THAICOM Public Company Limited

US Roadshow
8 – 11 March 2016

THAICOM PLC. Proprietary & Confidential

Agenda



- **Thaicom…Who We Are**
- **Financial Highlights**
- **What's Next**

THAICOM PLC. Proprietary & Confidential

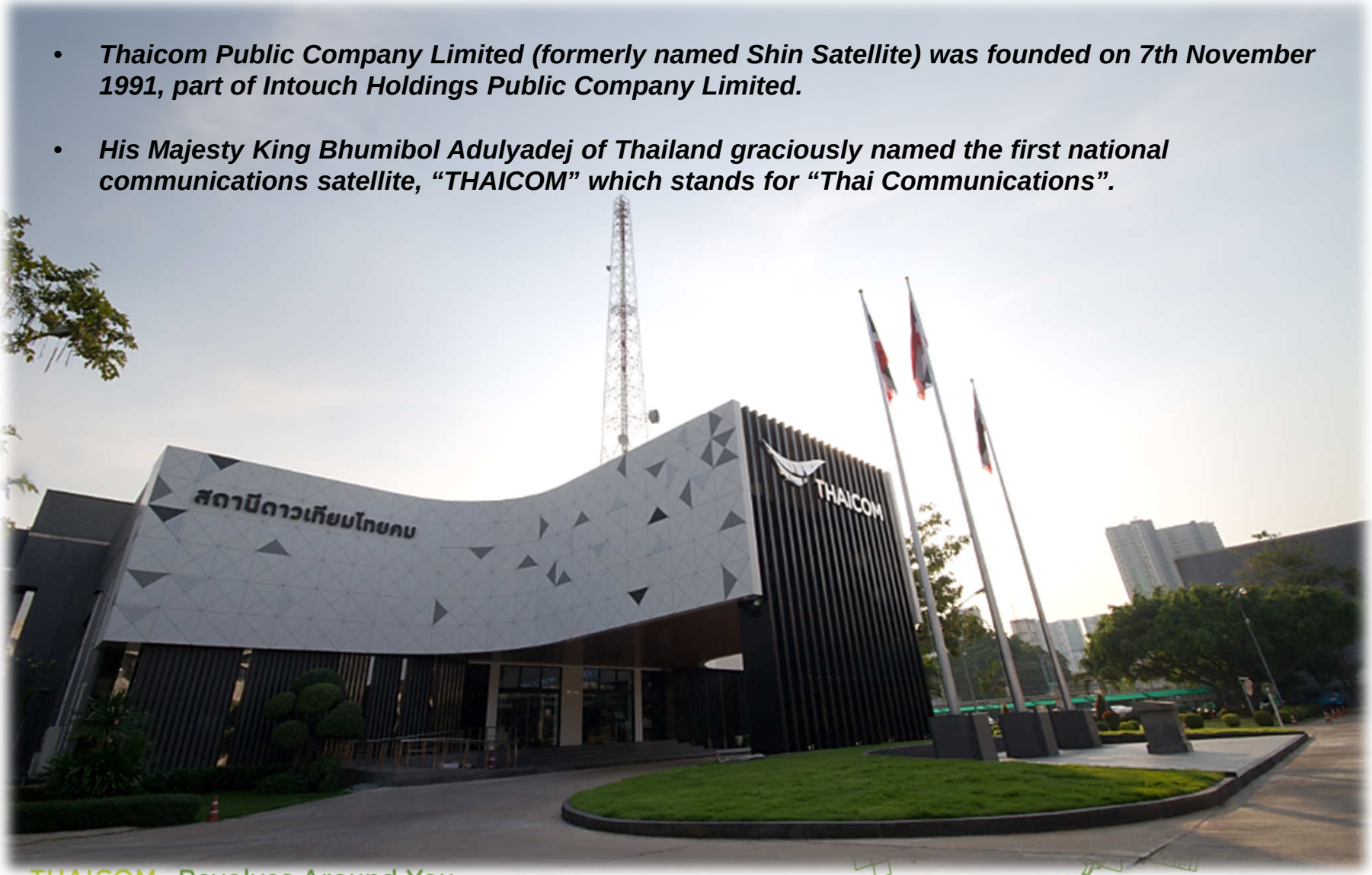


Who We Are

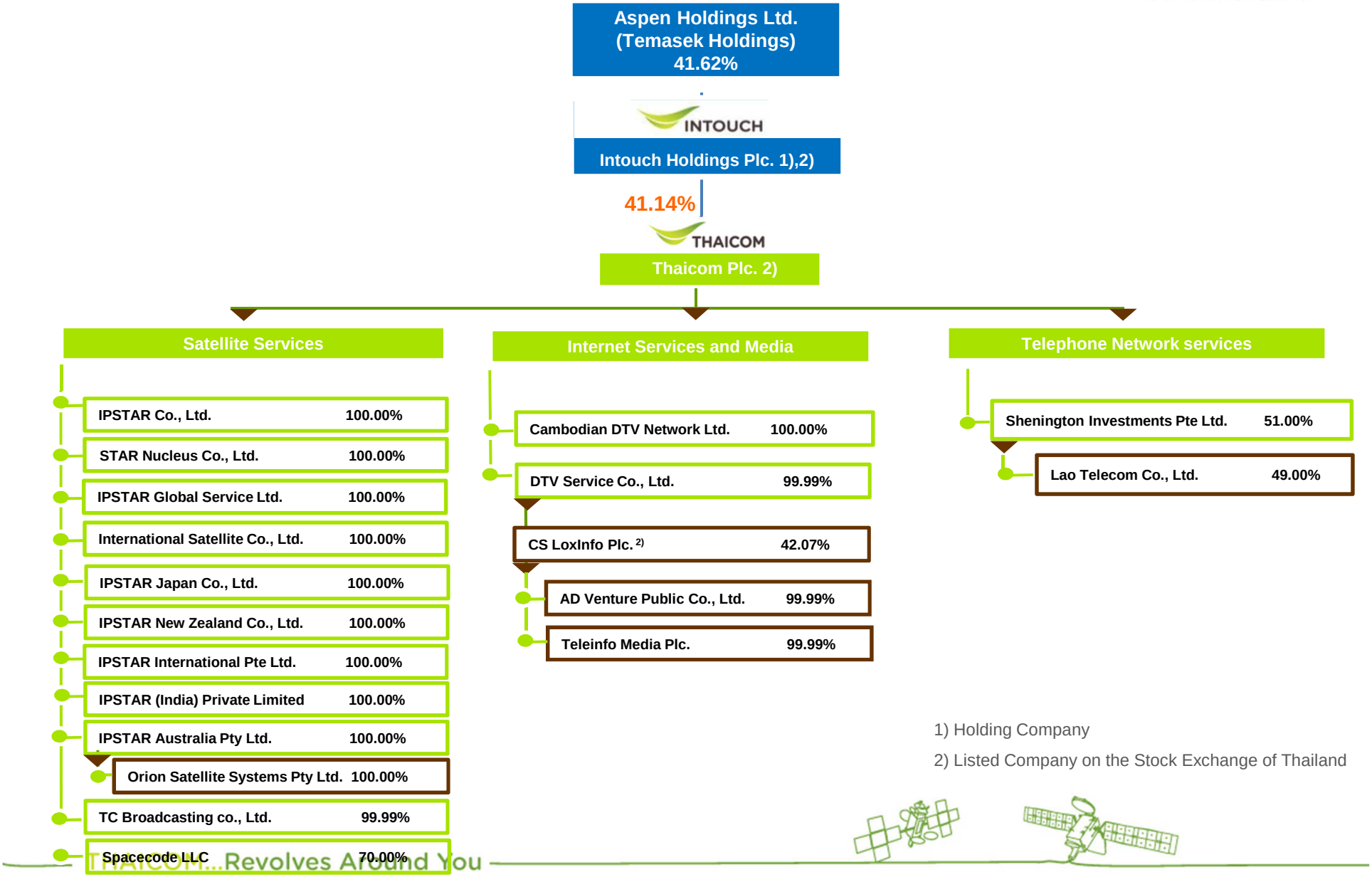
Our Company

- ***Thaicom Public Company Limited (formerly named Shin Satellite) was founded on 7th November 1991, part of Intouch Holdings Public Company Limited.***

- ***His Majesty King Bhumibol Adulyadej of Thailand graciously named the first national communications satellite, "THAICOM" which stands for "Thai Communications".***



Shareholding Structure



1) Holding Company

2) Listed Company on the Stock Exchange of Thailand

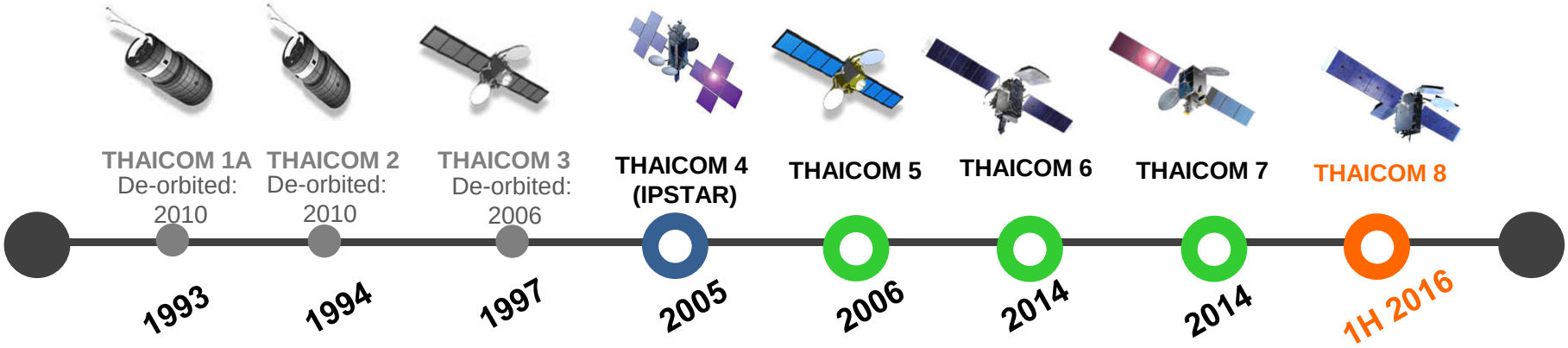
* As of 19 January 2016

Our Business Operations



Our Satellite Fleet

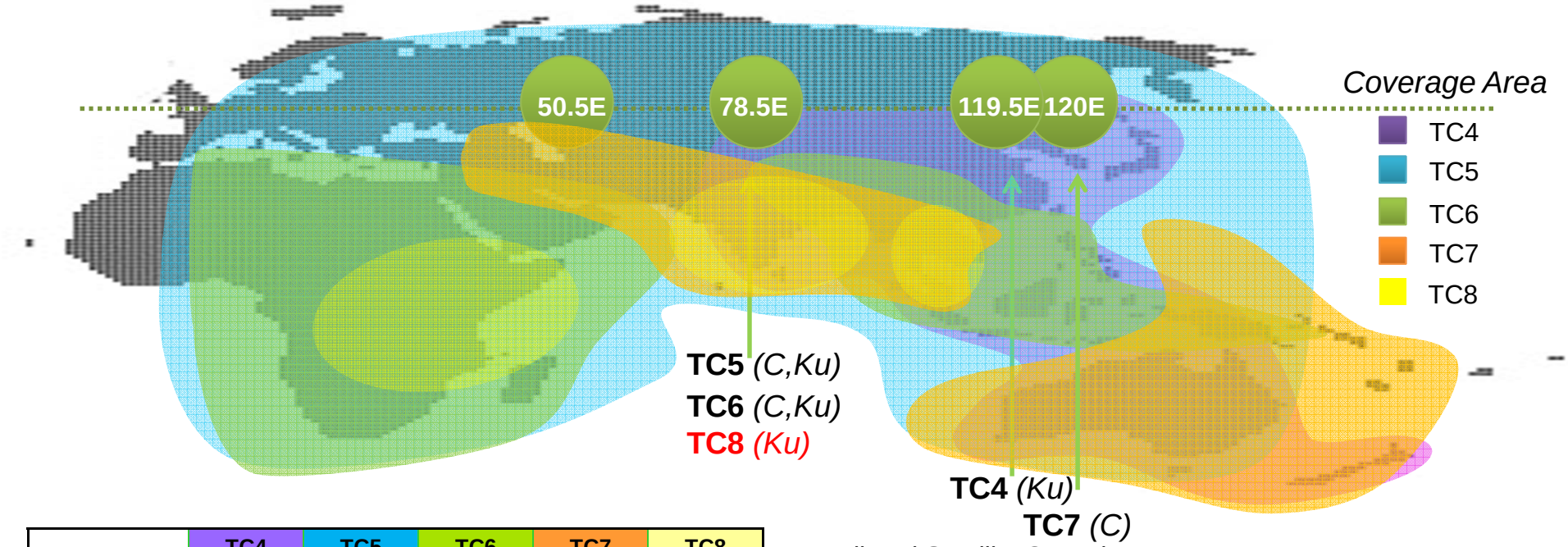
De-orbited	In-orbited	Upcoming



Scheme Operating	Concession			License	
Type of Satellite	Broadband	Conventional		Conventional	
Fee	20.5% (Sep 2016 = 22.5% onwards)			5.25%	
Contract Life (Yr)	30 yr (2021)			20 yr (2032)	
Useful Life (Yr)	**15**	14	18	18	18
Utilization rate*	~57.5%	~100%	~65-66%	~78%	*Presales 17%*

*As of December 2015

Our Satellite Footprints



	TC4		TC5		TC6		TC7		TC8	
THAICOM	119.5°E		78.5°E		78.5°E		120°E		78.5°E	
	C	Ku	C	Ku	C	Ku	C	Ku	C	Ku
Indochina	-	✓	✓	✓	✓	✓	✓	-	-	✓
SEA	-	✓	✓	-	✓	-	-	-	-	-
South Asia	-	✓	✓	-	-	-	✓	-	-	✓
North Asia	-	✓	✓	-	-	-	-	-	-	-
Australasia	-	✓	✓	-	-	-	✓	-	-	-
ME, Africa	-	-	✓	-	✓	-	-	-	-	✓
Total TPE*	881		40		33		14		24	

Broadband Satellite Capacity

TC4 *881 TPE** = **TC5** *40 TPE**



22x *of TC5*

*Remarks: *TPE = 36 MHz transponder equivalents*

THAICOM PLC. Proprietary & Confidential

Our Services: Broadcast



THAICOM PLC. Proprietary & Confidential

Our Broadcast Services

Asia's "Hot Bird" for Satellite TV

in orbit **78.5°E**

Service area covered

>120
Countries

126 HD

792
Satellite TV Channels
Source : Thaicom PLC, 2015

18.6 Million viewers

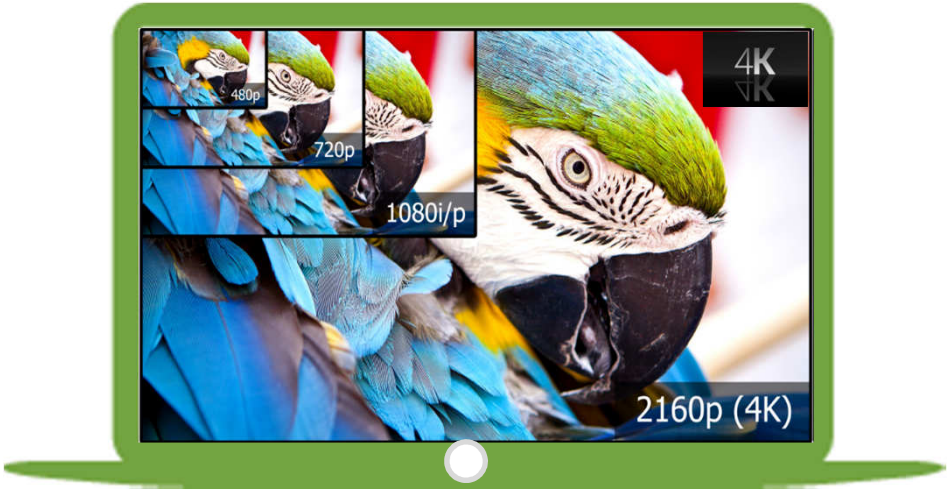
or

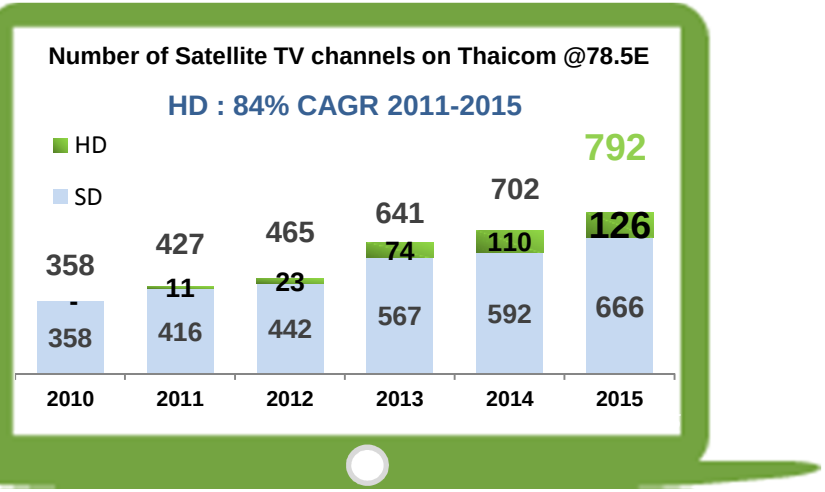
76% of total TV Households
Source : Nielsen, Aug 2015

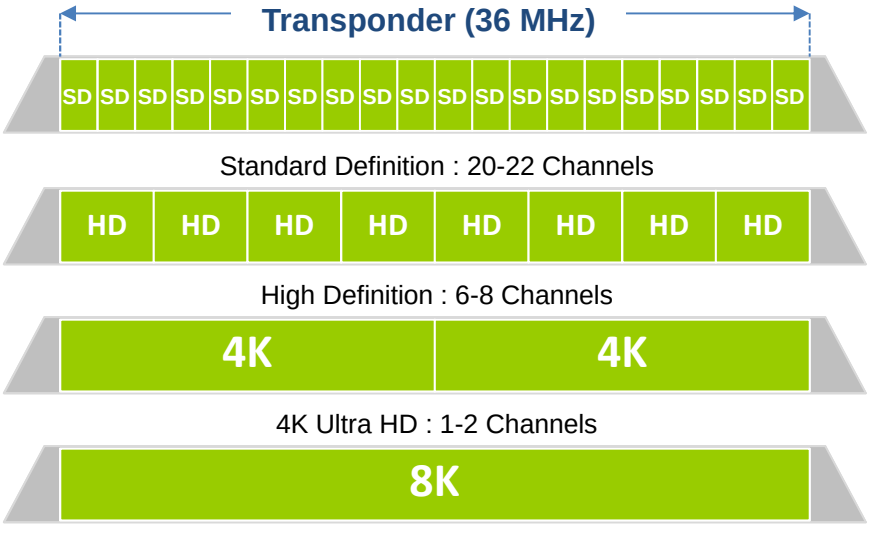
No.1 in Thailand and Indochina
A key player in South Asia

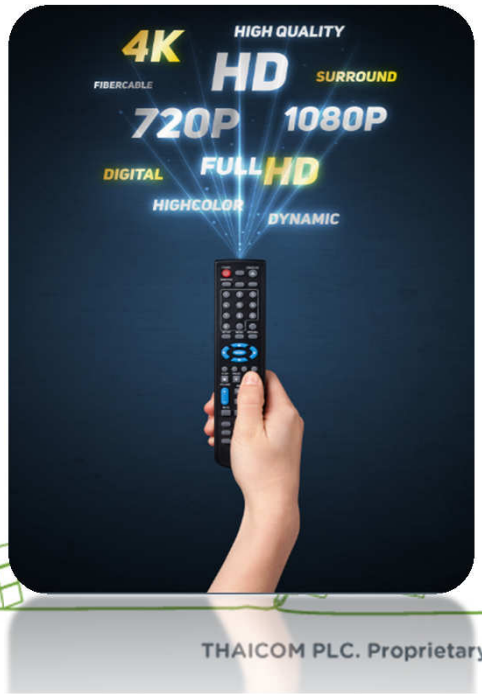
Broadcast Platform: HD & Ultra HD

Ready for Ultra HD services



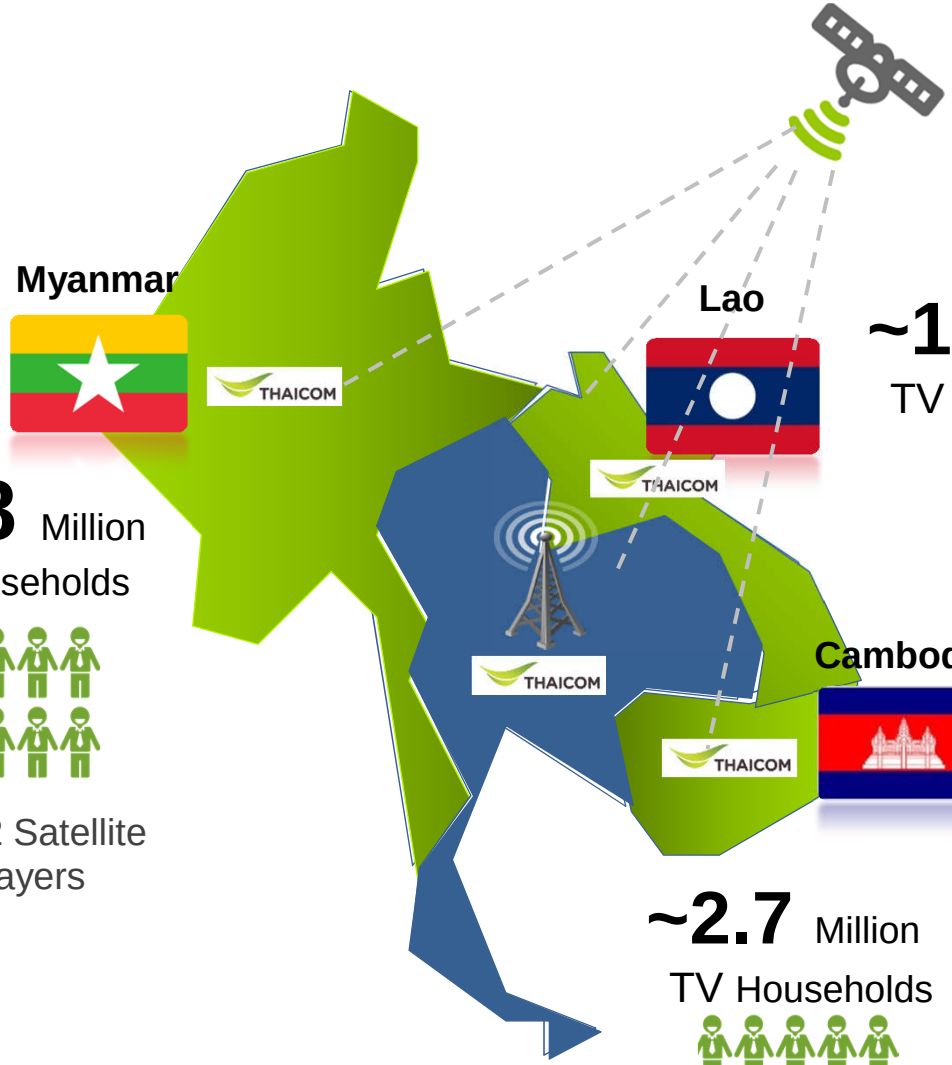






Source : Thaicom PLC, 2015

Broadcast Platform : AEC Platform



~5.8 Million
TV Households

✓ Only 2 Satellite key players

~1 Million
TV Households

✓ No Satellite key players

~2.7 Million
TV Households

✓ Thaicom's Satellite TV platform and authorized DTH service in Cambodia
✓ The 1st HD channels provider since 2013
✓ **~400,000 subscribers**

Our Services: Broadband



Our Broadband Services

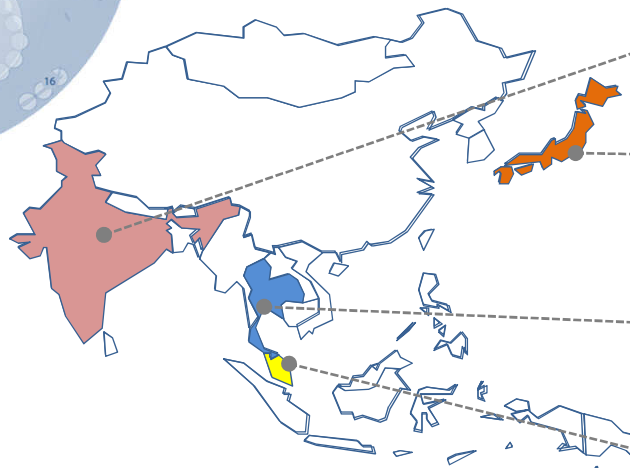
"The World's first Broadband or High Throughput Satellite (HTS)"



PRESENCE in

10+ COUNTRIES in Asia Pacific





INDIA

Main segment: Corporate/Banking & Mobile backhaul

JAPAN

Main segment: Mobile backhaul (small-cell 3G)

THAILAND

Main segment: School and Government project

MALAYSIA

Main segment: Government project

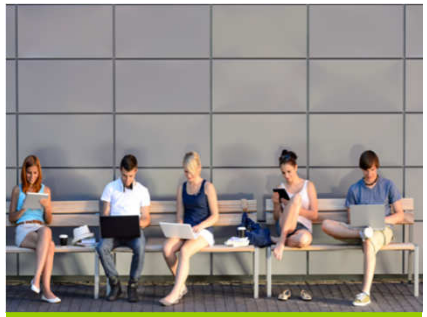
AUSTRALIA & NEW ZEALAND

Main segment: Consumer Broadband



THAICOM PLC. Proprietary & Confidential

Broadband Platform



IPSTAR Retail

*"Connect **84,000+** subscribers across Asia-Pacific"*

Satellite Broadband Solution for **Internet Service Providers**



IPSTAR Carrier

*"**6,000+** cell sites deployed in key markets"*

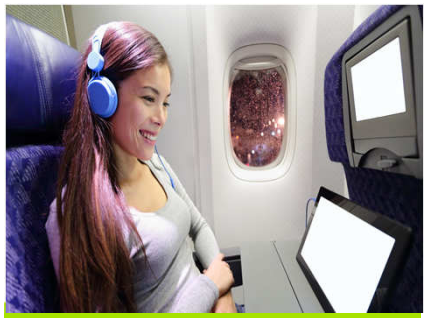
Cost-effective Backhaul & Expansion of Service Coverage for **Telcos**



IPSTAR Business

*"**18,000+** banks and corporate sites installed throughout the region"*

Satellite Broadband Solution for **Small Businesses and Enterprises**



Mobility Platform

"Provide custom-tailored solutions on an end-to-end basis to serve commercial airlines, train/bus operators and vessels"

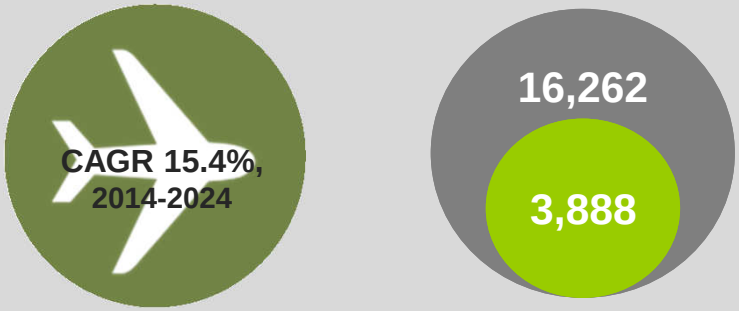
Communication Solutions for **People on the Move**

Mobility Trend



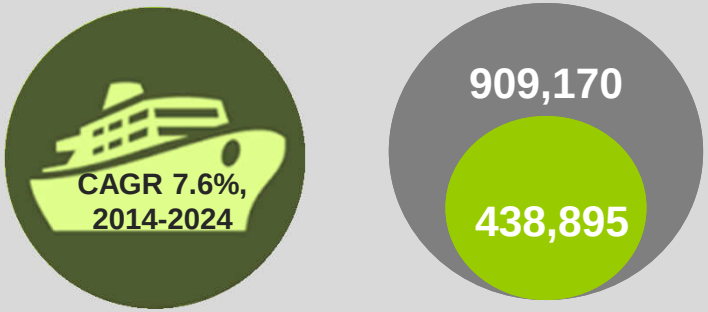
Increasing global demand for mobility services

Global IFC Equipped Aircraft 2014-2024



Asia to account for 3rd largest region in 2024 after North America and Western Europe

Global Maritime In-service Units 2014-2024



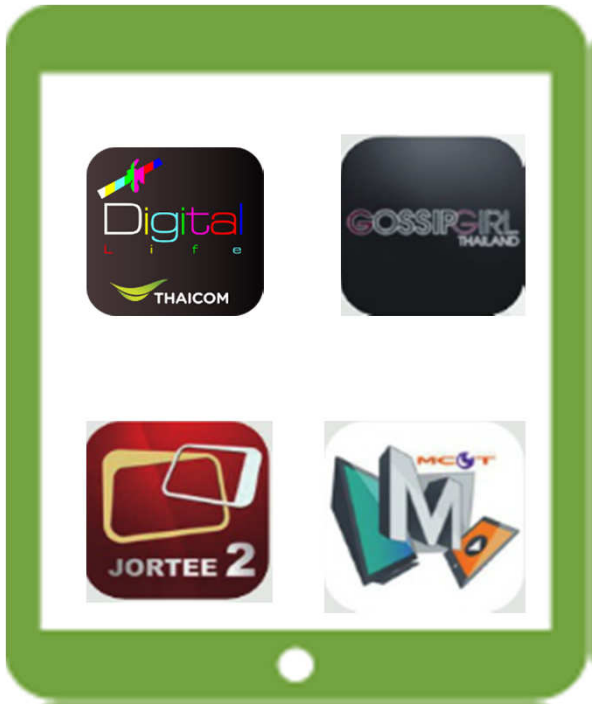
Asia to account for 2nd largest region after Europe

Source: NSR

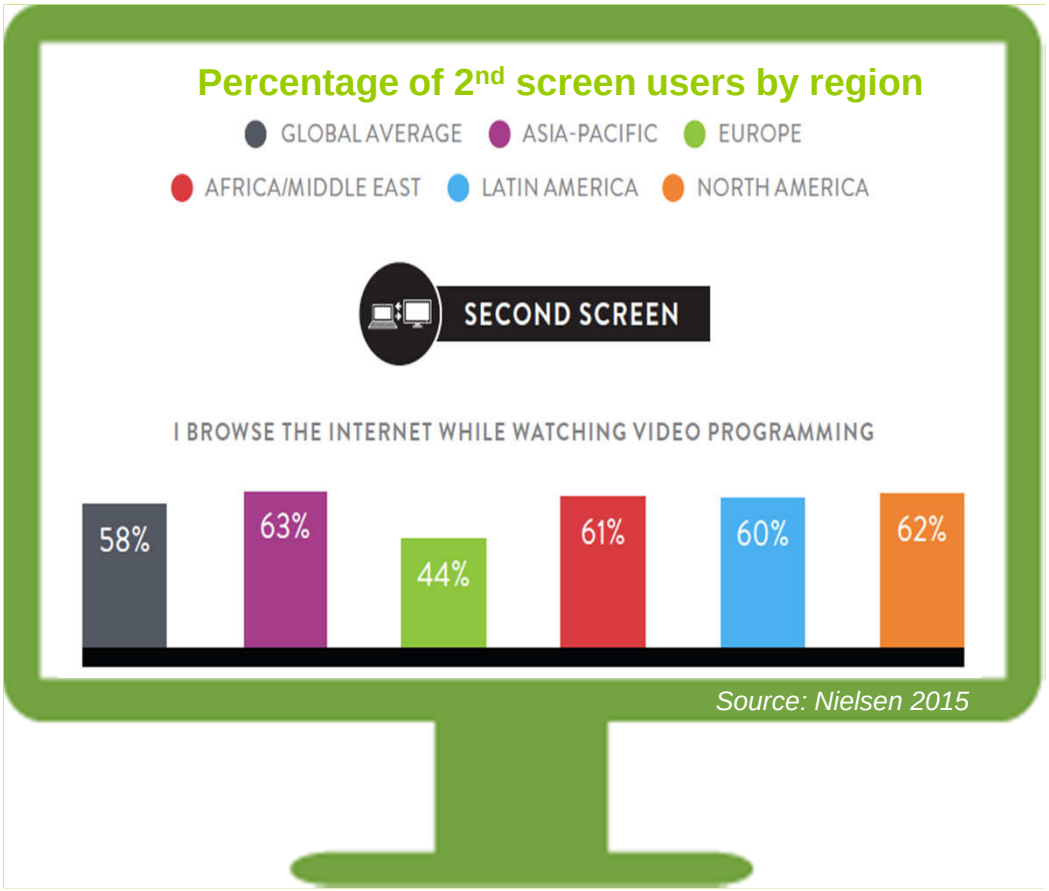
THAICOM PLC. Proprietary & Confidential

2nd Screen Usage

Asia-Pacific has the highest percentage of 2nd screen usage



THAICOM Innovative Business Model



THAICOM PLC. Proprietary & Confidential



Financial Highlights

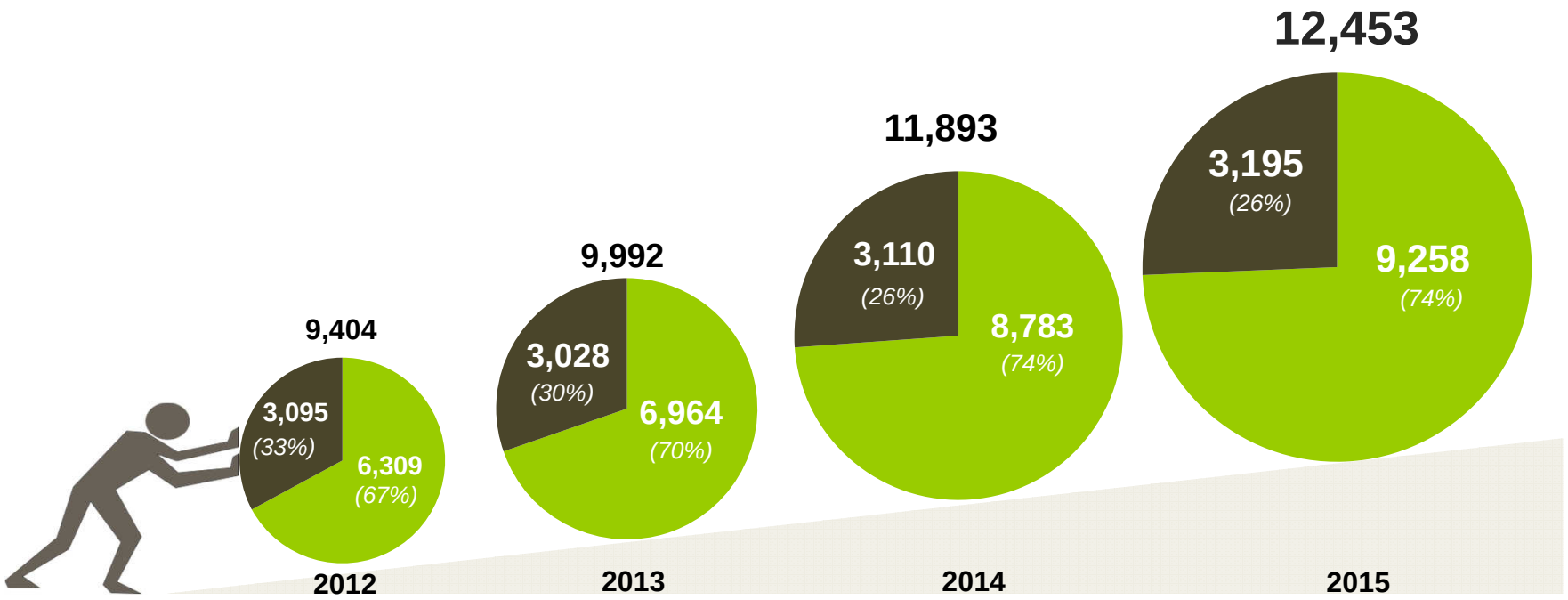
Consolidated Revenues

Satellite
Internet & Media

Revenue continued to grow significantly from Satellite business

Unit: MB

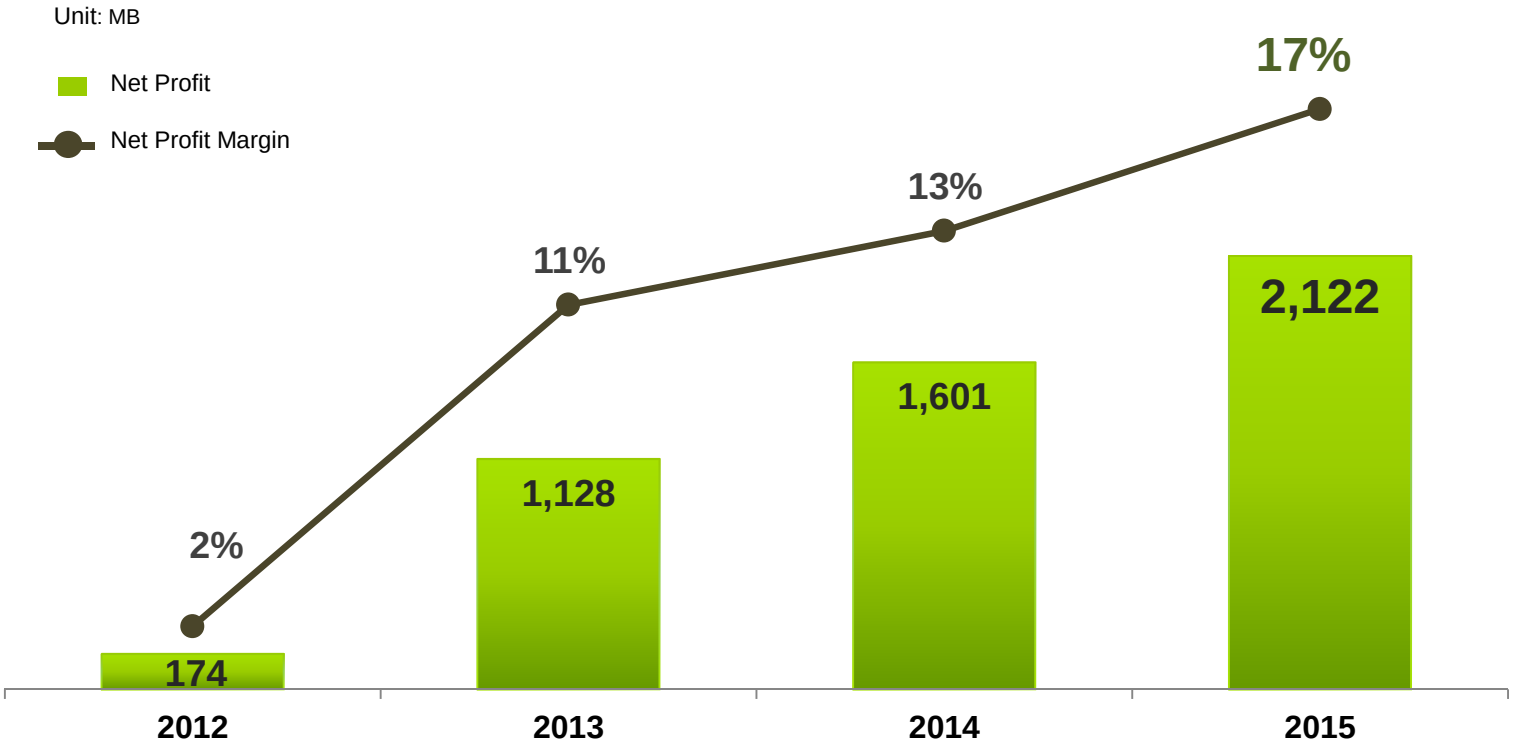
CAGR (2012-2015) = 10%



Net Profit and Net Profit Margin

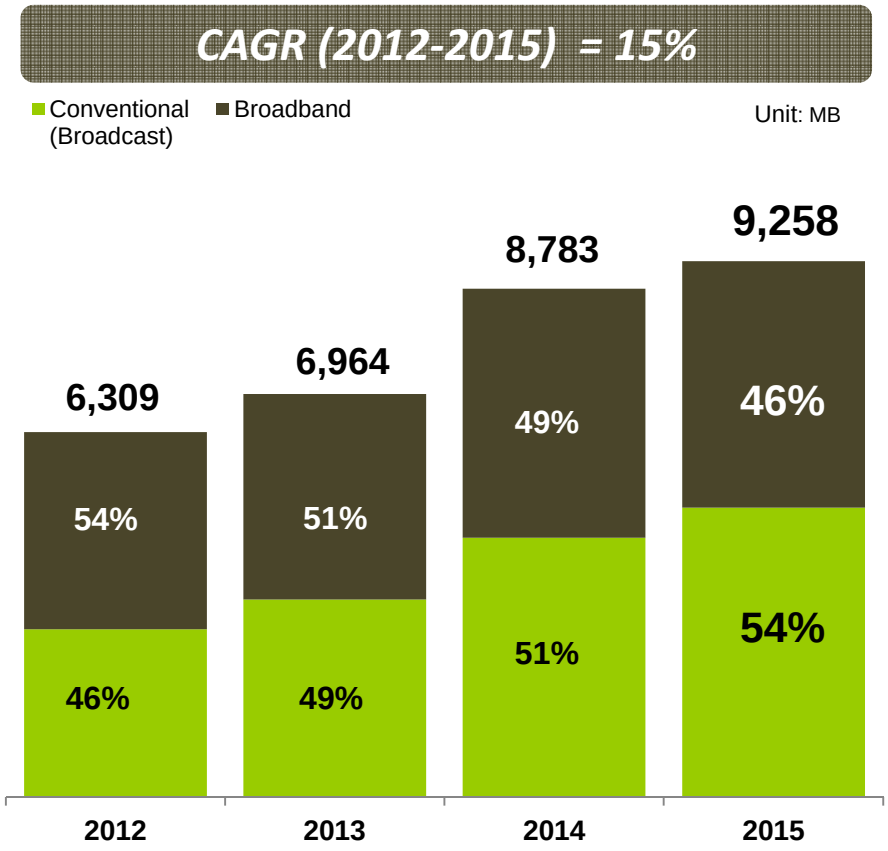
Strong growth of consolidated Net Profit and improving Net Profit Margin

CAGR (2012-2015) = 130%

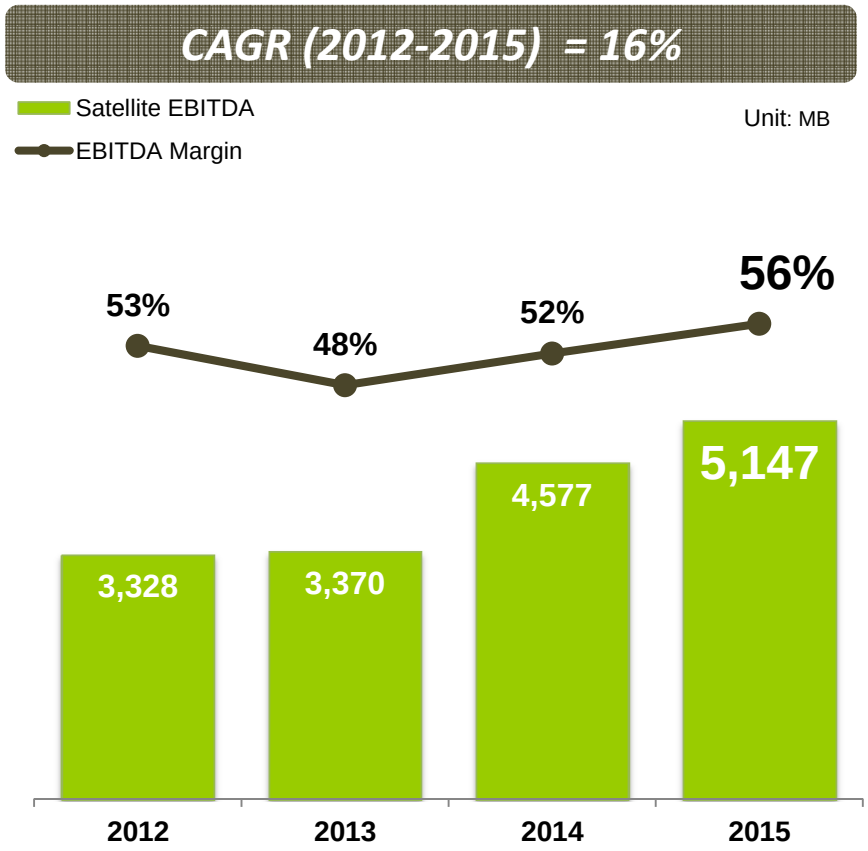


Satellite Performance

Satellite Revenue



Satellite EBITDA

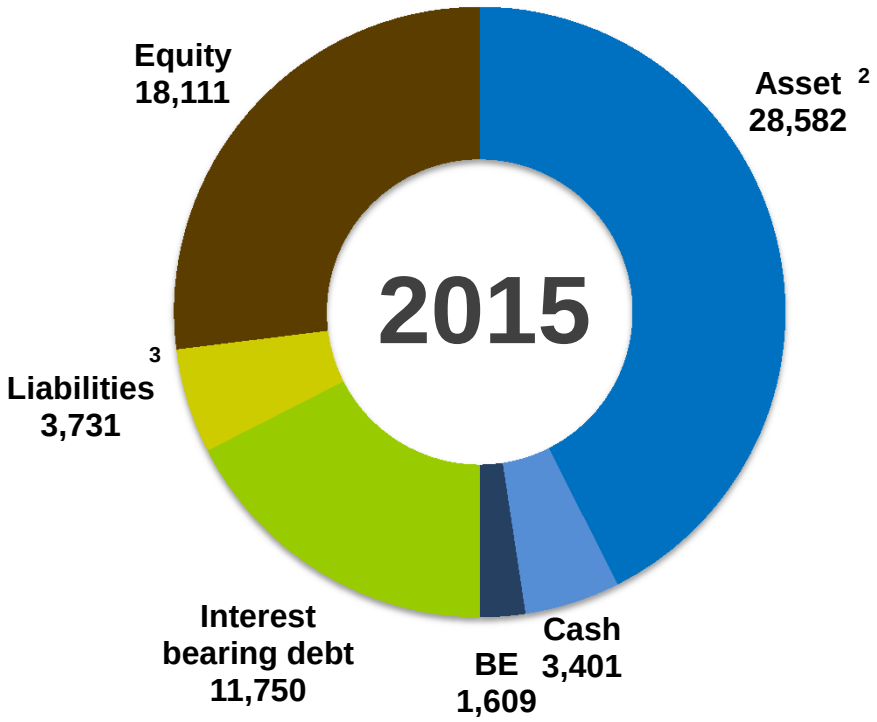


FY2013 EBITDA Margin dropped to 48% due to cost of interim satellite.

Financial Position remains Healthy

D/E Ratio 0.65x [1]

Unit: MB



Strong operating cash flow

Unit: MB

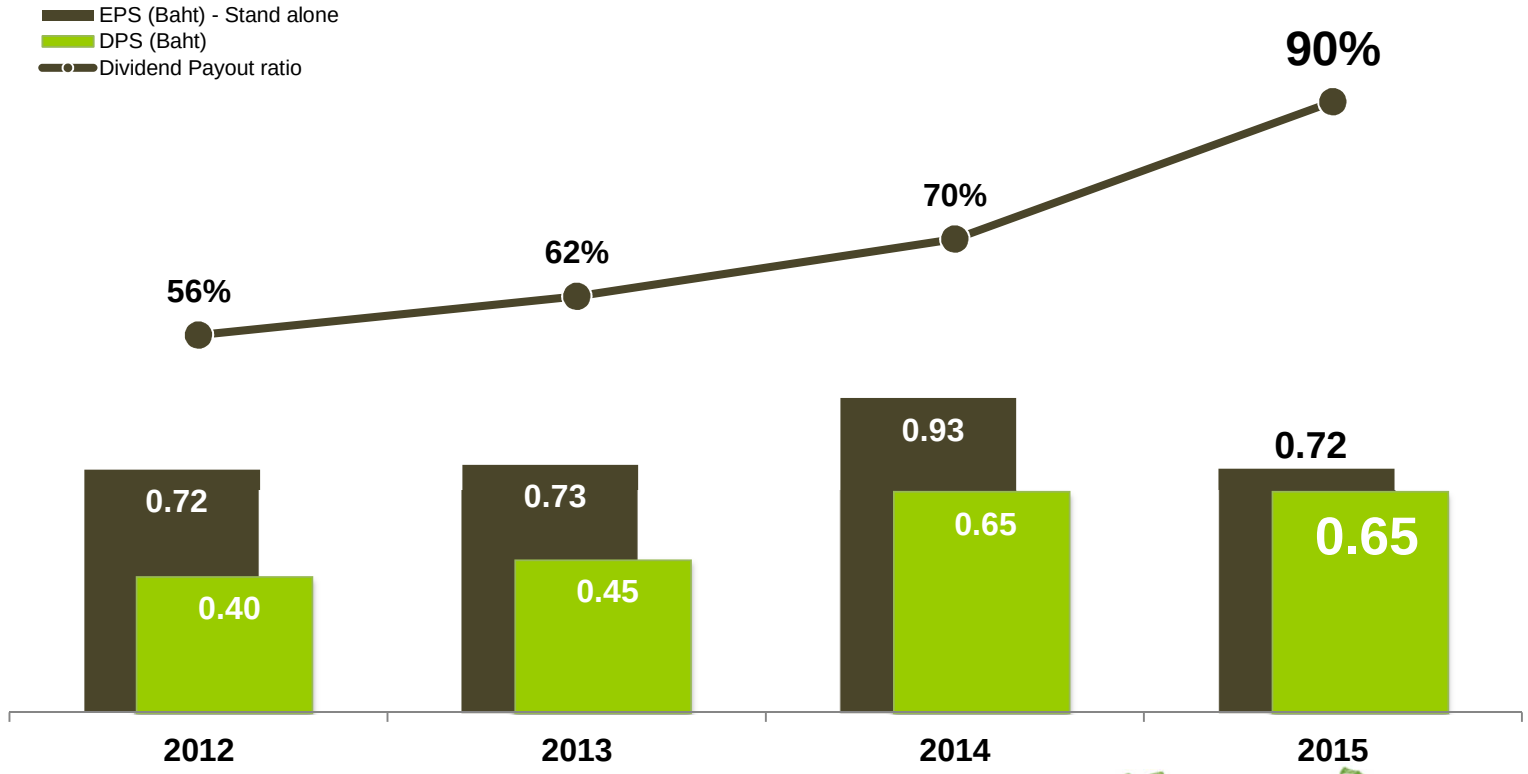
Consolidated CF	2015	2014*
CF from Operating	4,729	4,831
CF from Investing	(3,378)	(5,913)
CF from Financing	(716)	1,567
Ending Cash	3,401	2,769

* Restated

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

Delivering Consistent Dividend

Dividend payout policy is NOT less than 40% of stand-alone Net Profit

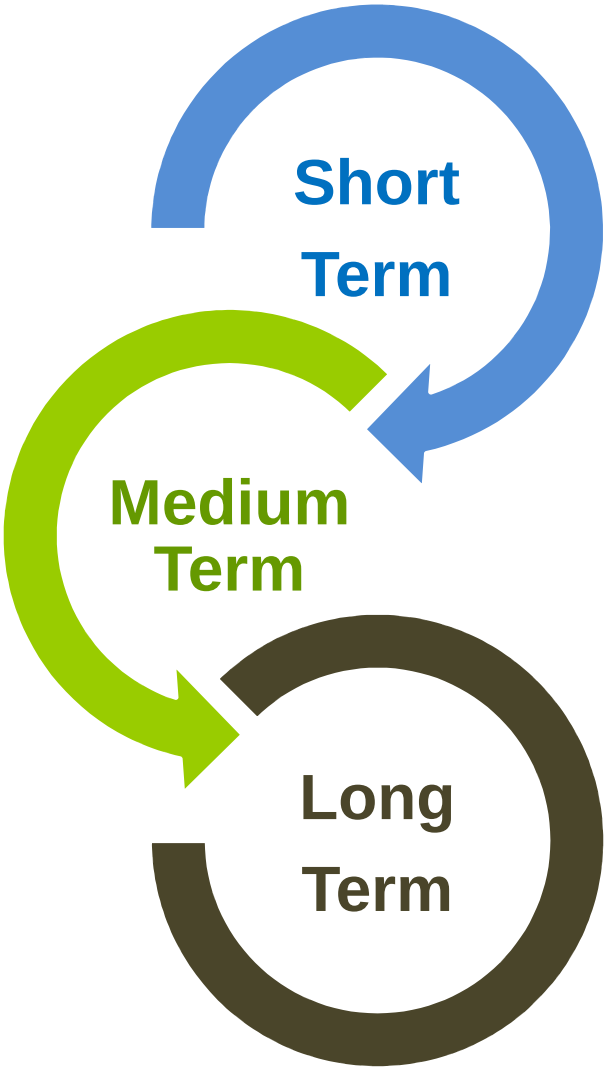


THAICOM PLC. Proprietary & Confidential



What’s Next

What's next

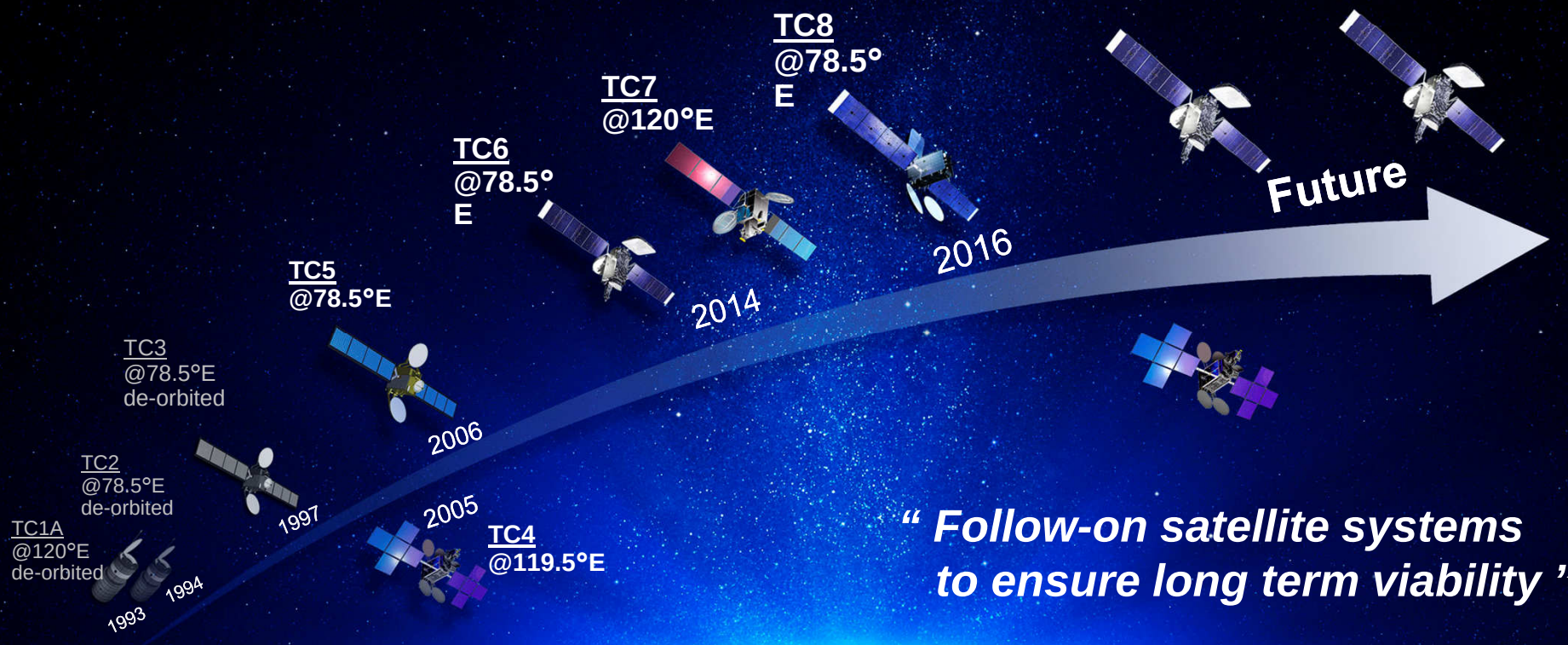


- To Maximize existing assets and grow value added revenues

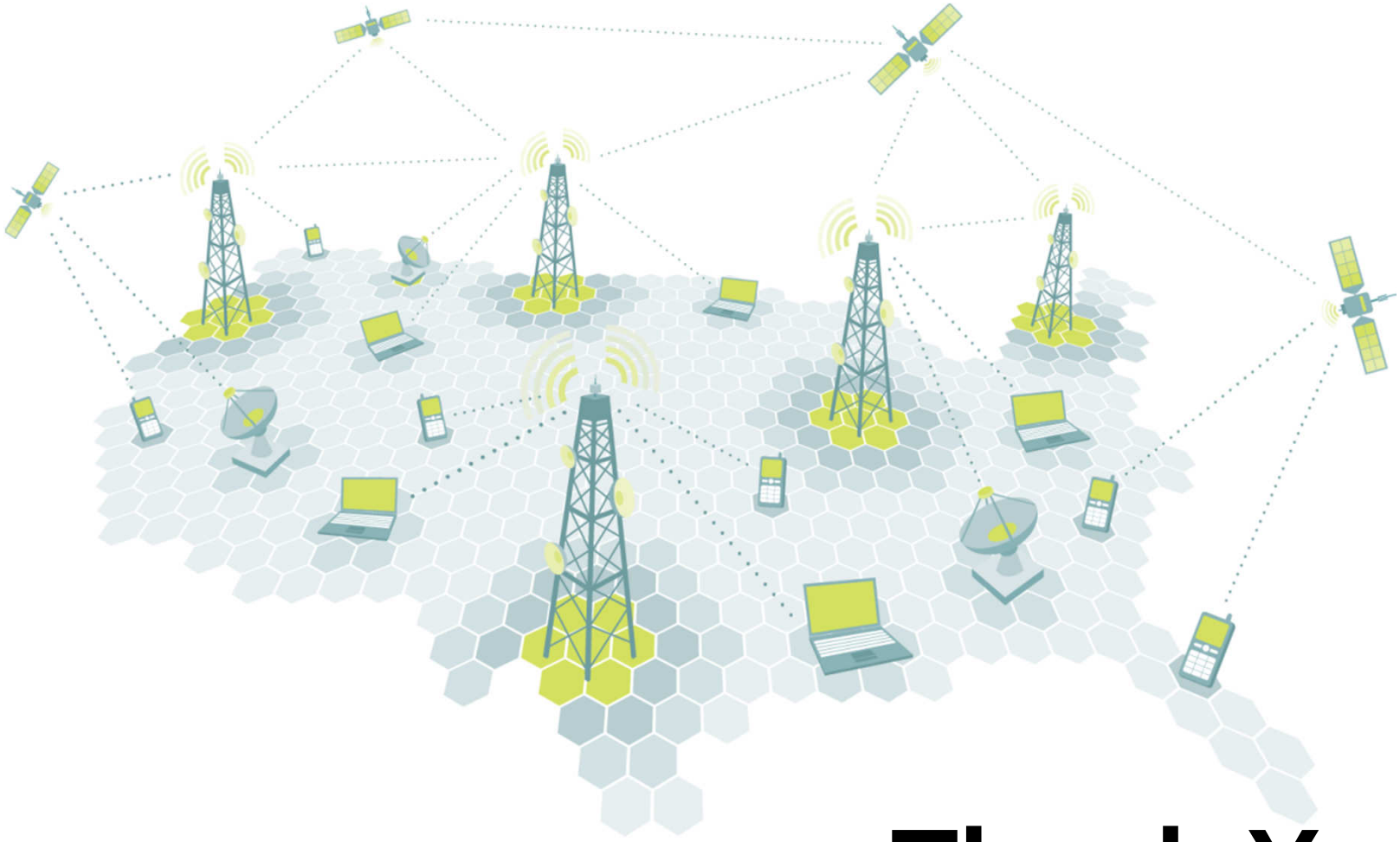
- To ensure long-term service continuity

- To leverage market access and partnership

Our Future:
Developing the new chapter of THAICOM fleet



" Follow-on satellite systems to ensure long term viability "



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.

IR contacts
Investor Relations Department
E-mail: ir@thaicom.net
Website: http://www.thaicom.net/ir.aspx
1. Metinee Isarachinda metineei@thaicom.net +66 2 596 5072
2. Ratchada Srithongpoeng ratchadas@thaicom.net +66 2 596 5073

Appendix

THAICOM PLC. Proprietary & Confidential

Other Businesses

Internet & Media

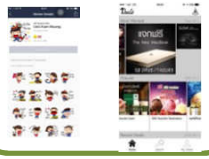
ICT Business

- Leased Line
- Internet Data Center



Voice & Mobile Business





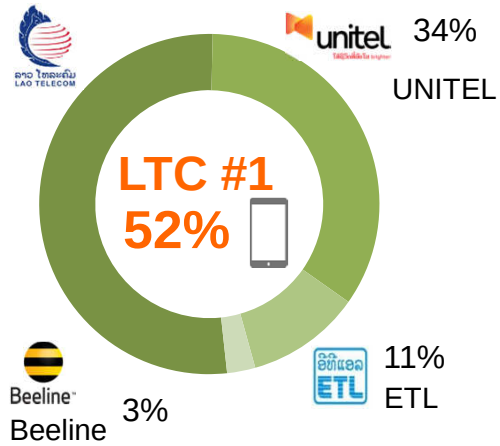
Yellow Pages Business



Telephone Aboard

Market share & Competitors



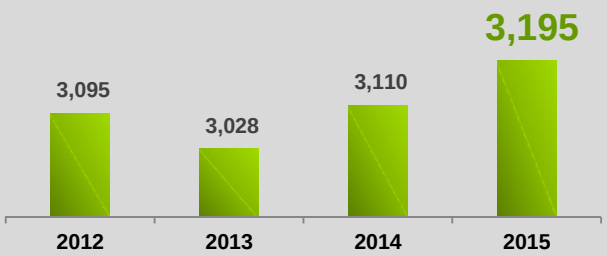


Source : LTC, Dec 2015

Revenue of Internet & Media

CAGR (2012-2015) = 1%

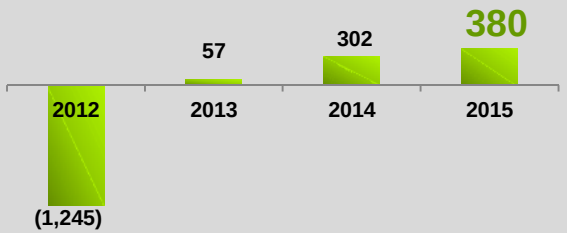
Unit: MB



Net Profit of Telephone Aboard

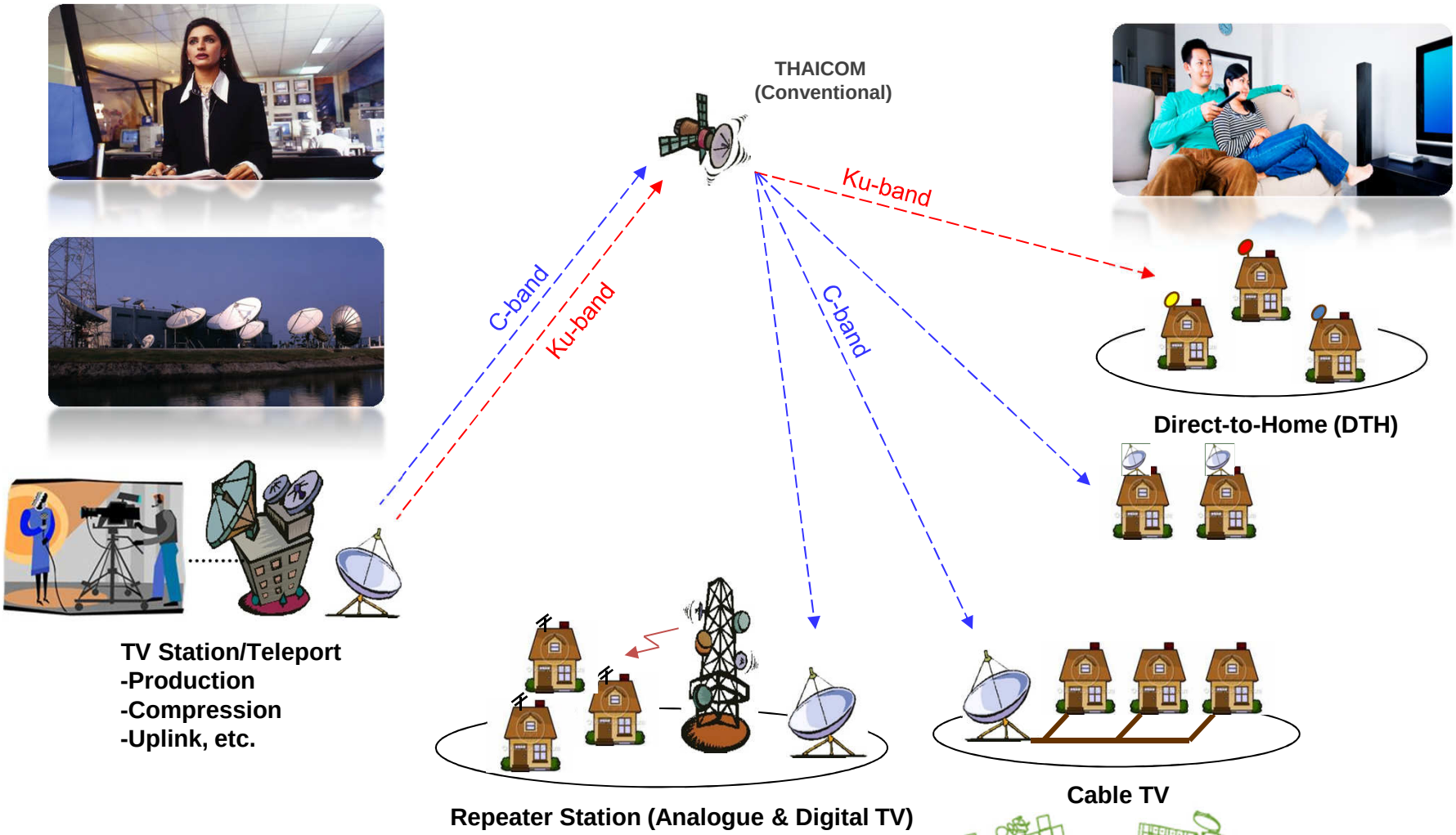
CAGR (2013-2015) = 159%

Unit: MB



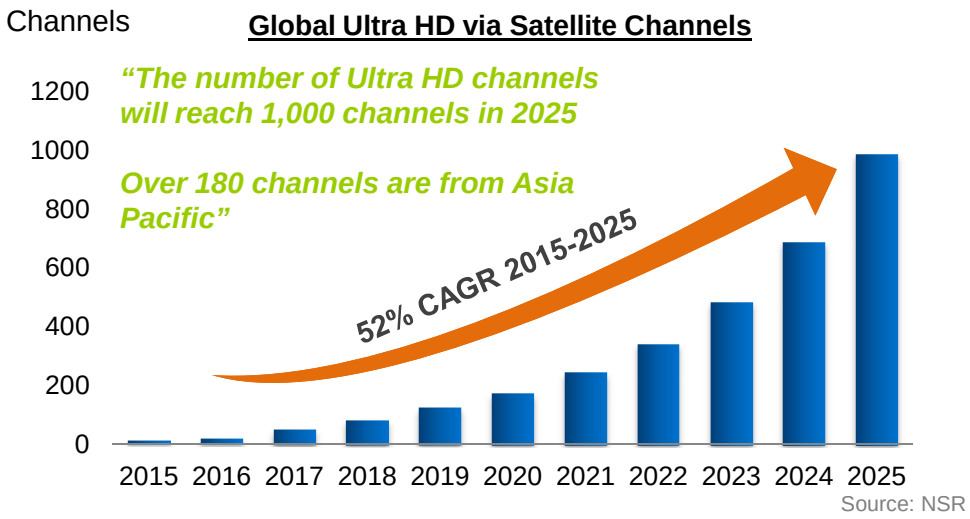
** 51% held by THAICOM (Share of profit of investment in JV)*

Broadcast Service Diagram

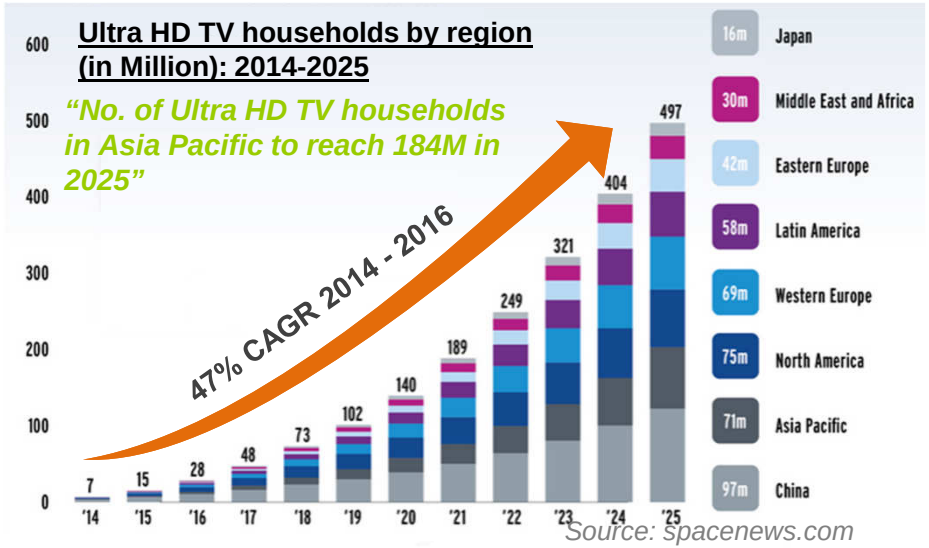


Broadcast Trend : Key Drivers

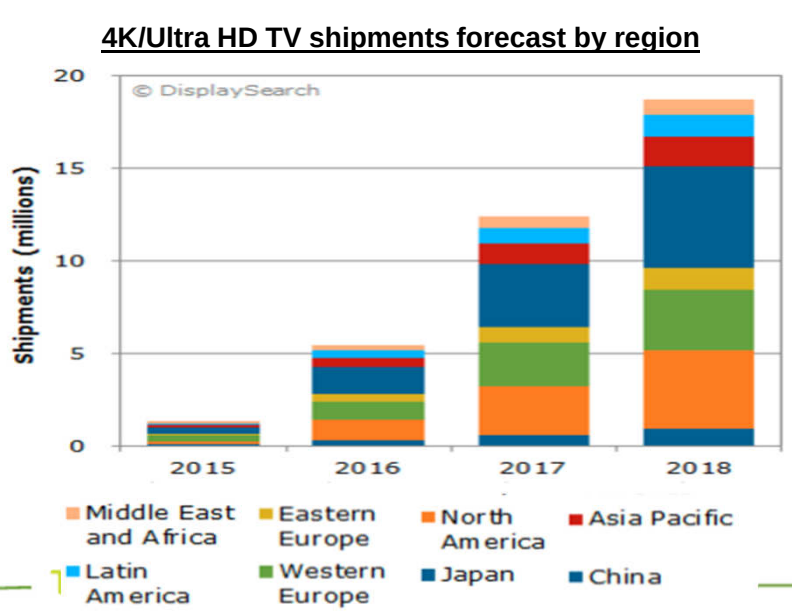
Exponential growth of TV shipments

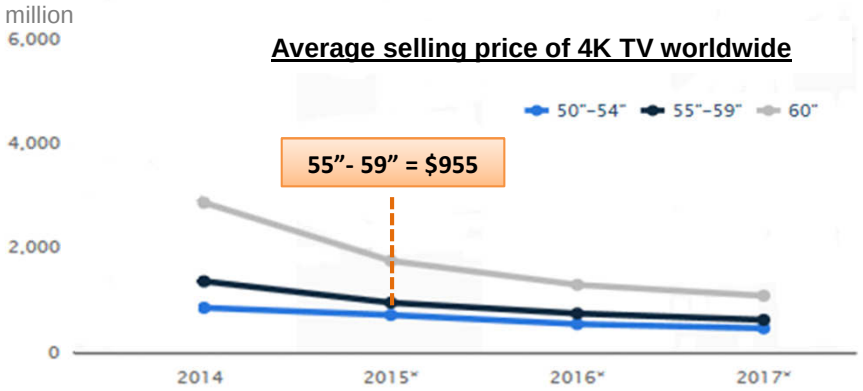


Source: NSR



Source: Spacenews.com

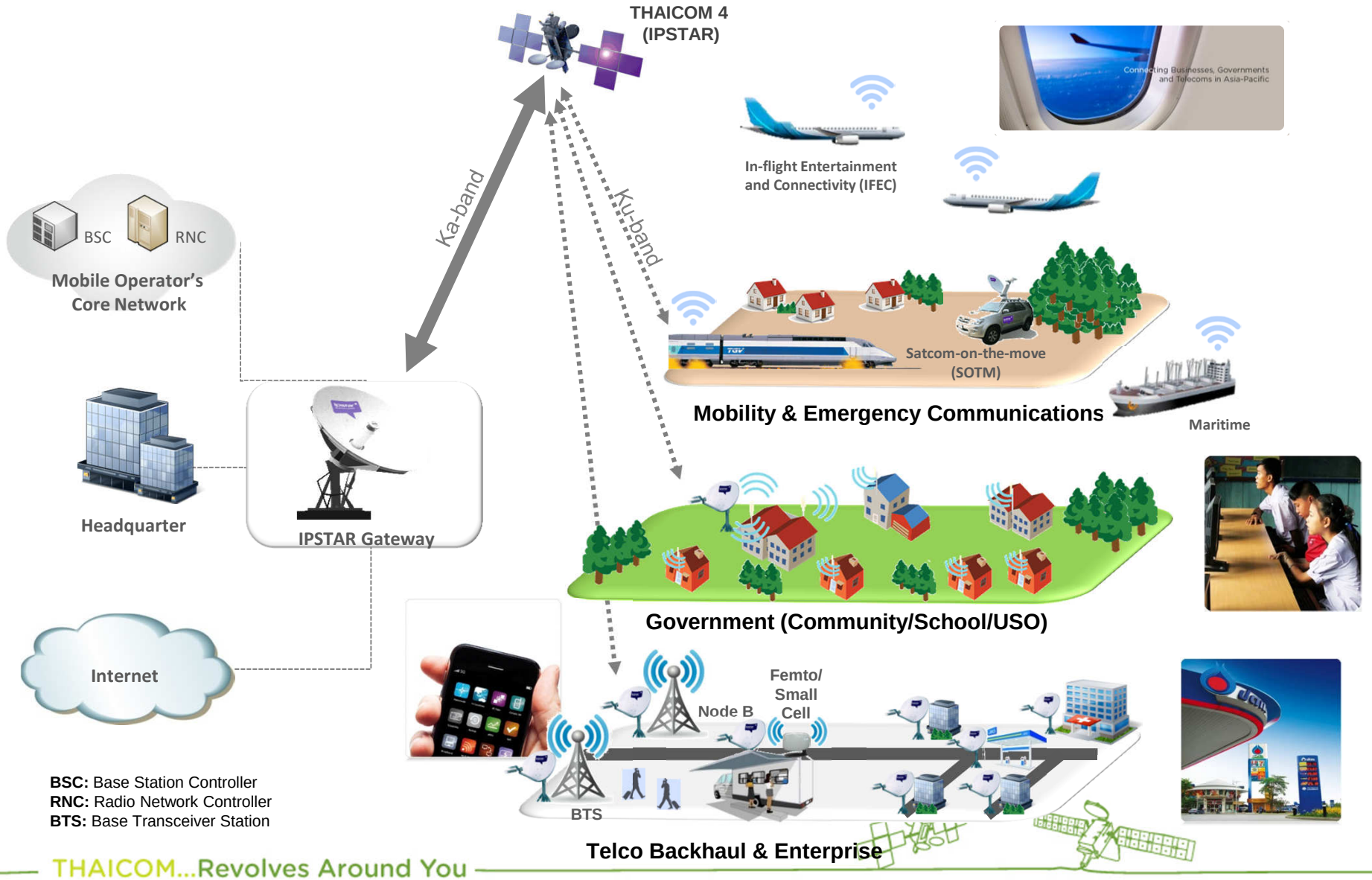




- Number of 4K TV shipments to reach ~19M in 2018
- ~40% are from Asia Pacific
- 4K TV average selling price is below $1,000 from 2015 onwards

THAICOM PLC. Proprietary & Confidential

Broadband Service Diagram

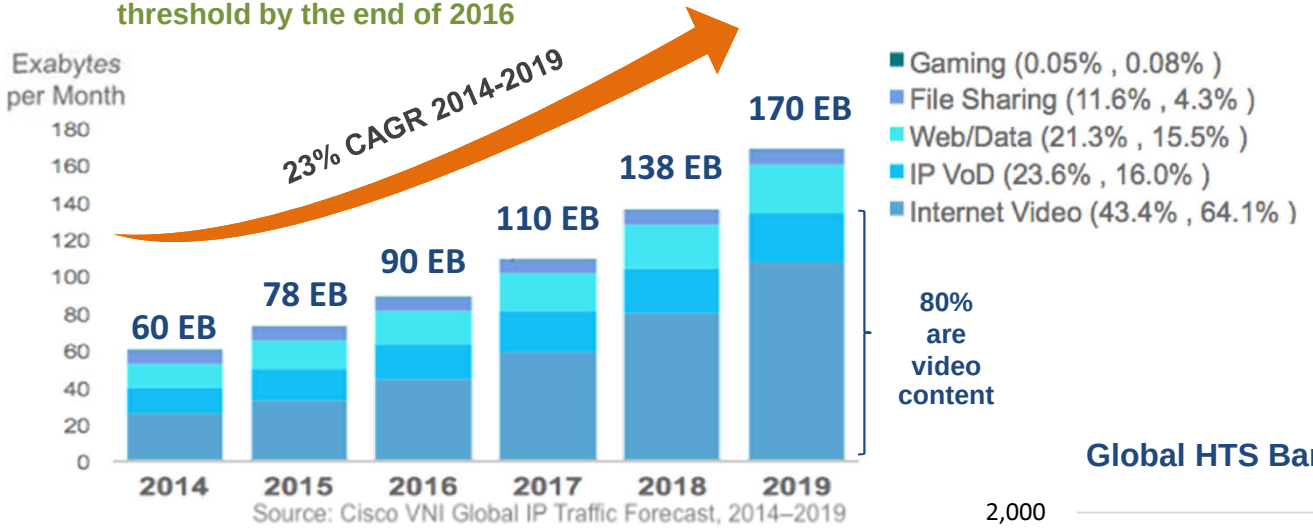


BSC: Base Station Controller
RNC: Radio Network Controller
BTS: Base Transceiver Station

Broadband Trend : Key Drivers

The Zettabyte Era

Annual global IP traffic will pass the "zettabyte" threshold by the end of 2016



- Gaming (0.05% , 0.08%)
- File Sharing (11.6% , 4.3%)
- Web/Data (21.3% , 15.5%)
- IP VoD (23.6% , 16.0%)
- Internet Video (43.4% , 64.1%)

80% are video content

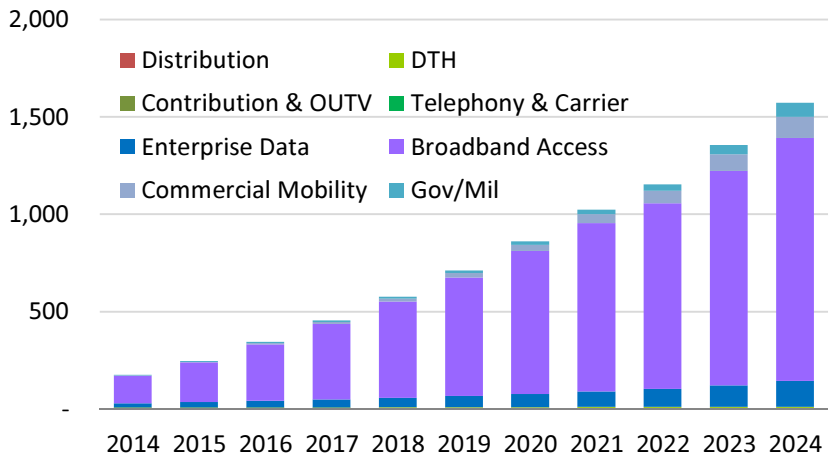
- **Led by video content (to increase from 67% in 2014 to 80% in 2019)**
- **More data consumption**

Remark: zettabyte = 1,000 exabytes or 1,000,000,000,000 gigabytes

Mobility Services:



Global HTS Bandwidth Demand by Application



Thaicom is now no.8 in the world

THAICOM

The List | 2014 Top Fixed Satellite Service Operators

SPACENEWS

2014 Rank	Company	Location	2014 Revenue	2013 Revenue	Satellite in Orbit	Satellite on Order	2013 Rank	Revenue 2013-2014
1	Intelsat	Luxembourg/United States	$2.47 billion	$2.64 billion	55	7	1	▼
2	SES	Luxembourg	$2.33 billion	$2.56 billion	53	7	2	▼
3	Eutelsat	France	$1.65 billion	$1.79 billion	34	7	3	▼
4	Telesat	Canada	$793.7 million	$838.6 million	10	1	4	▼
5	Sky Perfect Jsat	Japan	$446.2 million	$594.9 million	16	3	5	▼
6	Arabsat	Saudi Arabia	$350 million	$341 million	6	3	6	▲
7	Yahsat	United Arab Emirates	$285 million	< $50 million	2	1	New Entry	▲
8	**THAICOM**	**Thailand**	**$267 million**	**$267 million**	**4**	**1**	**10**	●
9	China Satcom	China	$260 million	$230 million	10	2	11	▲
10	Hispasat	Spain	$246.6 million	$277.3 million	7	3	9	▼
11	Russian Satellite Communications Co.	Russia	$230 million	$176.8 million	12	2	14	▲
12	Singtel Optus	Australia	$204 million	$281 million	5	0	8	▼
13	Star One	Brazil	$200 million	$250 million	7	2	7	▼
14	Nilesat	Egypt	$192 million	$180.9 million	2	0	13	▲
15	Antrix/Indian Space Research Organisation	India	$185 million	$170 million	9	4	15	▲

2015 Awards & Distinctions

"Top 50 ASEAN CG Scorecard 2015 "
by ASEAN Capital Markets Forum (ACMF)



"TOP2 Outstanding Achievement Awards"
by ASEAN Capital Markets Forum (ACMF)



"Board of the Year Awards 2015 Distinctive Practices"
by Thai Institute of Directors Association (IOD)



"Board of the Year Awards 2015 Audit Committee of the Year"
by Thai Institute of Directors Association (IOD)



"Board of the Year Awards 2015 Consistent Best Practice"
by Thai Institute of Directors Association (IOD)



"Excellent CG Scoring 2015"
by Thai Institute of Directors Association (IOD)



"Thailand Sustainability Investment"
2015
by SET



"A- with Stable Outlook"
2015
by TRIS Rating



"Top Fixed Satellite Service Operators"
2014
by SpaceNews



"ESG 100 Award"
2014
by Thaipat Institute



"Excellence Awards"
Corporate Social Responsibility
from Via Satellite, USA

