

# Axiata Group Berhad

## 2Q 2020 Results

27 August 2020

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# 2Q20 Key Messages



## Key messages

- ❖ Full impact of Covid-19 was felt in 2Q20, especially in April.
- ❖ Early signs of recovery by most OpCos from May onwards, but still highly uncertain of the post-lockdown impact to their respective economies.
- ❖ Our cash position is very strong and further strengthened by the recent Sukuk/EMTN issuances.
- ❖ Confidence from bond investors validated; investment in the digital business validated.
- ❖ Directionally, low single digit percentage decline in revenue and EBITDA in 2020.
- ❖ On track to achieve RM5bn cost optimisation one year ahead of target, as evidenced from YTD20 EBITDA margin improvement.
- ❖ Axiata investor proposition within 3-5 years: Positioning to be 'dividend yield' company. *(More details will be presented during upcoming Axiata Analyst & Investor Day 2020.)*

## 2Q20 key events

**BNM: Malaysia GDP contracted 17.1% in 2Q20, worst decline since 4Q98** (The Edge Markets, Aug 14)

**Think-tank predicts up to 1 million job losses in 2020** Think-tank: Socio-Economic Research Centre (The Malaysian Insight, Jul 10)

**Malaysia unemployment rate escalates to 5.3% in May** (The Edge Markets, Jul 14)

Following the economic stimulus package (PRIHATIN) of RM260bn or 17.3% of GDP and the introduction of the National Economic Recovery Plan (PENJANA) with additional stimulus of RM35bn or 2.7% of GDP, MOF guided that any other new stimulus measures will likely be proposed in the Budget 2021 announcement in November to support growth in 2021.

(Affin Hwang Capital, Jun 18)

**Nepal faces a crisis as COVID-19 stems the flow of remittances**

- Remittances represent more than a quarter of Nepal's economic output.

(World Economic Forum, Jun 16)

**Around 1.7m youths may lose jobs in 2020 for pandemic**

The rise in the unemployment rate in Bangladesh will be more than double the last year's figure if the containment is extended to six months

(The Business Standard, Aug 19)

**Indonesia's GDP contracts deeper than expected at 5.32% in Q2** (The Jakarta Post, Aug 5)

**Indonesia business chamber says 6.4 mln jobs lost so far in pandemic** (Reuters, Jun 19)

In addition to the first two fiscal packages amounting to IDR 33.2 trillion (0.2 percent of GDP), the government announced an additional package of IDR 405 trillion (2.6 percent of GDP) on March 31, 2020, which was further expanded to IDR 677.2 trillion (4.2 percent of GDP) on June 4, 2020, as part of a national economic recovery program.

(IMF - Policy responses to Covid-19: Indonesia, Last updated Aug 14)

**Three in five employees lost their jobs due to COVID-19 in Nepal** (United Nations Development Programme, May 26)

**Nepal may see 28.7 percent contraction in remittance in 2020, highest in the developing Asia, ADB says** (The Kathmandu Post, Aug 4)

The National Bank of Cambodia (NBC) said the Kingdom's economic growth stagnated in the first half amid the Covid-19 blows to the global economy and forecast that gross domestic product (GDP) would contract 1.9 per cent this year.

(The Phnom Penh Post, Jul 13)

## 2Q20: Axiata's YTD20 highlights and lowlights

### Highlights

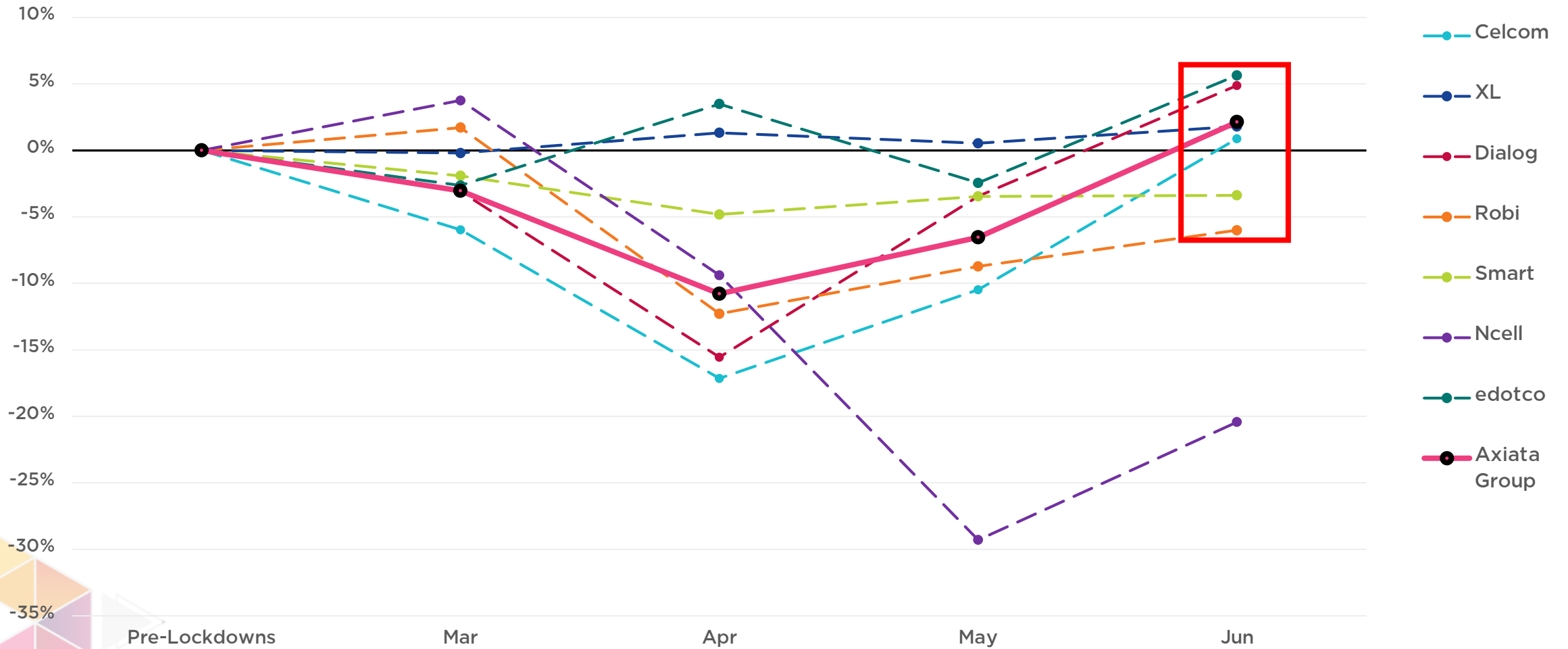
- Demonstrated operational resilience in face of Covid-19 pressures.
- OFCF grew 17.2% to RM1.2bn; cash balance of RM5.9bn.
- Lower cost improved EBITDA margin 0.9% pts to 43.0%.
- Continued good performance from XL, edotco, Robi and Smart.
- June revenue for most OpCos, largely back to pre-lockdowns level.
- Great Eastern validation of ADS with USD70m injection.
- Cautious approach to dividend, interim of 2 sen.

### Lowlights

- Underlying PATAMI declined 62.0%, impacted by Ncell, ADS and higher D&A.
- Covid-19 impact: Estimated foregone revenue of ~RM400m, due to outlet closure and free data.
- Estimated Corporate Social Responsibility (CSR) programmes of ~RM80m.
- Existing business challenges in Ncell and Celcom, heightened with Covid-19.

# Monthly revenue trend vs pre-lockdowns:

As at June, most OpCos have largely recovered back to pre-lockdowns revenue level.



1. Normalised for no. of days in a month
2. Pre-lockdowns derived from aggregate of Jan and Feb revenue
3. Ncell based on mid-month closing

# 2Q 2020 Results

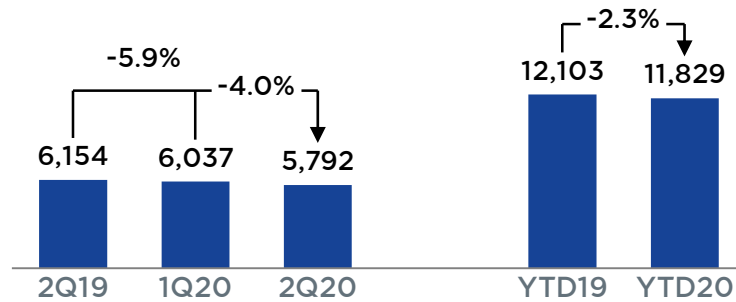




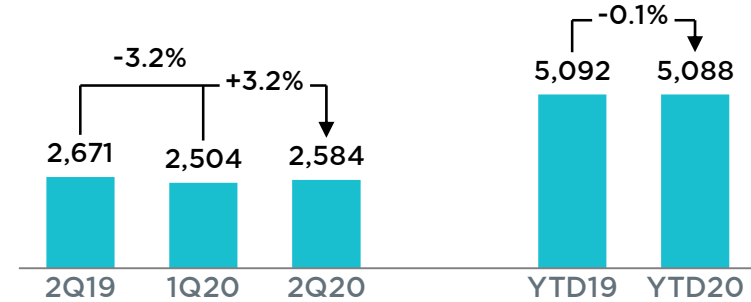
## 2Q20 reported results

YTD20 revenue dropped -2.3% while EBITDA flat -0.1%; PATAMI impacted by Celcom employee restructuring program, forex loss and lower one-off gains - XL gain on sale and leaseback of towers.

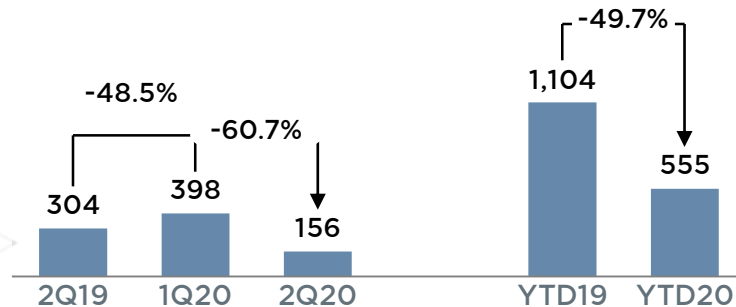
Revenue (RMm)



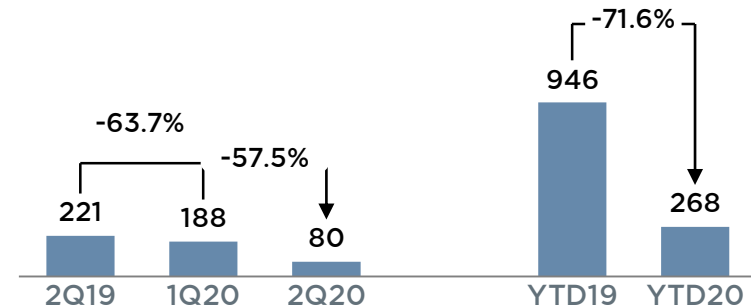
EBITDA (RMm)



PAT (RMm)



PATAMI (RMm)



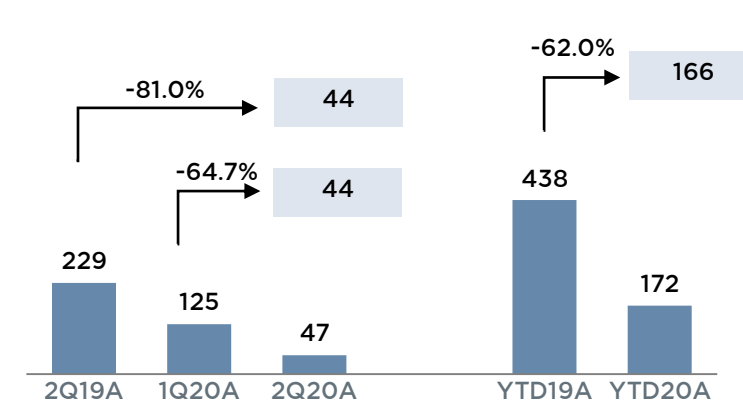
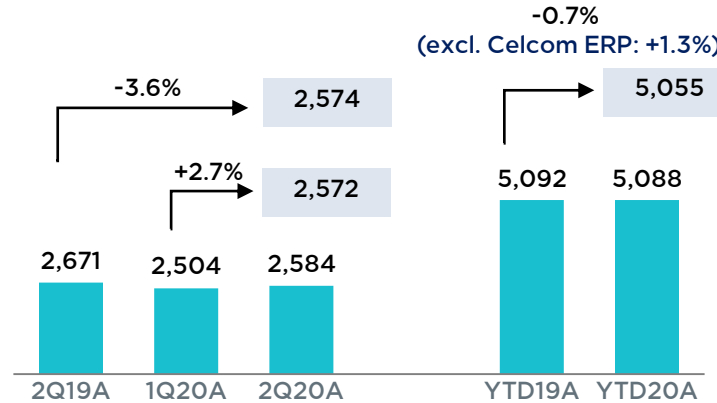
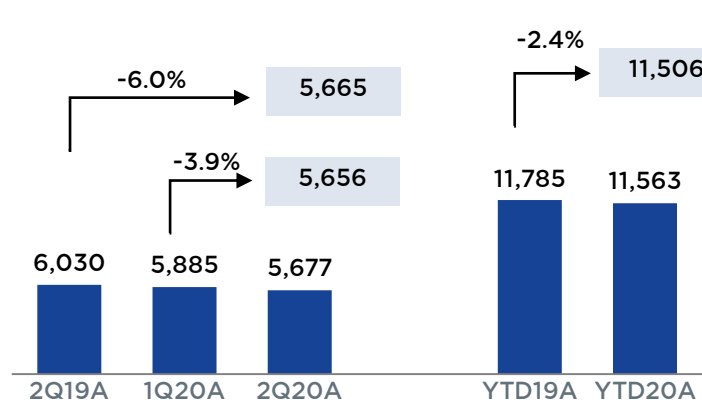
# 2Q20 underlying performance<sup>1</sup>

YTD20 revenue ex-device -2.4% and EBITDA -0.7% impacted by lockdown and socioeconomic effects from Covid-19 outbreak and pre-existing challenges in Ncell; PATAMI further impacted by higher D&A and higher losses from digital business.

Revenue ex-device (RMm)

EBITDA (RMm)

PATAMI<sup>2</sup> (RMm)



- YTD revenue ex-device -2.4% mainly due to Covid-19 outbreak, and pre-existing challenges in Ncell and Celcom:
  - Ncell -23.3%, is impacted by lower data, voice and ILD revenue
  - Celcom -9.5%, is impacted by mandated free data of 1GB/day during lockdown and challenges in prepaid segment
- offset by increase in XL +7.3%, edotco +4.5% and Robi +1.1%.

- YTD EBITDA -0.7% (excluding Celcom Employee Restructuring Program [ERP], EBITDA +1.3%), mainly due to:
  - decrease in Ncell -30.2%, and Celcom -15.2% (excluding ERP -7.3%)
  - offset by XL +6.6%, Robi +6.1% and Smart +7.8%
- Achieved cost excellence of RM529m:
  - Capex saving of RM316m
  - Opex saving of RM213m lifted margin by 0.9% pts to 43.0%.

- YTD Un. PATAMI -62.0% mainly due to:
  - Higher D&A by RM290m
  - Lower contribution from Ncell
  - Higher losses from ADS mainly arising from e-Tunai Rakyat.

1. Underlying performance - at constant currency  
 2. Underlying PATAMI excludes forex related (forex/derivative gains/losses, hedging cost) and others

Note:

xx - at actual currency

xx - Underlying performance

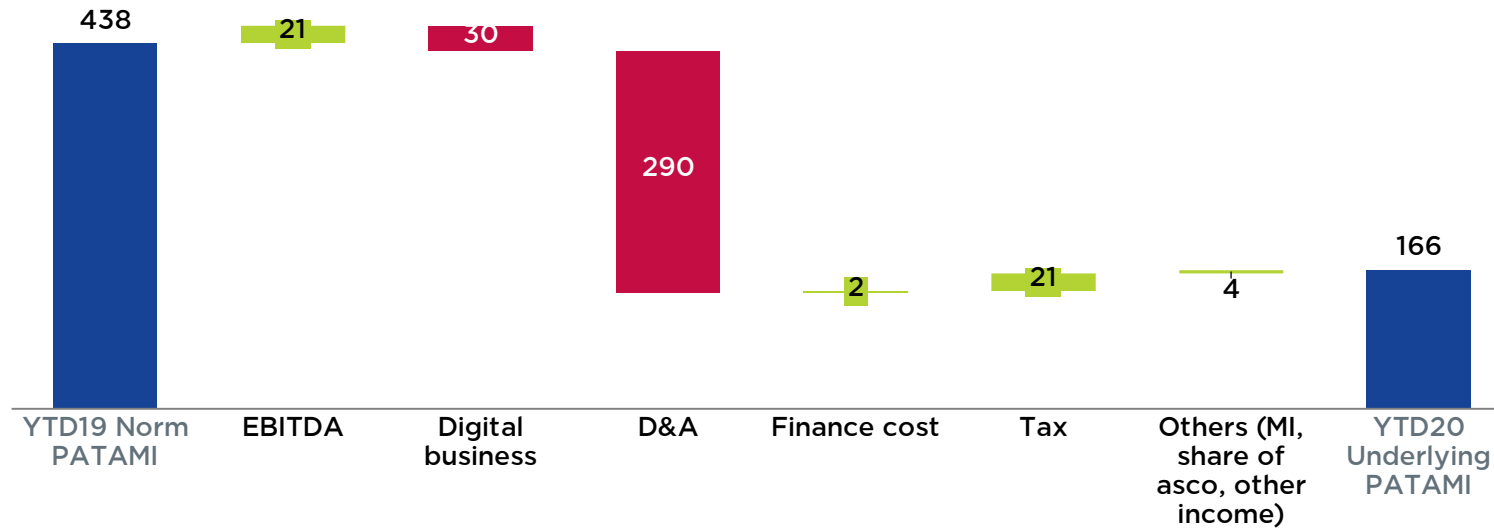
xx% - Underlying performance growth rate

Refer to Appendix for details of Revenue, EBITDA and normalised PATAMI bridging

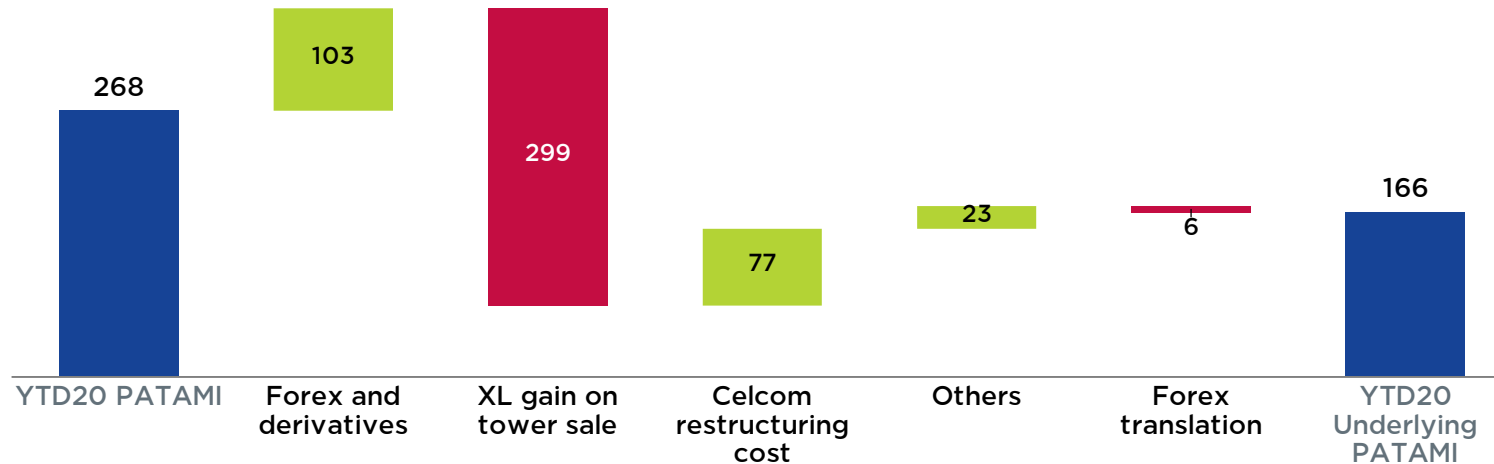
# 2Q20 underlying performance<sup>1</sup>

YTD20 Underlying PATAMI -62.0% due to higher D&A mainly from Ncell, XL and edotco.

YTD19 → YTD20  
Underlying PATAMI  
(RMm)



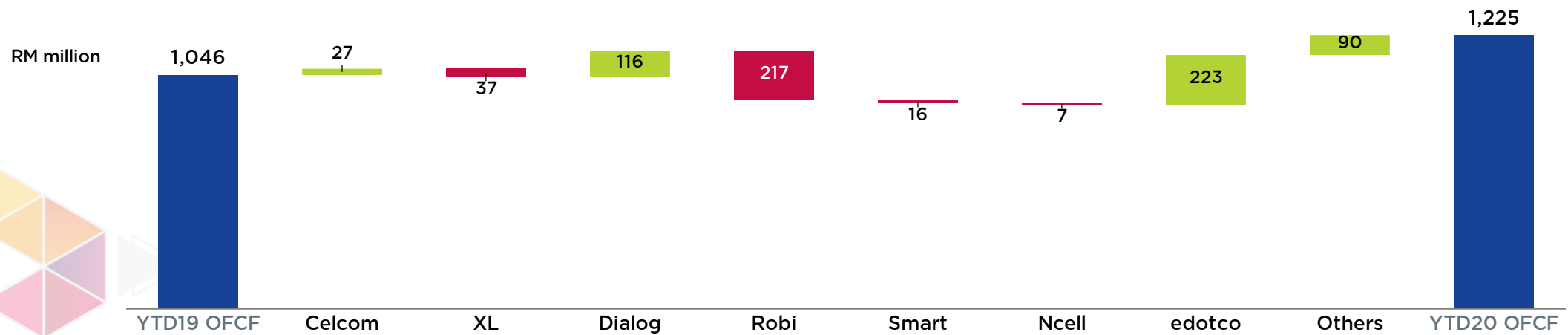
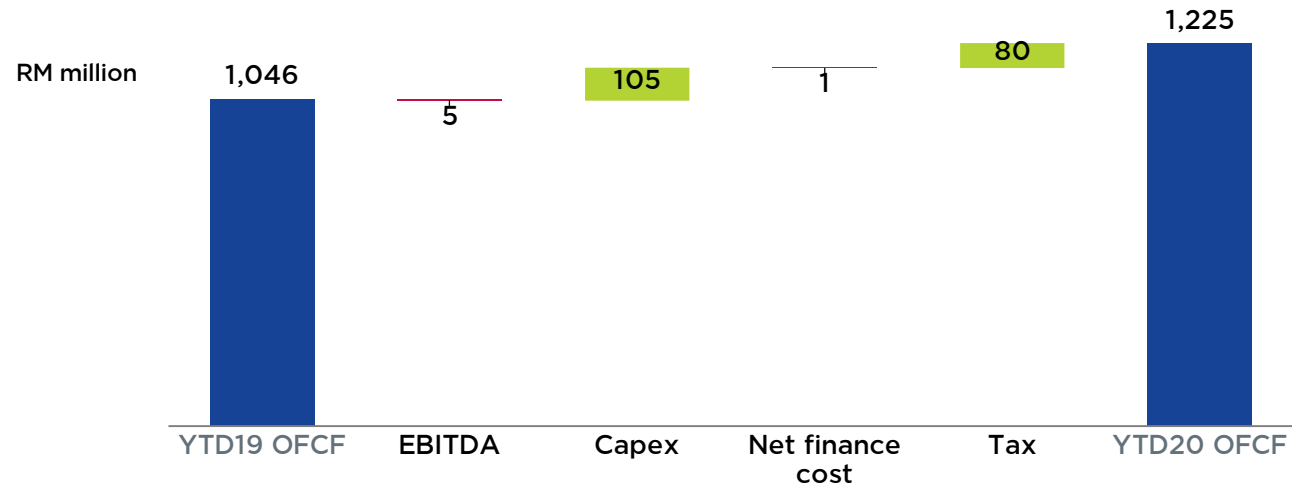
YTD20 Reported PATAMI  
→ YTD20 Underlying  
PATAMI (RMm)



1. Underlying performance - at constant currency

# Operating free cash flow

YTD20 OFCF increased 17.2% to RM1.2bn, mainly due to lower capex and tax.



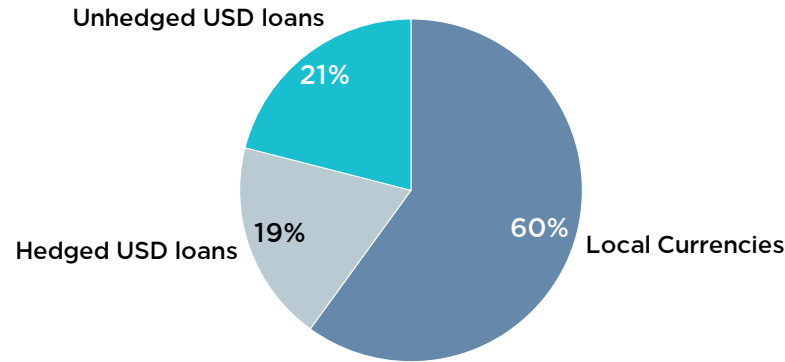
# Balance sheet

Strong cash balance of RM5.9bn, due to XL's tower sale proceeds; Gross debt/EBITDA at 2.64x. Amidst uncertain macroeconomic backdrop, 60% of debt on fixed rate and in local currency.

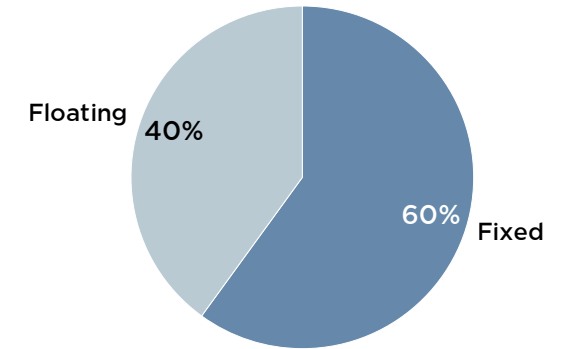
Group Borrowings – by currency

In million	Loan currency	USD	Local	Total (RM)
HoldCo and Non OpCo	USD	1,357	652	6,464
	<b>Sub-total</b>	<b>1,357</b>		<b>6,464</b>
OpCos	USD	317		1,362
	RM		4,770	4,770
	IDR		11,050,287	3,350
	BDT		17,743	896
	SLR		13,734	316
	PKR		2,938	75
	NPR		15,076	534
	<b>Sub-total</b>	<b>317</b>		<b>11,303</b>
<b>Total Group</b>	<b>1,674</b>		<b>17,767</b>	

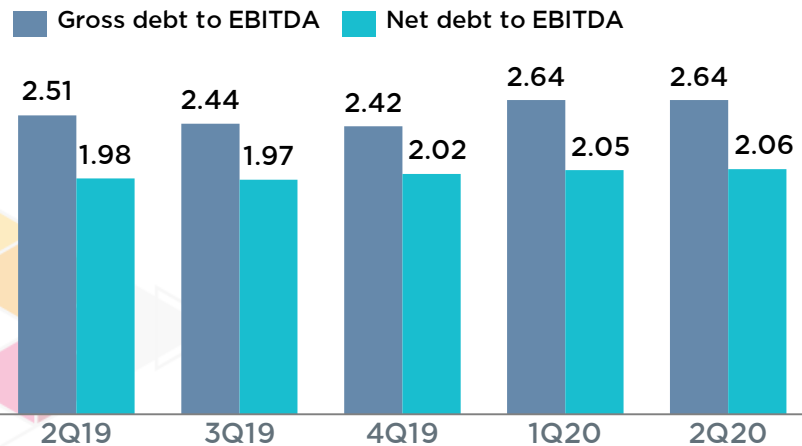
Group Borrowings – hedged/unhedged loans



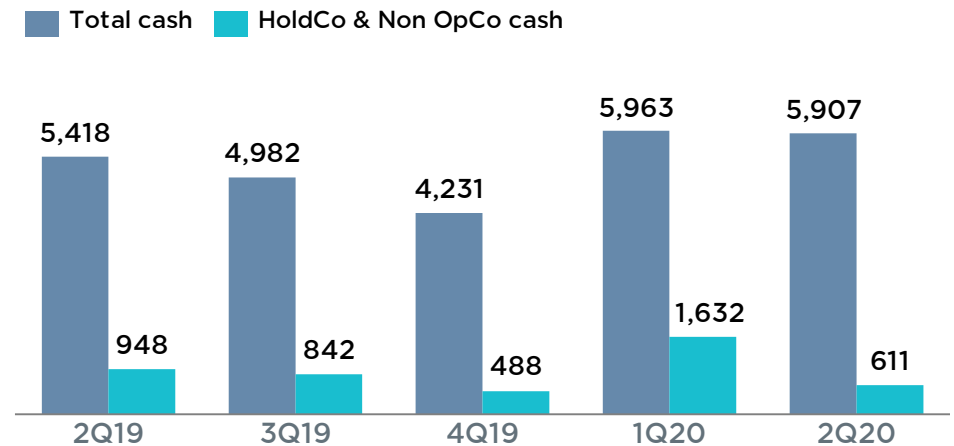
Group Borrowings – fixed/floating rates



Gross and net debt/EBITDA (x)



Cash<sup>1</sup> (RMm)

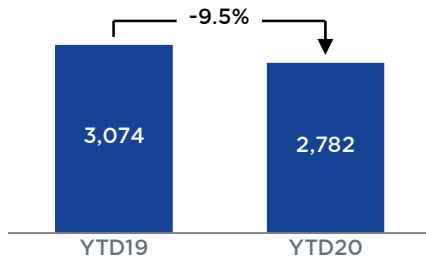


1. HoldCo & Non OpCo cash restated to exclude edotco

# Digital Telco: Celcom

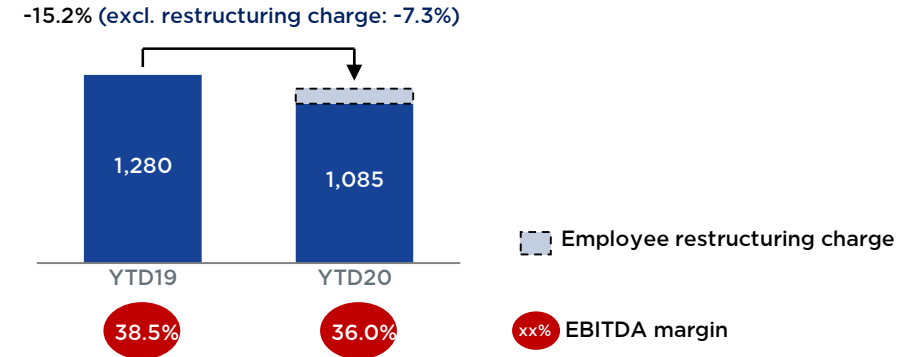
YTD20 revenue ex-device -9.5% due to Covid-19 lockdown, mandated free data and weak prepaid segment; early signs of recovery in June'20, as revenue is back to pre-lockdown level given easing of lockdown and launch of new prepaid *'Truly Unlimited'* Plan.

Revenue ex-device (RMm)



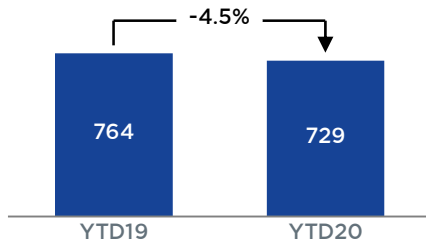
YTD20 revenue ex-device declined 9.5% due to Covid-19 lockdown, mandated free data and weak prepaid segment.

EBITDA (RMm)



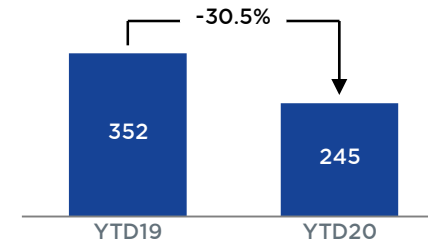
YTD20 EBITDA dropped 15.2% mainly due to one-off ERP in 1Q20; excluding this EBITDA declined at a slower rate of 7.3% with lower direct expense and sales & marketing cost.

FCF<sup>1</sup> (RMm)



YTD20 FCF declined 4.5% despite lower capex of 31.1%, driven by the drop in EBITDA.

PATAMI (RMm)

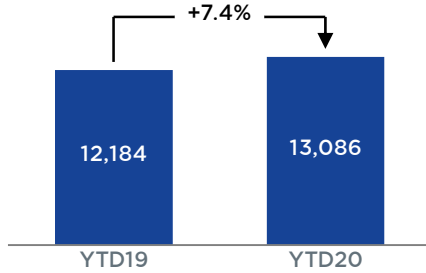


YTD20 PATAMI was lower by 30.5% largely due to ERP; excluding this PATAMI declined 9%.

1. FCF = EBITDA - capex

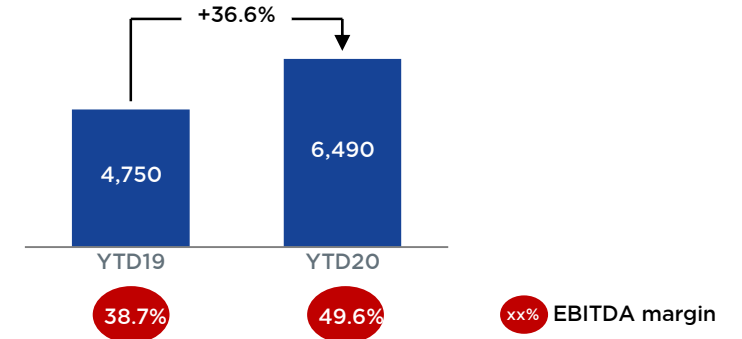
Despite a challenging environment with Covid-19 pandemic and increasing competition, XL sustained growth momentum in 2Q20, to deliver YTD20 revenue ex-device growth of 7.4%. High operating leverage translated into double digit growth in YTD20 EBITDA and FCF too.

Revenue ex-device (IDRbn)



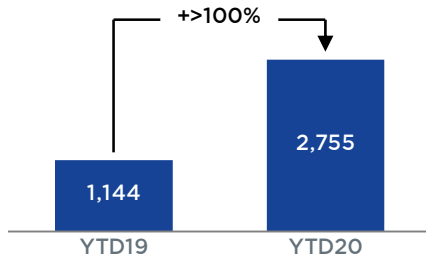
YTD20 revenue ex-device grew 7.4% driven by strong data growth of 15.1%; ARPU increased 5.9% to IDR36k.

EBITDA (IDRbn)



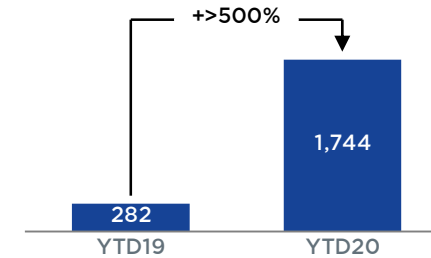
Double digit YTD20 EBITDA growth of 36.6% with 10.9% pts margin improvement to 49.6%, driven by cost optimisation and IFRS adjustments. Excluding IFRS impact of +IDR1trn, EBITDA rose by 15.3%.

FCF<sup>1</sup> (IDRbn)



YTD20 FCF grew 141% driven by EBITDA growth of 36.6%; capex increased 3.6% to IDR3.7trn. Excluding IFRS impact of +IDR1trn, FCF increased 52.3%.

PATAMI (IDRbn)



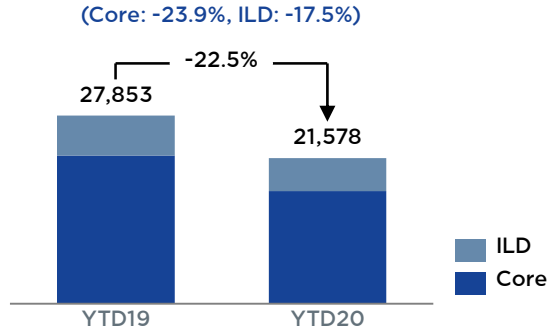
Surge in YTD20 PATAMI to IDR1.7trn driven by gain on tower sale of IDR1.5trn; excluding this PATAMI declined 29.6% due to higher D&A and deferred tax adjustment.

1. FCF = EBITDA - capex  
 Note: Average forex rate YTD20 1 IDR = 0.000292 MYR

# Digital Telco: Ncell

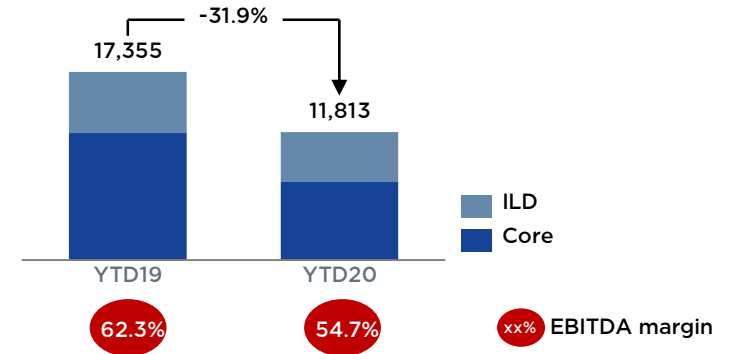
Impact of Covid-19 lockdown (shutdown of distribution) impacted Ncell's core revenue, compounding the negative trends due to spectrum deficit, ISP aggression and ILD decline. YTD20 revenue ex-device, EBITDA and PATAMI decline of 22.5%, 31.9% and 74.6% respectively.

Revenue ex-device (NPRm)



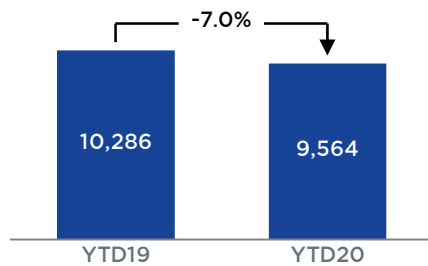
YTD20 revenue ex-device declined 22.5% driven by both core (-24%) and ILD (-18%); impacted by Covid-19 lockdown, which exacerbated existing business challenges.

EBITDA (NPRm)



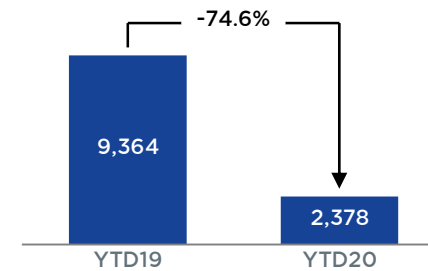
YTD20 EBITDA dropped 31.9% primarily driven by the revenue decline coupled with higher network cost and others expense.

FCF<sup>1</sup> (NPRm)



YTD20 FCF decline of 7.0% was substantially lower than EBITDA decline, due to slower network rollout.

PATAMI (NPRm)



YTD20 PATAMI declined 74.6% mainly driven by the EBITDA decline, and higher net finance cost.

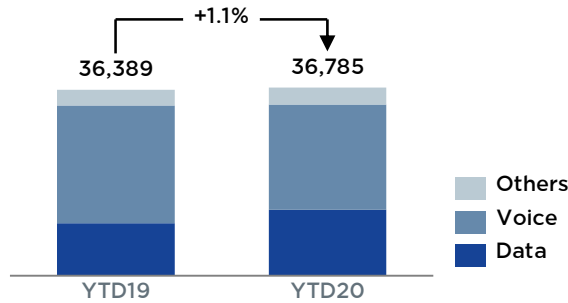
1. FCF = EBITDA - capex  
 Note: Average forex rate YTD20 1 NPR = 0.035835 MYR



# 1 Digital Telco: Robi

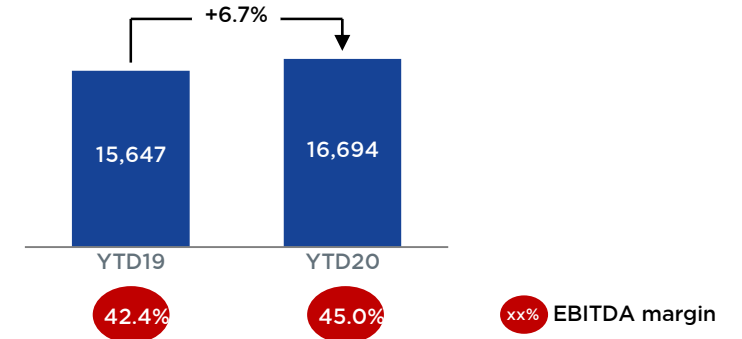
Good performance despite Covid-19 lockdown, with YTD20 revenue ex-device growth of 1.1%. Tight cost controls lifted EBITDA margin by 2.6% pts, and sustained Robi's profitability.

Revenue ex-device (BDTm)



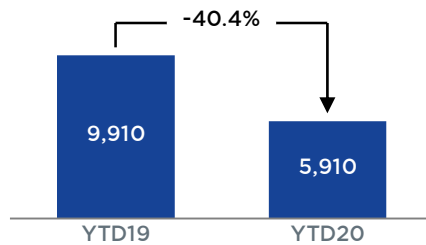
YTD20 revenue ex-device growth of 1.1% driven by strong data growth of 26.2%, moderated by lower voice revenue.

EBITDA (BDTm)



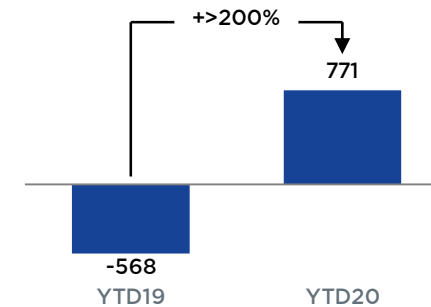
YTD20 EBITDA grew faster than revenue at 6.7% leading to 2.6% pts margin improvement to 45.0%, driven by lower direct, network and others expenses.

FCF<sup>1</sup> (BDTm)



YTD20 FCF declined 40.4% driven by 88% higher capex ie catch-up network capex from last year.

PATAMI (BDTm)



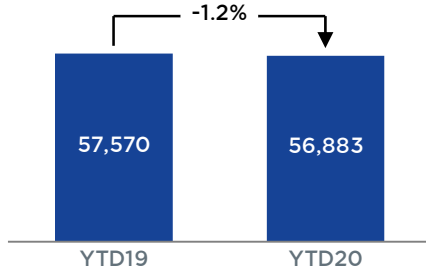
YTD20 PATAMI grew 236% to BDT771m due to the flow through from higher EBITDA, aided by lower net finance cost and D&A charges.

1. FCF = EBITDA - capex  
 Note: Average forex rate YTD20 1 BDT = 0.050028 MYR

# Digital Telco: Dialog

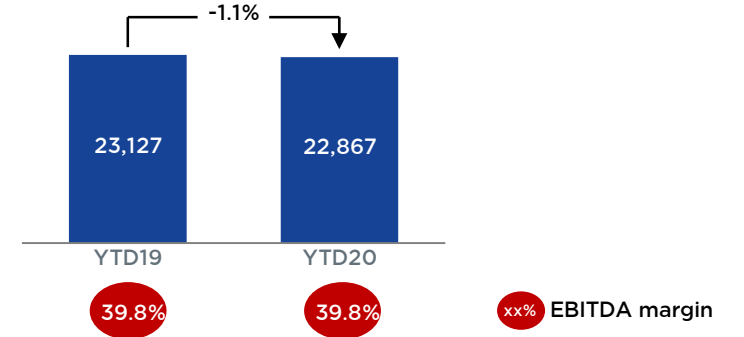
Despite Covid-19 lockdown, resulting impact to distribution and concessions offered to subscribers, Dialog recorded stable YTD20 revenue ex-device; cost control sustained EBITDA.

Revenue ex-device (SLRm)



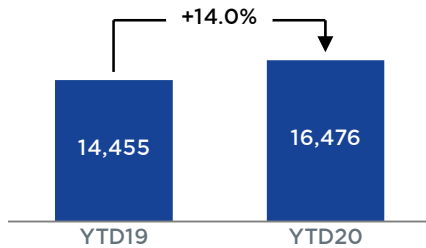
YTD20 revenue ex-device declined 1.2% driven by Covid-19 impact of concessions and lockdown in 2Q20.

EBITDA (SLRm)



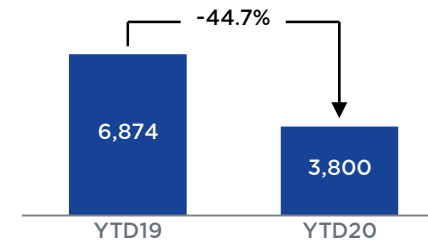
YTD20 EBITDA declined 1.1% with EBITDA margin sustained at 39.8% on account of strict cost controls.

FCF<sup>1</sup> (SLRm)



YTD20 FCF growth of 14.0% as capex declined 26.3%.

PATAMI (SLRm)



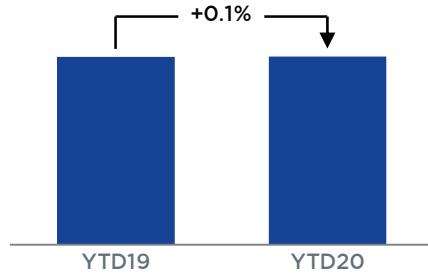
YTD20 PATAMI declined 44.7% due to higher D&A charges; excluding forex losses/gains, PATAMI declined 18.3%.

1. FCF = EBITDA - capex  
 Note: Average forex rate YTD20 1 SLR = 0.022893 MYR

# Digital Telco: Smart

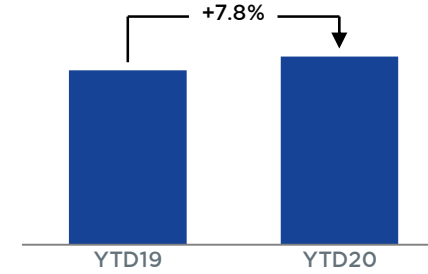
Good performance amidst macroeconomic challenges. YTD20 revenue ex-device remained flat, while lower operating cost lifted EBITDA and PATAMI by 7.8% and 7.3% respectively.

Revenue ex-device (USDm)



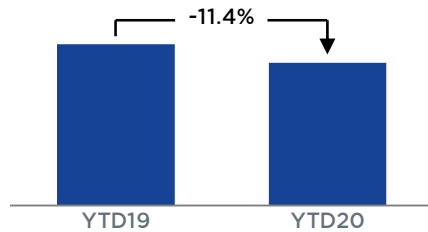
YTD20 revenue ex-device remained flat as higher prepaid revenue was dragged by decline in inbound roaming and international business revenue from lower travelers.

EBITDA (USDm)



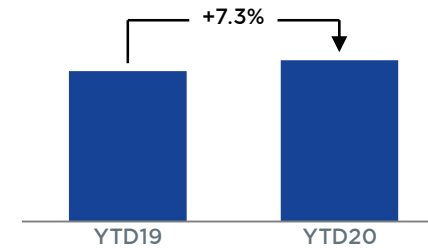
YTD20 EBITDA growth of 7.8% outpaced revenue growth, mainly driven by lower marketing and network costs.

FCF<sup>1</sup> (USDm)



YTD20 FCF declined 11.4% on account of 24.5% higher capex spend.

PATAMI (USDm)



YTD20 PATAMI growth of 7.3%.

1. FCF = EBITDA - capex

## Digital Businesses: Boost, Aspirasi and ADA

Higher losses due to e-Tunai Rakyat initiative; ADS validation on track with another round of investments ie Great Eastern injection of USD70m into Boost.

### Fintech



- 1.7x YoY growth in users to 7.6m.
- 1.8x YoY growth in merchants to 176k.
- 2.6x YTD growth in gross transaction value (GTV).
- Active user spending increased to more than RM300/week in 2Q20 compared to over RM200 in 2Q19.



- Aspirasi is the micro-financing and micro-insurance brand by Axiata Digital.
- In 2Q20, Aspirasi funded 3,300 merchants, disbursing 4,040 loans amounting to RM32m.
- Under micro-insurance, Aspirasi sold a total of 8,284 policies in 2Q20 as compared to 711 policies in the previous quarter.

### AdTech



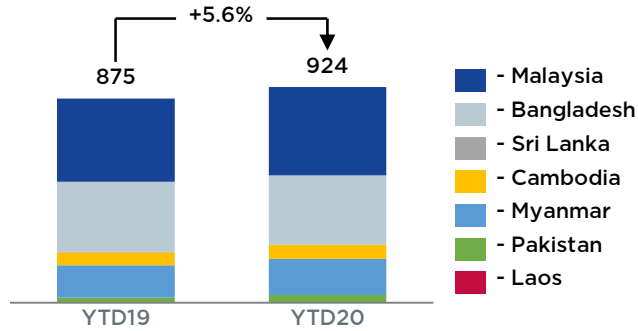
- ADA solidified its position and deepened sector expertise in 2Q20 via new wins in Banking – Thanachart Bank and Chief Bank; and Retail – PMI, 3M, F&N and Domohorn Wrinkle.
- 1.1x expansion in Net Revenue YoY, driven by 100% growth for Business Insights and 43% growth for Agency.

Apigate has been restructured with Payment business moved under Fintech, and Application-to-Person (A2P) messaging moved under AdTech.

### Infrastructure: edotco

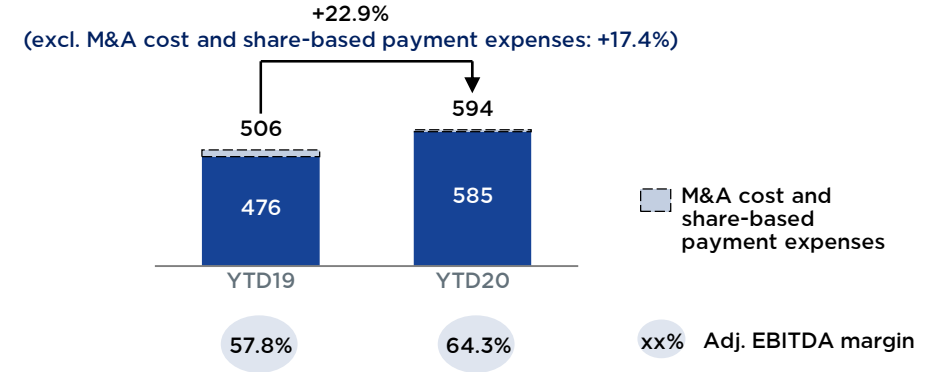
Despite slower rollout due to Covid-19 lockdown in 2Q20, sustained YTD20 performance with double digit growth across most metrics; 6.9% increase in towers to 21,067 whilst sustaining a stable tenancy ratio of 1.6x.

Revenue (RMm)



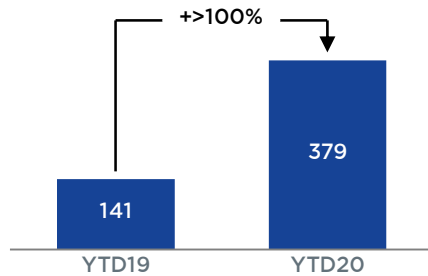
YTD20 revenue growth of 5.6%, with positive contribution across most major footprints.

EBITDA (RMm)



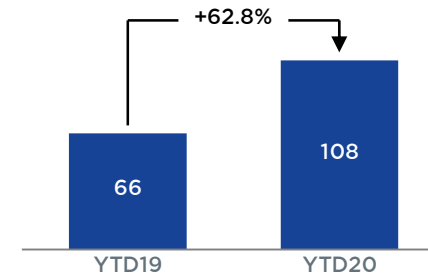
Excluding M&A cost and share-based payment expense, YTD20 adjusted EBITDA grew 17.4%; margin +6.5% pts to 64.3% driven by overall business growth and MFRS 16 adjustments.

FCF<sup>1</sup> (RMm)



YTD20 FCF surged 169% to RM379m driven by the improvement in EBITDA and lower capex spend.

PATAMI (RMm)



YTD20 PATAMI growth of 62.8%, also driven by improvement in EBITDA and unrealised forex gain.

1. FCF = EBITDA - capex

**Moving Forward**



# Outlook for 2020 & beyond: Opportunities & Risks

## OPPORTUNITIES

- USD1.5bn bond issuance lowers HoldCo cost of debt by 0.7% pts from 2021 onwards.
- From 3Q20 onwards, Celcom's people transformation reduces staff cost by 0.5% or RM33m p.a..
- Enterprise growth from online education and Work-from-home.
- ADS and edotco monetisation.
- Ncell activation and leverage of new 1800MHz spectrum.
- Operational excellence by leveraging 'Collective Brain' in IT, network and procurement to be further expanded in other areas.

## RISKS

- Covid-19: macro uncertainties, potentially higher bad debts and lower net adds, further lockdowns and CSR programmes.
- Intensifying competition in Indonesia, Malaysia and Nepal.
- Implications on vendor Huawei, arising from US-China trade tension.



# Celcom update

**Prepaid 2H20 focus: Trade Ubiquity Program, crowdsourcing dealerships, drive app penetration with personalised offers.**

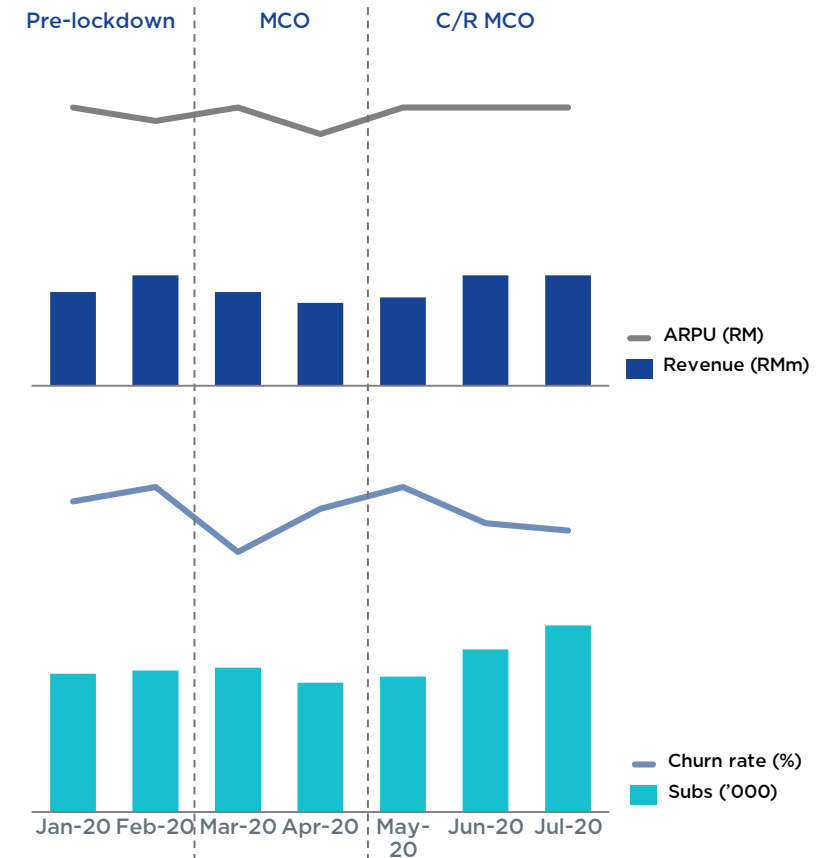
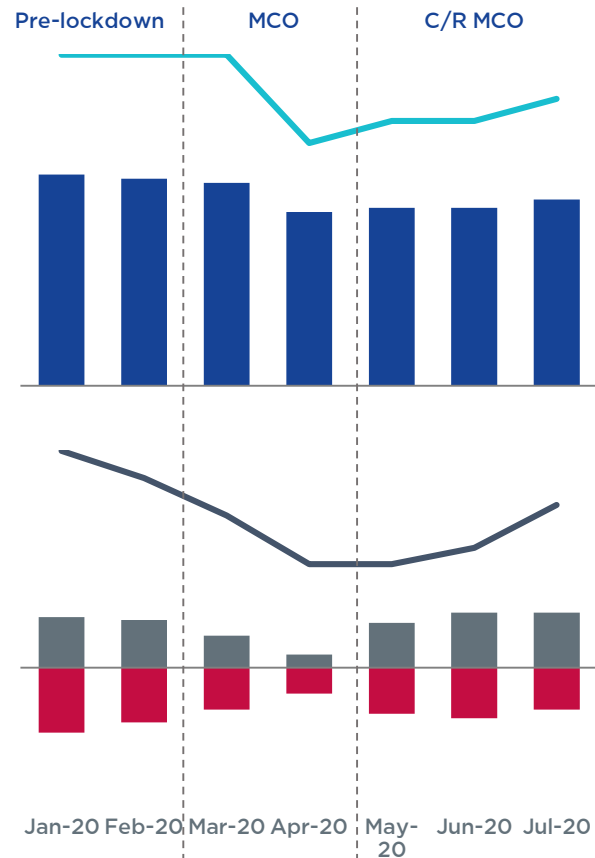
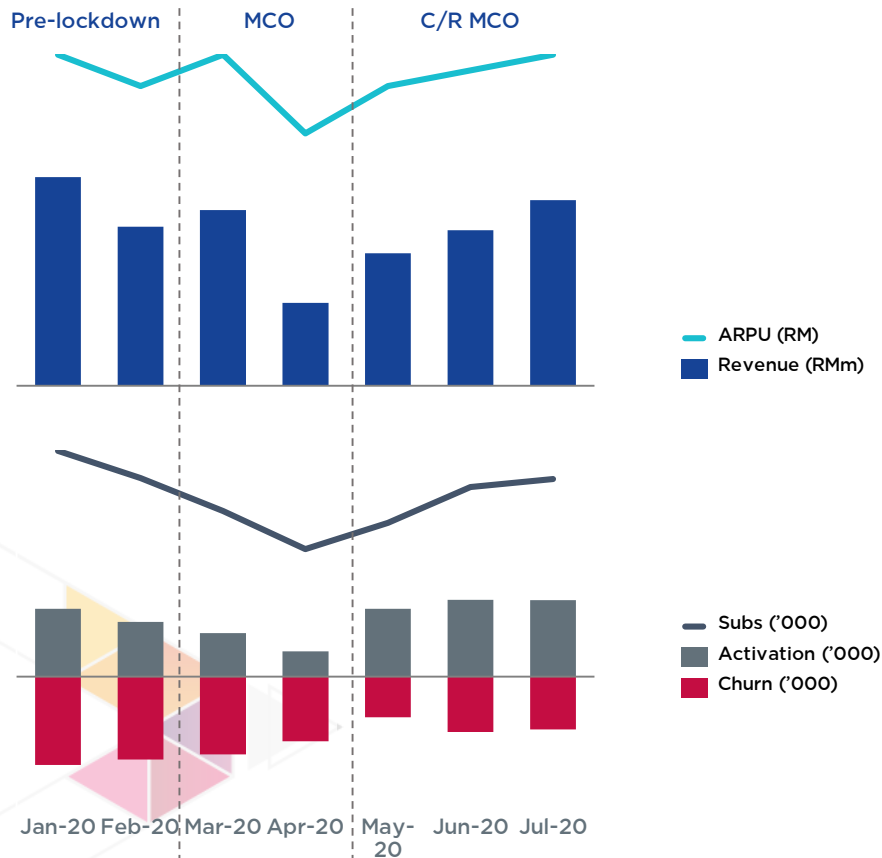
**Postpaid 2H20 focus: Drive pre-to-post migration, family line campaigns and EasyPhone programme.**

**MVNO 2H20 focus: Intensify gross activation drive and initiate high impact retention programme.**

**Prepaid segment:** Revenue impacted by MCO and free 1GB data. Activations higher in May/June from increased number of dealers and activation per dealer; Improved further with “Truly Unlimited” plan.

**Postpaid segment:** Revenue impacted by drop in roaming and lower commitment during MCO. Activations and churn showed signs of recovery in May/June.

**MVNO:** Revenue impacted by drop in prepaid reload from free 1GB data. Subscribers improved driven by strong support from alternate channel and network marketing.



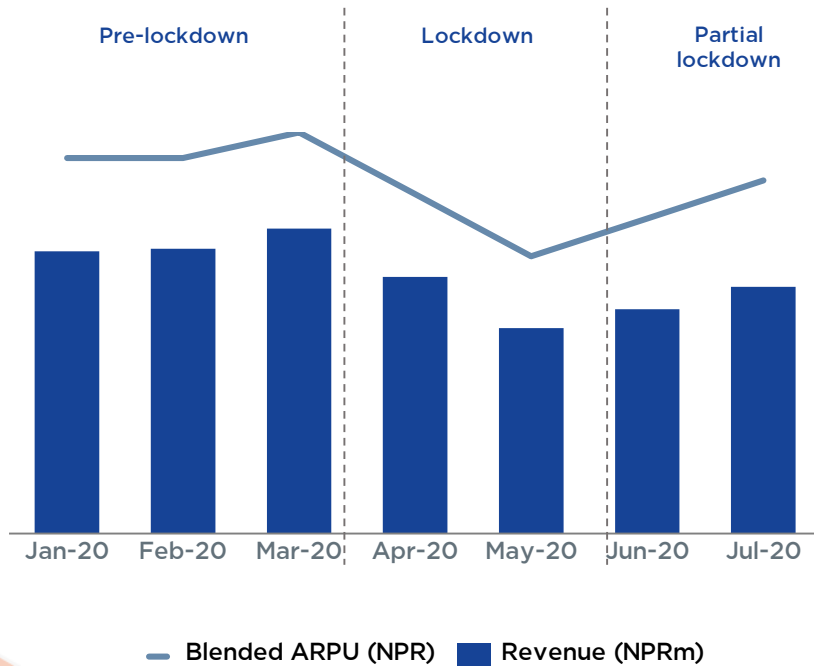
1. MCO: 18 Mar until 3 May/CMCO: 4 May until 9 Jun/RMCO: 10 Jun until 31 Aug



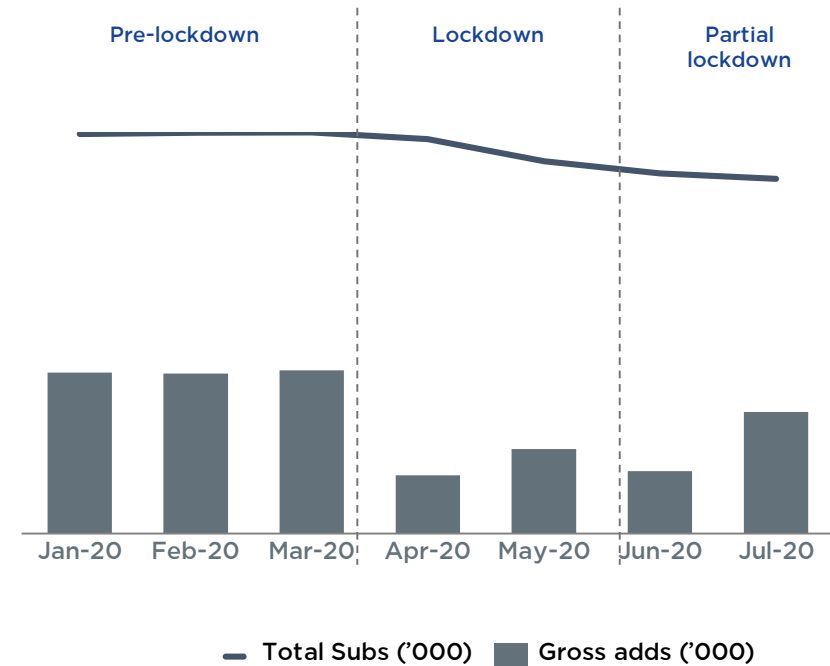
# Ncell update

2H20 focus: Activation and leverage of new spectrum, which reduces the deficit versus competition. Launch of data plan *Super 4G* to drive data monetisation, customer value management using analytics, retention and growth of subscriber base. Macro environment remains challenging with collapse of remittance and rising unemployment, resulting in mass exodus from urban areas.

Revenue improved MoM in July with easing of lockdown and discontinuation of several lockdown promotions.



Gross additions improved MoM in July with easing of lockdown.



# Balance sheet update

Improved capital structure with recent issuances of USD500m Sukuk and USD1bn EMTN on 19 August.

Tenure improvement

HoldCo average loan life to extend to 16 years from 2.6 years.

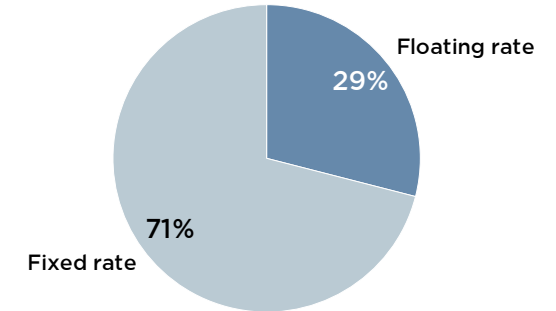
Higher proportion of fixed interest rate borrowings

HoldCo fixed rates proportion to increase to 87% from 66%.

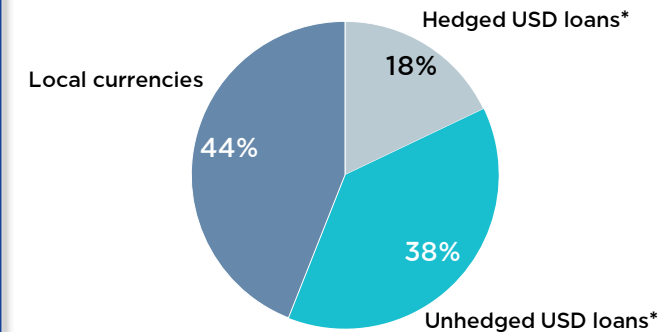
Interest savings

- Expected net finance cost savings of ~RM60m per annum for HoldCo.
- 10-yr Sukuk rate: 2.163%.
- 30-yr EMTN rate: 3.064%.
- HoldCo blended borrowing rate to improve to 3.3% from 4.0%.

Proforma Group Borrowings – Fixed/Floating rates



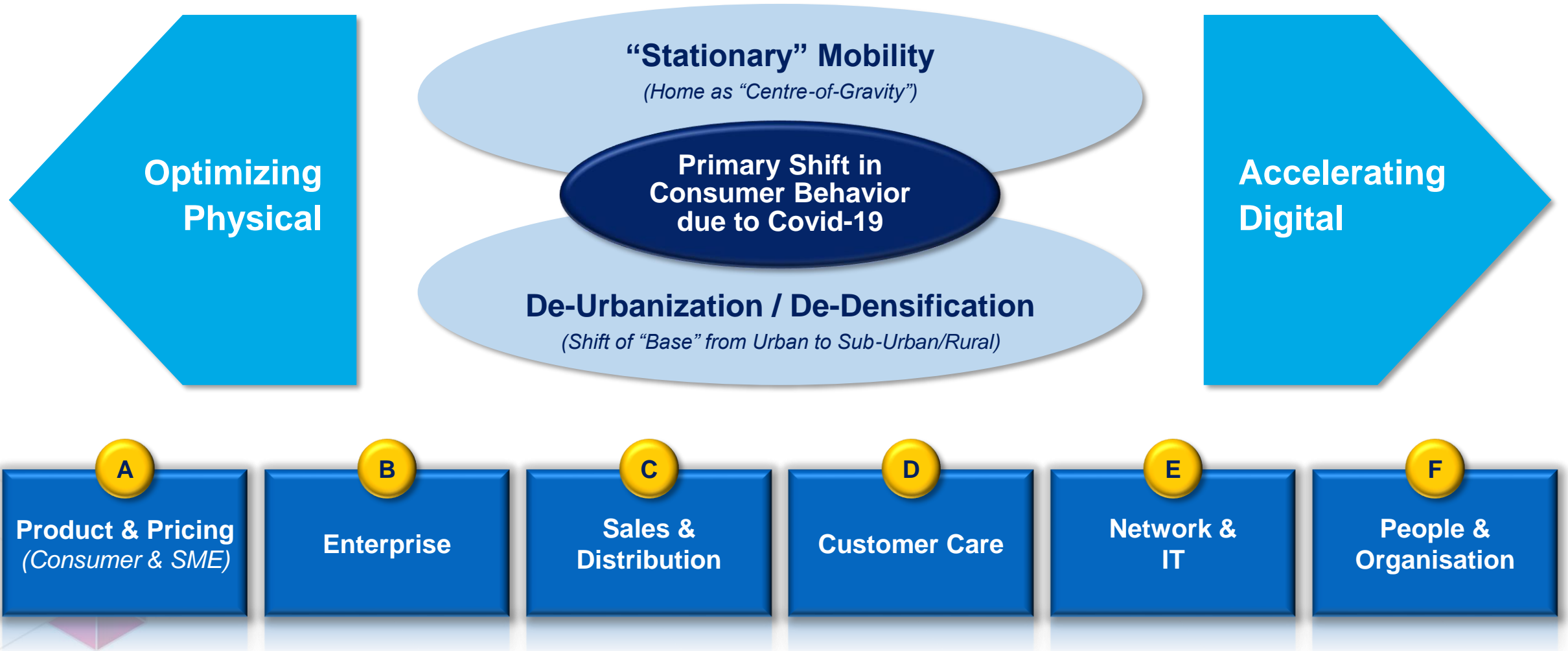
Proforma Group Borrowings – USD/Local currency loans



Note\*: Target of hedged/unhedged USD loans of 50%/50% by year end.

## Reimagining our future: Evolving norms

As the consumer mobility pattern shifts (with corresponding impact on how businesses operate and serve their customers), we need to revisit our 'Core Building Blocks' in order to position Axiata ahead of the curve in preparation for the New Normal...



## Key messages

- ❖ Full impact of Covid-19 was felt in 2Q20, especially in April.
- ❖ Early signs of recovery by most OpCos from May onwards, but still highly uncertain of the post-lockdown impact to their respective economies.
- ❖ Our cash position is very strong and further strengthened by the recent Sukuk/EMTN issuances.
- ❖ Confidence from bond investors validated; investment in the digital business validated.
- ❖ Directionally, low single digit percentage decline in revenue and EBITDA in 2020.
- ❖ On track to achieve RM5bn cost optimisation one year ahead of target, as evidenced from YTD20 EBITDA margin improvement.
- ❖ Axiata investor proposition within 3-5 years: Positioning to be 'dividend yield' company. *(More details will be presented during upcoming Axiata Analyst & Investor Day 2020.)*

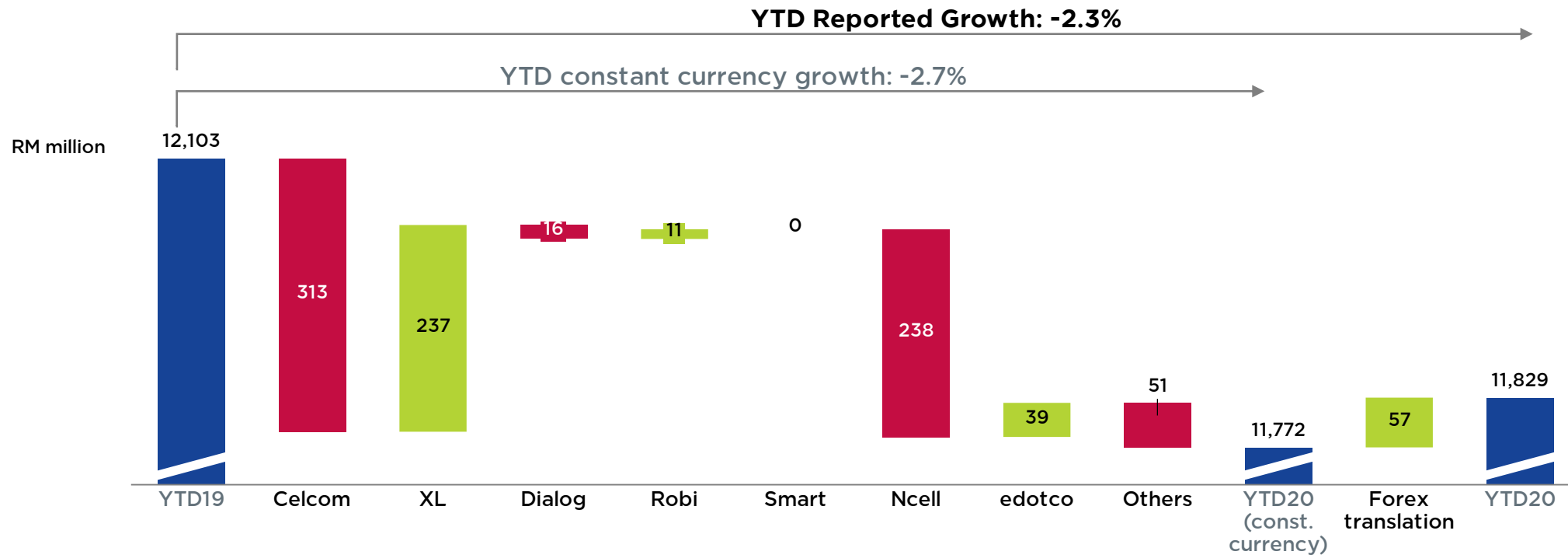


# Appendix



# Group revenue: YTD19 → YTD20

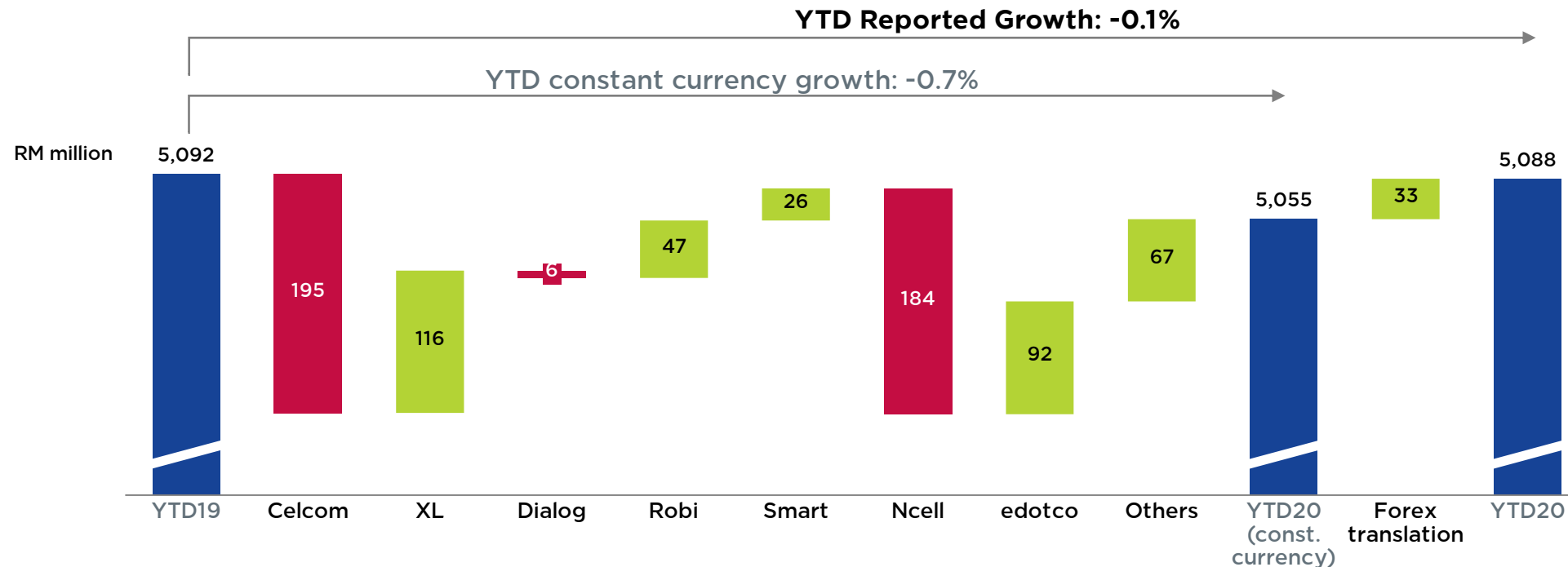
YTD20 revenue decline of 2.3% largely due to lower contribution from Celcom and Ncell, mitigated by higher contribution from XL and edotco.



Revenue	YTD19	YTD Growth Rates		Revenue (const. currency)	YTD20
Celcom	3,327	(313)	-9.4%	Celcom	3,014
XL	3,554	237	6.7%	XL	3,791
Dialog	1,347	(16)	-1.2%	Dialog	1,331
Robi	1,807	11	0.6%	Robi	1,818
Smart	631	-	0.0%	Smart	631
Ncell	1,019	(238)	-23.3%	Ncell	781
edotco	875	39	4.5%	edotco	914
Others	(457)	(51)	-11.5%	Others	(508)
<b>GROUP</b>	<b>12,103</b>	<b>(331)</b>	<b>-2.7%</b>	<b>GROUP</b>	<b>11,772</b>

# Group EBITDA: YTD19 → YTD20

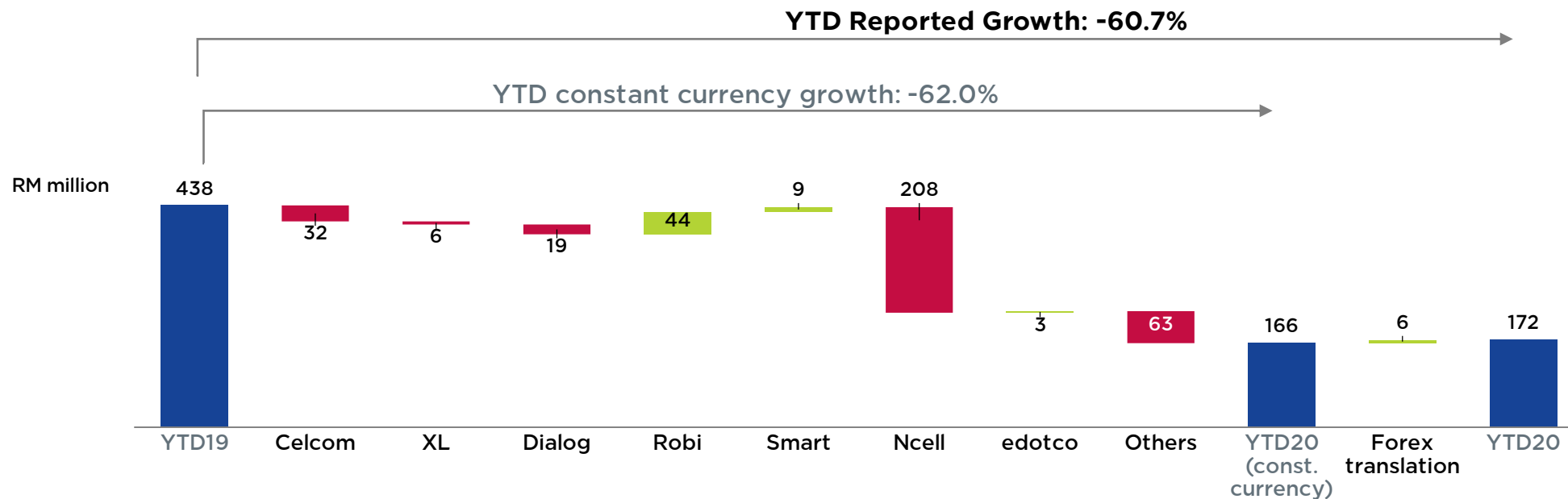
YTD20 EBITDA decline of 0.1% largely due to lower contribution from Celcom and Ncell, mitigated by higher contribution from XL, edotco, Robi and Smart.



EBITDA	YTD19	YTD Growth Rates		EBITDA (const. currency)	YTD20
Celcom	1,280	(195)	-15.2%	Celcom	1,085
XL	1,771	116	6.6%	XL	1,887
Dialog	536	(6)	-1.1%	Dialog	530
Robi	763	47	6.1%	Robi	810
Smart	330	26	7.8%	Smart	356
Ncell	610	(184)	-30.2%	Ncell	426
edotco	476	92	19.3%	edotco	568
Others	(674)	67	10.0%	Others	(607)
<b>GROUP</b>	<b>5,092</b>	<b>(37)</b>	<b>-0.7%</b>	<b>GROUP</b>	<b>5,055</b>

# Group normalised PATAMI : YTD19 → YTD20

YTD20 normalised PATAMI declined 60.7% largely due to lower contribution from Ncell and Celcom, coupled with higher losses from ADS.



Norm PATAMI	YTD19	YTD Growth Rates		Norm PATAMI (const. currency)	YTD20
Celcom	354	(32)	-9.2%	Celcom	322
XL	(13)	(6)	-52.6%	XL	(19)
Dialog	106	(19)	-18.3%	Dialog	87
Robi	(18)	44	247.2%	Robi	26
Smart	103	9	8.6%	Smart	112
Ncell	288	(208)	-72.1%	Ncell	80
edotco	46	3	5.9%	edotco	49
Others	(428)	(63)	-14.0%	Others	(491)
<b>GROUP</b>	<b>438</b>	<b>(272)</b>	<b>-62.0%</b>	<b>GROUP</b>	<b>166</b>



# Capital expenditure and cash flow

YTD20 OFCF increased 17.2% to RM1.2bn, mainly due to lower capex and tax.

Capital expenditure (RMm)

Free Cash Flow (RMm)

Operating Free Cash Flow (RMm)

Capex intensity

22.7%

22.3%

FCF yield

19.4%

20.7%

OCF yield

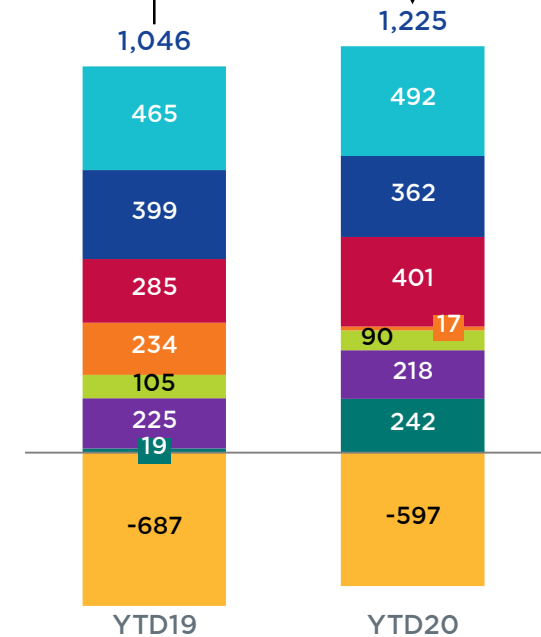
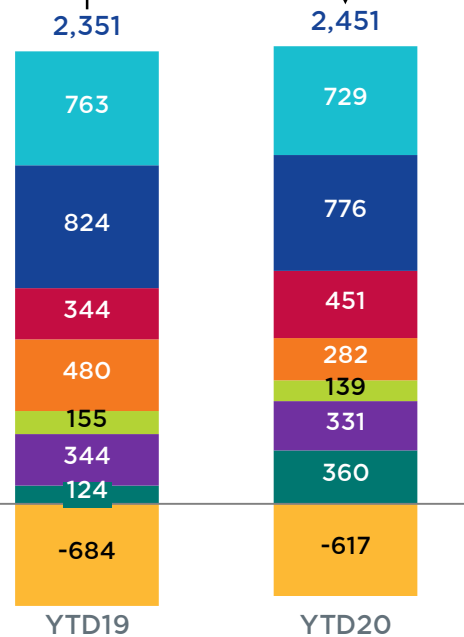
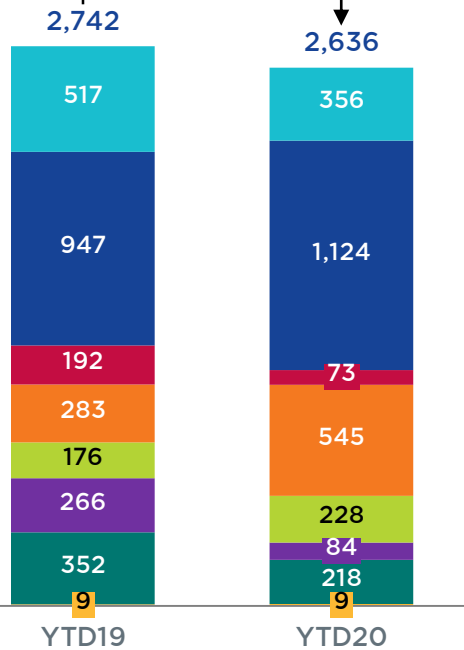
8.6%

10.4%

-3.8%

+4.3%

+17.2%

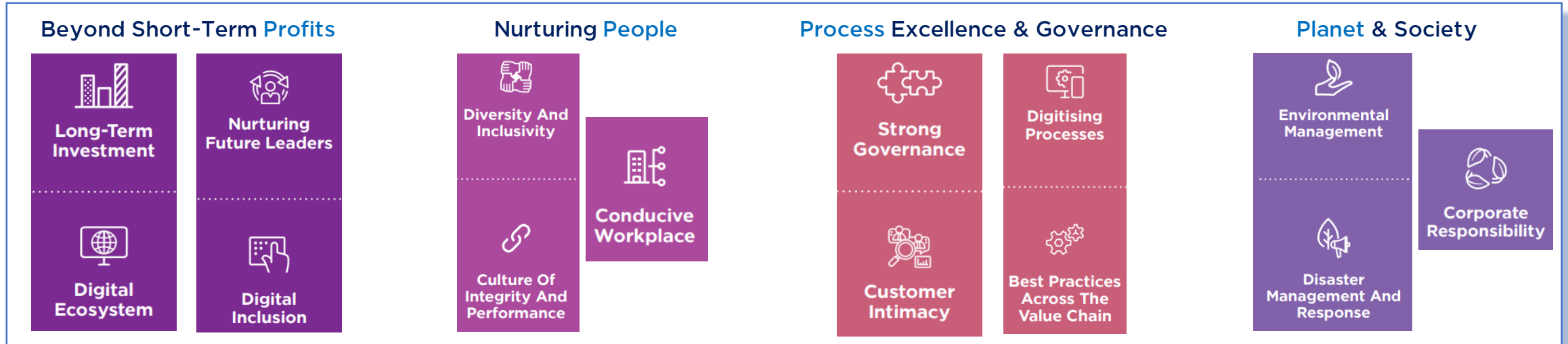


Note:  
 FCF = EBITDA-Capex  
 OFCF = EBITDA- Capex- Net Interest-Tax

# Axiata 4P Sustainability Framework

Established framework, aligned to global reporting standards and rated by top ESG indices

## Our 4 Sustainable Pillars



## Rated by top ESG Indices

**FTSE4Good**

Axiata is a founding constituent of the FTSE4Good Bursa Malaysia Index (since 2014)

**MSCI**

Axiata ESG Rating: A

**SUSTAINALYTICS**

Amongst 62 peers

Axiata scored 59%, rated average, 47<sup>th</sup> Percentile

**CDP**

Carbon Disclosure Project

Axiata Disclosure Rating: D



# Thank You

[www.axiata.com](http://www.axiata.com)

Axiata Group Berhad

