2015 Analyst Meeting

Paiboon Panuwattanawong
Chief Executive Officer

23rd February 2016

Chadra Room, Siam Kempinski Hotel

THAICOM PLC. Proprietary & Confidential

Agenda



- **Key Highlights**
- **Financial Highlights**
- **Moving Forward**



Key Highlights

Key Achievements



Hit new record high performance

- *Profit reached more than 2,000 MB for the 1st time.*
- *Net profit was 2,122 MB, grew 33% YoY*
- *Consolidated Normalized Net profit was 2,396 MB, grew 33% YoY*



Broadcast platform highlights

- *The number of satellite TV channels grew ~13% YoY*
  - *Total channels increased from 702 to 792 channels*
  - *HD channels increased from 110 to 126 channels*
- *Commercialized India's Headend-In-The-Sky (HITS) platform (NXT DIGITAL)*
  - *Providing content distribution for digital cable TV services across India*



Broadband platform highlights

- *Malaysia's Measat committed to 100% bandwidth capacity*
- *Australia's NBN extended its contract until Sep 2017*
- *Recognized Revenue sharing from China's Synertone*

Key Achievements



Over-The-Top (OTT) platform highlights

- *Commercialized 2nd Screen service*
  - *Thailand's Joint Venture Kantana and Intouch (Gossip Girl Thailand)*
  - *Laos' TV Laos Company Limited (Miss Laos 2015)*
- *Provided Multi-Screen service to Thailand's Advanced Wireless Network (AWN)*
  - *Transcode content in different formats to support live video streaming service on AIS Playbox and AIS Play application*



Mobility platform highlights

- *Japan's Softbank expanded Maritime services for additional 4 ferries*
- *Thailand's Nok Air purchased IFEC equipment for its 6th aircraft*


THAICOM 8 reached 17% pre-launch sold

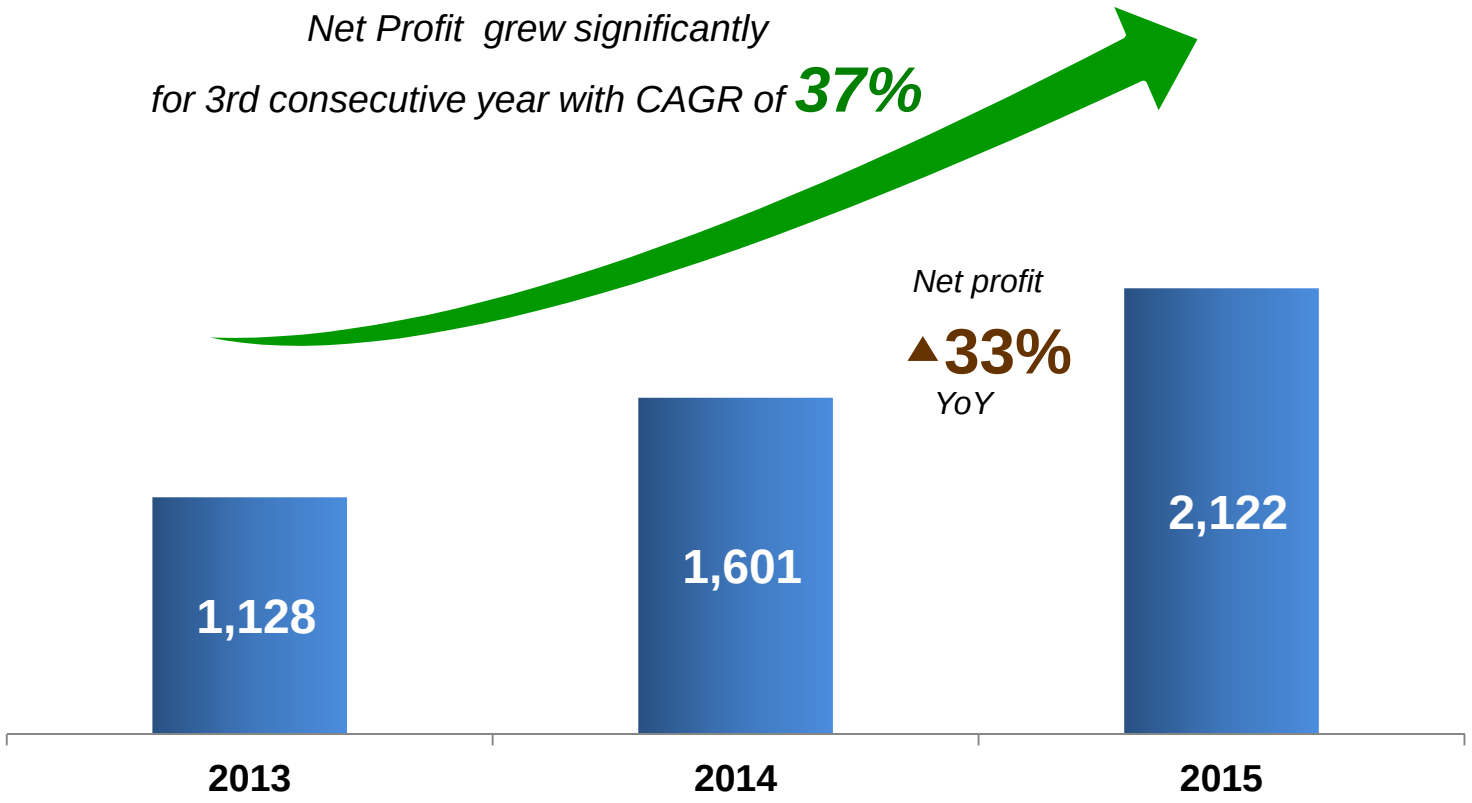
“Board of the Year for Distinctive Practices”
“Audit Committee of the Year”
“Board with Consistent Best Practices”



Continued Solid Growth in 2015 Net Profit

Consolidated Results

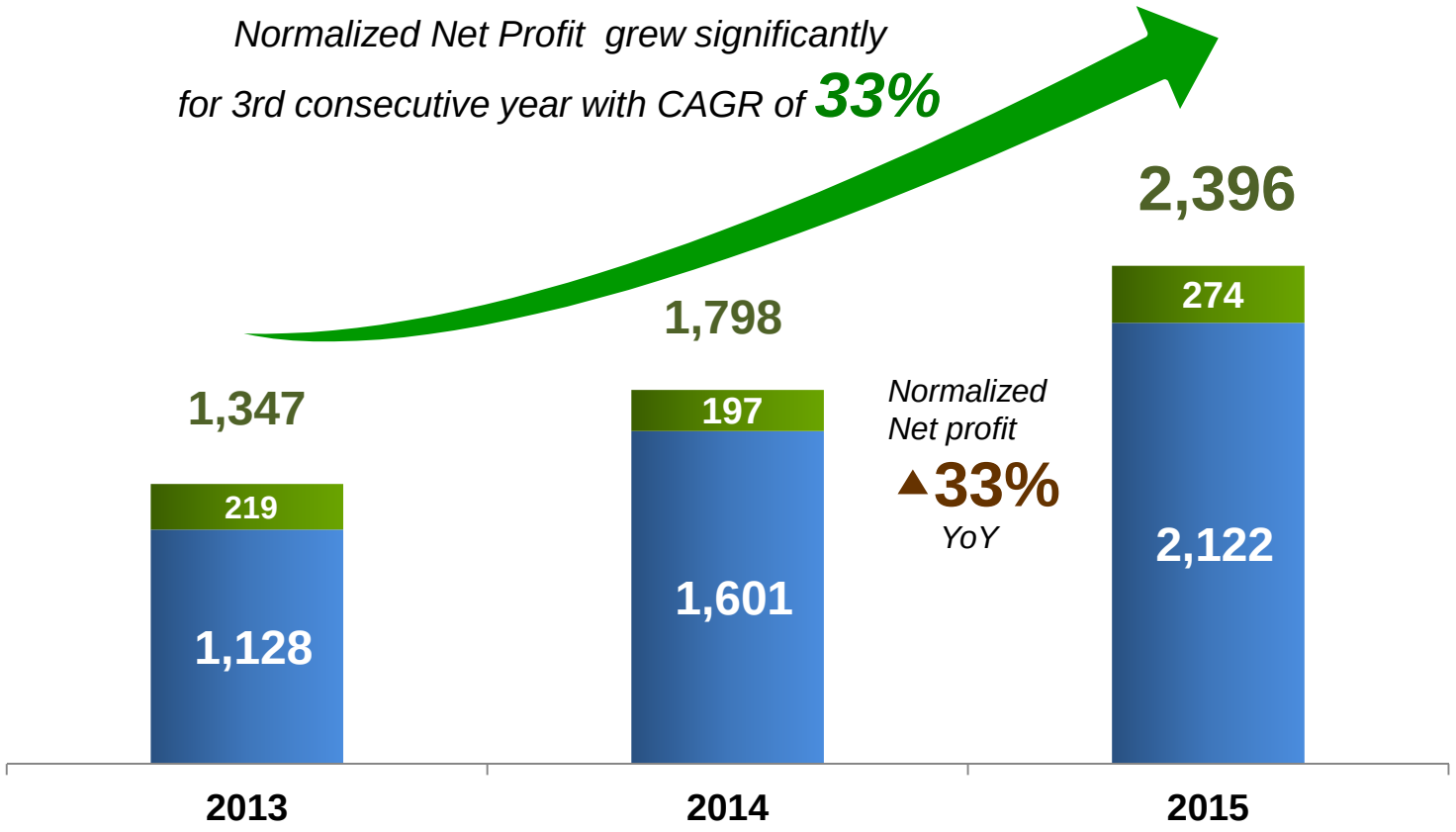
Unit: MB



Continued Solid Growth in 2015 Normalized Net Profit*

Consolidated Results

Unit: MB



** Normalized Net Profit excluded FX gain (loss) after tax, capital gain from selling of the investment, impairment loss investment and goodwill*



Financial Highlights

2015 Top and Bottom lines continuously grew

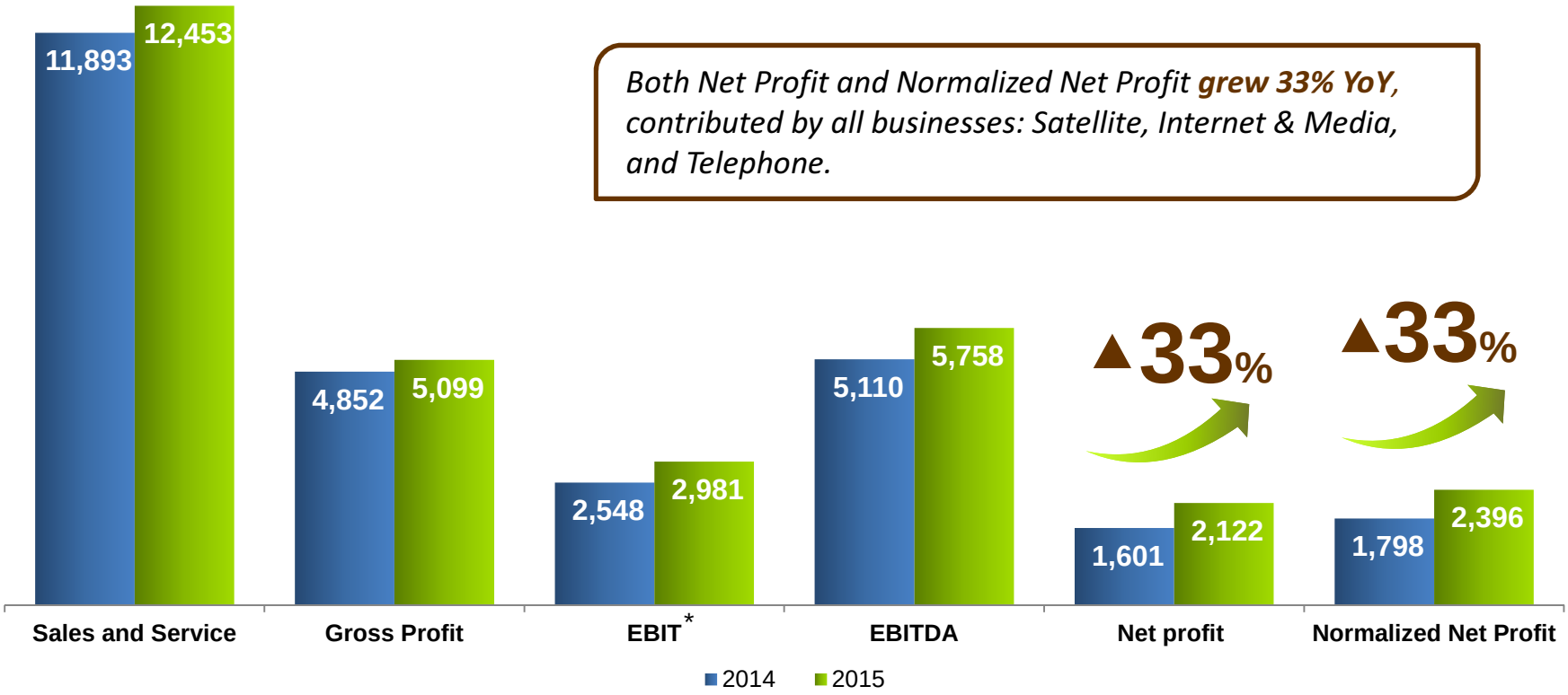
Consolidated Key Financial Highlights

Unit: MB

▲5%

*Consolidated revenues **grew 5% YoY,** boosted by Satellite and Internet & Media services.*

*Both Net Profit and Normalized Net Profit **grew 33% YoY,** contributed by all businesses: Satellite, Internet & Media, and Telephone.*



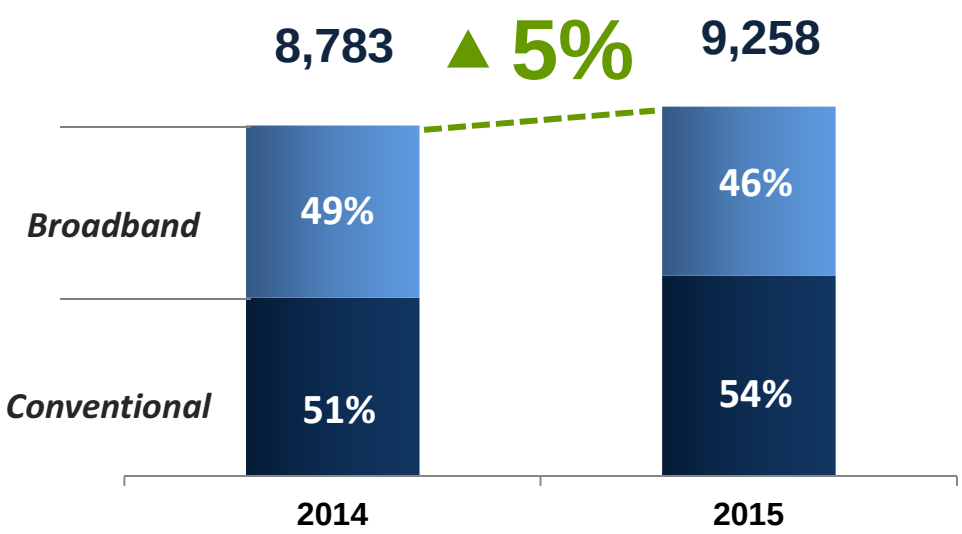
** Excluded impairment loss for good will of TMC 550 MB*

2015: Maintain Positive Momentum on Satellite Revenues and EBITDA Growth

Satellite Revenues

Unit: MB

Satellite Revenues rose **5%** YoY

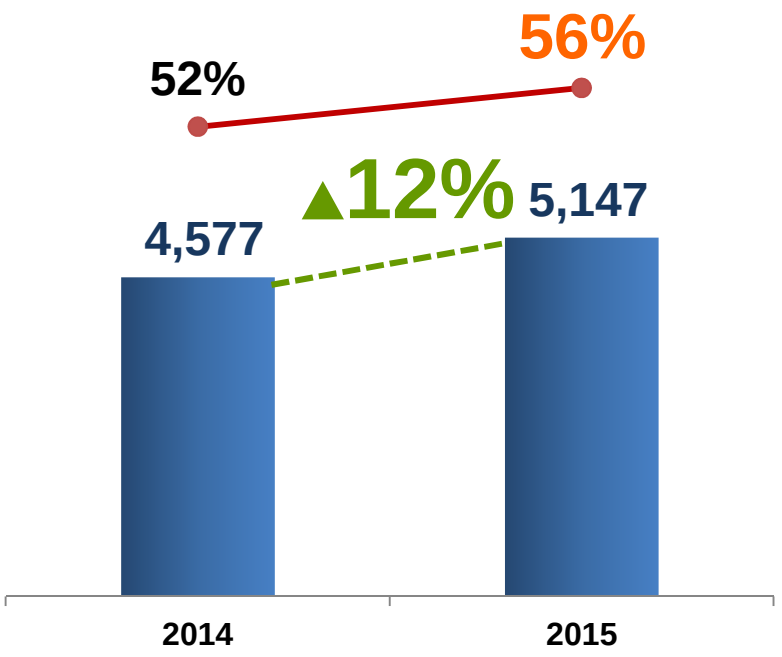


Conventional revenues boosted by the ramping up of THCOM7 utilization

Satellite EBITDA

Unit: MB

Satellite EBITDA Margin increased to **56%**

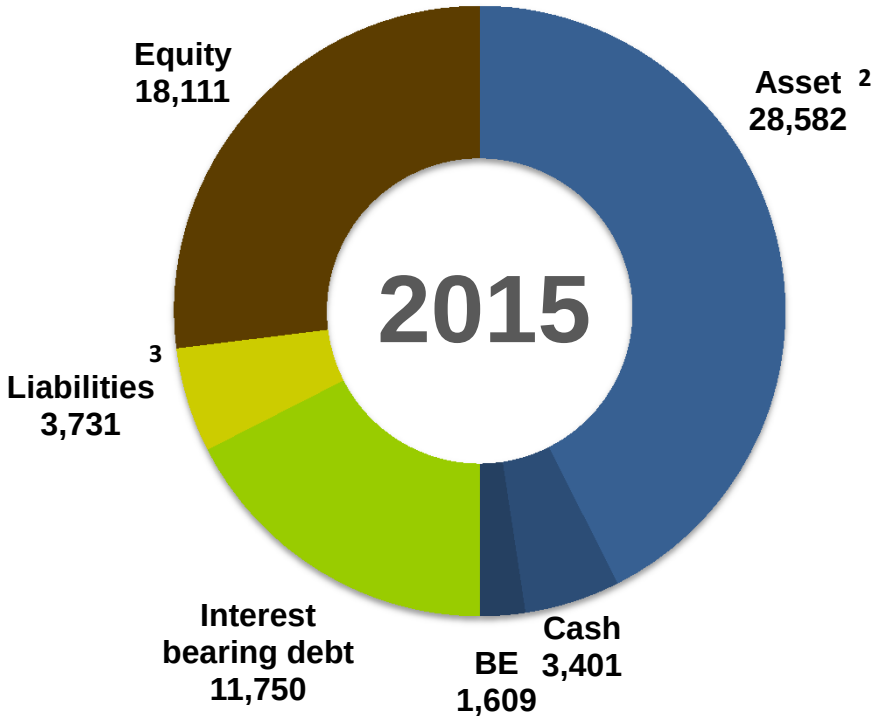


Satellite EBITDA increased **12%** YoY

Financial Position remains Healthy

D/E Ratio at 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

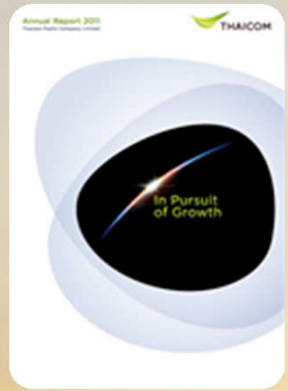


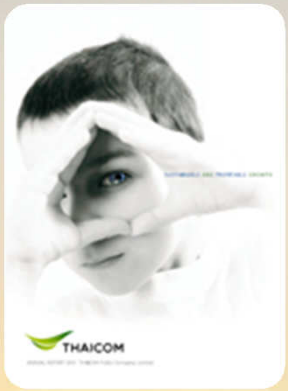
Moving Forward

Our journey…

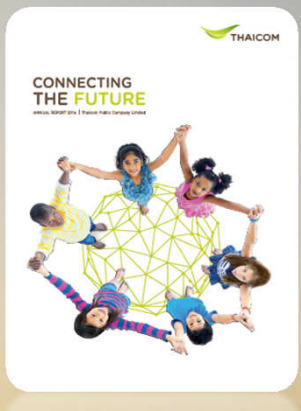
2011	2012	2013	2014	2015
Profit Turn Around	In Pursuit of Growth	Sustainable & Profitable Growth	New Frontiers	Connecting The Future











THE NEXT PHASE 2016

New Capability

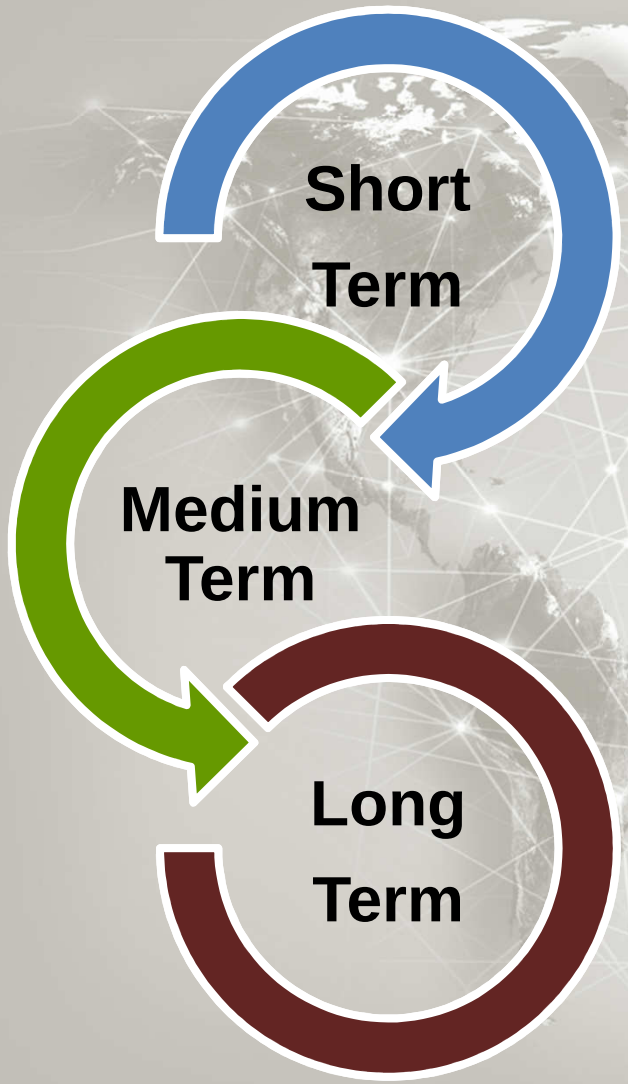
New Technology

New Destination

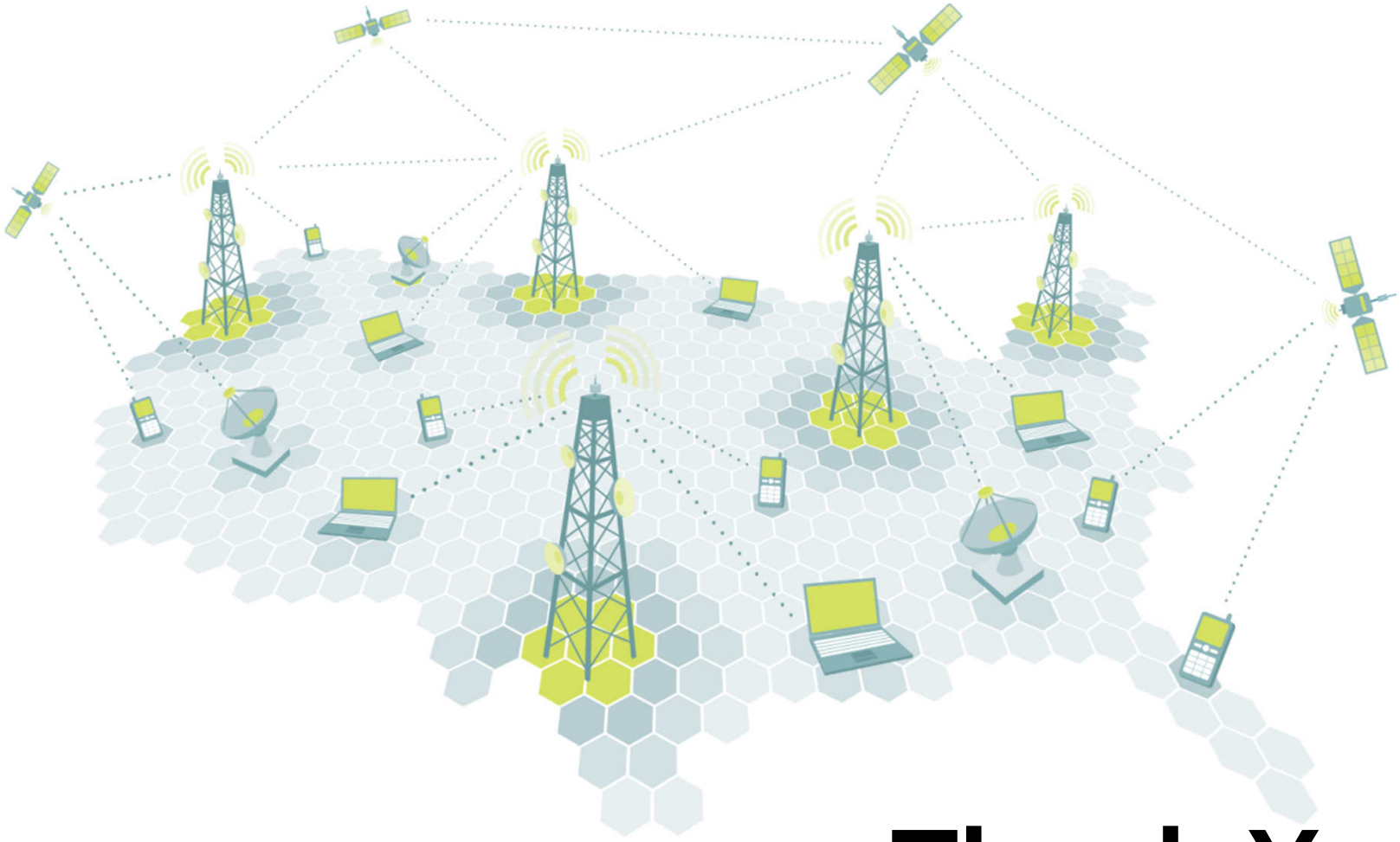
New Future



Our Business Plans



- To Maximize existing assets and grow value added revenues
- To ensure long-term service continuity
- To leverage market access and partnership



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

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

