



3Q13 Opportunity Day

19th November 2013
Bangkok, Thailand

Agenda

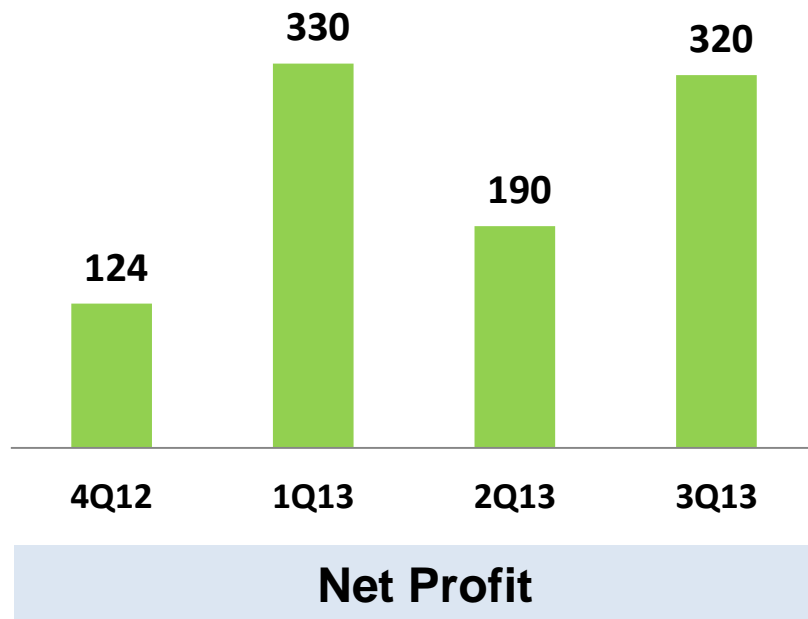


- **Key Highlights**
- **Financial Highlights**
- **Operations Highlights**



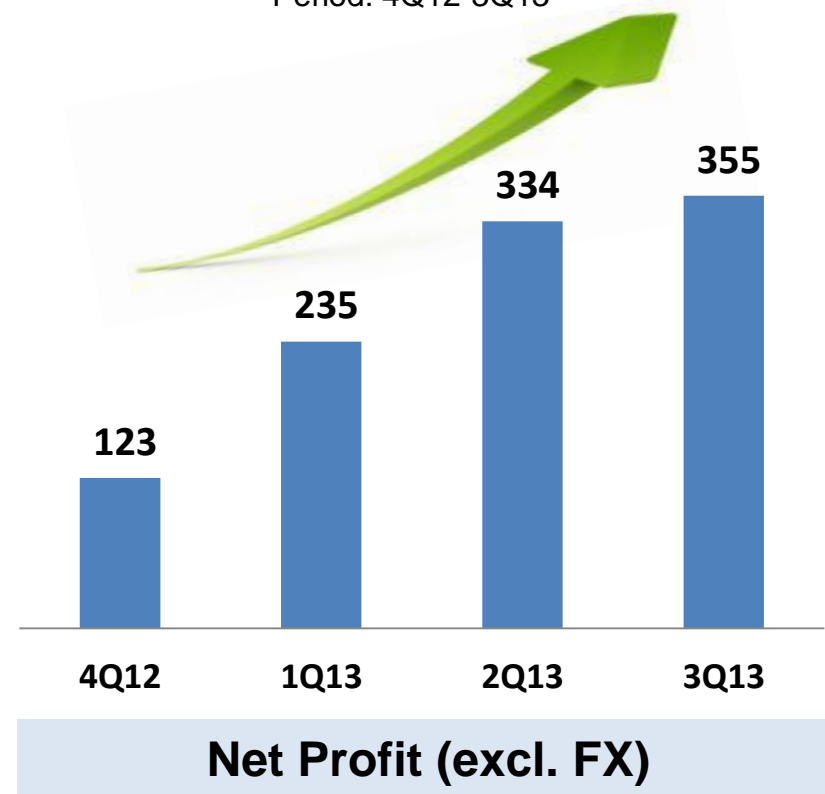
Strong Growth in Consolidated Net Profit

Unit: MTHB



CAGR = 30.23%

Period: 4Q12-3Q13



Key Highlights



Continue positive financial performance

- 3Q13 consolidated net profit grew 68% QoQ, or 400% YoY
- YTD consolidated net profit grew 1,582% YoY



Synertone's EGM voted 100% in favor of IPSTAR deal

- Started recognizing revenue in 4Q13



Additional revenue from Conventional

- Interim capacity @78.5E in operation since Aug 2013 serving Thai and Myanmar broadcasters
- True Visions added 1 Ku-band transponder on TC-5
- THAICOM satellites @78.5E host 600+ satellite TV channels (~70 HD)



Additional IPSTAR bandwidth commercialized

- Australia's NBN continued to increase bandwidth usage beyond contractual commitment
- Signed additional bandwidth agreement with India's Antrix



Key Highlights



Kantana

Company pride

- *Provided communications solution to H.T.M.S. Krabi during the 2-month journey to Australia*
- *Achieved "Excellence" CG score rating (5 stars)*

End-to-End solution

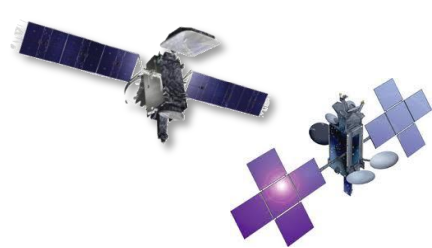
- *Signed a contract with Kantana to sell and install equipment for the Digital Cinema Package (DCP) delivery project*

Committed bandwidth utilization

- *THAICOM 4 (IPSTAR) reaches 54%*
- *THAICOM 6 reaches 66% (total capacity of 64% on SEA beam is fully reserved)*

Partnership empowerment

- *Signed a Cooperation Framework Agreement with Gilat to provide integrated platform solutions on IPSTAR across Asia-Pacific*
- *Signed MOU with Global Eagle to offer In-flight Connectivity Services in Asia-Pacific*
- *Collaborated with Kasetsart University to develop SOTM solutions*



THAICOM...Revolves Around You



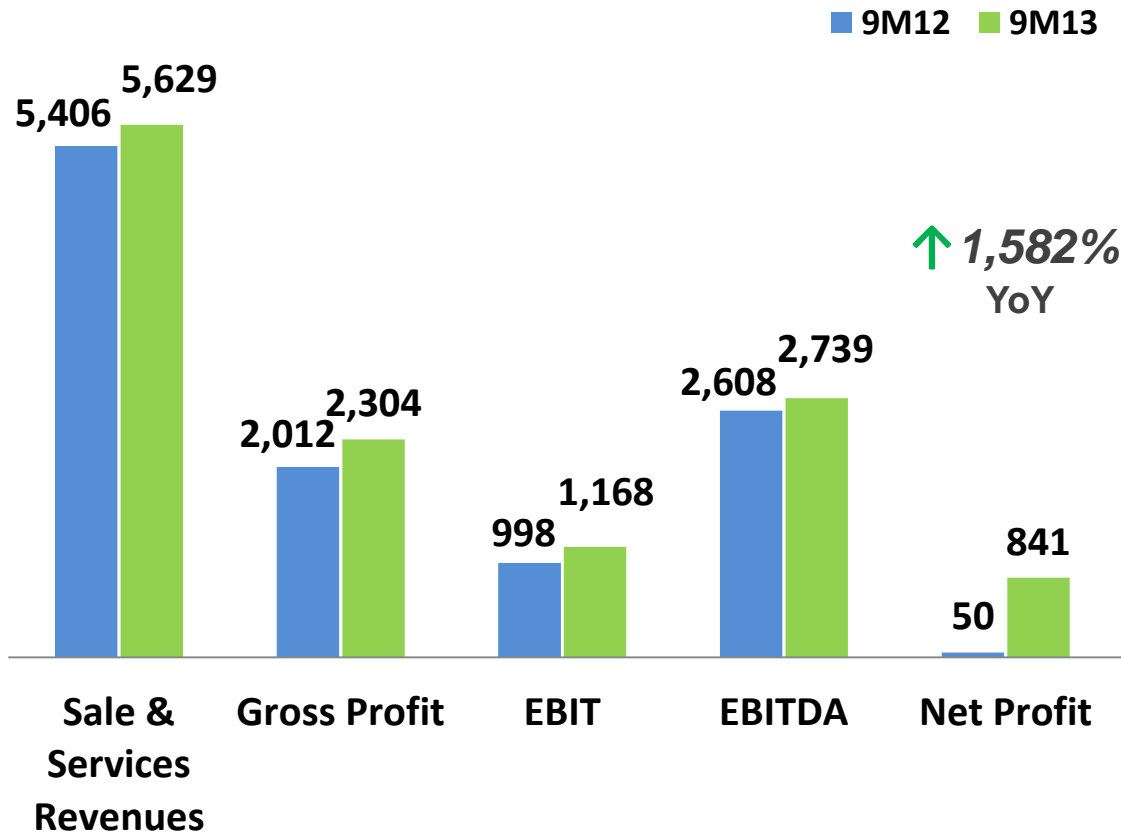
Financial Highlights



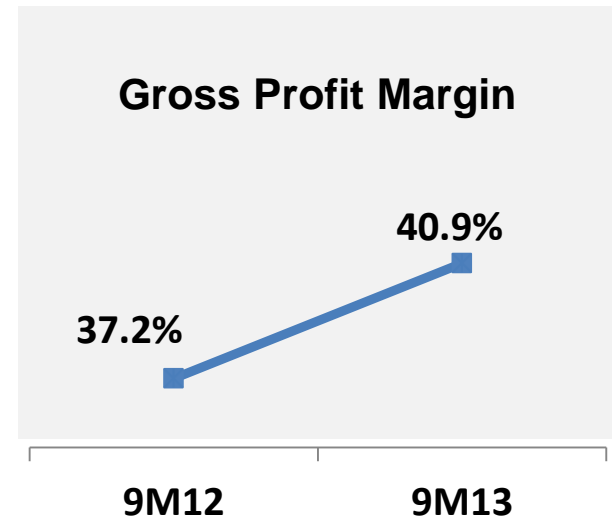
Bottom line grew significantly from satellite performance

Key Financial Highlights (Consolidated.)

:MTHB



- Satellite contributed 88% of total consolidated revenues

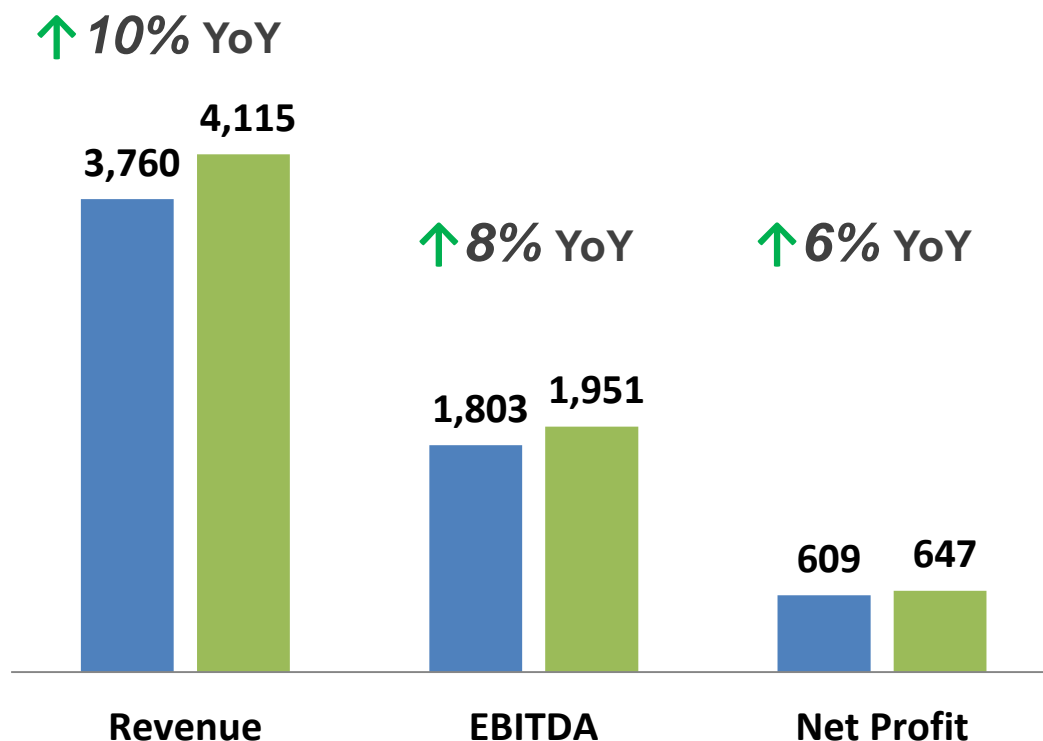


Stand-alone performance continued to grow

Separate Financial Statement

:MTHB

■ 9M12 ■ 9M13



- Revenues boost from broadcast customers using interim satellite

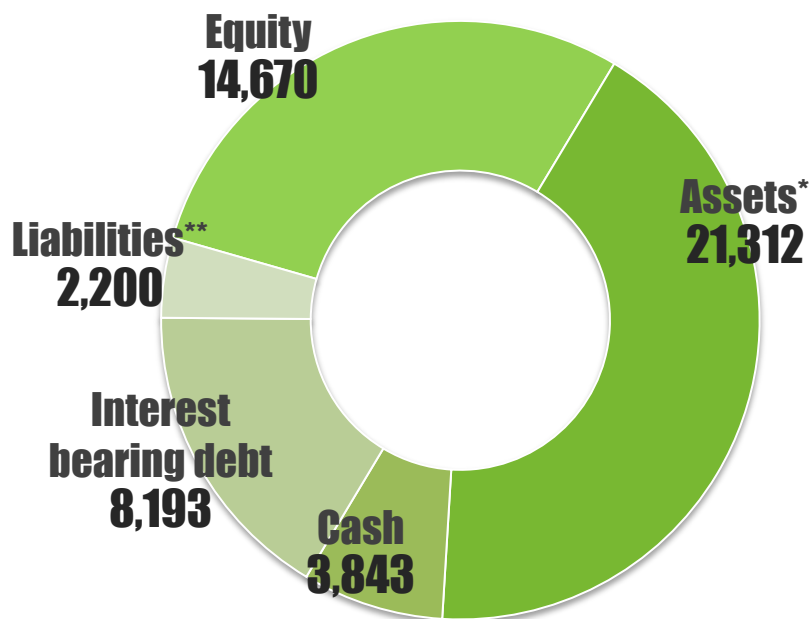


Financial position remains good on continuing strong operational performance

D/E Ratio at 0.56x

9M13 end with strong cash balance

Unit: MTHB



* Exclude Cash

** Exclude Interest-Bearing Debt

Consolidated CF	9M12	9M13
CF from Operating	2,541	2,257
CF from Investing	(1,554)	(948)
CF from Financing	229	280
Cash Ending	4,054	3,843

*Note: November'12, repayment of 3,300 MTHB bond;
May'13, payment of dividends (480 MTHB)*

Financial Ratios	9M12	9M13
Gross Margin	37%	41%
Current Ratio	1.08	2.58
ROE	0.3%	5.8%



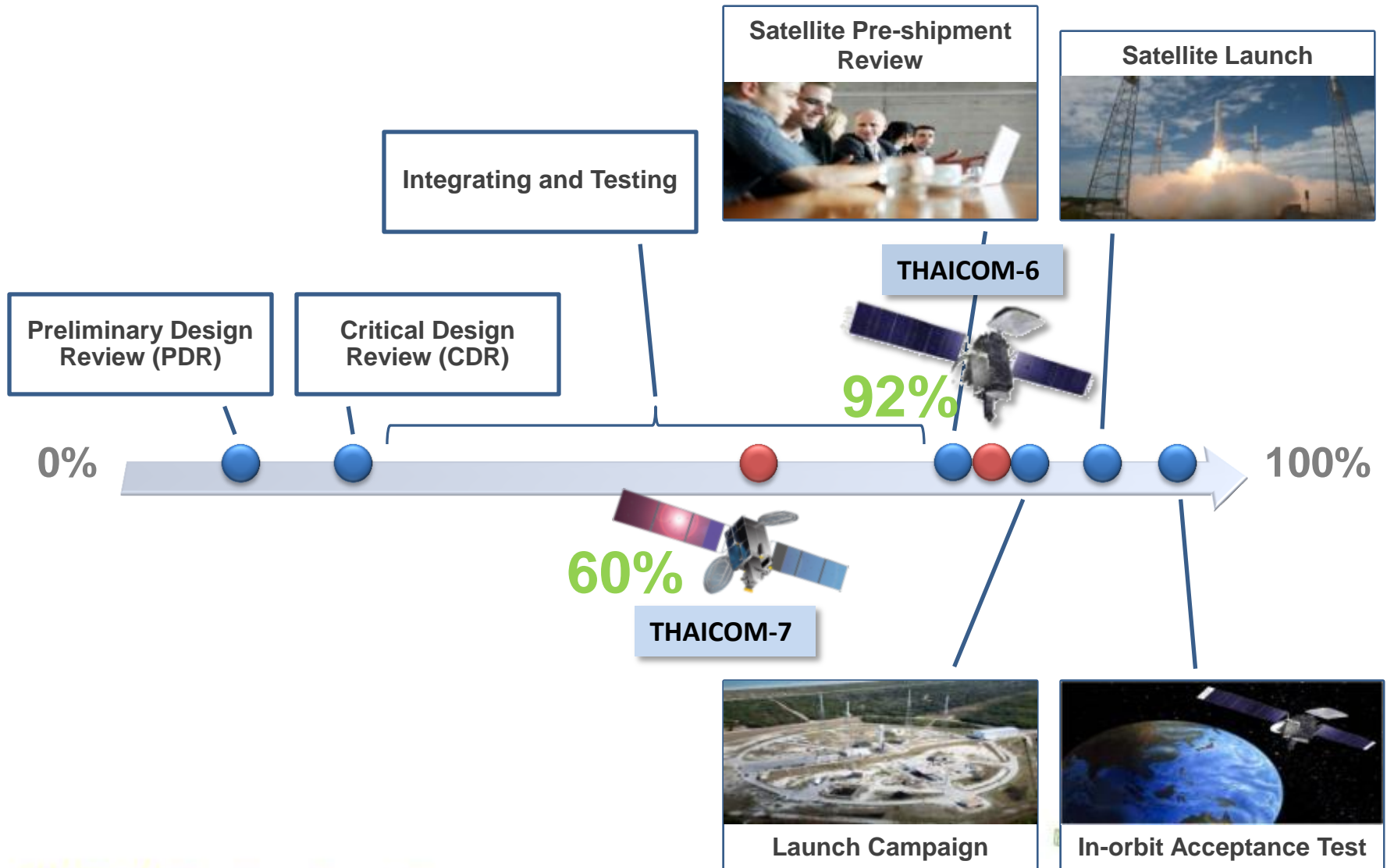
Operations Highlights

Satellite Business

Progress of new satellite programs



Progress of New Satellite Programs:





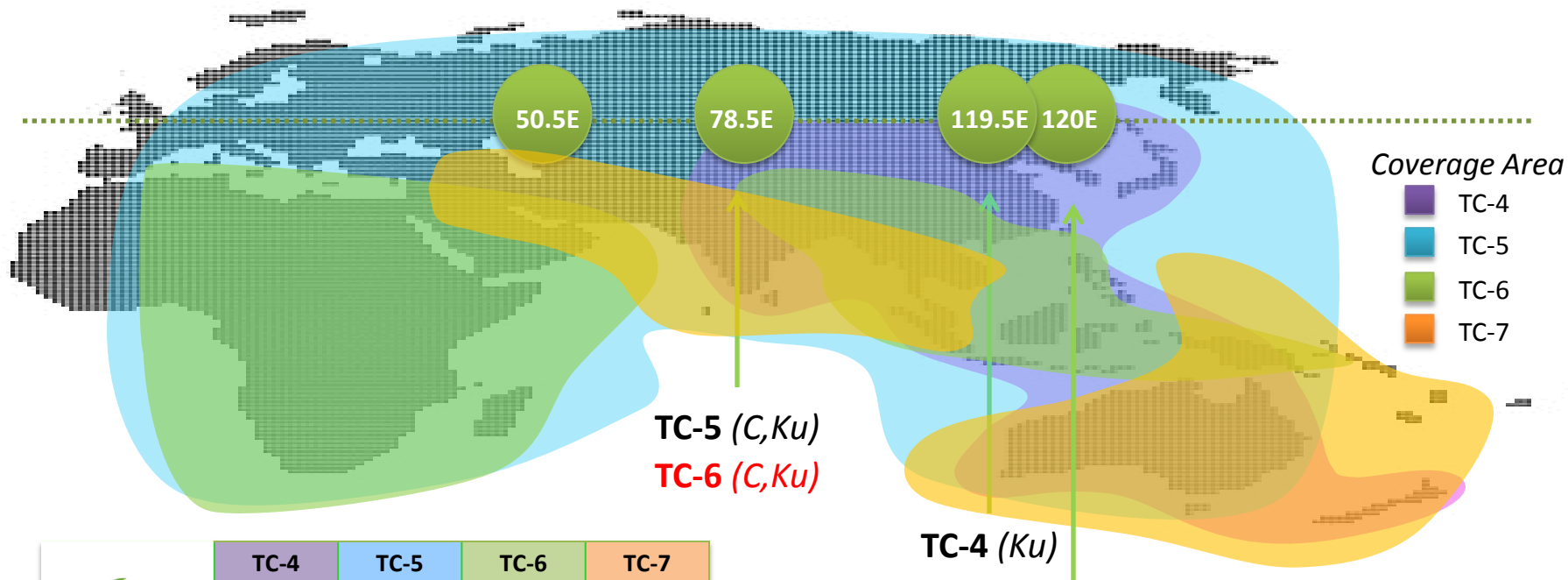
Operations Highlights

Satellite Business

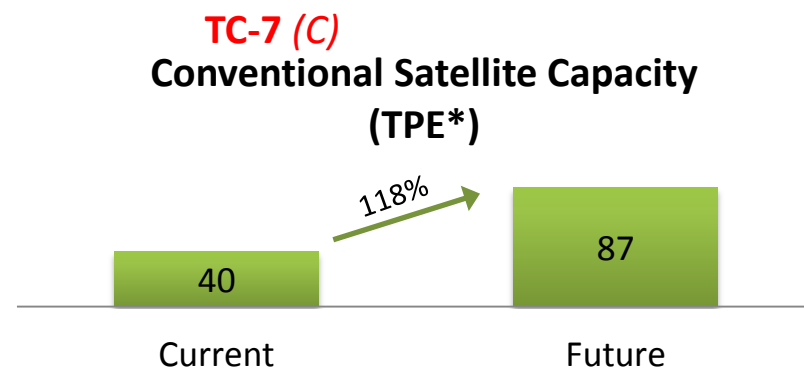
Moving Forward



New Birds : TC-6 & TC-7



THAICOM	TC-4		TC-5		TC-6		TC-7	
	119.5°E		78.5°E		78.5°E		120°E	
	C	Ku	C	Ku	C	Ku	C	Ku
Indochina	-	✓	✓	✓	✓	✓	✓	-
SEA	-	✓	✓	-	✓	-	-	-
South Asia	-	✓	✓	-	-	-	✓	-
North Asia	-	✓	✓	-	-	-	-	-
Australasia	-	✓	✓	-	-	-	✓	-
ME, Africa	-	-	✓	-	✓	-	-	-
Total TPE	881		40		33		14	



Note: *TPE = 36 MHz transponder equivalents

New Territory : Africa



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New Solutions : Mobility



Air

...In-flight Connectivity



Sea

...Maritime VSAT



SATCOM-on-the-move

...Mobile VSAT

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New Partnerships : Open Access Platform (OAP)



Main Segment:

- ✓ Corporate/Government projects
- ✓ Retail market (SME/Consumer)
- ✓ Backhaul solutions



New Partnerships : In-flight Connectivity



ROW

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Global Eagle
Entertainment Inc.



Source: <http://globaleagleent.com/>

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New Partnerships : H.T.M.S. Krabi เรือหลวงกระบี่



An offshore patrol vessel of the Royal Thai Navy



Credit to  @H.T.M.S.Krabi



ongluck Jitari,
lao Suksang,
ngkoon,
hitiwoot



EPIC

Excellence in Technology

เป็นเลิศในเทคโนโลยี

Passion to Challenge

เต็มใจทุ่มความท้าทาย

Initiative in Innovation

มุ่งหมายนวัตกรรม

Commitment to Contribute

นำความรู้ คู่คุณธรรม สู่สังคมไทย



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“ To be a Leading Asian Satellite Operator ”



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