Half Year 2013 Opportunity Day

19th August 2013

11 Fl, Stock Exchange of Thailand

THAICOM PLC. Proprietary & Confidential

Agenda

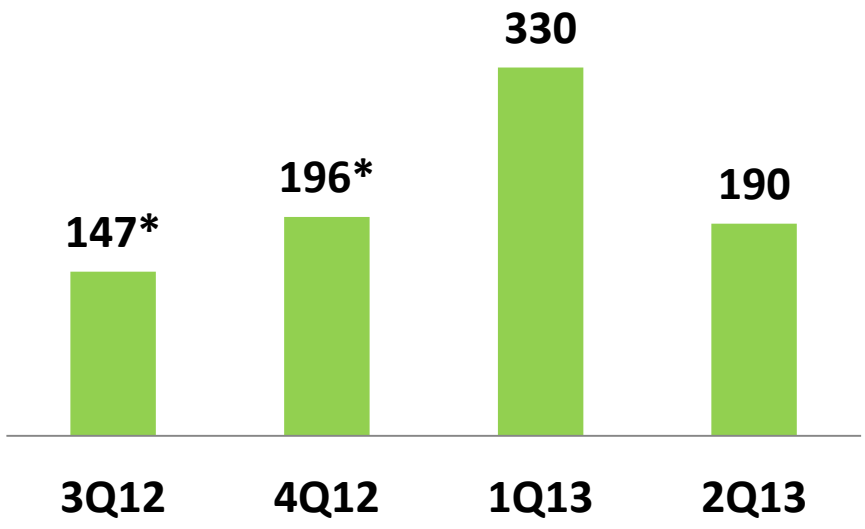


- Key Highlights
- Financial Highlights
- Operations Highlights

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Strong Growth in Consolidated Net Operating Profit

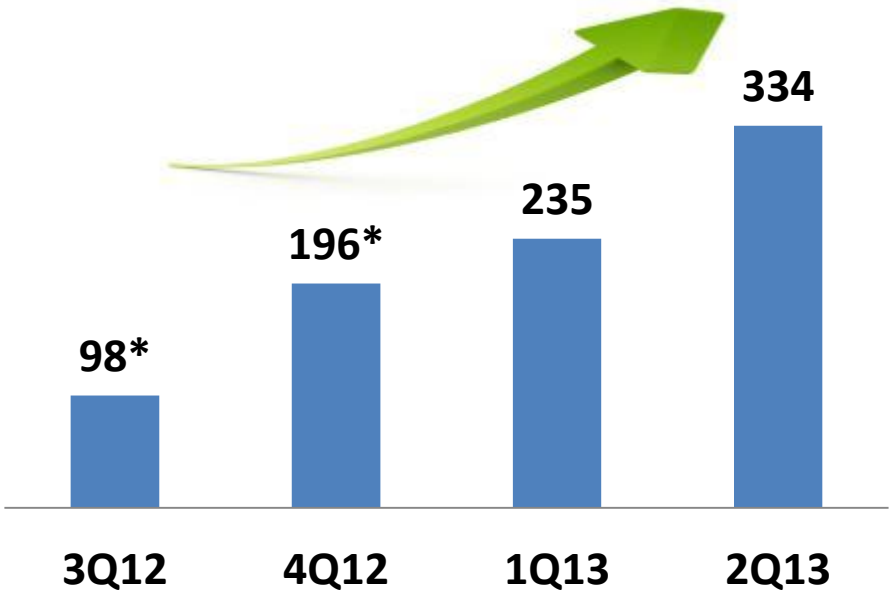
Unit: MTHB



Net Operating Profit

CAGR = 35.9%

Period: 3Q12-2Q13



Net Operating Profit (excl. FX)

** Excluded extraordinary items*

Key Highlights of 1H13

THAICOM

Continued positive financial performance

- *Consolidated net profit grew 232% YoY in 1H13*

Thailand's TOT takes up the rest of bandwidth capacity

- *Started recognizing additional revenue since April 2013*

China's Synertone deal making positive progress

- *Signed Definitive Agreement and Revenue Sharing Agreement*
- *In HKEx process before approval in Synertone's EGM shareholders meeting*

Additional IPSTAR bandwidth sales

- *Australia's NBN and Malaysia's Measat continued to increase bandwidth usage beyond contractual commitment*
- *Signed additional bandwidth agreement with Indonesian and Indian broadcasters*

Key Highlights of 1H13

Additional revenue from system integration and equipment sales

- *Recognized revenue from Japan's SBM, Malaysia's Measat and Thai broadcasters*



Committed bandwidth utilization

- *THAICOM 4 (IPSTAR) reaches 54%*
- *THAICOM 6 reaches 66% (total capacity of 64% on SEA beam is fully reserved)*



Acquired interim capacity ahead of THAICOM 6

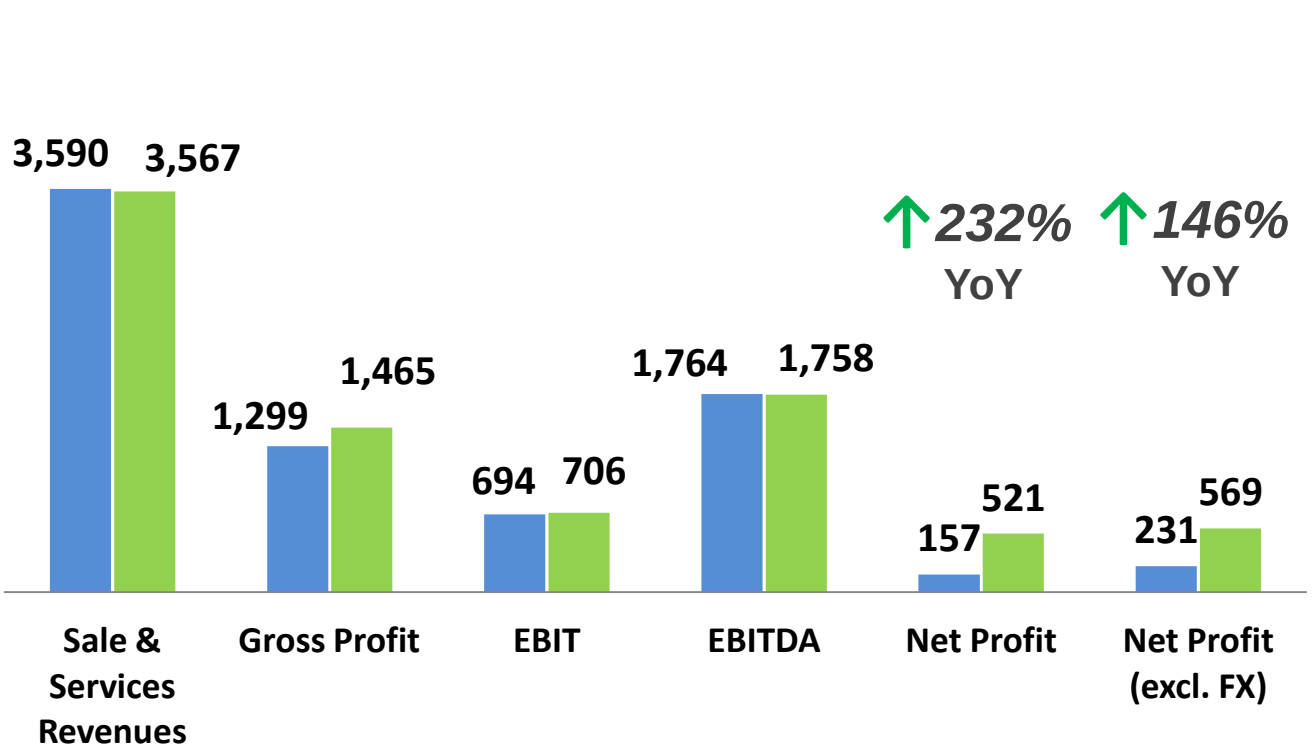
- *To serve the bandwidth requirements of our customers*
- *To realize additional revenues before the launch of THAICOM 6*



Financial Highlights

Steady performance drives results improvement

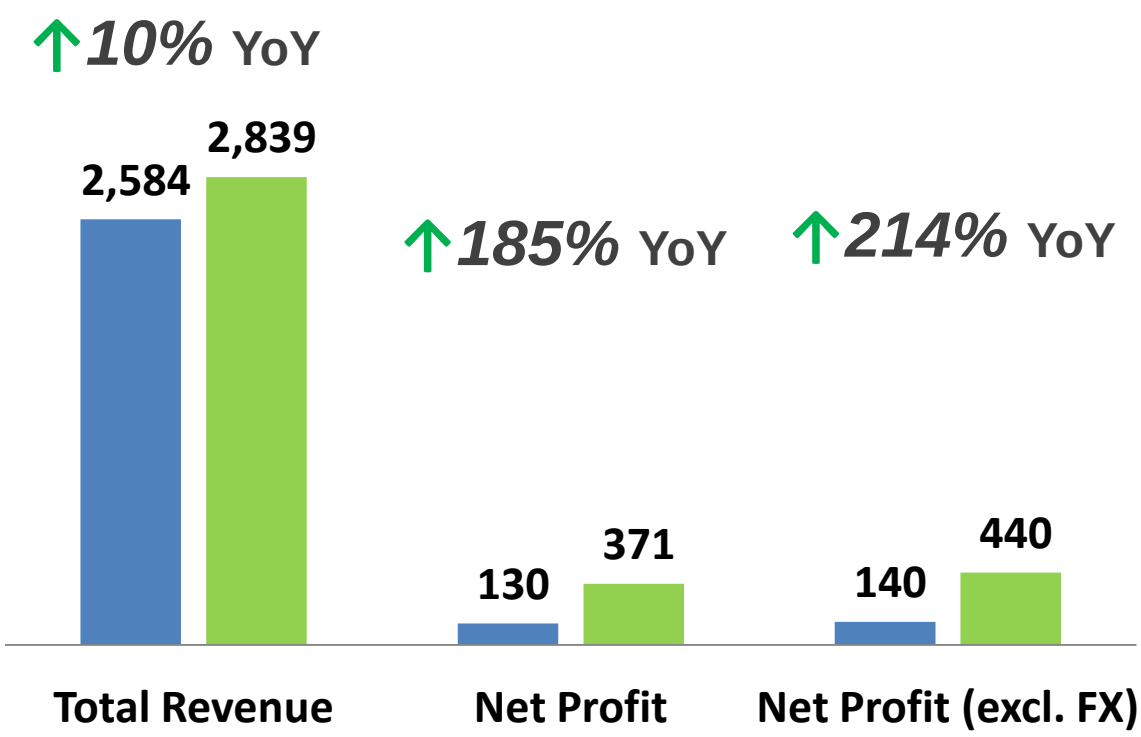
Key Financial Highlights (Consolidated.) :MTHB



- Revenues from Satellite operation in USD term increased 5% YoY.
- Costs were reduced due to good management.

Revenue growth and improved stand-alone net profit and margin

Separate Financial Statement :MTHB

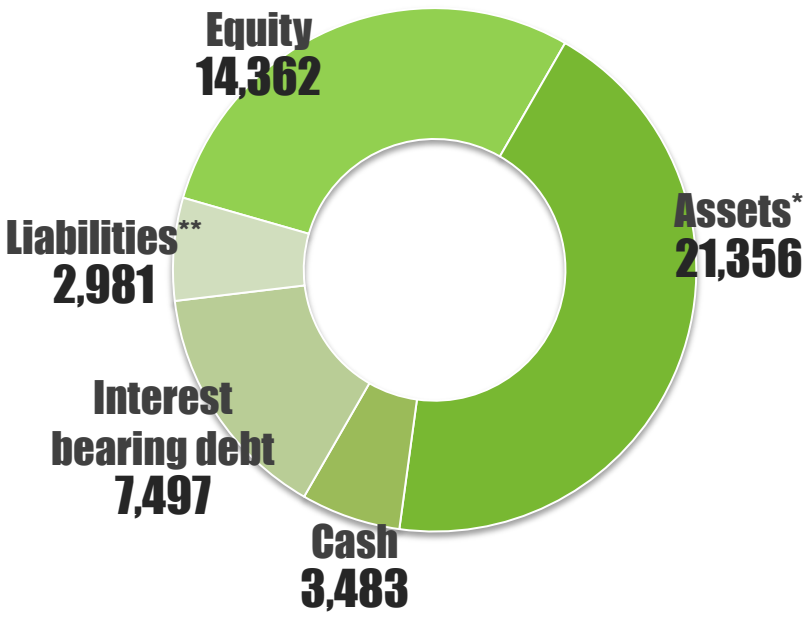


- Satellite performance improved stand-alone revenue, added benefit from dividend from oversea operations
- NI margin grew from 5% to 13% in 1H13

Financial position remains good on continuing strong operational performance

D/E Ratio at 0.52x

Unit: MTHB



* Exclude Cash
** Exclude Interest-Bearing Debt

1H13 results of strong ending cash

Consolidated CF	1H12	1H13
CF from Operating	2,259	1,962
CF from Investing	(1,138)	(402)
CF from Financing	93	(368)
Cash Ending	4,080	3,483

Financial Raito	1H12	1H13
Gross Margin	36%	41%
Current Ratio	0.79	1.99
ROE	1.1%	3.7%



Operations Highlights

Satellite Business

Progress of new satellite programs

Progress of New Satellite Programs:



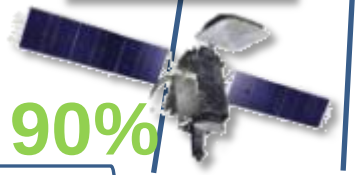


Integrating and Testing

Preliminary Design Review (PDR)

Critical Design Review (CDR)

THAICOM-6



90%

0%

100%



55%

THAICOM-7



Launch Campaign



In-orbit Acceptance Test

Interim capacity before THAICOM-6

- ✓ Start commercializing in August 2013

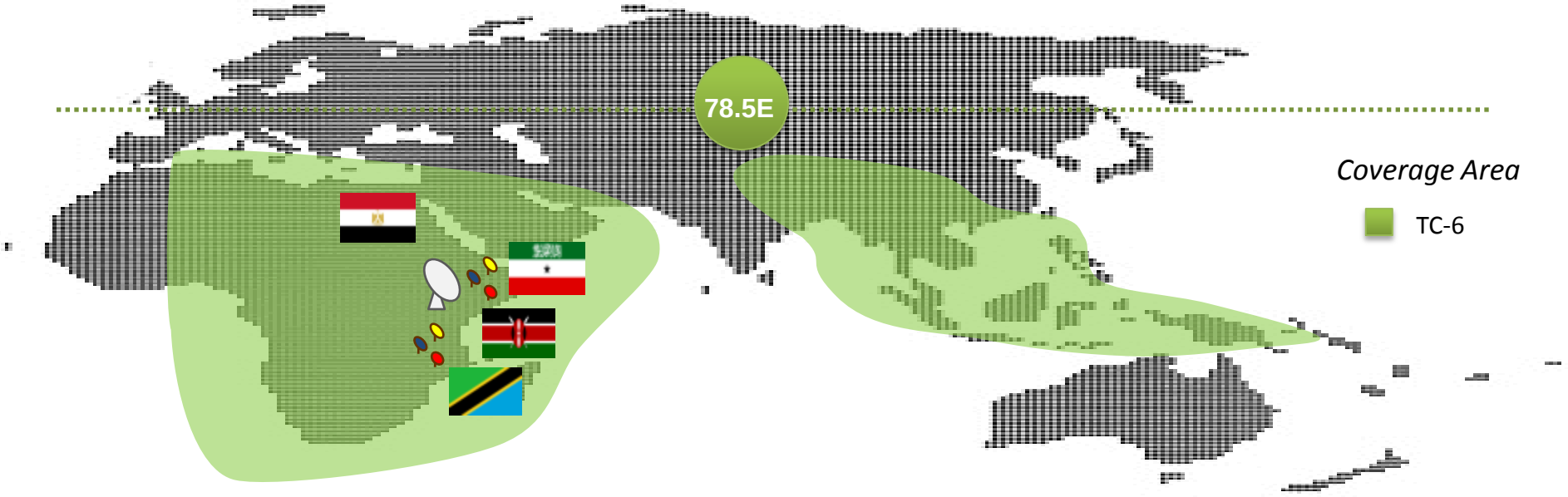


Operations Highlights

Satellite Business

Moving Forward

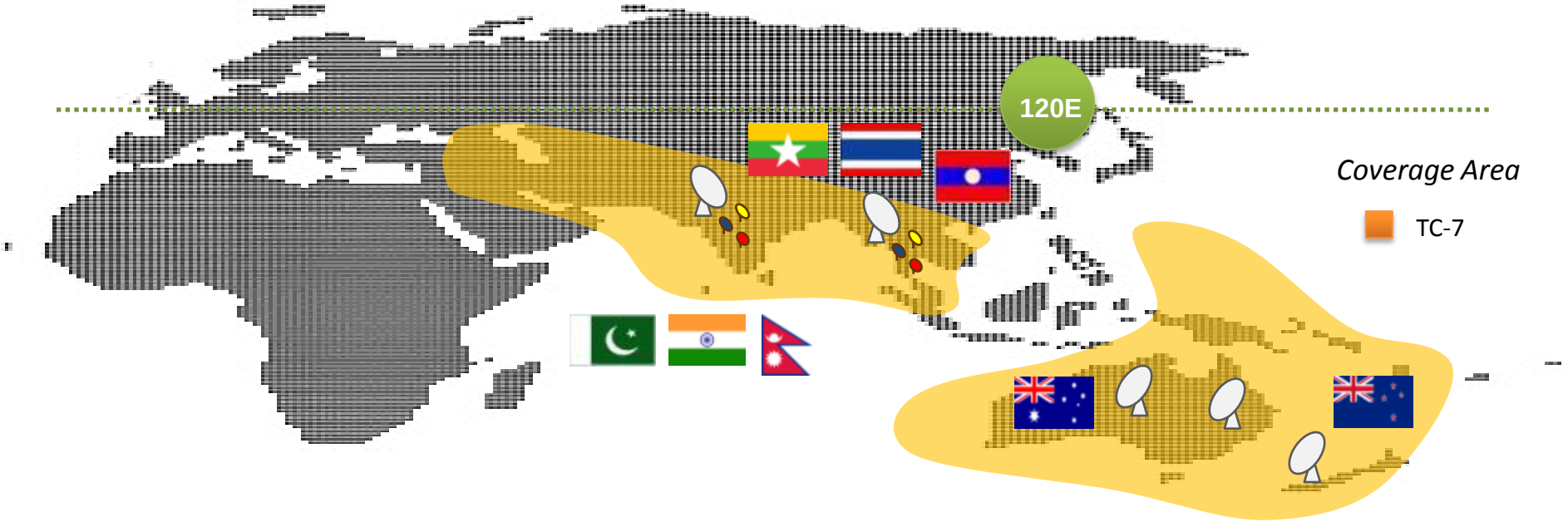
THAICOM-6 Africa Beam



Africa:

- ✓ Selective markets & solutions
- ✓ Leverage our experiences from Asia market (existing relationships, E2E services/solutions & business flexibility)
- ✓ Long term: boost eyeballs for video contribution/distribution & develop “Hot Bird” strategy

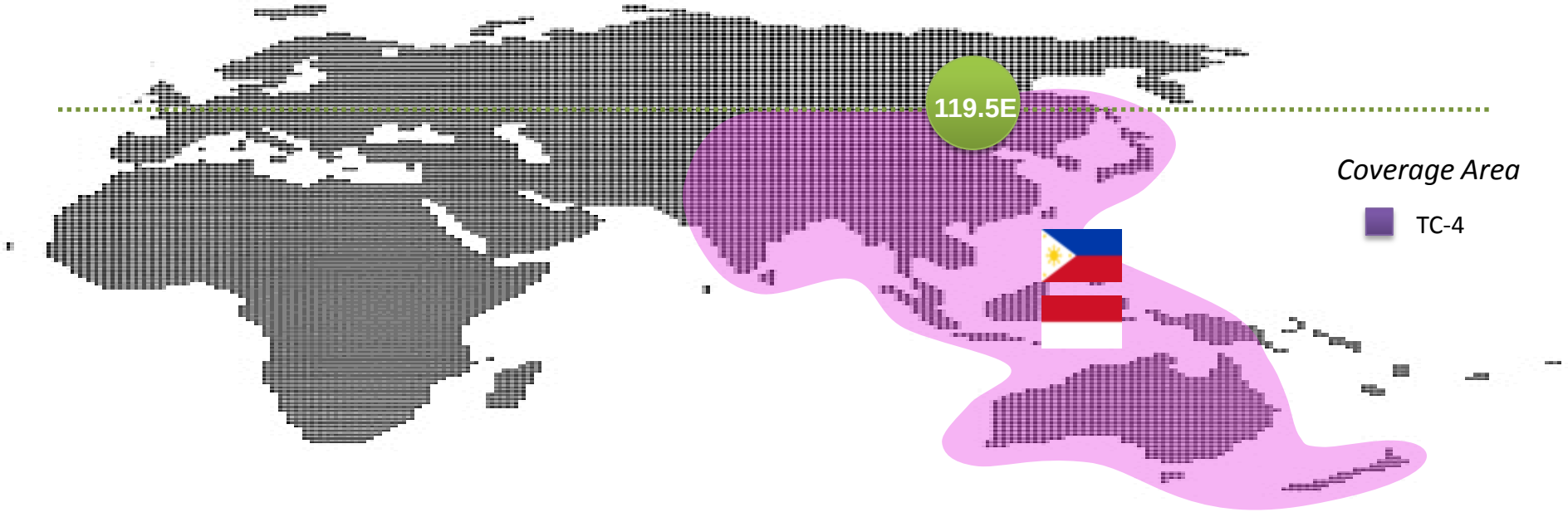
THAICOM-7 Prelaunch Sales



South Asia, Southeast Asia & Oceania:

- ✓ Traffic optimization among THAICOM fleets
- ✓ Selective markets & solutions
- ✓ Content Delivery Network (CDN)
- ✓ Long term: boost eyeballs for video contribution/distribution & develop “Hot Bird” strategy at 120E

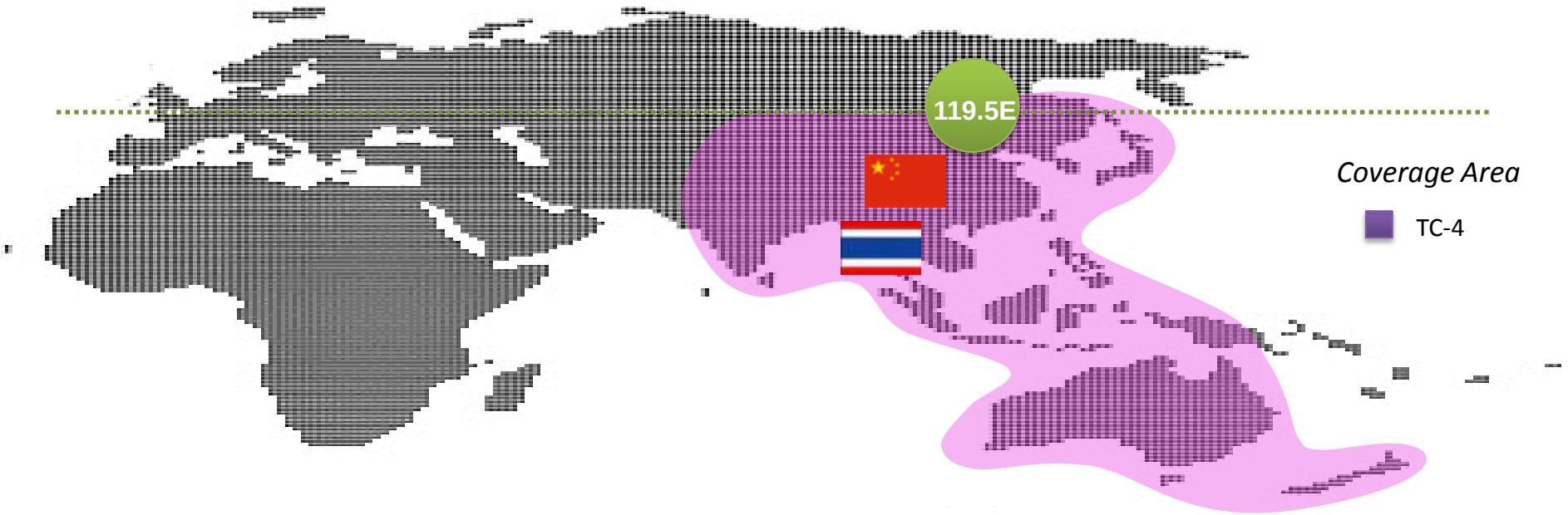
Broadband OAP Strategy



Open Access Platform (OAP):

- ✓ Develop strategic partnerships with selective vendors
- ✓ Offer a Non-CAPEX model to customers/service providers
- ✓ Focus on retail broadband in Philippines and Indonesia

Broadband E2E Strategy



Satcom-on-the-move (SOTM):



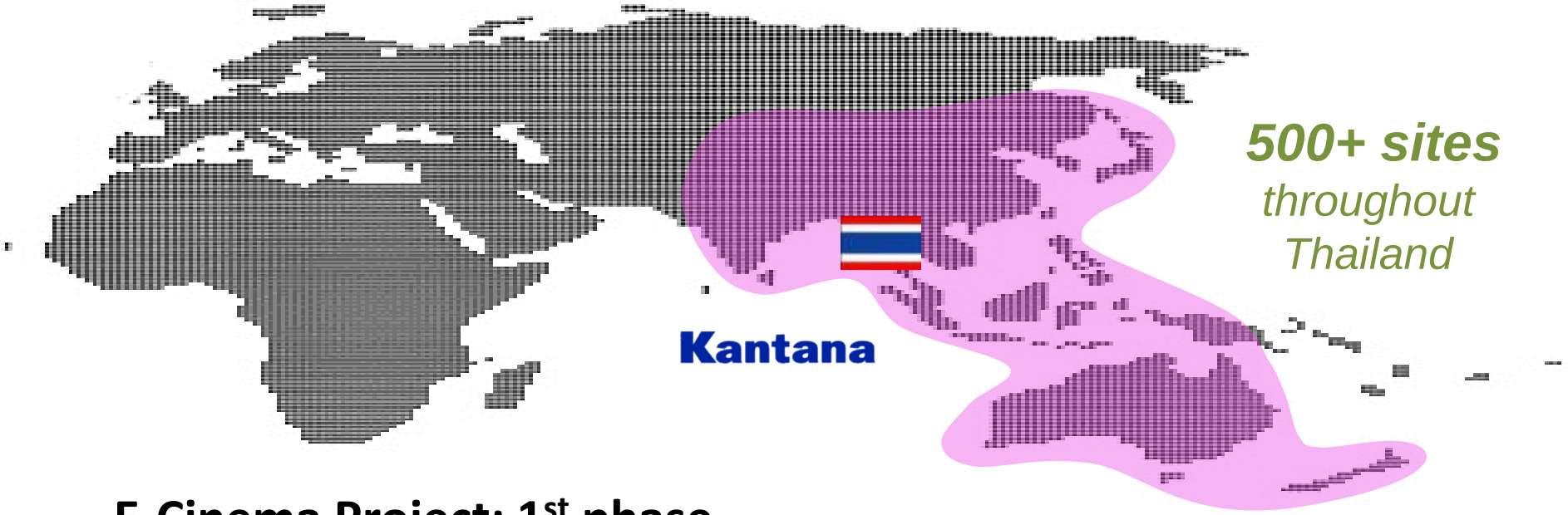
- ✓ Focus on Thailand and China

on the move





Integrated Solutions E2E Strategy



500+ sites
throughout Thailand

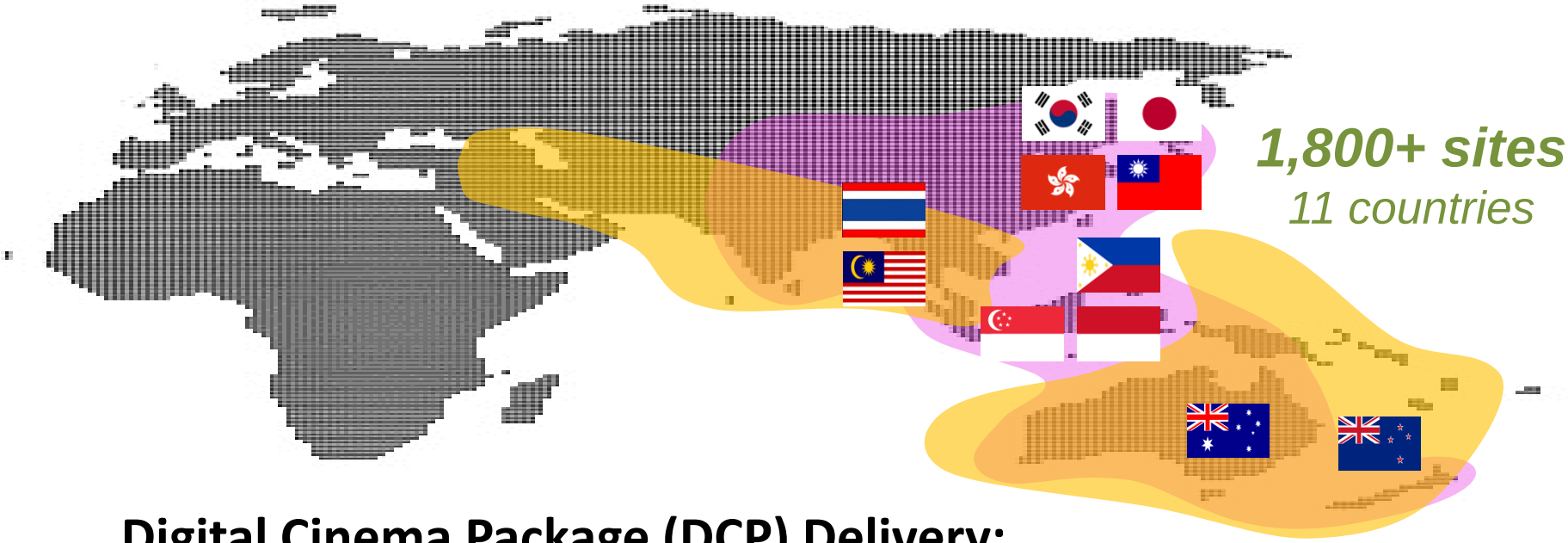
E-Cinema Project: 1st phase







Integrated Solutions E2E Strategy



Digital Cinema Package (DCP) Delivery:

Major Hollywood Studios

Kantana Digital Distribution

Kantana

- Hardware & Site Installation
- Transponder & Uplink Services
- Operation & Maintenance

“ To be a Leading Asian Satellite Operator ”



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Disclaimer

This document contains certain forward-looking statements. They refer to future events and to the future financial performance of the Companies. Forward-looking statements generally can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “intend”, “estimate”, “anticipate”, “believe” or “continue”. Although the Companies believe that the expectations reflected in such forward-looking statements are reasonable at this time, it is not intend to give assurance that such expectations will prove to be correct. Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements.

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