



DiGi.Com Berhad Q4-2004 results

February 14, 2005

Morten Lundal, CEO
Johan Dannelind, CFO

A great quarter in brief

Customer base up to 3.2 mil

Up 16% from Q3 (2.8 mil)

Revenues up to RM 606 m

Up 5% from previous quarter, 25% from same period last year

EBITDA up to RM 268 m

Up 7% from last quarter, 26% from same period last year

Profit after tax up to RM 95 m

Up 15% from Q3, 70% from same period last year

Innovation drives DiGi's growth

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May

Feb 14th

1st High Speed Mobile Network EDGE launch



RM10 reload coupon



RM18 SIM pack launch



flexi@load and Talktime transfer services



1/15" Fnf rates



BubbleTalk™
Bubble Talk

Widest High Speed Data Network

Wider choice and flexibility

Growing acquisition

Revolution in reloading

Building loyalty and retention

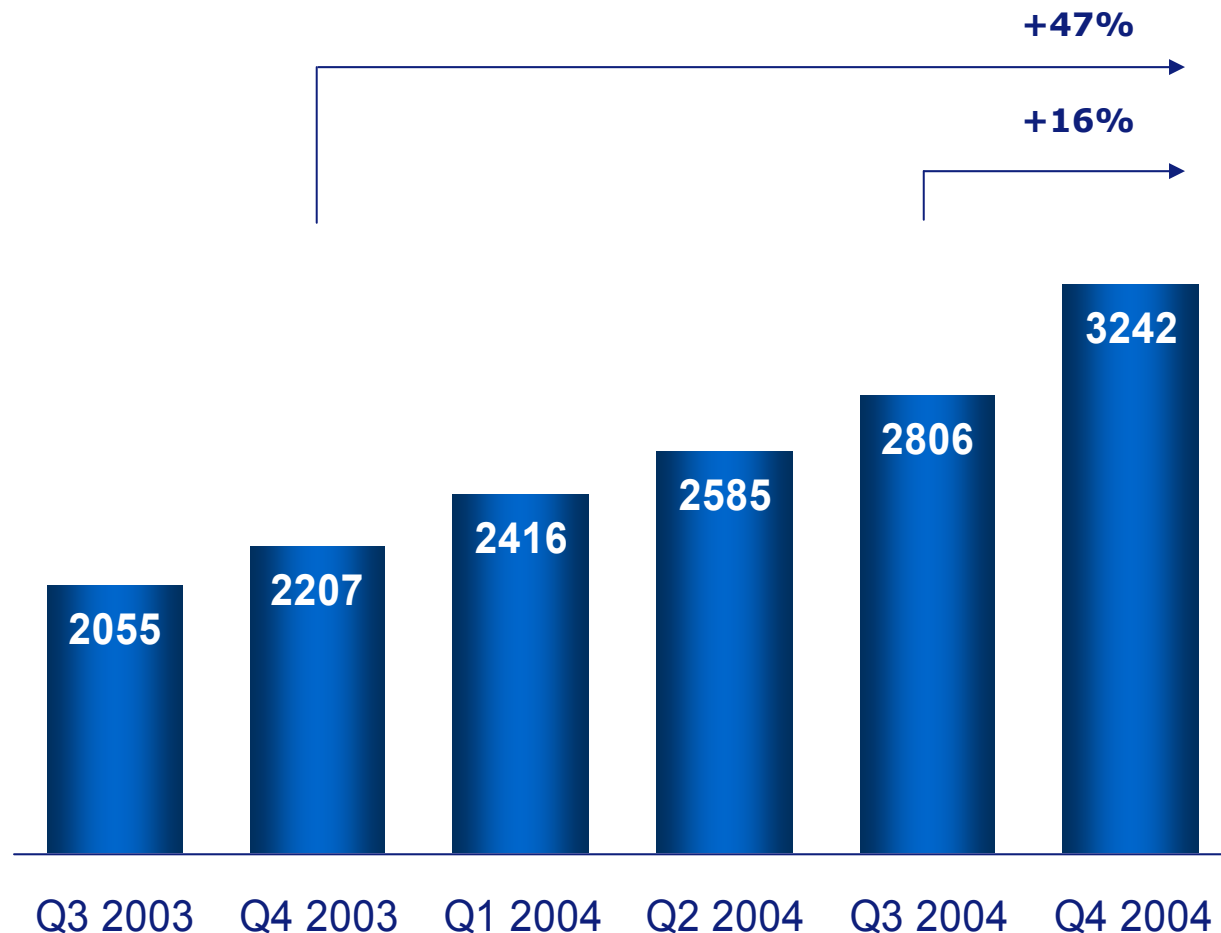
Next generation messaging services

DiGi - always the smarter choice

Passing the 3 million customer milestone

customers ('000)

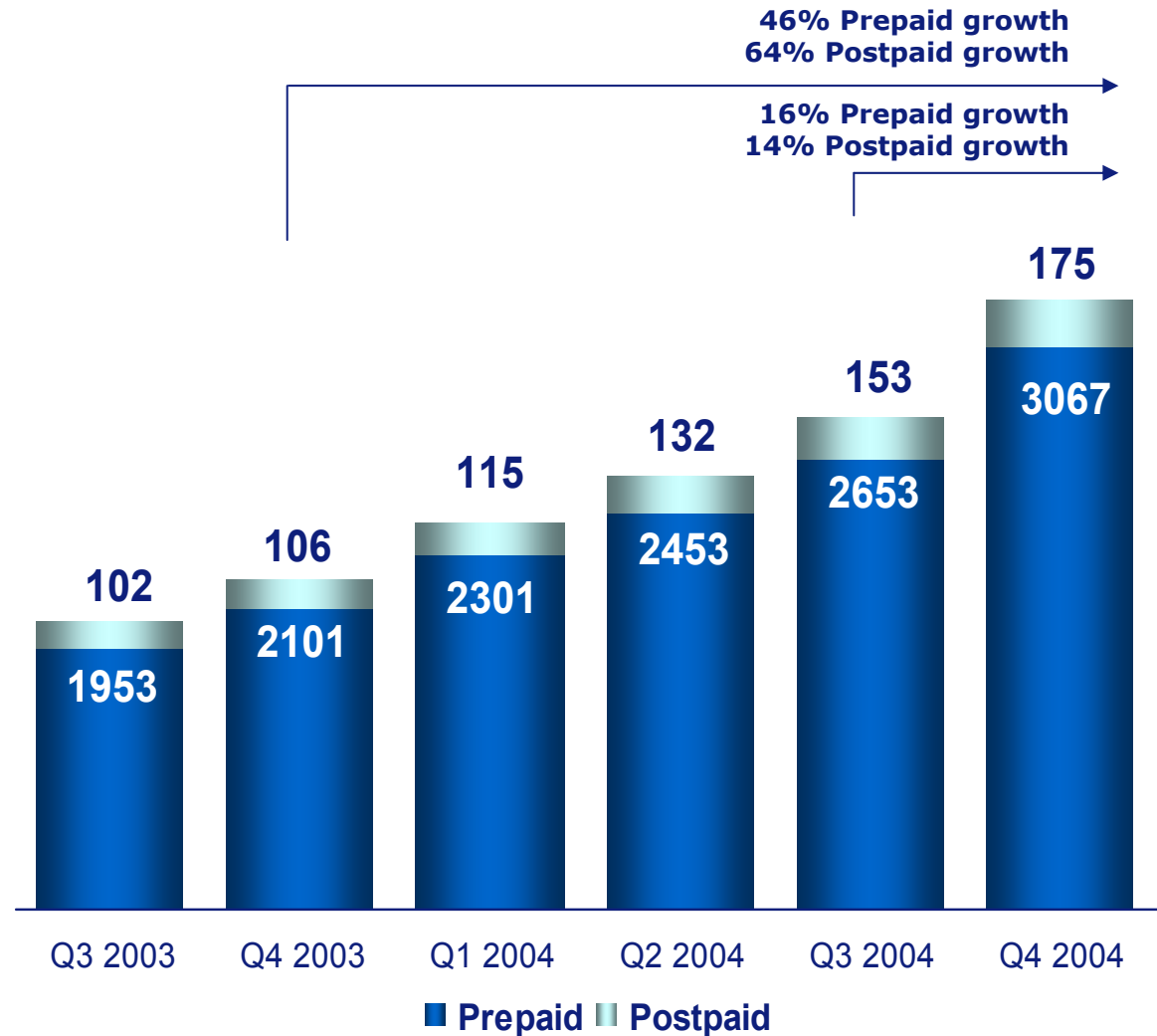
- High industry growth in Q4
- 97% increase in DiGi's net additions to all time high (436k) in Q4
- Q4 market momentum not likely to be repeated



Growth in both postpaid and prepaid

customers ('000)

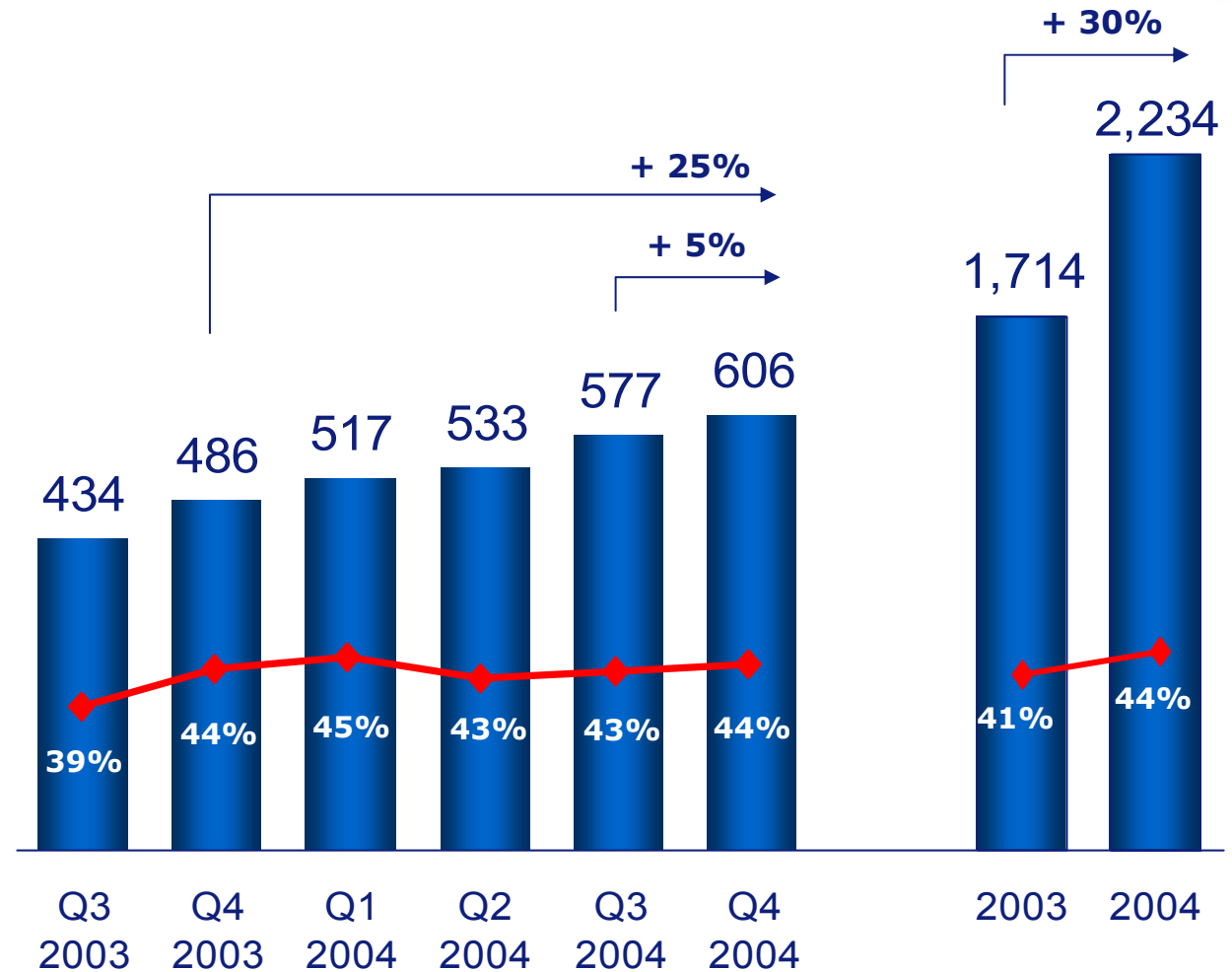
- Prepaid growth boosted by high market activities
- Growth in postpaid keeping momentum



Solid quarterly revenue growth

revenues (RM mil)
EBITDA %

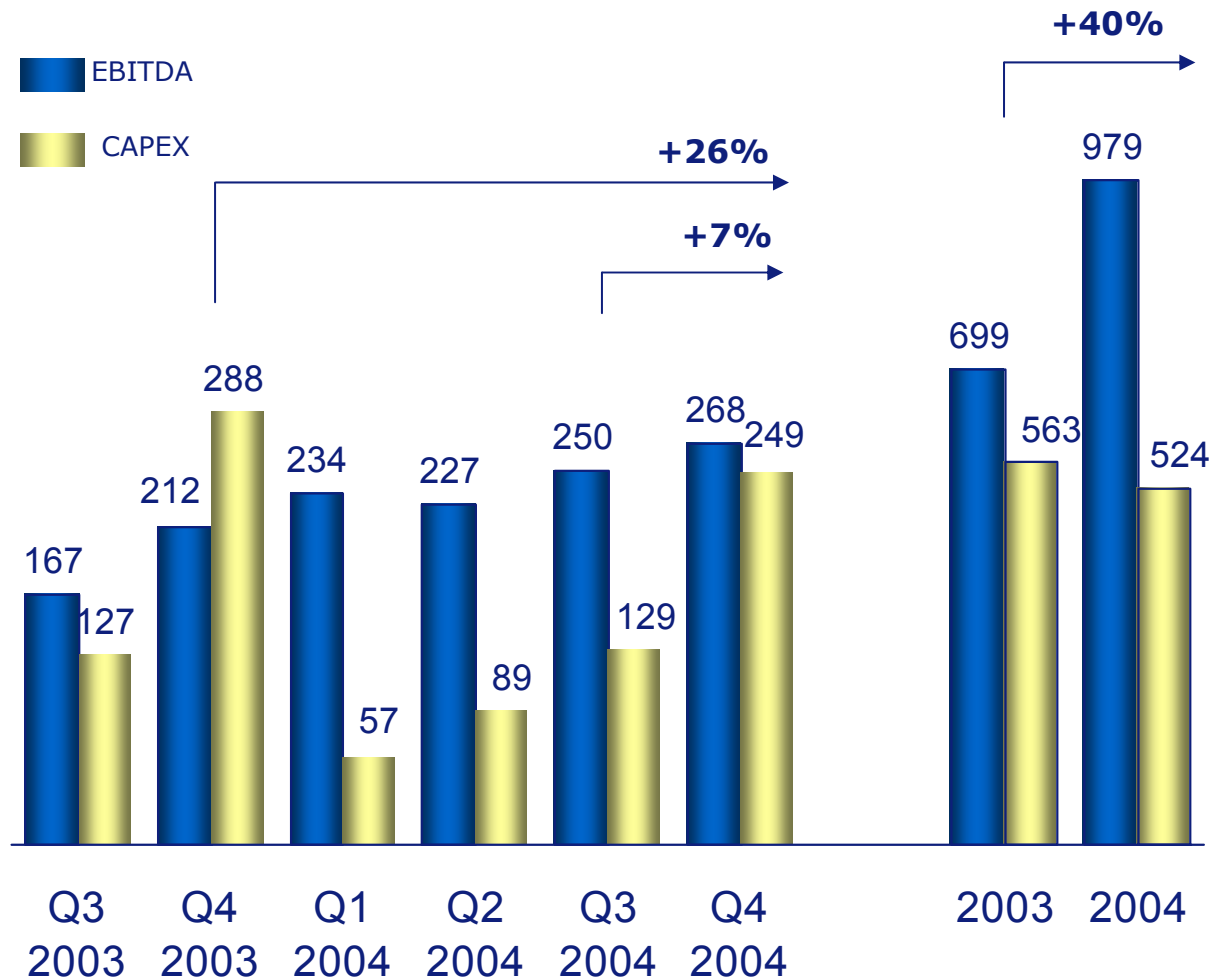
- Revenue growth driven by subscriber growth
- Mobile revenue growth of 7%
- CAGR Q1-Q4 2004 of 5.4%
- EBITDA margin stable at 44%



EBITDA continues to improve

EBITDA \ CAPEX RM mil

- EBITDA strengthened by solid revenue development and economies of scale
- Coverage and high speed data network expansion result in increased CAPEX in Q4

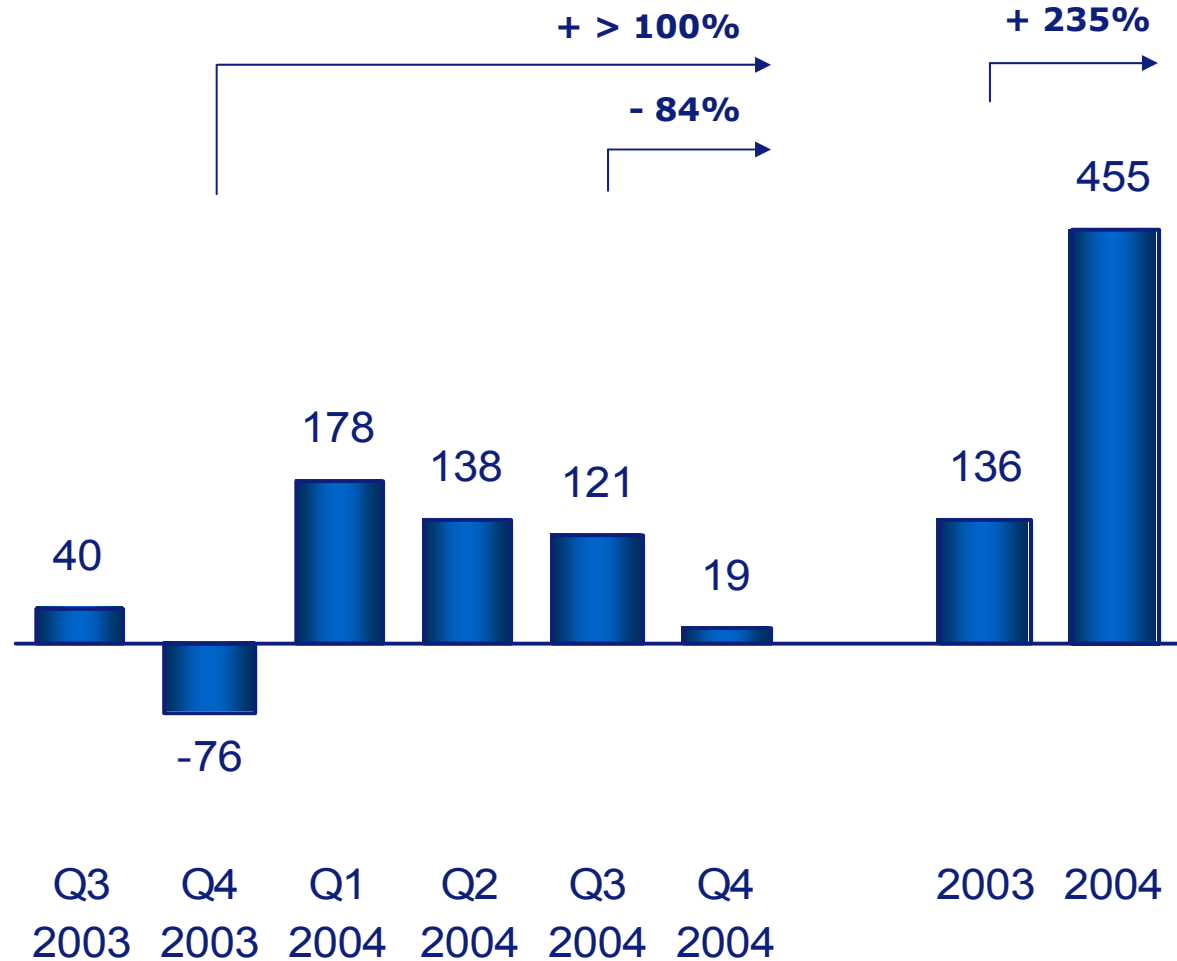


Very strong yearly cash flow improvement

RM mil
operating cash flow*

- Low Q4 cash flow due to higher CAPEX
- Strong 2004 due to solid EBITDA

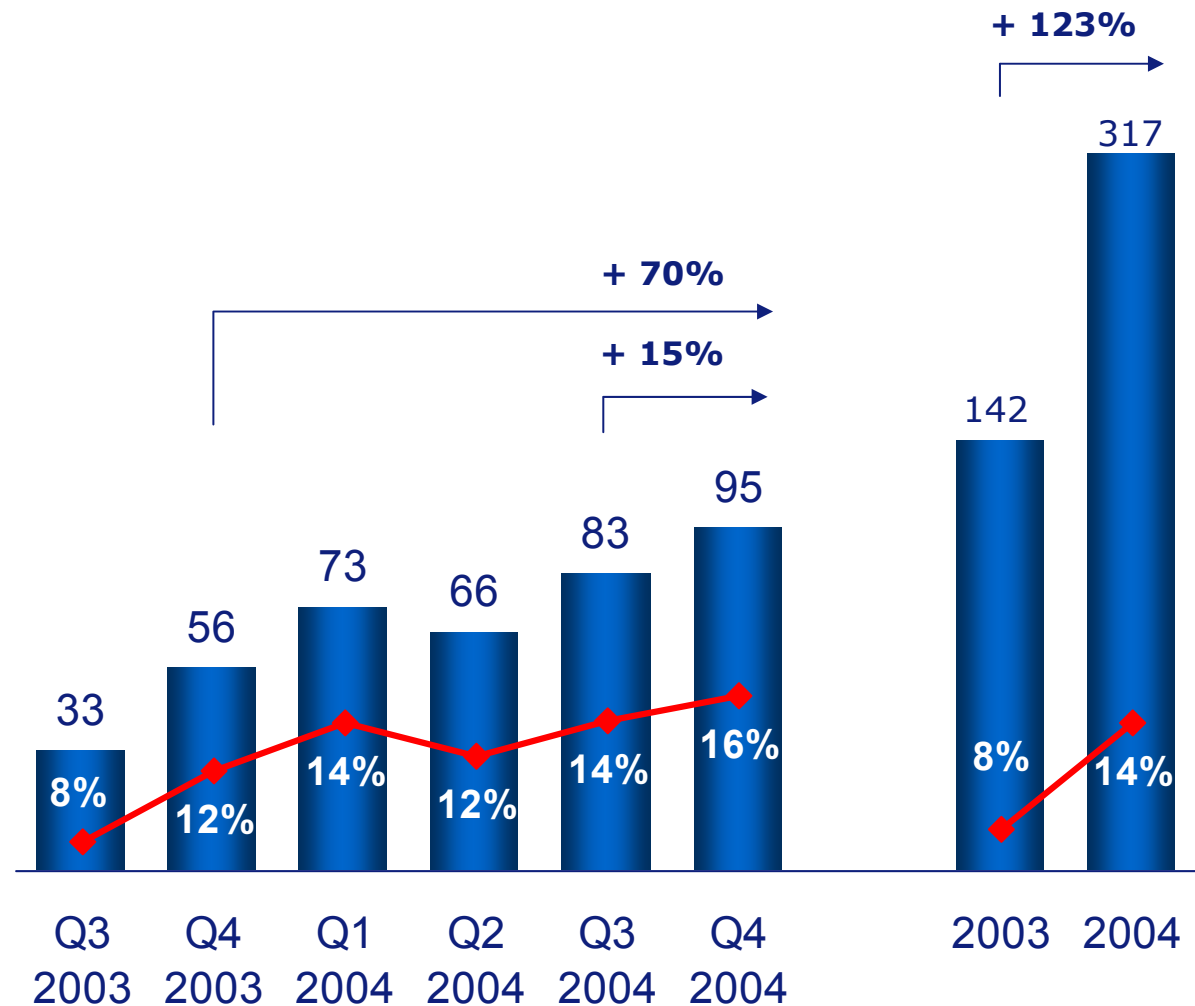
* Operating Cash Flow = EBITDA - CAPEX



Profit after tax growth of 123% (YoY)

PAT (RM mil) & margin %

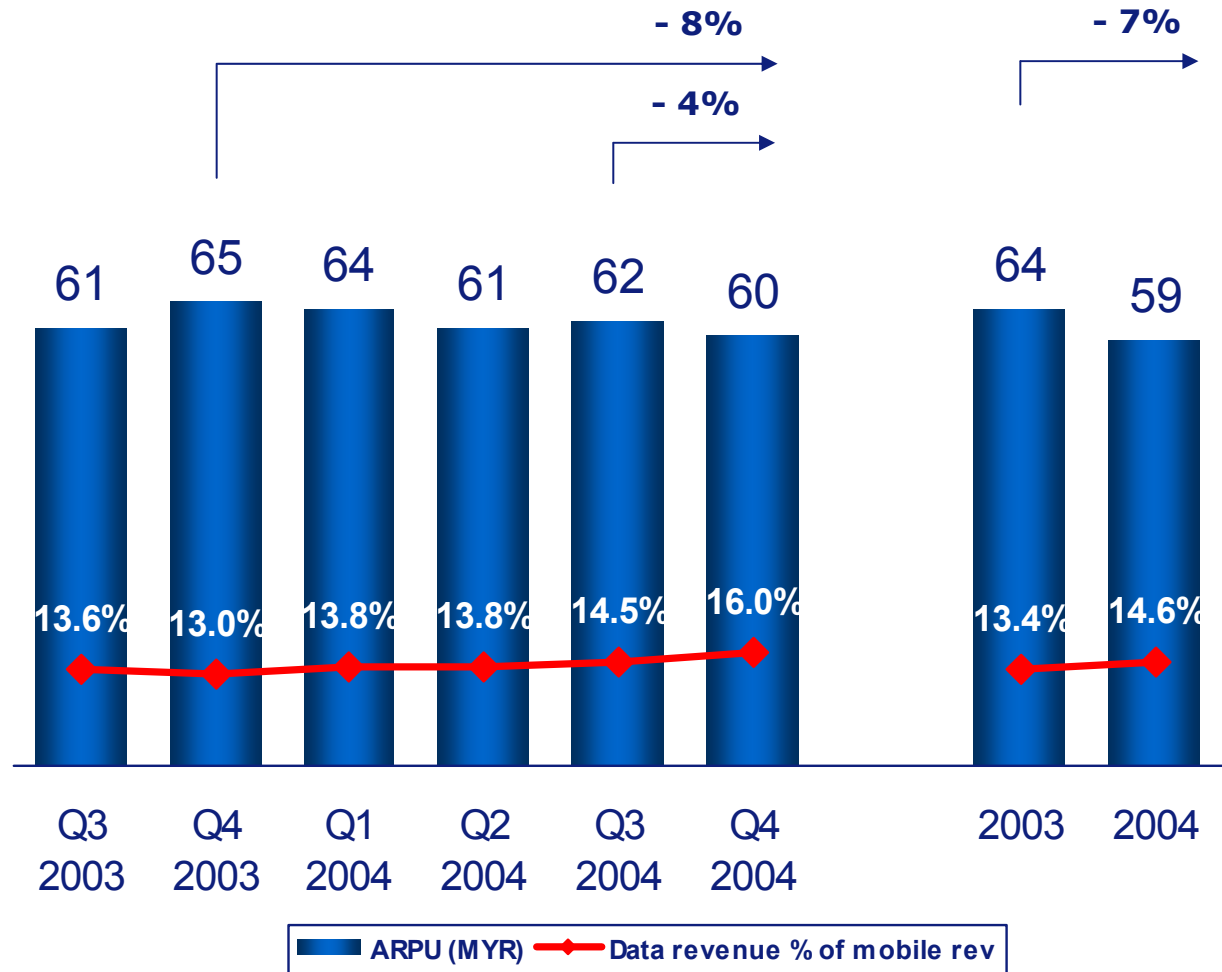
- Soar in Profit after Tax (PAT) reflects top line growth
- EPS improved to 42.3 sen compared to previous year of 19.0 sen.



ARPU slightly lower, data higher

blended ARPU (RM)

- ARPU lower as number of new subscribers was boosted
- Data usage increased up to 16% of revenues

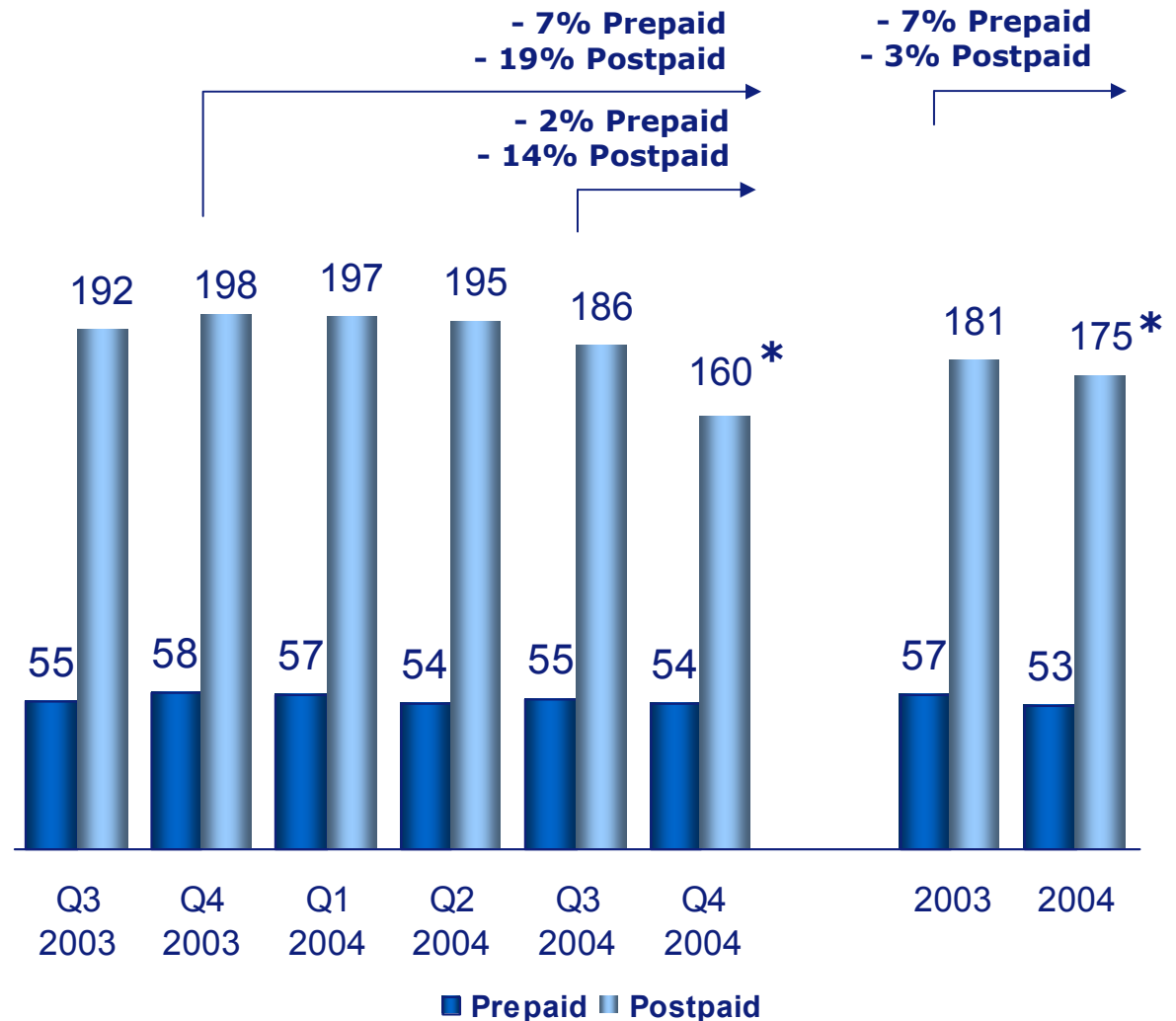


Postpaid and prepaid ARPU remained healthy

prepaid & postpaid
ARPU (RM)

- Stable Prepaid ARPU despite significant increase in customer base
- Drop of Postpaid ARPU due to one-off adjustment

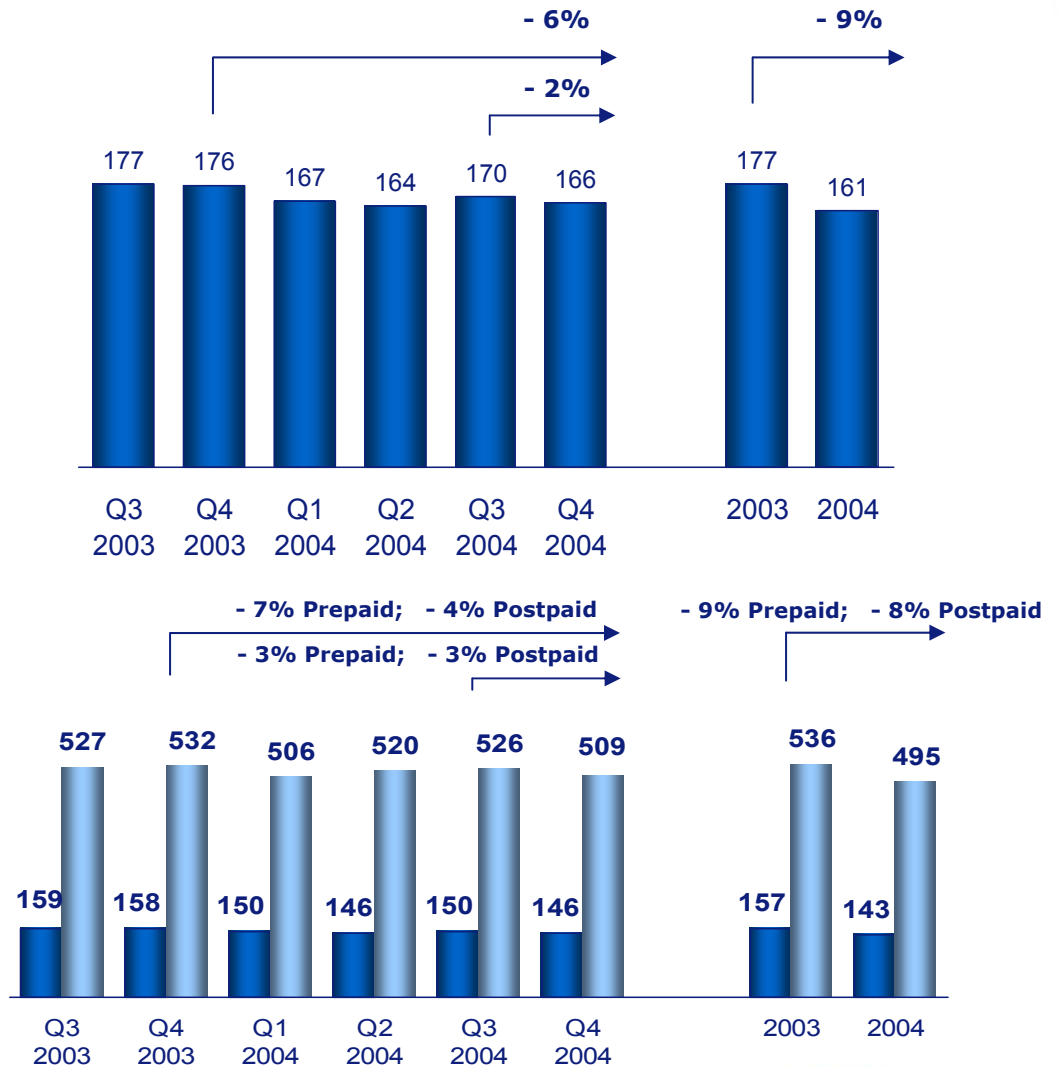
* Normalised postpaid ARPU RM179 for Q4 and 2004.



AMPU slightly lower than Q3

blended AMPU
(minutes)

- Voice AMPU reduced as shift to data usage increases



In short - another strong quarter....

Customers 3.24 mil

Q4 up 16%
- Net Adds 436k
Full year up 47%
- Net Adds 1.03mil

ARPU Q4 down 4%

RM 60

Full year down 7%

RM 59

Revenue Q4 up 5%

RM606 mil

Full year up 30%

RM2.23 bil

EBITDA Q4 up 7%

RM268 mil (44%, up 1%)

Full year up 40%

RM979 mil (44%, up 3%)

PAT Q4 up 15%

RM95 mil (EPS 13 sen)

Full year up 123%

RM317 mil (EPS 42 sen)

Looking ahead

Market Expectations

Strong but reduced growth in the market

Growth comes from prepaid

Data becoming more important for both customers and operators

Operational Priorities

High pace of innovation

Equal on voice coverage

Always wider high speed data network coverage

Financial Outlook

Customer base growth – but ARPU will decrease

EBITDA margin under pressure

(2005 likely < 2004)

- Market competition
- Coverage expansion

No dividend 2005

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thank you