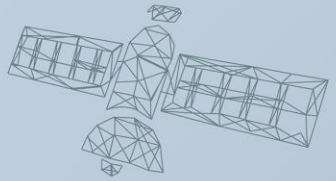
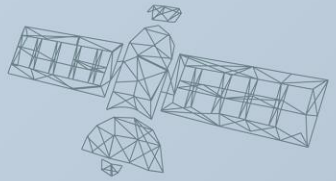
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Opportunity Day
1Q/2025

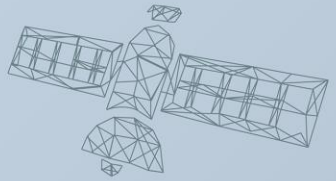
13 May 2025



Commercial Highlights

Financial Highlights

Moving Forward



Commercial Highlights

Thaicom Awarded National Telecom's Bid for Professional Services on THAICOM 4 and THAICOM 6



Leveraging advanced satellite engineering expertise to deliver professional services for THAICOM 4 and THAICOM 6 satellites, **valued at Baht 118 million**

Thaicom & Hughes: Strategic Partnership Enhancing Satellite Services Across India

THAICOM

✓ IPSTAR India has fully provided commercial satellite capacity services on the THAICOM 8 Satellite to Hughes Communications India (“HCI”), **starting 1 April 2025**

All contributing to the development of India’s next-generation digital infrastructure

- **Broadband connectivity**
- **Mobile Backhaul**
- **Maritime Communications**
- **Satellite IOT Services**



Lao Telecommunication Pioneering Digital Finance with the "Super X" Super App

THAICOM

Lao Telecom, the Company's subsidiary, has launched the Mmoney X – "Super X" Super App, an all-in-one Digital Finance App

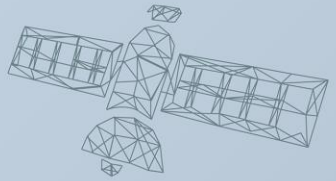




This innovative app seamlessly integrates existing financial services (M-Service) with telecommunication services (My TPlus), enhancing the overall digital experience for users.

✓ Demonstrates proactive diversification and commitment to Lao PDR[1]'s growing digital finance market.

1. Lao People's Democratic Republic



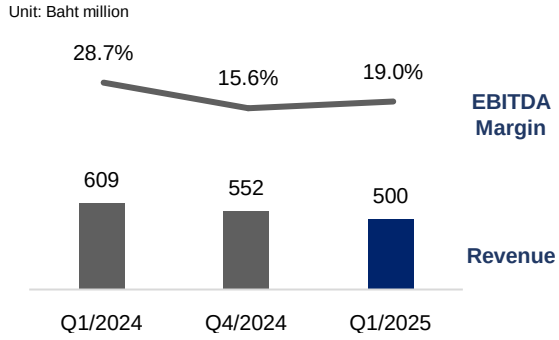
Financial Highlights

Core profit surpassed FY2024 core profit by Baht 35 million

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Revenue & EBITDA Margin

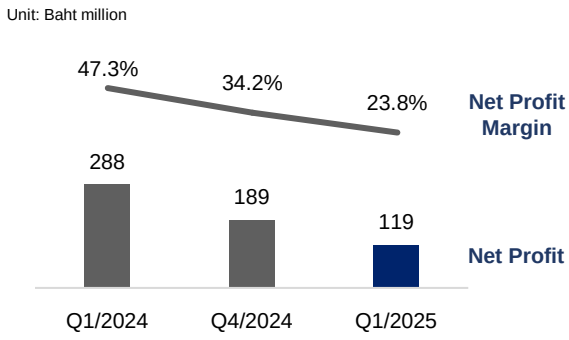
Unit: Baht million



The QoQ and YoY revenue declines were due to the **gradual recognition of revenue** from the USO[1] Phase 2 project, which has yet to return to normal levels following a contractual transition period.

Net Profit & Net Profit Margin

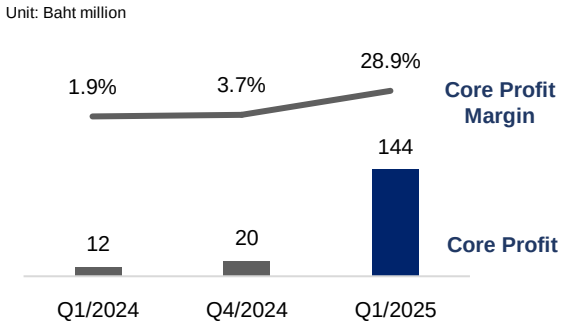
Unit: Baht million



Net profit decreased due to foreign exchange fluctuations, stemming from the **strengthening of the Thai baht.**

Core Profit & Core Profit Margin

Unit: Baht million



Core profit **increased significantly** by Baht 124 million (QoQ) from Q4/2024 and by Baht 132 million (YoY) from Q1/2024.

In Q1/2025, the Company recognized other income of Baht 240 million from the **effective management of obligations**, which resulted in the elimination of future payments under the associated contracts.

1. Universal Service Obligation; 2. Core profit means profit attributable to owner of the Company before unrealized gain (loss) on exchange rate of the Company and joint ventures, and before extra item

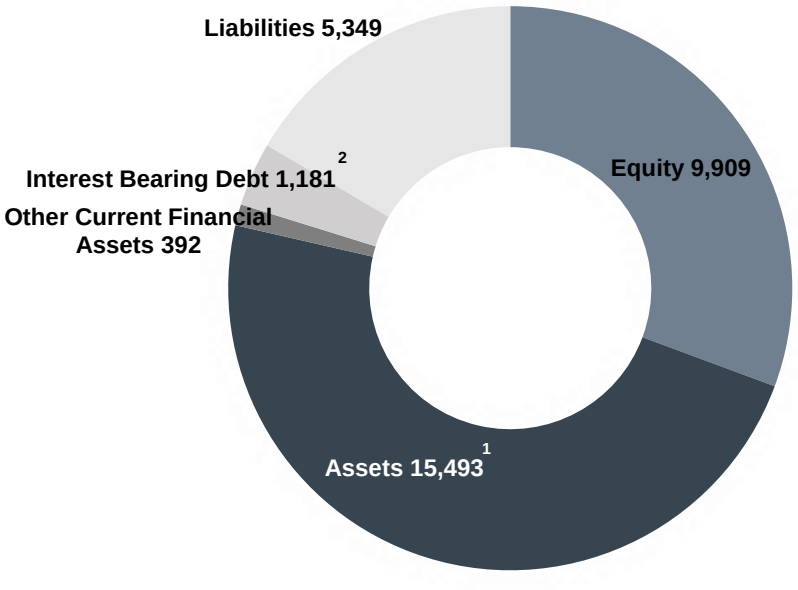
Stable Cashflows Ready for New Investment

THAICOM

D/E Ratio at 0.5x

Consolidated Financial Position

Unit: Baht million



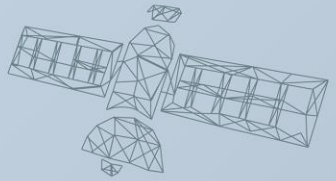
Consolidated Cash flows

Unit: MTHB

Consolidation cashflows	Q1'25	Q1'24
Beginning Cash	**2,519**	**3,028**
Cashflows from Operation	318	(44)
Cashflows used in Investing	163	208
Cashflows from Financing	180	(305)
Effect of foreign exchange	27	84
Ending Cash	**3,207**	**2,971**

- **Cashflows from operation** increased from refunded withholding tax from the Income Tax Department of India.
- **Cashflows from investing** mainly disposal private fund from offset with payment to the satellite suppliers.
- **Cashflows from in financing** mainly from short-term loan drawdown offset with repayment loan, interest and dividend.

Note:
[1]Includes Cash and Other Current Financial Assets
[2]Short-term bridging loan for the new satellite project



Moving Forward



Continued Long – Term Collaboration with Hughes India for Next-Generation Satellite Initiatives

HUGHES

- ✓ Collaborating across multiple verticals, including **Government** and **Defence**, to meet the growing demand for **bridging the digital divide** in rural and semi-urban India
- ✓ Leveraging the existing capacity of **THAICOM 8** satellite currently in service
- ✓ Enhancing capabilities with the upcoming **THAICOM 9**, scheduled for launch **by 2025**

Supporting the Government's Initiative to Expand Connectivity Under the Universal Service Obligation ("USO") Phase 3

THAICOM









Healthcare Expansion

✓ Enabling telemedicine services for isolated communities

Education Access

✓ Bringing digital learning tools to rural schools across provinces

Partnering with the Private Sector by Using Satellite Technology to Strengthen Readiness for EUDR[1] Compliance

THAICOM

Using satellite technology to identify suitable areas for economic crop cultivation

High-Resolution & Historical Imagery
- Maps land use and EUDR-restricted zones, archived images verify planting timelines

Developing AI Crop Detection
- AI models are being applied and enhanced to identify palm and rubber at scale

Efficient, Scalable Monitoring
- Reduces field checks with satellite-based tracking for land verification

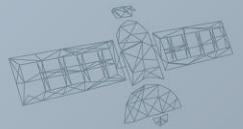
EUDR-Ready Supply Chains
- Geospatial tools support transparent, sustainable, and compliant sourcing

EUDR



1. European Union Deforestation Regulation

Q&A



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