Agenda

Financial Highlights

Commercial Highlights

Moving Forward
Financial Highlights
1Q21 : Consolidated Performance

Unit: Bath million

Revenue for 1Q21

- **YoY:** ▼ 18.3% from Q1/2020 due to the decrease of revenue from satellite and related services regarding loss of customers from the Thaicom 5 satellite de-orbit.

- **QoQ:** ▼ 1.6% from Q4/2020 mainly declined from conventional satellite sales from domestic clients.

Net Profit for 1Q21

- **YoY:** ▼ 43.6% resulting from a decrease of revenue for both conventional and broadband satellites, together with a decline of gain from foreign exchange.

- **QoQ:** ▲ improved due to the gain from foreign exchange for 1Q21.
1Q21 : Net Profit and Normalized Profit

Unit: Bath million

1Q20: Net Profit and Normalized Profit

Normalized profit

- FX gain
- Write-off deferred tax asset
- FX loss
- Contract restructuring

1Q21: Satellite performance

Committed Bandwidth Utilization

Conventional satellites
- Utilization remained steady.

Broadband satellite
- Utilization decreased in Q1/2021 compared to Q4/2020, mainly from the decrease of bandwidth consumption from foreign customers.
Financial position as of 31 March 2021
Unit: Baht million

Strong Cash position

1Q2020 | 1Q2021
---|---
Consolidated CF | 423 | 404
CF from Operating | | |
CF from Investing | (277) | (276)
CF from Financing | (280) | (245)
Ending Cash | 2,488 | 2,182
Total Cash On Hand | 5,896 | 6,870

1. Interest-bearing Debt / Equity
2. Excludes Cash and Other Current Financial Assets
3. Excludes Interest-Bearing Debt
4. Includes Cash and Other Current Financial Assets

*Note: The Net cash from (used in) investing activities for Q1/2021 was Baht (277) million due mainly to the investment in financial assets to manage excess cash.
Commercial Highlights
1Q21 Key Commercial Highlights

**Broadcast Services**
- **Thailand**: Signed service renewal agreements to extend service period and strengthen broadcast services
  - Thai PBS
  - STC Network
  - Educational Television
- **Myanmar**: Signed service renewal agreements with Myanmar Radio and Television (MRTV)

**Broadband Services**
- **Japan**: Signed service renewal agreements with KDDI Corporation for mobile backhaul services

**Mobility Services**
- Maritime’s active in-service total 98 vessels (South China Sea & other platforms)
  - Backlog of 7 vessels, Total = 105 vessels

**ATI Business**
- Purchase Order for 25 units of Drone to support Big Farm projects
Moving Forward
Moving Forward

Continuity of core business
to help ensure service continuation to our customer
during transition from concession to license scheme

TC4 & TC6 after Concession
• 12 May 2021, the National Space Policy Committee (NSPC) assigned NT as an operating body of TC4 & TC6 after concession.
• THCOM open for discussion with NT to facilitate on operating the assets.

New Satellites
• 12 May 2021, NBTC announced the auction on 4 satellite orbital slots
• THCOM is studying a possibilities of entering into the auction (Thai orbital slots) to serve our existing customers as well as to explore new territories of customer base.
• At the same time, we also in development of a new satellite project with strategic regional partnerships for cooperation on foreign orbital slots.

Others
• Cooperate with NSAT to provide broadband satellite and related services via LEO satellites:
  • Expand NAVA services in Thailand & South China Sea platform

Develop data-driven business,
digital services, and investment to create new S-Curve

• Satellite AI (Artificial Intelligence)
  • Space Data Analytic Empowering platform using Earth Observation Satellites Data for a better productivity
• Drone and UAV business
  • Develop and expand in-house drone flight control markets
  • Increase the number of AiANG flight control
  • Drone for Agriculture
  • Drone/UAV ecosystem for Thailand and regional
• Digital Services Platforms
  • e-Document, e-Signature,
  • Digital-Paperless enabler
• M&A and JV with partnership
  • Invest in startup/company to create synergy new S-Curve
Moving Forward: NBTC Orbital Slot Package Auction

**Package 1**
- 677 MTHB*
- Not yet commercialized

**Package 2**
- 367 MTHB*
- TC5 Slot

**Package 3**
- 393 MTHB*
- TC4 Slot

**Package 4**
- 365 MTHB*
- Not yet commercialized

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- **21 May**: Application fee paid for participation
- **21 Jun**: Application submission
- **5 Jul**: Applicants announced by NBTC
- **12 Jul**: Qualified bidders announced
- **24 Jul**: Auction

Annual fee for winners: 4.25% of revenue (Telecom license 4% + Filing fee 0.25%)

>> THCOM is developing feasibility studies for commercializing of each slot, possibly with strategic partners <<
Q&A