



# 1Q 2007 RESULTS

7 May 2007

## Performance Overview

### Financial Highlights

- Group revenue 1Q 2007 grew 10.4% Y o Y to RM4.2 billion
- EBITDA improved 5.2% from RM1.9 billion to RM2.0 billion
- EBITDA margin of 48.7% and Return on Equity for 1Q 2007 of 11.8% (annualised)
- PATAMI increased to RM596 million as compared to RM546 million in 1Q 2006

### Operating Highlights

- Regional mobile customers base grew by 35.9% Y o Y to 30.3 million from 22.3 million
- Broadband net adds remained strong with a growth of 70% Y o Y to 952k customers in 1Q 2007
- Fixed line customers maintained at 4.4 million

### Developments

- Introduced “Let’s Talk” Package, a bundled fixed services package with the convenience of one call package that gives you more talktime plus Broadband
- Capital management initiatives in progress which include recent disposal of non-core assets of RM70 million

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# Agenda

**Group Performance**

**Celcom Update**

**International Operations**

**Outlook**

# Group Financial Highlights

(In RM million, except ratios and customer numbers)

	1Q07	4Q06	Q on Q	1Q06	Y on Y
Revenue	4,181	4,408	-5.1%	3,788	+10.4%
EBITDA	2,038	2,048	-0.5%	1,938	+5.2%
EBITDA Margin	48.7%	46.5%	+2.2pp	51.2%	-2.5pp
PBT	847	912	-7.1%	842	+0.6%
PATAMI	596	632	-5.9%	546	+9.0%
Mobile Customers	30.3 mil	28.5 mil	+6.3%	22.3 mil.	+35.9%
Fixed <sup>^</sup> Customers	4.4 mil.	4.4 mil.	-	4.4 mil.	-
Broadband Customers	952k	864k	+10.2%	560k	+70.0%

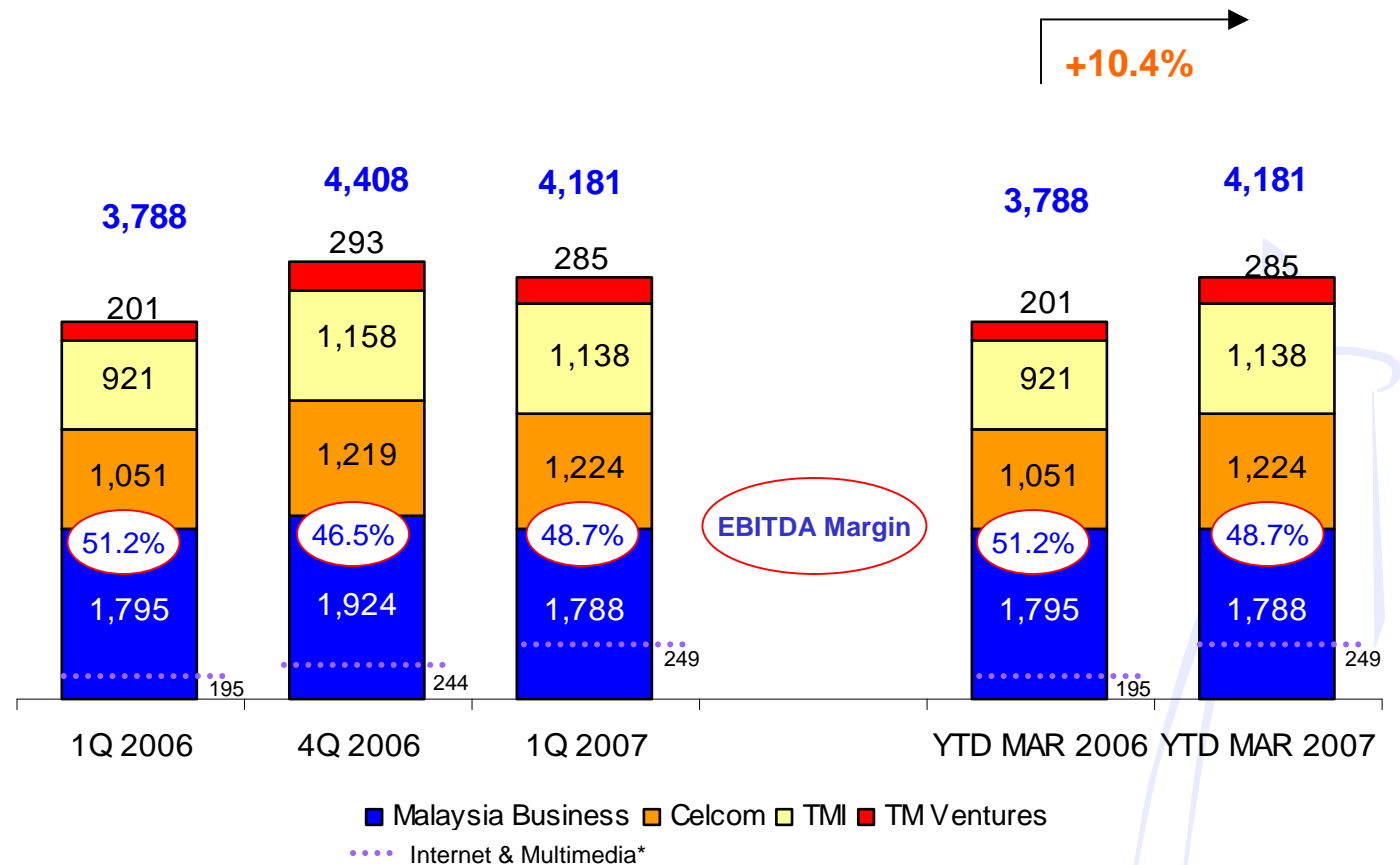
Note:

Gross Forex gain RM89m (1Q07), RM 220m (4Q06) and RM240m (1Q06)

<sup>^</sup> Business & Residential

# Revenue Composition

- Annual revenue growth of 10.4% driven by mobile operations
- Mobile revenue (53.3%) continues to exceed fixed line revenue.
- Lower revenue from overseas operations due to competition and stronger Ringgit Malaysia against the respective local currencies



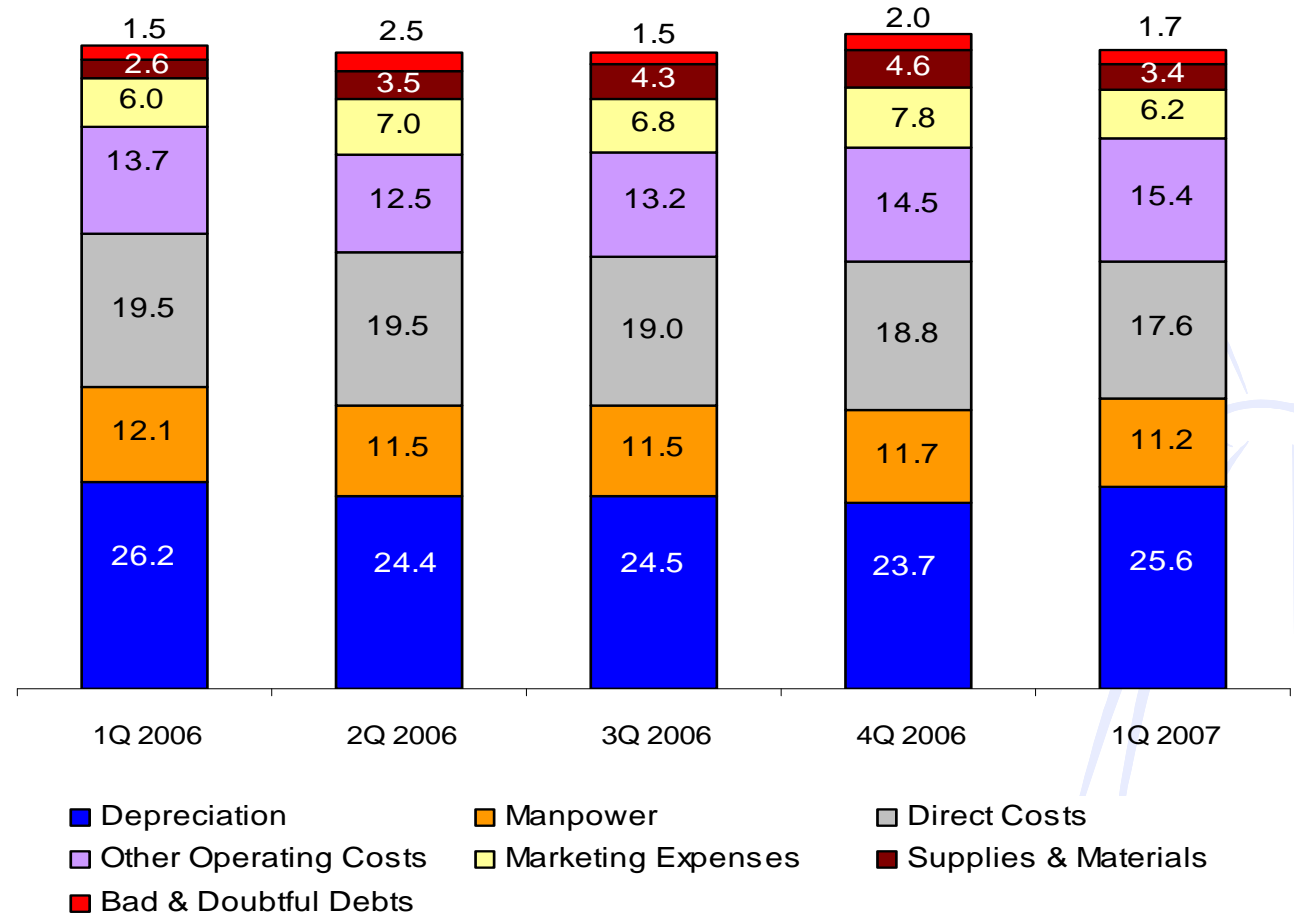
+10.4%

EBITDA Margin

\* Indicates Internet & Multimedia portion of Malaysia Business  
 Total Revenue is after inter-co elimination  
 Revenue of segments is before inter-co elimination

# Costs as a % of Revenue

TOTAL → 81.6%      80.9%      80.8%      83.1%      81.1%



- Lower Direct Costs due to reversal of international outpayment of RM45.0 m in 1Q 2007.
- Lower Manpower as 4Q included VSS of RM26.2 m.
- Lower Supplies & Materials due to lower equipment parts (RM24.4m)

# Group Balance Sheet

<u>RM Million</u>	<b>As at 31 Mar 2007</b>	<b>As at 31 Dec 2006</b>
Shareholders' Funds	20,606.7	19,911.1
Minority Interests	846.3	836.5
Deferred & Long Term Liabilities	12,708.0	12,609.3
<i>Long Term Borrowings</i>	<i>10,397.3</i>	<i>10,282.8</i>
	<b>34,161.0</b>	<b>33,356.9</b>
Current Assets	9,324.7	8,661.4
<i>Cash &amp; Bank Balances</i>	<i>5,146.2</i>	<i>4,680.4</i>
Current Liabilities	8,098.4	8,486.6
<i>Short Term Borrowings</i>	<i>1,564.9</i>	<i>1,803.1</i>
Net Current Assets	1,226.3	174.8
Intangible Assets	7,043.6	7,059.1
Property Plant & Equipment	23,442.6	24,026.5
Other Non-current Assets	2,448.5	2,096.5
	<b>34,161.0</b>	<b>33,356.9</b>

- Capital Management exercise included disposal of non-core land and buildings.
- Proceed from disposal of Wisma TM amounted RM70 million.
- 2006 proceeds from sale of non-core assets amounted to RM43 million.

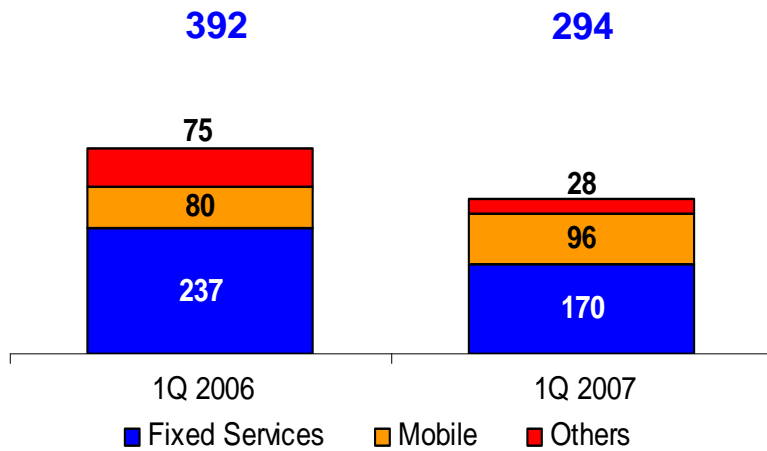
	<b>31 Mar 07</b>	<b>31 Dec 06</b>		<b>31 Mar 07</b>	<b>31 Dec 06</b>
✓ Return on Capital Employed ^	12.7%	11.7%	Debt to EBITDA ^	1.48	1.61
✓ Return on Equity ^	11.8%	10.6%	Net Debt/ Equity	0.33	0.37
✓ Return on Assets ^	9.2%	8.5%	Net Assets/Share (sen)	603	586
Current Ratio	1.15	1.02	✓ EPS (sen) ^	64.0	61.0

- ✓ Improvement in Profitability Ratios and EPS

# Group Capital Expenditure

## Domestic

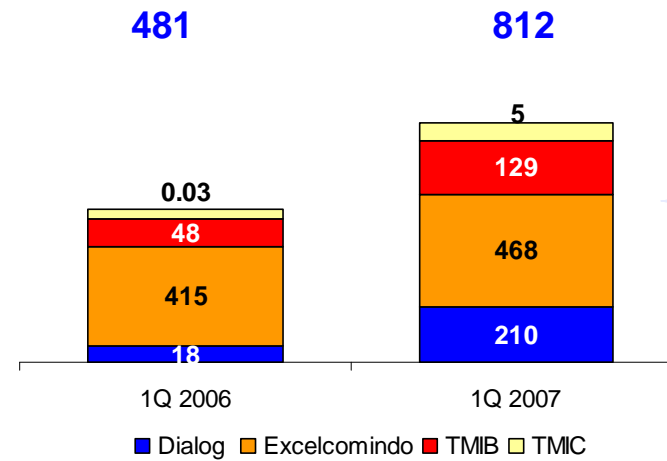
RM Million



- Domestic capex mainly on Broadband and Cellular

## International

RM Million

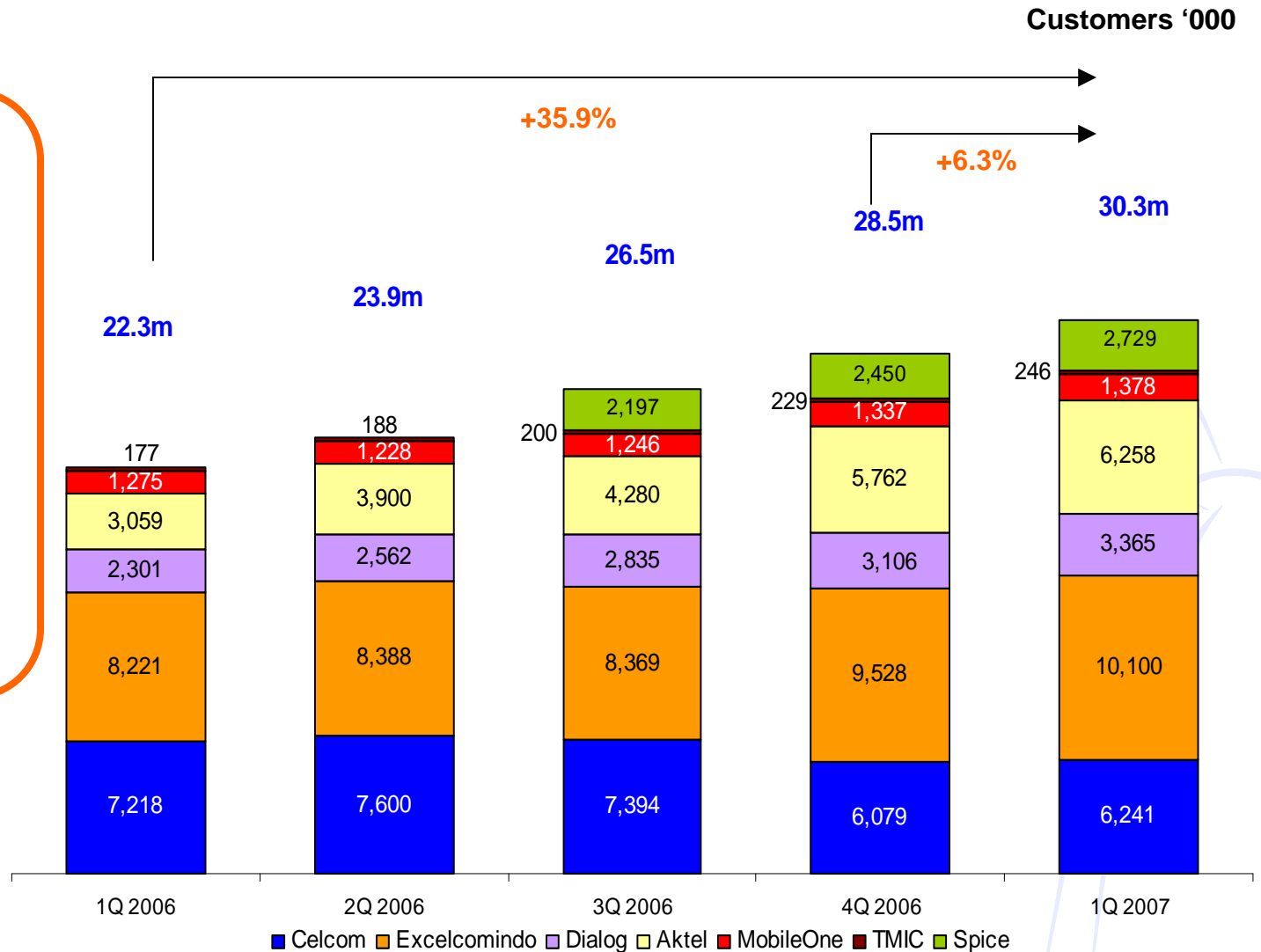


- Expansion of capital expenditure in 1Q 2007 was driven by extensive subscriber acquisition plan together with improvement and upgrading of network quality.



# Regional Customer Base - Mobile

- Strong Y o Y growth of regional mobile customers of 35.9% to 30.3 million

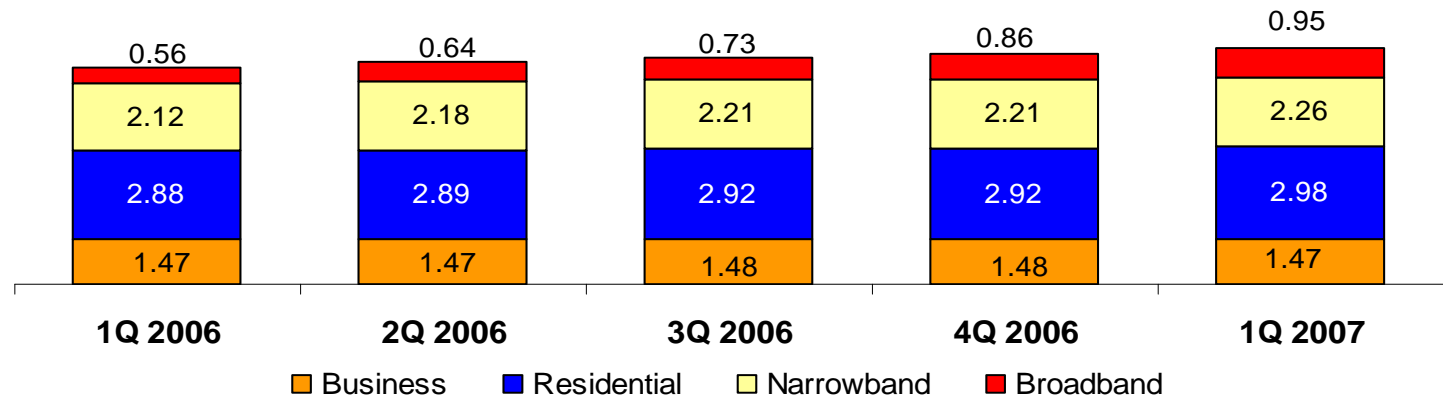


# Customer Base - Fixed & Internet Services

Million



Bundled Fixed Line Package



Latest Broadband Promotion

ARPU (RM)

Business\*  
Residential\*

Internet Dial-up  
Internet Broadband

	1Q 2006	4Q 2006	1Q 2007
Business*	124	122	117
Residential*	38	37	35
Internet Dial-up	7	7	5
Internet Broadband	98	94	93

\* Call usage only



VOIP Prepaid Calling Card

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# Agenda

**Group Performance**

**Celcom Update**

**International Operations**

**Outlook**

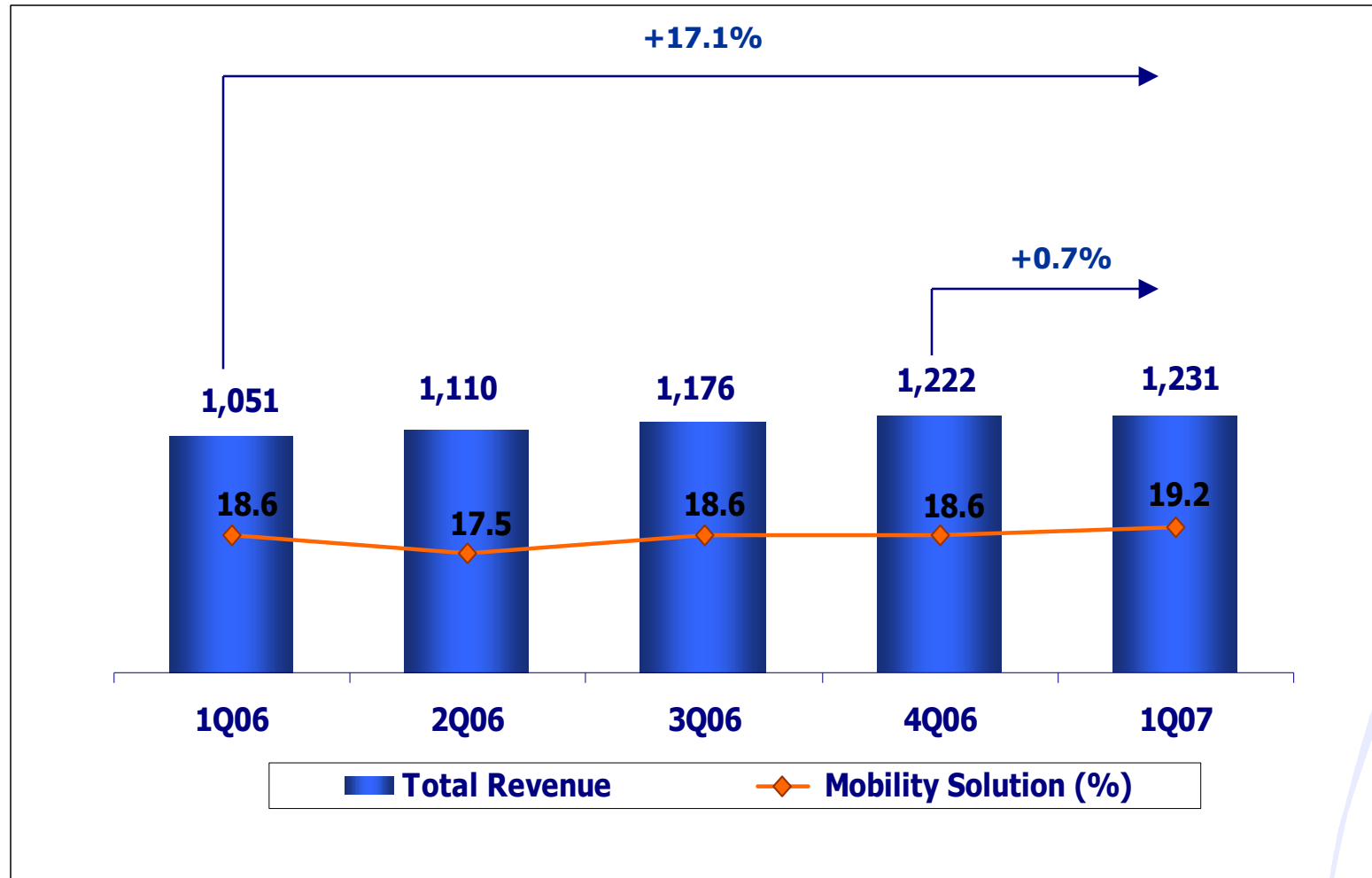
# Celcom Key Highlights



- **Revenue continue to rise, albeit at a marginal rate**
  - Q-o-Q revenue improved by 1%
- **Steady improvement in earnings and margins**
  - Q-o-Q EBITDA and PATAMI rose by 4% and 10% respectively
  - Q-o-Q EBITDA and PATAMI margin improved another 1.6% and 1.5% respectively
- **Strong growth in ARPU**
  - Prepaid ARPU grew by 18% to RM53
  - Postpaid ARPU grew by 4% to RM113
- **Customer net add of 162k**
- **Balance sheet remained healthy**

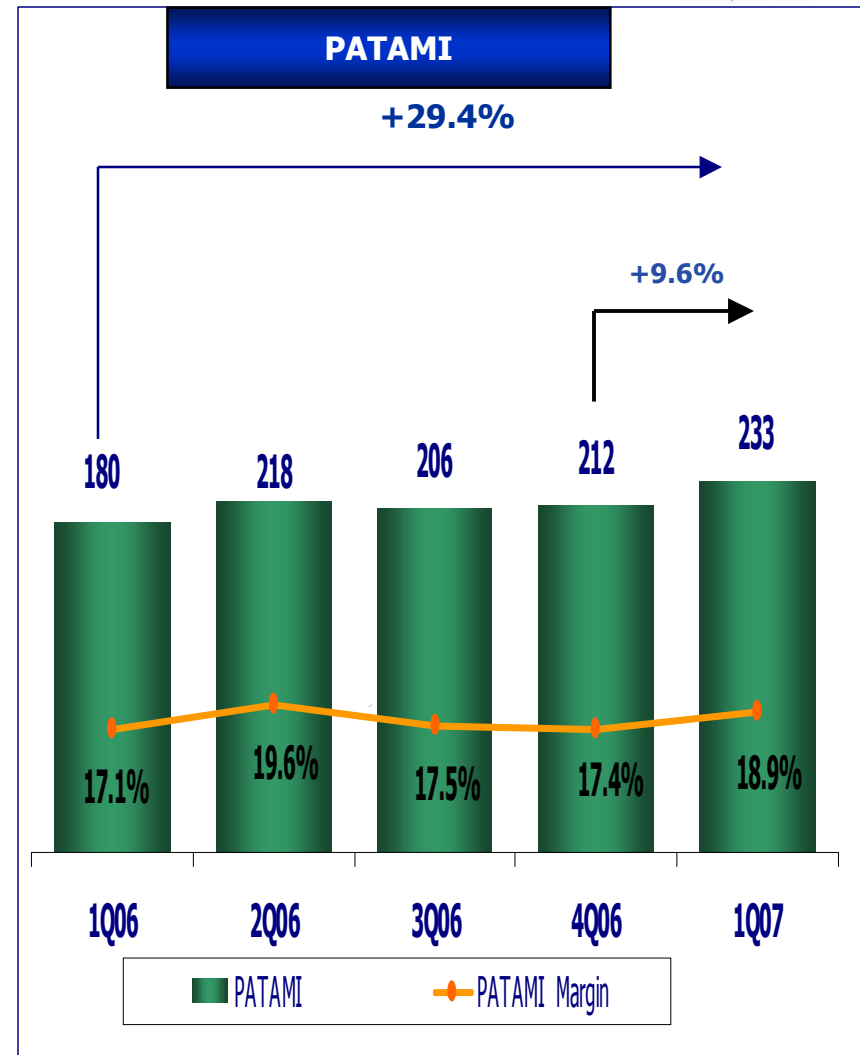
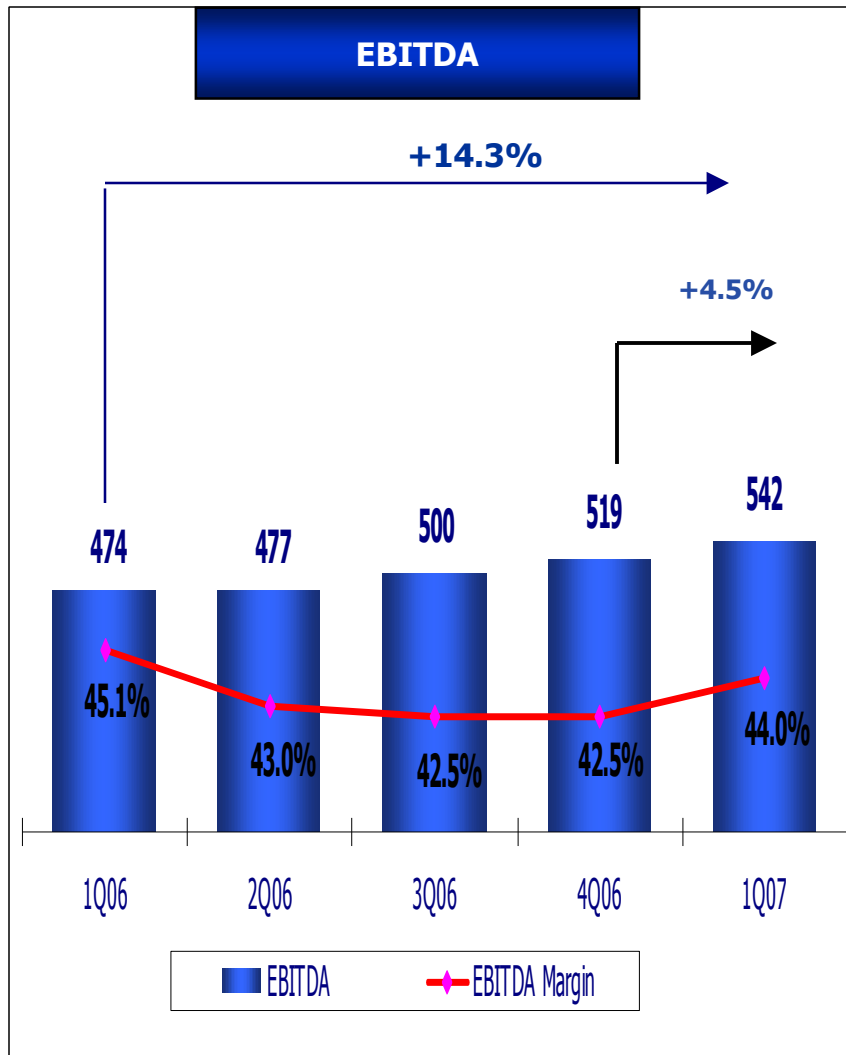


# Marginal increase in revenue due to seasonality



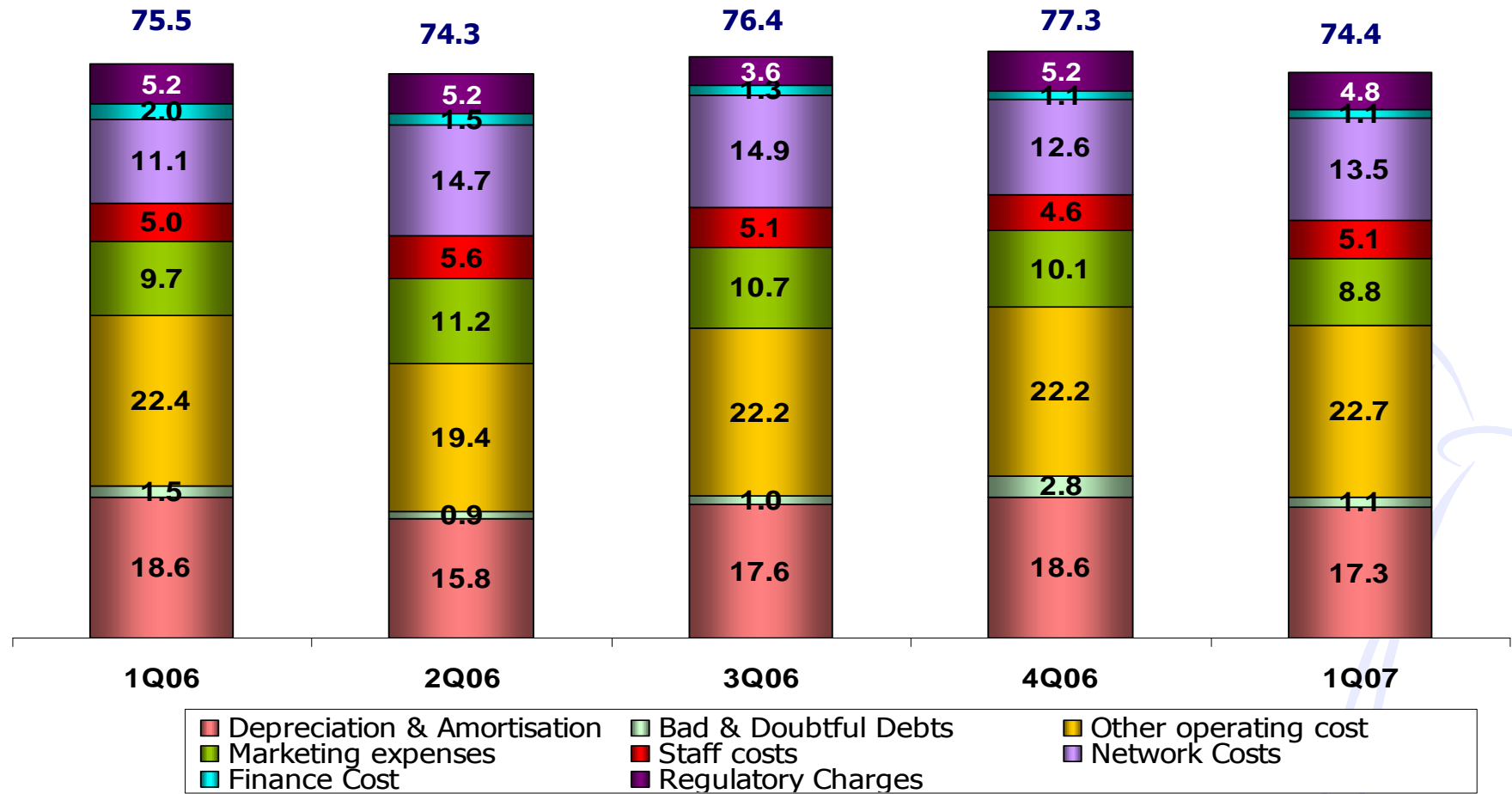
- Mobility Solution continue to grow

# Steady improvement in earnings and margins



- Growth continues for both EBITDA and PATAMI
- Driven by lower costs

# Operating cost as a % of Revenue



- Lower marketing expenses due to aggressive marketing activities in 4<sup>th</sup> Quarter 2006
- Lower bad debt provision as aggressive activity on debt collection being carried out
- Higher network costs due to reversal of unutilized provision in 4<sup>th</sup> Quarter 2006

## Key Balance Sheet items and ratios



	31/3/2007	31/12/2006	% change
<b>Borrowings</b>	<b>693.7</b>	<b>746.5</b>	<b>-7.1%</b>
<b>Shareholder's Funds</b>	<b>2,810.0</b>	<b>2,577.3</b>	<b>9.0%</b>
<b>Cash &amp; Cash Equivalent</b>	<b>1,475.3</b>	<b>1,201.1</b>	<b>22.8%</b>
<hr/>			
<b>Gearing – Gross</b>	<b>24.7%</b>	<b>29.0%</b>	
<b>Gearing – Net</b>	<b>-27.8%</b>	<b>-17.7%</b>	
<b>Current Ratio</b>	<b>0.77</b>	<b>0.63</b>	
<b>NTA per Share (sen)</b>	<b>152.2</b>	<b>108.8</b>	
<b>Return on Equity*</b>	<b>26.5%</b>	<b>31.7%</b>	
<b>Return on Capital Employed*</b>	<b>40.2%</b>	<b>38.8%</b>	
<b>EPS (sen)*</b>	<b>52.6</b>	<b>36.1</b>	

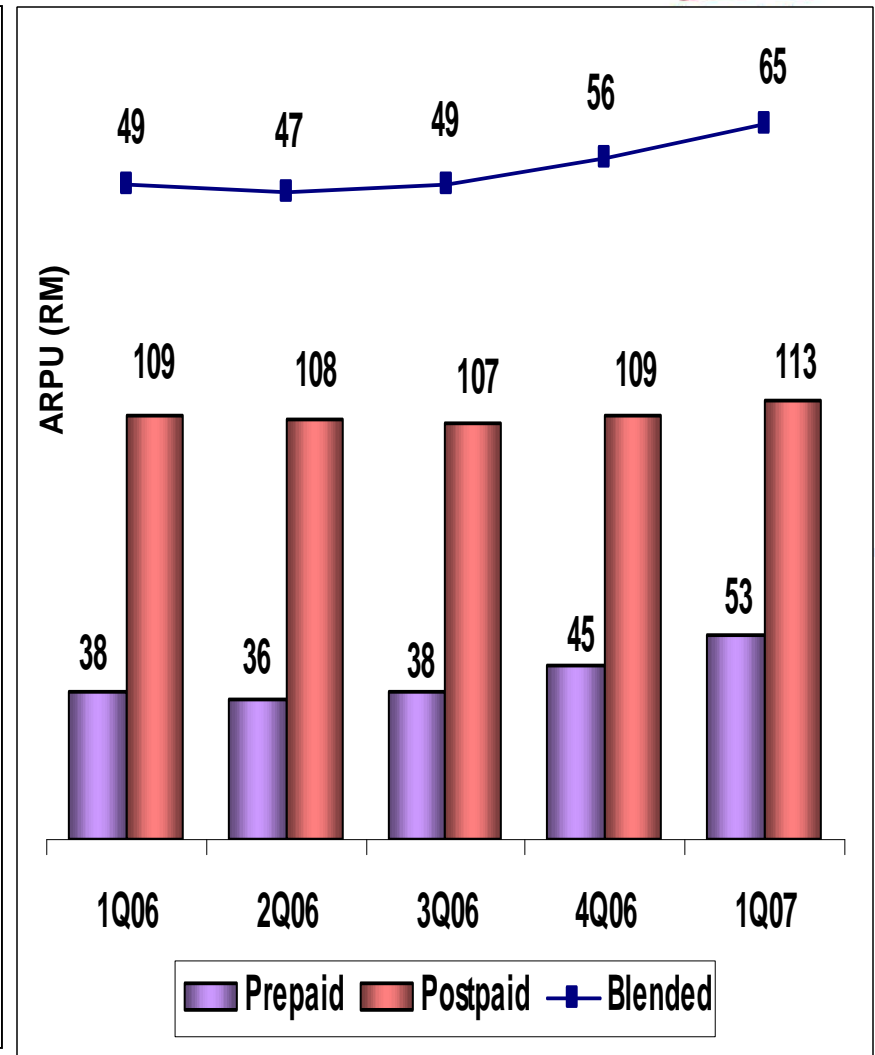
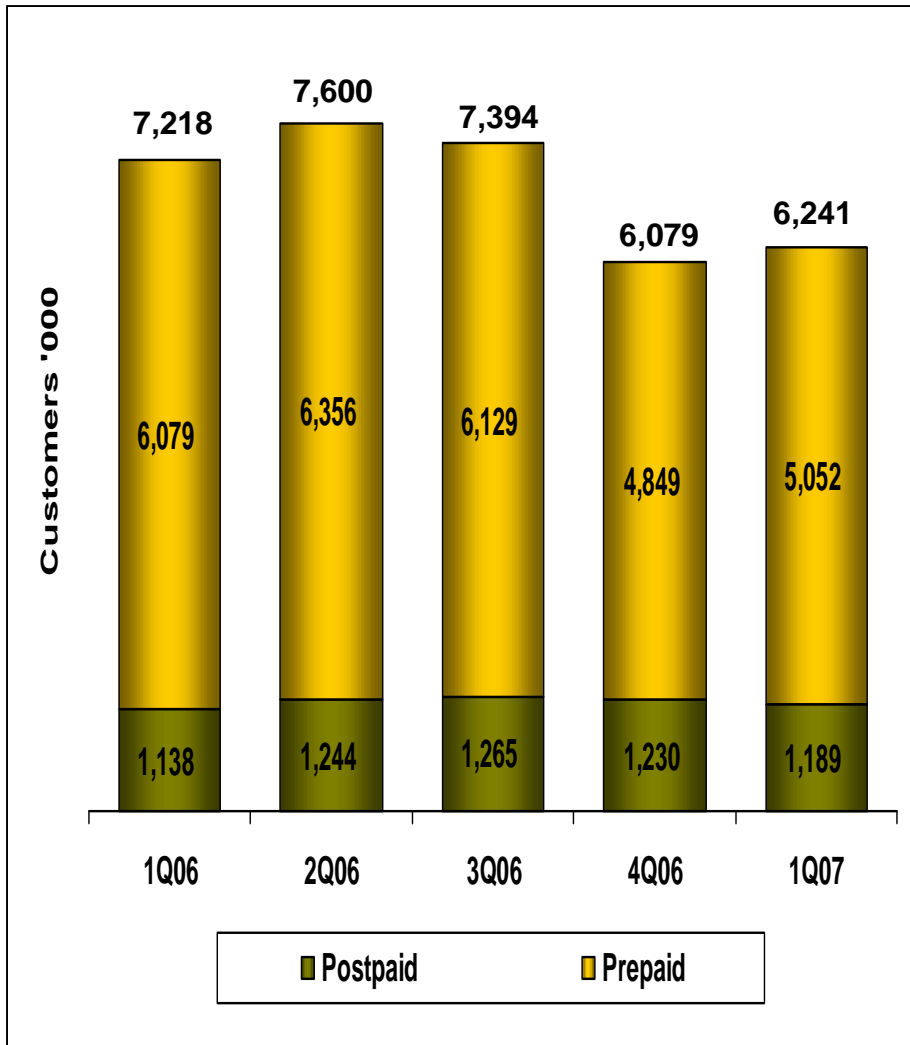
- Cash reserves continue to rise
- KPIs improved further

\* Annualized

All numbers in RM millions, except ratio data



# Customer and ARPU



- Customer net add of 162k
- Vast improvement in ARPU for both segments

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# Agenda

**Group Performance**

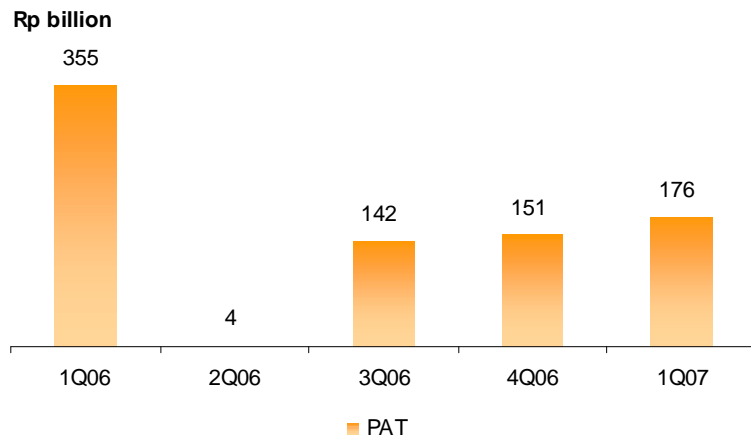
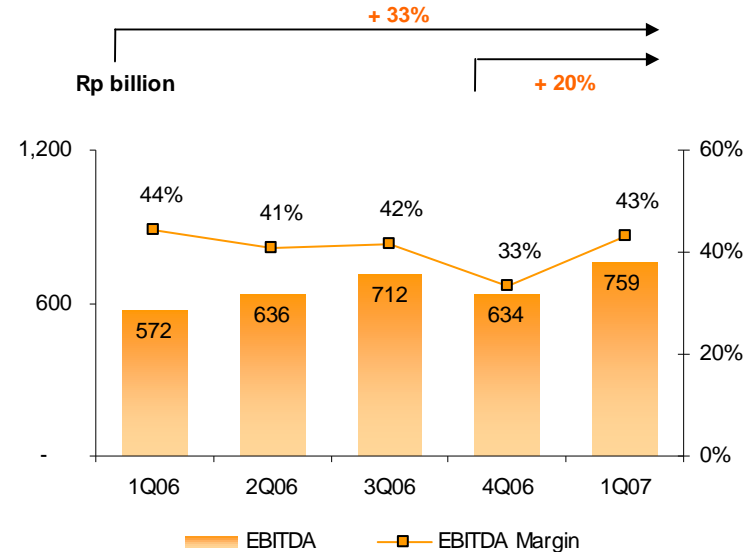
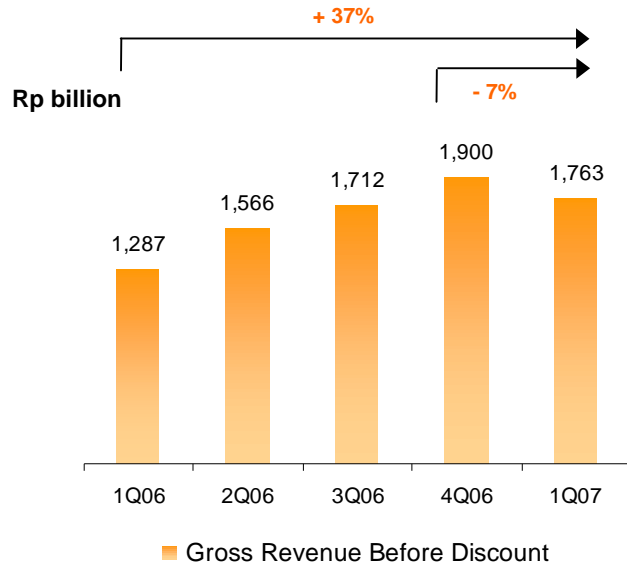
**Celcom Update**

**International Operations**

**Outlook**

# XL - Financial Highlights

IDR1000 : RM0.38

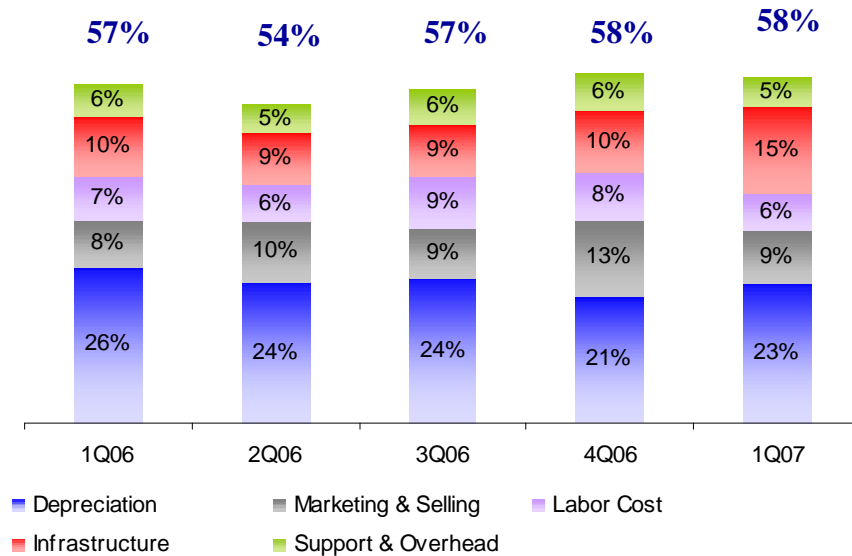


- Revenue increased 37% Y o Y resulting from a higher customer base in 1Q 2007.
- Q o Q revenue declined due to lower ARPU and MoU despite increase in customers.
- EBITDA increased 33% Y o Y in line with increase in revenue. EBITDA Q o Q increased by 20% primarily due to lower marketing and selling expenses.
- 1Q 2006 PAT included unrealised forex gain of IDR 356 million. Normalised PAT for 1Q 2007 was IDR 173 billion compared to a loss of IDR 1 billion in 1Q 2006.

# XL - Financial Highlights



## Opex as % of Gross Revenue



- 1Q 2007 Infrastructure expense was higher than 4Q 2006 due to higher frequency fee.
- 1Q 2007 Support & overhead was lower than 4Q 2006 due to lower electricity and fuel expenses.
- 1Q 2007 Selling expenses was lower than 4Q 2006 due to lower A&P expenses.

## Balance Sheet

(in Rp billion)

	As at 31-Mar-07	As at 31 Dec 06
<b>Shareholders' Funds</b>	4,457	4,281
<b>Deferred &amp; long Term Liabilities</b>	7,010	6,013
- Long Term Borrowings	5,865	5,345
	<u>11,467</u>	<u>10,294</u>
<b>Fixed Assets</b>	11,290	10,462
<b>Other Assets</b>	1,114	991
<b>Current Assets</b>	1,052	1,183
- Cash & Bank Balances	243	587
<b>Current Liabilities</b>	1,989	2,342
	<u>11,467</u>	<u>10,294</u>



Secret SMS

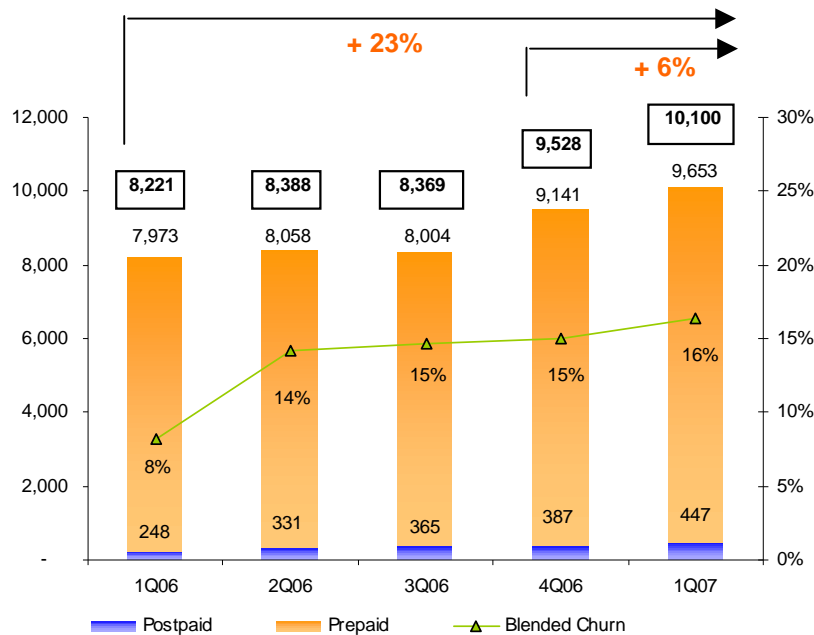
XL's Debt to EBITDA as at 31 Mar 2007 and 31 Dec 2006 stood at 2.1x.

# XL - Operational Highlights

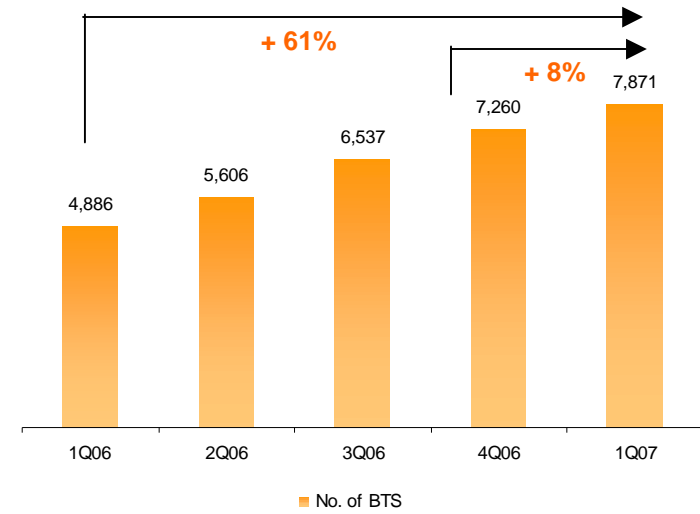
IDR1000 : RM0.38



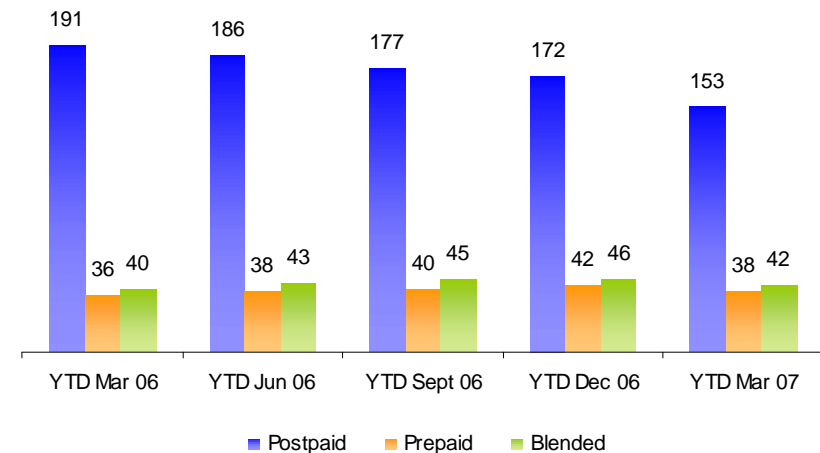
- **Subscribers increased by 23% Y o Y and 6% Q o Q to 10.1 million. High churn rate occurred in 4Q 2006 and Q1 2007 for both prepaid and postpaid subscribers.**
- **Network expansion resulted in increase of no. of BTS to 7,871 at the end of 1Q 2007 including 1,020 3G Node B.**
- **Decrease in ARPU was in line with the industry ARPU trends.**



Churn (%)		1Q06	2Q06	3Q06	4Q06	1Q07
Prepaid		8%	15%	15%	15%	17%
Postpaid		1%	2%	4%	5%	4%



ARPU (Rupiah '000)



# Recent Key Initiatives & Developments

A TTM Company



## New products & offerings in 1Q 2007:

- **Tarif Percakapan per Detik** special for bebas prepaid subscribers which offers Rp. 25/seconds for all outgoing calls to all domestic operators and 35 countries, applicable for 24 hours a day.
- **Kejutan 28 (Surprise 28)** for bebas and jempol subscribers which offers credit bonus Rp 10,000 after 4 times reload of any denomination.
- **Tariff XL 3G** was announced in Feb 07. The video call tariff scheme for 3G is similar with voice call tariff.

## Regulatory Update

- The **new interconnection regulations (cost based vs revenue share)** has been implemented since 1 January 2007.
- Government plans to start the **tender for USO** project in 2007.
- The Government plans to regulate **minimum floor price for voice service**. The Government has issued the Minister Decree (KM No. 12/02/2006), but has not issued the detailed operational regulation. In the past, the Government regulated the maximum price for prepaid tariff.
- The Government has issued the Ministerial Decree that regulates **maximum retail tariff for leased lines**. The Decree is expected to be effective in 2H 2007.
- Industry is waiting for the Government action to issue a **new IDD license** this year and BWA license in the near future.

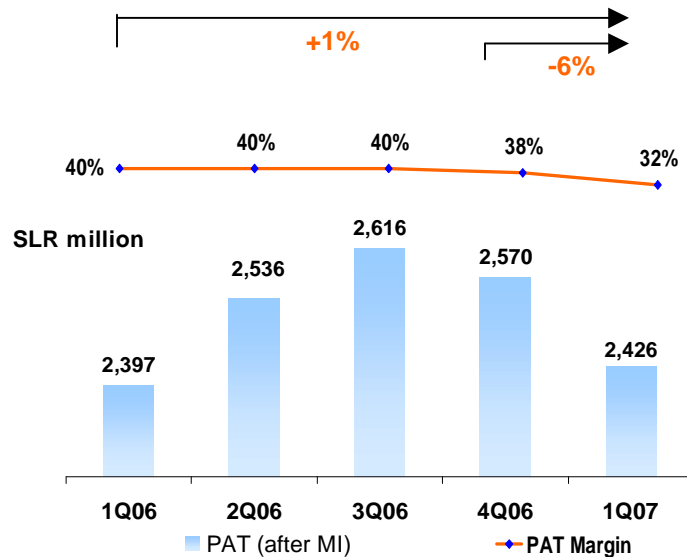
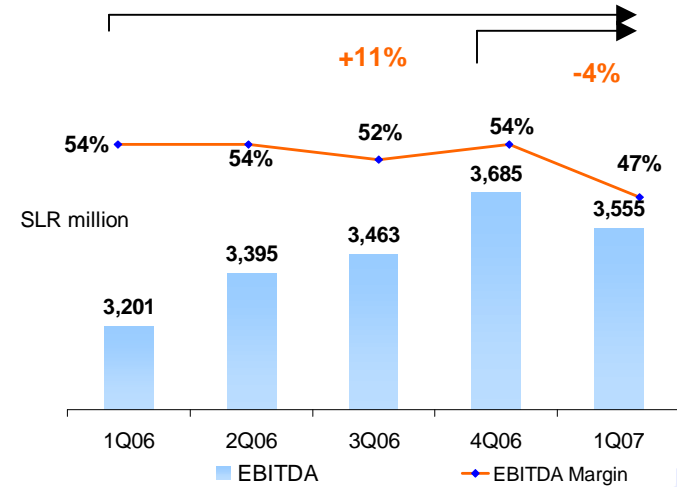
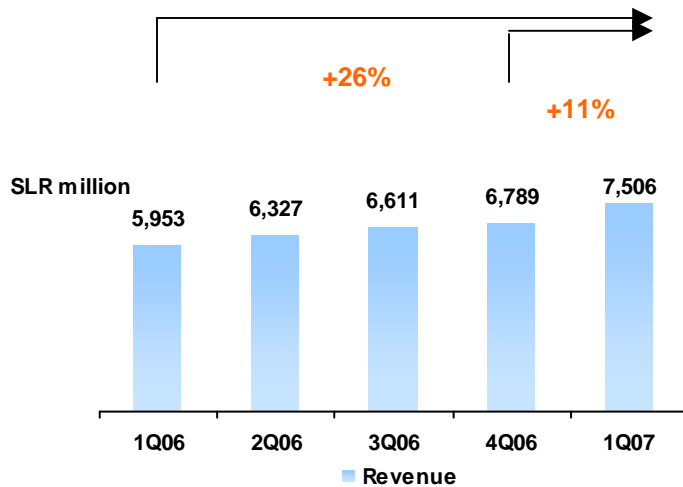
## Company's key developments & initiatives, strategic direction, recent key initiatives in 1Q 2007:

- **Improve market competitiveness**, by launching Tarif Percakapan per Detik, Kejutan 28 (Surprise 28), Bonus Pulsa and SMS Pulsa.
- **Increase image and brand awareness in the market**, by continuing the campaign with "XL Life Unlimited" theme
- **Change distribution channel structure**. In 1Q 2007 XL has changed the distribution channel strategy by having 3 platinum national distributor, 82 platinum regional distributor, 911 XL Kita Gold and 167 XL Center. As of 31 March 2007, our channel has expanded to more than 300 thousand retail outlets.
- **Increased number of BTS (including 3G equipments)**. In 1Q 2007 XL has 7,871 BTS or increased by 8% compared to 4Q 2006 of 7,260 BTS



# Dialog - Financial Highlights

SLR100 : RM3.182



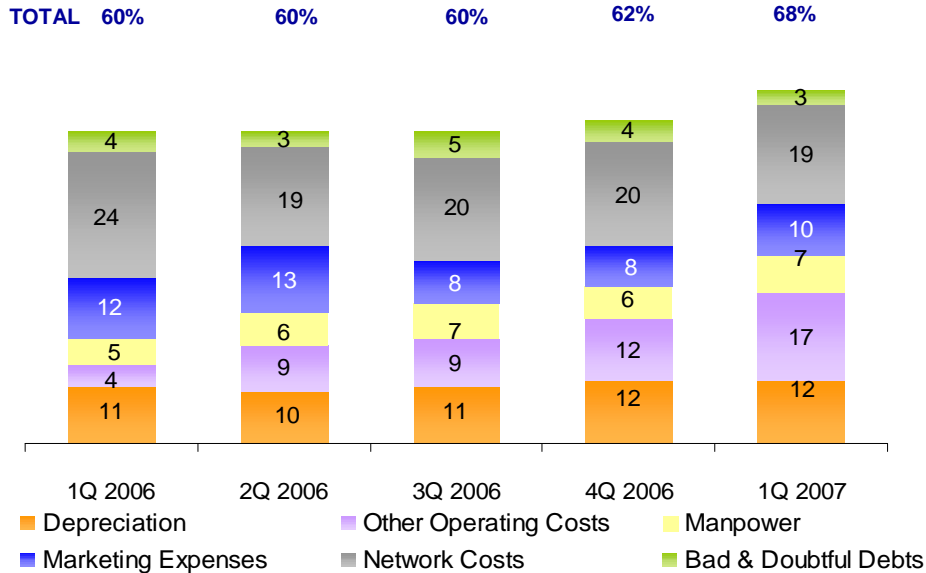
- Dialog 1Q 2007 performance was partially affected by intermittent disruptions of North and East operations. The group revenue however increased by 26% (YoY) and 11% (QoQ).
- Subscriber base increased to 3.4 million from 2.3 million in 1Q 2006 and 3.1 million in 4Q 2006.
- Group PAT and EBITDA were lower due to high start up costs of the Media operations. It is expected to be profitable by end 2007.

# Dialog - Financial Highlights

SLR100 : RM3.217



## Group Costs as % of Revenue



- Bad debts below 4Q 2006 level owing to effective credit initiatives deployed.
- 1Q 2007 marketing expenditure was higher compared to 4Q 2006 to sustain / grow market leadership position.

## Balance Sheet-Group

	As at 31 Mar 07	As at 31 Dec 06
	Rs Mn	Rs Mn
<b>Shareholders' Funds</b>	27,456	24,983
<b>Deferred &amp; Long Term Liabilities</b>	287	152
- Long Term Borrowings	8,699	8,145
	<u>36,442</u>	<u>33,280</u>
<b>Fixed Assets</b>	35,527	30,032
<b>Intangible Assets</b>	3,667	3,603
<b>Investment in subsidiary</b>	-	-
<b>Current Assets</b>	7,851	7,490
- Cash & Bank Balances	1,983	2,301
<b>Current Liabilities</b>	(11,456)	(8,930)
- Short Term Borrowings	(1,130)	(1,216)
	<u>36,442</u>	<u>33,280</u>



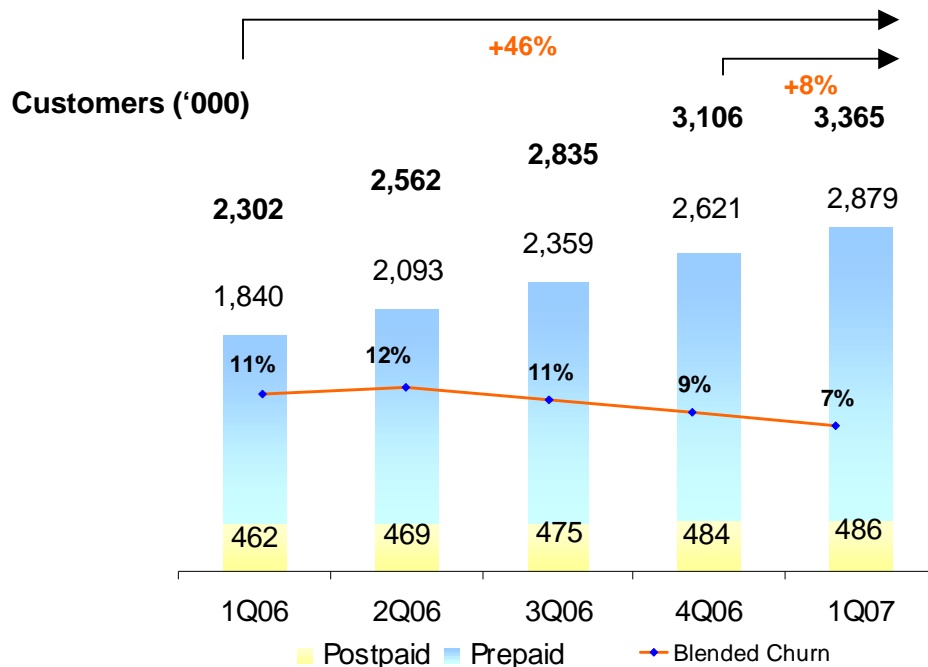
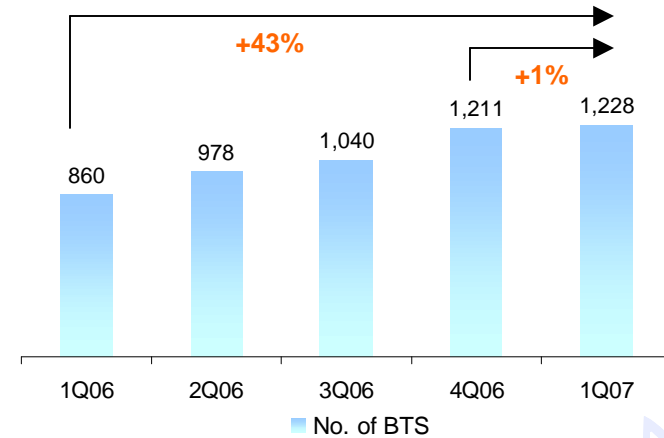


# Dialog - Operational Highlights

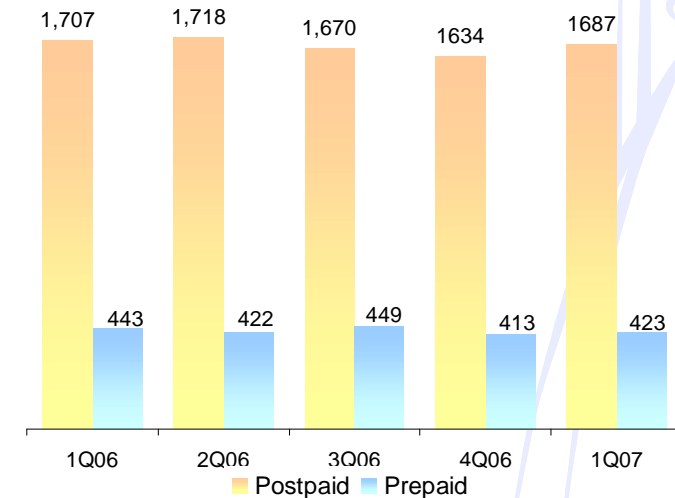
SLR100 : RM3.182



- Market leadership with sustained growth in subscribers (46% growth Y o Y).
- Prepaid/postpaid mix: 86:14.
- Coverage and Quality of Service Improvements.
- Increase in postpaid ARPU contributed mainly by increase in SMS revenue in January 2007 following the new year.
- Improvement in churn from 9% in 4Q 2006 to 7% in 1Q 2007.



## ARPU (SLR)



	1Q06	2Q06	3Q06	4Q06	1Q07
Prepaid	1.83	0.15	0.14	0.21	0.23
Postpaid	9.61	10.35	9.54	10.73	10.19

# Recent Key Initiatives & Developments

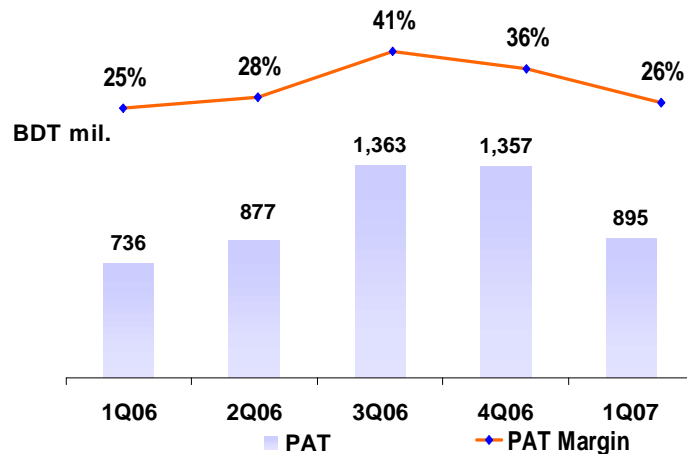
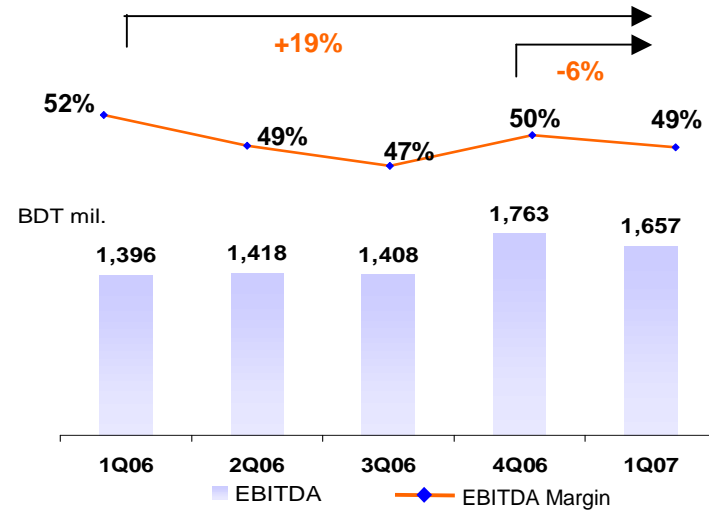
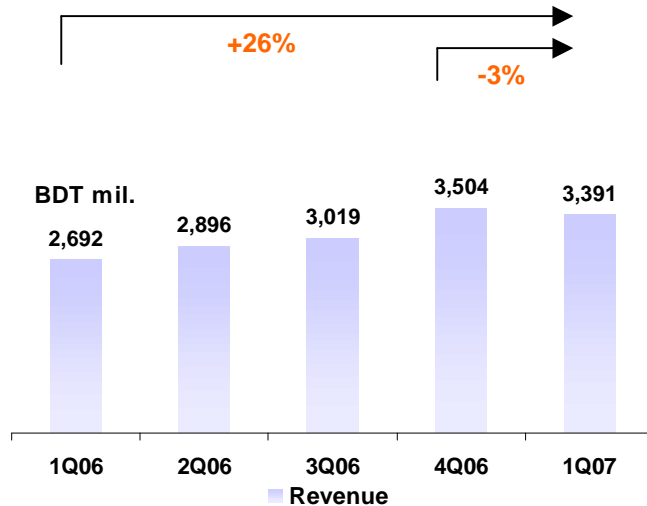


- Appointment of Ms. Anoja Obeyesekere, GM of Legal, Regulatory Affairs, Administration and International Business / Company Secretary of Dialog, to the Chair of the GSM Association's Asia Pacific Interest Group (GSMAP).
- Special Promotion during the Sinhala/Tamil New Year -Buy one, get one DTV connection free.
- The 35<sup>th</sup> franchise outlet commenced operations.
- Special web promotion during ICC world Cup.
- Local language browser on mobile phones.
- GPRS partners in 100 countries.
- CNN on mobile phone.
- Dialog Phone Assurance - the handset insurance cover, was extended to the entire customer base through partnership with six leading insurance companies in Sri Lanka.

# TMIB - Financial Highlights

BDT100 : RM5.023

A TMI Company



- YoY revenue increased by 26%. However QoQ fell by 3% due to lower retail tariff and revision of interconnect charges.
- Subscriber base increased to 6.3 million from 3.1 million in Q1 2006 and 5.8 million in Q4 2006.
- EBITDA marginally lower due to increase in marketing costs to penetrate new coverage areas.
- Lower QoQ PAT was attributed to the increase in the depreciation, amortisation and higher tax expenses.

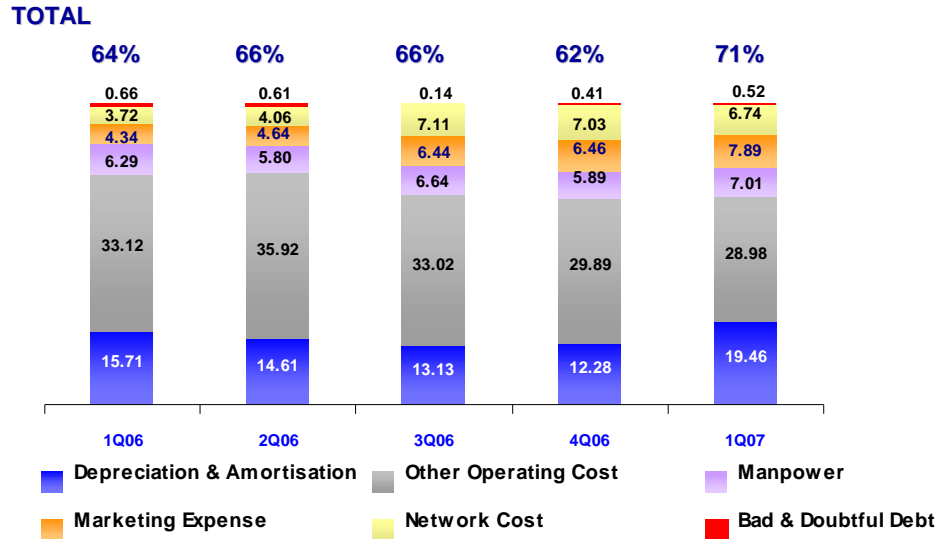
# TMIB - Financial Highlights

BDT100 : RM5.023

A TMI Company



## Costs as % of Revenue



- Higher cost % to Revenue due to increase in depreciation and amortization and higher OPEX from marketing costs.

## Balance Sheet

	As at 31 Mar 07	As at 31 Dec 06
	BDT mil	BDT mil
<b>Shareholders' Funds</b>	13,560	12,665
<b>Deferred &amp; Long Term Liabilities</b>	12,569	14,784
- Long Term Borrowings	12,554	11,434
	<u>26,129</u>	<u>27,449</u>
<b>Fixed Assets</b>	33,004	31,453
<b>Current Assets</b>	3,160	3,691
- Cash & Bank Balances	612	1,609
<b>Current Liabilities</b>	10,035	7,695
- Short Term Borrowings	2,242	2,619
	<u>26,129</u>	<u>27,449</u>



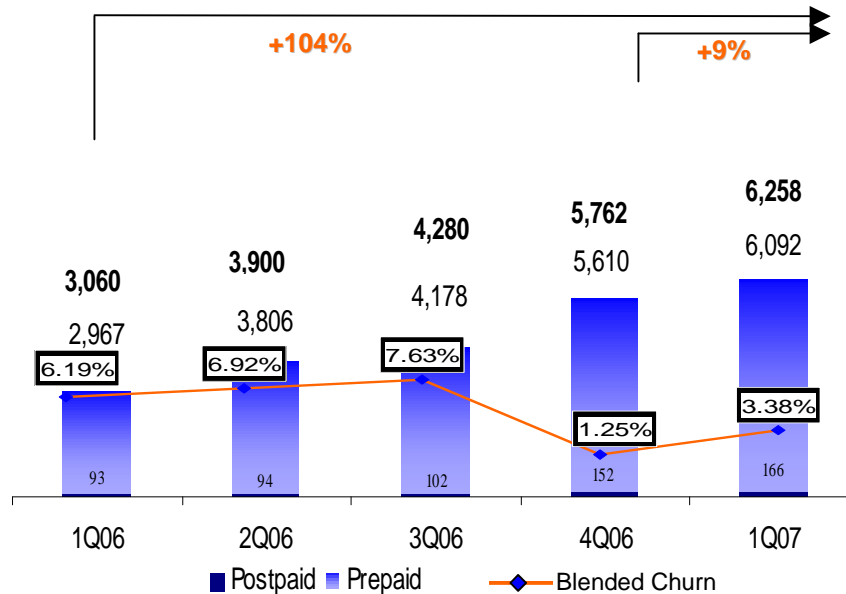
# TMIB - Operational Highlights

BDT100 : RM5.023



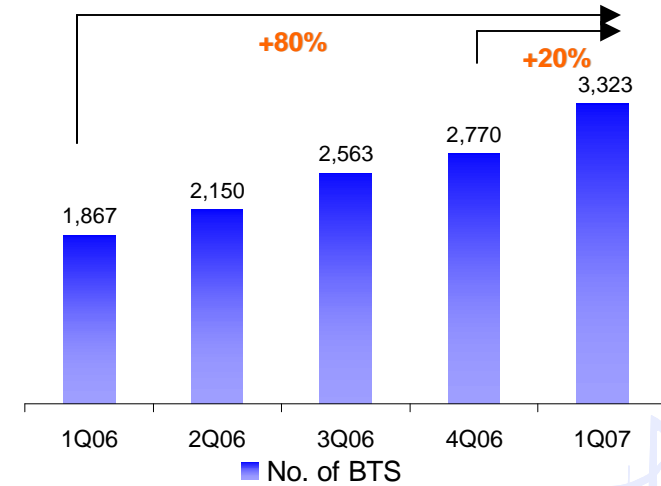
- Commitment to improve capacity & coverage,
- To effectively manage churn,
- ARPU decline due to stiffer competition in the industry,
- Challenges faced include uncertain policy and regulatory decisions due to change in leadership.

Customers ('000)

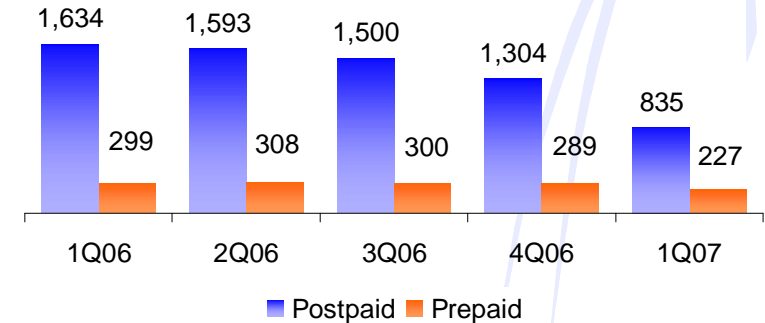


Churn (%)

Prepaid	6.16	6.96	7.69	1.05	3.19
Postpaid	6.90	5.82	5.76	6.52	8.15



ARPU (BDT)



# Recent Key Initiatives & Developments



## • AKTEL PHURTI & POWER re-launch :

- Market's lowest on-net rate throughout the day
- 3 FnF facility with 1 other operator FnF
- FREE BTTB incoming calls for 1<sup>st</sup> 5 mins



- Free after 1st 2 min for on-net calls during off-peak hours
- Reduced tariff for calls to other operator numbers
- 10 sec pulse from the 2nd min
- Double validity in all top-ups



## • AKTEL Joy spreads love to all:

Valentine's Day promotion offering 5 min FREE after first 5 min for all calls to their Joy partner and FnF numbers throughout the day.

• AKTEL Postpaid revised tariff: Significant revisions to Signature and Signature Joy, with cheaper tariff structure and more attractive offerings.

• AKTEL Café8000 :AKTEL launched first ever Voice Portal – “AKTEL Café 8000” for all AKTEL customers from February 9, 2007. Services offered include: News, Information, Entertainment, Religion, International Roaming etc.

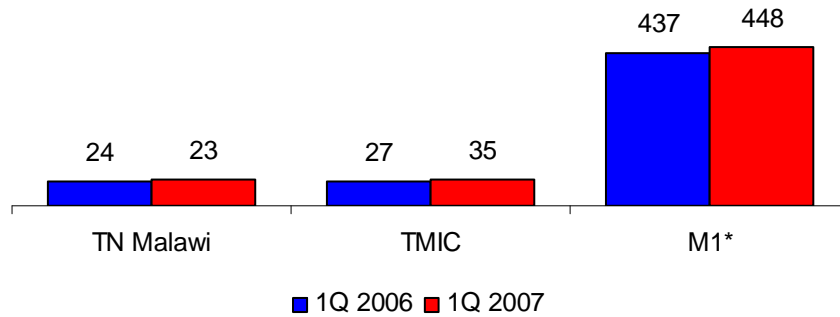
## • EVENT SPONSORSHIPS:

Aktel sponsored “Basis (Bangladesh Association of Software & Information Services) Softexpo 2007” from 28th March to 1st April, 2007.

# Other International Operations

## Operating Revenue

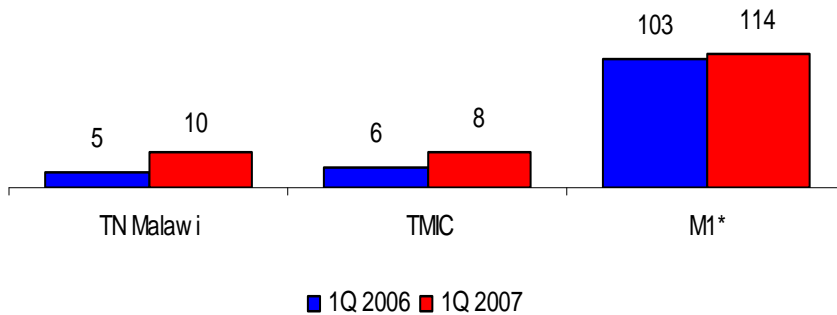
RM Million



\* Comparative figures have been re-stated

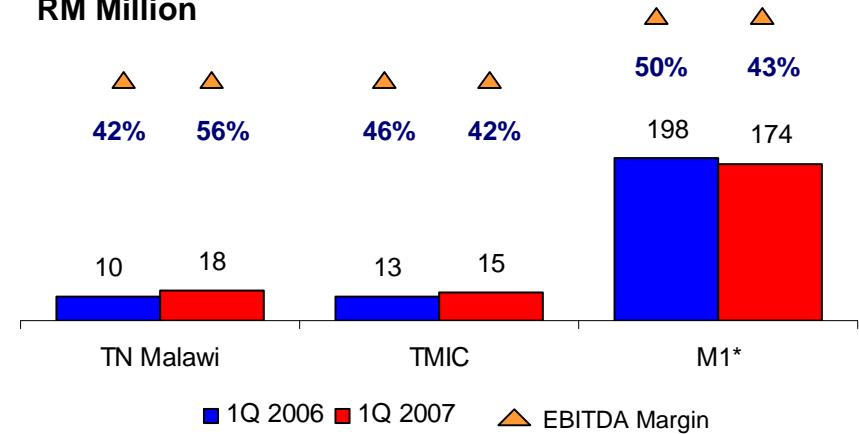
## PAT

RM Million



## EBITDA

RM Million



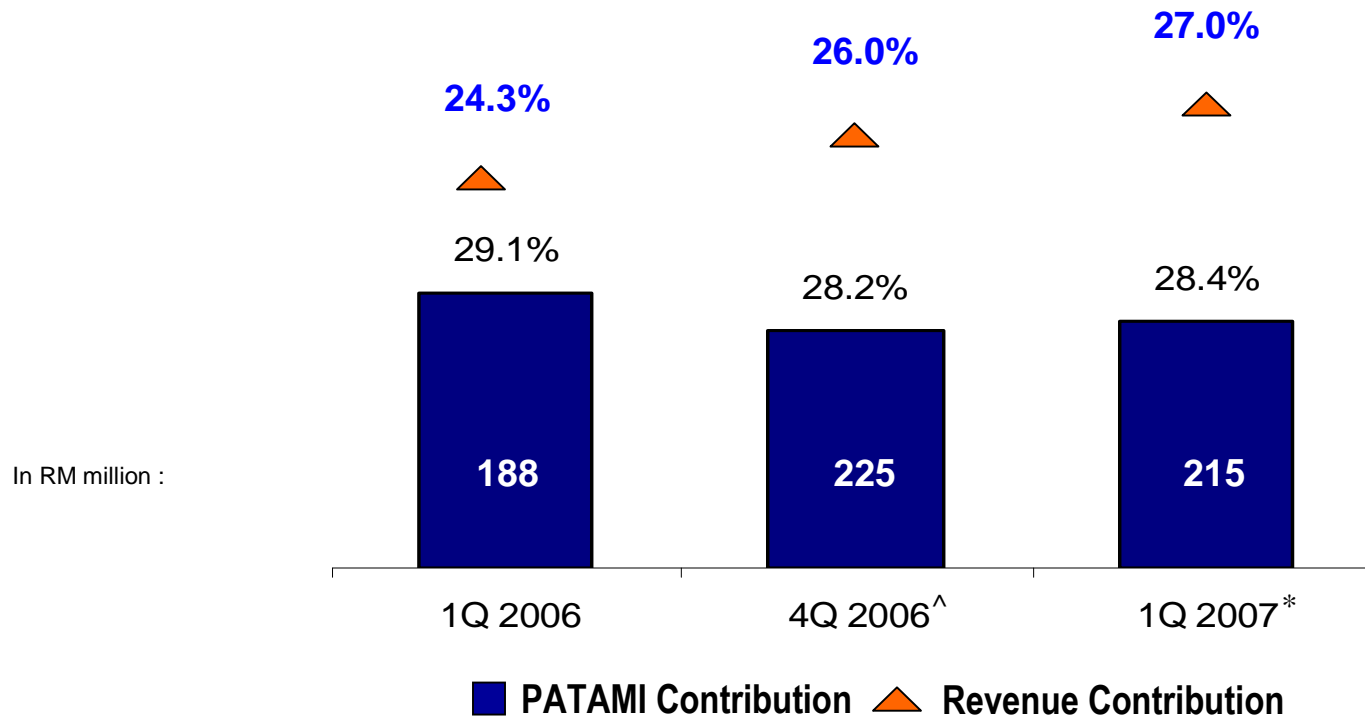
- **Stable performance from other international operations**

Note : - Samart to announce 1Q 2007 results in mid-May  
- Spice results pending completion of IPO



# Contribution from International Operations

- Contribution by international operations to Group's Revenue and PATAMI



<sup>^</sup> Contribution of TMI's PATAMI in 4Q 2006 is lower than 3Q 2006 due to share of losses at Spice and drop in TMIB's PAT arising from higher deferred tax adjustment

<sup>\*</sup> Contribution of TMI's PATAMI in Q1'07 is low due to impact of strengthening of RM vs. IDR which affected the translation of the revenue of XL and also adjustment for understatement of depreciation expenses in TMIB



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# Agenda

**Group Performance**

**Celcom Update**

**International Operations**

**Outlook**

## Outlook

### Domestic

- Continued focus on broadband improving coverage and quality of service for both fixed and wireless offerings
- Expanding the broadband offering of higher bandwidth
- Stimulate utilisation of fixed line through bundled packages and improve position in enterprise market with managed data networking services
- Expand TM's global network facilities in building future prospects from global services
- Focus in improving revenue share of the mobile market leveraging on Celcom's strong network coverage and quality while continuously offering advance innovative mobile data solutions

### International

- Further expansion of network coverage in key markets of Indonesia & Bangladesh and consolidating competitive advantage in Sri Lanka
- Focus on harnessing synergies within the TM Group of companies
- Increased ownership in XL and issuance of rights issue in Dialog



## Opening Up Possibilities



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