



# **PT XL Axiata Tbk**

## **3Q 2023 Results Presentation**

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“IDR” shall mean Indonesian Rupiah. Any discrepancies between individual amounts and totals are due to rounding.

# Key Highlights



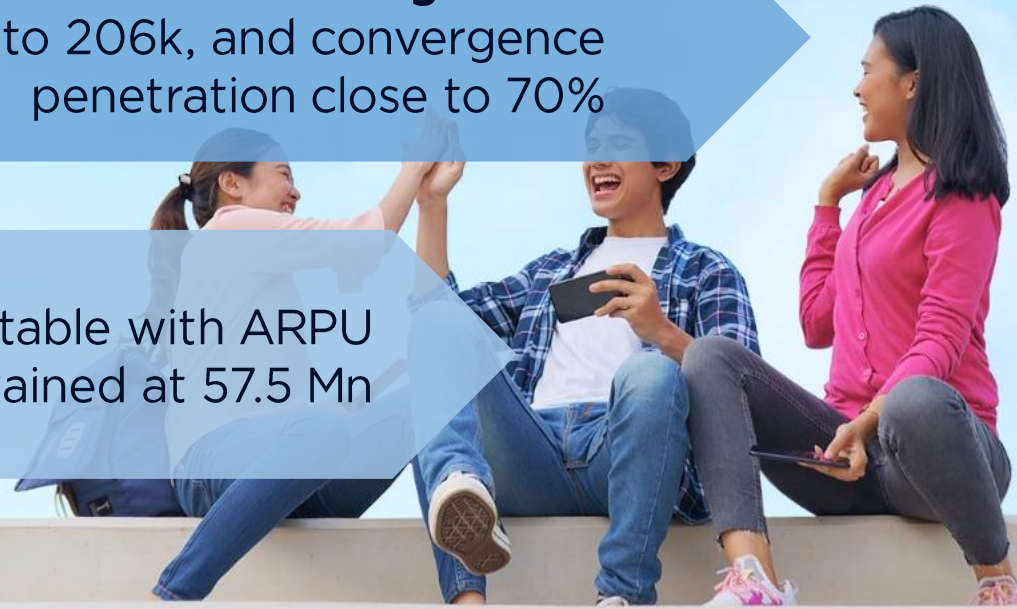
## **Consistent delivery of profitability -**

Revenue growth of +10% and EBITDA at +13% YoY, improved EBITDA margin to 49%

## **Seizing momentum of Fixed Mobile Convergence -**

XL Home subscribers almost doubled YoY to 206k, and convergence penetration close to 70%

**Operational Indicators** remained stable with ARPU maintained at 42k and quality subscribers retained at 57.5 Mn





# Strong Momentum in Convergence

Acceleration of FBB and FMC roll out in 3Q23 through strong acquisition efforts



## Achievement

**206k**  
Home Connect

+52k since 2Q23

XL Satu Fiber  
available in  
**75 cities**

+12 cities  
since 2Q23

**69%**  
Convergence  
Penetration

or around  
**143k**  
XL Satu  
Subscribers

## Strategy

Data-driven area  
targeting

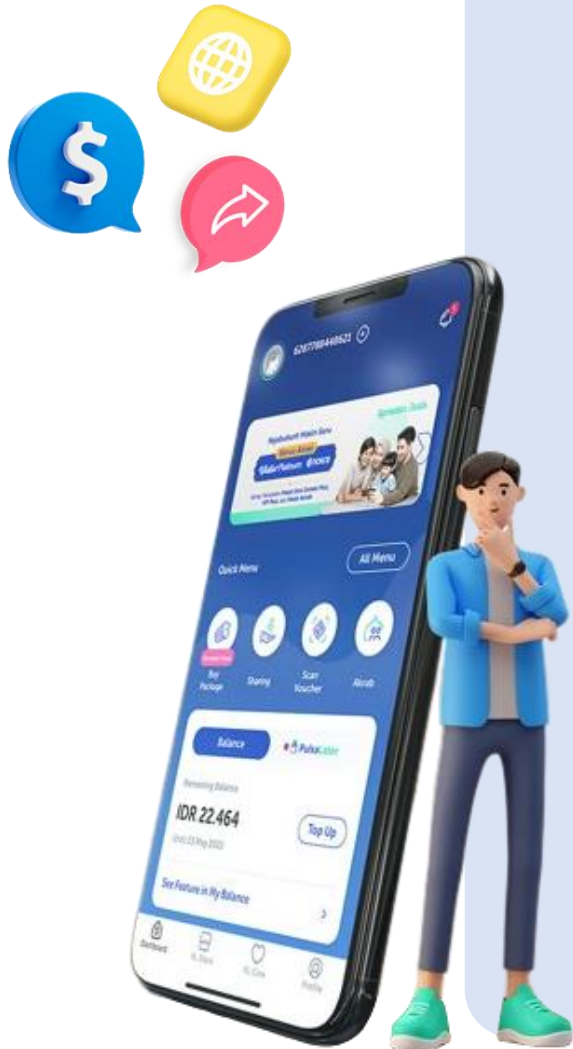
Differentiated pricing  
strategy

Digitization of tools for  
customer acquisition



# Sustaining Positive Trend in Mobile ARPU

Consistent in ARPU improvement supported by price reparation and data analytics

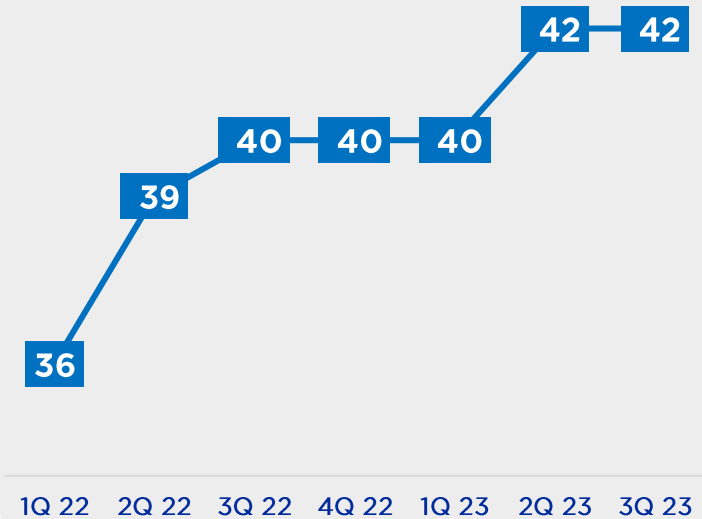


ARPU maintained at 42k in 3Q23 backed by price reparation amid market dynamics and peak achievement of previous quarter

Uplift in ARPU to beyond 40k resulted from refined pricing strategy and personalized offerings driven by rigorous data analytics

Stronger ARPU also due to retention of quality subscribers, a strong base for further price reparation

ARPU Trend (IDR 000)



# Leading in Digital Excellence

Increasing competitiveness moving forward through continued digital transformations



## Most Holistic Proposition for Digital Services and Connectivity

- Integration of lifecycle management across all digital channels with omnichannel experience
- Seamless online acquisitions leveraging personalization



## Transformation of Digital Distribution Ecosystem

- Digitizing operations of distribution value chain in traditional channels through digital app for outlets
- Drive further integration with modern channel partners, using them as relevant source of acquisition



## Reinforced Digital Customer Experience as Key USP for Convergence

- Integrated 360 digital experience for the family
- myXL as singular, best-in-class digital experience across all platforms with reliable customer care



## Most Advanced Digital Analytics

- Building data foundation and AI for 360 convergent data analytics to define suitable go-to-market strategy for each customer in a unified ecosystem
- Developing analytics of household of one to drive differentiation and relevance



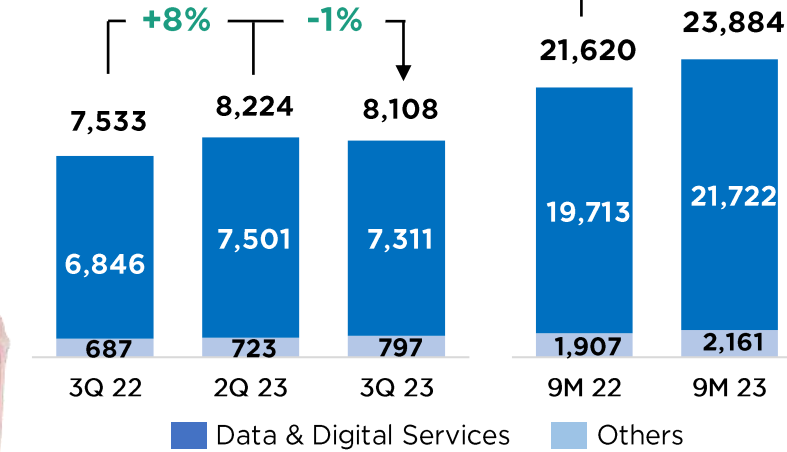
# Financial and Operational Performance

# Solid Trend in Profitability

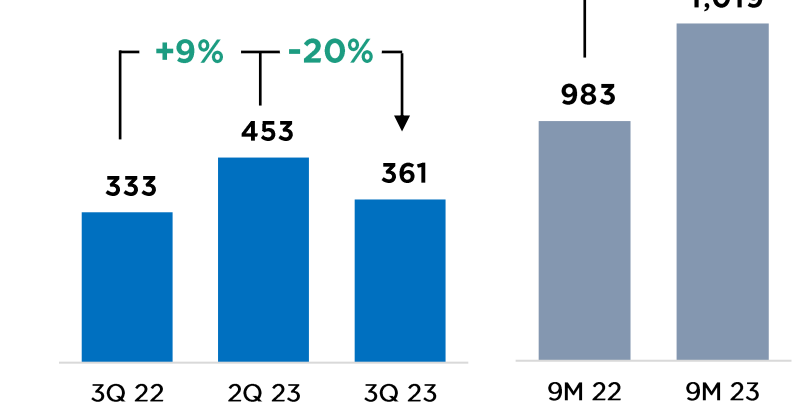
Delivering healthy bottom line and increased EBITDA margin



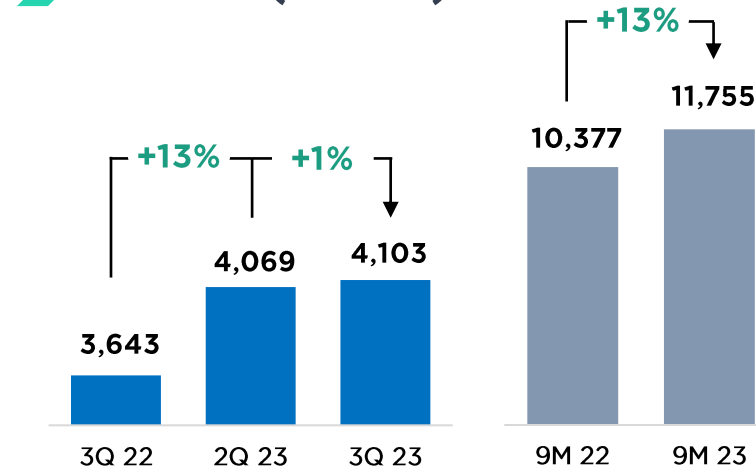
## ➤ Revenue (IDR Bn)



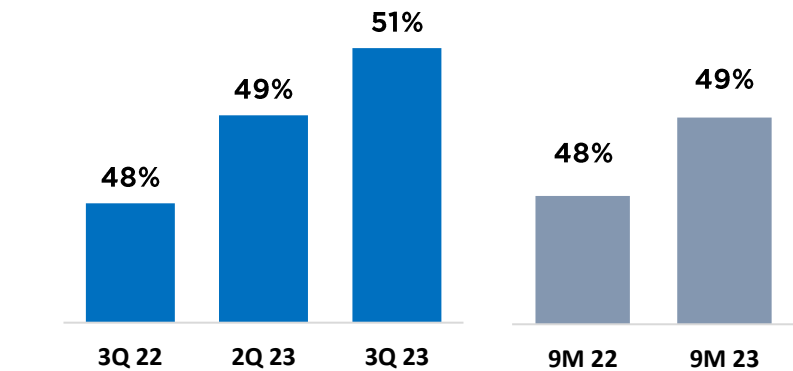
## ➤ NPAT (IDR Bn)



## ➤ EBITDA (IDR Bn)



## ➤ EBITDA Margin

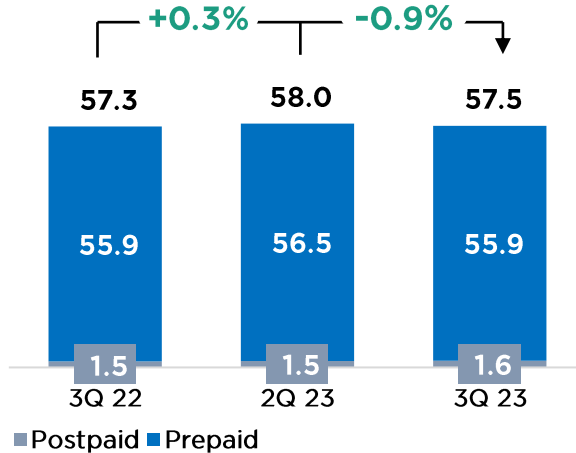




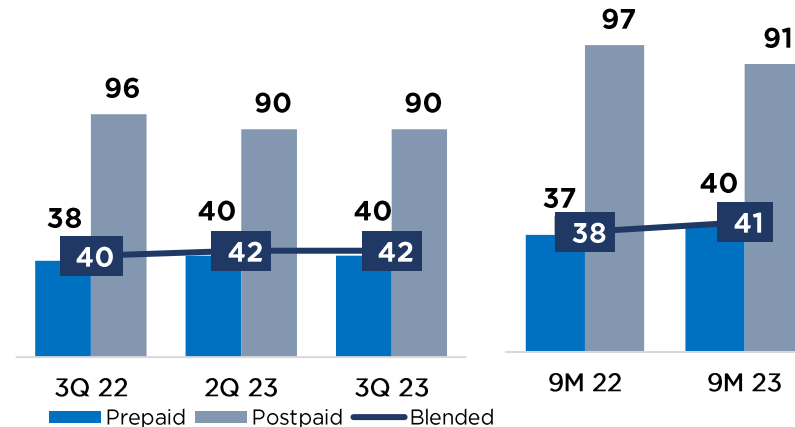
# Manageable Operational Metrics

Retaining quality mobile subscribers while achieving significant pick up in convergence

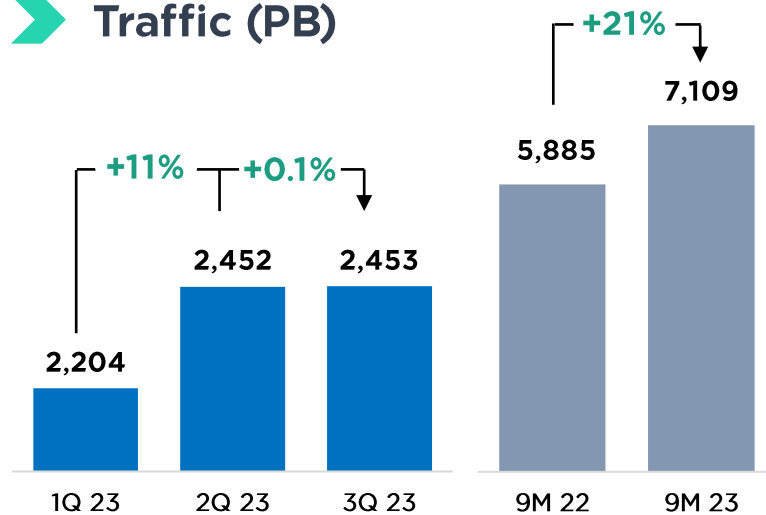
## ➤ Subscribers (Mn)



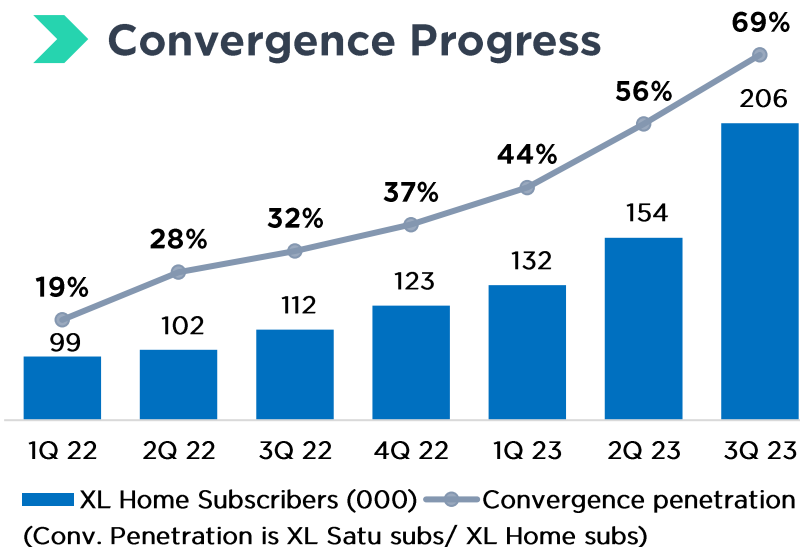
## ➤ ARPU (IDR 000)



## ➤ Traffic (PB)



## ➤ Convergence Progress

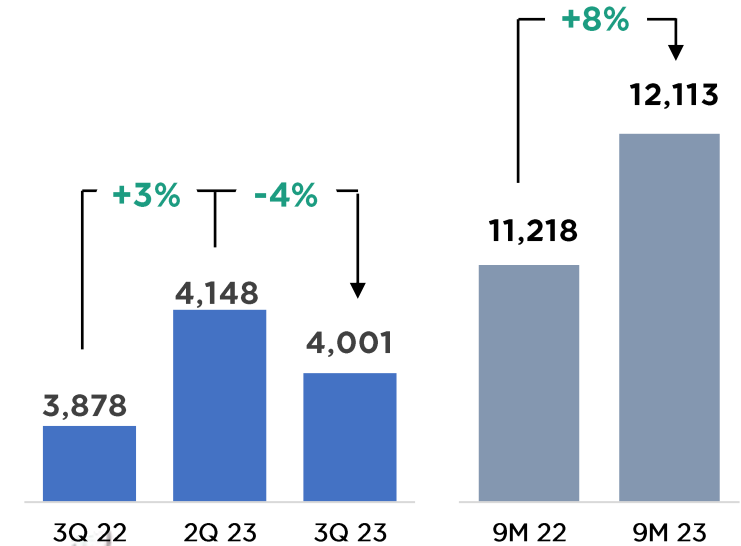


# Stable Operating Costs

Sustaining OPEX growth behind revenue growth YoY

## ➤ OPEX (IDR Bn)

	3Q 22	2Q 23	3Q 23	9M 22	9M 23
Interconnection and Other Direct Expenses	742	748	645	1,646	1,914
Labor Costs	325	368	360	893	1,059
Sales and Marketing	592	613	626	1,975	1,805
Infrastructure	993	1,138	1,174	3,073	3,648
Regulatory Costs	1,147	1,143	1,146	3,374	3,417
Supplies and Overhead	78	138	50	257	270
<b>Total</b>	<b>3,878</b>	<b>4,148</b>	<b>4,001</b>	<b>11,218</b>	<b>12,113</b>

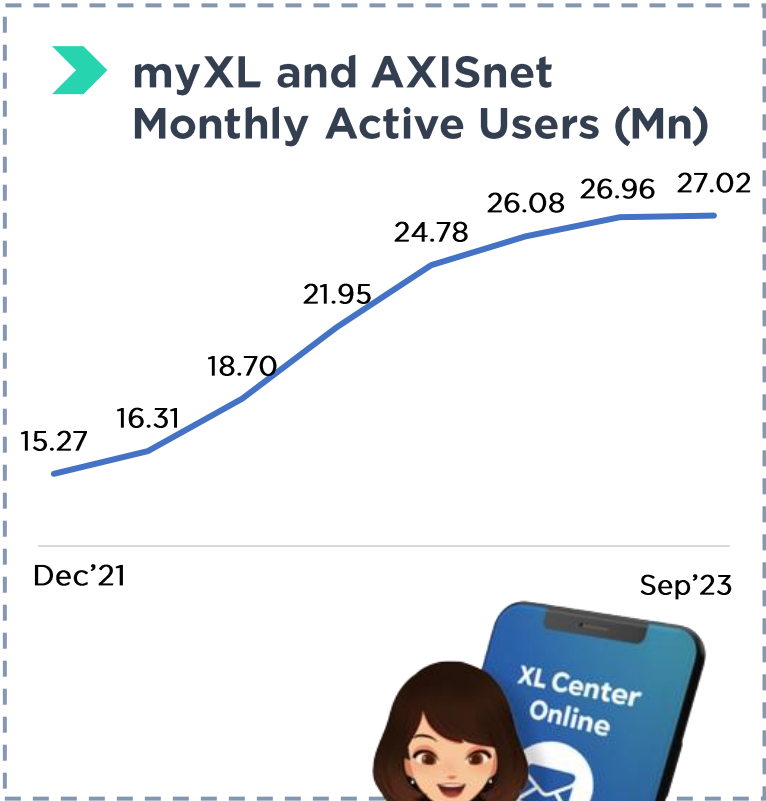
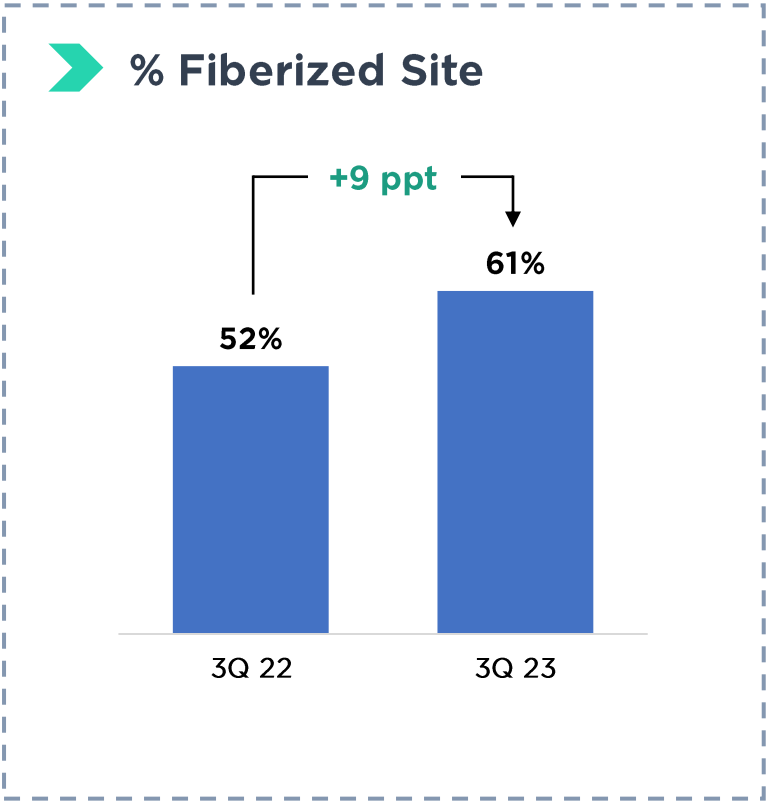
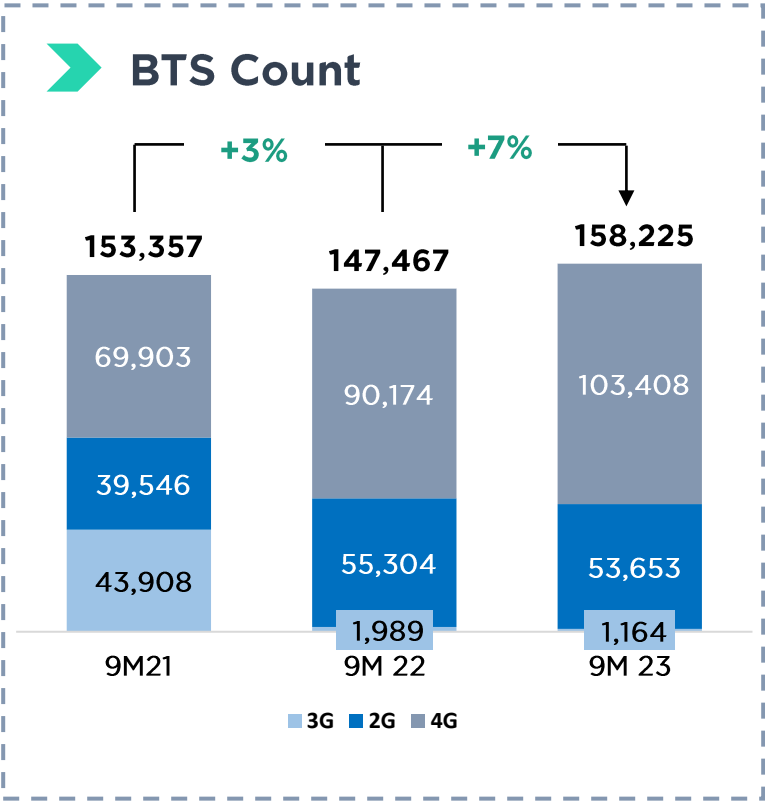


- Sales and marketing costs continues declining trend YoY, in line with digitalization strategy
- Expansion of infrastructure costs in line with growth of sites



# Optimized Network

Continuing to prioritize customer experience through enhanced network and digitization





# Guidance



# FY 2023 Consolidated Guidance



**Revenue Growth**  
High Single Digit

**EBITDA Margin**  
around 49%

**Capex**  
around IDR 8 Tn



# Thank You

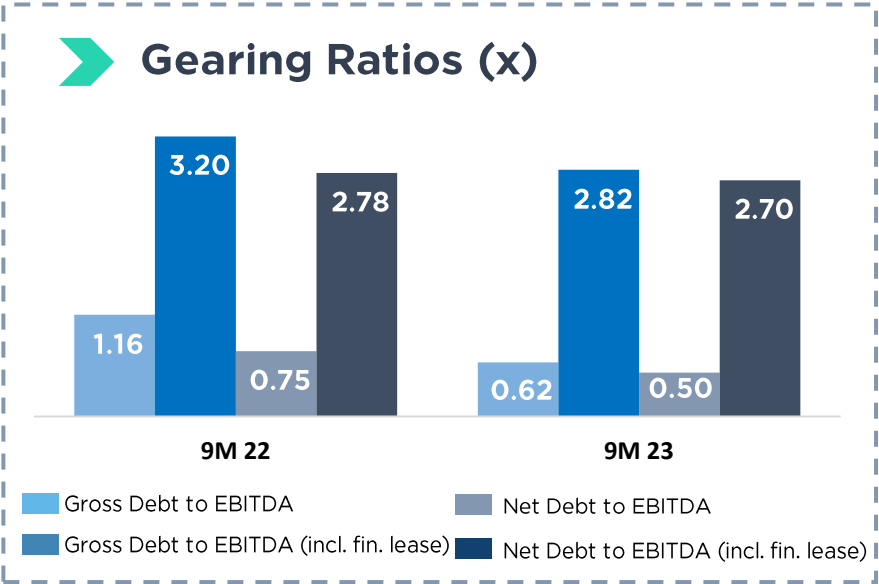
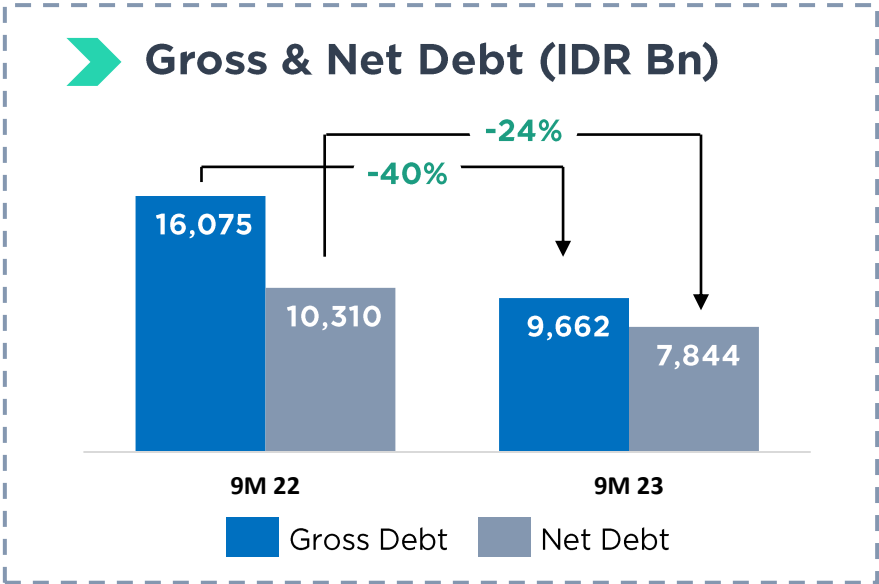
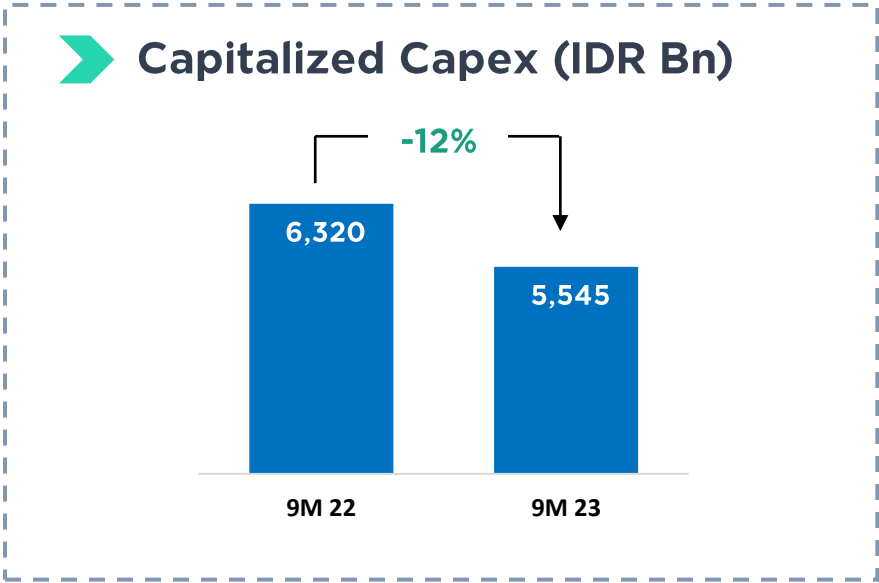
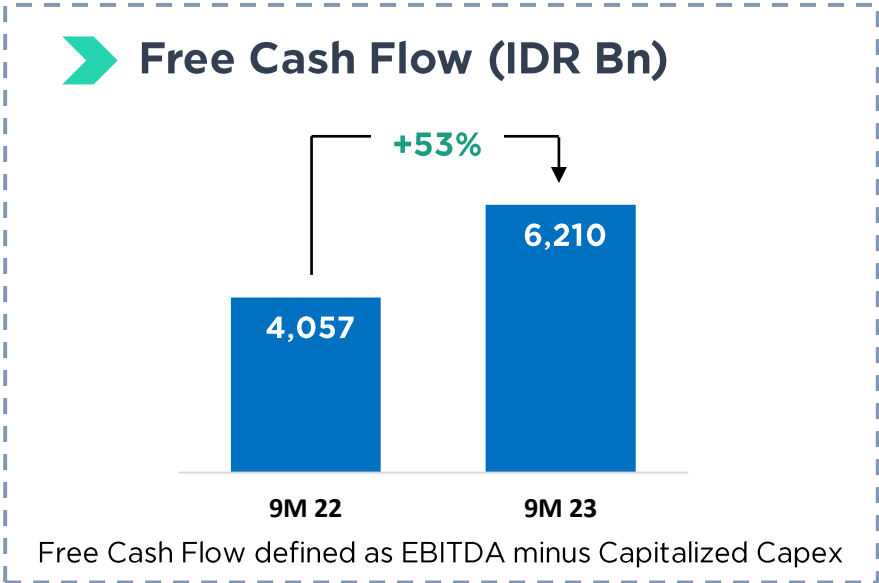




# Appendix



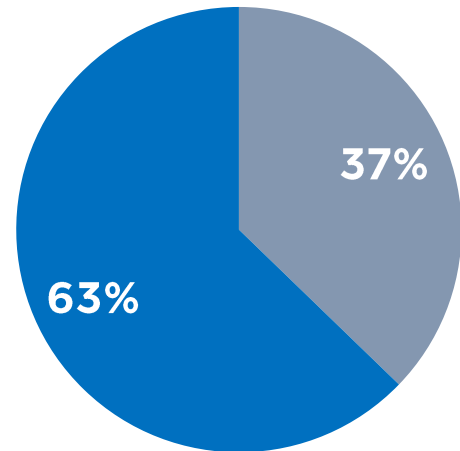
# Consistent Strengthening of Cash Flow and Balance Sheet



# Secure Borrowings Profile

Refining borrowings profile to manage interest rate and liquidity risks

## ➤ Interest Rate Profile



■ IDR Fixed   ■ IDR Floating

## ➤ Maturities (IDR Bn)

