



Yesterday, Today & Tomorrow

DiGi @ Invest Malaysia

our story so far



Born and bred in Malaysia

The Internet doesn't just come in one size

Get Internet on your mobile phone or PC. Experience the difference with Malaysia's newest Turbo 3G™ network (14.4 Mbps HSPA). Now available to DiGi prepaid, postpaid and broadband customers in Klang Valley, Penang and Kota Kinabalu.

Internet done right
DiGi Internet// Broadband : 3G : WiFi

DiGi

- providing mobile services in Malaysia since 1995; prepaid pioneer
- RM4.9bn revenue in 2009; revenue market share ~25%
- ~ 2800 employees
- 49% owned by Telenor Group
- current market capitalisation RM17.5bn



Telenor Group

Majority positions

Market position

 Norway Telenor Mobil	1
 Sweden Telenor Sweden	3
 Denmark Sonofon	2

 Bangladesh Grameenphone	1
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 Thailand DTAC	2
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 Pakistan Telenor Pakistan	2
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 Malaysia DiGi	3
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 Hungary Pannon	2
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 Montenegro Promonte	1
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 Serbia Telenor Serbia	2
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 Ukraine Kyivstar 	1
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Nordic

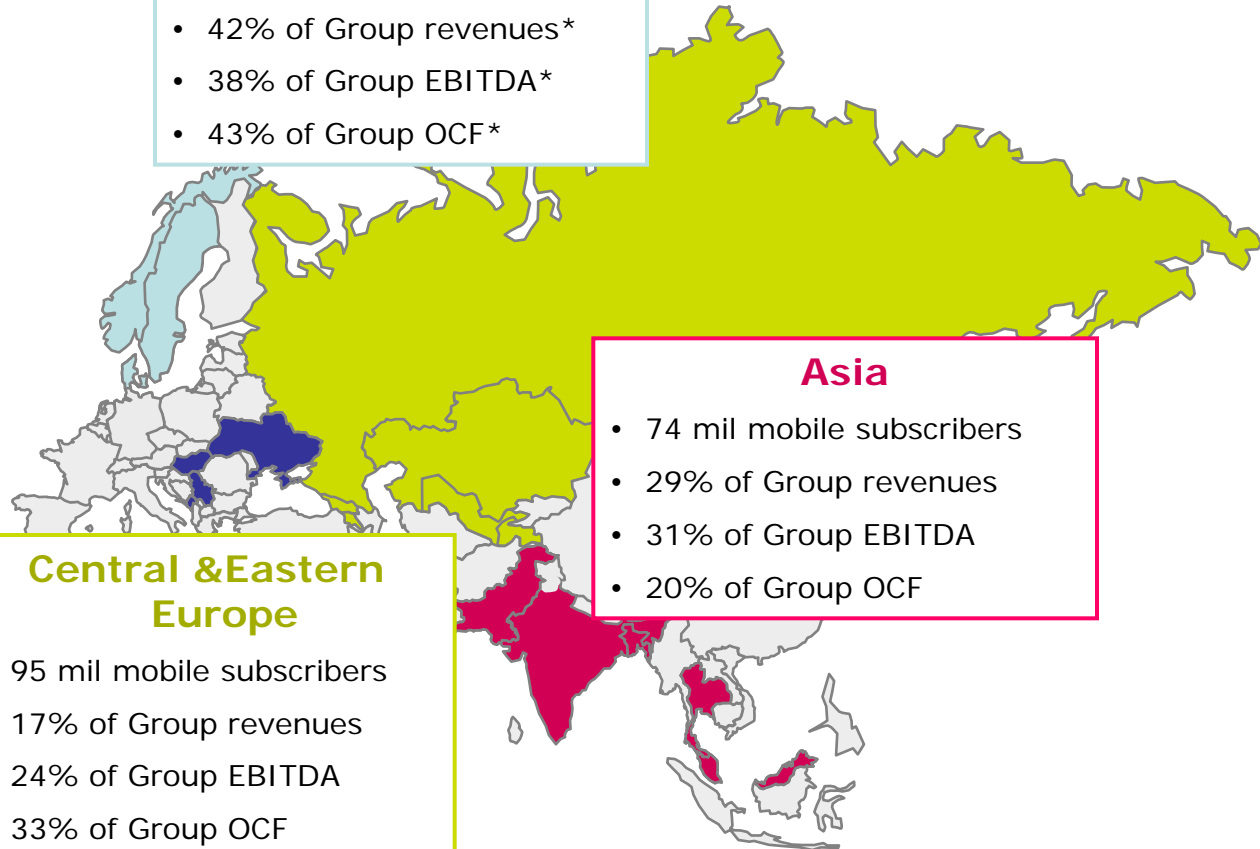
- 7 mil mobile subscribers
- 42% of Group revenues*
- 38% of Group EBITDA*
- 43% of Group OCF*

Market position

2

Minority positions

Russia
VimpelCom



* Nordic consists of the mobile and fixed operations. Subscriber figures as at the end of Q3 2009.

* Revenues, EBITDA and Operating Cash Flow (OCF) before other items pr Q3 2009 (excl. eliminations, incl. Kyivstar). OCF defined as EBITDA less capex

A remarkable transformation since 2004

Celcom ■ – resourceful incumbent who wants to regain no. 1 position

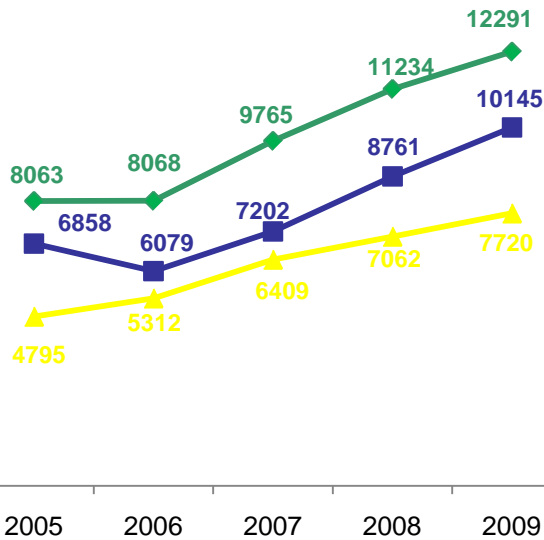
- revenue RM 4.3bn
- EBITDA 46%
- revenue market share ~32%

DiGi ■ - weak #3, should be gone; but still breathing market cap US\$1b

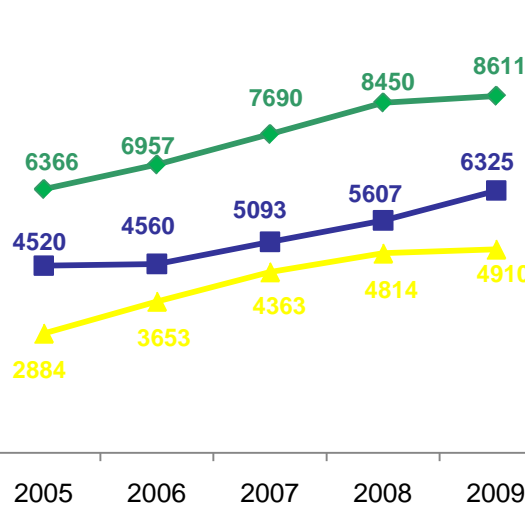
- revenue RM 2.2bn
- EBITDA 44%
- revenue market share ~16%

Maxis ■ - shining superstar, defense by attacking all segments

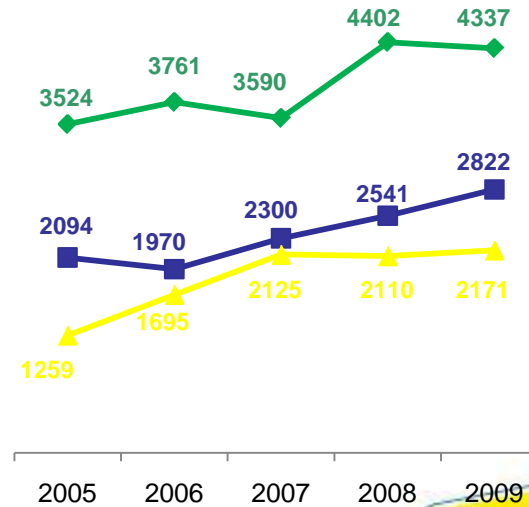
- revenue RM 5.7bn
- EBITDA 57%
- revenue market share 52%



Subscribers (mil)



Revenue (RMmil)



EBITDA (RMmil)



2009 – a year of transition

- economy stabilizing; customer confidence improving towards latter part of the year
- industry growth and the year when mobile internet took off and DiGi finally entered the arena
- targeted cost savings achieved; EBITDA margin impacted by higher traffic costs, bad debts & mobile internet expansion costs
- capital discipline led to above guidance Operating Cash Flow of RM1.4bil

Not too late!
RM1799
ONLY

With pre-installed Windows 7

Absolute
nonsense!
just get it FREE from DiGi!

It's true. Here's all you have to do:

1. Sign up for a broadband plan.
2. Join the "DiGi Telecommunications" fan page on www.facebook.com/myDiGi
3. Upload a creative picture of yourself using broadband by DiGi internet.

And voila!
You could be one of the
daily netbook winners!

INTERNET DONE RIGHT!

FREE NETBOOK

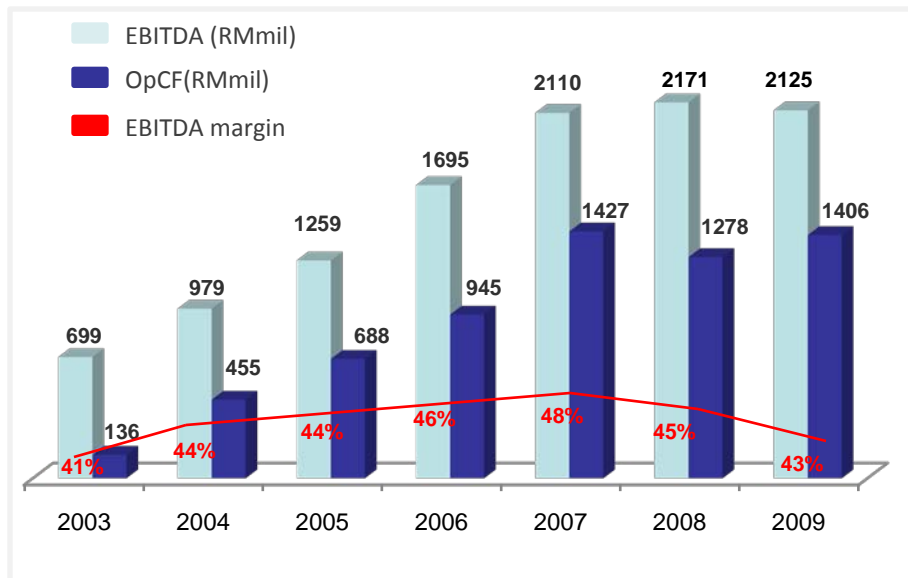
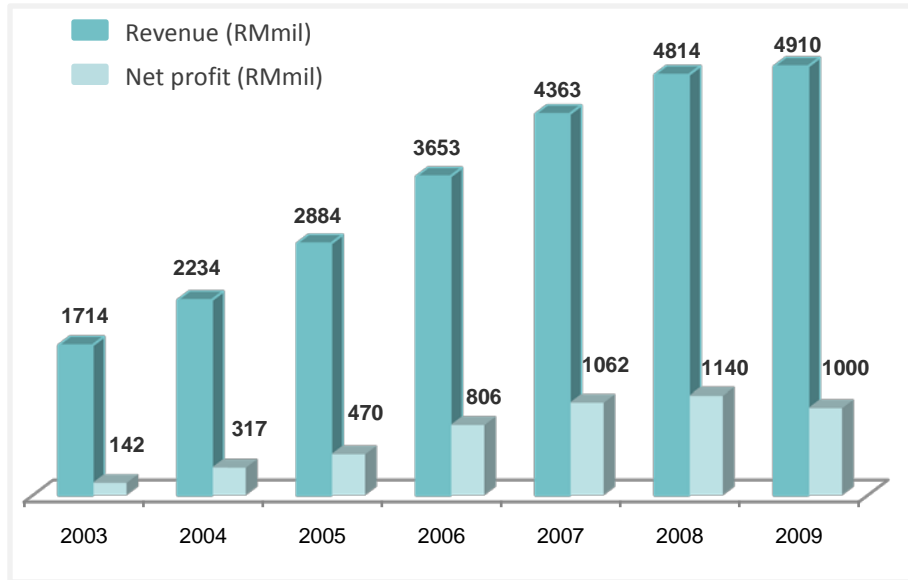
DiGi Internet
Broadband/3G/WiFi

Always the smarter choice

Contact valid only for those who sign up from 1 Nov to 8 Dec 2009. Terms and conditions apply.

Figures: 016 296 3333 / 1 800 98 3333 or digi.com.my/Internet

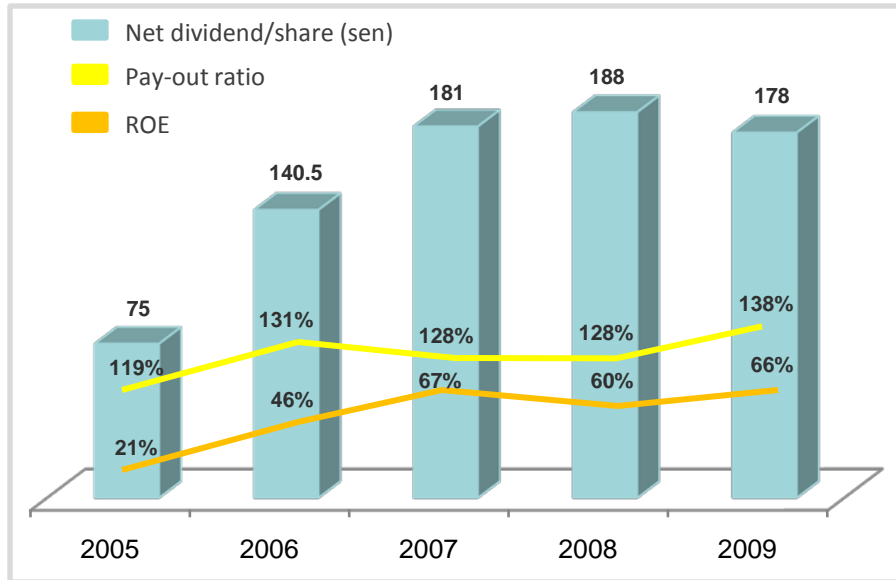
Strong financial performance



- CAGR revenue growth in excess of 16% from 2003-2009
- net profit grew more than 7-fold in the same period
- EBITDA above RM2bn mark since 2007; stable margin at mid-40's
- generating strong operating cash-flow in excess of RM1bn since 2007

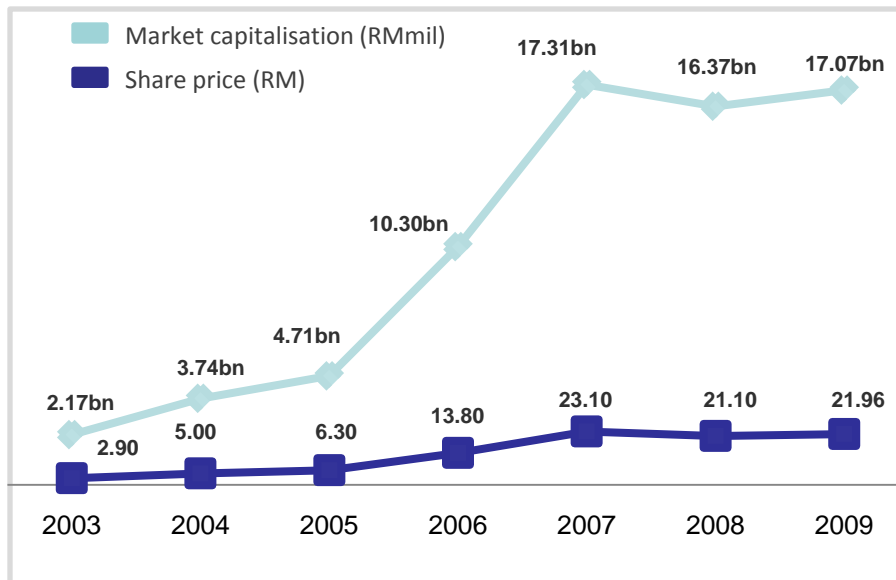


Committed to shareholder value creation



- grew market capitalisation by RM12.4bn since 2005

- RM5.8bn cash returned to shareholders



- committed to minimum 80% dividend payout from 2010; to be paid quarterly

- continue to work on optimal capital structure for the long term



what's next



DiGi today

- closed coverage gap; first to launch Turbo 3G (HSPA 14.4Mbps) network
- more complete services portfolio for key target segments
- iPhone & other smart devices offered in the market
- fit for fight to compete for growth & market share

RM48
Only ~~RM55~~ /month
for unlimited fun.

Get instant unlimited Internet on your DiGi Postpaid

- No extra charges. Guaranteed
- Likely Average Speed: 700kbps (download) / 200kbps (upload)
- Seamless high speed Internet nationwide
- Easy sign-up. **DiGi INTERNET to 3000**

Just start surfing to experience the difference with Malaysia's newest Turbo 3G™ network (14.4 Mbps HSPA) in Klang Valley, Penang and Kuala Lumpur, and via EDGE nationwide.

Device Vendor
NOKIA

Internet done right
DiGi Internet// Broadband : 3G : WiFi

RM48/month promo is valid until 31 December 2008. Terms and conditions apply. Enquiries: 014 221 1800 or digi.com.my/Internet

DiGi
Always the smarter choice.

What drives us?

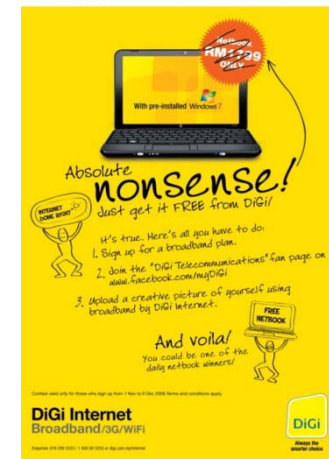


Every day we go the extra mile,
in small and big ways,
to exceed
our customers' expectations,
by delivering mobile and internet
services that are;
**“Made for me”, “Make it easier”,
and offer the “Best deal”**



Entering a new phase

- still growth in voice but pace slowing; still organic market growth
- growing demand for mobile internet (big and small screen) driven by internet services/applications and smarter & more affordable devices
- continued price pressure; operational efficiency important



Mid-term strategic focus

Broadband that stops suddenly. Don't you just hate that?

For YouTube videos that don't stop half way.
For Facebook and Twitter without getting cut off.
That's why DiGi Internet™ ensures Likely Average Speed of 700kbps on our Turbo 3G™ network.

Because on the Net, consistency rules.

GET BETTER SPEED FOR LESS.
SIGN UP FOR DISCOVER OR EXPLORE BROADBAND PLAN.

From RM58 per month	FREE modem <small>(Excludes Penang)</small>	Turbo 3G™ Network	Likely Average Speed 700 kbps	RM500 Tax Relief <small>(Per Annual Statement)</small>
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DiGi Internet™ runs on Turbo 3G™ in Klang Valley, Penang, Johor, Kota Kinabalu, Kuching and via EDGE nationwide.

DiGi Internet™
Broadband/3G/WiFi
Internet Done Right™

Enquiries: 016 299 3333 / 1 800 88 3333 or digi.com.my/internet

DiGi
Always the smarter choice

- continued segment & CRM focus
- grow mobile internet business
- be truly customer & value centric
- drive operational efficiency through further cost & asset optimisation
- enhance cash-generation & optimise balance sheet



Mobile internet driving growth



- est. market size of mobile broadband RM3bil to RM4bil in 3 years
- mobile internet revenue contribution for DiGi visible in 2010; significant from 2011
- >500k mobile internet customers currently; ~10% on mobile broadband
- most advanced 14.4 HSPA network; strong Telenor Group synergies



Operational efficiency on the agenda

Roam with DiGi.
Join Telenor's network of mobile providers with over 160 million customers worldwide.

part of  telenor group


Always the smarter choice

The advertisement shows a child painting a globe on a wall. The globe is blue and white, with a yellow sun-like shape being painted on it. The child is sitting on the floor, and there is a yellow bucket of paint nearby. The background is a light blue wall with a white baseboard.

- continued focus on cost efficiency & asset optimisation to improve cash flow and return on capital
- ongoing execution of capital management roadmap; balance sheet optimal in 2010



Regulatory updates



So, you're the champion of blah blah blah?

Get **FREE 30 mins talktime*** instantly with every reload of RM30 or above on DiGi Prepaid™.

Talking more is **SO EASY**

HURRY! PROMO ENDS 28 MARCH

EASY REWARDS	EASY TO SAVE	EASY TO SURF	EASY EXTRAS
Reload RM30 & get FREE 30 mins talktime (DiGi to DiGi calls)	Lowest rate to all networks 12 <small>cents/min</small>	Unlimited internet on mobile 5 <small>MB/day</small>	Unlimited music downloads to phone & PC 5 <small>MB/day</small>

DiGi
Always the smarter choice

*DiGi to DiGi calls. Terms and conditions apply. Switch to DiGi and keep your existing number. It's easy! Just call 016 221 1500 or visit digi.com.my/switch

- spectrum re-farming
- access list
- USP



2010 outlook



BlackBerry.

Unlimited work meets unlimited play.

All-in-one DG Smart Plan™ for BlackBerry smartphones.
Who wants in?

• LOW-COST ENTRY
RM58/month for BlackBerry® unlimited email, IM, social networking & web browsing

• ZERO COMMITMENT
on calls and SMS

• GREAT SAVINGS
for monthly total bills exceeding RM100

Switch to DiGi with your BlackBerry smartphone and keep your existing number.

BlackBerry® Curve™ 9330 Smartphone

Internet done right
DiGi Internet// Broadband : 3G : WiFi

Engineers: 016 221 1800 or digi.com.my/blackberry

DiGi
Always the smarter choice

- industry revenue growth ~5%; DiGi aims to be above
- EBITDA margin under pressure but aiming to improve margin with further cost optimisation
- capex around '09 level
- absolute operating CF above '09 level (> 28% OpCF margin)



DiGi iPhone launch



Get it all on the i want, i get™
Turbo 3G™ powered network.

<p>Lowest All-in-One Price</p> <p>RM 106 /mth</p> <p><small>Call+SMS+Internet+iPhone 3GS</small></p>	<p>Lowest Plan Only Price</p> <p>RM 88 /mth</p> <p><small>Call+SMS+Internet</small></p>	<p>Always More</p> <p>2x more</p> <p><small>bundled data & SMS</small></p>	<p>Unlimited Internet Roaming</p> <p>RM 36 max /day</p> <p><small>selected countries</small></p>
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Available nationwide from 3 April 2010 onwards in all DiGi Centres and selected DiGi Specialised Stores. Existing DiGi customers are encouraged to visit DiGi Centres. For more info, please visit our website.
Terms and conditions apply.
Enquire: 016 221 1800 or visit digi.com.my/iphone



Mange Takk ~ Terima Kasih ~ Thank You



**“Deep Green
is our way of embedding
sustainability into our business”**

