

Axiata Analyst & Investor Day 2020:
**Axiata Enterprise: New
growth area**

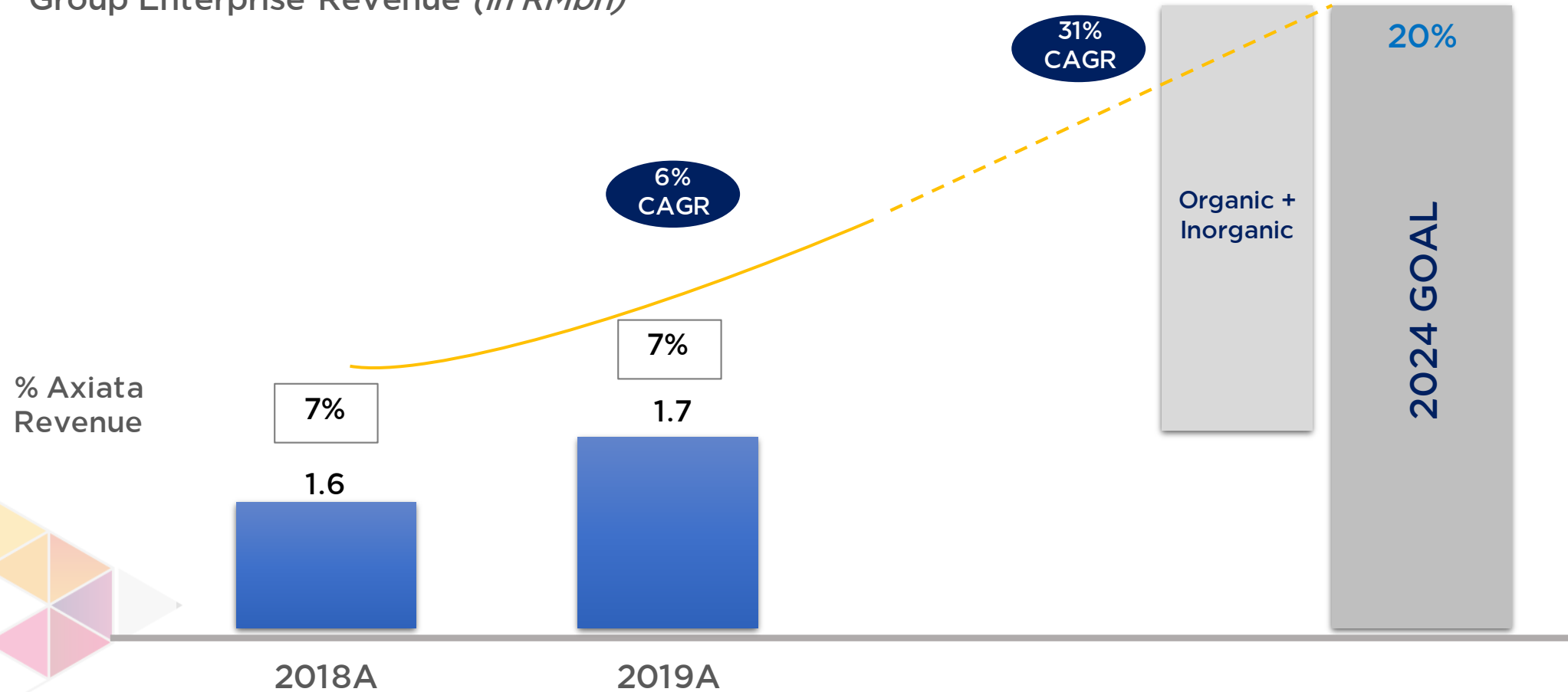
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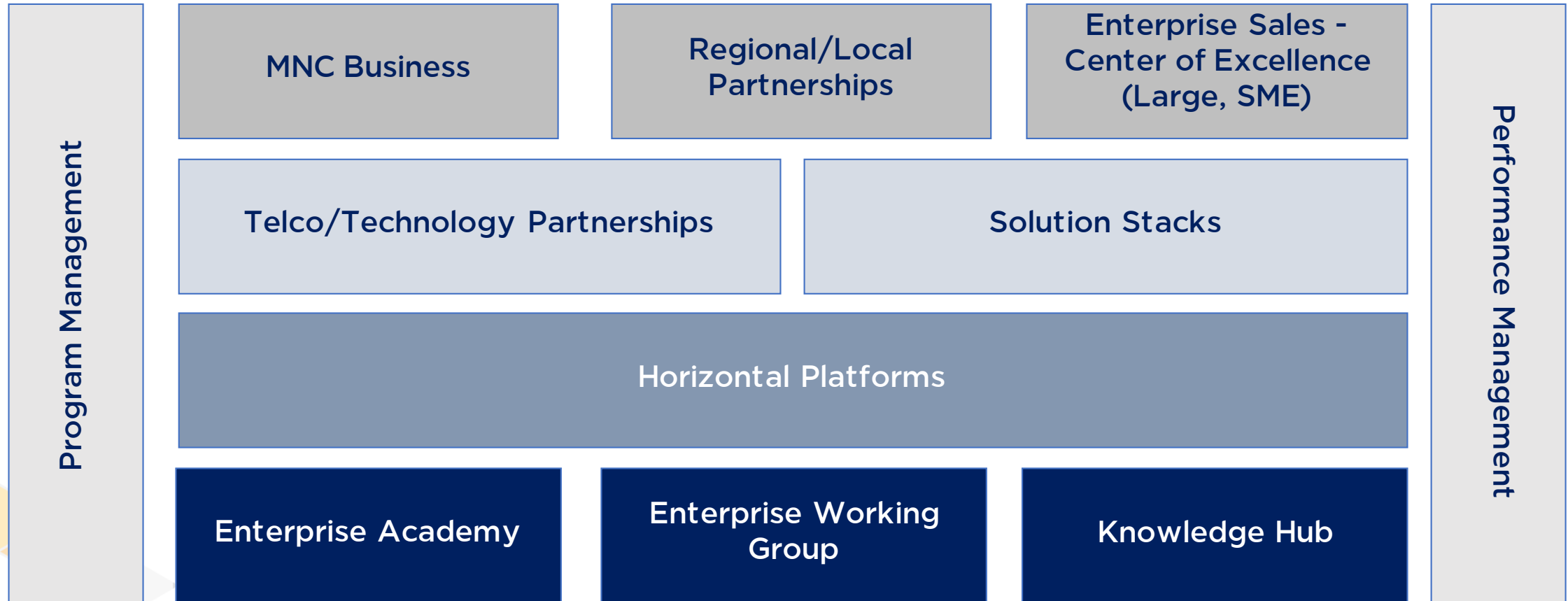
3rd December 2020

Axiata is Committed to a 7% -> 20% Elevation of Enterprise Business Significance. Translates to a 3x Growth 2019-2024 from Organic & Inorganic contribution.

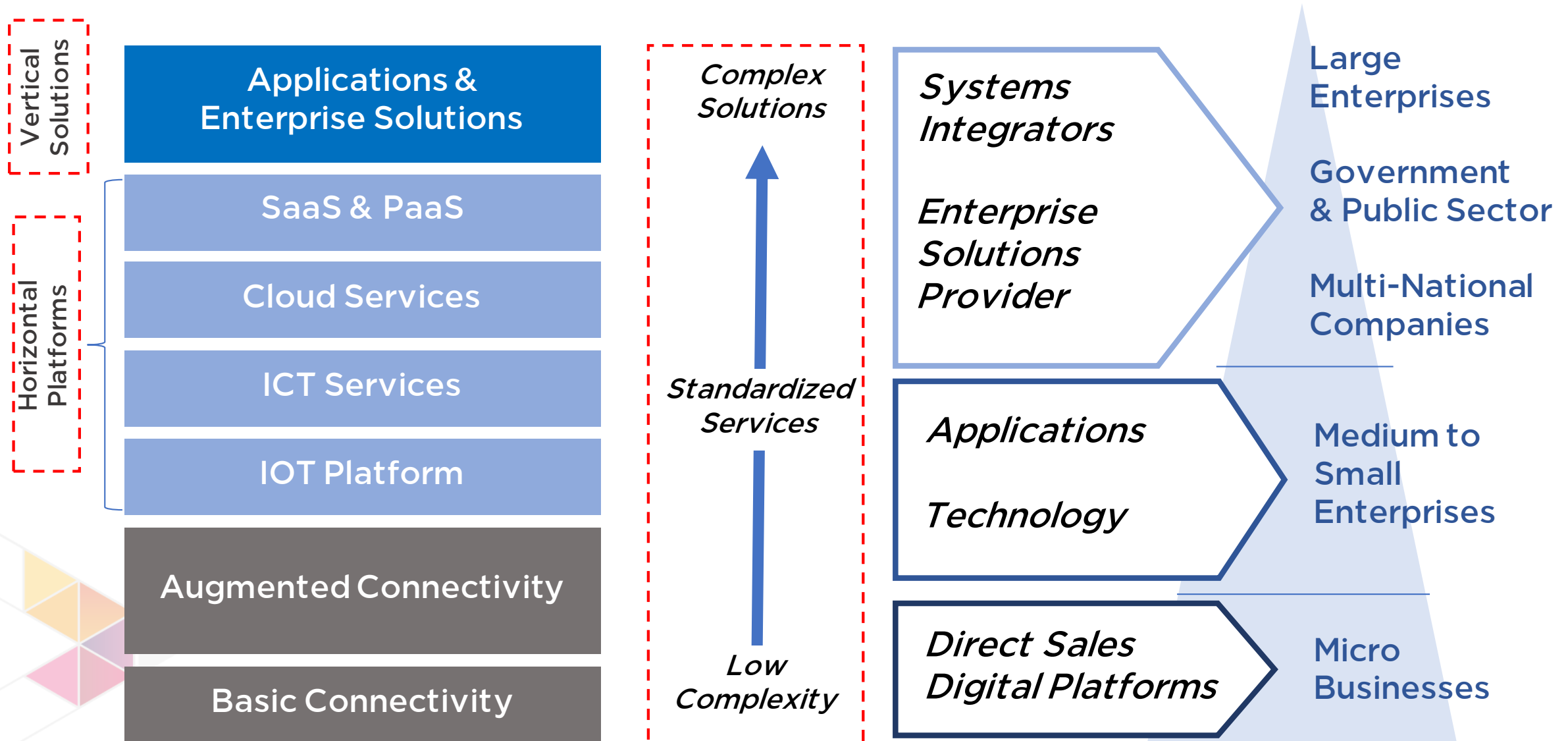
Group Enterprise Revenue (in RMbn)



Building momentum with technology partnerships, horizontal platforms, Regional Center of Operational Excellence & Capability Development



Axiata's GTM Stack Builds Upwards From Core Capability through to ICT, IoT, Cloud and SaaS, PaaS



Axiata's Horizontal Play is Focused on 4 Tracks

4 B2B Marketplace



Product Catalogue

Order Management

Customer Care

Metering & Billing

Multilingual

3 Cloud Technologies



1 Connectivity at the Core

- Fixed Connectivity (Own Infra or Partnership)
- SD-WAN
- Unified Comms
- Private & Campus Networks
- 5G for Industry and Service Enterprise

2 Internet of Things

- 360° Platform that focused on Demand Uplift with complete Ecosystem
- End to End Information Management & Analytics
- Products & Solutions for Enterprise Verticals
- Regulatory Compliances & Modernization

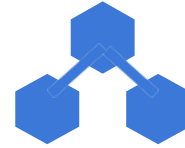
Formal Partnerships secured with Hyper-Scalers & Technology Leaders have Fast Tracked Axiata's Scale-Up in B2B Capabilities



G SUITE



GOOGLE CLOUD
PLATFORM



PARTNER
INTERCONNECT

+4 Million SMEs
addressable for G suite
and Cloud services



Microsoft



GTM through MSFT
Emerging Markets Programs
& Azure Cloud on
Marketplace

Telefonica



Security



SD-WAN



IoT

Capability building For
Security,
IOT, SD-WAN

Axiata's B2B Market Place will Drive Organic SME growth through SaaS Offerings

IaaS

Office Tools

Security

Backup

Retail POS

Operations

ERP & Business App



Process
Development Tools

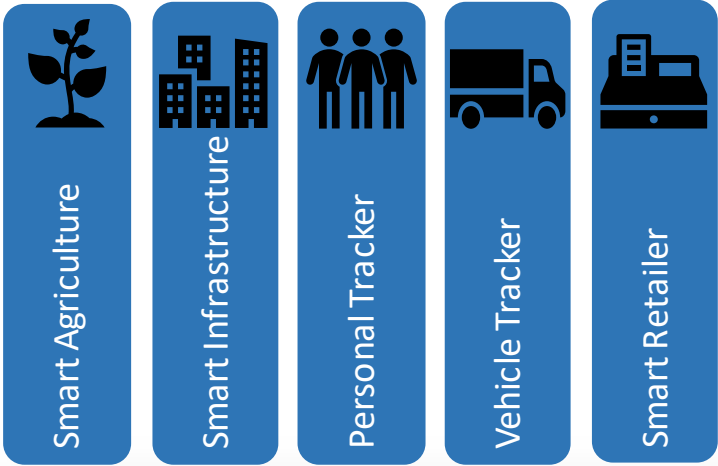


Healthcare
Services



logos are for illustrative purposes only

Axiata's Platforms Empower OpCos to Develop Market Specific Focus Areas Based on Growth Potential



360° Platform that focused on Demand Uplift with complete Ecosystem



Dashboard

Solutions Development
Products & Solutions for Enterprise

IOT Core
Features | Functionalities Enhancement

Multi-Cloud Distributed Architecture
Regulatory Compliances | Modernization

Focus markets	Sectors	CAGR%
 	Agriculture	10%
	Smart Building	12%
	Public Safety	13%
 	Agriculture	10%
	Utilities	10%
	Smart Building	16%
 	Public Safety	15%
	Poultry	10%
	Utilities	10%
 	Smart Building	10%
	Public Safety	20%
	Poultry	10%

Selected Wins in Multiple OpCos and Industries

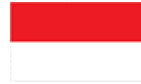


60k+ devices

Axiata OpCos have built strong capabilities in new growth practices and winning in respective markets



- Education Ministry for schools digital connectivity
- Perodua connected car eSim solution
- Banking POS terminals



- Managed SD-WAN solutions in Financial Services Industry
- M2M for Energy & Utilities companies
- Cloud Unified Comms in Large Retail Chain



- Connected Railways Win
- Colombo Connected Terminal Project
- Enterprise Digitization Wins in Manufacturing



- SME In A Box Cloud Offering
- Leading Solutions in University Education digitization
- IOT Surveillance Win in Pharmaceutical



- Education Digitalization
- MSFT Cloud Solutions for SME
- Global MNC IP Transit & IPLC



- SME Mobility Offerings
- Positioning for FMC
- Data driven digital advertising

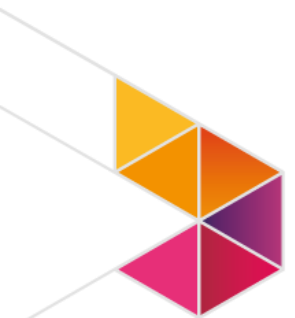
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Thank You

