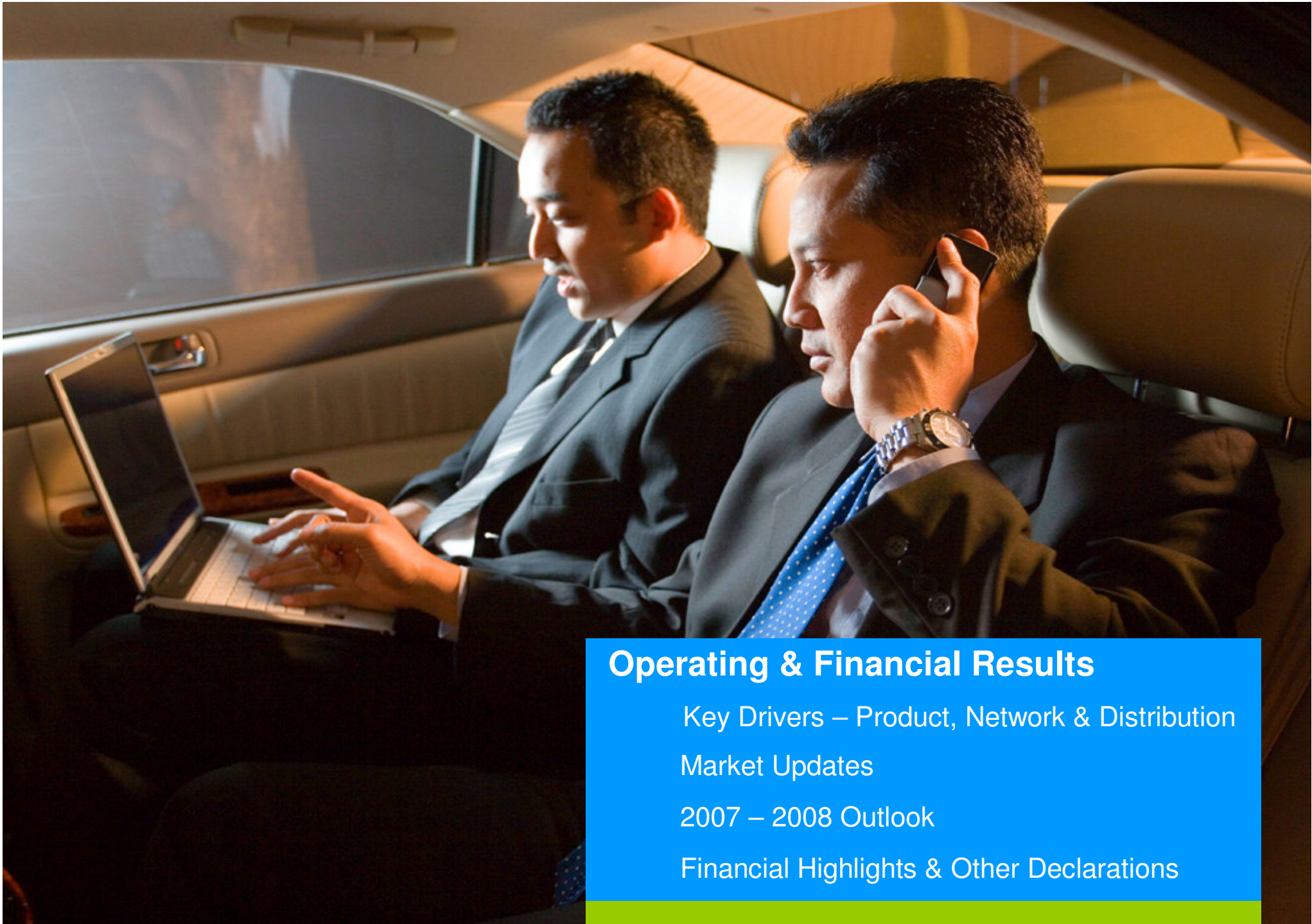




PT EXCELCOMINDO PRATAMA Tbk. (XL)

9M 2007 Performance Results

October 2007



Operating & Financial Results

Key Drivers – Product, Network & Distribution

Market Updates

2007 – 2008 Outlook

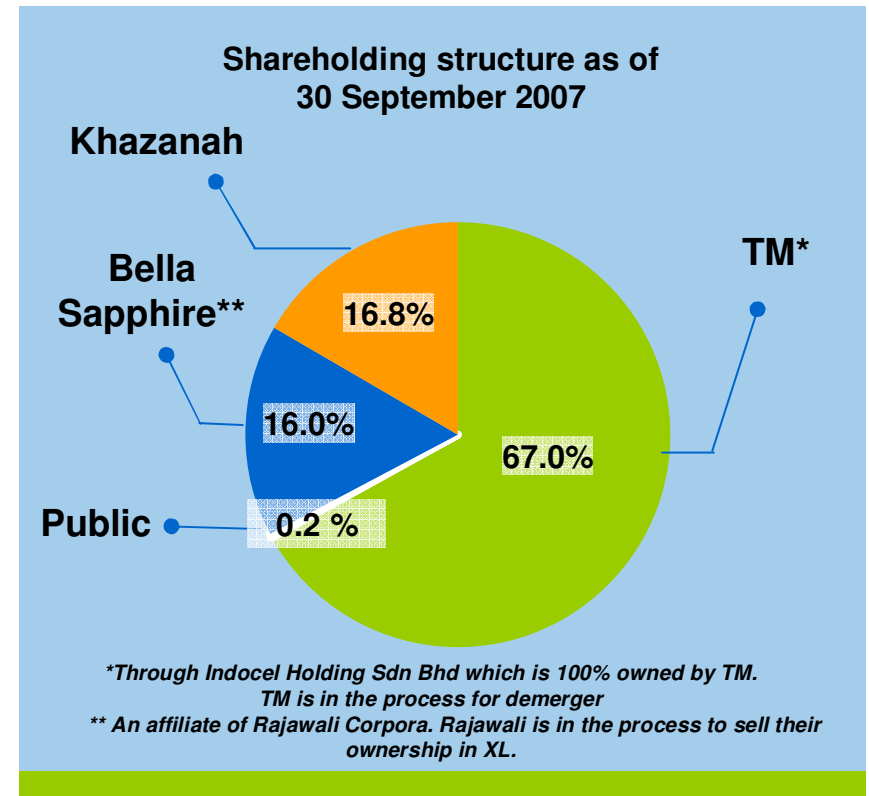
Financial Highlights & Other Declarations



XL - Overview

Brief overview

- Started commercial operation in October 1996
- Third largest mobile operator in Indonesia
- GSM 900/1800/3G services
- Only operator with own extensive backbone in Java, Sumatra, Sulawesi and Kalimantan
- Listed on JSX since September 2005. Current market capitalization of c. US\$1.6bn
- Telekom Malaysia ("TM") is the majority shareholder with a 67.0% stake
- Khazanah Nasional is the second largest shareholder with a 16.8% stake

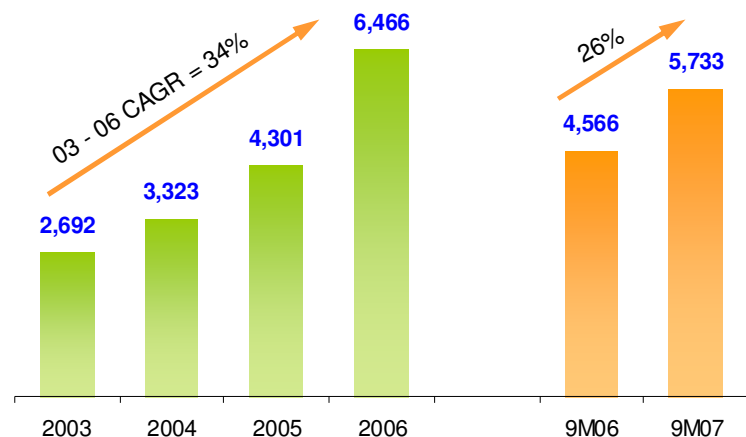


To provide the best customer experience whether it is through our products, services, technology, and value for money

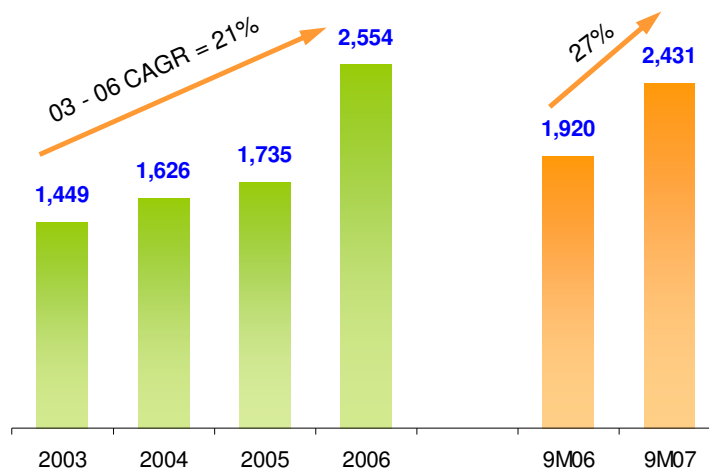


Sustaining Accelerated Growth Year on Year

Gross revenue (Rp bn)

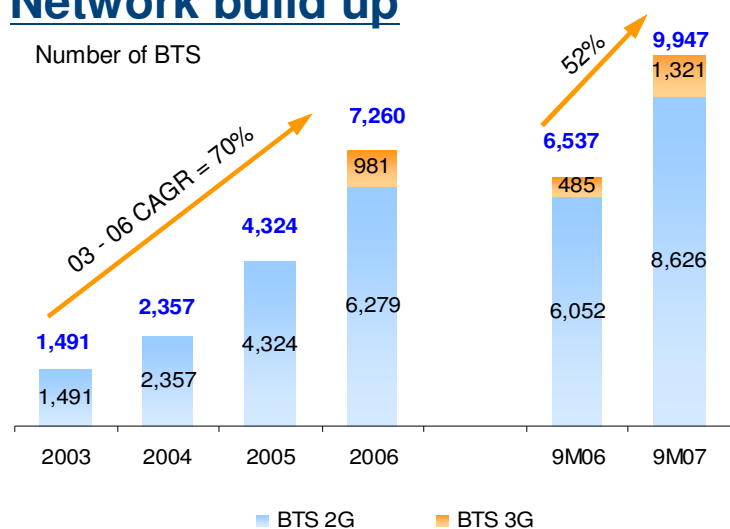


EBITDA (Rp bn)

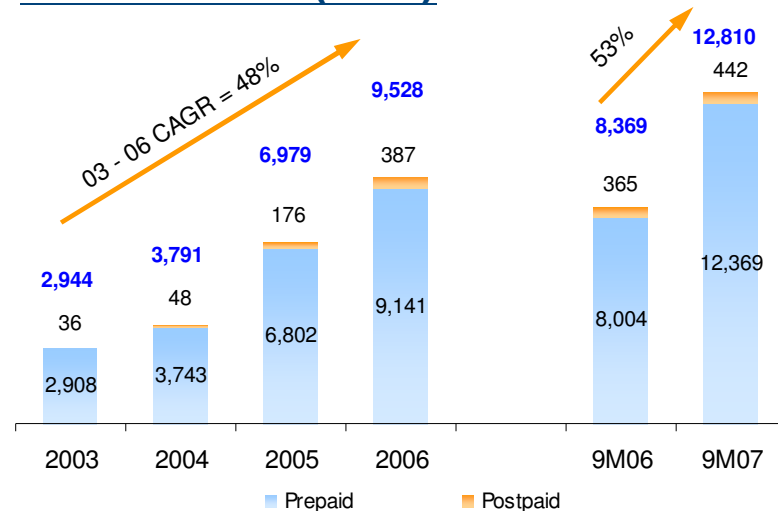


Network build up

Number of BTS



Subscribers ('000)

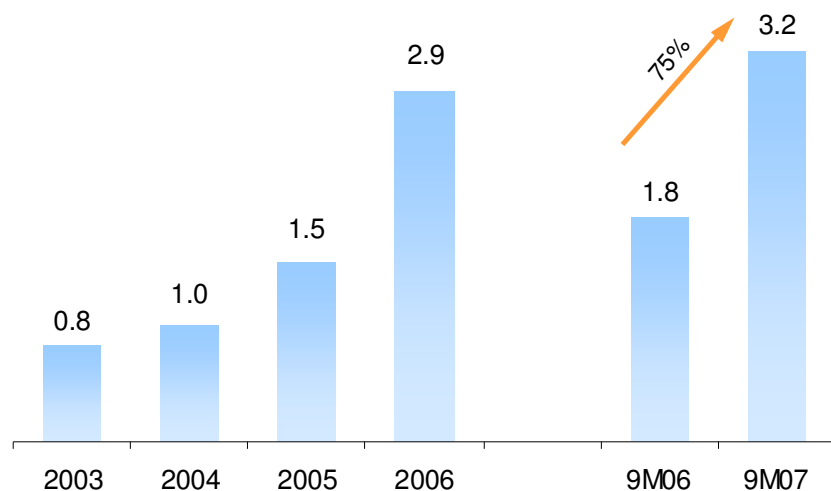


Drive top line growth, ahead of market revenue growth, while managing efficiency and productivity in order to drastically improve returns

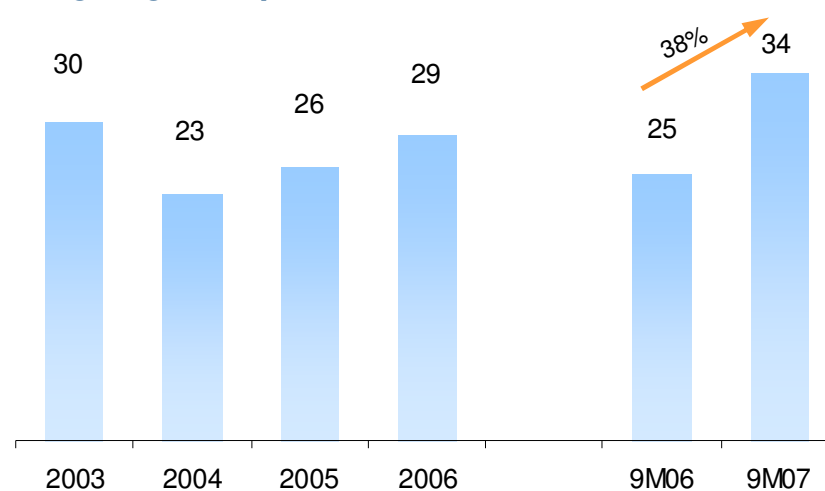


Effectively Managing Key Revenue Drivers

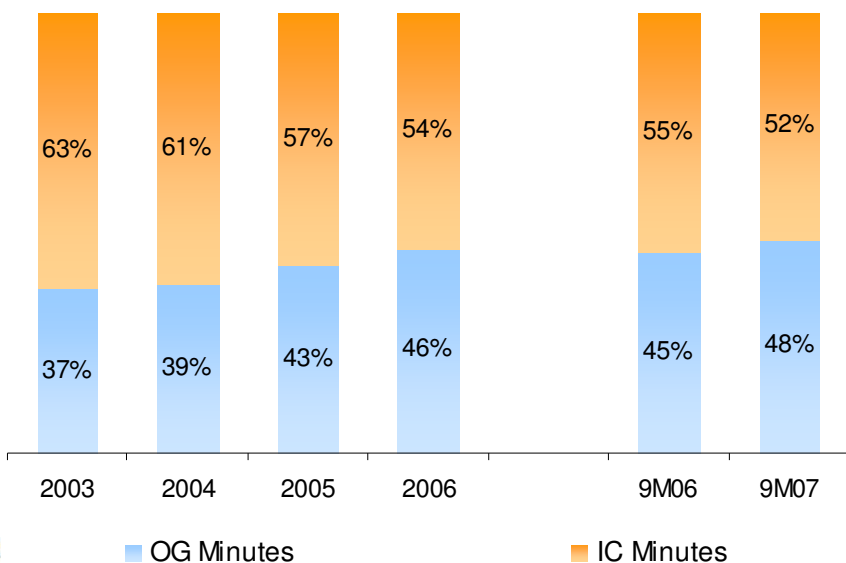
Outgoing MoU (bn)



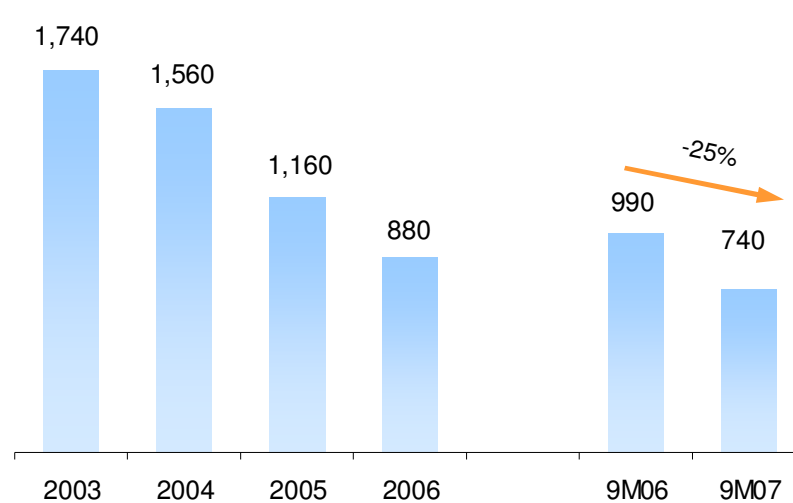
Outgoing MoU per subs (min)



Ratio incoming and outgoing MoU



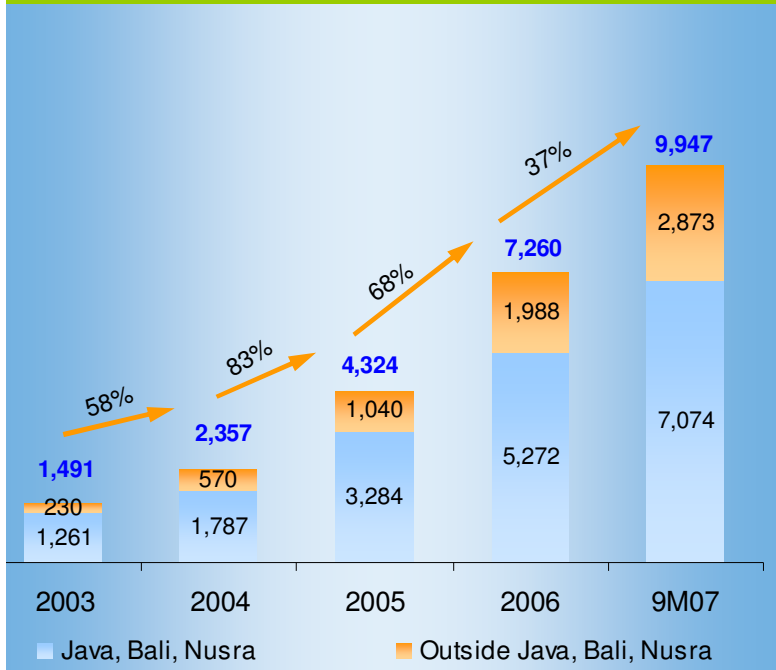
Voice revenue per minute (Rp)



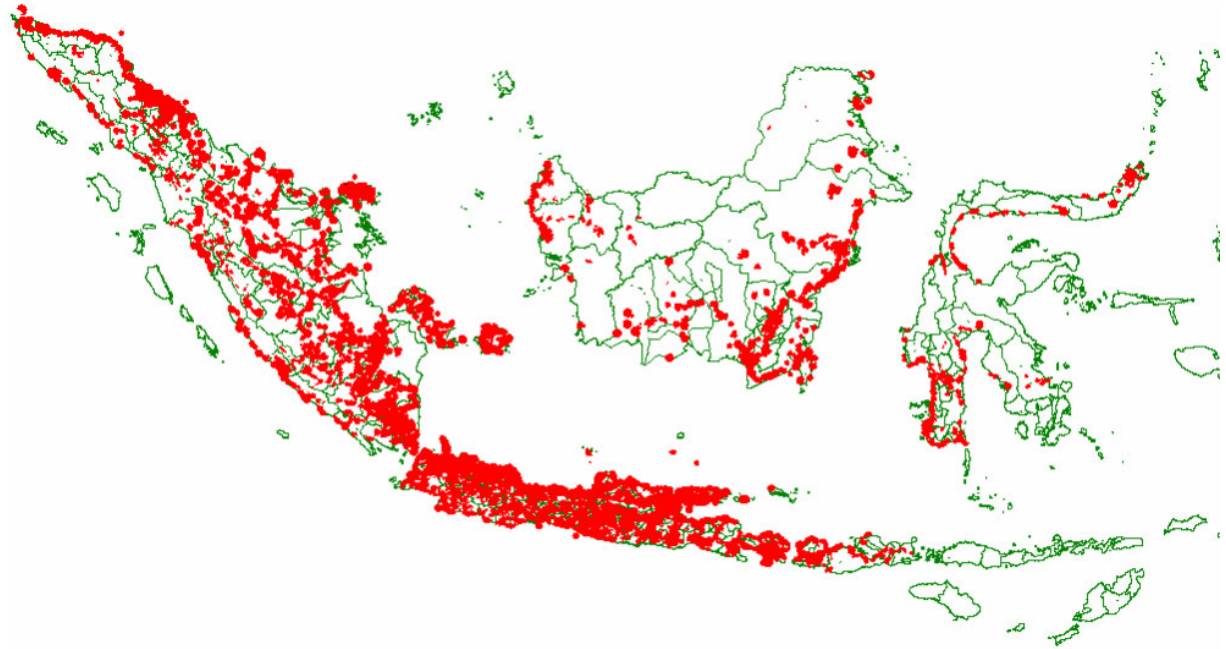


XL - Now the 2nd Biggest Mobile Network in Indonesia

BTS Composition



Network Coverage up to Sep 2007



	2003	2004	2005	2006	9M07
BTS	1,491	2,357	4,324	7,260	9,947



Operating & Financial Results

Key Drivers – Product, Network & Distribution

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Key Performance Drivers - Products

- Focus on key product offerings that deliver customer value and sustain XL image

bebas



Jempol



Xplor



VAS



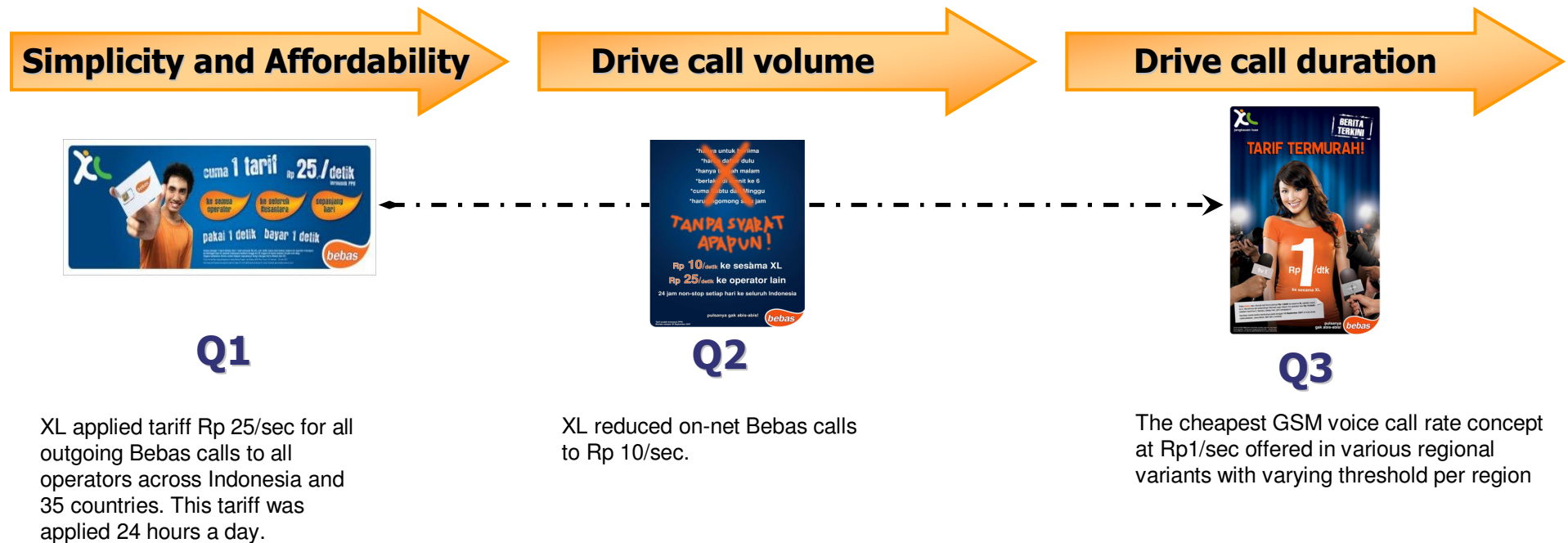
3G





Key Performance Drivers - Products (cont'd)

- **Clear voice value offering for Bebas that drove subscriber productivity**





Key Performance Drivers - Products (cont'd)

Regional pricing is implemented to increase subscriber's productivity

(Tariff is per second)	Sumatra	
	On-net	Off-net
≤ 2 minutes	Rp10	Rp25
> 2 minutes	Rp1	Rp10

(Tariff is per second)	West Kalimantan	
	On-net	Off-net
≤ 2 minutes	Rp1	Rp10
> 2 minutes	Rp1	Rp10

(Tariff is per second)	Kalimantan (excl. West Kalimantan)	
	On-net	Off-net
≤ 2 minutes	Rp10	Rp25
> 2 minutes	Rp1	Rp10

(Tariff is per second)	Sulawesi	
	On-net ²⁾	Off-net ²⁾
≤ 2 minutes	Rp1	Rp10
> 2 minutes	Rp1	Rp10

(Tariff is per second)	West Java, Greater Jakarta ¹⁾	
	On-net	Off-net ²⁾
≤ 2 minutes	Rp10	Rp25
> 2 minutes	Rp1	Rp10

- 1) For Greater Jakarta, XL offer on-net tariff with recurring pattern 2-8-2-8 where the Rp 10 per second will be applied for the first 2 minute and it will be reduced to Rp 1 per second for the next 8 minute then the tariff will be back to Rp 10 per second for the subsequent 2 minutes and it will become Rp 1 per second for the subsequent 8 minutes.
- 2) The tariff was valid until 30 September 2007.

(Tariff is per second)	East Java, Central Java	
	On-net	Off-net
≤ 2 minutes	Rp10	Rp25
> 2 minutes	Rp1	Rp10

(Tariff is per second)	Bali and Lombok			
	Peak Hours: On-net	Off-Peak Hours: Off-net ²⁾	On-net	Off-net
≤ 2 minutes	-	Rp25	Rp10	Rp25
> 2 minutes	-	Rp10	Rp1	Rp10
≤ 10 minutes	Rp10	-	-	-
> 10 minutes	Rp1	-	-	-

Peak Hours: 5.00 pm – 10.59 pm
Off-Peak Hours: 11.00 pm – 4.59 pm



Key Performance Drivers - Network & Distribution

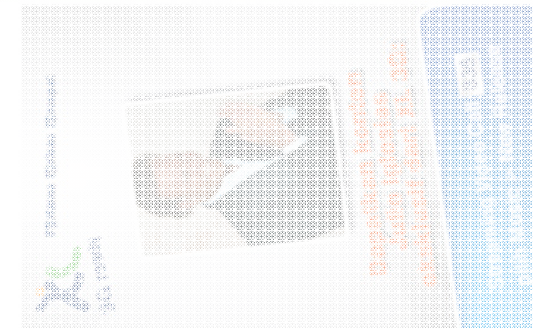
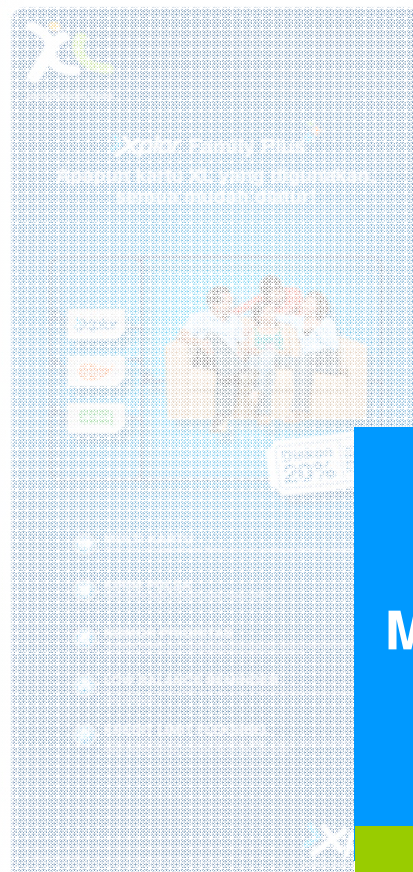
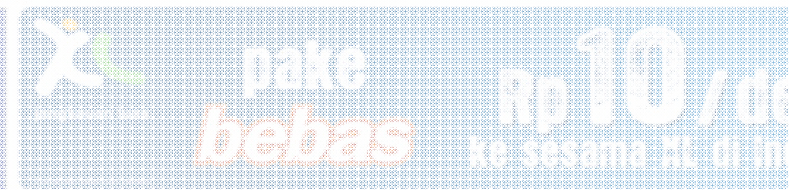
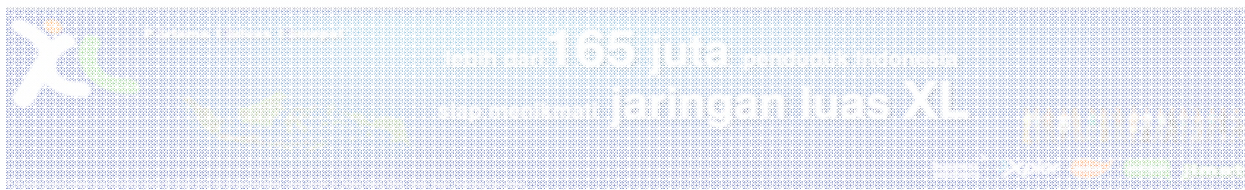
- **Significant expansion of distribution network**

Starting Jan 07, XL has changed its distribution channel by having large national distributors. As of 30 September XL had more than 450k direct and indirect distribution channels.

- **Create network quality excellence**

- **Expand network coverage outside Java to strengthen market position in the non-Java market**





Operating & Financial Results

Key Drivers – Product, Network & Distribution

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Market Updates - Indonesian Mobile Industry

Players

- Currently there are 11 players in the market with around 20 different products
- Top 3 GSM players still dominate the market
- SIM Penetration rate in 1H07: 35%

Competition

- CDMA players expanding their coverage
- CDMA players offer low tariffs
- New players offer aggressive rates
- The 3 big players started to lower their tariffs

Impact to XL

XL achieved YTD Sep07 performance under hyper-competitive industry situation brought about by aggressive play from CDMA operators



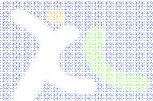
Market Updates - Regulations

Regulations:

- The **new interconnection regulation** (cost based vs revenue share) has been implemented since 1 January 2007. Currently, the Regulator is in the process to recalculate interconnection cost which will be lower than the current rate. The new interconnection tariffs is expected to be implemented in 2008.
- Government already started to tender **USO** projects for 11 blocks.
- Industry is waiting for the Government action to open up **BWA** license selection process next year. At the moment, the Government is in the process to prepare Draft Minister Regulation (*Rancangan Peraturan Menteri*).
- The Government will soon announce the maximum price of leased line tariff, according to PM no. 3/2007.
- On 3 July 2007, the Government issued PP no.76/2007 and 77/2007 that limit on **foreign ownership** in Indonesia up to 65% for cellular operators and 49% for fixed wireless operators. This regulation applied to new investors.

pake bebas pulsaanya gak abis-abisi!

bebas

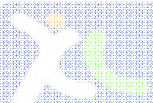


XL
INDONESIA

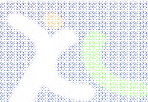
Rp **10** /detik
ke sesama XL
di Indonesia.

pake bebas pulsaanya gak abis-abisi!

bebas

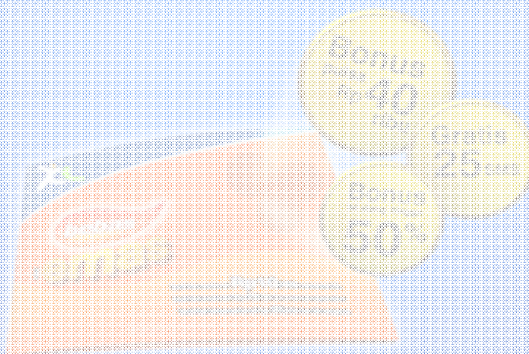


XL
INDONESIA



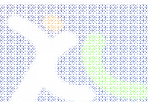
XL
INDONESIA

pake bebas
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bonusnya!



gajanya
gila abis-abisi!

bebas



XL
INDONESIA

pake
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Indonesia.

Rp **25** /detik

ke semua provider
ke seluruh Nusantara
ke 32 negara

bebas



XL
INDONESIA

1 tarif
ke seluruh
penduduk

Operating & Financial Results

Key Drivers – Product, Network & Distribution

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2007 - 2008 Outlook

- **2007 Outlook**

Pursuing Key Business Performance Drivers

- Sustain relevant value offerings for XL products, providing value for money.
- Further strengthen network quality in Java and sustain expansion outside Java

Pursuing Key Financial Measures

- Revenue will grow by about 30%
- EBITDA margin will be comparable or slightly higher than 2006
- Blended ARPU will likely be around 2006 level or slightly higher
- Capex plan for 2007 is USD 700mn to add more than 3,000 BTS

- **2008 Outlook**

- Revenue and EBITDA will grow more than 20%
- Capex plan for 2008 is USD 650mn



Operating & Financial Results

Key Drivers – Product, Network & Distribution

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Profit & Loss Highlights

In billion Rupiah*	One year ended 31 December		Nine months ended 30 September		
	2005	2006	2006	2007	Growth
Revenue	4,301	6,466	4,566	5,733	26%
Discount	511	688	448	307	-32%
Revenue Net of Discount	3,790	5,778	4,118	5,426	32%
OPEX**	2,055	3,224	2,198	2,995	36%
EBITDA	1,735	2,554	1,920	2,431	27%
EBITDA margin	40.3%	39.5%	42.0%	42.4%	1.0%
Depreciation & Amortization	1,165	1,526	1,122	1,329	18%
EBIT	570	1,028	797	1,102	38%
Other (Expense) / Income	(883)	(25)	(54)	(768)	N/A
EBT	(313)	1,002	743	335	-55%
Net Income	(224)	652	501	156	-69%

*Any difference comes from rounding

** Incl. COGS





Cash Flow and Balance Sheets Highlights

Cash Flow (Rp bn)

In billion Rupiah	One year ended 31 December		Nine months ended 30 September	
	2005	2006	2006	2007
Cash flow from operating activities	1,833	2,861	1,819	2,149
Cash flow used in investing activities	(3,133)	(4,518)	(3,569)	(4,798)
Free cash flow	(1,300)	(1,657)	(1,751)	(2,649)

	Foreign Currency	Outlook
Moody's	Ba2 ¹⁾	Positive
Standard & Poor's	BB-	Stable

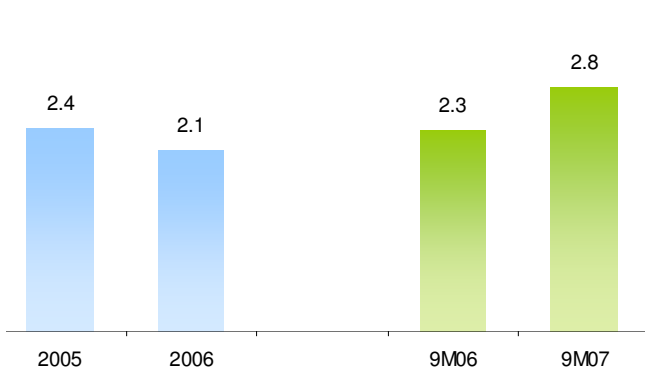
¹⁾ Upgraded to Ba2 on 18 Oct 2007

Balance Sheet (Rp bn)

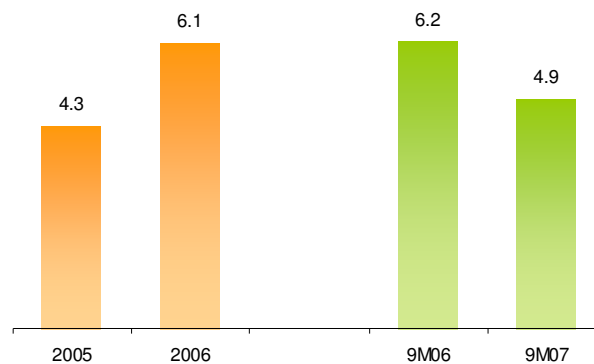
In billion Rupiah	31 December		30 September	
	2005	2006	2006	2007
Total Liabilities	5,725	8,355	7,718	12,142
Equity	3,629	4,281	4,130	4,370
Total Assets	9,354	12,637	11,849	16,512

	Local Currency	Outlook
Fitch Ratings	AA(idn)	Stable
Pefindo	idAA-	Stable

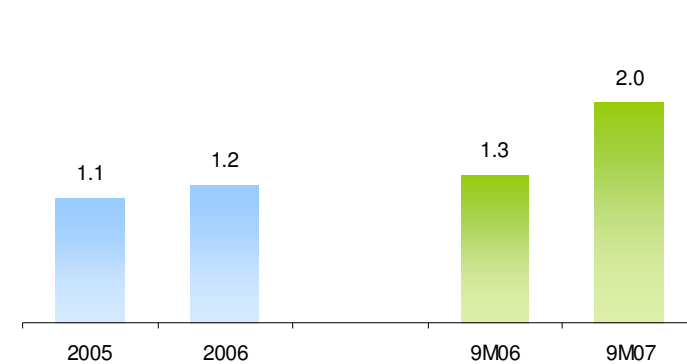
Total Debt/LTM EBITDA (x)



EBITDA/Interest Expense (x)



Total Debt/Equity (x)





Update on WHT issue

- In Jun 2006, XL received 2004 tax assessment result on WHT applicable for offshore interest including its penalty for a total amount of Rp 34.3 bn, which was based on WHT rate of 10%. XL has submitted an objection on the 2004 tax assessment result in Sep 06. However, the objection was rejected by the Directorate General of Taxation in Aug 2007 and XL was requested to pay the WHT for period 2004 at 20% rate. Therefore, the WHT on interest for period 2004 including its penalty was Rp 68.5 bn and has been fully paid to the Tax Office in 3Q 2007. The WHT including its penalty was recorded under Other Expenses.
- In Jun 2007, XL received 2005 tax assessment result for the similar issue amounting to Rp 86.7 bn. The tax assessment was based on WHT rate of 20%. The result of the underpayment of WHT including its penalty has been paid to the tax office in July 2007; the WHT including its penalty has been booked under Other Expenses.
- As for 2006 WHT, XL has accrued the WHT on interest on USD bonds at a rate of 20% including its penalty in 3Q 2007 and booked under Other Expenses with total amount of Rp 102.9 bn.
- The 2007 WHT on interest for period Jan – Sep 2007 including penalty for period Jan – Jul 2007 has been accrued under Other Expenses amounted to Rp 82.8 bn.
- XL has decided to recognize the exposure in the Income Statement in 3Q07 rather than disclose under contingent liabilities. The total WHT for period 2004 – Sep 2007 including penalty for period 2004 – July 2007 was Rp 341 bn.
- The total WHT for period 2004 – 2007 to be booked in 2007 is estimated to be approximately Rp 368.2 bn.



Recent Developments

Infrastructure Initiatives

We are exploring ways to unlock value from our passive infrastructure. Recently, we have appointed legal and financial advisers to explore various options for this initiative.

Demerger of TM Group

On 28 September 2007, TM has announced to the Bursa Malaysia regarding the proposed demerger of the TM Group's mobile and fixed businesses. Subsequent to the demerger process, there will be two distinct entities as follow:

- *RegionCo*, which will include TM's regional mobile operations under TMI including XL and domestic mobile operations under Celcom. TMI will be a holding company and will be listed separately from TM on Bursa Malaysia.
- *FixedCo*, which will include fixed-line voice, data and broadband services and other telecommunication and non-telecommunication business under TM and retain to be listed on Bursa Malaysia.

The final announcement of the proposed demerger will be executed in December 2007 and the process is expected to be finalized by end of 2Q 2008.

Rajawali Share Sale

Rajawali Group is in the process to sell their 16% share in XL. We have been requested to support the due diligence.