18 May 2012 (additional RM500mn was still undrawn but left to voluntarily lapse on 16 November 2012). The floating KLIBOR under this portion is unhedged
- As at 31 October 2013, RM1.5bn tranche has all-in interest rate (post-hedging) of 5.4353%, while balance unhedged of RM500mn stood at 4.5380% (variable floating rate based on cost of funds)
- Back ended amortisation schedule, with average life of 7 years and has final maturity date of 19 May 2021
- The first principal repayment for both tranches amounting to RM50mn was paid on 19 November 2013

Finance lease (primarily satellite transponders)

- Finance lease related to lease of Ku-band transponders on MEASAT-3 and MEASAT-3A. Payment arrangement for the remaining contractual years have been redenominated into Ringgit at USD/RM 3.0445 w.e.f. 21 May 2013
- Effective interest rate: 6.2% and 12.5% p.a. for M3 and M3A, respectively
- Average life: 15 years

astro