

Opportunity Day
1Q/2024

13 May 2024

THAICOM Q1/2024

SPACE TECH FOR A BETTER FUTURE



- Commercial Highlights
- Financial Highlights
- Moving Forward



Commercial Highlights

Q1/2024 Key Highlights

The Ministry of Telecommunication and Communication (MTC) has **adjusted the tariff structure** for telecom services **in Lao PDR**, effective from Mar 1, 2024



Anticipated a **significant turnaround in LTC performance** in 2024

The increase in price **structure includes Mobile broadband data** package and **Fixed broadband**, which contributes a significant portion of revenue to LTC



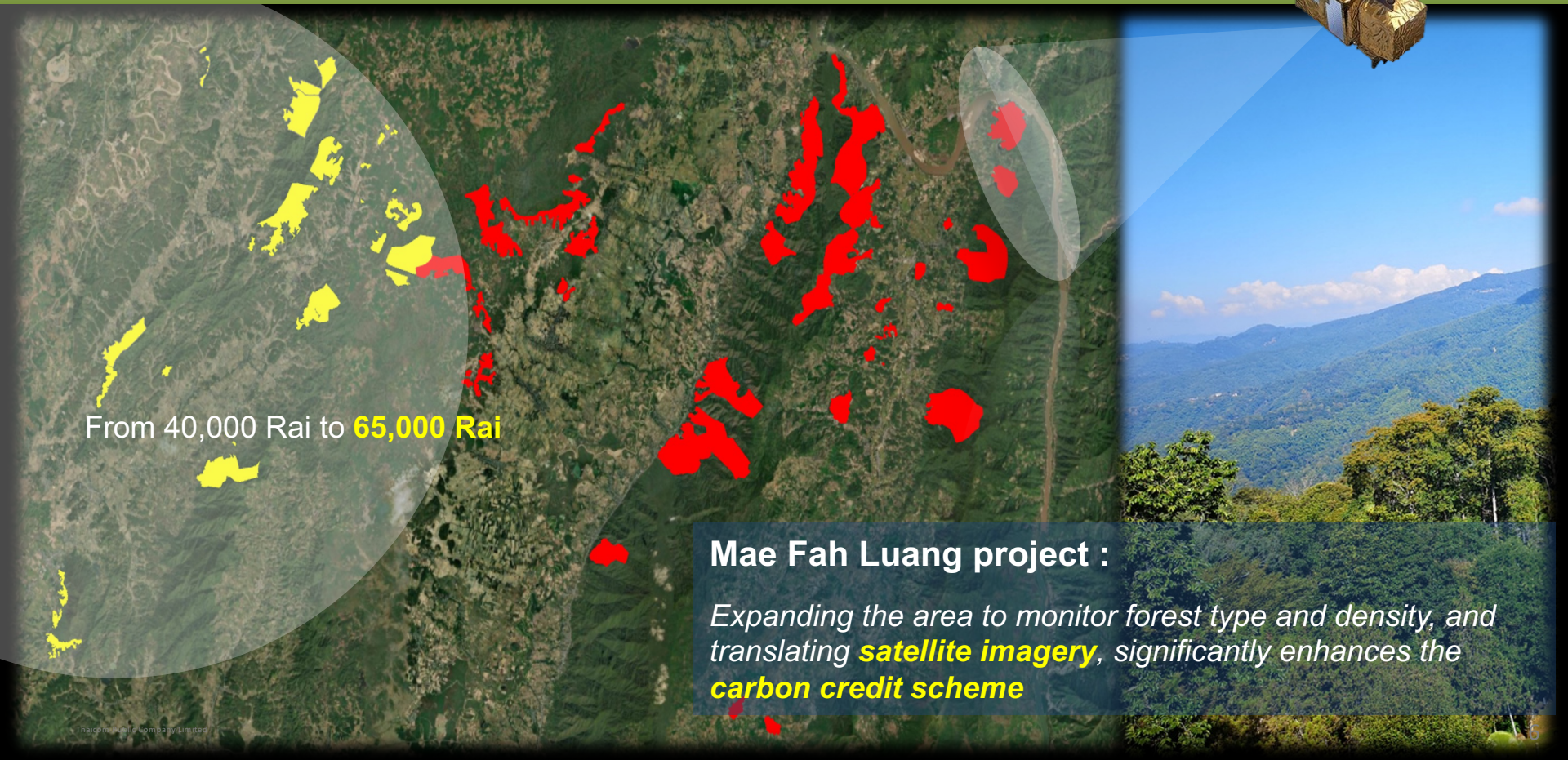
Q1/2024 Key Highlights



Strengthens its fleet at 119.5E with THAICOM 9

- ✓ *Signed an agreement with Astranis to **provide services over Asia**, with an option for expanded coverage through future satellites*
- ✓ *THAICOM 9 will deliver a significant confidence **boost to Thaicom's valued customers and partners** across the region*

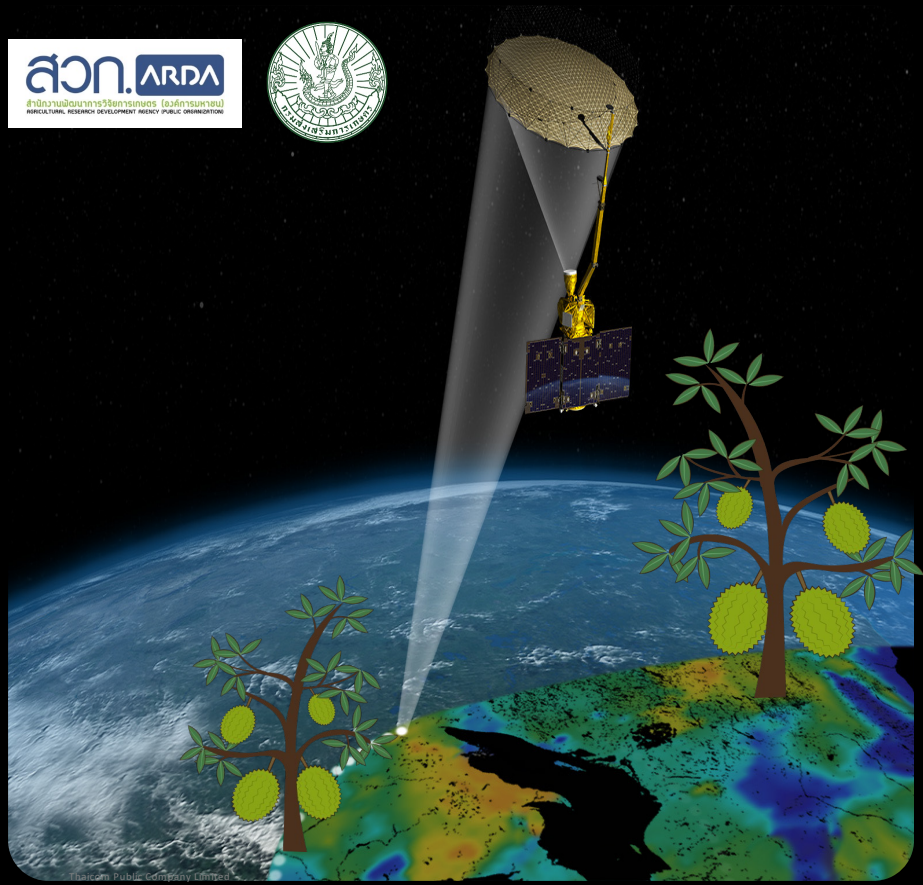
Q1/2024 Key Highlights



Mae Fah Luang project :

*Expanding the area to monitor forest type and density, and translating **satellite imagery**, significantly enhances the **carbon credit scheme***

Q1/2024 Key Highlights





Collaborate with the Department of Agriculture Extension (DOAE) on research concerning ***the Durian Plantation Areas Analytics System utilizing Satellite Data and Artificial Intelligence***

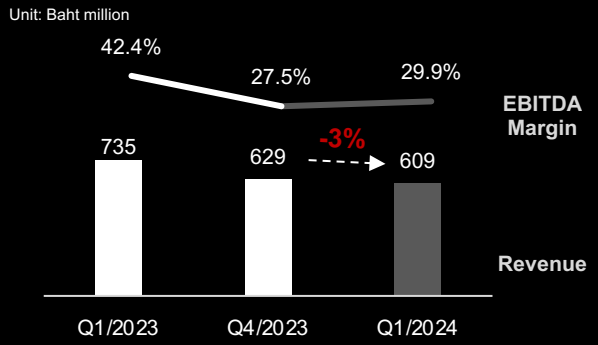
- *Distinguish durian cultivation areas from various plant species*
- *Develop guidelines to classify durian trees between fruit-bearing and non-fruit-bearing ones*



Financial Highlights

Q1/2024 Net Profit +220% YoY

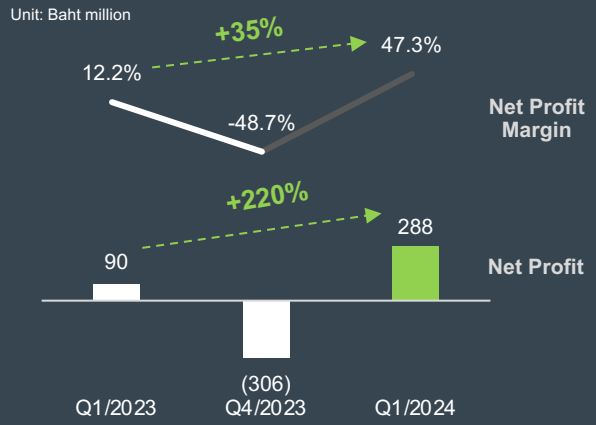
Revenue & EBITDA Margin



Slight decline in revenue but remained largely consistent with the previous quarter's levels

EBITDA Margin increased from an effective cost management

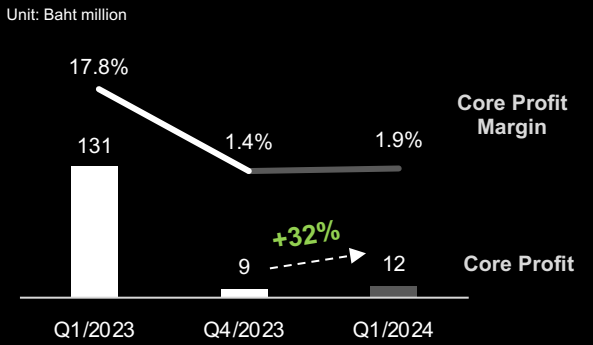
Net Profit & Net Profit Margin



220% YoY net profit growth signals a significant turnaround from the Q4/2023 loss, driven by substantial exchange rate gains and lower cost of sales of goods and rendering of services

- Increase in net profit **drives Q1/2024 Net Margin Surged from 12.2% to 47.3%**

Core Profit & Core Profit Margin



Core profit surged 32% QoQ, outpacing Q4/2023 results

- Core profit, increased from Q4/2024, reflecting Thaicom's enhanced cost management initiatives

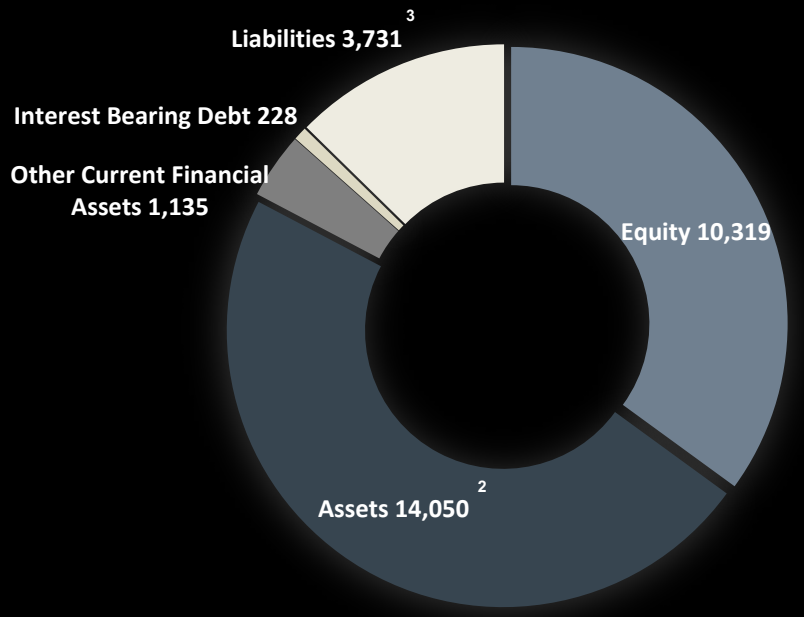
Remark: Core profit means profit attributable to owner of the Company before unrealized gain (loss) on exchange rate of the Company and joint ventures, and before extra item.

Stable Cashflows Ready for New Investment

D/E Ratio at 0.4x[1]

Consolidated Financial Position

Unit: Baht million



Strong Cash position, ready for new investment

Consolidated CF	Q1'23	Q1'24
CF from Operating	686	(43)
CF from Investing	(280)	208
CF from Financing	(322)	(306)
Ending Cash	**3,811**	**2,971**
Total Cash On Hand [2]	**4,364**	**4,106**

- Drop in customer collections
- Cash received from current investment
- Repayment of loan and interest
- Loan Repayment and Investment in Satellite Project

Note:
[1]Total Debt / Equity
[2]Includes Cash and Other Current Financial Assets
[3]Excludes Interest-Bearing Debt



Moving Forward

Foster a strategic partnership to advance LEO Globalstar services

*Expand the Globalstar service through partnerships by deploying **SmartOne Solar** satellite IoT transmitters to provide **vessel tracking for merchant and offshore ships at sea***

- ✓ *Started deploying 20 vessels in Q1'2024*



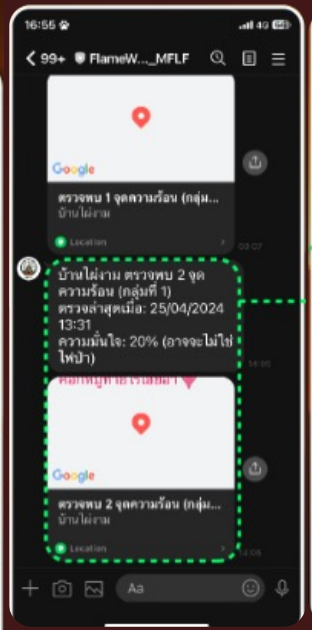






Strengthen the Space Tech Business by pioneering development projects with partners







FlameWatch - is a wildfire alert notification system utilizing innovative forest fire detection by leveraging satellite data & seamlessly integrated via the LINE notification, providing prompt map directions and enabling early detection and response to environmental threats

✓ *Plan to commercialize with the public & government sector in 2024*

Developing the Space Tech Business by leveraging collaborations and alliances with other entities

- ✓ *To prepare for forthcoming **Clean Air Act policies** enforced by the government*
- ✓ *To establish robust **PM2.5 regulation** mechanisms for public health and environmental protection*



กรมควบคุมมลพิษ
POLLUTION CONTROL DEPARTMENT

TISTR สถาบันวิจัยวิทยาศาสตร์และเทคโนโลยีแห่งประเทศไทย
THAILAND INSTITUTE OF SCIENTIFIC AND TECHNOLOGICAL RESEARCH

- ✓ Collaborating with the **Thailand Institute of Scientific and Technological Research** and **Pollution Control Department** to develop a model for predicting the advance accumulation of air pollution **(Airshed)**



Q&A