THCOM Performance

1H-2020



Agenda



- Commercial Highlights
- Moving Forward
- Financial Highlights

Commercial Highlights

1H 2020 Key Commercial Highlights

- **Australia**:
  - Signed 7-year managed service agreement with Australia's state-owned-enterprise for rural broadband connectivity

- **Thailand**: Signed new long-term contracts to strengthen broadcast services
  - NBC Next Vision Co., Ltd.
  - Government Public Relations Department (PRD)
  - BEC Multimedia
  - Bangkok Media & Broadcasting (PPTV)
  - Thai Army Radio and Television

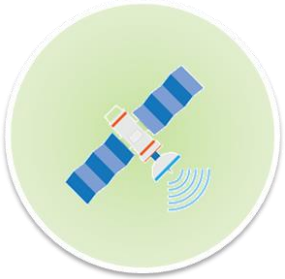
- **Myanmar**: Signed Transponder Service Agreement with Eutelsat for additional 2 transponders on TC7 for mobile backhaul services (Total = 5 transponders)





Moving Forward

Focused Actions for 2H 2020



Continuity of Core Business

Existing Capacity:

- Bulk sell remaining TC8 capacity over India for Indian government requirements
- Ramp-up TC4 services in the Philippines for government e-learning platform
- Pursue government systems integration (SI) projects

New Satellite:

- Develop new satellite project through strategic partnership using the Thai orbital slot which is planned to be licensed
- Develop new satellite project with strategic regional partnerships for cooperation on a foreign orbital slot



New Partnership: Nation Space and Technology (NSAT)

Expanding Adjacent Business Through Partnership

THAICOM

+

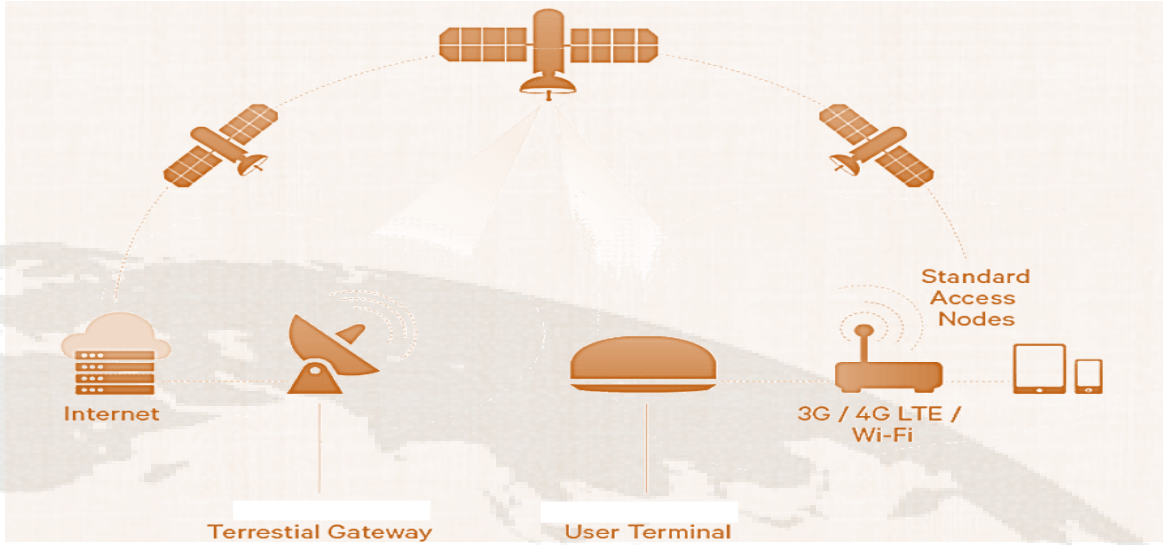
CAT

NATION SPACE
AND TECHNOLOGY CO., LTD.

Services related to
Low-Earth Orbit Satellite

Business Cooperation:

- Through Nation Space and Technology Company Limited (NSAT), provide broadband satellite and related services via Low Earth Orbit (LEO) satellites



New Partnership: ATI Technologies (ATI)

New Business Development



THAICOM + PTTEP + AI AND ROBOTICS VENTURES → ATI TECHNOLOGIES

Drone & Drone Services for Agricultural Sector

ATI Roadmap:

- New business driven via co-create on partnership model over **"Space-Air-Ground Smart Solution"** strategy to enable data to be smart data with Big Data, AI and Machine Learning technologies.
- The initial phase focuses on drones for smart farming solutions to strengthen Thailand's agricultural sector. ATi Technologies will develop advanced drone technology, helping farmers improve productivity and for national wide to address number of challenges in Thailand's agricultural sector.

Other New Business in Development:

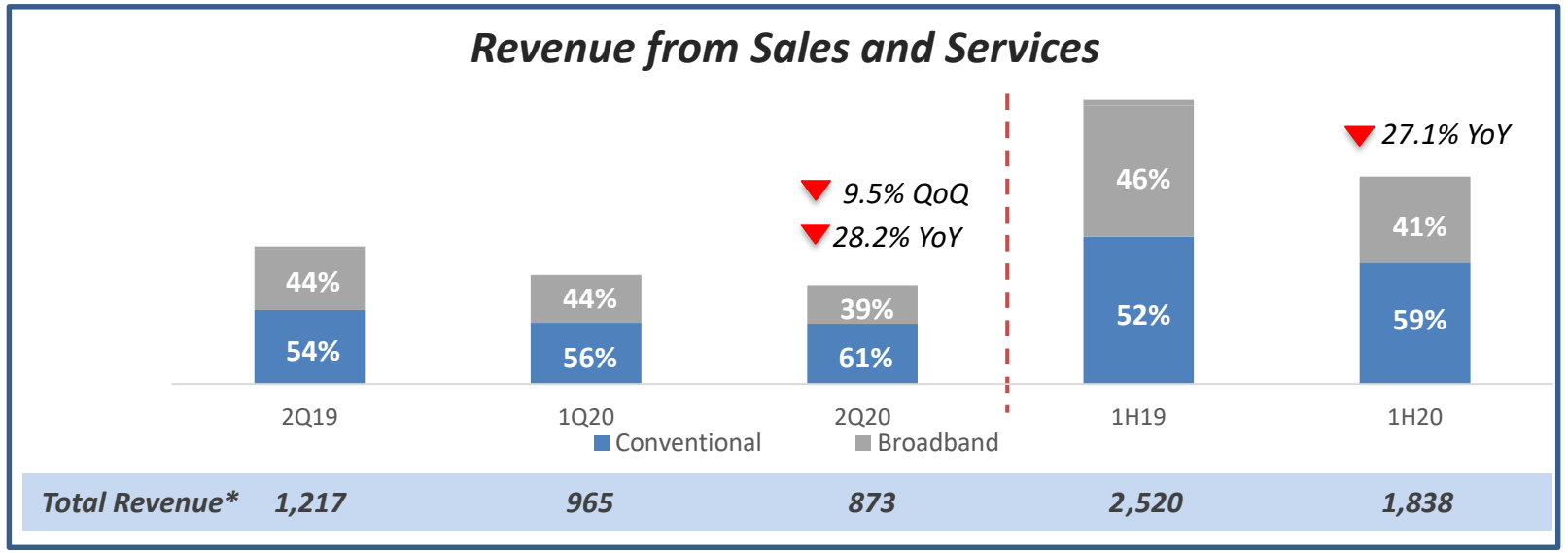
- Apart from ATI company on Drone Technology, we are developing number of new businesses with partners to create new services; Digital Government, EV/IOTs platform, platform & services for 5G, Data and Analytics with Space/Satellite data.



Financial Highlights

1H20 : Consolidated Performance

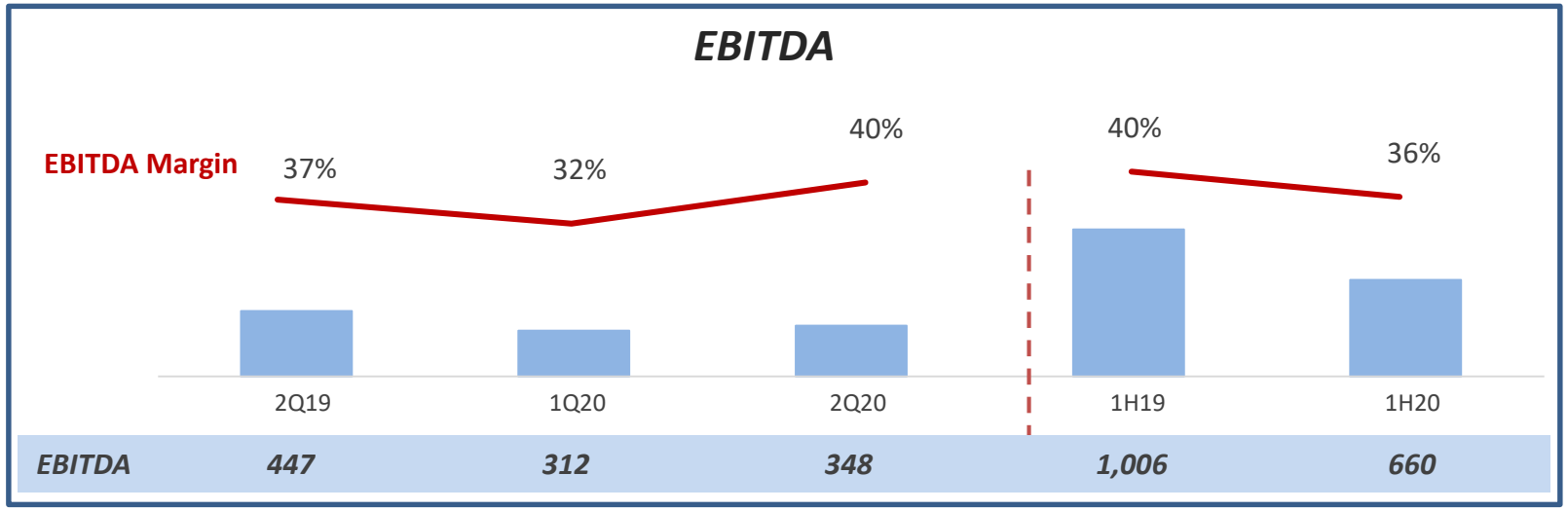
Unit: Bath million



	2Q19	1Q20	2Q20	1H19	1H20
*Total Revenue**	*1,217*	*965*	*873*	*2,520*	*1,838*

- *During 1H2020, revenue decreased YoY mainly due to:*
  - *A ramp-down of broadband utilization, especially from foreign customers.*
  - *The loss of customer affected from the Thaicom 5 satellite de-orbit.*

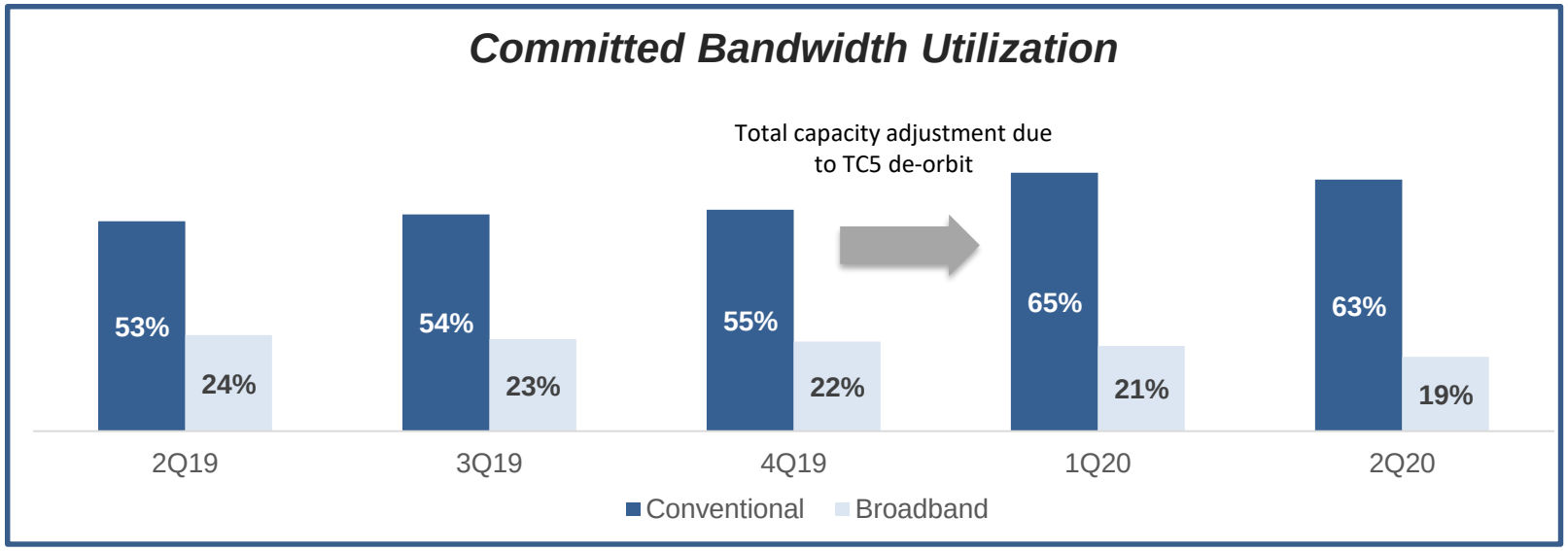
* Included revenue from internet and media services, which was less than 1% of total revenue since the divestment of Cambodian DTV Network Co.,Ltd.



	2Q19	1Q20	2Q20	1H19	1H20
EBITDA	*447*	*312*	*348*	*1,006*	*660*

- *For 1H20, EBITDA and EBITDA margin decreased YoY mainly due to revenue drop.*
- *For 2Q20, EBITDA and EBITDA margin improved QoQ since the recognition of the asset write-off from the satellite life-extension service in 1Q20.*

1H20 : Satellite performance



Conventional satellites

- *Utilization dropped in 2Q20 caused by the loss of customer affected from TC5 satellite de-orbit, mainly foreign customers that can not be migrated to other satellites under THCOM's services.*

Broadband satellite

- *Utilization dropped in 2Q20 mainly from foreign customers.*

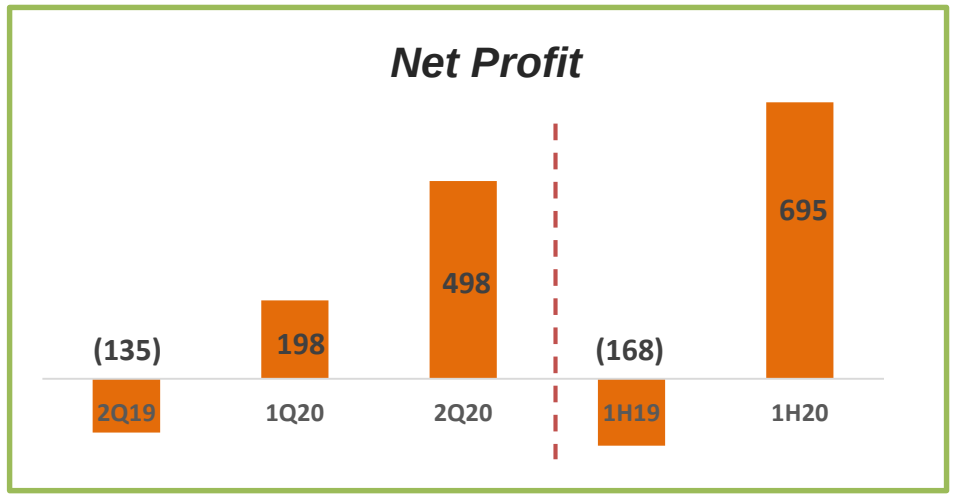


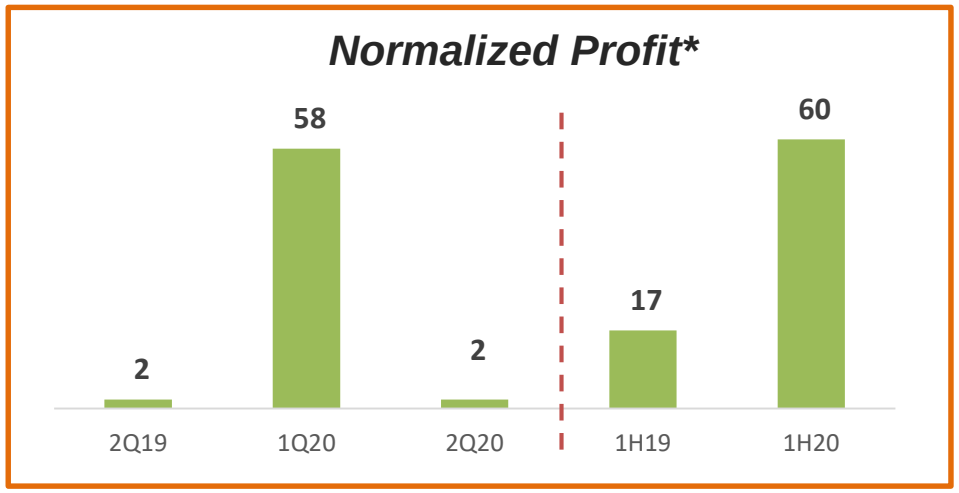
The Thaicom 5 satellite was de-orbited on 26 February 2020.

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

1H20 : Extra items break down

Unit: Bath million





Extra items break down

Extra items	2Q19	1Q20	2Q20
Net Profit	**(135)**	**198**	**498**
Less : Total extra items (net of tax)			
- *Loss from asset impairment and write-off* - *Gain (loss) from foreign exchange* - *Written-off of deferred tax asset* - *Compensation income*	(137)	140	496
Normalized Profit*	**2**	**58**	**2**

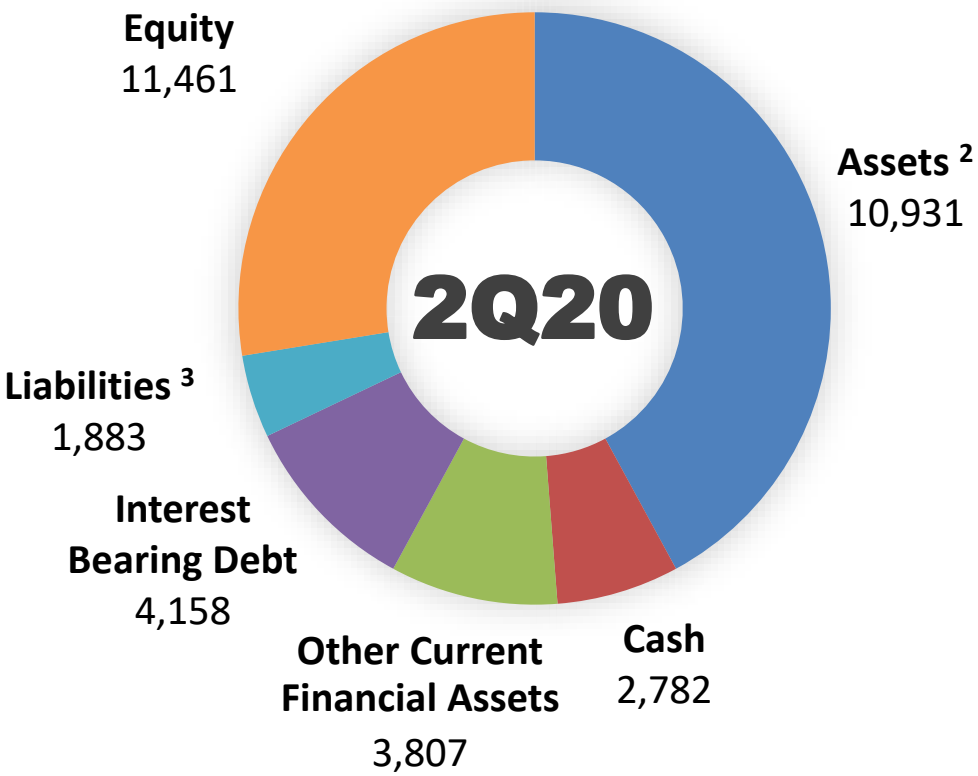
* Normalized profit = Profit (loss) attributable to owner of the Company - Compensation income - Loss from asset impairment and write-off - Gain (loss) from foreign exchange - Written-off of deferred tax asset

Financial position as of 30 June 2020

Unit: Baht million

D/E Ratio at 0.36x [1]

Down from 0.38x as at the end of 2019



Strong Cash position

Consolidated CF	1H19	1H20
CF from Operating	925	1,435
CF from Investing	(299)	(965)
CF from Financing	(427)	(580)
Ending Cash	3,029	2,782
Total Cash On Hand [4]	7,653	6,589

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

Question?

