THAICOM
Performance
1H-2021



AUGUST 2021

Agenda



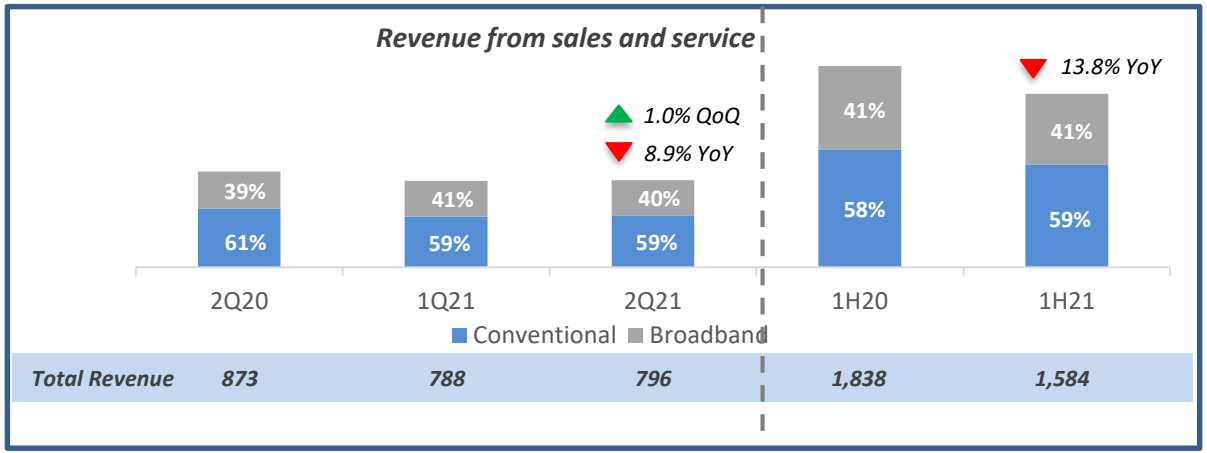
- Financial Highlights
- Commercial Highlights
- Moving Forward



Financial Highlights

1H21 : Consolidated Performance

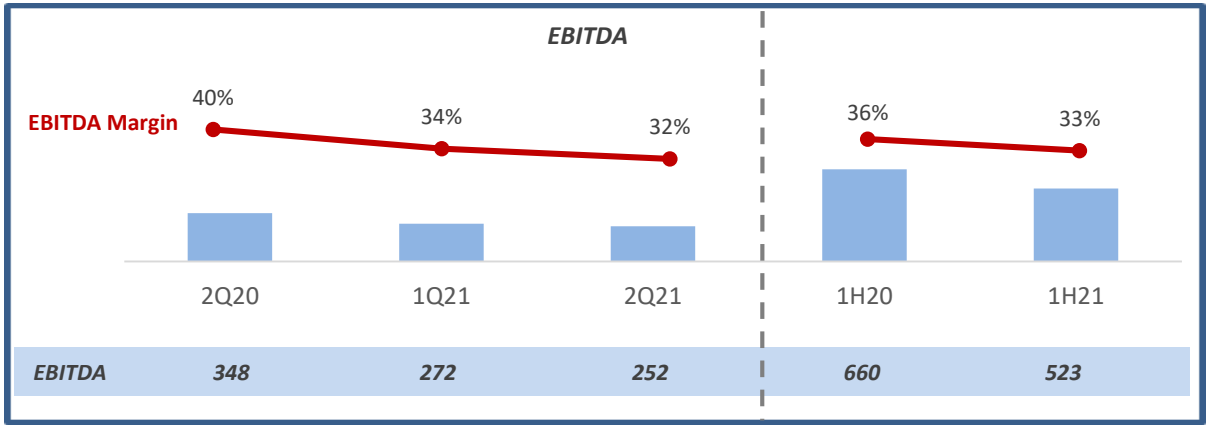
Unit: Bath million



	2Q20	1Q21	2Q21	1H20	1H21
Total Revenue	873	788	796	1,838	1,584

Revenue for 2Q21

- **YoY** : ▼ 8.9% from Q2/2020 regarding the decrease of customer utilization and price competition.
- **QoQ** : ▲ 1.0% from Q1/2021 mainly due to an increase of conventional satellite revenue from foreign customers.
- During **1H2021**, revenue ▼ 13.8% YoY mainly due to decrease of customer demand and price competition.



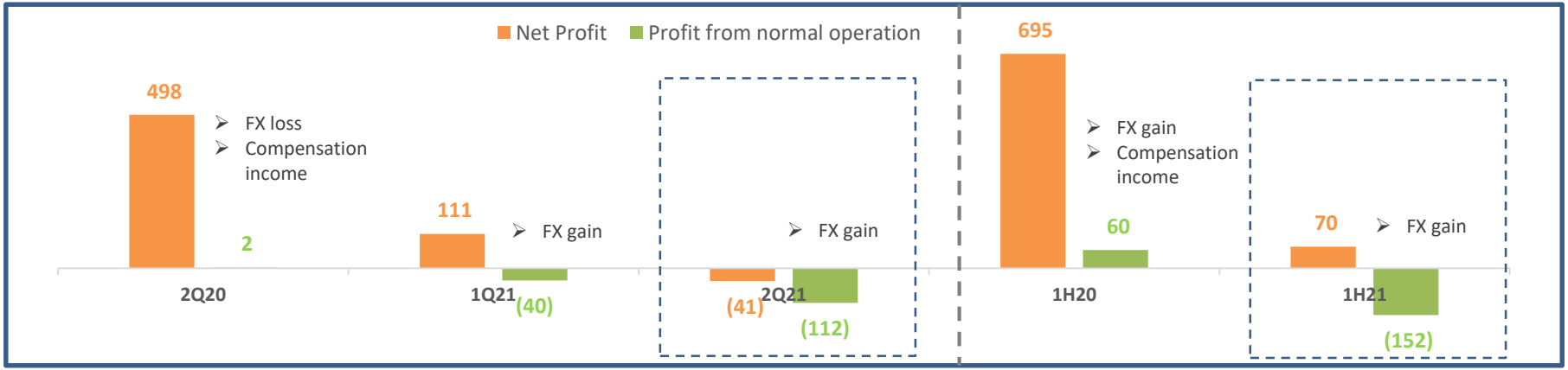
	2Q20	1Q21	2Q21	1H20	1H21
EBITDA	348	272	252	660	523

EBITDA for 2Q21

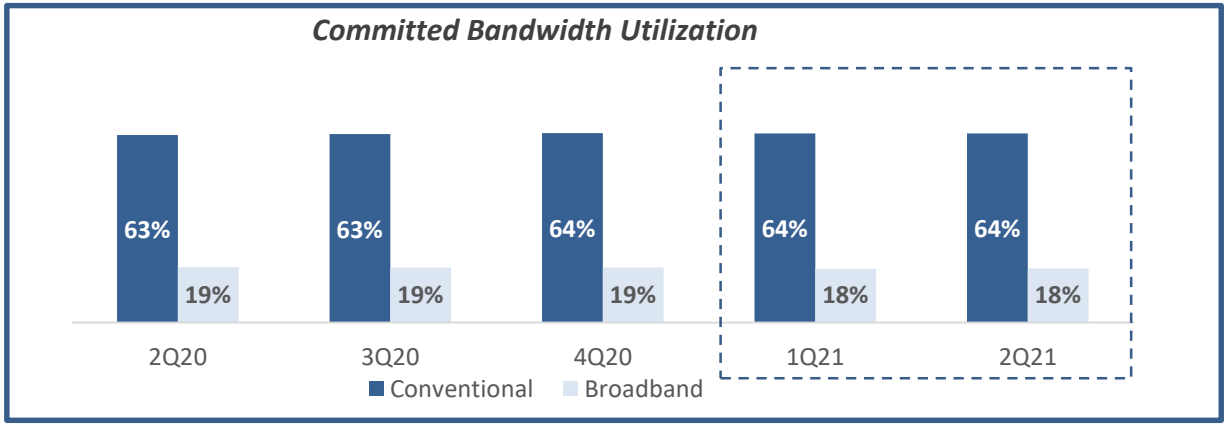
- For 2Q21, EBITDA and EBITDA margin ▼ QoQ due to an increase of legal fee and a decrease of gain from foreign exchange.
- For 1H21, EBITDA and EBITDA margin ▼ YoY regarding revenue drop.

1H21 : Net Profit and Normalized Profit

Unit: Bath million



1H21 : Satellite performance



Conventional and Broadband satellites

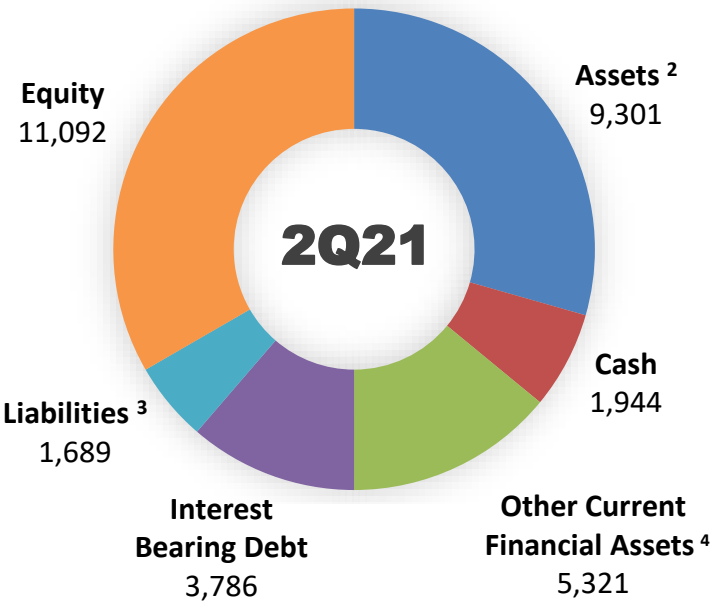
- *Utilization of Conventional and Broadband satellites was 64% and 18%, respectively, maintained from those of the previous quarter.*

Financial position as of 30 June 2021

Unit: Baht million

D/E Ratio at 0.34x [1]

Down from 0.35x as at the end of 2020



Strong Cash position

Consolidated CF	1H20	1H21
CF from Operating	1,430	1,000
CF from Investing	(689)	(808)
CF from Financing	(581)	(547)
Ending Cash	**2,782**	**1,944**
Total Cash On Hand [4]	**6,589**	**7,265**

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 Q2/2021 was Baht (808) million due mainly to the investment in financial assets to manage excess cash.*

Commercial Highlights

1H2021 Key Commercial Highlights

Broadcast Services

- **Thailand**: Signed new medium to long-term contracts to strengthen broadcast services
  - Thai PBS
  - STC Network Corporation
  - Thai Satellite TV
  - Krungthai Broadcasting
  - MCOT (Parliament TV)
- **Africa**: Signed agreements to expand services and support customer's requirements
  - Renewal Agreement with Intersat
  - Renew Trunking Backup Services Agreement with iSAT Africa

Broadband Services

- **Japan:** Signed a 1-year renewal bandwidth contract with KDDI Corporation to provide mobile backhaul service

Mobility

- Maritime's active in-service total 99 vessels (91 vessels in Thailand and 8 vessels in Regional Platform) and backlog of 10 vessels

ATI Business

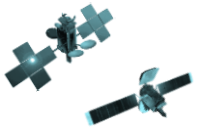
- Received the Purchase Order from Power Agrotech for 25 Drones
- Signed Data Analytics service agreement with Rice Department, Ministry of Agriculture and Cooperatives



Moving Forward

Turn around of business on Short – Medium – Long term prospects

Short-Term: Open for discussion with NT on TC4 & TC6



30 July 2021, Ministry of Digital Economy and Society assigned to National Telecom Plc the right to operate TC4 & TC6 after Concession ends.

- THCOM open for discussion with NT to facilitate on operating the assets

Medium-Term: Business turnaround



Business turnaround in medium term

- **To have a clear direction on core business**: mitigating clients concern on on-going operations of TC4 &TC6
- **LEO Partnership**: to turn future threats into an opportunity
- **Target major projects:** Open up new business opportunities in the new space economy and solidify THCOM's position as the leader in the industry.

Long-Term: New opportunity from new satellites



THCOM to participate in the Orbital Slot Auction to ensure future next-gen satellite service and generate long-term revenue.

Q&A

