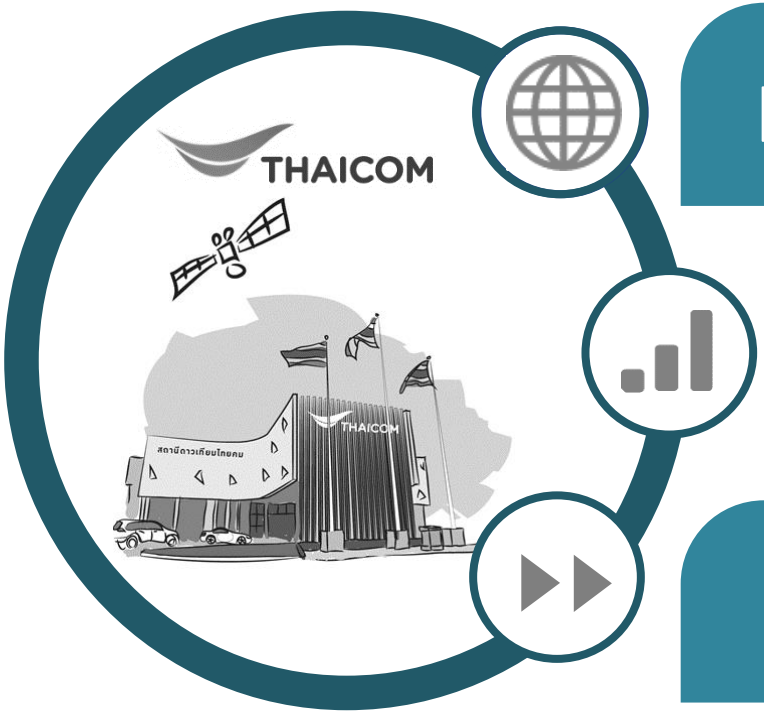
9M16 Opportunity Day

15th November 2016

Stock Exchange of Thailand

THAICOM PLC. Proprietary & Confidential

Agenda



- Key Highlights
- Financial Highlights
- Moving Forward

Key Highlights

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3Q16 Key Achievements



Consolidated Financial Performance

- *3Q16 Net Profit was recorded at 434 MB, up 64% YoY*
- *9M16 Net Profit was recorded at 1,725 MB, up 25%YoY*



Conventional business highlights

- *Myanmar's Forever Group committed 5 additional transponders on TC5 & TC6*
- *Thailand's IPM and Lao PDR's Infosat-Laos started commercializing services on TC8*



Broadband business highlights

- *India's Antrix signed a new two-year contract with additional bandwidth commitment on TC4*



New Services

- *IPSTAR Japan expanded mobility services on additional 1 ferry (total 9 ferries)*
- *Thailand's Kantana launched "Kantana Play" 2nd Screen application started with The Face Thailand 3 program*

Awards & Distinctions

“Investor’s Choice 2016”

100 full score for the 4th consecutive years

by Thai Investors Association



“A- with Stable Outlook”

TRIS RATING A-

“Sahattaya Naval Insignia and accompanying certificate”

from the Royal Thai Navy

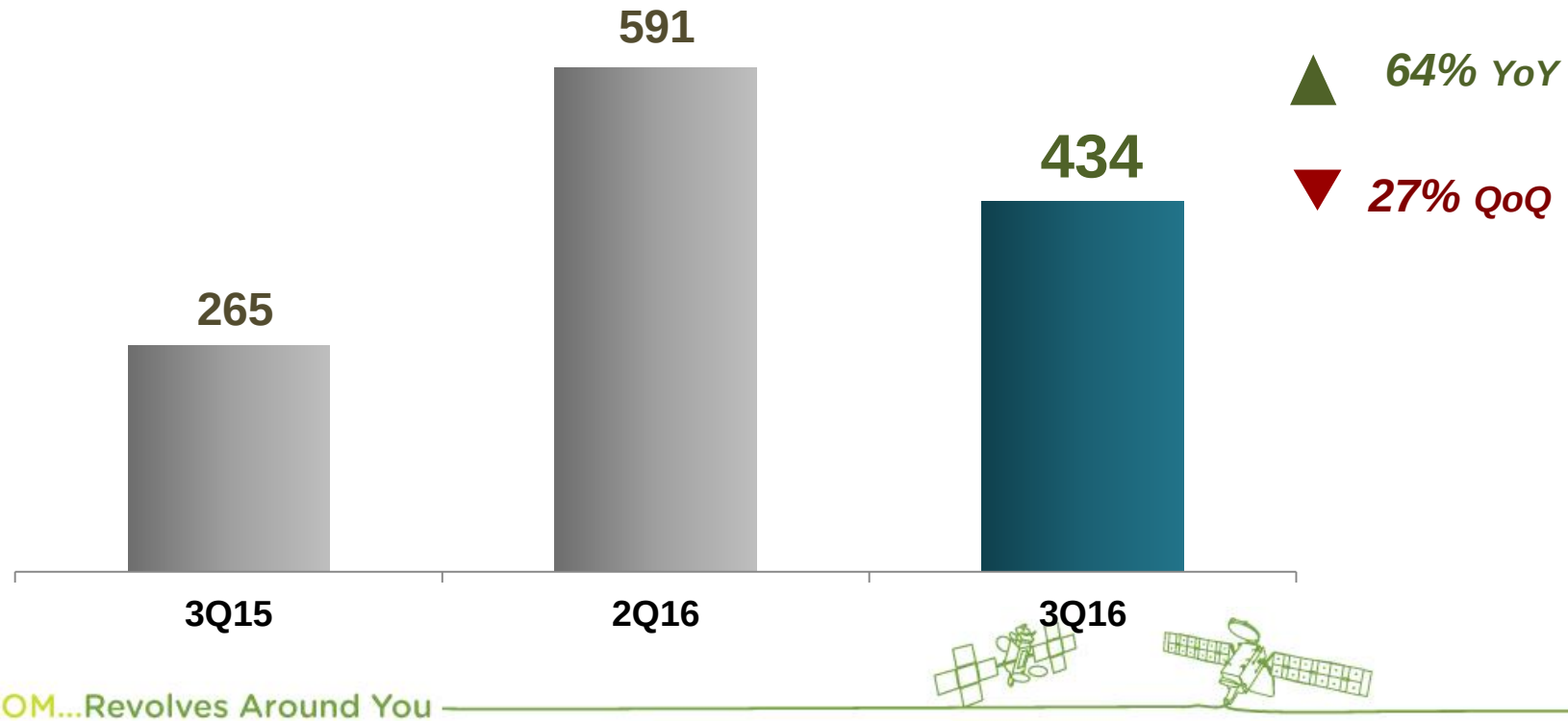


Performance softened among tough environment

Consolidated Results

Unit: MB

- *3Q16 Net profit **rose 64% YoY,** supported by efficiency of FX risk management and higher share of profit from Telephone businesses.*
- *However, bottom line **dropped 27% QoQ,** pressured by lower sales and higher depreciation of Thaicom 8.*

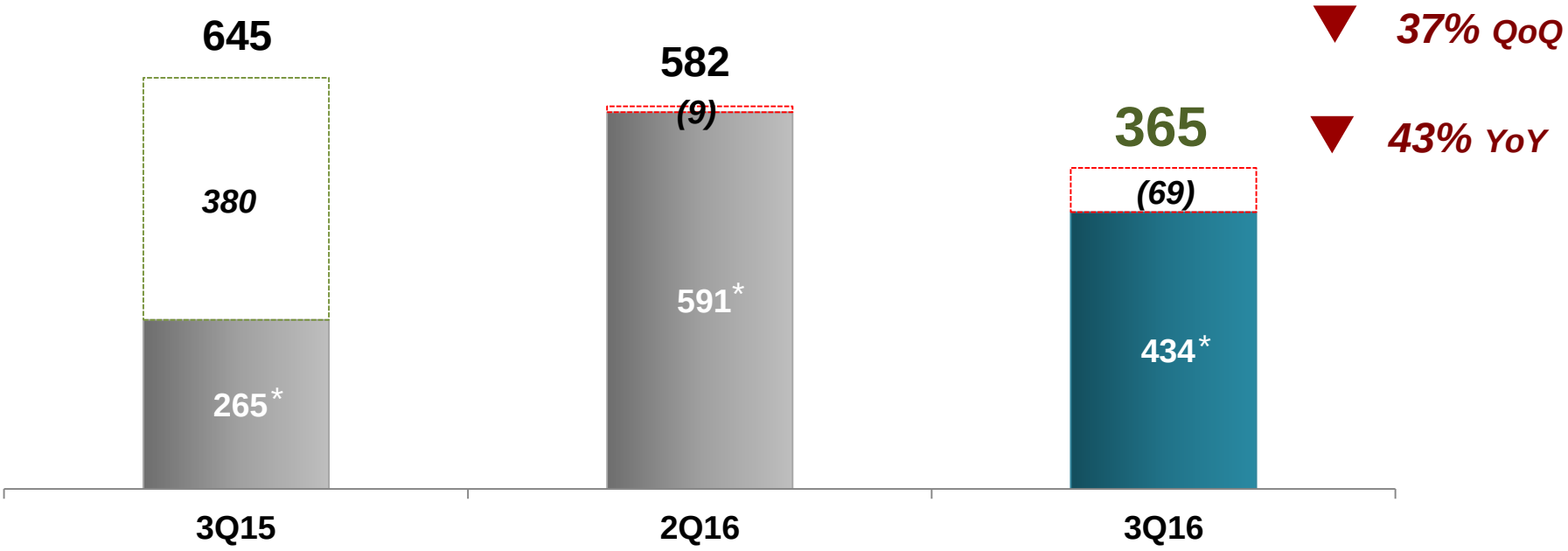


Performance softened among tough environment

Consolidated Results

Unit: MB

- *3Q16 Normalized profit **slipped 37% QoQ and 43% YoY** respectively, due mainly to Thai major customer ceased its operation coupled with higher operating cost of Thaicom 8.*



* *Net Profit*

Extraordinary items: after tax capital gain (loss) from selling of investment and FX gain (loss)

Financial Highlights

9M16 : Net Profit lifted despite lower revenue

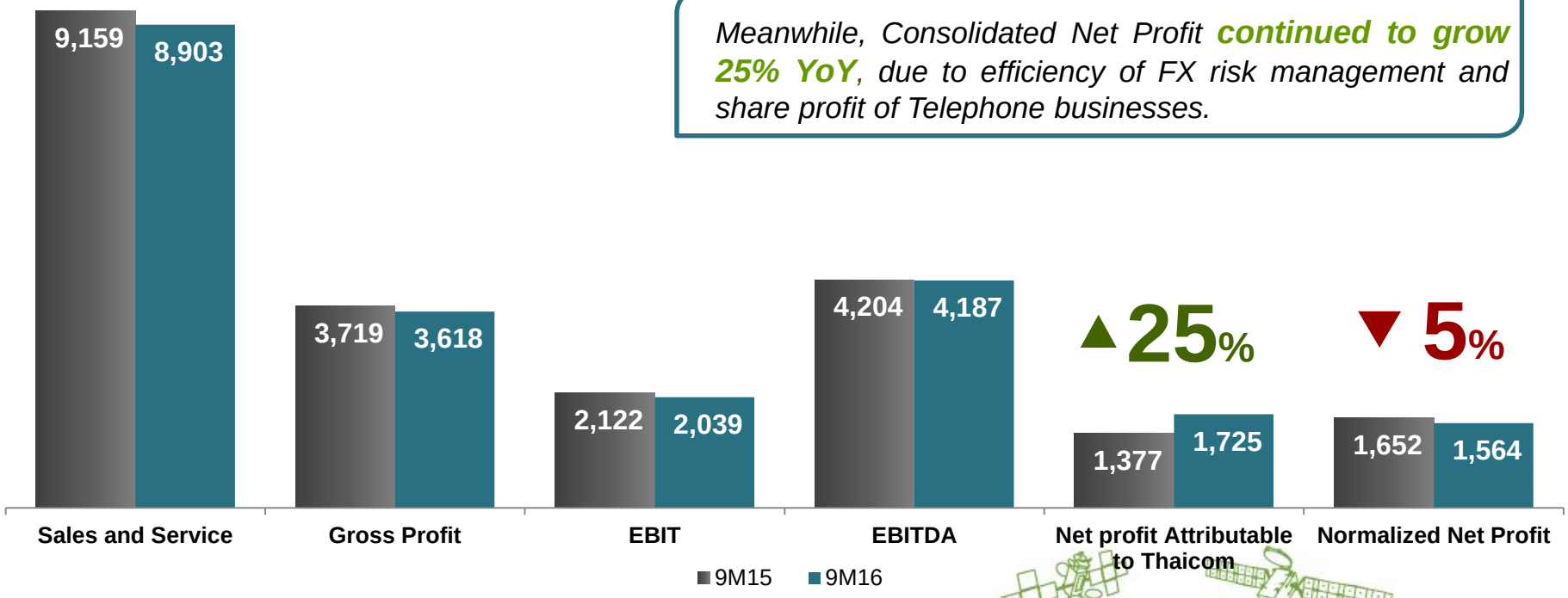
Consolidated Key Financial Highlights

Unit: MB

▼ 3%

*Consolidated Revenues **dropped 3% YoY**, driven by both Satellite and Internet & Media services.*

*Meanwhile, Consolidated Net Profit **continued to grow 25% YoY**, due to efficiency of FX risk management and share profit of Telephone businesses.*



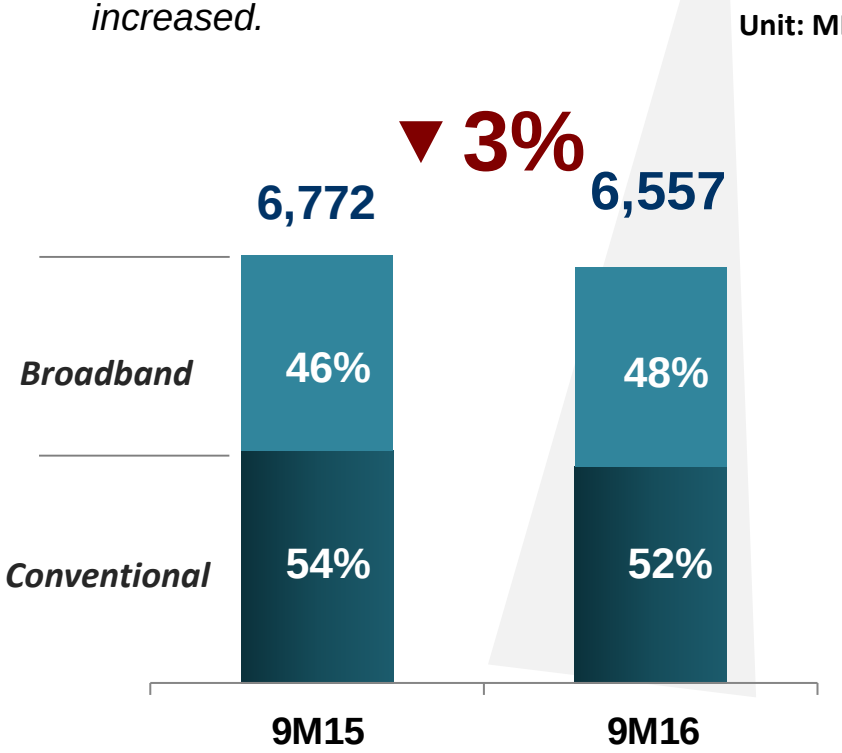
▲ 25%

▼ 5%

9M16 : Satellite Revenue and EBITDA

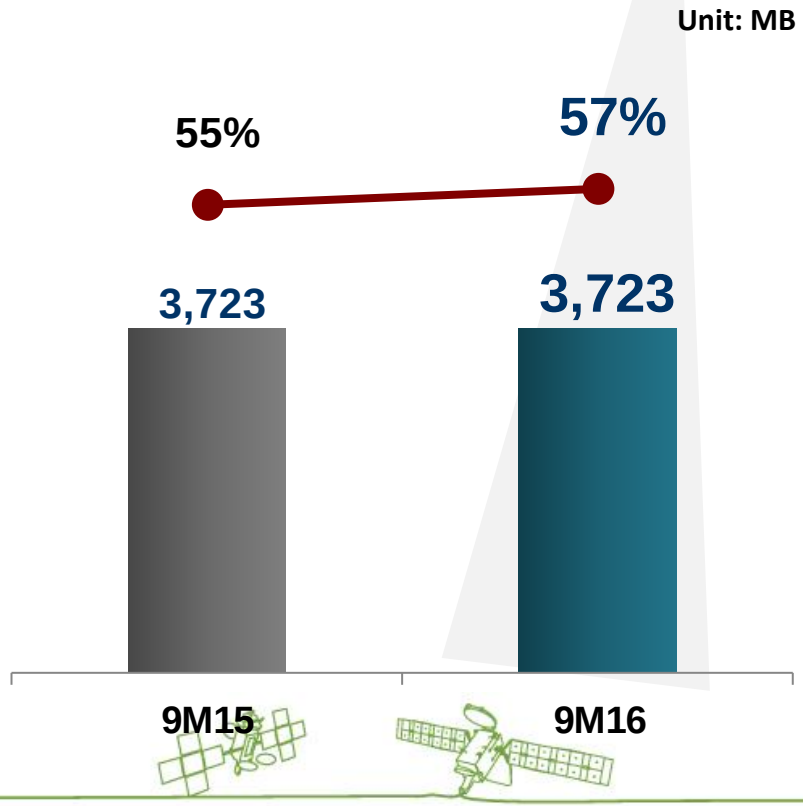
Satellite Revenue

- *Satellite revenue **edged down by 3%**, as Conventional business dropped while Broadband business increased.*



Satellite EBITDA

- *Satellite EBITDA flat YoY while satellite EBITDA Margin improved to **57%***

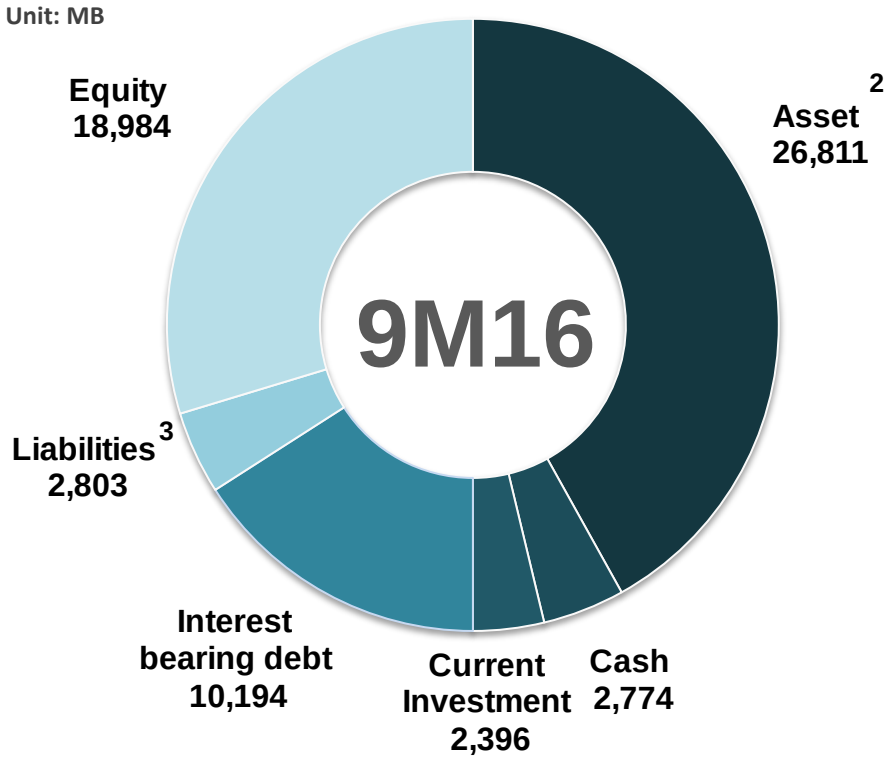


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Financial Position remained Strong

D/E Ratio at 0.54x [1]

Unit: MB



Robust operating cash flow

Unit: MB

Consolidated CF	9M16	9M15
CF from Operating	3,248	3,184
CF from Investing	(1,516)	(2,435)
CF from Financing	(2,360)	(1,120)
Ending Cash	2,774	2,388

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

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Moving Forward

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Moving Forward

Broadcast Platform

▶ To encourage customers to increase number of HD channels and to launch Ultra HD (4K) channels

▶ To expand broadcast services in South Asia & Greater Mekong Sub-region (GMS)



Broadband Platform

▶ To deploy the next generation broadband platforms in target markets

▶ To seek demands to replace key expiring contracts

▶ To pursue bulk bandwidth sales of the remaining TC4 capacity



New Services

▶ To strengthen the In-Flight Entertainment & Connectivity (IFEC) and Maritime platforms

▶ To enhance the Over-The-Top (OTT) platform focusing on the 2nd Screen platform



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Thank You

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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