



**PT XL Axiata, Tbk. (XL)
Corporate Presentation
1H 2011**





Economic outlook: positive with solid fundamentals and Regulatory updates

Economic Outlook

- **Indonesia's economic performance through mid-2011 has been positive**
 - GDP growth target of 6.5% in 2011, mainly from private consumption and fixed investment
 - Government is targeting inflation to reach 5.65% by end of 2011
- **Around 50 million people have joined Indonesia's middle class over the past several years to total of 131 million people**
 - The middle class shift their consumption towards non-food expenditure and demand for more sophisticated services
 - The emergence of middle class will benefit Telecommunication sector; as the usage will potentially increase, particularly in Data services

Regulatory Update

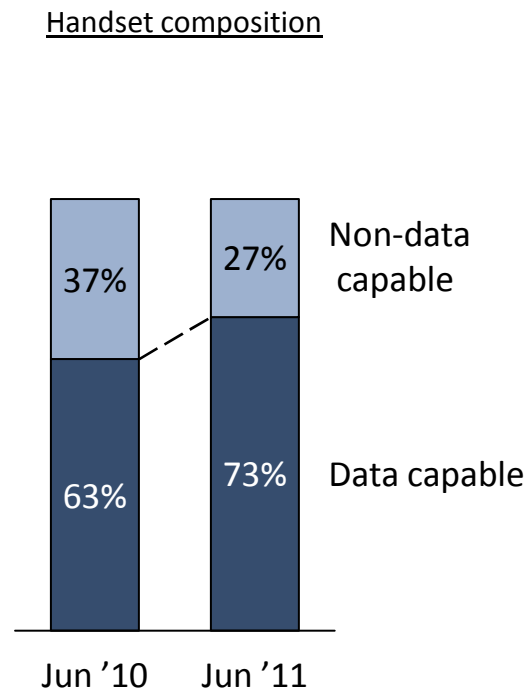
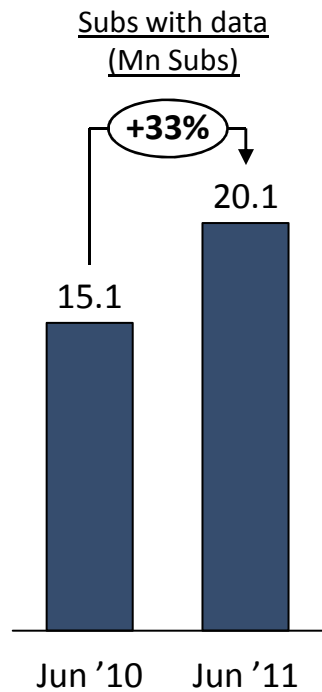
- **2.3 GHz Spectrum will be auctioned by Government next year. Currently, there are 60 MHz bandwidth available.**
- **In June 2011, Government declared regulation UU No. 7/2011 regarding currency that requires all transaction made with counterparty based in Indonesia must use Rupiah denomination**



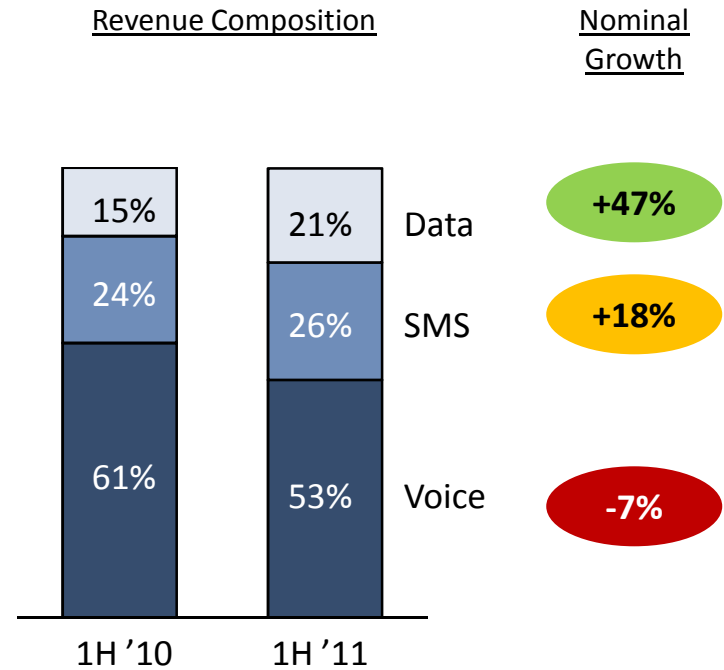
Usage has shifted to Data

We see acceleration in subscribers behavior

Data adoption has increased rapidly...



... Inline with increased in Data revenue





XL is proactively preparing for Data business

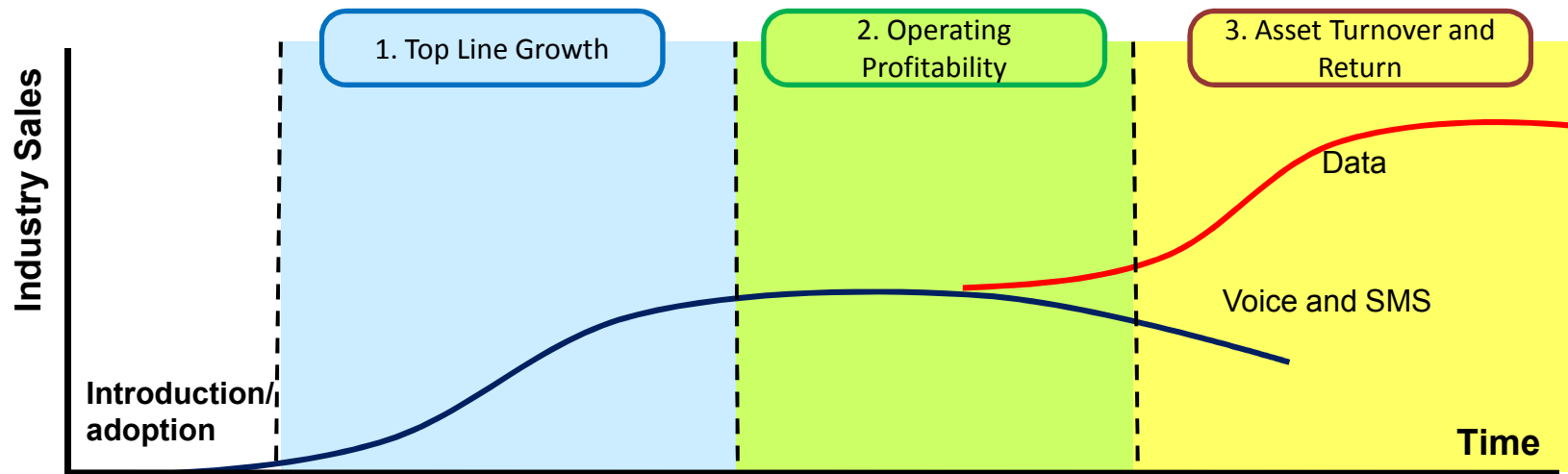
Holistic approach to build the ecosystem



- Expand 3G coverage
 - Installed more than 1200 Node B in the last 12 months
 - Aim to deploy more than 2000 additional Node B by end of 2011
 - Build ahead transmission to anticipate future traffic (including fiberization)
- XL has modernized its 3G network in Greater Jakarta area
- Create a differentiating offers
 - XLgo!, one stop portal, now has 10 mn unique users
- Expand to adjacent business
 - Mobile Advertising
 - Launched mobile payment solution; XL Tunai
- Drive 3G device penetration
 - Aggressive handset bundling. XL is the first operator in Indonesia offering Iphone 4 white
- Stimulate 3G usage
 - Tariff differentiation between using 2G or 3G network



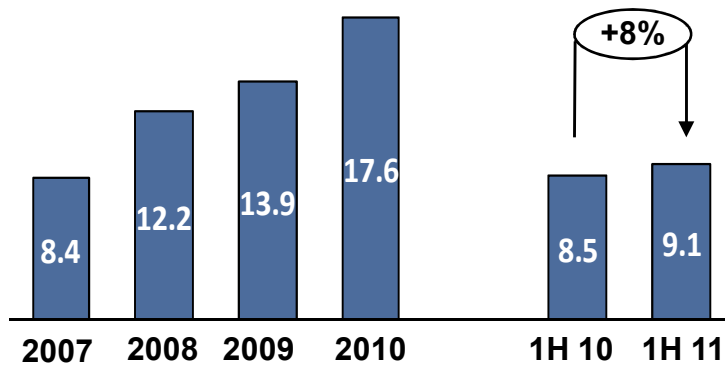
Traditional business' lifecycle curve will be repeated again for Data business



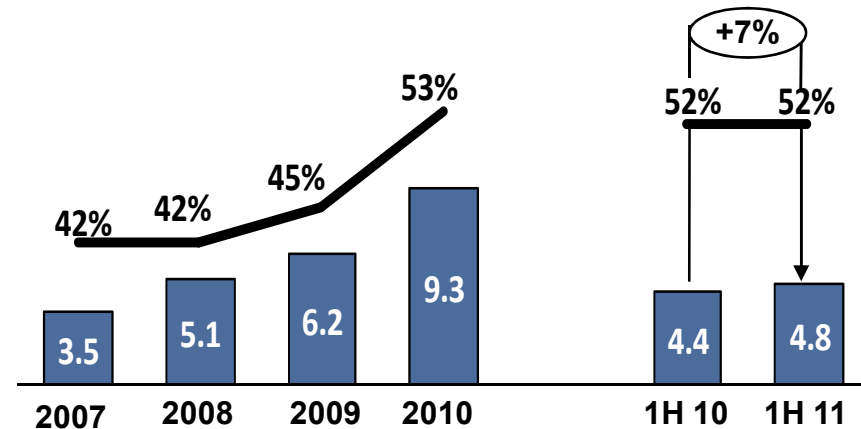


Harvesting the result from various strategic initiatives over last 4 years

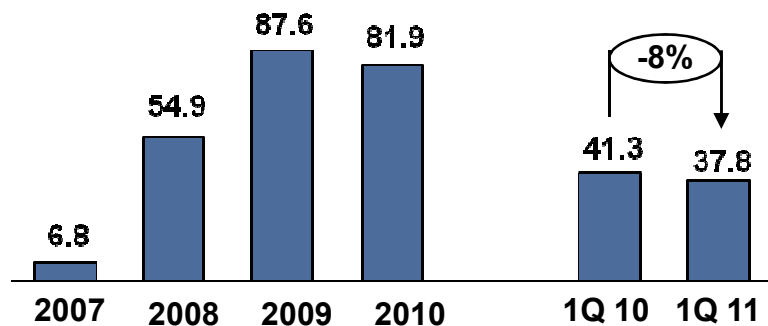
Revenue (in IDR Tn)



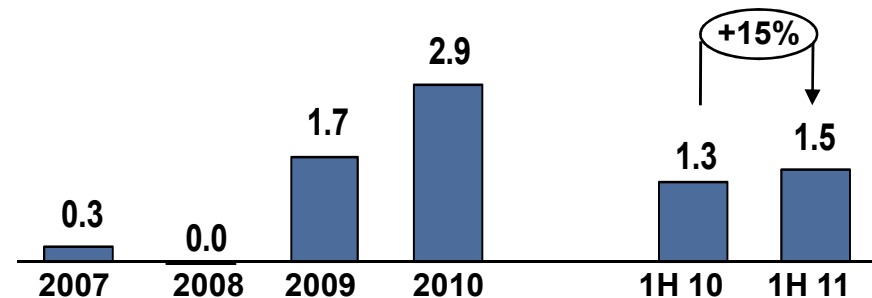
EBITDA (in IDR Tn) & EBITDA margin (%)



Outgoing MoU (in Bn Minutes)



Net Income (in IDR Tn)

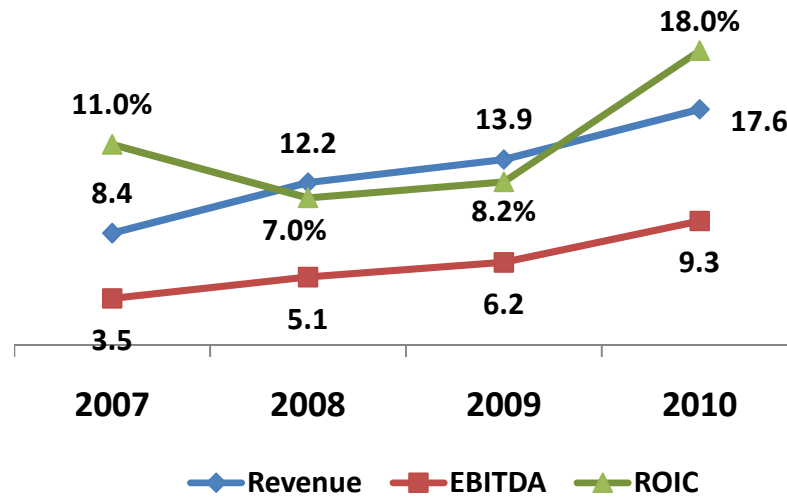




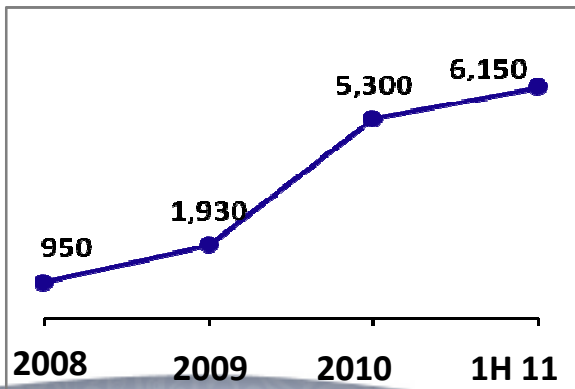
Steady increase in the shareholder values



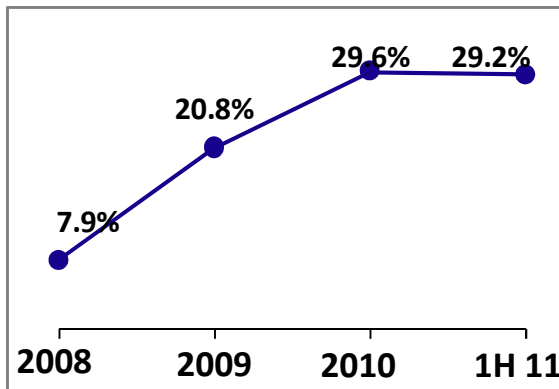
Revenue, EBITDA & RoIC



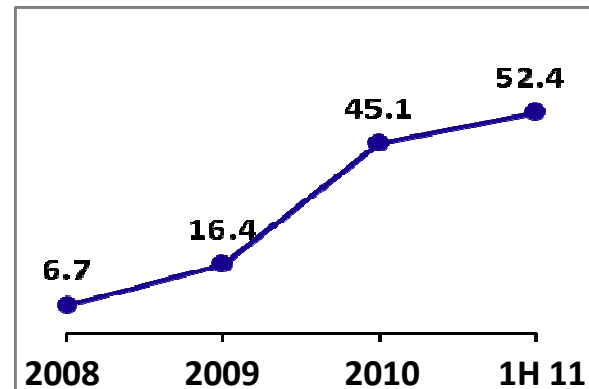
Closing Share Price (Rp)



Normalized ROE*



Market Capitalization (Rp Tn)



Source: Company data

*12-month rolling normalized net income / avg.equity



Dividend Policy

In 2011 XL has paid dividend amounting to Rp 911.5 Bn or Rp 107 per share which represents 30% of 2010 normalized net income.

XL's dividend policy is at least 30% of prior year normalized net income. XL target to progressively increase the payout ratio in the future



XL 2011 guidance

2011 Guidance

Revenue growth	In line with or better than the market
EBITDA Margin	More than 50%
Cash out CAPEX	Approximately IDR 6 Tn, of which more than half for data/3G service, internally funded