



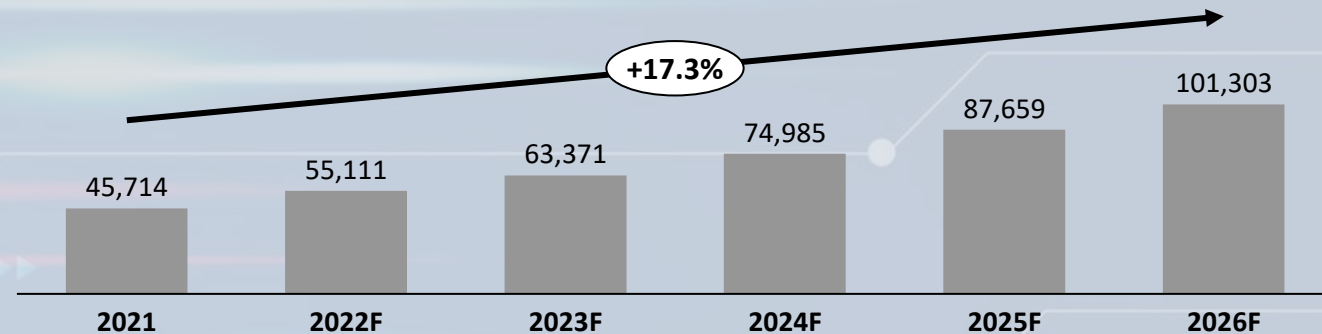
Leading Indonesia Convergence Transformation

Axiata Investor Day
Dian Siswarini
CEO & President Director
02 December 2022

Indonesia remains a lucrative market with wide room for growth

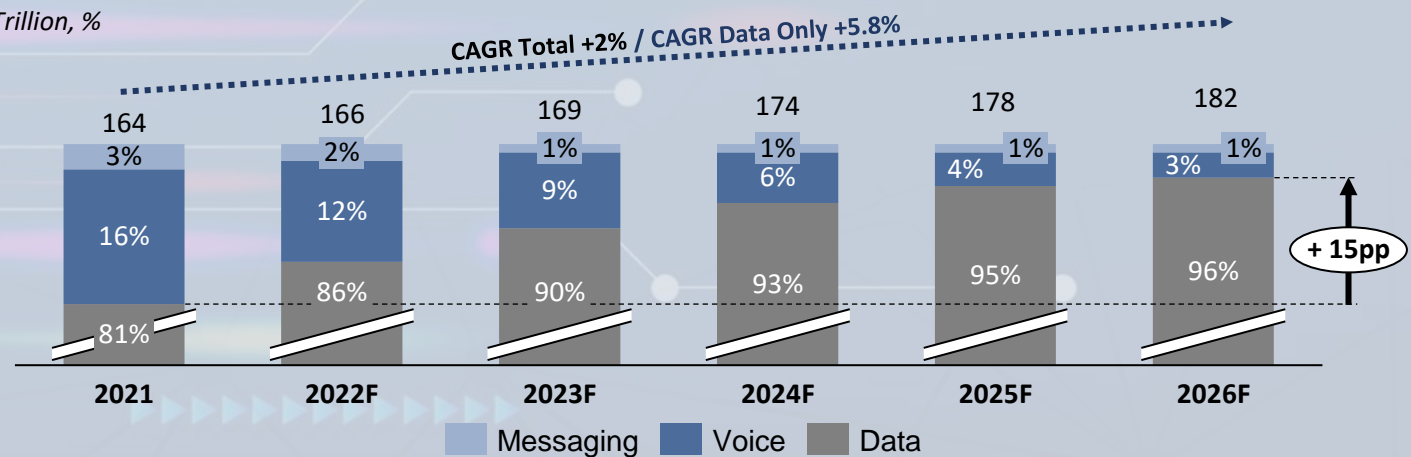
Indonesia's strong growth in mobile data traffic...

Petabytes



...leading to increasing proportion of data as % of total revenue

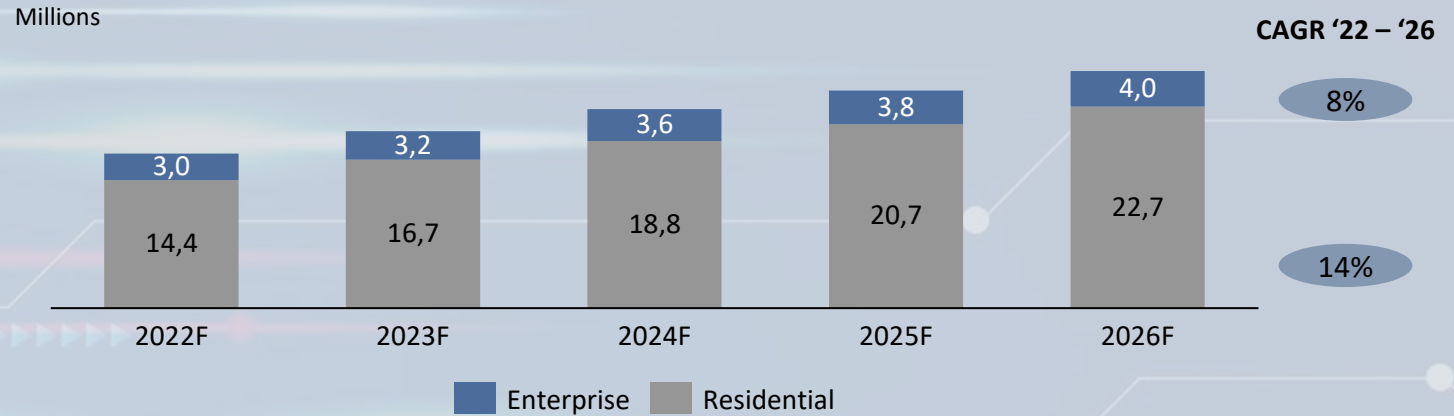
IDR Trillion, %



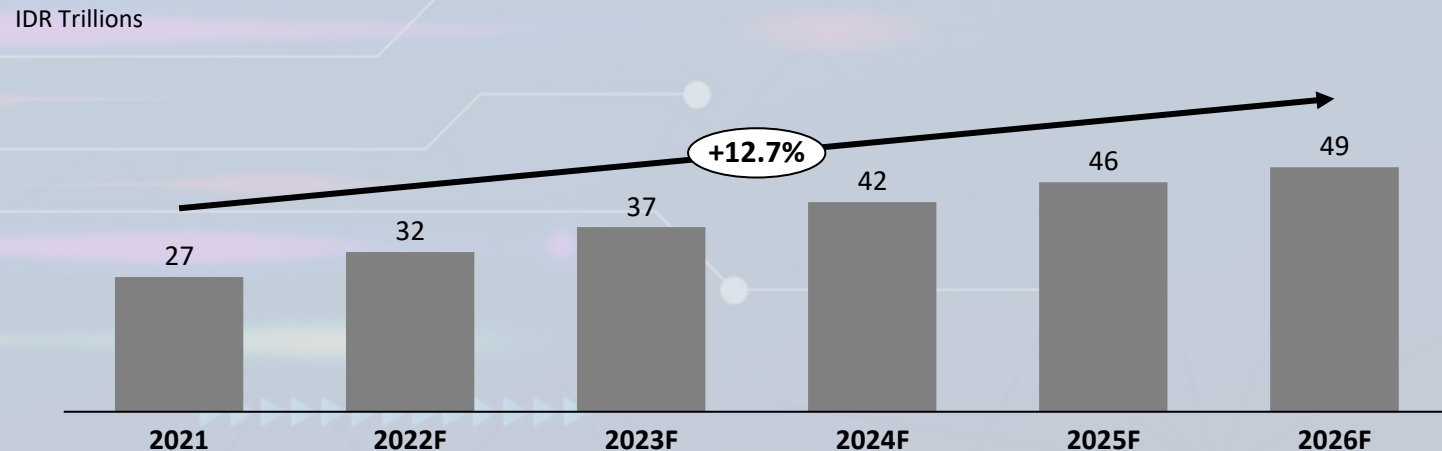
Demands for high connectivity expanded in both mobile and fixed segment.

MNO best positioned to capture both potentials as converged operator

Residential and enterprise increase adoption of high-speed connection...¹



... expanding Fixed Broadband market²

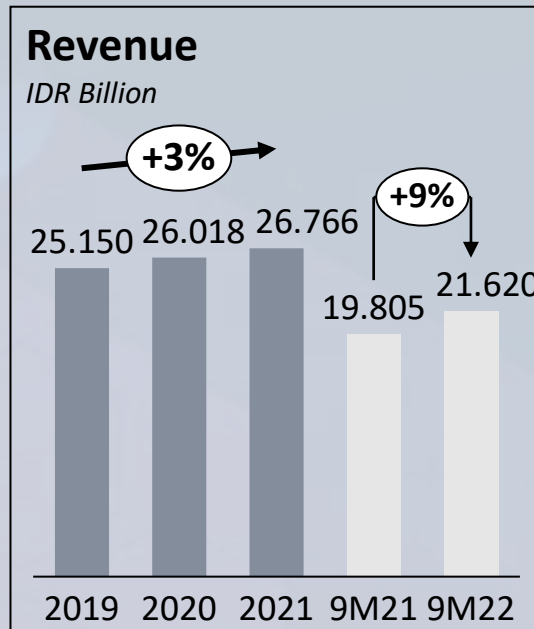


Source(s):

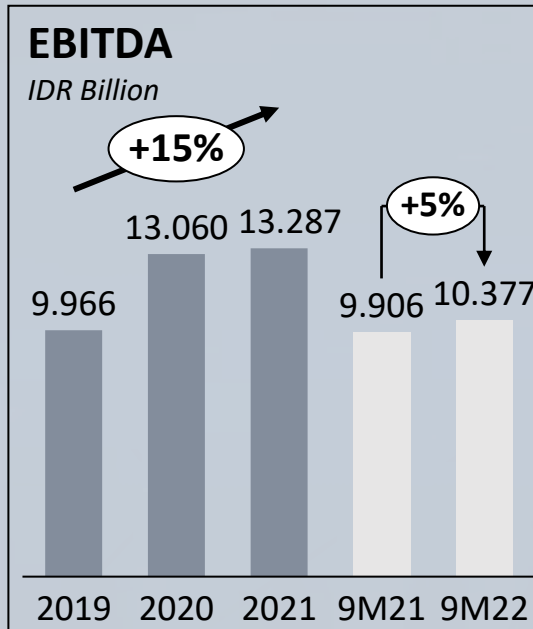
¹ Analysis Mason Independent Market Report 2022; Total HomeConnect for fixed broadband include DSL, FTTP/B, Cable, and FWA

² Analysis Mason Independent Market Report 2022; Total revenue for residential fixed broadband

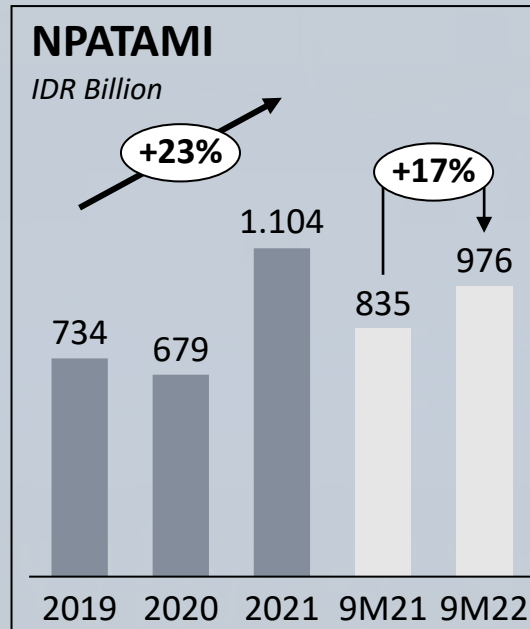
XL Axiata shown solid revenue growth and profitability has grown faster vs revenue...



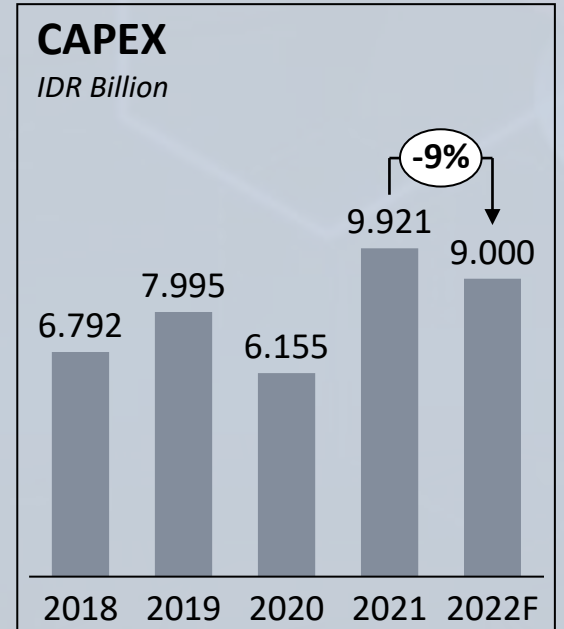
ARPU reached IDR40K, with subs continue to expand.



Operation excellence efforts continue to expand profitability

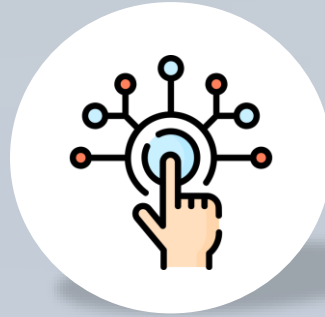


NPATAMI improvements are the basis for min 30% dividend policy



High intensity CAPEX are concluded, ready for monetization

XL Axiata will continue the growth trajectory by focusing on our three main strategic pillars...



Digitalization

>40%

Subscribers are using MyXL & Axisnet (+60% YoY)



CX

#1

Download speed and video streaming

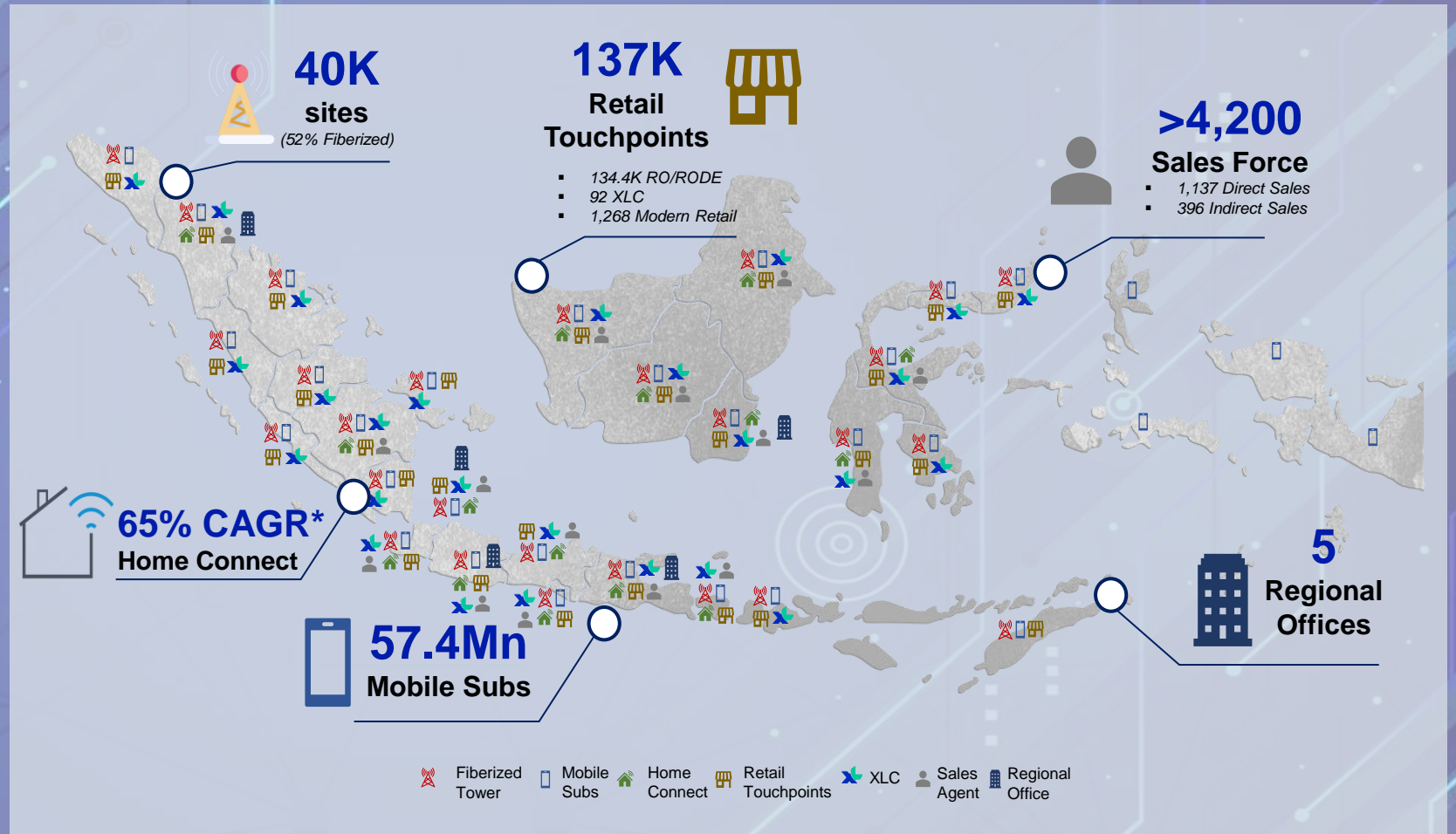


Convergence

32%

Convergence penetration

To scale-up our convergence play, we leveraged on our solid foundation of strong network & GTM presence



* For the year 2019 – 2021

**Further
strengthened by
close
collaboration
with LinkNet...**



Revenue Synergy

Cross – Selling to over 800k home connect subscribers of Linknet

Cost Synergy

Optimalization in backbone, submarine, and fiber development

Operation Synergy

To combine distribution channel and sales as well as Joint roll out plan.

We are closing in on our vision to be the leading convergence operator...



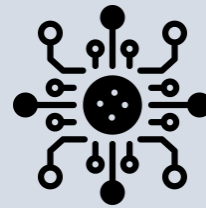
Convergence Proposition for Families and Businesses



Unified, Digital Distribution



Convergence-led Network



Converged IT Architecture



XL axiata



Personalized, modular propositions for families, beyond just connectivity



Simplified, Integrated solutions under XL Satu Biz



Omnichannel experience throughout all channels and segment



Radio, Transport, Core Transformation for seamless service across segment



Converged Digital Touchpoints, 360° customer view

Our Convergence Journey Today

IS THE KEY FOR THE FUTURE



Digital Service Differentiation
Established solid foundations to serve Families, with >25mio users in our digital touchpoint



Household Orientation
XL Satu as the first and only end-to-end Digital convergence solution, >32% penetration



NPS
Best in class digital experiences, Industry leading digital service NPS



Digital Service Differentiation
Partnership-driven enhancement of family Proposition to drive differentiation



Household Orientation
Accelerate scale-up Of our convergence play



NPS
Highest overall NPS in Telecommunication through convergence



Digital Service Differentiation
Ecosystem enabler for the families



Household Orientation
>25% of company revenue originating from convergence proposition



NPS
Lead benchmarking to digital companies



Thank you.