



THAICOM

THAICOM Q3/2023

SPACE TECH FOR A BETTER FUTURE

Performance Q3/2023

November 2023

THAICOM Q3/2023

SPACE TECH FOR A BETTER FUTURE



Financial Highlights



Commercial Highlights



Moving Forward

Q3/2023 Key Highlights

1.

- ❑ Expected **ramping-up of the Thaicom 4 revenue** in 2024 in the region covered by **the follow-on satellites**, i.e., India, Thai, Philippines, Indonesia etc.
- ❑ **Secured** agreement for **bandwidth expansion in the Philippines**

2.

- ❑ Collaboration with **Airbus** to design and manufacture the satellite for New Generation Software-Defined High Throughput Satellite at **119.5E**
- ❑ Signed an MOU with **Airbus** to leverage each other's strengths, capabilities, and expertise in **satellite** and **space technology**

3.

- ❑ **Thaicom** partners with **Gistda** to host the **Thailand Space Week 2023**, the event to showcase Thailand's potential and business opportunities in the space industry with the theme **“Fostering Global Value Chain”**
 - ✓ To drive Thailand's New Space Economy and enhance the country's global market competitiveness

4.

- ❑ **9-Month 2023 net profit increased 37%** driven by the recognition of compensation from a business partner and effective cost management

Our Awards & Distinctions



SET ESG Ratings AAA for 2023

THAICOM has been announced as a company in the SET ESG Index by the Stock Exchange of Thailand (SET)



“Excellent” CG scoring

Thaicom received a score of “Excellent” or a 5-star rating in the **Corporate Governance Report (CGR)** of Thai Listed Companies 2023 by the Thai Institute of Directors (IOD) for the **eleventh consecutive year (2013-2023)**



สมาคมส่งเสริมพ่อลูกไทย
THAI INVESTORS ASSOCIATION

AGM “Perfect” score

Perfect Quality Assessment Score (100/100)

Thaicom received full score assessed by **Thai Investors Association** based on arrangement of AGM on 7 April 2023

2023 APSCC¹ SATELLITE EXECUTIVE OF THE YEAR IN ASIA-PACIFIC

The award honored an industry executive's excellent leadership achievements and the long-term impact of those efforts in the satellite and space industry

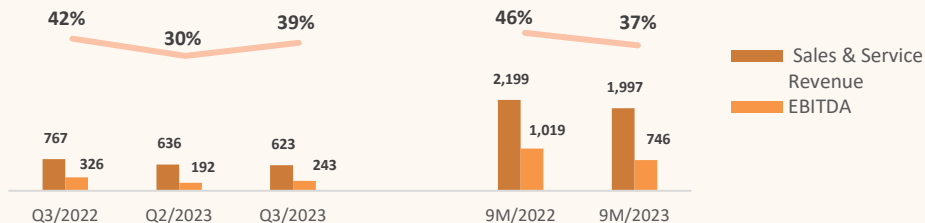


Financial Highlights

9M2023 Net Profit +37% YoY

Unit: Baht million

Sales and Service Revenue & EBITDA Margin

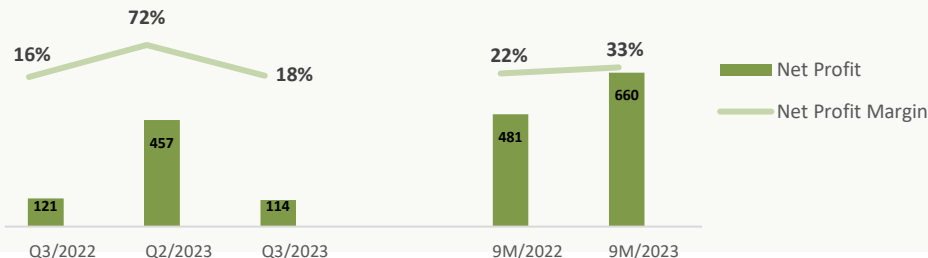


The sales and service revenue excludes other income of THB 301 million from compensation.

Increased of EBITDA margin despite lower revenue

- 6% YoY Revenue decreased, primarily attributed to the decrease of bandwidth revenue from the Thaicom 4 satellite due to the follow-on satellites not covering its footprint
- EBITDA Margin Increased QoQ, from 30% to 39% despite lower revenue due to the effective cost management

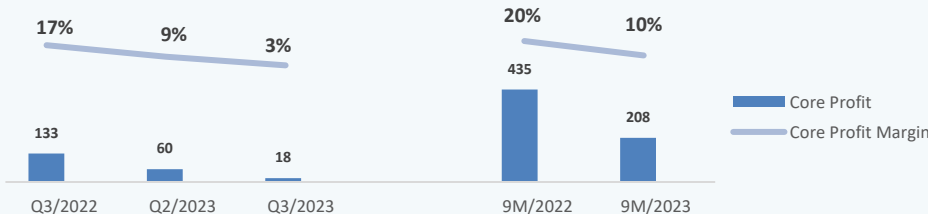
Net Profit & Net Profit Margin



9M Net profit increased YoY

- 37% YoY 9M Net Profit Increased, mainly driven by the recognition of one-time compensation from a business partner, which was recorded as other income. This increase in net profit also includes a rise in financial income
- The increase of net profit resulted in the Increase of 9M Net margin from 22% to 33%

Core Profit & Core Profit Margin



Thaicom Public Company Limited

Decrease of core profit from expected churn on Thaicom 4

- Decrease of core profit QoQ & YoY, mainly from expected ramp-down of the Thaicom 4 satellite due to the follow-on satellites not covering its footprint
- Expected ramping-up of the Thaicom 4 revenue in 2024 in the region covered by the follow-on satellites, i.e., India, Thai, Philippines, Indonesia, etc.

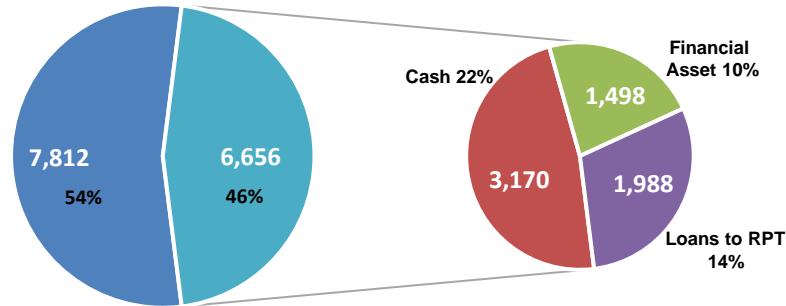
High cash position prepared for new investment

Unit: Baht million

D/E Ratio at **0.4x**¹

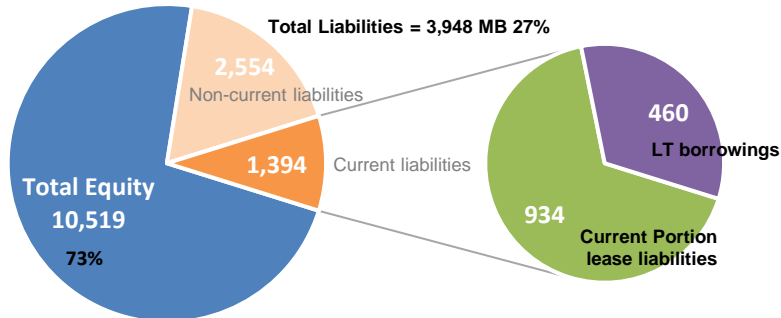
Total Assets vs Cash of company and related

Total Asset = 14,467MB



Total Liabilities and Equity

Total Liabilities = 3,948 MB 27%



Thaicom Public Company Limited

Strong Cash position

Consolidated CF	9M 2022	9M 2023	
CF from Operating	1,889	897	Significant A/R collection in 2022 (after COVID-19)
CF from Investing	1,167	(280)	Payment for New Satellite Project
CF from Financing	(1,043)	(1,286)	Dividend & loan repayment
Ending Cash	3,793	3,170	
Total Cash On Hand ²	5,788	4,668	To invest in the new satellite project

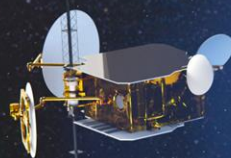
1. Interest-bearing Debt / Equity

2. Includes Cash and Other Current Financial Assets

Commercial Highlights

Thaicom Selects Airbus for its New Generation Software-Defined High Throughput Satellite at 119.5E

THAICOM



AIRBUS

Allow **flexibility** and instant reconfiguration to adapt **dynamically** to the service areas and will provide a significant confidence boost for Thaicom's valued customers and partners **throughout Asia Pacific**

3Q23 Key Commercial Highlights



- ❑ Signed **multi-year** with **We Are IT Philippines (WIT)**, the leading satellite broadband services provider in the Philippines, to support geographically isolated & disadvantaged areas through the initiative of **Department of Information and Communications Technology (DICT)**
- ❑ Signed service agreement with **Gistda** to establish communication through mobile networks and satellite, facilitating the capability of the **UTM (Unmanned Traffic Management)** system
 - ✓ To comprehensively **monitor the status & real-time** location of each individual **drone ID**



Moving Forward

To start commercializing Globalstar services for customers in Thailand

- Teleport service is preparing and tentatively scheduled to **start within Q4'2023**
 - ✓ Services aimed at protecting **human life** and **safety at sea**, target for Thai tourism and **maritime industry** in the region



- ✓ Operate ground station facilities



- ✓ Reseller for GlobalStar services and IOT solutions



- ✓ "Smart Life Jacket" launched in Phuket

Growth Opportunities for Space Tech Business

- ✓ Expand **Thaicom's Space Tech** business:
 - ✓ Cooperate with **Airbus** to develop data analytics platform & services. From leveraging each other's strength, capabilities and expertise in the satellite and space technology
- ◆————◆
- ✓ **Phase I** : Successfully providing data analytic and satellite technology for the development of **crop insurance** for **Thai General Insurance Association – TGIA**
 - ✓ **Phase II** : In process to cooperate with the **Department of Agriculture Extension (DOAE)** and **Thai General Insurance Association (TGIA)** to secure green space areas
 - ✓ Utilize data and analyze from DOAF's plot to improve efficiency & verify the accuracy of the insurance coverage



Q&A

