



# Axiata RMB 1.0 billion Sukuk

James Maclaurin, Group CFO

# Axiata Group in Summary



# axiata

Axiata Group Berhad (242188-H)

Subsidiaries and associates:



8

Countries

25,000

employees

>213

million customers

42% TSR\* over the past 1 year

RM16.5bn (USD5.5bn)  
Revenue in 2011

Over RM54.2bn\* (USD 17.8bn)  
market cap

RM 2.7bn (USD 0.9bn) Annual PAT

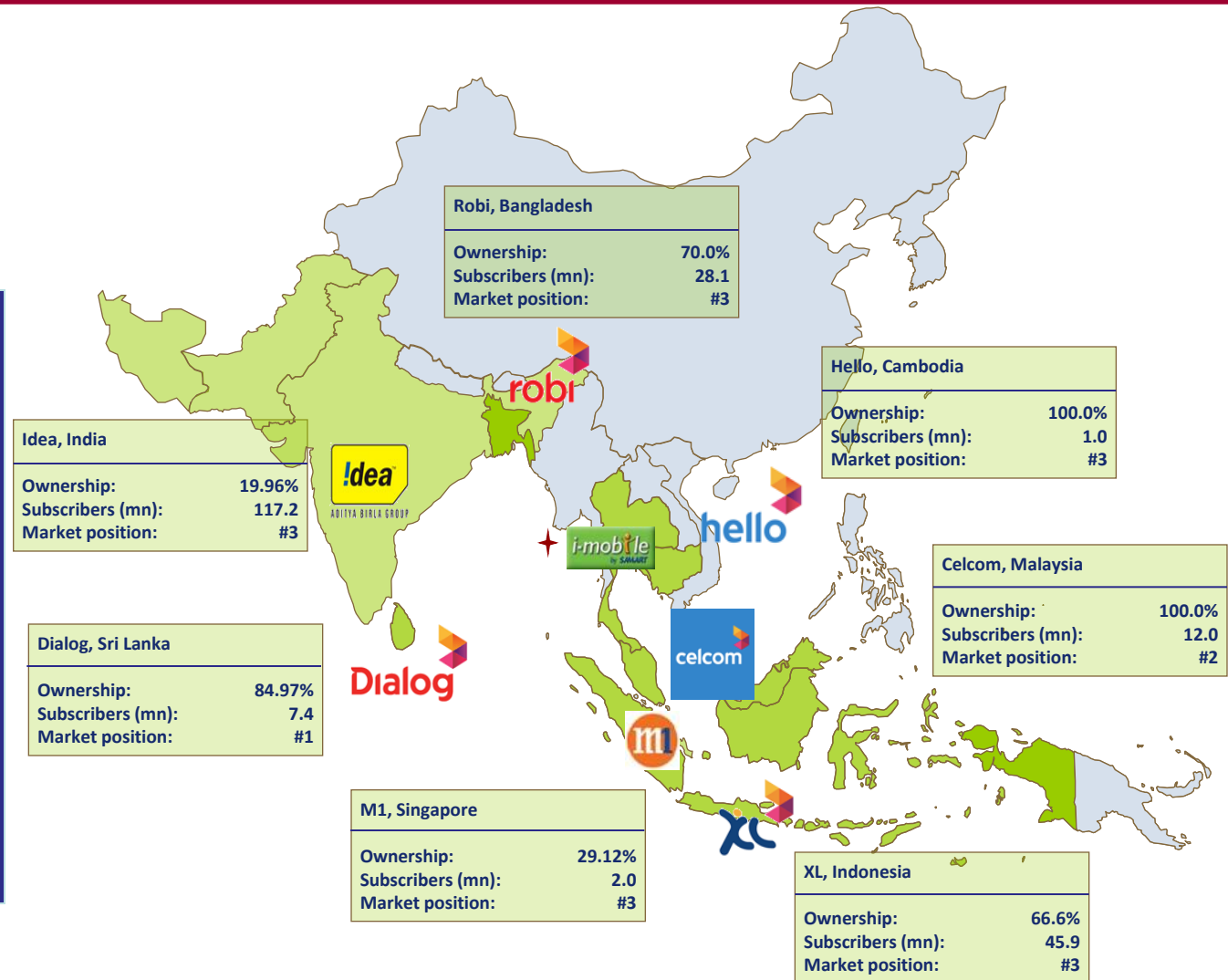
\* At an all time high share price of 6.38 as of 27<sup>th</sup> September 2012  
TSR = Total Shareholder Return

# WE ARE ONE OF THE LARGEST TELCOS IN ASIA

The Emerging Regional Telco with

**axiata**

- Unique and Attractive Portfolio of Developed and Emerging Assets Across Asia with 5 majority owned assets
- > 213 million Mobile Subscribers



Exposure to multitude of macro environments has led to Axiata exploring innovative financing structures that would balance both cost optimization and risk

† Indicates non-mobile assets

Note: Data as at end Dec 2011. Market position w.r.t. subscriber base (subscribers at the end of 2010)

October  
2011

- Initiated a Balance Sheet Optimization drive across the group
- Objective was to reduce cost of financing while minimizing risks

Feb 2012

- Decision made to proceed with a Multi Currency Sukuk Programme to fulfill Axiata's financing requirements across different investments

July 2012

- Established a USD 1.5bn equivalent Multi Currency Sukuk Programme

Sep 2012

- Inaugural issuance of a 2 year RMB1bn Sukuk under the programme

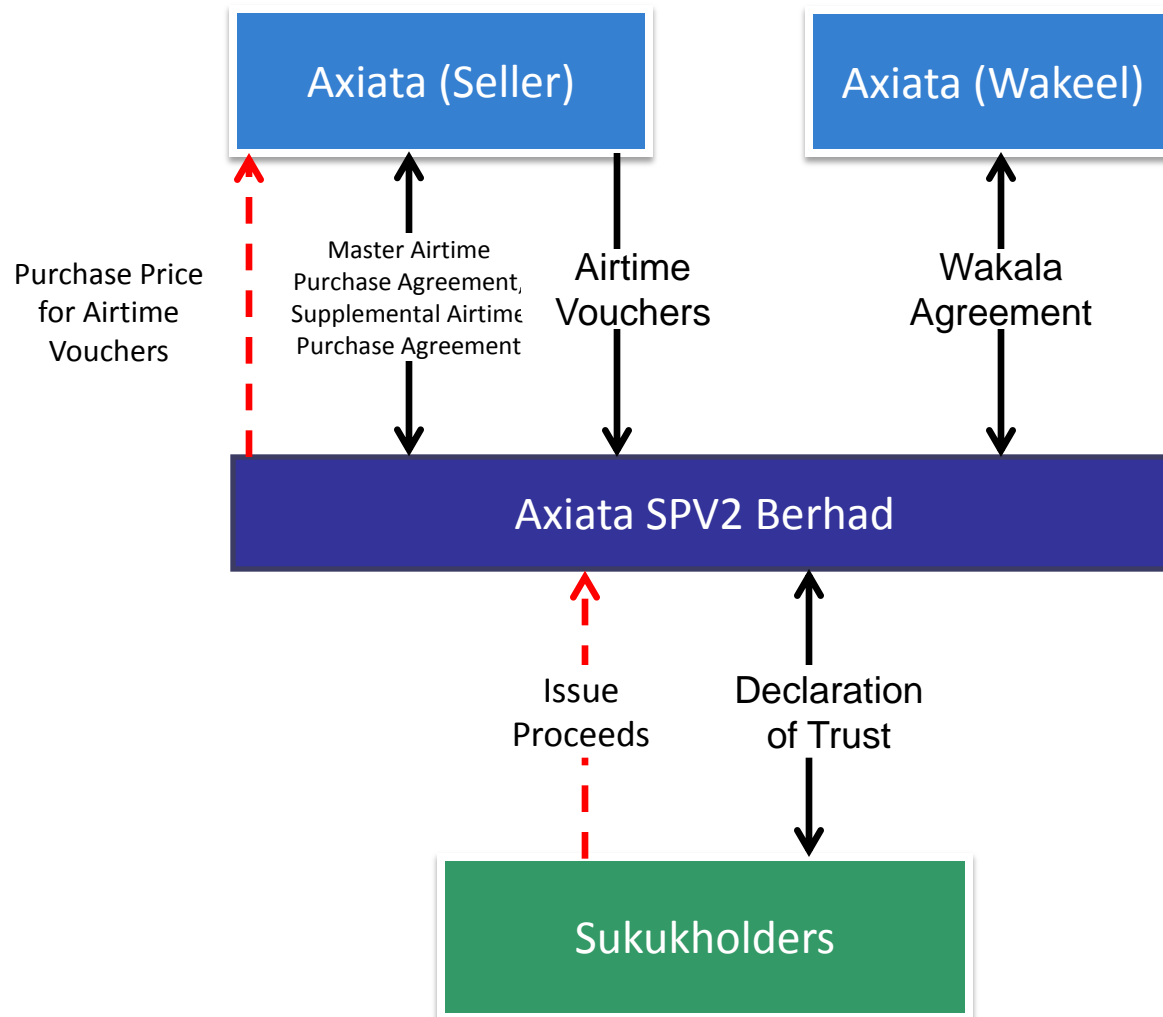


# Salient Terms of the Sukuk

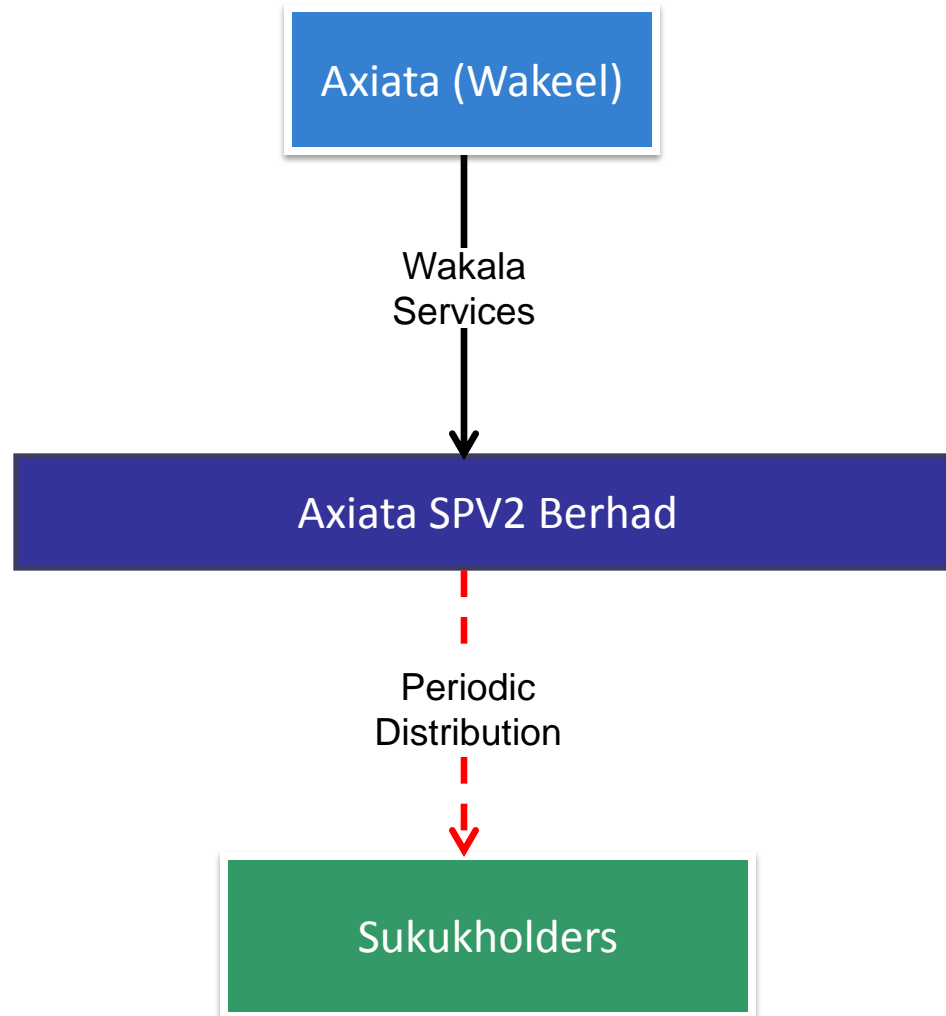
Terms	
Issuer	• Axiata SPV2 Berhad
Obligor	• Axiata Group Berhad
Currency / Format	• CNH / Reg S
Islamic Structure	• Sukuk Wakala
Sukuk Assets	• 100% Airtime Vouchers
Issue Rating	• BBB- by S&P , Baa2 by Moody's
Issue Size	• CNH 1 billion
Coupon	• 3.75% p.a.
Coupon Frequency	• Semi annual
Listing	• SGX and Bursa Malaysia
Joint Lead Managers	• CIMB Bank (L) Limited, Hongkong and Shanghai Banking Corporation Limited, and Merrill Lynch (Singapore) Pte. Ltd.



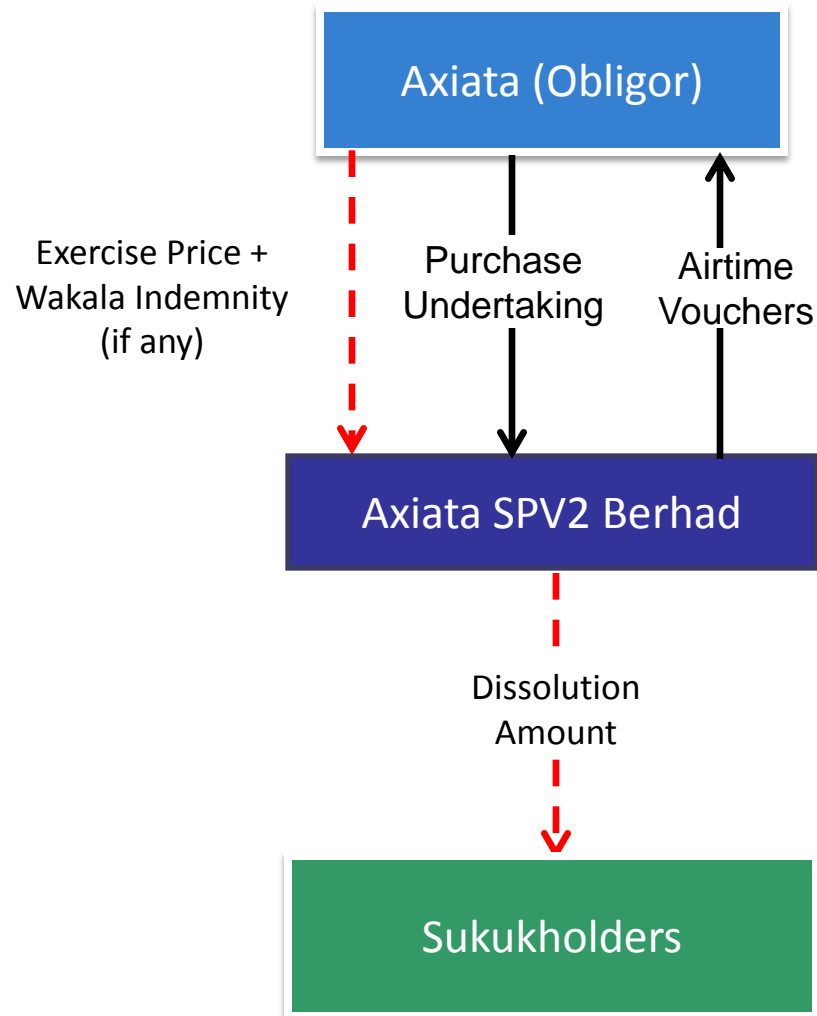
## Initial Stage



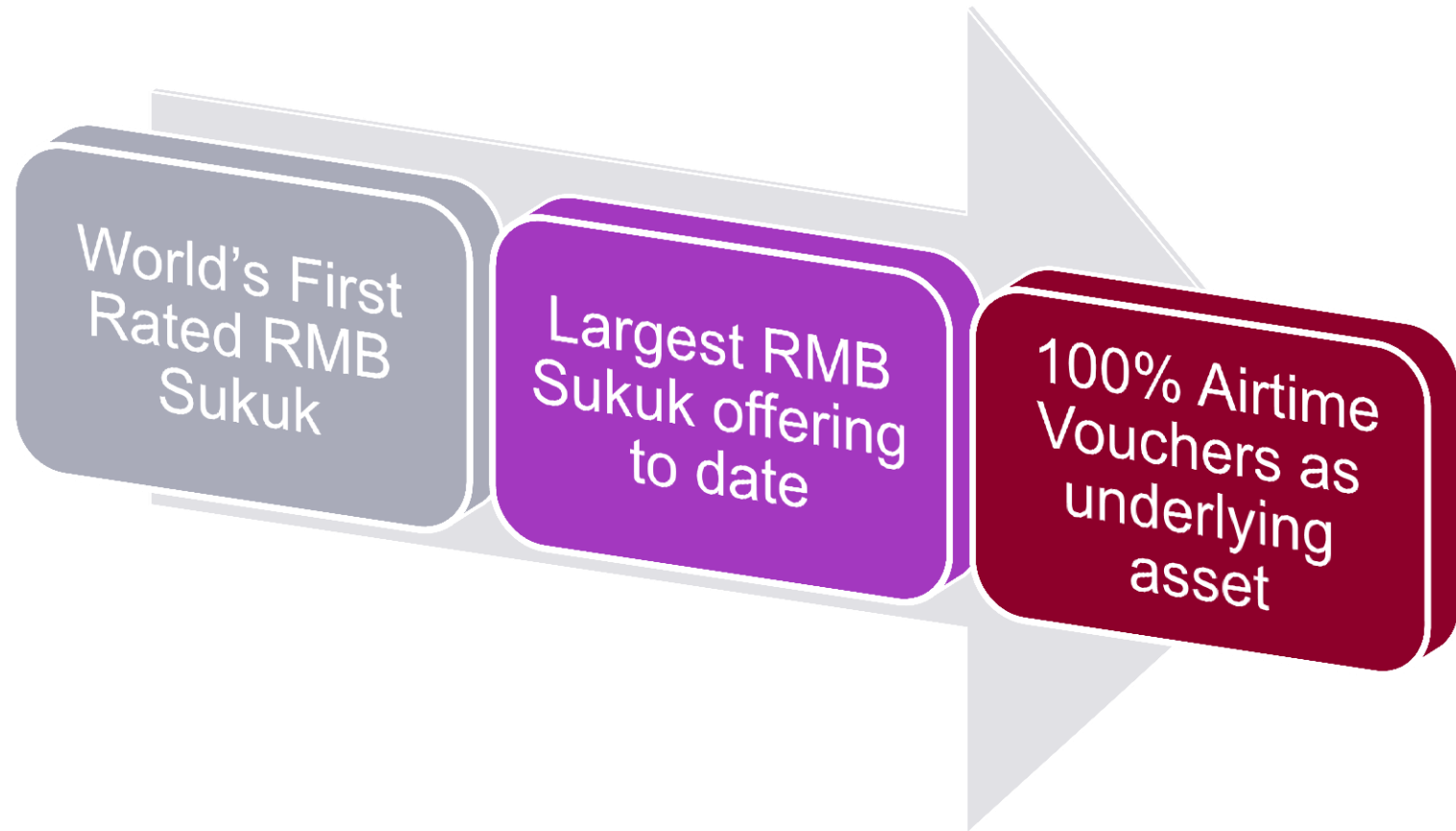
## Ongoing Stage

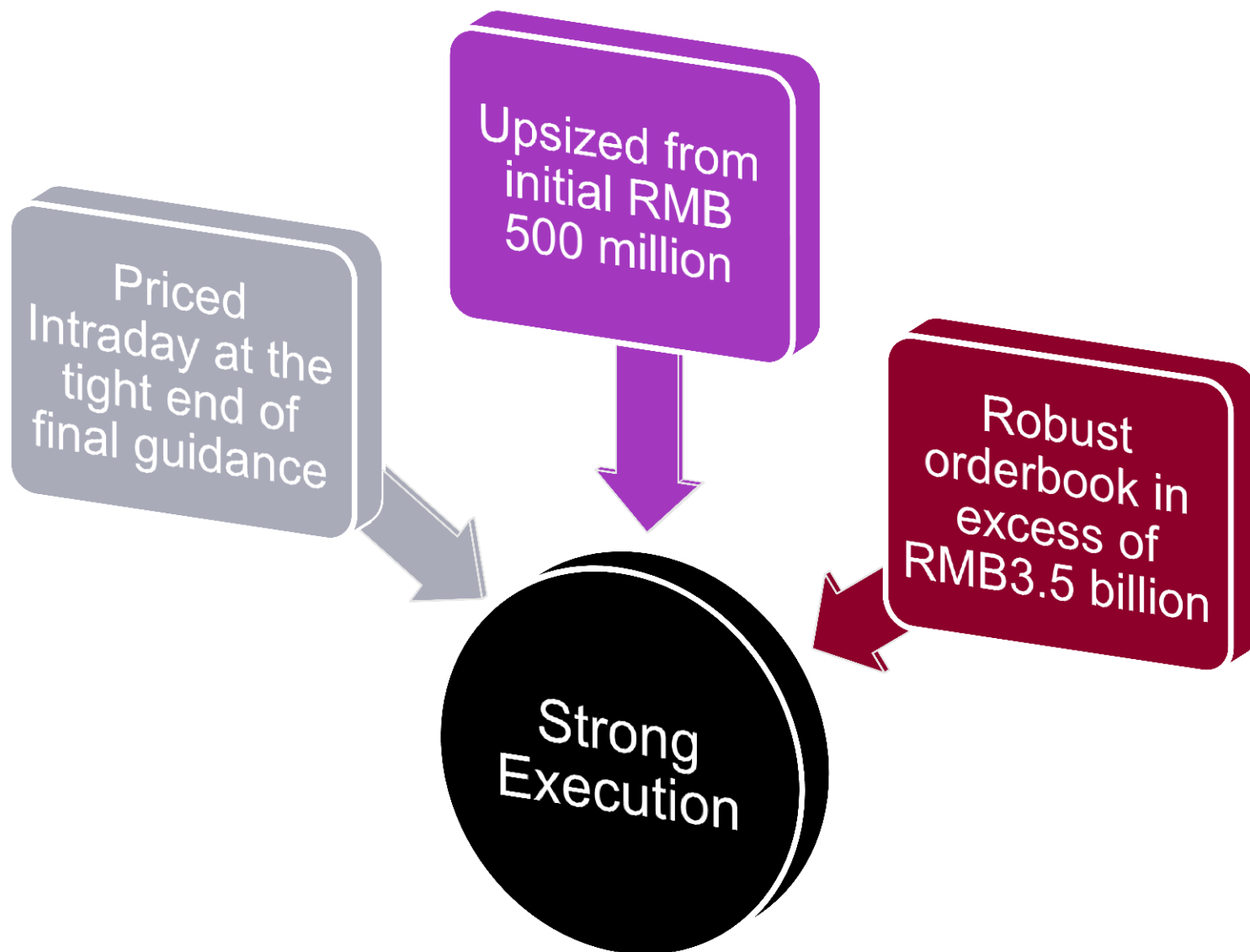


## Maturity Stage

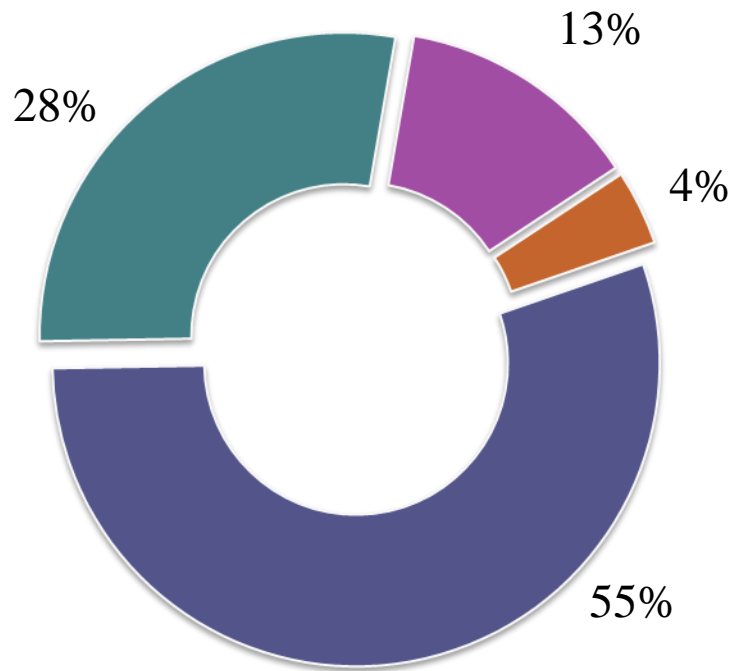






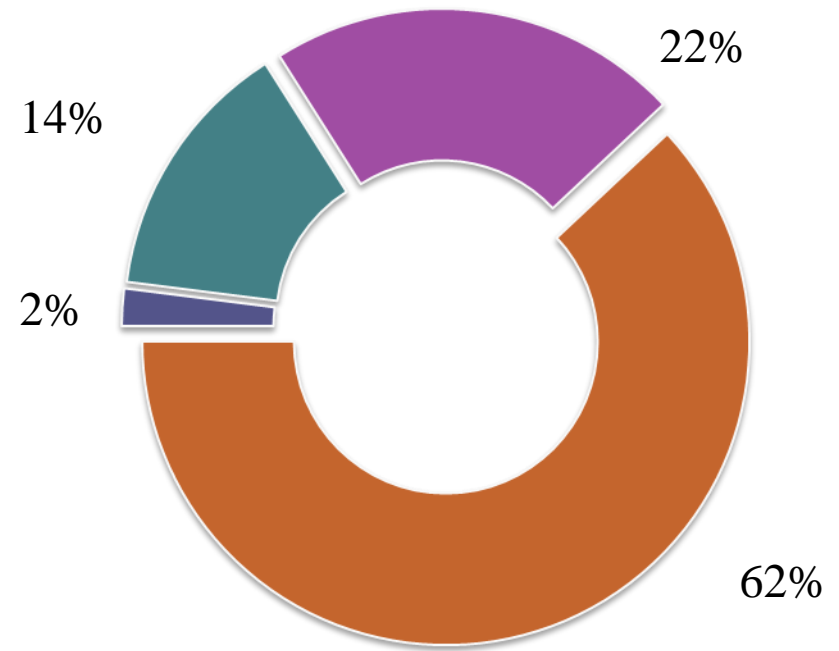


## By Geography



■ Hong Kong ■ Singapore  
■ Malaysia ■ Europe

## By Investor's Type



■ Corporates ■ Private Banks  
■ Banks ■ Funds





## Groundbreaking Transaction

Paves the way for more Islamic Sukuk in the RMB Market

## Innovative Format

Encourage more participation in the market with innovation in the type of assets used

## Pricing Benchmark

A rare corporate Dim Sum Bond for the year



Bank Negara Malaysia  
Emas Status

Axiata Group 1.0bil  
Renminbi Sukuk

Global Islamic Finance  
Forum, 19<sup>th</sup> September  
2012



Thank You