Half Year 2015 Analyst Meeting

Suphajee Suthumpun
Chief Executive Officer

17th August 2015

Chadra Room, Siam Kempinski Hotel

THAICOM PLC. Proprietary & Confidential

Agenda



- Key Highlights
- Financial Highlights
- Moving Forward



Key Highlights

1H15 Key Achievements

1H15 Record high performance of THAICOM and LTC

- *Consolidated Net Profit grew 24% YoY to 1,112 MB*
- *LTC Net Profit significantly grew 84% YoY to 124 MB*



Conventional business highlights

- *Thailand's IPM is now on board on THAICOM 5*
- *Number of satellite TV channels increased from 702 to 766 channels (112 HD)*
- *100% committed bandwidth utilization on THAICOM 7*
- *THAICOM 8 is 13% pre-launch sold*



Broadband business highlights

- *Malaysia's Measat took up the rest of bandwidth capacity*
- *Australia's NBN sent notification to extend its contract for another 1 year*



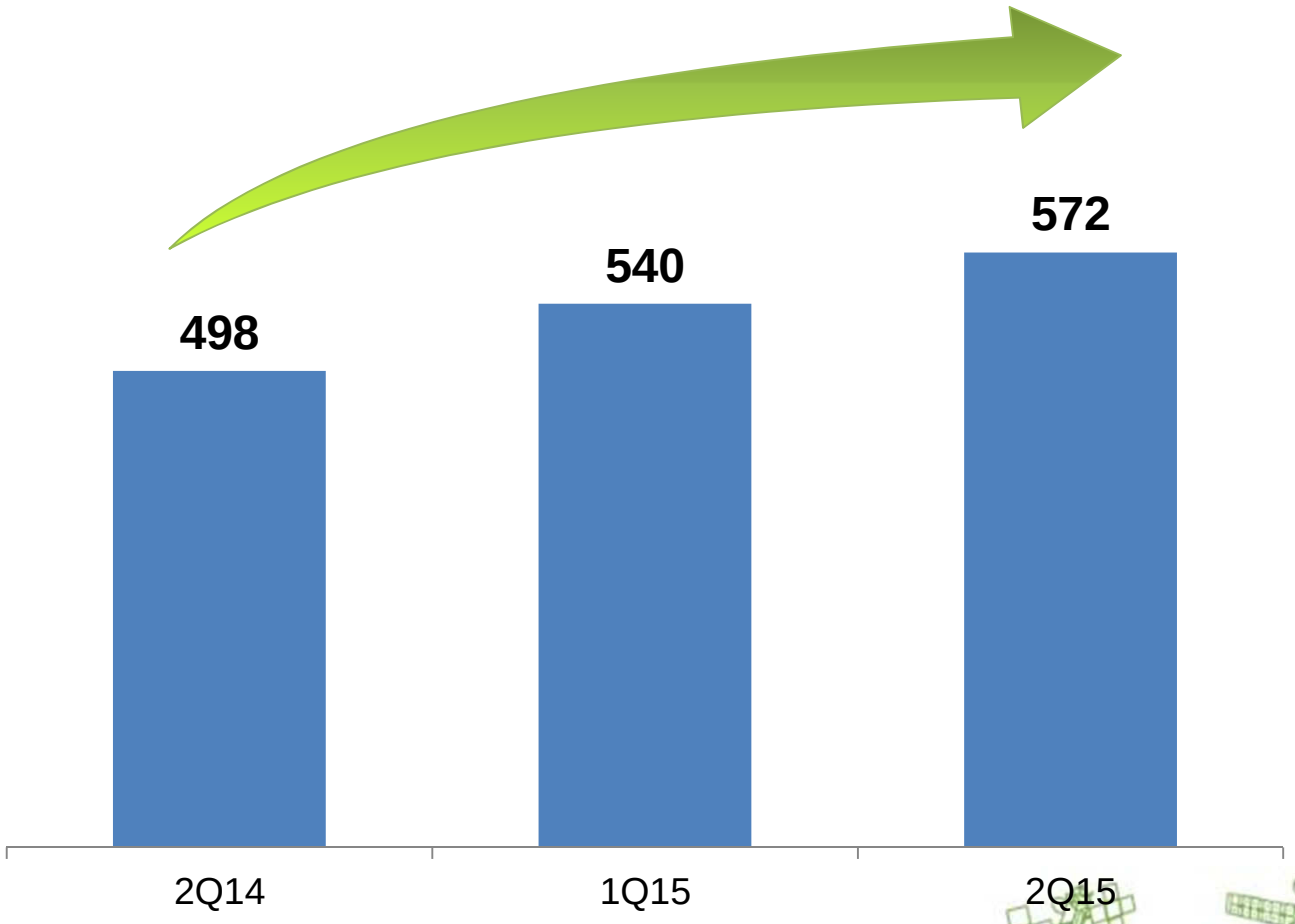
End-to-End services

- *Japan's SBM expanded Maritime services on additional 4 ferries*
- *Completed installation of Thailand's NokAir 3rd aircraft*
- *Thaicom expanded 2nd Screen services for Thailand's Kantana and Intouch*

2Q15 Net Profit continued to grow

Consolidated Results

Unit: MB



+ 6% QoQ

+ 15% YoY

Collaboration for the Future

Lao Telecom

- *Supporting LTC in an extension of telecommunication concession for 25 years (2022-2046)*
- *Possibility for LTC to be IPO in the future*
- *LTC's Market share # 1 (49.52%) with 1.84 million subscribers*





Ministry of Defense

- *Collaborating with Ministry Of Defense to support government's capability and human resource in Satellite Communications*
- *Possibility in co-development of communication satellite project between Ministry of Defense and Thaicom*



Collaboration for the Future

- ***MOU Signing Ceremony with Ministry of Defense on 17 August 2015***







Sustainable Development

“CAC’s Company Against Corruption”
by Thai Institute of Directors Association (IOD)



“Best CEO Award”
for Listed Companies 2014
by Investment Analysts Association (IAA)



“Excellence Awards”
Corporate Social Responsibility
from Via Satellite, USA



“ESG 100 Award”
2014
by Thaipat Institute



A- with Stable Outlook

TRIS RATING A-

“Nepal Earthquake”
Satellite Network to Support Disaster Recovery Mission



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	↑



Financial Highlights

1H15 Top and Bottom lines continuously grew

Consolidated Key Financial Highlights

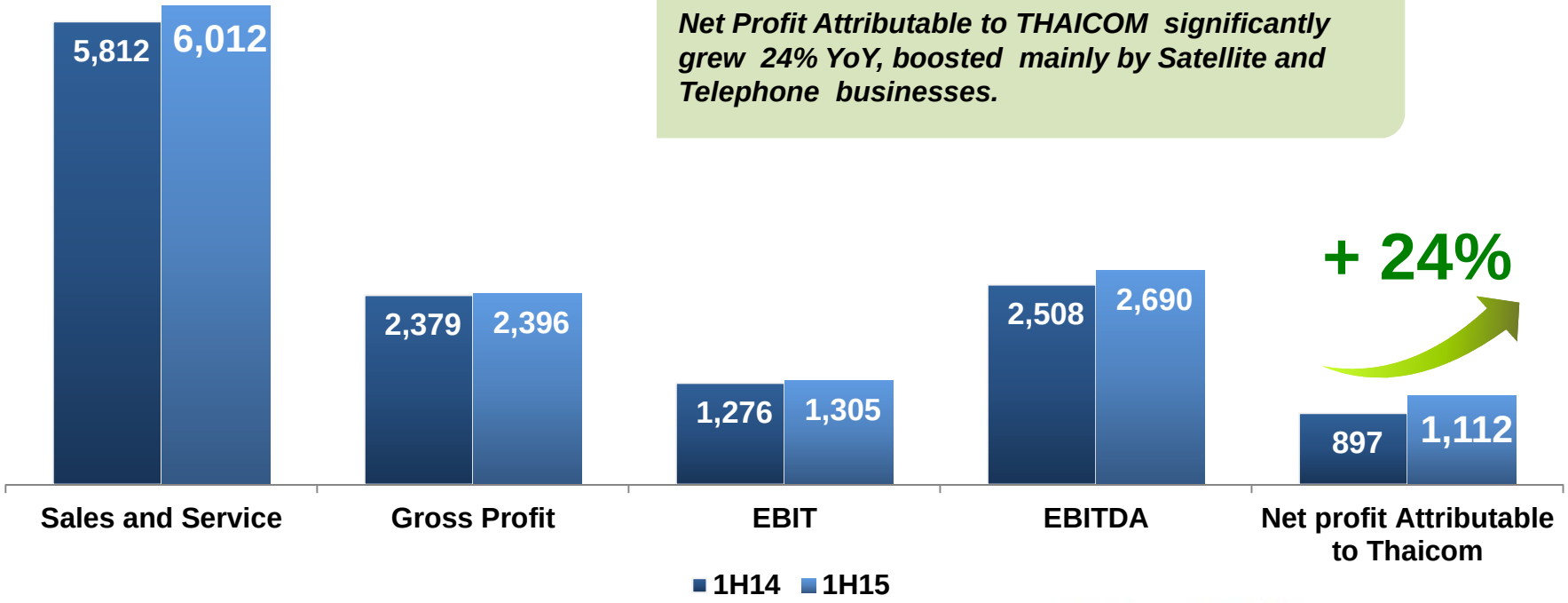
Unit: MB

+ 3%

Consolidated revenues grew 3% YoY, due mainly to an increase in sales of THAICOM 7; however, it was offset by lower sales of Internet & Media.

Net Profit Attributable to THAICOM significantly grew 24% YoY, boosted mainly by Satellite and Telephone businesses.

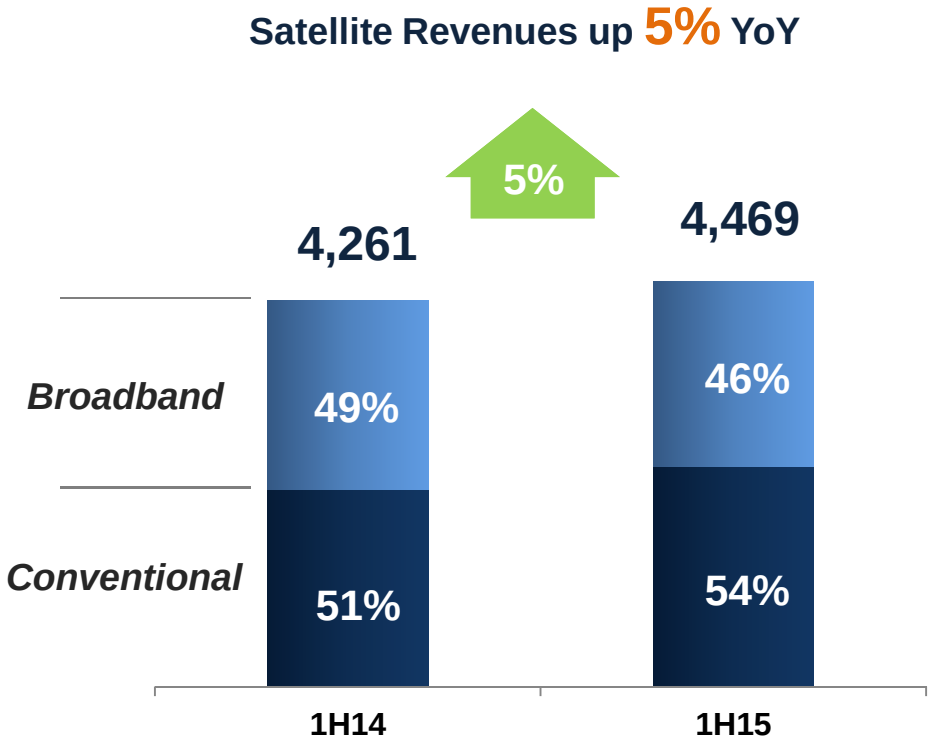
+ 24%



1H15: Maintain Positive Momentum on Satellite Revenues and EBITDA Growth

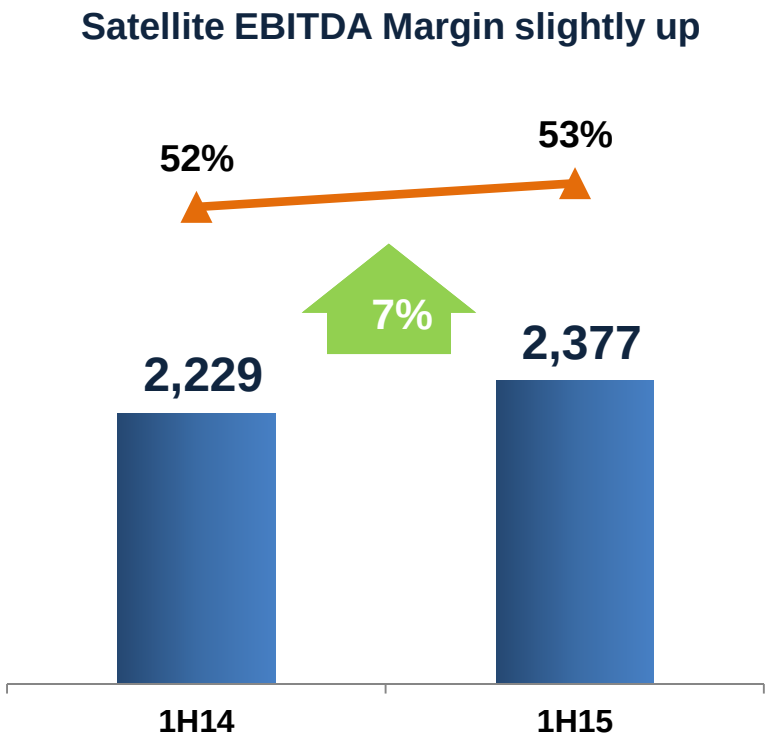
Satellite Revenues

Unit: MB



Satellite EBITDA

Unit: MB



Conventional revenues driven by THAICOM 7

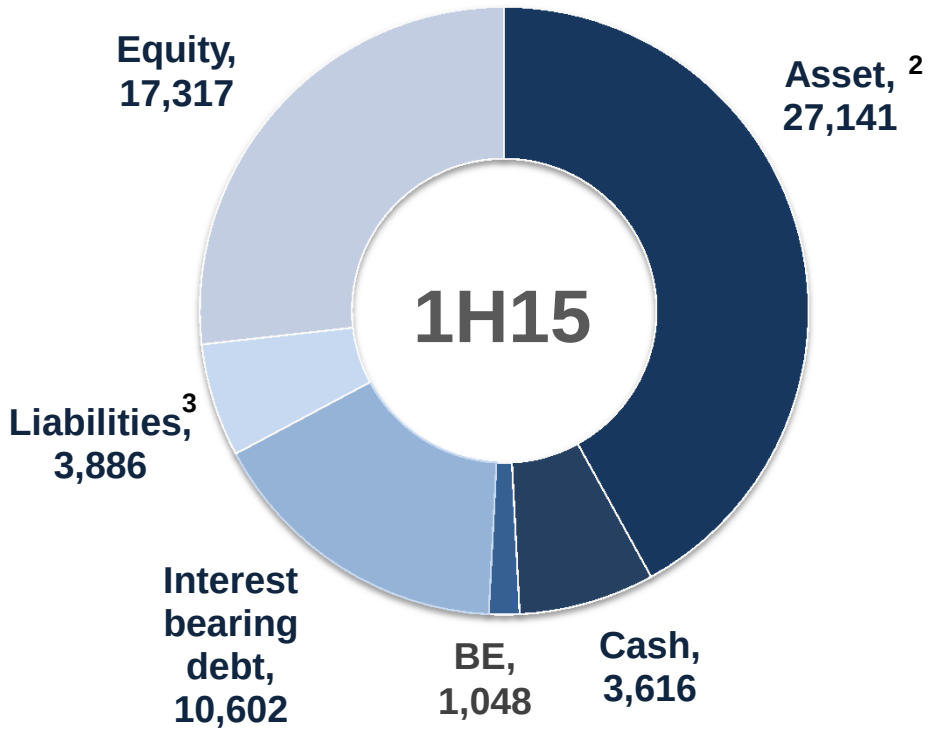
Satellite EBITDA increased 7% YoY

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Financial Position remains Healthy

D/E Ratio at 0.61x [1]

Unit: MB



Strong cash from operation

Unit: MB

Consolidated CF	1H15	1H14*
CF from Operating	2,709	2,549
CF from Investing	(299)	(2,844)
CF from Financing	(1,563)	570
Ending Cash	3,616	2,552

* Restated

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



Moving Forward

Profitable Growth Framework

Growth Opportunities

Core Services

- Broadcast
  - Higher Definition
- Broadband
  - Telco Complement
  - Open Access Platform

New Services

- Mobility platforms
  - IFEC, Maritime
- Broadcast & Broadband Convergence
  - Multiscreen, 2nd Screen

Fleet Expansion

- Selective investments in Fleet Expansion
  - 119.5E
  - 50.5E
  - Strategic Cooperation

Profit Maximization

Operation and Investment

- Increase value added services
- Leverage infrastructure and expertise
- Focus on intelligent investment

Fleet Expansion

- 50% pre-commitment
- Hosted payload



Thank You