


# Opportunity Day
## 2Q/2024

13 August 2024

# THAICOM Q2/2024

## SPACE TECH FOR A BETTER FUTURE



- Commercial Highlights
- Financial Highlights
- Moving Forward



# Commercial Highlights




Thaicom's "**CarbonWatch**" Certified by TGO as Thailand and ASEAN's **First Satellite-Based Carbon Sequestration Tool**, reinforcing the role of Space Tech for Sustainability



Remark: Thailand Greenhouse Gas Management Organization (TGO)




- ✓ Enhance military surveillance through Unmanned Aerial Vehicle (UAV)
- ✓ Rocket Launch & Spaceport Development
- ✓ Cutting-edge small satellites for military operations

# Thaicom and Royal Thai Air Force **Forge Strategic Partnership** to Advance Aerospace Technology and National Security

# Enhancing service capabilities with Next Generation SATCOM Solutions and Space Technology Platforms

Thaicom showcase Next Gen Satellite connectivity in remote areas, launching in **Doi Wiang Community, Chai Prakan District, Chiang Mai Province**

- Focus segments: Telemedicine, E-learning, Online transactions, and Mobile network connectivity
- Utilizing state-of-the-art flat antenna for mobile vehicle
- Offerings IoT device solutions from LEO satellite systems and space technology platforms under Earth Insights, including carbon credit platforms and other services



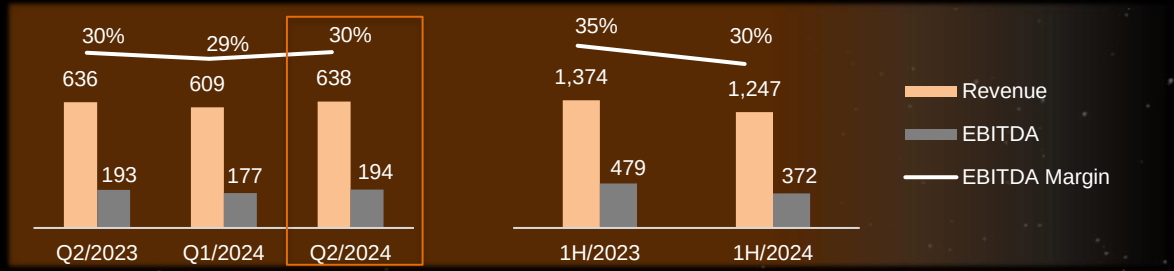


# Financial Highlights

# Q2/2024 Performance

Unit: Baht million

## Revenue from sales and services & EBITDA Margin

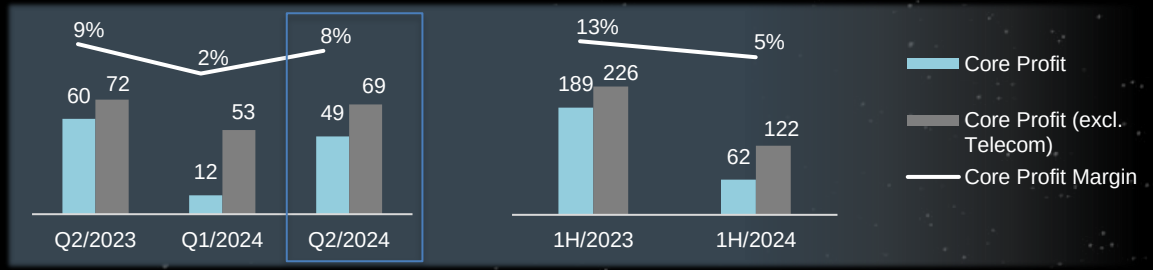



**Revenue from sales and services**

**Q2/2024:** Increased QoQ & YoY, driven by higher revenue from satellite and related services attributed to domestic clients.

**1H/2024:** Decreased YoY as one-time revenue from Globalstar ground station management and consulting service fees was recognized in 1H2023.

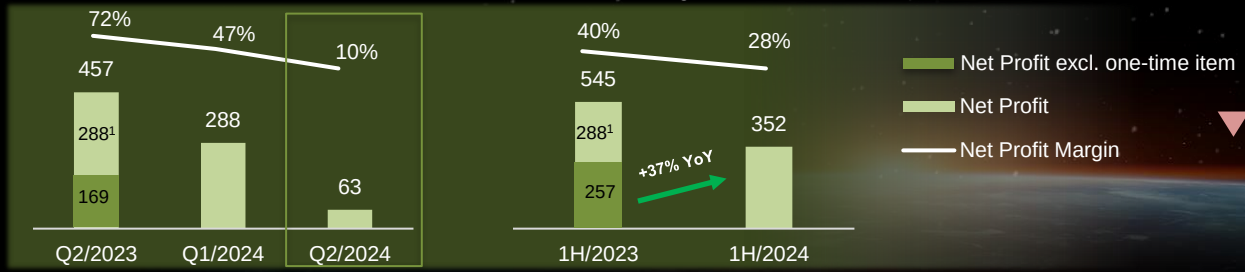
## Core Profit & Core Profit Margin




**Core profit surged 308% QoQ,** driven by increased revenue from sales and services.

**Core profit excluding telecommunication business:**
- Exceeding normal core profit by Baht 20 million.
- Raised by 30% QoQ from Baht 53 million in Q1/2024.

## Net Profit & Net Profit Margin




**Net Profit** decreased both QoQ and YoY due to net foreign exchange gains in Q1/2024 and the recognition of compensation from a business partner arising from a dispute settlement in Q2/2023.

Notes: [1] Extra Items

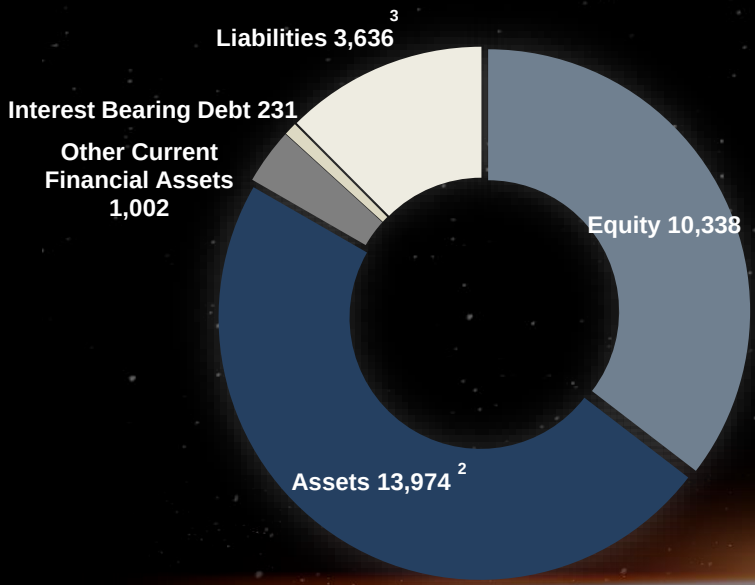
Remark: Core profit means profit attributable to owner of the Company before unrealized gain (loss) on exchange rate of the Company and joint ventures, and before extra item.

# Stable cash position, ready for new investment

**D/E Ratio at 0.4x[1] is expected to decrease, as THCOM fully repaid the outstanding loans in July.**

## Consolidated Financial Position

Unit: Baht million




## Consolidated Cashflows

| Consolidated CF | 1H24 | 1H23 |
|---|---|---|
| **Beginning Cash** | **3,028** | **3,750** |
| CF from Operating | 330 | 839 |
| CF from Investing | (503) | (261) |
| CF from Financing | (502) | (949) |
| Effect of FX | 87 | 47 |
| **Ending Cash** | **2,441** | **3,426** |
| **Total Cash On Hand[2]** | **3,443** | **4,364** |

- **Cashflows from operation** decreased due to lower net profit & in 1H23 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]Total Debt / Equity*
*[2]Includes Cash and Other Current Financial Assets*
*[3]Excludes Interest-Bearing Debt*



# Moving Forward

# Update on 119.5E Orbital Slot

**Capacity**

**Timeline of Satellite In-Service**



**THAICOM 4**

**10 Gbps**

**Present - Q2/2026**



**THAICOM 9A**
(Used Satellite)

**1.3 Gbps**

On schedule

**Q1/2025 - 2027**

- Satellite will migrate to the orbital slot by Q4'2024
- Ground control station to be ready by Q4'2024



**THAICOM 9**
(Small Satellite/Astranis)

**10 Gbps**

On schedule

**Q4/2025 - 2033**

- Critical design review and procurement completed
- Unit assembly of components in process
- System integration to commence by Q4'2024



**THAICOM 10**
(Large Satellite/Airbus)

**120 Gbps**

On schedule

**Q3/2027 - 2042**

- Launch vendor selection and procurement by Q3'2024

# T-Ver Certification boosts the company's credibility creating investment opportunities from CarbonWatch

CARBON WATCH

ESG

**Remote Sensing and Platform Technologies**

Satellite | Platform

**BENEFITS**

- Less Time Consuming
- Lower Cost
- Less Labor & Human Error



- ✓ Expand the “CarbonWatch” services for Mangrove Forest with potential partner and to support government forestry projects
  - ✓ Opportunity: 500,000 rai of forests in Thailand by 2025
- ✓ Collaborate with relevant organizations to advance the country’s goals of carbon neutrality and achieving net-zero greenhouse gas emissions
- ✓ Further Opportunity: With an AAA rating from SET, Thaicom can now take of potential future expansions in ESG fund flows, improving our investment appeal and financial standing

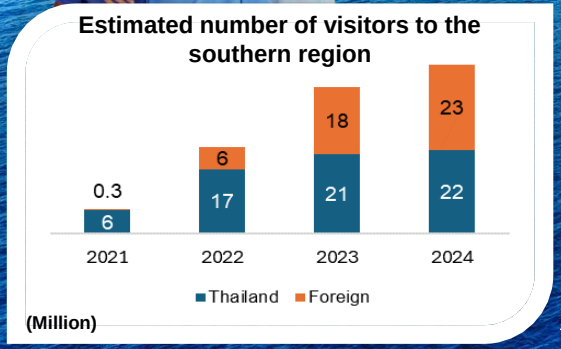
# Leveraging the growth of Thailand's tourism industry to capture revenue for space tech businesses

Provide service through **Globalstar's Spot Gen4**, satellite tracking system to **enhances the safety of tourists**

- Target: Approximately 15,000 units in 3 years
- Focus on marine activities and trekking, including exploration, navigation, and safety








Source: https://www.bot.or.th


13



# Q&A