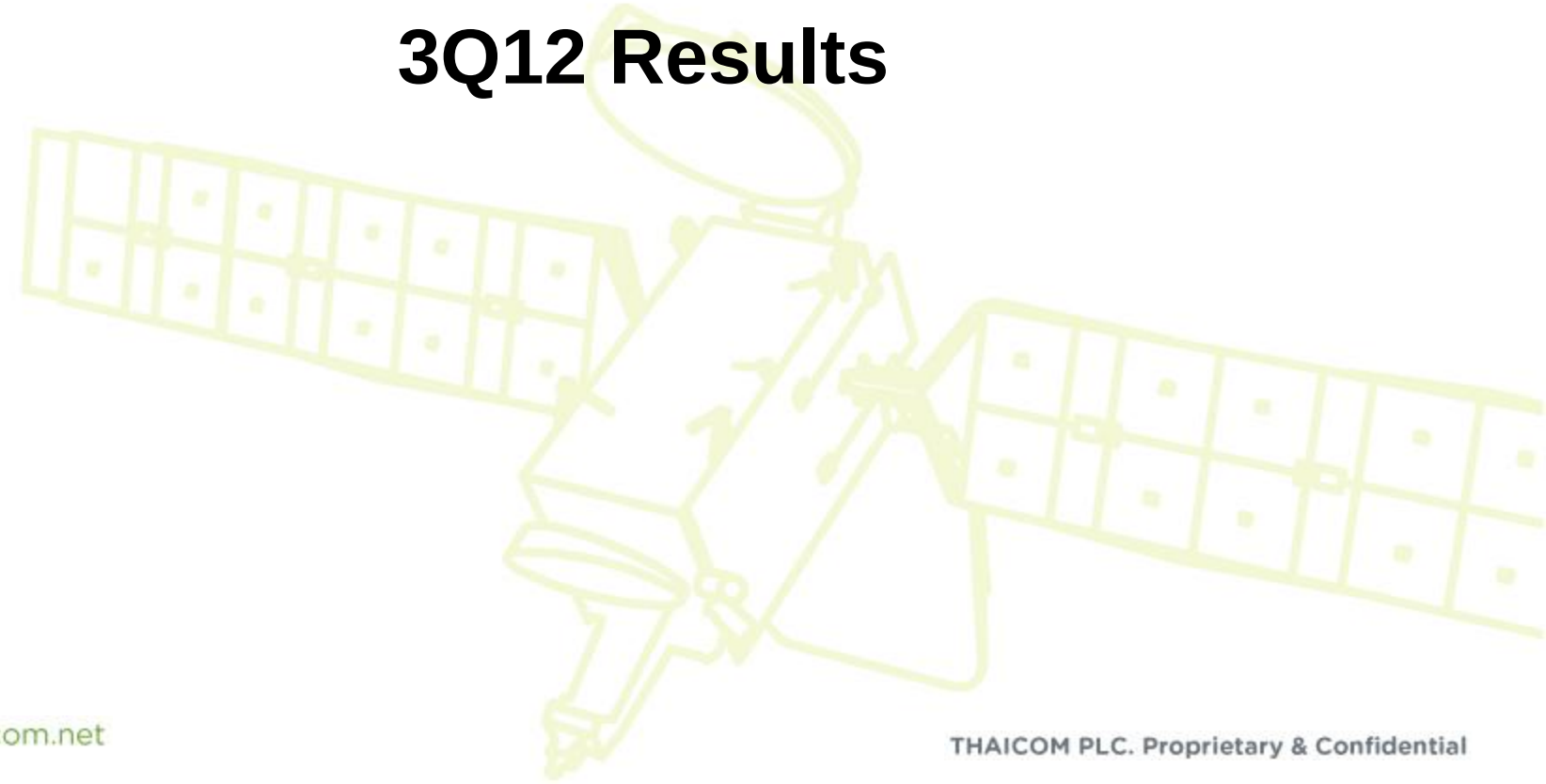
3Q12 Results



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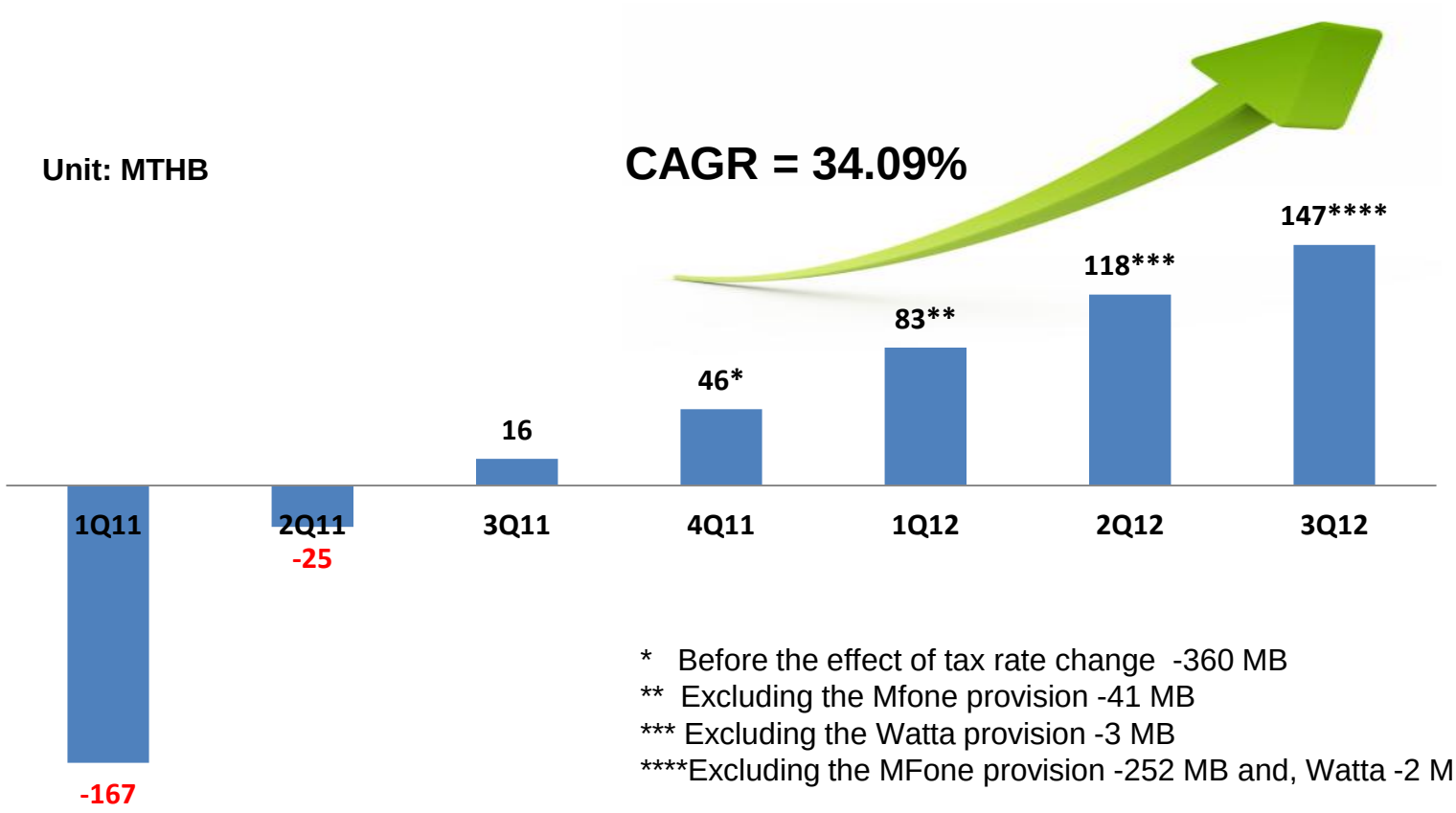
Disclaimer

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.

Continued Growth in Net Operating Profit



* Before the effect of tax rate change -360 MB
** Excluding the Mfone provision -41 MB
*** Excluding the Watta provision -3 MB
****Excluding the MFone provision -252 MB and, Watta -2 MB

3Q12 Key Highlights

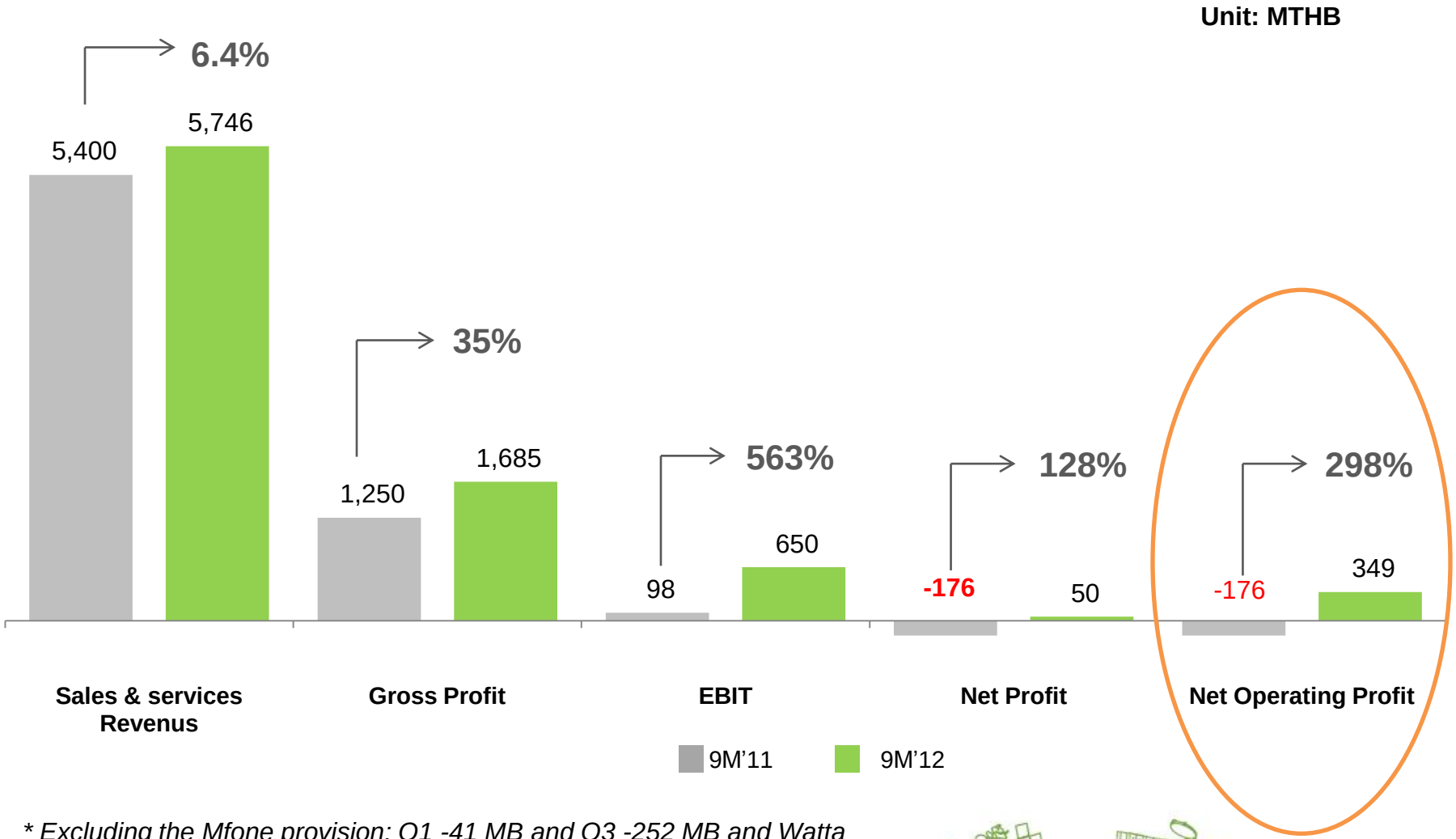
- Maintained positive net operating profit for 5 consecutive quarters
- Significant growth of stand-alone performance due to overseas operations
- Satellite revenues grew 11.7% YoY in 9M12
- Pre-launch sales of Thaicom 6 exceeded 30% target
- IPSTAR ranked #1 in the world by NSR for HTS market share
- Succeeded in preserving 50.5 degrees East orbital slot for the nation
- Execution of Mfone Share Purchase Agreement





Financial Highlights

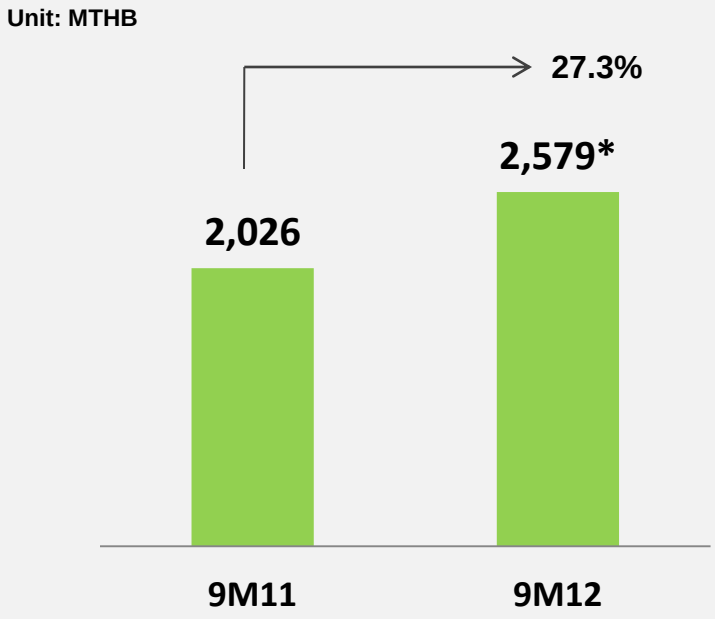
Maintained positive net profit from normalized operations



** Excluding the Mfone provision: Q1 -41 MB and Q3 -252 MB and Watta provision Q2 -3 MB and Q3 -2 MB*

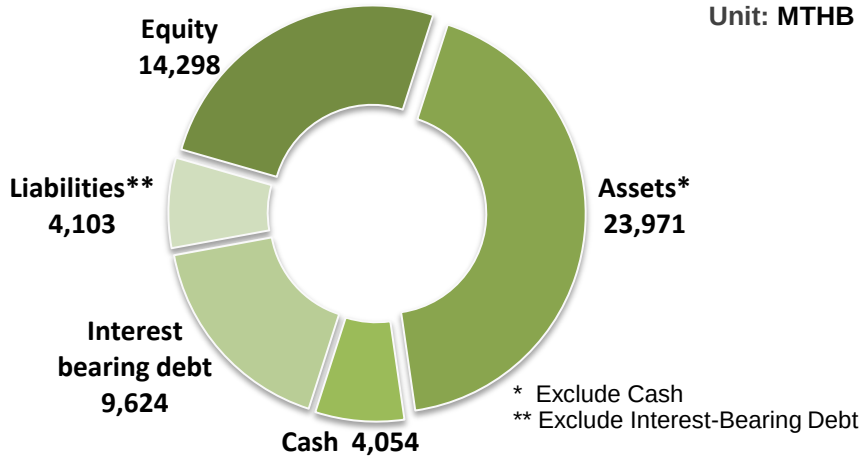
Strong satellite performance grows cash balance

EBITDA in 9M12 improves 27.3% YoY



** Excluding the Mfone provision: Q1 -41 MB and Q3 -252 MB*

D/E Ratio improves to 0.67x



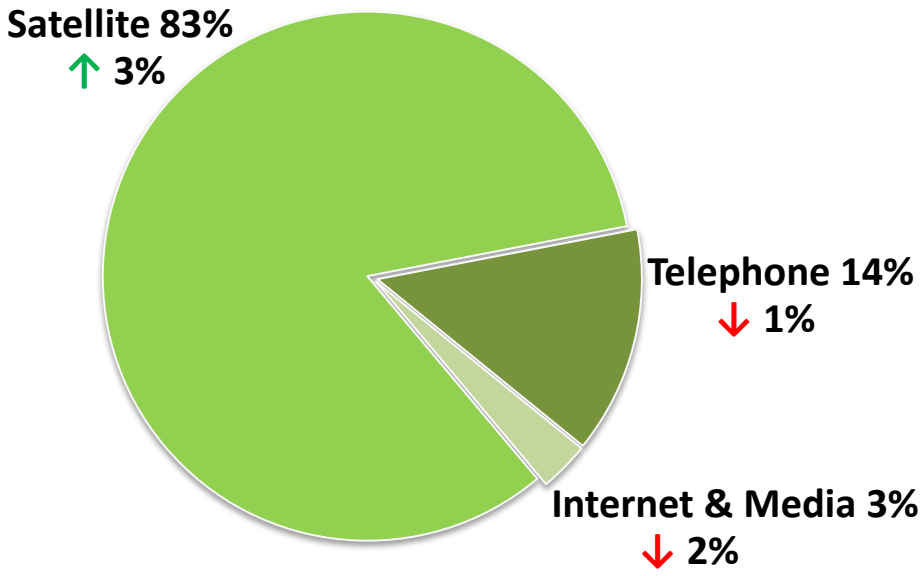
87% Growth YoY in CF from Operation

Consolidated CF	9M11	9M12
CF from Operating	1,877	2,607
CF from Investing	(1,490)	(1,620)
CF from Financing	512	229
Cash Ending	2,166	4,054

Satellite revenues grew 11.7% YoY in 9M12

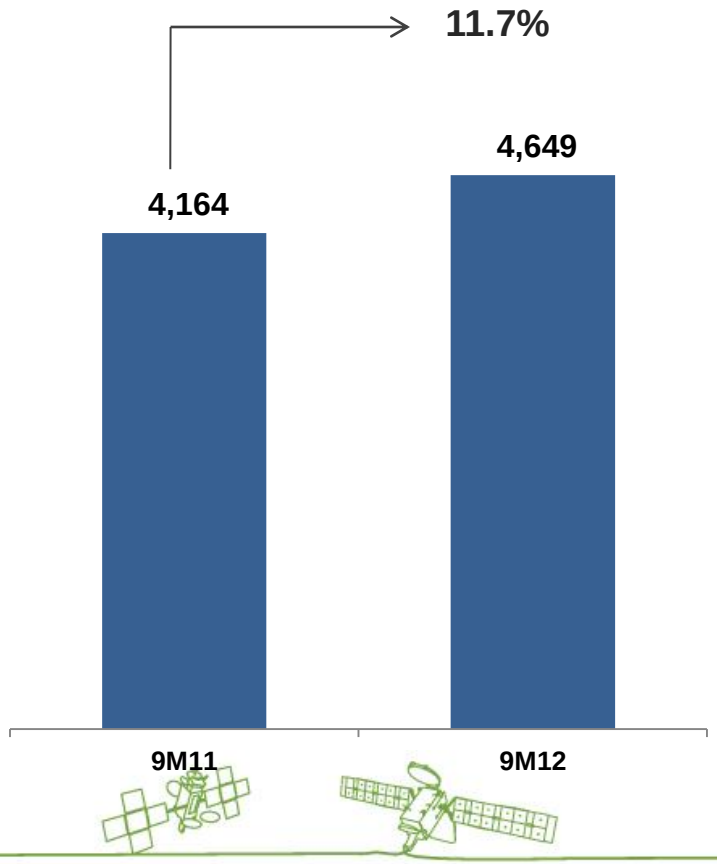
Core satellite business contributes 83%

% Revenue share in 3Q12



Better performance on satellite revenues 9M YoY

Satellite revenues in MTHB

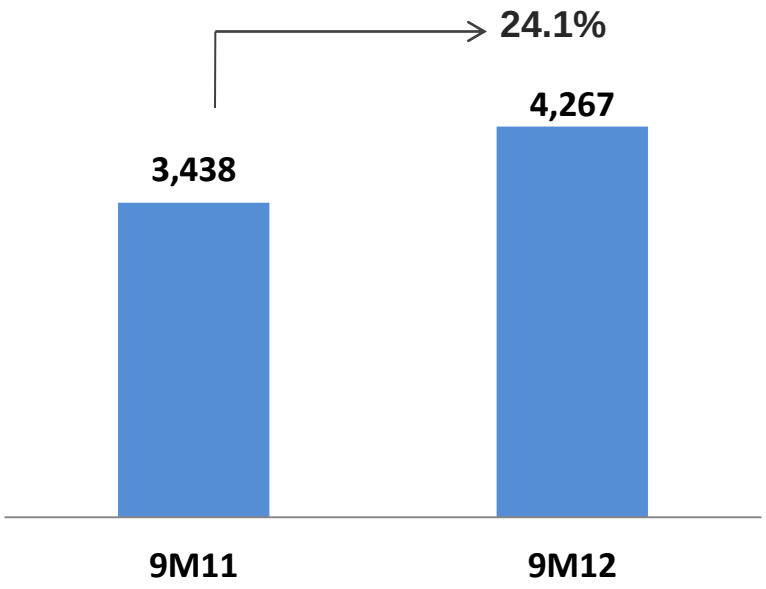


Better Stand-alone results from overseas operations

Dividend from IPSTAR Australia in 3Q12 improved stand-alone revenue

Total revenue
(Separate Financial Statement)

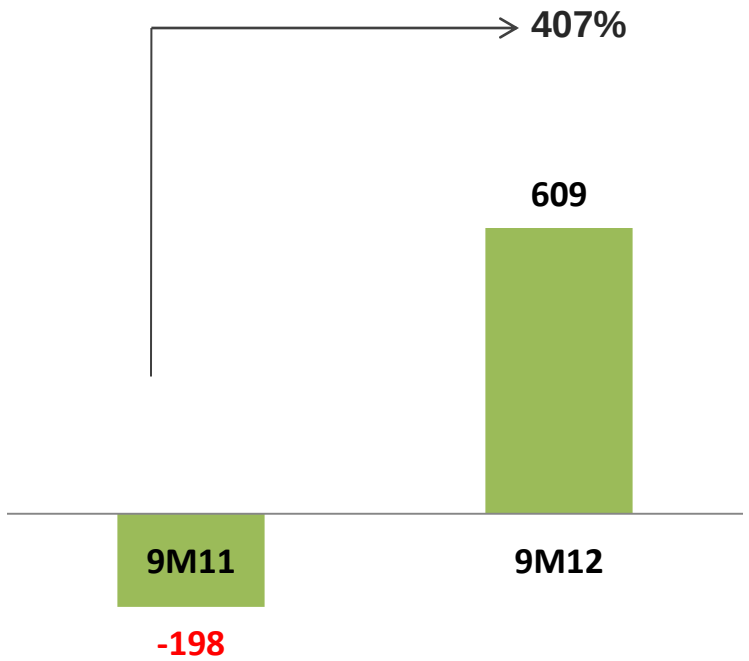
Unit: MTHB



Significant increase in stand-alone Net Profit in 9M12

Net Profit
(Separate Financial Statement)

Unit: MTHB



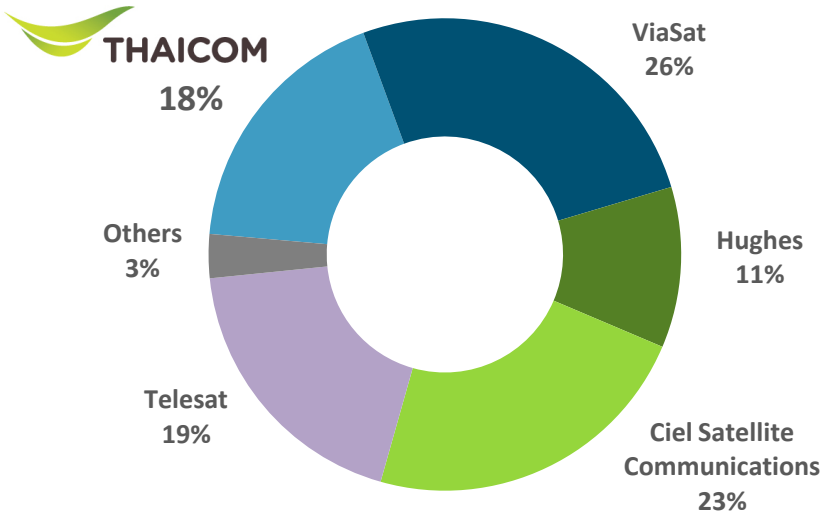
Operations Highlights

Satellite Business

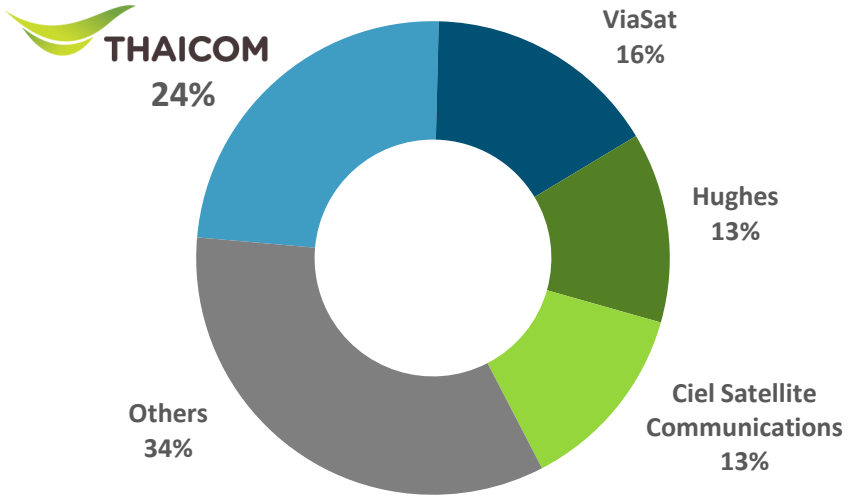
Number 1 in Global Market Share of Leased HTS* Capacity

** High Throughput Satellite*

NSR Report, Oct 2011



NSR Report, Sep 2012



Source: Northern Sky Research

Remarks: Expect a close race with ViaSat in 2012 ranking as ViaSat-1 satellite has become commercially operational in the US since Jan 2012

Key Highlights of 3Q12



Accomplished National Mission @ 50.5E

- *Successfully preserved 50.5E orbital slot*
- *Expand resource for future growth*



Strong Demand for Broadcast Service

- *7 new channels added in 3Q12*
- *Total of 472 TV channels on TC-5*



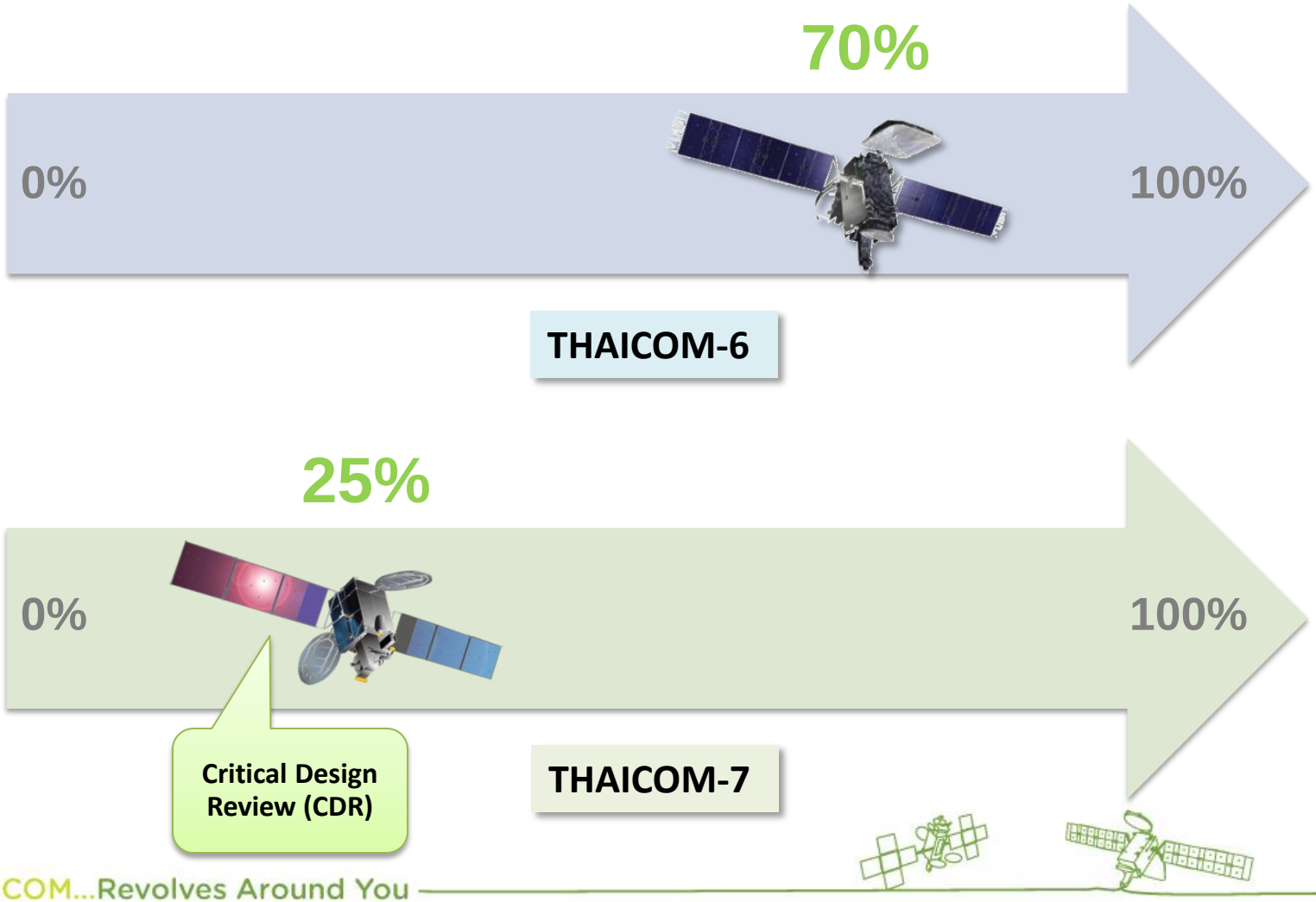
Positive Progress of THAICOM-6 Prelaunch sales

- *Prelaunch sales of THAICOM-6 surpassed 30% break-even point*

Additional IPSTAR bandwidth sales with Telco

- *Recognized bandwidth revenue from Japan's eAccess*

Satellite Programs on Track:
THAICOM-7 Completed Critical Design Review (CDR)



Launching THAICOM-6/AFRICOM-1 Marketing Campaign in Africa

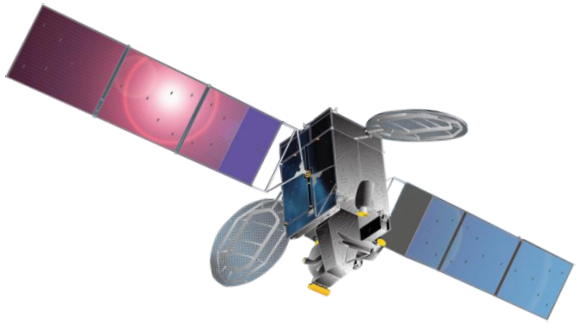


"Hello Africa!"

AFRICOM-1
Satellite for Africa

THAICOM-7: A New Chapter at 120°E





- C-Band 14 transponders cover South Asia, Indochina and Australia

- Manufacturer : Space Systems/Loral
- Satellite Model : LS-1300LL
- Expected Lifetime : 15 years
- Orbital Slot : 120°E
- Target Launch : 2014 (estimated)

* Technical Specifications are subject to change without prior notice.

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Internet and Media Business





Internet and Media

3Q12 Results

- Launched low-cost SD box to expand Ku-band market
- Revised pricing strategy for HD Box to further stimulate HD demand
- Added distribution channels: Banana IT and The iLife

Moving Forward

- Strengthen existing sale channels through master dealer model
- Add more attractive HD content channels
- Drive demand and create awareness of DTV by launching a sweepstake campaign



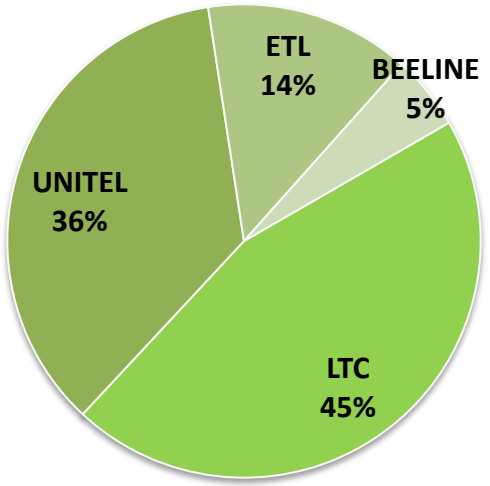
Telephone Business

Lao Telecom

3Q12 Results

- Maintained #1 position with 45% market share
- Revenue grew 20.7% YoY from increased voice and data usage
- Started to roll out Phase 20 to expand service coverage with an additional unified (2G/3G), 108 sites expect to complete by 1Q13
- Prepared for launch of 4G service in November for ASEM event

Lao Mobile Market (as of September 2012)



Moving Forward

- 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
- Deploy 4G service in major cities

Mfone status update

- The Board of Directors approved the sale of shares in Mfone. The sale and purchase agreement contains conditions that both parties shall fulfill within 60 days from the agreement date. Accordingly the Company has reclassified the investment as non-current assets held for sale.

- The Company recognized an impairment loss on investment of approximately 250 Million Baht in the financial statements for the period ended 30 September, 2012. Net loss from the subsidiary of approximately 397.9MB was included in the financial statements for the period ended 30 September, 2012.

CSR Activities

CSR Activities



Installed 202 satellite dishes and TV sets at education centers in Northeastern Thailand

Provided training on “How to install a Satellite dish” at Lampang Technical College



CSR Activities

ติว 2 KIDS
ติว O-NET ประถม กับไทยคม และ 1 2 CALL

O-Net tutoring program for Primary School student is on air via DTV and www.thaikidsthaicom.net , and runs from October 15th – January 31st , 2013







Launched products from Baan Bahai Sustainable Knowledge Centers, under the Thai Kids THAICOM project

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