

AXIATA GROUP BERHAD (“AXIATA”) – HEADLINE KEY PERFORMANCE INDICATORS (“Headline KPIs”) FOR FINANCIAL YEAR ENDING 31 DECEMBER 2020 (“FY2020”)

Axiata wishes to announce its FY2020 Headline KPIs.

These Headline Key Performance Indicators (KPIs) have been set and agreed by the Board of Directors and Management of Axiata Group (“**Group**”) and shall not be construed as forecasts, projections or estimates of the Group or representations of any future performance, occurrence or matter as they are merely a set of targets/aspirations of future performance aligned to the Group's strategy and which have been derived on the assumptions that the Group shall operate under the current business environment under which they had been determined.

| | FY2020 Headline KPIs @ Constant FX rate ¹ |
|---|--|
| Revenue Growth ² | 3.5% - 4.5% |
| Earnings before Interest, Tax, Depreciation and Amortisation (“ EBITDA ”) Growth | 4.0% - 5.5% |
| Return on Invested Capital (“ ROIC ”) ³ | 5.5% - 6.0% |

Notes:

¹ Constant FX rate is based on FY19 Average Forex Rate (e.g. 1 USD = RM4.142)

² Revenue is based on Revenue excluding devices

³ ROIC is defined as EBIT - tax + Share of Assoc / Average Invested Capital (excluding cash)

In establishing the FY2020 Headline KPIs, the Management of Axiata has taken into consideration the followings: -

- No material changes in competitive landscape in the mobile market of the Group's major operating companies (“Opcos”)
- No material tax and regulatory changes impacting the Opcos
- No material changes in currency volatility, liquidity shortages and interest rates in the South Asia and South East Asia regions in particular
- No material changes from global and domestic economy as well as consumer spending
- Excludes any contingent liabilities or material litigation risks
- Excludes potential merger/acquisition and divestment impacts
- Excludes 5G- related spectrum costs and other material associated costs

Moving Forward

Continuing the journey towards the Next Generation Digital Champion, the Group is executing its Triple Core Strategy - Digital Operators, Digital Businesses and Infrastructure. In 2018, Axiata intensified its “Shifting Gear” initiatives focusing on sustainable profit and cash growths through Operational Excellence, with overarching highlight on profitable growth, optimum customer satisfaction, sustainable cost structure, Digitization / Analytic and organization excellence.

The Group will continue its initiatives on structural changes and collaborations to accelerate the delivery of an optimal portfolio across core business, enterprise, home, digital business and infrastructure.

Axiata remains cautious of the increasingly challenging industry, with heightened regulatory, political, competitive environment and increased demand in new technology, in addition to the prolonged uncertainties on global and regional economic outlook.

Notwithstanding this tough backdrop, Axiata believes that it is well placed to deliver the above Headline KPIs for FY2020.