Opportunity Day – 2017 Performance

15th February 2018

Stock Exchange of Thailand

THAICOM PLC. Proprietary & Confidential

Agenda



- Commercial Highlights
- Financial Highlights
- Moving Forward

Commercial Highlights

2017 : Commercial Highlights



Broadband Business

- *Australia's NBN contract ended (bandwidth ~3% of TC4)*
- *Thailand's TOT National Service Operator (NSO) contract ended (bandwidth ~8% of TC4)*
- *Termination of China's Synertone bulk commitment and exclusivity (bandwidth ~24% of TC4)*

Broadcast Business

- *Broadcast market downtrend in Thailand (bandwidth ~1% of TC5, 6, 7 & 8)*
- *Foreign state-owned enterprises migrated to use their national satellites (bandwidth ~4% of TC5, 6, 7 & 8)*



Broadband Business

- *Additional bandwidth sales from Thailand, Indonesia and India (bandwidth ~6% of TC4)*
- *IPSTAR Australia's retail broadband business of NBN service reached ~6,300 subscribers (market share ~6%)*

Broadcast Business

- *Additional bandwidth sales from Thailand, Greater Mekong Subregion and Africa (bandwidth ~7% of TC5, 6, 7 & 8)*
- *Number of satellite TV channels @78.5E increased from 897 in 2016 to 1,003 in 2017*
  - *HD increased from 117 to 143 channels*

Adjacent Business

- *Additional maritime services on 9 offshore vessels in Thailand (total 20 vessels)*
- *LOOX TV application reached ~140,000 downloads*

Financial Highlights

2017 : Important Matters

Sale of CSL's Shares

THAICOM → CS LOXINFO ← AWN

- ***Sales of 250 million shares*** *(42.07% of CSL shares) at 7.80 B/share, total gain 1,951 MB, recognized in January 2018.*
- ***Net Profit*** *for CSL in Jan 2018:* ***1,885 MB.***
- ***Interim dividend 1.36 B/share****, payout ratio 79%.*

Impairment of Assets



Satellite assets operating under concession: 3,196 MB

- *Market price erosion.*
- *Churn of major customers.*
- *Uncertainty of follow on satellites.*

ORION A THAICOM COMPANY — ***Goodwill & Intangible assets: 113 MB***

- *Slowing down of mining and construction sectors in Australia.*



Depreciation of satellite assets will decrease around 868 MB per annum since 2018 until end of concession (Sep 2021).

2017 : Satellite Business

Satellite Performance

Unit: MB

Satellite revenue was 6,475 MB.

- ***Conventional***

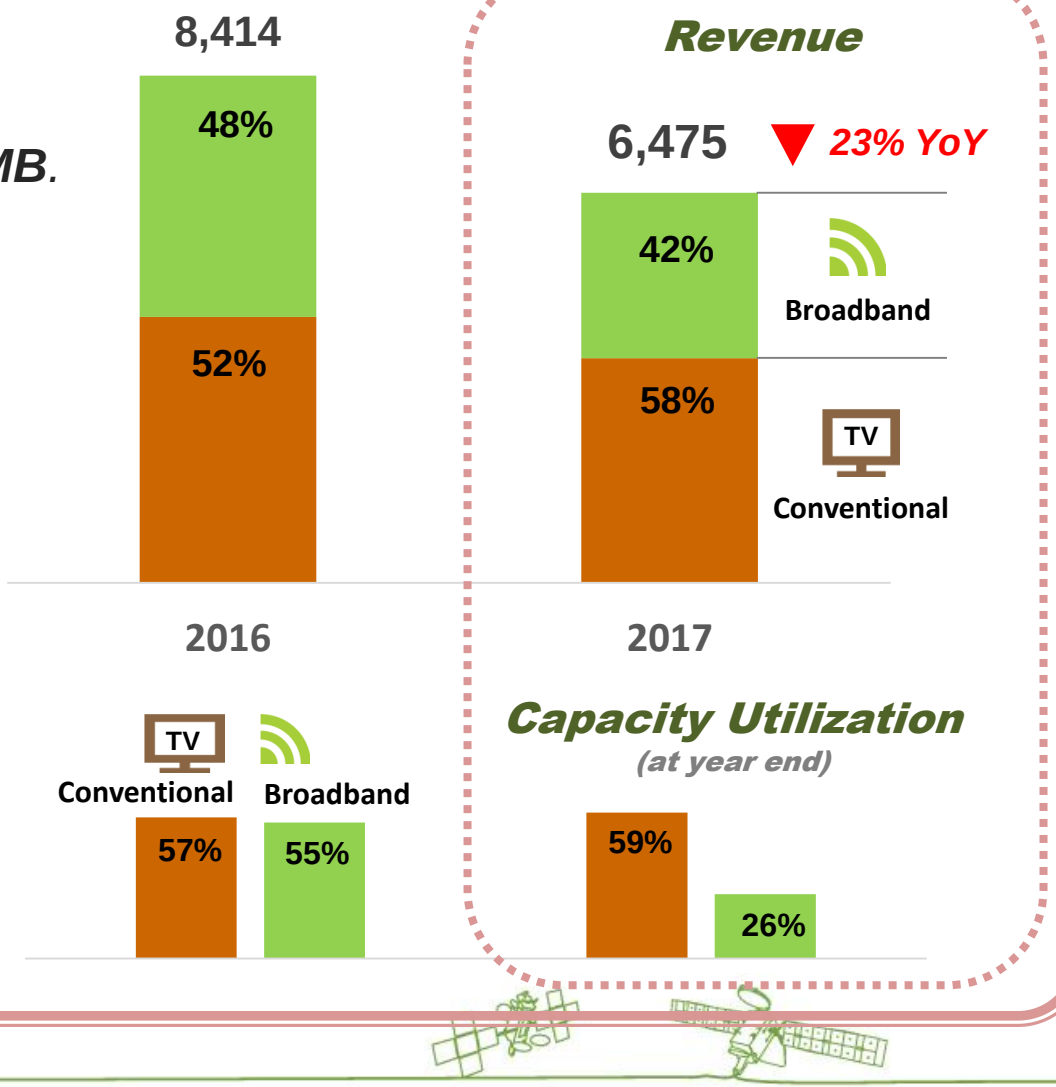
  Utilization increased but unit price decreased following market price dropped.

  Ramping up of new customers from GMS.

- ***Broadband***

  Utilization significantly decreased due to ceased of major contracts from Thailand, Australia and China.

  Ramping up of recent contracts in Thailand and Indonesia.



GMS: Greater Mekong Subregion

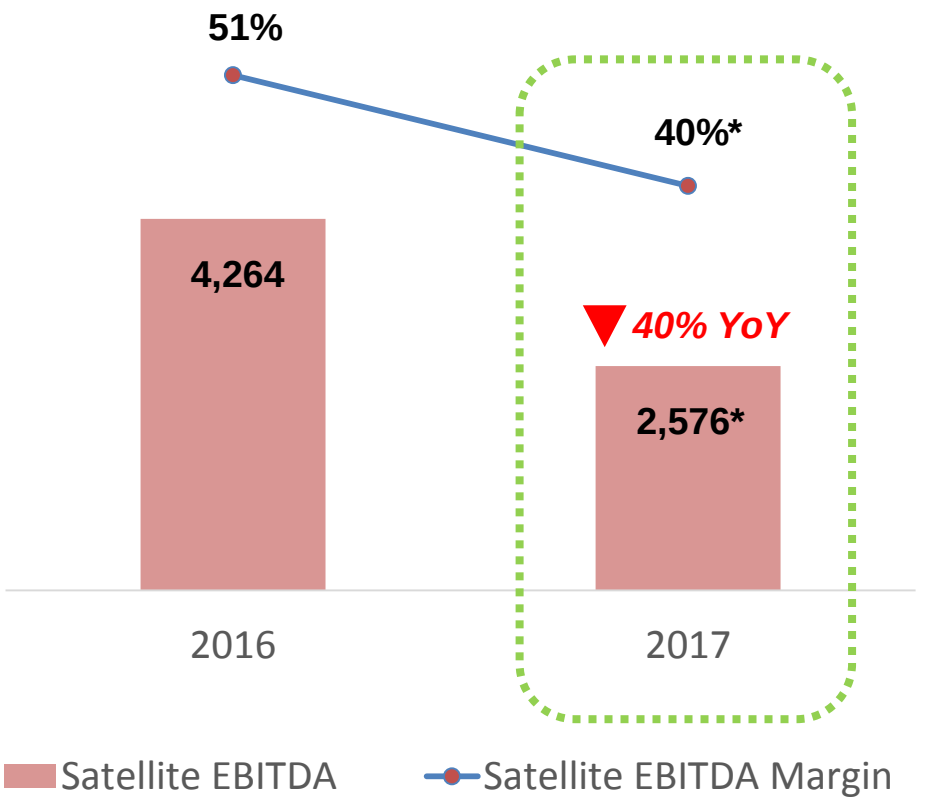
2017 : Satellite Business

Satellite EBITDA

Unit: MB

Satellite EBITDA (exclude the impairment) was 2,576 MB

- *EBITDA decreased following revenue dropped, together with recognition of the provision for doubtful debt from a broadband customer.*



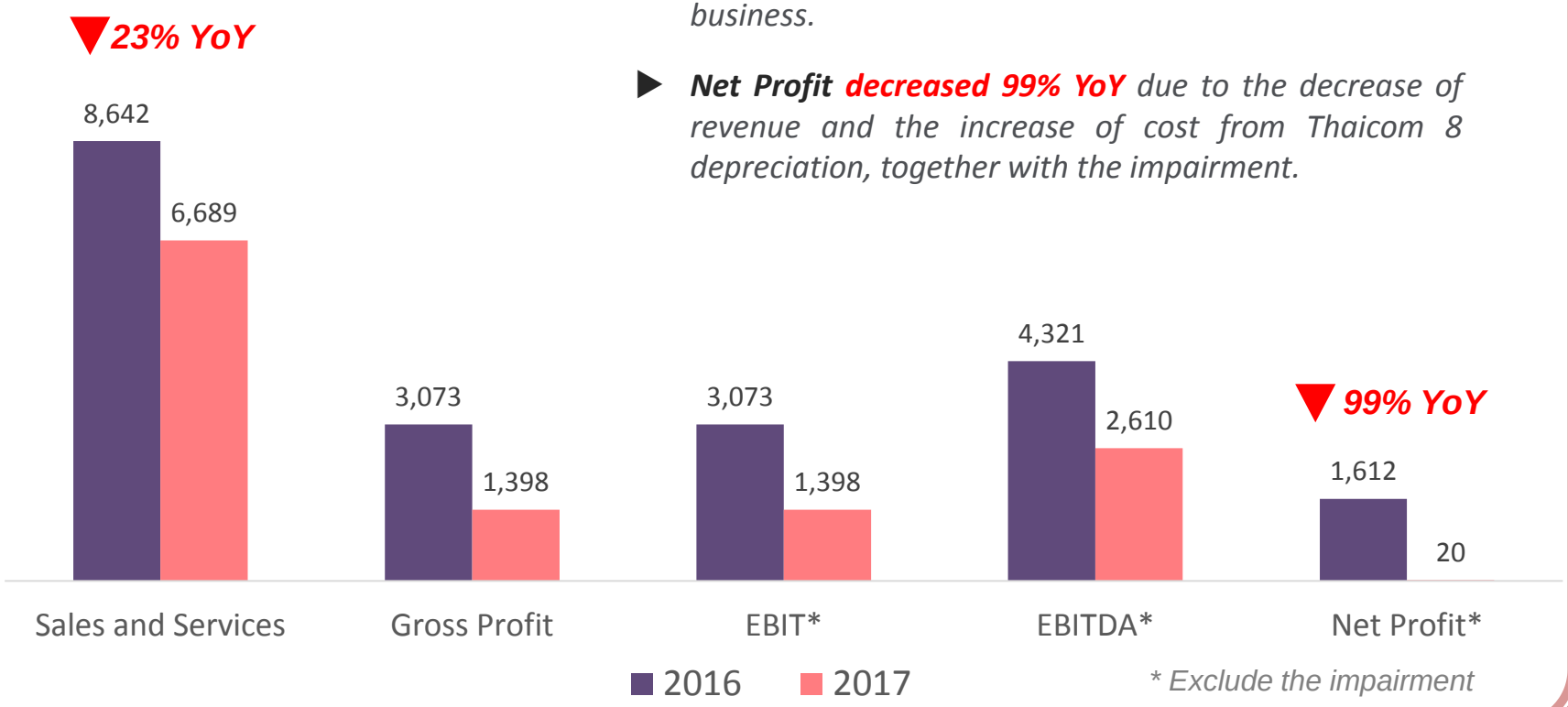
** Exclude the impairment*

2017 : Consolidated Performance

Consolidated Key Financial Highlights

Unit: MB

- ***Consolidated revenues weakened 23% YoY*** *due to the decrease of revenue from satellite, both conventional and broadband services and internet and media business.*
- ***Net Profit decreased 99% YoY*** *due to the decrease of revenue and the increase of cost from Thaicom 8 depreciation, together with the impairment.*

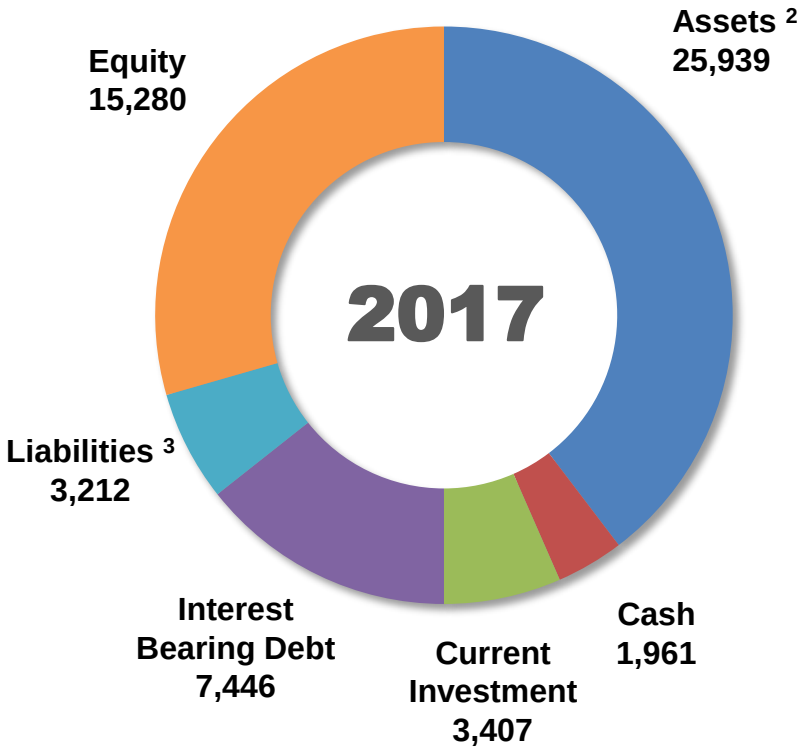


* Exclude the impairment

Financial Position remained Healthy

D/E Ratio at 0.49x [1]

Unit: MB



Strong operating cash flow

Unit: MB

Consolidated CF	2016	2017
CF from Operating	4,711	2,980
CF from Investing	(2,694)	(46)
CF from Financing	(2,734)	(3,327)
Ending Cash	2,684	1,961

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

Moving Forward

Transformation to the Digital Era



To be a Leading Asian Satellite and Digital Platform Operator

Getting Closer to the End Users

Maritime
LOOX TV
4K (Ultra HD)
Direct-to-Home





Digital Platform





Broadcast & Broadband

Technical solution after end of life of TC4 & TC5



Thank You

