9M15 Opportunity Day

17th November 2015

Stock Exchange of Thailand

THAICOM PLC. Proprietary & Confidential

Agenda



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



Key Highlights

3Q15 Key Achievements

Continued positive financial performance amid economic slowdown

- *3Q15 Consolidated Normalized Net Profit grew 38% YoY to 645 MB*
- *9M15 Consolidated Normalized Net profit was 1,652 MB, grew 22% YOY*



Satellite business highlights

- *Recognized revenue from China's Synertone revenue sharing*
- *More utilization of Thaicom 7*



Number of satellite TV channels on THAICOM satellites at 78.5E

- *Increased from 766 channels from 2Q15 to 774 channels in 3Q15*
- *13% HD channels increased (112 to 126 channels)*

Sustainable Development

- *Top 50 ASEAN CG Scorecard 2014*
- *Thaicom named in Thailand Sustainability Investment 2015*
- *"Excellent" CG Scoring 2015 for 3rd consecutive year (2013 - 2015)*

KEY VENDERS

of Global Fixed Satellite Service (FSS) Market **2015 - 2019**

by

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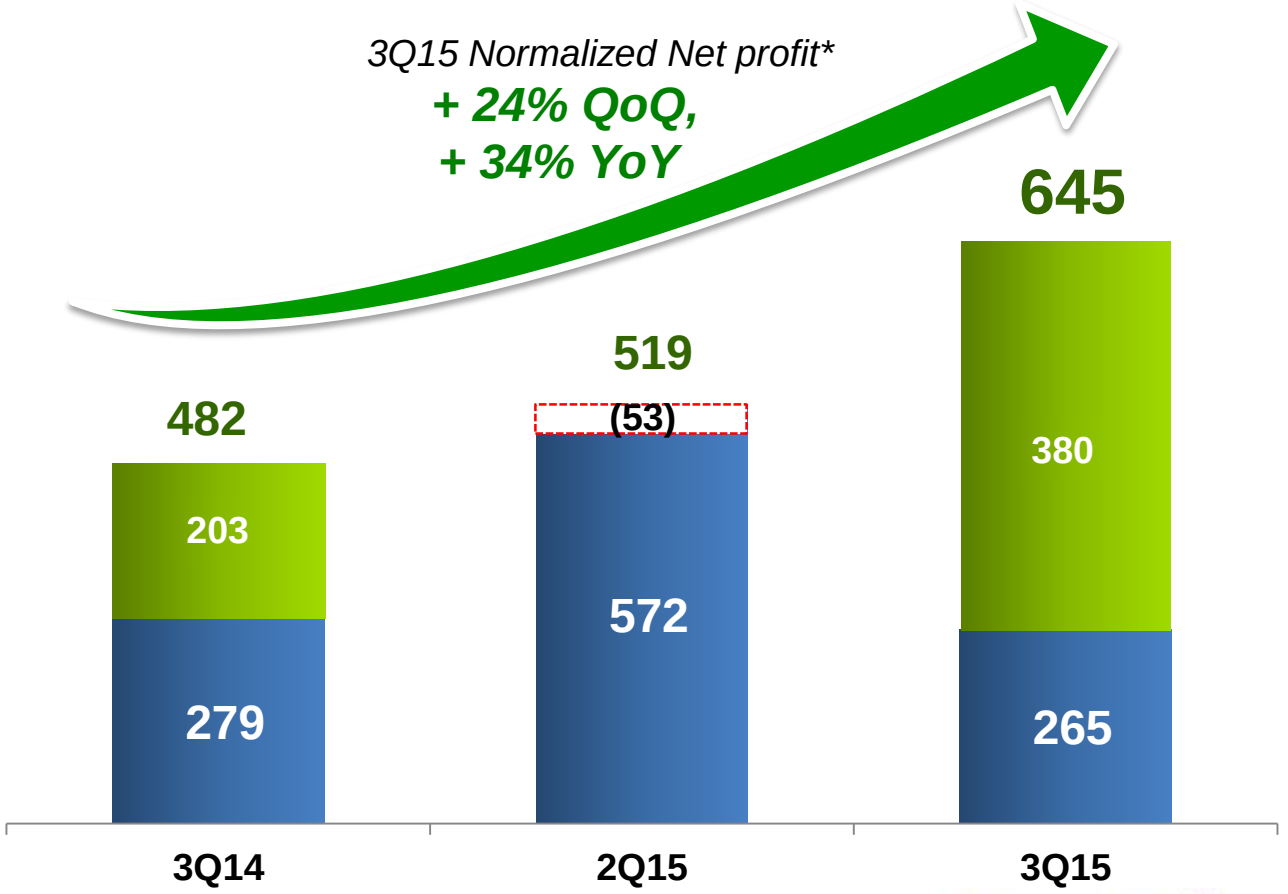
3Q15 Normalized Net Profit continued to grow

Consolidated Results

Unit: MB

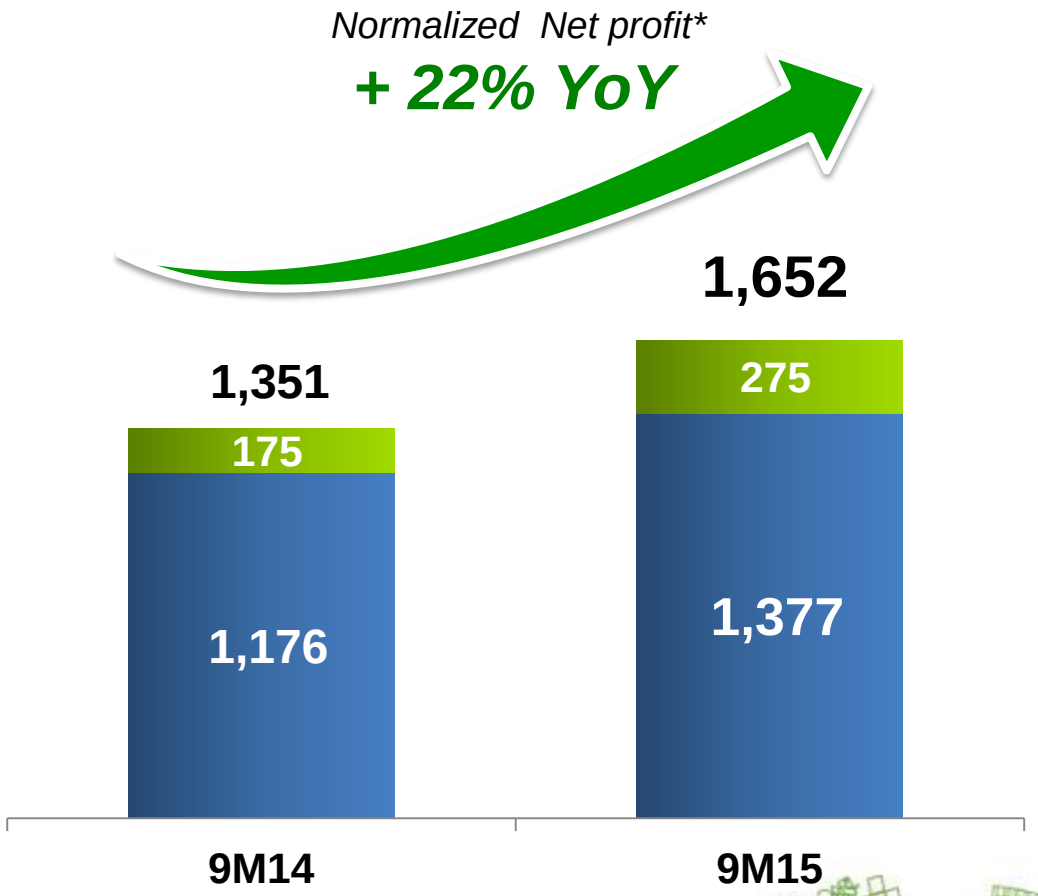


* Normalized Net Profit excluded capital gain from selling of the investment, impairment loss for good will and FX gain(loss) after tax

9M15 Normalized Net Profit continued to deliver solid growth

Consolidated Results

Unit: MB



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



Financial Highlights

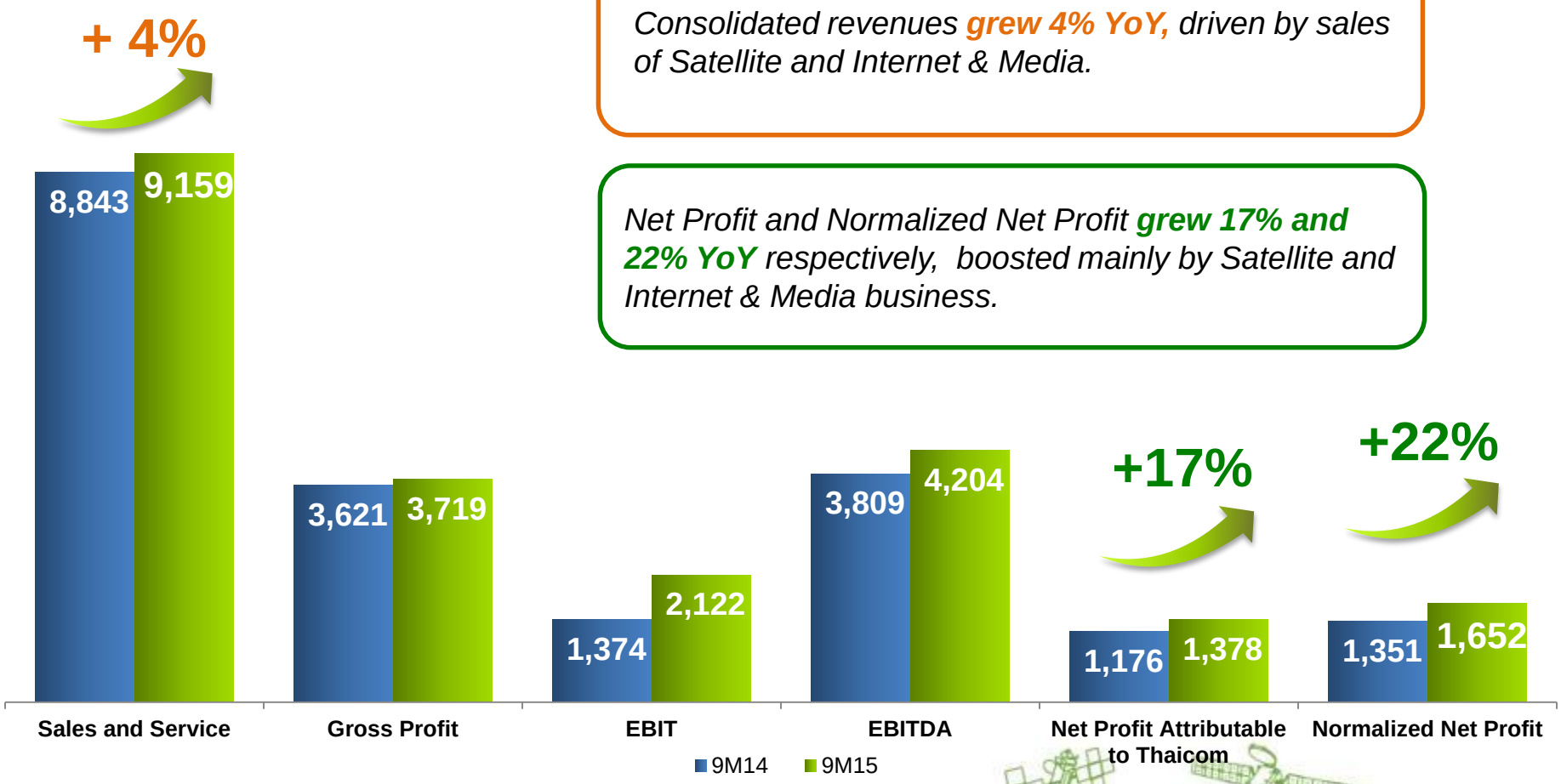
9M15 Top and Bottom lines continuously grew

Consolidated Key Financial Highlights

Unit: MB

*Consolidated revenues **grew 4% YoY,** driven by sales of Satellite and Internet & Media.*

*Net Profit and Normalized Net Profit **grew 17% and 22% YoY** respectively, boosted mainly by Satellite and Internet & Media business.*

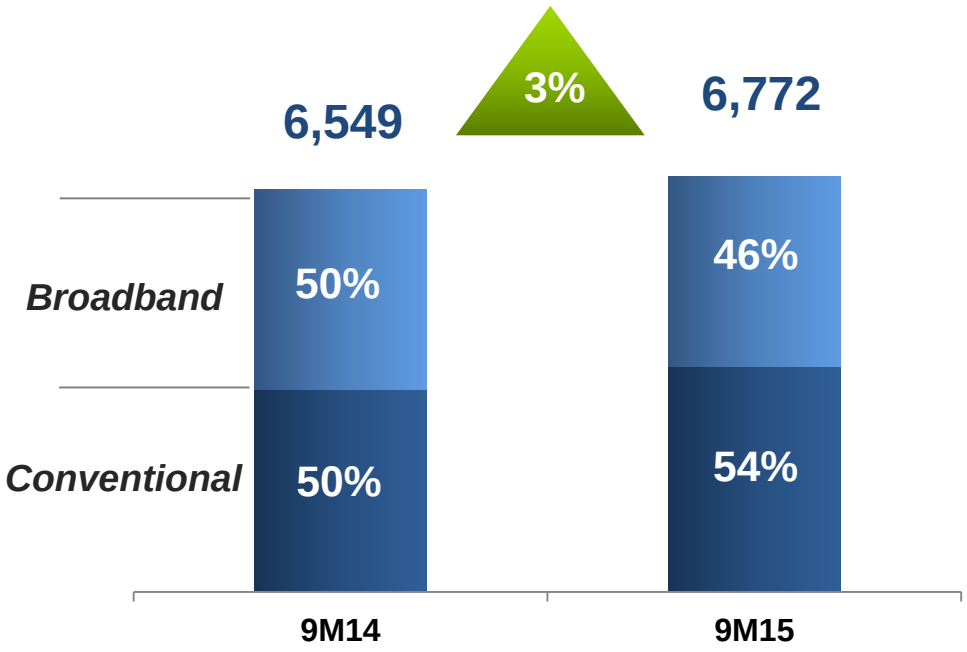


9M15: Maintain Positive Momentum on Satellite Revenues and EBITDA Growth

Satellite Revenues

Unit: MB

Satellite Revenues rose **3%** YoY

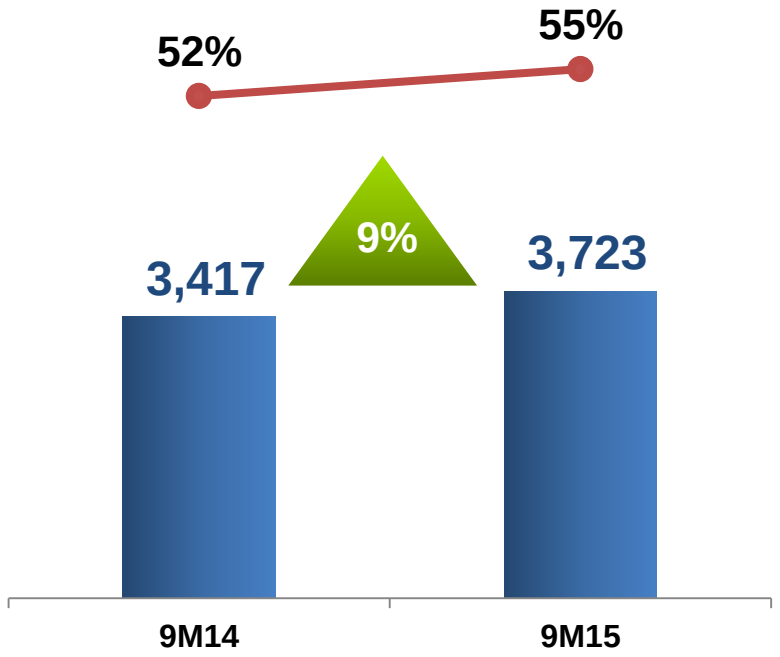


Conventional revenues boosted by the ramping up of THCOM7 utilization

Satellite EBITDA

Unit: MB

Satellite EBITDA Margin improved to **55%**

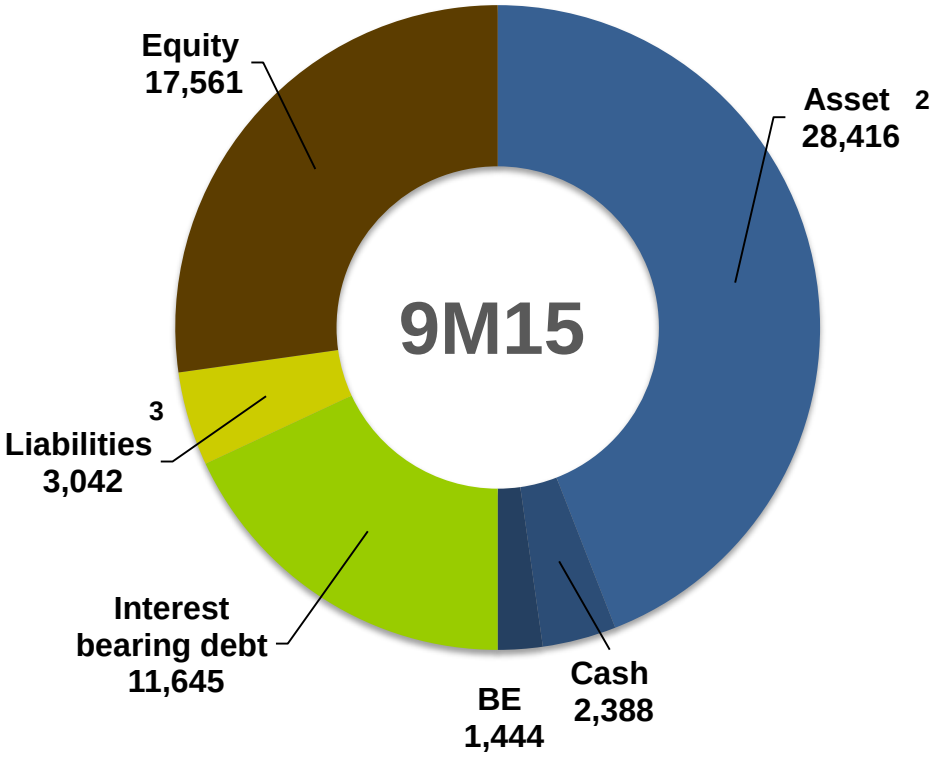


Satellite EBITDA rose 9% YoY

Financial Position remains Robust

D/E Ratio at 0.66x [1]

Unit: MB



Strong operating cash flow

Unit: MB

Consolidated CF	9M15	9M14*
CF from Operating	3,184	2,870
CF from Investing	(2,435)	(2,745)
CF from Financing	(1,120)	570
Ending Cash	2,388	2,986

* Restated

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



Moving Forward

Moving Forward

Sustainable Organization & Profitable Growth



Connectivity



Innovation

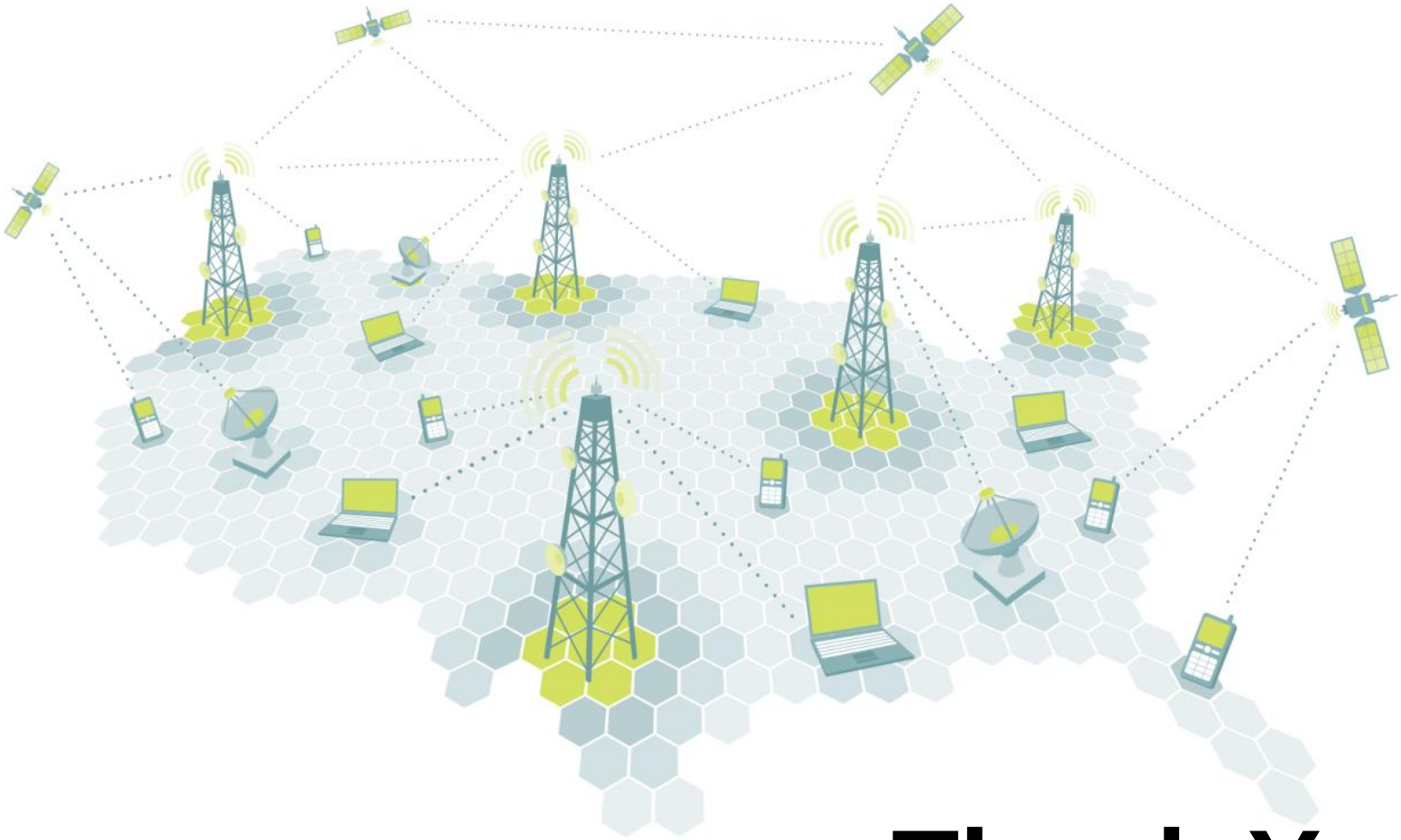


Responsibility



Corporate Governance

Sustainable Development



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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