



DiGi.Com Berhad Q2-2005 results

July 21, 2005

Morten Lundal, CEO
Johan Dannelind, CFO

DiGi in Q2 2005 – A robust quarter

Strong growth

Very strong revenue growth
Both pre- and postpaid focus successful
Data usage continues to increase

Solid profitability

Solid increase in EBITDA
Solid increase in EBIT
Strong balance sheet

Innovation as key driver


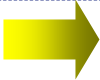
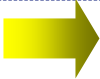

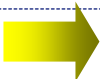
Redefined postpaid services
New data solutions
New youth solutions

Strong growth in all key numbers

Q2 05

Versus Q2 04

Versus Q1 05

Customer base	3.77 m		+ 46% (2.58 m)	+ 9% (3.46m)
Revenues	RM686 m		+ 29% (RM533 m)	+ 10% (RM626 m)
EBITDA	RM 297 m		+ 31% (RM227 m)	+ 8% (RM275 m)
Profit after tax	RM113 m		+ 71% (RM66 m)	+ 95% (RM58 m)
EPS	15.1 sen		8.8 sen	7.7 sen

Keeping the pace of innovation

MTV Powerpack Prepaid



Personalization and Online solutions

Power pack with goodies

MTV downloads and free SMS

EDGE expansion to East Malaysia



Widest hi speed data coverage

Expanding further

Let you do the things you want faster

SmartMail



Push email solutions

Support all smart phones

Let you do more of the things you want

DiGi - always the smarter choice

Cutting edge market segmentations

10th Anniversary Promotions



10 Great Reasons to Change to DiGi

Free Extra talk time

Great MMS/IDD promotions

Caller Tunes



No more boring ring tones

Fund and easy

Jazz up your life

Community Zone



Enjoy special call rates

No switching fees

No registration fees

DiGi - always the smarter choice

Key Financials & Operational Indicators

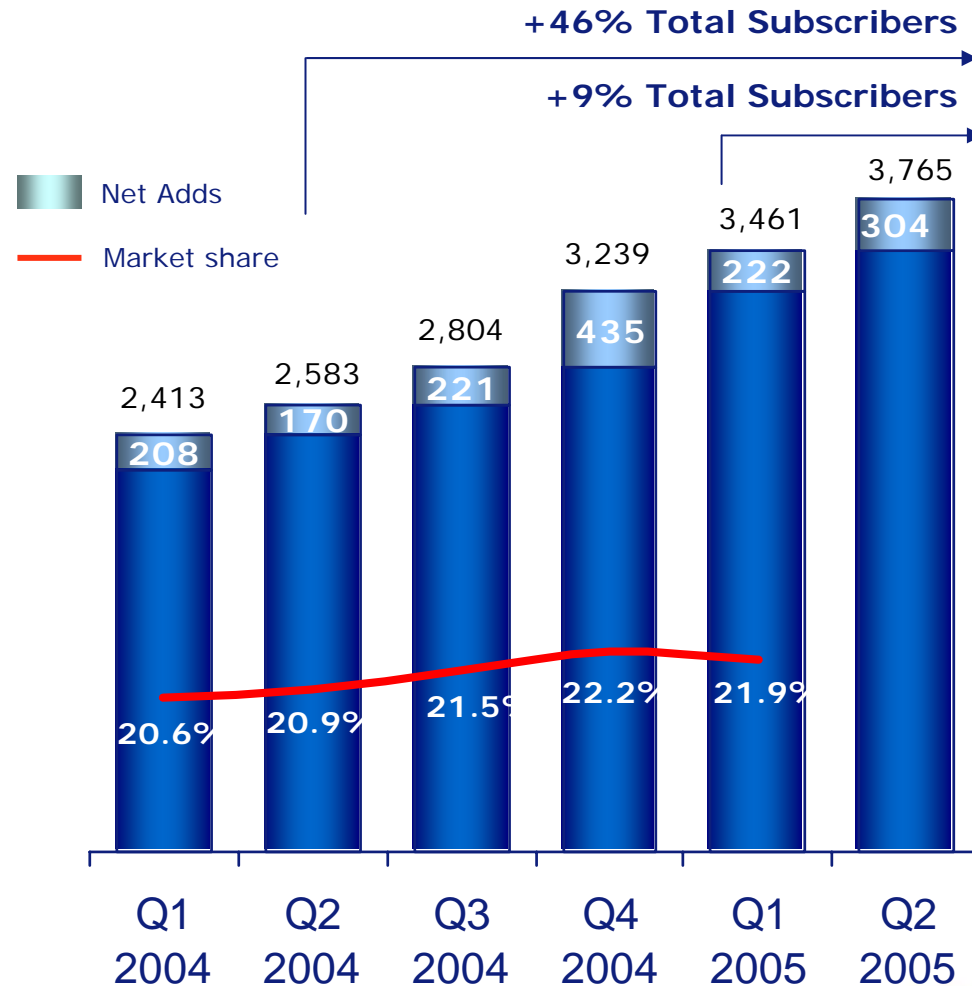
By

Johan Denelind, CFO

Good momentum in subscriber acquisition

customers ('000)

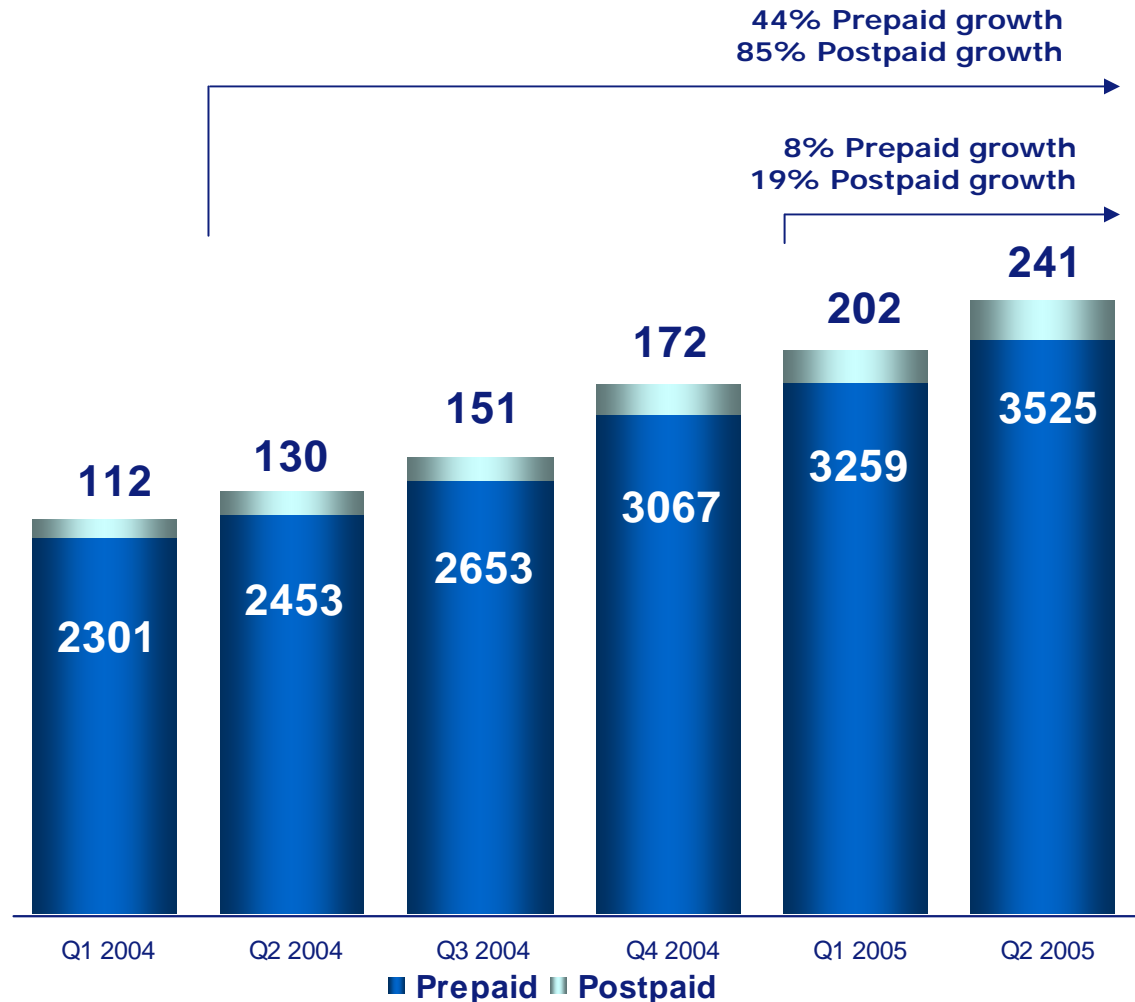
- Net adds of 304,000 in Q205 vs 222,000 in Q105
- Second highest quarter of net adds



High growth in both postpaid and prepaid

customers ('000)

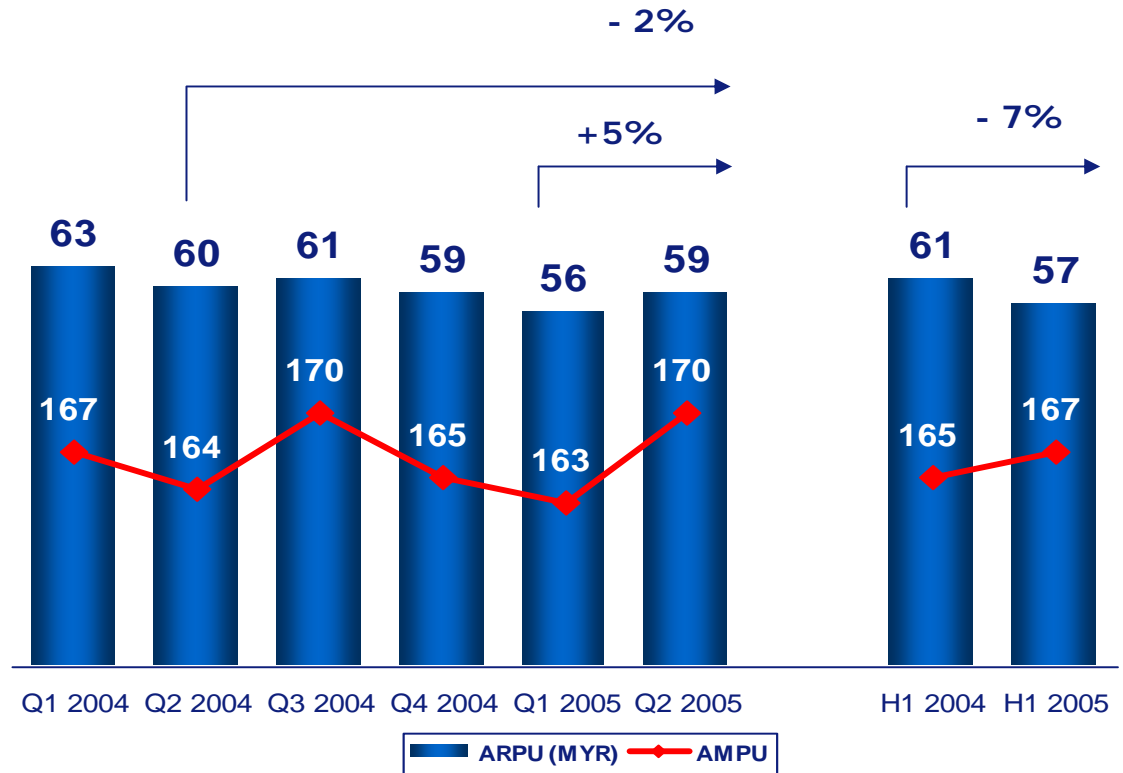
- Attractive brand proposition driving subscriber acquisition
- Postpaid focus paying off with record net adds
- Prepaid growth continues to drive overall subscriber growth



Blended ARPUs rebounded

blended ARPUs (RM)

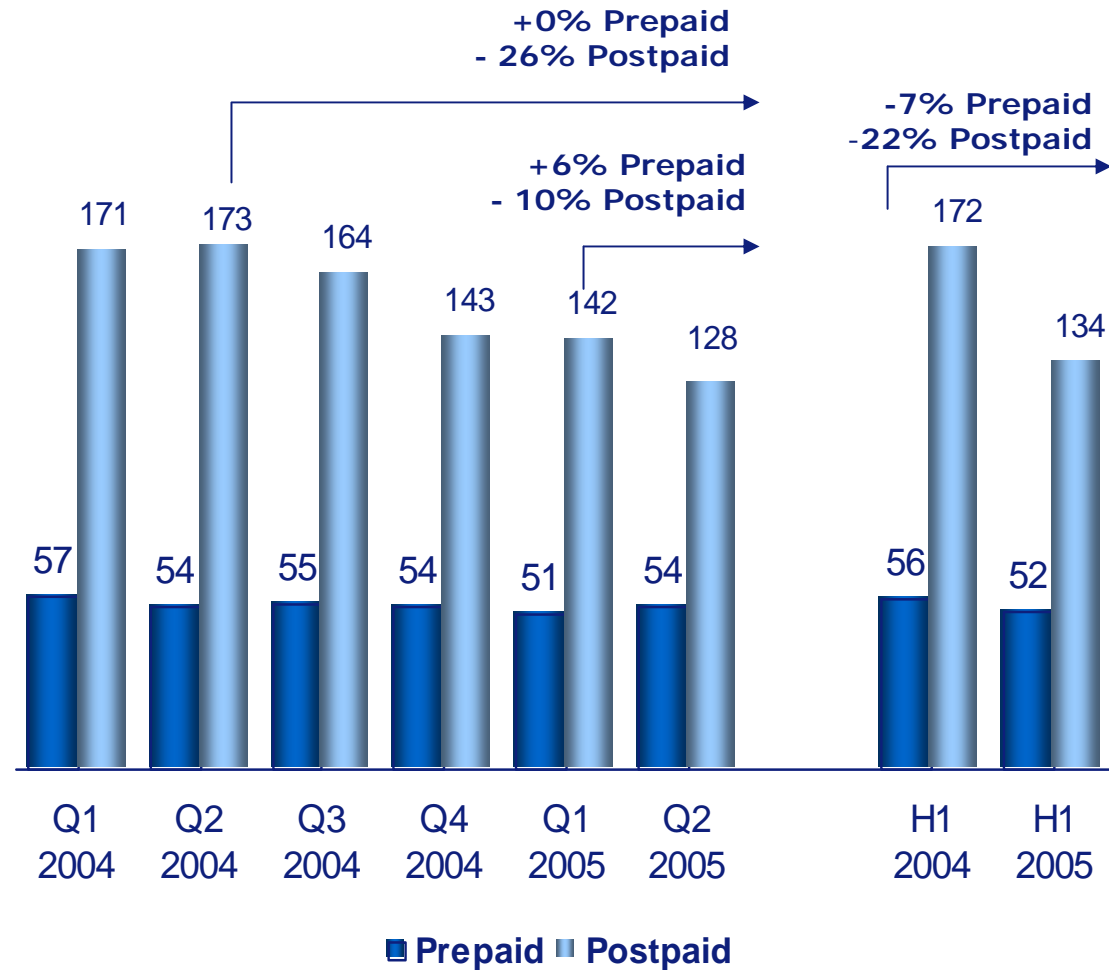
- Quarterly ARPUs rebounded due to higher usage
- Don't see this as a trend shift



Postpaid ARPU lower; Prepaid higher

prepaid & postpaid ARPU (RM)

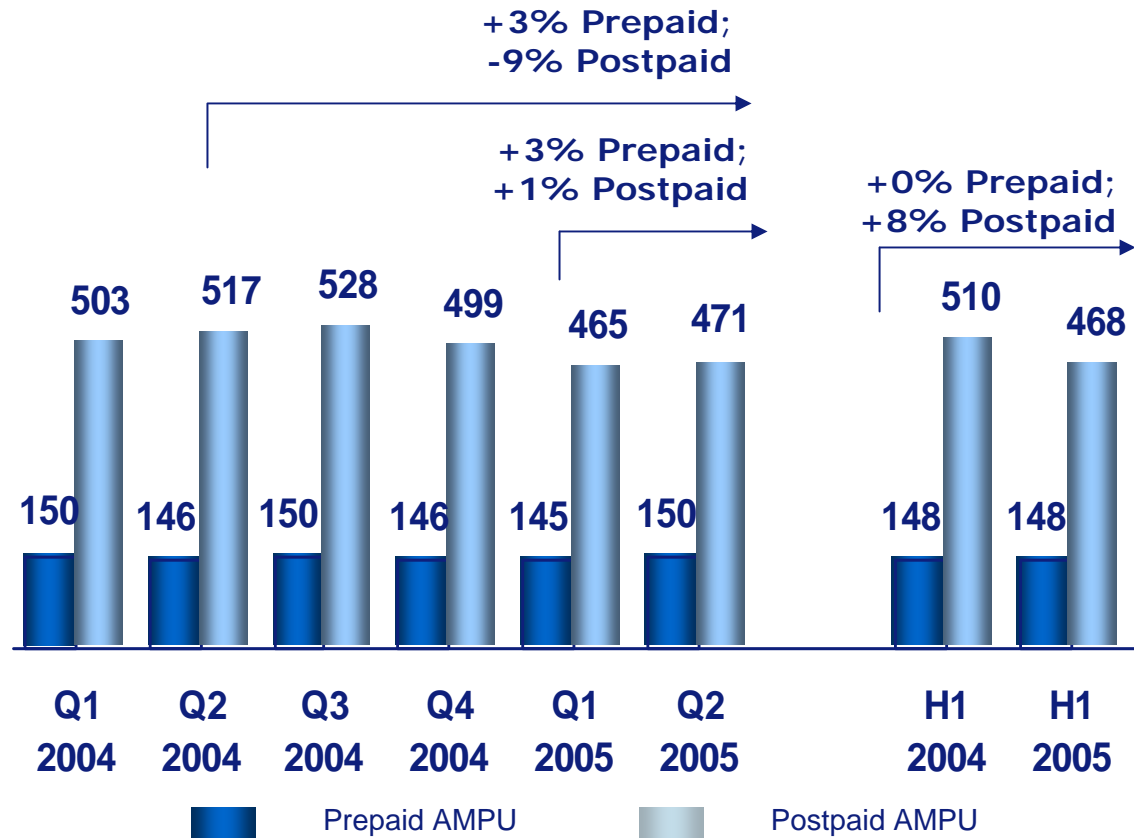
- Postpaid ARPU diluted due to high uptake of mass market customers
- Prepaid ARPU improved thanks promotions and higher usage



AMPU improves for postpaid & prepaid

blended AMPU
(minutes)

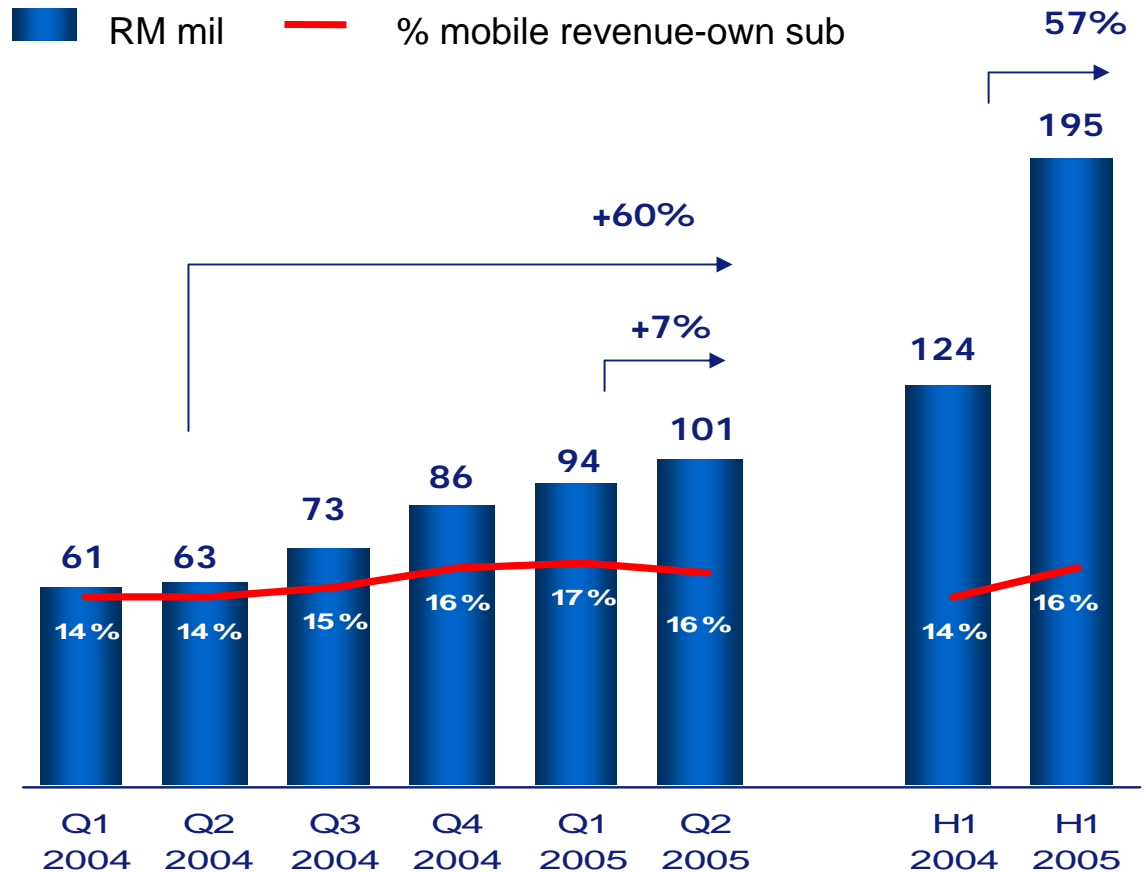
- Postpaid and prepaid AMPU boosted by new pricing strategies



Data continues to show steady growth

Data

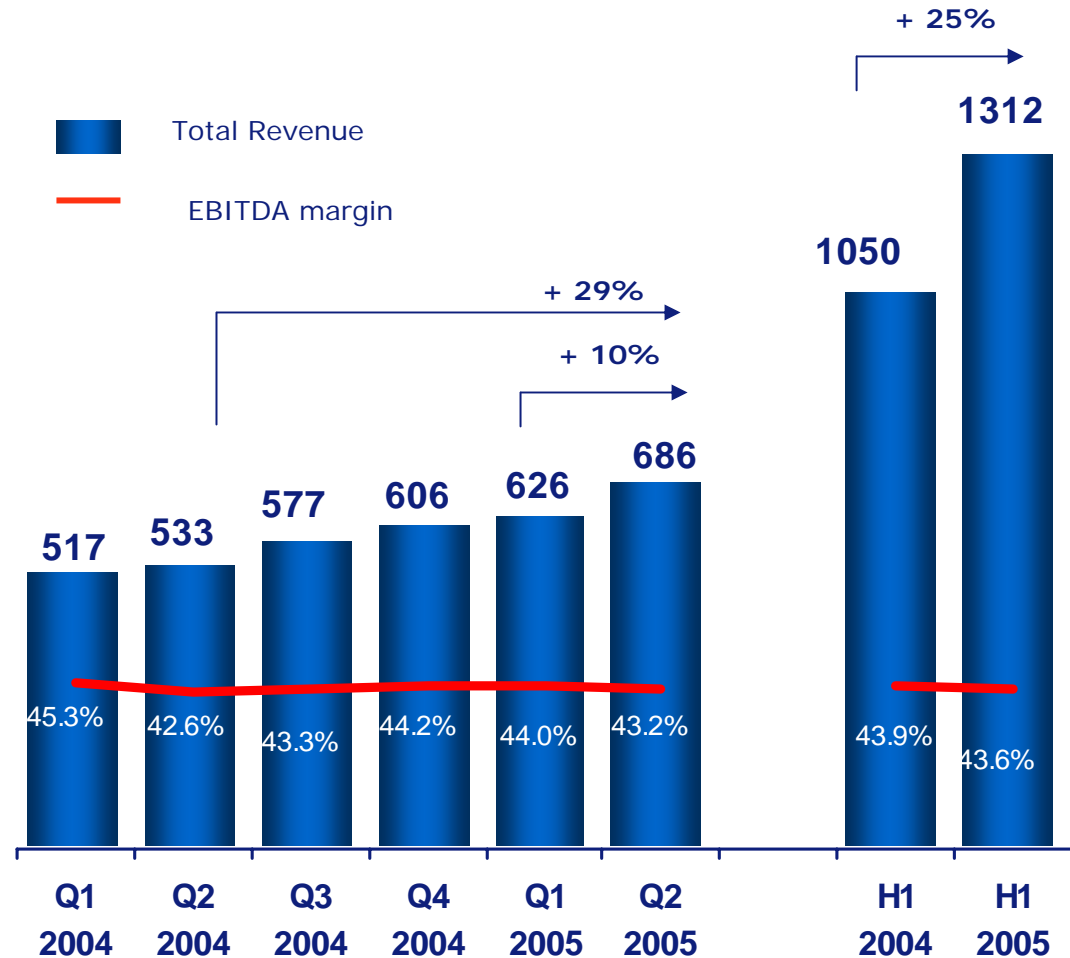
- Innovations and new services drive growth
- Q205: extension of EDGE to East Malaysia, MTV Powerpack with extensive downloads, Caller Tunes & SmartMail



Robust revenue growth

revenues (RM mil)
EBITDA (%)

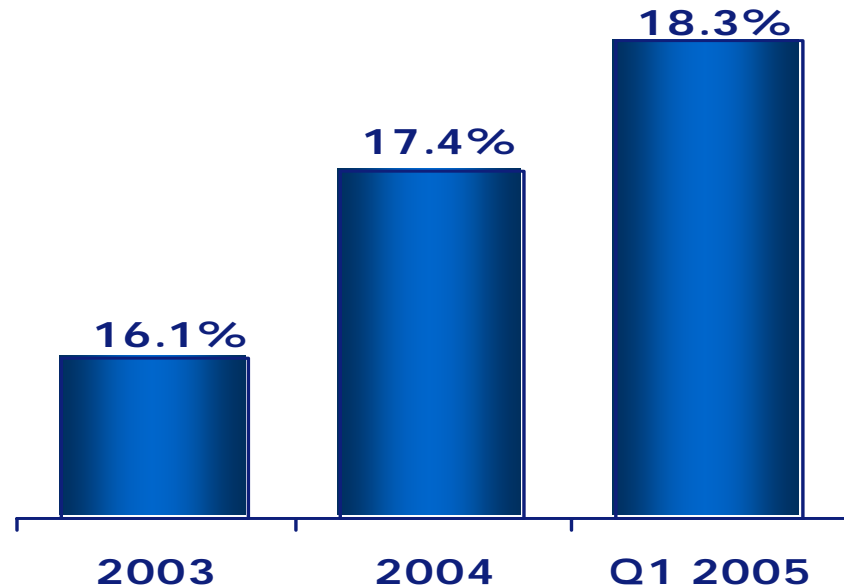
- Strong subscriber growth and higher usage
- Light downwards pressure on EBITDA margin



Steady improvement in market revenue share

revenue market share

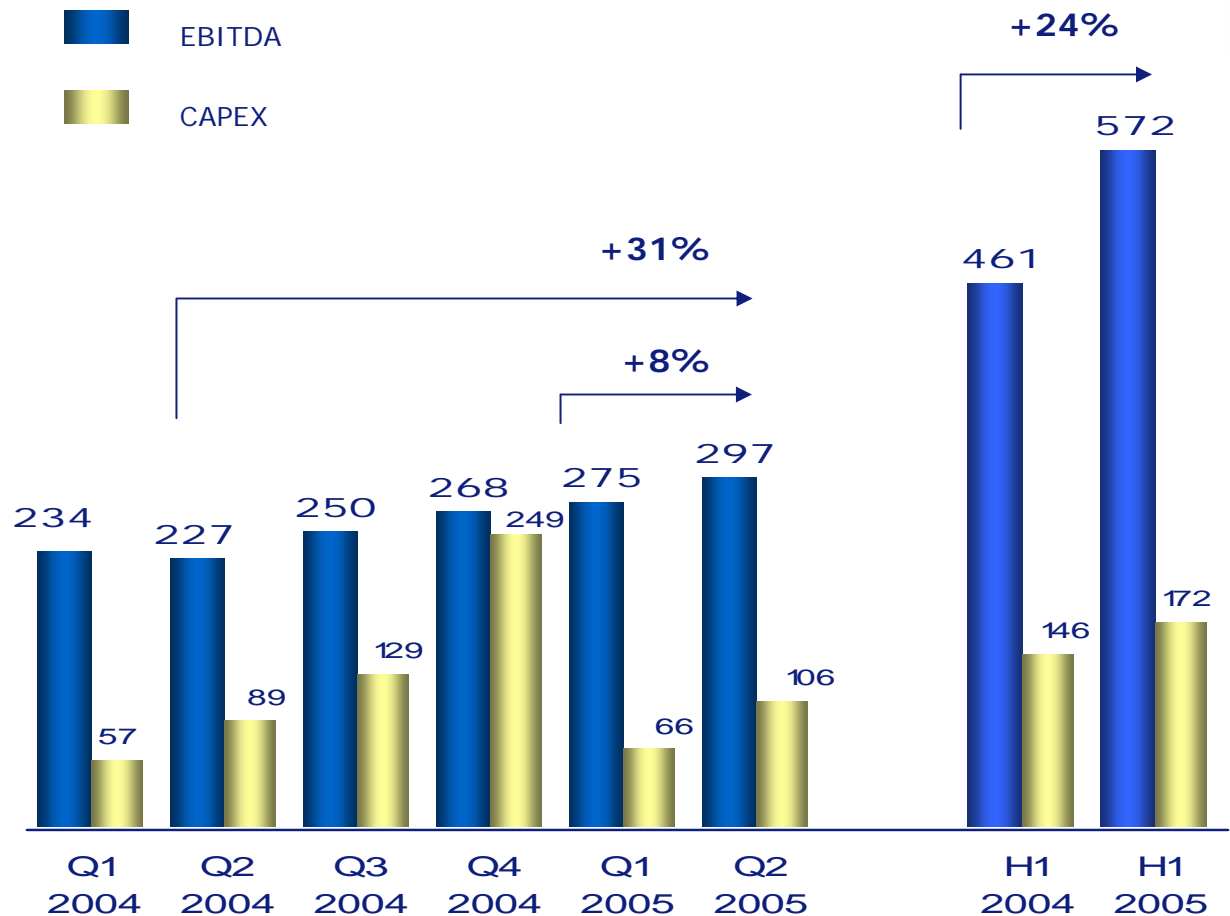
- Revenue market share the key indicator for relative performance in the long run
- Revenue market share has grown steadily last quarters
- * Based on mobile revenue published by MCMC



Revenue growth drives EBITDA

EBITDA \ CAPEX
(RM mil)

- EBITDA higher due to strong revenue growth
- Capex driven by coverage expansion and quality enhancement



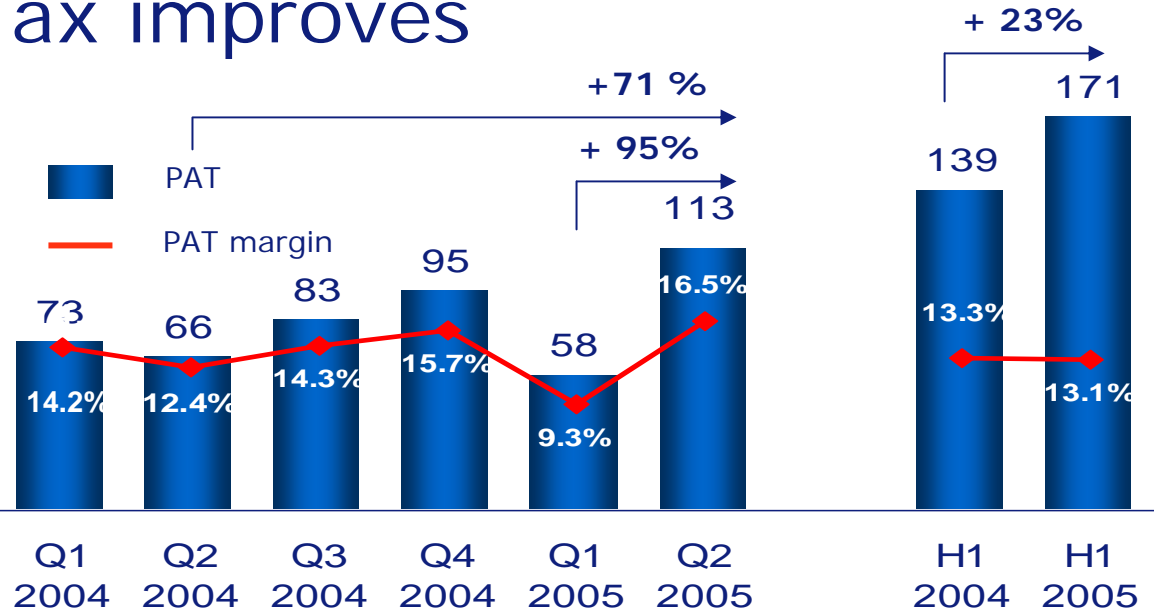
Cost control maintains profitability level

<i>Opex (% of revenue)</i>	Q2 2005	Q1 2005	Change
Cost of Materials	2.6 %	3.5 %	+0.9 %
Traffic Charges	18.8 %	18.7 %	-0.1 %
Sales & Marketing	14.2 %	13.3 %	-0.9 %
Staff	4.9 %	4.5 %	-0.4 %
Operations & Maintenance	6.6 %	6.9 %	+0.3 %
Other Opex	9.7 %	9.1 %	-0.6 %
• Bad Debts/Mobile revenue	2.2%	1.7%	-0.5%
• Universal Service Provision	4.5%	4.5%	+0.0%
Total Opex	56.8 %	56.0 %	-0.8 %
EBITDA margin	43.2 %	44.0 %	- 0.8 %

Profit after Tax improves

PAT (RM mil)
& margin (%)

- Higher than Q1 due to lower impact of accelerated depreciation and finance costs
- Positively effected by the strong revenue growth and EBITDA



Depreciation, Amortisation
& Write-down

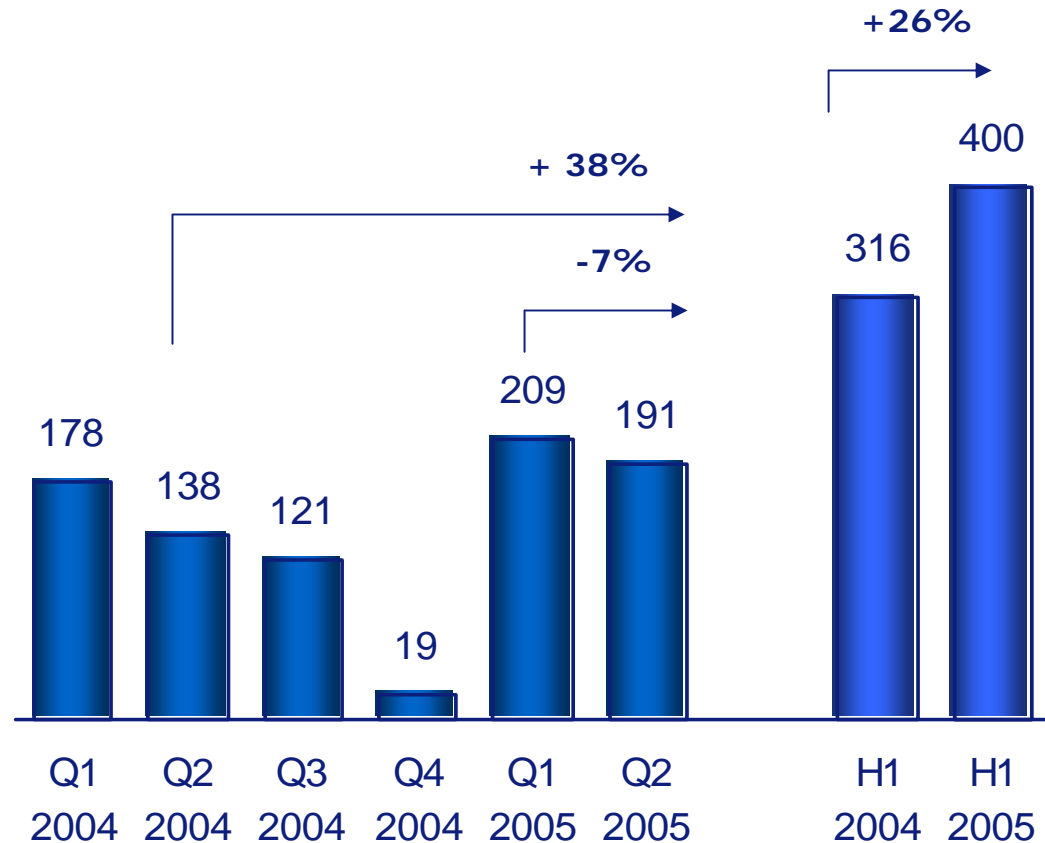


Strong operating cash flow

operating cash flow*
(RM mil)

- Still high cash flow due to high EBITDA and low Capex
- Capex will increase and continue to push cash flow lower coming quarters

* Operating Cash Flow =
EBITDA - CAPEX



Strengthen balance sheet

<i>RM million</i>	Q2 05	2004
Fixed Assets	2,552.8	2,686.9
Intangible assets	37.1	39.1
Deferred exp	0.6	15.2
Current assets	838.6	825.1
Current liabilities	907.2	1,133.6
- <i>ST borrowings</i>	0.0	224.6
	-----	-----
	2,521.9	2,432.7
	=====	=====
<i>Financed by:-</i>		
Shareholders' funds	1,948.7	1,777.2
Long term & Deferred liabilities	273.2	655.5
- <i>LT borrowings</i>	300.0	455.3
	-----	-----
	2,521.9	2,432.7
	=====	=====

- Full prepayment of RM300 mil existing borrowings
- As of Q205, balance borrowings of RM37.8 mil was prepaid by excess cash from operations
- Cash balance at RM 636 m
- *Gross debt-to-equity ratio* at 15%

Looking ahead FY 2005

Industry view

Industry subscriber growth higher than previously expected

Gap increases between SIM card and population penetration

Data becoming more important for customers & operators

3G and Prepaid registration

Operational Priorities

Maintain high pace of innovation

Investing into equal voice coverage

Wider high speed data network coverage

Quality Enhancements

Expanding loyalty and retention programs

Financial Outlook

Customer growth above industry

Strong Revenue growth

EBITDA margin under pressure

- Market competition
- Coverage expansion
- ARPU under pressure

Lower Capex than previously guided

No dividend 2005

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thank you