Annual General Meeting 2013

AGENDA 3

To acknowledge the Board of Directors' report on the Company's operating results for the fiscal year 2012

28 March 2013

THAICOM PLC. Proprietary & Confidential

Agenda

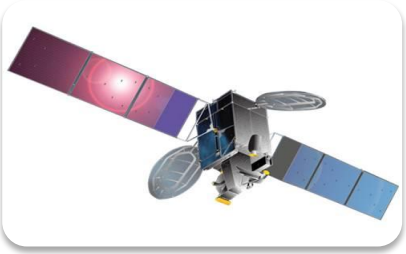
- Key Achievements 2012
- Financial Highlights
- Industry Outlook
- Moving Forward





Key Achievements 2012

Key Achievements 2012
Conventional Business – A New Chapter



THAICOM-7 breakthrough to provide additional future growth at 120°E

- *Successfully acquired a 20-year license from the NBTC*
- *To provide services by 1H 2014*



Accomplished National Mission @ 50.5°E

- *Successfully preserved 50.5°E orbital slot*



Hot Bird and HDTV strategies

- *38 TV channels added on TC-5 in 2012 (Total 465 channels)*
- *Total 24 HD channels on TC-5*



First African customer prelaunch commitment on AFRICOM-1 (THAICOM-6)

- *Total customers' commitment reached 38% of THAICOM-6 capacity*

Key Achievements 2012
IPSTAR Business – Our Strategies are paying off



Additional IPSTAR bandwidth sales

- *Japan's Telcos: KDDI, NTT Docomo and eAccess*
- *Australia's NBN started utilizing more than contractual commitment*
- *Thailand's TOT extended existing service*



Additional revenues as a result of new End-2-End Strategy

- *Signed multimillion dollar agreements with Kantana Group (Thailand) for the Kantana Cineplex project to provide E2E services*

A major breakthrough into Chinese market

- *Signed Framework Agreement for the whole China capacity sales with China Telecom Satellite (CTS) and Synertone Communication Corporation (Synertone), a HKEx listed company (Stock Code: 1613)*
- *Service period: until end of service period of THAICOM-4 (~ Yr 2021)*
- *Capacity commitment: 24% of total THAICOM-4 capacity*
- *Completion and execution of Definitive Agreement and relevant agreements within March 31, 2013*

Key Achievements 2012
Other Businesses

Internet and Media Business

- *Successful stimulated HDTV market*
- *24 HDTV channels broadcast on Thaicom 5*

- *CS Loxinfo continued to grow as an ICT one stop service provider, with Cloud Computing as main strategy*

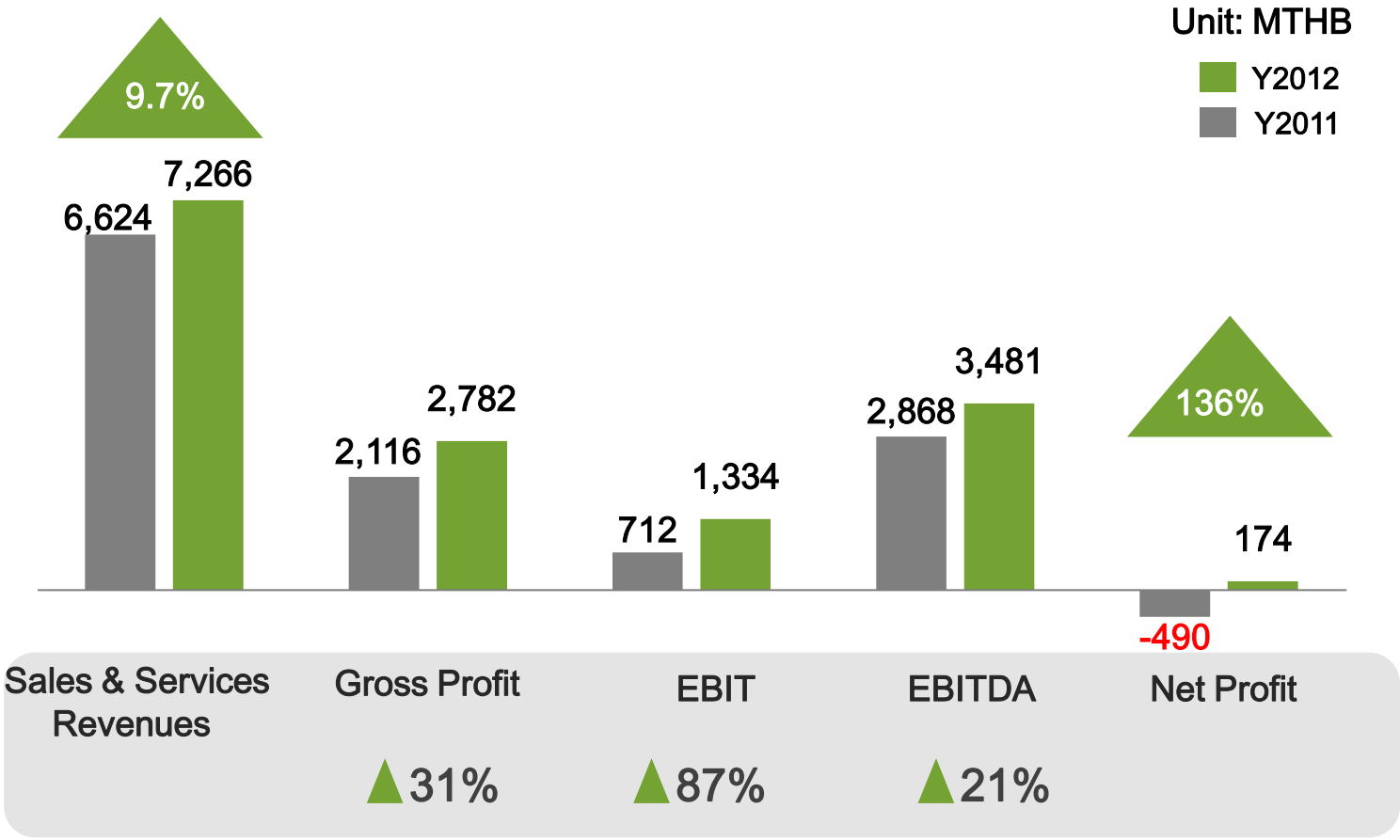
Telephone Business

- *Retained leadership in telephone market with 44.2% market share*
- *Launched 4G in November 2012*

- *Mfone's application for insolvency proceedings was accepted by the Phnom Penh court and the process is now under a court-appointed Administrator*

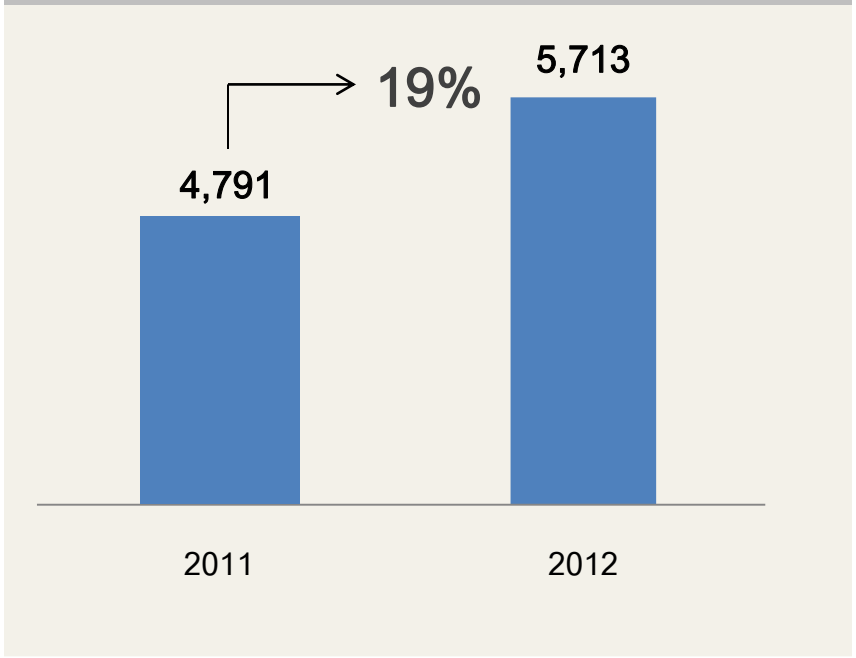
Financial Highlights

The 1st year with positive consolidated net profit in 5 years

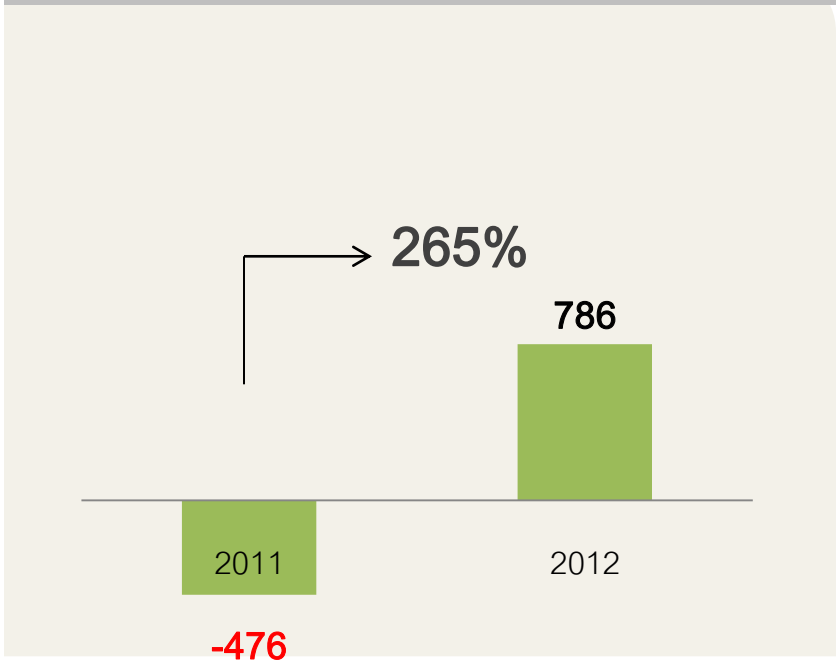


Better Stand-alone results from overseas operations

Total Revenue MTHB
(Separate Financial Statement)



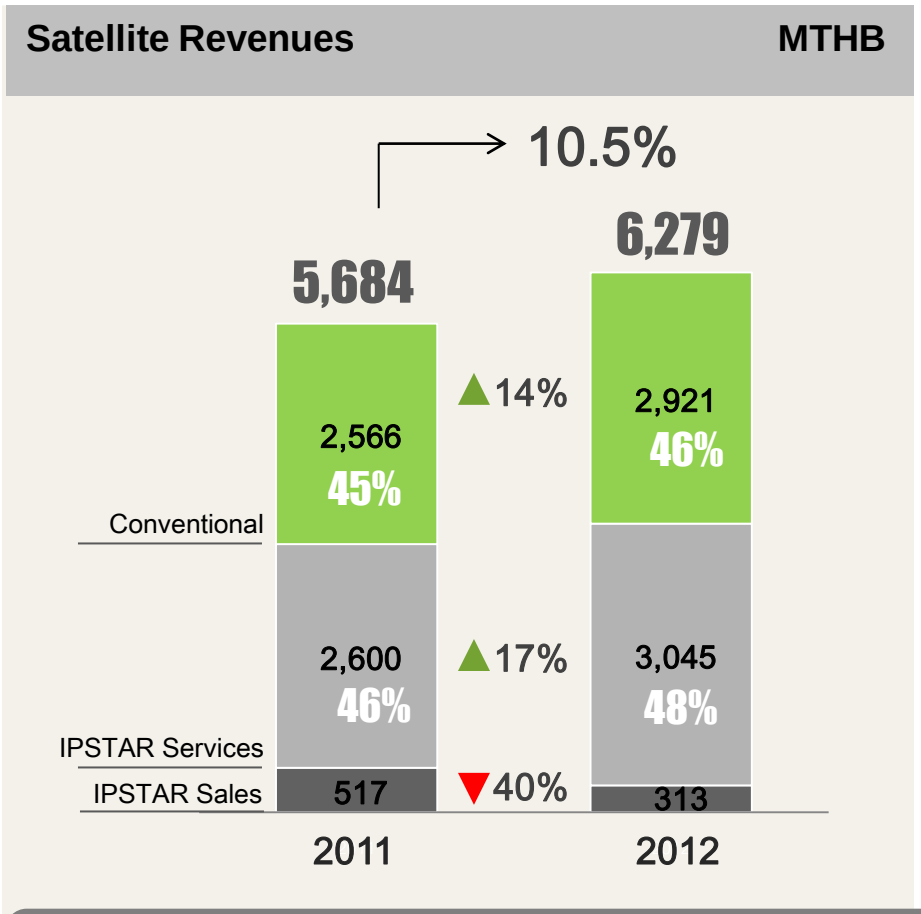
Net Profit MTHB
(Separate Financial Statement)

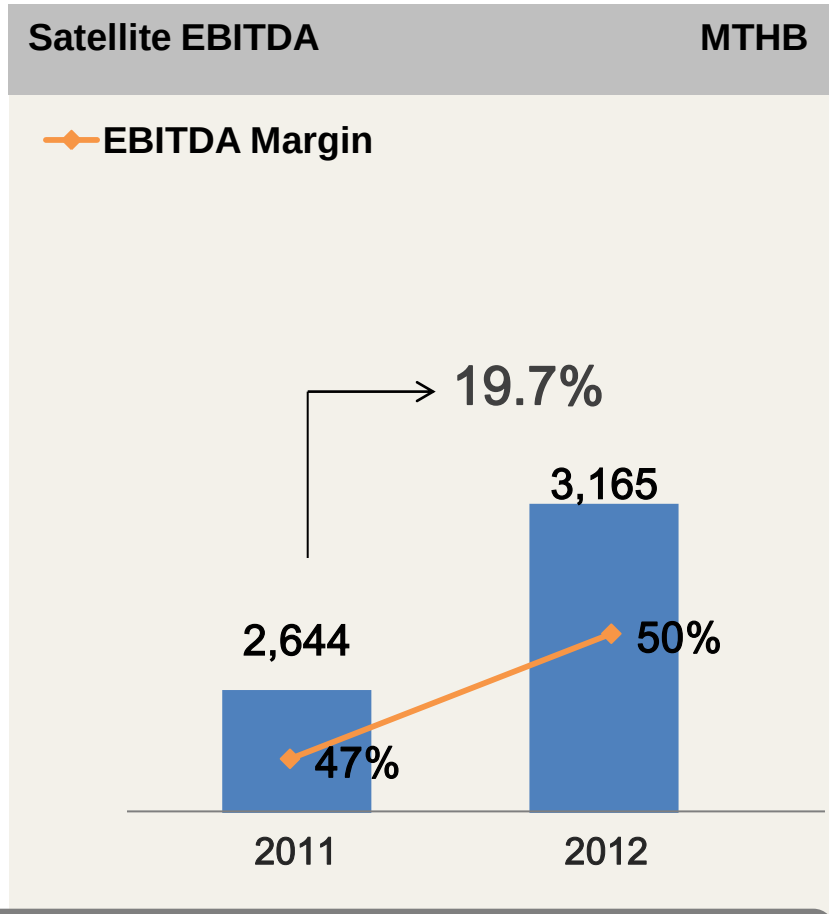


Dividend from IPSTAR Australia in 2012 and strong Conventional performance improved stand-alone revenue

Significant increase in stand-alone Net Profit in 2012

Satellite revenues grew 10.5% YoY





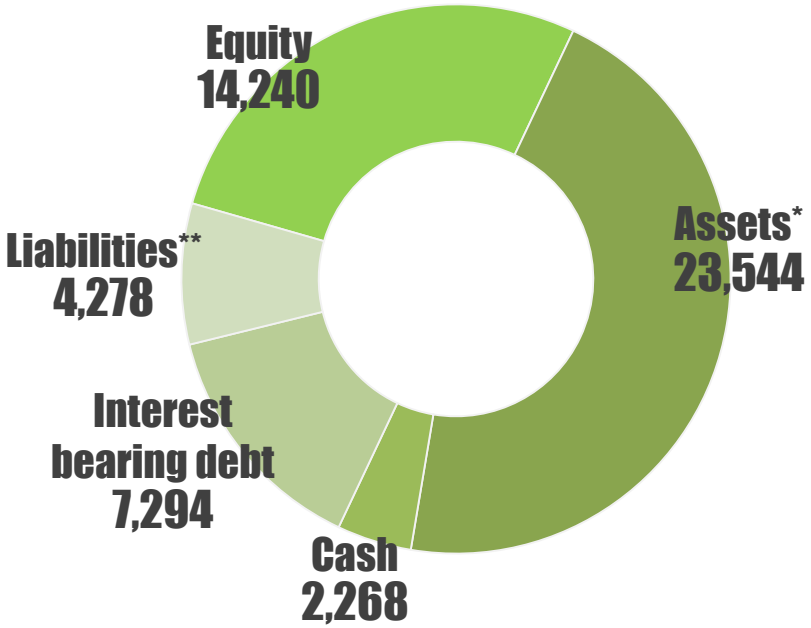
IPSTAR and end-to-end services boost up satellite performance

Cash balance remains good on continuing strong operational performance

Unit: **MTHB**

D/E Ratio at 0.51x

16% Growth YoY in CF from Operations



* Exclude Cash
** Exclude Interest-Bearing Debt

Consolidated CF	2011	2012
CF from Operating	3,038	3,509
CF from Investing	(2,369)	(1,871)
CF from Financing	931	(2,227)
Cash Ending	2,866	2,268

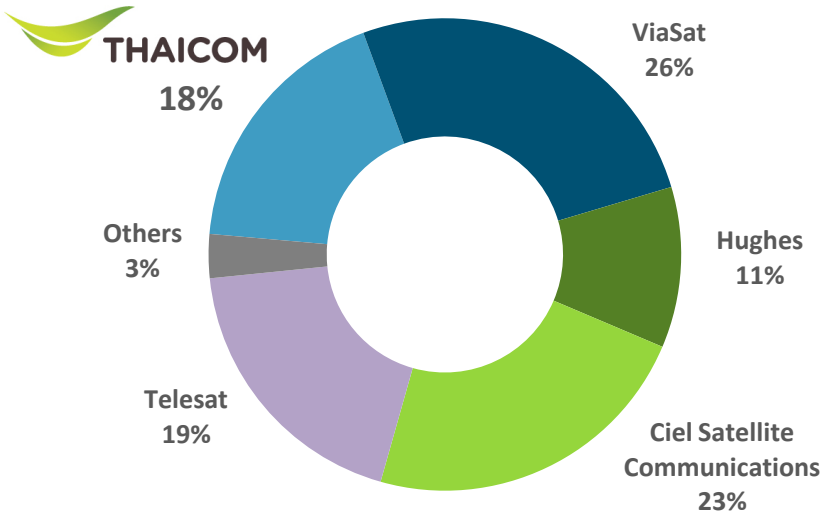
Note: The debenture of 3,300 MTHB was paid entirely in November 2012.

Industry Outlook

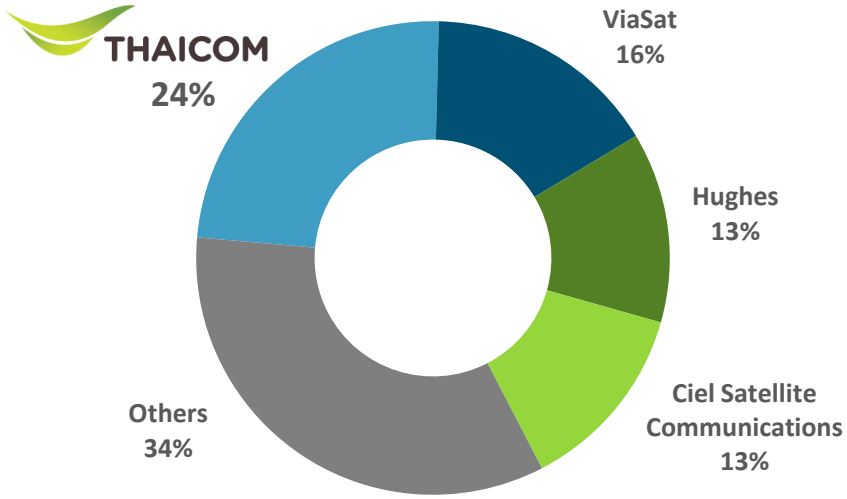
Our Market Share

Number 1 in Global Market Share of Leased High Throughput Satellite (HTS) Capacity by Northern Sky Research

NSR Report, Oct 2011



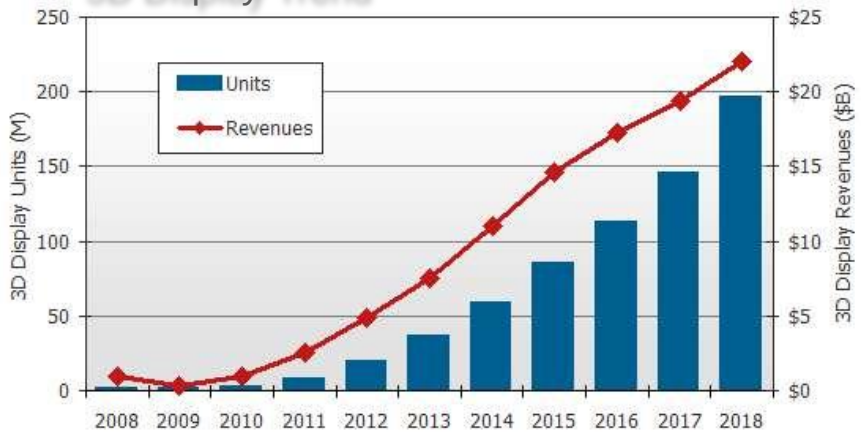
NSR Report, Sep 2012



Source: Northern Sky Research

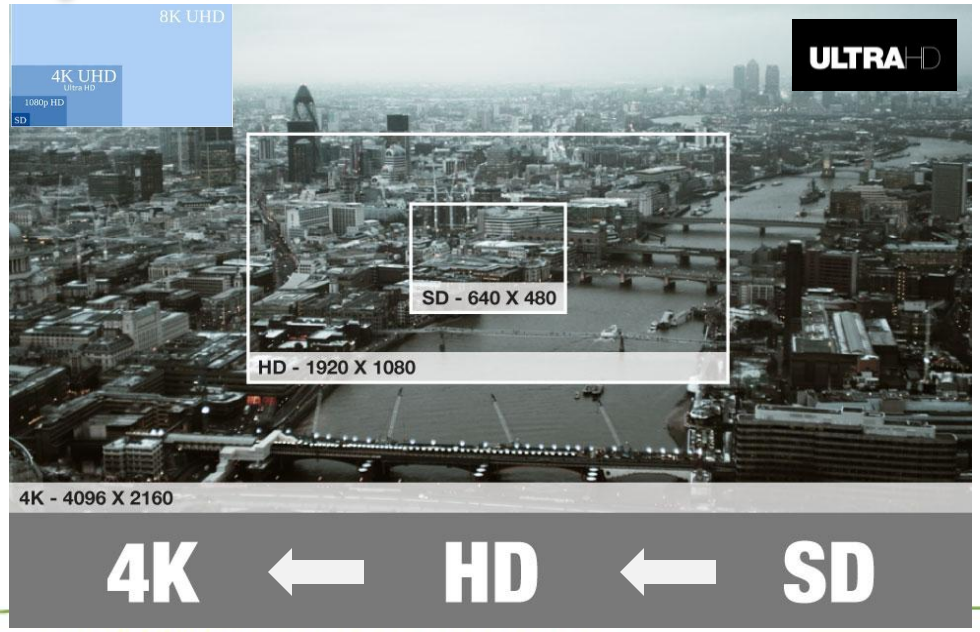
Industry Trend:
Higher Bandwidth Required for Broadcast Services

3D Display Trend

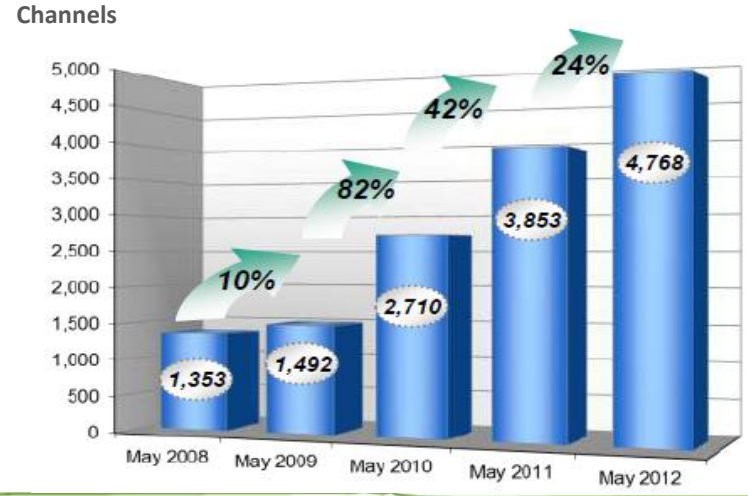


- ✓ Lower TV/IRD costs
- ✓ More households
- ✓ More channels
- ✓ More resolution
- ✓ More bandwidth

Higher Broadcast Resolution



Growth of HD Channel Worldwide



Source : Satellite Industry Association, 2012

Industry Trend:

Exponential Growth in Broadband Services in Asia-Pacific

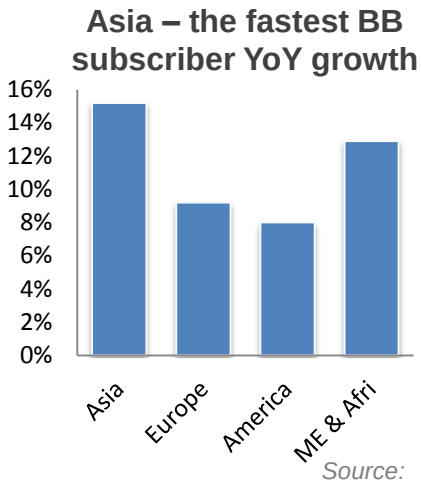
THAICOM

broadband forum

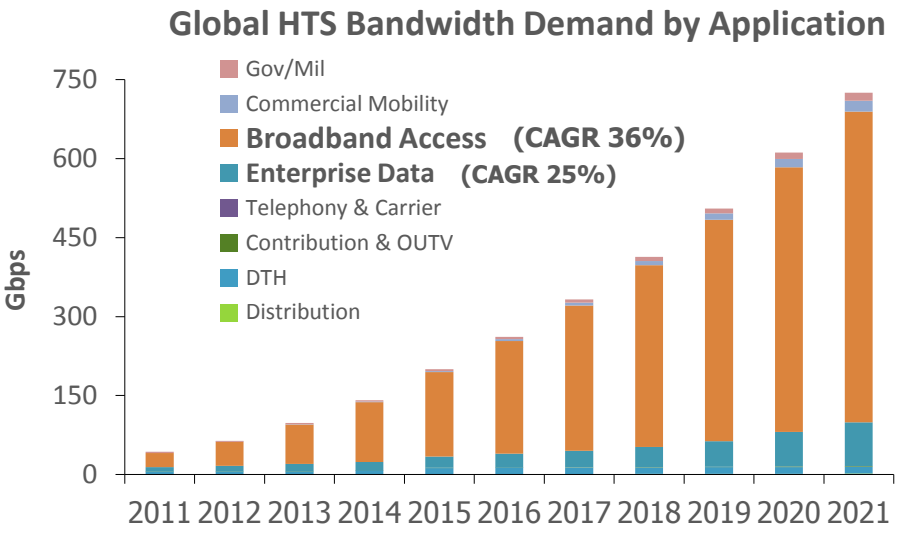
BROADBAND PASSES 600 MILLION SUBSCRIBER MILESTONE

Asia dominates with 42% market share

Source: Broadband Forum, Jun 2012



Source: Broadband Forum, Jun 2012



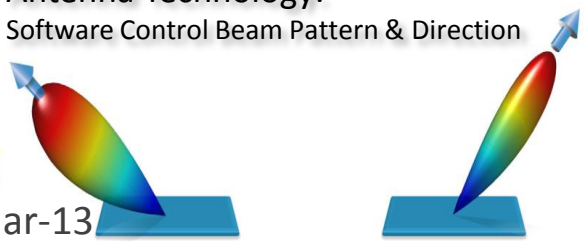
Source : NSR



- ✓ 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

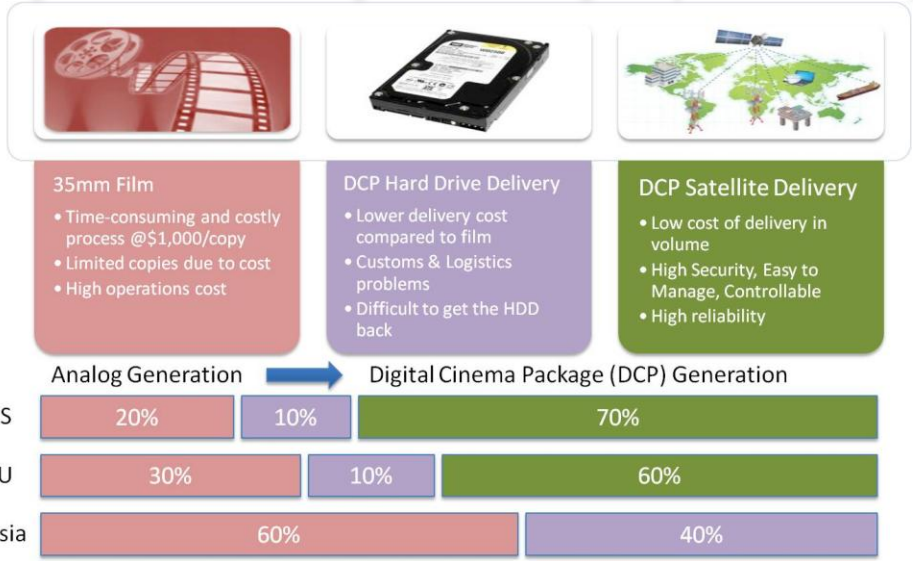






Industry Trend:
Broadcast+Broadband Convergence

Digital Cinema Package – Delivering Hollywood films digitally

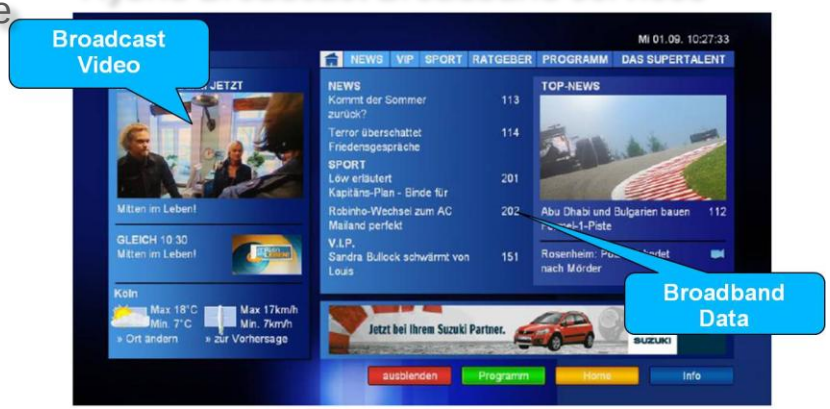


- ✓ Thaicom in unique position with both broadcast and broadband satellites
- ✓ Seamless content delivery to users
- ✓ More interactive, more information rich and embedded content

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



Hybrid Broadcast Broadband services

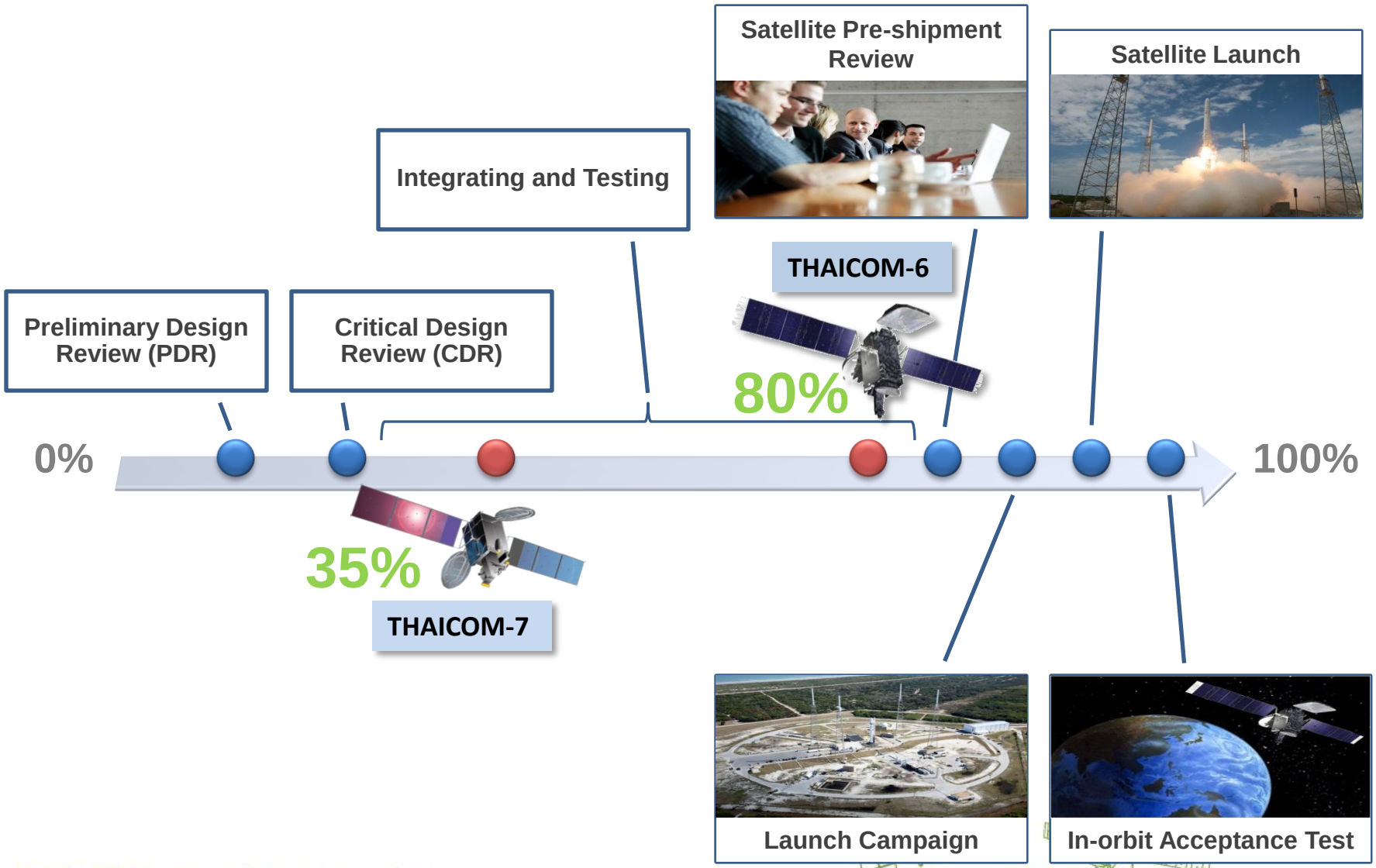


Moving Forward

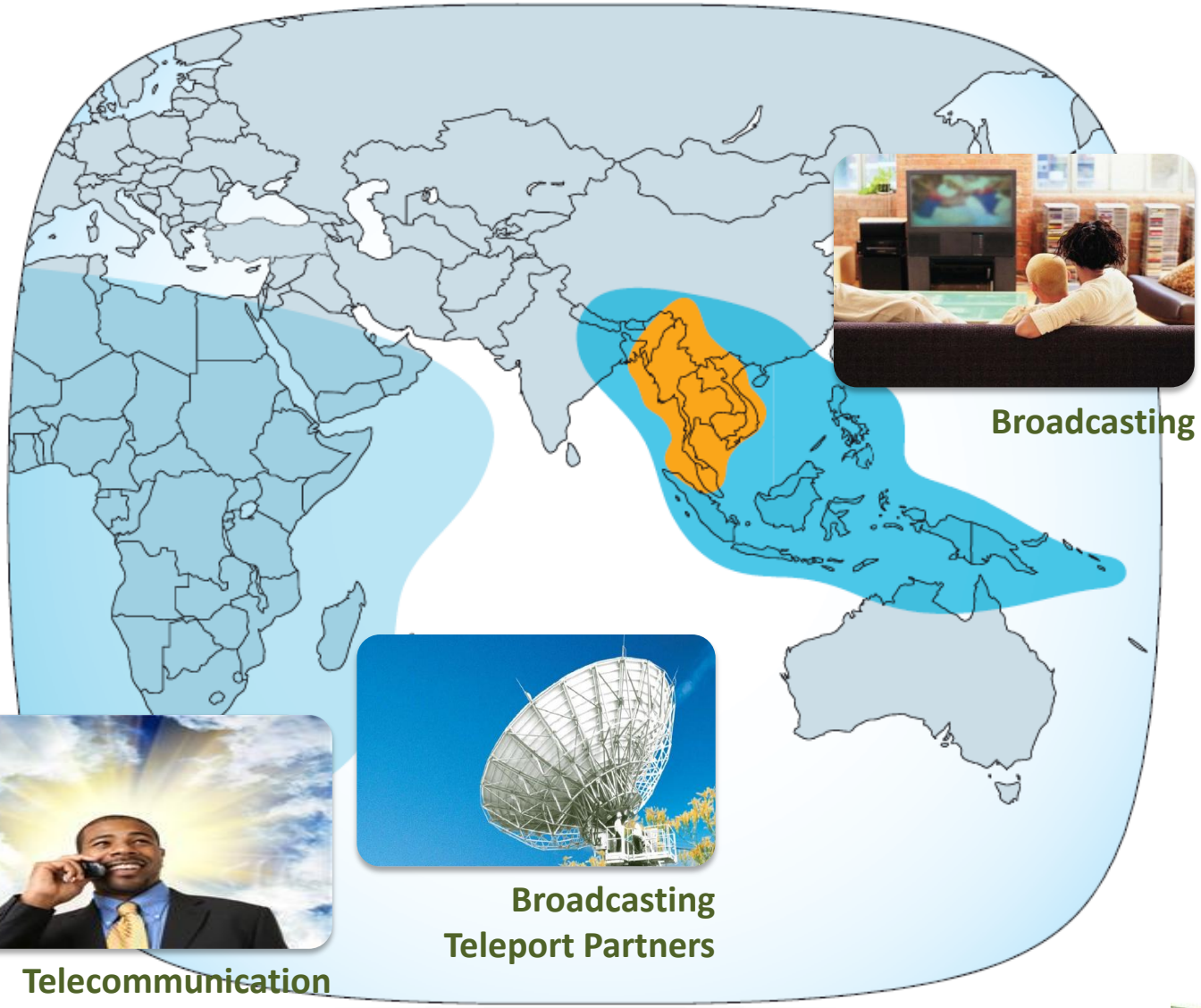




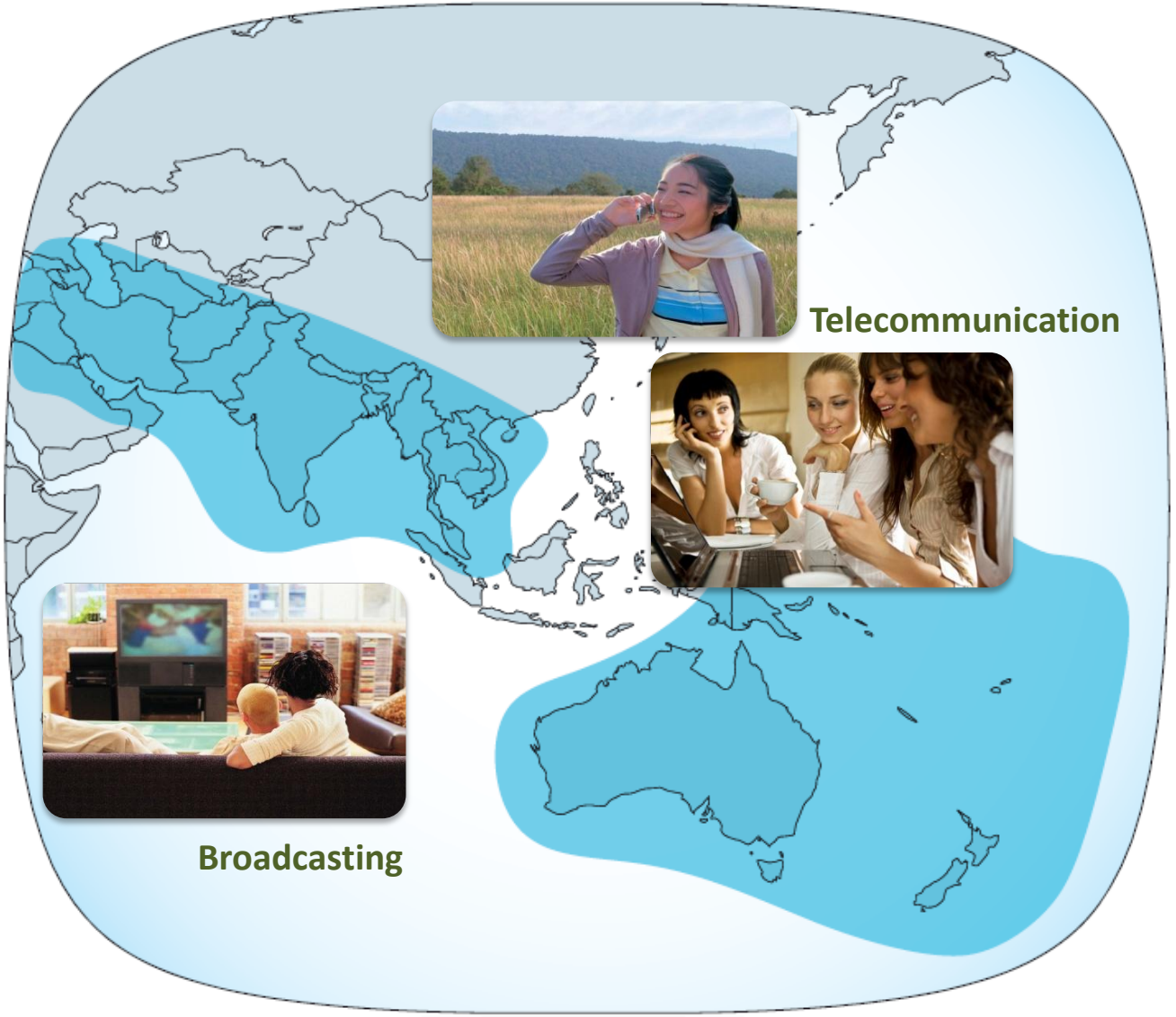
New Satellite Programs on Track:



THAICOM-6 @78.5E Marketing plan



THAICOM-7 @120E Marketing Plan

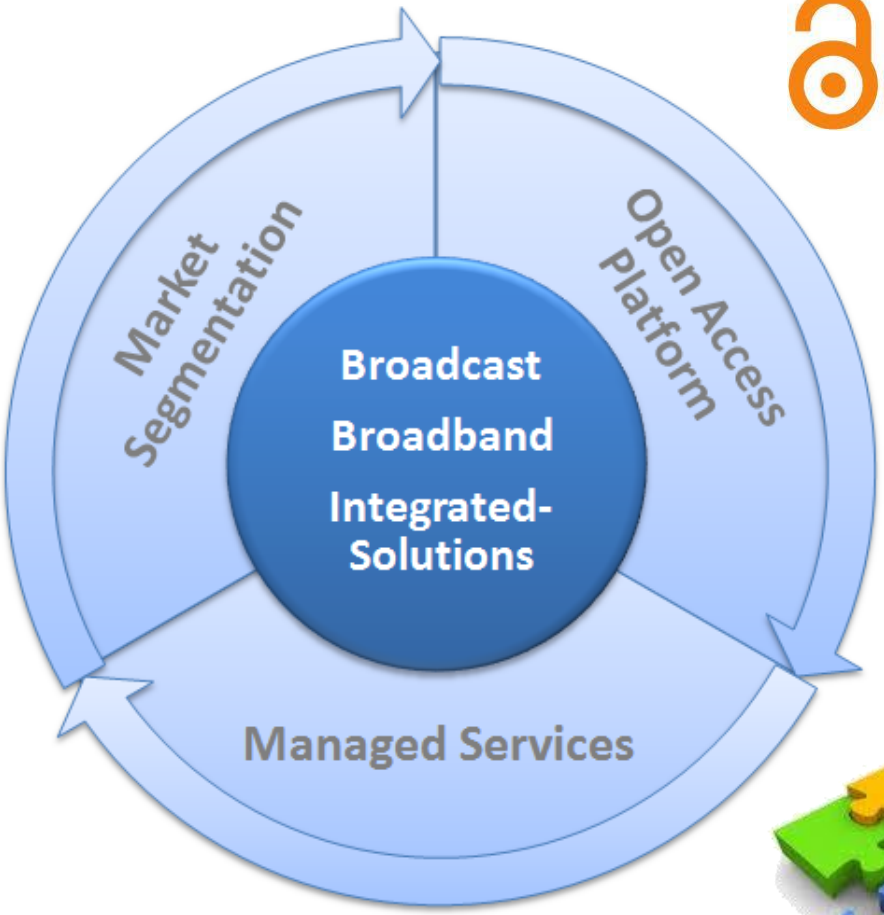


Our Strategies: Short Term Plan

IPSTAR Focus

Conventional Focus





Access

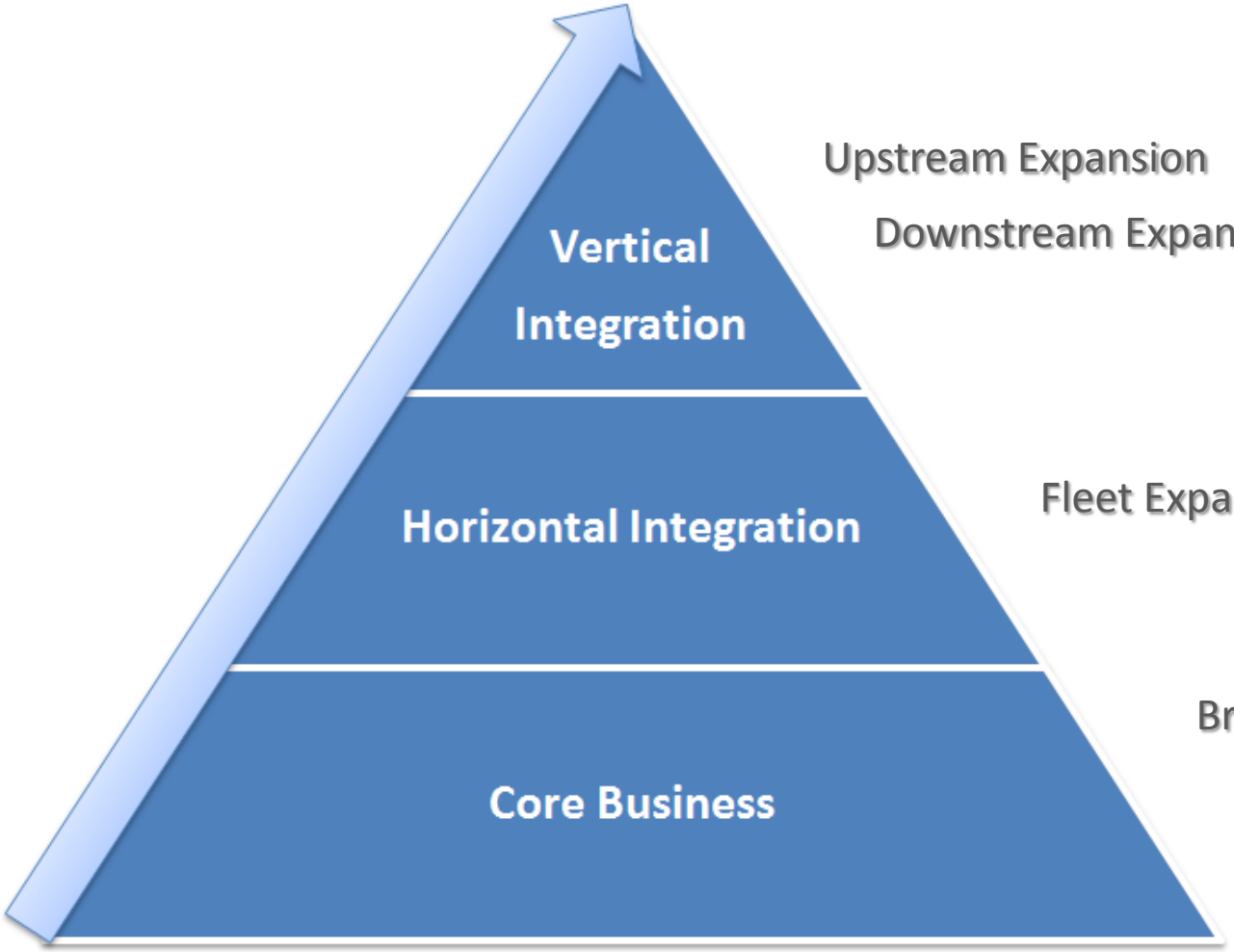
Strategic Partnerships

End-to-End Services

System Integration



Our Strategies: Long Term Plan



Upstream Expansion

Downstream Expansion



Fleet Expansion



Broadcast

Broadband

Integrated Solutions

Our Future:
Expand resource for future growth

