



# 4Q 2015 Results

17 February 2016

*Dato' Sri Jamaludin Ibrahim, President & Group CEO*

*Chari TVT, Group CFO*

# Executive summary: Financials

**Strong FY15 results due to strong performance by Dialog, Smart, Idea and M1, and forex translation; positive momentum at XL and a challenging year Celcom.**



- ❖ **FY15 registered highest PATAMI, driven by EBITDA growth, higher associates contribution, forex translation gains, tower gain recognition by XL (in 3Q15), offset by higher depreciation arising from higher capex spend and some one-off adjustments (in 4Q15).**
  - QoQ growth : Revenue 5.8% ; EBITDA 5.4% ; PATAMI -47.6%
  - YoY growth : Revenue 11.4% ; EBITDA 11.1% ; PATAMI -22.0%
  - FY growth : Revenue 6.3% ; EBITDA 4.1% ; PATAMI 8.0%
  
- ❖ **At constant currency, FY15 Group performance was mainly impact by Celcom and XL.**
  - QoQ growth : Revenue 3.0% ; EBITDA 2.4% ; PATAMI -49.0%
  - YoY growth : Revenue 0.9% ; EBITDA 0.8% ; PATAMI -29.5%
  - FY growth : Revenue -0.2% ; EBITDA -2.2% ; PATAMI 2.6%
  
- ❖ **Challenging year for Celcom, whilst XL's transformation agenda continues to deliver promising results.**
  
- ❖ **Data revenue grew 29.8%, as FY15 capex of RM4.9bn lays the foundation for mobile data leadership.**
  
- ❖ **Strong cash balance of RM5.5bn, with gross debt/EBITDA rising to 2.25x post issuance of USD500m Sukuk.**
  
- ❖ **Total dividend declared 20 sen including 8 sen interim dividend for FY15, translating into payout ratio of 85%.**



# Key Group highlights (1/4):

Celcom's overall recovery was hampered by a flat growth market.



- Celcom's overall recovery was hampered by a flat growth market.
- Despite this, for 4Q15 Celcom recorded its first positive revenue growth since a year ago, +1.0% QoQ mainly due to higher device sales.
- Celcom's FY15 revenue, normalised EBITDA and normalised PATAMI growth is -5.1%, -7.7%, and -13.5%, respectively.
- FY15 PATAMI impacted significantly by one-off expense of RM53m and start-up losses of RM71m in new ventures.
- FY15 service revenue declined by 6.8% primarily due to heightened competition.
- FY15 mobile data revenue and mobile internet revenue grew 20.7% and 48.0% respectively.

## Key Group highlights (2/4):

XL's transformation agenda is on track and continues to gain momentum.

- XL's transformation agenda is on track and continues to gain momentum.
- XL's FY15 revenue, EBITDA and normalised PAT growth is -2.6%, -2.7%, and 71.3%, respectively.
- In 4Q15, XL delivered its third consecutive quarter of sequential revenue growth (+2.0%), EBITDA growth (+5.6%) and EBITDA margin increase (+1.3% pp).
- On YoY basis, 4Q15 revenue and EBITDA growth is 0.7% and 0.9%, respectively.
- Subscriber base improved in 4Q15 with net-adds of 0.5m, and XL is attracting higher value customers as blended ARPU grew 46.4% YoY and 7.9% QoQ to Rp41k.
- Under its Balance Sheet Management initiatives, XL has successfully reduced its unhedged USD debts by end-2015. Recently it has also announced its intention to sell part of its tower portfolio and embark on a rights issue.

# Key Group highlights (3/4):

Stellar performance in all metrics at Dialog, and another year of outstanding performance at Smart. Robi's performance moderated due to heightened price competition.



- Stellar performance in all metrics, despite regulatory challenges.
- Dialog's FY15 revenue, EBITDA and normalised PAT growth is 10.0%, 14.2% and 29.0% respectively. Normalised PAT excludes forex losses (LKR2.4bn) and one-off levy (LKR250m).
- Outstanding performance in FY15 driven by strong revenue growth in mobile (+9.7%), fixed (+12.9%), and TV (+22.6%), partially offset by global (-6.3%).
- FY15 EBITDA margin rose 1.2pp to 32.3%, backed by strong revenue growth and diligent cost management initiatives.
- FY15 mobile data revenue grew by 62.7%, and in 4Q15 by 10.5% QoQ.



- Performance in this growth market moderated due to heightened price competition.
- Robi's FY15 revenue, normalised EBITDA and normalised PAT growth is 6.0%, 4.4% and -8.6% respectively.
- Despite heightened competition in Bangladesh, Robi delivers subscriber growth of 12.0% YoY to 28.3m as it focuses on data leadership through device sales and co-branding.
- FY15 data revenue posted strong growth of 78.9%, but 4Q15 growth slowed to 8.2% QoQ as the industry was impacted by the government's blockade on Facebook and other OTT apps.



- Another year of outstanding performance.
- Smart's FY15 revenue, EBITDA and PAT growth is 29.0%, 51.9% and 74.7% respectively.
- FY15 revenue growth was driven by voice (+7.3%) and data (+86.2%).
- Total data subscribers grew 71.4% YoY to 3.0m, whilst FY15 data revenue contributed 32.3% to total revenue.

Note: Growth number based on results in local currency in respective operating markets

# Key Group highlights (4/4):

Idea and M1 contributed significantly to Axiata PATAMI (FY15: 20.6% vs. FY14: 16.4%).

## Associates



India

- Strong YTD revenue, EBITDA and PAT growth of 14.5%, 21.5% and 11.2% respectively. YTD Idea has contributed RM368.8m to Axiata PATAMI (+51.6%).



Singapore

- FY15 revenue, EBITDA and PAT growth of 7.5%, 1.9% and 1.5% respectively. M1 has contributed RM157.8m to Axiata PATAMI (+8.6%). M1 recommended a final dividend of 8.3 cents per share, taking full year payout to a total of 15.3 cents per share.

Note: Growth number based on results in local currency in respective operating markets

# Financials

Strong FY15 results due to strong performance by Dialog, Smart, Idea and M1, and forex translation; positive momentum at XL and a challenging year Celcom.

## Financial highlights

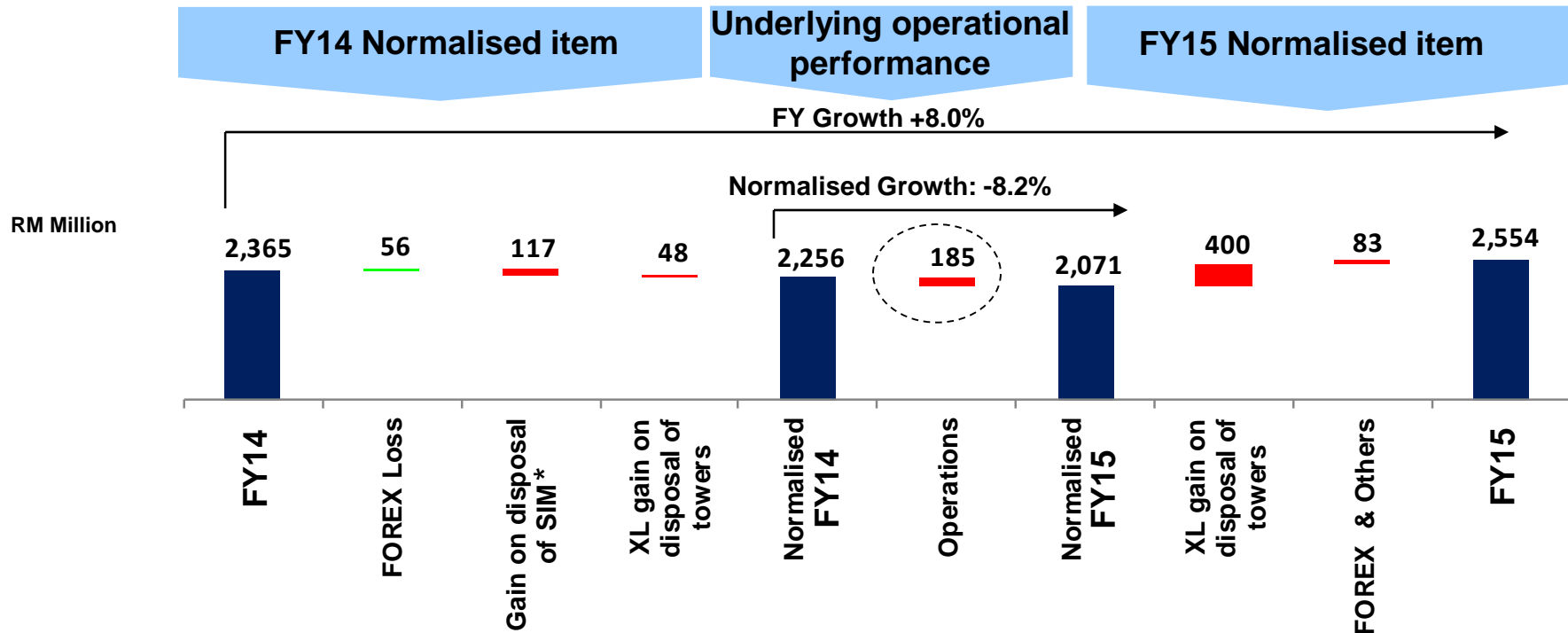
<u>RM mn</u>	<u>4Q15</u>	<u>FY15</u>	<u>QoQ Growth</u>	<u>YoY growth</u>	<u>FY15 growth</u>	<u>FY15 growth (constant currency)</u>
Revenue	5,360	19,883	5.8%	11.4%	6.3%	-0.2%
EBITDA	1,964	7,284	5.4%	11.1%	4.1%	-2.2%
EBITDA margin %	36.6%	36.6%	-0.2pp	-0.1pp	-0.8pp	-0.8pp
PAT	515	2,636	-46.1%	-16.9%	11.3%	5.5%
Normalised PAT	391	2,135	-30.5%	-19.5%	-8.5%	-14.7%
PATAMI	467	2,554	-47.6%	-22.0%	8.0%	2.6%
Normalised PATAMI	414	2,071	-19.8%	-11.1%	-8.2%	-14.2%
ROIC %	-	7.7%	-	-	-1.3pp	7.7%
ROCE %	-	6.7%	-	-	-0.9pp	6.6%
Capex	1,411	4,880	19.0%	11.3%	21.5%	
<i>% of revenue</i>	26.3%	24.5%				
Operating Free Cash Flow*	-3	1,051	-100.7%	-102.0%	-36.5%	
<i>% of revenue</i>	NM	5.3%				

\*OFCF= EBITDA- Capex- Net Interest-Tax

Note: Group normalised items as per slide #7, NM – Not material

# Normalised Group PATAMI: FY14 → FY15

Normalised performance lower by 8.2% due to Celcom and XL.



Norm. PATAMI	FY14	FY Growth Rates	Norm. PATAMI	FY15
Celcom	1,722	(-414) -24.1%	Celcom	1,308
XL	0.3	(-87) -29000.0%	XL	(87)
Dialog	136	(+53) +38.9%	Dialog	189
Robi	172	(+11) +6.3%	Robi	183
Smart	92	(+96) +104.3%	Smart	188
Associates & Others	133	(+156) +118.4%	Associates & Others	290
<b>GROUP</b>	<b>2,256</b>	<b>(-185) -8.2%</b>	<b>GROUP</b>	<b>2,071</b>

\*SIM – Samart I-Mobile Public Co Ltd

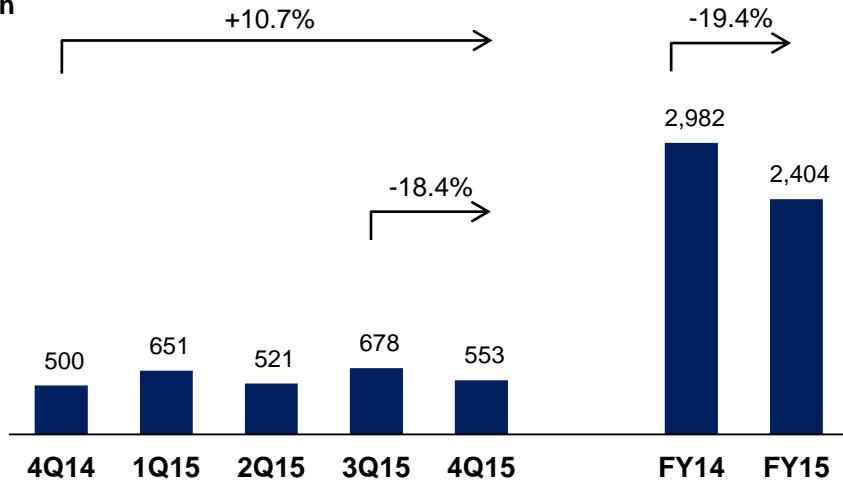




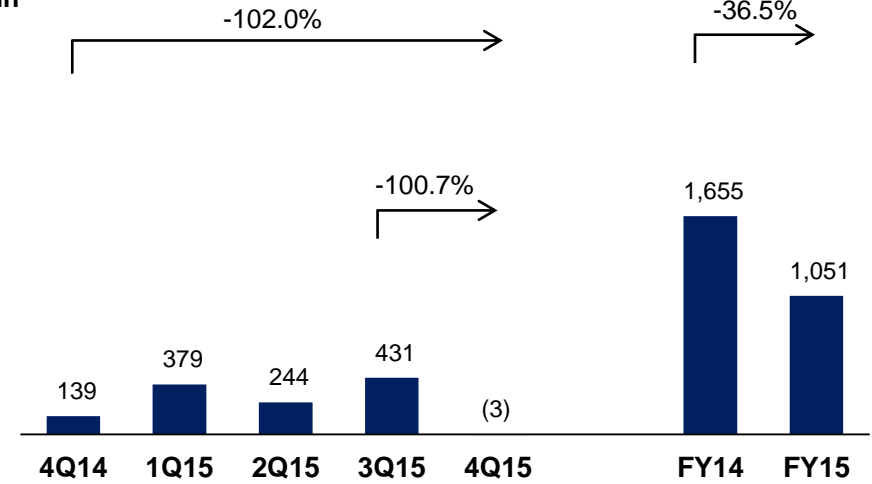
# Capital expenditure

Higher capex due to investments for mobile data leadership and stronger USD.

FCF  
RM mn



OFCF  
RM mn



Capex (RM mn)	FY14	FY15
Celcom	787	891
XL	1,690	1,784
Dialog	392	639
Robi	842	1,107
Smart	224	275
Others	83	184
<b>Total</b>	<b>4,017</b>	<b>4,880</b>

Note:  
Numbers may not add up due to rounding  
FCF=EBITDA-Capex  
OFCF= EBITDA- Capex- Net Interest-Tax  
4Q14 is a restated figure

# Group statements of financial position

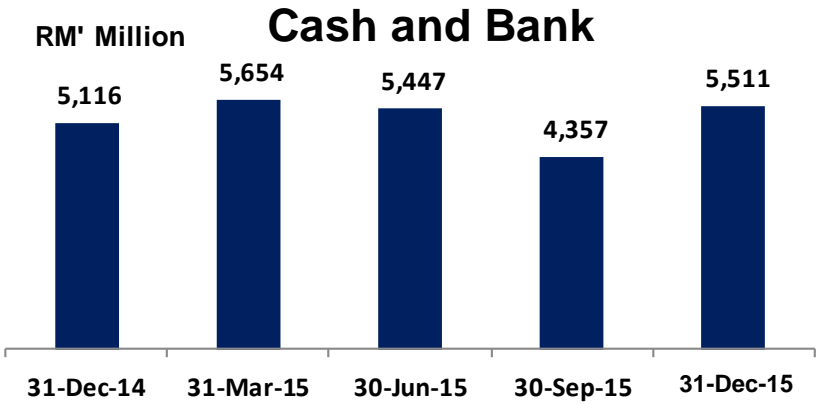
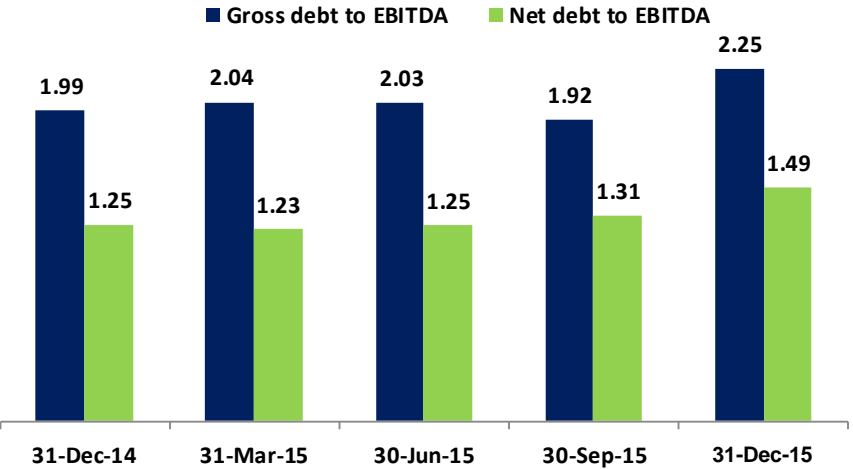
Gross debt to EBITDA rises to 2.25x due to USD500m Sukuk drawdown; 67.3% of USD debt is hedged.

## Group borrowings

In million	Loan Currency	USD	LC	Total (RM)
Hold co & Non OpCo	USD	859	-	3,687
	<b>Sub-total</b>	<b>859</b>	<b>-</b>	<b>3,687</b>
OpCos	USD	725		3,110
	RM		4,526	4,526
	IDR (mn)		14,045,883	4,487
	BDT		8,317	455
	SLR		2,629	78
	PKR		1,204	49
	<b>Sub-Total</b>	<b>725</b>		<b>12,706</b>
	<b>Total Group</b>	<b>1,584</b>		<b>16,393</b>

## Group cash balance

RM Million	Currency	Amount
Hold co & Non OpCo	USD & Other FCY	1,798
	Local (RM)	443
	<b>Sub-total</b>	<b>2,241</b>
OpCos	USD	374
	Local (RM)	1,535
	Local (ex-RM)	1,362
	<b>Sub-total</b>	<b>3,270</b>
	<b>Total Group</b>	<b>5,511</b>



# FY15 headline KPIs

At constant currency, below expectations; actual performance lifted by forex.

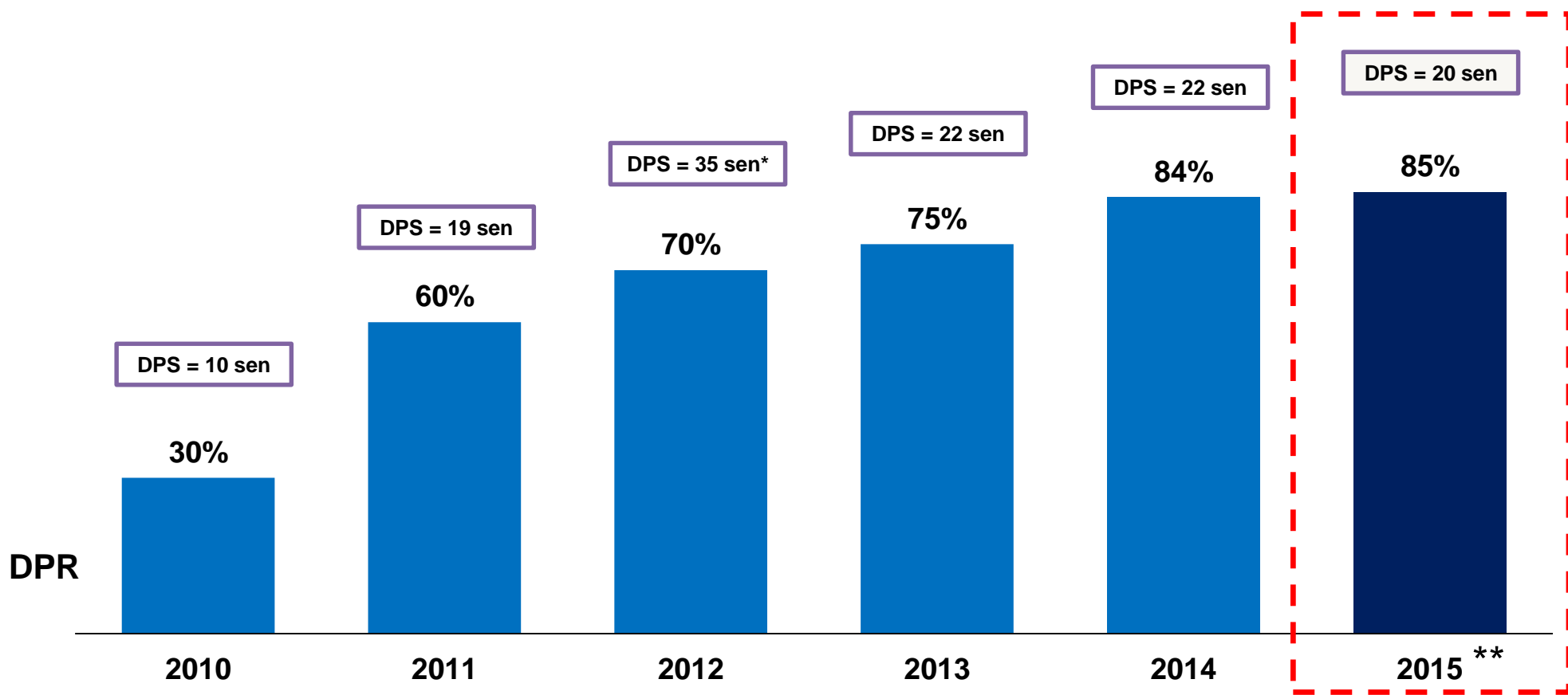
	FY15 headline KPIs*	FY2015 @ (constant currency)	FY2015 @ (actual currency)
Revenue growth	4.0%	-0.2%	6.3%
EBITDA growth	4.0%	-2.2%	4.1%
ROIC	8.7%	7.7%	7.7%
ROCE	7.7%	6.6%	6.7%
Capex**	RM4.5 – 4.8bn	RM4.3bn	RM4.9bn

\*The above Headline KPIs are based on 2014 average forex rates for the respective currencies.

\*\* Capex is not a headline KPI.

# Proposed dividend

Dividend payout ratio increased marginally to 85% - subject to shareholders' approval.



\* Includes special dividend of 12 sen,  
\*\* Subject to shareholders' approval

# FY16 headline KPIs

Moderate BAU growth, with consolidation of Ncell in 2H16.

	<b>Headline KPIs (based on Bloomberg* estimate in mid-Oct 2015 for 2016 forex)</b>	Headline KPIs (based on constant currency)
<b>Revenue growth</b>	<b>12.2%</b>	9.8%
<b>EBITDA growth</b>	<b>16.0%</b>	13.7%
<b>ROIC</b>	<b>6.8%</b>	6.6%
<b>ROCE</b>	<b>6.1%</b>	6.0%
<b>Capex **</b>	<b>RM5.7bn</b>	RM5.5bn

\*1 USD = RM4.20

\*\* Capex is not a headline KPI

## Opportunities

- ❖ Recovery at Celcom.
- ❖ Successful implementation to 'Rise up the Ladder' for XL.
- ❖ Organic and inorganic growth in edotco.
- ❖ Synergistic benefits from Ncell acquisition and Robi-Airtel merger.
- ❖ Committed investments in data leadership driving data growth.

## Challenges

- ❖ Spectrum reallocation in Malaysia i.e. pricing and fee structure uncertainty.
- ❖ SIM registration in Bangladesh, Indonesia and Cambodia.
- ❖ Heightened competition in Malaysia, Bangladesh and Cambodia.
- ❖ Sluggish macroeconomic conditions in Malaysia and Indonesia.
- ❖ Currency volatility and global macroeconomic headwinds.

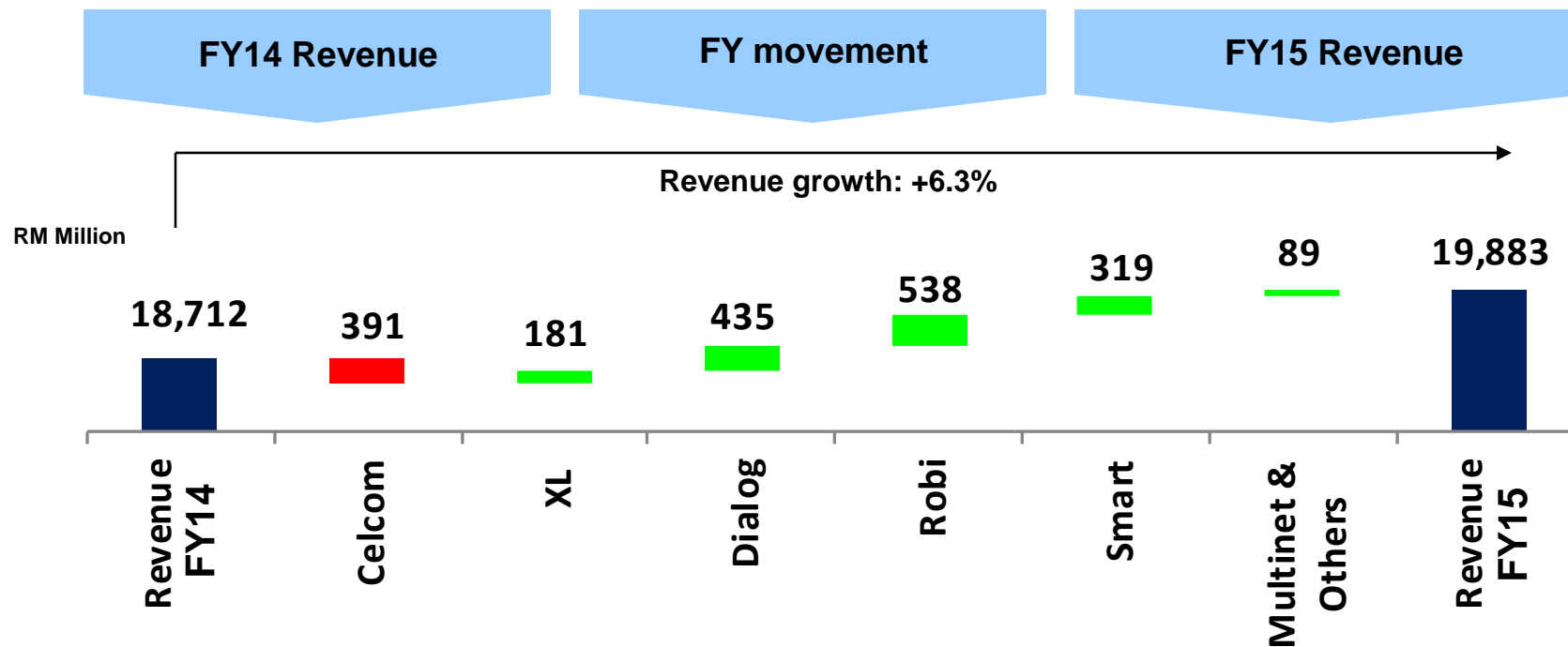


# Appendix



# Group revenue: FY14 → FY15

FY15 revenue growth mainly from Robi (data and device sales), Dialog (mobile and TV) and Smart (data and voice).



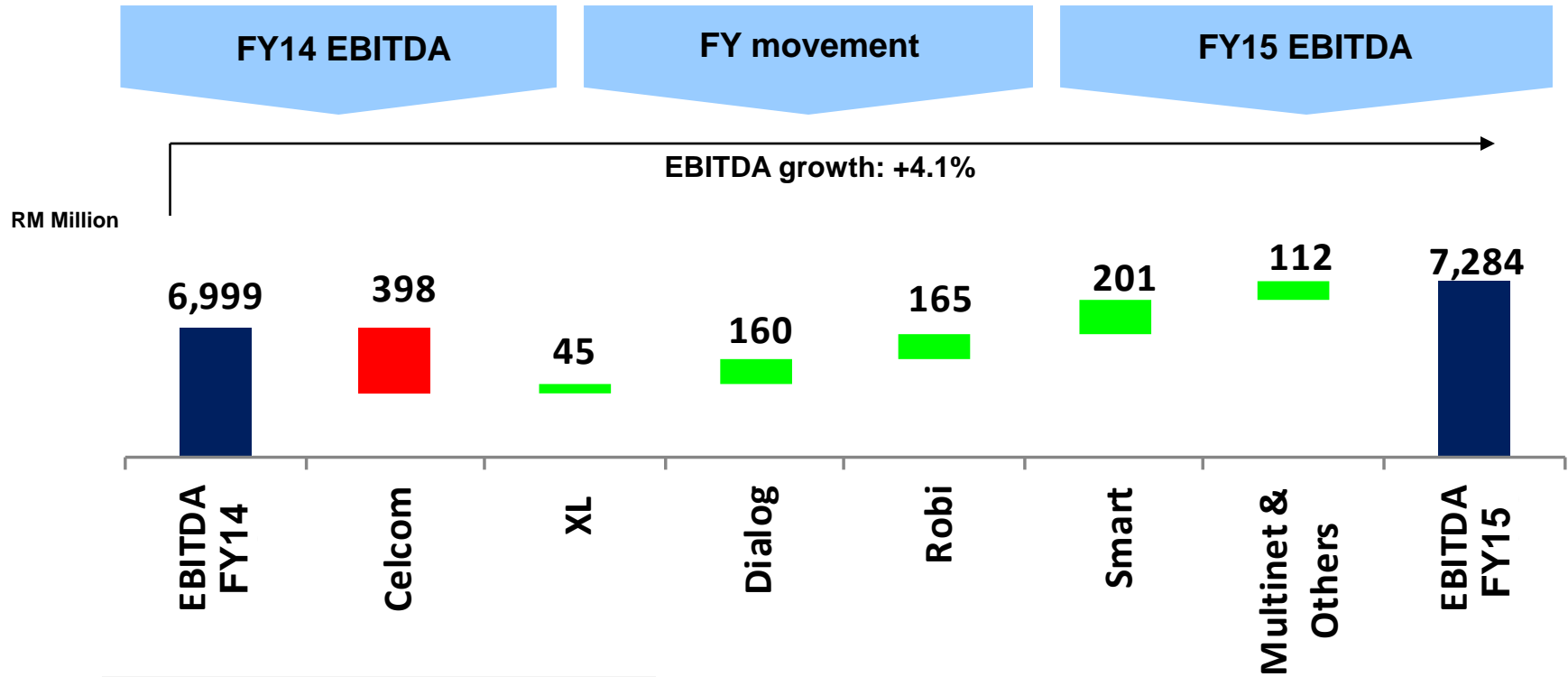
Revenue	FY14	FY Growth Rates		Revenue	FY15
Celcom	7,729	(-391)	-5.1%	Celcom	7,338
XL	6,476	(+181)	+2.8%	XL	6,657
Dialog	1,686	(+435)	+25.8%	Dialog	2,121
Robi	2,085	(+538)	+25.8%	Robi	2,623
Smart	588	(+319)	+54.4%	Smart	907
Multinet & Others	148	(+89)	+60.1%	Multinet & Others	237
<b>GROUP</b>	<b>18,712</b>	<b>(+1,171)</b>	<b>+6.3%</b>	<b>GROUP</b>	<b>19,883</b>





# Group EBITDA: FY14 → FY15

FY15 EBITDA growth mainly due to Smart (data and voice revenue), Robi (reversal of one-off provision) and Dialog (data and voice revenue).

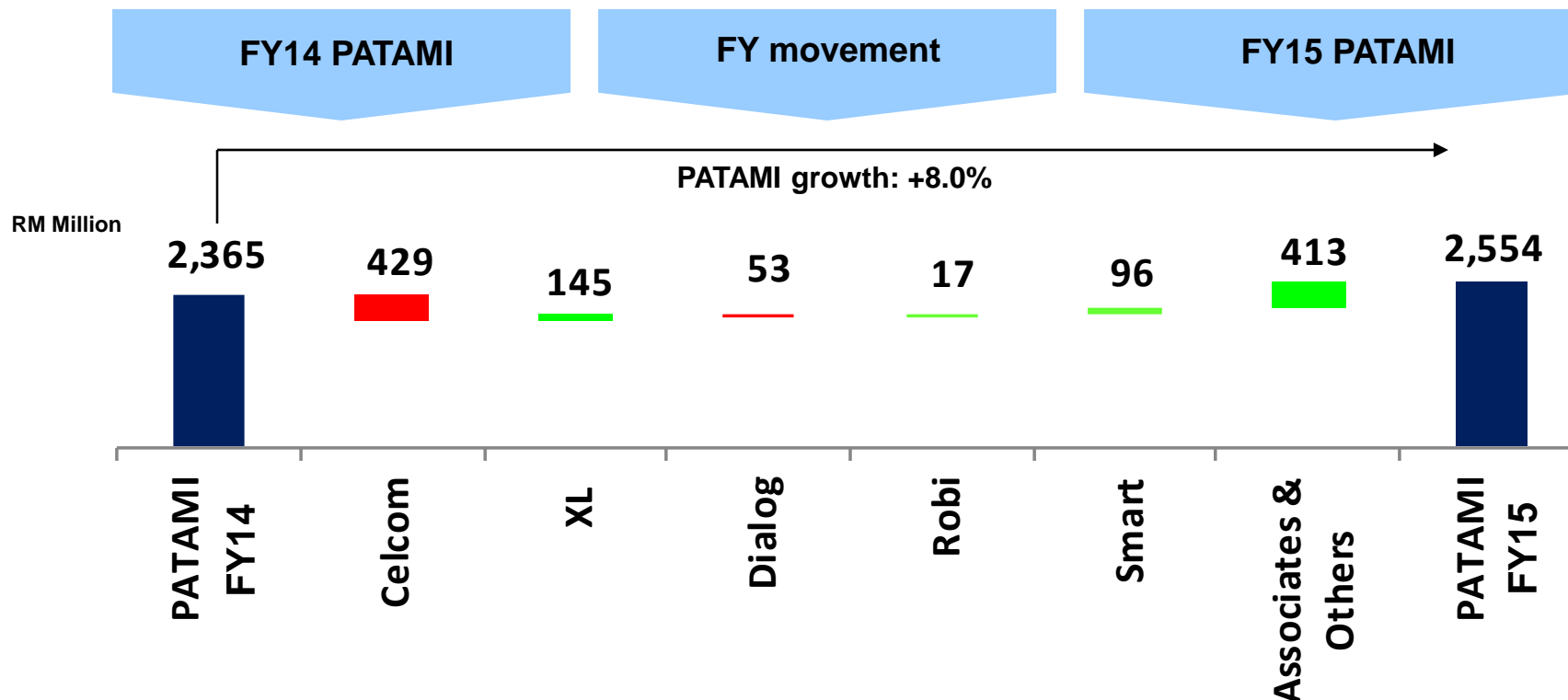


EBITDA	FY14	FY Growth Rates	EBITDA	FY15
Celcom	3,117 (-398)	-12.8%	Celcom	2,719
XL	2,468 (+45)	+1.8%	XL	2,513
Dialog	524 (+160)	+30.7%	Dialog	684
Robi	779 (+165)	+21.2%	Robi	944
Smart	250 (+201)	+80.6%	Smart	451
Multinet & Others	(139) (+112)	+80.6%	Multinet & Others	(27)
<b>GROUP</b>	<b>6,999 (+285)</b>	<b>+4.1%</b>	<b>GROUP</b>	<b>7,284</b>



# Group PATAMI: FY14 → FY15

FY15 PATAMI increased mainly due XL's tower gain, higher associates contribution and forex gain.

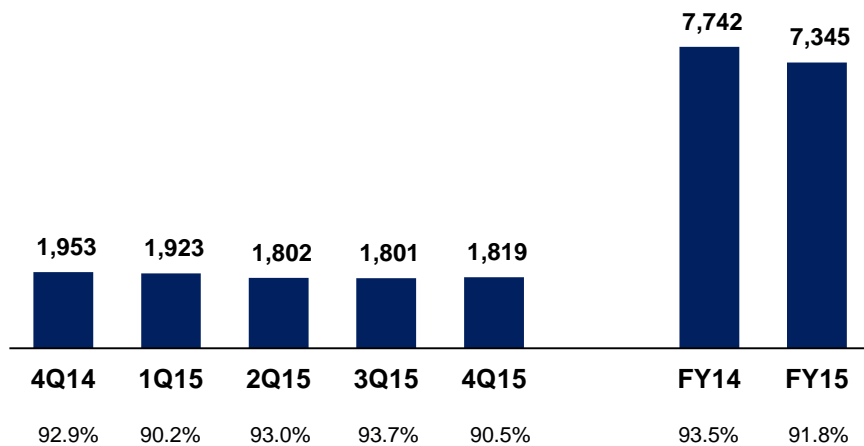


PATAMI	FY14	FY Growth Rates	PATAMI	FY15
Celcom	1,720	(-429) -24.9%	Celcom	1,291
XL	(152)	(+145) +95.2%	XL	(7)
Dialog	135	(-53) -39.1%	Dialog	82
Robi	170	(+17) +10.0%	Robi	187
Smart	92	(+96) +104.6%	Smart	188
Associates & Others	400	(+413) +103.0%	Associates & Others	813
<b>GROUP</b>	<b>2,365</b>	<b>(+189) +8.0%</b>	<b>GROUP</b>	<b>2,554</b>

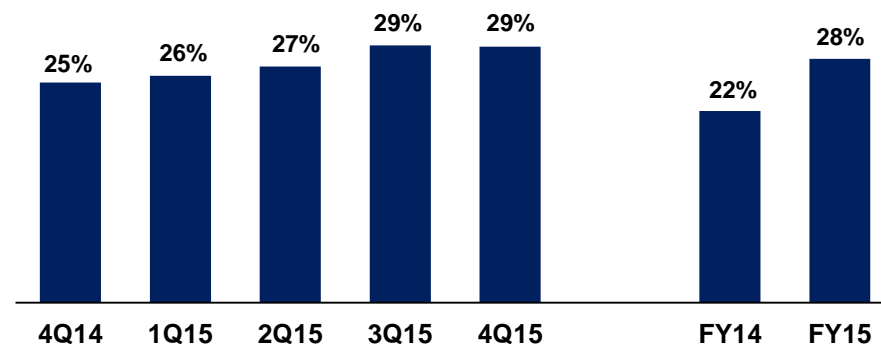
# Celcom: financial performance

Positive QoQ growth at revenue, normalised EBITDA and normalised PATAMI.

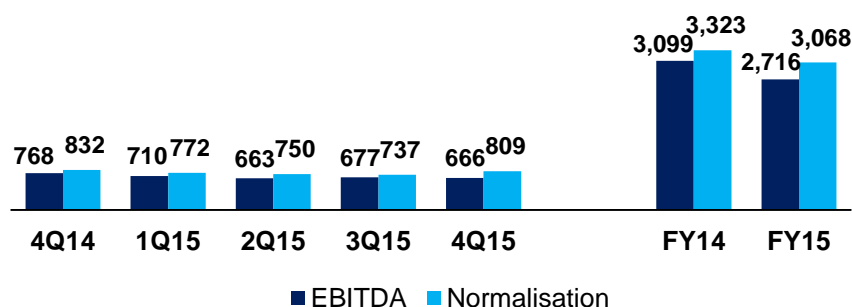
## Revenue (RM mn)



## Data revenue as a % of total revenue

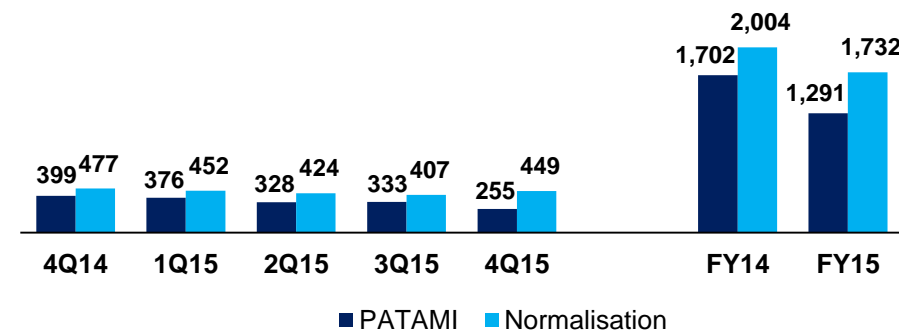


## EBITDA\* (RM mn) & margins (%)



Period	Normalised EBITDA Margin (%)
4Q14	42.6%
1Q15	40.1%
2Q15	41.6%
3Q15	40.9%
4Q15	44.5%
FY14	42.9%
FY15	41.8%

## PATAMI\* (RM mn) & margins (%)



Period	Normalised PATAMI Margin (%)
4Q14	24.4%
1Q15	23.5%
2Q15	23.5%
3Q15	22.6%
4Q15	24.7%
FY14	25.9%
FY15	23.6%

\* Normalisation excludes holding company charge, impact of Edotco disposal, Escape, Celcom Planet, Employee Wish Plan, Sukuk interest



# Celcom: financial performance

FY15 capex of RM900m is below budget of RM1.1bn.

## Operating Expenses <sup>^</sup>

% of Revenue	4Q14	1Q15	2Q15	3Q15	4Q15	FY14	FY15
Direct Expenses	27.7%	29.8%	27.6%	27.4%	27.4%	27.6%	28.1%
Sales and Marketing	6.1%	6.3%	7.5%	6.7%	7.3%	7.1%	7.0%
Network Cost	10.6%	9.6%	13.3%	14.1%	11.5%	10.2%	12.1%
Staff Cost	7.5%	7.3%	5.7%	5.4%	4.5%	7.6%	5.8%
Bad Debts	0.9%	0.5%	0.3%	0.2%	0.1%	0.5%	0.3%
Others	4.6%	6.3%	4.0%	5.2%	4.8%	4.1%	5.1%
<b>Total Expenses</b>	<b>57.4%</b>	<b>59.9%</b>	<b>58.4%</b>	<b>59.1%</b>	<b>55.5%</b>	<b>57.1%</b>	<b>58.2%</b>
Normalised EBITDA Margin	42.6%	40.1%	41.6%	40.9%	44.5%	42.9%	41.8%
Depreciation & Amortisation	10.2%	10.2%	12.0%	11.7%	12.8%	9.7%	11.7%

## Financial Position (RM mn)

	31 Dec 14	31 Mar 15	30 June 15	30 Sept 15	31 Dec 15
Capex	845	186	344	558	885
Cash and Cash Equivalents	2,032	2,537	1,506	1,312	1,535
Gross Debt	5,026	4,986	5,037	4,482	4,526
Net Assets	-1,074	-700	-1,472	-1,133	-878
Gross Debt / Equity (x)	n/m	n/m	n/m	n/m	n/m
Gross Debt / EBITDA (x)	1.5	1.6	1.7	1.5	1.5

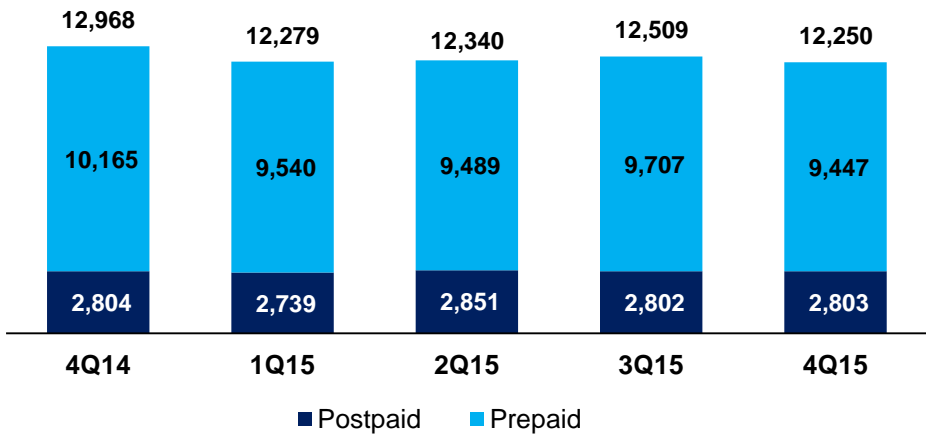
<sup>^</sup> OPEX and EBITDA Margin excludes holding company charge, impact of Edotco disposal, Escape and Employee Wish Pllan

# Celcom: operational performance

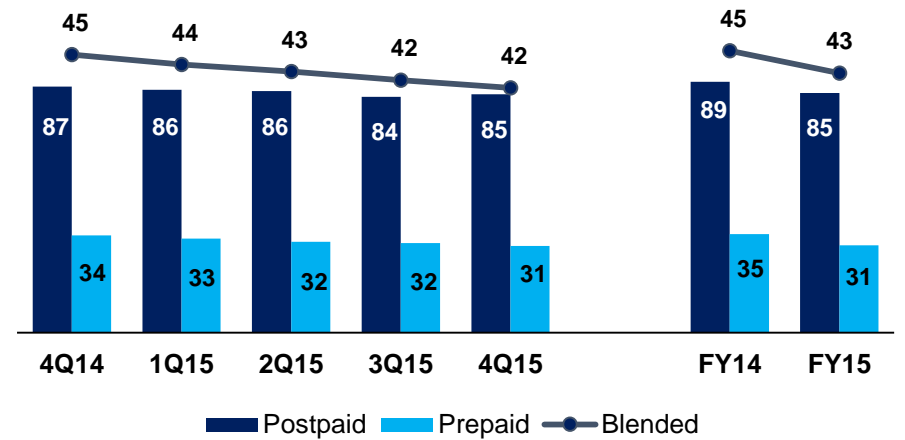
Operational metrics impacted by heightened competition.



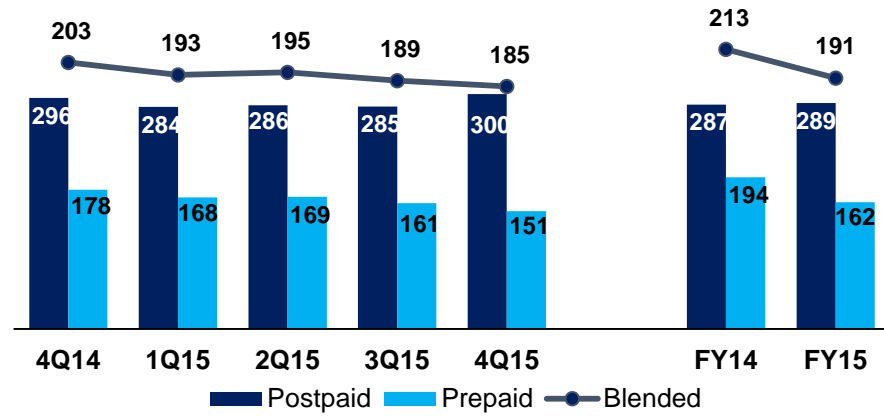
## Subscribers ('000)



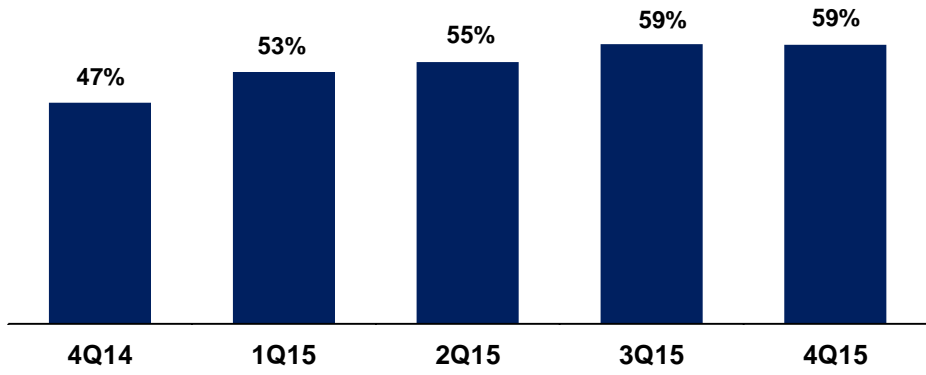
## ARPU\* (RM)



## MOU/sub (min)



## Smartphone penetration (%)



\* ARPU re-stated to exclude inbound roaming revenue

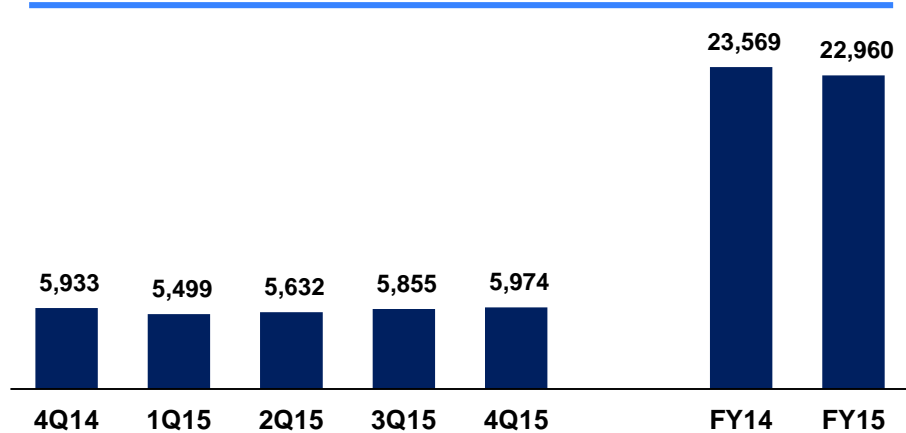


# XL: financial performance

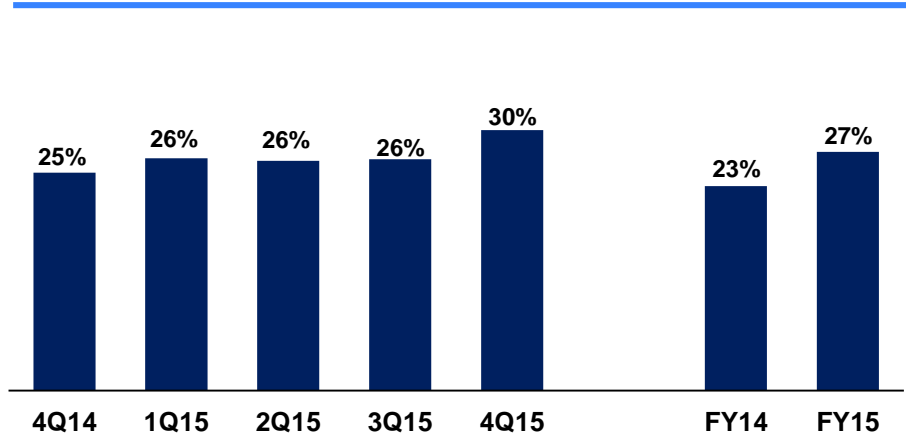
Third consecutive quarter of sequential growth.



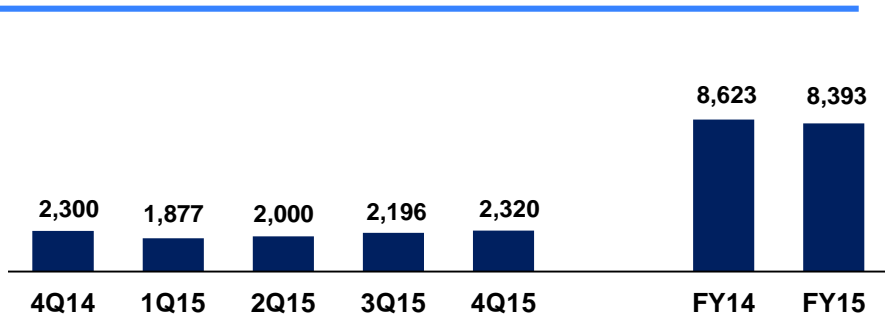
## Revenue (IDR bn)



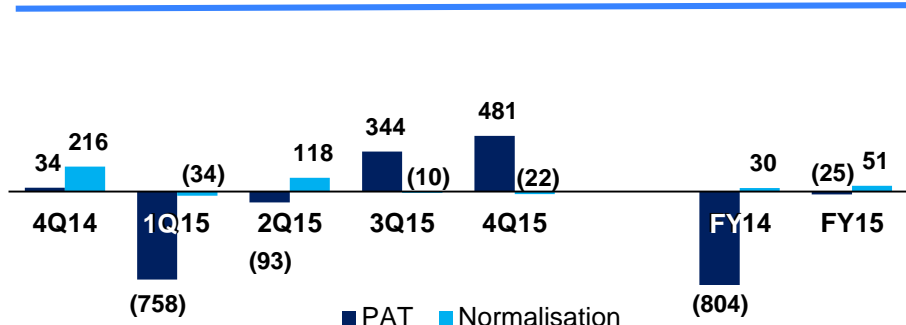
## Data revenue as a % of total revenue



## EBITDA (IDR bn) & margins (%)



## PAT (IDR bn) & margins (%)



Period	EBITDA Margin (%)
4Q14	38.8%
1Q15	34.1%
2Q15	35.5%
3Q15	37.5%
4Q15	38.8%
FY14	36.6%
FY15	36.6%

Period	Normalised PAT Margin (%)
4Q14	3.6%
1Q15	-0.6%
2Q15	2.1%
3Q15	-0.2%
4Q15	-0.4%
FY14	0.1%
FY15	0.2%



# XL: financial performance

Transformation programme drives EBITDA margin up to 38.8% in 4Q15, from 34.1% in 1Q15.

## Operating Expenses

% of Revenue	4Q14	1Q15	2Q15	3Q15	4Q15	FY14	FY15
Direct Expenses	13.3%	13.0%	9.2%	9.1%	9.3%	14.2%	10.1%
Sales and Marketing	6.9%	4.2%	4.5%	5.2%	5.7%	6.0%	4.9%
Network Cost	32.9%	40.8%	42.0%	40.3%	38.7%	34.9%	40.4%
Staff Cost	4.7%	4.6%	4.8%	4.7%	4.8%	4.9%	4.7%
Others incl. discount	3.5%	3.2%	4.0%	3.1%	2.7%	3.3%	3.2%
<b>Total Expenses</b>	<b>61.2%</b>	<b>65.9%</b>	<b>64.5%</b>	<b>62.5%</b>	<b>61.2%</b>	<b>63.4%</b>	<b>63.4%</b>
<b>EBITDA Margin</b>	<b>38.8%</b>	<b>34.1%</b>	<b>35.5%</b>	<b>37.5%</b>	<b>38.8%</b>	<b>36.6%</b>	<b>36.6%</b>
Depreciation & Amortisation	30.1%	32.6%	31.6%	28.7%	31.5%	29.0%	31.1%

## Financial Position (IDR bn)

	31 Dec 14	31 Mar 15	30 Jun 15	30 Sept 15	31 Dec 15
Capitalised Capex	5,749	1,211	2,890	4,330	4,848
Cash and Cash Equivalents	6,951	6,853	5,500	3,644	3,312
Gross Debt	29,628	30,268	29,198	27,049	26,953
Net Assets	13,961	13,283	13,242	13,620	14,092
Gross Debt / Equity (x)	2.1	2.3	2.2	2.0	1.9
Gross Debt / EBITDA (x)	3.4	3.6	3.5	3.2	3.2

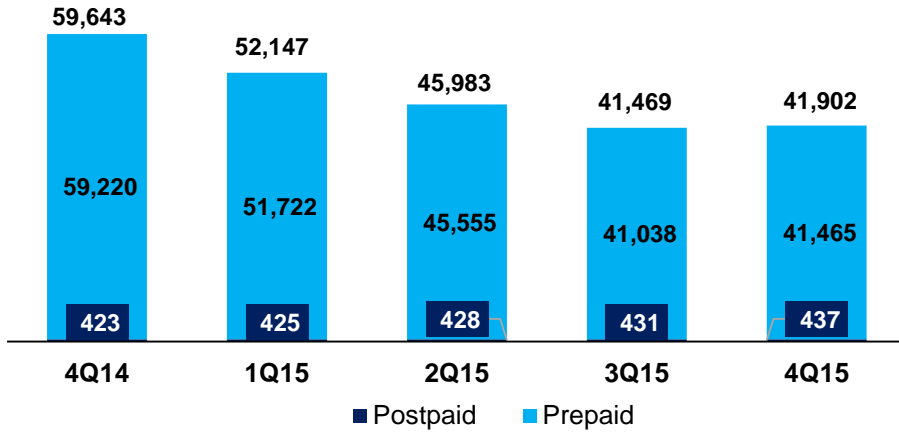


# XL: operational performance

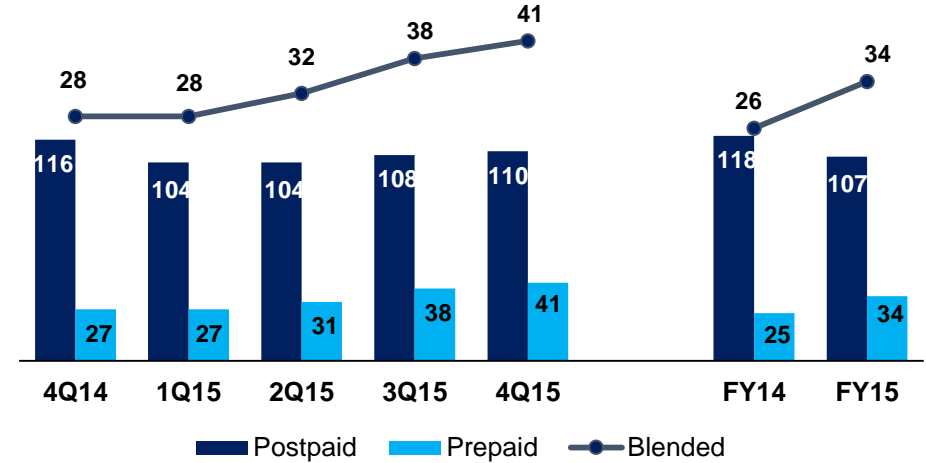
Positive subscriber net adds in 4Q15, and improved subscriber mix boosts ARPU.



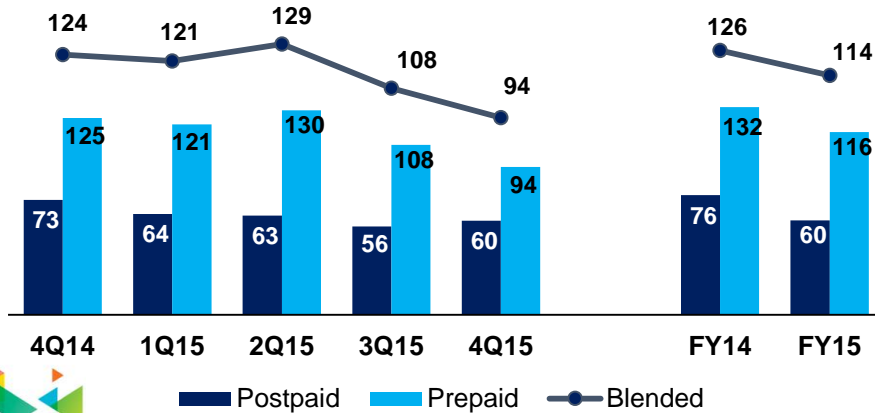
### Subscribers ('000)



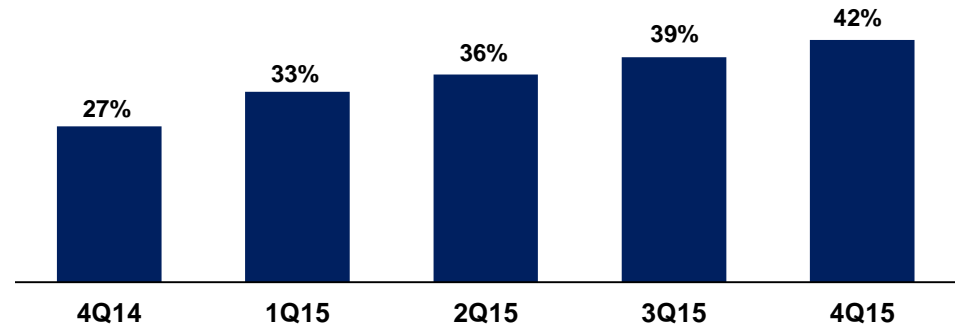
### ARPU (IDR '000)



### MOU/sub (min)



### Smartphone penetration (%)



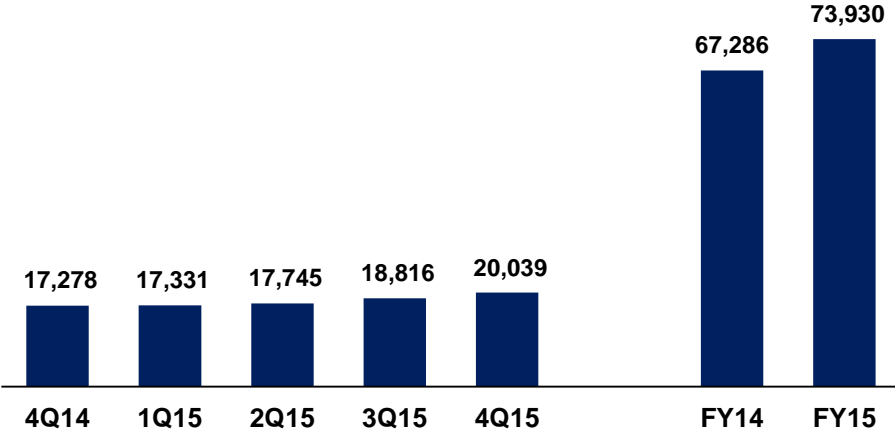


# Dialog: financial performance

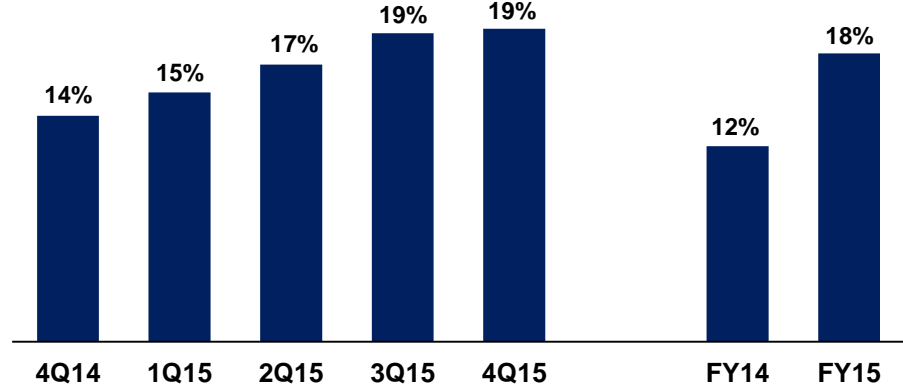
Strong top line performance, whilst bottom line is impacted by forex and one-off levy.



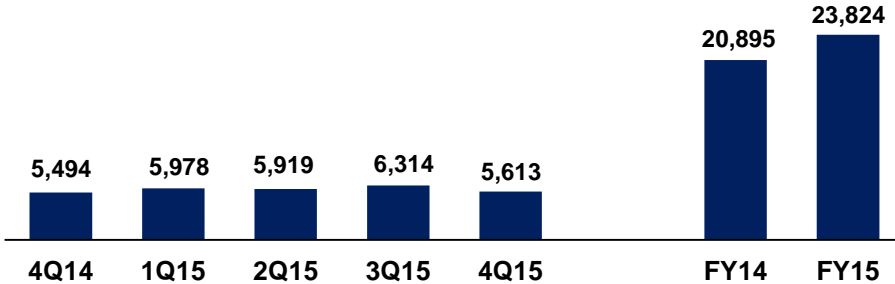
## Revenue (SLR mn)



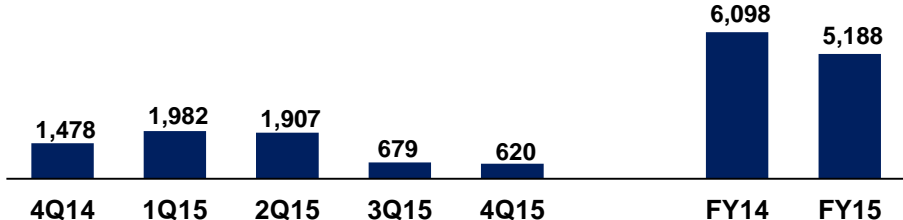
## Data revenue as a % of total mobile revenue



## EBITDA (SLR mn) & margins (%)



## PAT (SLR mn) & margins (%)



EBITDA Margin

31.8%	34.5%	33.4%	33.6%	28.0%	31.1%	32.2%
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PAT Margin

8.6%	11.4%	10.7%	3.6%	3.1%	9.1%	7.0%
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# Dialog: financial performance

4Q15 EBITDA margin declined 5.4% pp to 28.2% due to increased marketing initiatives, higher employee incentives and one-off levy.



## Operating Expenses

% of Revenue	4Q14	1Q15	2Q15	3Q15	4Q15	FY14	FY15
Direct Expenses	27.7%	28.0%	29.6%	29.0%	28.5%	28.5%	28.8%
Sales and Marketing	13.5%	12.3%	13.1%	13.3%	15.5%	12.8%	13.6%
Network Cost	12.6%	10.9%	9.9%	10.1%	10.5%	12.5%	10.3%
Staff Cost	8.5%	8.1%	8.0%	7.8%	9.9%	8.5%	8.5%
Bad debts	0.5%	0.8%	1.1%	1.0%	1.1%	1.3%	1.0%
Others	5.4%	5.3%	4.9%	5.2%	6.3%	5.3%	5.5%
<b>Total Expenses</b>	<b>68.2%</b>	<b>65.5%</b>	<b>66.6%</b>	<b>66.4%</b>	<b>71.8%</b>	<b>69.0%</b>	<b>67.7%</b>
<b>EBITDA Margin</b>	<b>31.8%</b>	<b>34.5%</b>	<b>33.4%</b>	<b>33.6%</b>	<b>28.2%</b>	<b>31.1%</b>	<b>32.2%</b>
Depreciation & Amortisation	19.4%	19.0%	19.8%	18.8%	20.1%	19.3%	19.4%

## Financial Position (SLR mn)

	31 Dec 14	31 Mar 15	30 Jun 15	30 Sept 15	31 Dec 15
Capex <sup>1</sup>	13,630	1,740	5,276	8,959	19,577
Cash and Cash Equivalents <sup>2</sup>	8,736	11,481	7,542	8,208	4,429
Gross Debt	27,874	28,169	24,542	26,187	22,910
Net Assets	44,832	46,773	47,643	48,285	47,317
Gross Debt / Equity (x)	0.6	0.6	0.5	0.5	0.5
Gross Debt / EBITDA (x)	1.3	1.2	1.0	1.1	1.0

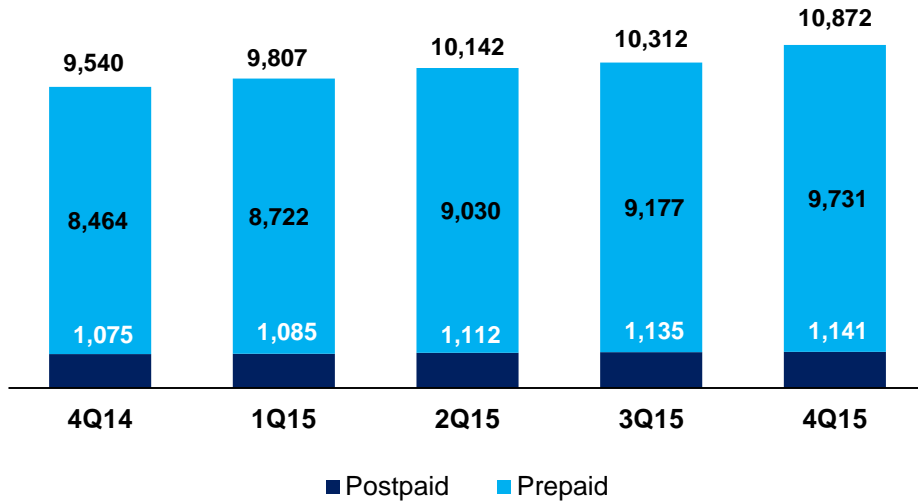
<sup>1</sup> Capex excludes Customer Premises Equipment investments and spectrum acquisition & license renewal



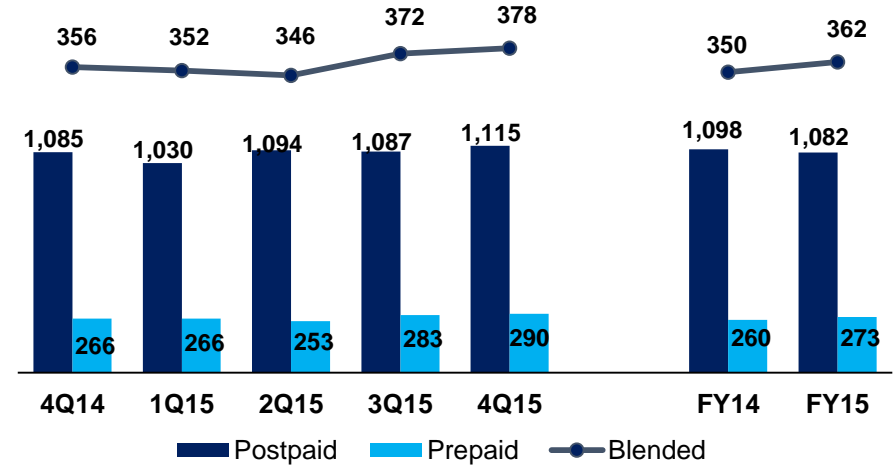
# Dialog: operational performance

## Strong subscriber net adds and ARPU growth.

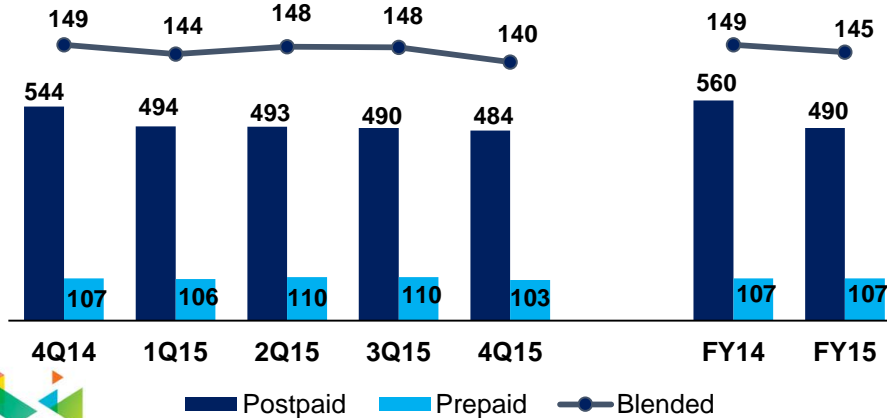
### Subscribers ('000)



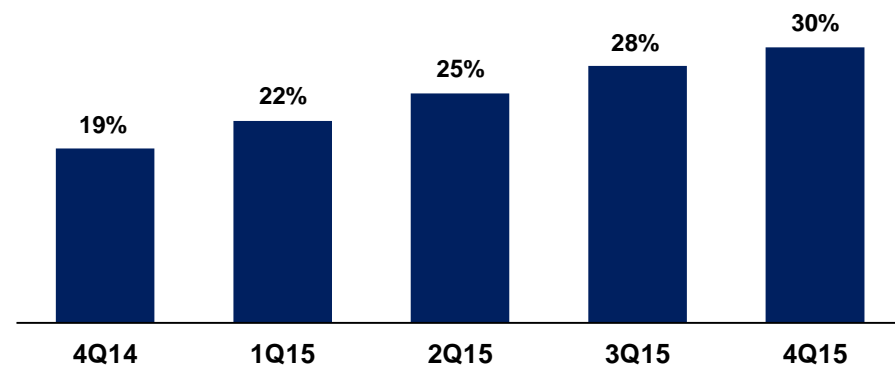
### ARPU (SLR)



### MOU/sub (min)



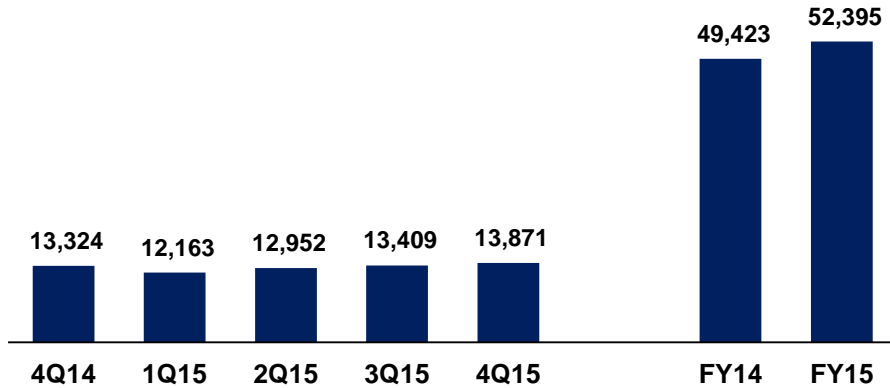
### Smartphone penetration\* (%)



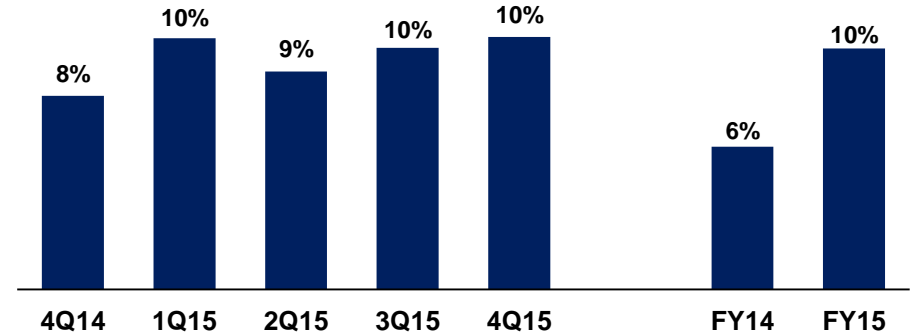
# Robi: financial performance

## Solid performance despite heightened competition.

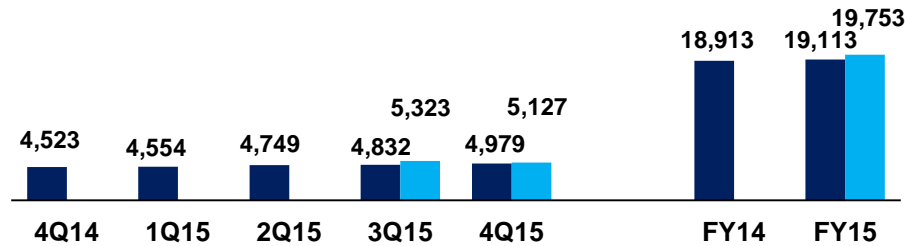
### Revenue (BDT mn)



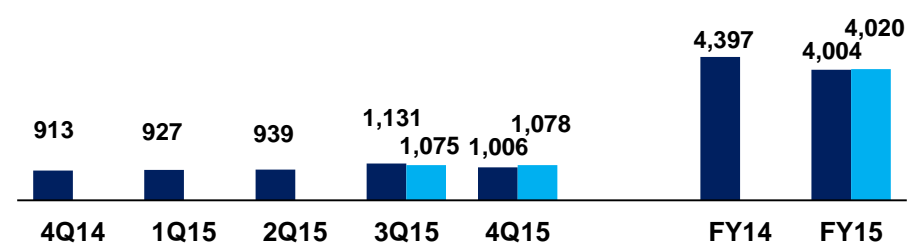
### Data revenue as a % of total revenue



### EBITDA (BDT mn) & margins (%)



### PAT (BDT mn) & margins (%)



■ EBITDA ■ Normalisation

■ PAT ■ Normalisation

	4Q14	1Q15	2Q15	3Q15	4Q15	FY14	FY15
EBITDA Margin	33.9%	37.4%	36.7%	36.0%	35.9%	38.3%	36.5%
Normalised EBITDA Margin				39.7%	37.0%		37.7%

	4Q14	1Q15	2Q15	3Q15	4Q15	FY14	FY15
PAT Margin	6.9%	7.6%	7.3%	8.4%	7.3%	8.9%	7.6%
Normalised PAT Margin				8.0%	7.8%		7.7%

1. Normalisation excludes impact of edotco carve out in 3Q15

# Robi: financial performance

4Q15 normalised EBITDA margin declines 2.7% pp to 37.0% due to higher device sales, and SIM and starter packs.



## Operating Expenses

% of Revenue	4Q14	1Q15	2Q15	3Q15	4Q15	FY14	FY15
Direct Expenses	39.3%	33.3%	33.3%	37.3%	39.4%	34.4%	35.9%
Sales and Marketing	5.7%	5.7%	4.5%	5.5%	5.1%	5.1%	5.2%
Network Cost	10.3%	11.2%	11.7%	11.3%	9.0%	10.9%	10.8%
Staff Cost	5.5%	5.0%	5.2%	5.4%	5.3%	5.4%	5.2%
Bad debts	0.5%	1.3%	2.0%	0.6%	-1.5%	0.3%	0.6%
Others	4.7%	6.1%	6.5%	0.2%	5.8%	5.7%	4.6%
<b>Total Expenses</b>	<b>66.1%</b>	<b>62.6%</b>	<b>63.3%</b>	<b>60.3%</b>	<b>63.0%</b>	<b>61.7%</b>	<b>62.3%</b>
<b>Normalised EBITDA Margin</b>	<b>33.9%</b>	<b>37.4%</b>	<b>36.7%</b>	<b>39.7%</b>	<b>37.0%</b>	<b>38.3%</b>	<b>37.7%</b>
Depreciation & Amortisation	20.6%	21.1%	21.5%	20.9%	20.4%	20.3%	21.0%

## Financial Position (BDT mn)

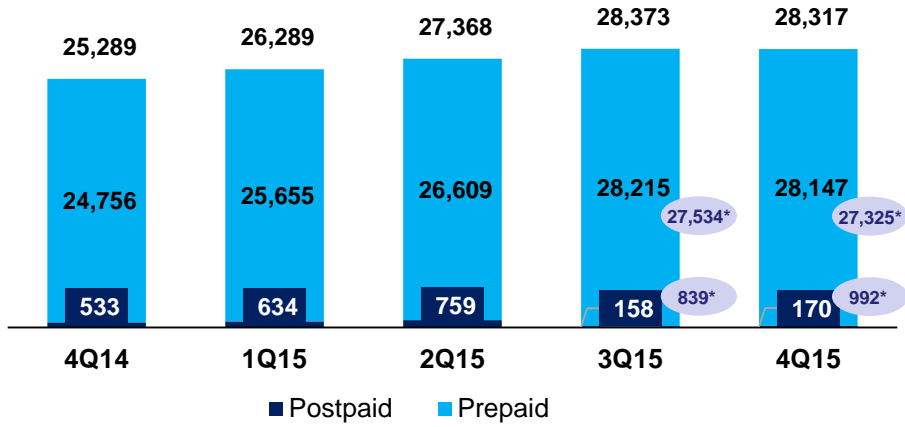
	31 Dec 14	31 Mar 15	30 Jun 15	30 Sep 15	31 Dec 15
Capex	20,986	6,409	13,542	17,844	19,996
Cash and Cash Equivalents	2,746	533	820	2,604	1,943
Gross Debt	9,033	10,428	13,326	13,141	15,004
Net Assets	45,096	45,675	46,614	53,884	54,890
Gross Debt / Equity (x)	0.2	0.2	0.3	0.2	0.3
Gross Debt / EBITDA (x)	0.5	0.6	0.7	0.7	0.8



# Robi: operational performance

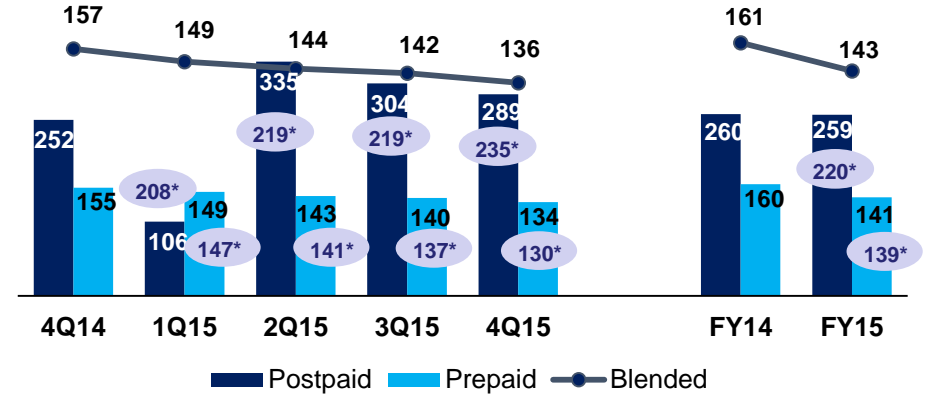
## Heightened competition continuous to erode ARPU.

### Subscribers ('000)

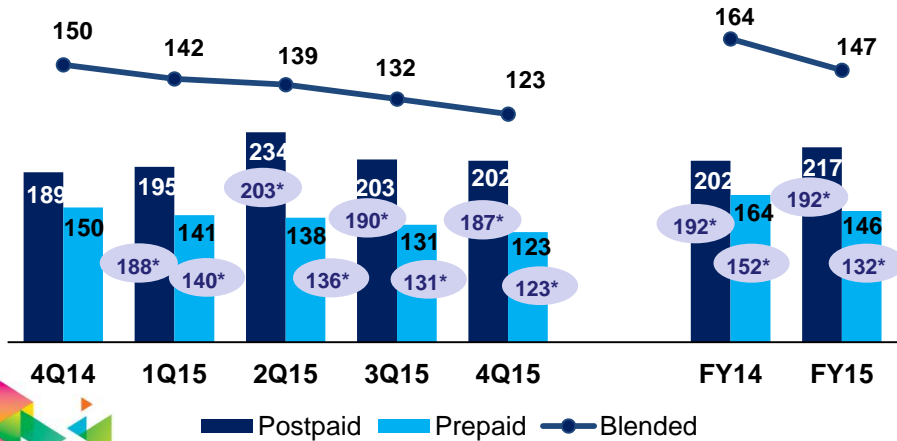


- SME subbase reclassification reported to BTRC from July 15 onwards

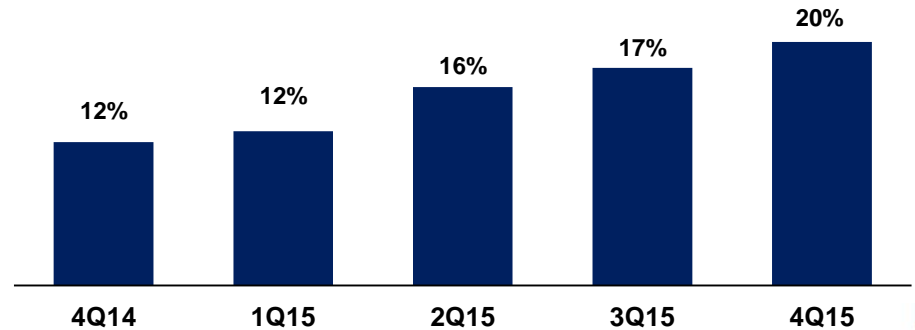
### ARPU (BDT)



### MOU/sub (min)



### Smartphone penetration (%)



\* SME billing base reclassified from postpaid to prepaid from 1Q15 onwards.

# FY15 all OpCos currencies appreciated against RM

Local Currency	Average Rate FY2014	Average Rate 3Q15	Average Rate 4Q15	Average Rate FY2015	QoQ Appreciation/ (Depreciation) against MYR (%)	FY Appreciation/ (Depreciation) against MYR (%)	QoQ Appreciation/ (Depreciation) against USD (%)	FY Appreciation/ (Depreciation) against USD (%)
INDONESIAN RUPIAH, IDR	0.000276	0.000292	0.000311	0.000291	6.51	5.43	0.68	(11.56)
SRI LANKA RUPEE, LKR	0.025060	0.029878	0.030124	0.028667	0.82	14.39	(4.69)	(4.05)
BANGLADESHI TAKA, BDT	0.042180	0.052158	0.054606	0.050062	4.69	18.69	(1.03)	(0.45)
US DOLLAR, USD	3.271991	4.048323	4.282427	3.900961	5.78	19.22	0.00	0.00
SINGAPORE DOLLAR, SGD	2.582457	2.911296	3.042696	2.836184	4.51	9.83	(1.20)	(7.88)
PAKISTAN RUPEE, PKR	0.032406	0.039367	0.040825	0.037952	3.70	17.11	(1.97)	(1.77)
INDIAN RUPEE, INR	0.053616	0.062295	0.064976	0.060762	4.30	13.33	(1.40)	(4.94)

Sources :

Actual rate - Bloomberg 2014 & 2015



# Thank You

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

**Axiata Group Berhad**