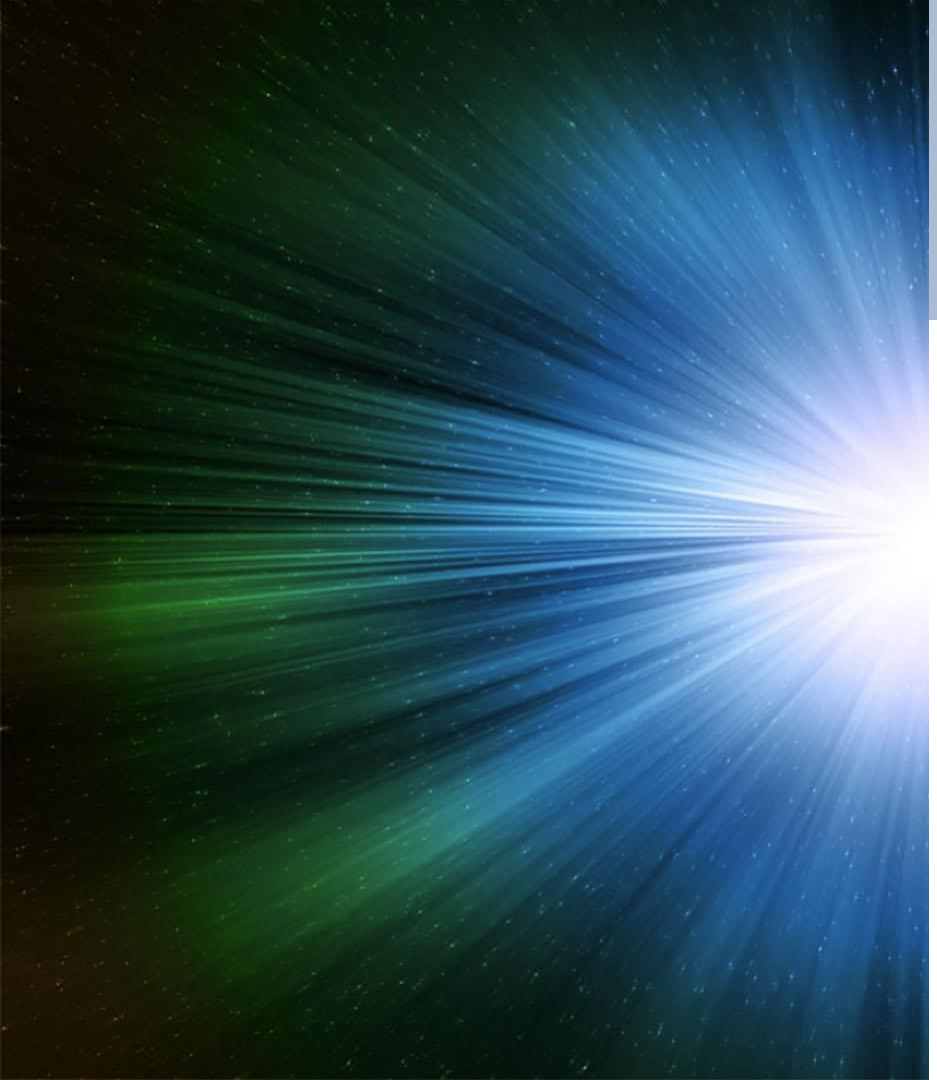
THAICOM 2022

USHERING IN A NEW ERA

Performance Q1 2022

MAY 2022



THAICOM 2022

USHERING IN A NEW ERA

- Commercial Highlights
- Financial Highlights
- Moving Forward

Commercial Highlights

1Q22 Key Commercial Highlights

Core Business

- Signed **Global Cloud Infrastructure with Amazon Web Services - AWS** to develop **Thaicom's first cloud-based** satellite TV broadcast distribution platform for Asia-Pacific.
- Partner with **SpaceBridge and WTD Indonesia**, to provide the **End-to-End Solutions** based on the in-country managed services.
- Signed **service renewal agreements** to strengthen and develop broadcast services **in Thailand**.
- Signed medium-term contracts with **major broadcasters** to provide broadcasting service **in Africa**.





NAVA Business

- Signed an agreement with **Milano Teleport - MT** to expand NAVA services globally.
  - ✓ MT is a globally recognized to offer a suite of premium telecommunication solutions on vessels.

milanoteleport







1Q22 Key Commercial Highlights

LEO Satellite Business

- Partnership with **Globalstar** to enhance satellite business and open new opportunities in LEO business:
  - ✓ Collaborate to develop and **operate ground station facilities** with the contract period 10 years.
  - ✓ To provide **satellite IoT** and basic communications.



New Space Economy in Agriculture Sector

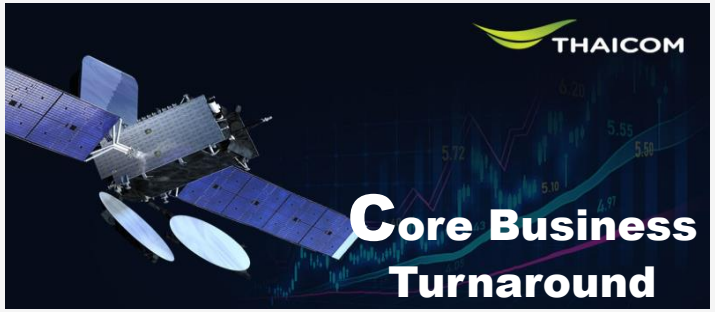
- Signed a Memorandum of Understanding (MOU) with **Thai General Insurance Association – TGIA**, to use big data and satellite technology to develop crop insurance.



สมาคมประกันวินาศภัยไทย
Thai General Insurance Association

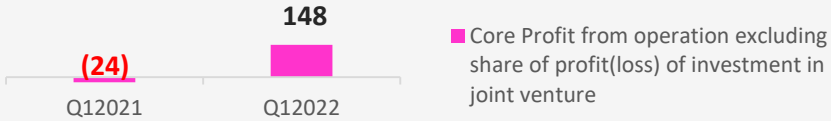
Financial Highlights

Highlights Q1 2022:
Core Business Turnaround YoY & Repositioning for Growth



- **CORE PROFIT TURNAROUND**

Core profit turnaround from (24) to ***148 MB***
due to cost restructuring from ending of depreciation and concession fee





- **EBITDA MARGIN IMPROVED**

EBITDA margin from 34% to ***50%***
This improvement considered as core margin going forward



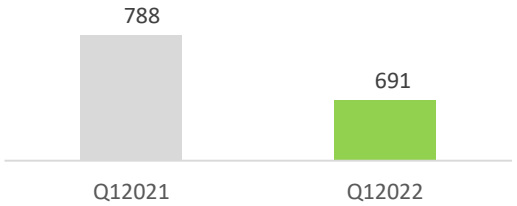
- **EFFICIENT CASH MANAGEMENT**

Cash flow from operating was double from 404 to ***987 MB***
from efficient collection management

With total cash on hand of ***5,553 MB*** for funding potential projects

2022 Potential Upside for Revenue

Revenue from Sale and Services decreased YoY from broadcast customer transition with potential upside



Revenue decreased from the transition of broadcast customers, though the company is looking forward for the potential upside to grow businesses in 2022.

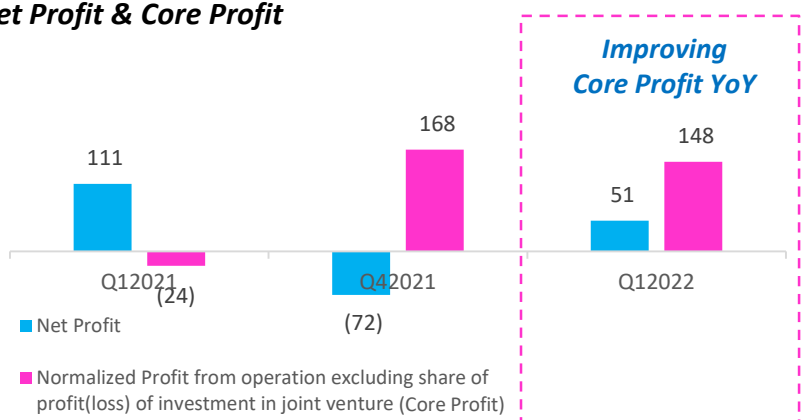
Potential Upside for Revenue

Core Business from THCOM 7 & 8		Increase utilization, especially in South Asia
Core Broadband Solutions with WTD Network in Indonesia		Strengthen & expand core broadband service by providing End-to-End Solutions with WTD networks in Indonesia
LEO Satellite Business Opportunities		Partnership with Global Star to open opportunities in LEO business
NAVA Business		Increase maritime's active in-service by expanding NAVA services in Thailand, Japan and globally

1Q 2022 Consolidated Performance

Unit: Baht million

Net Profit & Core Profit



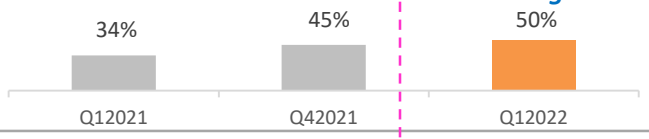
Net Profit for 1Q 2022:

- **YoY:** from Baht 111 million for Q1/2021, mainly due to loss from foreign exchange both on THCOM & telephone business in Lao PDR.
- **QoQ:** from Baht (72) million for Q4/2021 regarding effective cost control for marketing and administrative expenses, debt collection of long-overdue account receivable, and improving on foreign exchange loss.

Core Profit for 1Q 2022:

- **YoY:** from Baht (24) million for Q1/2021 due to the decrease of cost of satellite depreciation and concession fee.
- **QoQ:** from Baht 168 million for Q4/2021, resulting from a drop in revenue.

EBITDA Margin

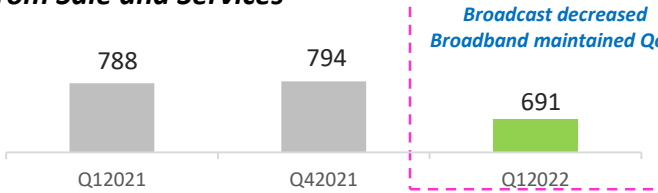


EBITDA Margin* for 1Q 2022:

- **YoY:** from 34% for Q1/2021, mainly due to a decrease concession fee.
- **QoQ:** from 45% for Q4/2021 regarding the decrease of SG&A from effective cost control for marketing and administrative expenses.

(*Excluding extra items and FX loss)

Revenue from Sale and Services



Revenue for 1Q 2022:

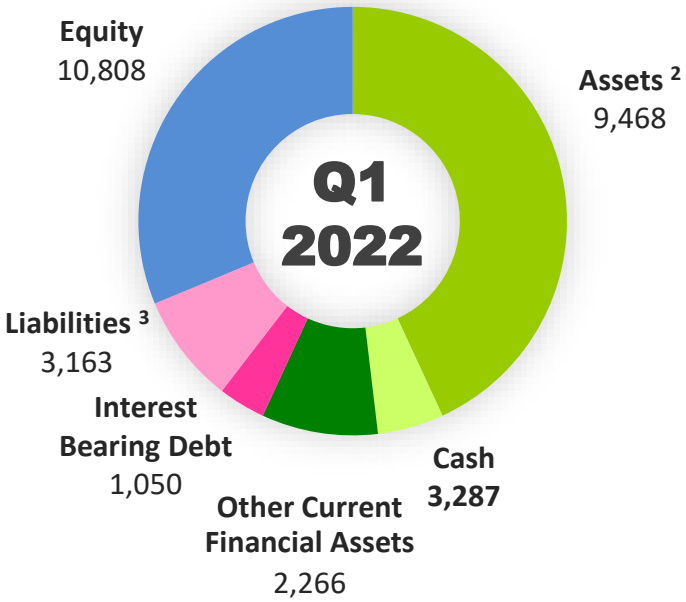
- **YoY:** 12.4% from Q1/2021 regarding decrease utilization from domestic broadcast clients along with a decline of broadband usages from foreign customers.
- **QoQ:** 13.0% from Q4/2021 due to a decrease of broadcast revenue from domestic customer, while broadband revenue was maintained.

Financial position as of 31 March 2022

Unit: Baht million

D/E Ratio at 0.10x [1]

Down from 0.11x as at the end of 2021



Strong Cash position

Consolidated CF	1Q2021	Q12022	
CF from Operating	404	987	Profit from operation & A/R Collection
CF from Investing	(276)	868	Other Current Financial Assets conversion into cash
CF from Financing	(245)	(327)	Loan Repayment
Ending Cash	2,182	3,287	
Total Cash On Hand [4]	6,870	5,553	

1. Interest-bearing Debt / Equity
2. Excludes Cash and Other Current Financial Assets
3. Excludes Interest-Bearing Debt
4. Includes Cash and Other Current Financial Assets

Moving Forward



- To explore potential strategic partnership opportunities to provide satellite broadband services in India and the region, starting with TC4 and expansion to our new satellite.

Strategic Partnership Opportunities to Create New Growth for Core Business

Thaicom's First Commercial Partnership in the LEO Satellite Business in Thailand





Phase 2

Phase 1

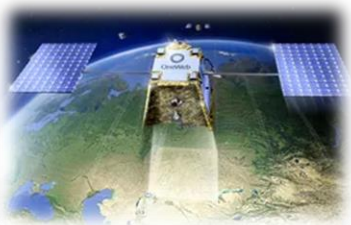
Develop and operate **Teleport Facilities** for Globalstar to provide services in Thailand

- Expected to be complete by Q3'22

Collaboration for **Satellite IoT Business** in Thailand e.g. Fishery, Tourist Safety, and Vessel Management



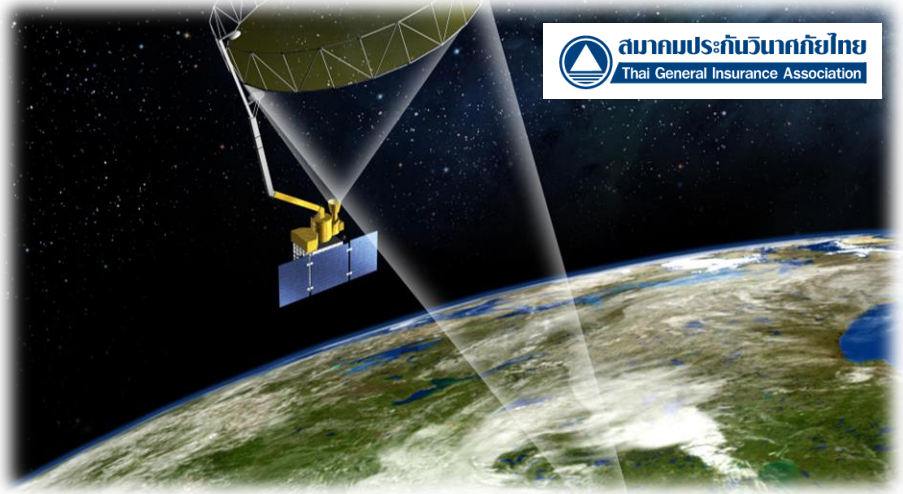






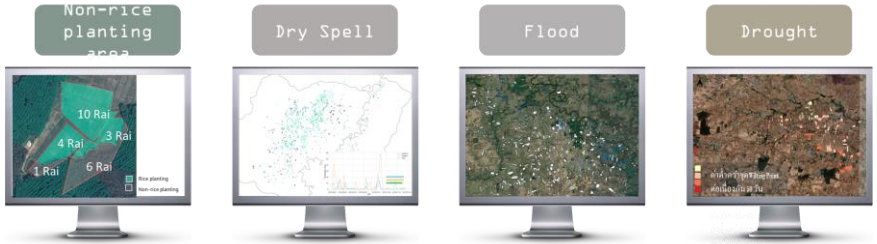


New Space Economy in Agriculture Sector : Develop an Earth Observation Data Analytics platform



To **verify the correctness of the farmlands** and insurance areas

To **verify the damage of planting plots** such as drought/ flood/ Dry Spell



Q&A

