2016 Analyst Meeting

Paiboon Panuwattanawong
Chief Executive Officer

10th February 2017

Chadra Room, Siam Kempinski Hotel

THAICOM PLC. Proprietary & Confidential

Agenda



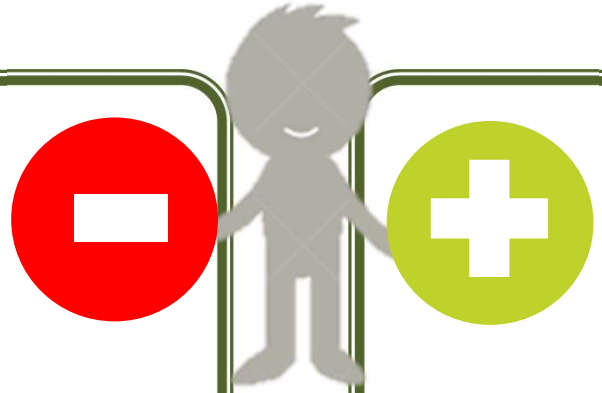
- What happened in 2016?
- Financial Highlights
- Moving Forward

What happened in 2016?

What happened in 2016?



- ***GMMB & CTH*** cease of operation
- ***NBN*** ramped down usage
- ***Concession*** reached the highest rate at 22.5%
- ***TC8*** Depreciation kicked in
- ***IPA*** Product warranty expense claims





- Additional 5 TPE on TC5 and TC6 ***(Forever Group)***
- Additional 4 TPE on TC8 ***(IPM, Infosat, and CDN)***
- Additional bandwidth use on TC4 (140 MHz) ***(Measat)***
- Resale bandwidth of ***NBN LTSS*** to ~3,000 subscribers
- Additional mobility services on 4 ferries ***(IPSTAR Japan)***
- "Kantana Play" 2nd Screen application ***(Kantana)***
- Collaboration with Chinese partner for mobility services



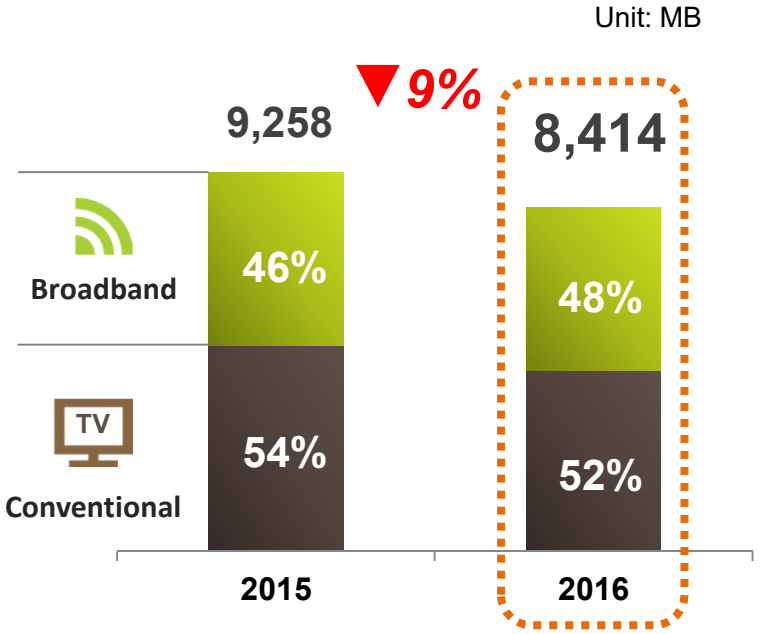


Financial Highlights

2016 : Satellite Revenue and EBITDA

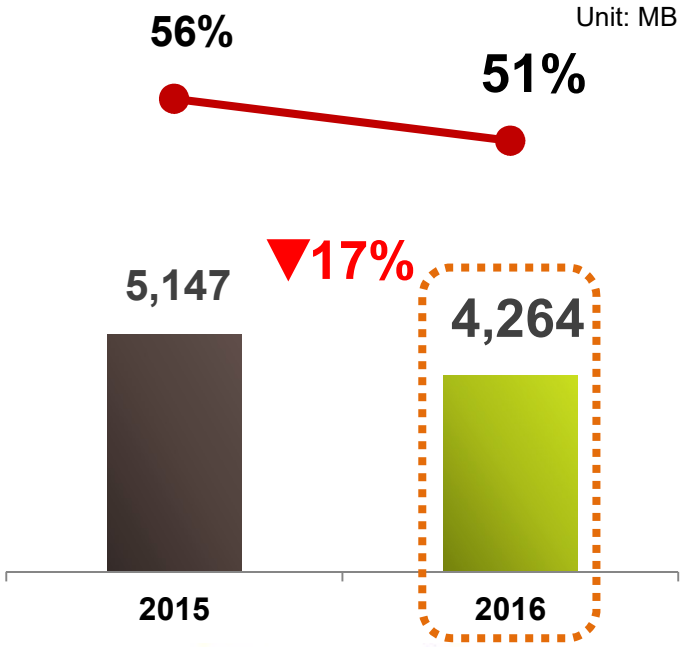
Satellite Revenue

- *Satellite revenue **dropped 9% YoY,** caused by decrease in both Conventional and Broadband business.*



Satellite EBITDA

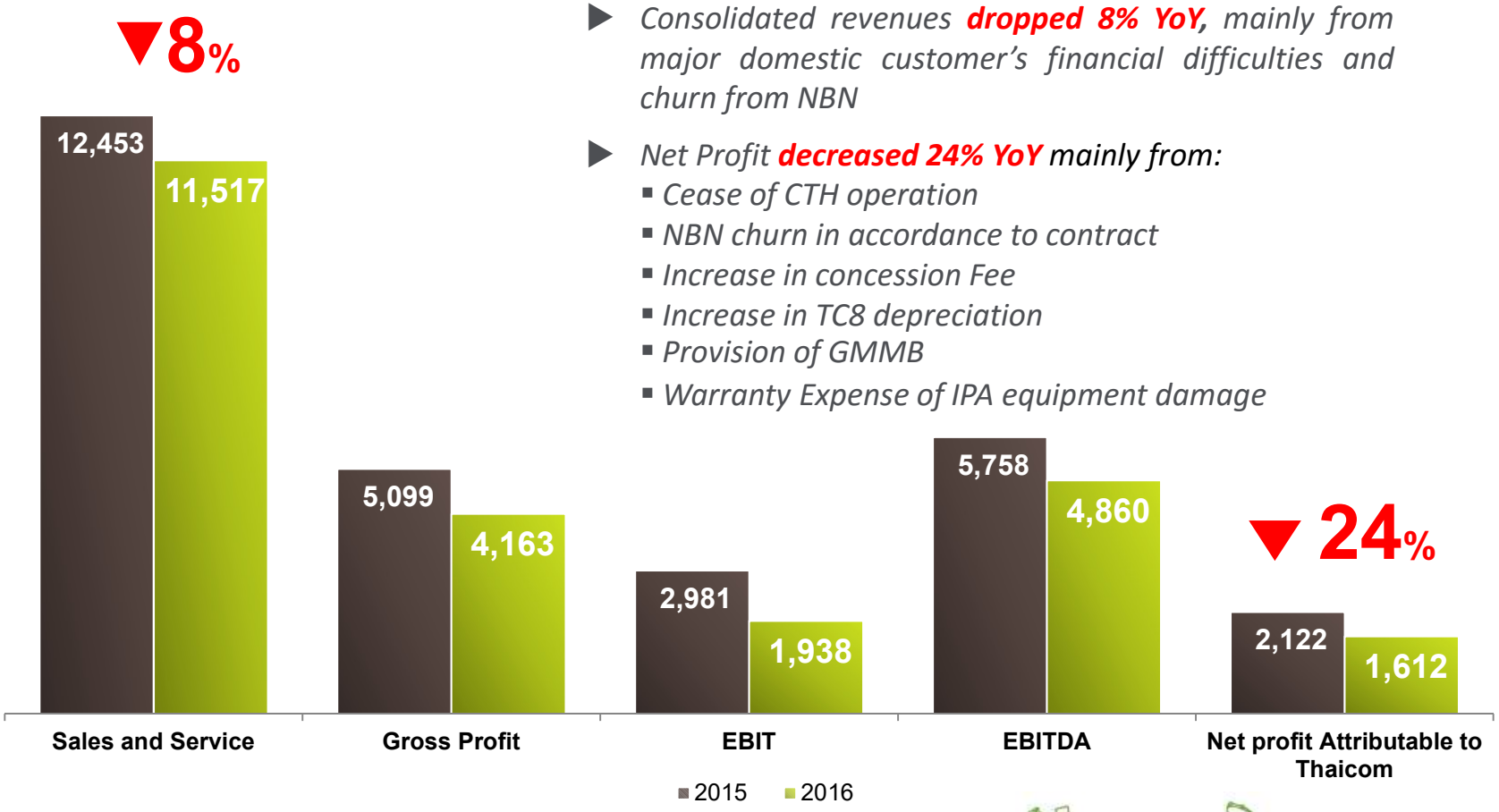
- *Satellite EBITDA lower **17% YoY**, resulted in a drop of Satellite EBITDA Margin from 56% to **51%**.*



2016 Top and Bottom lines retreated

Consolidated Key Financial Highlights

Unit: MB

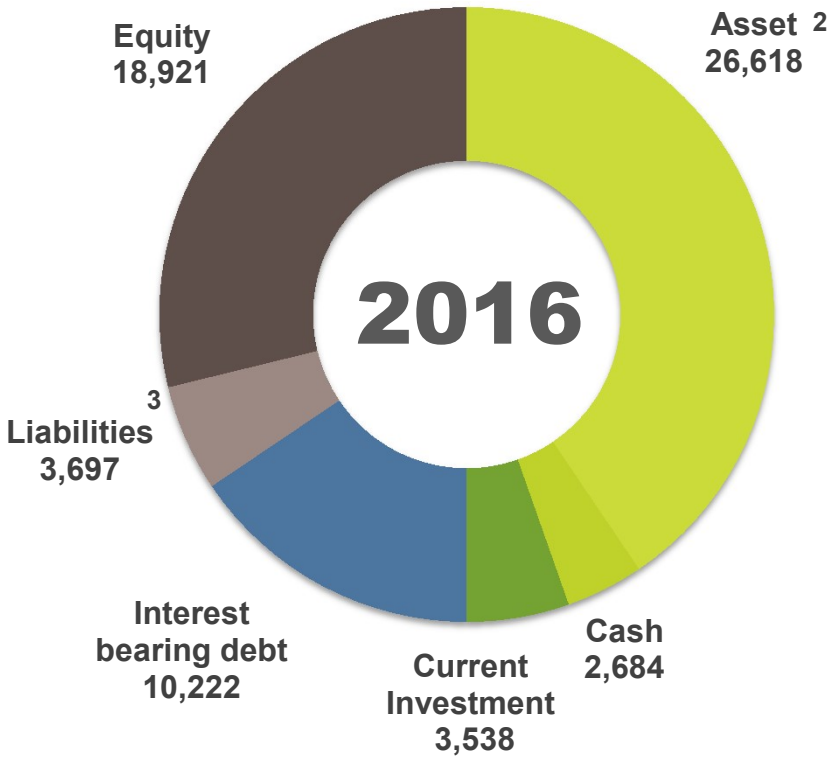


- *Consolidated revenues **dropped 8% YoY,** mainly from major domestic customer's financial difficulties and churn from NBN*
- *Net Profit **decreased 24% YoY** mainly from:*
  - *Cease of CTH operation*
  - *NBN churn in accordance to contract*
  - *Increase in concession Fee*
  - *Increase in TC8 depreciation*
  - *Provision of GMMB*
  - *Warranty Expense of IPA equipment damage*

Financial Position remains Healthy

D/E Ratio at 0.54x [1]

Unit: MB



Strong operating cash flow

Unit: MB

Consolidated CF	2016	2015
CF from Operating	4,711	4,729
CF from Investing	(2,694)	(3,378)
CF from Financing	(2,734)	(716)
Ending Cash	2,684	3,401

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

Awards & Distinctions

"Investor Relations Awards 2016 : SET "
Market Cap. THB 30 bln. – THB 100 bln.
by The Stock exchange of Thailand



ISO 22301: 2012
(Business Continuity Management System: BCMS)



"Sustainability Report Awards 2016"
by Thai Institute Of Directors (IOD)



Best Mid-Cap: No.3
Best CSR: No.4

FinanceAsia
ASIA'S BEST COMPANIES 2016

"Excellent CG Scoring 2016"
by Thai Institute Of Directors (IOD)

Excellent CG Scoring 2016

"Sahattaya Naval Insignia and accompanying certificate"
from the Royal Thai Navy



"A- with Stable Outlook"

TRIS RATING A-

"Investor's Choice 2016"
100 full score for the 4th consecutive years
by Thai Investors Association



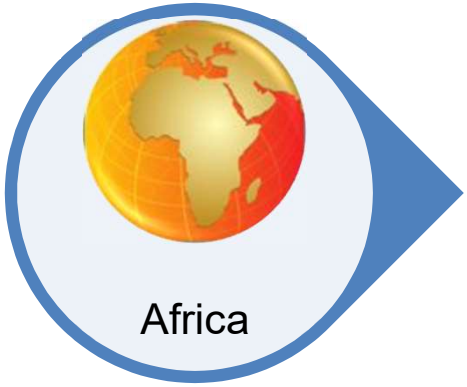
Moving Forward

2017 Key Challenges & Action Plans: Broadcast Platform



GMMB & CTH
Cease of operation

- Diversification to AEC market
- Strengthening Thai broadcast platform



THAICOM 6
Africa sales

- Strategic partnership to increase utilization

2017 Key Challenges & Action Plans: Broadband Platform



NBN contract ending

- Focus on retail market to provide service through subsidiaries



TOT contract ending

- Secure Telco projects to replace TOT contract



Delay in Government policy on satellite

- Thaicom proposes partnership with government agencies

KEEP AHEAD OF THE CURVE







Exceling

Bandwidth utilization

✓ Philippines and Indonesia

Market diversification

✓ AEC market

Strengthening

Mobility platforms

✓ Leverage market access and partnership

Over-The-Top platform

✓ Value-added to strengthen existing Broadcast platform.

Growing

New satellite

✓ Fleet expansion

Adjacent business

✓ Integrate into the value chain

New business

✓ Diversify and M&A into high growth segments

Disclaimers

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.

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Thank You