2013 Opp Day

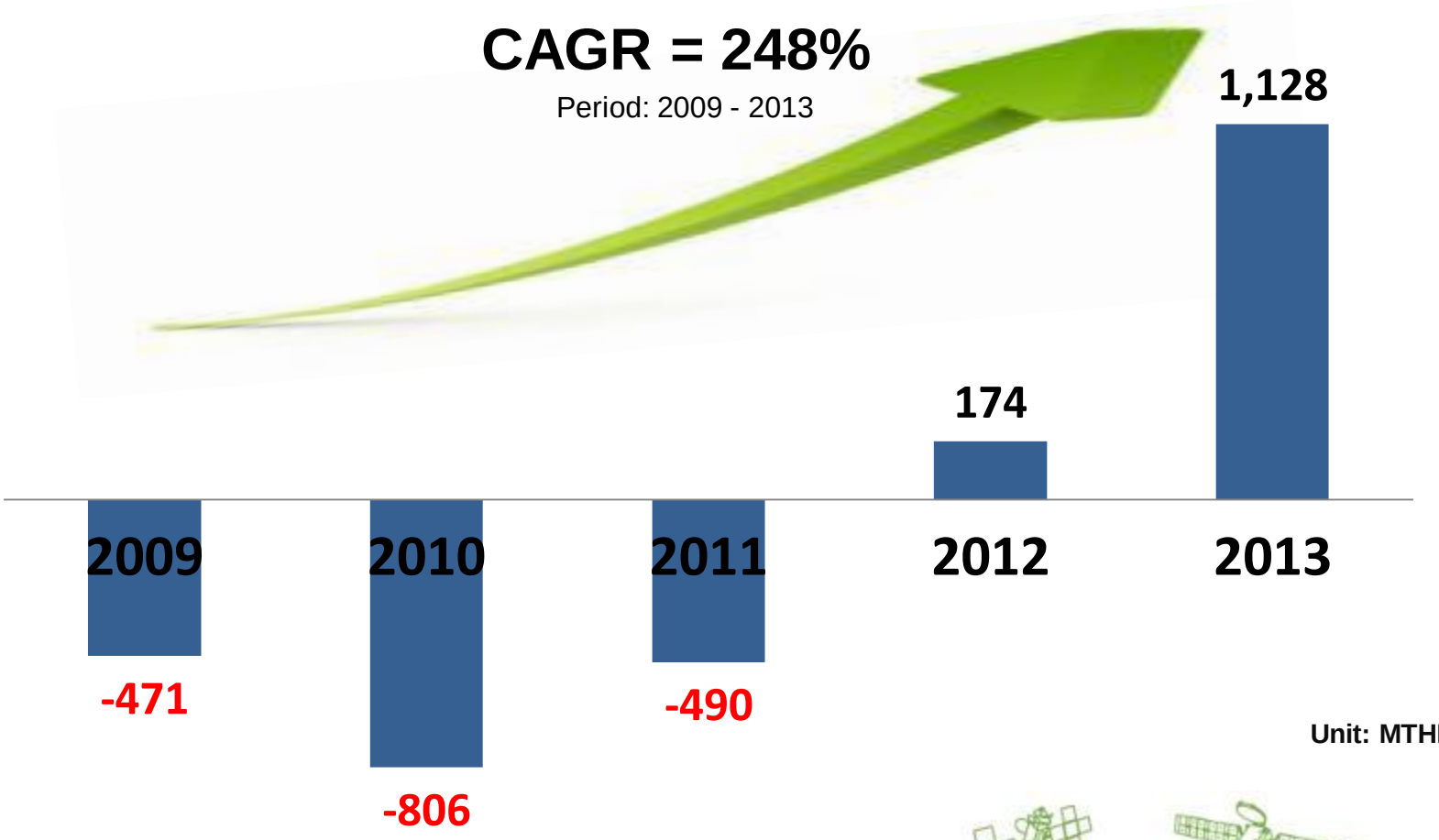
"New Frontiers…The Journey's Just Begun"

19th February 2014

SET

THAICOM PLC. Proprietary & Confidential

Strong Growth of Consolidated Net Profit



Agenda



- Key Highlights
- Financial Highlights
- Operations Highlights

THAICOM-6 Launch Success!











- *Thaicom-6 successfully launched on 6 January 2014 from Cape Canaveral, Florida, USA*

Key Achievements



Conventional highlights

- *Interim capacity @78.5E in operation since Aug 2013 serving Thai and Myanmar broadcasters*
- *THAICOM satellites @78.5E host 641 satellite TV channels (74 HD)*



IPSTAR highlights

- *Additional IPSTAR bandwidth commercialized from Australia, China, India, Indonesia and Thailand*
- *Committed bandwidth utilization reaches 53%*



End-to-End solutions

- *Signed a contract with Kantana for the Digital Cinema Package (DCP) delivery project*
- *Provided mobility communications solution to H.T.M.S. Krabi*
- *Provided Satcom-on-the-Move (SOTM) equipment to True*
- *Provided the first 3G Backhaul solution to AIS at Tee Lor Su*

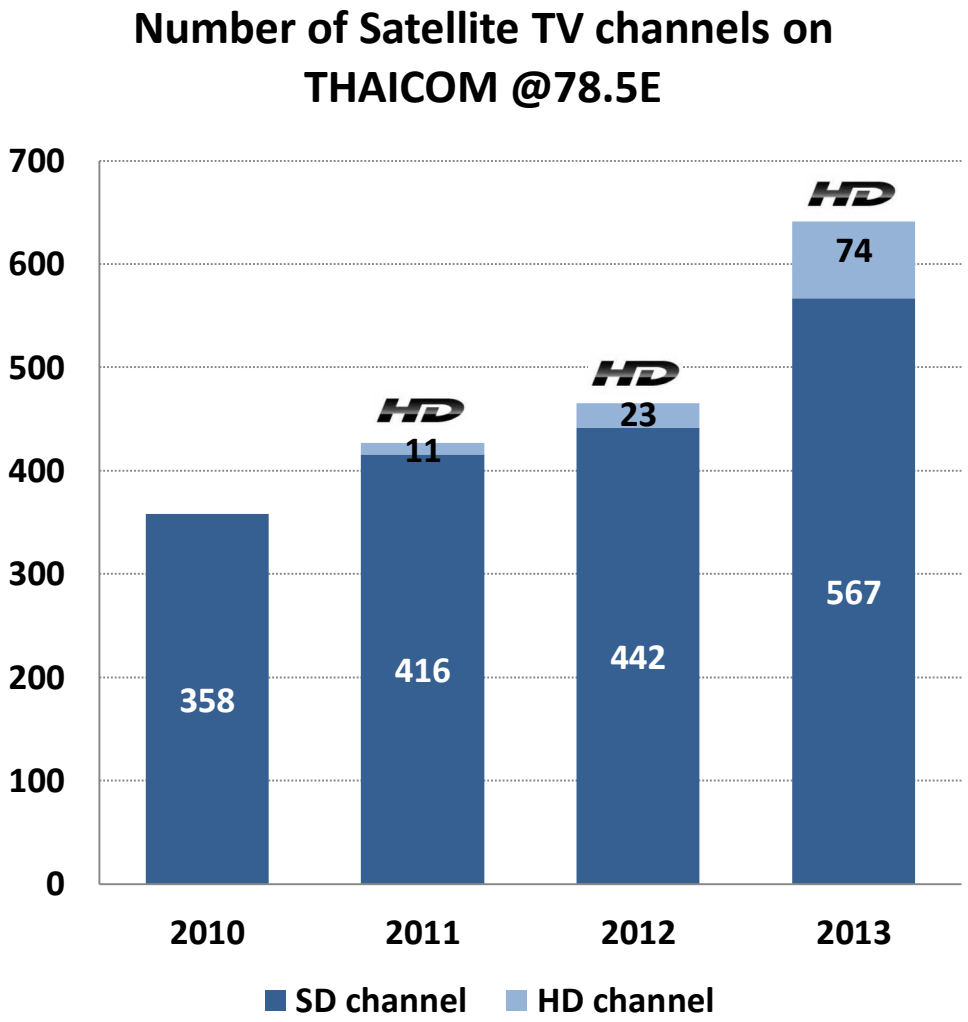
Partnership empowerment

- *Signed a Cooperation Framework Agreement with Gilat to provide integrated platform solutions on IPSTAR across Asia-Pacific*
- *Signed MOU with Global Eagle to offer In-flight Connectivity Services*
- *Collaborated with Kasetsart University to develop SOTM solutions*

Strengthen Thaicom's Hot Bird position



- ✓ Number of Satellite TV channels grew from 358 channels in 2010 to 641 channels in 2013
- ✓ CAGR = 21.4% (2010-2013)
- ✓ Total 74 HD channels



2013 Awards and Distinctions

THAICOM

2013 Board of the Year Award

Thai Institute of Directors



SPACENEWS

Top Fixed Satellite Service Operators | A Breakout Year: Thaicom



FinanceAsia

Thailand's...

- 1 — Best Mid-Cap Company
- 1 — Best CEO
- 6 — Best CSR

A new component in the SET50 Index

SET
The Stock Exchange of Thailand

Corporate Governance Score

THAICOM
Excellent CG Scoring 2013

BBB+ with Positive outlook

TRIS RATING

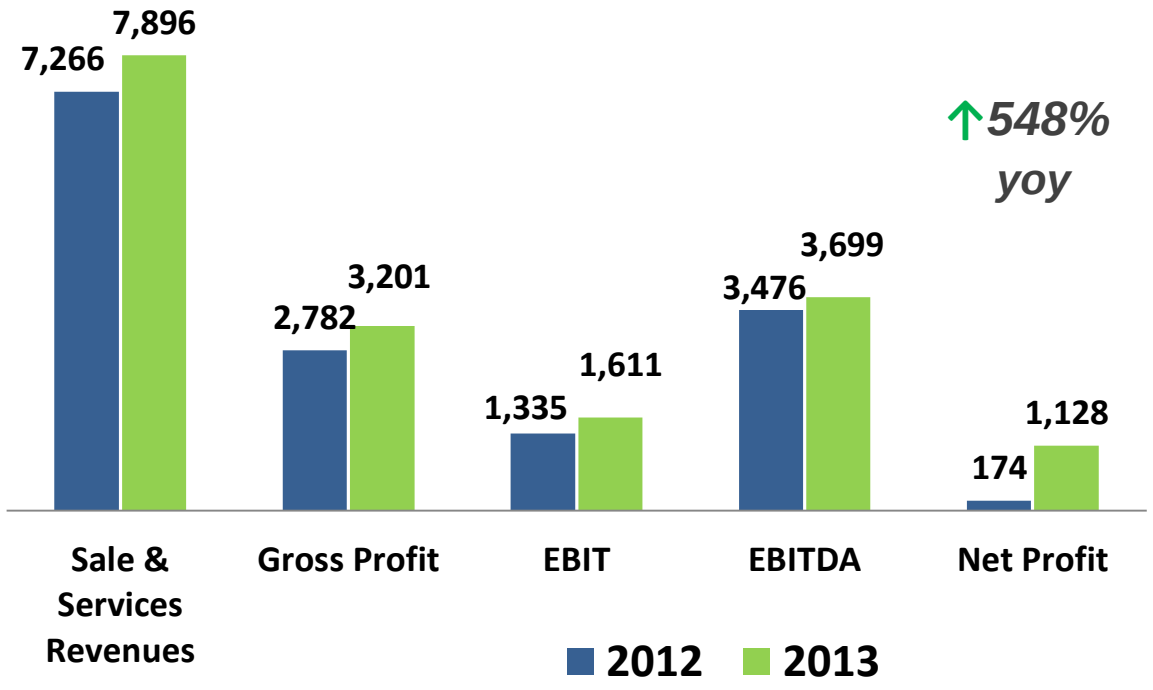


Financial Highlights

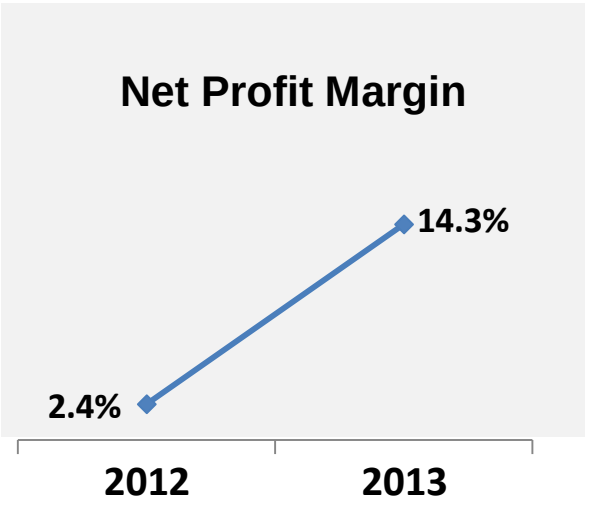
Bottom line grew significantly from satellite performance

Key Financial Highlights (Consolidated.) :MTHB

↑*8.7% yoy*

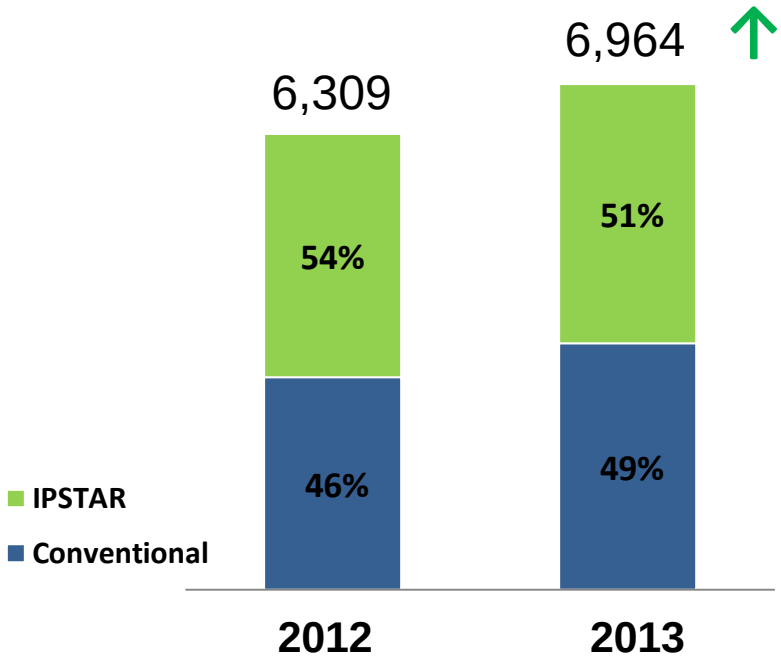


- Satellite contributed 88% of total consolidated revenues



Satellite performance grew 10.4%

Satellite revenues :MTHB

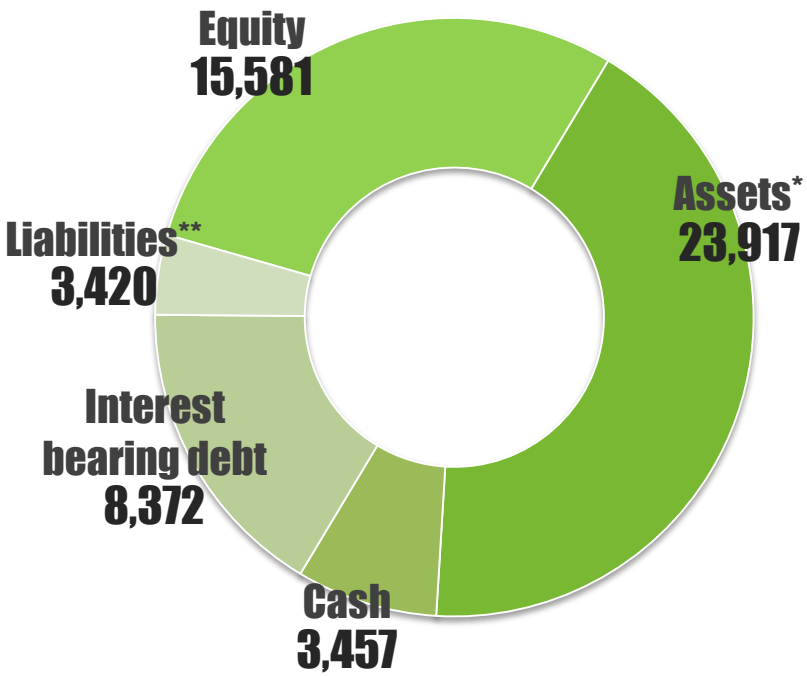


- Additional IPSTAR bandwidth usage from Australia, China, India, Indonesia and Thailand increased IPSTAR service revenues 9% yoy
- Interim capacity boosts conventional revenues 18% yoy

Financial position remains good on continuing strong operational performance

D/E Ratio at 0.54x

Unit: MTHB



2013 end with strong cash balance

Consolidated CF	2012	2013
CF from Operating	3,451	4,299
CF from Investing	(2,019)	(4,435)
CF from Financing	(2,228)	225
Cash Ending	2,057	2,152

** Exclude Cash and Short-term Investment*
*** Exclude Interest-Bearing Debt*



Operations Highlights

Satellite Business

Strengthen business by expanding to corporate segment

- Investment in Orion Satellite Systems

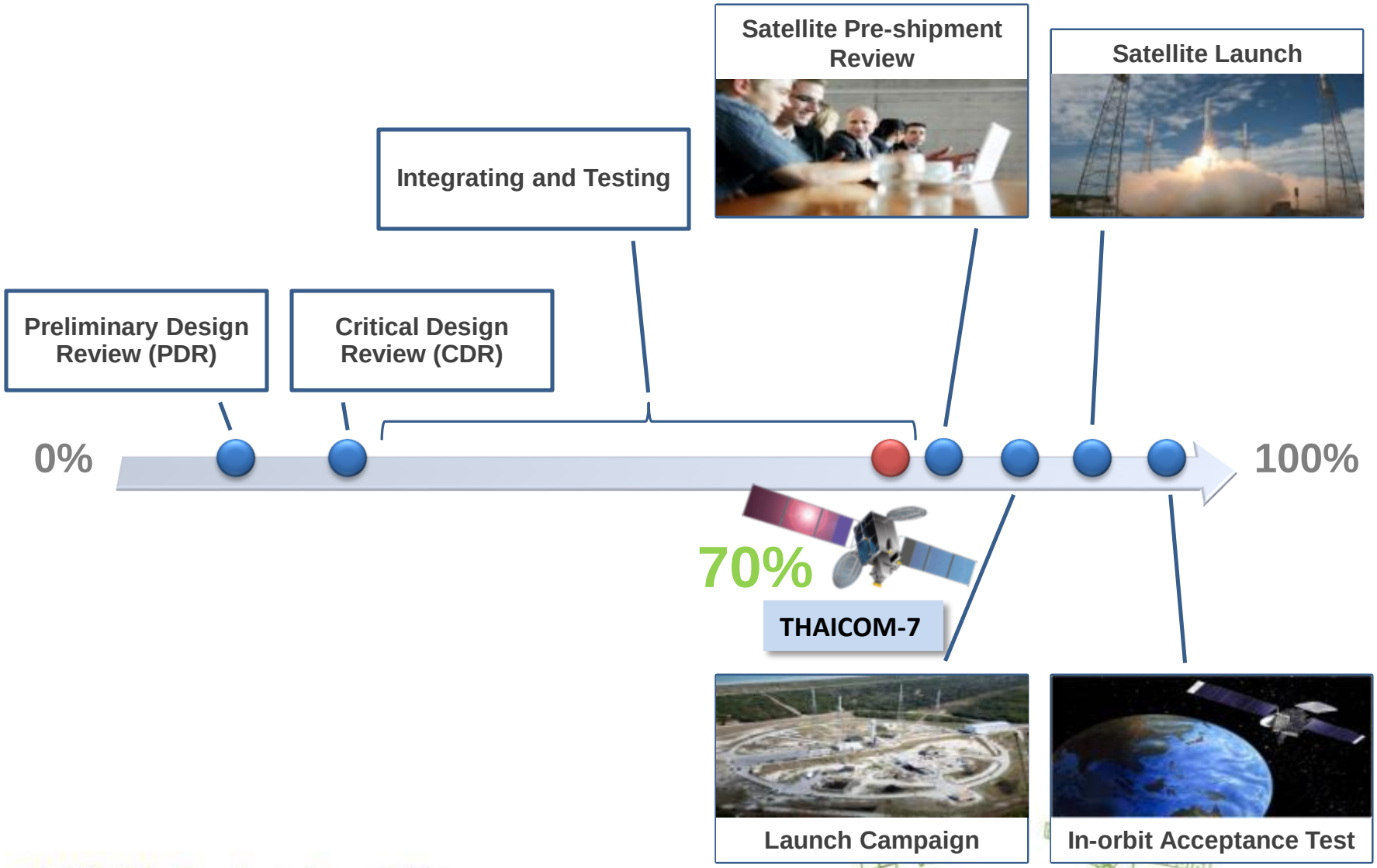
  7 February 2014 by IPSTAR Australia
  Investment cost AUD 5.96 million





- ✓ One of the top 10 VSAT service providers in Australia
- ✓ Support IPSTAR's expansion strategy to Corporate segment
- ✓ Contribute AUD 7-10 million revenue and better profit margin to IPSTAR Australia

Progress of the New Satellite Program:



The Journey's Just Begun…

THAICOM







Profit Turn Around

2011

NBNCo Bringing broadband to life

MEASAT

HD

TC-6

In Pursuit of Growth

2012

中国电信 CHINA TELECOM

NTT docomo

KDDI

SYNERTONE

eAccess Broadband services

AFRICOM-1™

SoftBank

TC-7

Sustainable & Profitable Growth

2013

Excellent CG Scoring 2013

Gilat

SYNERTONE

TOT

ROW 44

Kantana

SOLUTION

THAICOM…Revolves Around You

Moving Forward in 2014

Moving Forward in 2014

Sustainable Organization & Profitable Growth

Long-Term Business Growth:
Fleet Expansion & Vertical Integration

Short-Term : Sales Focus

1. THAICOM-4 (IPSTAR)
   - India, Indonesia & Philippines
2. AFRICOM-1
3. THAICOM-7

Short-Term : Solutions Focus

4. Broadcast Platform
   - SEA, South Asia, Africa
5. End-to-End Solutions
   - Mobility
6. Content Delivery Network

CSV and Communications

Corporate Governance

Business Foundation Essential:
People & Technology

Be ready for…our New Frontiers

- New birds: TC-6, TC-7
- New territories: Africa, South Asia
- New solutions: Mobility, CDN
- New partnerships: Gilat, Global Eagle
- New standards: HD, UHD
- New investments: Orion Sat
- New contributions: NASA, TC 10K




Thank You