



MAXIS BERHAD

Company No. (200901024473 (867573-A))
(INCORPORATED IN MALAYSIA)

QUARTERLY REPORT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2020

ANNOUNCEMENT

The Board of Directors of Maxis Berhad (“Maxis” or “the Company”) is pleased to announce the following condensed consolidated financial statements for the third quarter ended 30 September 2020 which should be read in conjunction with the audited consolidated financial statements for the financial year ended 31 December 2019 and the accompanying explanatory notes attached to the audited condensed consolidated financial statements.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF PROFIT OR LOSS

	Note	INDIVIDUAL QUARTER			CUMULATIVE QUARTER		
		QUARTER ENDED 30/9/2020	QUARTER ENDED 30/9/2019	+	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019	+
		RM'm	RM'm	%	RM'm	RM'm	%
Revenue	3	2,213	2,285	-3.2	6,705	6,723	-0.3
Traffic, device, commissions and other direct cost		(767)	(835)		(2,273)	(2,337)	
Spectrum licence fees		(66)	(63)		(197)	(187)	
Network costs		(150)	(170)		(475)	(542)	
Staff and resource costs		(171)	(153)		(507)	(471)	
Operation and maintenance costs		(110)	(90)		(308)	(243)	
Marketing costs		(46)	(42)		(116)	(127)	
Impairment of receivables and deposits, net		(48)	(30)		(265)	(91)	
Government grant and other income		104	58		193	138	
Other operating expenses		(58)	(38)		(68)	(68)	
Depreciation and amortisation		(324)	(346)		(1,001)	(937)	
Finance income		20	20		66	50	
Finance costs		(105)	(115)		(329)	(344)	
Profit before tax	20	492	481	+2.3	1,425	1,564	-8.9
Tax expenses	21	(127)	(123)		(359)	(400)	
Profit for the period		365	358	+2.0	1,066	1,164	-8.4
Attributable to:							
- equity holders of the Company		365	358	+2.0	1,066	1,164	-8.4
Earnings per share attributable to equity holders of the Company (sen):							
- basic	28	4.7	4.6		13.6	14.9	
- diluted	28	4.7	4.6		13.6	14.9	



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UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	INDIVIDUAL QUARTER		CUMULATIVE QUARTER	
	QUARTER ENDED 30/9/2020	QUARTER ENDED 30/9/2019	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019
	RM'm	RM'm	RM'm	RM'm
Profit for the period	365	358	1,066	1,164
Other comprehensive expenses				
Item that will be reclassified subsequently to profit or loss:				
Net change in cash flow hedge	(1)	(1)	(13)	(7)
Total comprehensive income for the period	<u>364</u>	<u>357</u>	<u>1,053</u>	<u>1,157</u>
Attributable to equity holders of the Company	<u>364</u>	<u>357</u>	<u>1,053</u>	<u>1,157</u>



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QUARTERLY REPORT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2020

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	Note	AS AT 30/9/2020 RM'm	AS AT 31/12/2019 RM'm
Non-current assets			
Property, plant and equipment	9	4,749	4,922
Intangible assets ⁽¹⁾		11,425	11,310
Right-of-use assets		995	1,032
Financial assets at fair value through other comprehensive income ("FVOCI")		4	4
Receivables, deposits and prepayments	25	1,000	1,183
Deferred tax assets		*	*
		<u>18,173</u>	<u>18,451</u>
Current assets			
Inventories		2	3
Receivables, deposits and prepayments	25	2,350	2,390
Amounts due from related parties		9	10
Derivative financial instruments	24	*	*
Tax recoverable		*	1
Deposits, cash and bank balances		637	582
		<u>2,998</u>	<u>2,986</u>
Total assets		<u>21,171</u>	<u>21,437</u>
Current liabilities			
Provisions for liabilities and charges		99	127
Payables and accruals		3,940	4,323
Amounts due to related parties		17	25
Borrowings	23	657	1,053
Derivative financial instruments	24	3	3
Taxation		333	126
		<u>5,049</u>	<u>5,657</u>
Net current liabilities		<u>(2,051)</u>	<u>(2,671)</u>

Notes:

⁽¹⁾ Includes telecommunications licenses with allocated spectrum rights and goodwill of RM10,707 million and RM249 million respectively, arising from business combinations.

* Less than RM1 million.



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UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (CONTINUED)

		AS AT 30/9/2020	AS AT 31/12/2019
	Note	RM'm	RM'm
Non-current liabilities			
Provisions for liabilities and charges		327	311
Payables and accruals		187	278
Borrowings	23	8,234	7,894
Derivative financial instruments	24	19	6
Deferred tax liabilities		245	221
		<u>9,012</u>	<u>8,710</u>
Net assets		<u>7,110</u>	<u>7,070</u>
Equity			
Share capital		2,547	2,532
Reserves		4,563	4,538
Total equity		<u>7,110</u>	<u>7,070</u>
Net assets per share (RM)		<u>0.91</u>	<u>0.90</u>



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QUARTERLY REPORT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2020

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

Period ended 30/9/2020	Note	Share capital	Merger relief ⁽²⁾	Reserve arising from reverse acquisition	Other reserves	Retained earnings	Total equity
		RM'm	RM'm	RM'm	RM'm	RM'm	RM'm
At 31/12/2019		2,532	22,729	(22,729)	67	4,471	7,070
Profit for the period		-	-	-	-	1,066	1,066
Other comprehensive expenses for the period		-	-	-	(13)	-	(13)
Total comprehensive (expenses)/income for the period		-	-	-	(13)	1,066	1,053
Dividends provided for or paid	7	-	-	-	-	(1,017)	(1,017)
Long-term Incentive Plan ("LTIP")							
- share-based payment expense		-	-	-	16	-	16
- shares issued		15	-	-	(15)	-	-
- purchase of shares		-	-	-	(12)	-	(12)
At 30/9/2020		2,547	22,729	(22,729)	43	4,520	7,110

Note:

⁽²⁾ Pursuant to Section 60(4)(a) of the Companies Act, 1965, the premium on the shares issued by the Company as consideration for the acquisition of subsidiaries during the financial year ended 31 December 2009 is not recorded as share premium. The difference between the issue price and the nominal value of shares issued is classified as merger relief.



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UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY (CONTINUED)

Period ended 30/9/2019	Share capital	Merger relief ⁽²⁾	Reserve arising from reverse acquisition	Other reserves	Retained earnings	Total equity
	RM'm	RM'm	RM'm	RM'm	RM'm	RM'm
At 1/1/2019	2,509	22,729	(22,729)	119	4,479	7,107
Profit for the period	-	-	-	-	1,164	1,164
Other comprehensive expenses for the period	-	-	-	(7)	-	(7)
Total comprehensive (expense)/income for the period	-	-	-	(7)	1,164	1,157
Dividends provided for or paid	-	-	-	-	(1,173)	(1,173)
Employee Share Option Scheme ("ESOS") and LTIP:						
- share-based payment expense	-	-	-	13	-	13
- shares issued	23	-	-	(23)	-	*
- share options lapsed/expired	-	-	-	(37)	37	-
At 30/9/2019	<u>2,532</u>	<u>22,729</u>	<u>(22,729)</u>	<u>65</u>	<u>4,507</u>	<u>7,104</u>

Notes:

⁽²⁾ Pursuant to Section 60(4)(a) of the Companies Act, 1965, the premium on the shares issued by the Company as consideration for the acquisition of subsidiaries during the financial year ended 31 December 2009 is not recorded as share premium. The difference between the issue price and the nominal value of shares issued is classified as merger relief.

* Less than RM1 million.



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QUARTERLY REPORT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2020

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019
	RM'm	RM'm
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit for the period	1,066	1,164
Adjustments for:		
- non-cash items	1,475	1,210
- finance costs	329	344
- finance income	(66)	(50)
- tax expenses	359	400
Payments for provision for liabilities and charges	(106)	(93)
Operating cash flows before working capital changes	3,057	2,975
Changes in working capital	(550)	(95)
Cash flows from operations	2,507	2,880
Interest received	13	22
Tax paid	(127)	(250)
Tax refund	1	-
Net cash flows from operating activities	2,394	2,652
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property, plant and equipment and intangible assets	(857)	(723)
Acquisition of businesses and undertakings including assets and liabilities	(12)	-
Proceeds from disposal of property, plant and equipment	3	1
Placement of deposits with maturity of more than three months	(1)	(6)
Net cash flows used in investing activities	(867)	(728)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from issuance of shares pursuant to ESOS	-	*
Drawdown of borrowings	400	-
Repayment of borrowings	(400)	-
Repayment of lease financing	(123)	(111)
Payments of finance costs	(333)	(362)
Ordinary share dividends paid	(1,017)	(1,173)
Net cash flows used in financing activities	(1,473)	(1,646)
NET CHANGE IN CASH AND CASH EQUIVALENTS	54	278
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE FINANCIAL PERIOD	552	536
CASH AND CASH EQUIVALENTS AT THE END OF THE FINANCIAL PERIOD⁽³⁾	606	814

Notes:

⁽³⁾ The difference between the cash and cash equivalents and deposits, cash and bank balances represent deposits with financial institutions that carry maturity periods of more than three months.

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QUARTERLY REPORT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2020

PART A - EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD 134 (CONTINUED)

1. BASIS OF PREPARATION

The quarterly report has been prepared in accordance with the reporting requirements as set out in Malaysian Financial Reporting Standard (“MFRS”) 134 “Interim Financial Reporting” and Paragraph 9.22 of the Bursa Malaysia Securities Berhad Main Market Listing Requirements (“Bursa Securities Listing Requirements”) and should be read in conjunction with the Group’s audited financial statements for the financial year ended 31 December 2019 and the accompanying explanatory notes attached to the unaudited condensed consolidated financial statements.

The significant accounting policies and methods adopted for the unaudited condensed consolidated financial statements are consistent with those adopted for the audited financial statements for the financial year ended 31 December 2019.

The Group has also adopted the following amendments to MFRS that came into effect on 1 January 2020 which did not have any significant impact on the unaudited condensed consolidated financial statements upon their initial application.

- Amendments to MFRS 3 Definition of a Business
- Amendments to MFRS 101 and MFRS 108 Definition of Material

The Group is in the process of assessing the impact of IFRIC Agenda Decision on “Lease Term and Useful Life of Leasehold Improvements” to its financial statements.

Amendments to MFRS that is applicable to the Group but not yet effective

The Malaysian Accounting Standards Board had issued the following amendments to MFRS of which are effective for the financial period beginning on or after 1 January 2021. The Group did not early adopt these amendments to MFRS and they are not expected to have a significant effect on its consolidated financial statements:

- Amendments to MFRS 101 Classification of liabilities as current or non-current

2. SEASONAL / CYCLICAL FACTORS

The operations of the Group were not significantly affected by seasonality and cyclical factors.



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PART A - EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD 134 (CONTINUED)

3. REVENUE

	INDIVIDUAL QUARTER		CUMULATIVE QUARTER	
	QUARTER ENDED 30/9/2020	QUARTER ENDED 30/9/2019	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019
	RM'm	RM'm	RM'm	RM'm
Telecommunications and digital services	1,963	1,963	5,850	5,870
Sale of devices	250	322	855	853
Total	<u>2,213</u>	<u>2,285</u>	<u>6,705</u>	<u>6,723</u>
Goods or services transferred:				
- at a point in time	664	776	2,087	2,344
- over time	1,549	1,509	4,618	4,379
Total	<u>2,213</u>	<u>2,285</u>	<u>6,705</u>	<u>6,723</u>

4. UNUSUAL ITEMS

Save for those disclosed in Note 5 and 16, there were no other significant unusual items affecting the assets, liabilities, equity, net income or cash flows for the nine months ended 30 September 2020.

5. MATERIAL CHANGES IN ESTIMATES

There were no material changes in estimates of amounts reported in the prior financial year that have a material effect in the nine months ended 30 September 2020 except for:

- (a) the change in expected loss rates used to derive the impairment of trade receivables. The Directors are of the view that the COVID-19 pandemic and its impact on economies worldwide has caused a significant increase in credit risk. Consequently, the expected loss rates are now determined based on the historical ageing profile and the corresponding historical credit losses experienced since the outbreak of COVID-19. The impact of this change is as disclosed on the face of statement of profit or loss; and
- (b) the change in useful lives of certain telecommunications equipment which resulted in a decrease in depreciation by RM19 million for the nine months ended 30 September 2020.



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PART A - EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD 134 (CONTINUED)

6. DEBT AND EQUITY SECURITIES

Save for the below items, there were no other issuance, repurchase and repayment of debt and equity securities during the nine months ended 30 September 2020:

- (a) The Group entered into an agreement for a Business Financing-i facility based on the Tawarruq arrangement of up to RM500 million, of which RM400 million has been drawdown. This 7-year facility will expire on 4 June 2027, with 25% of the outstanding facility repayable at the end of year 6 and the balance repayable upon maturity.
- (b) The Group repaid RM400 million of its revolving credit facility using the facility as mentioned in (a) above.
- (c) 2,538,500 ordinary shares were issued under the LTIP.

7. DIVIDENDS PAID

The following single-tier tax exempt dividend payments were made during the nine months ended 30 September 2020:

	RM'm
In respect of the financial year ended 31 December 2019:	
- Fourth interim dividend of 5.0 sen per ordinary share, paid on 16 April 2020	391
In respect of the financial year ending 31 December 2020:	
- First interim dividend of 4.0 sen per ordinary share, paid on 25 June 2020	313
- Second interim dividend of 4.0 sen per ordinary share, paid on 24 September 2020	313
	<hr/>
	1,017
	<hr/> <hr/>

8. SEGMENT REPORTING

Segment reporting is not presented as the Group is primarily engaged in providing converged telecommunication services and solutions in Malaysia.

9. VALUATIONS OF PROPERTY, PLANT AND EQUIPMENT

There were no revaluations of property, plant and equipment during the nine months ended 30 September 2020. As at 30 September 2020, all property, plant and equipment were stated at cost less accumulated depreciation and impairment losses.

10. MATERIAL EVENTS SUBSEQUENT TO THE END OF THE FINANCIAL PERIOD

There were no material events subsequent to the end of the financial period up to the date of this report.



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PART A - EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD 134 (CONTINUED)

11. CHANGES IN THE COMPOSITION OF THE GROUP

There were no changes in the composition of the Group during the nine months ended 30 September 2020.

12. CONTINGENT LIABILITIES AND CONTINGENT ASSETS

In the normal course of business, there are contingent liabilities arising from legal recourse sought by the Group's customers or vendors and indemnities given to financial institutions on bank guarantees. There were no material losses anticipated as a result of these transactions.

13. CAPITAL COMMITMENTS

Capital expenditure contracted for at the end of reporting date but not recognised as liabilities is as follows:

	RM'm
Property, plant and equipment	<u>318</u>

14. SIGNIFICANT RELATED PARTY DISCLOSURES

The significant related party transactions, balances and commitments described below were carried out in the ordinary course of business and on agreed commercial terms with the related parties.

	Transactions for the financial period ended <u>30/9/2020</u> RM'm	Balances due from/(to) as at <u>30/9/2020</u> RM'm	Commitments as at <u>30/9/2020</u> RM'm	Total balances due from/(to) and commitments as at <u>30/9/2020</u> RM'm
(a) Sales of goods and services to:				
- MEASAT Broadcast Network Systems Sdn. Bhd. ⁽¹⁾ (telephony and broadband services)	42	3	-	3
- Saudi Telecom Company ⁽²⁾ (roaming and international calls)	3	-	-	-
- MEASAT Broadband (International) Ltd. ⁽³⁾ (revenue share on bandwidth)	3	-	-	-
	<u>48</u>	<u>3</u>	<u>-</u>	<u>3</u>



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PART A - EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD 134 (CONTINUED)

14. SIGNIFICANT RELATED PARTY DISCLOSURES (CONTINUED)

	Transactions for the financial period ended 30/9/2020 RM'm	Balances due from/(to) as at 30/9/2020 RM'm	Commitments as at 30/9/2020 RM'm	Total balances due from/(to) and commitments as at 30/9/2020 RM'm
(b) Purchases of goods and services				
from:				
- MEASAT Broadcast Network Systems Sdn. Bhd. ⁽¹⁾ (customer acquisition and installation charges)	7	-	-	-
- Saudi Telecom Company ⁽²⁾ (roaming and international calls)	3	*	-	*
- MEASAT Global Berhad Group ⁽³⁾ (transponder and teleport lease rental)	22	*	(65)	(65)
- Tanjung City Centre Property Management Sdn. Bhd. ⁽⁴⁾ (rental, signage, parking and utility charges)	31	-	(154)	(154)
- UTSB Management Sdn. Bhd. ⁽⁴⁾ (corporate management services)	21	(4)	(57)	(61)
- SRG Asia Pacific Sdn. Bhd. ⁽⁵⁾ (call handling and telemarketing services)	14	(3)	-	(3)

Notes:

The Group has entered into the above related party transactions with parties whose relationships are set out below.

Usaha Tegas Sdn. Bhd. ("UTSB"), Saudi Telecom Company and Harapan Nusantara Sdn. Bhd. are parties related to the Company, by virtue of having joint control over Binariang GSM Sdn. Bhd. ("BGSM"), pursuant to a shareholders' agreement in relation to BGSM. BGSM is the ultimate holding company of the Company.

The ultimate holding company of UTSB is PanOcean Management Limited ("PanOcean"). PanOcean is the trustee of a discretionary trust, the beneficiaries of which are members of the family of Ananda Krishnan Tatparanandam ("TAK") and foundations including those for charitable purposes. Although PanOcean is deemed to have an interest in all of the shares of the Company in which UTSB has an interest, PanOcean does not have any economic or beneficial interest in the shares of the Company, as such interest is held subject to the terms of the discretionary trust.

(1) Subsidiary of a company which is an associate of UTSB

(2) A major shareholder of BGSM, as described above

(3) Indirect subsidiary of a company in which TAK has a 100% direct equity interest

(4) Subsidiary of UTSB

(5) Subsidiary of a company whereby a person connected to TAK has a deemed equity interest

* Less than RM1 million.



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PART A - EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD 134 (CONTINUED)

15. FAIR VALUE MEASUREMENTS

Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

(a) Financial instruments carried at amortised cost

The carrying amounts of financial assets and liabilities of the Group approximated their fair values as at 30 September 2020 except as set out below, measured using Level 3 valuation technique:

	<u>CARRYING AMOUNT</u> RM'm	<u>FAIR VALUE</u> RM'm
Financial liability:		
Borrowings		
- Islamic Medium Term Notes	4,126	4,214

(b) Financial instruments carried at fair value

The following table represents the assets measured at fair value, using the respective valuation techniques, as at 30 September 2020:

	<u>Level 2</u> RM'm	<u>Level 3</u> RM'm
Financial assets at FVOCI	-	4
Derivative financial instruments (interest rate swap and forward foreign exchange contracts):		
- assets	*	-
- liabilities	(22)	-

Note:

* Less than RM1 million.



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PART B - EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF THE
BURSA SECURITIES LISTING REQUIREMENTS

16. ANALYSIS OF PERFORMANCE

Financial indicators (RM'm unless otherwise indicated)	3 rd Quarter 2020 (unaudited)	2 nd Quarter 2020 (unaudited)	3 rd Quarter 2019 (unaudited)	Variance Q3'20 vs Q2'20		Variance Q3'20 vs Q3'19	
				RM'm	%	RM'm	%
Revenue	2,213	2,151	2,285	62	2.9	(72)	(3.2)
Service revenue ⁽¹⁾	1,940	1,900	1,940	40	2.1	-	-
EBITDA ⁽²⁾	910	895	945	15	1.7	(35)	(3.7)
<i>Adjusted for:</i>							
<i>Unrealised foreign exchange (gains)/loss</i>	<i>(1)</i>	<i>(7)</i>	<i>4</i>				
<i>Upfront spectrum assignment ("SA") fees charged out⁽³⁾</i>	<i>15</i>	<i>15</i>	<i>15</i>				
Normalised EBITDA	924	903	964	21	2.3	(40)	(4.1)
Normalised EBITDA margin on service revenue (%)	47.6	47.5	49.7	NA	0.1	NA	(2.1)
Profit before tax	492	458	481	34	7.4	11	2.3
Profit for the period	365	343	358	22	6.4	7	2.0
<i>Adjusted for:</i>							
<i>Unrealised foreign exchange (gains)/loss</i>	<i>(1)</i>	<i>(7)</i>	<i>4</i>				
<i>Tax effects of the normalisation adjustments</i>	<i>*</i>	<i>2</i>	<i>(1)</i>				
Normalised profit for the period	364	338	361	26	7.7	3	0.8
Capital expenditure ("Capex")	319	259	242	60	23.2	77	31.8
Operating free cash flow	745	936	1,066	(191)	(20.4)	(321)	(30.1)

Notes:

⁽¹⁾ Service revenue is defined as Group revenue excluding device and network income.

⁽²⁾ Defined as profit before finance income, finance costs, tax, depreciation, amortisation and allowance for write down of identified network costs.

⁽³⁾ Charge out of SA renewal costs prepaid for license period.

* Less than RM1 million.



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PART B - EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF THE
BURSA SECURITIES LISTING REQUIREMENTS (CONTINUED)

16. ANALYSIS OF PERFORMANCE (CONTINUED)

Operational indicators	3 rd Quarter 2020	2 nd Quarter 2020	3 rd Quarter 2019	Variance Q3'20 vs Q2'20		Variance Q3'20 vs Q3'19	
				'000	%	'000	%
				Revenue generating subscriptions ("RGS") ('000)	9,469	9,478	9,666
- Postpaid	3,451	3,405	3,232	46	1.4	219	6.8
- Prepaid	5,908	5,975	6,328	(67)	(1.1)	(420)	(6.6)
- Wireless Broadband	110	98	106	12	12.2	4	3.8
ARPU (Monthly) (RM)							
- Postpaid	84	85	90	(1)	(1.2)	(6)	(6.7)
- Prepaid	40	40	41	-	-	(1)	(2.4)
- Wireless Broadband	103	102	100	1	1.0	3	3.0
- Blended	56	57	58	(1)	(1.8)	(2)	(3.4)
Market definition subscriptions ('000)							
- Home Connections	377	366	305	11	3.0	72	23.6
- Biz Fibre Connections	47	45	39	2	4.4	8	20.5
ARPU (Monthly) (RM)							
- Home Fibre	104	106	108	(2)	(1.9)	(4)	(3.7)

(A) Performance of the current quarter against the preceding quarter (Q3'20 vs Q2'20)

For the quarter ended 30 September 2020, service revenue increased by 2.1% that is RM40 million to RM1,940 million from RM1,900 million for quarter ended 30 June 2020. Service revenue, excluding wholesale revenue, increased by 2.3% that is RM43 million to RM1,930 million in Q3'20 compared to Q2'20 of RM1,887 million.

Postpaid service revenue for Q3'20 decreased by 1.8%, that is by RM18 million to RM956 million compared to Q2'20 of RM974 million mainly due to lower APRU. The Postpaid RGS for Q3'20 increased by 1.4% that is 46k to 3,451k compared to Q2'20 of 3,405k due to growth in MaxisONE Plan and Hotlink Postpaid subscriber base. Our Hotlink Postpaid and MaxisONE Share offering continued to attract entry level Postpaid subscribers, as well as those migrating from Prepaid to Postpaid. Postpaid ARPU for Q3'20 declined slightly by 1.2% to RM84 compared to Q2'20 of RM85 due to dilution from increasing Hotlink Postpaid entry level subscribers. Postpaid data usage per month in Q3'20 grew by 8.6% to 20.2GB due to increase in data usage at home under the new norm and free 1GB/day community offering (Q2'20: 18.6GB).



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(A) Performance of the current quarter against the preceding quarter (Q3'20 vs Q2'20) (continued)

Prepaid service revenue for Q3'20 increased by 4.5%, that is RM31 million to RM717 million (Q2'20: RM686 million). Prepaid RGS decreased by 67k, a 1.1% decrease to 5,908k (Q2'20: 5,975k) subscribers. Prepaid was able to show a resilient subscriber base due to the ongoing adoption of attractive Hotlink Prepaid Unlimited product. Prepaid ARPU for Q3'20 was unchanged at RM40 per month (Q2'20: RM40). Prepaid data usage per month decreased by 15.2% to 19.07GB (Q2'20: 22.5GB). This is in-line with normalisation back to Q1'20 levels after the burst in data usage in the Q2'20 arising from Movement Control Order ("MCO")/Recovery MCO ("RMCO") and the stay-at-home and work-from-home requirements and free 1GB/day community offering.

The Group retained its network superiority in 4G LTE, delivering download speed of more than 5 Mbps for 82.9% of the time in key market centres on a comparable peer basis, and achieving 93% population coverage. Both these factors are key differentiators for digital lifestyle seekers. Maxis has accelerated network capacity build, in response to the burst in data usage in March, as Maxis is committed to delivering superior network performance.

On fibre, the Group added 13k home and biz fibre connections in Q3'20 bringing the total to 424k an increase of 3.2% (Q2'20:411k) and the Home Fibre ARPU decreased 1.9% to RM104 per month (Q2'20: RM106). Maxis launched a new Fixed Wireless Broadband Access 4G/LTE router service during the Q2'20 MCO/RMCO period and this has proven to be very successful and is continuing with this product.

Normalised EBITDA for Q3'20 increased by 2.3% that is RM21 million to RM924 million (Q2'20: RM903 million). The normalised EBITDA margin on service revenue increased slightly to 47.6% (Q2'20: 47.5%). The increase in normalised EBITDA was in line with increased service revenue, costs reductions including a reduced level of impairment of receivables. Consequently, the Group reported for Q3'20 a normalised profit of RM364 million, an increase of RM26 million, that is 7.7% compared to RM338 million in Q2'20, the preceding quarter.

Capex for the current quarter Q3'20 was RM319 million (Q2'20: RM259 million), in-line with our normal phasing of capex plus the ongoing continued investment in network capacity to support the data traffic growth, investment in Home Fibre and Enterprise growth.

Operating free cash flow for Q3'20 decreased by RM191 million that is 20.4% to RM745 million (Q2'20: RM936 million) mainly for 2 Universal Service Provision contribution ("USP") payments for prior years offset by proactive productivity and working capital management improvements.



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(B) Performance of the current quarter against the preceding year corresponding quarter (3rd Quarter 2020 versus 3rd Quarter 2019)

The Malaysian Government's MCO started on 18 March 2020, this then became RMCO on 10 June 2020 and continued to-date. Therefore, the impact from COVID-19 pandemic is seen in both current quarter and Year-to-Date ("YTD") performance against the corresponding preceding periods. Amongst others, these include travel restrictions impacting international roaming revenue, decline in foreign workers and reducing disposable income from increasing unemployment impacting Prepaid segment, decreased retail traffic due to MCO impacting Postpaid, Fiber and device sales, higher credit risk that increases receivable impairment and increased data consumption impacting network capacity investment.

The Group recorded a total revenue for Q3'20 of RM2,213 million compared to corresponding Q3'19 of RM2,285 million which represents a 3.2% decrease, that is a RM72 million. The service revenue was unchanged, with Q3'20 of RM1,940 million matching the Q3'19 of RM1,940 million, with the loss of the wholesale business and international roaming income due to COVID-19 offset by the growth in Enterprise and fibre businesses. The service revenue excluding wholesale revenue for Q3'20 was up RM10 million to RM1,930 million compared to Q3'19 of RM1,920 million, a 0.5% increase.

Postpaid service revenue for Q3'20 decreased by RM23 million, that is 2.3%, to RM956 million (Q3'19: RM979 million). The Group grew the postpaid RGS subscriber base (excluding M2M services) by 219k which represents a 6.8% increase to Q3'20: 3,451k versus Q3'19: 3,232k subscribers. The Postpaid APRU decreased by 6.7% year-on-year from Q3'19: RM90 to Q3'20: RM84 per month, largely due to Mobile Termination Rate ("MTR") reduction, the dilution effect from Hotlink Postpaid and the lack of international roaming income.

Prepaid service revenue for Q3'20 declined by RM77 million, that is 9.7%, to RM717 million (Q3'19: RM794 million). The Group's prepaid subscription base was lower by 420k, that is a 6.6% reduction, from Q3'19: 6,328k to Q3'20: 5,908k which was due to the continued SIM consolidation, successful migration to the Hotlink entry point Postpaid service and lower foreign worker base. Prepaid ARPU remained relatively high and stable at Q3'20: RM40 per month (Q3'19: RM41) especially as there was a MTR reduction since January 2020.

The Group is proud of its fibre connections growth, adding 80k that is 23.3% to Q3'20: 424k from Q3'19: 344k, consisting of additional home and business fibre connections of 72k and 8k respectively in the past one year.

The Group continued to lead the market in terms of quality and best digital experience. For Q3'20 we achieved a TP-NPS score of 57.

Demand for data increased across the Group's customer base with an average per month data usage in Prepaid of 19.07GB and Postpaid of 20.21GB for Q3'20. This represents a 25.4% increase of data demand for Prepaid from 15.21GB and 34.2% increase for Postpaid from 15.06GB from a year ago.



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(B) Performance of the current quarter against the preceding year corresponding quarter (3rd Quarter 2020 versus 3rd Quarter 2019) (continued)

Normalised EBITDA for Q3'20 was down 4.1% to RM924 million (Q3'19: RM964 million) and normalised EBITDA margin on service revenue decreased to 47.6% (Q3'19: 49.7%). However, Q3'20 normalised profit was higher by 0.8% or RM3 million, at RM364 million (Q3'19: RM361 million). The slight increase in normalised profit was due to lower depreciation as disclosed in Note 5.

Capex for Q3'20 was RM319 million versus Q3'19 of RM242 million, that is RM77 million or 31.8% higher than the preceding year, with the capex focus on protecting the network performance and rebalancing the capacity, 5G readiness and Enterprise business.

Operating free cash flow for the Q3'20 was RM745 million compared to Q3'19 of RM1,066 million in the preceding year, a decrease of 30.1% that is RM321 million mainly due to 2 USP payments in Q3'20 versus none in Q3'19.



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(C) Performance of the current year against the preceding year (year-to-date "YTD" September 2020 versus YTD September 2019)

Financial indicators (RM'm unless otherwise indicated)	YTD 2020	YTD 2019	Variance	% Variance
Revenue	6,705	6,723	(18)	(0.3)
Service revenue ⁽¹⁾	5,780	5,805	(25)	(0.4)
EBITDA ⁽²⁾	2,707	2,829	(122)	(4.3)
<i>Adjusted for:</i>				
<i>Unrealised foreign exchange gains</i>	(5)	(10)		
<i>Upfront SA fees charged out⁽³⁾</i>	45	45		
Normalised EBITDA	2,747	2,864	(117)	(4.1)
Normalised EBITDA margin on service revenue (%)	47.5	49.3	NA	(1.8)
Profit before tax	1,425	1,564	(139)	(8.9)
Profit for the year	1,066	1,164	(98)	(8.4)
<i>Adjusted for:</i>				
<i>Unrealised foreign exchange gains</i>	(5)	(10)		
<i>Tax effects of the normalisation adjustments</i>	1	2		
Normalised profit for the year	1,062	1,156	(94)	(8.1)
Capex	741	636	105	16.5
Operating free cash flow	2,394	2,652	(258)	(9.7)

Notes:

⁽¹⁾ Service revenue is defined as Group revenue excluding device and network income.

⁽²⁾ Defined as profit before finance income, finance costs, tax, depreciation, amortisation and allowance for write down of identified network costs.

⁽³⁾ Charge out of SA renewal costs prepaid for license period.



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(C) Performance of the current year against the preceding year (YTD September 2020 versus YTD September 2019) (continued)

Operational indicators	YTD 2020	YTD 2019	Variance	% Variance
RGS ('000)	9,469	9,666	(197)	(2.0)
- Postpaid	3,451	3,232	219	6.8
- Prepaid	5,908	6,328	(420)	(6.6)
- Wireless Broadband	110	106	4	3.8
ARPU (Monthly) (RM)				
- Postpaid	85	91	(6)	(6.6)
- Prepaid	40	41	(1)	(2.4)
- Wireless Broadband	102	99	3	3.0
- Blended	56	57	(1)	(1.8)
Market definition subscriptions ('000)				
- Home Connections	377	305	72	23.6
- Biz Fibre Connections	47	39	8	20.5
ARPU (Monthly) (RM)				
- Home Fibre	106	106	-	-

The COVID-19 pandemic has impacted the Group's YTD performance where travel restrictions impacting international roaming revenue, decline in foreign workers and reducing disposable income from increasing unemployment impacting Prepaid segment, decreased retail traffic due to MCO impacting Postpaid, Fiber and device sales, higher credit risk that increases receivable impairment and increased data consumption impacting network capacity investment.

The Group recorded a total revenue for YTD 2020 of RM6,705 million compared to corresponding YTD 2019 of RM6,723 million which represents a 0.3% decrease, that is RM18 million. The service revenue for YTD 2020 of RM5,780 million compared to corresponding YTD 2019 of RM5,805 million which represents a 0.4% decrease, that is RM25 million, contributed by the decline in MTR, loss of the wholesale business and lack of international roaming income, all offset by a resilient core mobiles business and growth in enterprise and fibre businesses.

Postpaid service revenue, including wholesale business, for YTD 2020 decreased by RM37 million, that is 1.3%, to RM2,914 million (YTD 2019: RM2,951 million). The Group grew the postpaid RGS subscriber base by 219k which represents a 6.8% increase, YTD 2020: 3,451k compared to YTD 2019: 3,232k subscribers. The Postpaid ARPU decreased by 6.6% year-on-year from RM91 to RM85 per month, largely due to MTR reduction, lack of international roaming income and the dilution effect from Hotlink Postpaid.



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(C) Performance of the current year against the preceding year (YTD September 2020 versus YTD September 2019) (continued)

Prepaid service revenue for YTD 2020 declined by RM265 million, that is 11.1% to RM2,117 million (YTD 2019: RM2,382 million). The Group's prepaid subscription base was lower by 420k, that is a 6.6% reduction, YTD 2020: 5,908k compared to YTD 2019: 6,328k subscribers. This was due to the continued SIM consolidation, successful migration to the Hotlink entry point Postpaid service and lower foreign worker base. Prepaid ARPU declined 2.4% from RM41 to RM40 per month, the decline was largely due to the reduction in MTR.

The Group is proud of its fibre connections growth, adding 80k that is 23.3% for YTD 2020: 424k versus YTD 2019: 344K with 72k additional home and 8k additional business fibre connections.

Normalised EBITDA and normalised EBITDA margin on service revenue for YTD 2020 was RM2,747 million (YTD 2019: RM2,864 million) and 47.5% (YTD 2019: 49.3%) respectively. Consequently, YTD 2020 normalised profit for the year was lower by 8.1% or RM94 million, at RM1,062 million (YTD 2019: RM1,156 million). The decline in normalised profit was mainly due to loss of wholesale business and higher impairment made to receivables as the Group revised the expected loss rates as disclosed in Note 5.

Capex for YTD 2020 was RM741 million versus YTD 2019 of RM636 million, that is RM105 million or 16.5% higher than the preceding year due to higher investment for capacity driven by a sharp increase in work-from-home traffic during RMCO, 5G readiness and Enterprise business.

Operating free cash flow for YTD 2020 was RM2,394 million compared to YTD 2019 of RM2,652 million in the preceding year, a decrease of 9.7% that is RM258 million mainly due to 2 USP payments in YTD 2020 and lower revenue, but partially offset by productivity and working capital management improvements.



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16. ANALYSIS OF PERFORMANCE (CONTINUED)

(D) STATEMENT OF FINANCIAL POSITION

Financial indicators (RM'm unless otherwise indicated)	AS AT 30/9/2020	AS AT 31/12/2019
Total assets	21,171	21,437
Total equity	7,110	7,070
Debt ⁽¹⁾	8,910	8,953
Deposits, cash and bank balances	(637)	(582)
Net debt	8,273	8,371
Net debt-to-EBITDA	2.29	2.24

Note:

⁽¹⁾ Debt includes derivative financial instruments designated for hedging relationship on borrowings.

Total equity and net debt-to-EBITDA of the Group remained stable.



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17. PROSPECTS FOR THE FINANCIAL YEAR ENDING 31 DECEMBER 2020 ("FY20")

Withdrawal of FY20 financial outlook

On 20 February 2020, the Group released its quarterly report for the fourth quarter ended 31 December 19 which included guidance on the financial outlook for FY20.

The COVID-19 pandemic continues to raise concern. At this stage, it is hard to reliably predict how long it will take to contain the virus, the impact it has on the Malaysian and the global economy, the impact on the demand for the services and solutions provided by the Group, locally and internationally and hence the Group's business operations throughout and following the RMCO. Furthermore, locally, the high unemployment rates since MCO, the GDP contraction as forecasted by the World Bank in September 20, the occurrence of third wave of COVID-19 outbreak and the continuation of loan repayment moratorium only to targeted groups from October 20, create an unpredictable environment for our business. Given these uncertainties, the Group considered it prudent not to disclose a new outlook. In April, the Group withdrew its previously advised FY20 guidance until there is more clarity around the longevity and impact of the pandemic. The Group is closely monitoring and assessing the impact of COVID-19 and when it becomes appropriate to disclose any material information, it will be made in accordance with the Main Market Listing Requirements.

Confident in our Convergence Strategy

We remain confident in our convergence strategy, driven by our differentiated network and the resilience of our people despite the unprecedented social and economic challenges brought by COVID-19. We continue to offer converged solutions to individuals, homes and businesses; and delivering differentiated and unmatched personalised experience.

Strong Financial Position

The Group remains in a good financial position to weather the crisis created by the COVID-19 pandemic.

Our balance sheet remains healthy and our funding and liquidity are well positioned. The Group has taken action to protect the safety of its employees, customers, the broader Malaysian economy and its core operations and remains alert to opportunities to strengthen and grow its business during this period of uncertainty.

Stay Safe, Stay Connected

The Group is conscious of the importance of its connectivity network when movements are restricted and people are separated. As an essential service provider, Maxis remains open for business whilst executing our business continuity plan. Measures have been put in place to ensure both fixed and mobile networks remain uninterrupted despite a dramatic increase in demand. We maintain our network performance leadership that our customers expect. As Malaysia's leading mobile operator, we are in a strong position to fully support our customers, our suppliers, our communities and our staff throughout this pandemic and beyond.

Internally, our employees who are in customer facing and critical functions such as network field staff are supported with best practice safety measures and all have the correct personal protective equipment. To mitigate the spread of COVID-19 virus, we ensure safe physical-social distancing. Internal and external physical meetings are replaced by virtual alternatives as we are developing a world class organisation through digitalisation.



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18. PROFIT FORECAST OR PROFIT GUARANTEE

Not applicable as the Group did not publish any profit forecast.

19. QUALIFICATION OF PRECEDING AUDITED FINANCIAL STATEMENTS

There was no qualification to the preceding audited financial statements for the financial year ended 31 December 2019.

20. PROFIT BEFORE TAX

The following items have been charged/(credited) in arriving at the profit before tax:

	INDIVIDUAL QUARTER		CUMULATIVE QUARTER	
	QUARTER ENDED 30/9/2020	QUARTER ENDED 30/9/2019	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019
	RM'm	RM'm	RM'm	RM'm
Fair value loss/(gains) on forward foreign exchange contracts	8	(2)	(2)	(4)
(Gain)/losses on foreign exchange (net)	(4)	3	2	*
Property, plant and equipment: - write-offs/impairment losses	9	23	18	34

Note:

* Less than RM1 million.

Other than as presented in the statements of profit or loss and as disclosed above, there were no material gains/losses on disposal of quoted and unquoted investments or properties and other exceptional items for the current quarter ended 30 September 2020.



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21. TAX EXPENSES

	INDIVIDUAL QUARTER		CUMULATIVE QUARTER	
	QUARTER ENDED 30/9/2020	QUARTER ENDED 30/9/2019	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019
	RM'm	RM'm	RM'm	RM'm
Income tax:				
- current tax	22	165	334	470
- over accrual in prior years	-	(14)	-	(14)
Deferred tax:				
- origination and reversal of temporary differences	105	(39)	25	(67)
- recognition and reversal of prior years' temporary differences	-	11	-	11
Total	127	123	359	400

The Group's effective tax rates for the current quarter and nine months ended 30 September 2020 were 25.8% and 25.2% respectively, higher than the statutory tax rate of 24% mainly due to certain expenses not deductible for tax purposes.

22. STATUS OF CORPORATE PROPOSALS ANNOUNCED

There were no corporate proposals announced but not completed.



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23. BORROWINGS

RM denominated	AS AT 30 SEPTEMBER 2020			AS AT 31 DECEMBER 2019		
	CURRENT LIABILITIES RM'm	NON-CURRENT LIABILITIES RM'm	TOTAL RM'm	CURRENT LIABILITIES RM'm	NON-CURRENT LIABILITIES RM'm	TOTAL RM'm
<u>Secured</u>						
Lease liabilities	147	927	1,074	148	960	1,108
<u>Unsecured</u>						
Revolving credit	-	-	-	401	-	401
Term loan ⁽¹⁾	-	1,000	1,000	-	1,000	1,000
Commodity Murabahah						
Term Financing	-	2,293	2,293	-	2,295	2,295
Islamic Medium						
Term Notes	510	3,616	4,126	504	3,639	4,143
Business Financing-i	-	398	398	-	-	-
	657	8,234	8,891	1,053	7,894	8,947
Excluding lease liabilities:						
- weighted average interest rate			4.13%			4.65%
- proportion of borrowings between fixed and floating interest rates			59% : 41%			59% : 41%

Note:

⁽¹⁾ Partially hedged using Interest Rate Swap ("IRS") as disclosed in Note 24.

Material changes to borrowings for the financial period ended 30 September 2020 are disclosed in Note 6(a) & (b).



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24. DERIVATIVE FINANCIAL INSTRUMENTS

(a) Details of derivative financial instruments outstanding as at 30 September 2020 are set out below:

TYPE OF DERIVATIVE	CONTRACT/ NOTIONAL VALUE	FAIR VALUE
	RM'm	RM'm
<u>Current assets</u>		
Derivatives designated in hedging relationship (cash flow hedge):		
Forward foreign exchange contracts:		
- less than one year	37	*
Derivatives not designated in hedging relationship:		
Forward foreign exchange contract:		
- less than one year	5	*
	42	*
<u>Current liabilities</u>		
Derivatives designated in hedging relationship (cash flow hedge):		
Forward foreign exchange contracts:		
- less than one year	88	(2)
Derivatives not designated in hedging relationship:		
Forward foreign exchange contracts:		
- less than one year	42	(1)
	130	(3)
<u>Non-current liabilities</u>		
Derivatives designated in hedging relationship (cash flow hedge):		
IRS:		
- between two and five years	500	(19)
	672	(22)

Note:

* Less than RM1 million.

There have been no changes since the end of the previous financial year ended 31 December 2019 in respect of the following:

- (i) the market risk and credit risk associated with the derivatives;
- (ii) the cash requirements of the derivatives;
- (iii) the policies in place for mitigating or controlling the risks associated with the derivatives; and
- (iv) the related accounting policies.



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24. DERIVATIVE FINANCIAL INSTRUMENTS (CONTINUED)

(b) Gains/losses arising from fair value changes of financial liabilities

The Group determines the fair values of the derivative financial instruments relating to the IRS and forward foreign exchange contracts using a valuation technique which utilises data from recognised financial information sources. Assumptions are based on market conditions existing at each reporting date. The fair values of IRS are calculated as the present value of estimated future cash flow using an appropriate market-based yield curve. The fair values of forward foreign exchange contracts are determined using the forward exchange rates as at each reporting date.

25. RECEIVABLES, DEPOSITS AND PREPAYMENTS

	AS AT 30/9/2020 RM'm	AS AT 31/12/2019 RM'm
<u>Non-current assets</u>		
At net of impairment:		
- Trade receivables	145	282
- Finance lease receivables	13	15
- Contract assets	52	44
Prepayments	678	724
Contract cost assets, net of amortisation	112	118
	<u>1,000</u>	<u>1,183</u>
<u>Current assets</u>		
At net of impairment:		
- Trade receivables	1,153	1,207
- Other receivables and deposits	750	743
- Finance lease receivables	22	24
- Contract assets	132	155
Prepayments	160	157
Contract cost assets, net of amortisation	133	104
	<u>2,350</u>	<u>2,390</u>
	<u>3,350</u>	<u>3,573</u>

The Group's credit policy provides trade receivables with credit periods of up to 60 days. In addition, selected eligible customers are allowed to purchase devices on monthly installment scheme up to 24 months.

The ageing analysis of the Group's gross trade receivables as at 30 September 2020 is as follows:

	RM'm
Current	1,278
1 to 90 days past due	122
More than 90 days past due	93
	<u>1,493</u>



MAXIS BERHAD

Company No. (200901024473 (867573-A))

(INCORPORATED IN MALAYSIA)

QUARTERLY REPORT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2020

PART B - EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF THE
BURSA SECURITIES LISTING REQUIREMENTS (CONTINUED)

26. MATERIAL LITIGATION

There is no material litigation as at the date of this report.

27. DIVIDENDS

The Board of Directors has declared a third interim single-tier tax-exempt dividend of 4.0 sen per ordinary share in respect of the financial year ending 31 December 2020, to be paid on 23 December 2020. The entitlement date for the dividend payment is 30 November 2020.

A depositor shall qualify for entitlement to the dividend only in respect of:

- (i) shares transferred to the depositor's securities account before 4.30 pm on 30 November 2020 in respect of transfers; and
- (ii) shares bought on Bursa Malaysia Securities Berhad on a cum entitlement basis according to the Rules of Bursa Malaysia Securities Berhad.

The total dividends declared for the nine months ended 30 September 2020 is 12.0 sen per ordinary share (2019: 15.0 sen).

The Board of Directors fully recognises the importance of dividends to the Group's equity shareholders. However, given the level of uncertainty and challenges created by COVID-19 pandemic, the Board of Directors is of the view that lowering shareholder distributions at this time will allow the Group to maximise its support for Malaysian individuals, businesses and communities and at the same time preserving an optimal capital structure during the time of uncertainty.



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28. EARNINGS PER SHARE

		INDIVIDUAL QUARTER		CUMULATIVE QUARTER	
		QUARTER ENDED 30/9/2020	QUARTER ENDED 30/9/2019	PERIOD ENDED 30/9/2020	PERIOD ENDED 30/9/2019
(a) Basic earnings per share					
Profit attributable to the equity holders of the Company	(RM'm)	<u>365</u>	<u>358</u>	<u>1,066</u>	<u>1,164</u>
Weighted average number of issued ordinary shares	('m)	<u>7,823</u>	<u>7,821</u>	<u>7,821</u>	<u>7,818</u>
Basic earnings per share	(sen)	<u>4.7</u>	<u>4.6</u>	<u>13.6</u>	<u>14.9</u>
(b) Diluted earnings per share					
Profit attributable to the equity holders of the Company	(RM'm)	<u>365</u>	<u>358</u>	<u>1,066</u>	<u>1,164</u>
Weighted average number of issued ordinary shares	('m)	<u>7,823</u>	<u>7,821</u>	<u>7,821</u>	<u>7,818</u>
Adjusted for LTIP (2019: and share options)	('m)	<u>3</u>	<u>12</u>	<u>3</u>	<u>12</u>
Adjusted weighted average number of ordinary shares	('m)	<u>7,826</u>	<u>7,833</u>	<u>7,824</u>	<u>7,830</u>
Diluted earnings per share	(sen)	<u>4.7</u>	<u>4.6</u>	<u>13.6</u>	<u>14.9</u>

By order of the Board

Dipak Kaur

SSM PC No. 201908002620

(LS 5204)

Company Secretary

23 October 2020

Kuala Lumpur