



Telecoms: Dialog Axiata

Profit & valuation growth

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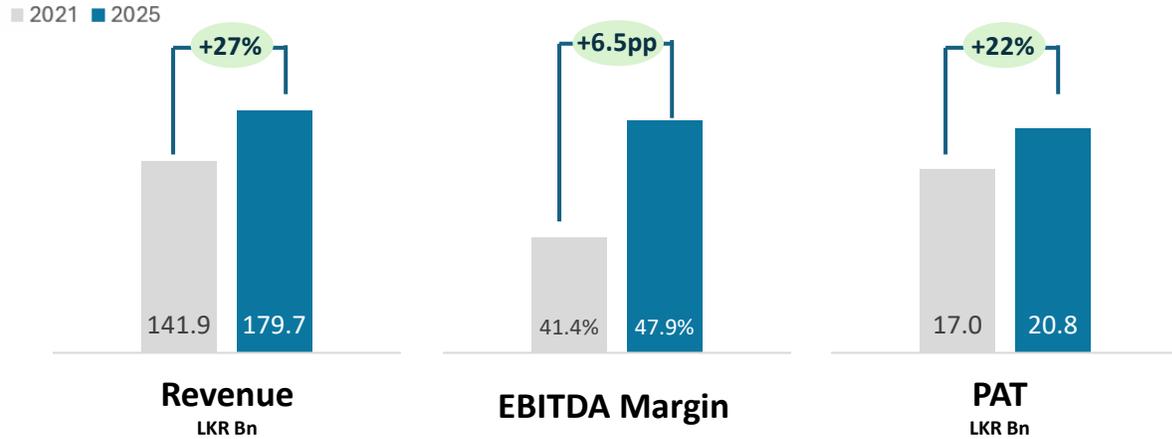
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Merger Completed.. Growth Enabled...Ahead of Pre-Crisis



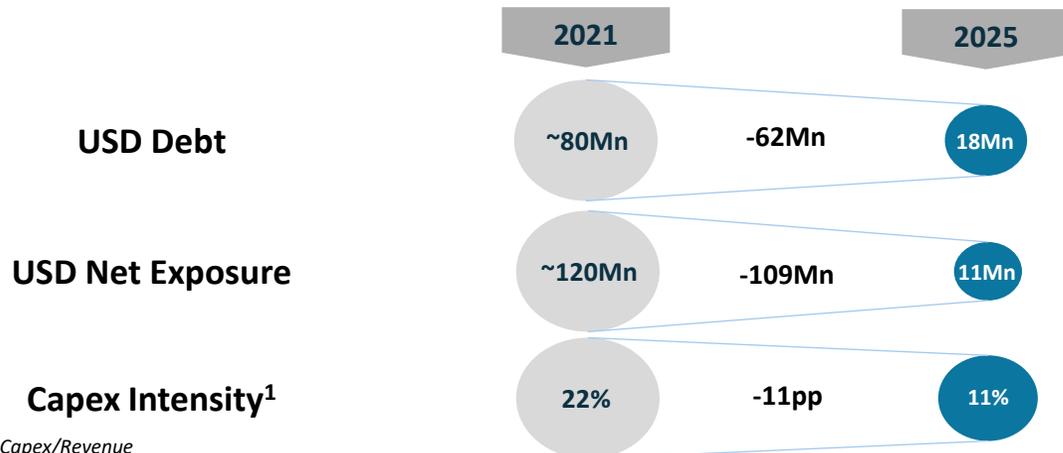
Financial Performance Exceeding Pre-Crisis Levels



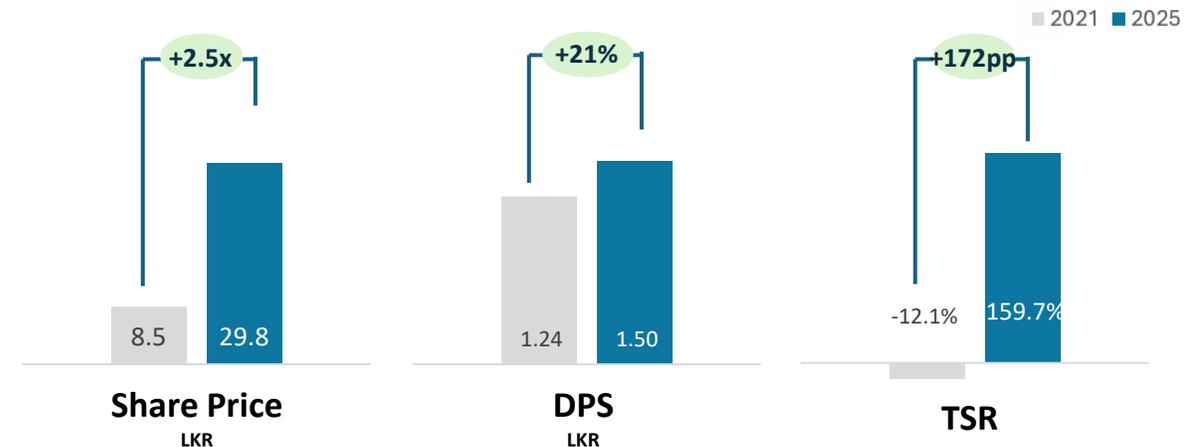
Airtel Merger Completed - PAT Neutrality Achieved 5 Months Ahead of Plan

In LKR Bn	Airtel Business Turnaround		Financial Milestones (Profit Neutrality)	
	2024	2025	Plan	Actual
Revenue	12.8	14.4	Q1'25	Oct'24
EBITDA	(2.3)	8.0	Q1'25	Dec'24
PATAMI	(4.9)	3.4	Q2'25	Jan'25

Strong Balance Sheet; Ultra-Low Forex Exposure / Improved Capex Productivity



Share Price & Dividend Growth Restored



1. Capex/Revenue

WINNING THE NEXT WAVE and LONG-TERM SUSTAINABILITY



Towards a “Top-Tier Fully Converged Telco”

3 Goals

Responsible Market Leader

Grow the market and Grow with the Market

Profitable Growth & Resilient B. Sheet

Margin Uplift | No Surprises

Value Illumination

Simplified Portfolio | Consistent Delivery | Sustained Growth Path

3 Enablers

Defending #1’s Key Success Factors

#1 in Brand | Network | Customer Experience | Loved Employer

OpModel Transformation – Cohesive, Coordinated, Controlled

Supercharged AI-Led Service Model

Organizational Transformation

AI-Powered & Data-Driven Organization

3 Strategic Focus Areas

Number Portability – Net Gainer in Mobile & Fixed

Attack | Defend | Enable

#1 Innovation – 5G, Product, Platform

Product Innovation | Platform Scale-Up

Digital Platforms and Adoption

FinTech

Disciplined Execution → +5% EBITDA Margin uplift by FY2028

Translating Strategy to Shareholder Value...



Faster Broadband

2x Usage Increase | Revenue Uplift
Consumer | Home (FWA)



Widest Coverage & Reach

Revenue Uplift | Leveraging Infra Co



Operational Excellence

Capex Productivity | Opex – AI and Digital |
Media - Turnaround



ICT | Enterprise

Starlink | ICT | Enterprise 5G Cases



Scaling Digital Platforms

Payments | Care | Sales



AI Wins → Towards an AI Native Telco

Wins so far.. | Next wave of AI

5G and AI → Key Pillars Driving Growth and Productivity



Unlocking Home and Enterprise Value with 5G

Key Drivers of 2x Usage Increase & Revenue Uplift

Home

<p>Usage Drive from HVC Adoption</p>	<p>Full 5G suite for home <i>[Radically Improve Home Experience]</i></p>
<p>ARPU Lift via 4G to 5G FWA</p>	<p>Pricing to Drive Upselling <i>[Speed on Reasonable Price]</i></p>

Enterprise

Market	Opportunity
Private Networks	Campus Networks, Industry Grade Connectivity
Industrial Usage	IOT Based Manufacturing, Automation Monitoring
Enterprise Connectivity	Secure and Fast Connectivity



AI Based Use Case Adoption Driving Efficiency

<p>Customer call analysis</p>	<p>Network Power Management</p>
<p>Govi Mithuru <i>(Sri Lanka's first AI-Based Agri Advisory Platform)</i></p>	<p>DialogGPT</p>



Thank you