2012 Results
Opportunity Day at SET

20th February 2013

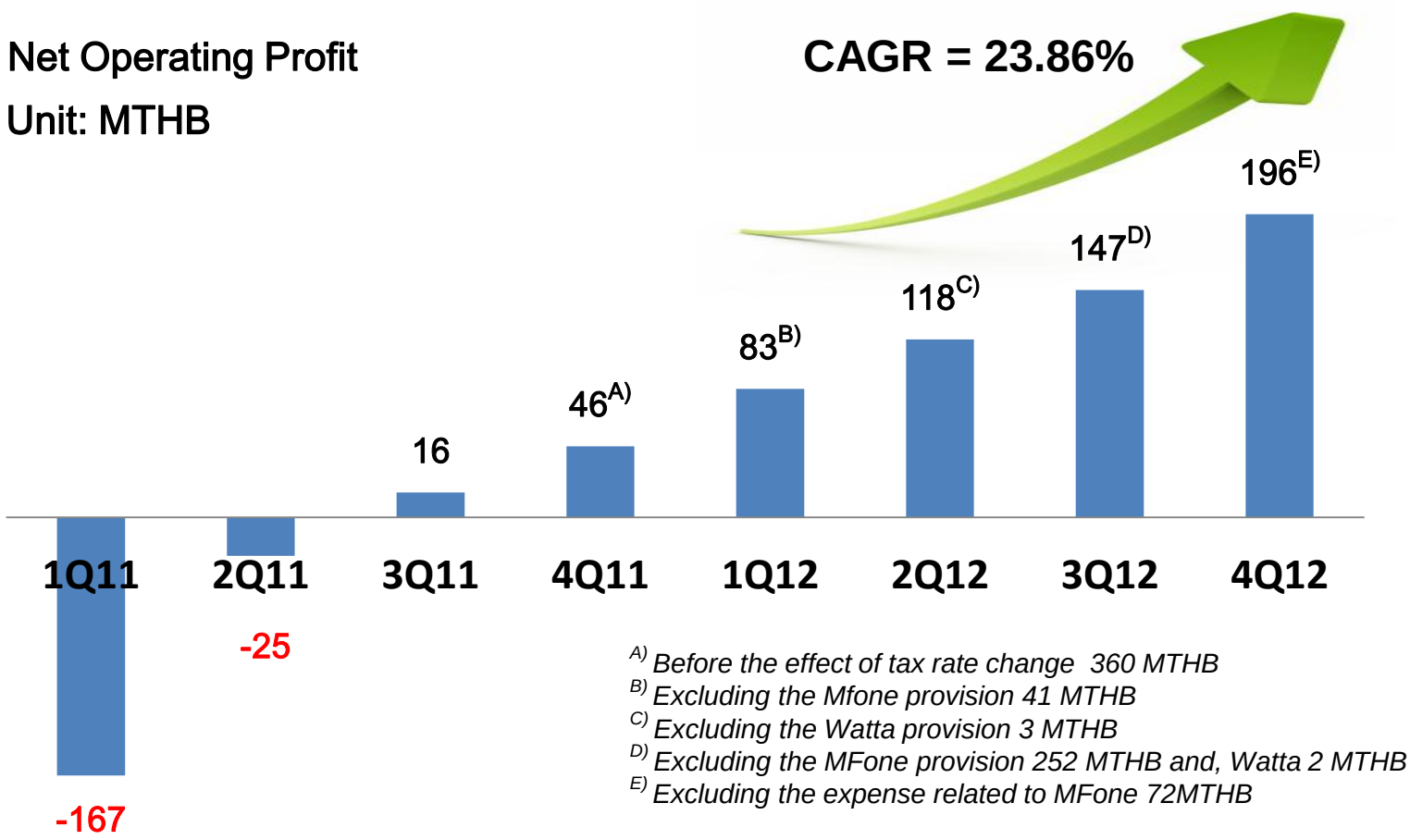
SET

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.

Continued Growth in Net Operating Profit



A) *Before the effect of tax rate change 360 MTHB*
B) *Excluding the Mfone provision 41 MTHB*
C) *Excluding the Watta provision 3 MTHB*
D) *Excluding the MFone provision 252 MTHB and, Watta 2 MTHB*
E) *Excluding the expense related to MFone 72MTHB*

1st Positive Consolidated Net Profit in Five Years

Unit: MTHB



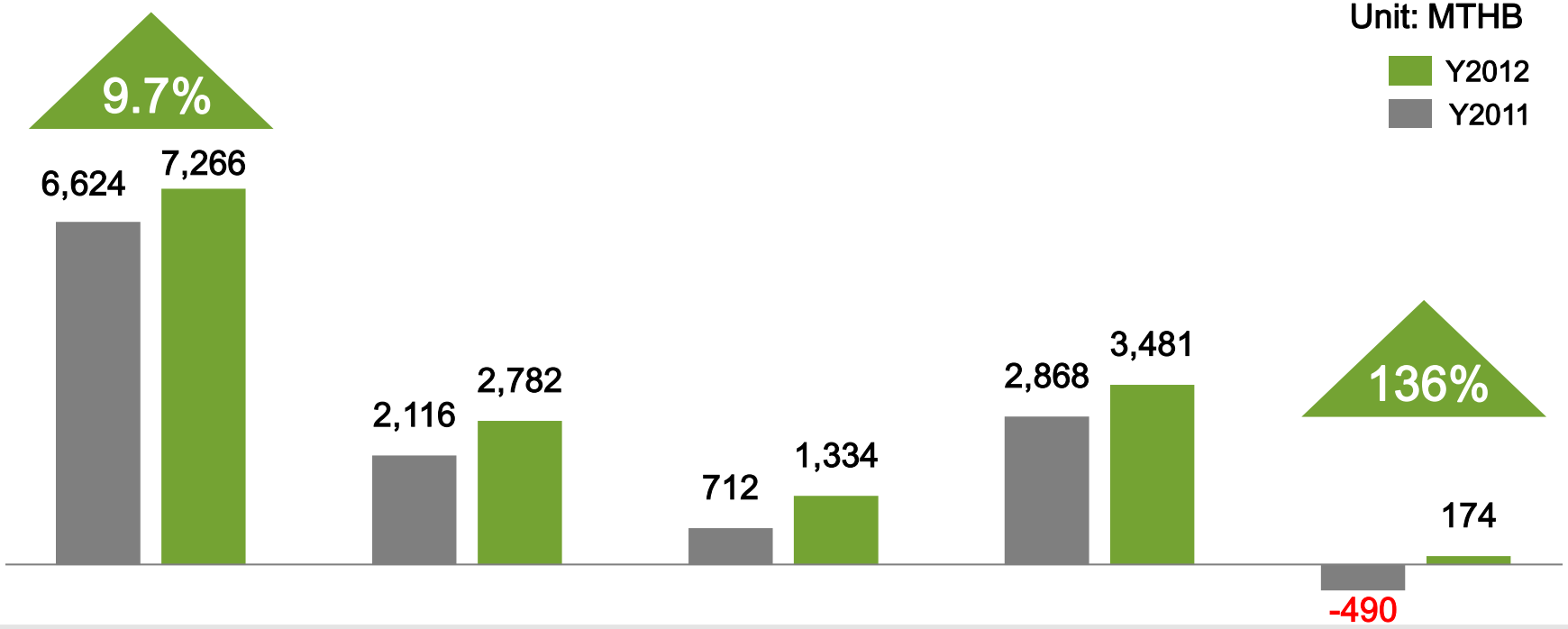
2012 Key Highlights

- 1st positive consolidated net profit in 5 years, 174 MTHB
- Significant growth of stand-alone performance due to overseas operations
- Satellite revenues grew 10.5% YoY
- Major breakthrough into Chinese market
- Committed bandwidth utilization on IPSTAR exceed 50%
- Thaicom-7 breakthrough with new license regime
- Pre-launch sales of Thaicom 6 at 38% exceeded target
- Succeeded in preserving 50.5 degrees East orbital slot for the nation



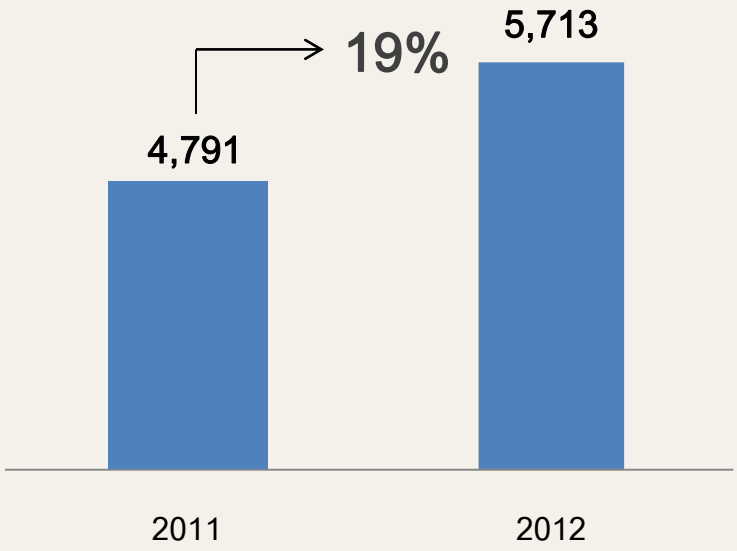
Financial Highlights

The 1st year with positive net profit from operations 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

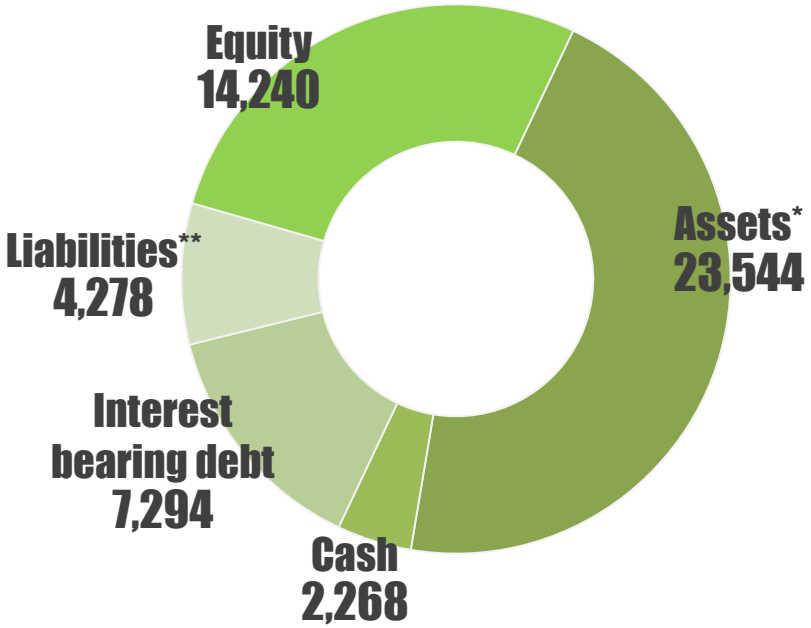
Significant increase in stand-alone Net Profit in 2012

Cash balance remains good on continuing strong operational performance

Unit: **MTHB**

D/E Ratio at 0.51x

16% Growth YoY in CF from Operations



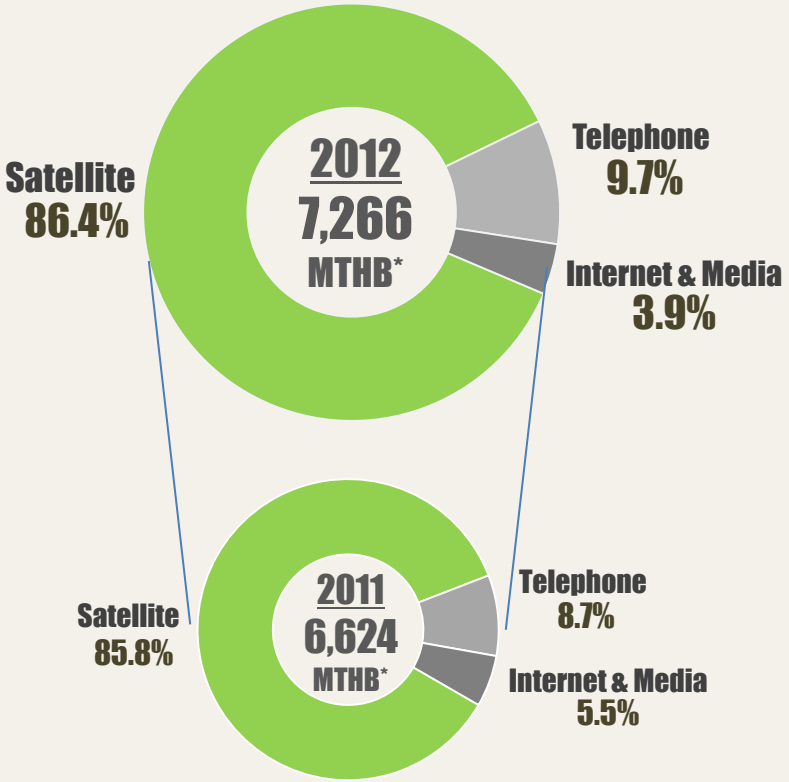
* Exclude Cash
** Exclude Interest-Bearing Debt

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

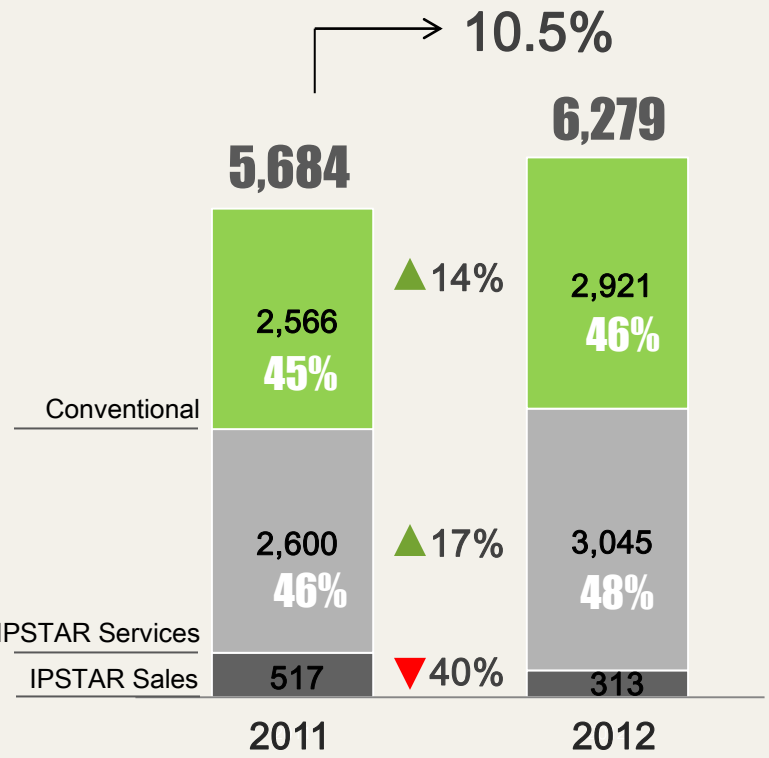
Note: The debenture of 3,300 MTHB was paid entirely in November 2012.

Satellite revenues grew 10.5% YoY

Consolidated Revenue share in 2011 vs. 2012
*Excluding revenues from discontinued operation (Mfone)



Satellite Revenues MTHB



Core satellite business contributes 86.4%

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

Operations Highlights

Satellite Business

Key Highlights

Key Highlights of 4Q12

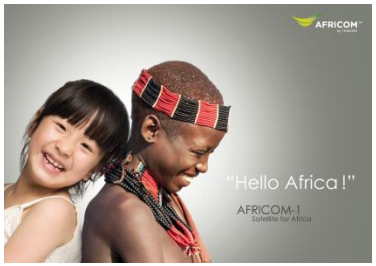
Thailand's TOT service extended

- *Extended TOT's existing service*

Additional IPSTAR bandwidth sales

- *Australia's NBN started utilizing more than its minimum commitment*

AFRICOM-1™



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

- *Signed a contract with an Egyptian telecom operator for the utilization of AFRICOM-1 (THAICOM-6)*
- *Total customers' commitment reached 38% of THAICOM-6 capacity*

Key Highlights of 4Q12

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*

Additional IPSTAR Bandwidth Utilization in 2012

THAICOM

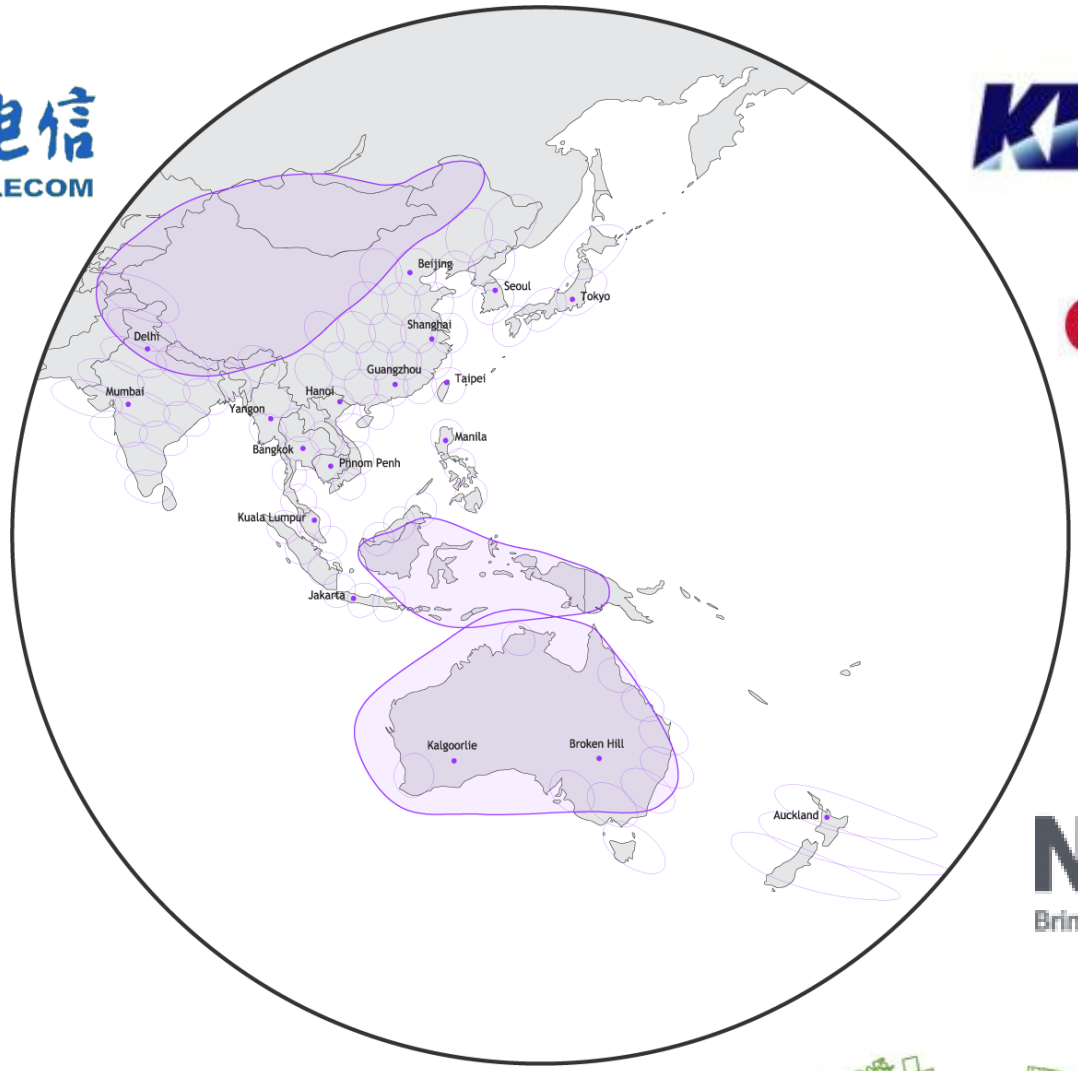
中国电信 CHINA TELECOM

KDDI

SYNERTONE

NTT docomo

eAccess Broadband services



NBNCo Bringing broadband to life

New Satellite Programs on Track:

Satellite Pre-shipment Review



Satellite Launch



Integrating and Testing

THAICOM-6



80%

Preliminary Design Review (PDR)

Critical Design Review (CDR)

0%

100%



35%

THAICOM-7

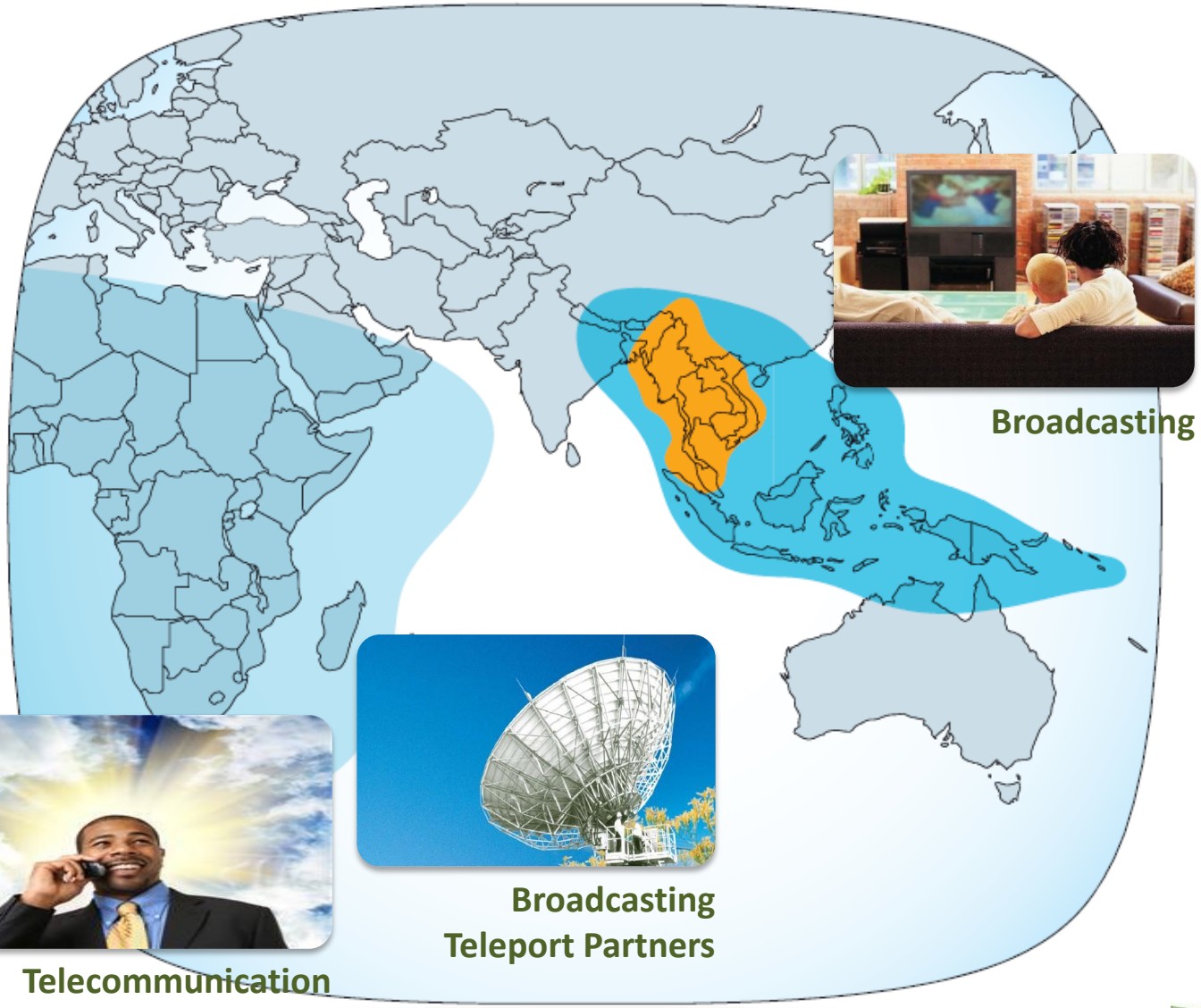


Launch Campaign



In-orbit Acceptance Test

THAICOM-6 @78.5E Marketing plan



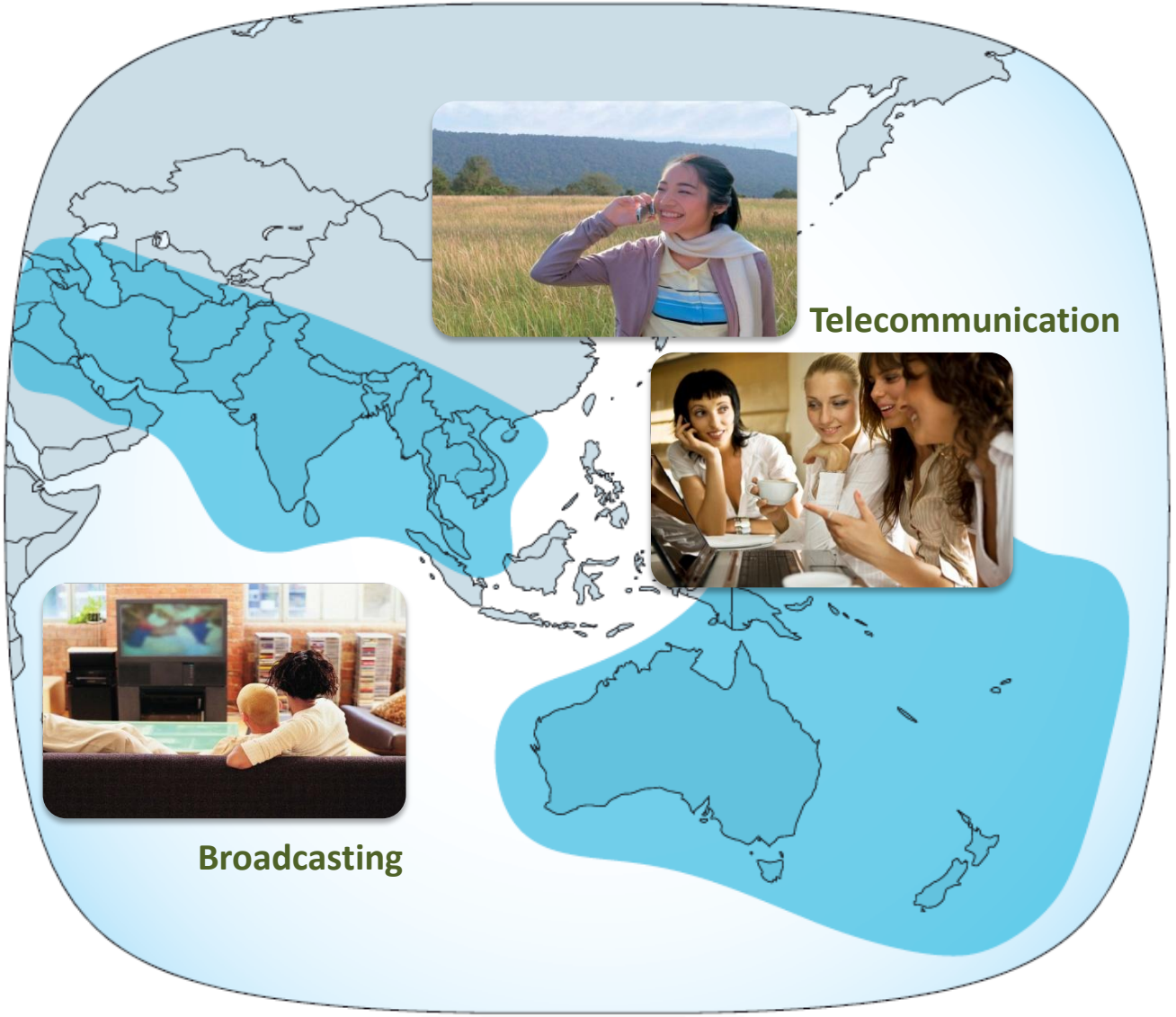
Broadcasting

Broadcasting
Teleport Partners

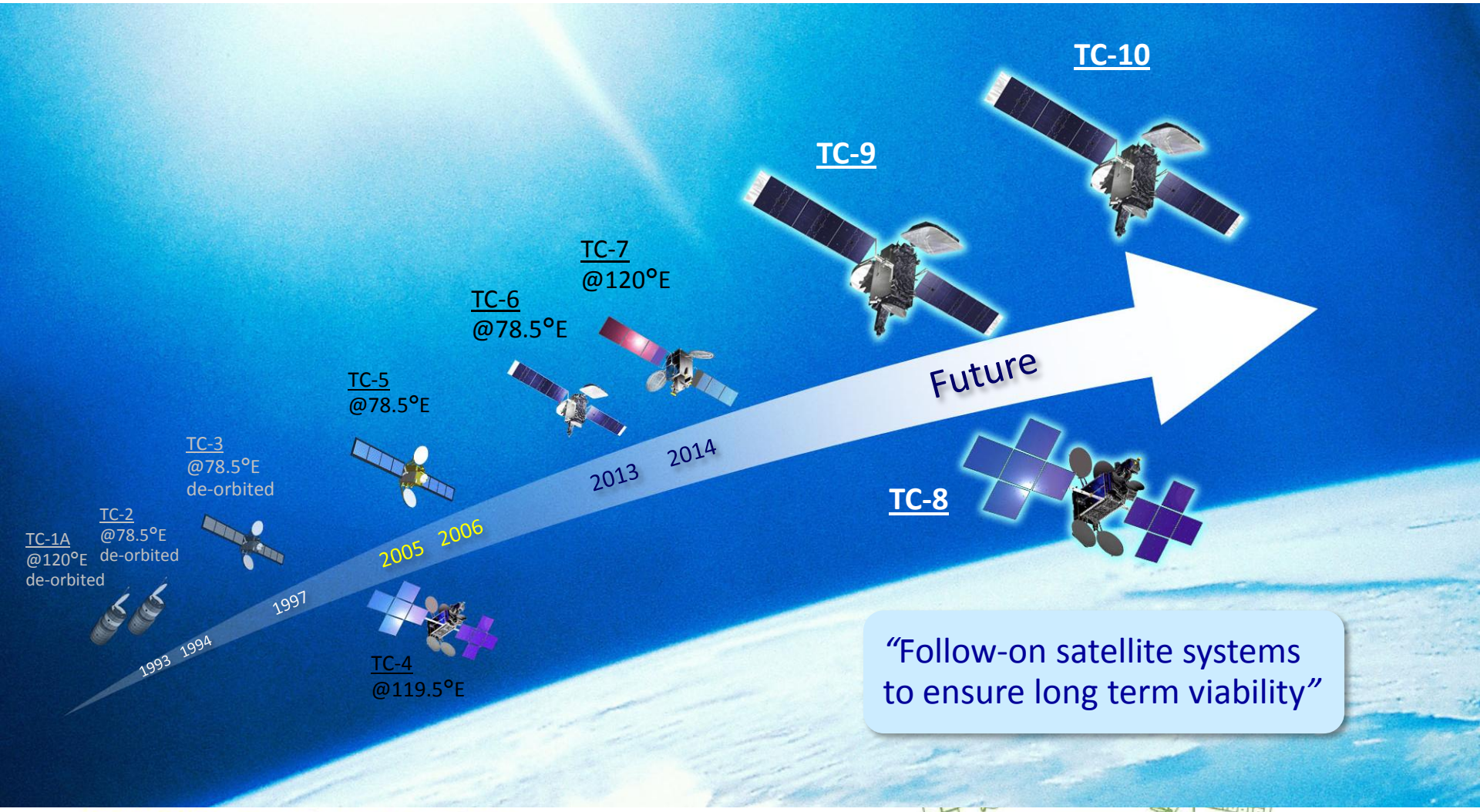
1st
African
Customer

Telecommunication

THAICOM-7 @120E Marketing Plan



Our Future:
Expand resource for future growth



Operations Highlights

Internet and Media Business

Key Highlights

DTV – 2012 Results

D-KHOOM Plus Box



Launched new D-Khoom Plus box

- *Lower price to compete with other players*
- *To match untapped market demand*

DTV HD Box







Stimulated HDTV market – 24 HD Channels

- *Launched DTV-HD1 Box by bundling with UEFA EURO 2012 Event*
- *Operated 2 HD own channels and 3 HD from GMM*
- *Expanded to new HD segment through AV-Shop and Modern trade*

DTV – Strategic Moves



HD3 with PVR



Hybrid Box

New HD boxes to meet all target

- *Launch low-cost HD box to drive and stimulate market*
- *Launch DTV-HD3 box with PVR function and DTV-Hybrid box for high-end HD market*

Getting ready for Thaicom-6

- *Increase S2 programs for both SD and HD on DTV platform*
- *To prepare HD viewers base for Thaicom-6*

Expand dealer network to reach more customers

- *Through master dealer model and modern trade channel*

Create synergy with content partners

- *To leverage eyeballs on DTV platform*
- *To work on a revenue sharing model i.e. pay-TV channels*

Develop and implement Ratings box

- *To build a TV ratings network on Thaicom Satellite*

Operations Highlights

Telephone Business

Key Highlights

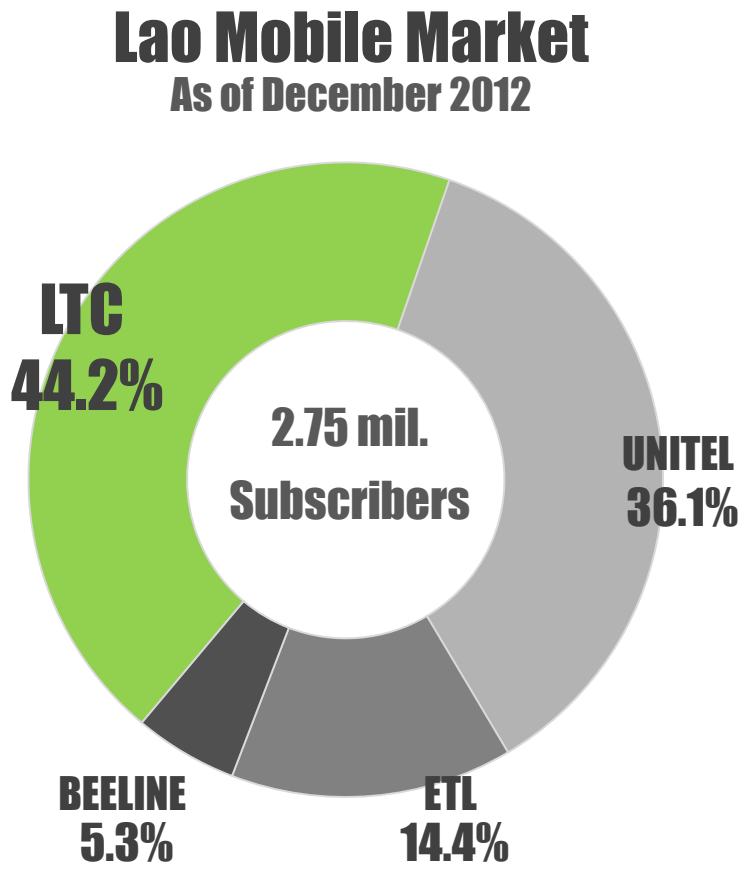
Lao Telecom

2012 Results

- *Maintain leadership with 44.2% market share*
- *Revenue grew 19% YoY from increased voice and data usage, with improved ARPU*
- *NI grew 117%, while EBITDA grew 26%*
- *Launched 4G in November to serve ASEAN Summit 2012 by providing 20 sites in Vientaine Capital*
- *Dealer network improved and strengthened considerably*

2013 Moving Forward

- *Continued focus on dealer network to ensure quality of service and improved distribution*
- *Strengthen brand perception and recognition through segment strategies*
- *Focus on provincial communities to protect our market and regain subscribers*
- *Focus on value added service with enriched data content and applications*
- *Improve network infrastructure and blind spot areas*
- *Customer-centric: enhance customer experience*



Mfone

Thaicom has been informed by its subsidiary, Shenington Investments Pte., Limited that Mfone's application for insolvency proceedings has been accepted by the Phnom Penh court and that the process is now going forward under a court-appointed Administrator.

The insolvency proceedings of Mfone will have no significant adverse financial impacts on the Company's consolidated and stand-alone performance of 2013, as the Company has already provisioned for this eventuality in 2012.