Opportunity Day at SET
1Q13 Results

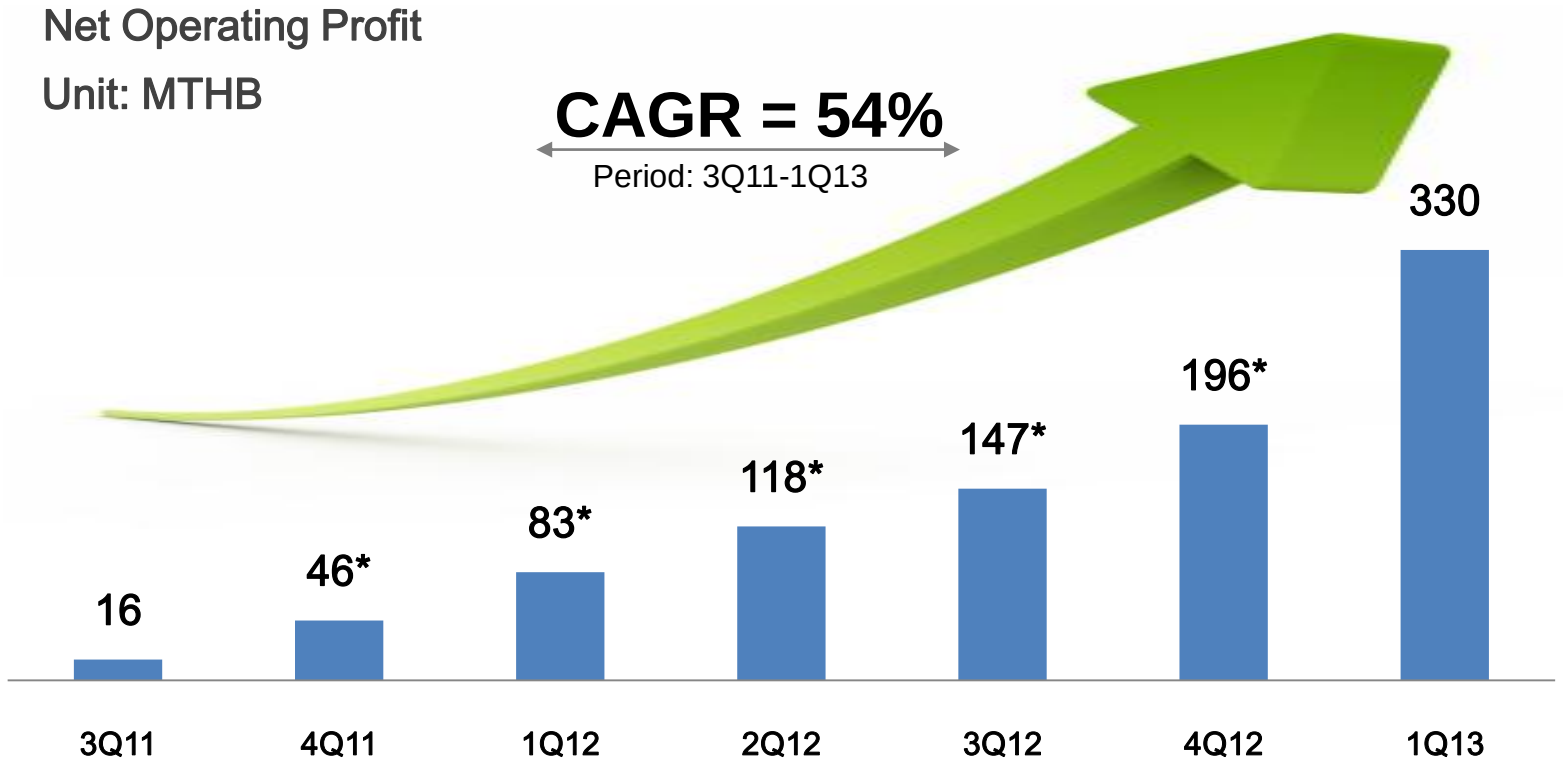
16th May 2013

THAICOM PLC. Proprietary & Confidential

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.

Strong Growth in Net Operating Profit



** Excluded extraordinary items*

Key Highlights of 1Q13

Continued positive financial performance
- *Consolidated net operating profit grew 298% YoY*

Thailand's TOT takes up the rest of bandwidth capacity
- *Signed the new Bandwidth Agreement*
- *Expect to start recognizing revenue in 2Q13*

China's Synertone deal making positive progress
- *Signed Definitive Agreement and Revenue Sharing Agreement*
- *Expect to start recognizing revenue in 2Q13*

Additional revenue from IPSTAR services and sales
- *Australia's NBN continues to increase bandwidth usage*
- *Philippines' WIT procured IPSTAR UT to support election project*

Committed utilization on THAICOM-6 reaches 60%
- *Signed additional agreements with Thai and Indian broadcasters*
- *Under discussion with customers to sell the rest of Thailand and SEA capacity*

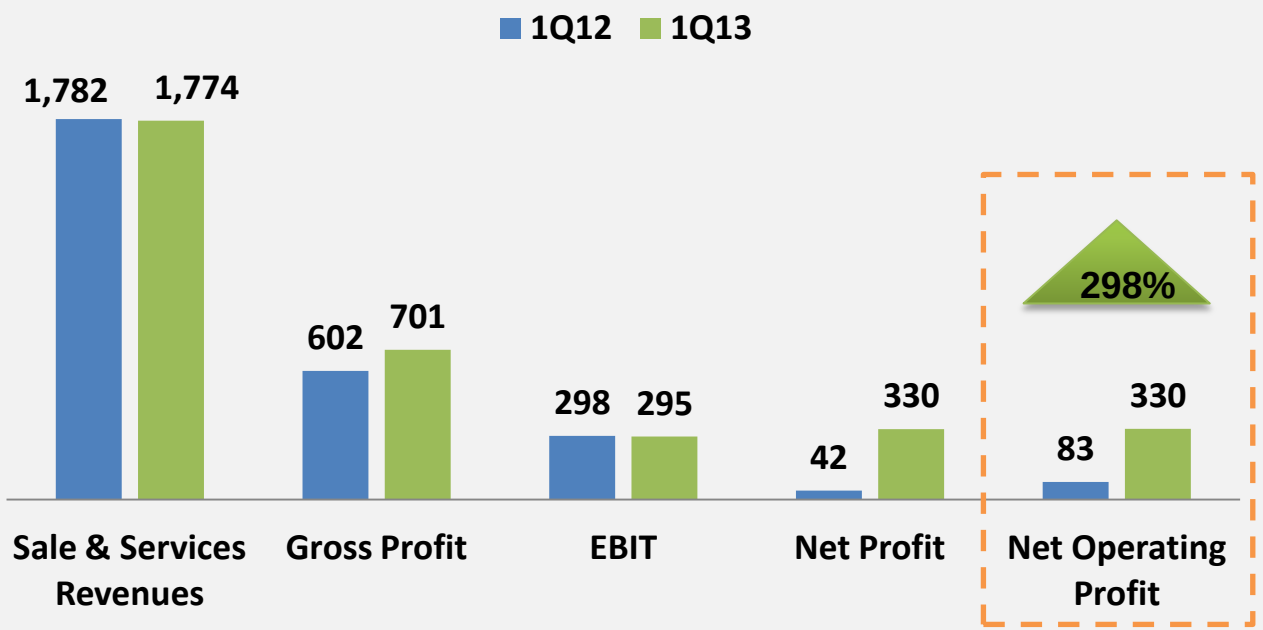


Financial Highlights

Steady performance drives net profit improvement

1Q13 Key Financial Highlights

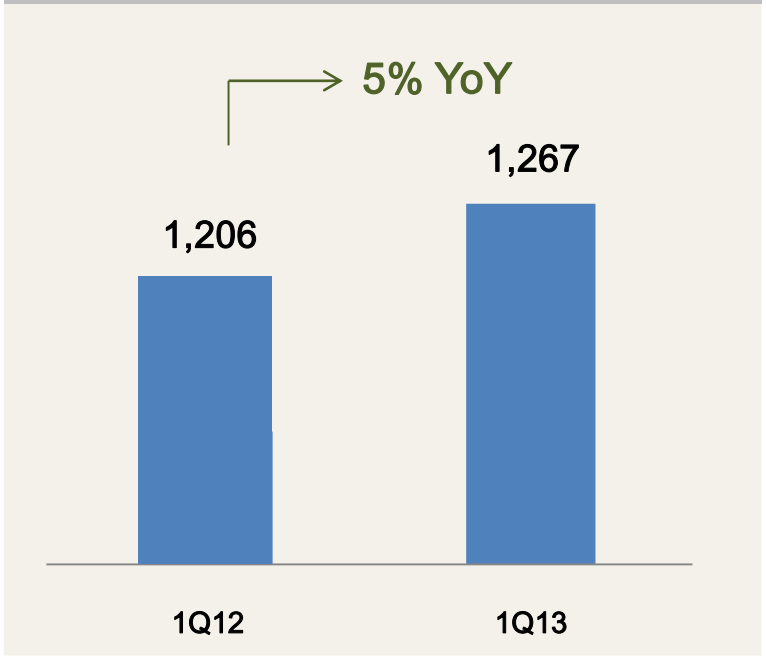
:MTHB



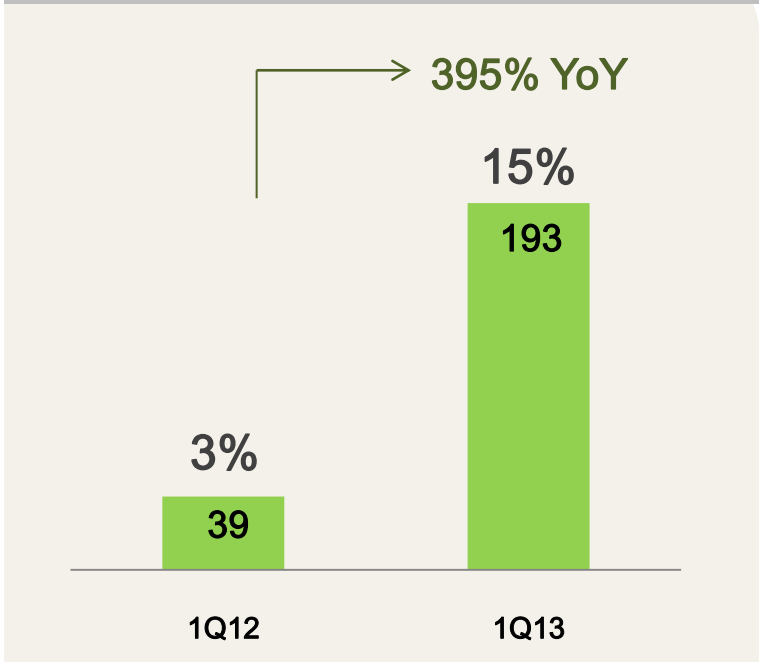
- Revenues in USD term increased but dropped in Baht term due to FX.
- Costs were reduced due to good management and FX gained.
- No more lossess from discontinued Mfone.

Revenue growth and improved stand-alone net profit and margin

Total Revenue MTHB
(Separate Financial Statement)



Net Profit/margin MTHB/%
(Separate Financial Statement)

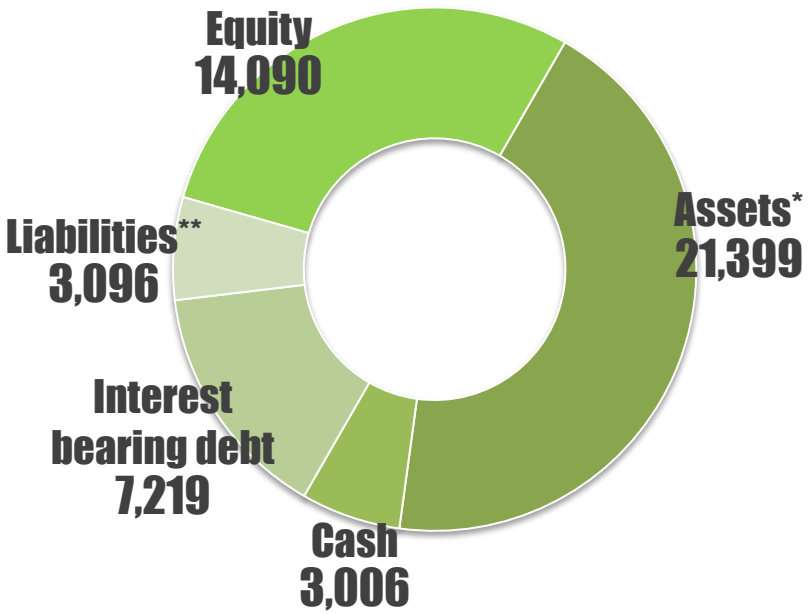


Well managed cost leads to 395% growth in net profit

Financial position remains good on continuing strong operational performance

D/E Ratio at 0.51x

Unit: **MTHB**



* Exclude Cash
** Exclude Interest-Bearing Debt

Strong ending cash after repayment of debenture

Consolidated CF	1Q12	1Q13
CF from Operating	1,315	925
CF from Investing	(501)	(195)
CF from Financing	(112)	25
Cash Ending	3,582	3,006*

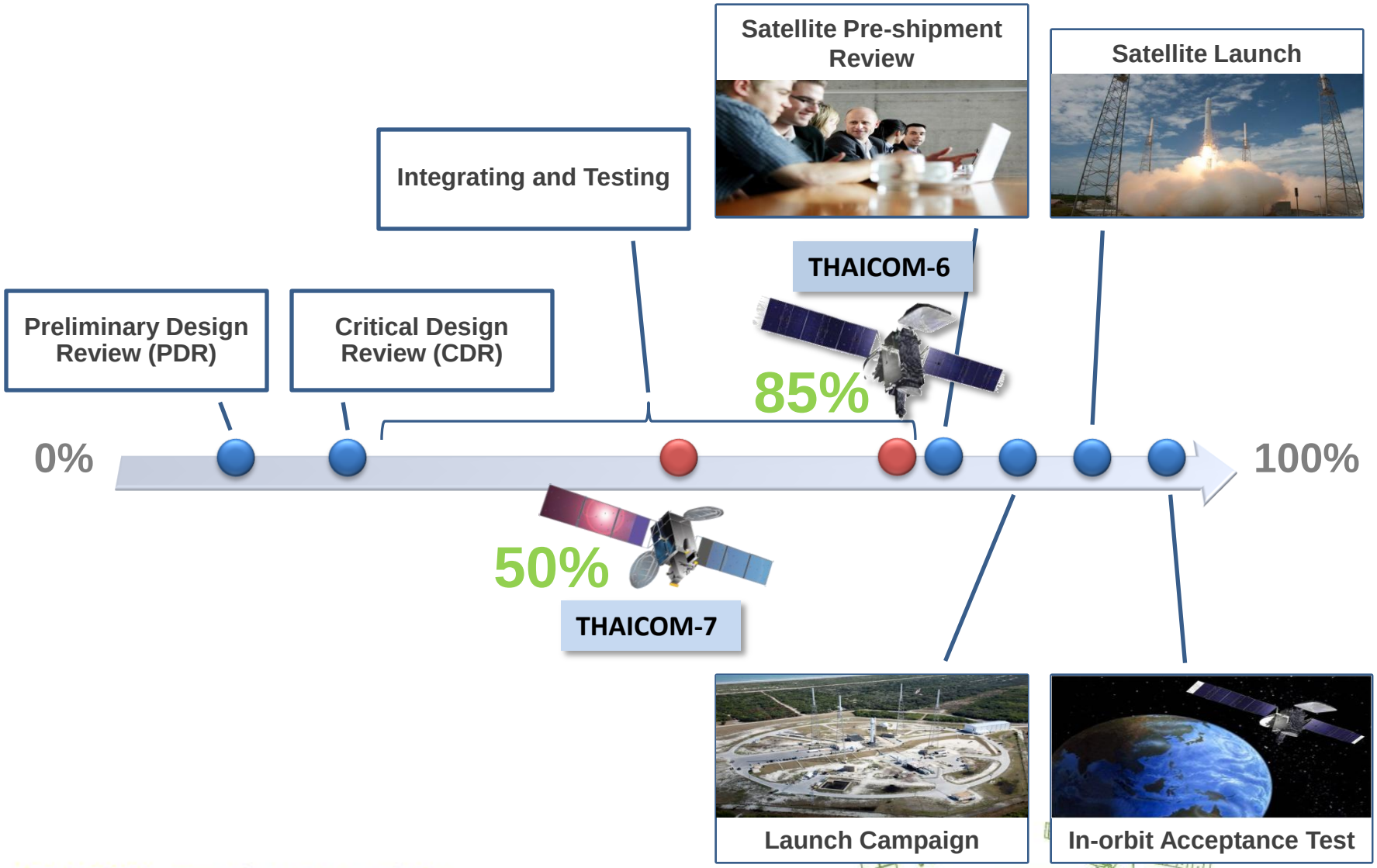
**After the debenture of 3,300 MTHB was paid entirely in November 2012.*

Operations Highlights

Satellite Business

Progress of new satellite programs

Progress of New Satellite Programs:



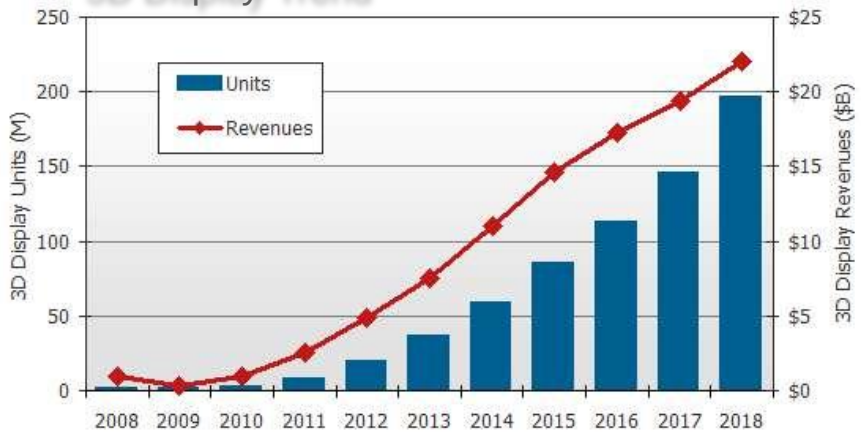
Operations Highlights

Satellite Business

Industry Trend and Moving Forward

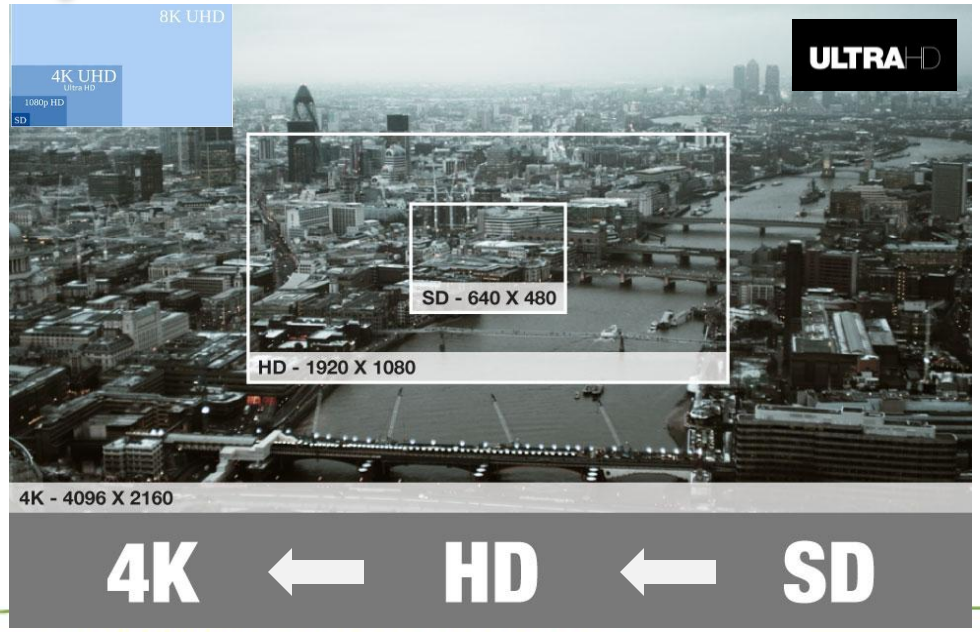
Global Industry Trend:
Higher Bandwidth Required for Broadcast Services

3D Display Trend

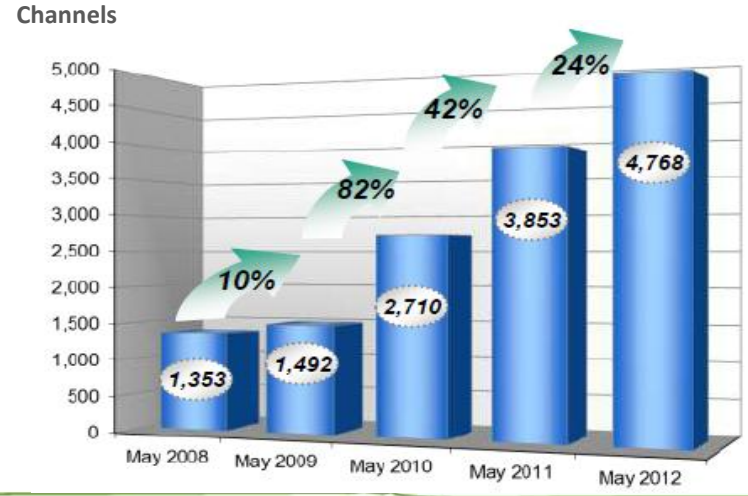


- ✓ Lower TV/IRD costs
- ✓ More households
- ✓ More channels
- ✓ More resolution
- ✓ More bandwidth

Higher Broadcast Resolution



Growth of HD Channel Worldwide



Source : Satellite Industry Association, 2012

Global Industry Trend:

Exponential Growth in Broadband Services in Asia-Pacific

THAICOM

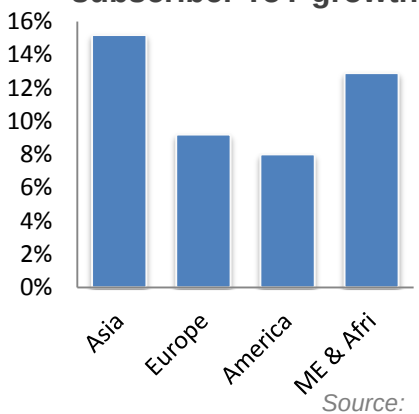
broadband forum

BROADBAND PASSES 600 MILLION SUBSCRIBER MILESTONE

Asia dominates with 42% market share

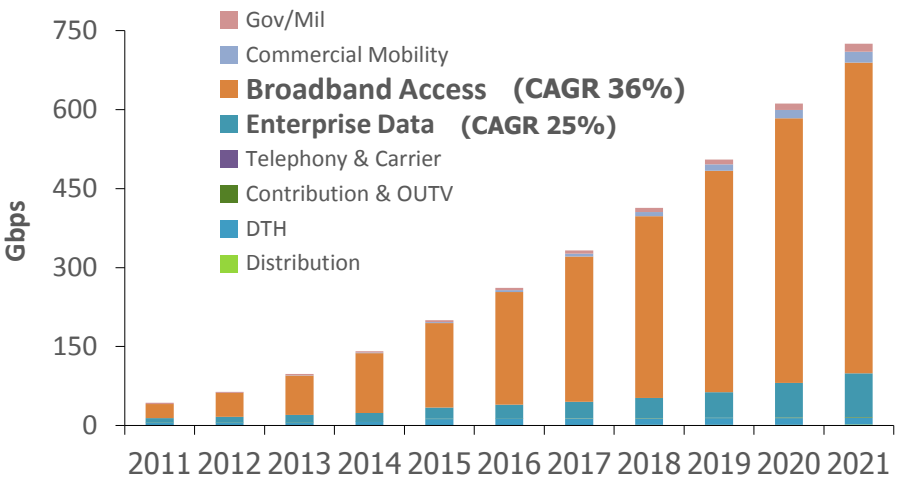
Source: Broadband Forum, Jun 2012

Asia – the fastest BB subscriber YoY growth



Source: Broadband Forum, Jun 2012

Global HTS Bandwidth Demand by Application



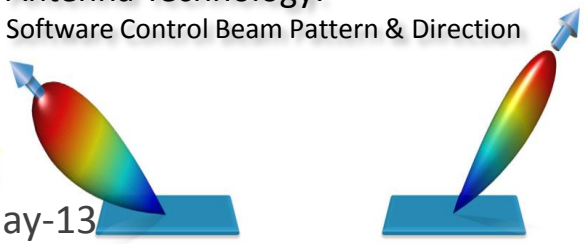
Source : NSR



- ✓ Growing broadband subscribers
- ✓ Networks require more bandwidth
- ✓ Higher max download speed, lower cost Sat modems
- ✓ Growing HTS bandwidth demand
- ✓ On-the-move trend

Antenna Technology:

Software Control Beam Pattern & Direction

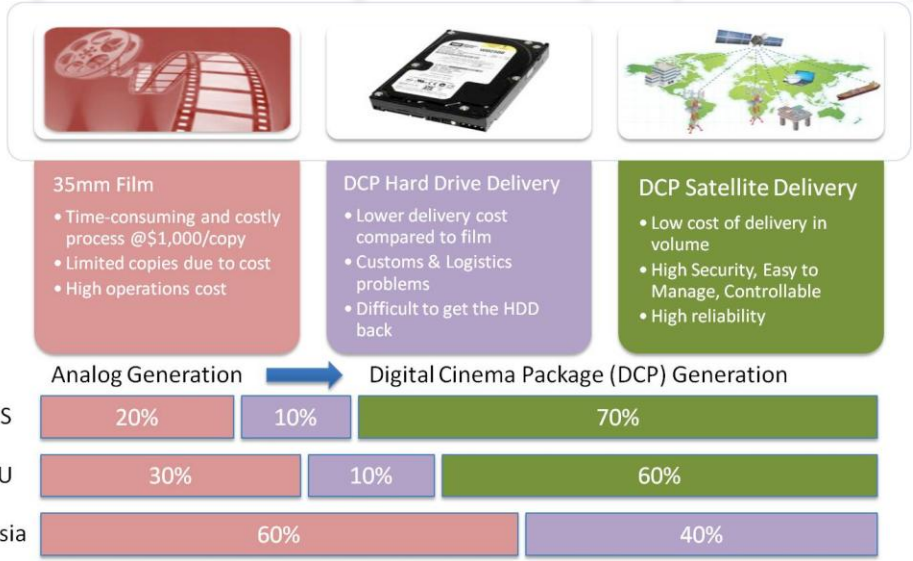


on the move



Global Industry Trend:
Broadcast + Broadband Convergence

Digital Cinema Package – Delivering Hollywood films digitally

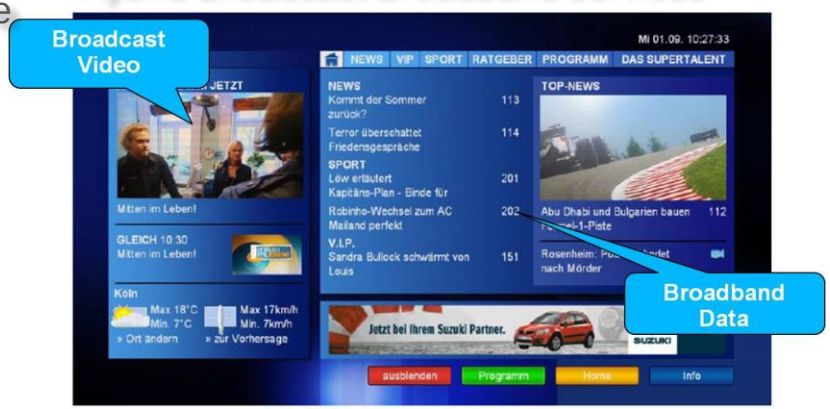


- ✓ Thaicom in unique position with both broadcast and broadband satellites
- ✓ Seamless content delivery to users
- ✓ More interactive, more information rich and embedded content

Multi-screen – your content on any screen, anytime, anywhere



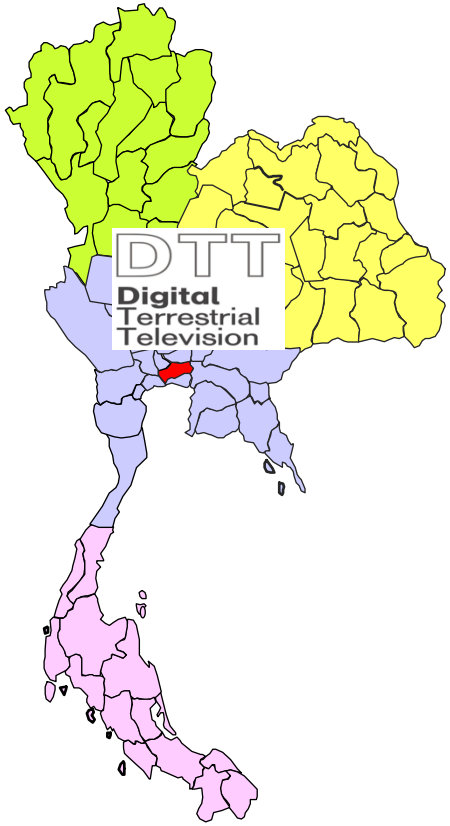
Hybrid Broadcast Broadband services



Domestic Industry Trend:
Digital Terrestrial TV (DTT) in Thailand

DTT Value Chain

Content producers / rights owners	Channel operators / aggregators	Broadcast network operators	Access (STBs) providers



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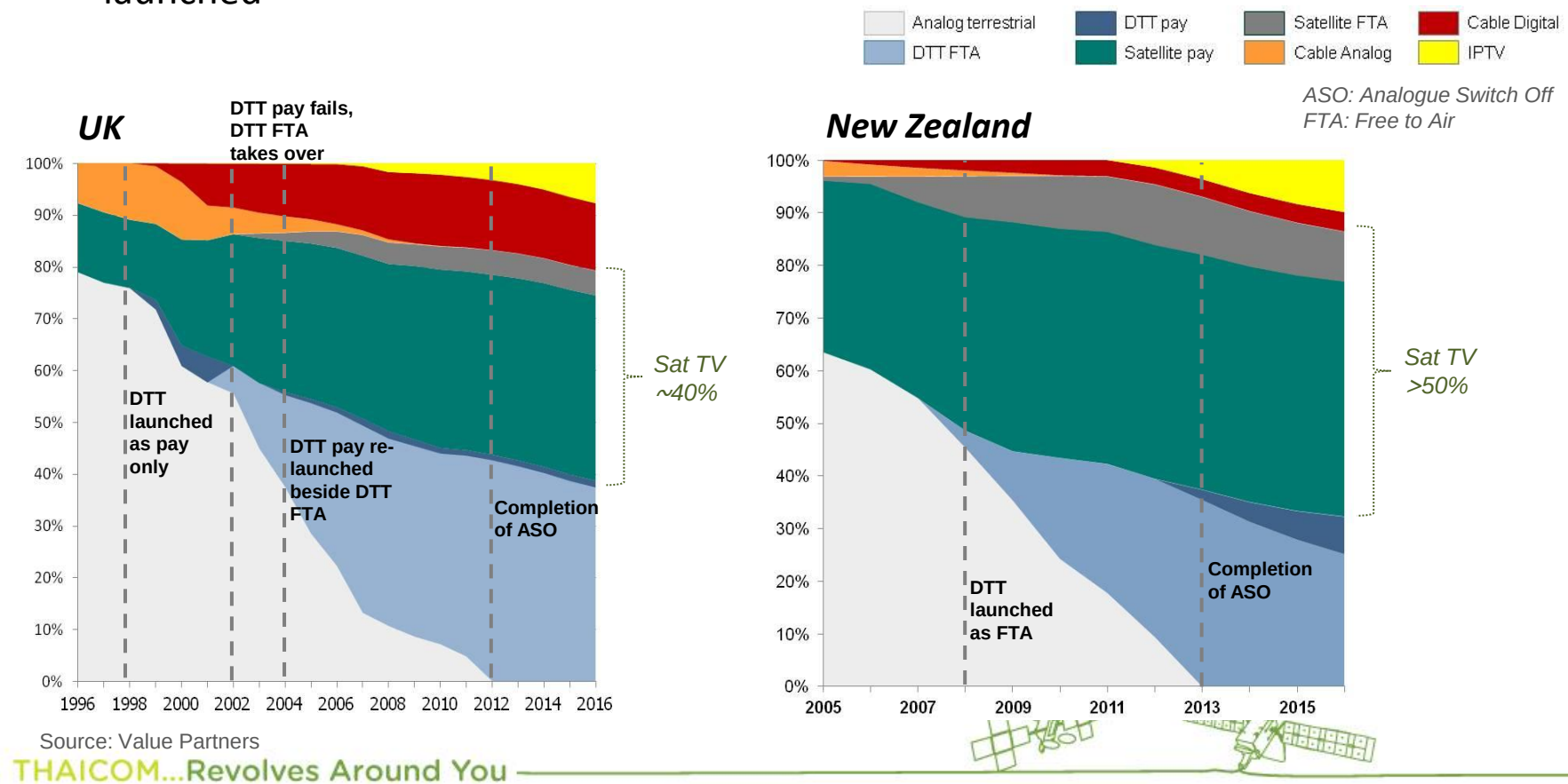
- ✓ NBTC to issue DTT licenses in 2013
- ✓ DTT & Satellite TV to complement each other
- ✓ Introduction of DTT will add many new channels on Satellite TV because of must carry rule
- ✓ Satellite TV will continue to be a major platform for viewers to access contents



Domestic Industry Trend:
Digital Terrestrial TV (DTT) in Thailand

Key findings from international case studies

- Satellite TV continues to be a major platform in UK and New Zealand after DTT launched



Source: Value Partners

Moving Forward in 2013

Broadcast Services

- To boost eyeballs and drive HD channels
- To pursue prelaunch sales of THAICOM-6 & THAICOM-7 capacity

Broadband Services

- To focus on Enterprise/Telco segment: India, Malaysia
- To focus on Open Access Platform (OAP): Indonesia, Philippines
- To focus on Satcom on the Move (SOTM) applications: China, Thailand

Integrated Solutions

- To focus on E2E Content Delivery Network (CDN): Thailand and the region