

1Q17 Opportunity Day

18th May 2017
Stock Exchange of Thailand

Agenda



Commercial Highlights



Financial Highlights



Moving Forward





Commercial Highlights





Conventional business highlight

- *TC6 Africa Beam is gaining more traction*
 - *Kenya's Intersat, an end-to-end satellite communications solution provider, signed a 3 years contract for data services*
 - *African satellite TV channel: 6 channels (total 23 channels @78.5E)*



Broadband business highlight

- *Japan's Softbank and KDDI procured Next Generation Ground System and User Terminal to support mobile backhaul services*
- *Number of subscribers of NBN Long Term Satellite Service (LTSS) resale reached ~4,000 subscribers*



Mobility platform highlight

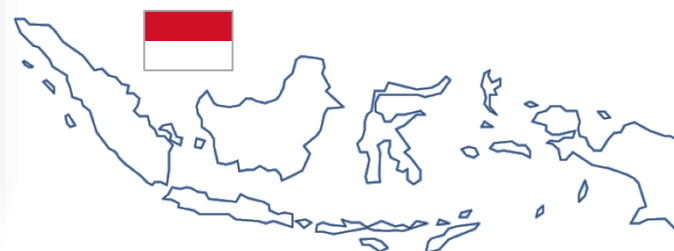
- *Thailand's Nok Air installed 3 additional In-Flight Entertainment & Connectivity (IFEC) system (total 6 aircrafts)*



1Q17 Commercial Highlights

Thaicom signed a 4 years contract for bulk bandwidth sales ~1.5 Gbps on THAICOM 4 over Indonesia with Axiata Group, *the leading telecommunications group in Asia Pacific with over 300 million subscribers*

- To enhance XL Axiata* capability to provide mobile and broadband services to their customers in unserved areas across Indonesia



*Remark: XL Axiata is one of Indonesia's leading telecommunications service providers covering more than 90% of the population





Financial Highlights

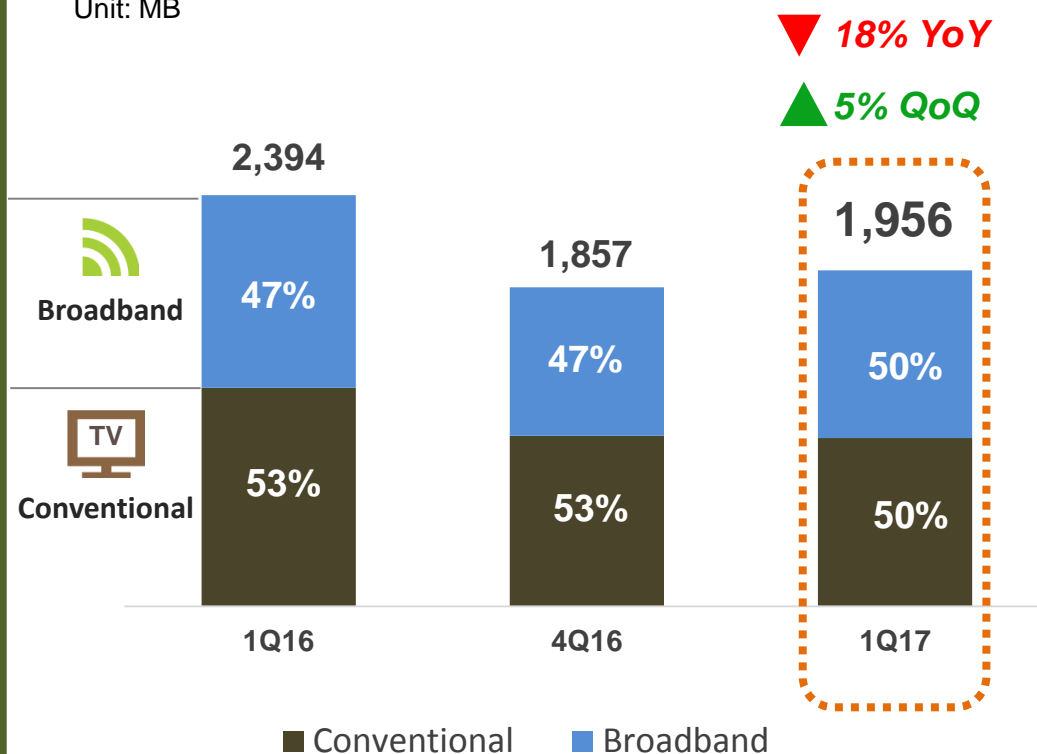


1Q17 : Satellite Business



Satellite Revenue

Unit: MB



Satellite revenue was recorded at 1,956 MB.

- **Dropping 18% YoY** due to conventional satellites' major customers cease of operation and churn from broadband customers. However, revenue was
- **Up 5% QoQ** due to higher revenue from broadband services.

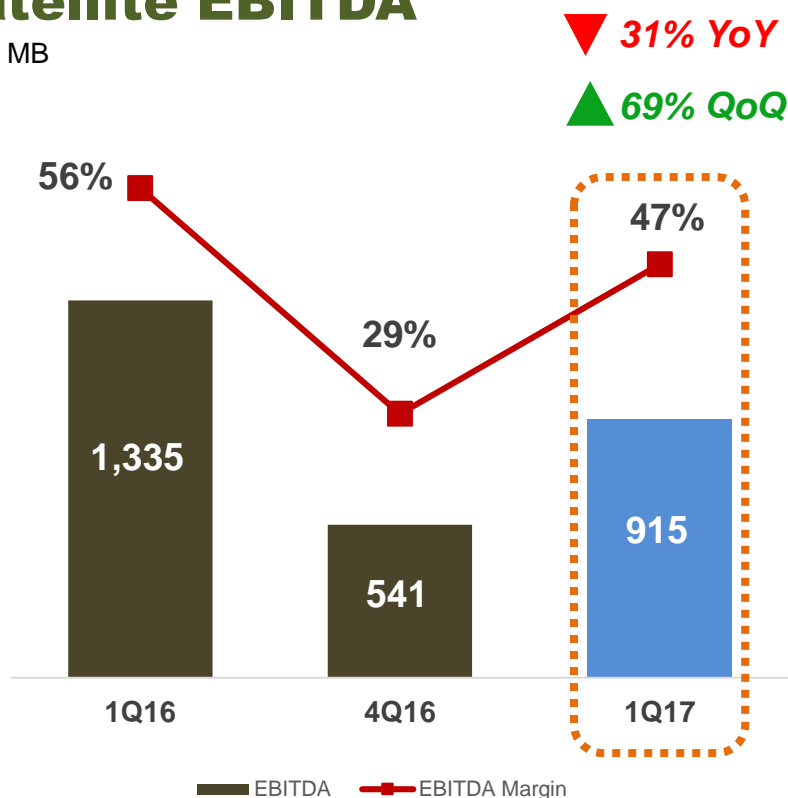


1Q17 : Satellite Business



Satellite EBITDA

Unit: MB



Satellite EBITDA was 915 MB
- **Decreased 31% YoY** while
improved 69% QoQ. This
resulted in **EBITDA margin of 47%**
in 1Q17, dropping from 56% in
1Q16 but up from 29% in the
previous quarter.



1Q17 Consolidated Performance

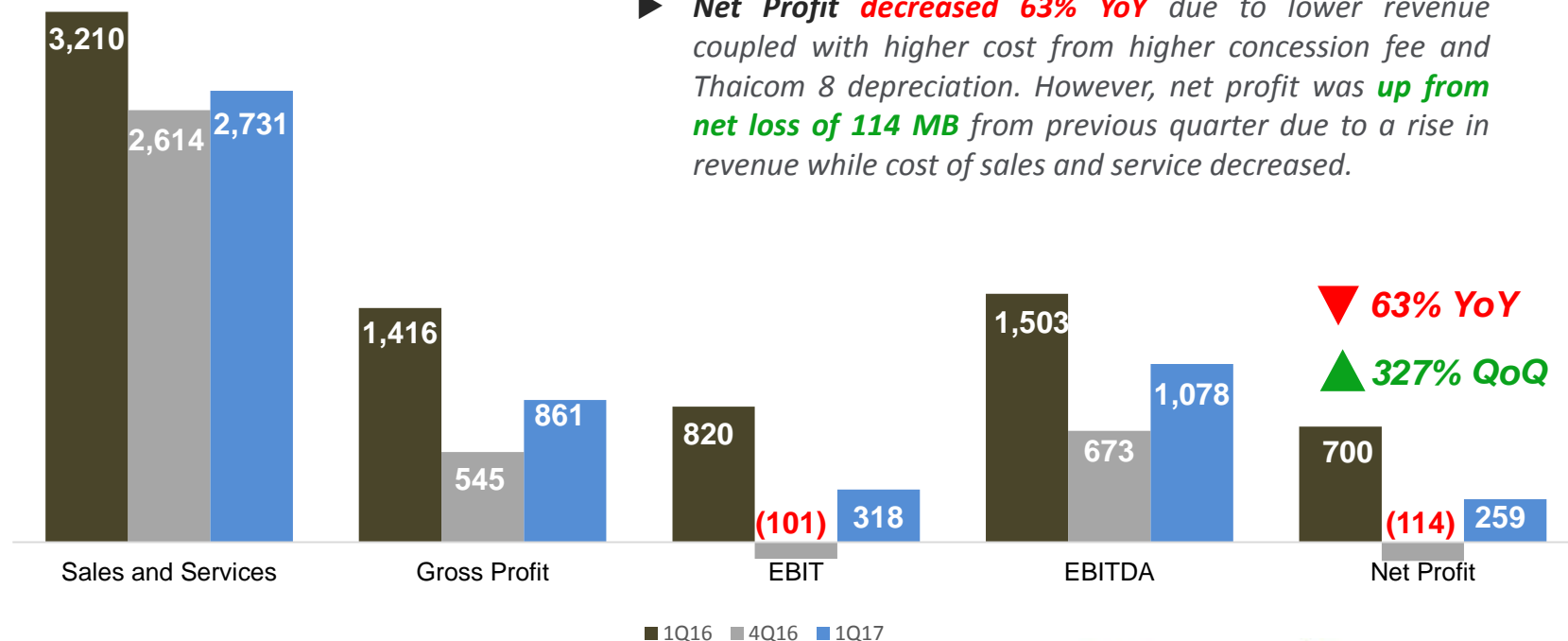
Consolidated Key Financial Highlights

Unit: MB

▼ 15% YoY

▲ 4% QoQ

- **Consolidated revenues weakened 15% YoY** due to lower revenue from satellite and internet and media business while **improved 4% QoQ** due mainly to an increase in broadband services.
- **Net Profit decreased 63% YoY** due to lower revenue coupled with higher cost from higher concession fee and Thaicom 8 depreciation. However, net profit was **up from net loss of 114 MB** from previous quarter due to a rise in revenue while cost of sales and service decreased.



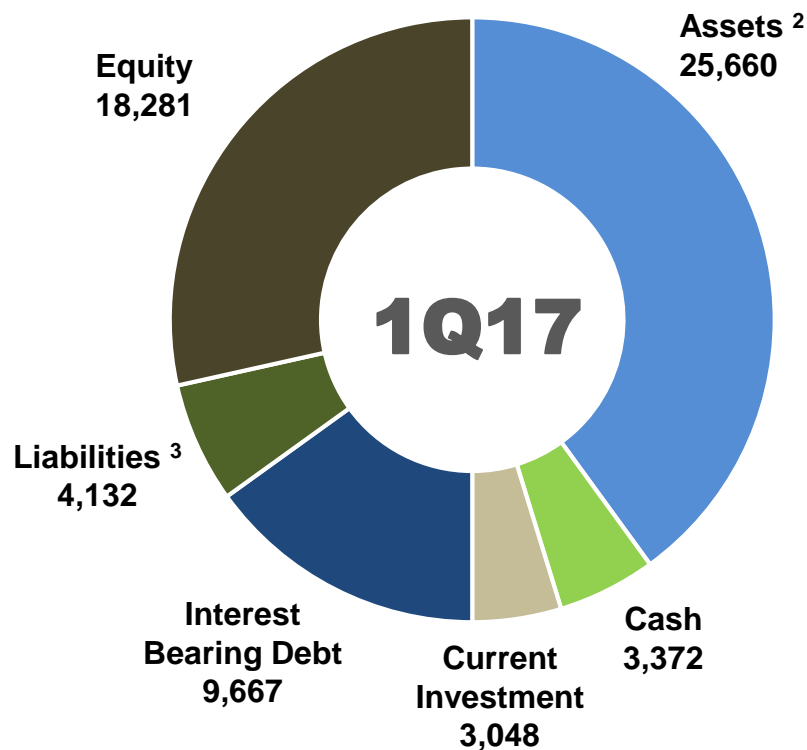
▼ 63% YoY

▲ 327% QoQ

Financial Position remained Healthy

D/E Ratio at 0.53x¹

Unit: MB



Strong operating cash flow

Unit: MB

Consolidated CF	1Q17	1Q16
CF from Operating	704	1,201
CF from Investing	413	(618)
CF from Financing	(428)	(69)
Ending Cash	3,372	3,917

1. Interest-bearing Debt / Equity

2. Excludes Cash and Current Investment

3. Excludes Interest-Bearing Debt





Moving Forward



Exceling Core Services



- **Conventional:**
 - THAICOM 6 Africa focusing on channel distribution and data services
 - THAICOM 8 focusing on direct-to-home (DTH) service in Greater Mekong Subregion and South Asia
- **Broadband: (THAICOM 4)**
 - Focus on Telco & Government segments in Thailand, Philippines & India
 - Focus on retail markets in Australia and New Zealand

Strengthening New Services



- **In-Flight Entertainment & Connectivity:**
 - Emphasize on commercial airlines in Thailand
 - Expand through TCSTAR-1 strategic partnership in Asia-Pacific
- **Maritime:**
 - Focus on transportation & logistics companies in Thailand & Japan



- **2nd Screen:**
 - Enhance the platform to fulfill customers' requirements
 - Approach other top-rated Thai content providers
 - Increase number of application downloads



Disclaimers

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.

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Thank You

