



dbAccess Asia Conference 2019

Singapore

Deutsche TISCO

22 May 2019

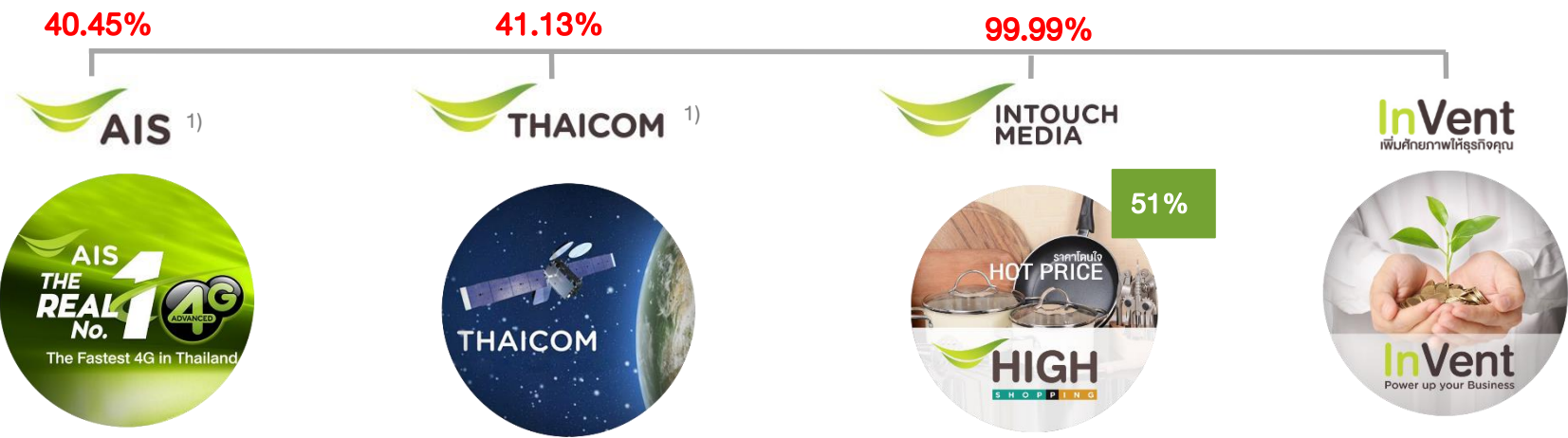
Prepared by Group Investor Relations



INTOUCH Shareholding and Investment Structure



As of 22 Feb 2019



¹⁾ Listed Company on the Stock Exchange of Thailand

**Sustainable growth and
add more value to shareholder**

To be Thailand Leading TMT Group

Asset Management

Create and protect the value of existing business

- Continue pass-through dividend
- Improve revenue sources and cost efficiency
- Mitigate business risks

New Growth

Build new growth for INTOUCH Group

- Build new growth at INTOUCH through
 - ✓ New businesses
 - ✓ VC portfolio
- Support growth of existing subsidiaries

Holding of Excellence

Human capital

Innovation

Reputation

Governance

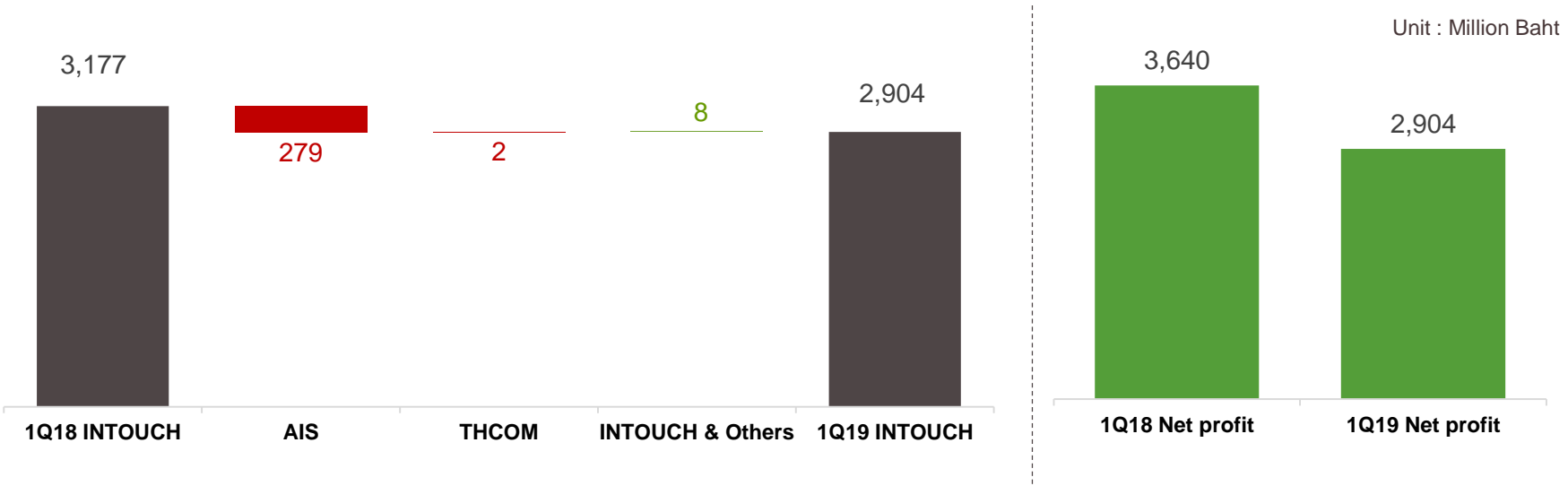
Sustainable Development

Normalized net profit was pressured by lower profit from AIS



1Q19 Highlights

- Normalized net profit dropped by 9% YoY mainly from lower profit of AIS.
- Net profit decreased 20% YoY due mainly from THCOM gain on sales of CSL in 1Q18.



Normalized net profit excl. gain on sale of CSL and assets impairment of THAI COM

*Others = ITAS, ITV, VC, and Intouch Media

1Q19 AIS Key Performance – Healthy EBITDA from service revenue



growth

Core service revenue (Btmn)

33,147 33,962



1Q18

1Q19

- Mobile revenue +1.1% YoY.
- FBB revenue +27% YoY.
- Other service revenues +21%.

EBITDA (Btmn)

18,905 18,906



1Q18

1Q19

- EBITDA flat YoY due to higher network OPEX and SG&A offset by higher service revenue.
- Reported EBITDA margin stood at 43.1%.

Net Profit (Btmn)

8,037 7,615



1Q18

1Q19

- Net profit decreased 5.3% YoY due to higher network and license D&A.
- Net profit margin stood at 17.4%.

Interest-bearing debt (Btmn)

109,130 103,200



2018

1Q19

- Slightly lower debt outstanding due to debt repayment.

Net debt to EBITDA (times)

1.30 1.10



2018

1Q19

- Healthier debt ratio due to lower interest bearing debt.

CAPEX (Btmn)

6,467 3,123

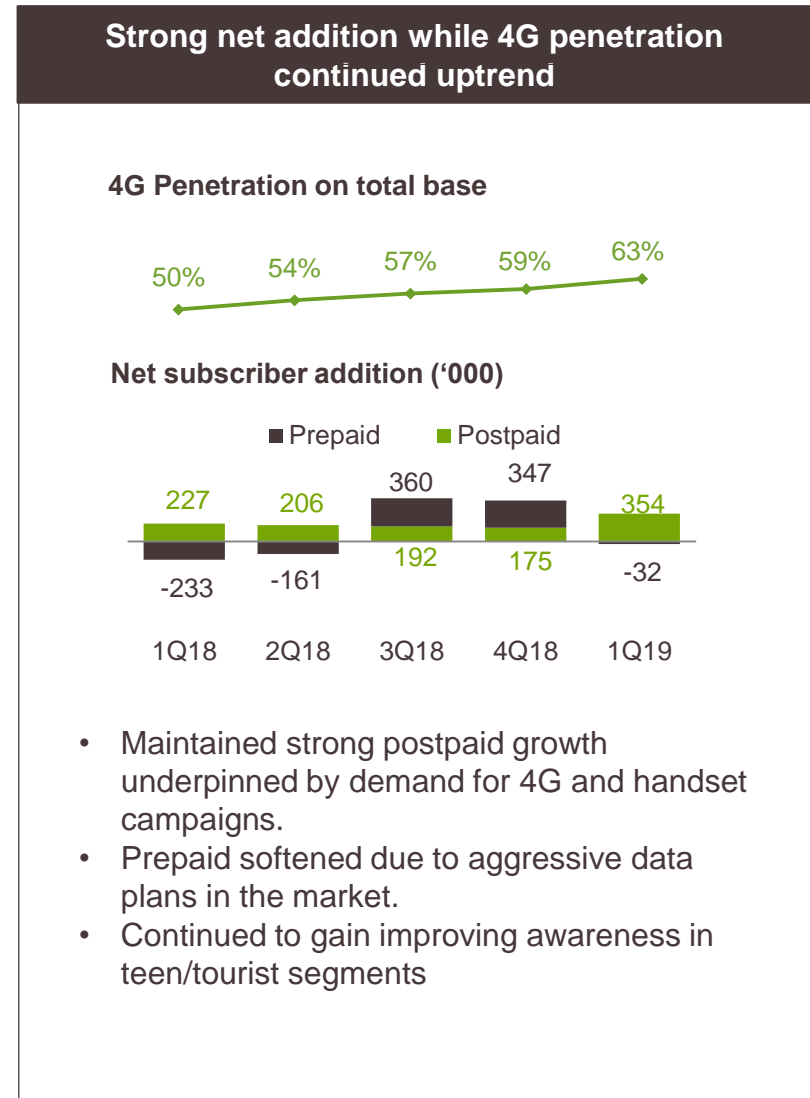
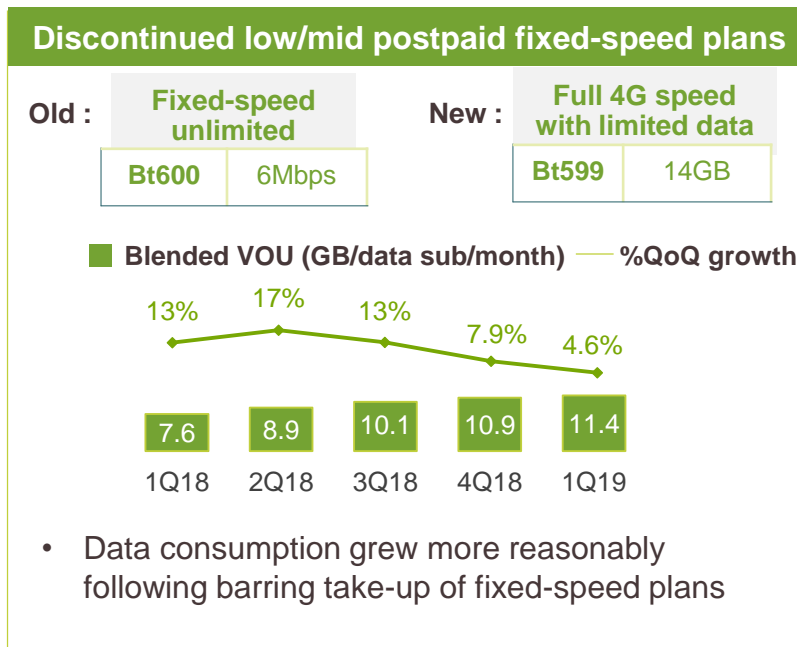
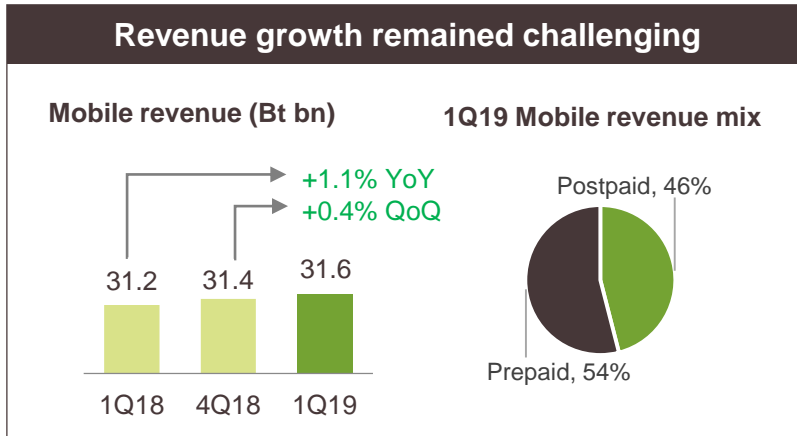


1Q18

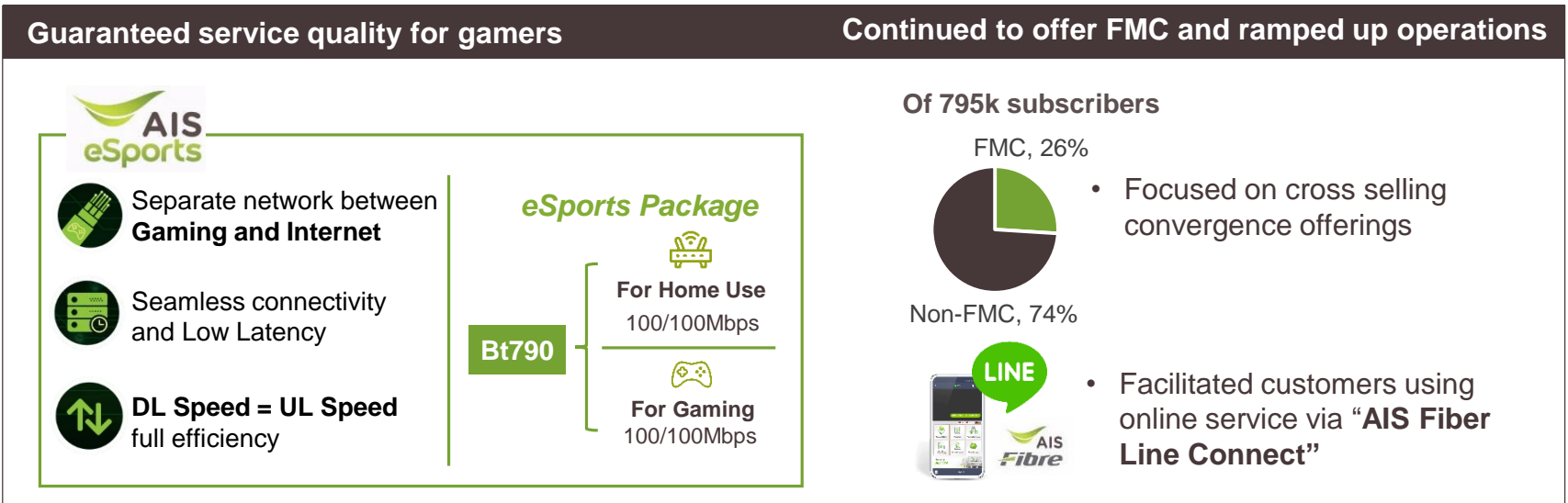
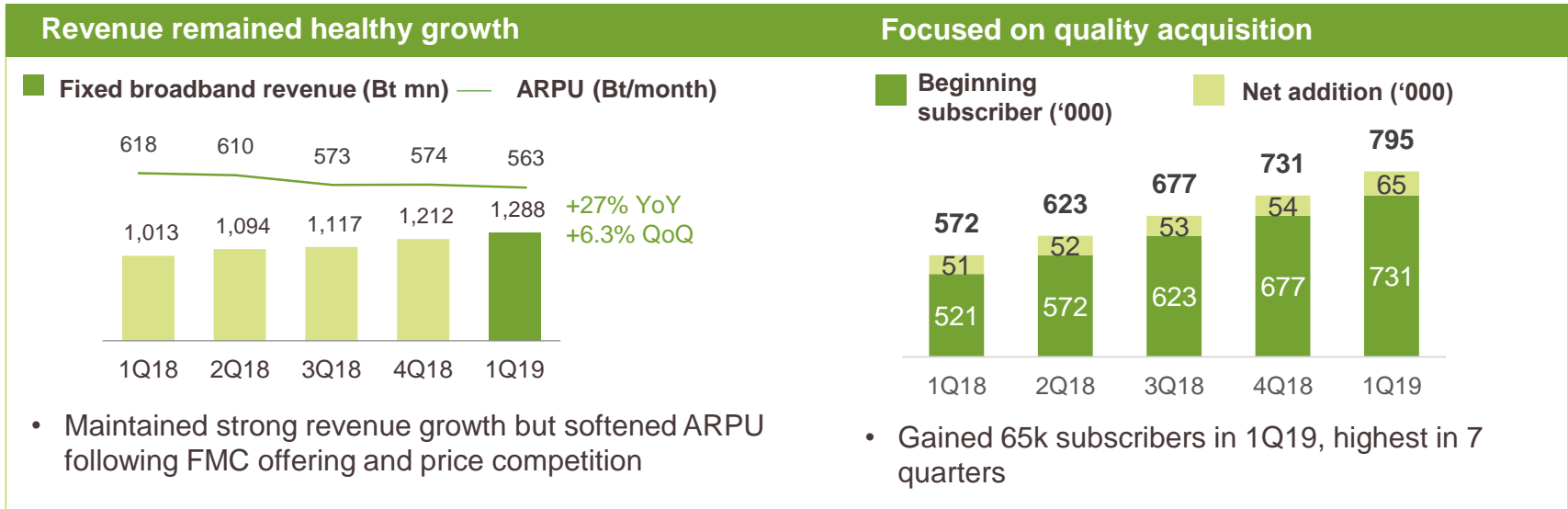
1Q19

- Lower CAPEX from negotiation on payment term.

Mobile: Revenue grew softly from price competition



FBB: Competitively grew while focusing on FMC



Digital service: Expanded strategic digital services for both enterprise and consumer

Increased capabilities in enterprise segment

- Maintained target to achieve **high-single digit growth in FY19** for enterprise segment
- Strategic cooperation with business partners**



- Collaborated with China Unicom to provide local/international data connectivity



- Pioneered with Provincial Electricity Authority to launch Solar Rooftop IoT solution

- Established 5G Garage Innovation LAB**



- Cooperated with Faculty of Engineering, Chulalongkorn University, with the support from the NBTC to research and test 5G technology.

Strengthened engaging consumer platforms

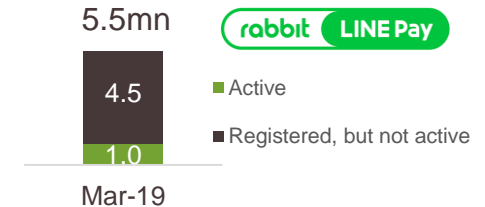
1 Video

2mn active users
(March-19)



- Debuted the first eSports channel in Thailand on AIS PLAY and AIS PLAYBOX

2 Mobile money



- Continued expanding sub base

3 Insurance

- Established an insurance broker company to be a point of online insurance sale

4 Advertisement

- Targeted advertisement on partner's websites

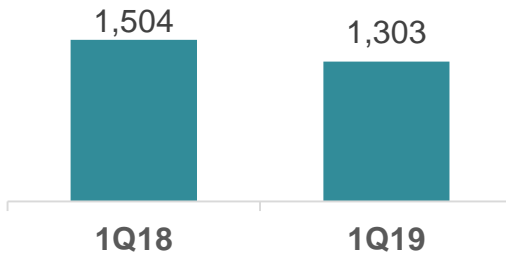
5 Games

- Made presence in "eSports" to support game ecosystem and further monetize

1Q19 THAICOM Key Performance – Stronger EBITDA

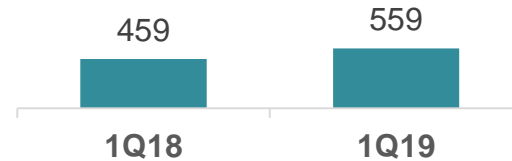


Sale & service revenue (Btmn)



- Sale and service revenue decreased 13% YoY due mainly from lower revenue of satellite business.

EBITDA (Btmn)



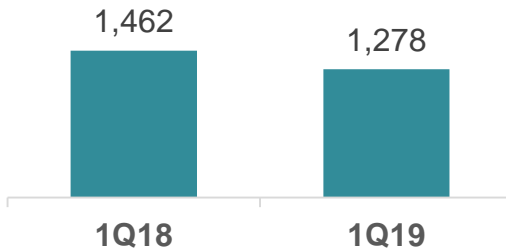
- EBITDA increased 22% YoY due to lower revenue sharing and effective cost management.
- EBITDA margin improved to 43% from 31%.

Normalized Profit (Btmn)



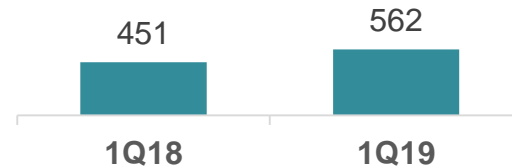
- Higher net loss from a decrease of share of profit of investment in joint venture.

Satellite revenue (Btmn)



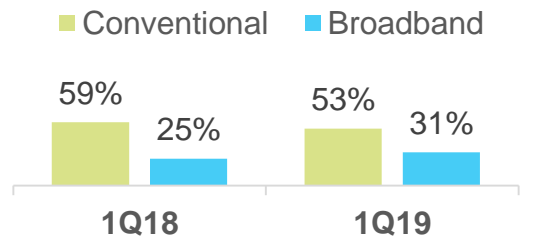
- Satellite revenue decreased 13% YoY due to newly signed long-term contract with existing customers.

Satellite EBITDA (Btmn)



- Satellite EBITDA increased by 24% YoY following lower revenue sharing and effective cost management.
- EBITDA margin increased from 31% to 44%.

Satellite utilization rate



- Utilization rate of conventional satellite decreased from Thai clients.
- Utilization rate of broadband satellite increased from customer in India.

Broadcast Services

- India's IMCL (Grant Investrade Limited : GIL), finalized additional transponder on TC-5 which expected to sign contract within 2Q19
- Africa's Djibouti Telecom, signed procurement equipment agreement to sell Hughes Hub

Broadband Services

- India's Antrix, signed bandwidth service agreement for additional 806MHz for 2-year period
- Australia's NBN, received 1st purchase order for NBN managed service
- Thailand's AIS (AWN), providing eSports services
 - Managing AIS eSports Thailand Corporate League 2019, started from 17 Apr 19, providing a white label AIS eSports platform

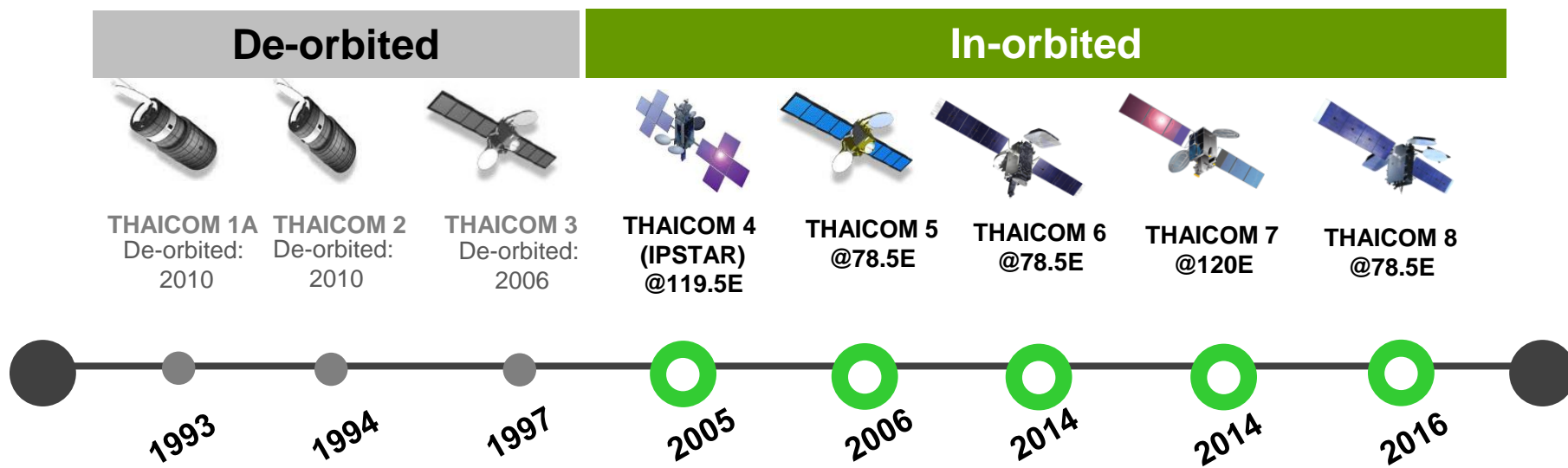


Moving Forward

Satellite Business Strategy

- Selling existing capacity partnership model
- Increase utilization of the existing satellites
- Thailand's PPP process (Public Private Partnership) THAICOM is open to join with strategic partnership in Thailand for this scheme
- International consortium for HTS

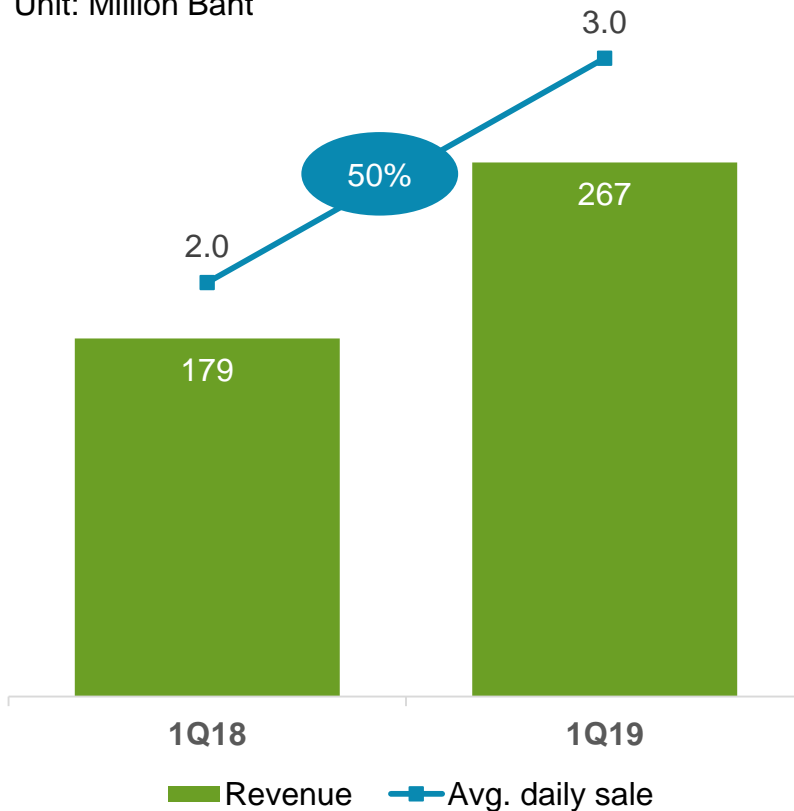
Satellite Fleet



Scheme Operating	Concession end 2021		License end 2032	
Type of Satellite	Broadband	Conventional	Conventional	
Fee	22.5%		4.00%	
Contract Life (Yr)	30 yr (2021)		20 yr (2032)	
Life end (Year)	2022	2020	2032	2032

Good revenue momentum with profit improvement

Unit: Million Baht



1Q19 Highlights

Sales channel strategy and business partnerships:

- Sales and revenue were impacted by the general election and political news
- Partnership model boosted revenue growth YoY

High margin products:

- Improved gross margin due to higher margin products
- EBITDA and net profit showed a lower loss with margin improvement

2019 Moving Forward

Sales channel strategy and business partnerships:

Explore new opportunities with platform providers and channel TV operators



High margin products:

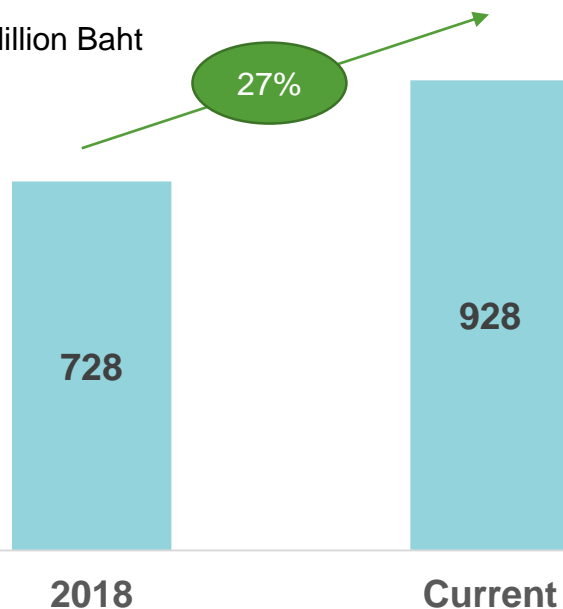
Sourcing high margin products and product differentiation such as fashionwear and health & beauty products

Current InVent Portfolio

Maintain leadership in exploring and investing for growth

Portfolio Value

Unit: Million Baht



Investment & Distribution

More than 1 billion Baht total revenue

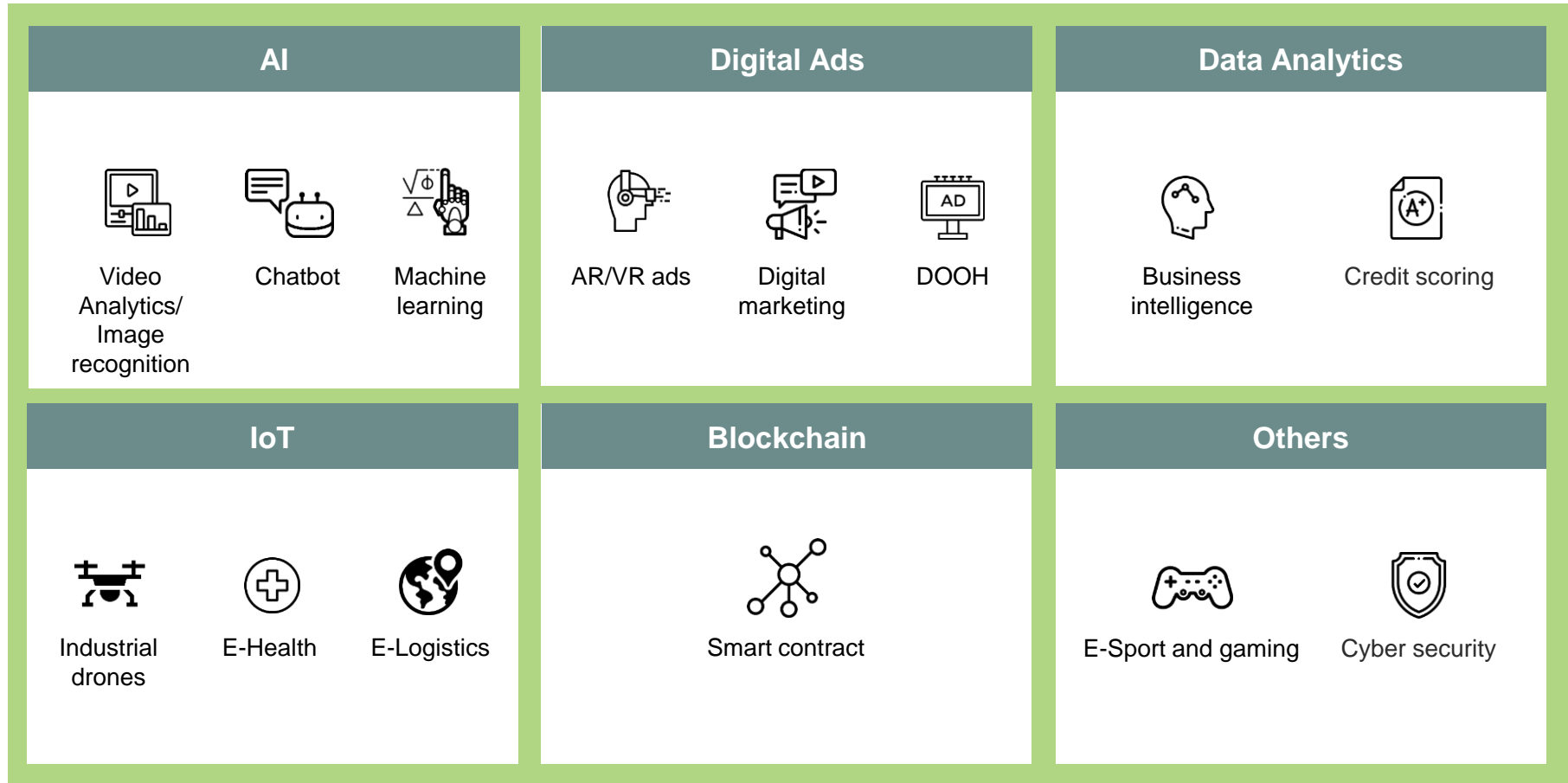


1Q19 Highlights

- Current value of InVent portfolio rose by 27% from end of 2018 following an increase of investment value mainly from Wongnai.
- YTD, INTOUCH managements approved 4 companies with total investment of approximately Bt125mn

2019 Investment Theme: Emerging Tech

*Explored emerging technology for INTOUCH new business opportunity
Strategic growth enabler for INTOUCH subsidiaries*



INTOUCH Investor Relations

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