THAICOM

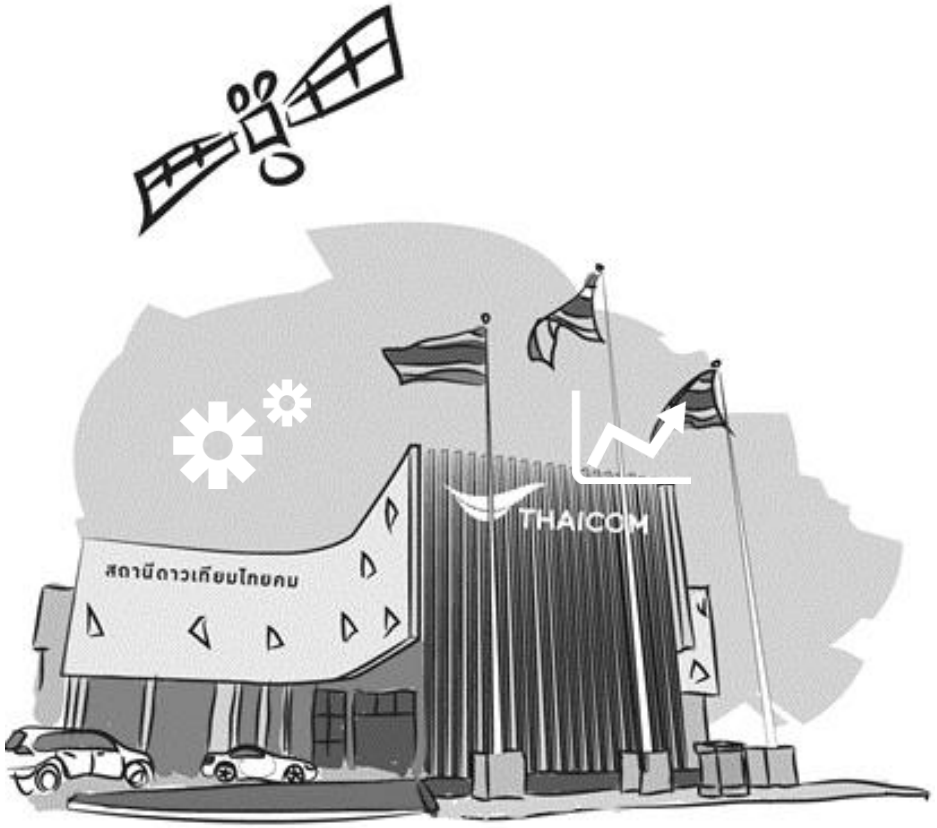
27 Anniversary

Expand the horizon

1Q-2019 THCOM Performance

15th May 2019

Agenda



- Commercial Highlights
- Financial Highlights
- Industry Update



Commercial Highlights

Commercial Highlights

Broadcast Services



- India's IMCL (Grant Investrade Limited : GIL), finalized additional transponder on TC5 which expected to sign contract within Q2'19
- Africa's Djibouti Telecom, signed procurement equipment agreement to sell Hughes Hub

Broadband Services



- India's Antrix, signed bandwidth service agreement for additional 806MHz for 2-year period. Total bandwidth leased in India is 2,293 MHz.
- Australia's NBN, commenced NBN managed service
- Thailand's AIS (AWN), providing E-Sports services
  - Managing AIS eSports Thailand Corporate League 2019, started from 17 Apr'19, providing a white label AIS eSports platform

TCSTAR-1 Project



- Progress with China's Beijing Star Time Telecommunications Technology Company Limited of the "One-Belt-One-Road" Space Broadband Communications Infrastructure (TCSTAR-1 project)

Financial Highlights

1Q19 : Consolidated Performance

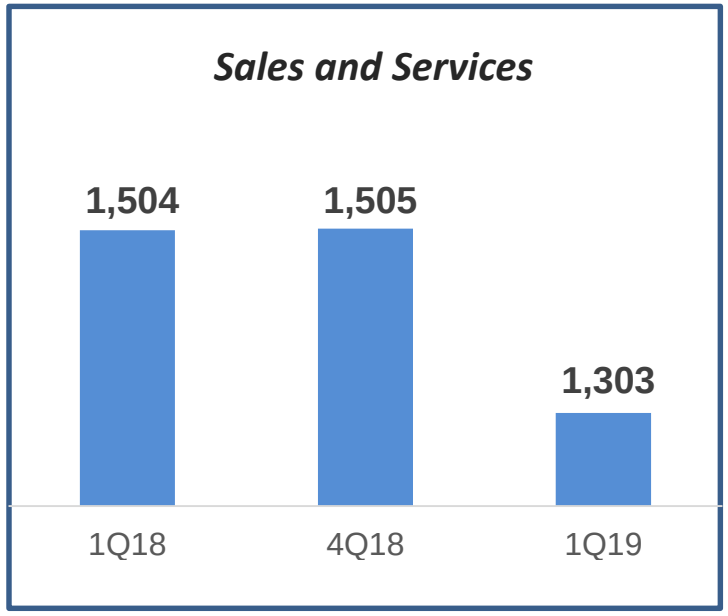
Unit: Bath million

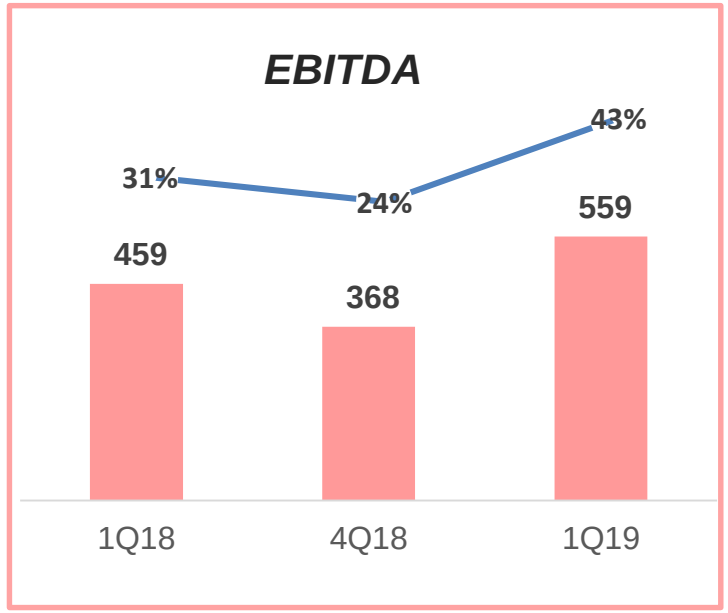
Consolidated Key Financial Highlights

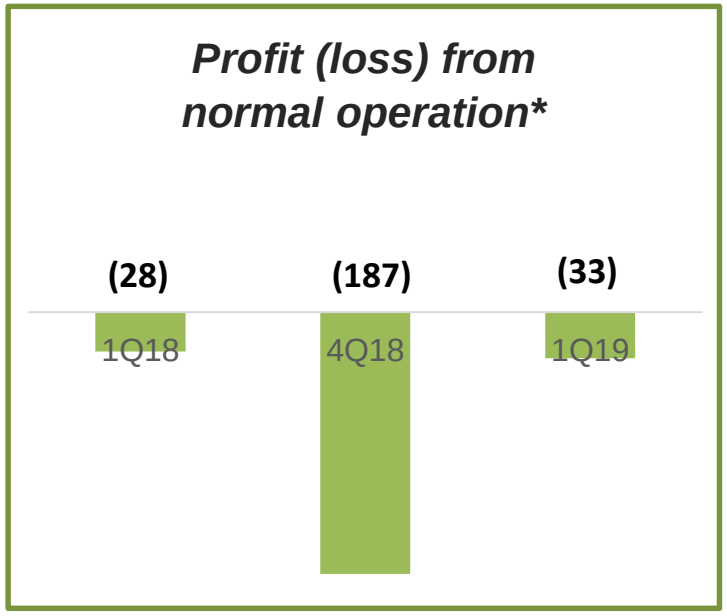
- ***Consolidated Revenue*** *-13% QoQ & YoY due to discount to a major client for signing a long-term contract and utilization drop for others.*
- ***EBIT & EBITDA Improvement*** *due to cost management*
- ***Profit (loss) from normal operation*** *(33) MB due to asset written-off (34) MB and loss from joint venture (5) MB.*

Revenue 1,303 MB.

EBITDA Improvement, higher margin QoQ & YoY







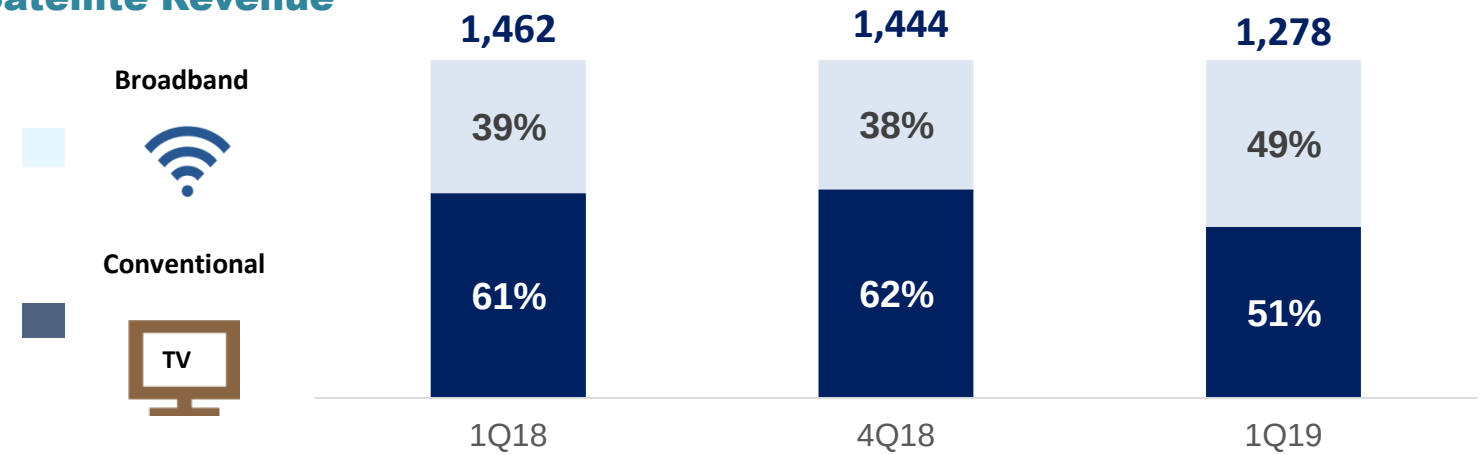
* Exclude the impairment of assets and gain from the sale of CSL's shares.

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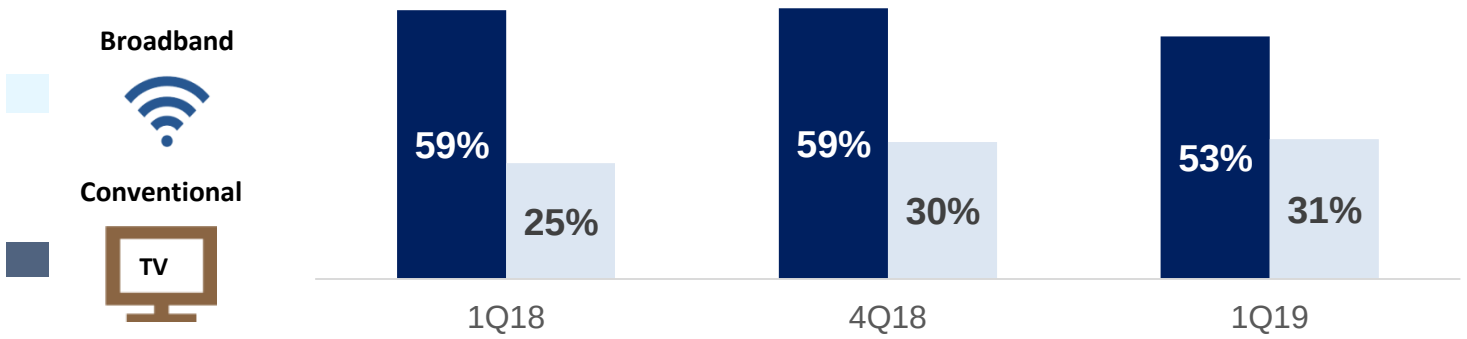
1Q19 : Satellite performance

Unit: Bath million

Satellite Revenue



Committed Utilization



Satellite revenue was 1,278 MB.

- ***Broadband services UP 14% QoQ & 9% YoY***
  following the increase utilization of Indonesia, Philippines and sales in Japan.
- ***Conventional services Drop 27% QoQ & YoY***
  secure a long-term contract for major client at discounted yield, utilization decrease for other Thai clients.

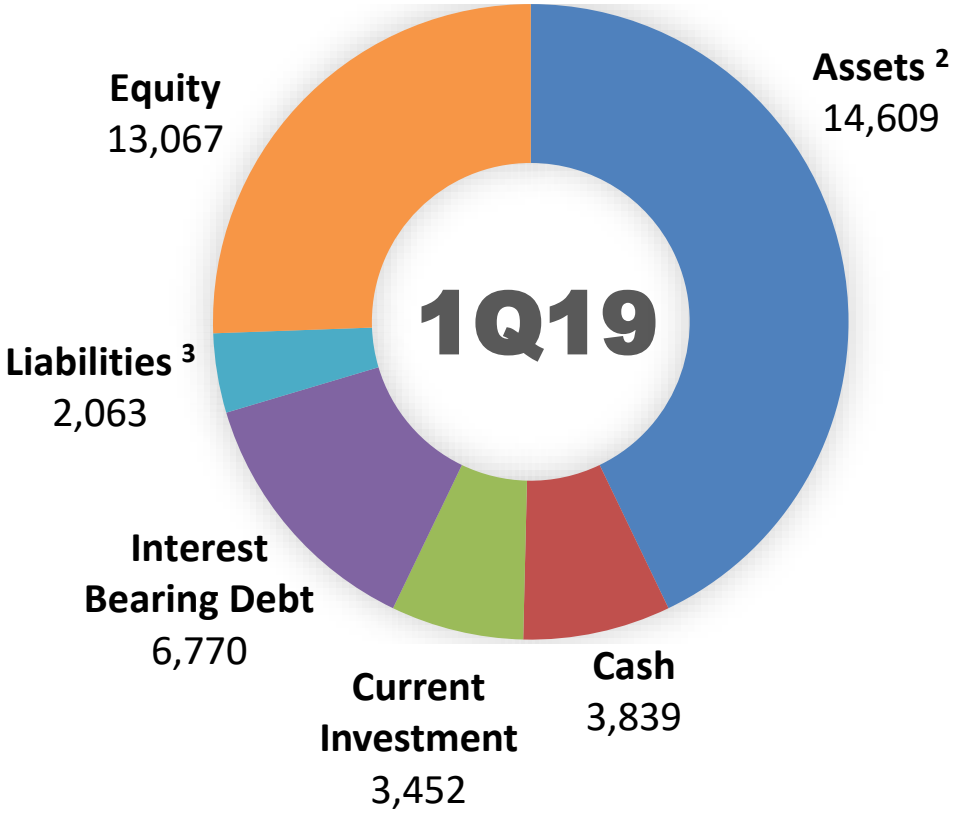
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Financial position as of 31 March 2019

Unit: Baht million

D/E Ratio at 0.52x [1]

Down from 0.53x as at the end of 2018



Strong cash position

Consolidated CF	1Q18	1Q19
CF from Operating	271	501
CF from Investing	528	829
CF from Financing	(290)	(321)
Ending Cash	2,469	3,839
Total Cash On Hand [4]	7,355	7,291

1. Interest-bearing Debt / Equity
2. Excludes Cash and Current Investment
3. Excludes Interest-Bearing Debt
4. Includes Cash and Current Investment

Industry update

Industry Update

NBTC Acts BE 2553
(Revised BE 2562)
effective 17 April 2019

NBTC be the regulatory body for satellite; including License & Orbital Slot and Landing right

- Orbital Slot Management Master Plan
- Granting a permission for licensee to use Thai's Orbital Slot
- Granting a permission for licensee to use the Foreign Satellite capacity (Landing Right)

➕ Fair Competition & Clarity of Regulation

Mor.44
Returning Digital TV licenses
announced 2 May 2019

- Allow Digital TV operators to return the Digital TV licenses, with remedies
- The returned frequency (700 MHz) will be allocated to mobile operators for 5G
- 7 SD Channels filed for the license return

➖ Decrease of revenue from "Must Carry", effective 2H/2019

➕ Increase of revenue from the channels converting to Satellite TV

Thank you