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## I. Overview

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Thaicom Plc ("the Company")'s revenue from sale of goods and rendering of services for Q3/2013 totaled Baht 2,062 million, rising 14.9% and 13.6% from the previous quarter and the same quarter last year. The revenue growth, mainly contributed by revenues from the satellite business, and the efficiency of cost and SG&A control, resulted in an operating profit (EBIT) for Q3/2013 of Baht 461 million, up by 12.2% and 51.6% from Q2/2013 and Q3/2012 respectively.

For Q3/2013, the Company's net profit was Baht 320 million, up by Baht 130 million or 68.4% from Q2/2013, and up by Baht 427 million or 399.1% from Q3/2012.

For 9M/2013, the Company reported a net profit of Baht 841 million, up by Baht 791 million or 1582.0% from Baht 50 million for 9M/2012, as a result of the revenue growth, the efficiency of cost and SG&A control, a decrease in finance cost, and a decrease in loss from discontinued operation.

In the separate financial statements, the Company had net profit of Baht 276 million or Baht 0.25 per share for Q3/2013, and net profit of Baht 647 million or Baht 0.59 per share for 9M/2013.

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## II. Business Summary

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### ***Transponder leasing and related business***

The Company has technically optimized the satellite transmission and allocation of the TV channels on the satellite to greatly enhance the audience's viewing experience with more superior video and sound. At the end of Q3/2013 the number of television channels under the conventional satellite platform at 78.5 degrees east was 621 channels, up from 472 channels at the end of Q3/2012.

The Thaicom 6 satellite project has been waiting for the launch vehicle to be ready and launch. The Thaicom 7 satellite project has been in the process of the second Spacecraft Thermal Vacuum (SCTV) test that validates a satellite's performance in a simulated space vacuum environment and extreme temperatures.

In Q3/2013, the Company has signed a cooperation framework agreement with Global Eagle Entertainment Inc., the leading provider of satellite-based in-flight Wi-Fi and device-based entertainment for airlines around the world. The partnership in satellite-based in-flight connectivity and communications is designed to help airlines in Thailand and the Asia Pacific region develop and operate a unique, reliable and enjoyable in-flight connectivity service.

IPSTAR bandwidth leasing service business has grown from customers' lease of greater bandwidth of IPSTAR. The Company has also continued to focus on Open Access Platform (OAP) strategy allowing satellite technology equipment vendors to access the THAICOM 4 broadband satellite to provide customers with flexibility in choosing the most appropriate solution for their specific requirements.

### ***Telephone and Internet access businesses***

As of the end of Q3/2013, Lao Telecommunications Co., Ltd. (LTC) had total phone subscribers of 1,414,835, increased from 1,311,583 at the end of Q3/2012. Currently, there are four mobile network operators in Lao PDR and LTC still ranks No.1 in Lao PDR's mobile phone market share.

In Q3/2013, CS LoxInfo Plc ("CSL") had an increase in the number of subscribers for leased line and Internet Data Center (IDC) services due to focusing on being an ICT (Internet/Computer/Telecom) service provider providing a complete solution service, for internet, computer and communication to new customers' demands. This resulted to the growth of new customers and bandwidth usage in corporate customers. The Company reported net profit of CSL group in share of profit of associates in consolidated income statement.

### ***Media business***

The total number of Dtv satellite television dish sets sold thus far by DTV Service Co., Ltd. (DTV) was 1,449,245 sets as of the end of Q3/2013, up 95,202 sets from 1,354,043 sets as of the end of Q3/2012. Currently, DTH business is fiercely competitive with a variety of DTH operator strategies to grab the mass market.

### III. Consolidated Operating Results

#### Selected financial information on THCOM

Unit: MBt	Amount			Change		Amount		Change
	Q3/13	Q1/13	Q3/12	QoQ (%)	YoY (%)	9M/13	9M/12	YoY (%)
Revenue from sale of goods and rendering of services	2,062	1,794	1,815	14.9%	13.6%	5,629	5,406	4.1%
Cost of sale of goods and rendering of services	1,223	1,030	1,103	18.7%	10.9%	3,325	3,394	-2.0%
SG&A expenses	378	353	408	7.1%	-7.4%	1,136	1,013	12.1%
EBIT from continuing operations*	461	411	304	12.2%	51.6%	1,168	999	16.9%
EBITDA from continuing operations **	979	947	843	3.4%	16.1%	2,739	2,608	5.0%
Share of profits of associate	44	48	42	-8.3%	4.8%	154	126	22.2%
Reversal of impairment (impairment losses) on non-current assets held for sale	-	-	(210)	-	100.0%	51	(251)	120.3%
Profit (loss) from continuing operations	320	190	21	68.4%	1423.8%	892	433	106.0%
Profit (Loss) from discontinued operation, net of income tax	-	-	(129)	-	100.0%	(51)	(383)	86.7%
Net profit (loss)	320	190	(107)	68.4%	399.1%	841	50	1582.0%
EPS (Baht)	0.29	0.17	(0.10)	70.6%	390.0%	0.77	0.05	1440.0%

\* EBIT = Sales and service income – Cost of sales and service – SG&A

\*\* EBITDA = EBIT + Depreciation and Amortization

#### Sales and service income

Consolidated revenue from sale of goods and rendering of services in Q3/2013 was Baht 2,062 million, an increase of Baht 247 million or 13.6% compared to Baht 1,815 million in Q3/2012 and an increase of Baht 268 million or 14.9% from Baht 1,794 million in Q2/2013. For 9M/2013, consolidated revenue from sale of goods and rendering of services was Baht 5,629 million, an increase of Baht 223 million or 4.1% from Baht 5,406 million for 9M/2012.

Revenue from sale of goods and rendering of services	Q3/13	Q2/13	Q3/12	%QoQ	%YoY	9M/13	9M/12	%YoY
Satellite and related services	1,822	1,587	1,599	14.8%	13.9%	4,950	4,676	5.9%
Telephone and Internet access services*	206	200	179	3.0%	15.1%	599	541	10.7%
Media services**	62	29	46	113.8%	34.8%	150	217	-30.9%
Consolidation eliminations	(28)	(22)	(9)	27.3%	211.1%	(70)	(28)	-150.0%
<b>Total</b>	<b>2,062</b>	<b>1,794</b>	<b>1,815</b>	<b>14.9%</b>	<b>13.6%</b>	<b>5,629</b>	<b>5,406</b>	<b>4.1%</b>

\* Include revenue from Telephone and Internet services in Lao PDR generated by Lao Telecommunications Co., Ltd. (LTC)

\*\* Include revenue from Media services generated by DTV Service Co., Ltd. (DTV) and Cambodian DTV Network Ltd. (CDN)

#### Satellite transponder leasing and related services

Revenue from satellite transponders and related services in Q3/2013 was Baht 1,822 million, a rise of Baht 223 million or 13.9% compared to Baht 1,599 million in Q3/2012 and an increase of Baht 235 million or 14.8% from Baht 1,587 million in Q2/2013, contributed by Thaicom conventional satellite service and IPSTAR bandwidth leasing service.

For 9M/2013, revenue from satellite transponders and related services was Baht 4,950 million, up by Baht 274 million or 5.9% from Baht 4,676 million in 9M/2012.

Satellite and related services	Q3/13	Q2/13	Q3/12	%QoQ	%YoY	9M/13	9M/12	%YoY
Conventional *	916	745	749	23.0%	22.3%	2,395	2,139	12.0%
IPSTAR	906	842	850	7.6%	6.6%	2,555	2,537	0.7%
Sales	38	45	95	-15.6%	-60.0%	145	261	-44.4%
Services	868	797	755	8.9%	15.0%	2,410	2,276	5.9%
<b>Total</b>	<b>1,822</b>	<b>1,587</b>	<b>1,599</b>	<b>14.8%</b>	<b>13.9%</b>	<b>4,950</b>	<b>4,676</b>	<b>5.9%</b>

\* Include the Thaicom 5 satellite and the interim satellite acquired by the Company to provide services ahead of the launch of the Thaicom 6 satellite

- Revenue from the Thaicom conventional satellite business for Q3/2013 was Baht 916 million, up by Baht 167 million or 22.3% from Baht 749 million in Q3/2012 and up by Baht 171 million or 23.0% from Baht 745 million in Q2/2013, due mainly to:
  - The growing demand of Thailand's broadcasters which has been served by the interim satellite providing services at 78.5 degrees East orbital slot ahead of the launch of Thaicom 6 and commencing services in August 2013. The demand for commercial satellite services from broadcasting satellite operators has continued to be strong and growing as can be seen from an increase in the number of television channels under the conventional satellite platform at 78.5 degrees east from 472 channels at the end of Q3/2012 to 621 channels at the end of Q3/2013,
  - Revenue growth from sale of equipment to broadcasting satellite operators.
- Revenue from the Thaicom 4 (IPSTAR) satellite business was Baht 906 million in Q3/2013, up by Baht 56 million or 6.6% from Baht 850 million in Q3/2012. This was contributed by:
  - Service revenue growth of Baht 113 million or 15.0%, mainly driven by bandwidth leasing service in Thailand, Australia, India, Indonesia, and Malaysia,
  - Offset by
  - Sales revenue drop of Baht 57 million or 60.0%, due mainly to a drop in user terminal (UT) sales volume,

Compared to Baht 842 million in Q2/2013, IPSTAR revenue in Q3/2013 rose by Baht 64 million or 7.6% on service revenue growth mainly from bandwidth leasing service in India, Indonesia, Japan, and Australia.

#### Telephone and Internet access services

The Company's revenue from telephone and Internet services in Lao PDR in Q3/2013 was Baht 206 million, up by Baht 27 million or 15.1% compared to Baht 179 million in Q3/2012. This led to a revenue increase of Baht 58 million or 10.7% in 9M/2013 from Baht 541 million in 9M/2012. The revenue growth was mainly contributed by;

- A revenue increase from prepaid and postpaid mobile phone services, resulting from higher mobile phone subscriber base and average revenue per subscriber (ARPU),
- A revenue increase from interconnection charge, international telephone service charge, and International Roaming (IR) charge,
- A revenue increase from Internet access services, following an increase in the number of HSPA subscribers.

Compared to the previous quarter, revenue from telephone and Internet services in Lao PDR in Q3/2013 rose by Baht 6 million or 3.0%.

#### Media services

Revenue from media services in Q3/2013 was Baht 62 million, up by Baht 16 million or 34.8% from Baht 46 million in Q3/2012, and up by Baht 33 million or 113.8% from Baht 29 million in Q2/2013. This was due mainly to revenue increase in sale of Dtv satellite dish and IRD box, following Dtv sales volume increase.