3Q14 Opportunity Day

19th November 2014

Stock Exchange of Thailand

THAICOM PLC. Proprietary & Confidential

Agenda



- Key Highlights
  - Financial Highlights
- Operations Highlights
- Moving Forward

THAICOM 7 Launched





Successfully launched on 7th September 2014

Key Highlights of 3Q14

Continued positive financial performance

- *3Q14 Consolidated Normalized Net Profit grew 59%YoY while that of 9M14 grew 67% YoY.*



Successfully issued 4,550 Million Thai Baht Debenture

- *Overwhelming demand with 6 times overbooked*
- *A- with stable outlook by TRIS credit rating*



Strengthen our "Hot Bird" strategy

- *Commercialized transponder from Thailand's PSI*
- *THAICOM satellites @78.5E host 680+ satellite TV channels (116 HD)*



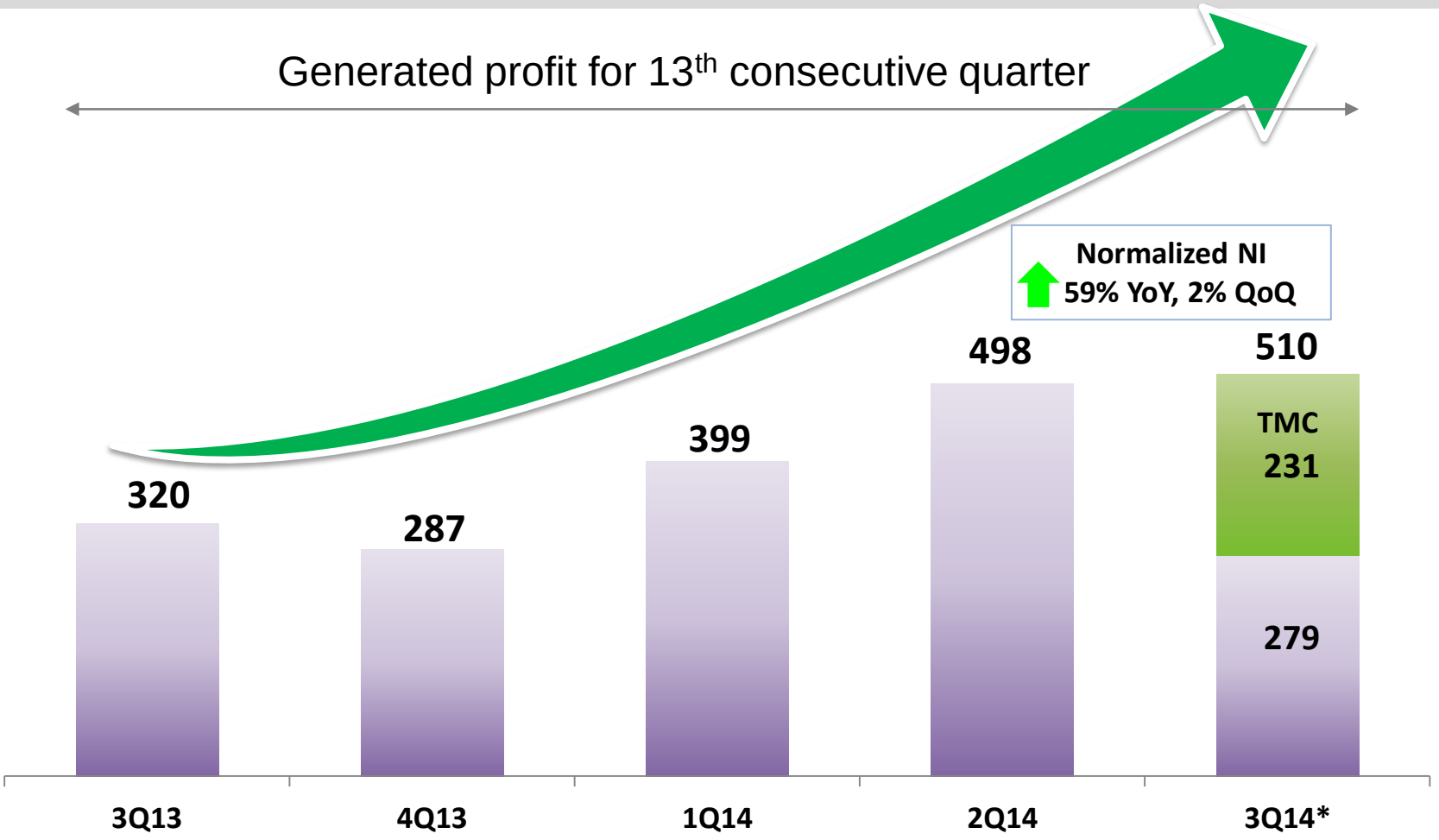
Additional revenue from broadband business

- *Recognized significant revenue share from China's Synertone*
- *Additional revenue from Nok Air (In-Flight Entertainment and Connectivity)*
- *IPSTAR Australia started to provide services to additional subscribers under the NBN Co Satellite Support (NSS) Scheme*

Strong Growth in 3Q14 Normalized Net Profit

Consolidated Results

:MTHB

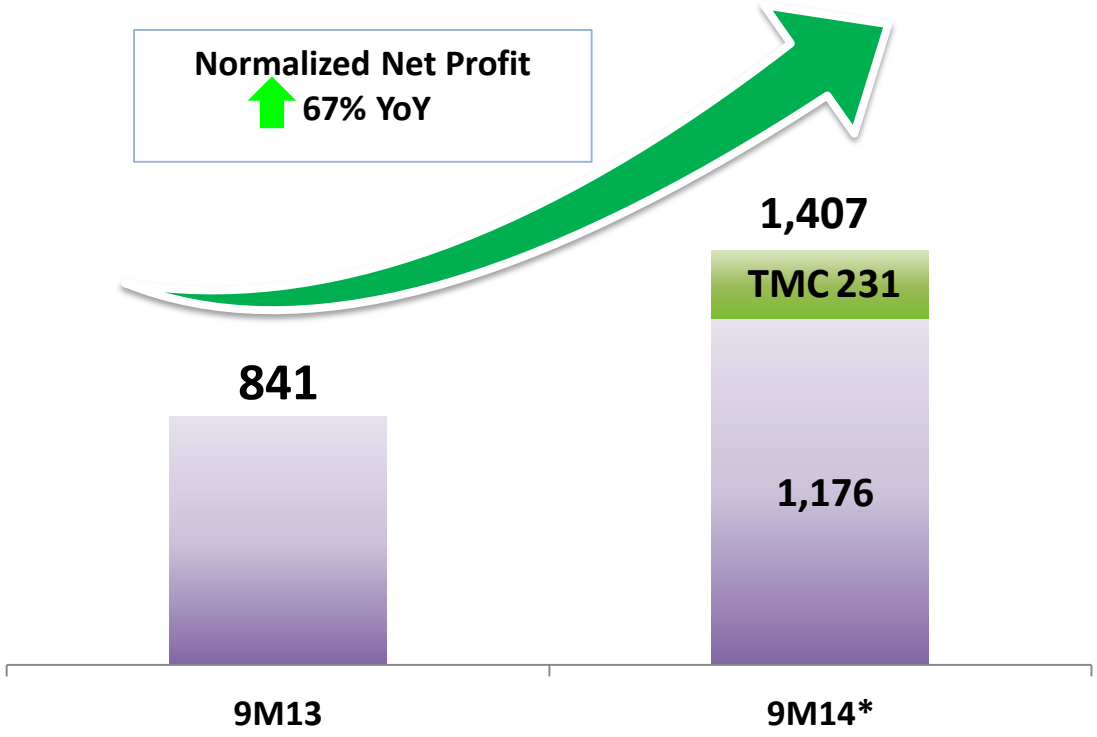


* 3Q14 Normalized Net Profit excluded TMC impairment of 231 MB

Strong Growth in 9M Normalized Net Profit

Consolidated Results :MTHB

Included TMC impairment of THB 231 million, Net Profit still grew 40% YoY from 841 MTHB to 1,176 MTHB



* 9M14 Normalized Net Profit excluded TMC impairment of 231 MB

Awards & Distinctions

‘Satellite Executive of the Year’
in the Asia-Pacific by the Asia-Pacific Satellite Communications Council (APSCC)





Rank #10 in Global Top Fixed Satellite Service Operators

SPACENEWS The List | 2013 Top Fixed Satellite Service Operators

Rank	Company	Location	2013 Revenue	2012 Revenue	Satellites in Orbit	Satellites on Order
1	Intelsat	Luxembourg	$2.64 billion	$2.61 billion	55	7
2	SES	Luxembourg	$2.56 billion	$2.41 billion	55	3
3	Eutelsat	France	$1.79 billion	$1.66 billion	37	6
4	Telesat	Canada	$838.6 million	$846.0 million	10	1
5	Sky Perfect Jsat	Japan	$594.9 million	$659.4 million	16	3
6	Arabsat	Saudi Arabia	$341 million	$300.5 million	6	1
7	Star One	Brazil	$330 million	$315 million	7	2
8	SingTel Optus	Australia	$281 million	$341 million	4	1
9	Hispasat	Spain	$277.3 million	$264.4 million	7	2
10	THAICOM	Thailand	$245.8 million	$239.7 million	3	2
11	China Satcom	China	$230 million	$205 million	11	2
12	AsiaSat	Hong Kong	$193.4 million	$243.2 million	4	3
13	Nilesat	Egypt	$180.9 million	$165.8 million	2	0
14	Russian Satellite Communications Co.	Russia	$176.8 million	$209 million	11	4
15	Indian Space Research Organisation	India	$170 million	$160 million	8	5

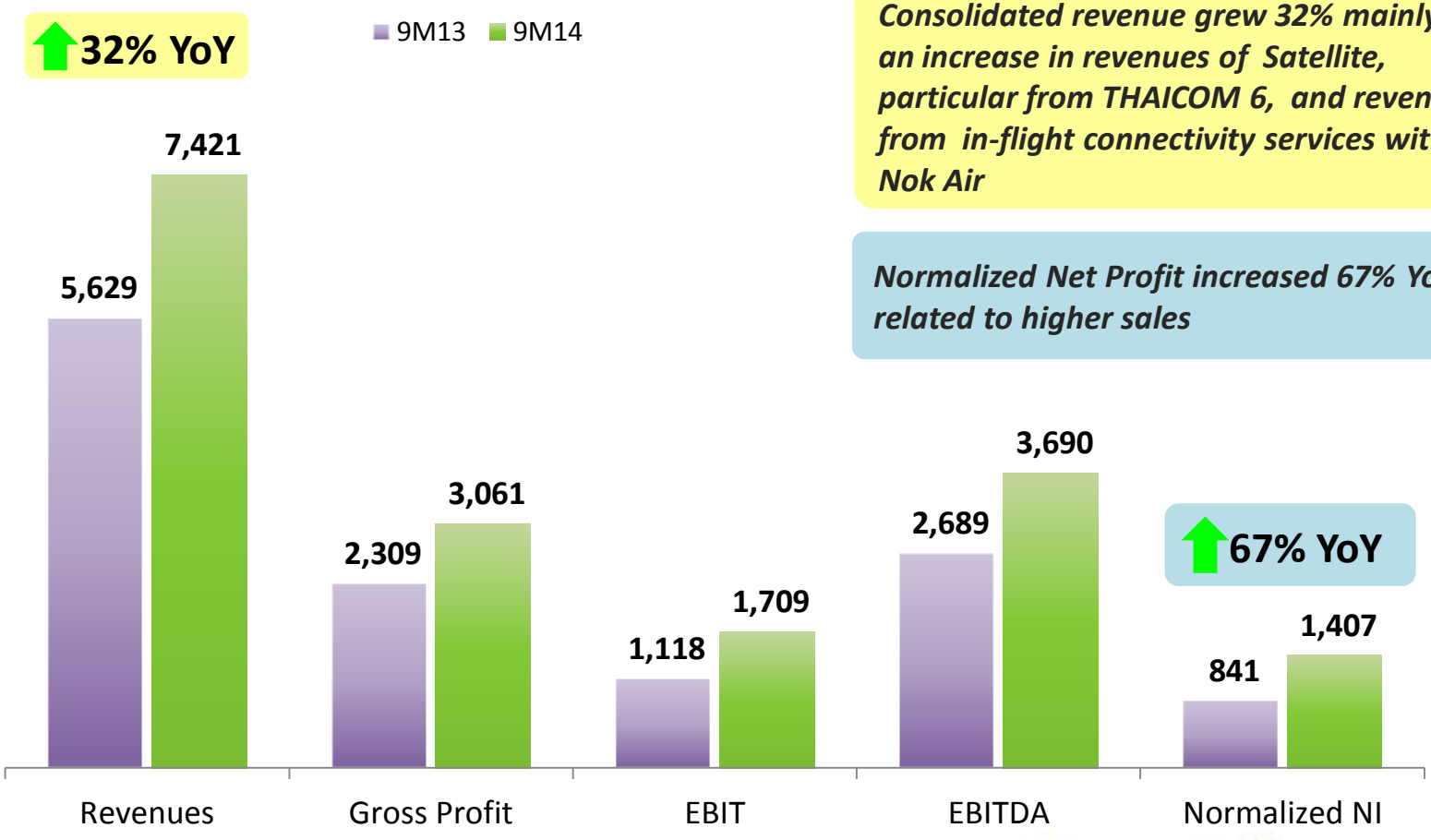
Rank #3 in terms of Revenue per Satellite



Financial Highlights

9M14 Top & Bottom lines significantly grew

Key Financial Highlights (Consolidated) :MTHB



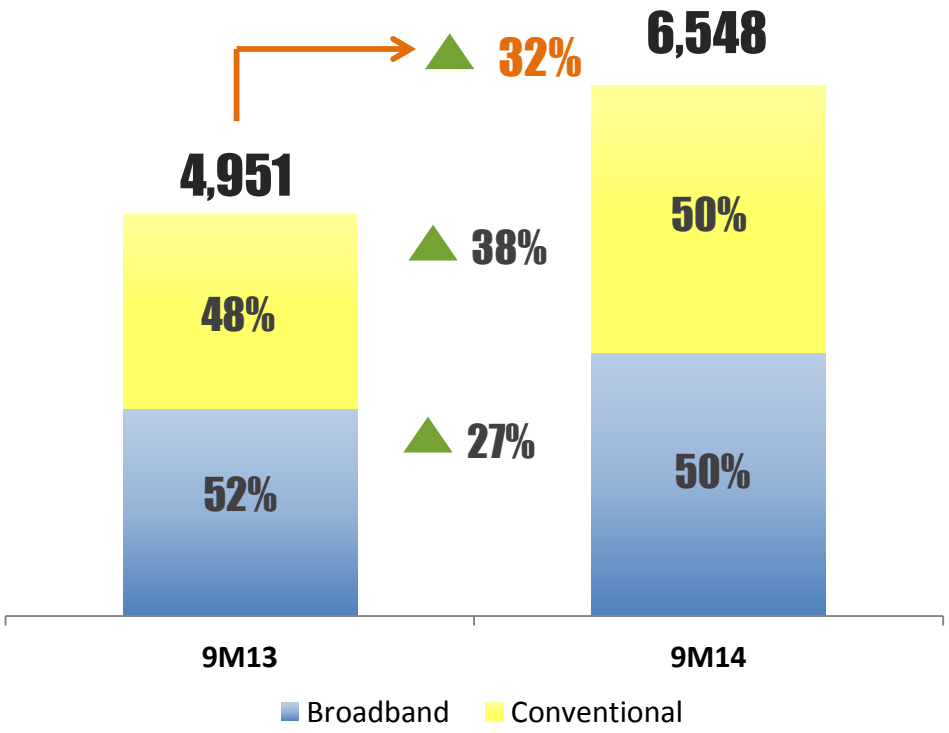
Consolidated revenue grew 32% mainly from an increase in revenues of Satellite, particular from THAICOM 6, and revenues from in-flight connectivity services with Nok Air

Normalized Net Profit increased 67% YoY related to higher sales

* Normalized Net Profit excluded TMC impairment of 231 MB

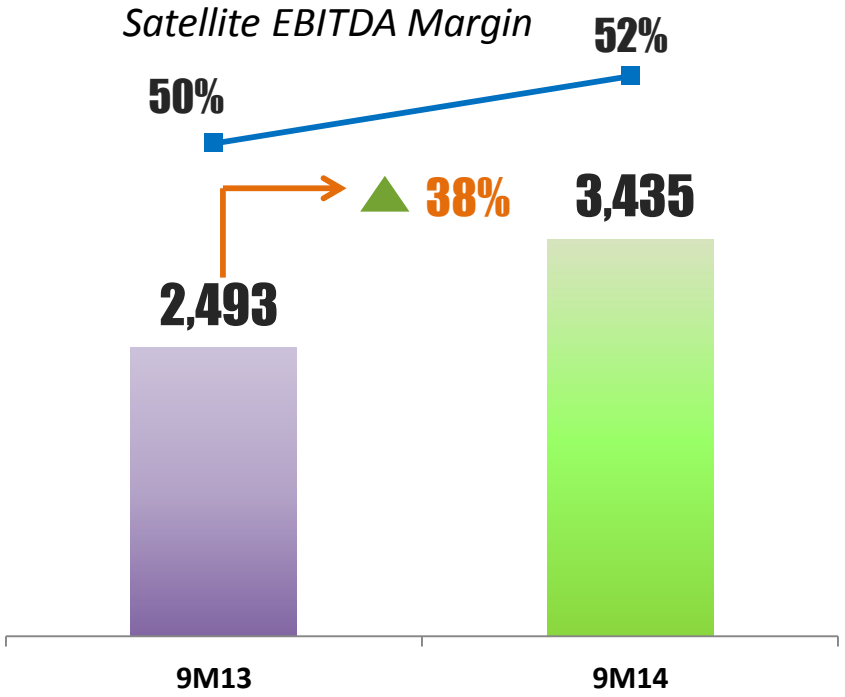
9M14: Maintain Positive Momentum on Satellite Revenue and EBITDA Growth

Satellite Revenues MTHB



Conventional revenues boost up from THAICOM 6

Satellite EBITDA MTHB

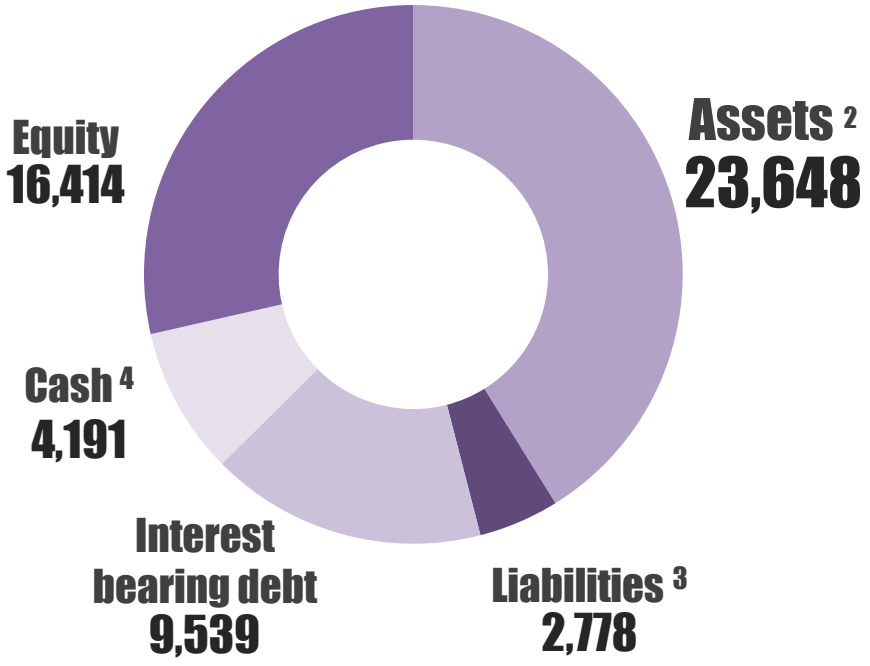


Satellite EBITDA increased 38% YoY

Financial position remains strong

D/E Ratio at 0.58x [1]

Unit: MTHB



9M14 results of strong cash from operation

Unit: MTHB

Consolidated CF	9M13*	9M14
CF from Operating	2,258	2,964
CF from Investing	(1,198)	(2,757)
CF from Financing	279	456
Cash Beginning	2,057	2,152
Short-term Deposit (BE)	461	1,363
Cash Ending	**3,843**	**4,191**

* Restated

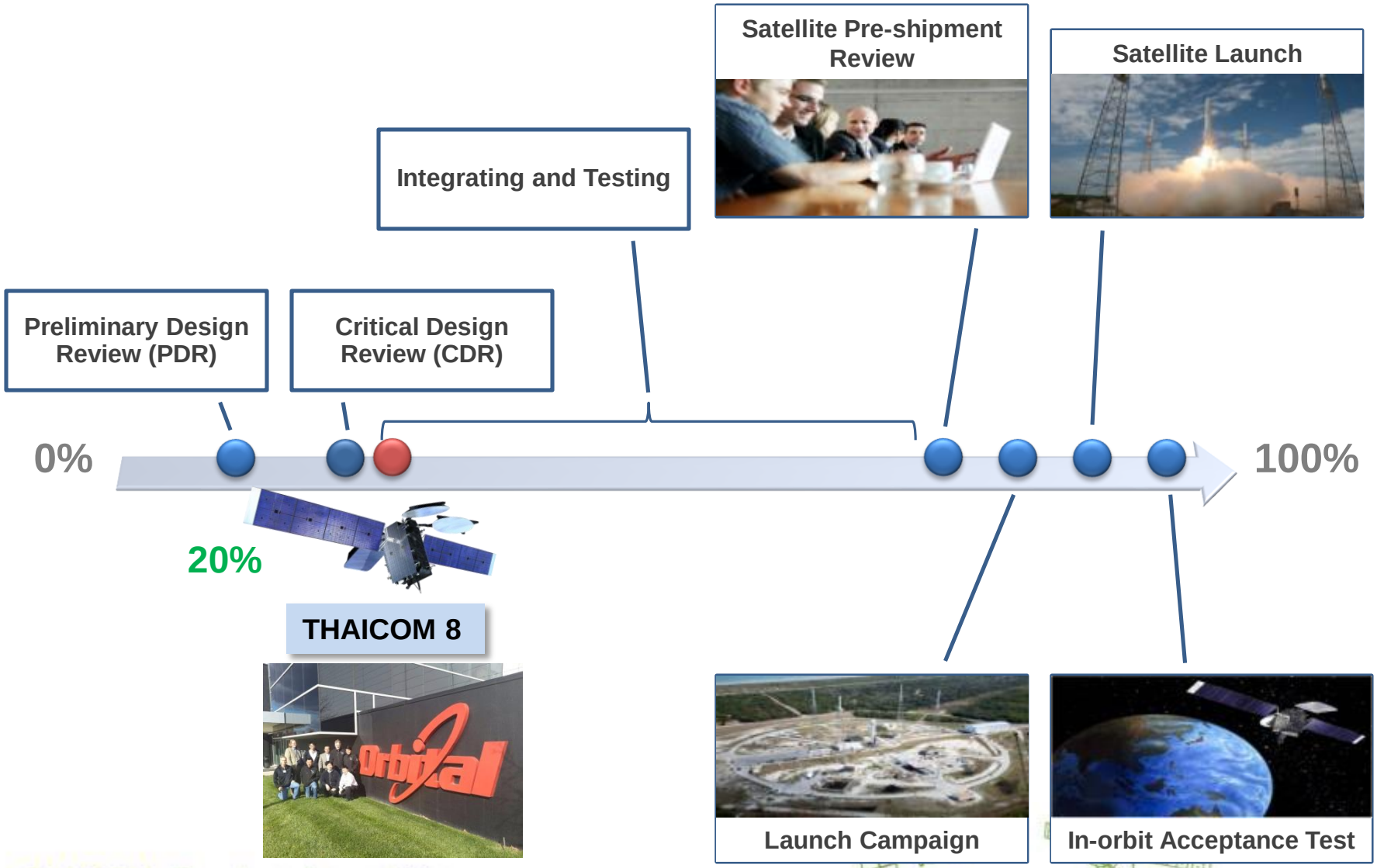
1. Interest-bearing Debt / Equity
2. Exclude Cash and Current Investment
3. Exclude Interest-Bearing Debt
4. Exclude current investments from Synertone of 892 MTHB.



Operations Highlights

Satellite Business

Progress of the New Satellite Program



Moving Forward

Connecting the Future

Connecting People

Create shared value for all stakeholders



Connecting People

Create an integrated & engaged workforce



Connecting Opportunities

Partner with international companies in enhancing service offerings tailored for different needs







Connecting Opportunities



THAICOM 8 (launching 2016)
Strengthening Thaicom's "Hot Bird" broadcast platform at 78.5 degree east

Connecting Technology

Integrate innovative technology solutions to respond to change of consumer behavior

Internet access was available on **3,300+** aircrafts



09:00

55% of smartphone owners were active users of IP messaging services

Multiscreen sequences were most likely to start on TV and continue on smartphone



14:00

1.6 million 4K TV sets were shipped

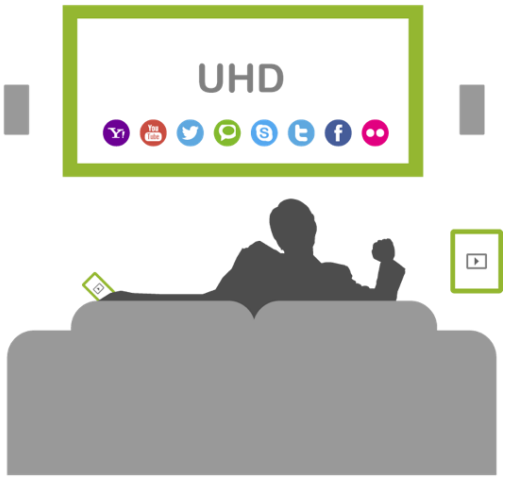


07:00

35% of screen time was simultaneous use of TV and a digital device

Multiple devices, anytime anywhere, better value & quality





Note: 2013 worldwide figures from MillwardBrown, Euroconsult, NPD DisplaySearch & Analysysmason

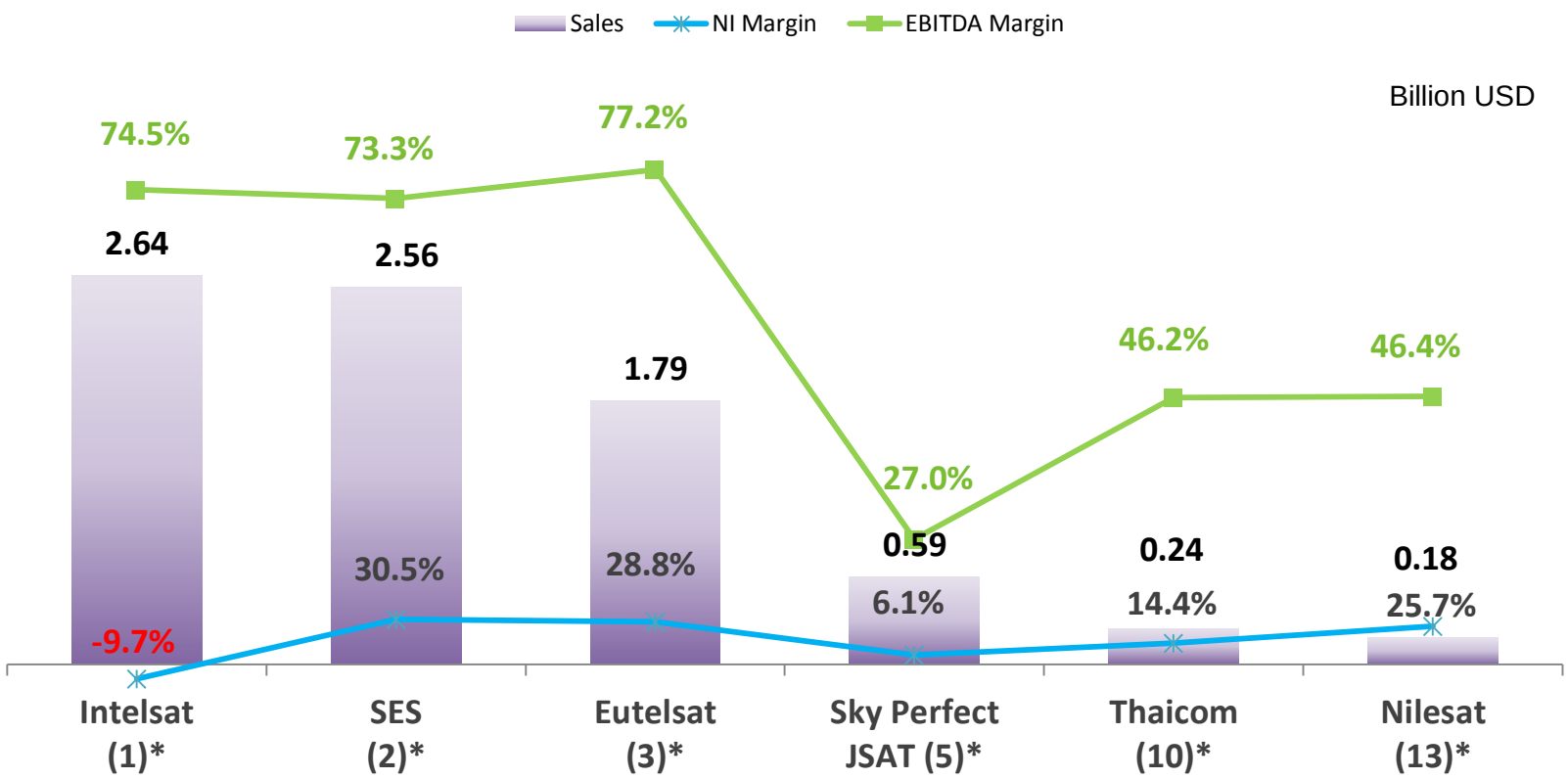
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Back Up

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Peers Comparison



Revenues per satellite

MUSD

Intelsat	SES	Eutelsat	Sky Perfect	Thaicom	Nilesat
48.0	46.5	48.4	37.1	**81.0**	90.5

* Ranking in terms of revenues

Source: Bloomberg