THAICOM

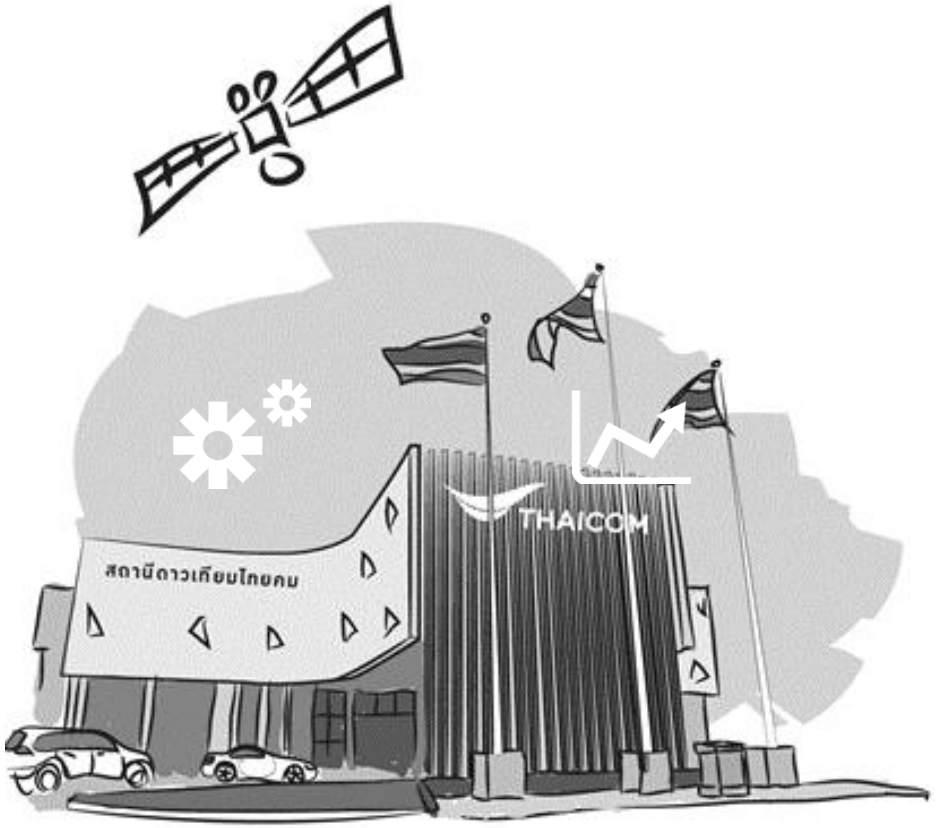
27 Anniversary

Expand the horizon

3Q2018
Opportunity Day

8th Nov 2018

Agenda



- Financial Highlights
- Commercial Highlights
- Moving Forward

Financial Highlights

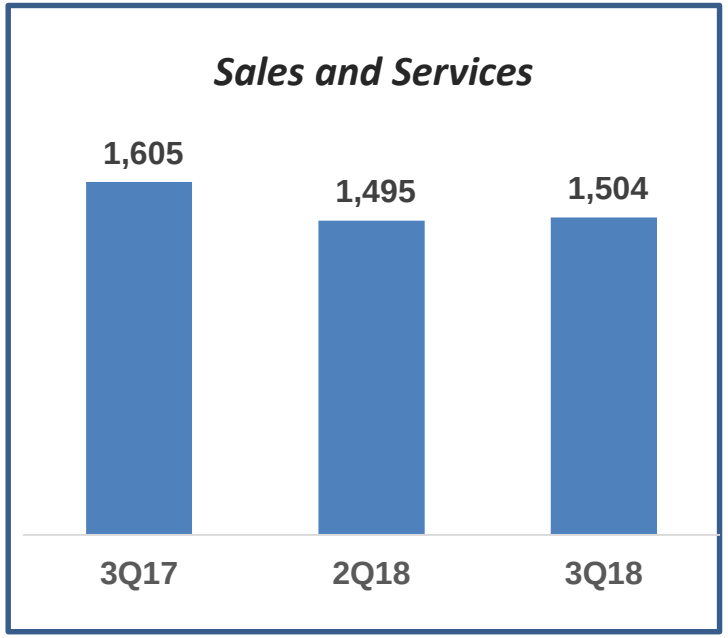
3Q18 : Key Financial Highlights

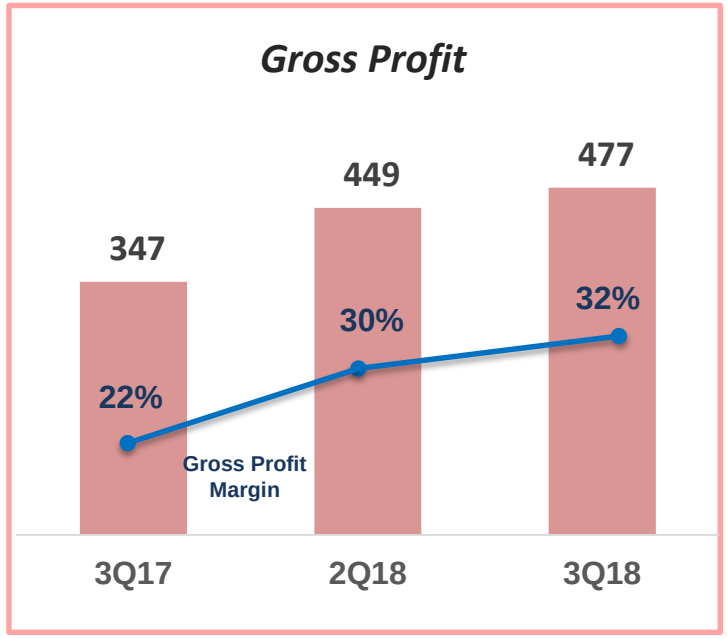
Consolidated Key Financial Highlights

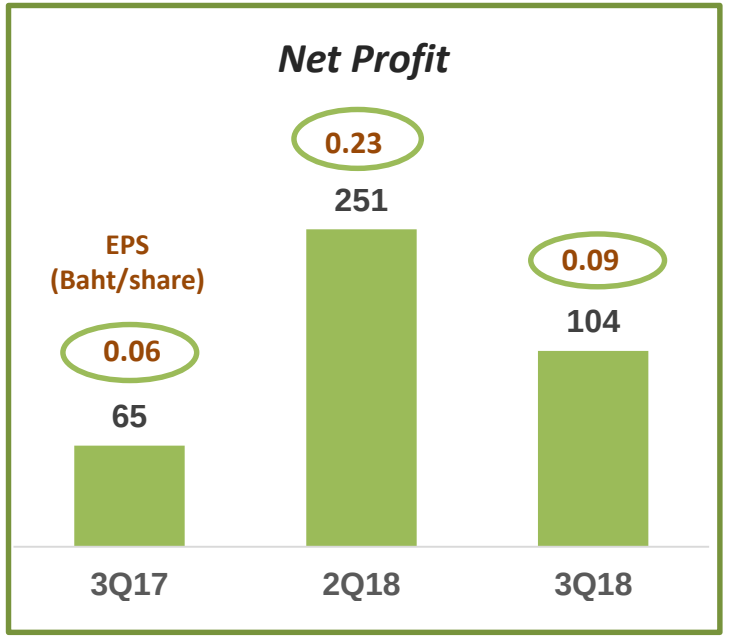
- ***Revenue 1,504 MB*** *; Despite the decrease 6% YoY, 3Q18 revenue slightly increased 1% QoQ mainly from the ramp up of customers.*
- ***Gross Profit 477 MB*** *; with 32% margin, the margin improved from the decrease of depreciation and the cost of gateway service dropped.*
- ***Net Profit 104 MB***
  - ***Improved 60% YoY*** *from the decrease of depreciation expense and selling and administration expenses.*
  - ***Decreased 59% QoQ*** *mainly from the recognition of net foreign exchange loss of 36 MB.*

Revenue improved from previous quarter

Net Profit improved 60% YoY







Unit: Baht million

9M18 : Key Financial Highlights

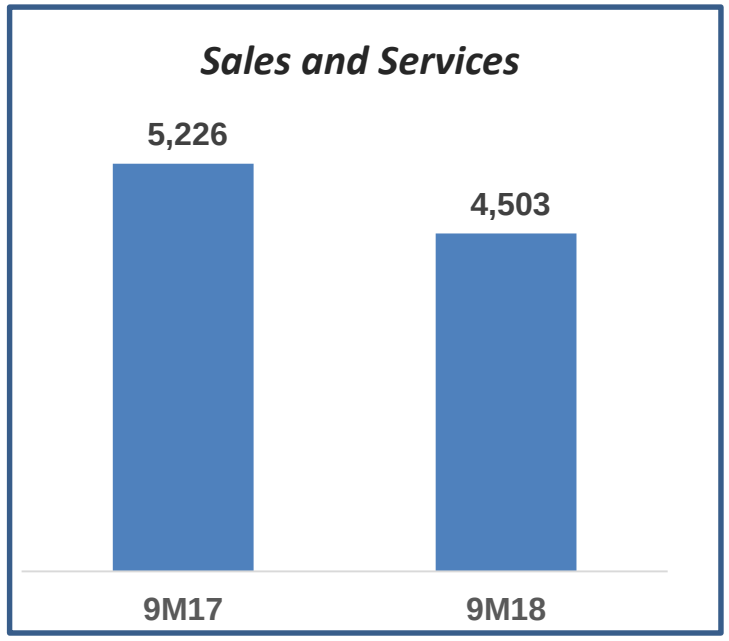
THAICOM 27 Anniversary Expand the horizon

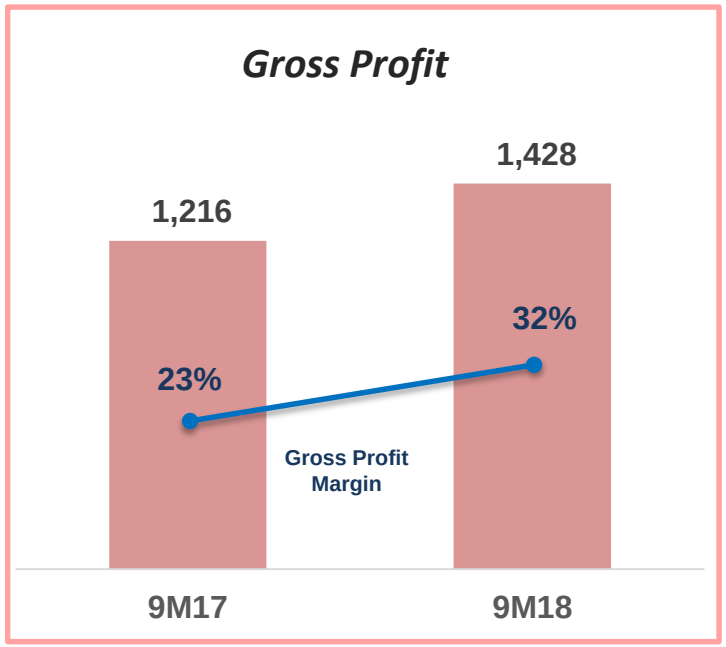
Consolidated Key Financial Highlights

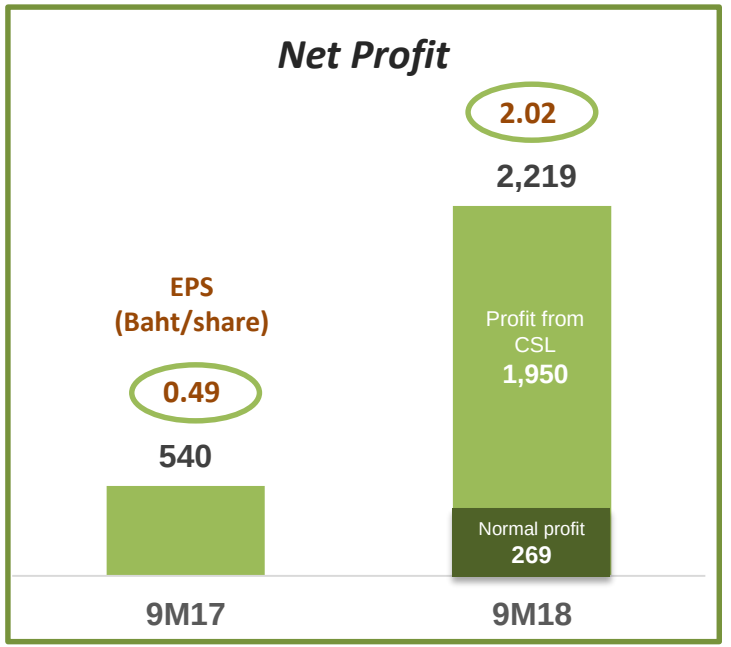
- ***Revenue 4,503 MB*** *; **Decreased 14% YoY** from the churn of customers and the decrease of price per unit sold following market price dropped.*
- ***Gross Profit 1,428 MB*** *; with 32% margin, the margin improved from the decrease of depreciation expenses.*
- ***Net Profit 2,219 MB*** *; **Improved 311% YoY** from the decrease of depreciation expense after impairment of assets in Q4/2017, together with the recognition of profit from sale of CSL of 1,950 MB.*

Net Profit 2,219 MB.

Net Profit improved 311% YoY





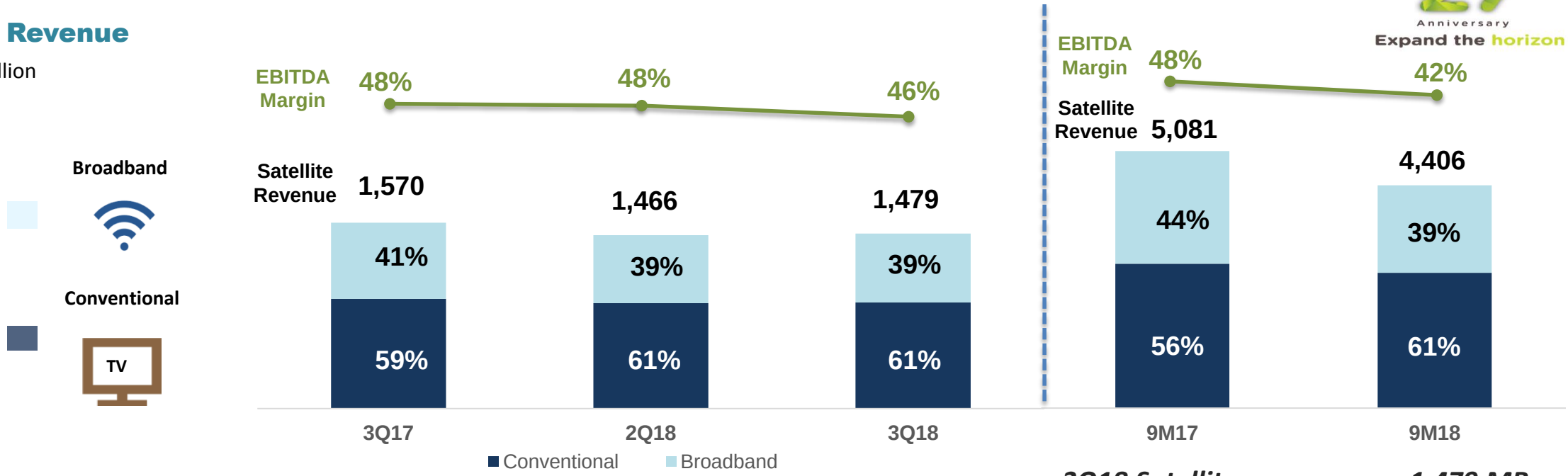


Unit: Baht million

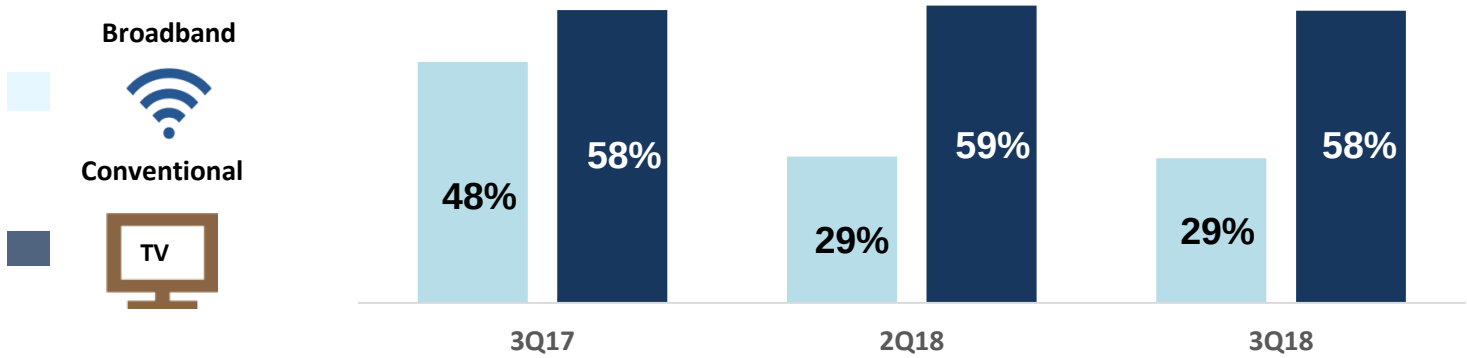
3Q18 : Satellite performance improvement

Satellite Revenue

Unit: Baht million



Committed BW Utilization



3Q18 Satellite revenue was 1,479 MB.

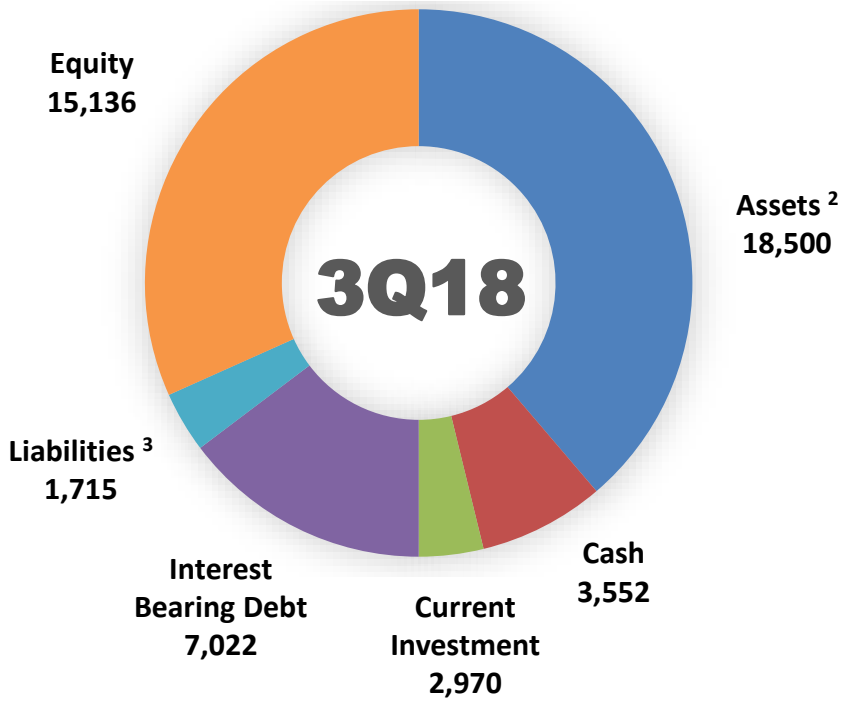
- ***Increased 1% QoQ**, due to ramp up of customers.*
- ***Decreased 3% YoY**, caused by the churn of major customers during Q2-Q4/2017 and the decrease of price per unit sold following market price dropped.*
- *Conventional utilization slightly dropped from previous quarter mainly from end of contract of domestic customers.*

Financial position as of 30 Sep 2018

Unit: Baht million

D/E Ratio at 0.46x [1]

down from 0.49x as at the end of 2017 due to loan repayment



Strong cash position

Consolidated CF	9M17	9M18
CF from Operating	2,161	1,277
CF from Investing	611	2,426
CF from Financing	(3,226)	(2,111)
Ending Cash	2,229	3,552
Total Cash On Hand [4]	5,028	6,522

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

Corporate Social Responsibilities

THCOM offered cash donations to victims of dam collapse in Laos





THCOM participated in the event "คนไทยตื่นรู้สู้โกง" hosted by Anti-Corruption Organization of Thailand

Commercial Highlights

Commercial Highlights



Core business

- ***Broadband platform:***
  - *Philippines' WIT wholesales bandwidth to support nationwide enterprise and government broadband projects (~4% of TC4)*
  - *Japan's KDDI additional bandwidth for mobile backhaul services (~1% of TC4)*
- ***Broadcast platform:***
  - *Signed a contract with Bangladesh Communication Satellite Company Limited (BCSCL) for Bangladesh's national satellite consultancy service, period ~2 years*
  - *Acquired TelOne, new African telecom customer in Zimbabwe to provide rural broadband services in Africa*
  - *THAICOM offered Digital Life set top boxes, to support distance learning in a smart classroom model in accordance with government policy 4.0*



Adjacent business

- ***NAVA service:***
  - *Additional 27 vessels in Thailand (total 47 vessels)*
  - *Signed a contract with Royal Thai Navy for additional 12 vessels*

Moving Forward

Our Future: Updated

Core Business




- Continue satellite business under Thailand regulation, Consortium and/or Partnership model

Thailand: Capture government projects to serve Thailand 4.0
India: Leverage partnership to serve Digital India
Australia: E2E Solutions and managed services
Others: Capture new demand and other opportunities

Adjacent Business



- Continue develop adjacent businesses: Maritime, Profession & Engineering services and Value-added services.

- Maritime: Expand service to Asia
- Professional Services: Bangladesh satellite program
- Engineering Services: China's TCSTAR-1
- LOOX TV download expanded to 1 million subscribers

New Business




- Explore new businesses for long-term plan: VDO Analytics, Robotic and Drone

- Target to start in 2019
- Proof of concept & Business prototyping

Thank You

