Q2 2022 Results

26 August 2022

Dr Hans Wijayasuriya, Joint Acting Group CEO & CEO - Telecommunications Business/Group EVP

Vivek Sood, Joint Acting Group CEO & Group CFO

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“RM” shall mean Ringgit Malaysia being the lawful currency of Malaysia. Any discrepancies between individual amounts and totals are due to rounding.

Executive Summary (1/2)

- **Reported YTD22 PATAMI impacted by unrealised forex losses.** On reported basis, YTD revenue +5.8% and EBITDA +7.4% mainly contributed by all OpCos except Dialog and Ncell; PATAMI slipped into loss of RM149mn vs profit of RM353mn in YTD21 largely due to unrealised forex losses from Dialog and Axiata with the strengthening of USD impacting USD-denominated borrowings, coupled with higher taxes and net finance cost.

- **Underlying YTD22 results driven by improved EBITDA from all OpCos, except Dialog and Ncell.** On constant currency basis, YTD revenue ex-device +7.9% and EBITDA +8.1% with EBITDA margin of 44.9%; EBIT +34.0% and UPATAMI[1] +37.5% with higher EBITDA contribution across all OpCos except Dialog and Ncell, offset by higher taxes from Cukai Makmur and increased net finance cost due to higher acquisition debt.

- **AOFCF +22.9% to RM966mn largely due to higher EBITDA; gross debt/EBITDA of 3.03x.** YTD OFCF +15.3% to RM1.8bn and adjusted OFCF +22.9% to RM966mn, largely due to higher EBITDA from edotco, Celcom and XL, offset by increased taxes at Celcom and Dialog. Increase in gross debt/EBITDA primarily impacted by higher debt to fund Link Net and Philippines tower acquisitions, without corresponding consolidation of EBITDA; including annualised EBITDA contribution from these acquisitions, gross debt/EBITDA at 2.86x. Cash balance at RM6.6bn.

- **Celcom: Strong performance driven by prepaid and lower opex.** YTD revenue ex-device +4.2% driven by prepaid and contribution from new subsidiaries. EBITDA +13.0% from higher revenue and improved cost while EBIT +>100% in the absence of 3G accelerated depreciation. PATAMI +>100% to RM542mn flowing through from EBIT, offset by higher taxes from Cukai Makmur.

- **XL: Good performance amidst improved pricing environment.** YTD revenue ex-device +8.5% benefiting from reopening during Lebaran period and positive momentum from price improvements. EBITDA and EBIT lagged revenue growth due to higher opex to drive revenue, as well as higher D&A; PATAMI -14.1% on account of lower one-off gains and higher net finance cost.

- **Robi: Operationally solid but PATAMI impacted by forex loss.** YTD revenue ex-device +3.2% while EBITDA and EBIT growth outpaced topline at +9.1% and +12.1% respectively attributed to lower direct and staff costs, offset by higher network expense in tandem with additional site rollout and higher D&A with amortisation of new spectrum. PATAMI -65.8% driven by forex loss on USD loans and higher net finance cost.

- **Dialog: Resilient topline but PATAMI turned into a loss due to forex impact.** YTD revenue ex-device +20.3% driven by higher contribution across all segments, particularly international traffic hubbing; EBITDA -1.4% due to adverse externalities driven cost escalations, while EBIT -25.3% further impacted by higher D&A in line with increased capex. PATAMI ->100% to -LKR28.3bn impacted by significant forex loss of LKR34.3bn; excluding forex loss, PATAMI -36%.

- **Ncell: Shortfall in voice revenue flows through to profit.** YTD revenue ex-device -4.4% driven by lower core -1.9% (voice -11.3% impacted by reduction in domestic interconnect rate, while data +17.6%), coupled with ILD decline -15.4%. Consequently, EBIT -18.8% compounded by higher network cost and sales & marketing expense while PATAMI -24.1% cushioned by lower taxes.

1. Underlying PATAMI excludes forex related (forex/derivative gains/losses, hedging cost) and others

Executive Summary (2/2)

- **Smart: Steady momentum.** YTD revenue ex-device +6.5% led by strong data growth of +11.7% on the back of increased data subscribers and usage, while EBITDA +5.3% moderated by higher direct cost. PATAMI increased further +14.2% in view of one-off investment impairment of financial services business in YTD21.

- **Boost: Revenue boosted by lending business.** YTD revenue +11.9% mainly driven by Boost Credit; EBIT -2.1% on higher opex and D&A flowing through to bottomline where net loss -2.2% to RM101mn. YTD GTV +26.8% to RM2.9bn, while Boost Life users +10.5% YoY to 10.1mn and Malaysian merchants +43.1% to 505k.

- **ADA: Revenue uplift from Customer Engagement & eCommerce.** YTD revenue +14.9% driven by Customer Engagement solutions and new contribution from eCommerce solutions. EBITDA -4.8% impacted by higher opex and consequently PATAMI -17.6% compounded by higher taxes.

- **edotco: Revenue benefiting from inorganic and organic contribution.** YTD revenue +23.7% led by inorganic acquisition of Touch Mindscape in Malaysia, followed by organic B2S rollout and colocation, particularly in Bangladesh. Strong revenue flowed through to EBIT +37.4% while PATAMI -7.8% impacted by unrealised forex translation loss, higher net finance cost and increased tax expense from Cukai Makmur. Excluding forex impact, PATAMI +35.6%.

- **FY22 Headline KPIs: Likely to exceed.** Revenue ex-device growth and EBIT growth are likely to exceed Headline KPIs of mid single digit and high single digit, respectively. However, potential external and internal factors to consider include macroeconomic challenges particularly in frontier markets, ongoing M&A transactions and global chip supply issues.

- **Macroeconomic headwinds in frontier markets.** Sri Lanka facing forex devaluation, hyper inflation, higher interest rates and fuel shortage – leading to USD-driven and inflationary costs increase, wallet pressure, higher interest cost, forex impact from USD-denominated borrowings and increased energy cost. Increased macroeconomic challenges foreseen in Bangladesh and Nepal too.

- **Dialog's Project Resilience: Building resilience in the face of macroeconomic crisis.** Project Resilience is an enterprise-wide 'reset' to rebound from the current challenge in Sri Lanka, and to build long term sustainability and resilience. Dialog's experience and learnings are shared group-wide with other OpCos too, especially those with operations in frontier markets.

- **Axiata 5.0: M&A transactions.** i) Acquisition of 66.03% stake in Link Net by Axiata and XL completed on 22 Jun'22, Mandatory Tender Offer (MTO) expected to be completed in October 2022; ii) Philippines tower assets acquisition by edotco – transferred 1,500 as of Q222, out of 2,973; iii) Celcom-Digi merger received MCMC clearance on 28 Jun'22, merger completion expected within 2H22 subject to the approval of the Securities Commission, Bursa Malaysia, by both Axiata and Digi shareholders, and other customary terms and conditions; iv) XL's rights issue approved during its Extraordinary General Meeting of Shareholders (EGMS) on 10 Aug'22.

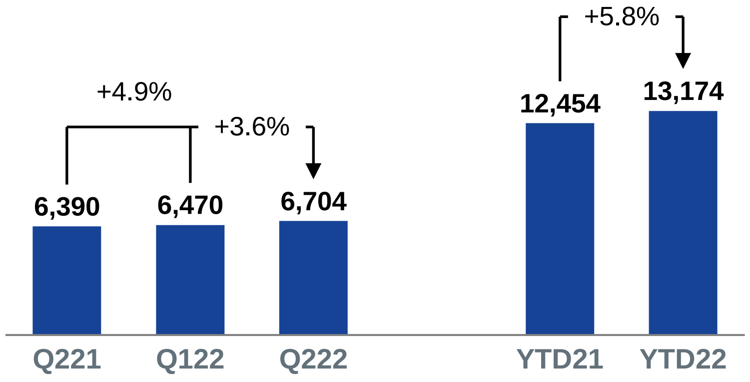
- **Deferment of interim dividend.** We are deferring the declaration of an interim dividend, in light of macroeconomic headwinds, particularly in frontier markets which the group operates in. In addition to Sri Lanka, we now see some USD liquidity pressures in Bangladesh.

Q2 2022 Results

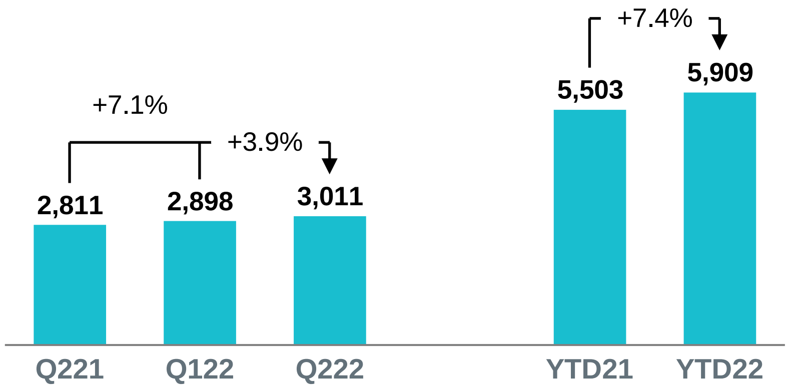
Reported Results

YTD revenue +5.8% and EBITDA +7.4% primarily contributed by all OpCos except Dialog and Ncell; PATAMI impacted by forex losses mainly from Dialog and Axiata, higher taxes and net finance cost, cushioned by absence of accelerated depreciation in 2022.

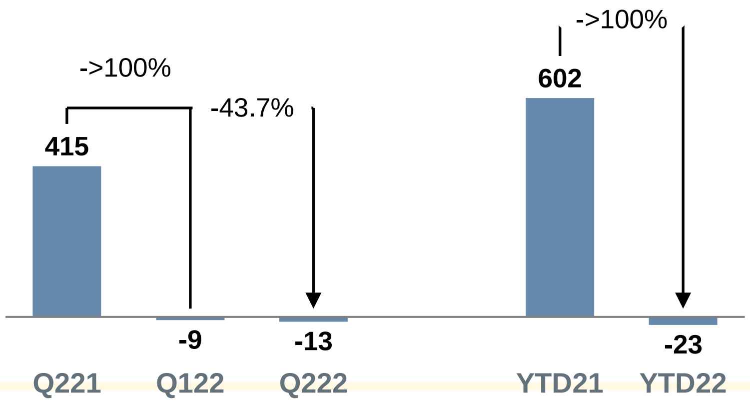
Revenue (RMmn)



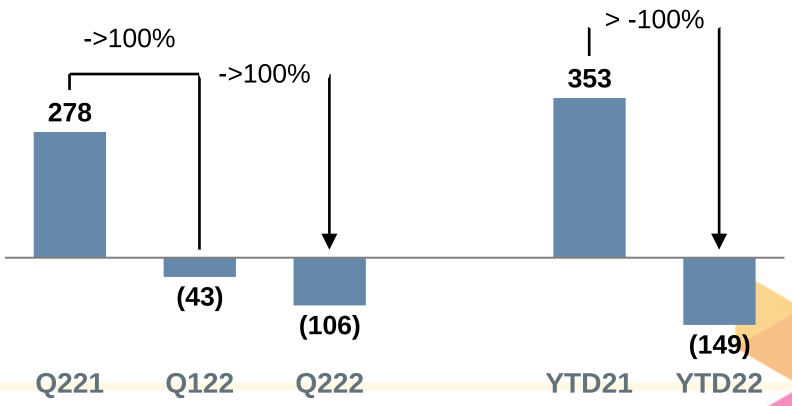
EBITDA (RMmn)



PAT (RMmn)



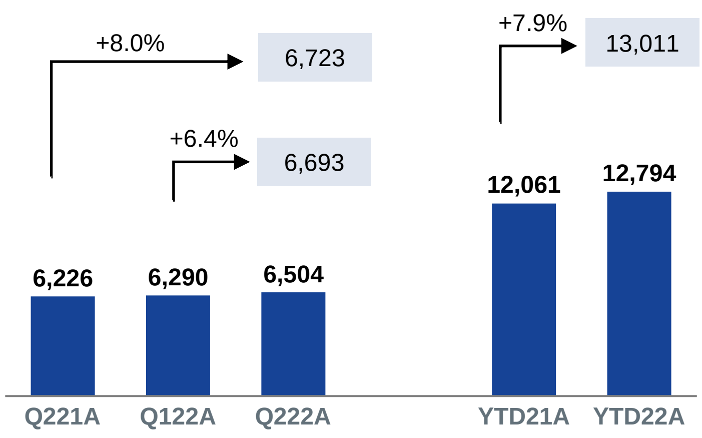
PATAMI (RMmn)



Underlying Performance[1]

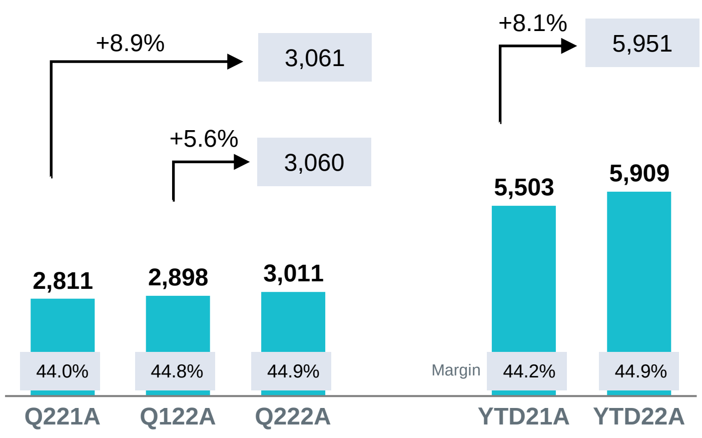
YTD revenue ex-device +7.9% and EBITDA +8.1% with EBITDA margin of 44.9%; UPATAMI +37.5% with higher EBITDA contribution from all OpCos except Dialog and Ncell, as well as absence of accelerated depreciation of 3G assets in 2022, offset by higher taxes and net finance cost.

Revenue ex-device (RMmn)



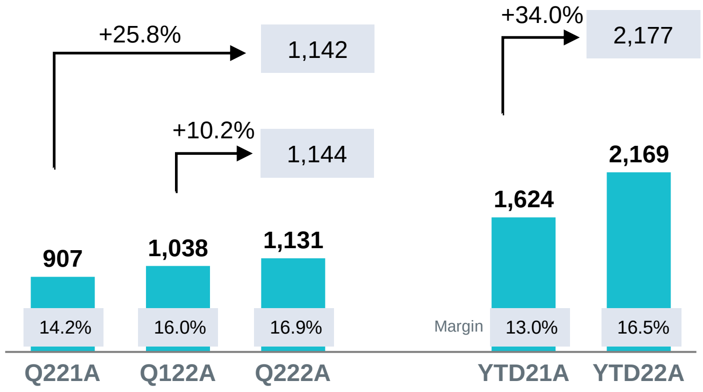
- **YTD revenue ex-device +7.9%**:
  - Contribution from **all OpCos except Ncell** (drop in voice & ILD revenue)
  - **Dialog +20.3%** (mainly mobile and hubbing revenue)
  - **XL +6.7%** (driven by data revenue)
  - **edotco +23.1%** (largely contributed by new acquisition of Touch Mindscape and growth in Bangladesh)
  - **Celcom +4.3%** (from new business and prepaid revenue).
- **QoQ revenue ex-device +6.4%**:
  - Contribution across **all OpCos.**

EBITDA (RMmn)



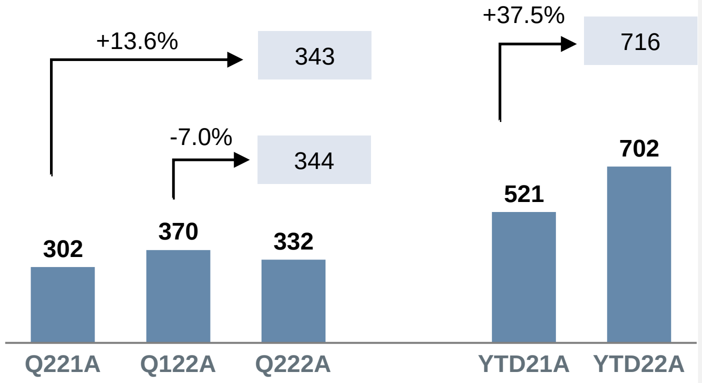
- **YTD EBITDA +8.1%:**
  - Contribution from **most OpCos except Dialog and Ncell**
  - **edotco +31.6%** (flowing through from revenue)
  - **Celcom +13.8%** (flowing through from revenue ex.device and further lifted by lower opex).
- Achieved cost excellence with total savings of RM645mn which include RM388mn capex and RM257mn opex savings.
- **QoQ EBITDA +5.6%**:
  - Contribution from **all OpCos except Dialog and Ncell.**

EBIT (RMmn)



- **YTD EBIT +34.0%** (excluding accelerated depreciation ('AD') in 2021, EBIT +16.8%)**:**
  - Contributed mainly from **Celcom (+>100%)** EBITDA growth and absence of AD (excluding AD in 2021, EBIT +37.6%)
  - **edotco +35.8%** flowing through from EBITDA growth, moderated by increase in D&A.
- **QoQ EBIT +10.2%**:
  - Contributed mainly from XL and Robi.

UPATAMI[2] (RMmn)



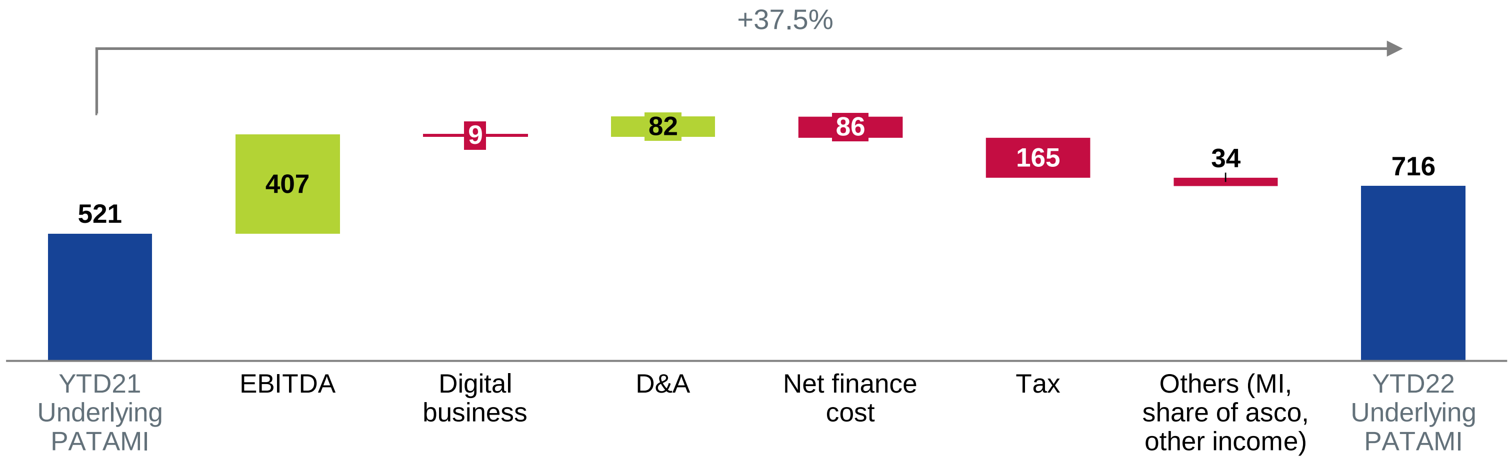
- **YTD UPATAMI +37.5%** mainly due to:
  - **higher EBITDA from all OpCos except Dialog and Ncell**
  - absence of AD of 3G assets in 2022
  - offset by higher taxes.
- **QoQ UPATAMI -7.0%** mainly due to:
  - higher D&A and finance cost, cushioned by higher EBITDA.

Note:
xx - at actual currency xx – Underlying performance xx% – Underlying performance growth rate
1. Underlying performance – at constant currency
2. Underlying PATAMI excludes forex related (forex/derivative gains/losses, hedging cost) and others

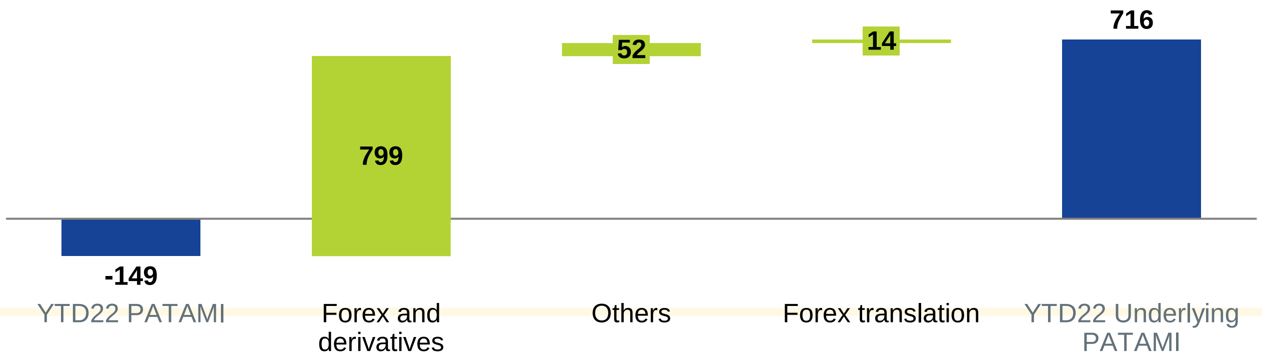
Underlying Performance[1]

YTD UPATAMI +37.5% due to higher EBITDA flow through from all OpCos except Dialog and Ncell, absence of accelerated depreciation of 3G assets in 2022, offset by higher taxes and net finance cost.

YTD21 → YTD22 Underlying PATAMI (RMmn)



YTD22 Reported PATAMI → YTD22 Underlying PATAMI (RMmn)

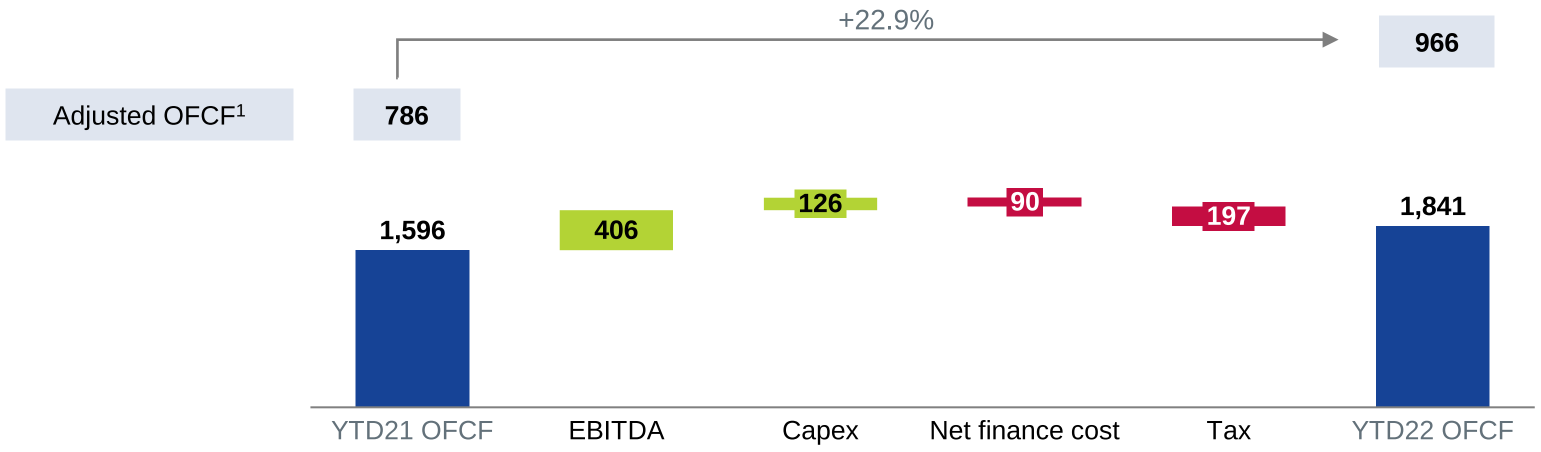


1. Underlying performance – at constant currency

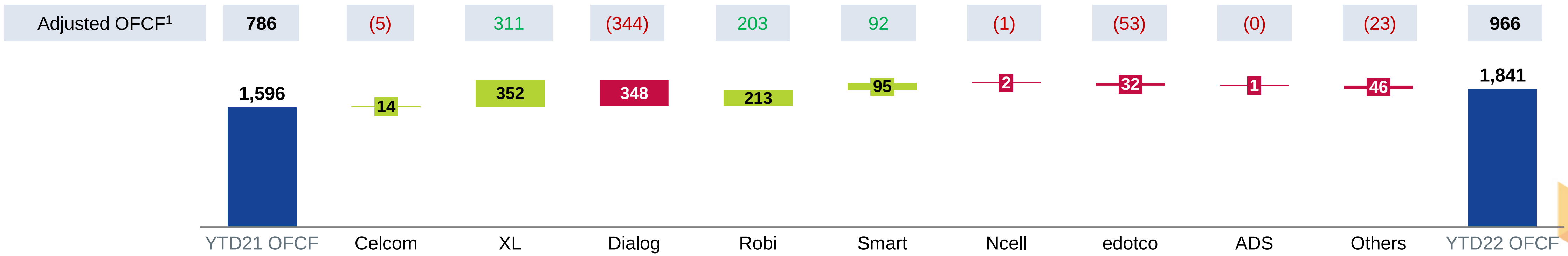
Adjusted OFCF

YTD adjusted OFCF +22.9% to RM966mn mainly due to higher EBITDA, offset by higher taxes.

YTD movement – by line items (RMmn)



YTD movement – by OpCos (RMmn)



1. Adjusted OFCF = OFCF less ROU depreciation

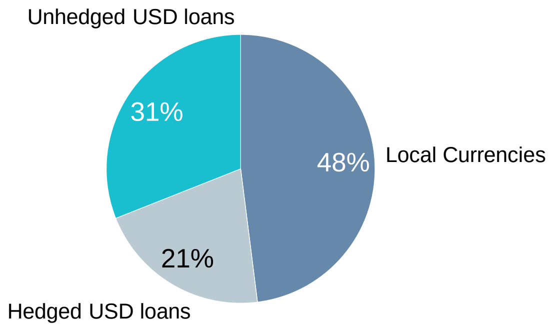
Balance Sheet

Gross debt/EBITDA rose to 3.03x primarily impacted by higher debt to fund Link Net and Philippines tower acquisitions. Including Link Net and ISOC Philippines annualised EBITDA contribution, gross debt/EBITDA at 2.86x. Cash balance at RM6.6bn. Capital structure managed amidst uncertain macroeconomic backdrop, where 48% of loans in local currency and 62% with more than 2 years maturity; 40% of USD loans are hedged, including natural hedge it is 43%.

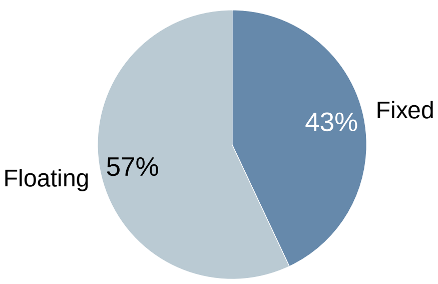
Group Borrowings – by currency

In million	Loan currency	USD	Local	Total (RM)
HoldCo and Non OpCo	USD	2,520		11,091
	RM		968	968
	Sub-total	**2,520**	**968**	**12,059**
OpCos	USD	466		2,052
	RM		3,386	3,386
	IDR		16,282,102	4,820
	BDT		11,037	523
	SLR		13,841	172
	PKR		4,363	95
	NPR		21,396	745
	PHP		16,885	1,350
	Sub-Total	**466**		**13,143**
	Total Group	**2,986**		**25,202**

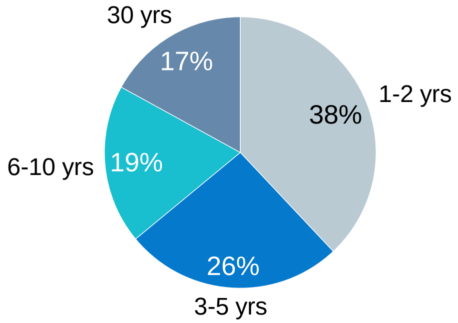
Group Borrowings – hedged/unhedged loans



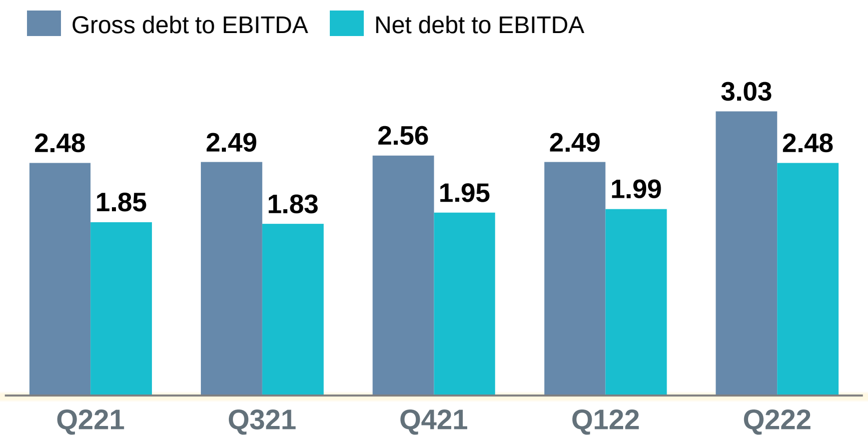
Group Borrowings – fixed/floating rates



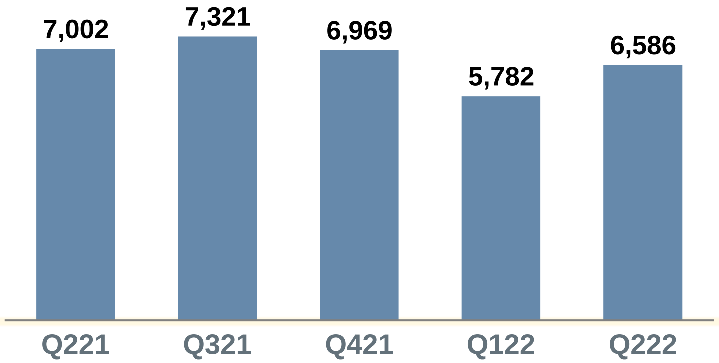
Group Borrowings – maturity profile



Gross and net debt/EBITDA (x)



Cash (RMmn)



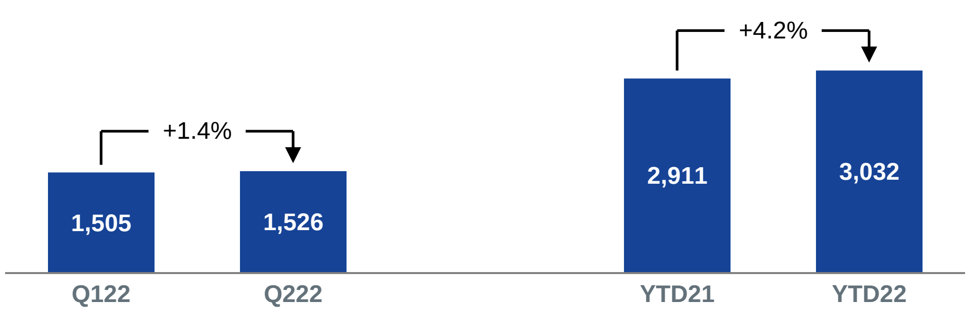
In RM million		As at Q222
HoldCo and Non OpCo		527
	Sub-total	**527**
OpCos	Celcom	1,844
	XL	601
	Robi	139
	Dialog	523
	Smart	592
	Ncell	694
	Link Net	48
	edotco	1,001
	Digital businesses	617
	Sub-total	**6,059**
	Total Group	**6,586**

1 Digital Telco – Celcom: Strong performance driven by prepaid and lower opex

celcom

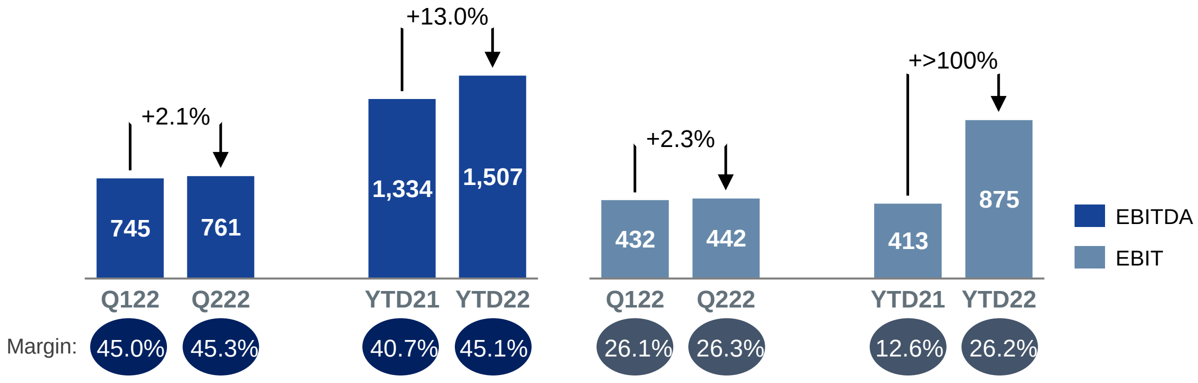
YTD revenue ex-device +4.2% driven by prepaid and contribution from new subsidiaries. EBITDA +13.0% from higher revenue and improved cost while EBIT +>100% in the absence of 3G accelerated depreciation. PATAMI +>100% to RM542mn flowing through from EBIT, offset by higher taxes from Cukai Makmur.

Revenue ex-device (RMmn)



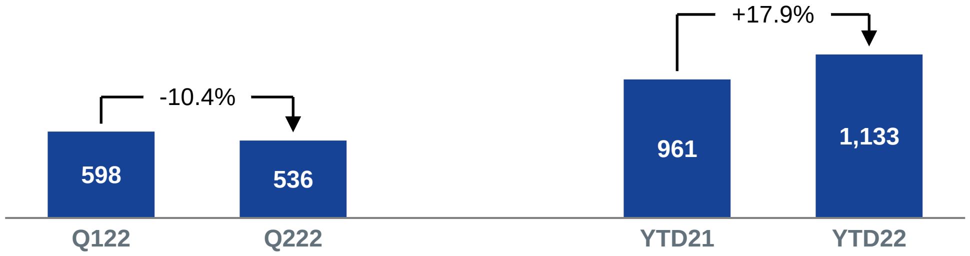
YTD: Higher prepaid revenue and contribution from new subsidiaries.

EBITDA & EBIT (RMmn)



YTD: EBITDA benefited primarily from higher revenue and improved cost from lower bad debt, sales & marketing expense and cost to serve; EBIT +>100% driven by absence of 3G accelerated depreciation (RM229mn in YTD21).

FCF[1] (RMmn)



YTD: Driven by EBITDA +13.0%, as capex remained largely flat at ~RM373mn.

PATAMI (RMmn)

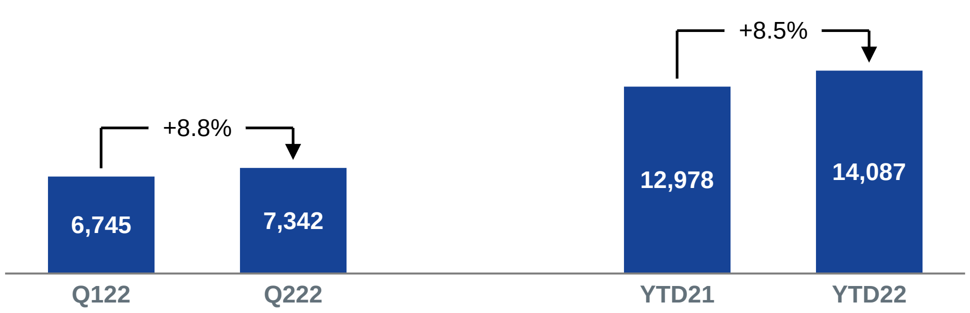
YTD: Flow through from higher EBIT, partly offset by increase in taxes with Cukai Makmur for 2022.

1. FCF = EBITDA – capex; YTD22 excludes USP Capex

1 Digital Telco – XL: Good performance amidst improved pricing environment

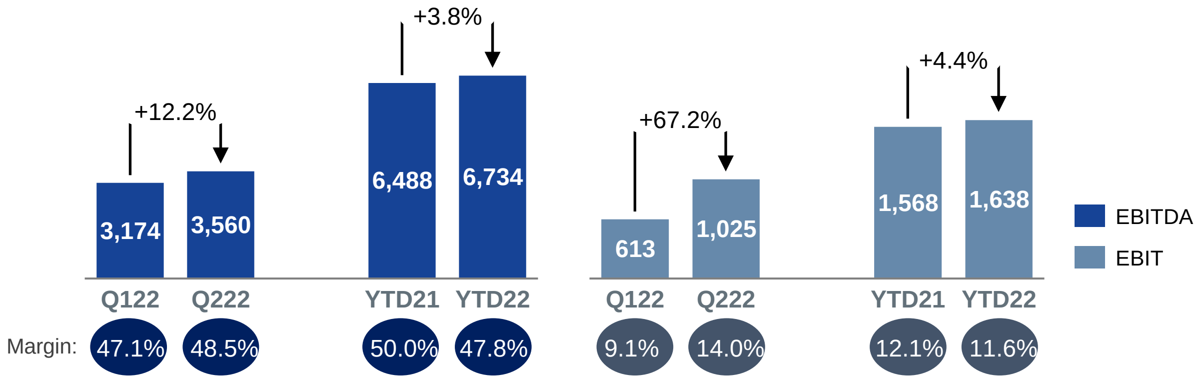
YTD revenue ex-device +8.5% benefiting from reopening during Lebaran period and positive momentum from price improvements. EBITDA and EBIT lagged revenue growth due to higher opex to drive revenue, as well as higher D&A; PATAMI -14.1% on account of lower one-off gains and higher net finance cost.

Revenue ex-device (IDRbn)



YTD: Benefiting from reopening during Lebaran period and positive momentum from price improvements; data +8% and blended ARPU increased to IDR38k from IDR36k.

EBITDA & EBIT (IDRbn)



YTD: EBITDA lagged revenue growth due to higher cost of sales and sales & marketing expense; consequently EBIT margin -0.5 ppt to 11.6% compounded by higher D&A.

FCF[1] (IDRbn)

YTD: Driven by 21.0% lower capex from capex phasing, in addition to +3.8% higher EBITDA.

PATAMI (IDRbn)

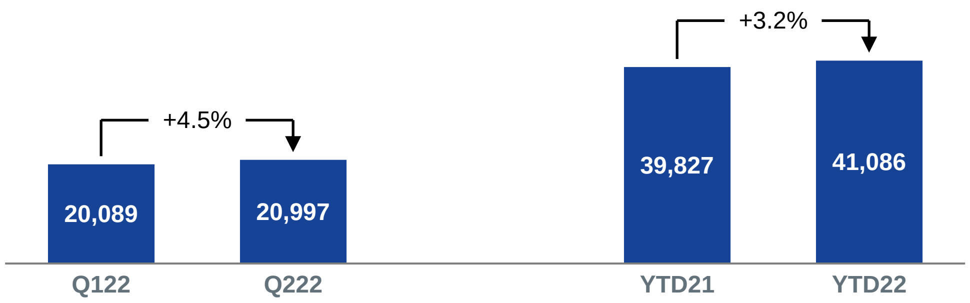
YTD: Higher net finance cost and lower one-off gains (gain on disposal of picocell in YTD21 versus gain on sale & leaseback of towers in YTD22).

1. FCF = EBITDA – capex

1 Digital Telco – Robi: Operationally solid but PATAMI impacted by forex loss

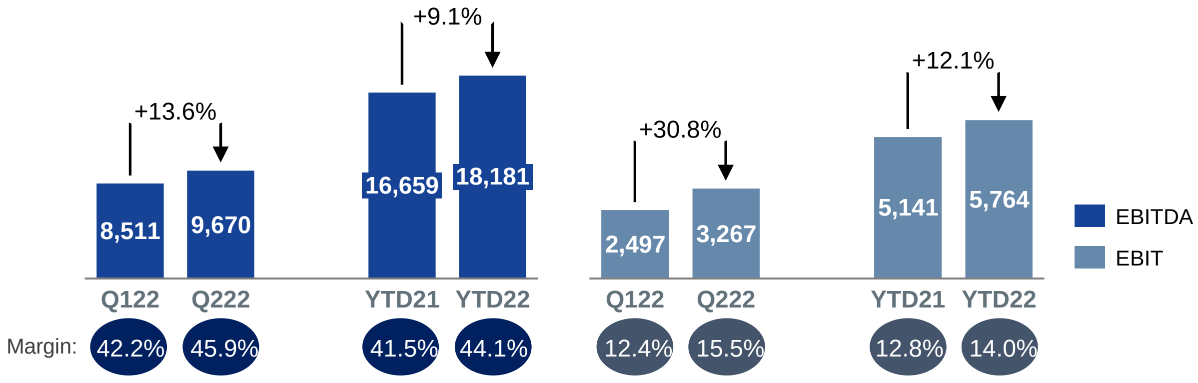
YTD revenue ex-device +3.2% while EBITDA and EBIT growth outpaced topline at +9.1% and +12.1% respectively attributed to lower direct and staff costs, offset by higher network expense in tandem with additional site rollout and higher D&A with amortisation of new spectrum. PATAMI -65.8% driven by forex loss on USD loans and higher net finance cost.

Revenue ex-device (BDTmn)



YTD: Supported by data +13.9% in tandem with higher data subscribers and usage.

EBITDA & EBIT (BDTmn)



YTD: EBIT margin +1.2 ppt to 14.0% driven by lower direct and staff costs, offset by higher network expense and D&A.

FCF[1] (BDTmn)

YTD: Healthy growth on the back of improved EBITDA +9.1% and lower capex -19.6%.

PATAMI (BDTmn)

YTD: Driven by forex loss on USD-denominated borrowings and higher net finance cost.

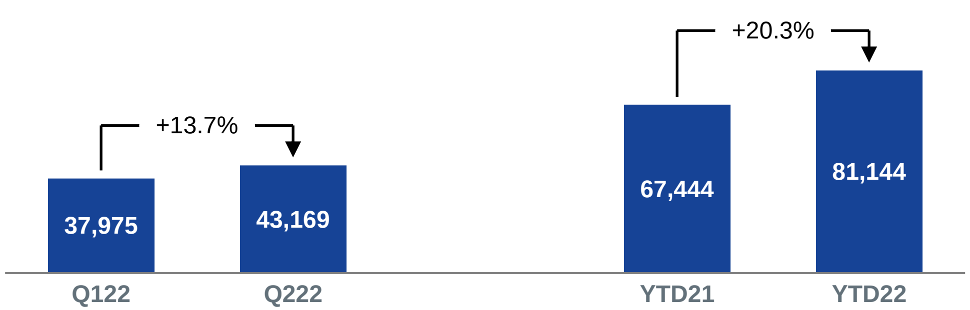
1. FCF = EBITDA – capex

Digital Telco – Dialog: Resilient topline but PATAMI turned into a loss due to forex impact

Dialog

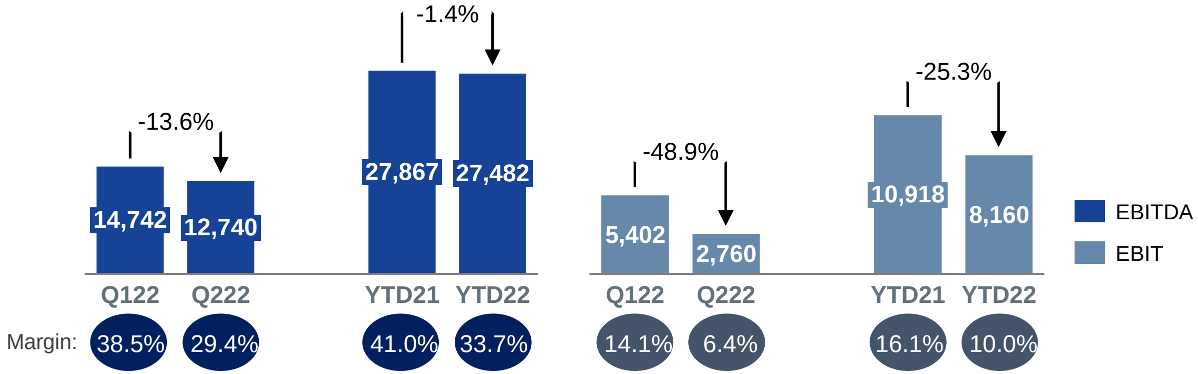
YTD revenue ex-device +20.3% driven by higher contribution across all segments, particularly international traffic hubbing; EBITDA -1.4% due to adverse externalities driven cost escalations, while EBIT -25.3% further impacted by higher D&A in line with increased capex. PATAMI ->100% to -LKR28.3bn impacted by significant forex loss of LKR34.3bn; excluding forex loss, PATAMI -36%.

Revenue ex-device (LKRmn)



YTD: Maintained double-digit growth on the back higher International Traffic Hubbing, as well as higher contribution across all segments of mobile, fixed broadband and TV in tandem with increase in subscriber base.

EBITDA & EBIT (LKRmn)

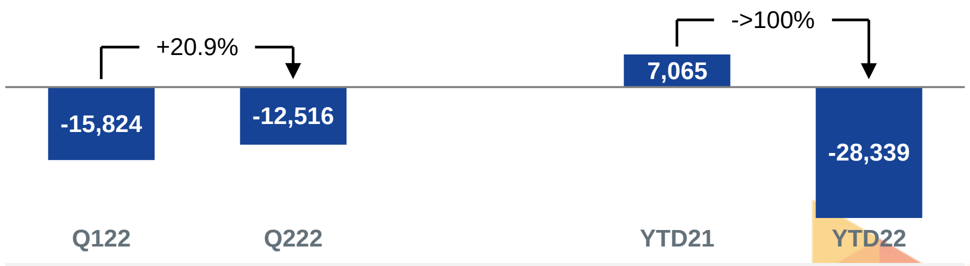


YTD: EBITDA declined due to higher direct, network and staff expenses; EBIT further impacted by higher D&A.

FCF[1] (LKRmn)

YTD: Impacted by 3.5x higher capex to LKR22bn with unfavourable forex movement against USD, compounded by decline in EBITDA.

PATAMI (LKRmn)



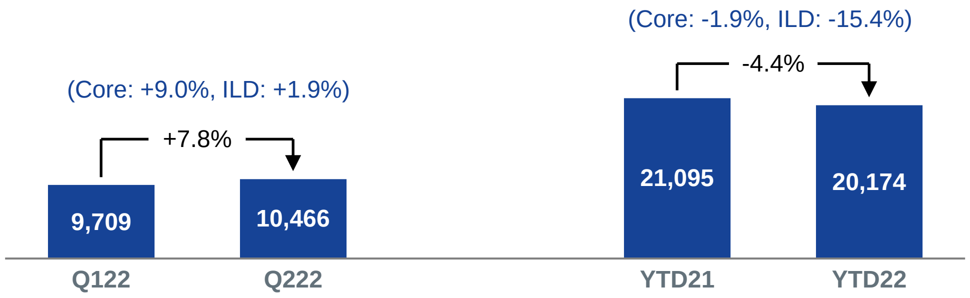
YTD: Significantly impacted by forex loss arising from USD-denominated debt (depreciation of LKR against USD – Jun'22: 361.4; Dec'21: LKR200.8).

1. FCF = EBITDA – capex

1 Digital Telco – Ncell: Shortfall in voice revenue flows through to profit

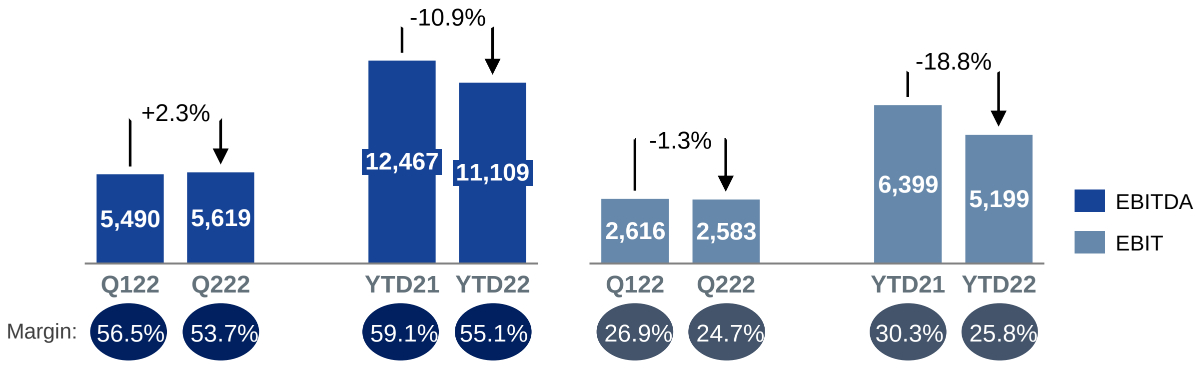
YTD revenue ex-device -4.4% driven by lower core -1.9% (voice -11.3% impacted by reduction in domestic interconnect rate, while data +17.6%), coupled with ILD decline -15.4%. Consequently, EBIT -18.8% compounded by higher network cost and sales & marketing expense while PATAMI -24.1% cushioned by lower taxes.

Revenue ex-device (NPRmn)



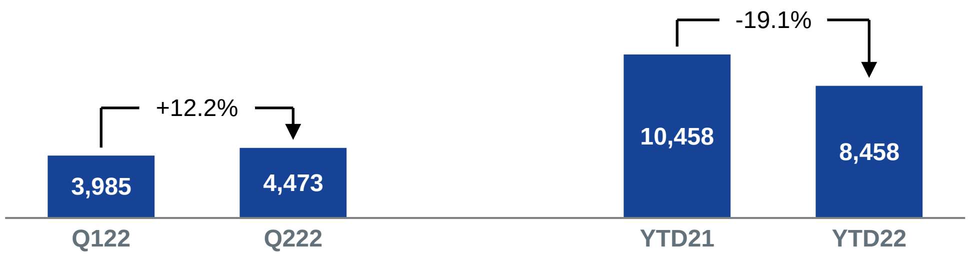
YTD: Core voice -11.3% impacted by reduced domestic interconnect rate since mid-Jan'22, coupled with ILD -15.4%; this offset +17.6% higher data contribution.

EBITDA & EBIT (NPRmn)



YTD: Revenue decline flowed through to EBIT, impacted further by higher network cost and sales & marketing expense.

FCF[1] (NPRmn)



YTD: Declined as capex +31.9% to activate L900 spectrum acquired in Q221, coupled with EBITDA decline of -10.9%.

PATAMI (NPRmn)

YTD: PATAMI decline moderated relative to EBIT, due to lower taxes.

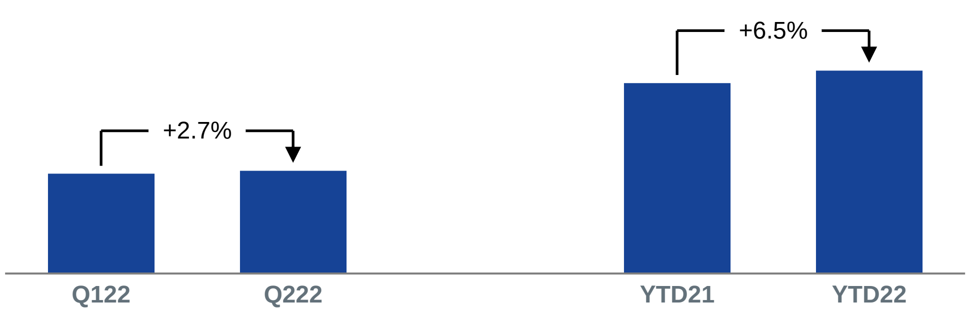
1. FCF = EBITDA – capex

1 Digital Telco – Smart: Steady momentum

YTD revenue ex-device +6.5% led by strong data growth of +11.7% on the back of increased data subscribers and usage, while EBITDA +5.3% moderated by higher direct cost. PATAMI increased further +14.2% in view of one-off investment impairment of financial services business in YTD21.

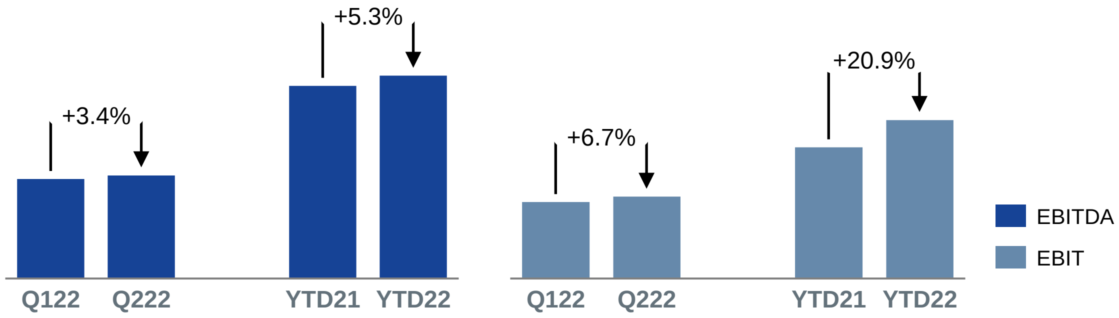
Smart

Revenue ex-device (USDmn)



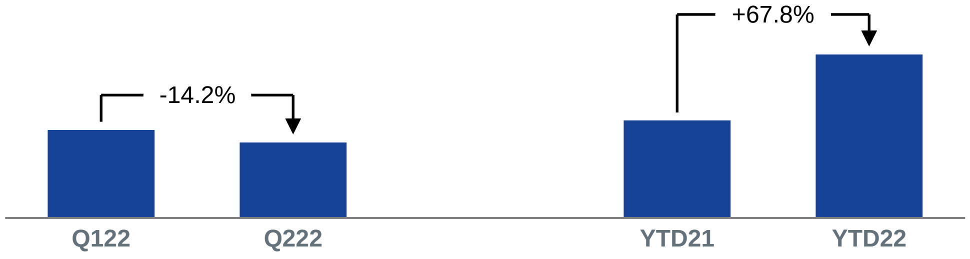
YTD: Led by strong data growth of +11.7% on the back of increased data subscribers and usage.

EBITDA & EBIT (USDmn)



YTD: EBITDA margin -0.6 ppt due to higher regulatory related fees. EBIT +20.9% due to lower D&A as YTD21 included impairment of financial services business.

FCF[1] (USDmn)



YTD: Driven by 33.1% lower capex, and supported by higher EBITDA.

PATAMI (USDmn)

YTD: Surged due to investment impairment of financial services business in YTD21; excluding this -2% due to higher taxes and share of loss of associate.

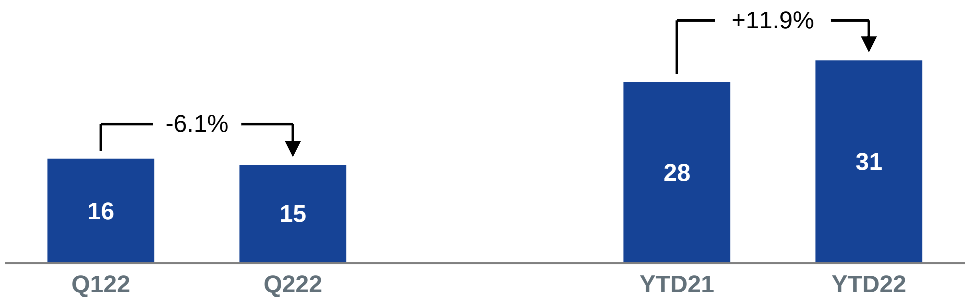
1. FCF = EBITDA – capex

Digital businesses – Boost: Revenue boosted by lending business

2

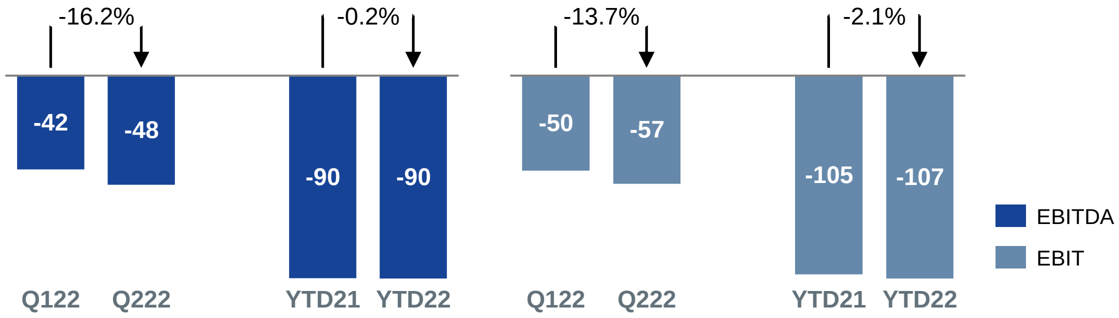
YTD revenue +11.9% mainly driven by Boost Credit; EBIT -2.1% on higher opex and D&A flowing through to bottomline where net loss -2.2% to RM101mn. YTD GTV +26.8% to RM2.9bn, while Boost Life users +10.5% YoY to 10.1mn and Malaysian merchants +43.1% to 505k.

Revenue (RMmn)



YTD: Driven by Boost Credit on the back of higher loan disbursements.

EBITDA & EBIT (RMmn)



YTD: Despite revenue growth, EBITDA largely flat mainly due to higher staff cost, while EBIT further impacted by rise in D&A.

FCF[1] (RMmn)

YTD: Largely flat at -RM90mn.

PATAMI (RMmn)

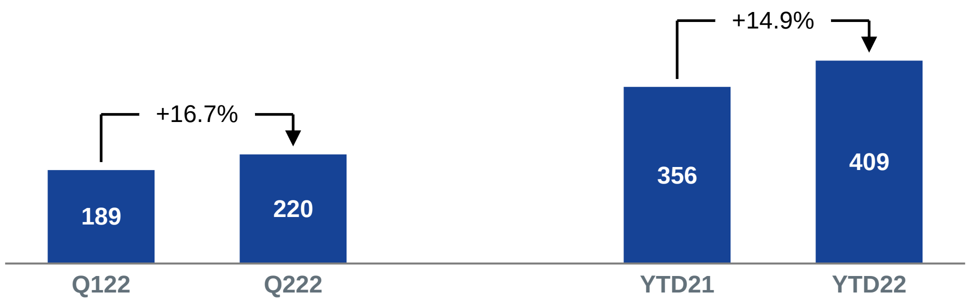
YTD: Flow through from lower EBIT.

1. FCF = EBITDA – capex

2 Digital businesses – ADA: Revenue uplift from Customer Engagement & eCommerce

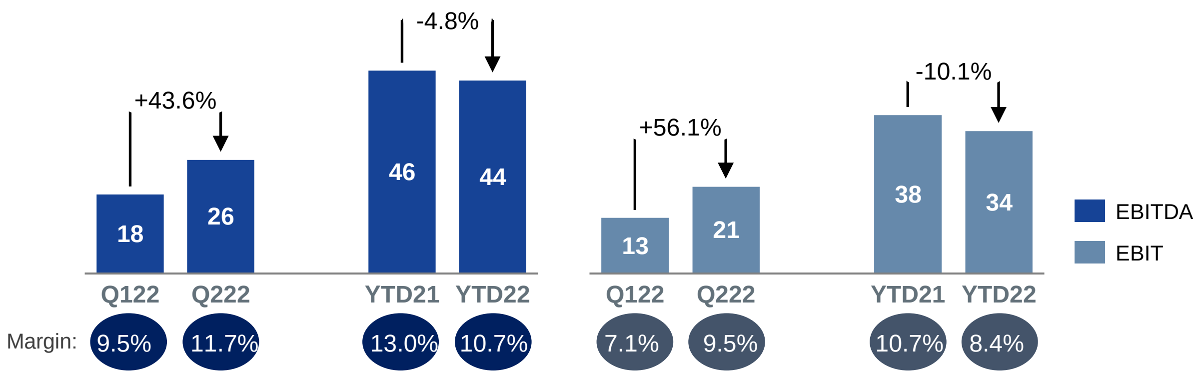
YTD revenue +14.9% driven by Customer Engagement solutions and new contribution from eCommerce solutions. EBITDA -4.8% impacted by higher opex and consequently PATAMI -17.6% compounded by higher taxes.

Revenue (RMmn)



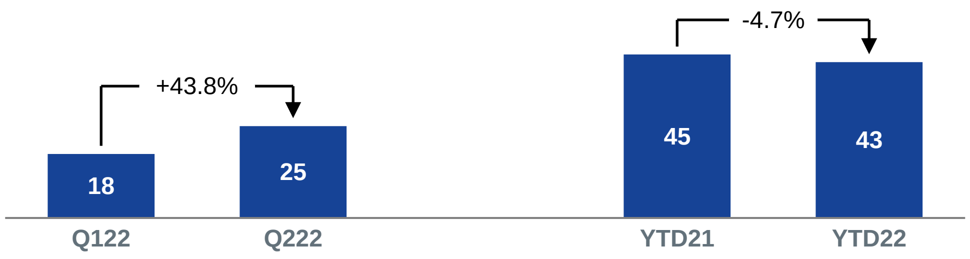
YTD: Driven by Customer Engagement solutions, coupled with new contribution from eCommerce solutions with the acquisition of Awake Asia in Jun'21.

EBITDA & EBIT (RMmn)



YTD: Higher staff, technology and marketing costs dragged EBITDA growth.

FCF[1] (RMmn)



YTD: Decline mainly attributed to lower EBITDA.

PATAMI (RMmn)

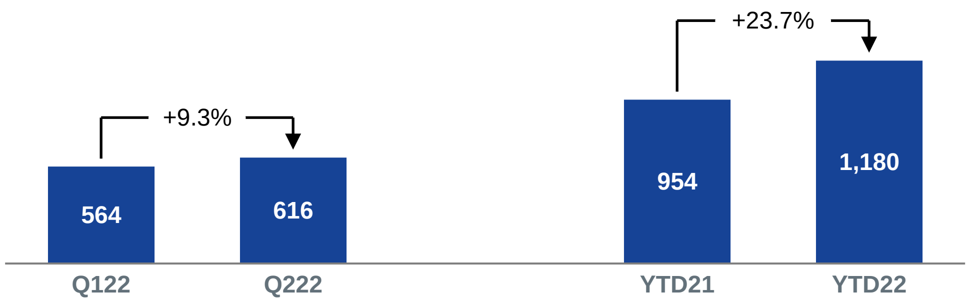
YTD: Impacted by higher taxes.

1. FCF = EBITDA – capex

3 Infrastructure – edotco: Revenue benefiting from inorganic and organic contribution

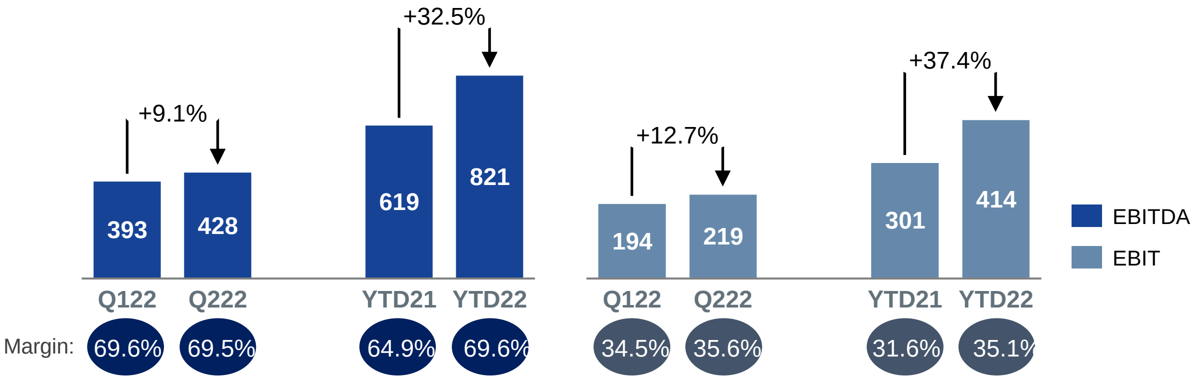
YTD revenue +23.7% led by inorganic acquisition of Touch Mindscape in Malaysia, followed by organic B2S rollout and colocation, particularly in Bangladesh. Strong revenue flowed through to EBIT +37.4% while PATAMI -7.8% impacted by unrealised forex translation loss, higher net finance cost and increased tax expense from Cukai Makmur. Excluding forex impact, PATAMI +35.6%.

Revenue (RMmn)



YTD: Double digit growth driven by inorganic acquisition in Malaysia and organic B2S rollout and colocation mainly in Bangladesh.

EBITDA & EBIT (RMmn)



YTD: EBITDA and EBIT growth driven by revenue flow through and lower staff cost, offset by higher D&A at EBIT level.

FCF[1] (RMmn)

YTD: Despite higher EBITDA +32.5%, impacted by higher capex mainly from the tower acquisition from Smart PLDT in Philippines, valued at circa RM1.9bn.

PATAMI (RMmn)

YTD: Impacted by forex movement (net of unrealised forex translation loss in YTD22 of RM30mn versus a gain position in YTD21 of RM31mn), coupled with higher net finance cost following incremental debt for recent acquisitions.

1. FCF = EBITDA – capex

Moving Forward

FY22 Headline KPIs

Likely to exceed Headline KPIs for revenue ex-device growth and EBIT growth.

	FY22 Headline KPIs @ constant rate[3]	Guidance
Revenue growth[1]	Mid single digit	Likely above
EBIT growth	High single digit	Likely above
Capex[2]	RM7.1bn	In line

Notes:
1. Revenue is based on revenue excluding devices
2. Capex is not a Headline KPI
3. Constant rate is based on FY21 Average Forex Rate (e.g. 1 USD = RM4.143)

Considerations in FY22 Headline KPIs

Potential impact on FY22 Headline KPIs, arising from both external and internal factors.

- ❑ **Macroeconomic challenges** – increased energy cost, higher interest rates and strengthening of USD, offset by yield improvement.
- ❑ Impact of **M&A transactions**, timing of completion, impact to gross debt/EBITDA and delivery of synergies.
  - Ongoing discussion on 5G SWN in Malaysia.
  - Progress of Celcom-Digi merger.
  - MTO of Link Net and rights issue of XL.
- ❑ Sustained **global chip supply issues** exacerbated by Russia-Ukraine war increases direct cost.

Macroeconomic impact across Axiata footprint

Sri Lanka facing forex devaluation, hyper inflation, higher interest rates and fuel shortage – leading to USD-driven and inflationary costs increase, wallet pressure, higher interest cost, forex impact from USD-denominated borrowings and increased energy cost. Increased macroeconomic challenges foreseen in Bangladesh and Nepal too.

	Macroeconomic Impact
Malaysia	
Indonesia	
Cambodia	
Sri Lanka	
Bangladesh	
Nepal	
Philippines	
Myanmar	

<u>**Legend:**</u>

Low Risk

High Risk

Dialog's Project Resilience – Building resilience in the face of macroeconomic crisis

Project Resilience is an enterprise-wide 'reset' to rebound from the current challenge in Sri Lanka, and to build long term sustainability and resilience. Dialog's experience and learnings are shared group-wide with other OpCos too, especially those with operations in frontier markets.

Objective	**Enterprise wide 'reset' to build resilience**
Guiding Principles	1. Grow topline 2. Optimise and rescale costs 3. Must haves only 4. Adopt technology & analytics aggressively 5. Protect product, network and service experience

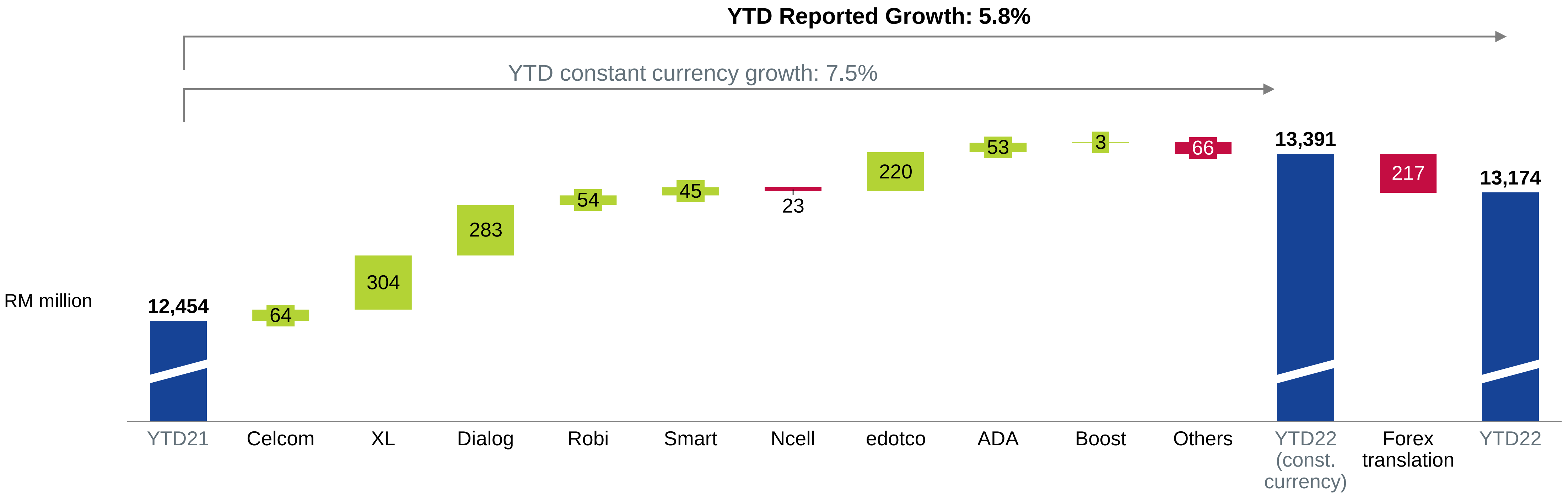
Key Focus Areas

- **Grow Topline: Sustain revenue leadership**
- **Balance Sheet Restructure**
- **Rationalise Costs**
- **Modernise Network**
- **Digitisation, Analytics and AI**
- **Localise business**

Appendix

Group revenue: YTD21 → YTD22

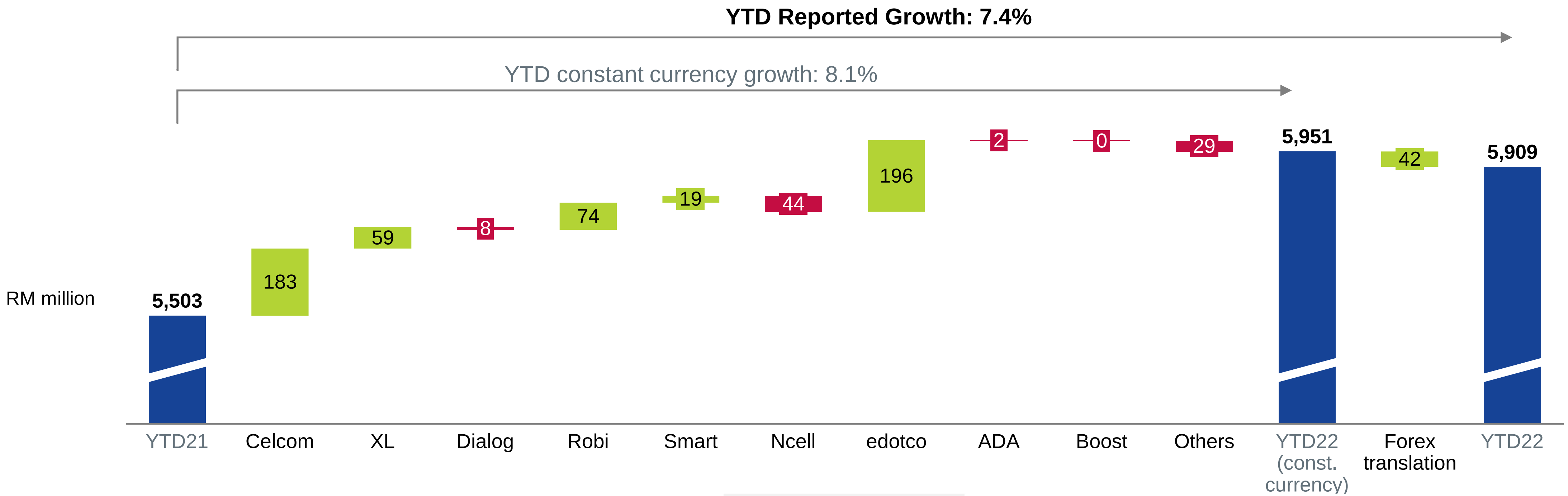
YTD growth of 5.8% driven by better performance across all OpCos except Ncell, offset by forex translation impact due to significant depreciation of LKR against the Ringgit.



Revenue	YTD21	YTD Growth Rates		Revenue (const. currency)	YTD22
Celcom	3,274	64	2.0%	Celcom	3,338
XL	3,724	304	8.2%	XL	4,028
Dialog	1,415	283	20.1%	Dialog	1,698
Robi	1,935	54	2.8%	Robi	1,989
Smart	688	45	6.5%	Smart	733
Ncell	728	(23)	-3.1%	Ncell	705
edotco	954	220	23.1%	edotco	1,174
ADA	356	53	14.8%	ADA	409
Boost	28	3	11.9%	Boost	31
Others	(648)	(66)	-10.2%	Others	(714)
GROUP	**12,454**	**937**	**7.5%**	**GROUP**	**13,391**

Group EBITDA: YTD21 → YTD22

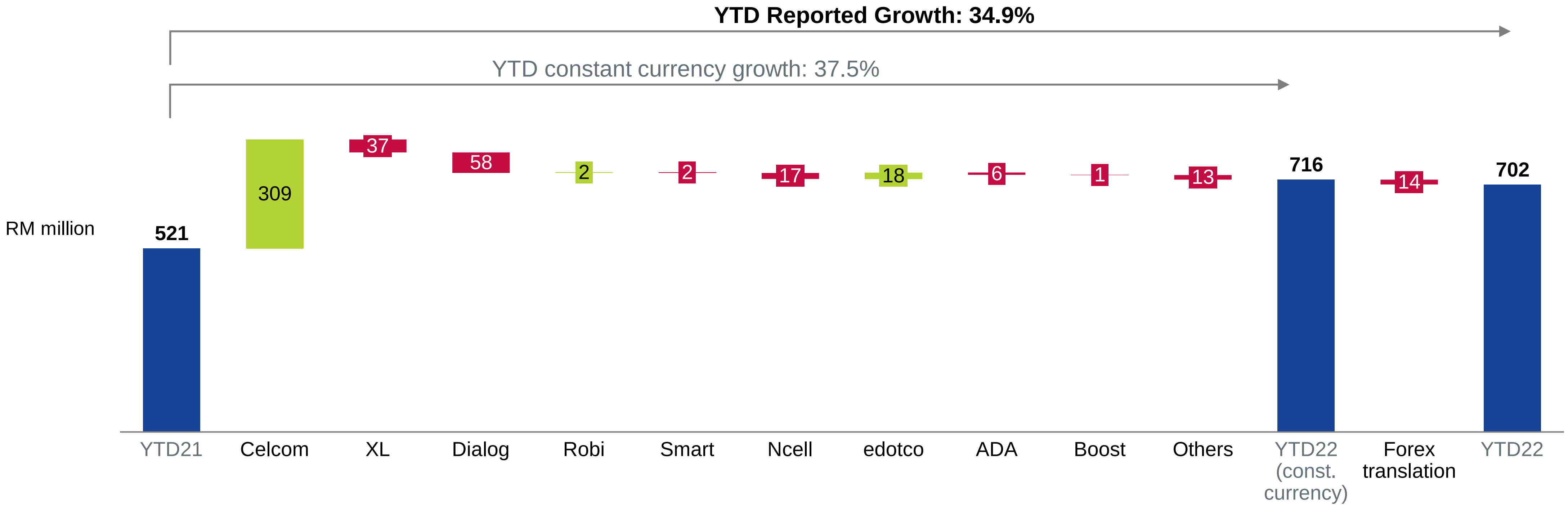
YTD growth of 7.4% driven by better performance from all OpCos, except Ncell and Dialog.



EBITDA	YTD21	YTD Growth Rates		EBITDA (const. currency)	YTD22
Celcom	1,324	183	13.8%	Celcom	1,507
XL	1,873	59	3.2%	XL	1,932
Dialog	580	(8)	-1.4%	Dialog	572
Robi	796	74	9.2%	Robi	870
Smart	371	19	5.3%	Smart	390
Ncell	428	(44)	-10.3%	Ncell	384
edotco	619	196	31.6%	edotco	815
ADA	46	(2)	-4.9%	ADA	44
Boost	(90)	-	-0.2%	Boost	(90)
Others	(444)	(29)	-6.5%	Others	(473)
GROUP	**5,503**	**448**	**8.1%**	**GROUP**	**5,951**

Group underlying PATAMI: YTD21 → YTD22

YTD growth of +34.9% driven mainly by higher contribution from Celcom.

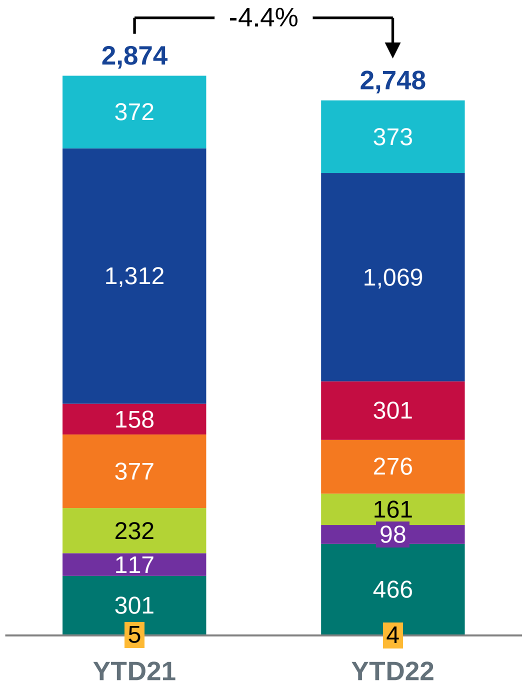


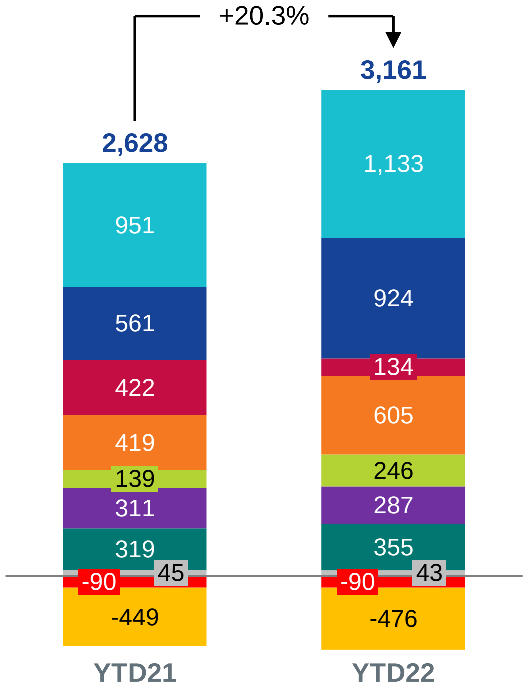
Norm PATAMI	YTD21	YTD Growth Rates		Norm PATAMI (const. currency)	YTD22
Celcom	233	309	132.4%	Celcom	542
XL	104	(37)	-35.7%	XL	67
Dialog	161	(58)	-35.8%	Dialog	103
Robi	24	2	7.6%	Robi	26
Smart	116	(2)	-1.9%	Smart	114
Ncell	98	(17)	-17.2%	Ncell	81
edotco	89	18	20.1%	edotco	107
ADA	18	(6)	-31.2%	ADA	12
Boost	(78)	(1)	-1.0%	Boost	(79)
Others	(244)	(13)	-5.3%	Others	(257)
GROUP	**521**	**195**	**37.5%**	**GROUP**	**716**

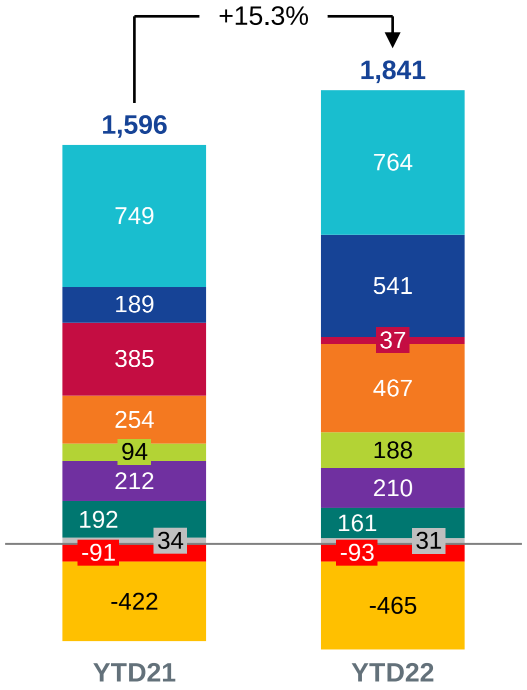
Capital expenditure and cash flow

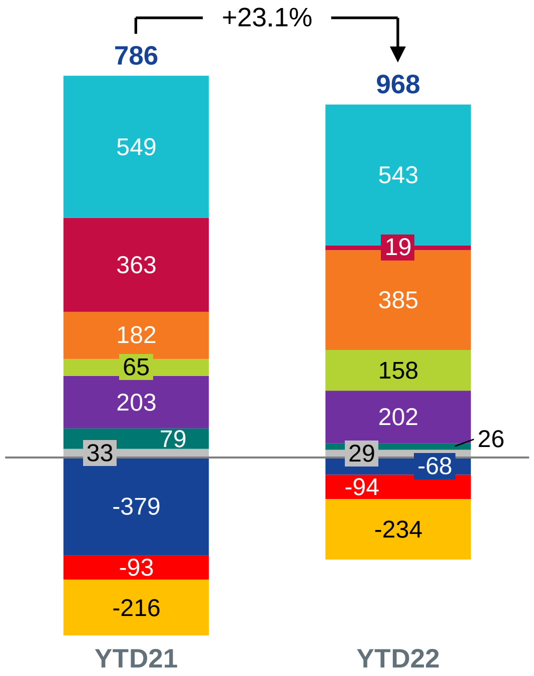
YTD OFCF +15.3% to RM1.8bn, largely due to higher EBITDA contribution (mainly edotco, Celcom and XL), offset by higher taxes (mainly Celcom and Dialog).

Capital expenditure[1] (RMmn)		Free Cash Flow (RMmn)		Operating Free Cash Flow (RMmn)		Adjusted OFCF (RMmn)	
YTD21	YTD22	YTD21	YTD22	YTD21	YTD22	YTD21	YTD22
Capex intensity 23.1%	20.9%	FCF yield 21.1%	24.0%	OFCF yield 12.8%	14.0%	Adj. OFCF yield 6.3%	7.3%









Celcom | XL | Dialog | Robi | Smart | Ncell | edotco | Boost | ADA | Others

Note:
1. YTD22 capex exclude USP capex of Celcom and edotco's acquisition of Philippines telco towers
FCF = EBITDA-Capex
OFCF = EBITDA- Capex- Net Interest-Tax
Adjusted OFCF = OFCF less ROU depreciation

ESG: Ratings Monitoring and Updates

Rated ‘AA’ by MSCI. Axiata Group Board Sustainability Committee formalised in April 2022 to strengthen and oversee matters relating to sustainability within the Group, including areas of digital inclusion and climate action amongst others.

FTSE4Good

- Constituent of the FTSE4Good Bursa Malaysia Index with 4-star ESG Grading Band[1]
- Scored 3.4 by FTSE Russell ESG Rating

MSCI ESG RATINGS AA

CCC | B | BB | BBB | A | AA | AAA

Rated AA (‘Leader’) by MSCI ESG Ratings

CDP DRIVING SUSTAINABLE ECONOMIES

SCIENCE BASED TARGETS DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

- Axiata Group CDP Rating of D (Disclosure)
- Committed to setting long-term science-based target to reach net-zero emissions no later than 2050

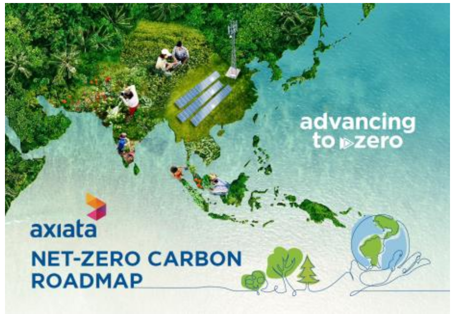
❖ **Axiata Group Board Sustainability Committee** formalised in April 2022 to strengthen and oversee matters relating to sustainability within the Group, including areas of **digital inclusion** and **climate action** amongst others.

❖ **Axiata Diversity, Equity and Inclusion (DEI) Framework** launched focusing on 4 pillars of Gender, Generations, Ethnicities and Abilities, with Capabilities underlying these pillars.

❖ **Taskforce on Climate-related Financial Disclosures (TCFD)** journey embarked on at Group.

Axiata Group Sustainability and National Contribution Report 2021

Axiata Group Net-Zero Carbon Roadmap (V1, May 2022)



https://sustainability.axiata.com/

1. The 4-star ESG Rating refers to the Top 25% by ESG Ratings amongst public listed companies in FBM EMAS

Thank You

www.axiata.com

Axiata Group Berhad