THAICOM Performance 2020



FEBRUARY 2021

Agenda



- Commercial Highlights
- Financial Highlights
- Moving Forward

Commercial Highlights

2020 Key Highlights

Broadcast Services

- **Thaicom 5:** Smooth customers migration to other satellites with minimum revenue loss
- **Thailand:** Signed new medium to long-term contracts to strengthen broadcast services
  - Public Relations Department – ***PRD***
  - National Telecom Public Company Limited – ***NT***
- **Myanmar**:
  - Signed Transponder Service Agreement with ***Eutelsat***
  - Signed a long term Transponder Service Agreement with ***Canal Plus*** to provide direct-to-home (DTH) satellite broadcasting services

Broadband Services

- **Australia:**
  - Signed 7-year managed service agreement with ***Australia's state-owned-enterprise*** for rural broadband connectivity
- **China:**
  - Signed a new contract with ***China Telecom Corporation Limited Satellite Communications (CTS)*** and ***Vastsuccess Holdings Limited (VAST)*** to provide broadband internet and mobile backhaul services
- **Thailand**:
  - Signed a bandwidth contract with ***National Telecom Public Company Limited*** to support NT's mission to provide high-speed internet services nationwide

2020 Key Highlights

Mobility Service

- Maritime's active in-service ***total 97 vessels*** (Thailand, South China Sea & other platforms)
- Launched new bundled services under ***"Nava By NSAT",*** the new flagship maritime digital solutions that integrates Thaicom's satellite connectivity and CAT's digital solutions



New Partnership: ATI Technologies

- Launched drone ***"AiANG Drone"***, to leverage advanced solutions and a full range of drone technology-enabled innovative agricultural services and enhance the capability of drone technology in Thailand

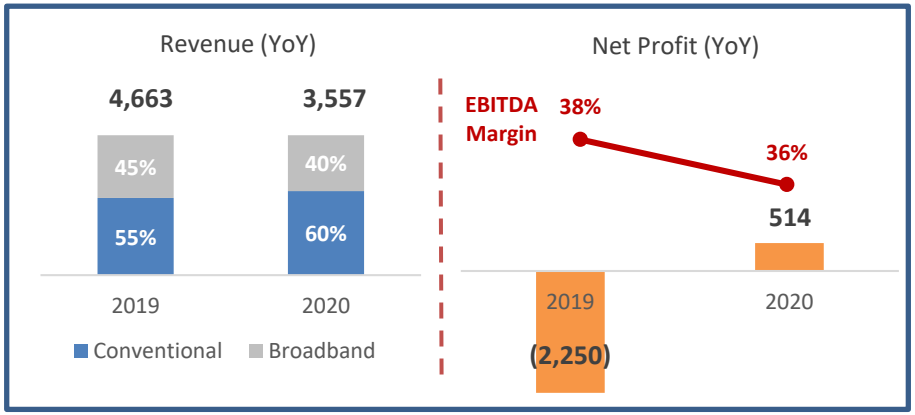




Financial Highlights

2020 : Consolidated Performance

Unit: Bath million

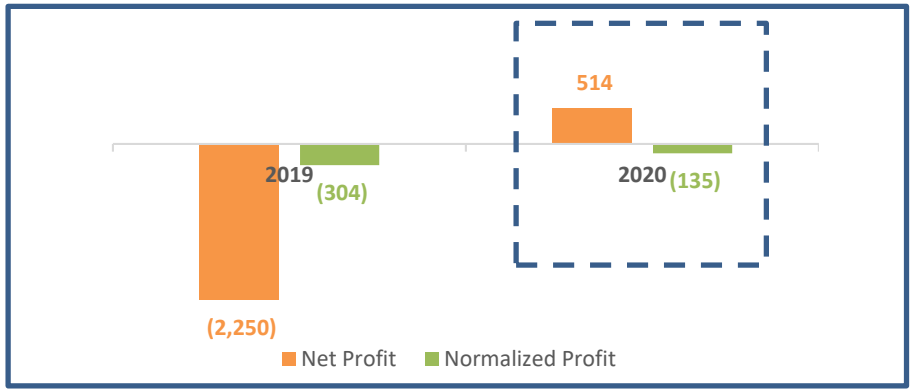


For 2020 compared to 2019:

- ***Revenue*** ▼ *23.7% YoY due to the decrease of revenue from satellite and related services regarding loss of customers from the Thaicom 5 satellite de-orbit.*
- ***Net Profit*** ▲ *improved to 514 MB from (2,250) MB resulted from extra items offsetting with loss from foreign exchange.*
- ***EBITDA margin**** ▼ *from 38% in 2019 to 36% in 2020, mainly due to a drop of revenue*
  (*Remark: Excluding extra items and FX loss)

2020 : Net Profit and Normalized Profit

Unit: Bath million



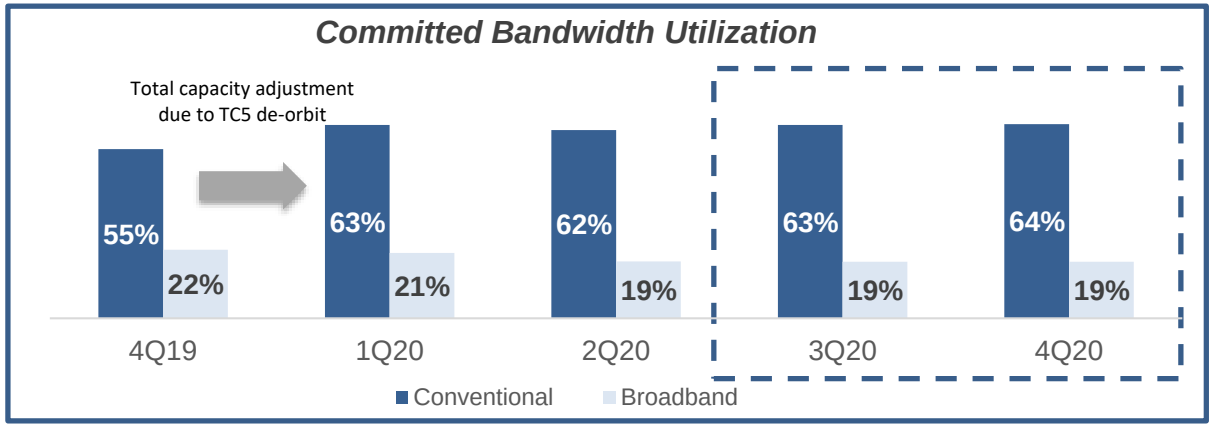
Key extra items for 2019:

- FX loss
- CDN divestment
- Written-off of deferred tax asset
- Recognition of past service cost (additional compensation for employees) due to the Labor Protection Act (No. 7) B.E. 2562

Key extra items for 2020

- FX loss
- Compensation income
- Contract restructuring transaction
- Written-off of advance payment of satellite life-extension services

2020 : Satellite performance



Conventional satellites

- *Utilization increased during 2020 due to gradually ramping-up of foreign customer.*

Broadband satellite

- *Utilization decreased in 2020 compared to 2019, mainly from the decrease of bandwidth consumption and foreign customers churn.*



The Thaicom 5 satellite was de-orbited on 26 February 2020.

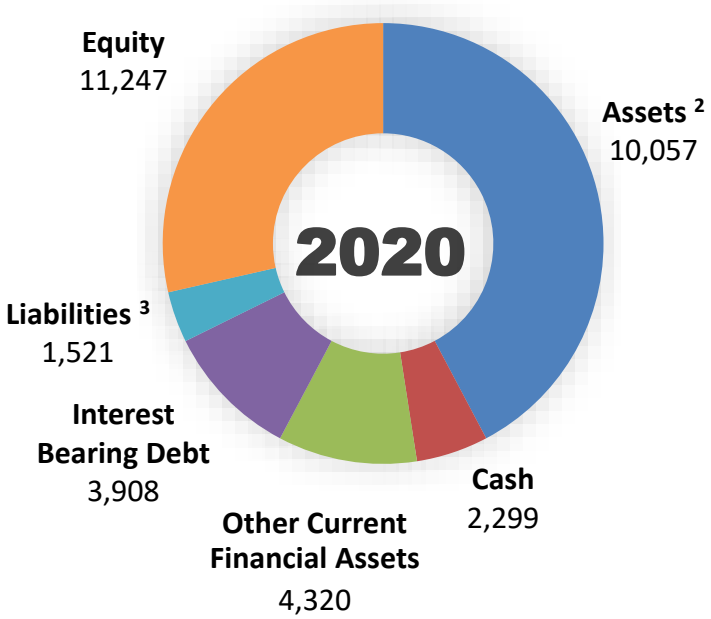
the utilization rate of the conventional satellites was adjusted from total capacity of 111 transponders to 71 transponders, effective as of 1Q20.

Financial position as of 31 December 2020

Unit: Baht million

D/E Ratio at 0.35x [1]

Down from 0.38x as at the end of 2019



Strong Cash position

Consolidated CF	2019	2020
CF from Operating	1,658	1,769
CF from Investing	1,244	(1,164)*
CF from Financing	(3,110)	(928)
Ending Cash	**2,622**	**2,299**
Total Cash On Hand [4]	**5,703**	**6,619**

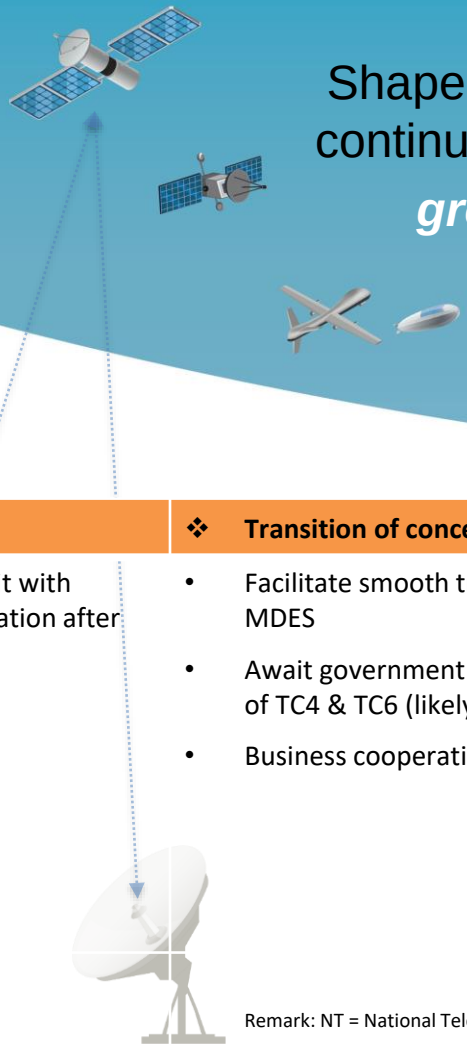
1. Interest-bearing Debt / Equity
2. Excludes Cash and Other Current Financial Assets
3. Excludes Interest-Bearing Debt
4. Includes Cash and Other Current Financial Assets
**Note: The Net cash from (used in) investing activities for 2020 was Baht (1,164) million due mainly to the investment in financial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



Moving Forward

Space-Air-Ground-Maritime Smart Solutions





Shape our future business by securing business continuity and strengthening our competencies to *grow and optimize the core business*

❖ Turn around business

- Return to positive operating profit with positive view on business cooperation after concession

❖ Transition of concession

- Facilitate smooth transition of TC4 & TC6 to MDES
- Await government decision on operating body of TC4 & TC6 (likely to be - NT)
- Business cooperation with MDES/NT

❖ Cooperation with strategic partner

- Cooperation with strategic partner to bid for new satellites
  - Secure rights to Thai orbital slot
  - Cooperate with foreign partners in developing a High Throughput Satellite
  - Minimum investment to mitigate risk
  - Shared investment through partnership

Remark: NT = National Telecom Public Company Limited, MDES = Ministry of Digital Economy and Society



To develop and determine ***new business*** along with partnerships in order to generate new revenue streams for long-term future growth

❖ Parallel development of new paradigm

- NAVA broadband service for vessel
  - Leverage NT's existing customers and G2G relationships to help expand maritime fleet both in Thailand and international regions
- LEO partnership in Thai and Regional
  - Partnership with LEO/MEO satellite operators by exercising THCOM's strength in Thailand and several countries

❖ Long-term new growth

- Drone business
  - Develop in-house flight control system and cloud services to increase the number of AiANG flight Control in the market
- UAV business
- Satellite data analytic (integrated with satellite data)
  - Build digital platform of Drone as a Service by creating high accuracy and high precision spraying drone services with data analytics
- Satellite system integration i.e., design/build/transfer LEO satellite

Remark: NT = National Telecom Public Company Limited

Q&A

