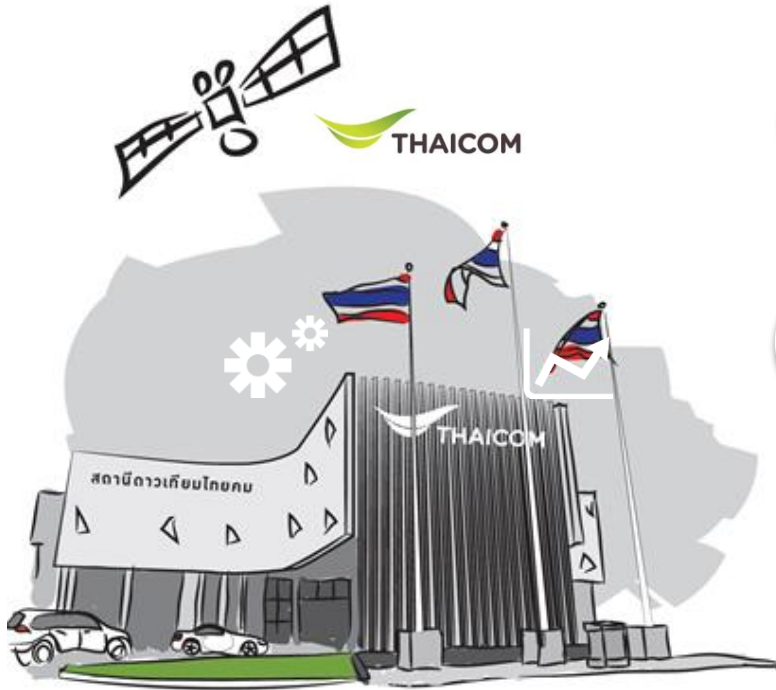


# THAICOM Performance 1Q-2021

MAY 2021



# Agenda



## Financial Highlights



## Commercial Highlights



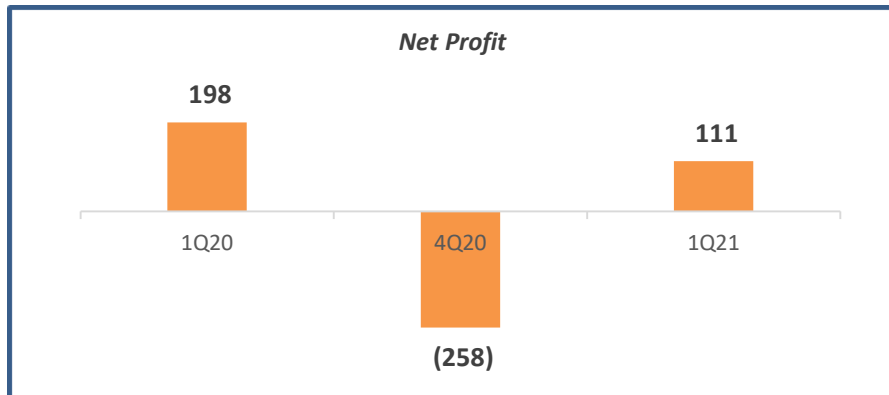
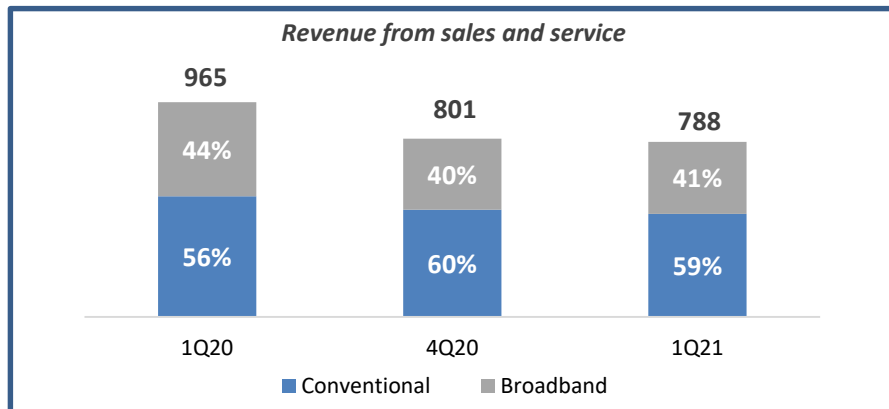
## Moving Forward



## **Financial Highlights**

# 1Q21 : Consolidated Performance

Unit: Bath million



## Revenue for 1Q21

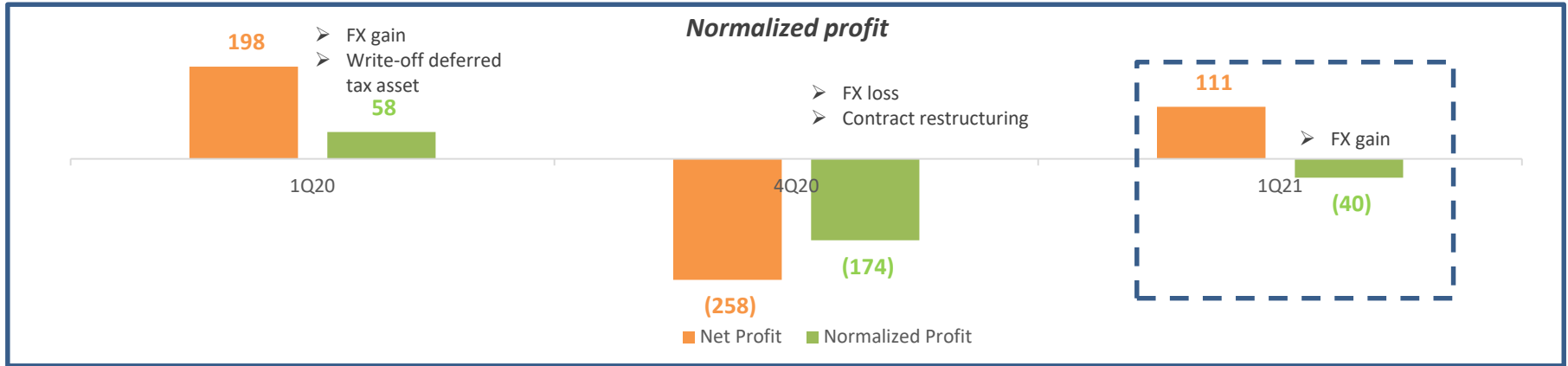
- **YoY :** ▼ 18.3% from Q1/2020 due to the decrease of revenue from satellite and related services regarding loss of customers from the Thaicom 5 satellite de-orbit.
- **QoQ :** ▼ 1.6% from Q4/2020 mainly declined from conventional satellite sales from domestic clients.

## Net Profit for 1Q21

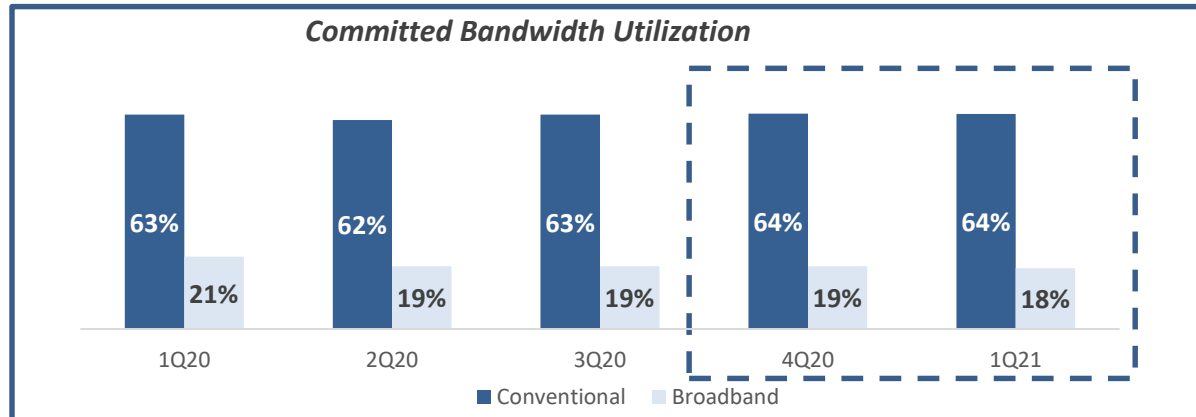
- **YoY :** ▼ 43.6% resulting from a decrease of revenue for both conventional and broadband satellites, together with a decline of gain from foreign exchange.
- **QoQ :** ▲ improved due to the gain from foreign exchange for 1Q21.

# 1Q21 : Net Profit and Normalized Profit

Unit: Bath million



## 1Q21 : Satellite performance



### Conventional satellites

- Utilization remained steady .

### Broadband satellite

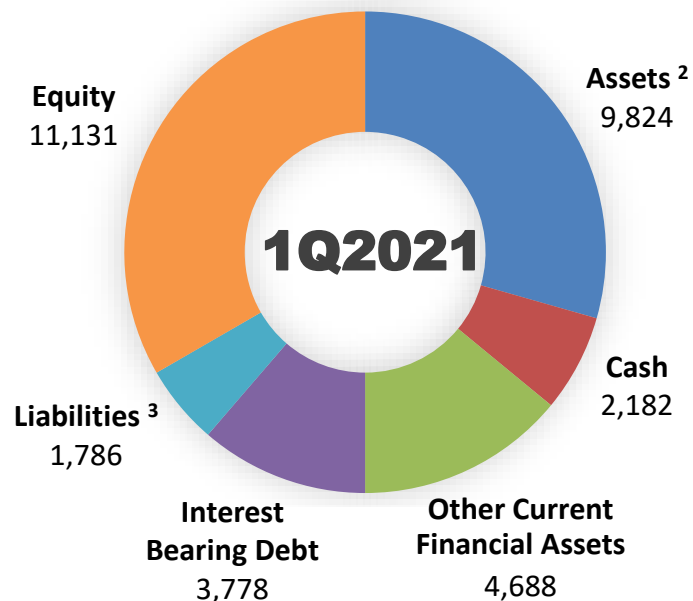
- Utilization decreased in Q1/2021 compared to Q4/2020, mainly from the decrease of bandwidth consumption from foreign customers.

# Financial position as of 31 March 2021

Unit: Baht million

**D/E Ratio at 0.34x<sup>1</sup>**

Down from 0.35x as at the end of 2020



## Strong Cash position

| Consolidated CF                 | 1Q2020 | 1Q2021 |
|---------------------------------|--------|--------|
| CF from Operating               | 423    | 404    |
| CF from Investing               | (277)  | (276)  |
| CF from Financing               | (280)  | (245)  |
| Ending Cash                     | 2,488  | 2,182  |
| Total Cash On Hand <sup>4</sup> | 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***

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

## **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**.

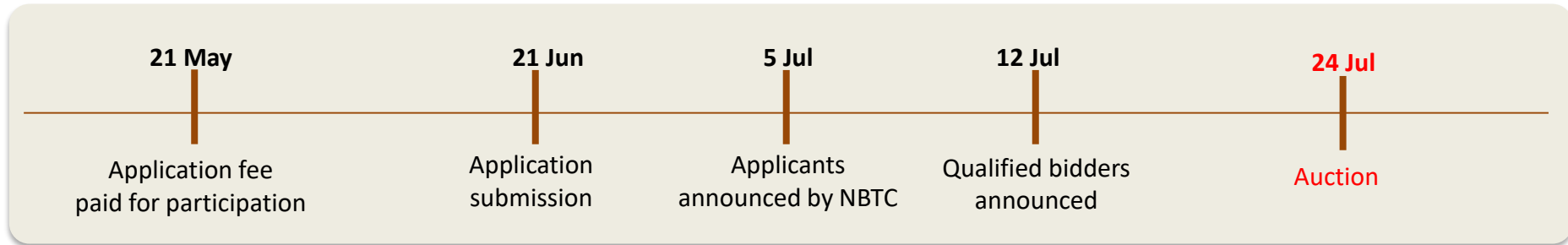
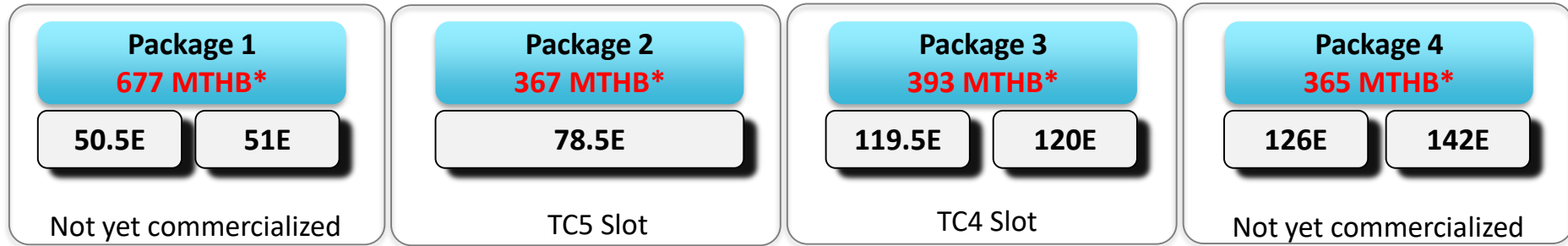
## **Others**

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

- 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

\*Reserved price



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

