2nd Quarter 2011 Results

Analyst and Investor Briefing

23 August 2011

AGENDA

Results Highlights

Malaysia – Celcom

Indonesia – XL

Sri Lanka – Dialog

Bangladesh – Robi

Other Regional mobile assets

Moving Forward

Group Performance Highlights : Resilience in a challenging environment; announced interim dividends of 4 sen per share

- ***Overall slower market growth, increased voice/SMS to data substitution, but significant increase in data; strong PAT, FCF***
- ***Interim dividends of 4 sen per share announced***
- ***Revenue growth of 4% (8% at constant currency).***
- ***EBITDA growth of 0.1% (3% at constant currency); Margins maintained at ≈44%***
- ***Normalised PATAMI growth of 5%***
- ***RoIC grew from 11.2% to 12.1%***

Note: All on Year to date (YTD) basis i.e. 1H11 vs. 1H10.

Group Performance Highlights : Resilience in a challenging environment; announced interim dividends of 4 sen per share

celcom

- ***Revenue growth of 3%; Good Q o Q revenue growth, driven by data***
- ***Strong advanced data growth of 37%, and subscriber growth of 11%***
- ***Moderate EBITDA growth of 2%; Margins maintained at 46%***
- ***Strong PATAMI growth of 7% (10% excluding accelerated USP)***

- ***Good revenue growth of 8%, driven by data***
- ***Strong advanced data growth of 47%;***
- ***Good EBITDA growth of 7%; Maintained strong margins at 52%***
- ***Strong double-digit PAT growth of 15%***

Note: All on Year to date (YTD) basis i.e. 1H11 vs. 1H10.

Group Performance Highlights : Resilience in a challenging environment; announced interim dividends of 4 sen per share

Dialog

- *Good revenue growth of 9%, driven by steady subscriber growth of 5% and MoU/subscriber increase of 15%*
- *Moderate EBITDA growth of 3%, but strong double-digit PAT growth of 22%*
- *Healthy balance sheet; Positive FCF for 6th consecutive quarter*

robi

- *Strong double-digit revenue growth of 20%; driven by aggressive subscriber growth of 37%*
- *Strong double-digit EBITDA growth of 19%*
- *PAT declined 99% being significantly affected by forex (at constant currency, 24% growth)*

Group Performance Highlights : Generally showing growth but at a moderating pace

	Q o Q Performance			Y o Y Performance			YTD Performance		
	Revenue	EBITDA	PAT[1]	Revenue	EBITDA	PAT[1]	Revenue	EBITDA	PAT[1]
Group[2]	▲ 3%	▲ 2%	▼ 0.5%	▲ 5%	▼ 3%	▼ 6%	▲ 4%	▲ 0.1%	▲ 5%
Celcom[3]	▲ 2%	▼ 0.5%	▲ 2%	▲ 3%	▼ -3%	▲ 4%	▲ 3%	▲ 0.1%	▲ 7%
XL	▲ 2%	▲ 1.4%	▲ 1.5%	▲ 7%	▲ 5%	▲ 6%	▲ 8%	▲ 7%	▲ 15%
Dialog	▲ 1.0%	▲ 7%	▲ 19%	▲ 9%	▼ 0.5%	▲ 1%	▲ 9%	▲ 3%	▲ 22%
Robi	▲ 8%	▼ 3%	▼ >100%	▲ 22%	▲ 0.6%	▼ >100%	▲ 20%	▲ 19%	▼ 99%

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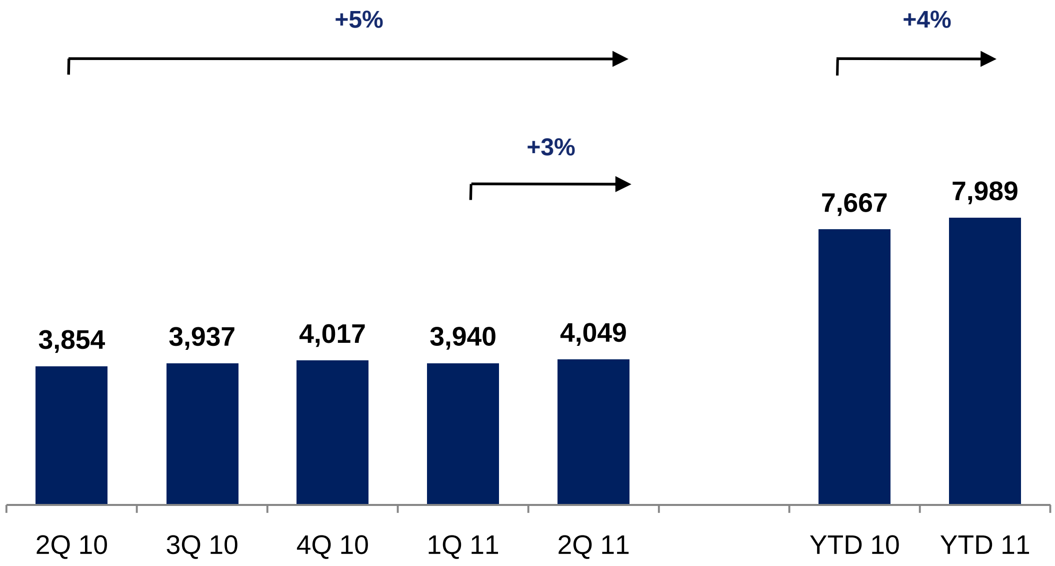
1. *Group & Celcom: Normalised PATAMI; Others : PAT.*
2. *Group PATAMI Normalised mainly for Forex and FRS adjustments. Reported Group PATAMI QoQ, YoY and YTD was 21%, 15% and -19% respectively.*
3. *Excludes impact of HQ Recharge and Turin Interest.*

Group Financial Performance

Steady revenue growth despite the challenges

Revenue (RM mn)

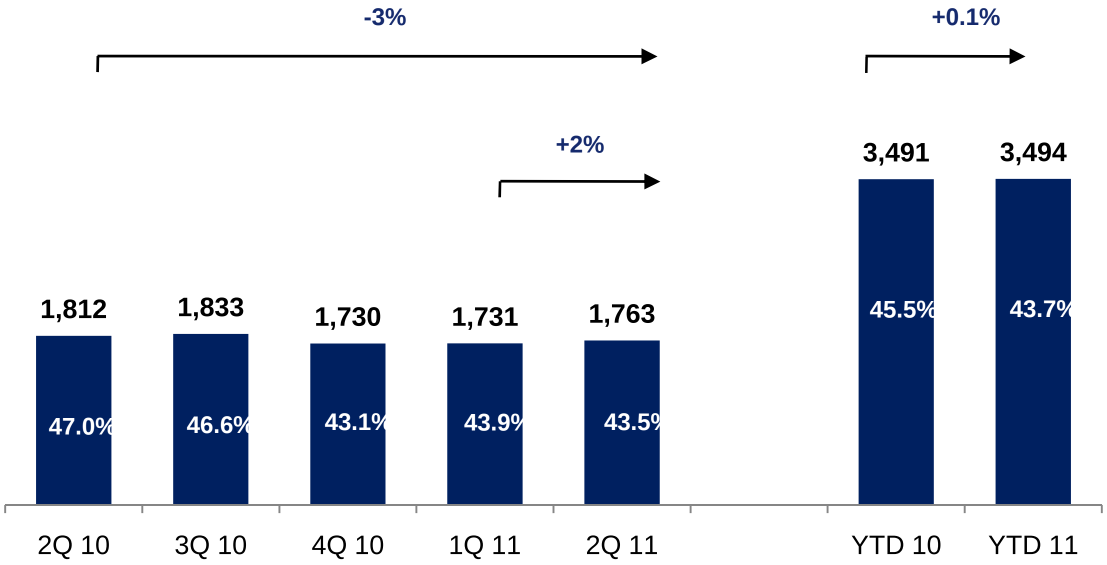


- **Enhanced competition, data substitution and general market softening in Malaysia and Indonesia**
- **Stronger MYR; forex translation impact**
- **At constant currency:**
    - **2Q11 vs 1Q11 – revenue growth would have been lower at +1.8% (vs +2.8%)**
    - **YTD11 vs YTD10 – revenue growth would have been higher at +7.5% (vs +4.2%)**

Group Financial Performance

Marginal EBITDA growth YTD. Higher costs due to investment in data, as well as change in Revenue mix

EBITDA (RM mn) & Margins (%)

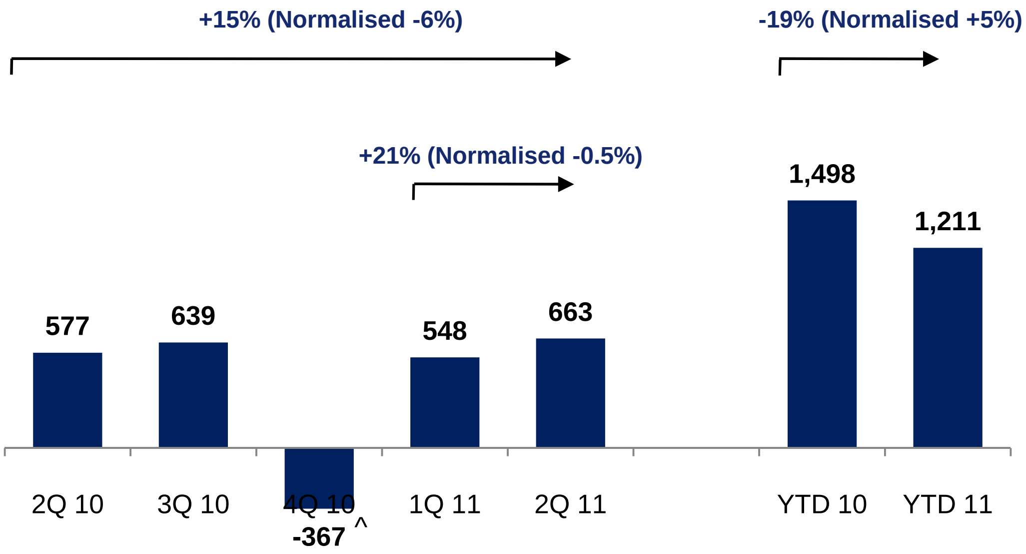


- **Marginal EBITDA growth, driven by data at Celcom and XL.**
- **EBITDA margin declined mainly due to higher costs incurred to support network expansion for data**
- **At constant currency:**
    - **2Q11 vs 1Q11 – EBITDA growth would have been lower at +0.6% (vs +1.8%)**
    - **YTD11 vs YTD10 – EBITDA growth would have been higher at +2.8% (vs +0.1%)**

Group Financial Performance

Normalised PATAMI growth YTD and Y o Y from continued focus on operational improvements

PATAMI (RM mn)

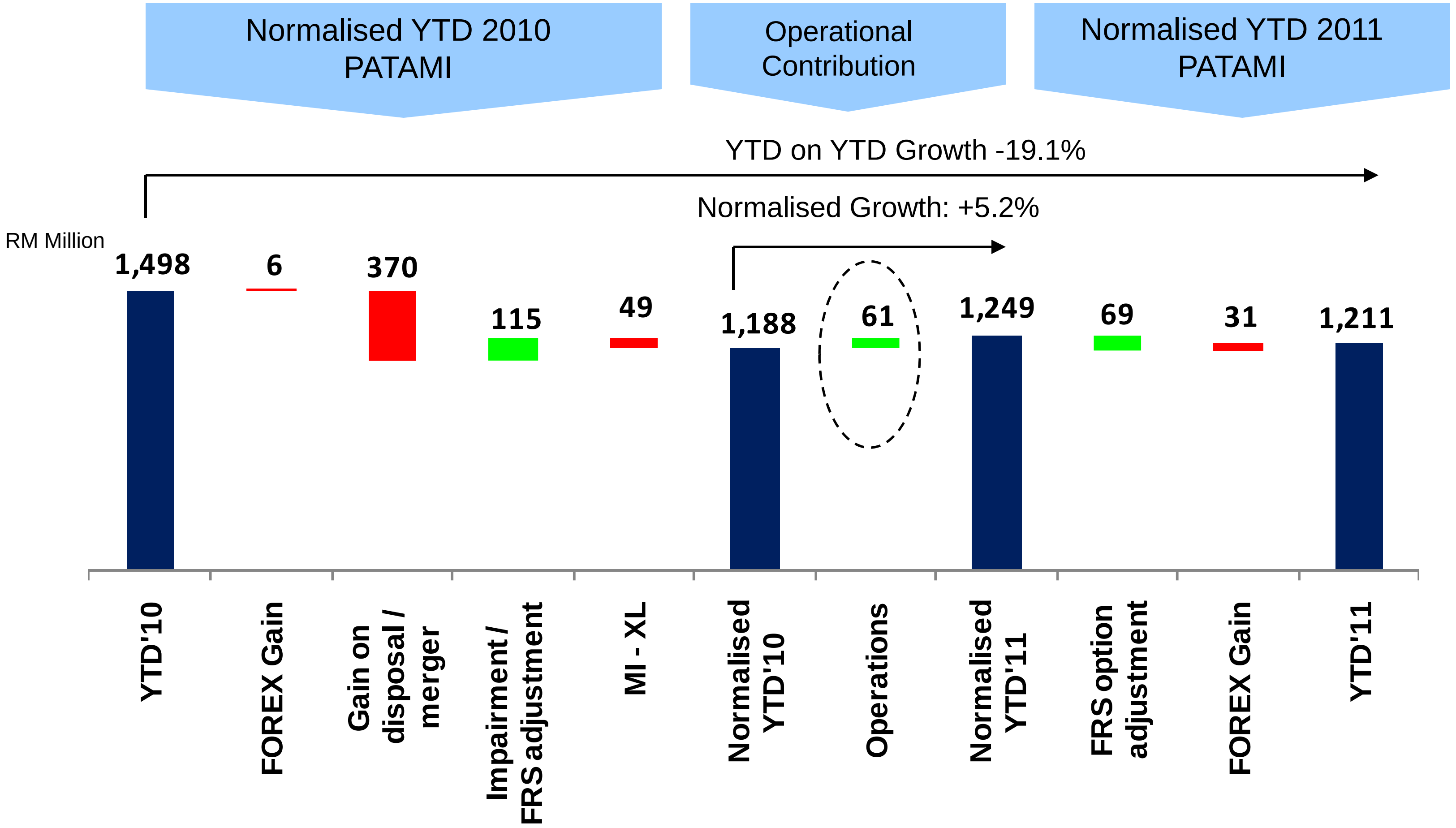


- Normalised PATAMI growth YTD and Y o Y from continued operational improvements at Celcom, XL and Dialog
- Q o Q Normalised PATAMI declined marginally, mainly due to higher costs at Robi, for network expansion
- At constant currency:
  - 2Q11 vs 1Q11 – PATAMI growth would have been lower at +19.9% (vs +20.9%)
  - YTD11 vs YTD'10 – PATAMI declined would have been lower at -18.2% (vs -19.1%)

^ *4Q10 PATAMI included RM1,085mn from Idea impairment.*

Normalised Group PATAMI: YTD 2010 vs. YTD 2011

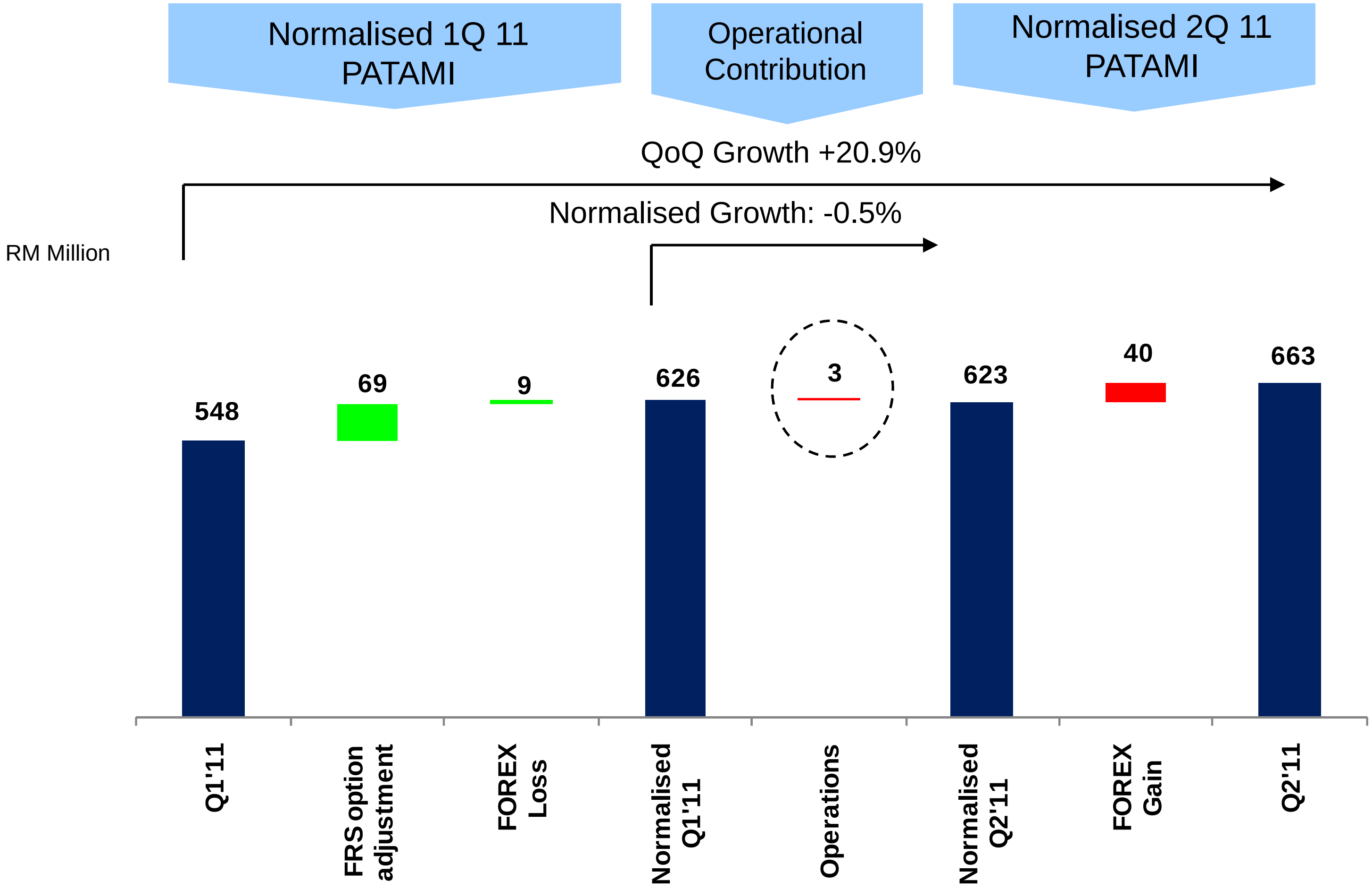
Operational Contribution increased 5% YTD



OPERATIONAL CONTRIBUTION INCREASED BY RM61MN

Normalised Group PATAMI: 1Q 2011 vs. 2Q 2011

Operational Contribution decreased 0.5% Q o Q

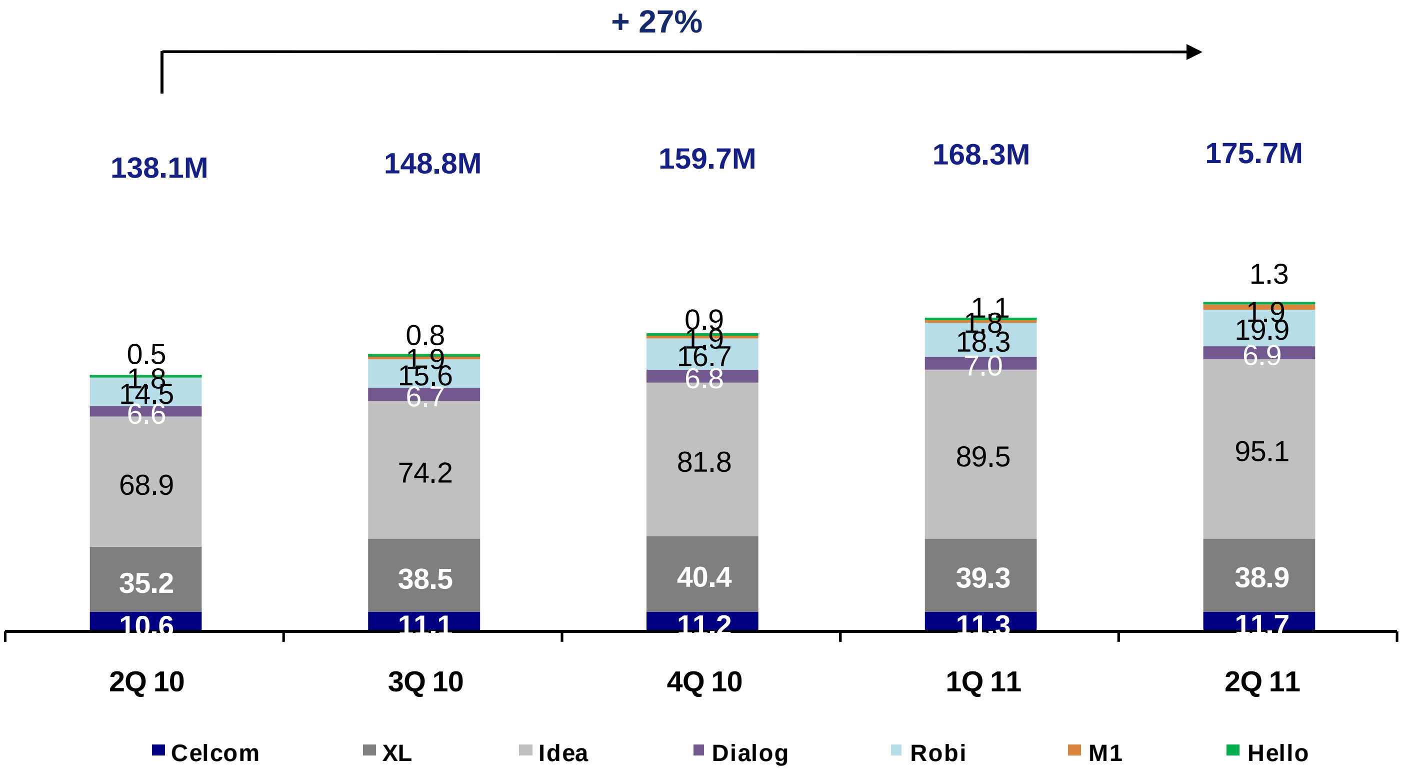


OPERATIONAL CONTRIBUTION DECREASED BY RM3MN

Net Subscribers Addition

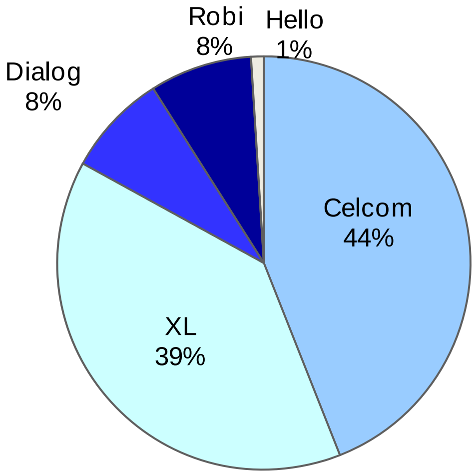
Regional subscriber base exceeded 175 million, making Axiata one of the largest players in the region

Subscribers (million)

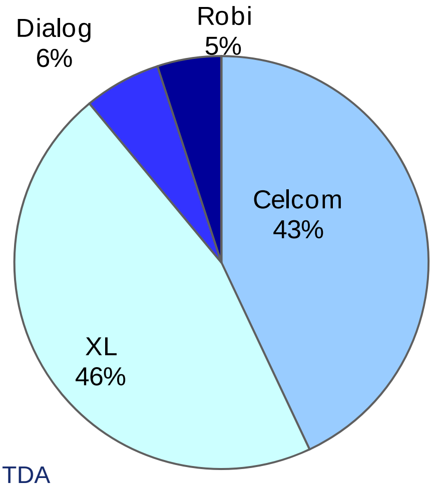


Group Revenue and EBITDA Composition

YTD 2010 REVENUE & EBITDA Breakdown (%)

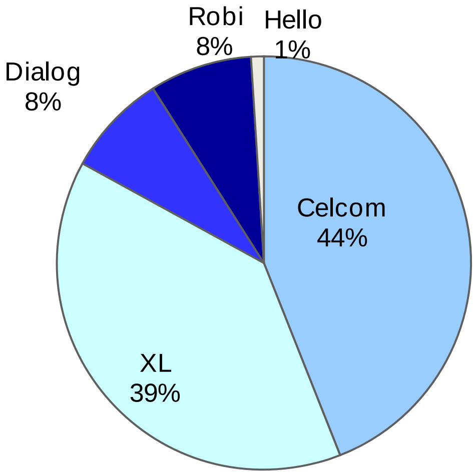


REVENUE

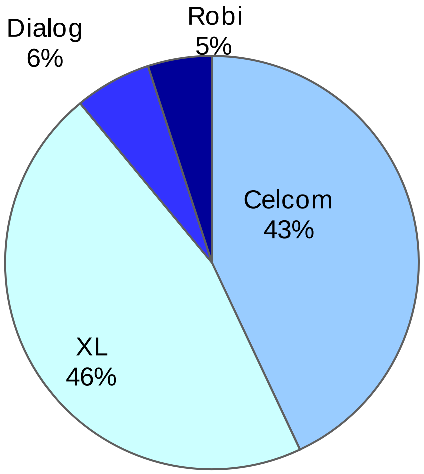


EBITDA

YTD 2011 REVENUE & EBITDA Breakdown (%)



REVENUE

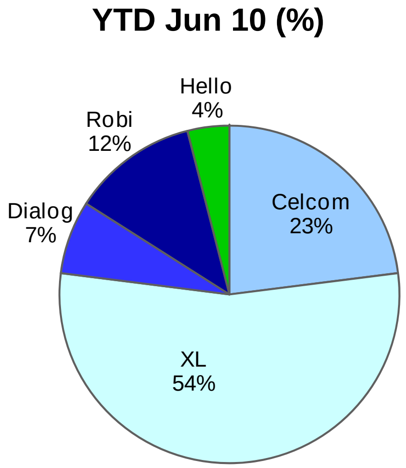


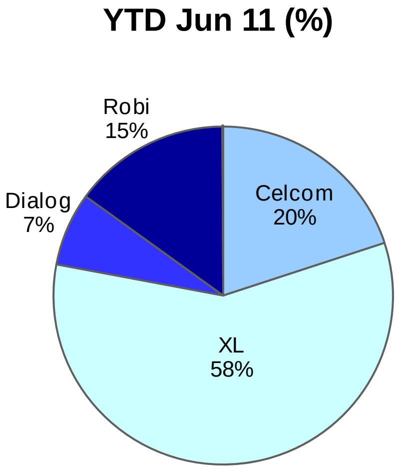
EBITDA

Group Capex and Key Financial Ratios

RM Million	31-Dec-10	30-Jun-11
Cash & Bank	6,277	6,434
Gross Debt	10,684	10,832
Net Debt	4,407	4,398
Net Assets	20,279	20,754
Gross debt / equity (x)	0.53	0.52
Gross debt / EBITDA (x)	1.51	1.55
Net debt / EBITDA (x)	0.62	0.63
Net assets per share (RM)	2.22	2.25
Holding Company Cash[+]	5,950	5,944
Free Cash Flow^	4,299	1,505

Capex	YTD Jun 10	YTD Jun 11	Y o Y
RM Million	1,148	1,989	+73%





+Holding Company Cash incl. Celcom
^ FCF = EBITDA less Capex

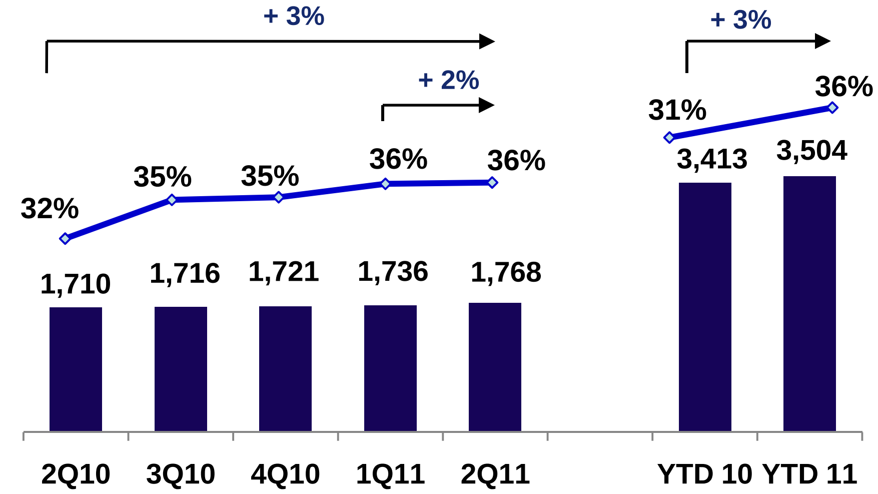
AGENDA

- Results Highlights
- **Malaysia – Celcom**
- Indonesia – XL
- Sri Lanka – Dialog
- Bangladesh – Robi
- Other Regional mobile assets
- Moving Forward

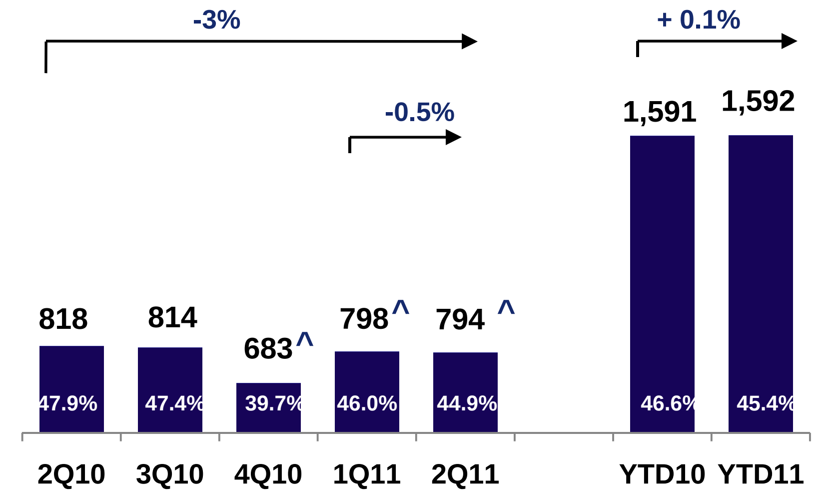
Celcom : Financial Performance

Highest Q o Q revenue growth since 2010 with strong data growth YTD; continuous improvement in PAT

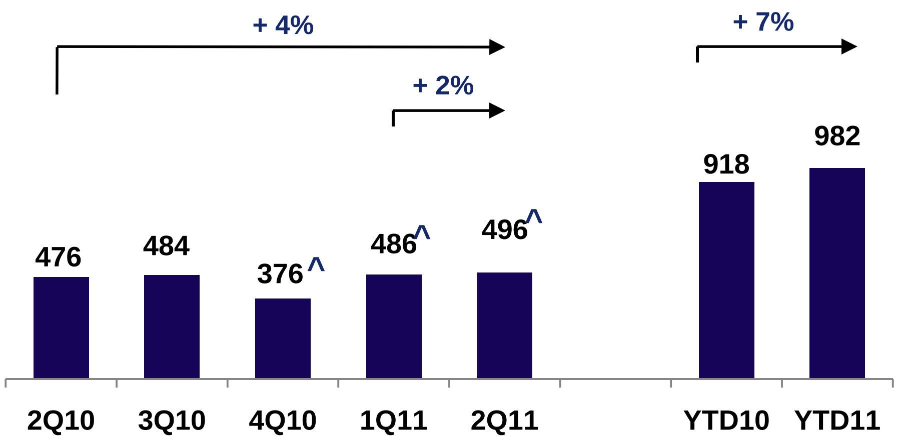
Revenue (RM mn) & Data as % of Revenue



EBITDA (RM mn) & Margins (%) *



PATAMI (RM mn)*



- **Highest Q o Q revenue growth since 2010 – encouraging take up on devices and bundle offerings.**
- **Strong data growth of 20% YTD.**
- **Mitigating voice decline and data substitution with aggressive marketing campaigns and innovative new products e.g. Kolony**
- **Slight decline in EBITDA - devices sales, major marketing initiatives and upsurge in outgoing traffic**
- **Record breaking PATAMI despite market slowdown and greater competition in data**

**PATAMI and EBITDA exclude holding company charge ,interest on Sukuk and HQ tax relief if any:*
- *Holding company charge : 2Q10 - RM16mil; 3Q10 - RM7.5mil; 4Q10 - RM2.9mil; and RM6.3mil each in 1Q11 and 2Q11*
- *Sukuk interest : 4Q10 - RM55mil ; 1Q11 - RM54mil and 2Q11 - RM55mil.*
- *HQ tax relief: 4Q10 – RM14mil*

^ Includes additional accelerated USP charges of RM111mil in 4Q10 and RM13mil each in 1Q11 and 2Q11.

Celcom : Financial Performance

Sustaining margins remained challenging

Operating Expenses^

% of Revenue	2Q 10	1Q 11	2Q 11	YTD JUN 10	YTD JUN 11
Direct Expenses	21.7%	22.6%	24.2%	22.2%	23.4%
Sales & Marketing	10.7%	10.3%	10.6%	11.0%	10.4%
Network Costs	9.6%	11.1%	10.3%	9.5%	10.7%
Staff Costs	5.8%	6.0%	6.3%	6.1%	6.1%
Bad Debts	1.1%	1.1%	0.6%	1.5%	0.8%
Others	3.2%	3.0%	3.2%	3.1%	3.1%
Total Expenses	52.1%	54.0%	55.1%	53.4%	54.6%
EBITDA Margin^	47.9%	46.0%	44.9%	46.6%	45.4%
	100.0%	100.0%	100.0%	100.0%	100.0%
Depreciation & Amortisation	10.9%	10.3%	10.6%	10.9%	10.5%

Financial Position (RM mn)

	YTD Dec 10	YTD Jun 11
Capex	797.6	388.3
Cash & Cash Equivalents	2,024.8	2,935.6
Gross Debt	4,230.5	4,231.5
Net Assets *	(1,177.5)	(290.7)
Gross debt / equity (x)	n/m	n/m
Gross debt / EBITDA(x)	1.32	1.33

Operating Expenses

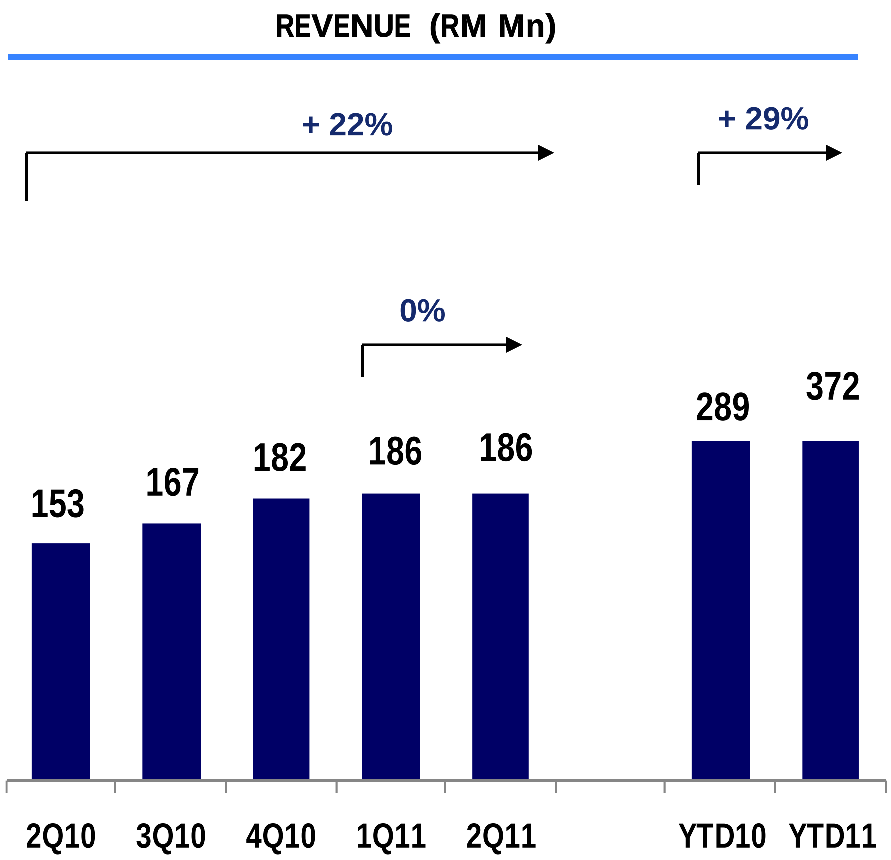
Q o Q

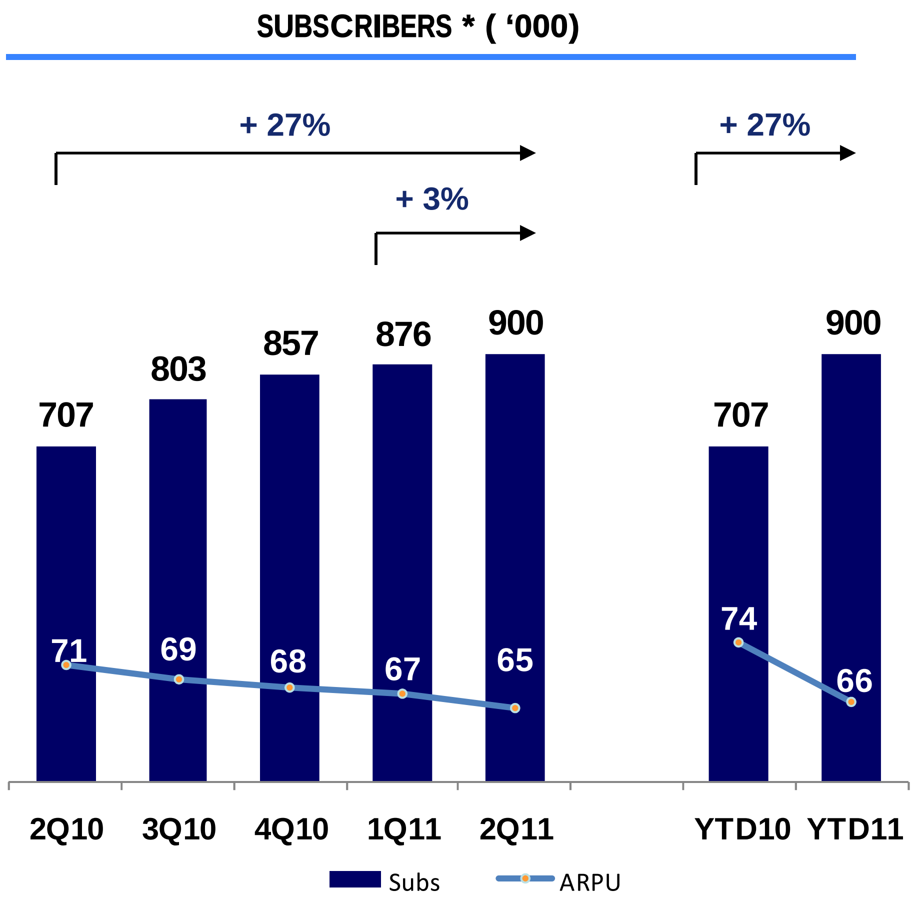
- Higher direct expenses - greater costs related to device sales and upsurge of outgoing traffic in response to bundle offerings
- Sales and marketing expenses increased - major product launches and promotional campaigns during the quarter
- Higher staff costs – payout of annual increment and additional ESOS expenses (new tranche)
- Bad debts contained – effective debt management and control

^ OPEX and EBITDA Margin includes one off charges
** Negative net asset due to accounting treatment for Sukuk*

Broadband Performance

Heightened competition, especially with more players



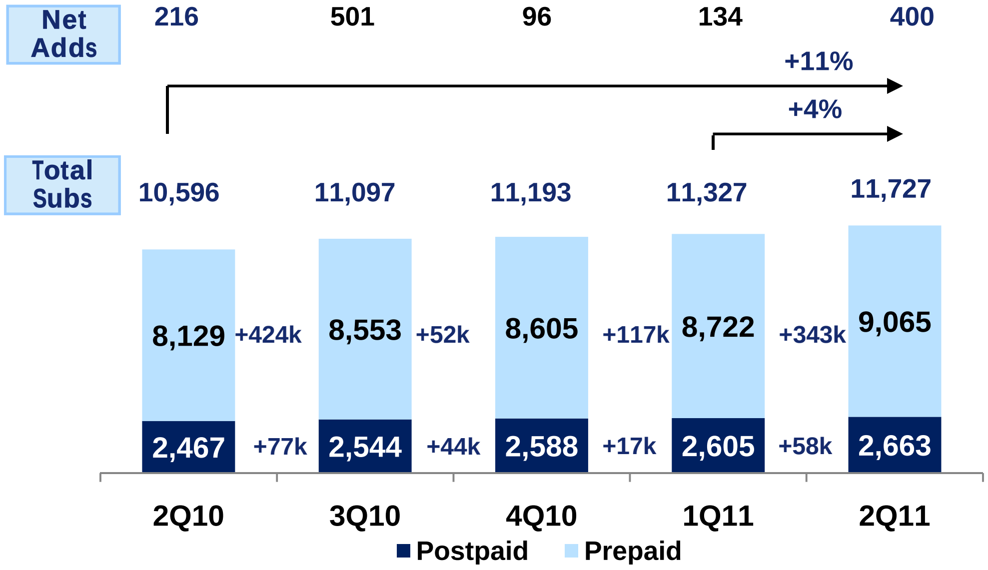


** Subscribers and ARPU are based on monthly unlimited plan only*

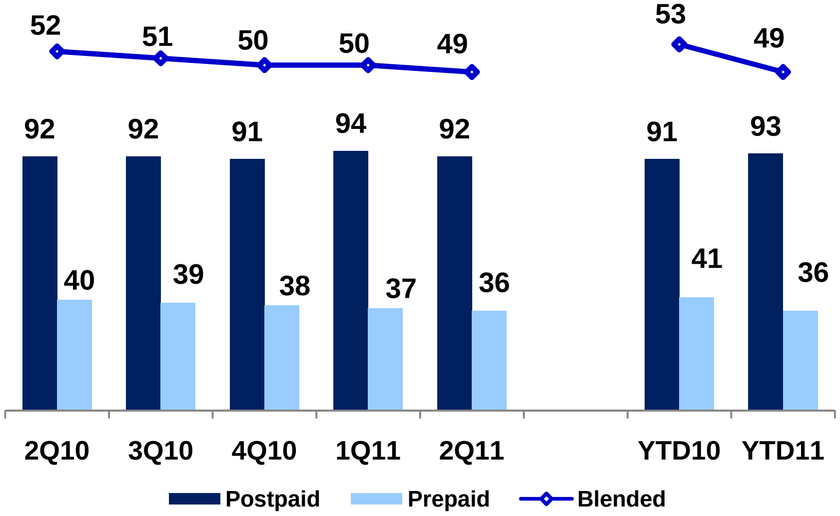
Celcom : Operational Performance

Healthy subscriber growth despite mature market, with stable ARPU and MOU

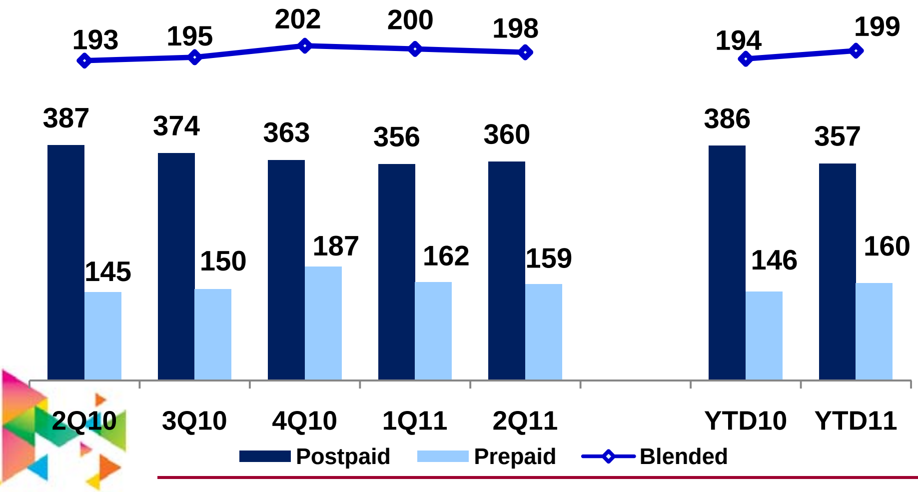
Subscribers (000's)



ARPU (RM)



MOUs (min)



- Growth of net adds continues - favorable take up of new prepaid plan and rebound in postpaid voice plan.
- Arresting decline in postpaid voice with attractive voice offerings, stimulating usage
- Postpaid ARPU stable – higher in 1Q11 due to one-off prior year settlement
- Prepaid ARPU decline - mainly lower spending incremental subs

AGENDA

Results Highlights

Malaysia – Celcom

Indonesia – XL

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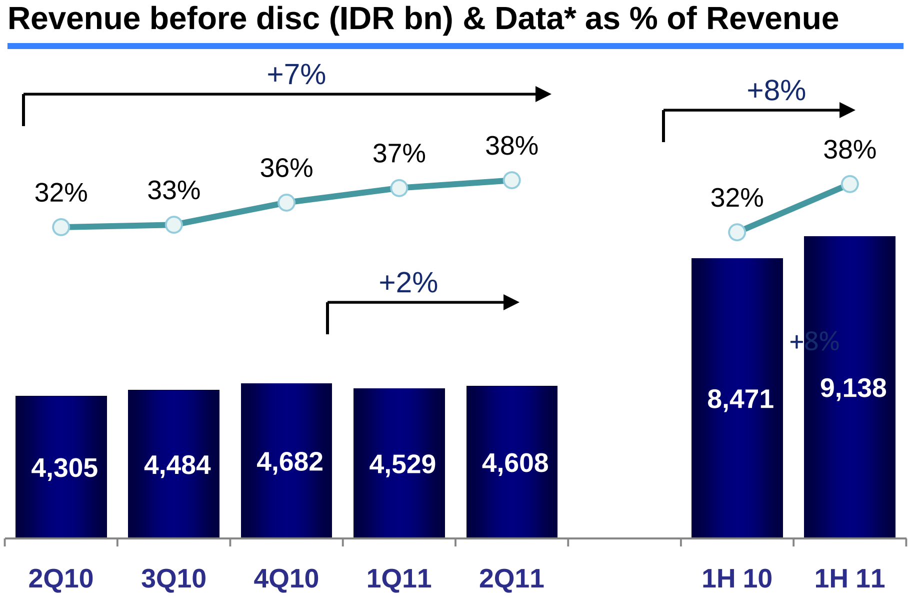
Bangladesh – Robi

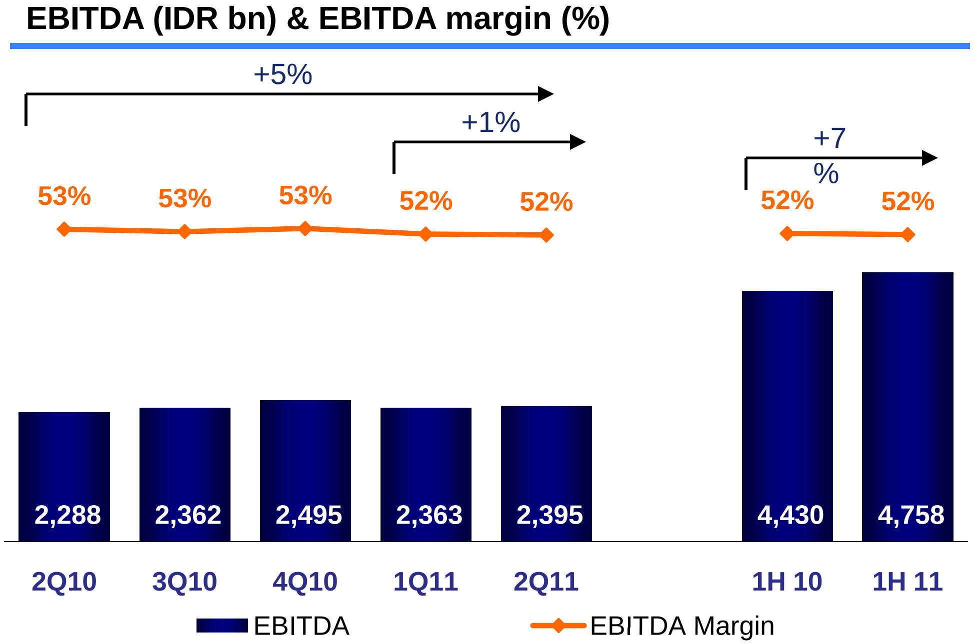
Other Regional mobile assets

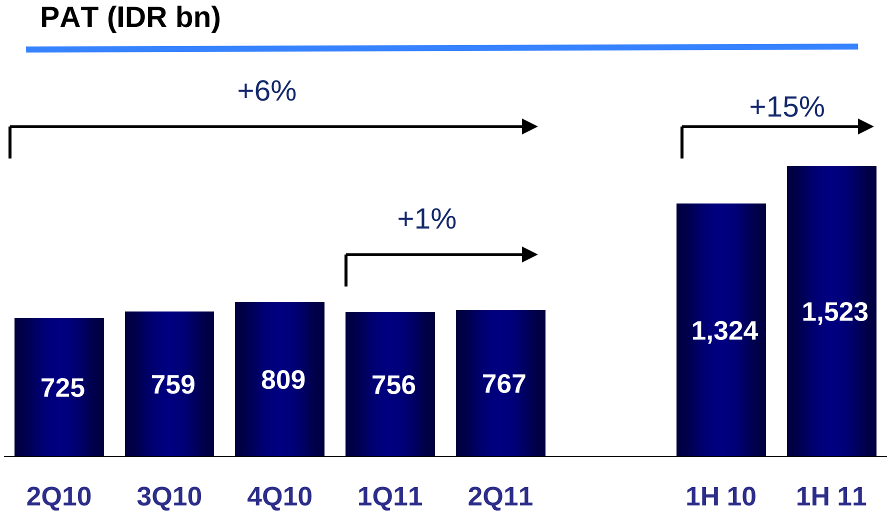
Moving Forward

XL : Financial Performance

Continued growth in all financial indicators, strong data growth. Maintained strong EBITDA margin







- **Significant increase in data and VAS (47% YTD and 13% Q o Q) driving revenue growth.**
- **Strong data traction accelerates data network rollout. Continuously supported by innovative data offerings and services.**
- **EBITDA margin maintained - continuous lean cost management applied since 2007.**
- **1H11 normalized net income was IDR 1.6 Trillion.**

* Data including non voice outgoing usage revenue

XL : Financial Performance

Maintained strong EBITDA margin due to continuous and effective cost management

Operating Expenses

% of Revenue	2Q10	1Q11	2Q11	1H10	1H11
Direct Expenses	11.6%	13.5%	13.2%	12.4%	13.4%
Sales & Marketing	7.0%	4.9%	6.3%	6.7%	5.6%
Network Costs	19.7%	20.3%	18.9%	19.8%	19.6%
Staff Costs	4.9%	5.3%	5.3%	4.9%	5.3%
Bad Debts	0.1%	0.2%	0.0%	0.1%	0.1%
Others	2.6%	2.6%	3.3%	2.7%	3.0%
Total Expenses	45.9%	46.8%	46.9%	46.5%	46.8%
EBITDA Margin	53.1%	52.2%	52.0%	52.3%	52.1%
Depreciation & Amortisation	22.6%	26.2%	25.3%	23.0%	25.7%

Financial Position (IDR bn)

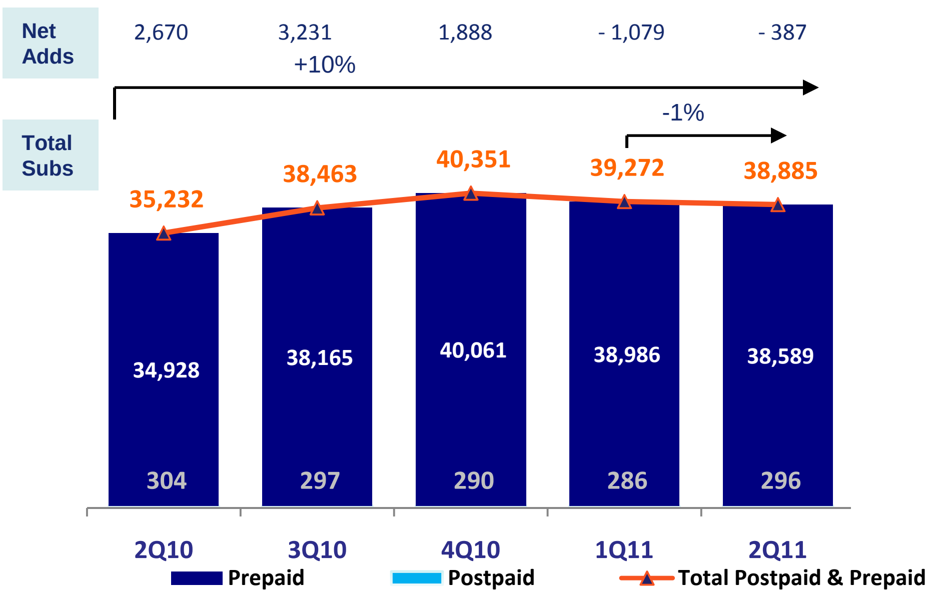
	30 Jun 10	30 Jun 11
Capitalized Capex	1,658	3,005
Cash and Cash Equivalents	924	637
Net Debts	10,501	9,350
Net Assets	10,137	12,373
Debt / Equity (x)	1.1	0.8
Debt / EBITDA (x)	1.4	1.0

- **Higher direct expenses YTD – increased VAS cost and licensing fee, with increase in usage of data, VAS and Blackberry services**
- **Lower Sales and Marketing expenses YTD - decrease in sales commission.**
- **Higher Sales and Marketing expense Q o Q – more marketing campaigns in 2Q11**
- **Decrease in Network cost YTD and Q o Q – reversal of 2010 frequency fee accrual based on latest reconciliation update.**
- **Higher Staff cost YTD and Q o Q - increase in number of employees in data business**

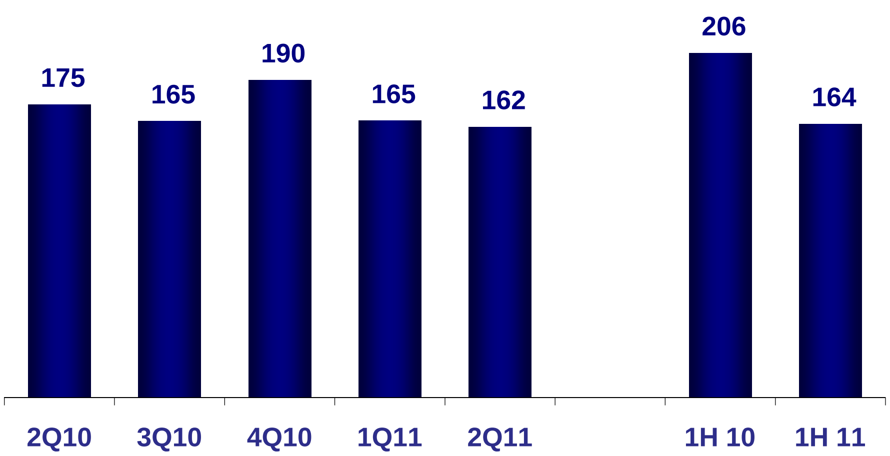
XL: Operational Performance

Stable ARPU but subscribers down slightly

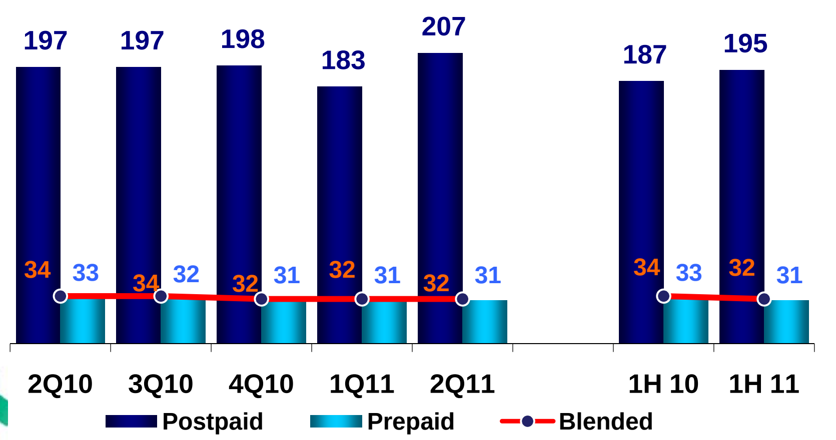
Subscribers (000's)



OG MoU/subs/month (min)



ARPU (IDR thousands)



- **Lower subscribers Q o Q - more focus on subscriber quality instead of quantity. May have lost some SIM flippers – typically low value, low usage and calling card users.**
- **Higher postpaid ARPU from higher data usage**
- **Lower Outgoing MoU/subs/month – shift in subscribers' behavior, from voice to SMS and data usage.**

AGENDA

Results Highlights

Malaysia – Celcom

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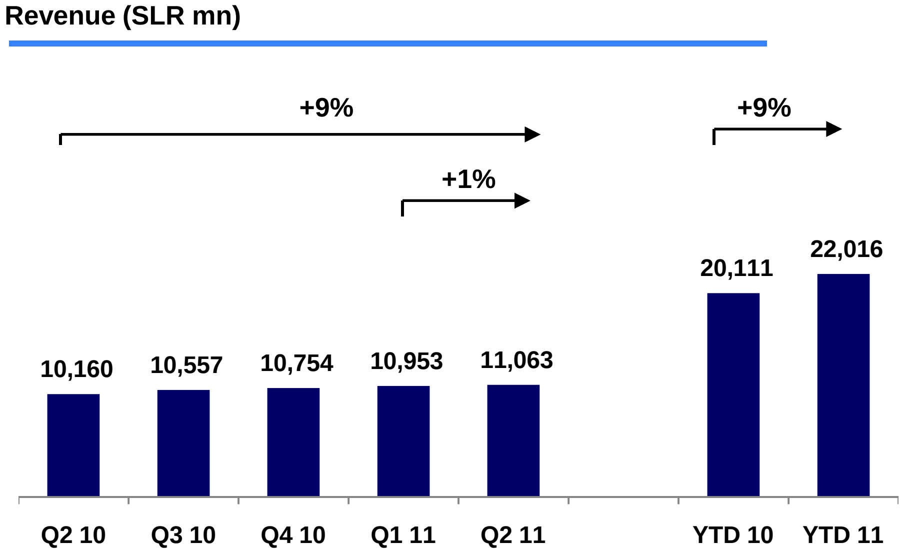
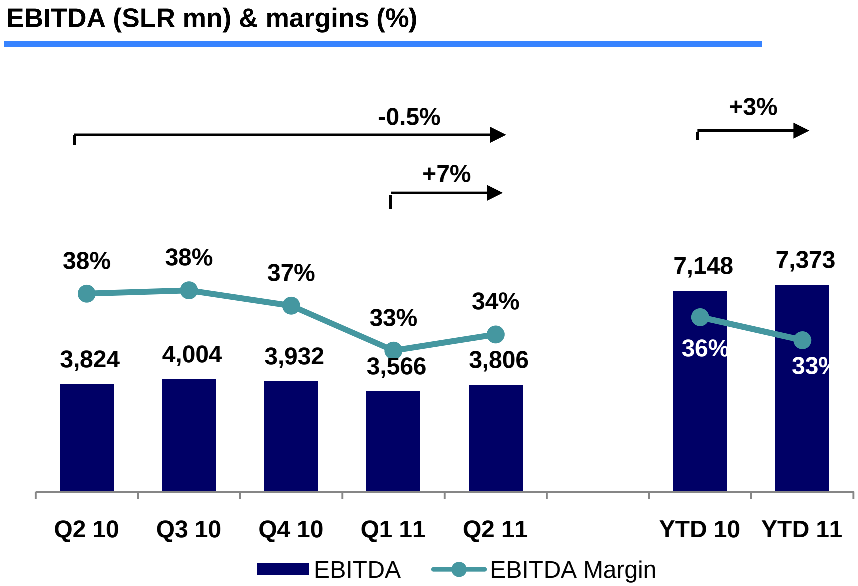
Other Regional mobile assets

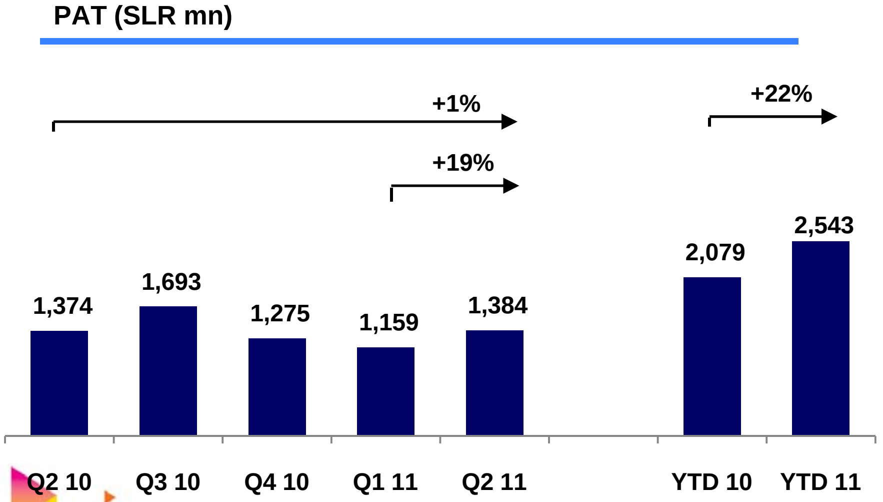
Moving Forward

Dialog Group : Financial Performance

Continued focus on revenue and costs resulting in improved profitability, esp. Mobile operations







- Good revenue growth of 9% YTD, driven mainly by prepaid segment and Dialog TV.
- YTD growth of 10% in mobile operations, exceeding Group’s growth rate.
- Strong growth of 46% in infra revenues.
- EBITDA and PATAMI growth follows revenue growth and continued cost management initiatives.
- Q o Q PAT growth also due to realised forex gains in 2Q11.

Dialog Group : Financial Performance

Q o Q cost improvements due mainly to decline in origination costs

Operating Expenses

% of Revenue	Q2 10	Q1 11	Q2 11	YTD 10	YTD 11
Direct Expenses	14.9%	17.2%	14.8%	14.8%	16.0%
Sales & Marketing	11.9%	13.0%	12.9%	12.1%	13.0%
Regulatory costs	10.8%	7.3%	7.4%	11.4%	7.3%
Local interconnect	na	3.6%	3.7%	na	3.6%
Network costs	9.3%	11.0%	11.0%	10.0%	11.0%
Staff costs	6.6%	7.5%	8.1%	7.3%	7.8%
Bad debts	2.0%	0.7%	1.7%	2.3%	1.2%
Others	6.9%	7.1%	6.0%	6.6%	6.6%
Total Expenses	62.4%	67.4%	65.6%	64.5%	66.5%
EBITDA Margin	37.6%	32.6%	34.4%	35.5%	33.5%
	100.0%	100.0%	100.0%	100.0%	100.0%
D & A	23.4%	22.5%	22.6%	23.7%	22.6%

- **Direct expenses decreased Q o Q - decline in origination cost, following drop in transit minutes and outbound roaming costs.**
- **Increase in manpower cost -salary adjustments and increments in 2Q11.**
- **Increase in bad debt provisioning across the Dialog Group.**
- **Decline in other costs - lower stock write off in 2Q11.**

Financial Position (SLR mn)

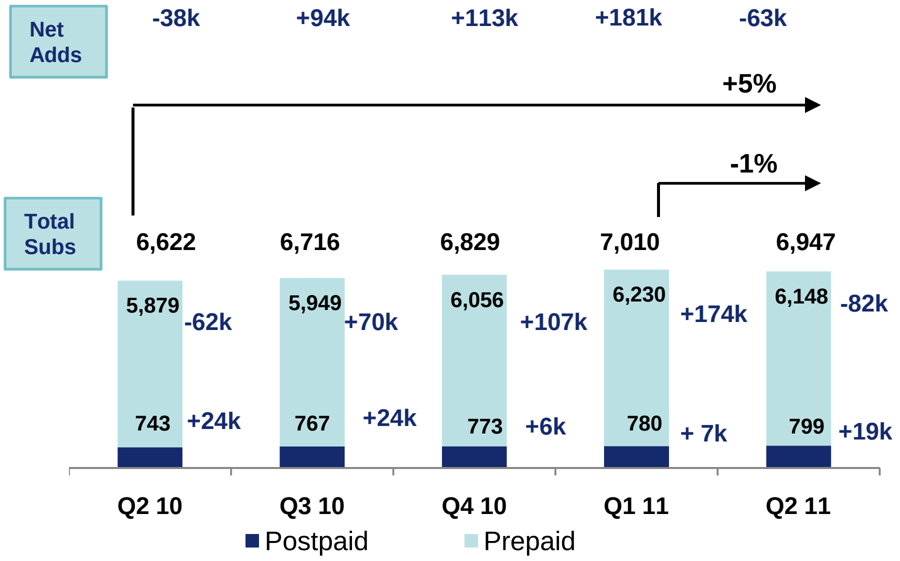
	31 Dec 10	30 June 11
Capex*	**6,872**	**5,505**
Cash & Cash Equivalents	**5,434**	**8,392**
Gross Debt**	**27,636**	**27,654**
Net Assets	**29,113**	**29,955**
Gross Debt / equity (x)	**0.95**	**0.92**
Gross Debt/ EBITDA*(x)**	**1.76**	**1.82**

- **Higher capex - increased take up of data and minutes usage.**
- **Maintained positive FCF for the sixth consecutive quarter**

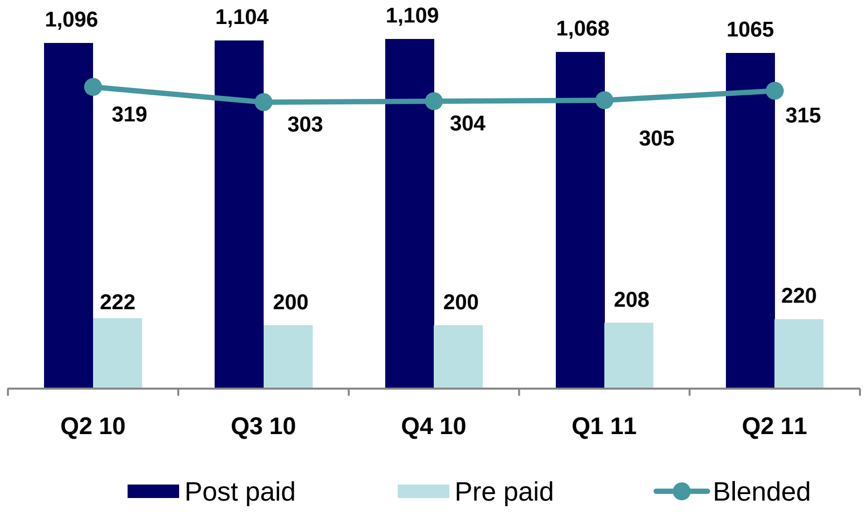
Dialog: Operational Performance

Stable ARPUs and increasing MOUs despite intense competition

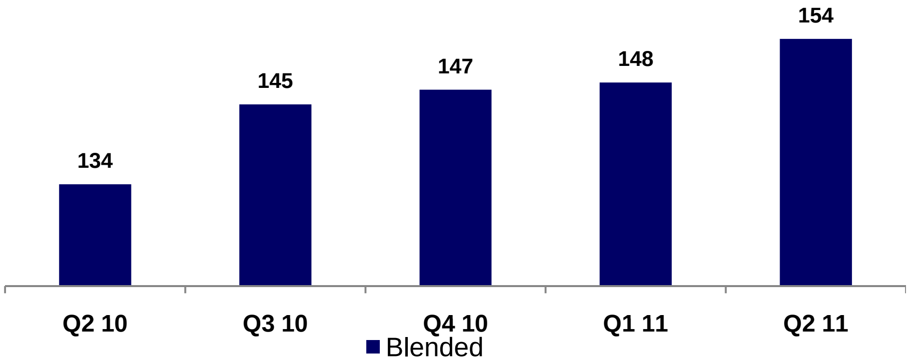
Subscribers(000's)



ARPU (SLR)



MOUs (min)*



- **ARPU increased Q o Q, driven mainly by prepaid.**
- **MoU continues to grow, also driven mainly by prepaid.**

*** MoUs are based on outgoing min**

AGENDA

Results Highlights

Malaysia – Celcom

Indonesia – XL

Sri Lanka – Dialog

Bangladesh – Robi

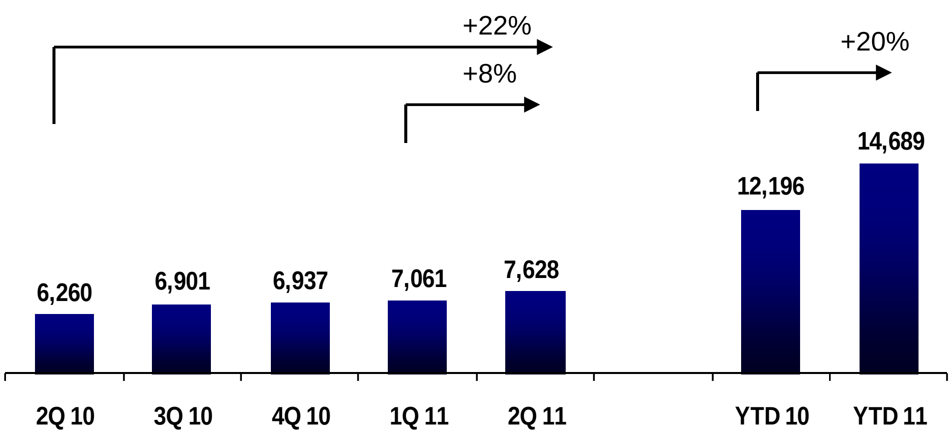
Other Regional mobile assets

Moving Forward

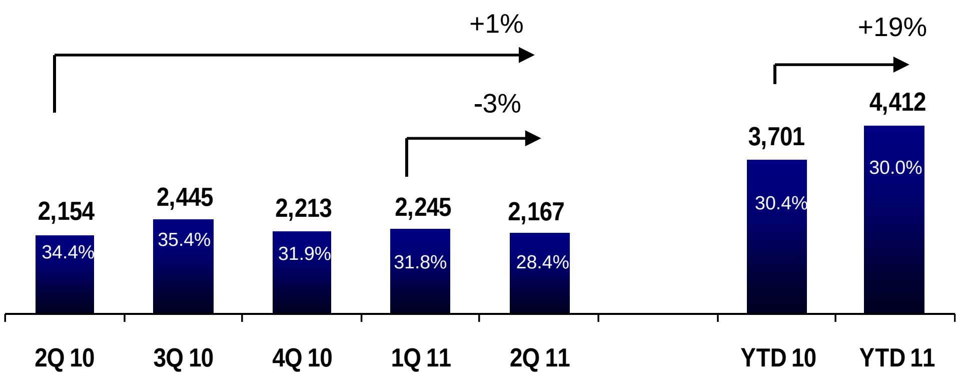
Robi : Financial Performance

Strong revenue growth on aggressive subscriber acquisition. Significant forex loss affected PAT

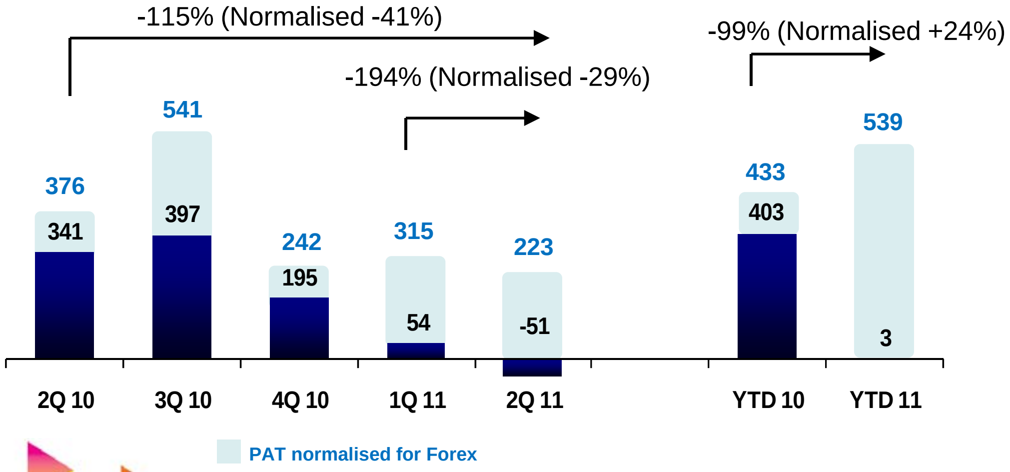
Revenue (BDT mn)



EBITDA (BDT mn) & Margins (%)



PAT (BDT mn)



- **Revenue growth mainly from prepaid voice, VAS and interconnect.**
- **YTD EBITDA growth follows revenue growth. Q o Q EBITDA decreased due mainly to increased A&P in 2Q11, to enhance market exposure incl. further brand establishment.**
- **YTD PAT affected mainly by forex loss of BDT 974mn. Q o Q PAT decreased due to increased depreciation, following network expansion.**

Robi : Financial Performance

EBITDA Margin declined following aggressive acquisition, increased sales and marketing and network expansion costs

Operating Expenses

% of Revenue	2Q 10	1Q 11	2Q 11
Direct Expenses	39.7%	41.5%	40.3%
Sales & Marketing	6.5%	4.5%	8.1%
Network Costs	9.4%	10.3%	10.5%
Staff Costs	5.5%	6.3%	6.5%
Bad Debts	0.2%	0.0%	0.0%
Others	4.2%	5.7%	6.2%
Total Expenses	65.6%	68.2%	71.6%
EBITDA Margin	34.4%	31.8%	28.4%
	100.0%	100.0%	100.0%
D & A	18.1%	16.9%	17.0%

Financial Position (BDT mn)

	31 Mar 11	30 June 11
Capex	2,446	8,893
Cash & Cash Equivalents	3,095	1,104
Gross Debt	15,384	16,363
Net Assets	15,020	15,032
Gross debt / Equity (x)	1.02	1.09
Gross debt / EBITDA (x)	1.71	1.85

Operating expenses Q o Q:

- Sales & Marketing increased to enhance market exposure incl. brand establishment.
- Network costs increased - consumption of fuel & electricity, site rental incl. network infrastructure sharing and maintenance, as well for network expansion.

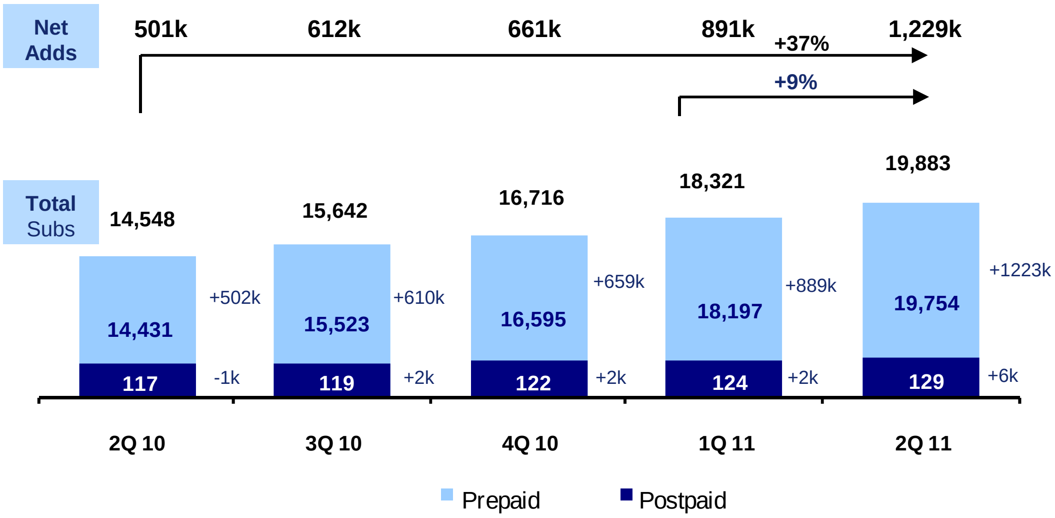
Financial Position

- Capex increased following aggressive network expansion.
- Gross Debt increased - new financing for higher Capex.

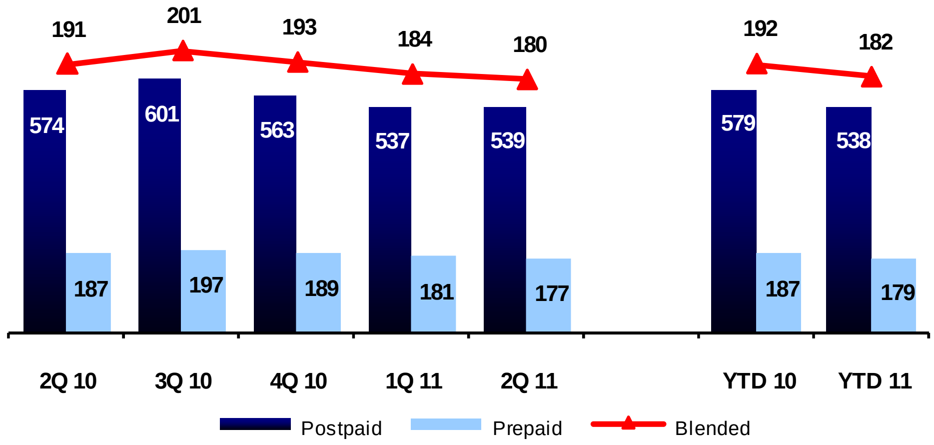
Robi : Operational Performance

Competitive pricing impacted ARPU; MoU/sub increased

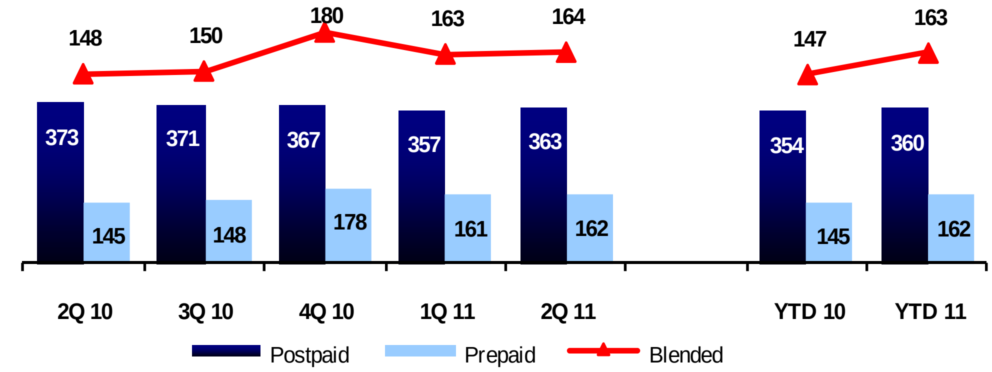
Subscribers(000's)



ARPU (BDT)



MOU/sub (min)



- **Net adds increased with aggressive subscriber acquisition and greater activation drive.**
- **ARPU, particularly prepaid, affected by competitive tariffs and penetration of marginal subscribers.**
- **MoU/sub increased due mainly to 'Week-end tariff' promotion during 2Q11.**

Note: ARPU, MoU/Sub are based on active subscriber base. Total Subs means sold subscribers to date.

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Moving Forward

Regional Mobile : Performance Highlights

COMPANY	HIGHLIGHTS	QUARTER ON QUARTER PERFORMANCE
!dea	Three quarters of sequential revenue growth reaffirms increasing consumer preference for Idea	Revenue ▲ 7% Subs ▲ 6% EBITDA ▲ 12% PAT ▼ 35%
hello	Improved performance through successful execution of strategy. Increased revenue generating base	Revenue ▲ 28% Subs ▲ 20% EBITDA ▲ >100% PAT ▲ 17%
m1	Launched South East Asia’s first LTE dual band network in June 2011, with coverage scheduled to be nationwide by 1Q 2012.	Revenue ▼ 5% Subs ▲ 2% EBITDA ▲ 2% PAT ▲ 1%

^ Idea and wholly owned subsidiaries on a consolidated basis.

Regional Mobile : Performance Highlights

COMPANY	HIGHLIGHTS	YEAR TO DATE on YEAR TO DATE PERFORMANCE			
!dea	3G footprint expansion continues. Currently covers over 825 towns in 15 service areas.	Revenue ↑ 24%	Subs ↑ 38%	EBITDA ↑ 35.5%	PAT ↓ 12%
hello	Highly competitive environment, continues to impact profitability	Revenue ↓ 5%	Subs ↑ 70%	EBITDA ↓ >100%	PAT ↓ >100%
m1	Growth in data traffic driven by tablets and smartphones. Interim dividend of 6.6 cents per share	Revenue ↑ 6.5%	Subs ↑ 6%	EBITDA ↑ 0.2%	PAT ↑ 7%

^ Idea and wholly owned subsidiaries on a consolidated basis.

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Moving Forward

Moving Forward

axiata

- Continue focusing on data opportunities and investment
- Sustain cost management initiatives and capex efficiency

celcom

- Build new revenue streams through data, content, solutions and platform
- Minimize voice and basic SMS revenue decline through usage stimulation and bundling programs
- Drive device strategies for higher smartphone penetration, revenue share growth, ARPU stability
- Enhance internal processes and IT capability geared towards changing environment
- Accelerate network modernisation

XL

- Redefine XL's brand positioning beyond 'affordability'
- Encourage further adoption of data services and stimulating usage via attractive data services and applications
- Optimise pricing/rate plans
- Ramp up data growth by accelerating investment in data network

Dialog

- Continue focus on growing core business and data service revenue especially mobile broadband

robi

- Continue focus on aggressive revenue and subscriber growth
- Intensify brand equity through improving brand visibility and customer centricity

FY 2011 Headline KPIs and Guidance

Challenges faced; data substitution, general market softening, heightened competition and forex impact

Headline KPIs	2011	Guidance
Revenue growth	10.0%	Challenging
EBITDA growth	10.3%	Challenging
ROIC (%) – Without Associates	16.5%	In line
ROIC (%) – With Associates	12.6%	In line
Capex*	RM3.3bn	Revised upwards to RM 3.9bn

*Capex is not a Headline KPI. Guidance revised upwards, due mainly to XL's accelerated network rollout for data.

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