Half Year 2018
Opportunity Day

10th Aug 2018

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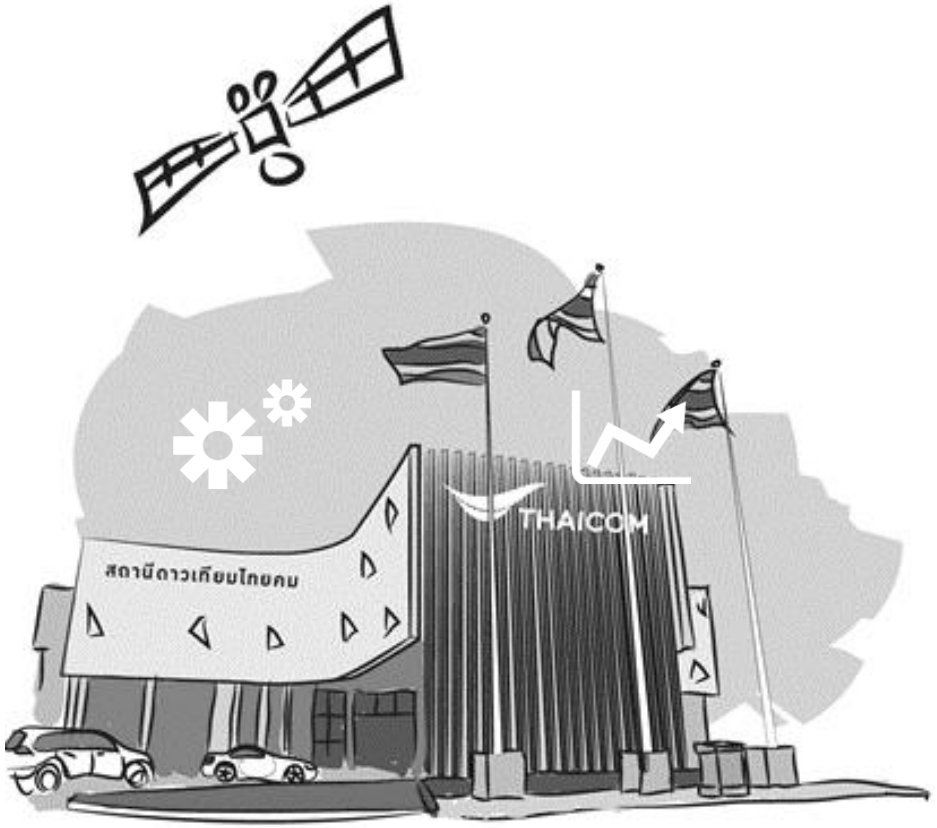
Agenda



- **Financial Highlights**
- **Commercial Highlights**
- **Moving Forward**

Financial Highlights

2Q18 : Normalized profit increased YoY and QoQ

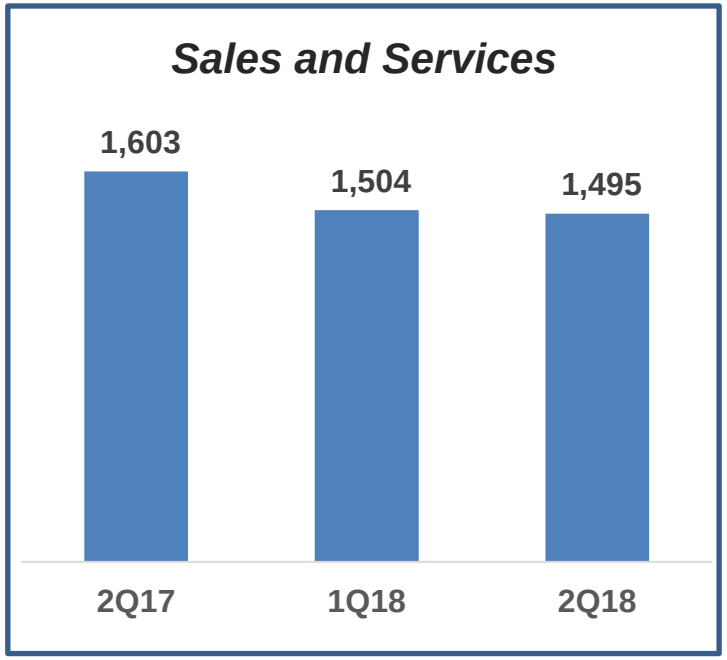
Consolidated Key Financial Highlights

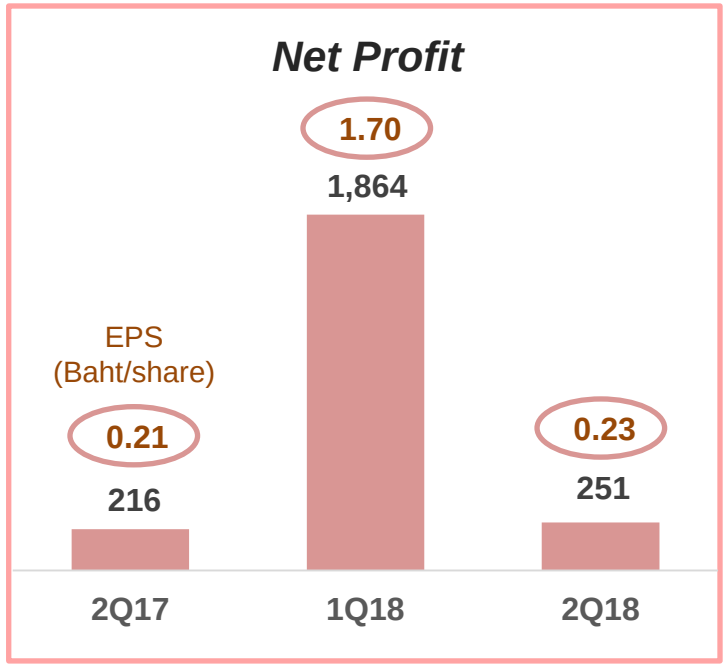
- ***Profit from normal operation*** *251 MB improved QoQ and YoY due to the effective cost management, decrease in provision and depreciation*

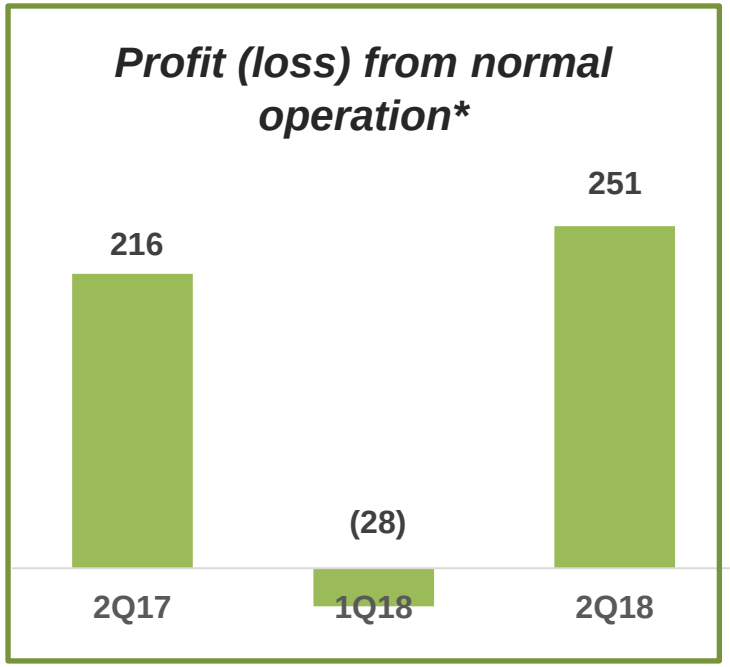
- ***Net Profit*** *251 MB declined QoQ from the recognition of profit from sale of CSL's shares in 1Q18*

Net Profit 251 MB.

Profit from normal operation improved QoQ and YoY







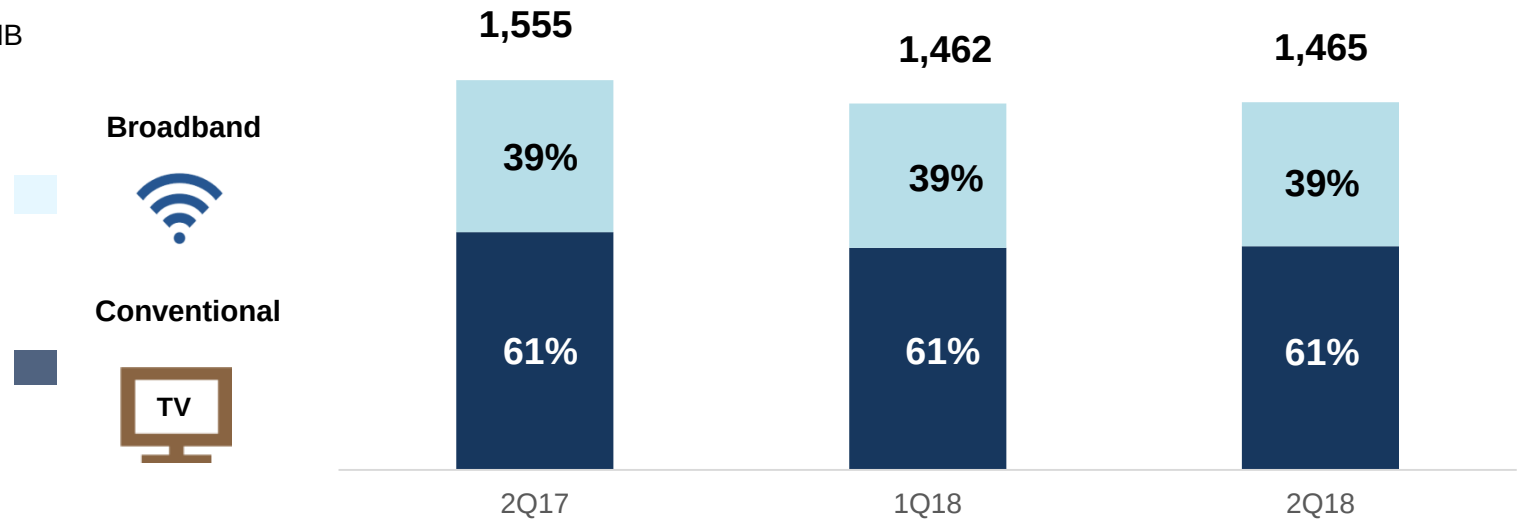
Unit: MB

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

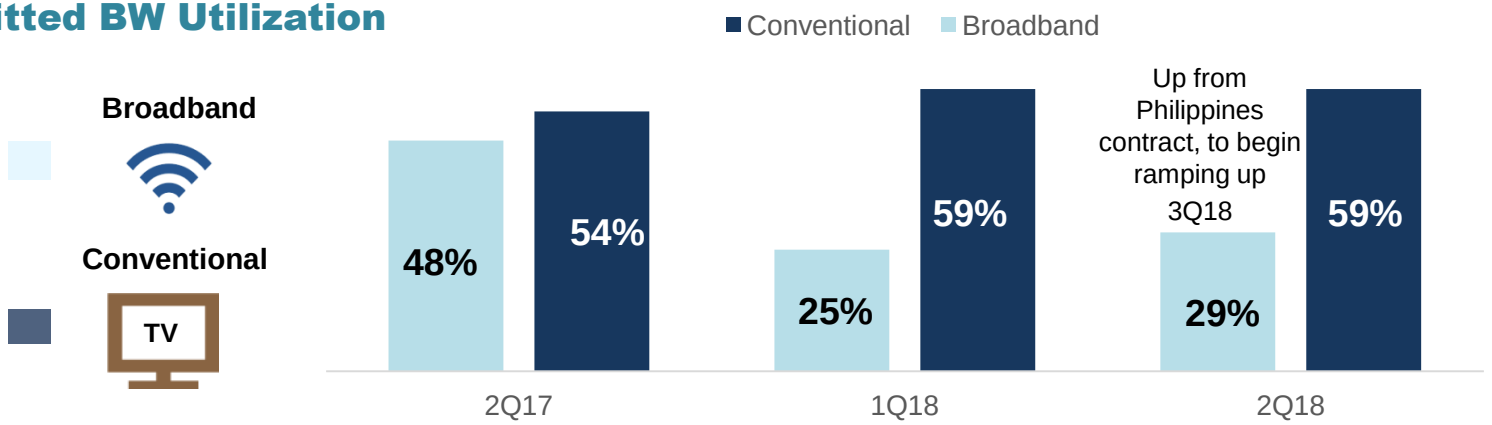
2Q18 : Satellite performance improvement

Satellite Revenue

Unit: MB



Committed BW Utilization



Satellite revenue was 1,465 MB.

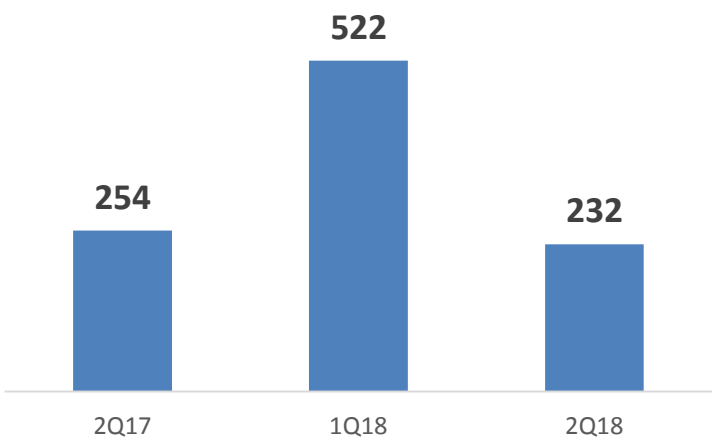
- ***QoQ**, despite the churn of some customers, revenue still maintained, partly from service up from SD to HD*
- ***YoY**, revenue drop 6% caused by the churn of major customers for broadband during Q2-Q4/2017, and also the decrease of unit price despite the increase utilization of conventional clients.*

2Q18 : SG&A dropped & EBITDA Margin raised QoQ

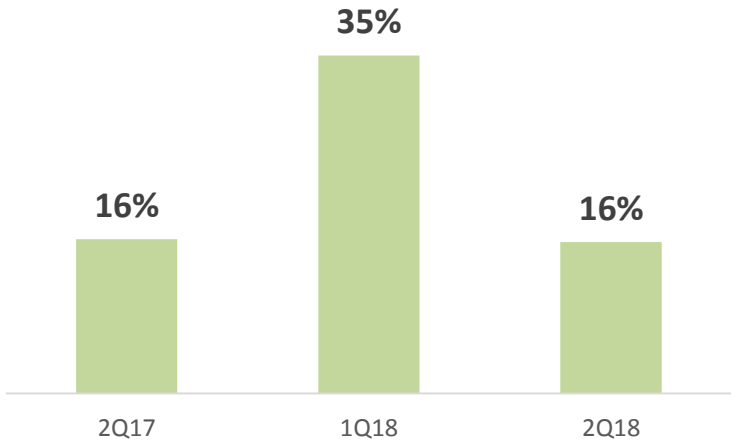
SG&A was 232 MB.

- ***Down 56% QoQ*** *due to the decrease of provision for doubtful debts and effective cost management*
- ***Down 9% YoY*** *due mainly to the decrease of marketing expenses*

SG&A Unit: MB



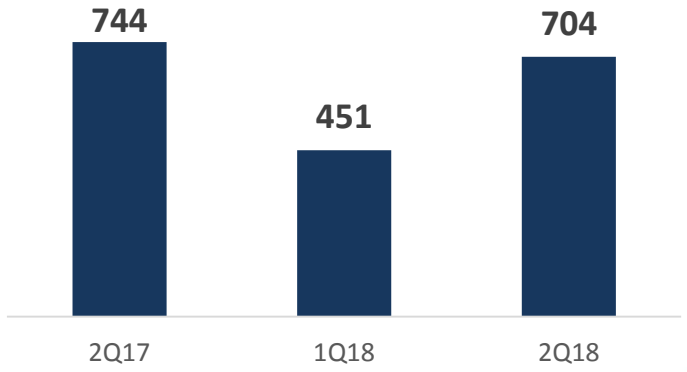
SG&A to sales



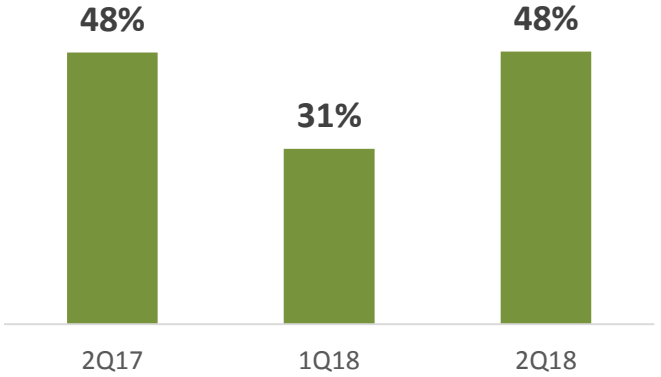
Satellite EBITDA was 704 MB.

- ***Up 56% QoQ*** *mainly by the decrease of provision for doubtful debts*
- ***Down 5% YoY*** *following the decrease of revenue*

Satellite EBITDA Unit: MB



Satellite EBITDA Margin



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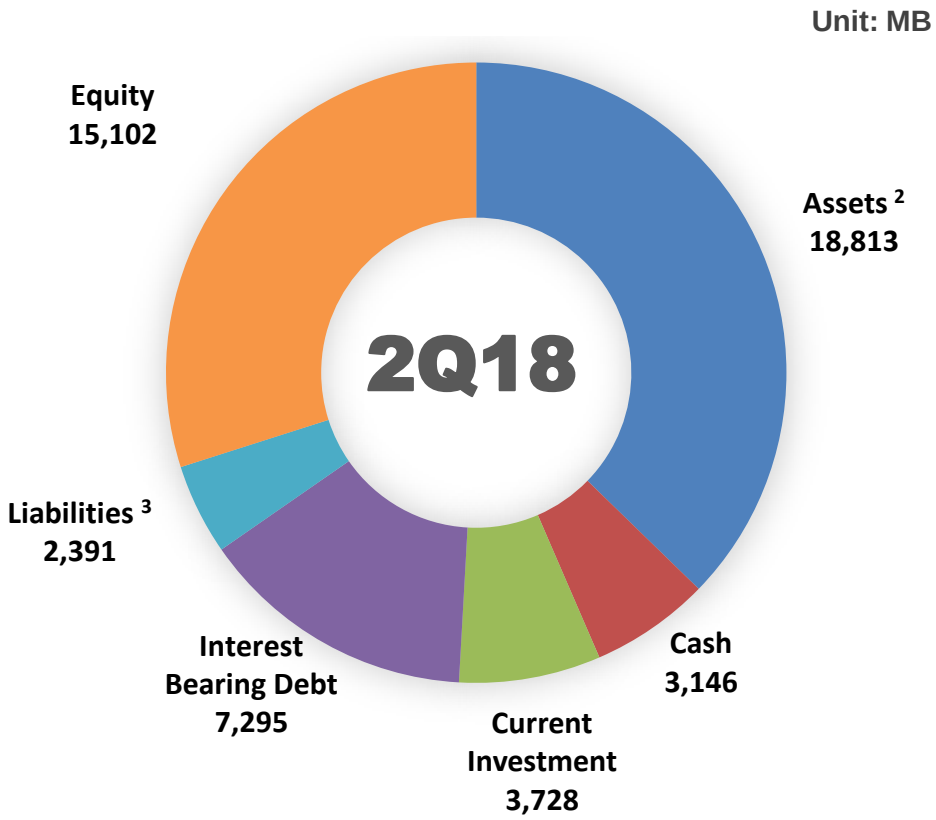
2Q18 : Financial position

D/E Ratio at 0.48x [1]

down from 0.49x as at the end of 2017

Unit: MB



Strong operating cash flow

Unit: MB

Consolidated CF	1H18	1H17
CF from Operating	1,364	2,073
CF from Investing	1,660	317
CF from Financing	(1,839)	(1,393)
Ending Cash	3,146	3,681
Total Cash On Hand [4]	6,874	6,801

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

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Commercial Highlights

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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:*
  - *Myanmar's Canal+ and Thailand's Thai Satellite to strengthen pay-TV direct-to-home (DTH) platforms (~5% of TC5,6,7 and 8)*
- *Total number of satellite TV channels @78.5E grew ~5% to reach 1,049 channels*
- *Thaicom is awarded a consultancy service for Bangladesh's national satellite project*

Adjacent business

- *NAVA service:*
  - *Additional 19 vessels in Thailand (total 39 vessels)*
  - *Signed a contract with Royal Thai Navy for additional 12 vessels*

Moving Forward

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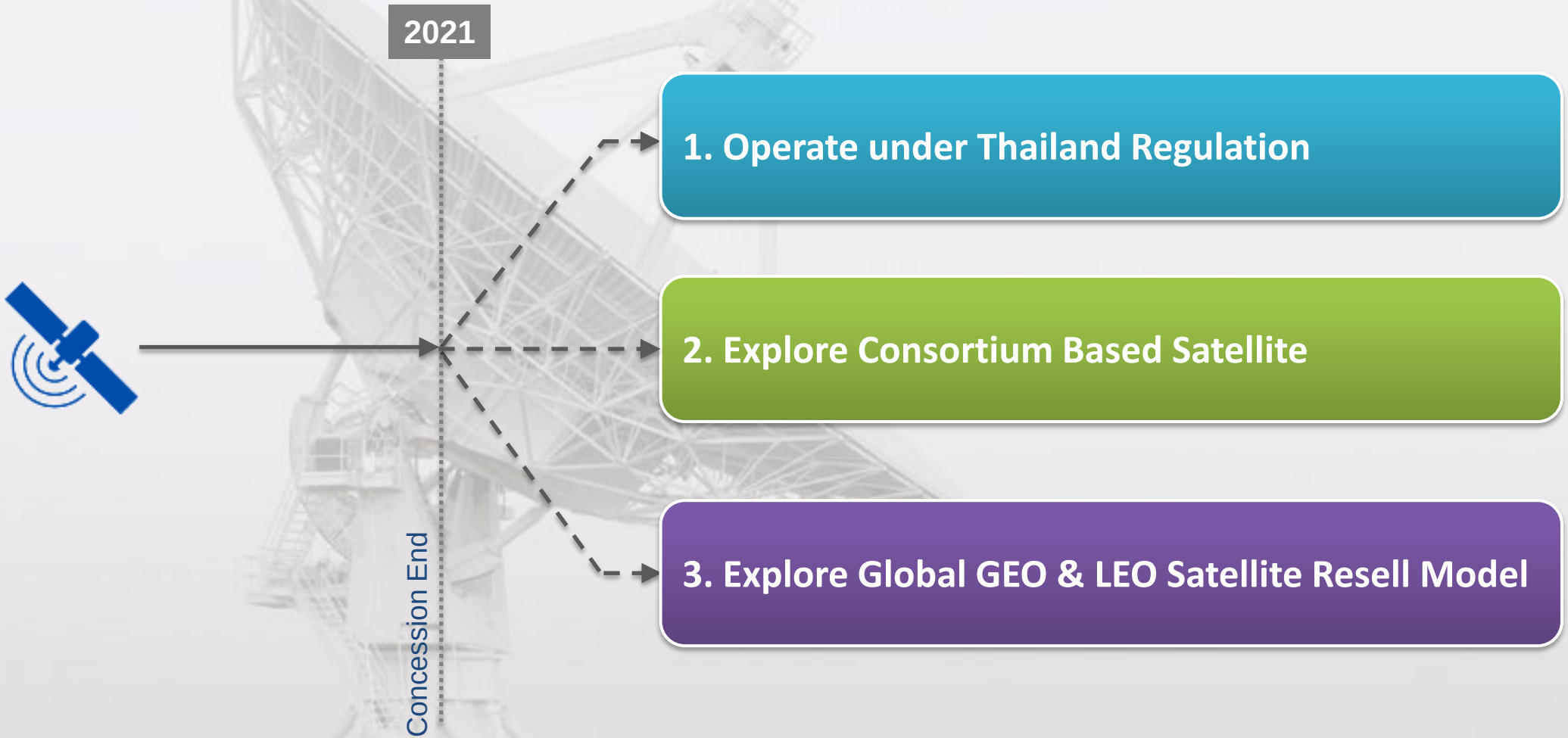
Satellite Business Roadmap



Our Future

Core Business




- Continue satellite business under Thailand regulation and/or other options

Adjacent Business






- Continue develop adjacent businesses: Maritime, LOOX TV, 4K (Ultra HD) and Direct-to-Home

New Business




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

Thank You

