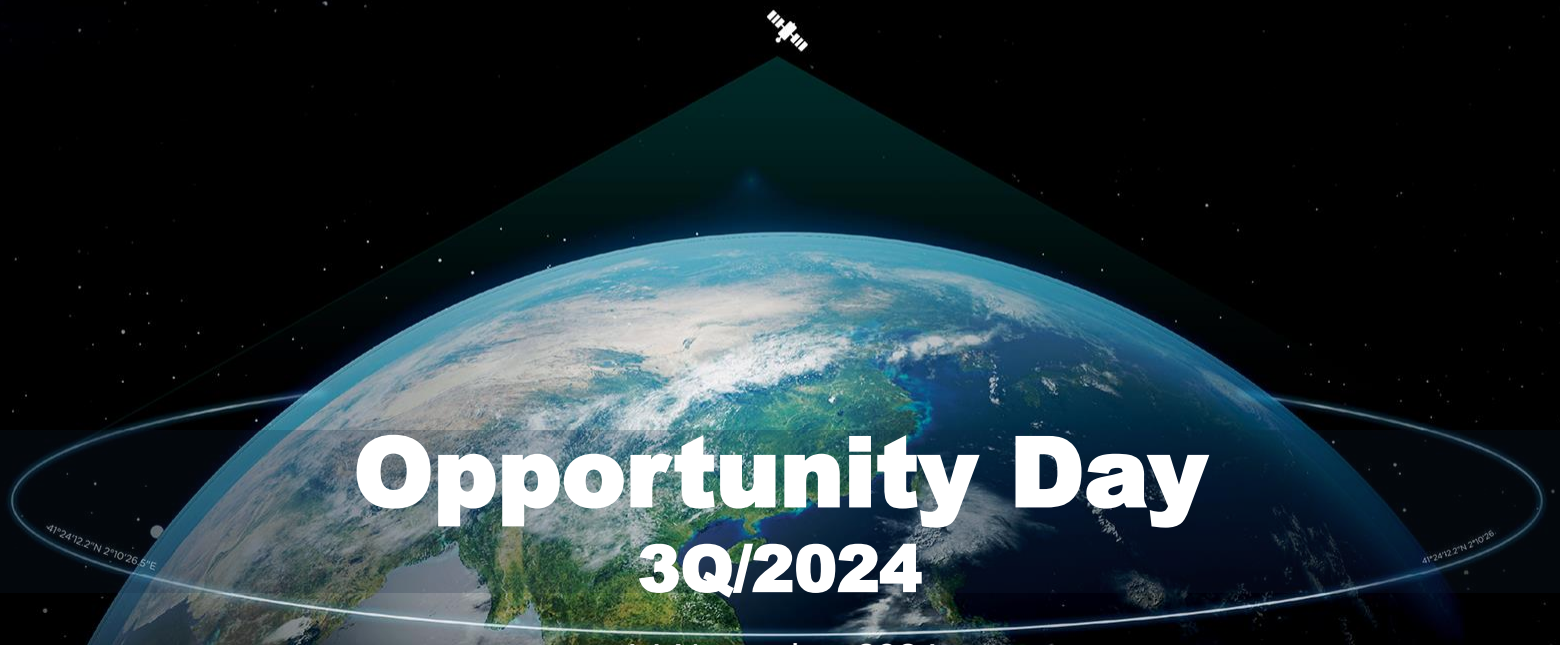
THAICOM

SPACE TECH FOR A BETTER FUTURE



Opportunity Day

3Q/2024

14 November 2024

THAICOM Q3/2024

SPACE TECH FOR A BETTER FUTURE



- Commercial Highlights
- Financial Highlights
- Moving Forward

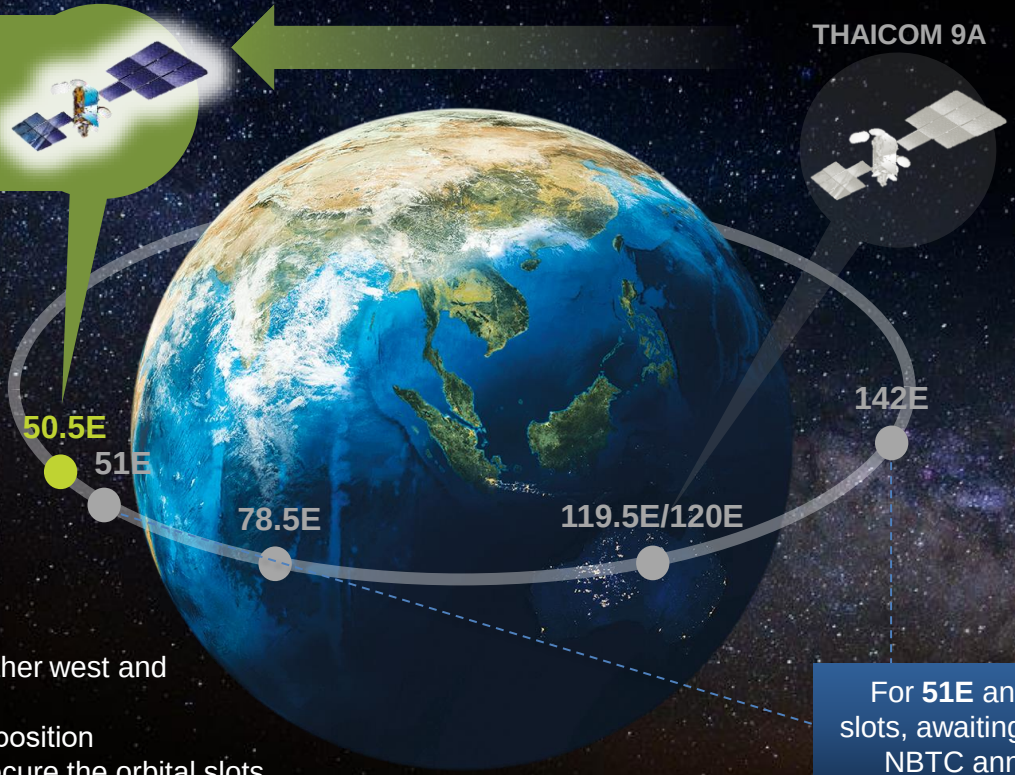


Commercial Highlights

On 21st October, NBTC awarded the orbital slot at 50.5E to Thaicom's subsidiary

50.5E Orbital Slot:

THAICOM-9A drifting to 50.5E to secure the slot and provide services



Benefits:

- Expand market coverage to further west and support government projects
- Solidify Thailand's competitive position
- Support the nation's rights to secure the orbital slots

For **51E** and **142E** orbital slots, awaiting a new round of NBTC announcements

Forging the Future with SpaceX
Launching THAICOM-10, Our Next-Generation SD-HTS Satellite



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

- ✓ These reusable rockets, capable of being launched over 20 times, are estimated to reduce emissions by approximately 300 tons of CO_2 equivalent (CO_2e) over their lifetime compared to single-use rockets

Thaicom and Hughes Communications India Forge Strategic Partnership to Boost Satellite Capacity

THAICOM

HUGHES® COMMUNICATIONS INDIA
A Joint Venture with airtel



- ✓ Signed an agreement with Hughes India, a leading provider of broadband satellite and managed network services, to provide satellite capacity over India using Thaicom's satellite fleet

Unlock the full potential of Next-Gen Connectivity with Our Software-Defined Satellite



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

- ✓ As one of the first in the Asia-Pacific region, this system will significantly reduce manual processes and enhance operational efficiency

Enhance Maritime Safety through the Smart Pier Project and Satellite-Based Maritime Tourist Tracking System





- ✓ Collaborating with NT and HPG to utilizing IoT solutions and LEO satellite tracking systems to monitor tourist vessels and provide portable personal tracking devices to ensure the safety of maritime tourists

Thaicom Awards and Recognition



SET Awards 2024:
Highly Commended
Sustainability
Award



CGR 5 Stars
for 12th Consecutive
Years



Certified Member
Since 2015:
Received its 3rd
Re-certification
in 2024



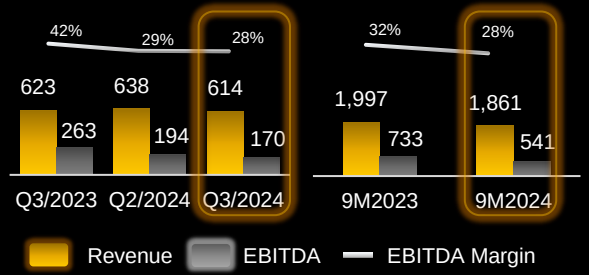
CarbonWatch
Thailand's First
Carbon Credit Platform
Certified by TGO



Financial Highlights

Q3/2024 Performance

Revenue from sales and services & EBITDA Margin

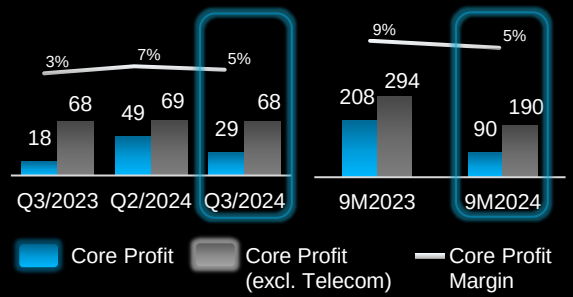


Q3/2024: Decreased QoQ & YoY, due to lower revenue from satellite and related services attributed to domestic clients.

9M/2024: Decreased YoY as one-time revenue from Globalstar ground station management and consulting service fees was recognized in 9M2023.



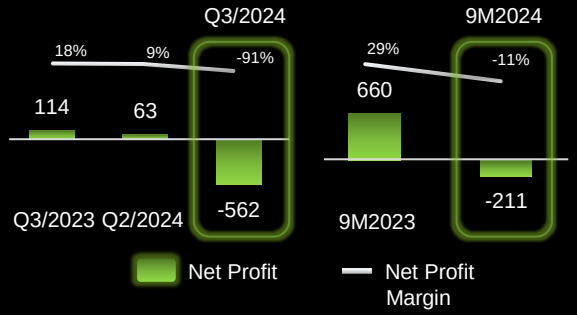
Core Profit & Core Profit Margin



Core profit surged 53% YoY, primarily due to improved performance from investment in the joint venture.

Core profit excluding telecommunication business:
- Exceeding normal core profit by Baht 39 million.

Net Profit & Net Profit Margin



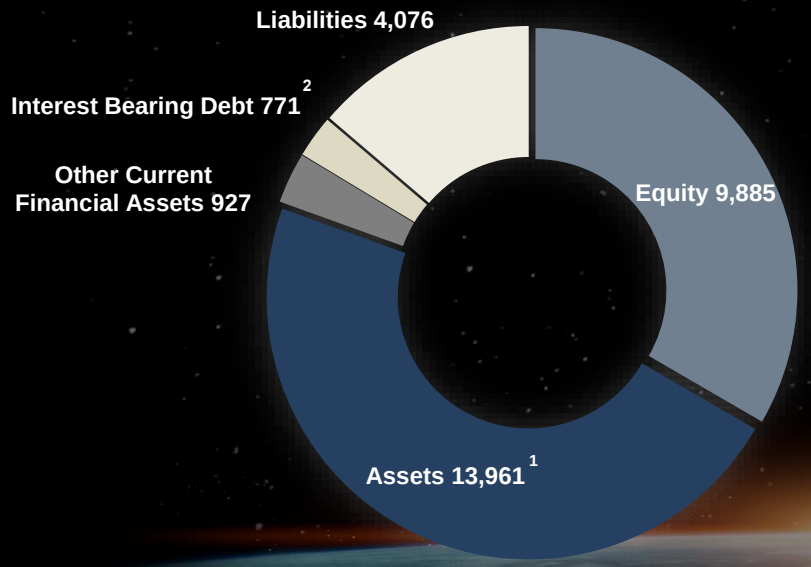
Net Profit decreased both QoQ and YoY due to temporary foreign exchange fluctuations, stemming from the strengthening of the Thai baht, which reached a 26-year high.

Remark: 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

Consolidated CF	9M24	9M23
Beginning Cash	**3,028**	**3,750**
CF from Operating	429	897
CF from Investing	(1,215)	(280)
CF from Financing	9	(1,286)
Effect of FX	(43)	89
Ending Cash	**2,207**	**3,170**
Total Cash On Hand	**3,134**	**4,506**

- **Cashflows from operation** decreased due to lower net profit & in 9M23 there's a collection of receivables from overseas trade customers.
- **Cashflows used in investing** mainly from payment to satellite supplier.
- **Cashflows used in financing** mainly from 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

Broadcast Business Challenges

Existing broadcast technology (Linear TV) was disrupted by new media technology (OTT)



- Declining ad revenue from traditional channels
- Competition with online platforms (e.g., social media, YouTube)

Note: OTT is Over-The-Top

Unlock growth opportunities by leveraging new technologies and addressing challenges from OTT

Broadcast ~60% of Total Revenue

***State-of-the-Art** technology to increase revenue stream for broadcast players (channel operators)*



Success in USA & opening markets in Asia-Pacific region

INVIDI has deployed addressable TV advertising for over 10 years now, between 2015 and 2023, addressable TV has grown 10X reaching US$ 2 Billion

Note: DTH is Direct-to-Home , STB is Set-Top-Box, OTT is Over-The-Top

Thaicom partners with INVIDI Technologies and PSI to reinvent Thailand's media industry

Addressable Ads Technology

Deliver advertisement to the target audiences: increasing value to advertisers and channel operators




Toyota Hybrid


Lexus


Camry


Toyota Fortuner



Q&A