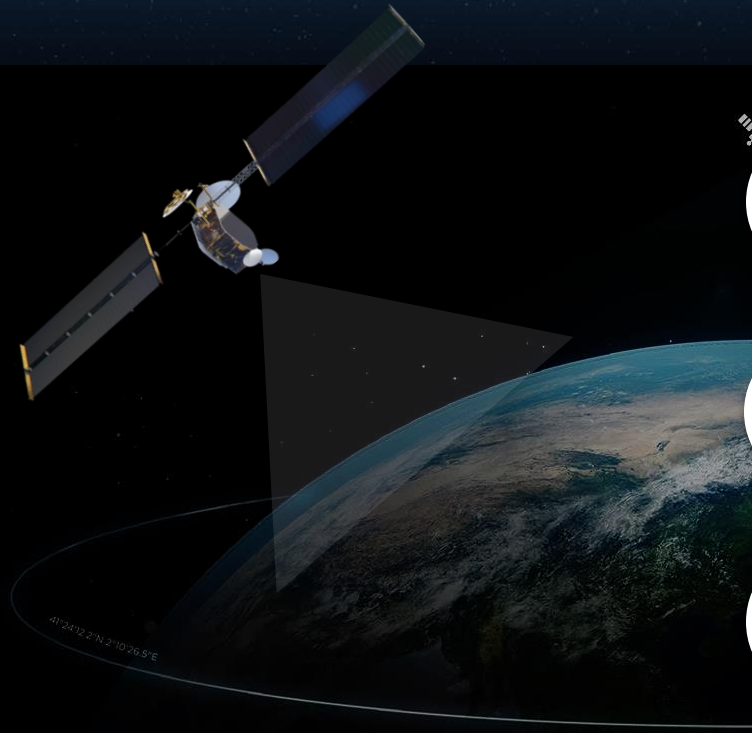
Opportunity Day
FY2024



24 February 2025

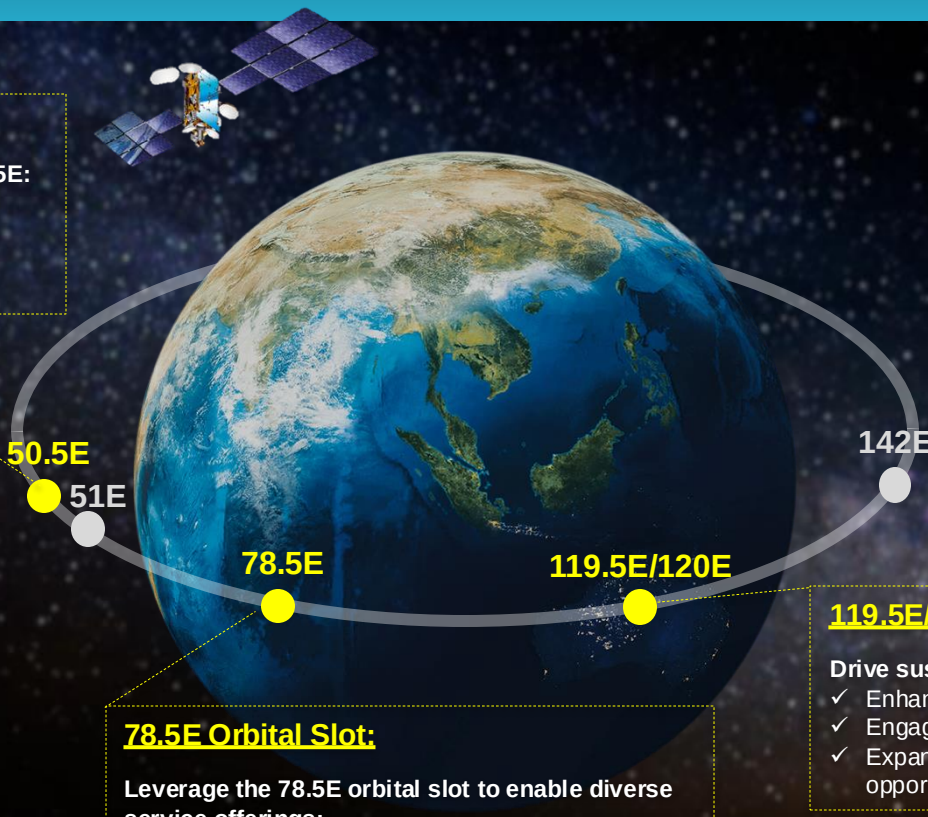
THAICOM FY2024
SPACE TECH FOR A BETTER FUTURE



- Commercial Highlights
- Financial Highlights
- Moving Forward

Unlocking Business Growth through Orbital Slot Acquisitions

Securing key orbital slots to enable half of Earth's coverage



50.5E Orbital Slot:

THAICOM-9A, successfully drifted to 50.5E:

- ✓ Support the nation's rights to secure the orbital slots
- ✓ Solidify Thailand's competitive position
- ✓ Expand service for government projects

Orbital slot under NBTC[1] Process

78.5E Orbital Slot:

Leverage the 78.5E orbital slot to enable diverse service offerings:

- ✓ Expanding coverage and capabilities to meet the evolving demands of Southeast Asia and India

119.5E/120E Orbital Slot:

Drive sustainable and secure long-term growth:

- ✓ Enhancing service continuity
- ✓ Engagement with anchor customers
- ✓ Expanding into new markets for future opportunities

1. *The National Broadcasting and Telecommunication Commission*

Pioneers the Future of Satellite Technology through Strategic Collaborations with SpaceX and Kratos on THAICOM 10



Thaicom signed a launch agreement with SpaceX, which uses environmentally friendly reusable rockets for the THAICOM 10 satellite

Thaicom signed an agreement with Kratos to implement an intelligent ground system for the THAICOM 10 satellite, leveraging AI technology

FY2024 Key Highlights: SATCOM











Q1

- ✓ Significant turnaround in Lao Telecommunications, driven by the Lao government's announcement of an increase in mobile service tariffs
- ✓ Selected Astranis to enhance its satellite fleet at 119.5E with THAICOM 9

Q2

- ✓ Forged strategic partnership with Royal Thai Air Force to advance aerospace technology and national security to lays the foundation for expansion into the defense sector

Q3

- ✓ Partnered with INVIDI Technologies and PSI to elevate Thailand's media industry and enhance broadcast revenue through Addressable Advertising

Q4





- ✓ Partnered with Hughes to maximize the utilization of existing satellite assets by securing a strategic agreement
- ✓ Obtained an authorization to provide satellite services in India from the Indian National Space Promotion and Authorization Center

FY2024 Key Highlights: SPACE TECH



Signed agreement with GISTDA to provide antenna systems for THEOS Satellite Constellation, leveraging Earth Observation Satellite imagery for advanced space tech services

CarbonWatch, ASEAN's first certified carbon assessment platform leveraging satellite remote sensing and Artificial Intelligence





Collaborated with National Telecom Public Company Limited (NT) and HPG Technology Company Limited to enhance maritime safety using IoT and LEO satellites, enabling a satellite-based tourist tracking system

Collaborated with Thailand Institute of Scientific and Technological Research (TISTR) & the Pollution Control Dept, developed an advanced model to predict air pollution, enhancing environmental management





Expanded the Globalstar service by deploying SmartOne Solar IoT transmitters, enabling vessel tracking for merchant & offshore ships at sea

Awards and Distinction



Annual General Meeting (AGM)
Perfect Quality Assessment Score (100/100) by Thai Investors Association

SET AWARD & SET ESG Ratings
Highly Commended Sustainability Excellence & "AAA Rating"



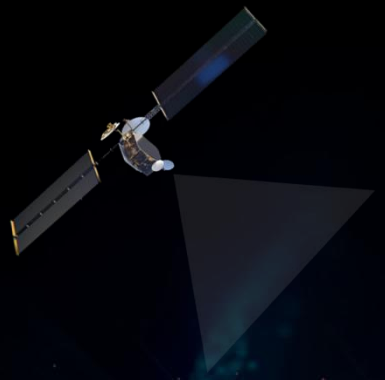
Outstanding IR Award
. Investment Analysts Association Award for Listed Companies 2024

3rd Re-certification from Collective Action Against Corruption (CAC)
Certified member since 2015

12th Consecutive Year of Excellence CG Scoring
5-star rating on the Corporate Governance Report (CGR)



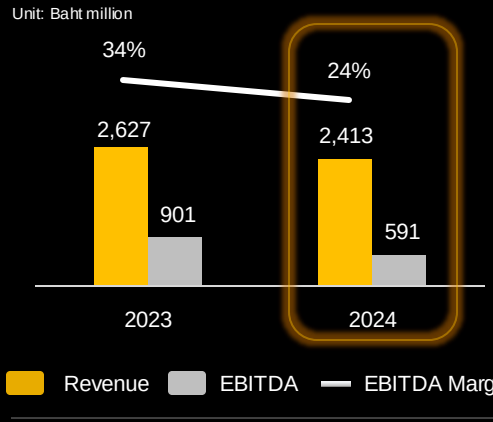
Young Talent Award
by Asia-Pacific Space Community Council (APSCC)



Financial Highlights

FY2024 Financial Performance

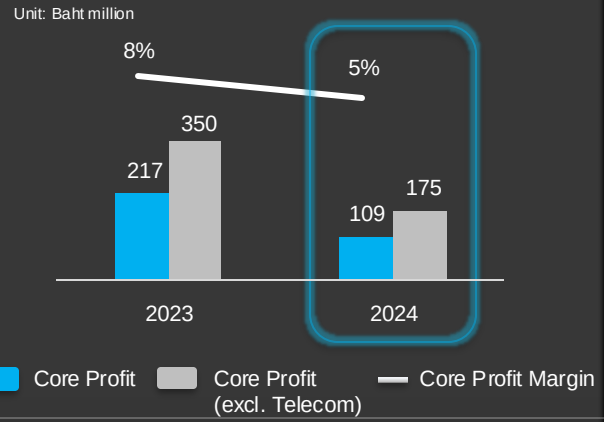
Revenue & EBITDA Margin



Revenue decreased due to:

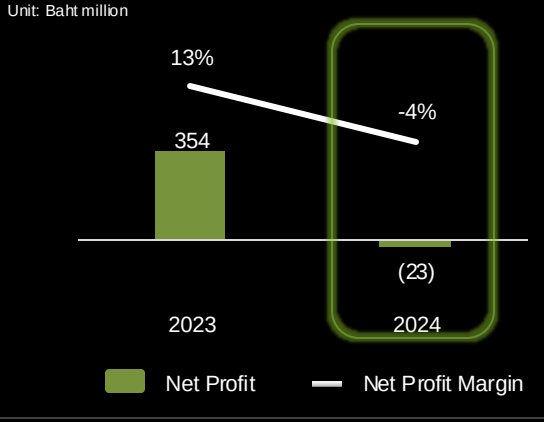
1. Reduced usage in areas not covered by the follow-on satellites, particularly in **Malaysia and Indonesia**
2. The transitional period of the USO[1] contract shift from USO[1] Phase 2 to USO[1] Phase 3 bidding in Q1/2025

Core Profit & Core Profit Margin



Decreased in core profit[2] attributed to lower revenue during a **transitional period** of the Company

Net Profit & Net Profit Margin



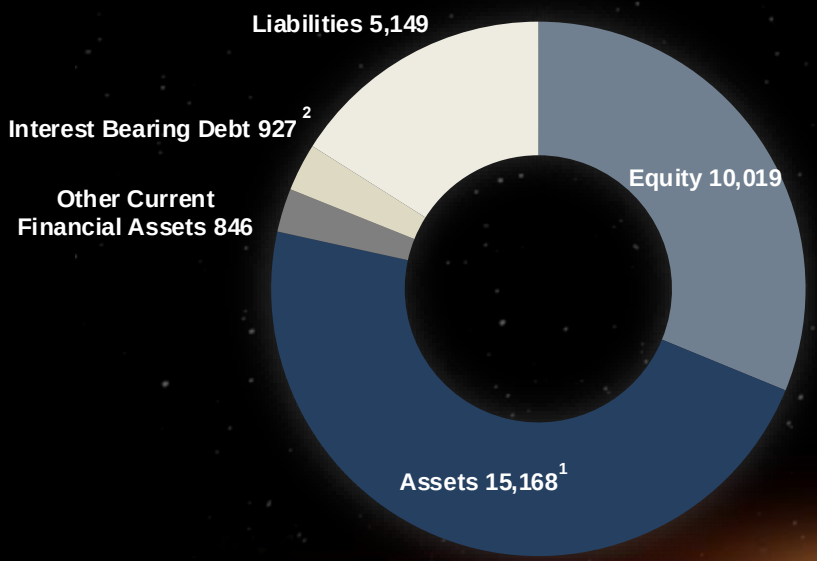
Net Profit decreased due to temporary foreign exchange fluctuations, stemming from the **strengthening of the Thai baht**

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 cash position, ready for new investment

Consolidated Financial Position

Unit: Baht million



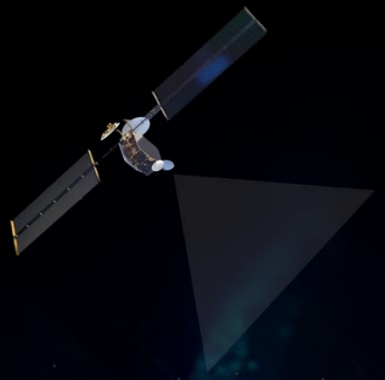
Consolidated Cashflows

Unit : MTHB

Consolidation cash flow	2024	2023
Beginning Cash	**3,028**	**3,750**
CF from Operating	1,102	1,007
CF from Investing	(1,655)	(366)
CF from Financing	96	(1,366)
Effect of FX	(51)	2
Ending Cash	**2,519**	**3,028**

- **Cashflows from operation** increased from refunded withholding tax from the Income Tax Department of India
- **Cashflows used in investing** mainly from payment to the satellite suppliers
- **Cashflows from financing** mainly from short-term loan 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

Business Plan – SATCOM

To Boost the Utilization of THAICOM Satellite Assets

THAICOM 9, and 10

To **presale** customers in key markets for **119.5E** orbital slot:

- ✓ Focus on managing and pre-selling satellite capacity, with 50% of THAICOM 10 for Eutelsat and the rest for expansion in the Philippines market
- ✓ Collaboration with Hughes to utilize THAICOM 9, focusing on a government project in India
- ✓ Developing the Next-Generation platform to strengthen services

THAICOM 4, 6, 7, 8 and 9A

To maximize utilization of **existing satellites**:

- ✓ Ensure satellite service continuity:
  - Expansion of satellite services in India through Hughes , plan to capture whole capacity on THAICOM 8
  - THAICOM 9A for the USO project and national security in Thailand
- ✓ Strengthen broadcast through multi-platform collaborations



Future Satellites

To **develop new orbital slots** opportunities through strategic GEO alliances:

- ✓ Further expanding our satellite business to capture the demand for new business opportunities
- ✓ Driving long-term growth and sustainability

Business Plan – LEO Satellite Services

Unlocking Growth through Strategic Partnerships



✓ Establish **win-win partnerships** with potential LEO operators

- Develop multi-orbit solutions that complement integration of Geostationary (GEO) and LEO services, aligning with the rapid evolution of industry trends



✓ Expand **Globalstar's LEO services** to enhance asset and vehicle tracking, and enable connectivity with IoT sensors for remote monitoring

Business Plan – LEO Satellite Services

Sodexo Partners with Orion Satellite System & IPSTAR Australia to Connect OneWeb's Multi-Orbit Solution

Sodexo, a globally recognized leader in facility management services, operates across various industries, providing essential support services that range from food and cleaning to health and safety

- ✓ Leveraging OneWeb's Low Earth Orbit (LEO) satellite network and integrating it with Geostationary Orbit (GEO) satellites, Sodexo, in partnership with IPSTAR Australia, is deploying a multi-orbit solution
  - Ensures **seamless, high-reliability internet** and **communication** for workers in remote mining villages and hard-to-reach locations







Business Plan – Space Tech

Driving a Sustainable Future: Innovation and Space Tech Aligned with ESG Principles

Create more valuable partnerships for geospatial data analytics, enabling innovative solutions that unlock new opportunities across various markets



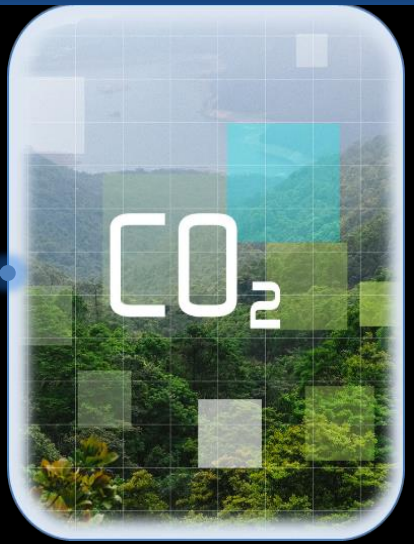


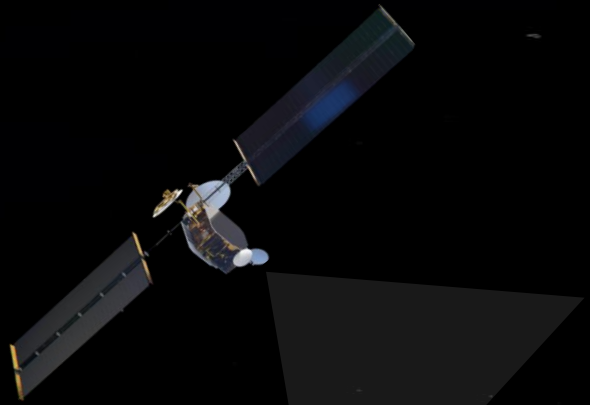
Expand Crop analysis solutions into new potential markets

- ✓ Enhancing resources and reducing impact with Space Tech & predictive analytics

Focus on CarbonWatch platform, carbon credit management & forestry preservation to meet Thailand & international standards

- ✓ Expansion into Laos and Australia to drive regional and global sustainability





Q&A