

THAICOM Q1/2023

SPACE TECH FOR A BETTER FUTURE

Performance Q1/2023

MAY 2023

THAICOM Q1/2023

SPACE TECH FOR A BETTER FUTURE



Financial Highlights



Commercial Highlights



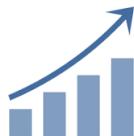
Moving Forward

Q1/2023 Key Highlights



1. AGM has approved the investment in the new satellite project

- Create business stability & enhance customer trust in our operations for another 20 years
- Gain competitive advantages from new satellite technologies
- Increase the opportunity to generate further revenue from the higher capacity of ~100 Gbps
- The total project not exceeding Baht 15,203 Million



2. Significant growth of core profit and cash on hand in the year 2022

- Core profit increased by 48% YoY from increase of revenue from TC7 & TC8, gateway service, and effective cost management
- Excessive cash on hand for new satellite investment



3. New revenue stream from space tech business

- The company has started recognizing the revenue from Globalstar's LEO gateway service
- Expected to commercialize Globalstar service within 2H2023



4. Space tech based solutions for public sector

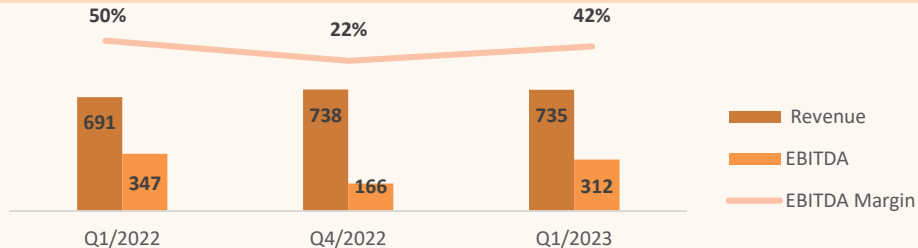
- Cooperation with public sector space tech based solutions with Royal Thai Air Force, and on data analytic projects with Department of Royal Rainmaking and the Agricultural Research Development Agency.

Financial Highlights

Q1/2023 Net Profit +77% and Core Profit +48% YoY

Unit: Baht million

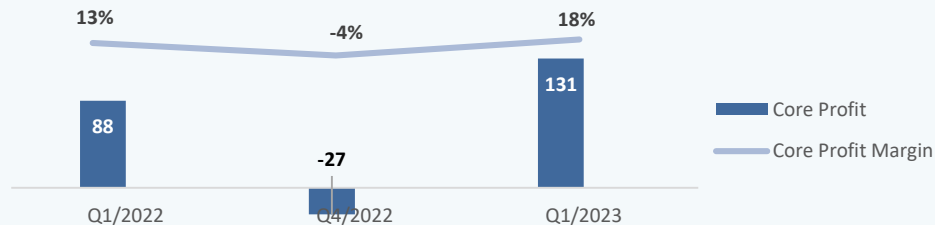
Revenue & EBITDA Margin



Revenue increased YoY and maintained high EBITDA Margin

- **QoQ: Insignificant change** from that of Q4/2022 based on the offset between ramp down of broadband service via contract and revenue from Gateway Service, and conventional satellites
- ▲ **6.5% YoY: Revenue Increased**, from Gateway Service (Globalstar), and conventional satellites
- ▲ **88% QoQ: Increase in EBITDA**, from effective cost management and net loss from Joint Venture which decrease continuously

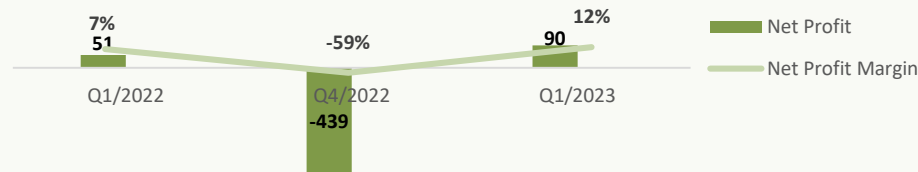
Core Profit & Core Profit Margin



Improvement of Core Profit YoY with high margin maintained

- ▲ **QoQ: Core profit** for Q1/2023 turned to positive compared with Q4/2022 from effective cost management and less realized loss on foreign exchange
- ▲ **48% YoY: from enhance revenue** from TC7 & TC8 and gateway service

Net Profit & Net Profit Margin



Increase of Net Profit from Q1/2022 to Q1/2023

- ▲ **QoQ: Net profit** for Q1/2023 turned to positive compared with Q4/2022 from effective cost management and less realized loss on foreign exchange
- ▲ **77% YoY: from enhance revenue** and less loss from Joint Venture

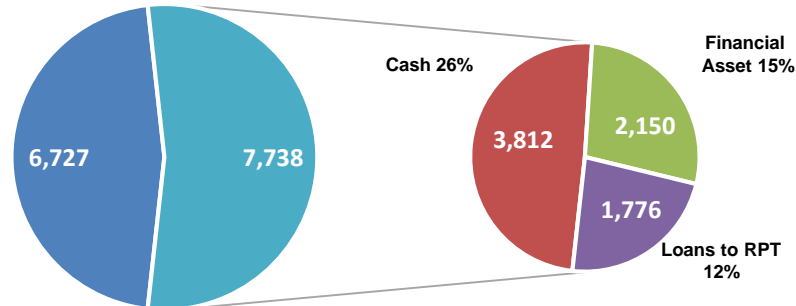
High cash position prepared for new investment

Unit: Baht million

D/E Ratio at **0.4x**¹

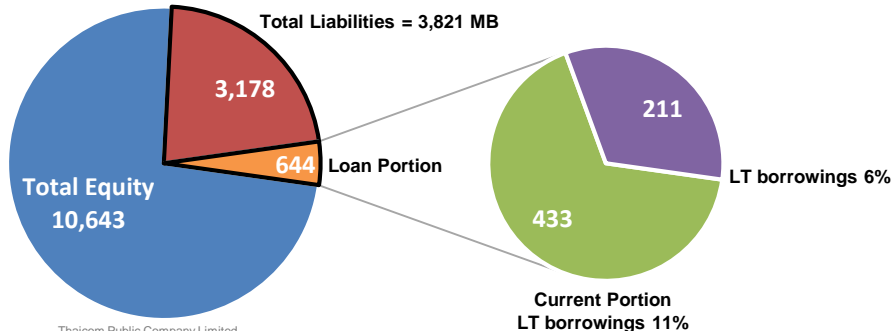
Total Assets vs Cash of company and related

Total Asset = 14,464 MB



Total Liabilities and Equity

Total Liabilities = 3,821 MB



Thaicom Public Company Limited

Strong Cash position

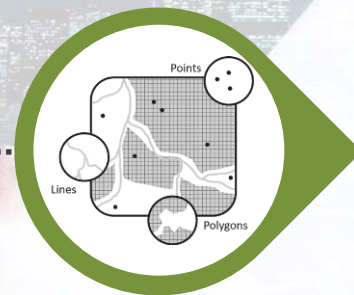
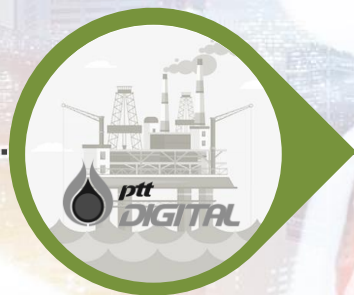
Consolidated CF	Q1/2022	Q1/2023	
CF from Operating	987	686	Profit from operation & A/R Collection
CF from Investing	867	(280)	Advance payment for equipment
CF from Financing	(348)	(321)	Repayment of borrowings
Ending Cash	3,287	3,812	
Total Cash On Hand ²	5,848	5,962	To invest in the satellite project

1. Interest-bearing Debt / Equity

2. Includes Cash and Other Current Financial Assets

Commercial Highlights

1Q23 Key Commercial Highlights



- ❑ Started commercializing the **1st NAVA Global vessel** in Japan with **Voyager Worldwide**, is the leading maritime technology company worldwide (for Chugoku Sougyo Company fleet)
- ❑ Expended the managed service platform for PTT Digital Solutions Co., Ltd. (PTTDS) with **total 3 PTTDS's floating rigs**
- ❑ **Globalstar**: Recognized Teleport construction revenue and achieved Landing Right approval for commercializing Globalstar service in Thailand
 - Expected service commencement in 2H2023
- ❑ **Geospatial Intelligence**: Started commercializing **Land Classification report** for planning on the deployment of Lao Telecom Company (LTC)'s telecom towers by using Orbital Insight AI
- ❑ Thaicom collaborating with **World Wildlife Fund: WWF** to conduct research aimed at assessing the potential of the area for promoting forest restoration

Signed First Japanese Vessel For Our NAVA Global Maritime Broadband Services

- **IPSTAR Japan & Voyager Worldwide** started commercializing the **1st Nava Global** vessel, GT Persephone – a wood chips carrier – of Chugoku Sougyo

*IPSTAR Co. provides global maritime broadband services in collaboration with **Milano Teleport** from Italy*

Nava[®] mt

ipstar*
JAPAN
A Thaicom Company

VOYAGER
WORLDWIDE



A composite image featuring a satellite in the upper left corner, with its solar panels and various instruments visible. The satellite is positioned against the backdrop of the Earth's horizon, which curves across the middle of the frame. The Earth's surface is shown in a dark, monochromatic style, with white lines representing latitude and longitude. The overall color palette is dark blue and black, with white highlights on the satellite and the Earth's horizon.

Moving Forward

A milestone for Thaicom to strengthen and grow the satellite and new space tech businesses in long-term

Existing Satellite

Broadband Business:

- ❑ Secure **existing customers** with opportunities to continue services on the new satellite
- ❑ Create opportunities for **End-to-End Services** with target customers to increase additional revenues

Broadcast Business:

- ❑ **Maintain revenue** and customers in **key markets** especially in Thailand and India

New Satellite



- ❑ Finalize **the new satellite** program in 1H2023



- ❑ Finalize **satellite vendor** ensuring the new satellite is produced **on time**, **efficiently** and **cost-effectively**



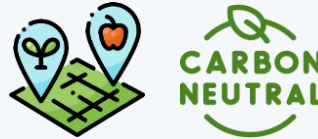
- ❑ Secure **anchor customers** in the region

Ramp Up on New Space Tech Business

Off-the-shelf geospatial data analytics solution



Thaicom's geospatial data analytics solution



UAV/Drone service & data analytics solution



- Create more **valuable partnerships** for geospatial data analytic solution and **increase new opportunities**
- Leverage off-the-shelf **land use classification** and **object detection** targeting commercial and public sector customers in **smart city** and **corporate** segments

- Develop own solutions targeting **public sector** customers e.g. **agriculture monitoring & classification** and **carbon credit**
- Leverage Thaicom's geospatial data analytics market to capture the **growing Asia Pacific market**
- *CAGR 13.8% or 1,754 to 3,344 MUSD, 2020 – 2025

- To provide **drone inspection** and **data analytics** solutions for **preventive maintenance of telecom** and **utility towers** with AIS
- Developing **UAV/drone survey** and **data analytics** solutions for **agricultural sector**

Q&A

