

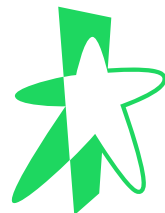


GROWING STARHUB REGIONAL ICT & ENTERPRISE

Acquisition of HKBN JOS – Singapore, Malaysia

10 November 2021





Forward-Looking Statements

The following presentation may contain forward-looking statements by StarHub Ltd (“StarHub”) relating to financial trends for future periods.

Some of the statements in this presentation which are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. These forward-looking statements are based on StarHub’s current views, intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside StarHub’s control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks and uncertainties. Because actual results could differ materially from StarHub’s current views, intentions, plans, expectations, assumptions and beliefs about the future, such forward-looking statements are not and should not be construed as a representation, forecast or projection of future performance of StarHub. It should be noted that the actual performance of StarHub may vary significantly from such statements.



TRANSACTION OVERVIEW

STARHUB

jos

4 OFFICES

Singapore, Kuala Lumpur, Johor Bahru, Penang

>30 YEARS

Established track record; extensive experience across industries

>1,500 CUSTOMERS

Broad customer base including blue-chip customers

~400 TALENTS

>80% sales & IT Professionals

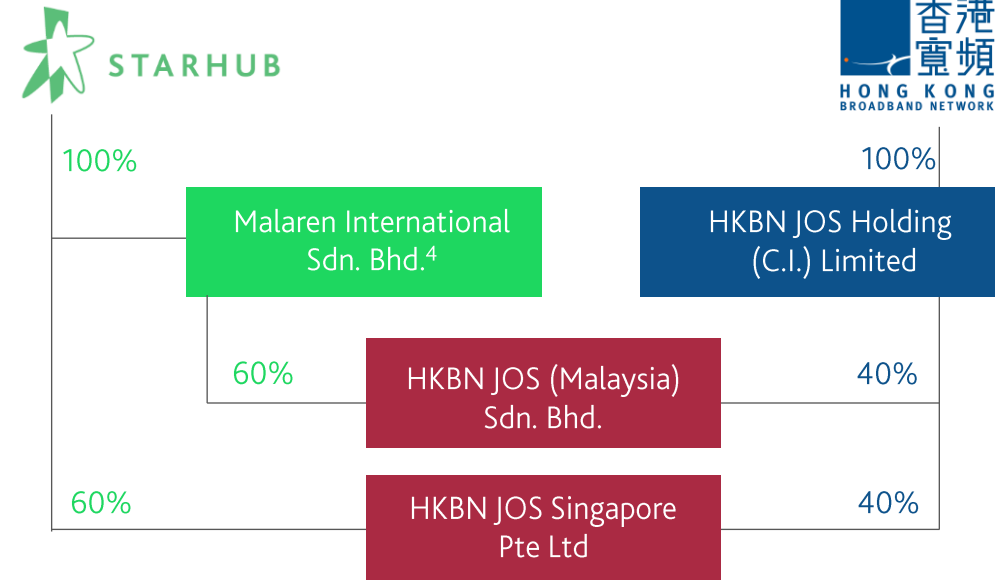
Acquiring Majority Stake In HKBN's ICT Entities in Singapore & Malaysia



60%
Shareholding
Interest

\$14.9M¹
Consideration
(Funded by internal resources²)

7.0x
EV/EBITDA³



¹ The consideration was arrived at on a willing seller willing buyer basis after taking into account the historical financial performance and growth potential of JOS SG and JOS MY (the "Target Companies"). The total consideration shall be approximately S\$14.9m, subject to potential adjustments based on (i) the audited accounts of the Target Companies for the financial year ended 31 August 2021, and (ii) the balance sheet and working capital of the Target Companies on completion.

² The consideration will be paid in cash.

³ Based on FY2021 Proforma EBITDA for JOS MY.

⁴ Malaren currently holds StarHub's indirect equity interest in Strateq Sdn. Bhd. Via its 88.28% interest in Nettilling Sdn Bhd.



LEADING SYSTEM INTEGRATOR & SOLUTIONS PROVIDER

NEXT-GENERATION INFRASTRUCTURE



CLOUD COMPUTING



END-USER COMPUTING



CYBER- SECURITY



DIGITAL SOLUTIONS



ENSURING SMOOTH OPERATIONS

- Data Protection & High Availability
- Network Infrastructure
- Optimisation & Management
- Server & Storage Infrastructure
- Software-Defined LAN/WAN/DC
- Unified Communication

X-AS A SERVICE

- Backup-as-a-Service (BaaS)
- Disaster Recovery-as-a-Service (DRaaS)
- Infra-as-a-Service (IaaS)
- Software-as-a-Service (SaaS)
- Virtual Desktop Infrastructure (VDI)

FUTURE OF HYBRID WORK

- Desktop, Laptop & Thin Client
- Desktop Backup & Management Solutions
- Disposal Services
- Installation & Deployment
- IT Asset Management & Mobility & Virtual Desktop Solutions

PROTECTING VALUABLE ASSETS

- Cybersecurity Consultancy Services
- Identity & Access Management
- Perimeter & Cloud Security
- System & Endpoint Protection

DIGITAL SOLUTIONS

- API Integration
- Big Data & Analytics
- Collaboration Workspace
- CRM/ERP
- Enterprise Content Management
- Enterprise Workflow
- Robotic Process Automation
- Service Management
- Web & Mobile App Development



RATIONALE

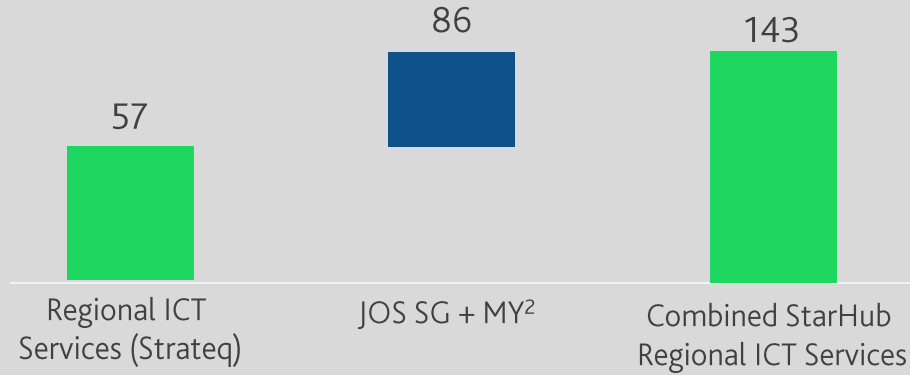
STARHUB



FINANCIALLY ACCRETIVE

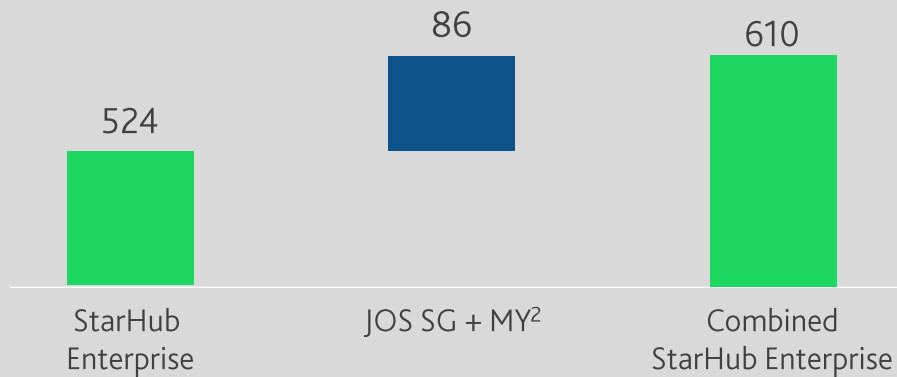
9M2021¹ REGIONAL ICT SERVICES REVENUE (\$M)

(Estimated Pro Forma – For illustrative purposes only)



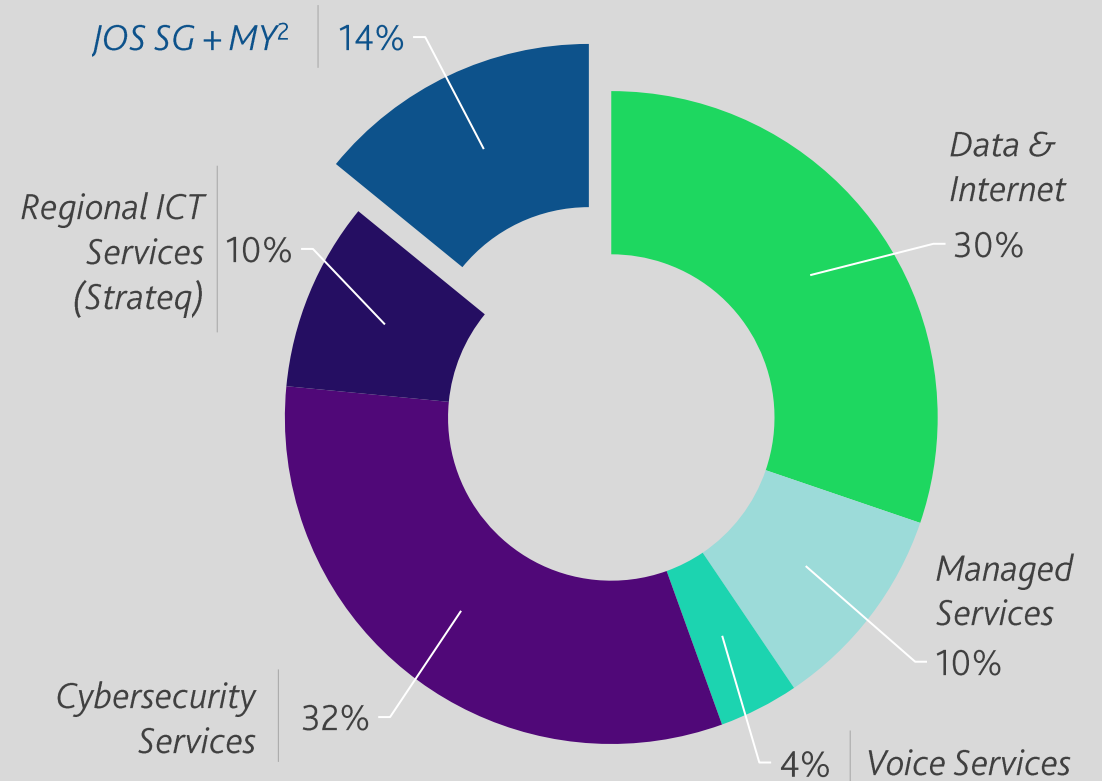
9M2021¹ ENTERPRISE REVENUE (\$M)

(Estimated Pro Forma – For illustrative purposes only)



9M2021¹ ENTERPRISE REVENUE MIX

(Estimated Pro Forma – For illustrative purposes only)



¹9M2021 refers to StarHub's nine-month financial period ended 30 September 2021.

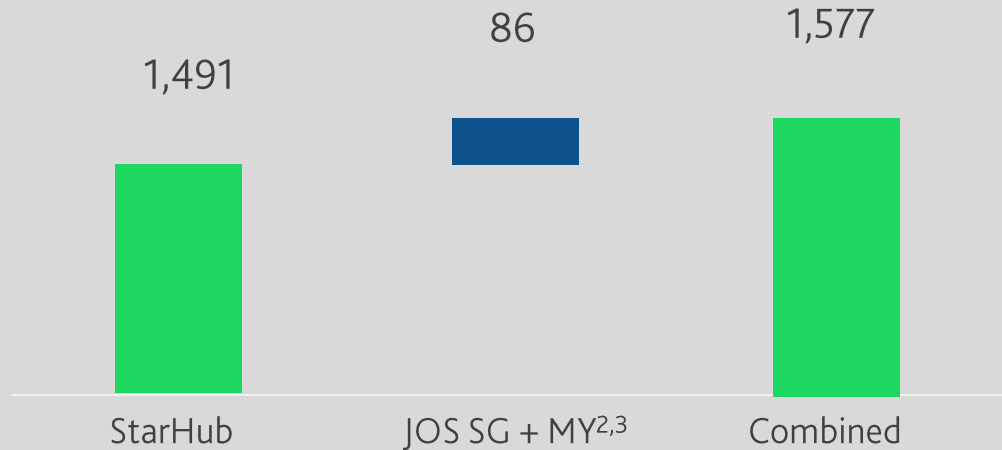
²For comparative purposes, the management account for JOS MY & JOS SG for the financial year ended 31 August 2021 has been adjusted to a nine-month financial period.



FINANCIALLY ACCRETIVE

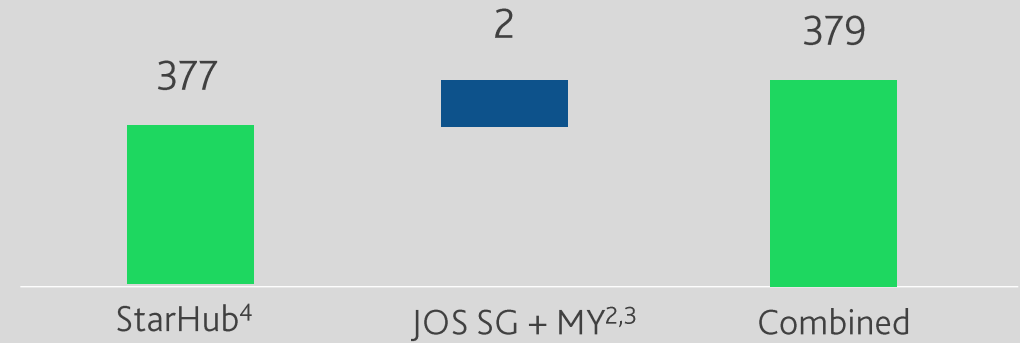
9M2021¹ GROUP REVENUE (\$M)

(Estimated Pro Forma – For illustrative purposes only)



9M2021¹ GROUP EBITDA (\$'M)

(Estimated Pro Forma – For illustrative purposes only)



Potential For Further Cost Synergies To Enhance Margins

- Consolidation of office/warehouse spaces for rental savings
- Joint procurement strategies and vendor discounts

Footnotes:

¹ 9M2021 refers to StarHub's nine-month financial period ended 30 September 2021.

² For comparative purposes, the management account for JOS MY & JOS SG for the financial year ended 31 August 2021 has been adjusted to a nine-month financial period.

³ Excluding Job Support Scheme payouts and other one-off adjustments for the year ended 31 August 2021.

⁴ Excluding Job Support Scheme payouts for 9M2021.

Additional Notes:

- The Net Asset Value and Net Tangible Asset Value of JOS SG as at 31 August 2021 is S\$7.1m, based on the management account of JOS SG for the financial year ended 31 August 2021.
- The Net Asset Value and Net Tangible Asset Value of JOS MY as at 31 August 2021 is RM(1.2m) and RM(2.0m) respectively, based on the management account of JOS MY for the financial year ended 31 August 2021.



STRENGTHENED ENTERPRISE VALUE PROPOSITION

LEVERAGE CYBERSECURITY & ICT AS BEACHHEADS TO PULL-THROUGH CONNECTIVITY,
ANCHORING ON 5G SOLUTIONS

Synergise & Scale

CYBERSECURITY

Cloud & Services
(Via Partnerships)



ICT / MANAGED SERVICES

Platform & Device
(Via Partnerships)



NETWORK SOLUTIONS



Strengthened ICT/Managed Services Capabilities

- Addition of JOS will increase StarHub's capabilities and offerings in the enterprise segment and complete our suite of ICT offering to drive network-centric uses cases with the introduction of 5G
- Alongside Ensign's pure-play cybersecurity capabilities, this acquisition bolsters StarHub's capabilities in developing solutions and services catering to the changing needs of enterprise customers as they embark on their digital transformation journey
- Cross-sell and up-sell capabilities and solutions offerings to provide maximum value to Enterprise customers
- Possibility of participating in joint bids to harness further revenue synergies



EXTENDED REACH INTO NEW SECTORS & GEOGRAPHIES

ABILITY TO UPSELL AND CROSS-SELL TO WARM LEADS,
INCREASING SHARE OF WALLET

Synergise & Scale

CYBERSECURITY

Cloud & Services
(Via Partnerships)



ICT / MANAGED SERVICES

Platform & Device
(Via Partnerships)



NETWORK SOLUTIONS



BROADENED CUSTOMER BASE

- Government
- Financial Institutions
- Energy
- Water
- Land Transport
- Healthcare
- Infocomm
- Maritime
- Aviation
- Media
- Security & Emergency

- Oil Majors
- Hospitals
- Financial Institutions
- Government
- Education
- Insurance
- Fortune 500/MNCs

- Financial Institutions
- Media
- Hospitality
- Aviation
- Technology
- Government
- Education

REGIONAL PRESENCE



Singapore Stronghold



DEEPER PARTNERSHIP WITH HKBN FOR MUTUAL GROWTH



STARHUB



MULTI-YEAR PURCHASE COMMITMENT AGREEMENT

- Reciprocal arrangement where StarHub and HKBNES shall procure telecommunication services from one another
- Services include International Services (IP Transit), backhaul and local network services, fixed line voice services, Mobile SIM, etc

ICT SPECIALIST BACKED BY STARHUB & HKBN

- Preferred partner for HKBN / StarHub Enterprise customers expanding into the region
- Revenue synergies by cross-selling, up-selling and bundling



jos

STARHUB

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