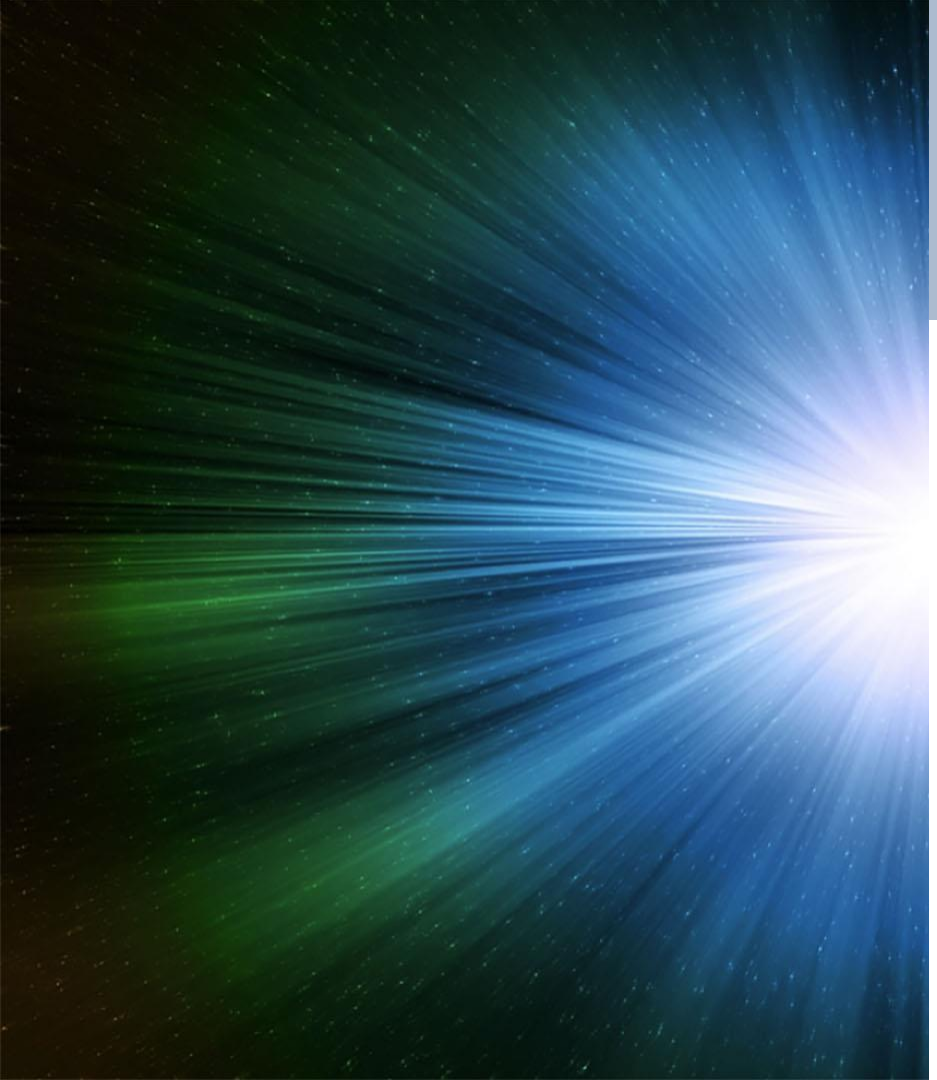
THAICOM 2022

USHERING IN A NEW ERA

Performance 2021

FEBRUARY 2022



THAICOM 2022

USHERING IN A NEW ERA

- Commercial Highlights
- Financial Highlights
- Moving Forward

Commercial Highlights

Satellite Business after the End of Concession

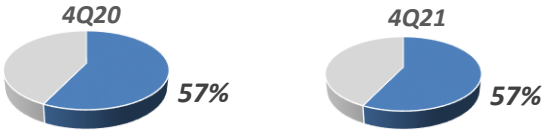
THAICOM SATELLITES

LEASED SATELLITES

*Owned and operated by NT

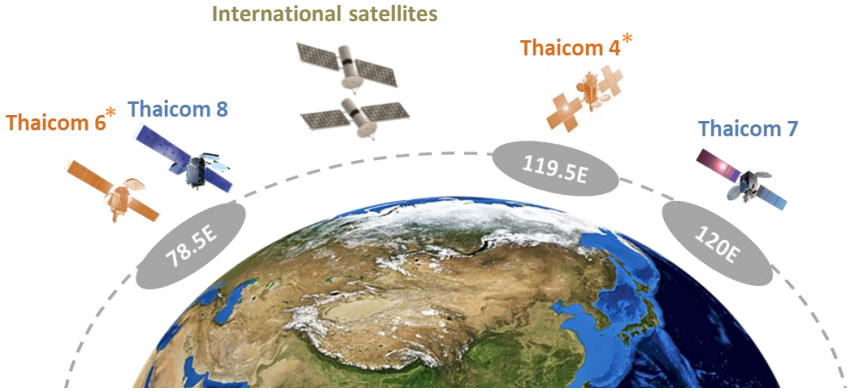
2021: Satellite Performance

Committed Bandwidth Utilization



Satellites utilization as of Q4/2021

- Utilization of our satellites, which comprised of Thaicom 7 and Thaicom 8 was 57%



Thaicom Satellites (Thaicom Ownership)

- **TC7 & TC8** are operated under a single license with the National Broadcasting and Telecommunications Commission (NBTC)
  - **For TC7,** to provide telecom service, mobile backhaul services and VSAT service (satellite Internet broadband) to target countries.
  - **For TC8**, to provide broadcast services and value added services which is focusing in India and Africa markets.

THAICOM

Partner Satellites (Leased/Not owned by Thaicom)

- Returned **TC4 & TC6** satellites to the Ministry of Digital Economy and Society (MDES) after end of concession.
- The National Space Policy Committee (NSPC) assigned National Telecom (NT), to handle operation of the satellites.
  - **Thaicom** purchases BW capacity on TC4 & TC6 from National Telecom (NT), to efficiently manage customers in order to maintain the utilization.
- Leased BW capacity from International satellites, to continue providing seamless service for both broadcast and broadband.

2021 Key Highlights

Broadcast Services

Broadcast service expansion in Thai and Foreign Markets

- **Thailand:**
  - Renewal agreements with various ***TV Broadcasters***
- **Myanmar:**
  - New Transponder Service Agreement with a ***Telecom Operator***
  - Renewal agreement with a ***Myanmar TV Broadcaster***
- **Vietnam:**
  - Vietnam Air and Traffic Management
- **Africa & South Asia:**
  - Renewal agreements with ***Broadcasters and VSAT Operators***

Broadband Services

Broadband service expansion in key markets

- **Indonesia:**
  - Signed new agreement with a ***Private Enterprise*** for new project VSAT service
- **India:**
  - Renewal agreement with ***Indian Government,*** maintain bandwidth usage to support Government's projects
- **Thailand:**
  - Completed installation Studio supporting ***Government's E-learning***

NAVA Business

- Maritime's active in-service total **111 vessels**
  - **92** vessels in Thailand
  - **19** vessels in South China Sea & other platforms

ATI Business

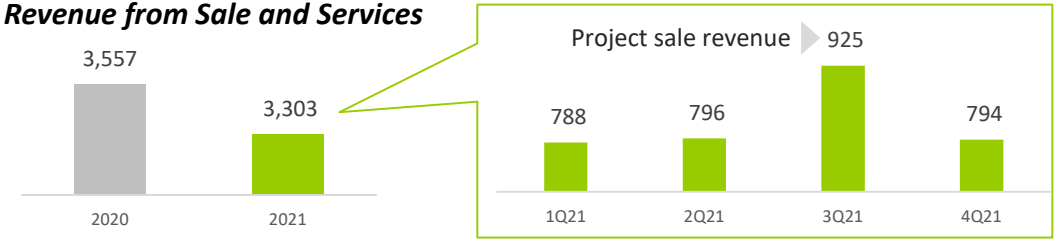
- Signed Data Analytics service agreement with Agricultural Related Government Entity.
- New sales of drones

Financial Highlights

2021 Consolidated Performance

Unit: Baht million

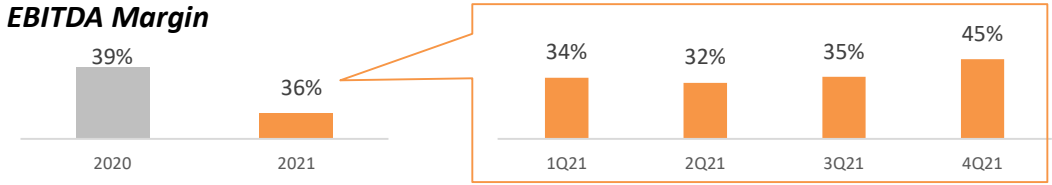
Revenue from Sale and Services



For 2021 compared to 2020:

- **Revenue** ↓ 7.1% YoY
  - Decrease of broadcast customers, due to a ramp down of utilization from domestic clients, along with the Thaicom 5 satellite deorbit in February 2020
  - Decrease of broadband foreign customers

EBITDA Margin



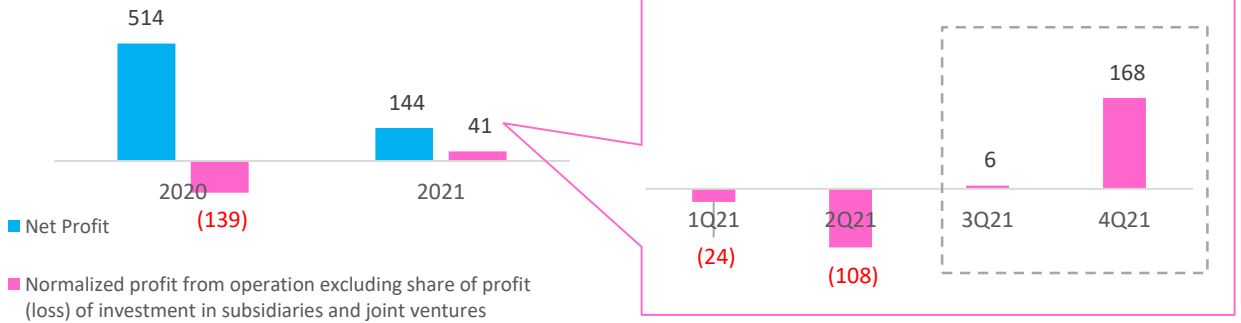
- **EBITDA margin*** ↓ from 39% in 2020 to 36% in 2021, mainly due to a decrease of revenue
- EBITDA margin recovered in Q4/2021 due to the decrease of concession fee

(*Excluding extra items and FX loss)

Net Profit

Normalized Core Profit significantly improve YoY

Normalized Core Profit turned positive since Q3/2021



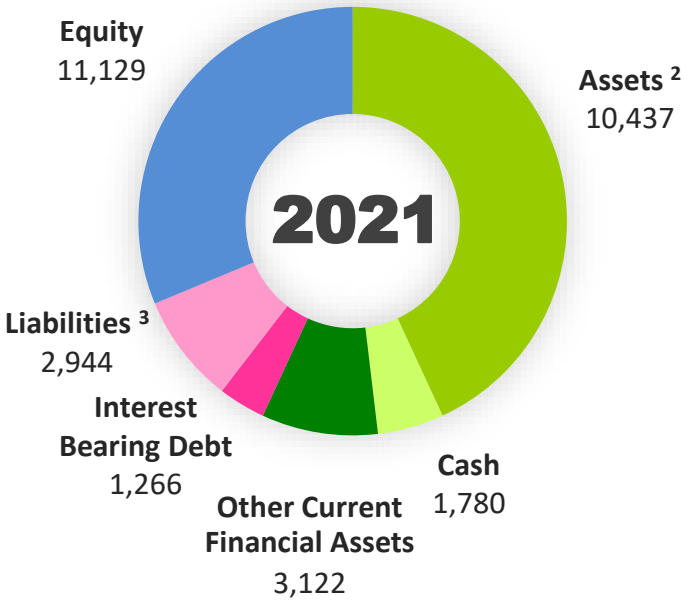
- **Net Profit** ↓ from 514 MB in 2020 to 144 MB in 2021, resulted from extra income in 2020
- ↑ **Normalized Core profit (profit excluding extra items and share of loss from joint ventures)** turned positive since Q3/2021 due to the decrease of depreciation and concession fee

Financial position as of 31 December 2021

Unit: Baht million

D/E Ratio at 0.11x [1]

Down from 0.33x as at the end of 2020



Strong Cash position

Consolidated CF	2020	2021
CF from Operating	1,769	1,224
CF from Investing	(1,164)*	1,446
CF from Financing	(928)	(3,189)
Ending Cash	2,299	1,780
Total Cash On Hand [4]	6,619	4,902

Bond repayment 2,275 MTHB

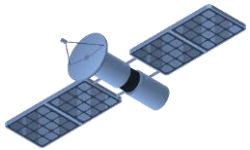
1. Interest-bearing Debt / Equity
2. Excludes Cash and Other Current Financial Assets
3. Excludes Interest-Bearing Debt
4. Includes Cash and Other Current Financial Assets
**Note: The Net cash from (used in) investing activities for 2020 was Baht (1,164) million due mainly to the investment in financial assets to manage excess cash.*

Moving Forward

Strengthen the Company's strategies by creating new growth opportunities from existing & new satellite technologies

Satellite Business

To be a leading regional end-to-end satellite service provider and maintain the number 1 leadership position in Thailand



1. Increase utilization of existing satellite fleet and create pent-up demands for future satellite

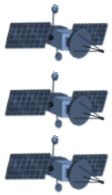
- ✓ Increase bandwidth utilization on owned and leased satellites from NT
- ✓ Develop managed connectivity service platform to support future demand

2. Launching a new satellite by using the next Generation Satellite Technology

- ✓ Coverage Flexibility
- ✓ Capacity Flexibility
- ✓ Low Cost



3. Partnership with LEO satellite to complement GEO satellite



Partnership with Global LEO operators

4. Focus on downstream value and obtain higher ARPU

- ✓ Nava services expansion into new territories & segments
- ✓ Broadband internet services for communities



- ✓ Fast 5G nationwide deployment with satellite solutions

Capture new projects and new business opportunities from the emerging new Space Economy

Mega Projects

✓ Pursue satellite and space related Mega projects to serve the government and corporate segments

1. EARTH OBSERVATION & GEO INFORMATICS

2. DRONE SERVICES

3. DIGITAL SERVICES

New Space Economy

✓ Expand into the new space businesses to create new growth with the space based data solutions

AGRICULTURE



Intelligence platform to enhance the agricultural productivity

NATIONAL RESOURCES



Intelligence platform for forest and land monitoring

DEFENSE



Surveillance and monitoring platform for military missions

CORPORATE



Intelligence platform for corporate solutions

Q&A

