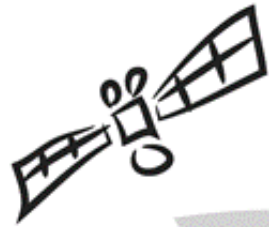


3Q17 Opportunity Day

14th November 2017 (revised)
Stock Exchange of Thailand

Agenda



3Q17 Key Commercial Highlights



Financial Highlights



Moving Forward





3Q17 Key Commercial Highlights





- *Laos' MVI established a Pay TV Direct-To-Home (DTH) platform on TC8*
 - *1 TPE or 4% of TC8*



- *Kenya's ISAT commercialized IP trunk backup service on TC6*
 - *2.5 TPEs or 21% of TC6 Africa beam*



- *Total number of satellite TV channels @78.5E increased 22 channels QoQ (from 907 to 929 channels)*
 - *HD channels increased from 122 to 134 channels*
 - *African channels: 28 channels (11 channels on TC6)*



New Smart Broadcast Platform



OTT application that strengthens the existing broadcast business by bridging the gap between broadcast and broadband

Feature:

- Live & Catch-up
- Recommendation
- EPG & Reminder
- Program Search
- Community & Social
- Remote & Chromecast

OTT = Over-The-Top Platform
EPG = Electronic Program Guide

3Q17 Key Commercial Highlights

THAICOM...Revolves Around You





**“THCOM received
Thailand Sustainability Investment 2017”**
from the Stock Exchange of Thailand (SET)

“Lao Telecommunications Company (LTC) preparing for IPO”

LTC is preparing for registration on the Lao Securities Exchange (LSX). The company signed an agreement to assign the Lao-China Securities Company Limited (LCS) and Lao Law Consultancy Group (LLC) as its financial and legal advisors.





Financial Highlights



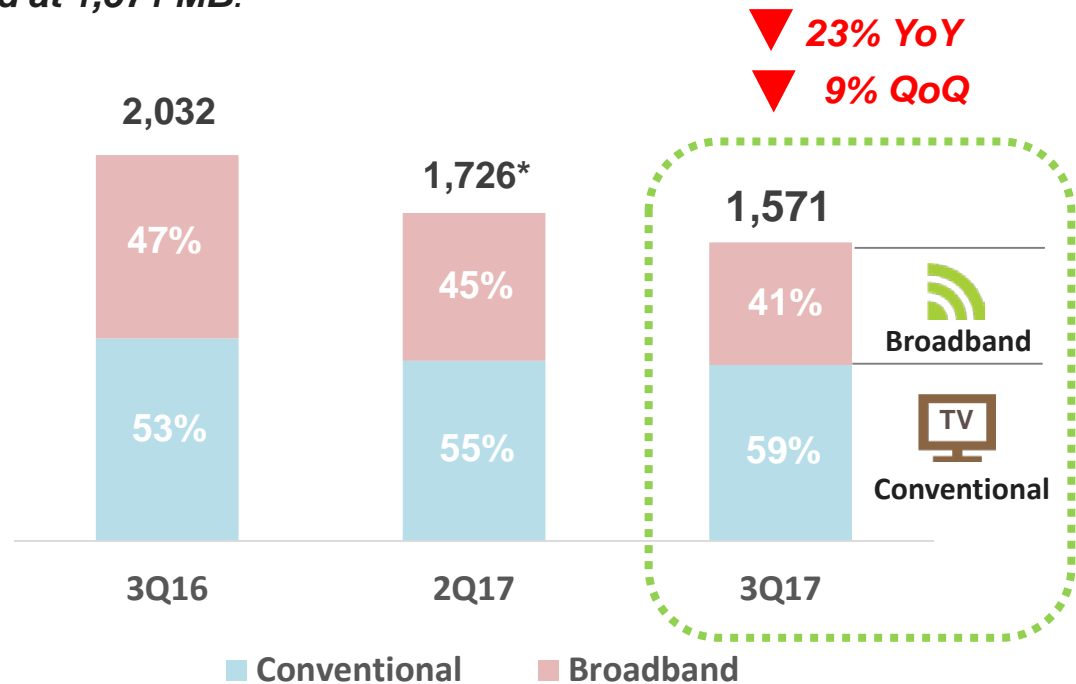


Satellite Revenue

Unit: MB

Satellite revenue was recorded at 1,571 MB.

- Revenue decreased 23% YoY mainly due to the lost of 2 major clients, NBN (Australia) and TOT (Thailand), together with the slowing down of Thai broadcast trend, compensated with ramping up of GMS clients.
- Normalized revenue decreased 9% QoQ since TOT contract ended at end of May 2017.



GMS: Greater Mekong Subregion
 NBN: National Broadband Network
 TOT: TOT Public Company Limited

* Included early termination fee from NBN of Baht 171 Million (recognized as other income in financial statement)



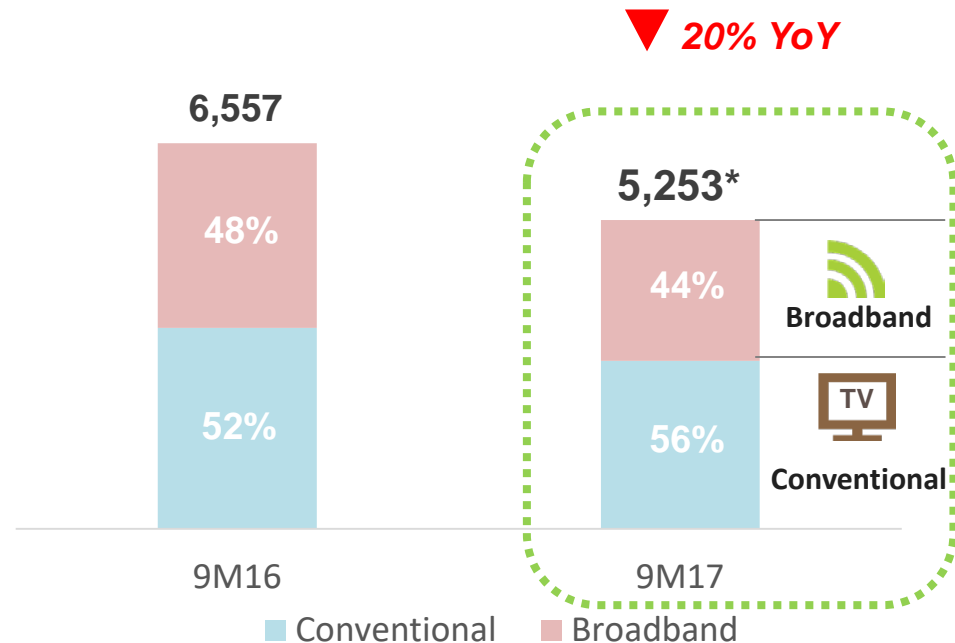


Unit: MB

Satellite Revenue

Normalized satellite revenue was 5,253* MB.

- Normalized revenue decreased 20% YoY mainly due to both decrease of broadband utilization (NBN & TOT) and churn of broadcast clients.



NBN: National Broadband Network
TOT: TOT Public Company Limited

* Included early termination fee from NBN of Baht 171 Million (recognized as other income in financial statement)



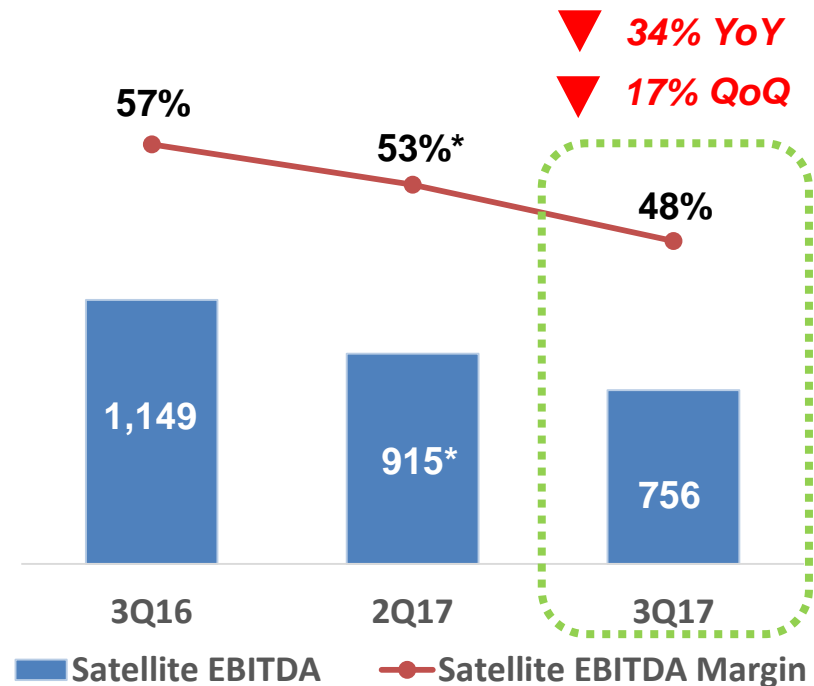


Satellite EBITDA

Unit: MB

Satellite EBITDA was 756 MB

- EBITDA decreased 34% YoY and 17% QoQ mainly from the decrease of revenue from satellite business.
- EBITDA margin decreased from 57% in 3Q16 to 53% in 2Q17 and to 48% in 3Q17.

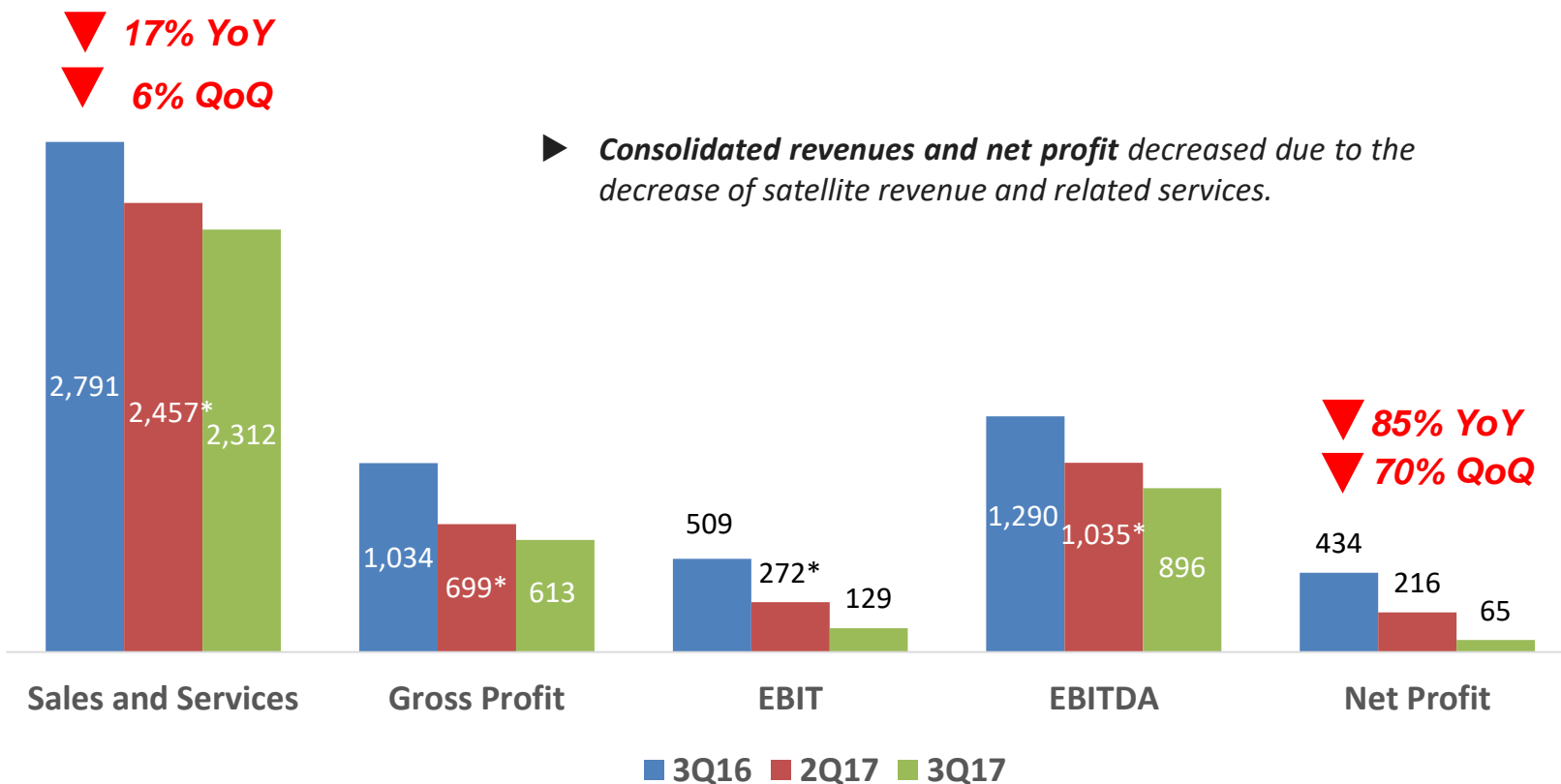


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Consolidated Key Financial Highlights

Unit: MB

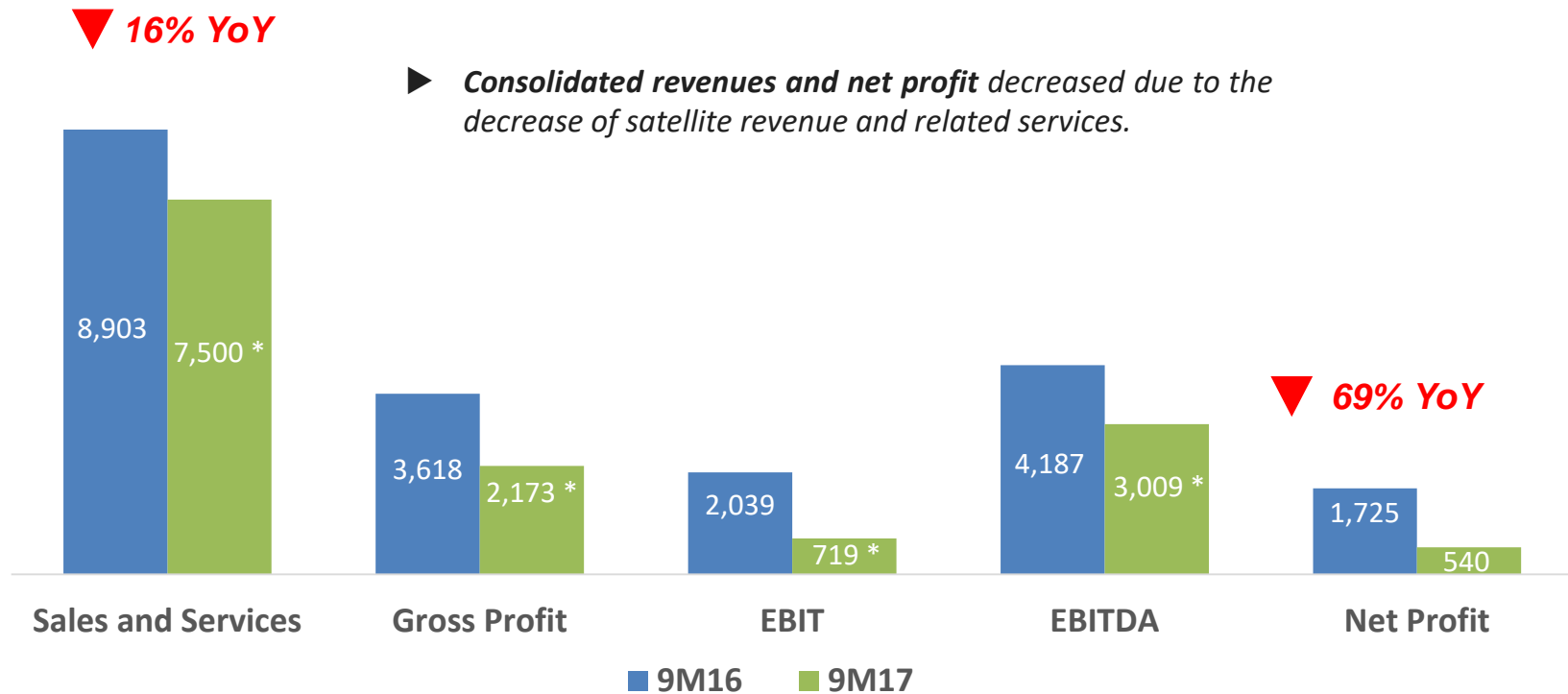


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Consolidated Key Financial Highlights

Unit: MB



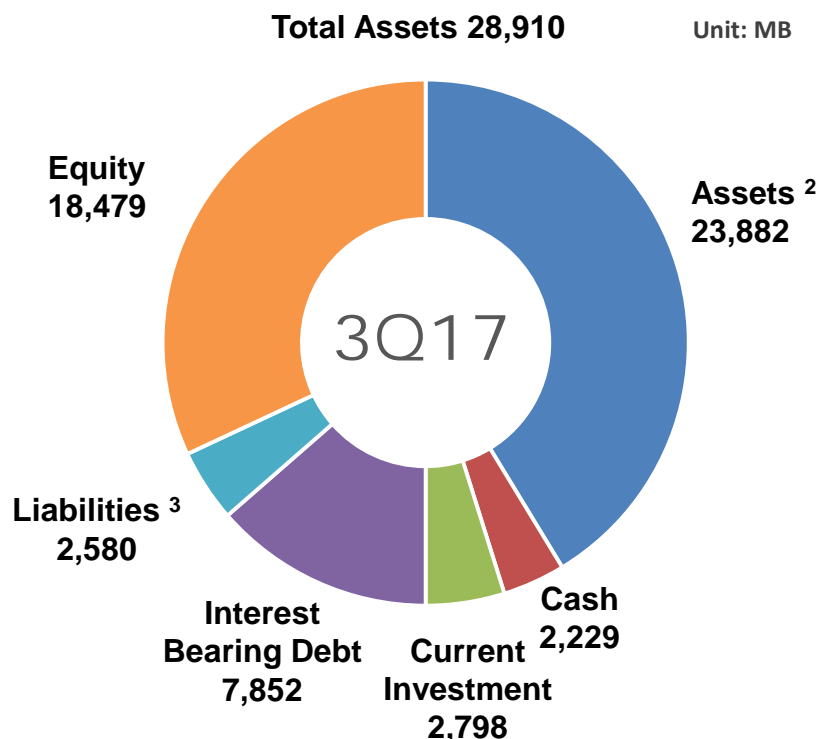
* Included early termination fee from NBN of Baht 171 Million (recognized as other income in financial statements)



Unit: MB

D/E Ratio at 0.42x¹

- ▶ D/E ratio dropped significantly from 0.52x in 2Q17 due to loan prepayment 40 MUSD.



Strong Operating Cash Flow

Consolidated CF	3Q16	3Q17
CF from Operating	3,248	2,161
CF from Investing	(1,516)	611
CF from Financing	(2,360)	(3,226)
Ending Cash	2,774	2,229

1. Interest-bearing Debt / Equity
2. Excludes Cash and Current Investment
3. Excludes Interest-Bearing Debt

Financial Highlights





Moving Forward





Generate short-term revenue through value-added services & sales

- Retail broadband services in Australia



Slower than planned (~6,000 subscribers as of Q3'17)

- Project sales: TCSTAR 1 in China



Project delays

- System integration and user terminal sales in all markets



*+3 maritime vessels in Thailand (total 18 vessels)
+1,100 user terminal units in India and others*



Increase utilization of existing satellites

- THAICOM 4 bulk bandwidth sales



Finalizing contract with TOT

- THAICOM 6 Africa beam bandwidth sales



Secured Kenya's ISAT deal

- THAICOM 8 bandwidth sales in GMS and South Asia



Secured Laos' MVI deal

Moving Forward



Thank You

