Half Year 2016 Analyst Meeting

Paiboon Panuwattanawong
Chief Executive Officer

17th Aug 2016

Chadra Room, Siam Kempinski Hotel

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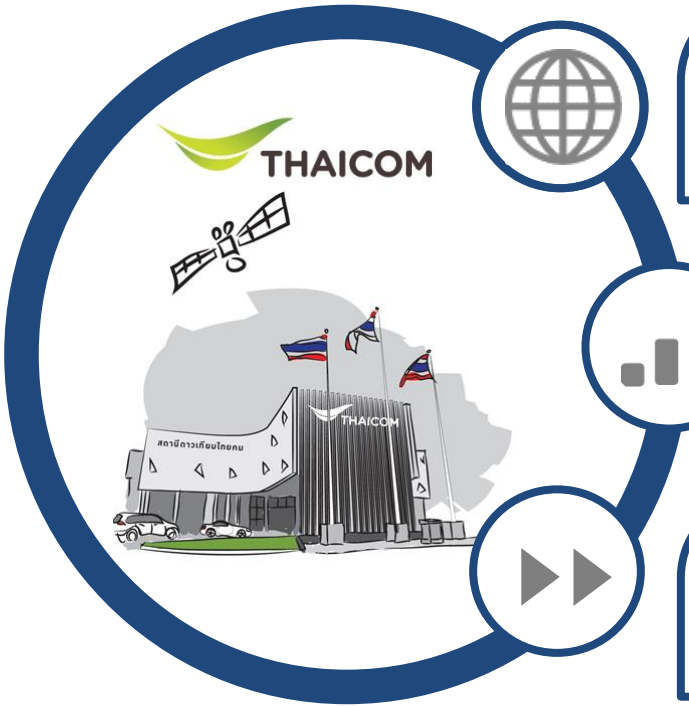
Agenda



- Key Highlights
- Financial Highlights
- Moving Forward

Key Highlights

Welcome our new bird…THAICOM 8

28 May 2016



Welcome the First Satellite TV Platform on the new THAICOM 8…
IPM, a Thai TV Platform Operator, to move their existing 4 million satellite dishes to Thaicom's 78.5E position

IPM

1H16 Key Achievements



- ✓ **Improving performance amid challenging environment**
  - Consolidated Revenue grew 2% YoY to 6,112 MB
  - Consolidated Net Profit grew 16% YoY to 1,292 MB

- ✓ Forever Group committed **5** additional transponders on TC5 & TC6 (total 8 TPEs, 7% increased in BW utilization of TC5 & TC6)

- ✓ Antrix signed a new two-year contract with additional bandwidth commitment on TC4 (total 1.5 Gbps, 2% increased in BW utilization of TC4 over India)



- ✓ Getting traction in African market
  - Global broadcast distribution and managed services

- ✓ AIS expanded 3 sites of mobile backhaul solution in Thailand (total 17 sites)



- ✓ IPSTAR Japan expanded 2 ferries of maritime solution (total 7 ferries)

2H16 Key Challenges

CTH
GMM B

CTH has stopped their Pay TV business

Mitigation Plan:

- To strengthen Thai broadcast market
  - Support other Thai TV platform operators
  - Facilitate the HD and Ultra HD (4K) transmissions with key customers
  - Provide the new Over-The-Top (OTT) services: 2nd screen
- To diversify broadcast services to other countries, especially in emerging markets

NBN

NBN has started migrating customers to its NBN-Co 1A satellite

Mitigation Plan:

- To resell NBN and other technologies broadband packages
- To offer TC4 (IPSTAR) as a complement network for NBN's satellite solution
- To expand the corporate market through Orion Satellite System (OSS)

TOT

TOT to cancel the bulk bandwidth commitment and the exclusive right

Mitigation Plan:

- To directly engage with other service providers to fulfill the Government's demand
- To expand mobile backhaul and fixed broadband solutions with telcos

Connectivity for Sustainability Initiative

Thailand's CubeSat for the Next Generation



Thaicom kicks off SpaceBox STEP-1 Satellite with King Mongkut's Institute of Technology Ladkrabang, King Mongkut's University of Technology Thonburi, Darunsikkhalai School for Innovative Learning, and researchers from SpaceBox Laboratory.

Awards & Distinctions

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



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

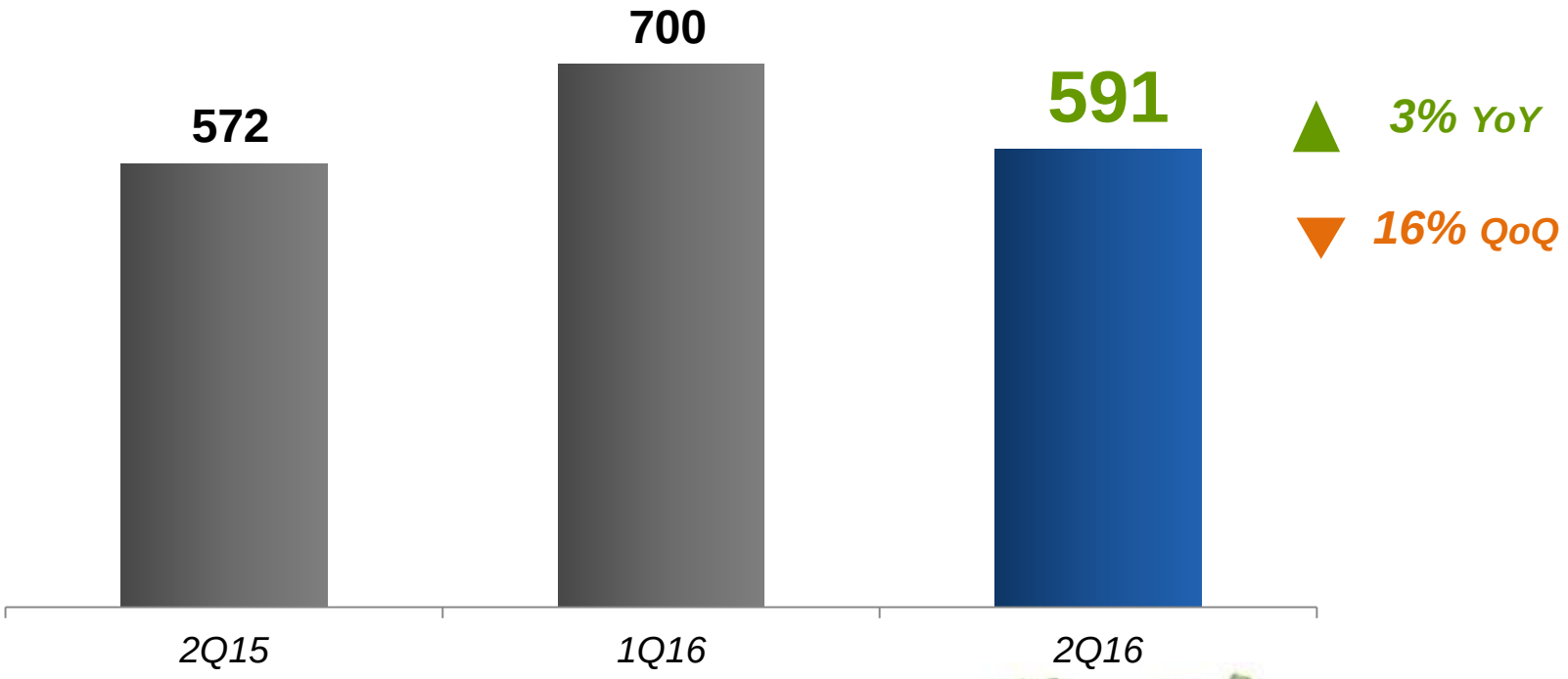
FinanceAsia
ASIA'S BEST COMPANIES 2016

Delivered sound results among challenging circumstances

Consolidated Results

Unit: MB

- *2Q16 Net profit was **slightly up 3% YoY,** supported by sales growth with disciplined cost management while **dropped by 16% QoQ** mainly from lower sales.*



Financial Highlights

1H16 : Top and Bottom lines continued to grow

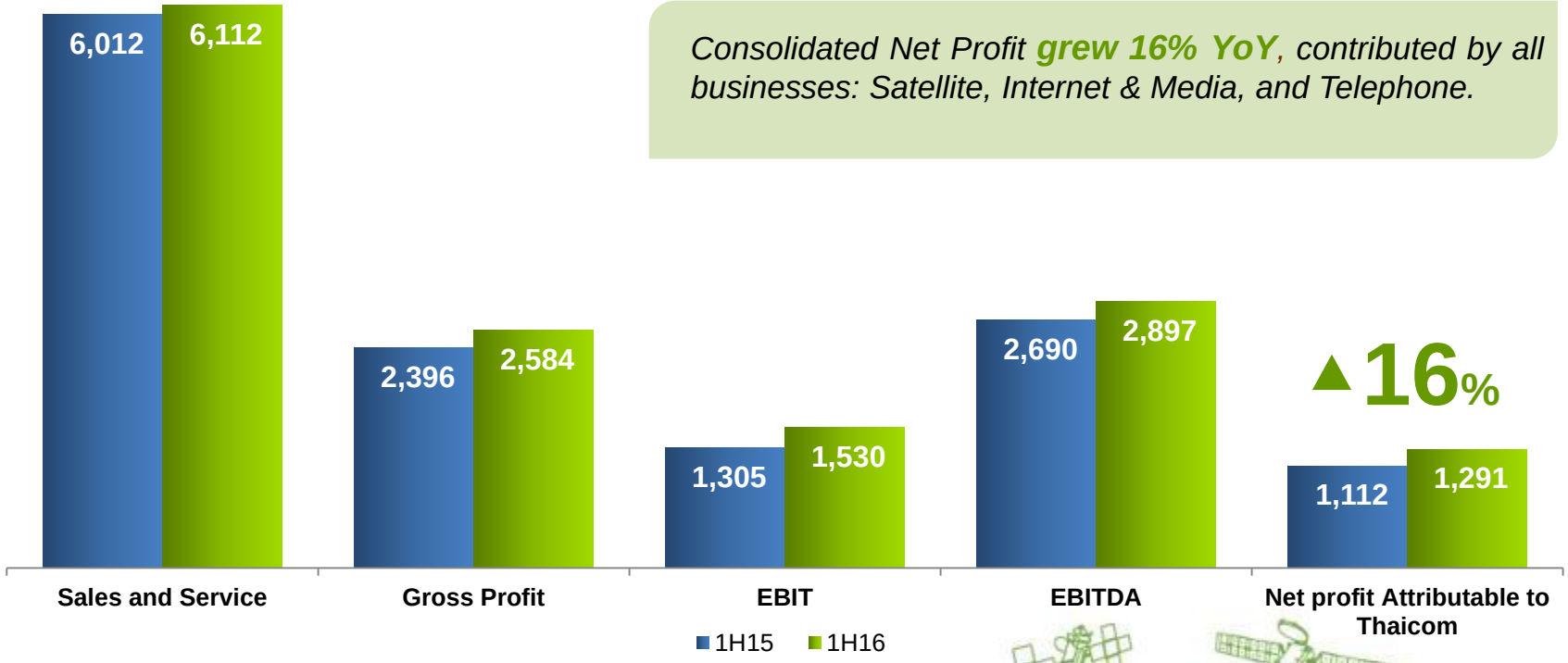
Consolidated Key Financial Highlights

Unit: MB

▲ 2%

*Consolidated Revenues **grew 2% YoY,** driven by Satellite and Internet & Media services.*

*Consolidated Net Profit **grew 16% YoY**, contributed by all businesses: Satellite, Internet & Media, and Telephone.*

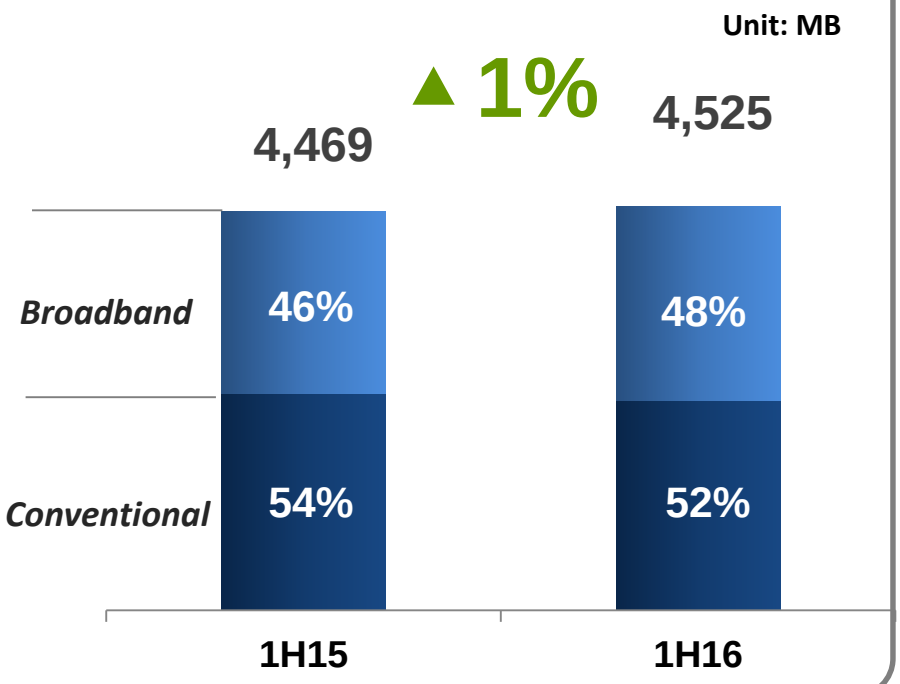


▲ 16%

1H16 : Satellite Revenue and EBITDA continued to grow from Broadband Business

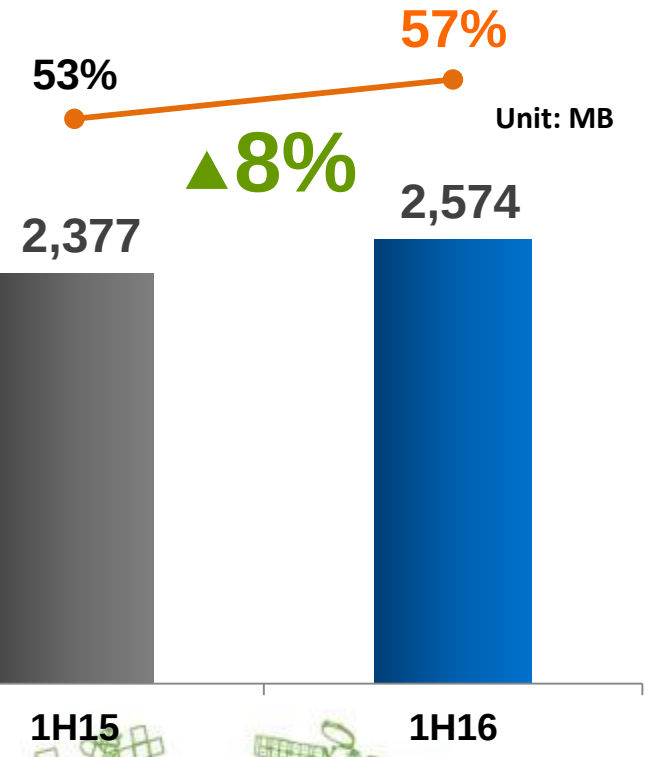
Satellite Revenue

- *Satellite revenue was slightly up **1%** supported by broadband business*



Satellite EBITDA

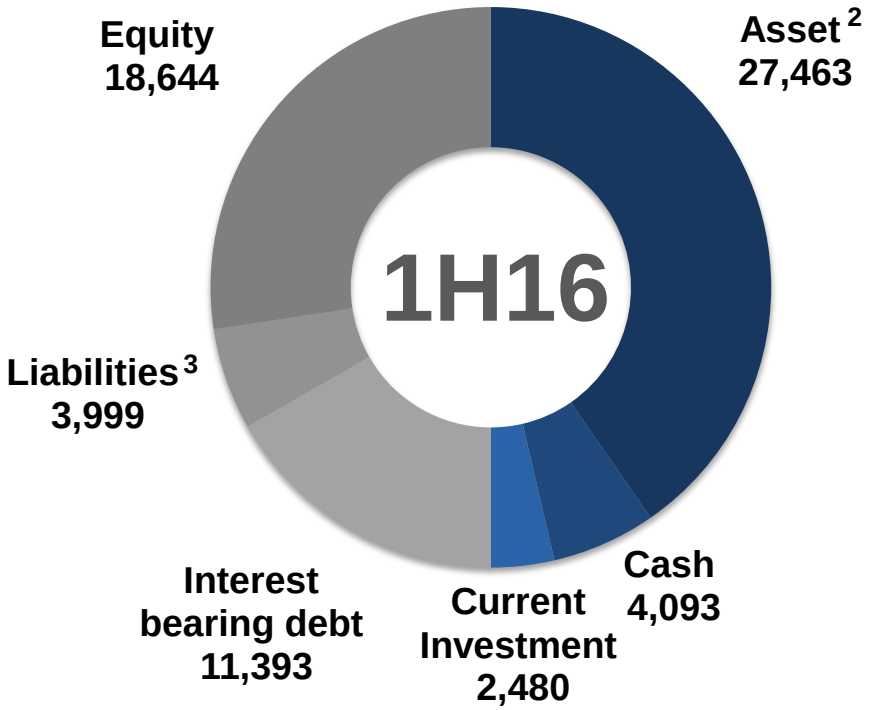
- *Satellite EBITDA rose **8%** YoY while satellite EBITDA Margin improved to **57%***



Financial Position remained Healthy

D/E Ratio at 0.61x [1]

Unit: MB



Robust operating cash flow

Unit: MB

Consolidated CF	1H16	1H15
CF from Operating	3,312	2,709
CF from Investing	(1,480)	(299)
CF from Financing	(1,134)	(1,563)
Ending Cash	4,093	3,616

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

Moving Forward

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Moving Forward



Broadband Platform

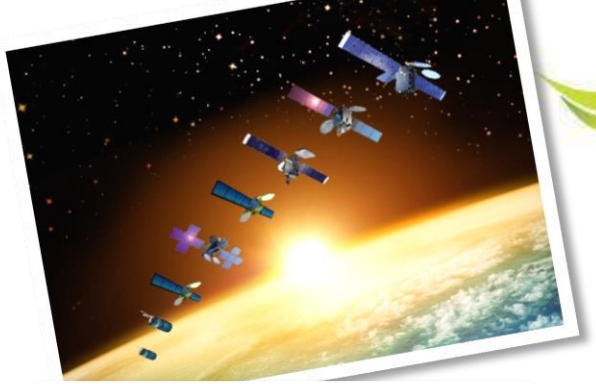
- ✓ To strengthen strategic Open Access Platform (OAP) partnership with technology partners
- ✓ To expand telco and corporate segments in key markets

Broadcast Platform

- ✓ To facilitate the HD and Ultra HD (4K) transmissions with key customers in Thailand
- ✓ To diversify broadcast services to emerging markets



Moving Forward



New Service

Mobility Platform: Air, Sea and Land

- ✓ To expand mobility solutions in key markets
- ✓ To develop innovative business models through partnerships
- ✓ To form regional alliance to develop Thaicom Regional Platform

Over-The-Top (OTT) Platform:

- ✓ To expand the new Over-The-Top (OTT) services: 2nd screen

New Satellite

THAICOM 9 @119.5E

- ✓ Already secured a key customer's long-term commitment to take a part of the capacity
- ✓ Under discussion with other prospects to finalize their requirements
- ✓ In processes for obtaining approvals from Thai Authorities





New Business

- ✓ Explore opportunities to expand vertically in related businesses
- ✓ Diversify Thaicom's portfolio to expand non-satellite business segment

Thank You



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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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